VOCAL FOR LOCAL

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Problem statement

On the call of our Prime Minister to be ‘Vocal for Local’, many Indian companies which are having strong consumer base and presence in Indian market have started incorporating ‘vocal for local’ themes across all advertising drives. They are proudly highlighting the Indian roots and promoting the products with a strong message of ‘Made in India’. As far as preference of consumers is concerned after suffering from economic loss during lockdown period, they are also demanding swadeshi products to boost the economy.

This change in consumer perception has been observed due to increased awareness about strengthening the Indian economy and understanding of minimizing the dependency on foreign countries. We may easily observe the visible difference in economic slowdown due to nationwide lockdown induced by Covid-19 pandemic.
All major manufacturers are focusing on establishing their brand into the consumers’ mind as an ‘Indian Product’ or product labelled as a ‘Made in India’ more specifically rather than ‘Made in China’. Since liberalization in 1990, Indian Government opened the doors for foreign companies to enter and invest in Indian market but this fact is more disturbing that now Indian market is filled with low cost Chinese products and people prefer those products without realizing that they are actually creating financial crunches for Indian producers. Now after getting the slogan of becoming ‘Atma-Nirbhar’ to mitigate the impact of Covid-19, it seems that in future ‘Made in India’ will be a significant factor to influence the consumer buying behaviour. This project tried to explore the changes in advertising campaigns adopted by selected FMCG companies to boost the Indian economy and common themes to support the ‘Vocal for Local’ movement.

**Background**

Addressing the nation, our honourable Prime Minister expressed use of swadeshi goods. He emphasised on not just ‘Make in India, but Made in India’ through his slogan of VOCAL FOR LOCAL. The Prime Minister also added the term ATMANIRBHAR BHARAT, which means self-reliance. We Indians again need to propagate, ‘The Swadesi Moment’ and make our country self-reliant in almost every walk. ‘Be Indian, Buy Indian’ needs to be inculcated in the minds of the desi Indian consumers with spirit of love towards the nation.

The idea behind such a call is to boost the Indian Economy amidst lockdown. This appeal seems to be in line with the call by the President of USA – ‘America First’ focusing on the policy of rising trade protectionism for support to local business. The world economy has tumbled down like a flock of cards due to pandemic and India being no exception to this situation. The biggest challenge in front of world leaders is to come out of the situation and inject their economy through reforms and relief packages so that the business can restart. India is facing a big problem of unemployment, poverty, movement of migrant labourers to their natives, closure of most of MSME’s, lack of funds etc and to overcome the situation the government machinery needs to take reformative measures to brings the economy back on the tracks.

The concept of Vocal to Local, is promoting Indian products in the Indian markets through persuading marketing so that the Indian consumers impulsive behaviour is put to test through patriotic feeling. The trump card played here is the emotional touch to connect with 135cr citizens of our country during this hard time. It’s the time that the Indian goods and services are promoted through digital marketing, advertising and promotions in aggressive manner. It’s the time when Indian corporate honchos needs to take advantage of the situation by playing emotional trumpet to build a place in the minds of the Indian customers for the Indian goods.
Introduction

The concept studies in Indian history repeat itself; yes it’s about the nationwide call given by Mahatma Gandhi – ‘Swadeshi Moment’- use of swadeshi goods and boycott of foreign goods to empower the Indians and fight the brutality of the Britishers by subjugation. So here comes Swadeshi Moment 2.0, with the prime minister of our country appealing to all the Indians to support the Indian industries by purchasing the Indian products as our country is passing through the inevitable phase of slowdown and economic recession. In the era of extended proliferation, the appeal does not demand for boycott of foreign goods, FII, FDI, or setting of the foreign multinational in our country.

The brilliant strategy of ‘Vocal for Local’ is to help boost the staggering domestic businesses to be on track. ‘Atmanirbhar Bharat’ would help particular sector of the economy gain the pace of growth with full acceleration, but again, does not mean that we stop importing the required technology, raw material, energy resources and others required products that are manufactured in other countries. The equations of the global environment have changed drastically due to pandemic and slowdown.

The world would slip into new normal with the economies adopting more of protectionism strategies for support of business units. We need to understand that, neither a nation nor a corporate can create globally competitive product without access to global resources and global markets. ‘Vocal for Local’ is to empower our small business at rural India, big corporate houses, MSME (Micro, Small & Medium Enterprises) and also to promote entrepreneurial approach for the youths at grass root level through procurement of the Indian products and services, though it might be of substandard quality compared to multinational products.

This act of protectionism & patriotism can built confidence in the minds of our business houses and also provides them adequate time frame to heighten the quality and compete with foreign products. It’s time now, that we Indians unite and supports our economy through approach of ‘Be Indian, Buy Indian’.

Prime Minister Shri Narendra Modi had advised Indians to be “vocal for local” brands and purchase products made by Indians domestically to build self-reliant nation. The most powerful slogan the country has got in last 60 years from the Prime Minister is “Vocal for Local”. He urged everybody to carry forward the movement in creating a self-reliant (Atma-Nirbhar) nation by supporting local enterprises and indigenous products generously. Father of nation, Mahatma Gandhi had also initiated the movement of rejecting foreign clothes and had introduced ‘Charkha’ for handmade clothes. So relying on own products is not a new concept for India.
The basic idea is to buy those products which are made locally. Liberalisation, Privatization and Globalization (LPG) began in India in 1991 which led to a sound increase in Foreign Direct Investment (FDI) with the entry of global brands into our nation. When global brands started entering in Indian market, it started giving stiff competition to local manufacturers especially Micro, Medium and Small Scale Enterprises (MSME) suffered a lot. Now Indian companies are again establishing themselves as a ‘Swadeshi brand’ and floating advertising campaigns highlighting Indian roots, depicting long association with each family since many generations, using Indian ingredients, purchasing raw material from local farmers / suppliers, promoting only Indian brands etc.

**Existing system**

E-commerce, also known as electronic commerce or internet commerce, refers to the buying and selling of goods or services using the internet, and the transfer of money and data to execute these transactions.

E-Commerce on Small Firms have factor that has influenced the processes of adoption and use of e-commerce in both small and medium enterprises and industries. Small scales firms that have adopted and have used e-commerce have taken into account not only the technological part and organisational aspects of implementation but also the strong user’s o the web sites with their own skills, attitude towards work, enthusiasm and fear of technology.

Whereas on the other side of the story, the majority number of consumers have to pace with and effectively use the services offered through internet by enterprises.

Thus to carry out a successful relationship and transactions between consumers and firms, they not only have to exchange money and products but also information and mutual trust. E-commerce has been simply defined as a use of electronic range of networks to simplify, resolve, improve and pace up the various stages and processes of business like buying and selling and delivery of goods and services.

E-commerce’s prime driver is Internet which presents an hierarchical framework. The use of websites for small scales enterprises can create a major impact and global presence when compared to other Medias. The web are defined with no geographical boundaries or national boundaries but rather by the coverage of computer networks which offers widened access to different markets for small scales and micro enterprises. Small scale industries find more competitive markets and intense pressures with their limited resources and manpower and mainly of weaker market power.

Due to this SME’S had to undergo pressure to co operate more into networks to spread information, develop costs and risks. Small scale industries are amongst the last ones to benefit from the new technology and are happily excited about the widened opportunities increased through internet and E-commerce.
Internet Web Spending includes capital and operation incurred expenses to build and support new systems of web based. Small enterprises sell both to businesses and consumers though a majority share is been sold to consumers than businesses.

Internet offers an access to wide range of goods and services that small scale industries are interested in and help them in their competitive field. It includes tools that small firms can use to enhance and flourish their businesses, reach new customers and maximize customer relationships. The basics must haves in internet usage of SME’S should be email, specialized industry/ professional information and product information. Email is to contact the same for urther relationship and to resolve any query. Professional information should be displayed as to stand out in the competitive market and showcase the goodwill of the enterprise and product information does creates an impact of the benefits it offers compared to other products and services. The final frontier is to reach the customers through the media created by Ecommerce. They are as follows: Creating a web site – The main state is the creation of a web site.

The web site creation is a tedious process as it involves of thinking process and building up a website, its content, designing, security measures, all take in a lot of engineering. Once the website is created, we are ready to do business. Banner exchange/ showcasing advertisements on other websites – Once the web site creation part is completed, the focus comes on the advertising part which makes it to publicize the website on other websites and social sites for example, google ads, facebook ads, and etc.

These are useful as they have a far reaching impact on state and national as well as global level. They are so effective that they can dig out customers from any corner of the earth, given that technology is available. Management tools for web sites – After the completion of the website, the management tools take in place such as that of the server, security and antivirus measures and many more. These are essential part of the tools and parts of the web site management.

Visitors counting – There is a space on the website which when visited by a person, displays his visit number and the total number of members who have visited. This informs us the number of times the web site has been visited and successful of the website creation of the business. Ecommerce solutions – The next solutions is the Ecommerce solutions that is the solutions leading to the Ecommerce and it’s far reaching impact on the business where a problem is encountered operationally.

The benefits to ecommerce impact on small scales industries are as follows: Global Reach: it has helped business to reach national and international markets with quite less costs incurred to find the best and most profitable suppliers, expand business, gain new customers and co-ordinate and find the best suitable partners for business. Minimise costs: Once the website is been designed it reduces the cost of hiring an offline mode of marketing. This acts as a major advantage of e-commerce. No customary charges are applied when website designs promotes the business.
Certain offline marketing costs are cut and thus it reduces the costs overall. Building customer relationship: E-commerce helps in building the customer relationship as the customer is aware of the whole process while buying the goods and services and it creates a better impression about the she’s to the customers. The SME’s benefit in a way that the customer becomes fully aware of the product and services as personalized communication helps to attract customers and built a goodwill for a enterprise. The goods and services are up to dated on the websites with quality, price and size.

Long Business Hours: Creating an online marketing field benefits the SMEs as in there is no fixed working hours. The sites are 24hours seven days a week available with no extra costs and transactions can be carried out any time of the day. Therefore Ecommerce has significantly showed a major growth in past few years. It has helped SME’S in enhancing growth, expanding and creating a new business measures in a much easier and implied manner. It has changed the way customers are been dealt and growth towards economy has also been observed.

The people should visit out website to know about the various products and vendors available in a particular location and should be able to visit and contact them.

By visiting their place, there are chances of increasing their business

The items should be sorted place wise. And as well as product wise as we can search them.
Problem Analysis

With Covid-19 taking precedence over all other aspects of our lives currently, unpredictability runs high across sectors.

If I ask the usual ‘where do you see yourself in the next five years’ question in an interview, nobody would have a clue. In fact, we are at a stage where none of us can hazard a guess around how the world would look like five months from now.

In such a scenario, adopting a self-reliant attitude is the best bet, says the Indian Government. In his latest address to the nation, Prime Minister Narendra Modi urged the nation to go local and be the voice for it too. The term ‘vocal for local’ and ‘atmanirbhar Bharat’ have become trending topics across engagement platforms since.

What is encouraging to note is the quick uptake by consumer brands which have already begin to turn the tide towards ‘Swadesi’ and ‘Made in India’ tags. From a US-based nutraceutical brand pledging to go ‘vocal for local’ in its recent twitter campaign to top-to-mid-range Indian brands sharpening the ‘Be Indian. Buy Indian’ ethos to customers across platforms being swayed by digital advertising and promotions – change is evident across layers.

As per a PGA Labs report, 21% of advertising spends in FY19 was allocated towards digital which represented ~$3.5 Bn out of $16.5 Bn pie. Digital adoption by advertising is expected to grow at a CAGR of 30% which is already being considered an understatement with how Covid is changing advertising trends across channels.

As Government and businesses buckle up to restore the new economic normal post a few months of lockdowns, most of the traditional sectors would require support to start inching back to business as usual. Considering overall risk-averse sentiments in the economy, lending pride to ‘made in India’ ethos gives an undoubtable edge to local Indian brands e.g. Amul, Dabur, Godrej, Tata.

Indian corporations have also supported the Government wholeheartedly during last few months by rolling out donations and by quickly pivoting to start producing essentials like hand sanitizers, ventilators and masks.

However, this does not indicate gloom for multinational corporations since this comes as an opportunity for them to focus on right promotion strategies including ‘making in India’ and to reinforce their commitment to the country. A tilt towards ads with nationalistic fervours can clearly be seen in recent advertising campaigns where products are being placed against tri-colour backgrounds and where commitment to India’s wellbeing is often being alluded to.
Swadesi Angle

Brand strategies will be key to leveraging the opportunity created by ‘vocal for local’. Common customers do not understand the brand origin when it comes to consumer brands e.g. American brand Colgate, synonymous with toothpastes in India, is one of the most recognizable household brands in the country. If one were to ask the senior citizens or public about it, they will be confident in assuming it to be an Indian brand. This just goes to show that ‘Swadesi’ is not a perception fully owned by domestic brands, but it generally indicates a brand which is broadly recalled with fondness across the country.

Hence, as sales pitches and campaigns turn desi, it is an opportune time to see how brands reposition their broader connect with masses as Indian-ness and attract a diverse, multi-tiered consumer group. With Covid-19 accelerating the digital wagon for advertising and media, consumer preferences will be skewed towards ‘ease through digital’.

1. Vocal for Local: Reviewing Global Experience with an Indian Insight
This Review Paper tries to find out the emerging problems in Local Governance by exploring Global dynamics from an Indian perspective. In this article, the researcher looked forward to the Local solution in light of Global experience, particularly with an Indian perspective.

2. Vocal For Local – Is India Ready?

The research conducted by Thinking Hat, through Digital Platform on understanding of the term Vocal for Local and consumer’s perception on it. Nearly 1800 Consumers from the age bracket of 18-50 years from five metro cities were targeted. The study concluded that 75% of the consumers understood term, but with some ambiguity and comprehensive misconception. The consumers were not able to make out the Indian companies compared to foreign due to the marketing efforts.

3. Being Vocal for Local Brands: A New Mantra of Success for Indian FMCG Companies.

The researcher focused on the advertisement campaigns used by the Indian as well as the foreign companies to promote their FMCG products. The foreign companies use the Indian names and Indian slogans to promote their product in the markets which confuses the consumers.

4. Vocal for Local: Incentive Schemes for Pharmaceutical API Industry.

The research article emphasises on the further boost of Indian Pharmaceutical Industry due to Governments promotional programmes of boosting the local companies. The article concludes that the dependency of the Indian pharmacy of the foreign companies would reduce with Made in India & Vocal for Local projects.

The study under research signifies the needs of educating and Indian customers about the origin of the product. The study undertaken by the researcher shows that, the respondents lack awareness of the product/brands and are not able to distinguish between the Indian and Foreign products. The study signifies that there is a need for a special identification mark or a symbol that need to be printed on the packaging.
material which would help the common masses to distinguish the Indian and foreign product. A separate section for the Indian products, where ever possible, needs to be maintained for the customer knowledge and education. As per the Indian constitution, Right to Information and Right to Education are the fundamental rights, but when it comes to marketing and shopping these rights does not have a significant role in education the customers. The research study signifies that the respondents have a strong mind set to support & retrieve the Indian economy from the pandemic shock, which can be done by purchasing the Indian products and brands, but due to lack of awareness and knowledge this seems to work negatively. The researcher through his study would like to appeal and suggest the Government officials to help the researcher undertake the research project at national level and then by studying the outcome of the research study find solutions to help the Indian consumers educate.

Suggestive measures that would help create an environment for Local business.

1. Indian Products needs be to tagged with special mark/symbol or colour (Suggestive - Akhand Bharat or Samridha Bharat) The MSME and small entrepreneur business needs to trained in use and rights of Intellectual Property (Patents, trademarks, copyrights, geographical indicator etc)

2. List of Indian companies and their product brands to be circulated, through special app by the government for educating the common masses. A separate session for Indian product and foreign products in super markets and grocery stores

3. Uttar Pradesh’s One District One Programme (ODOP) is a success story that has manifested the PM’s ‘vocal for local’ mission needs to be adopted by other states.

4. There should be special discount/Rebate for the consumers for purchasing specific amount of local products by creating a Loyalty Program Scheme. (LPS)

5. Geographical Indication (GI), its use & promotion among MSME and rural businesses.

6. Special subsidised rate for advertisement of Indian products to the rural businesses and MSME’s.

7. Special concession in import duty and custom duty for purchase of machinery by the MSME for improving production capacity and quality enhancement.
8. Entrepreneurial Development, women empowerment and vocational training camps for the youth in Rural India needs to be taken on priority basis.

9. The Indian personalities who engage in as brand ambassadors for foreign companies, need to come forward and as part of their social responsibility promote the Indian products by not charging any fees or royalty from the companies, especially MSME.

10. The Indian Government need to use the most trusted and widely spread network of Post-offices to promote and deliver the goods of the Indian business from remotes rural markets to urban markets. Let the Post Office be the carrier vehicle of Vocal for Local.

11. India should follow the policy of rising trade protectionism for support to local business. Not signing of any free trade deal under the Regional Comprehensive Economic Partnership is a positive sign by the Indian Government to protect Everyone.

Apart from the above Suggestive measures, using the technologies, we can also try to solve the problem. This is our actual idea about the project.

FEASIBILITY STUDY

Feasibility study is a high level version of the entire system and design process. The purpose of feasibility study is not to solve the problem but to determine if the problem is worth solving. It is conducted to select the best system that meets performance requirement. A system’s required the identification of specific system objectives, and a description of out puts defines performance.

Three key considerations are involved in the feasibility analysis:

- Economical feasibility
- Technical feasibility
- Operational feasibility

**Economical feasibility:** economical analysis is the most frequently used method for evaluating the effectiveness of the proposed system. This is an ongoing effort that improves inaccuracy at each phase of the system life cycle.

As the necessary software and hardware is available in the system, the initial investment for the proposed system is NIL. The proposed system minimizes the time and effort right from managing the activities. Thus, the proposed system is economically feasible.
Technical feasibility: it centres on the existing computer system (hardware, software etc) and to what extent it can support the proposed system. The necessary hardware and software tools are available in the computer system and the software recommended supports the system objectives. Thus, it is technically feasible to design and develop the proposed system.

Operational feasibility: people are inherently resistant to change and computers have been known to facilitate the change. As estimate should be made of how a strong reaction the user is likely to have towards the development of a new system. As the proposed system is a user friendly package with all the visual aids, the effort that goes into the educating and training the user staff is almost negligible. Therefore, resistance to the proposed system is NIL.

Based on the above analysis, the recommended system is feasible.

DESIGN

The structure of the project
The project workflow
An Overview of the project

SYSTEM TESTING SECURITY & IMPLEMENTATION

- **Coding**
  Coding is the process that transforms design into a programming language, which can be understood by the computer. Coding is viewed as natural source code which is based on internal documentation, methods for data declaration procedures for statement constructions and input output techniques. Source Code is Intelligible if it is simple and clear.

- **Testing:**
  Testing the newly developed or modified systems is one of the most important activities in the system development methodology the goal of the testing is to verify the logical and physical operation of the design blocks to determine that they operates as intended. During testing the program to be tested is executed with a set of the test cases, and the output of the program for the test cases is evaluated to determine if the program is performing as it is expected to do so. There are a number of rules that can serve well as testing objectives.
Testing is a process of executing a program with the intent of finding errors. Good test case is alone that has a high Probability of finding as yet undiscovered errors. A successful test is one that uncovers as yet undiscovered errors. The basic levels are unit testing, Integration testing and Acceptance testing. The different levels of the testing attempt to detect different types of the faults as discussed below:

- **Unit Testing**
  
  During the implementation of the system each module of the system was tested separately to uncover errors with all its boundaries. User inter-faces was used as a guide in this process.

- **Integration Testing**
  
  The objective of the integration testing is to take the unit tested modules and build a program structure that has been defined in the design. We have down a top down integration, which is an incremental approach, which is constructing and testing small segments where errors are easier to isolate and corrected. The Integration process was performed in three steps is:
  
  1. The main control was used as a test driver.
  2. Tests were conducted as each module was integrated.
  3. Regression Testing (Conducting all or some of the previous tests) to ensure that new errors not been introduced.

- **System Testing**
  
  Here the entire software system was tested. The references document for this process is the requirements document and the goal is to see if the system meets its requirements.

- **Boundary Conditions Test**
  
  Boundary conditions as in case of the generating sequences were tested to ensure that the module operates properly at boundaries established to limit or restrict processing.

- **Acceptance Testing**

  This is normally performed with the realistic data of the client to demonstrate that the software is working satisfactorily. Testing here focus on external behaviour of the system.

- **Security**

  Security is the main concepts we have to provide in the project, so that unauthorized users can not access or violate valuable information. In the present system we provided a logon screen which monitors the users. Which helps the only authorized users can access the data.
Implementation
The implementation phase is the period during which the system is used. The major activities of this are:

1. Complete conversion
2. Operate system
3. Evaluate system performance
4. Maintain system and manage charges

The implementation phase follows the development phase. Usually it is the longest of all life cycle phases and is characterized by four distinct stages. Initially the new system must be introduced into business activity mainstream. This state is called changeover. The changeover transaction period may take weeks or even months. After it is completed the system enters the operation and routine maintenance state. Early in this stage an evaluation should be made based on performance measurement that determine whether the specific benefits claimed for the system have been achieved. Finally the new system has all operational systems must be able to accommodate change. Change is perhaps the most important state in the life of a computer based application. Whether or not change can be managed is the final measure of the success or failure of the entire system effort.

The principal activities and documents that characterize the stages of the implementation phase are:

- **System Changes Over**
Normally a period of transition is required to change from an old system to new one. If all the development phase implementation activities have been performed adequately the necessary manuals and documentation for the new system are available. There is a nucleus of trained personnel to assume responsibility for the new system. However it is critically important for the project team to remain heavily involved and in control during changeover. Changeover usually is one way process it must result in a planned, numerous unforeseen incidents and problems will arise. System changeover is the most critical period in the entire life cycle of the computer-based system. Positive support by all user organization is essential.

- **Routine Operation**
At the conclusion of the changeover process the system has been operational for a reasonable period; its performance is formally evaluated. The result of the evaluation is documented in an evaluation report, which should be presented to a user management review
board. The principle user of the system should head the board.

- **System change**

The modern system environment is dynamic subject to many internal and external influences. The business environment may trigger a change request, which is then reviewed by the user management. This process may form a brief analysis of the requested change to an extensive investigation. This investigation could cause a return to the study phase, in which case the resulting new design and development activities might yield a great modified system.

**The Overall Description**

It includes general factors that affect the product design and implementation in the project requirements and necessary features. The project requirements and specifications will be the main factor determining the design of the components since this is a single user product.

**Interfaces**

All component interfaces will be GUI interfaces. Logical Characteristics:

(a) View list of products/vendors at once or differently

(b) Can display all the products and sort option available

(c) User Specific views

**Hardware Requirement**

The system has following hardware requirements:

- i3 or and higher processor for better speed
- 4 GB RAM minimum
- Hard Disk 1GB space at least (recommended)

**Software requirements**

The system has following software requirements:

- Operating System: Window 10/8 (recommended)
- Database -: SQLITE
- Other tools and technology: PYTHON, DJANGO
- Front End: HTML, CSS, Bootstraps
- Back End: Django
Product Features

Users are provided with different function and each function sub-functions.

Apportioning of Requirements

We feel that we can accomplish all of the above stated requirements given the time that we have. We have already limited the number of components that we intend to develop, because we do feel that we have time to completely finish and test more components then the ones listed in future.

Specific Requirements:

Specific requirements include:

Functions: Product will perform following functions:

**Functional Requirements**

In this system there is lots of functioning:

- user specific accounts
- create product for vendors
- vendor management
- admin account
- user account

**Non-Functional Requirement:** Non functional requirements are as:

Performance Requirements

Software must be able to support more entries, and efficiently search them.

Safety requirement

Database safety from viruses and operating system failure

Software quality attributes

The quality of the database maintained in such a way so that it can be a very user friendly to all the user of the data base.

Design Constraints

The system must be designed in such a way that it will easy to use and user friendly.

Reliability

We try to make it reliable by testing it.
Availability
System will be available during all work hours.

Security
Logins will be used to restrict use

**Project screenshots**
CONCLUSION

This report gives an overview of all that one needs to get acquainted with in order to work with software project documentation specifically in the field of software development.

It was a diverse and enriching experience to learn from developing a software and documentation in a team on our own.

This project helped us to enhance our skills in programming field of the software development. We learnt how to develop software, how to make requirement analysis, how to make feasibility analysis and how to document the same.

On a whole, this project helped us to enhance our technical skills, teamwork, documenting skills.