

FD - [CORE] 1 - Create Quote From Account, One Quote, CPCs - Payment terms&Rebates

- 1/ Create Quote From the Account Page
- Rebates
- Multiple Sold To

An Account Manager will start the process of creatin a quote from mutlpe ways :

- 1 /From scratch :
 - From the Account Page
 - From the One Quote Page
- From exisiting data
 - From CPCs ==> [FD - \[CORE\] Pricing Campaign - Request creation of a quote](#)
 - From existing quote - Clone ==> [FD - \[CORE\] 2 - Extend / Renew / Clone One Quotes](#)
 - From existing quote - Renew ==> [FD - \[CORE\] 2 - Extend / Renew / Clone One Quotes](#)
- Payment terms

The Account Manager must have the "One Sales Quote" Permission in order to create the quote

1/ Create Quote From the Account Page

On the Account page a click on "New One Quote" (1) and fill all data (2)

(1) "New One Quote" button is always displayed

(2) Fill Data, some field will be automatically prepopulated or have specific features

On the One Quote List view click on "New" (3)

The same creation page is used with the following criterion

- Quote Title:
 - Can be set by user,
 - If left blank will be automatically populated with: 'SQ_' & SLV44_Account_Sold To_r.Name & '/' & TEXT(DATEVALUE(CreatedDate)) & '/' & Name

The image contains two screenshots of a CRM application interface. The top screenshot shows the 'New One Quote' form, which is a multi-tabbed form with sections for 'Information', 'Localization and Currency information', 'Quote dates & conditions', and 'System information'. A red arrow points to the 'New One Quote' button in the top right corner of the form. The bottom screenshot shows the same form, but with a red arrow pointing to the 'New' button in the top right corner of the list view. The list view on the left side of the bottom screenshot shows a table of existing quotes with columns for 'Quote ID', 'Quote Title', 'Quote Date', 'Quote Status', and 'Quote Type'.



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- GBU :
 - PreFilled with the current user.GBU
- BU
 - PreFilled with the current user.BU
- Account (Sold To)
 - PreFilled with the Account the user were in. (if from Account)
 - *Validation Rule : You can't create a quote for a Corporate Group.*
 - *Validation Rule: You cannot create a quote from an account that is marked for deletion in SAP*
- Contact Name
 - The user can select only contact from the Account Sold To or its Parent.
 - If Account Sold To Parent. Name = Decision Various then Only Contact from the Account Sold To are displayed
 - *Validation Rule : Please select a contact related to the*

account or linked to the account through the Corporate Group.

- Region
 - PreFilled with the current user.Region
- Currency
 - PreFilled with the current user.Currency
- Incoterms
 - Default Value is CIP
- Unit of Measurement :
 - set by default to Account.Unit of measurement if the quote is created from an account
 - Quote Unit of Measurement
 - IF (NO T (IS PIC KV AL (SL V_ Reg ion_ _c, 'NA M')) , 'Kg', 'Lb')
- Price Valid From
 - prefilled with : Today +7 days
- Price Valid To
 - prefilled with : Grace period Default Value
 - *Validation Rule : Price Validity must not exceed Max External Validity*
 - *It also applies for Renew & Cloning quote*
 - Grace period settings [FD - \[CORE\] Grace Period](#)



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- Offer Expiring By
- Legal Entity :
 - Legal entity is mandatory if GBU of the One Quote is different than Novecare
 - If GBU Novecare & not filled by the user it is autopuluted at insert with the

following rule



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- IF the **Legal Entity** field is **BLANK**, prepopulate the field following these conditions:
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 - If GBU is TS the field must be filled at Quote Creation
- Contract linkage
 - The account manager can check the box "Link to Existing Contract" then it display a popup to link a contract with the following criteria tht are applied only at Draft status :
 - Contract status = Active
 - AND (Quote Account = Contract Account
 - OR Quote Account : corporate Group = Contract Account
 - OR Quote Account = Contract Sold To Account)



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Rebates

Account Managers can enter a Rebate in the quote when the status is Draft. The Rebate section is just a text field where the user can enter all details related to the Rebate.

In addition the Account manager has field : Rebate URL, that can be used to store the link to the rebate file that need to be loaded in SAP.

If an AM enters a Rebate, the approver will see a banner on the top of the quote so that they review it before approving or rejecting the price.



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The screenshot shows the CRM Lightning interface for a quote titled "Rebate Test 2". The quote is in a "Draft" status. The "Configuration & Products" section is visible, showing a table with columns: Product, Quantity, Unit Price, Total Price, and Action. The table contains one row for "Product 1" with a quantity of 100 and a unit price of 100.00. The total price is 10,000.00. The "Rebate" section is visible below the table, showing a text field for "Rebate URL" and a "Rebate" button.

The screenshot shows the CRM Lightning interface for a quote titled "Update Rebate on quote 042237". The quote is in a "Draft" status. The "Rebate" section is visible, showing a text field for "Rebate URL" and a "Rebate" button. The "Task History" table is visible on the right side of the interface, showing a table with columns: Date, Field, User, Original Value, and New Value. The table contains one row for "Update Rebate on quote 042237" with a date of 27 June 2024 and a user of "Rebate Admin".



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FD - [CORE] 7.2 - CSR Tasks : Update Rebate

When the a quote containing a Rebate
is moved to "SAP Upload Preparation"
the system creates a task for the CSR
that contains the Rebate Details.

- RT : "Upload Rebate"
- Dut date is set to + 7 business days
- Subject = "Upload Rebate on quote : 042130"
- Related to the quote
- Owner = "Rebate Upload Queue"



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The CSR managing this "upload rebate" tasks is responsible for uploading this rebate to SAP. It's a manual activity for which several CSR around the globe are trained.

Removed

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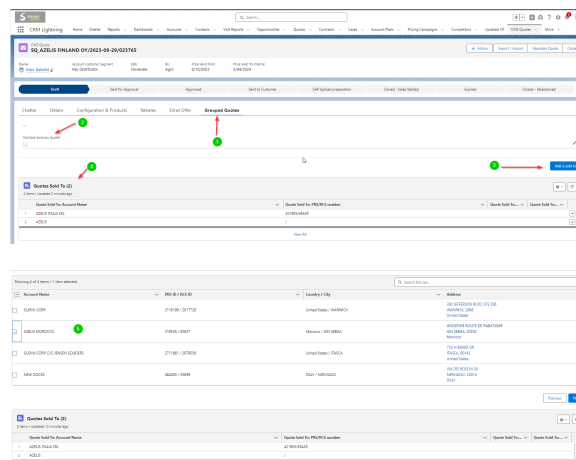
~~Once the Rebate is in SAP, they update the Rebate Acknowledgement to "Acknowledge and updated in SAP". Then they can close the task.~~

SF - Novocare - Data push to SAP

Multiple Sold To

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For Account Manager that manage same price for multiple Sold to they can manage it through the "Grouped Quote" tab (1) that is available at Draft Status.



Account Name	Account ID	Account Type	Account Address
ALFA A000000001	0000000001	Manufacturer	ALFA A000000001
ALFA A000000002	0000000002	Manufacturer	ALFA A000000002
ALFA A000000003	0000000003	Manufacturer	ALFA A000000003

The account manager can tick the box : "Multiple Sold-to's Quote?" (2).

Once it is checked the account manager :

- Can not anymore Mass Edit the quote
- Can not update OQLI Ship to
- Can not clone quote line
- Can link a new sold to (3) & (5) with the following criterions
 - all Account with the same "Quote. Account. Corporate group" + Partner type = "Ship To" or "Sold-to & Ship-to" + Do not show the Quote Account
 - and not already in the linked to the quote

- Account Sub partner type = "Sold to & Ship to"

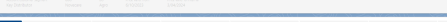
The list of quote sold to is display at the bottom of the page. (4)

Once que quote is not at DRAFT Status, the Account Manager can not EDIT / DELETE Quote Sold to list. The "Add a sold to" button is hidden

When the user access the Configuration & Product an additional note identify that it is a grouped quote (1)



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The screenshot displays the SAP S/4HANA Fiori 'Cost of Sales' app. The app header shows the title 'COST OF SALES' and a search bar. The main content area features a table with the following columns: Product, Material, Plant, Unit of Measure, Quantity, Unit Price, and Total Price. The table contains one data row with the following values: Product 1, Material 1, Plant 1, Unit of Measure 1, Quantity 100, Unit Price 100.00, and Total Price 10000.00. The app also includes a 'Cost of Sales' button and a 'Cost of Sales' dropdown menu.