

EQS GROUP EQS Sales CRM

Test MQ - Unsavd
Account - EQS Sales - Global CRM 2.0

Main Data EQS Team Contacts & Visit Reports Contract Documents **Price Increases** Contract Information CO Accounting & Invoices Subsidiaries & Agency Accounts Project Charter Migration Data Related

1. Create new Tab (Price Increases)

2. Use already existing field from contract documents (sorting like shown in draw)

Opportunity Name	Product Segment	Product	Actual License Fee (BC)	Contract Name	Contract Number	Revision Number	Increase Type	Current Increase in %	Next Allowed Increase Date	Contract Start Date	Opportunity Owner	BC End of Contract	Auto-renewal	Contract Status	Exceptional Increase
Finanznachrichten/Pressemitteilungen	IR Cookpit	5 Mitteilungen in unbegrenzter Menge License	€1.050,0	EQS Cloud Services Contract - Maritime Insights and Intelligence.pdf Summary - Maritime.pdf	MV008051		German Index	7,56	01.04.2024	14-01-2021	undefined	31.04.2024	Yes	Transferred To Finance	<input type="checkbox"/>

Last Price Increase	Increase Type	Contract Start ARR	Increase in %	Latest ARR	Increase Value	Comment
01.04.2023	German Index		7,46	1650	123,09	Standard Price Increase
01.10.2022	Individual Value		8,55	1526,91	130,55	Exceptional Price Increase
01.04.2021	German Index	1354,81	3,62	1396,36	50,55	Standard Price Increase

3. Create a new Column "Exceptional Increase" (default not checked)

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Finanznachrichten/Pressemitteilungen	IR Cookpit	5 Mitteilungen in unbegrenzter Menge License	€1.050,0	EQS Cloud Services Contract - Maritime Insights and Intelligence.pdf Summary - Maritime.pdf	MV008051		German Index	7,56	01.04.2024	14-01-2021	undefined	31.04.2024	Yes	Transferred To Finance	<input checked="" type="checkbox"/>	Reason	7,56

3.1. If "Exceptional Increase" is checked --> display following Reason (dropdown with values " Exceptional Price Increase" and a freetext field Exceptional Increase in % (editable, 2 digits)

4. Create New fields

Last Price Increase	This value will be created if a price increase is initiated (check entity) (or check if Next allowed increase date is today)
Increase Type	Increase Typ --> if ist a regular increase then show the related increase type, if ist Exceptional increase please show Individual value
Contract Start ARR	Contract Start ARR --> this will be displayed only once with the initial static Opp ARR Value
Increase in %	Increase in % --> if ist a regular increase then show the related "Current increase in %", if ist "Exceptional Increase" then show "Exceptional Increase in %"
Latest ARR	Latest ARR --> check entity with Actual license Fee (BC), as the increase will be handed over from BC system it should display latest value until next allowed increase date is reached, then it must be static
Increase Value	Increase Value --> this must be calculated by the system: For initial start calculation, Latest ARR minus Contract Start ARR, for following increases newest "Latest ARR" minus past "Latest ARR"
Comment	Comment --> > if ist a regular increase then show "Standard Price Increase", if ist Exceptional increase please show the reason which is selected