

# Automated Commercial Offer - Assignment 1

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## 1 Team member distribution

Name	Role	Responsibilities
Kotomceva Aniiia	Project Manager	<ul style="list-style-type: none"><li>• Project planning</li><li>• Team organization</li><li>• Communication</li><li>• Gathering requirements</li><li>• Execution Control</li><li>• Reporting</li><li>• Ensuring that project deliverables meet established quality standards and customer requirements</li><li>• Identifying potential risks</li></ul>
Ravil Nurgaliev	Team Lead Developer	<ul style="list-style-type: none"><li>• Reviewing developers' code and providing feedback</li><li>• Documentation</li><li>• Optimisation and refactoring</li><li>• Versioning</li><li>• Collaborating with the team</li></ul>
Kamil Foatov	Developer	<ul style="list-style-type: none"><li>• Design and development</li><li>• Requirements Analysis</li><li>• Collaborating with the team</li></ul>
Gatin Samat	Tester	<ul style="list-style-type: none"><li>• Requirements analysis</li><li>• Test Case development</li><li>• Defect tracking</li><li>• Collaborating with the team</li></ul>

## 2 Project description

The bot automates the process of creating commercial offers. The key tasks of the bot include:

- Speeding up order processing and reducing the workload for sales managers.
- Enabling work "in the field" without using traditional tools like Excel.
- Automatically generating proposals based on client requests with minimal effort from managers.
- Integration with systems such as satu.kz, Telegram, and GPTs.
- Converting various request formats (screenshots, voice messages, text) into commercial proposals.

The bot should also be capable of asking clarifying questions, verifying data accuracy, and offering alternative products.

## 3 Link to your project repository

All completed work is documented in provided GitLab repository.