

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

Setup Help & Training CRM

Analytics Reports Dashboards +

Updated CR
Adjusted CR
Account Team Updates
Requests
Competitors
Email Mapping Rules
Competitive Insights
Commitments

- 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
 - New field to display the "product dimension"(Read Only)
 - Sales Users can now bring more details with the new field "Comments"
 - 4 - Complete the fields in the section
 - 5 - Change the status to Pending Review
- Related articles
- Need help?

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

Home Need Help Chatter Accounts Contact

My Commitments (Assigned & Rejected) ▼
My Commitments (Approved)
My Commitments (Assigned & Rejected)
My Commitments (Pending Review)

New

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									
List Feed									
A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Other All									
☐	Action	Commitment Name	GBU	Customer Code	Customer Name	Product	Owner First Name	Owner Last Name	Status
☐	Edit Del	Nahs 70-72 "Mrs...	Special Chem	TP Code Cueros Y...	TP CODE CUER...		Allen ADM	chung	Assigned
☐	Edit Del	Nahs 70-72 "Mrs...	Special Chem	TP Code Curtec	TP CODE CURT...		Allen ADM	chung	Assigned
☐	Edit Del	Nahs 70-72 "Mrs...	Special Chem	TP Code Teneria...	TP CODE TENERI...		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs Cs...	Special Chem	TP Code Met-Mex...	TP CODE MET-ME...		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs S2...	Special Chem	TP Code Curtidos Jv	TP CODE CURTID...		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs S25...	Special Chem	TP Code Proces...	TP CODE PROCE...		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs S25...	Special Chem	TP Code Tecnaal	TP CODE TECNAAL		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs S25...	Special Chem	TP Code Liliana 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		BAR
Account		ABB011 HEALTHCARE PRODUCTS BV
Customer Code		13060
Product		TP CODE CUER...
Product Level		Level 1
Product Description		
In Process		
Status		Assigned
Owner		Allen ADM
Owner Last Name		chung
Product Manager		chung
Product Manager Email		chung@chung.com
Product Manager Phone		2012210
Group of Activity		2
Sub Activity		2
Segment Name		STANDARD CHANNELS - HIGH ACCESS VALUE - EUROPE
To be completed by Sales Rep		
Negotiated Price (LTC)		180.00
Effective Date		2012/2/10
Comments		
Expected Volume		75.00
Negotiation Status		Not Started
Prices		
Last Transaction Currency (LTC)		EUR
Average Price (GBU Currency)		2.00
Last Price (GBU Currency)		2.00
Minimum Price (GBU Currency)		2.00
Target Price (GBU Currency)		2.00
Renewed Price (GBU Currency)		2.00
Local Rate		1.000
Volumes		
Volume		75.00
Unit of Measure reference		1
Volume Min		75.00
Unit of Measure initialization		1
Custom Margin		
Minimum CM		-25.00 %
Average CM		0.00 %
Target CM		0.00 %
Renewed CM		0.00 %
Round		
Round Start Date		1/1/2017
Round End Date		31/12/2017
Round Name		1/1/2017 - 31/12/2017
Round Creation Date		2/10/2017
Roadmap Target		
Roadmap Target Price T0		
Roadmap Target Volume T0		
Roadmap Target Price T1		
Roadmap Target Volume T1		
System Information		
Commitment Name		ABB011 HEALTHCARE PRODUCTS (BAR) 01-01-2012 (EUROPE)
Customer Code		13060
Variable Code (GBU Currency)		400.00
Variable Code		400.00
BOM Price		2.00
CM		0.00
CM Percent		0.00 %
First Created		1
In Is Error		Account
Error Message		
Created By		2012/2/10 11:30
Last Modified By		2012/2/10 11:34
Last Modified		2012/2/10 11:34

- Sales Users can now bring more detail with the new field "Comments"

- Price field are not 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

Last Transaction Currency (LTC)	USD	GBU Currency	EUR
Average Price (LTC)	1,389	Average Price (GBU Currency)	1,283
Last Price (LTC)	1,418	Last Price (GBU Currency)	1,283
Minimum Price (LTC)	1,326	Minimum Price (GBU Currency)	1,224
Target Price (LTC)	1,418	Target Price (GBU Currency)	1,283
		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 \(2\)](#)

Commitment Detail

Save

Cancel

Account: ABCR GMBH Customer Name: ABCR GMBH Customer Code: 1035981 Product: TFAH-BW-F260MESH-P1000Q3-H Product Level: Level 5 Material Code: 123057 Product Dimension: Pricing Tool URL: http://pricingtool-spch.solvay.com/datasetPric... is Frozen: ☐	Status: Pending Review Owner: Sales Rep Name: Sales Rep Email: Product Manager: Nicolas.Taillardat Product Manager Username: nicolas.taillardat@solvay.com.crm Due Date: 30/12/2017 GBU: Special Chem Group of Activity: Bu Growth Incubators Sub Activity: Agro & Pharma Tier: 2 Segment Name: TFAH - WORLDWIDE
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▼ 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"

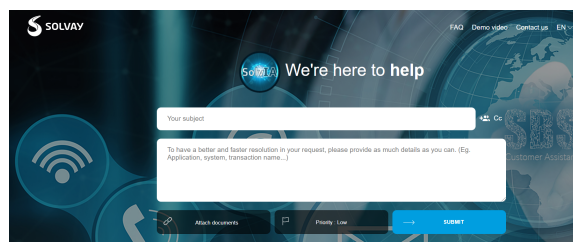
Note that if the *Reviewed Price* you enter is above or equal the *Target Price*, the commitment *Status* will automatically be set to from **Pending R** being saved.

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