

MSP: Leads

Definition

This capability allows Partners to see Leads shared with them by Syensqo. The Leads are displayed in MSP only when they are assigned to the Partner Queue or Partner user.

This feature started as a pilot with Azelis. There is only one queue with only one queue member, 'Frederique Felius' which will work as lead dispatcher and assign leads to other Azelis users.

Table of contents

- Definition
- Detailed Capabilities
- Leads list view Team Leads - Not Assigned
- Leads list view My Leads
- Leads layout
- Data Model & Security

Accessing points

This capability can be accessed through Homepage MSP as showed below :

Documents
Safety Data Sheets
Regulatory Data Summaries
Technical Data Sheets...

Webinars
Review webinars on Syensqo products or access trainings on MySyensqoPortal

Formulation Finder
Skin Cleansing
Hair Care
Skin Care

TEAM LEADS - NOT ASSIGNED

Lead Number	Company	Question asked	Country
LEA-224556	AREO Solutions	Dear Sir/Madam I'm writing to you as a representative of AREO, a company specialising in the development of essential oil-based biotensides. After visiting your website, I would like to know whether you offer any adjuvants or co-formulants that could optimise the effectiveness of our emulsions/formulations, whether concentrated (EC) or already diluted (EW). We particularly favour bio-sourced solutions, but remain open to other proposals. Would it be possible to discuss your product range with you? Thank you in advance for your attention and cooperation. Yours sincerely, Emma Vialon	Belgium
LEA-224558	PROBOOLET SL	Good morning. We want to buy Rhodacal 70E in Spain. Can you tell us a distributor or how to proceed? Thank you very much.	Spain

View All

MY LEADS

Lead Number	Name	Company	MSP Lead Status
LEA-224564	Alba Camarasa	Exclusiva Sarabia, SA	
LEA-224565	Firdavsi Abdugafarov	IPOGA AGRO KHYO HMOVA	
LEA-224566	Emma Ravenhill	moa Technology	
LEA-224567	Balázs Budnikolcs	InvoStudio Inc.	
LEA-224568	Alfredo Gallo	Lumi	
LEA-224569	Adrian Kain	Agro-Chemie Ltd	

View All

Detailed Capabilities

The Novecare Auto Abandon Leads that are Passed to Distribution are assigned manually to CS - Lead - Azelis - EMEA

CRM Lightning

Home Reports Dashboards Accounts Contacts Utilities ONE Quote Line Items Pricing Campaigns

Lead

AARON KAYOMBO

Company

FIRST QUANTUM MINERALS LIMITED

Email

aaron.kayombo@fqml.com.invalid

Lead Status

Passed to Distribution

Phone

+260965474953

Type

Generic question

Unqualified

Qualified

Assigned

Waiting for more inf...

Passed to Distribution

Treated

Chatter

Details

Lead History

Lead Owner

CS - Lead - Auto Abandon

Comments

GBU

Novecare

BU

Industrial Solutions

Lead

Mya Thomas

Company

Applied Research Associates

Email

mythomas@ara.com.invalid

Lead Status

Passed to Distribution

Phone

Type

Generic question

Created By

Admin, 22-01

▼

Unqualified

Qualified

Assigned

Waiting for more inf...

Passed to Distribution

Treated

Chatter

Details

Lead History

Lead Owner

CS - Lead - Azelis - EMEA

Comments

GBU

Novocare

BU

Industrial Solutions

BU

Industrial Solutions

Since only 'Frederique Felius' is the only MSP user member of the queue, only she will be able to see the leads in the homepage through [Team Leads - Not Assigned](#) list view:

CRM Lightning

Home

Reports

Dashboards

Accounts

Contacts

Utilities

ONE Quote Line Items

Pricing Campaigns

Cases

Pricing Campaigns CPCs

Opportunities

Leads

More

Leads

Team Leads - Not Assigned

New

Intelligence View

Import

Add to Campaign

Accept

2 items • Sorted by Lead Number • Filtered by Lead Status, Organization, Lead Record Type • Updated a minute ago

Q Search this list...

⚙

📄

↺

↻

🔍

☐	Lead Number ↑	Company	Question asked	C...
☐	LEA-191946	Kay bee Organics Pvt Ltd	My name is Abhishek Sathyanarayanan, representing Kay Bee Bio-Organics, We are a pioneering Indian manufacturer of botanical...	India
☐	LEA-225997	Applied Research Associ...	Hello, I am a testing chemist at ARA. We work primarily with developing paint coatings in waterborne systems (typically PUDs, but ...	Unit...

Filters

Filter by Owner

CS - Lead - Azelis - EMEA

Matching all of these filters

Lead Status equals Passed to Distribution

Organization equals SCO, ECO+SCO

Lead Record Type equals Open

Add Filter

Remove All

Dc

Documents

Safety Data Sheets

Regulatory Data Summaries

Technical Data Sheets...

Wb

Webinars

Review webinars on Syensqo products or access trainings on MySyensqoPortal

Ff

Formulation Finder

Skin Cleansing

Hair Care

Skin Care

TEAM LEADS - NOT ASSIGNED

Lead Number	Company	Question asked	Country
LEA-191946	Kay bee Organics Pvt Ltd	My name is Abhishek Sathyanarayanan, representing Kay Bee Bio-Organics, We are a pioneering Indian manufacturer of botanical-based biopesticides, plant based pure oils (specially in neem oil and other botanical oils as per requirements. We are leaders in Manufacturing and supplying of Azadirachtin Technicals. As a subsidiary of Kay Bee Exports, acclaimed for exporting organic produce globally for over three decades, we're thrilled to explore opportunities in the dynamics of the Agro Input Market. As part of our expansion strategy, we are actively seeking partners and distributors for our cutting-edge botanical plant protection solutions. Kay Bee Bio-Organics is committed to delivering organic and sustainable farming solutions, particularly focusing on biopesticides and plant growth regulators (PGRs). Our diverse portfolio includes certified bio-fungicides, bio-bactericides, and bio-pesticides, all manufactured in compliance with stringent standards. Our products are not only patented but also endorsed by ECOCERT and hold organic certifications under Indian (NPOP) and American (NOP) regulations. They are authorized for use in organic farming in accordance with European regulations (EC834/2007 & 889/2008).	India

User can click 'View all' to go the list view in MSP and accept the lead or enter the lead directly by clicking on 'Company name':



SYENSQO

MySyensqoPortal for AZELIS



Frederique Felius



Leads

Team Leads - Not Assigned

1 item • Sorted by Lead Number • Filtered by CS - Lead - Azelis - EMEA - Lead Record Type, Organization, Lead Status • Updated a few seconds ago

Q Search this list...

	Lead Nu...	Company	Question asked	Co...	Name	Type	Email	MSP Lead St...
1	LEA-1919...	Kay bee Organics Pvt L...	My name is Abhishek Sathyanarayanan, representing Kay Bee Bio-Organics, We ...	Ind...	Abhishek Sathyanarayanan	Generic quest...	abhishek@newageagirl.com.invalid	To be Handled

Once Frederique Felius takes ownership or assigns the lead to another Azelis user another list view (My Leads) appears in MSP homepage for the user:

MY LEADS

Lead Number	Name	Company	MSP Lead Status
LEA-225997	Mya Thomas	Applied Research Associates	In Process

[View All](#)

Users can swap between list views once they enter one of them:



SYENSQO

MySyensqoPortal for AZELIS



Frederique Felius



Leads

Team Leads - Not Assigned

1 item • LIST VIEWS

Q Search this list...

	Lead Nu...	Company	Question asked	Co...	Name	Type	Email	MSP Lead St...
1	LEA-1919...	Kay bee Organics Pvt L...	My name is Abhishek Sathyanarayanan, representing Kay Bee Bio-Organics, We ...	Ind...	Abhishek Sathyanarayanan	Generic quest...	abhishek@newageagirl.com.invalid	To be Handled

Leads list view Team Leads - Not Assigned

This list presents all Leads passed to distribution assigned to 'CS - Lead - Azelis - EMEA' public group.

It is presented in a table with the following columns :

- Lead number
- Company
- Question asked
- Country
- Name
- Type
- Email
- MSP Lead status

Leads list view My Leads

This list presents all Leads passed to distribution assigned to partner user.

It is presented in a table with the following columns :

- Lead number
- Name
- Company
- MSP Lead status
- Type
- Email
- Question asked
- Created date

Leads layout

The only editable field when leads is in the Azelis queue or the partner user is the owner are 'MSP Lead Status' and 'Feedback'



Lead Owner Frederique Pothier	ORG Novartis
Comments	BU Industrial Solutions
Feedback	MSP Lead Status In Progress
Personal Information	
Name Mya Thomas	Company Applied Research Associates
Email mya.thomas@arsa.com	Address Huntsville, Alabama United States
Title	Region NAM
Job Department MSD	Phone
Function	Language English
Lead Request	
Opportunity asked Hello, I am a leading chemist at ARS. We work primarily with developing paint coatings in waterborne systems (typically PUOs, but we also doable in acrylics), and we were interested in your Rhodamine PT series due to seeing	Document MSDS/SDS/PDS ☐
Product Family Stabilizers and Antioxidants	Document PDS/TDS ☐
	Document Quality agreement ☐
	Document Regulatory ☐
	Document Other ☐
Lead Information	
Lead Status Passed to Distribution	
Type Generic question	
Description	
Lead Relationship to the Company Prospective customer	
Sample request - Quotation request	
Product	Volume
Product Code	Unit of Measure
Product Label	Unit of Measure (annual)
Market Code COMAR000003	Annual potential volume
	Evaluation goal
System Information	
Lead Number	

Data Model & Security

- Partner user are only allowed to edit MSP Lead status field and Feedback fields
- Leads [business rules](#)

Proposal: Lead transfer to Partner via MSP

Phase 3_MSP: Leads - Simplification of the "Pass to Distribution" MSP-53



