ADVERTISING PLATFORM



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ADVERTISING PLATFORM

LEE JONG FENG



This report is submitted in partial fulfillment of the requirements for the Bachelor of Computer Science (Software Development) with Honours.

UNIVERSITI TEKNIKAL MALAYSIA MELAKA

FACULTY OF INFORMATION AND COMMUNICATION TECHNOLOGY UNIVERSITI TEKNIKAL MALAYSIA MELAKA

2021

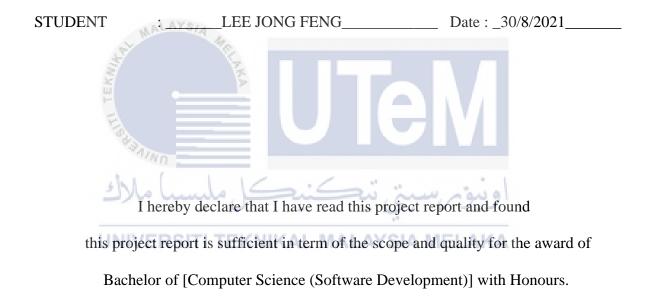
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ABSTRACT

Due to the pandemic of COVID-19, most of the shops and business processes need to be stopped immediately to avoid the spreading of coronaviruses through physical contact. In case, most of the entrepreneur faced with the problems of insufficient funds to remain their business anymore. Again, online platform is quite important in case to move the business process remotely. Therefore, an advertising platform is necessary to help in cooling down the pandemic and promoting the business process of certain merchants if they wished to do so. Through the advertising of their business in the platform provided, merchants can sustain their business in the hardship period. However, there is seldom platform for them to advertise and invest at the same time to get their investment worth. Most of the platforms take care of their own profits instead of maximize the merchants benefits. Besides, consumers always leave bad impressions to advertisements because it tends to pop up when people watching movies or using applications. A proper solution is significant to resolve the image of advertising in the deepest of their mind. In case, an advertising platform is introduced and developed as a solution of the problems outlined. During the development, agile methodology has been used. By using the system developed, the profits of all parties, which are admin, merchants and consumers will be emphasized and covered where admin can earn from merchants subscriptions and merchants can get the attentions from consumers which make their investment comes true. In conclusion, the proposed system will resolve the problems faced by the merchants and it is vital especially this pandemic of COVID-19. YSIA MELAKA

ABSTRAK

Disebabkan wabak COVID-19, kebanyakan kedai dan proses perniagaan terpaksa untuk dihentikan segera untuk mengelakkan penyebaran coronavirus melalui hubungan fizikal. Sekiranya, kebanyakan pengusaha telah menghadapi masalah kekurangan dana untuk meneruskan perniagaan mereka lagi. Selain itu, platform dalam talian menjadi peranan penting sekiranya dapat memindahkan proses perniagaan secara atas talian. Oleh itu, suatu platform periklanan diperlukan untuk membantu menenangkan wabak dan mempromosikan proses perniagaan peniaga tertentu jika mereka mahu melakukannya. Melalui pengiklanan perniagaan mereka di platform yang disediakan, pedagang dapat mempertahankan perniagaan mereka dalam masa kesulitan. Walau bagaimanapun, kekurangan platform untuk mereka beriklan dan melabur untuk mendapatkan nilai pelaburan mereka pada masa yang sama. Sebilangan platform hanya mengurus keuntungan mereka sendiri dan bukannya untuk memaksimumkan keuntungan peniaga. Di samping itu, pengguna selalu meninggalkan kesan buruk pada iklan kerana iklan akan muncul tiba-tiba ketika mereka menonton filem atau menggunakan aplikasi. Penyelesaian yang tepat adalah mustahak untuk menyelesaikan gambaran iklan dalam lubuk fikiran mereka. Oleh itu, platform periklanan diperkenalkan dan dikembangkan sebagai penyelesaian masalah. Semasa proses pengembangan, metodologi agile telah digunakan. Dengan menggunakan sistem yang diciptakan, keuntungan semua pihak, terutamanya admin, pedagang dan pengguna akan ditekankan dan dilindungi di mana admin dapat memperoleh langganan pedagang dan pedagang dapat mendapat perhatian dari pengguna yang membuat pelaburan mereka menjadi kenyataan. Kesimpulannya, sistem yang dicadangkan akan menyelesaikan masalah yang dihadapi oleh peniaga dan sangat penting terutama wabak COVID-19 ini.

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LIST OF ABBREVIATIONS

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CHAPTER 1: INTRODUCTION

1.1 Introduction

Advertising is important in a business process because it helps introducing a new product, expansion of market, competes with other merchants, increases sales and etc (Chand, no date). It determines the image and way of life and it impacts our thinking and attitude towards world (Frolova, 2014). Therefore, advertising becomes the important part in marketing strategies because the market is controlled by consumers and merchandises have to persuade and attract consumers for selling their product. A good advertising process may yield better business process where merchants should take concern onto it (Rossler, 2017). However, the advertising process is not quite easy because the merchants need to select the proper media and do some planning, research and buying.

1.2 Problem Statement

Recent years, digital channels come in and allow human beings to connect, share and collaborate like never before and these channels defined a new marketing environment full of challenges (Elawadi, 2016). Select the platform to advertise is another major concern which may affect the worthiness of the payment paid to promote the business. Multiple platform available will request the merchants to pay a lot of fees to multiple platform which really costly and it requires feasibility studies on whether the advertisements posted on the social media comes with same business value. Most of the merchants will post some stories and upload to the social media, but these advertisements tend to be ignored by most of the social media users. Those users do not dislike advertisements, but they simply do not notice them or no interest onto that (Hadija, Barnes and Hair, 2012). Someone who hate advertisement will add on some ads block extensions to block all of advertisements to enhance their using experiences onto social media (Willner, 2018). Hence, they need more attractive to catch their attentions onto these advertisements to realize the business value of the merchants. It's safe to bet the ad-to-sales ratio of major merchants have risen accordingly in the same period, and the rising cost of capturing consumer attention has driven smaller merchants without deep pockets (Thales S., 2015). Sometimes, the advertisements occurred are not related to a particular user, and once he needs to view some latest meals come out from food fast restaurants, he is unable to filter the advertisements available and only focus on his own interest. Another problem to discuss is the necessity of proper management onto the advertising process. The admins should be provided a proper management system for them to operate and do maintain and made the advertising process more flexible.

1.3 Objective

The objectives of this project are

- To design a solution to facilitate the merchants, admins and consumers
- To develop a web-based system as a platform for merchants and admins and a mobile application for consumers
- To test the system for efficiency and user satisfaction in term of usability by the merchants, admins and consumers LAYSIA MELAKA

1.4 Scope

a) Target User

This project is target for admin, merchants and consumers. Admin and merchants will be using the web application developed to ease the management tasks whereas consumers will be using mobile application developed for convenience.

b) Operating System

Android and Windows are the operating system used for advertising platform. Android is a mobile operating system developed by Google to

be used for touchscreen devices. Nowadays, it powers the cellphones, tablets, watch, TV and etc. Android had maintained its popularity as leading mobile operating system with 71.93 percent in controlling the mobile market (S. O'Dea, 2021).

- c) Modules to be developed
 - Upload new or edit and remove old advertisements

Merchant is allowed to insert a new advertisement, edit or remove the existing advertisements.

- Manage the payment plan

Admin is allowed to manage the payment plan available for the merchants to make payment for subscription.

Manage the extended payment plan

Admin is allowed to manage the extended payment plan available for the merchants to extend their current subscribed plan either in time or

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- Manage vouchers

Merchant is allowed to offer vouchers for consumers to claim by using their collected coins.

- Subscribe to merchant pages

Consumer is allowed to subscribe to the merchant pages as they like.

- Share advertisements

Consumer is allowed to share the advertisements to others by using the invitation link.

- Invite friends with referral code

Consumer is allowed to invite friends by using his referral code and earn points from that.

- Check-in

Consumer is allowed to check-in every day to earn coins which can be used to claim vouchers.

Add advertisements to favorite

Consumer is allowed to like and add the advertisements to favorite for referencing. d) Deliverable The deliverables of this project are the literature review, project

methodology, analysis, design, implementation, testing and finally the complete of Advertising Platform.

1.5 Project Significance

After the project implementation, the web-based system will provide a platform for merchants to promote their business needs and admin will be able to manage the entire platform in simple clicks. The wider view provided by web-based system enables the management process to be simpler for admin and merchants. From the point of view of consumers, they can watch the advertisements and win some coins rewards from the application offered. With that, it reveals the business value of the merchant to spend on advertising in the platform provided.

1.6 Expected Output

This advertising system is expected to provide the admins to manage the overall advertising system to make it more flexible. For admin management level, he can filter and only permits and approves the proper merchant page to be created and do some simple management onto the payment plan where the plan provided might be different depends on the current market trending and strategies. Besides, this developed platform is expected to catch the attention of the consumers in using the application frequently which encourages the worthiness of the merchants to promote their new goods or products in this platform. Not only that, consumers find it good in using the modules developed and hence reveals the business value to be developed.

1.7 Conclusion

This chapter includes the brief introduction to the proposed title of advertising platform and describes the problem statements and the objectives to be achieved. The basic design of the modules is roughly distributed in the project scope. The next chapter will mainly discussing the literature review of the entire trend of the advertising environment in real time applications. Besides, the suitable project methodology in the development process will be clarified in the next chapter too.

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CHAPTER 2: LITERATURE REVIEW AND PROJECT METHODOLOGY

2.1 Introduction

This chapter aims to discuss on the related works regarding researching onto types of advertising and how its popularity in few years. The literature will describe in details on the channels of advertising. It will act as the short conclusion onto the current trends of advertising nowadays and how advertising aids in promoting the businesses to the next level. Besides, the existing systems are studied and these founding are useful in developing the advertising platform.

2.2 Facts and findings

Facts findings are the process of collecting information related to a topic, or referring to the preliminary searches to understand a topic better (*What is fact-finding? Definition and examples - Market Business News*, 2021). It helps in deep investigation onto the topic by referring to the existing documents, researches and observations done by others previously. Some sampling techniques such as questionnaires or interviews are useful in gathering the user feedbacks and experiences in using related applications. Fact-findings can help in analyzing the direction to develop and implement the current existing system into further improvement. Section below describes the facts and findings related to this project.

2.2.1 Domain

Advertising consists of all activities which involved in presenting ideas and mindsets to an audience, either it can be a non-personal, sponsor identified, paid-for message about a product or organization (ruchjain02, 2015). With advertising, modern business enterprises can expand their business values by introducing their new products or entering or lighting competition a new market. Traditionally, advertising can be done in print media, direct mail or some broadcast media such as radio or television (De Vries, Gensler and Leeflang, 2017). However, the evolution of Internet technology bring lots of available platform for the advertiser to promote their products and services through social medias. This can be known as digital marketing as well where people in this generation tends to engage more in social medias. No matter the advertising is in the form of digital or traditional, each medium has its own merits and demerit.

In term of traditional marketing, it may produce faster results if the advertisement is well placed to the target audience and some older generation still trust offline purchasing because of the high number of frauds that occur in online purchasing environment which cause people reluctant to trust the information displayed (Dania TODOR, 2016).

The advantages of digital advertising are because of its ease of understanding and its impactful. This is due to the prevalence of the TV commercial already becomes the daily routines for most people's day to live. Besides, it seems like these digital advertising can be kept as permanent where people can refer back the advertisements easily when it is necessary. The high adaptability of contents offers by digital advertising make the advertisements look more interesting and hence it attracts more people and hit the market values (Ma and Du, 2018).

2.2.2 Existing System

Till date, there are some advertising platforms available online can be used to explore your market values or post your advertisement. Some brief examples of existing systems in advertising domain are Admixer,Network and SmartHub. Admixer.Network is a comprehensive stack advertisement serving for large publishers and different types of advertisement networks. With Admixer.Network, users can create advertisements based on the campaign provided to target audience based on timeframe, devices, browsers or even countries and regions. Users are allowed to build their own DMP for behavioral targeting, age, gender and interests. SmartHub is a hosted, maintained and market-ready technologies solution that enables rapid deployment of advertisements (*SmartHub Reviews 2021: Details, Pricing, & Features / G2*, 2021). It enables achieve control and transparency of mediatrading and configures advanced trading rules to encourage a more profitable programmatic environment. Apart, users can adjust the media buying and selling according to the individuals needs which is a great feature embedded.

2.2.3 Technique

The main concern of the merchants or advertisers to upload and place the advertisements in a platform are the feedbacks from the consumers and the profit they might earned from that. Let's say if the platform does not have any points to attract the consumer, then the advertisements will not hit the market values brought. Therefore, the developed system will focus onto the user experiences. With the experiences, the developed system will introduce some features to attract the consumer's attractions in using this application which can hit the advertisers' expectations.

2.3 Project Methodology

Project methodology provides standard approach or guidelines to be used in implementing a project (*Project Management Methodology*, no date). It is important from the project initiation stage, planning, executing and the final closing stage. In this project, the project methodology includes the system development life cycle (SDLC) and database life cycle (DBLC). They aid in transform the ideas and opinions to be developed into modules of entire systems.

2.3.1 System Development Life Cycle

In this project, agile model is used as the SDLC model. It is a software development process framework which helps in responding to the unpredictable of software building process through incremental and iterative workloads (*Main Stages in Agile project*, no date). The agile iterative helps in short-time span project with minimal planning rather than spending long time to plan (Azmee, no date). With agile methodology, the overall project risks can be minimized and the project developed can be adopted more quickly.