

Data management

N. Plataret / P-O Vittet

“No. 1 & Only One”



- Information flow improvement

through Data sharing (ex : Chatter) and centralized past & current information: Competitor/market information, Customer report, Project, etc...

- Time saving through automatized tasks

- Sales process flow improvement: Market survey, Consultation, RFQ, LOI, development, close and open order, part price life follow-up, After sales
 - Reporting (MSAP, MZK, etc...)

- Collaborative work:



Unified project follow-up tool (volumes, milestone) with up to date information



- Marketing event management :

e-mailing through unique Customer data base

- Traceability

(contracts, offers, LOI, presentation, etc...) with dynamic use :
real vs contract



- Dashboard per project:

global to do list / activity tracking (tooling / devt cost / tracking)

	CRM	CPQ	Data viz
Automatized tasks			
Own Sales process flow improvement	O	O	
Own Guided selling		O	
Detailed price compilation		O	
Cost upload from Cost Control and Cost Planning		O	
TMA workflow automatization	O	O	
Quotation production & contract generation		O	
Customer order follow-up (upload & treatment)	O	O	
Validation price follow-up		O	
SAP upload		O	
Sales performance calculation	O	O	
Comparison real vs contract	Δ		O
Information flow & collaborative work			
Data sharing and collection	O		
Centralized past and current information with customer	O		
Competitor/Market information	O		
Unified project follow-up with up to date info	O	O	
Reactivity improvement towards customer demand	O		
Customer alert notification & follow-up	O		
Traceability			
Customer Sales Offer		O	
Customer presentation		O	
Contract / LOI		O	
Dashboard			
Global to do list	O		O
Activity tracking by RFQ or program or account or global	Δ		O
Reporting (MSAP, price index, MMR, sales plan)			O
Marketing event management			
Customer data base linked with outlook	O		
Event e-mailing system	O		
Editor synthesis			

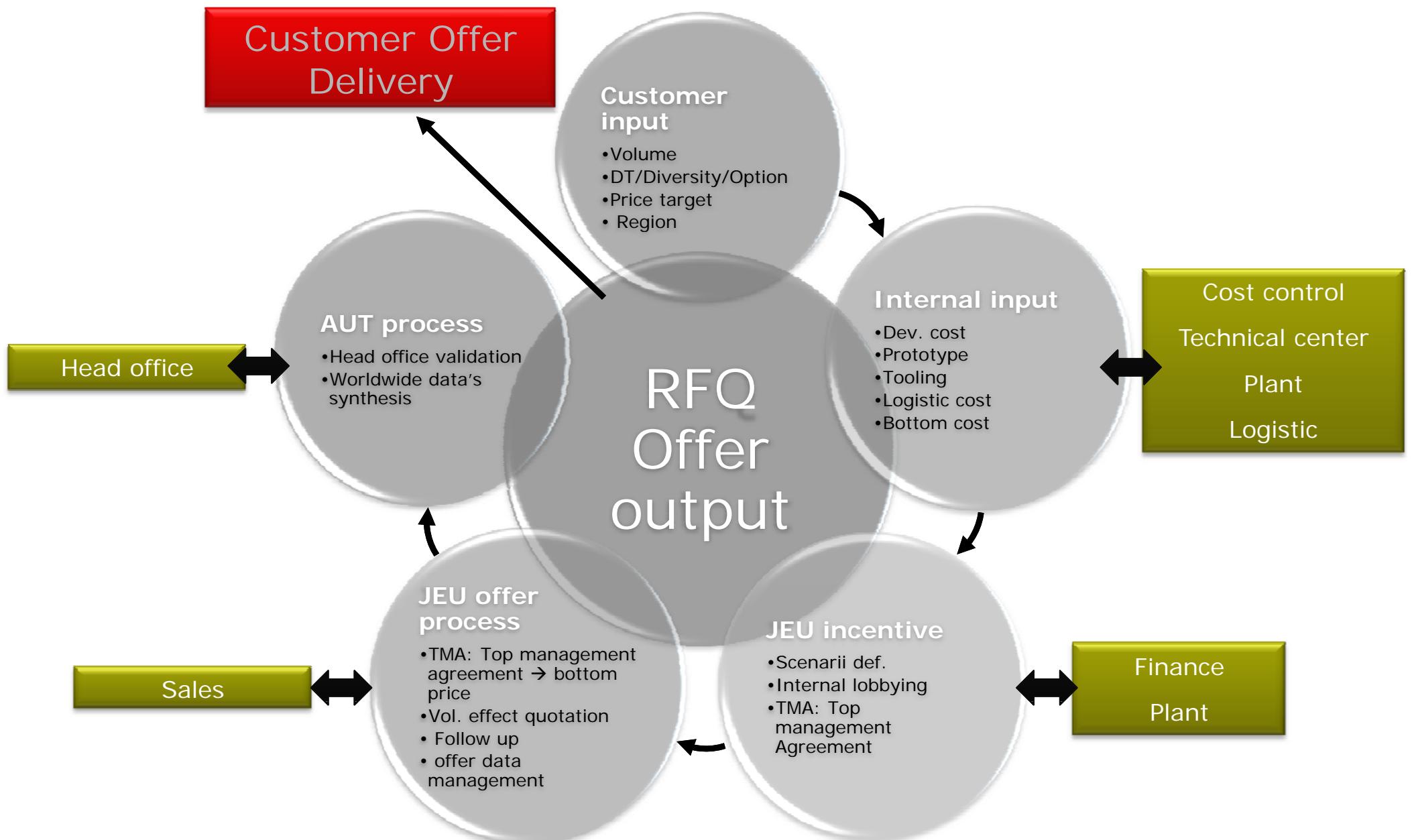
- Pre-acquisition phase
- Acquisition Phase: Request For Quotation
 - Definition of part price base
 - Development cost amount and depression offer
 - Development contract clause
 - Prototype part price → Close order
 - Investment → Close order
- Development phase:
 - Quotation of modification:
 - Material
 - Technical
 - Exchange rate
 - Logistic
 - New product diversity
- Mass production: open order
 - Quotation of modification: open order
 - Material
 - Technical
 - Exchange rate
 - Logistic
 - Productivity
 - Investment: Close order or depreciate on piece part
- after sales after end of production

Customer Close order definition:

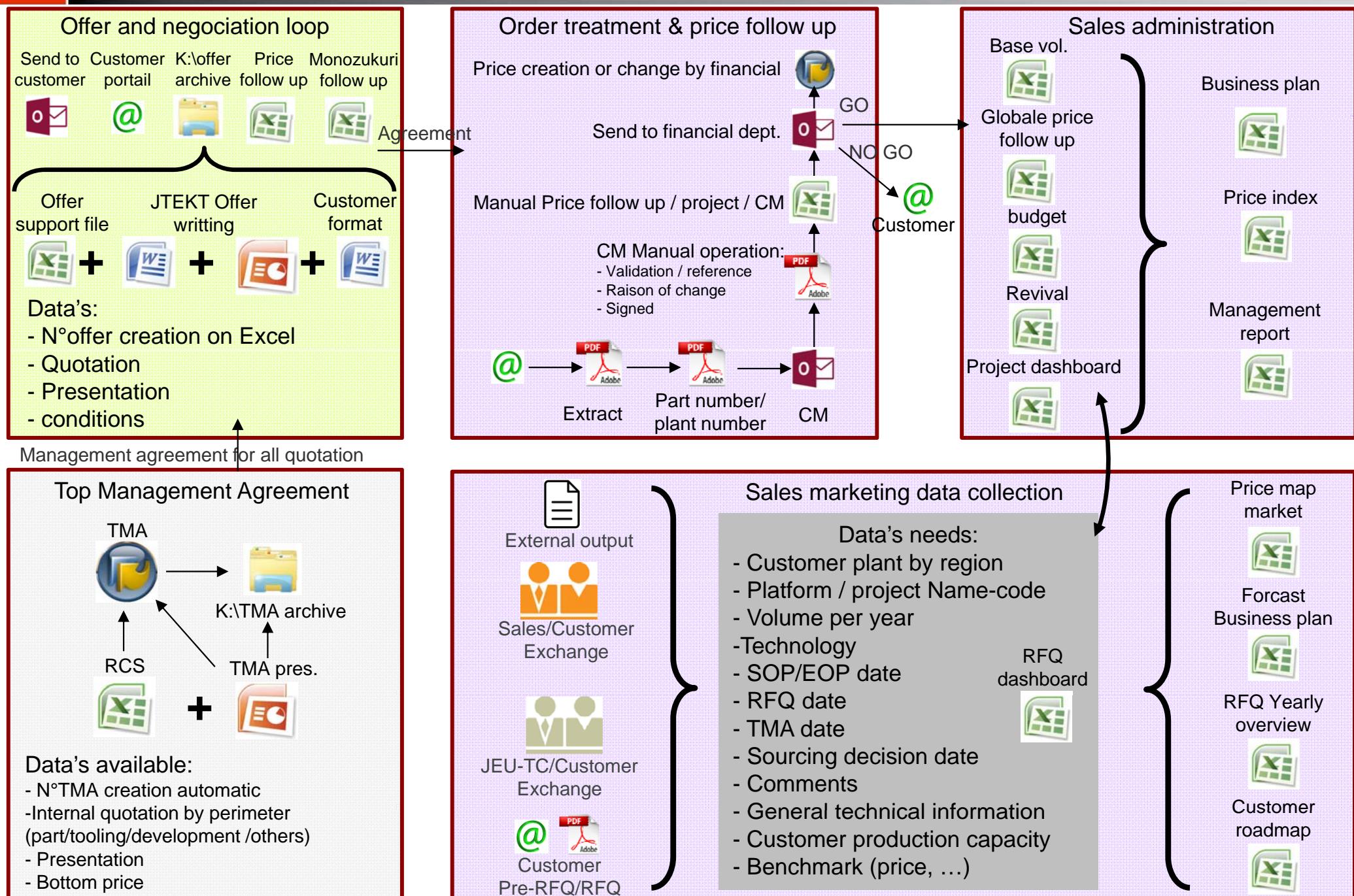
a firm order for farm precisely the quantities, prices and deadlines.

Customer Open order definition:

It defines the features (part number), price of this product and date of price application



Current sales datas' follow UP



IT System management

- Mission critical sales process

