

AI BASED EXPIRY AWARE DYNAMIC DISCOUNT SYSTEM

¹ V SAMHITHA, ² Mrs. DEEPA

¹ M. Tech Student, ² Assistant Professor

Department Of Computer Science And Engineering

KLR College Of Engineering And Technology, B.C.M Road, Paloncha, Bhadrachari Kothagudem
Dist., Telangana, 507115

ABSTRACT

The rapid growth of the retail and supermarket industry has increased the need for intelligent inventory management systems that minimize product wastage while maximizing business profitability. One of the major challenges faced by retailers is the accumulation of products approaching their expiry dates, leading to financial losses, food waste, and inefficient stock management. Traditional methods of manually identifying and discounting near-expiry products are time-consuming, inconsistent, and often fail to optimize pricing strategies.

This project, AI-Based Expiry Aware Dynamic Discount System, proposes an intelligent solution that utilizes Artificial Intelligence (AI) and Machine Learning (ML) techniques to automatically recommend dynamic discounts for products based on their remaining shelf life, demand, inventory levels, and historical sales patterns. The system continuously analyzes product expiry information and predicts the optimal discount percentage that encourages faster sales while maintaining profitability.

The proposed system integrates inventory management with predictive analytics to classify products according to their urgency for sale. Products nearing their expiry dates receive dynamically adjusted discounts instead of fixed markdowns, ensuring that pricing decisions are data-driven and responsive to real-time inventory conditions. Additionally, the system generates alerts for store managers regarding products requiring immediate attention and provides analytical dashboards for monitoring stock movement, sales performance, and wastage trends.

Machine learning algorithms are employed to identify purchasing behavior and estimate the

probability of selling products before expiry. By incorporating AI-driven decision-making, the system improves operational efficiency, reduces manual intervention, minimizes food and product waste, enhances customer satisfaction through attractive pricing, and increases overall revenue for retailers.

I. INTRODUCTION

1.1 Introduction

The retail industry is undergoing a major digital transformation through the adoption of Artificial Intelligence (AI), Machine Learning (ML), Internet of Things (IoT), cloud computing, and big data analytics. Among the significant challenges faced by supermarkets, grocery stores, pharmacies, and food distribution organizations is the management of products approaching their expiration dates. Every year, retailers suffer substantial financial losses due to expired inventory, while consumers often remain unaware of available discounts on products nearing their expiry. This leads to increased food waste, reduced profitability, inefficient inventory utilization, and environmental concerns.

Traditional retail pricing strategies generally rely on manual discounting or fixed promotional schedules. Employees periodically inspect products nearing expiry and manually apply discounts, making the process labor-intensive, inconsistent, and prone to human error. Such conventional approaches fail to consider real-time demand, inventory levels, customer purchasing behavior, seasonal trends, and remaining shelf life when determining product prices.

The **AI-Based Expiry Aware Dynamic Discount System** is designed to address these challenges by intelligently calculating product discounts based on expiry dates and multiple

business parameters. The proposed system leverages Artificial Intelligence and Machine Learning algorithms to automatically determine optimal discount percentages that maximize product sales before expiration while minimizing revenue loss. Instead of offering arbitrary discounts, the AI model predicts customer demand and dynamically adjusts pricing according to the product's remaining shelf life.

The system continuously monitors inventory data, product expiry information, historical sales records, customer purchasing patterns, and market demand. Using predictive analytics, it identifies products that require immediate discounting and recommends appropriate price reductions. Products with longer shelf life receive minimal or no discounts, whereas products nearing expiration are offered progressively higher discounts to encourage faster sales.

Modern retail organizations generate massive volumes of transactional data daily. AI algorithms analyze this data to recognize hidden patterns and forecast customer buying behavior. Based on these predictions, the system generates personalized discount recommendations, improving both customer satisfaction and retailer profitability. This intelligent pricing mechanism enables retailers to reduce inventory waste while maintaining healthy profit margins.

The proposed solution integrates seamlessly with existing inventory management systems, billing software, barcode scanners, Point-of-Sale (POS) terminals, and cloud databases. Whenever new inventory is added or products are sold, the system updates expiry information in real time. AI models continuously learn from historical sales performance and customer responses to previous discounts, enabling more accurate pricing decisions over time.

Another important feature of the system is automated inventory prioritization. Products are ranked according to urgency based on their expiry dates, enabling store managers to focus

attention on high-risk inventory. Dashboards provide real-time insights into inventory status, expected expiry losses, discount effectiveness, and sales performance. Such analytics support informed managerial decision-making and improve operational efficiency.

Customer engagement is also enhanced through digital notifications, mobile applications, loyalty programs, and personalized recommendations. Customers receive alerts regarding discounted products before they expire, increasing purchasing opportunities while reducing product wastage. Personalized offers generated using AI further improve customer retention and shopping experience.

EXISTING SYSTEM

The existing retail inventory management systems primarily rely on traditional methods for handling products approaching their expiration dates. In most supermarkets, pharmacies, grocery stores, and retail chains, store personnel manually monitor product expiry dates and apply discounts based on predefined business rules or management decisions. These systems are generally reactive rather than proactive, meaning that discounts are offered only after products are very close to their expiry dates, leaving little time to sell the inventory effectively. As a result, a considerable quantity of products remains unsold and eventually expires, leading to financial losses and increased waste.

Most conventional inventory management systems maintain records of stock quantity, product information, supplier details, and sales transactions. However, they lack intelligent mechanisms to analyze expiry dates, predict customer demand, or dynamically optimize product pricing. Discount decisions are usually based on fixed percentages, promotional campaigns, or manual inspection rather than real-time analysis of inventory conditions. Consequently, products with varying shelf lives often receive identical discounts, regardless of their urgency or sales potential.

In many retail environments, employees must periodically inspect shelves to identify products nearing expiration. This manual process is time-consuming, labor-intensive, and susceptible to human error. Due to the large volume of inventory, expired or near-expiry products may be overlooked, resulting in unnecessary product disposal and customer dissatisfaction. The absence of automation also increases operational costs and reduces the overall efficiency of inventory management.

Existing pricing systems generally do not consider multiple factors such as remaining shelf life, historical sales trends, seasonal demand, customer purchasing behavior, stock availability, and market conditions when determining discounts. Instead, discounts are applied uniformly according to fixed business policies, which often fail to maximize sales or profitability. This lack of intelligent pricing results in either insufficient discounts that fail to attract customers or excessive discounts that unnecessarily reduce profit margins.

Traditional systems also have limited forecasting capabilities. They are unable to accurately predict future demand for products approaching expiration, making it difficult for retailers to plan effective promotional strategies. Without predictive analytics, businesses cannot identify which products require immediate attention or estimate the likelihood of selling inventory before expiration.

Another limitation of existing systems is the lack of real-time monitoring and automated alerts. Inventory managers often receive delayed information regarding products nearing expiry, reducing the opportunity to implement timely corrective actions. Most systems also provide limited reporting capabilities, making it difficult to evaluate the effectiveness of discount strategies or analyze the causes of inventory losses.

Furthermore, customer engagement in traditional retail systems is relatively limited. Existing solutions generally do not provide

personalized discount recommendations or notifications for near-expiry products based on customer preferences and purchase history. As a result, retailers miss opportunities to increase customer satisfaction, encourage repeat purchases, and improve sales performance.

Although some modern retail management systems include barcode scanning, inventory tracking, and Point-of-Sale (POS) integration, they still depend largely on predefined pricing rules and manual intervention. They do not utilize advanced technologies such as Artificial Intelligence (AI), Machine Learning (ML), predictive analytics, or real-time data processing to optimize discount decisions.

Therefore, the limitations of the existing system highlight the need for an intelligent, AI-driven solution that can automatically monitor product expiry dates, forecast demand, determine optimal discount percentages, and support real-time inventory management to reduce waste, increase sales, and improve operational efficiency.

Limitations of the Existing System

- Manual monitoring of product expiry dates is time-consuming and error-prone.
- Discounts are based on fixed rules rather than intelligent analysis.
- No Artificial Intelligence or Machine Learning for pricing decisions.
- Unable to predict customer demand for near-expiry products.
- High risk of product expiry leading to financial losses.
- Increased food and medicine wastage due to delayed discounting.
- Lack of real-time expiry alerts and automated notifications.
- Limited inventory forecasting and decision support.
- Uniform discount policies reduce profitability.
- Poor inventory utilization and stock management.

- Minimal customer personalization and targeted promotions.
- Higher operational costs due to manual intervention.
- Limited analytical reports for evaluating discount effectiveness.
- Inadequate integration of real-time inventory data with pricing strategies.
- Reduced overall efficiency in retail inventory management.

PROPOSED SYSTEM

The **AI-Based Expiry Aware Dynamic Discount System** is an intelligent retail inventory and pricing solution that utilizes **Artificial Intelligence (AI), Machine Learning (ML), predictive analytics, and real-time inventory management** to automatically identify products nearing their expiration dates and generate optimal discount prices. Unlike traditional systems that rely on manual inspection and fixed discount policies, the proposed system continuously analyzes multiple factors such as product shelf life, inventory levels, historical sales data, customer purchasing behavior, seasonal demand, and market trends to determine the most effective discount strategy.

The system maintains a centralized database containing product details, manufacturing dates, expiry dates, stock availability, supplier information, sales history, and customer purchase records. Whenever a product is added to the inventory, its expiry information is automatically recorded and monitored. The AI engine regularly evaluates the remaining shelf life of each product and categorizes items based on their urgency for sale.

Machine Learning algorithms analyze historical transaction data to forecast future demand for each product. By identifying purchasing patterns and customer preferences, the system predicts the probability of selling products before their expiry. Based on these predictions, the AI model recommends dynamic discount percentages that maximize product sales while minimizing financial

losses. Products with longer shelf life retain their original prices, while products approaching expiration receive progressively higher discounts to encourage timely purchases.

The proposed system also integrates with inventory management software, Point-of-Sale (POS) systems, barcode scanners, RFID technology, and cloud databases to ensure real-time synchronization of stock information. Whenever products are sold or new inventory is received, the database is automatically updated, enabling the AI model to make accurate pricing decisions based on the latest information.

A key feature of the proposed system is its **dynamic pricing mechanism**, which adjusts product prices automatically according to predefined business rules and AI predictions. The pricing model considers several parameters, including:

- Remaining shelf life of the product.
- Current inventory levels.
- Historical sales trends.
- Customer demand forecasting.
- Seasonal purchasing behavior.
- Product category and perishability.
- Market conditions and promotional strategies.

The system includes an intelligent notification module that alerts inventory managers whenever products are nearing their expiry dates. Customers can also receive notifications through mobile applications, SMS, or email regarding discounted products that match their purchase history and preferences. This personalized approach improves customer engagement, increases repeat purchases, and enhances overall shopping satisfaction.

A comprehensive dashboard provides real-time visualization of inventory status, expiry alerts, product-wise discount recommendations, sales performance, revenue generated from discounted products, and expected inventory losses. These analytical reports assist management in making informed business

decisions and continuously improving pricing strategies.

Working of the Proposed System

1. Product information and expiry dates are entered into the inventory database.
2. The system continuously monitors remaining shelf life.
3. Machine Learning models analyze historical sales and customer behavior.
4. AI predicts future product demand and sales probability.
5. The system calculates the optimal discount percentage dynamically.
6. Updated prices are synchronized with the POS system.
7. Customers receive notifications about discounted near-expiry products.
8. Managers monitor inventory, sales, and expiry reports through an interactive dashboard.
9. The AI model continuously learns from new sales data to improve future pricing decisions.

Advantages of the Proposed System

- Automates expiry date monitoring and discount generation.
- Uses Artificial Intelligence for accurate pricing decisions.
- Reduces product expiry losses and inventory waste.
- Increases sales of near-expiry products.
- Improves inventory turnover and stock utilization.
- Provides real-time monitoring and expiry alerts.
- Enhances customer satisfaction through personalized discounts.
- Supports demand forecasting using Machine Learning algorithms.
- Reduces manual effort and operational costs.
- Integrates seamlessly with existing inventory and POS systems.
- Generates analytical reports for better business decision-making.

- Improves retailer profitability while minimizing unnecessary discounts.
- Promotes sustainable retail practices by reducing food and medicine wastage.
- Scalable for deployment across single or multiple retail branches.
- Ensures secure data management through role-based access and cloud integration.

II. LITERATURE REVIEW

1. Philip Kotler (2016)

Philip Kotler discussed the concept of dynamic pricing and customer-oriented marketing strategies in modern retail systems. His work explains how businesses can adjust product prices based on demand, market trends, and consumer behavior. Dynamic pricing helps organizations maximize revenue and improve customer satisfaction. This concept forms the foundation for systems like SmartDiscount, where product prices change automatically depending on various factors.

2. Vijay V. Vazirani (2018)

Vijay V. Vazirani researched algorithmic pricing and optimization techniques used in e-commerce platforms. His studies highlight how intelligent algorithms can determine optimal prices by analyzing product demand, supply conditions, and sales patterns. These methods help businesses automate pricing decisions and reduce manual errors.

3. Hal R. Varian (2019)

Hal R. Varian studied the role of data analytics and machine learning in dynamic pricing strategies. His research shows how businesses can use data-driven techniques to adjust prices in real time based on customer demand and market conditions. This approach is widely used in modern online platforms such as travel booking and e-commerce websites.

4. Andrew Ng (2020)

Andrew Ng explored the application of artificial intelligence and machine learning in business decision-making systems. His work demonstrates how AI models can analyze large datasets to predict demand, optimize pricing, and improve operational efficiency. AI-based pricing systems can significantly reduce product wastage and increase profitability.

5. Jeffrey Heer (2021)

Jeffrey Heer focused on the importance of data visualization and analytics in business intelligence systems. His research highlights how graphical dashboards and analytics tools help administrators monitor sales trends, customer behavior, and inventory levels. Such analytical insights support better decision-making in e-commerce platforms like SmartDiscount.

6. Artificial Intelligence: A Modern Approach

The writers behind it are Stuart Russell and Peter Norvig.

An overview: This book provides a comprehensive understanding of Artificial Intelligence and its applications in intelligent decision-making systems. The authors discuss various AI techniques, including machine learning, search algorithms, reasoning, and optimization methods. These concepts are widely applied in developing intelligent retail solutions where product prices can be adjusted automatically based on inventory status, expiry dates, and customer demand. The methodologies presented in this work form a strong foundation for designing AI-powered dynamic discount systems.

7. Data Science for Business

The writers behind it are Foster Provost and Tom Fawcett.

An overview: This study explains how data science techniques can be used to solve business problems through predictive analytics

and data-driven decision-making. It emphasizes customer behavior analysis, demand forecasting, and business intelligence. The concepts discussed are useful for predicting product demand and identifying optimal discount strategies for products approaching their expiry dates, thereby reducing waste and improving profitability.

8. Hands-On Machine Learning with Scikit-Learn, Keras & TensorFlow

The writer behind it is Aurélien Géron.

An overview: This book presents practical approaches for implementing machine learning and deep learning models using Python. It explains supervised learning, regression, classification, neural networks, and predictive analytics. These techniques are highly suitable for forecasting product demand, analyzing customer purchasing patterns, and recommending dynamic discounts in retail inventory management systems.

9. Supply Chain Management: Strategy, Planning, and Operation

The writers behind it are Sunil Chopra and Peter Meindl.

An overview: This work discusses inventory management, logistics, demand planning, and supply chain optimization. It explains strategies for reducing inventory costs, minimizing product wastage, and improving operational efficiency. These concepts support the development of an expiry-aware inventory management system capable of intelligently managing stock through dynamic pricing mechanisms.

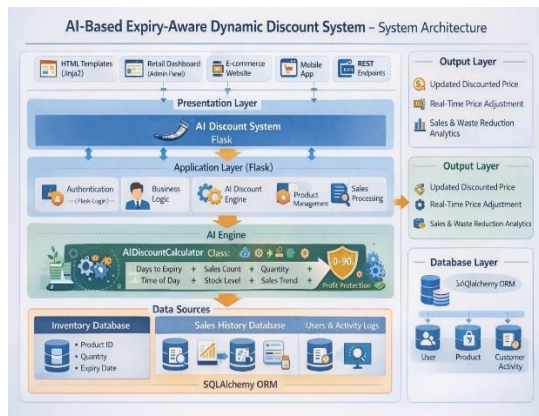
10. Reinforcement Learning: An Introduction

The writers behind it are Richard S. Sutton and Andrew G. Barto.

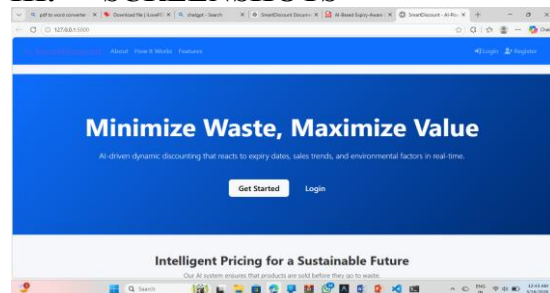
An overview: The authors introduce reinforcement learning as a technique in which intelligent systems learn optimal actions through continuous interaction with the environment. The learning algorithms improve decision-making based on previous outcomes. These concepts can be applied to develop

adaptive pricing models that continuously optimize discounts according to customer responses and sales performance

SYSTEM ARCHITECTURE

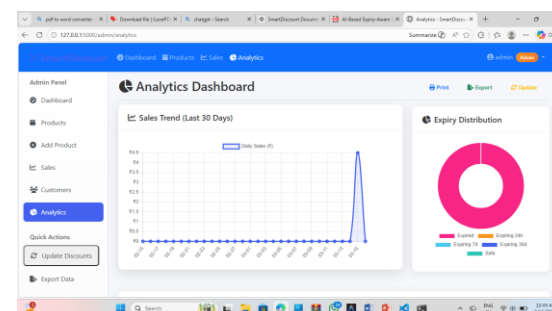
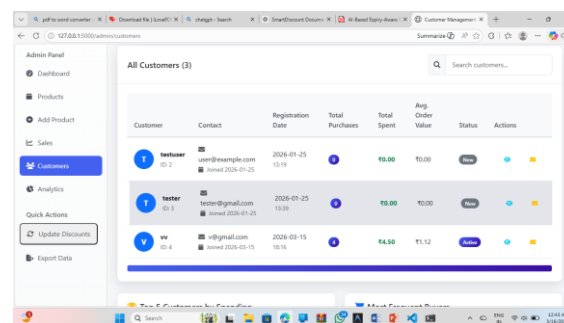
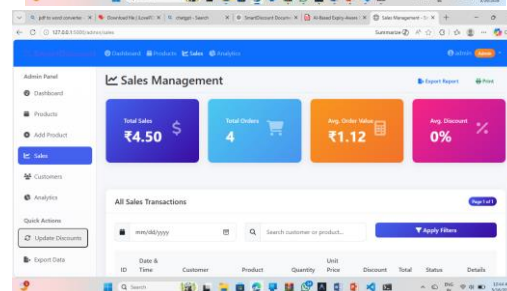
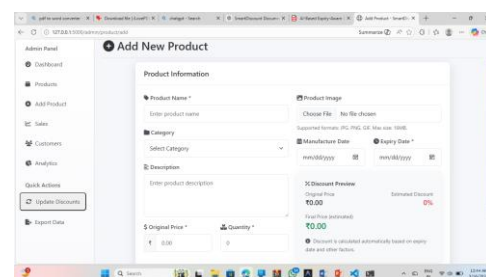
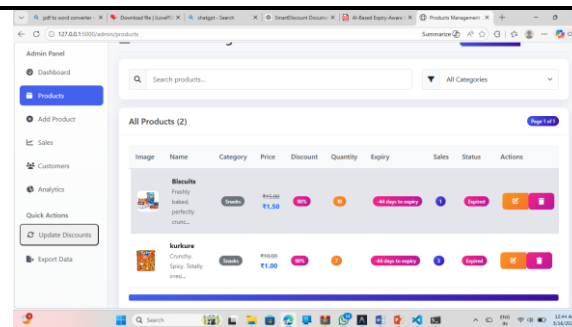
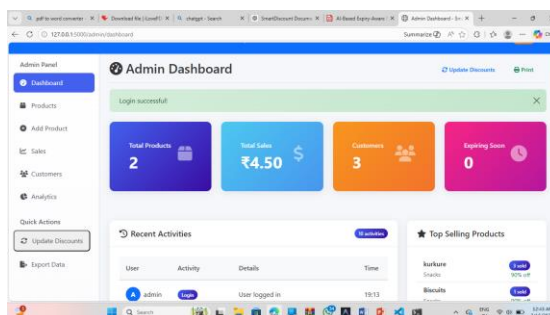


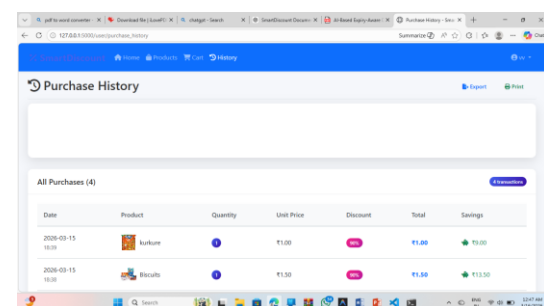
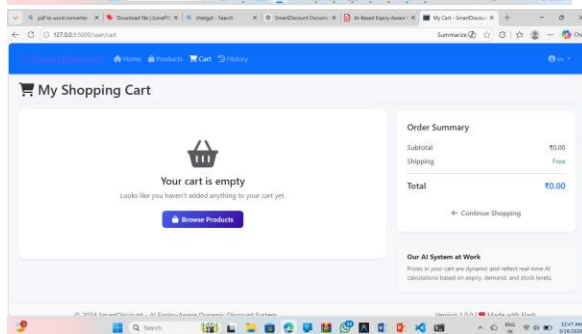
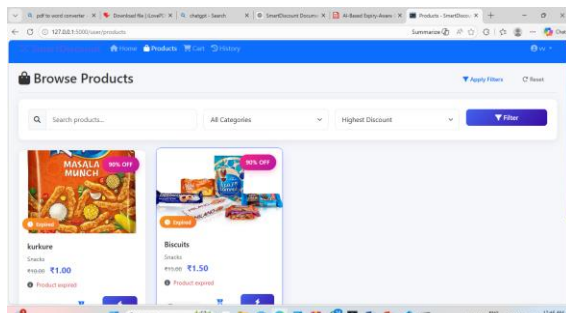
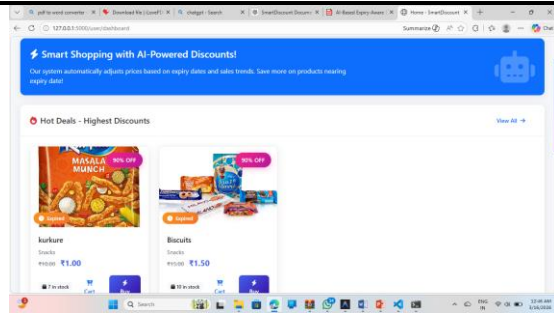
III. SCREENSHOTS



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Microsoft Windows [Version 10.0.26209.7840]
(c) Microsoft Corporation. All rights reserved.

C:\Users\HP\OneDrive\Desktop\UPDATED AI DYNAMIC DISCOUNT\AI DYNAMIC DISCOUNT>python app.py
* Serving Flask app 'app'
* Debug mode: on
WARNING: This is a development server. Do not use it in a production deployment. Use a production WSGI server instead.
* Running on http://127.0.0.1:5000
Press CTRL+C to quit
* Restarting with stat
* Debugger is active!
* Debugger PIN: 651-573-981
```





IV. CONCLUSION

The literature reviewed demonstrates that **Artificial Intelligence (AI), Machine Learning (ML), predictive analytics, dynamic pricing, and inventory management** have significantly transformed modern retail operations. Various researchers have proposed intelligent techniques for demand forecasting, customer behavior analysis, supply chain optimization, and automated decision-making. These studies

highlight the ability of AI to improve operational efficiency, reduce manual effort, and support data-driven business strategies.

The reviewed works also emphasize the importance of predictive models in optimizing inventory utilization and minimizing financial losses caused by unsold products. Machine learning algorithms such as decision trees, neural networks, reinforcement learning, and probabilistic models have proven effective in forecasting demand and recommending optimal business decisions. Similarly, supply chain and inventory management research demonstrates that timely stock monitoring and intelligent pricing strategies can substantially reduce product wastage and improve profitability.

However, most of the existing studies focus on individual aspects such as demand prediction, dynamic pricing, inventory control, or customer analytics. Only a limited number of solutions integrate **expiry-date monitoring, real-time inventory tracking, and AI-based dynamic discount generation** into a single comprehensive system. This creates an opportunity to develop a more efficient and intelligent retail management solution.

The proposed **AI-Based Expiry Aware Dynamic Discount System** addresses this research gap by combining AI, machine learning, predictive analytics, and automated inventory monitoring to determine optimal discounts for products nearing their expiry dates. By continuously analyzing product shelf life, customer purchasing behavior, historical sales data, and inventory levels, the system enables retailers to maximize sales, reduce product wastage, improve inventory turnover, and increase customer satisfaction. Therefore, the reviewed literature strongly supports the feasibility and effectiveness of the proposed system and provides a solid foundation for its successful design and implementation

FUTURE ENHANCEMENT

The **AI-Based Expiry Aware Dynamic Discount System** can be further enhanced by integrating advanced Artificial Intelligence

technologies, smart retail infrastructure, and real-time analytics to improve its efficiency, scalability, and decision-making capabilities. Future developments can make the system more intelligent, accurate, and adaptable to the evolving needs of the retail industry.

One major enhancement is the integration of **Deep Learning** models for more accurate demand forecasting. By analyzing larger datasets containing customer purchase history, seasonal trends, weather conditions, festivals, and market fluctuations, deep learning algorithms can generate highly precise predictions, enabling better pricing decisions and reducing inventory losses.

The system can also incorporate **Reinforcement Learning (RL)** to automatically optimize discount strategies. Instead of relying only on predefined rules, the AI model can continuously learn from customer responses, sales performance, and inventory turnover to determine the most profitable discount percentage for each product in real time.

Future versions may integrate **Internet of Things (IoT)** technologies such as RFID tags, smart shelves, barcode scanners, and weight sensors for automatic inventory tracking. These devices can continuously monitor product quantities and expiry dates, allowing the system to update inventory information without manual intervention and generate instant expiry alerts.

The implementation of **Computer Vision** can further improve automation by enabling cameras to identify products, detect expiry labels, monitor shelf availability, and recognize misplaced or expired items. This feature can significantly reduce manual inspection efforts and improve inventory accuracy.

A **mobile application** for customers can be developed to display real-time discounted products, personalized offers, digital coupons, and expiry notifications. Customers could receive alerts based on their shopping preferences, increasing customer engagement

and encouraging the purchase of near-expiry products before they are discarded.

Future systems can also utilize **Natural Language Processing (NLP)** and AI-powered chatbots to provide instant customer support. Customers can interact with virtual assistants to inquire about product availability, discounts, expiry information, and personalized recommendations through voice or text.

The integration of **Blockchain technology** can improve transparency and traceability across the supply chain by securely recording product manufacturing dates, transportation history, storage conditions, and expiry information. This would enhance consumer trust and ensure product authenticity.

Another enhancement is the adoption of **cloud-based multi-store management**, enabling centralized monitoring of inventory, discounts, and sales across multiple retail branches. Retail managers could access dashboards from any location and compare branch-wise performance in real time.

The system can also incorporate **predictive inventory replenishment**, where AI automatically forecasts stock requirements and generates purchase recommendations before inventory shortages occur. This would optimize stock levels while minimizing overstocking and understocking.

Future versions may support **integration with e-commerce platforms and online grocery applications**, ensuring that dynamic discounts are synchronized across both physical stores and online marketplaces. This omnichannel approach would provide customers with a seamless shopping experience.

Advanced **business intelligence dashboards** can be developed to visualize sales trends, expiry rates, customer purchasing patterns, discount effectiveness, and profitability through interactive reports and graphs. These insights would support strategic decision-making and continuous business improvement. Additionally, the system can be expanded to support **medicine inventory management**,

pharmaceutical supply chains, dairy industries, restaurants, food warehouses, and cold storage facilities, where expiry management is critical for safety and regulatory compliance.

Future Enhancement Summary

- Implement Deep Learning for more accurate demand forecasting.
- Integrate Reinforcement Learning for adaptive discount optimization.
- Use IoT devices such as RFID tags and smart shelves for real-time inventory tracking.
- Apply Computer Vision for automated product and expiry-date detection.
- Develop customer mobile applications with personalized discount notifications.
- Integrate AI chatbots using Natural Language Processing (NLP).
- Utilize Blockchain for secure product traceability and transparency.
- Enable cloud-based multi-store inventory management.
- Introduce AI-powered predictive inventory replenishment.
- Integrate with e-commerce platforms and online retail systems.
- Develop advanced analytics and business intelligence dashboards.
- Expand the system to pharmacies, hospitals, food industries, warehouses, and cold storage facilities.
- Incorporate sustainability metrics to monitor waste reduction and environmental impact.
- Support multilingual interfaces and voice-enabled features for broader accessibility.
- Continuously improve AI models using real-time sales and customer feedback data

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