

# Mockup JEU Story proposal

- Global story: « Change of connector supplier on current Clio production, part reference N°690000001 » With a part price decrease in 2 steps on current part price 100€ based on contract N°1000 index0:
  - First step: partial price down
  - Second step: after test cost depreciation second price down

Clio annual production volume											
January	February	March	April	May	June	July	August	September	October	November	December
2000	2000	2000	2000	2000	2000	2000	2000	2000	2000	2000	2000

## 1. Account Management opportunity

- Internal cost + technical description upload : -1€
- Quotation proposal setup:
  - Technical application: 01/06/2016
  - Price down at 01/02/2016: -0.2€
  - Test cost from 01/12/2016: 4 000€ depreciated on part price with 10% financial fees depreciated on 14 000parts=-0.25€



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## 2. Quote creation and Product Selection

- Margin threshold: 50%
- List price calculation



## 3. Approval Workflow

- Price down Approval
- Technical Approvals



Approval Process

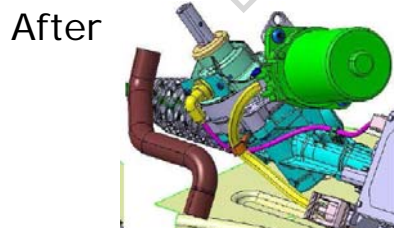
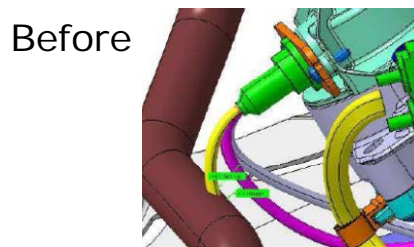
## 4. Proposal and Contract Management

- Quotation production with technical proposal
- Contract review
- Contract Generation



## 5. Opportunity Closure

- Order N°1000 index1 revision upload from Web portail
- Order VS offer check & Validation
- Reporting synthesis of account of price evolution on the year and export it



Price upload in SAP