**To:** COMOPS\_SSO  
**Cc:** FORECAST\_SSO  
**Subject:** CSB Manual to be submitted for DM Oppty # OPPTY / Quote # QUOTATION

Dear User,

You are receiving this email because DM Oppty # OPPTY (Quote # QUOTATION) moved from Omit to Upside status in DealMachine.

Please be aware that ITR CSB Automatic WF submitted in BPM during initial Quote preparation was processed using a standard lead time (Subject to Prior Sales) and capacity check was not performed.

Upside opportunities are eligible to activate a formal slotting request to Manufacturing Shop **only in case of timing uncertainty** (i.e. project Upside in DM in Qtr x but will be Commit in Qtr x+1).

**Please verify the opportunity and, only if Upside probability level is driven by timing uncertainty, submit a CSB Manual WF in BPM to activate Capital Slot Booking process including** **a formal slotting request to Manufacturing Shop** (real capacity check).

Thanks,

S&OP / Global Ops Forecasting