

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 creating a quote from multiple ways :

- 1 /From scratch :
 - From the Account Page
 - From the One Quote Page
- From existing 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 displays 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, which is used to create a new quote from the list view.



Unabl
e to
locate
Jira
serve
r for
this
macr
o. It
may
be
due
to
Applic
ation
Link
config
uratio
n.

- 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](#)



Unabl
e to
locate
Jira
serve
r for
this
macr
o. It
may
be
due
to

Applic
ation
Link
config
uratio
n.

- 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



Unabl
e to
locate
Jira
serve
r for
this
macr
o. It
may
be
due
to
Applic
ation
Link
config
uration.
n.

- IF the **Legal Entity** field is **BLANK**, prepopulate the field following these conditions:
 - If
ON
E
Quo
te
Acc
oun
t
Sol
d
To
Reg
ion
=
NA
M
&
GB
U =
Nov
eca
re :
Sol
vay
US
A
INC

- If
ON
E
Quo
te
Acc
oun
t
Sol
d
To
Reg
ion
=
LA
M
&
GB
U =
Nov
eca
re :
RH
ODI
A
BR
ASI
L S.
A.
- If
ON
E
Quo
te
Acc
oun
t
Sol
d
To
Reg
ion
=
EM
EA
&
GB
U =
Nov
eca
re :
Rho
dia
Opé
rati
ons

- If
ON
E
Quo
te
Acc
oun
t
Sol
d
To
Reg
ion
=
AP
AC
&
GB
U =
Nov
eca
re :
Sol
vay
(Zh
angj
iaga
ng)
Spe
cialt
y
Che
mic
als
Co
Ltd
 - 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)



Unable to locate Jira server for this macro. It may be due to Application Link configuration.

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.



Unable to locate Jira server for this macro. It may be due to Application Link configuration.

The screenshot shows the CRM Lightning interface for a quote titled "Rebate Test 2". The quote is in the "Draft" status. The "Configuration & Products" section is expanded, showing a table of products. The table has columns for Product, Quantity, Unit Price, and Total Price. The product "A00001 S BOOST TGA 1100 AC BAP A000 PRODUCTION SAS" is listed with a quantity of 1000 and a unit price of 30.000. The total price is 30.000. The "Rebate" section is visible at the bottom of the quote, showing a text field for the rebate details.

The screenshot shows the "Update Rebate on quote 042237" dialog. The dialog has a "Rebate" section with a text field for the rebate details. The "Quote Details" section shows the quote number 042237, the quote date 27/04/2024, and the quote status "Draft". The "Task History" section shows a list of tasks performed on the quote, including "Update Rebate on quote 042237" and "Update Rebate on quote 042237".



Unable to locate
Jira server for this
macro. It may be due
to Application Link
configuration.



Unable to locate
Jira server for this
macro. It may be due
to Application Link
configuration.

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"

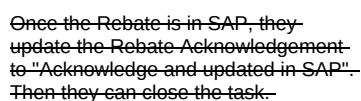


Unable to locate
Jira server for this
macro. It may be due
to Application Link
configuration.

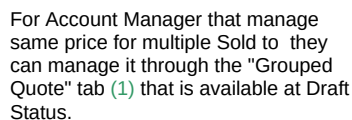


Unable to locate
Jira server for this
macro. It may be due
to Application Link
configuration.

Removed

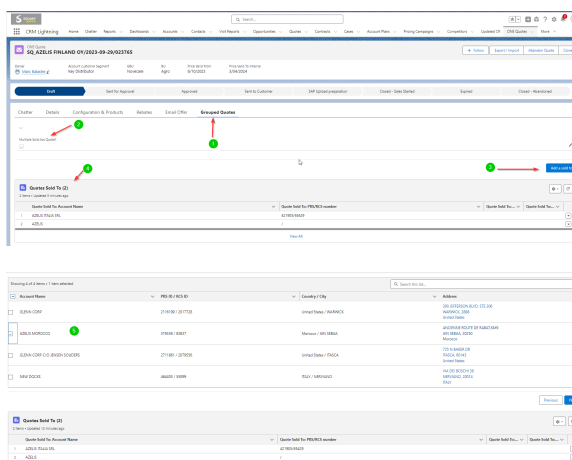


Multiple Sold To



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)



 Unable to locate Jira server for this macro. It may be due to Application Link configuration.

The screenshot displays the SAP S/4HANA Financial Statement Version (FSV) configuration interface. The top navigation bar includes the SAP logo and the text 'WE ASSIST YOURS VISIONS ON SAP S/4HANA'. The main header area shows the 'General' tab selected, with sub-tabs for 'General', 'Statement', 'Statement Date', 'Statement Period', 'Statement Date', 'Statement Period', 'Statement Date', and 'Statement Period'. The 'Statement' field is set to 'Cost of Sales', and the 'Statement Type' is 'Cost of Sales'. The 'Statement Date' is '31.12.2023'. The 'Statement Period' is '31.12.2023'. The 'Statement Date' is '31.12.2023'. The 'Statement Period' is '31.12.2023'. The 'Statement Date' is '31.12.2023'. The 'Statement Period' is '31.12.2023'.