

SpP Marketing Growth Program MGP

Reference Documents

[Functional document](#)



Possibility to create business cases/applications for each MGP

1. In the new Marketing Growth Program creation layout, we keep the fields like below screencopy

2. After you save the new MGP, user should be able to add multi Application

The application section fields should be as below

NEW Fields: Application Name

Expected Solvay Peak of sales (YEAR)

Risk assessment

- Technical risk
- Operational risk
- Other risk

Market Validation

- Validation Partner Account
- Global Requirements to Go
- Value Chain Description
- MSD Output

Go to market activities

- Decision comments
- Product readiness/Go ahead
- Bring on board activities
- Customer Training Complete
- Development Tool Growth Plan
- Go to market
- Marketing Campaign (TOP Level)

Business Case description Details

Market Segment	AIRCRAFT & AEROSPACE & DEFENSE (AAD)	End Use	AAD - DEFENSE
Program Description		Value Proposition	
Targeted SpP solution		SpP functionalities	
Market trends		Market unmet needs	
Next Best Alternative		Incumbent materials	

Market sizing

Total Addressable Market Size (EUR)		Expected Solvay Peak sales (EUR)	
Market Sizing Rationalization		Timing of first sales	

Create a new custom object Application.

Create a Master-Detail field in the Application object to the Marketing Growth Program.

Set the Sharing Settings for the Application object as "Controlled by Parent".

Add the Applications related list in the MGP layout page.

Add the Applications related list in the MGP lightning app page, in the Insight tab.

Create the fields in the Application object. For each of the fields, copy the field-level security from the MGP object.

Update the custom layout for the Application object. Copy the fields and sections layout from the MGP object.

Create a new Lightning App Page for the Application object.

Edit the Marketing Growth Program layout and remove all the fields that were created for the Application object, in order to remove duplicates.

Edit the `BATCH_UpdateAbacusAccount`, `BATCH_UpdateAbacusAccount_TEST`, `MarketProgramApprovalController`, `MarketProgramTriggerHandler` and `MarketProgramTriggerHandler_Test` class and remove the references to deprecated fields.

BATCH_UpdateAbacusAccount: Modify the logic since `VP_Account__c` field is now on the Application object.

BATCH_UpdateAbacusAccount_TEST: Create an Application record with the `VP_Account__c` and `Marketing_Growth_Program__c` related to the main MGP.

MarketProgramApprovalController: Remove all `ApexPages.addmessage()` on if statements that use Application fields (`Gate_Valid_01__c`, `Gate_Valid_02__c`, `Gate_Valid_03__c`, ...)

Create a batch for data migration.

<https://solvayagile.atlassian.net/browse/CCCME-7614>

1- Create 4 new date fields

Assessment Date

Validation Date

Entry Market Date

Commercial Date

2- create a new section "Stage Gate Milestones" and add the new fields created above into this section.


Place the section at the end of the page (as the last section).


3- automation rules on Stage

MGP Stage	Rule	Populate Date Field with:	Update the field:
Assessment	when the MGP record is created	Created Date	Assessment Date
Validation	when we link one/the first DevPool opportunity (in the stage open) with the MGP record	Current Date	Validation Date
Entry	when we close one DevPool opportunity (in the stages Closed - Won (100%) or Closed - Move to Distribution (100%)) linked with the MGP record	Current Date	Entry Market Date
Commercial	when we have more than one DevPool opportunity closed (one of the two stages: Closed - Won (100%), Closed - Move to Distribution (100%)), linked to the MGP record in this case, we can have open and closed DevPool Opportunities, but at least, two of them should be closed	Current Date	Commercial Date

Rule: only the process owner, in this case, **Martina Ceribelli** can move back in stage progress

FYI Jira

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

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Some committees are organized by SpP to fill in all information. There is not one only person responsible of filling in the MGP fields.

Before being able to complete step 2, you first have to fill in the step 1. When one step is filled in, you can go to the next step: the status changes but also the page layout. Each time the status changes, an email alert is sent to the managers of each market cluster + to the process owners (Martina & Chiara). The initial list is [available here](#). In case the process owners change in the future, the public groups will have to be updated.

Also, when the stage changes, the date is automatically populated on the system information part ("Gate 1 - Actual Date" when the user save the first step for example).

The end use is updated automatically each night by batch. Please refer to the end use object to see the source of the data. As a reminder, end uses are uploaded every month by the GBU Data Steward (Sarah CHATTIN) in iCare, just before uploading the Realized Sales records.

No, users can't go back to a previous stage. They have to ask an admin user or the GBU data steward to do it. It work the same in case the MGP is marked as dead.

Admin users can see all list views but SpP users can't. The visibility is based on the public group mentioned on the first Q&A.