

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

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.