

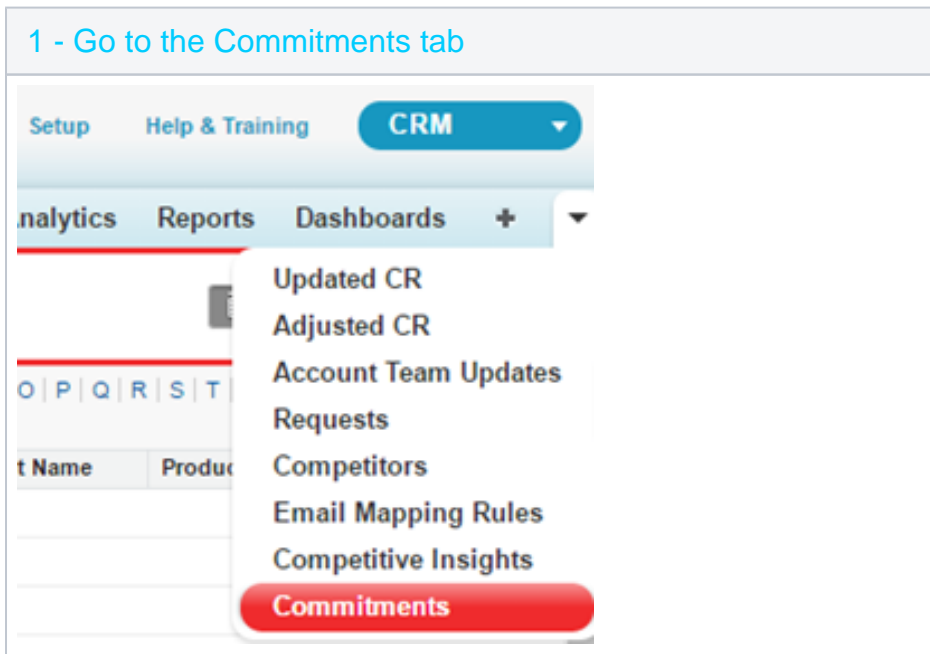
As a Sales Rep

Objectives & Values

- [View all your assigned commitments on which you need to commit](#)
- [Commit for a price on an assigned commitment](#)
- [Commit again on a rejected commitment](#)

Step by Step

1 - Go to the Commitments tab



2 - Select the view "My Commitments (Assigned & Rejected)"

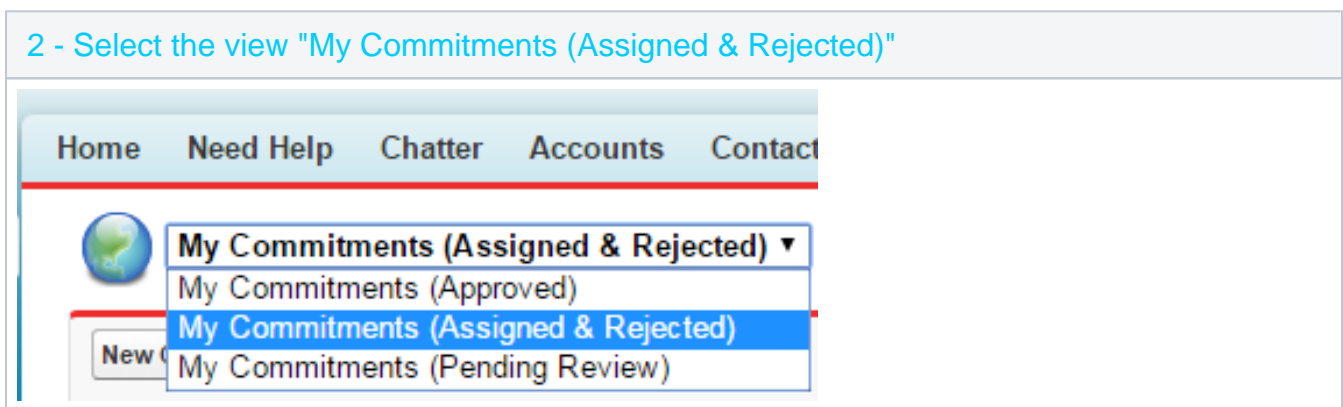


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- Objectives & Values
- Step by Step
 - 1 - Go to the Commitments tab
 - 2 - Select the view "My Commitments (Assigned & Rejected)"
 - 3 - Select one commitment by clicking on its name
 - 4 - Complete the fields in the section
 - New field to display the "product dimension"(Read Only)
 - Sales Users can now bring more details with the new field "Comments"
 - 5 - Change the status to Pending Review
- Related articles
- Need help?

3 - Select one commitment by clicking on its name

Home Need Help Chatter Accounts Contacts Activities Visit Reports Account Plans Cases Opportunities Cross BU Leads Analytics Reports Dashboards									
My Commitments (Assigned & Rejected) Edit Delete Create New View									
New Commitment									
Action	Commitment Name	GBU	Customer Code	Customer Name	Product	Owner First Name	Owner Last Name	Product Manager	Status
<input type="checkbox"/>	Nahs 70-72 "Mrs...	Special Chem	TP Code Cueros Y...	TP CODE CUER...		Allen ADM	chung		Assigned
<input type="checkbox"/>	Nahs 70-72 "Mrs...	Special Chem	TP Code Curtec	TP CODE CURT...		Allen ADM	chung		Assigned
<input type="checkbox"/>	Nahs 70-72 "Mrs...	Special Chem	TP Code Teneria...	TP CODE TENERI...		Allen ADM	chung		Assigned
<input type="checkbox"/>	Nahs 60 "Mrs Cs...	Special Chem	TP Code Met-Mex...	TP CODE MET-ME...		Allen ADM	chung		Assigned
<input type="checkbox"/>	Nahs 60 "Mrs S2...	Special Chem	TP Code Curtidos Jv	TP CODE CURTID...		Allen ADM	chung		Assigned
<input type="checkbox"/>	Nahs 60 "Mrs S25...	Special Chem	TP Code Proceas...	TP CODE PROCE...		Allen ADM	chung		Assigned
<input type="checkbox"/>	Nahs 60 "Mrs S25...	Special Chem	TP Code Tecnaal	TP CODE TECNAAL		Allen ADM	chung		Assigned
<input type="checkbox"/>	Nahs 60 "Mrs S25...	Special Chem	TP Code Lilliana Be...	TP CODE LILIANA...		Allen ADM	chung		Assigned

4 - Complete the fields in the section

New field to display the "product dimension" (Read Only)

Commitment Detail

<p>Account: ADD011 HEALTHCARE PRODUCTS BV</p> <p>Customer Name: 1/1660</p> <p>Customer Code: 1/1660</p> <p>Product: TP CODE CUER...</p> <p>Product Level: Level 1</p> <p>Product Dimension: TP CODE CUER...</p>	<p>Status: Approved</p> <p>Owner: Allen ADM</p> <p>Sales Rep Name: chung</p> <p>Sales Rep Email: chung.martinez@oracle.com</p> <p>Product Manager: chung</p> <p>Product Manager Username: chung</p> <p>Start Date: 2012/12/18</p> <p>End Date: Forever</p> <p>Group of Activity: TP</p> <p>Sub Activity: TP</p> <p>Segment Name: STANDARD CHANNEL - HIGH ACCESS VALUE - LEADS</p>
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To be completed by Sales Rep

Renewed Price (L1): 180.00	Expected Volume: 75.00
Effective Date: 2012/12/18	Negotiation Status: Not Started

Prices

Last Transaction Currency (L1): EUR	GBU Currency: EUR
Average Price (GBU Currency): 180.00	Average Price (GBU Currency): 180.00
Last Price (L1): 180.00	Last Price (GBU Currency): 180.00
Minimum Price (L1): 180.00	Minimum Price (GBU Currency): 180.00
Target Price (L1): 180.00	Target Price (GBU Currency): 180.00
Renewed Price (L1): 180.00	Renewed Price (GBU Currency): 180.00
Unit of Measure: 1.0000	Committed Rate: 1.0000

Volumes

Volume: 75.00	Volume (M): 75.00
Unit of Measure reference: 1	Unit of Measure normalization: 1

Custom Margin

Maximum CM: 0.00 %	Target CM: 0.00 %
Average CM: 0.00 %	Renewed CM: 0.00 %

Round

Round Start Date: 1/1/2017	Round Name: 1/1/17 - Aug 2017
Round End Date: 3/31/2017	Round Creation Date: 2/19/2017

Roadmap Target

Roadmap Target Price Y1: 180.00	Roadmap Target Price Y2: 180.00
Roadmap Target Volume Y1: 75.00	Roadmap Target Volume Y2: 75.00

System Information

Commitment Name: ADD011 HEALTHCARE PRODUCTS (SAP002) 01/16/2016 (THELAND)	ERP Origin: ICE
Customer Code: 1/1660	Material Name: 1622 01/1660
Variable Code (GBU Currency): 480.00	SupplierPartNo: 16220000-1687161660
Variable Code: 480.00	Round ID: 00000000-000000000000
ERP Price: 500.00	Planning Key: 30200-1687161660
CM: 200.00	Variable Logistics Cost: -170.00
CMPercent: 0.42 %	Variable Logistics Cost (GBU Currency): -170.00
Fixed Cost: 1	ERP Price: 500.00
In Its Error: 1	Material: 16220000
Error Message: Account	CMPlan: 3.00
Created By: chung.martinez@oracle.com 2012/12/18 11:39	Last Modified By: chung.martinez@oracle.com 10/22/12 11:34

- Sales User scan now bring more detail with the new field "Comments"

- Price field are now displayed with 3 digits inside of 2 digits

▼ To be completed by Sales Rep

Reviewed Price (LTC)	Expected Volume	2,000,00
Effective Date	Negotiation Status	Not Started
Comments		

▼ Prices

USD		GBU Currency		EUR
Last Transaction Currency (LTC)		Average Price (GBU Currency)	1,283	
Average Price (LTC)	1,389	Last Price (GBU Currency)	1,283	
Last Price (LTC)	1,418	Minimum Price (GBU Currency)	1,224	
Minimum Price (LTC)	1,326	Target Price (GBU Currency)	1,283	
Target Price (LTC)	1,418	Reviewed Price (GBU Currency)		
Latest Rate	0,9046	Commitment Rate	0,9234	

▼ Volumes

Volume	2,000,00	Volume Min	
		Volume Max	11,800,00
Unit of Measure reference	KG	Unit of Measure visualization	KG

“To be completed by Sales Rep” :

- Reviewed Price (LTC)
- Effective Date
- Negotiation Status



All other fields are Read only.

If the field **Frozen** is checked, the commitment can't be edited anymore.

5 - Change the status to Pending Review

Commitment History (0)


Commitment Detail Save Cancel

Account	ABCR GMBH	Status	Pending Review
Customer Name	ABCR GMBH	Owner	Assigned
Customer Code	1035981	Sales Rep Name	Pending Review
Product	TFAH - BW F260MESH P1000Q3 H	Sales Rep Email	Approved
Product Level	Level 5	Product Manager	Rejected
Material Code	123057	Product Manager Username	Nicolas.Tailardat
Product Dimension		Due Date	30/12/2017
Pricing Tool URL	http://pricingtool-spch.solvay.com/datasetPric...	GBU	Special Chem
is Frozen	<input type="checkbox"/>	Group of Activity	Bu Growth Incubators
		Sub Activity	Agro & Pharma
		Tier	2
		Segment Name	TFAH - WORLDWIDE

▼ To be completed by Sales Rep

Reviewed Price (LTC)	35,000	Expected Volume	2,000.00
Effective Date	30/12/2017	Negotiation Status	Not Started
Comments			

- This commitment will no longer appear in the list view My Commitments (Assigned & Rejected)
- New automated process rules have been set up, depending on the GBU.
 1. If the selected GBU is "Special chem" : If the reviewed price you enter is above or equal to the Target Price, the commitment status v from "Pending Review" to "Approved Status"
 2. If the selected GBU is "Peroxides" :
 - a) If $(\text{Reviewed Price} - \text{Target Price}) / \text{Target Price} \geq -0.05$, the status is set to "approved"
 - b) If the Status is "Assigned" and Reviewed Price > 0 and $(\text{Reviewed Price} - \text{Target Price}) / \text{Target Price} < 0.05$, the status is set to "Pending Review"
 3. Otherwise :
 - a) If Reviewed Price \geq Target Price, the status is set to "Approved"
 - b) If the Status is "Assigned" and Reviewed Price > 0 and Reviewed Price < Target Price, the status is set to "Pending Review"

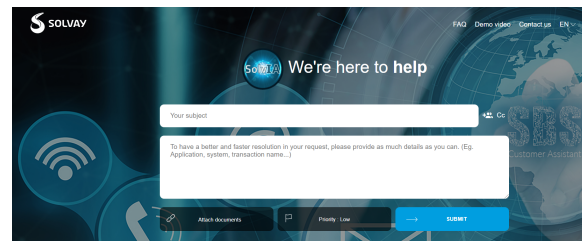
 Note that if the *Reviewed Price* you enter is above or equal the *Target Price*, the commitment *Status* will automatically be set to from **Pending R** being saved.

Related articles

- [04. Quotation](#)

Need help?

To request any support or if you have identified a bug or incident , please create a Freshdesk ticket using Solvia platform : <https://solvia.solvay.com/>



you can copy users with email address , default priority is Low , then Submit . We advise you to put keywords in subject to ease dispatching to correct Agent : CRM - Complaint for example