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Qualify stage Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

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First stage in the opportunity management process allowing creating the opportunity, entering general information, defining the opportunity team, selecting an opportunity product and end-use, entering the business potential, etc.

Label(s)

- [opportunity](#)
- [opportunity_management](#)

Quotation Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Process in Salesforce.com which allows creating, approving, submitting and communicating the quote internally or to the customer.

Synonym(s)

Quote_management Quotation_management

Label(s)

- [Quotation_process](#)
- [Quotation_Process](#)

Qlikview Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Qlikview is a Business Intelligence or Analytics tool which allows to retrieve data from multiple databases and display them in a structure and visual way. A new Qlikview version is available at Solvay via the CRM interface or separately. It retrieves orderbook, sales performance, overdue & DSO, complaints & opportunities data from CRM/salesforce, SAP, etc.

Label(s)