

# Sales Product (Capability)

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- 1. Role Definition
- 2. Example of Use
- 3. Executive Summary
- 4. Key Features

Documentation

Properties

Appears on

Relations

## 1. Role Definition

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A sales product defines specific constraints and terms that augment the features of the base product it 'wraps'. It is used to support customization or core products to address specific market needs and opportunities with more narrowly targeted products

## 2. Example of Use

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A bank packages its Current Account product with features suited to students as part of a prospect campaign

## 3. Executive Summary

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A representation of a product as sold to a customer, covering the operational fulfillment requirements

4. Key Features

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

- Link to core/underlying product instance
- Support specific product constraints/processing terms
- Enable/link to additional service features

Documentation

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Properties

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Property	Value
Service Domain	
API BIAN Portal	Sales Product API ( <a href="https://app.swaggerhub.com/apis/BIAN-3/SalesProduct/12.0.0">https://app.swaggerhub.com/apis/BIAN-3/SalesProduct/12.0.0</a> )
Core Business Object	
Individual Analytics	product/ServiceAgreementAccumulators product/ServiceAgreementActivityAnalysis product/ServiceAgreementPerformanceAnalysis product/ServiceAgreementTrends&Events
Portfolio Analytics	product/ServiceAgreementPortfolioActivityAnalysis product/ServiceAgreementPortfolioMake-UpAnalysis product/ServiceAgreementPortfolioPerformanceAnalysis
Scenarios	<div><div></div>Launch New Sales Product (<a href="#">views/view_54616.html</a>)</div> <div><div></div>Phase Out Sales Product Current Account (<a href="#">views/view_55434.html</a>)</div> <div><div></div>Conduct Customer Centric Product Manufacturing (<a href="#">views/view_54849.html</a>)</div>
Service Role	A representation of a product as sold to a customer, covering the fulfillment requirements (as opposed to the legal terms handled by Sales Product Agreement)
BIAN Life Cycle	
Registration Status	Registered
Stereotypes	
stereotype	ServiceDomain

(views/view\_50878.html)



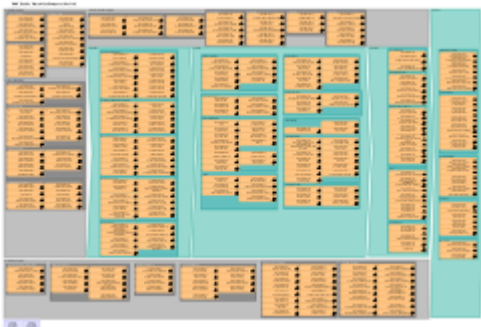
BIAN Coreless 2.0 Wireframe

(views/view\_51237.html)



Sales Product SD Overview

(views/view\_51705.html)



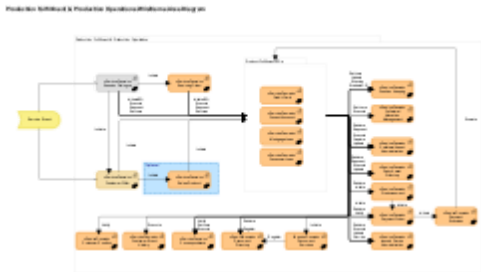
BIAN Service Landscape V12.0 Value Ch...

(views/view\_51891.html)



BIAN Service Landscape V12.0 Matrix Vi...

(views/view\_51945.html)



Production Fulfillment & Production Ope...

# Relations



- aggregated by
- Production Fulfillment & Production Operations (object\_25.html?object=127509)
- Sales (object\_25.html?object=130075)
- Wave 4 (object\_25.html?object=153744)
- Consumer Banking (object\_25.html?object=171949)

- gets input from
- Current Account (object\_21.html?object=37122)
- Sales Product (object\_21.html?object=37972)
- Customer Offer (object\_22.html?object=39968)
- Product Deployment (object\_22.html?object=40177)
- Product Combination (object\_22.html?object=43096)
- Session Dialogue (object\_23.html?object=48273)

- is equal to
- Sales Product (object\_37.html?object=37973)

- is part of
- Sales (object\_25.html?object=130075)







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realized by

-  Product and Service Agreement\_ Analytics Object (object\_25.html?object=111114)
-  Sales Product\_SD\_Operations (object\_20.html?object=216469)
-  Productand Service Agreement\_Reporting (object\_18.html?object=216472)
-  Productand Service Agreement\_Invocation (object\_18.html?object=216475)
-  Productand Service Agreement\_Instantiation (object\_18.html?object=216477)
-  Change FP from Agree Terms to Fulfill for Sales Product SD (object\_31.html?object=225168)
-  Sales Product\_SD\_Service Group (object\_20.html?object=244274)
-  Product and Service Agreement (object\_24.html?object=32322)
-  Ev CR Set-up the operational terms agreement for a sales product instance (object\_12.html?object=33285)
-  Re BQ Retrieve details about an individual arrangement (object\_12.html?object=33410)
-  Up BQ Update details of an operational term arrangement (object\_13.html?object=34637)
-  Co CR Control the execution/application of the operational terms (object\_14.html?object=35890)
-  Product and Service (object\_24.html?object=38088)
-  Ec BQ Accept, reject etc an operational term arrangement (object\_14.html?object=38134)
-  Up CR Update sales product operational terms agreement (object\_12.html?object=42259)
-  Gr BQ Provide a permission grant associated with an operational term arrangement (object\_16.html?object=45600)
-  Re CR Retrieve details about the sales product operational terms agreement (object\_17.html?object=47617)
-  Ev BQ Set up specific operational arrangements under the agreement (object\_17.html?object=47973)
-  Agree Terms (object\_28.html?object=58124)


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sends output  
to

-  Product Inventory Item Management (object\_21.html?object=35580)
-  Current Account (object\_21.html?object=37122)
-  Sales Product (object\_21.html?object=37972)
-  Product Combination (object\_22.html?object=43096)
-  Intellectual Property Portfolio (object\_22.html?object=43362)
-  Customer Proposition (object\_22.html?object=44191)






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serves

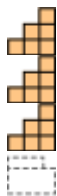
-  Product Management (object\_6.html?object=130055)

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triggered by

-  Investment Portfolio Management (object\_21.html?object=32159)
  -  Product Portfolio (object\_21.html?object=36619)
  -  Sales Product (object\_21.html?object=37972)
  -  Customer Offer (object\_22.html?object=39968)
  -  Product Deployment (object\_22.html?object=40177)
-

triggers



Product Directory (object\_21.html?object=34953)

Current Account (object\_21.html?object=37122)

Sales Product (object\_21.html?object=37972)

Product Fulfillment SDs (object\_25.html?object=83652)