Sales Product Agreement (Capability)

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1. Role Definition



The Sales Product Agreement service domain captures and maintains the legal terms and conditions in force for a sold product. The product specific terms and conditions are subordinate to the terms of the customer master agreement that is maintained by the Customer Agreement service domain. The product contractual terms and conditions influence product and service fulfillment for example by defining applicable fees/rates/penalties and selected features/options. Note that there can be other product configuration features that are not contractually binding - these features are maintained in the associated product/service fulfillment service domain directly

2. Example of Use



An established customer completes the application process for a new lending product and a new sales product agreement is established

3. Executive Summary



This service domain maintains a structured legal agreement defining the contractual terms and conditions for an inforce product for a customer. It is subordinate to the customer's master agreement that is maintained by the Customer Agreement service domain

4. Key Features



Set-up and maintain the customer sales product agreement

Ensure legal, regulatory and corporate considerations are covered

Determine if proposed actions are covered by the agreement

Documentation

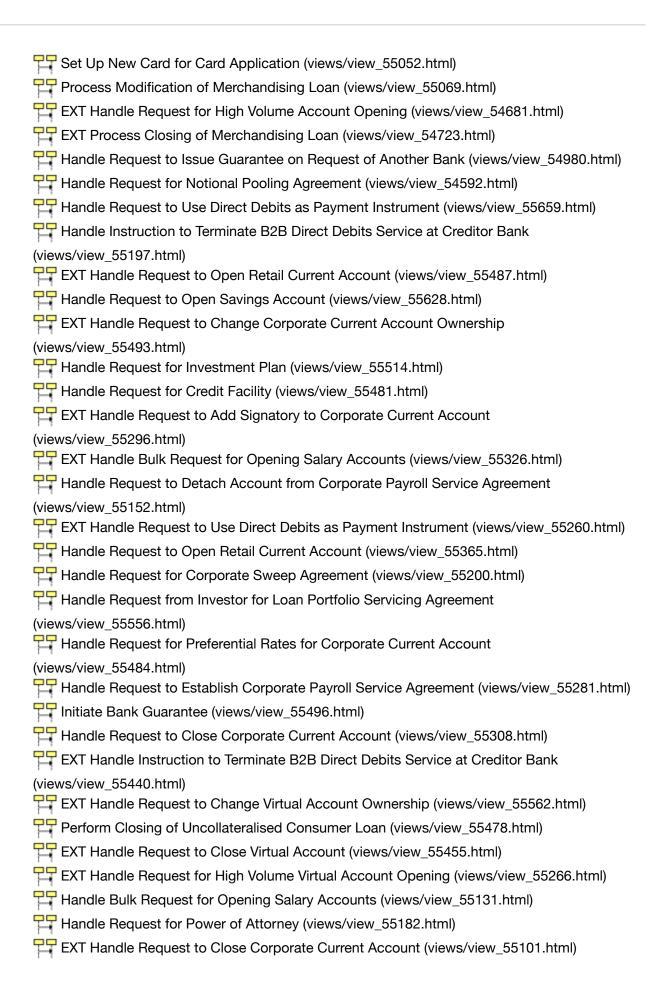


Properties



Property	Value
Service Domai	n
API BIAN Portal	Sales Product Agreement API (https://app.swaggerhub.com/apis/BIAN-3/SalesProductAgreement/12.0.0)
Core Business Object	Product Sales Agreement (object_26.html?object=35222)
Individual Analytics	salesProduct/ServiceAgreementAccumulators salesProduct/ServiceAgreementActivityAnalysis salesProduct/ServiceAgreementPerformanceAnalysis salesProduct/ServiceAgreementTrends&Events
Portfolio	salesProduct/ServiceAgreementPortfolioActivityAnalysis
Analytics	salesProduct/ServiceAgreementPortfolioMake-UpAnalysis
	salesProduct/ServiceAgreementPortfolioPerformanceAnalysis

Scenarios



	EXT Handle Request to Detach Account from Corporate Payroll Service Agreement
	(views/view 54714.html)
	EXT Process Closing for Renewal of Uncollateralised Consumer Loan
	(views/view_54770.html)
	EXT Handle Request for Preferential Rates for Corporate Current Account
	(views/view_54889.html)
	Handle Request for Early Payback of Consumer Mortgage Loan Due to Sale of Property for
	Bank as Servicer (views/view_54657.html)
	Handle Request for Corporate Sweep Agreement Considering Inter-Company Loan
	Agreements (views/view_54604.html)
	Process Modification of Corporate Loan (views/view_54822.html)
	Handle Request to Add Related Party to Corporate Current Account
	(views/view_54965.html)
	EXT Handle Request to Open Corporate Current Account (views/view_54675.html)
	EXT Handle Request to Open Virtual Account (views/view_54790.html)
	Change Operational Current Account Product (views/view_54857.html)
	Handle Request to Open Corporate Current Account (views/view_54919.html)
	EXT Handle Request to Open Term Deposit Agreement for Retail Customer
	(views/view_55007.html)
	EXT Handle Request to Change Term Deposit Agreement Conditions
	(views/view_54971.html)
	Handle Request for Corporate Debit Cards Service (views/view_55428.html)
	EXT Handle request for Corporate Debit Cards Service (views/view_55446.html)
	Handle Request to Change Term Deposit Agreement Conditions (views/view_55137.html)
	Handle Request to Open Term Deposit Agreement (views/view_55179.html)
	Update Letter of Credit for Extension of Validity (views/view_55579.html)
	EXT Handle Request to Establish Term Deposit Agreement (views/view_54702.html)
	Initiate Letter of Credit (views/view_54819.html)
	Handle Request to Establish Term Deposit Agreement (views/view_54907.html)
Service Role	Maintain a structured legal agreement defining the contractual terms and conditions an in-force
	product.
BIAN Life Cycle	
Registration Status	Registered
Stereotypes	
stereotype	
	ServiceDomain

Appears on



(views/view_50881.html)



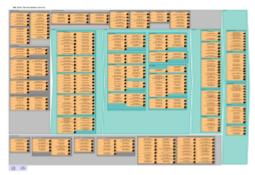
Sales Product Agreement SD Overview

(views/view_51891.html)



BIAN Service Landscape V12.0 Matrix Vi...

(views/view_51705.html)



BIAN Service Landscape V12.0 Value Ch...

Relations



aggregated by Customer Management (object_25.html?object=130142)

Wave 2 (object_25.html?object=153742)

Wave 1 (object_25.html?object=153747)

Relationship Management (object_25.html?object=172032)

is equal to Sales Product Agreement (object_37.html?object=37917)

is part of Customer Management (object_25.html?object=130142)

ealized by	Sales Product Agreement_SD_Service Group (object_19.html?object=241892)
	Business service (3) (object_20.html?object=253888)
	Gr CR Obtain grant authority to act under the terms of the agreement (object_12.html?
	object=28968)
	Re BQ Retrieve details about the corporate policy terms of an agreement (object_12.html?
	object=29301)
	Up CR Update details of an active sales product agreement (object_12.html?object=29448)
	Ev BQ Establish the corporate policy terms for a sales product agreement (object_13.html?
	object=30647)
	Up BQ Update the corporate policy terms for a sales product agreement (object_13.html?
	object=30817)
	Re BQ Retrieve details about the regulatory terms of an agreement (object_12.html?
	object=32956)
	Ev BQ Establish the regulatory terms for a sales product agreement (object_12.html?
	object=33603)
	Ec CR Accept, reject etc an agreement (object_14.html?object=34490)
	Rq CR Request check of a proposed activity is compatible (object_14.html?object=35923)
	Up BQ Update the legal terms for a sales product agreement (object_14.html?object=37042)
	Re CR Retrieve details about a sales product agreement (object_14.html?object=37955)
	Sales Product Agreement (object_24.html?object=38448)
	Co CR Control the processing of an agreement (object_15.html?object=38671)
	Re BQ Retrieve details about the legal terms of an agreement (object_15.html?
	object=38803)
	Ev BQ Establish the legal terms for a sales product agreement (object_15.html?
	object=39382)
	Sales Product Agreement (object_24.html?object=44805)
	Ev CR Establish a sales product agreement (object_16.html?object=44993)
	Up BQ Update the regulatory terms for a sales product agreement (object_17.html?
	object=48281)
	Agree Terms (object_28.html?object=58124)
	Sales Productand Service Agreement_ Analytics Object (object_25.html?object=67856)
	Agreement_Instantiation (object_19.html?object=67860)
	Sales Product Agreement_SD_Operations (object_19.html?object=67868)
	Agreement_Invocation (object_19.html?object=67870)
	Agreement_Reporting (object_19.html?object=67888)

serves

Agreement Management (object_6.html?object=130022)

triggered by Customer Relationship Management (object_21.html?object=30437) Term Deposit (object_21.html?object=30653) Mortgage Loan (object_21.html?object=31825) Servicing Order (object_21.html?object=32295) Corporate Payroll Services (object_21.html?object=32364) Term Deposit Framework Agreement (object_20.html?object=33675) Corporate Current Account (object_21.html?object=34221) Current Account (object_21.html?object=37122) Letter of Credit (object_21.html?object=38418) Direct Debits Service (object_21.html?object=38821) Savings Account (object_21.html?object=38858) Customer Offer (object_22.html?object=39968) Credit Card (object_22.html?object=40448) Credit Facility (object_22.html?object=40622) Cash Concentration (object_22.html?object=41205) Merchandising Loan (object_22.html?object=41553) Corporate Loan (object_20.html?object=42505) Consumer Loan (object_22.html?object=42931) Product Design (object_22.html?object=44093) Bank Guarantee (object_22.html?object=44405) Virtual Account (object_22.html?object=45513) Notional Pooling (object_23.html?object=48546)