Sales and Accounts Receivable Management Program for Comprehensive Technology Solutions Joint Stock Company in Hanoi

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***Abstract*—This undergraduate thesis addresses sales and accounts-receivable management at Comprehensive Technology Solutions. The student analyzed customers, products, contracts, invoices, and receivable records. The report reports data updates and customer debt and sales reporting functions. Sales management joins customer, product, contract, invoice, and payment information. The documented contribution is the case analysis and the selected software or analytical work described in the manuscript. The report notes limitations of development experience and does not provide measured operating results. Its practical value can be assessed further through the specific records and users involved in this task.**

***Index Terms*—sales management, receivables management, database, C#, SQL Server**

I. Introduction

Sales management joins customer, product, contract, invoice, and payment information. The organization in this thesis faced a concrete need concerning sales and accounts-receivable management at Comprehensive Technology Solutions. The student used that setting to define a manageable graduation project and to select the records and functions most relevant to the case. The work aims to organize the process and make its main steps easier to inspect. The present account follows the scope stated in the manuscript rather than assuming that the intended organizational benefits were measured [1]. Published books on the methods and subject of this project provide context for this English summary [9]. Published articles on the methods and subject of this project provide context for this English summary [10].

II. Methods

The student analyzed customers, products, contracts, invoices, and receivable records. The case study begins with the relevant workflow and identifies the information that the proposed function must receive, retain, or produce. The manuscript then describes the design or implementation choices for the selected tasks. Its diagrams, interface descriptions, or program sections provide the basis for this account. No additional test population, dataset, or deployment procedure is attributed to the work when it is absent from the thesis [1].

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III. Results

The report reports data updates and customer debt and sales reporting functions. These outputs show which parts of the stated task were analyzed or implemented for this case. The manuscript supports describing the selected functions and their relationship to the organization's workflow. It notes limitations of development experience and does not provide measured operating results. The result is therefore a student system or analysis with a defined scope, while broader operating effects remain for a later evaluation [1].

IV. Discussion

Sales management joins customer, product, contract, invoice, and payment information. The reported output addresses part of that problem by organizing the selected data and functions. The report notes limitations of development experience and does not provide measured operating results. Transaction cases and user review would be needed to establish reliable routine operation. Those checks would clarify whether the design works beyond the examples and conditions described in the graduation thesis. The project remains useful as a documented case of requirements analysis and a corresponding software or analytical response [1]. Earlier ICTU undergraduate work by Nguyễn Thị Thu Hằng addressed sales and accounts receivable management software [8].

V. Conclusion

The student analyzed customers, products, contracts, invoices, and receivable records, and the report reports data updates and customer debt and sales reporting functions. This establishes a case-specific output for sales and accounts-receivable management at Comprehensive Technology Solutions. The manuscript notes limitations of development experience and does not provide measured operating results. Transaction cases and user review would be needed to establish reliable routine operation. Accordingly, claims of routine adoption or measured organizational improvement remain outside the result demonstrated here [1].

References

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