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

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  - 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
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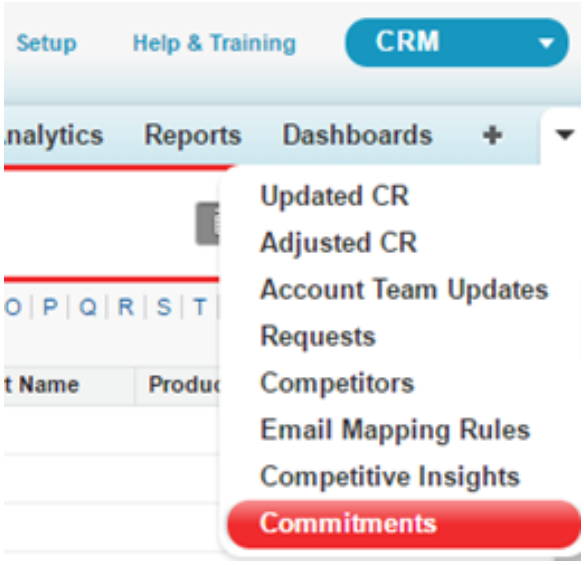
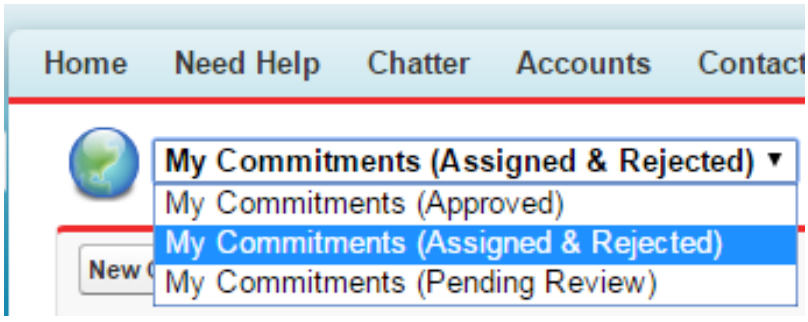
Step by Step

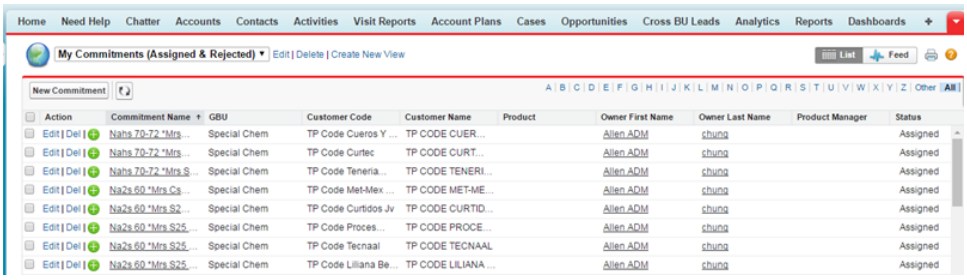
1 - Go to the Commitments tab



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

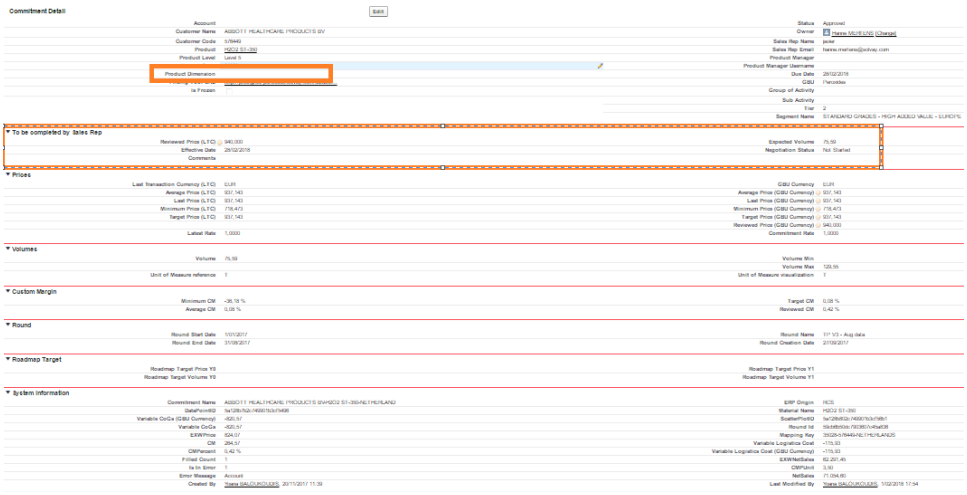


3 - Select one commitment by clicking on its name



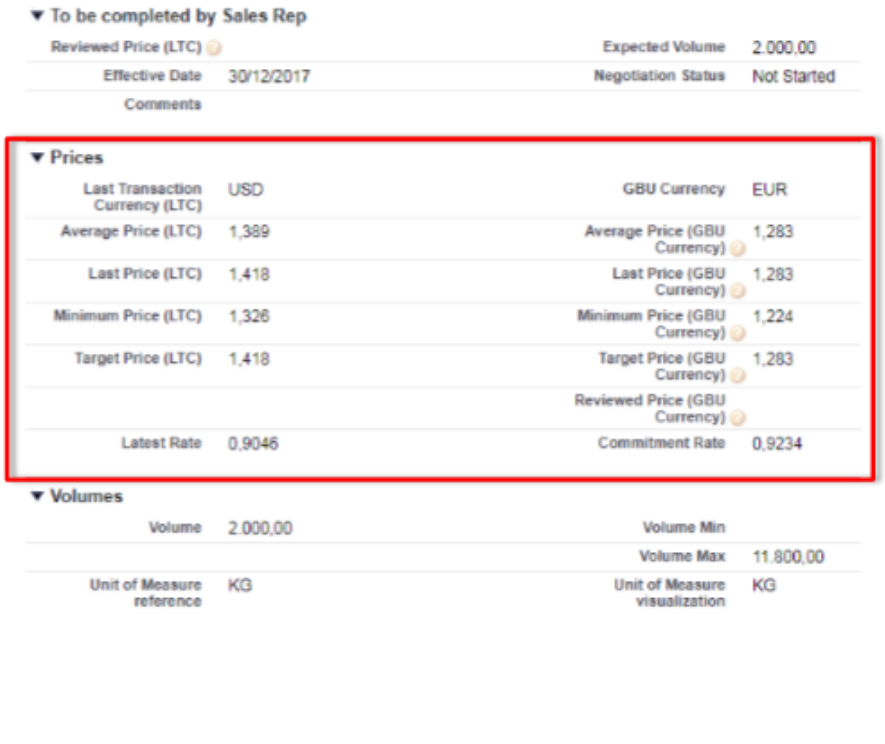
4 - Complete the fields in the section

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



- **SalesUserscannowbringmoredetailswiththenewfield"Comments"**

- Price fields are now displayed with 3 digits instead of 2 digits



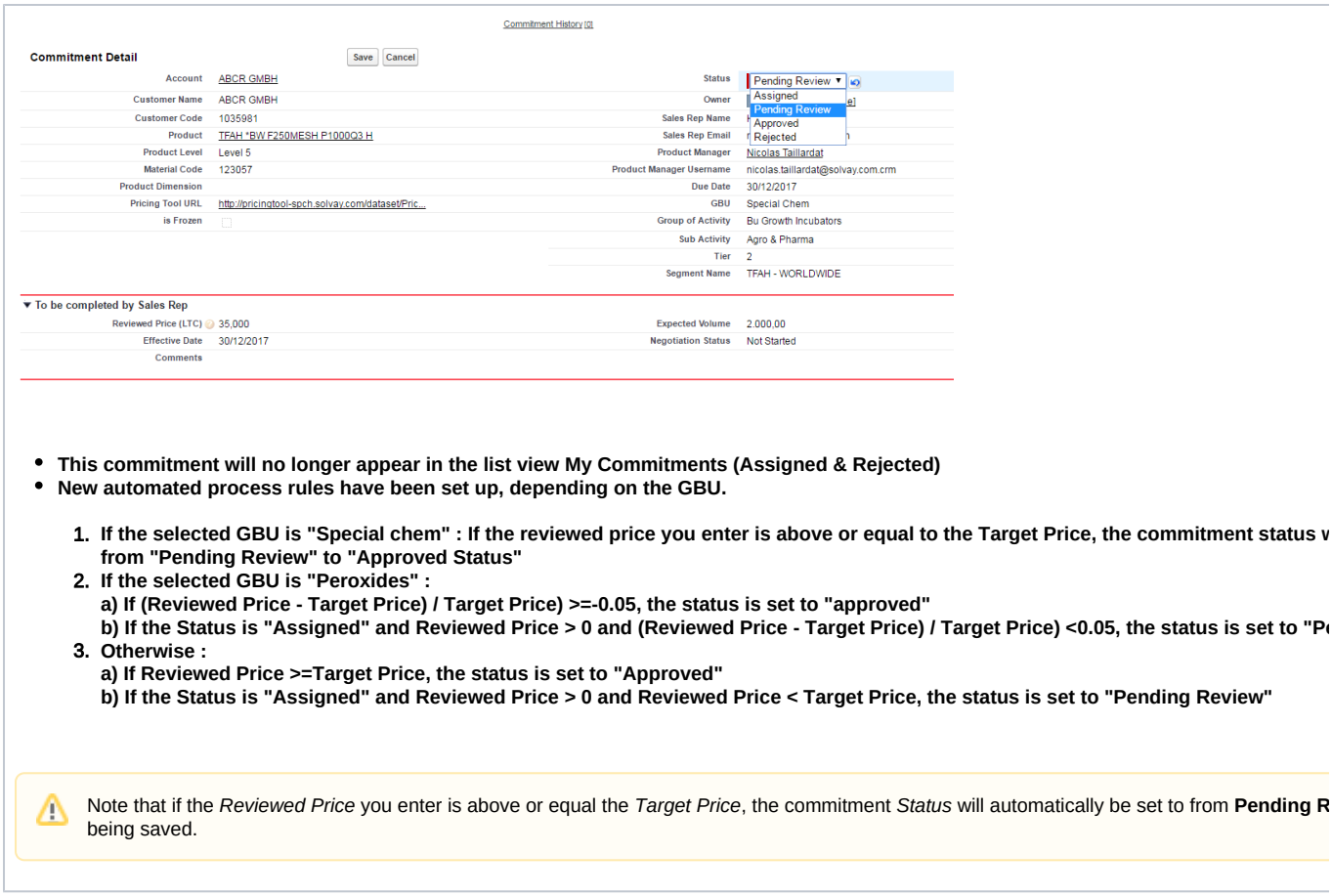
“To be completed by Sales Rep” :

- **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



- **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 (Reviewed Price - Target Price) / Target Price) >=-0.05, the status is set to "approved"
   b) If the Status is "Assigned" and Reviewed Price > 0 and (Reviewed Price - Target Price) / Target Price) <0.05, the status is set to "P
3. **Otherwise :**
   a) If Reviewed Price >=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"

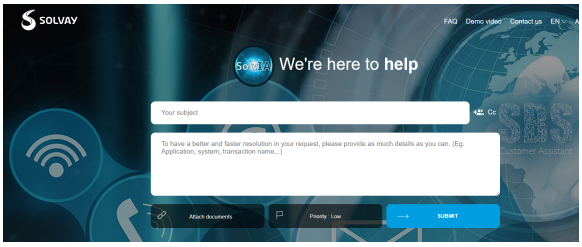
⚠ Note that if the *Reviewed Price* you enter is above or equal the *Target Price*, the commitment *Status* will automatically be set to from **Pending R** being saved.

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