



PT. BERLIAN SISTEM INFORMASI



OPERATING LEASE SUPPORT SYSTEM DEVELOPMENT

FOR



Functional Specification **A.1 Marketing Module**

Revision 6.0

Prepared by:

PT. Berlian Sistem Informasi

KTB Annex Bld. 4th Floor, Jl. Jend. A. Yani. Pulomas,
Tel. +62 21 4786 7575 (Hunting) Fax. +62 21 4714964 www.bsi.co.id

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 2 of 92

Document Control

Author	Deny Prasetya
File Name	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0
Path	N/A
Create Date	9/10/2014 08:51:00
Last Edited	01/07/2015 16:33:00
Number of Pages	92

Revision History

Date	Revision	Description	Author
9-Oct-2014	0.0	Initial creation	Deny Prasetya
10-Oct-2014	0.1	1 st Revision	Deny Prasetya
20-Oct-2014	0.2	2 nd Revision for correction	Satoshi Koibuchi
21-Oct-2014	1.0	1 st Baseline	Deny Prasetya
10-Feb-2015	2.0	Update Calculation Formula on Appendix	A. Fardani Rizki
13-Feb-2015	3.0	Update Screen Design of Operating Lease Calculation	Setiyono
5-Mar-2015	4.0	Update Calculation Formula on Appendix	Setiyono
18-Jun-2015	5.0	Update Screen design and Data structure OPL Calculation and Agreement. This update related to Changes Request number IT/CFR/05-06-15/68	Setiyono
1-Jul-2015	6.0	Update Screen design all report. This update related to Changes Request number IT/CFR/05-06-15/68	Setiyono

Distribution List

Name	Organization	Title
Mr. Abdul Somad	Dipo Star Finance, PT	DSF NBD Head
Mr. Ahmad Fikri	Dipo Star Finance, PT	DSF ITD Head
Mr. Mukhlis Ibrahim	Dipo Star Finance, PT	DSF ITD
Mr. Feri Irawan	Berlian Sistem Informasi, PT	BSI Multifinance Division Head
Mr. Asra Haryadi	Berlian Sistem Informasi, PT	BSI Operation Unit Manager
Mr. Devilosa Indra Kamal	Berlian Sistem Informasi, PT	BSI Service Manager

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 3 of 92

Document Approval

By signing this document I acknowledge I have read the document and give the Project Management Team approval to proceed.

Role	Name	Signature	Date
DSF NBD Head	Mr. Abdul Somad		
DSF ITD Head	Mr. Ahmad Fikri		
DSF ITD	Mr. Mukhlis Ibrahim		
BSI Operation Unit Manager	Mr. Asra Haryadi		
BSI Service Manager	Mr. Devilosa Indra Kamal		

Functional Specification: A.1 Marketing Module			
Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 4 of 92

TABLE OF CONTENTS

DOCUMENT CONTROL	2
REVISION HISTORY.....	2
DISTRIBUTION LIST	2
DOCUMENT APPROVAL	3
1 INTRODUCTION.....	6
1.1 PURPOSE.....	6
1.2 SCOPE.....	6
1.3 ACRONYMS AND ABBREVIATIONS	8
1.4 REFERENCES.....	8
2 DETAIL SPECIFICATION	9
2.1 CALCULATION OF SALES	9
2.1.1 Use case	9
2.1.2 Operations and scenarios	9
2.1.3 Status management and roles.....	12
2.1.4 Sitemap design.....	12
2.1.5 Screen design.....	13
2.1.5.1 List of sales calculation.....	13
2.1.5.2 Create new calculation of sales.....	14
2.1.5.3 Update calculation of sales	15
2.1.5.4 View detail calculation of sales	16
2.1.6 Screen features.....	17
2.1.7 Data structure	17
2.2 SALES QUOTATION	19
2.2.1 Use case	19
2.2.2 Operations and scenarios	19
2.2.3 Status management and roles.....	22
2.2.4 Sitemap design.....	23
2.2.5 Screen design.....	23
2.2.5.1 List of sales quotation	23
2.2.5.2 Create new sales quotation	24
2.2.5.3 Update sales quotation	25
2.2.5.4 View detail sales quotation	26
2.2.5.5 Preview and print sales quotation	27
2.2.6 Screen features.....	28
2.2.7 Data structure	28
2.3 CALCULATION OF OPERATING LEASE	30
2.3.1 Use case	30
2.3.2 Operations and scenarios	30
2.3.3 Status management and roles.....	34
2.3.4 Sitemap design.....	35
2.3.5 Screen design.....	35
2.3.5.1 List of operating lease calculation.....	35
2.3.5.2 Create new calculation of operating lease	36
2.3.5.3 Update calculation of operating lease	41
2.3.5.4 View detail calculation of operating lease	46
2.3.5.5 Preview and print operating lease calculation	51
2.3.5.6 Preview and print operating lease proposal	52
2.3.6 Screen features.....	55

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 5 of 92

2.3.7 Data structure	55
2.4 OPERATING LEASE QUOTATION	63
2.4.1 Use case	63
2.4.2 Operations and scenarios	64
2.4.3 Status management and roles.....	67
2.4.4 Sitemap design	68
2.4.5 Screen design.....	68
2.4.5.1 List of operating lease quotation	68
2.4.5.2 Create new operating lease quotation	68
2.4.5.3 Update operating lease quotation	69
2.4.5.4 View detail operating lease quotation	70
2.4.5.5 Preview and print operating lease quotation.....	71
2.4.6 Screen features.....	73
2.4.7 Data structure	73
2.5 AGREEMENT INFORMATION INQUIRY	75
2.5.1 Use case	75
2.5.2 Operations and scenarios	75
2.5.3 Status management and roles.....	78
2.5.4 Sitemap design	79
2.5.5 Screen design.....	79
2.5.5.1 List of agreement information inquiry.....	79
2.5.5.2 Create new agreement.....	81
2.5.5.3 Update agreement information.....	82
2.5.5.4 View detail agreement	83
2.5.6 Screen features.....	84
2.5.7 Data structure	84
3 APPENDIX.....	88
3.1 USE CASE TERMINOLOGY	88
3.2 CALCULATION FORMULA	89

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 6 of 92

1 Introduction

1.1 Purpose

Functional specification is to explain some of the following:

- 1) Describe who uses your application or system,
- 2) Describe the order in which steps or events or on the scenario are performed,
- 3) Show user interface design, and
- 4) What kind of data that will be maintained by functions.

1.2 Scope

Marketing module described about how to maintain data transaction on the marketing process which is utilized by functions in the system. On this module there's no integration with another system (such as ACA and MFAPPL). This module deal in the "to-be design" for developing the new system.

To keep the accuracy of entire design of the system we are using modeling approach for design and analysis. **To define a model of functions we will determine use cases. In the use case, it can summarize who uses your application or system, and what they can do with it.**

Within a use case we can determine which use cases are supported by application. We can create use case diagram, activity diagram, use case scenario, data structure, and interface design.

A data structure can be specified what kind of information that will be required for the system. Data structure is represented database design of the system. A user interface design can imagine the user about the system as visual. User interface is designed based on prototypes which have been already created. And, based on these things, we will develop the system.

The following is functionality of marketing module:

- ✓ Calculation of Refinance
 - a. Create new calculation
To create a new calculation by filling out create calculation form. On this feature allowed saving calculation as draft or submitting a data to the next process.
 - b. Update calculation
Update calculation by changing some fields on the edit form.
 - c. Submit calculation
After calculation confirmed, calculation can be submitted to the next process.
 - d. Filter and sort calculation
On this feature the calculation record can be filtered and sorted based on columns on top of the list.
 - e. View detail calculation
To inspect a detail of calculation, this feature is able to display a calculation data. On this feature data is not able to edit.
 - f. Changes status of calculation
To update status of record by click the button.
- ✓ Refinance Quotation
 - a. Create new quotation
To create a new quotation by filling out create calculation form. On this feature allowed saving quotation as draft or submitting a data to the next process.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 7 of 92

- b. Update quotation
Update quotation by changing some fields on the edit form.
 - c. Submit quotation
After quotation confirmed, calculation can be submitted to the next process.
 - d. Filter and sort calculation
On this feature the quotation record can be filtered and sorted based on columns on top of the list.
 - e. View detail quotation
To inspect a detail of quotation, this feature is able to display a quotation data. On this feature data is not able to edit.
 - f. Changes status of quotation
To update status of record by click the button.
 - g. Preview and print the Refinance quotation
To preview and print the quotation result by click the button.
- ✓ Calculation of Operating Lease
- a. Create new calculation
To create a new calculation by filling out create calculation form. On this feature allowed saving calculation as draft or submitting a data to the next process.
 - b. Update calculation
Update calculation by changing some fields on the edit form.
 - c. Submit calculation
After calculation confirmed, calculation can be submitted to the next process.
 - d. Filter and sort calculation
On this feature the calculation record can be filtered and sorted based on columns on top of the list.
 - e. View detail calculation
To inspect a detail of calculation, this feature is able to display a calculation data. On this feature data is not able to edit.
 - f. Changes status of calculation
To update status of record by click the button.
 - g. Preview and print the proposal and calculation
To preview and print the proposal and calculation result by click the button.
- ✓ Operating Lease Quotation
- a. Create new quotation
To create a new quotation by filling out create calculation form. On this feature allowed saving quotation as draft or submitting a data to the next process.
 - b. Update quotation
Update quotation by changing some fields on the edit form.
 - c. Submit quotation
After quotation confirmed, calculation can be submitted to the next process.
 - d. Filter and sort calculation
On this feature the quotation record can be filtered and sorted based on columns on top of the list.
 - e. View detail quotation
To inspect a detail of quotation, this feature is able to display a quotation data. On this feature data is not able to edit.
 - f. Changes status of quotation

Functional Specification: A.1 Marketing Module			
Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 8 of 92

- To update status of record by click the button.
- g. Preview and print the operating lease quotation
To preview and print the operating lease quotation result by click the button.
- ✓ Agreement Information Inquiry
- a. Create new agreement
To input data of agreement by fill out the form. This feature allows a user to save a data into database, after input on the agreement form.
 - b. Update agreement information
To update the agreement information by fill out the edit agreement form. This feature allows a user to changes a data on agreement information, and then saves into database.
 - c. Submit agreement information
After agreement confirmed, the data can be submitted to the next process.
 - d. Filter and sort agreement information
On this feature the agreement record can be filtered and sorted based on columns on top of the list.
 - e. View detail agreement information
To check and view the detail of agreement information, user can open details screen. On this features user only can viewing the data, (the data is not able to edit).
 - f. Changes status of quotation
After agreement was submitted, agreement can be confirm to validate or set to draft if the data still need to be update by user who initiate to create the agreement.
 - g. Preview and print the operating lease quotation
To preview and print the operating lease quotation result by click the button.

1.3 Acronyms and abbreviations

- ACA : Auto Credit Approval System
- MFAPPL : Multi Finance Application

1.4 References

This functional scope refers “to be design” in the section A.1.Marketeting Module.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 9 of 92

2 Detail Specification

2.1 Calculation of Refinance

2.1.1 Use case

The figure below is summarizing who uses features of function, and what they can do with it.

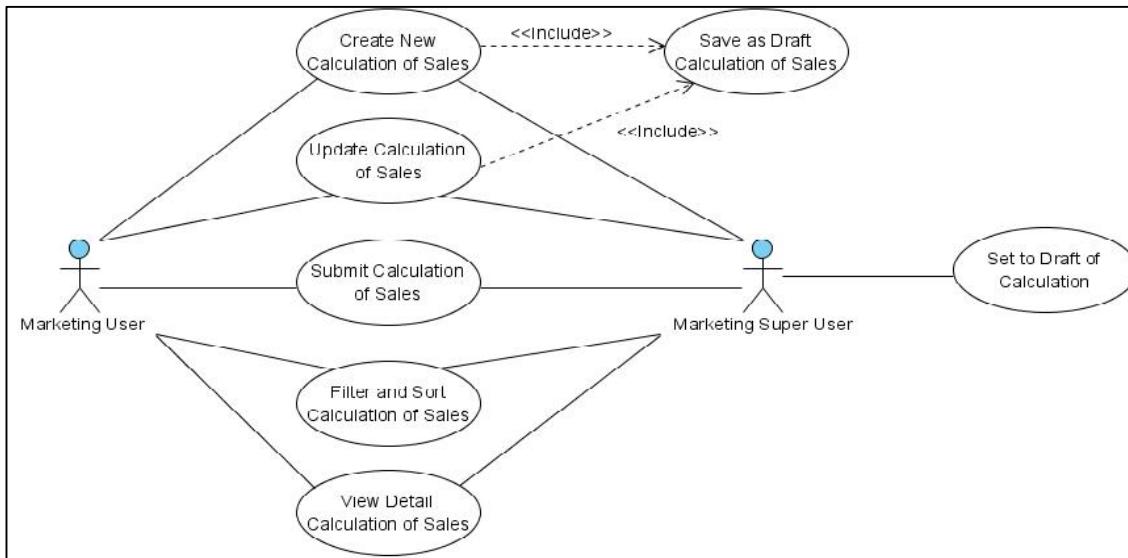


Figure 1 – Use case diagram of Calculation of Refinance

2.1.2 Operations and scenarios

The figure below is describing operations or steps performed in a function interact with people (flow of work between actors and the system).

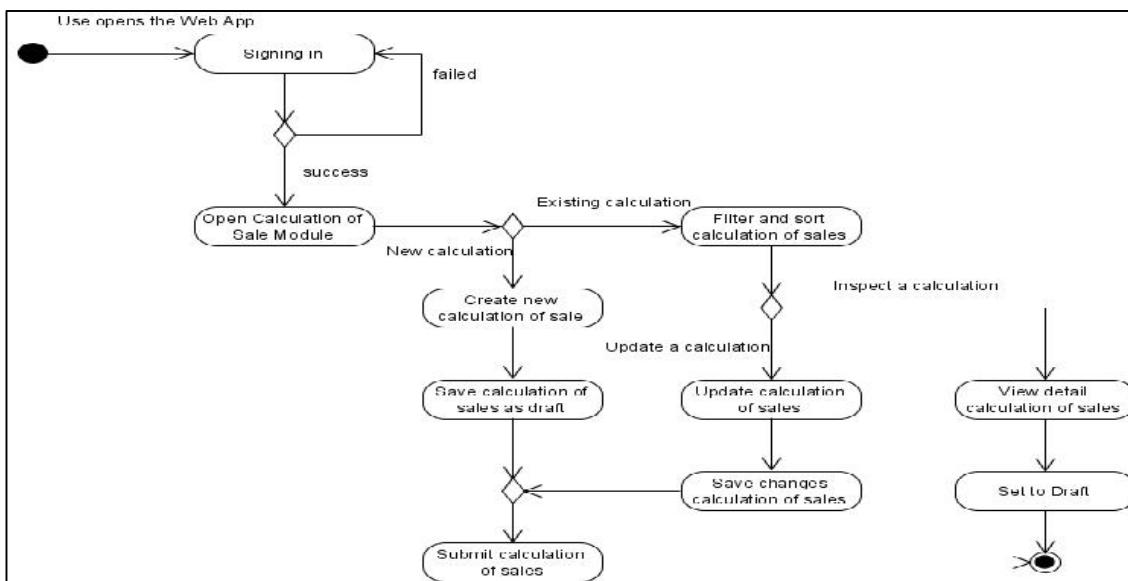


Figure 2 – Activity diagram of Calculation of Refinance

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 10 of 92

No.	Steps/ Operations	Actor/ People	Scenario
1	Signing in	Marketing user, Marketing superuser	<ul style="list-style-type: none"> Actor fills out sign in form by inputting user name and password. Actor clicks [sign in] button. System will check the account of user; if user account is already registered user will enter into the system. If doesn't user can return the step.
2.	Open calculation of Refinancemodule	Marketing user, Marketing superuser	<ul style="list-style-type: none"> After login, actor can open calculation of Refinancemodule on the menu of system. After that, screen of calculation of Refinance will open. After screen opens, list of Refinance calculation will be shown and calculation data existing will be displayed.
3.	Create new calculation	Marketing user, Marketing superuser	<ul style="list-style-type: none"> If calculation screen opens, actor can click [create] button to create new records of calculation and after that create calculation screen will open. Upon create calculation screen, actor can fill out the fields. To fill out lease contract information and product basic information, actor can click [...] button at field of agreement number reff. Upon clicking [...] button at look-up window will be shown. These windows have features to search and select the agreement. At least one agreement must be selected. Profit Amount and Total Amount will be calculated automatically, after fill out the calculation fields. The mandatory fields cannot be blank.
4.	Save calculation as draft	Marketing user, Marketing super user	<ul style="list-style-type: none"> After filling out the fields, actor can click [save as draft] button, if want to make a records as <u>draft</u>. After that, system will proceed to store a data into database and will automatically check a validity of data (such as; data type, mandatory data, and data length) If done, actor can click [Back] button to return to the list of Refinance calculation, then calculation data will be displayed.
5	Submit calculation record	Marketing user, Marketing super user	<ul style="list-style-type: none"> Once data is saved and data has been confirmed, actor can submit the record by clicking [Submit] button. After that system will set a calculation record as <u>submitted (or not draft)</u>. If done, actor can click back button to return to the list of Refinance calculation.
6.	Update calculation records	Marketing user, Marketing super user	<ul style="list-style-type: none"> On the calculation of Refinance screen actor can click [Edit] button to update the calculation record by editing data on the edit calculation screen. If there were calculation still draft, <i>marketing user</i> can click [edit] button on the right side of the records on the

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 11 of 92

			<p>list of Refinance calculation.</p> <ul style="list-style-type: none"> If there were calculation record already submits and the status is valid, <i>marketing user</i> cannot click [edit] button to open edit calculation screen. If edit calculation screen opens, actor can edit a record by inputting a data on each of the fields. The mandatory fields cannot be blank.
7.	Filter and sort calculation records	Marketing user, Marketing super user	<ul style="list-style-type: none"> Actor can filter and sort the calculation record based on columns where displayed on the list of Refinance calculation. To filter calculation records, actor can enter keywords into the filter fields. If matched data founds, the filtered result will be displayed on list. If doesn't the list of Refinance calculation will be empty. To sort calculation records, actor can click header of column on the list table. After that the records will be sorted by ascending or descending, alternately. Upon select [record number filter] drop down list, actor can select a record number to display on the list of Refinance calculation. At least only one item can be selected.
8.	View detail calculation record	Marketing user, Marketing super user	<ul style="list-style-type: none"> On the calculation screen actor can open view detail calculation screen to inspect a data. On the list of Refinance calculation screen, actor can click [view detail] button, after that system will display a screen of calculation detail. On this screen, actor cannot do anything to edit of data. Only viewing calculation record. There are 2 conditions when calculation detail screen opens: <ol style="list-style-type: none"> If calculation status is still draft or already valid, [validate] button and [set to draft] button will be disappeared. If calculation status was already submitted, [validate] button and [set to draft] button will be shown. If done, actor can click back button to return to the list.
9	Set to draft of calculation	Marketing super user	<ul style="list-style-type: none"> To do this process, actor should open calculation detail screen by clicking [view detail] button in the list of Refinance calculation screen. Once calculation detail screen opens, actor can change the status of calculation by clicking [set to draft] button. If calculation still need to revise and status still not valid yet, actor can change the calculation status from submitted to draft. After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list of Refinance calculation.

Functional Specification: A.1 Marketing Module			
Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 12 of 92

2.1.3 Status management and roles

The figure below is describing a role matrix (including relation with Status) of actor that already identified in a function.

Role of Actor	Filter and sort	Save as draft	Save changes (draft)	Save changes (submitted)	Submit	Validate
Marketing super user	Yes	Yes	Yes	Yes	Yes	Yes
Marketing user	Yes	Yes	Yes	No	Yes	No

The figure below is describing transition of Status that performed when people interact in a function. In this features, validation (validate and invalidate) process triggered on the Refinance quotation module. If the quotation already validate, so the status of calculation will be valid too, and vice versa.

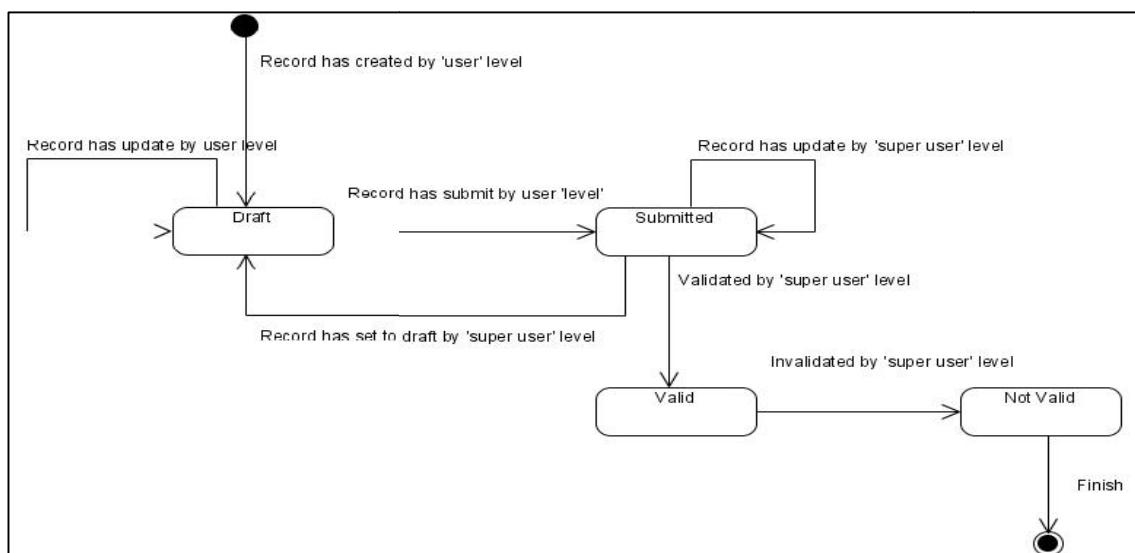


Figure 3 – Status diagram of Calculation of Refinance

2.1.4 Sitemap design

Describe a web page that lists the pages on a web site to users. Usually sitemap organized in hierarchical style.



Figure 4 – Sitemap design of Calculation of Refinance

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 13 of 92

2.1.5 Screen design

2.1.5.1 List of Refinance calculation

This screen is designed to display a calculation of Refinance list. On this list actor can filter and sort a calculation records. And also, actor can open another screen to create new calculation record, update calculation record, and view detail of calculation record.

The screenshot shows a web-based application interface for managing sales calculations. At the top left, there's a header 'Calculation of sales'. Below it, a button labeled '+Create New' is highlighted with a red box and an arrow pointing to the text 'To create new calculation'. To the right of the button is a search bar with placeholder text 'Search...'. Below the search bar, there's a dropdown menu showing 'Show 10 entries' with an arrow pointing to the text 'Displaying calculation list'. To the right of the dropdown is a red box with an arrow pointing to the text 'To filter calculation record'. The main area contains a table with two rows of data. The columns are labeled: COS Number, Customer Name, Agreement Number ref., Product, Quantity, Amount, Created By, Created Date, Status, and Action. The first row has values: COS0406901, PT. Maju Jaya, 000.00074, Mitsubishi Triton GLX SC DA9365CE, 1 Unit, 155,106,364, John Smith, 01/01/2014, submitted, and two icons in the Action column. The second row has similar values. At the bottom of the table, there's a message 'Showing 1 to 2 of 2 entries' with an arrow pointing to the text 'Data paging information'. To the right of the message is a red box with an arrow pointing to the text 'To open paging of records'. At the very bottom of the page, there's a footer bar with links: 'Prototype - Final/dashboard.htm' on the left and 'First Previous 1 Next Last' on the right.

COS Number	Customer Name	Agreement Number ref.	Product	Quantity	Amount	Created By	Created Date	Status	Action
COS0406901	PT. Maju Jaya	000.00074 /01/03/2012	Mitsubishi Triton GLX SC DA9365CE	1 Unit	155,106,364	John Smith	01/01/2014	submitted	
COS0406902	PT. Sejahtera Jaya	000.00074 /01/03/2012	Mitsubishi Triton GLX SC DA9365CE	1 Unit	155,106,364	John Smith	01/01/2014	submitted	

Figure 5 – List of Refinance Calculation Screen

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 14 of 92

2.1.5.2 Create new calculation of Refinance

This screen is designed to create new calculation of Refinancerecord. After filling out necessary data on the screen, actor can store a data into the system by clicking the action button.

The screenshot shows the 'Create New Calculation of Refinance' screen. The interface is organized into several sections:

- Top Navigation:** Includes a 'Back' button, a link to 'Return back to list of sales calculation', and a link to 'To entry a calculation data'.
- Lease Contract Information:** Contains fields for Agreement Number Ref., Customer Name Ref., Maintenance Type, Monthly Mileage, Expected Mileage, Expiration Date (mm/dd/yyyy), Purchase Requirement After Lease, and Residual Value.
- Product Basic Information:** Contains fields for Brand Code, Brand Name, Product Name, Model Year, Schedule Date for Registration (mm/dd/yyyy), Displacement, Transmission, Fuel Type, Maximum Loading Capacity, Product Category, Special OP, Registration Date, Usage, Location, and Number Plate Color.
- Calculation:** Contains fields for Actual Residual Value, Unit Quantity, Commission, Input Other Expense, Input Other Expense 1, Input Other Expense 2, Input Other Expense 3, Total Amount, and Profits.
- Action Buttons:** At the bottom left are 'Save as Draft' and 'Submit' buttons. To the right of these buttons is a label 'To save or submit calculation data'.

Figure 6 – Screen of CreateNew Calculation of Refinance

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 15 of 92

2.1.5.3 Updatecalculation of Refinance

This screen is designed to updatecalculation of Refinance. After changing some data on the screen, actor can store a data into the system by clicking the action button.

The screenshot shows a web-based form for managing lease contracts. The interface is organized into several sections:

- Header:** Includes a 'Back' button, a link to 'Return back to list of sales calculation', and a 'Validated' status indicator.
- Information Headers:** Shows 'Created by' (Abdul Somad Zaini), 'Created Date' (01/01/2014), 'Last Modified By' (Abdul Somad Zaini), and 'Last Modified Date' (01/01/2014).
- Lease Contract Information:** Contains fields for Agreement Number Ref., Customer Name Ref., Maintenance Type, Monthly Mileage, Expected Mileage, Expiration Date, Purchase Requirement After Lease, and Residual Value.
- Product Basic Information:** Contains fields for Brand Code, Brand Name, Product Name, Model Year, Schedule Date for Registration, Displacement, Transmission, Fuel Type, Maximum Loading Capacity, Product Category, Special OP, Registration Date, Usage, Location, and Number Plate Color.
- Calculation:** Displays Actual Residual Value, Unit Quantity, Comission, and Total Amount. It also includes a Profits section showing Item, Amount, and Profits Total Amount - Actual Residual Value.
- Action Buttons:** At the bottom left are 'Save Changes' and 'Submit' buttons. To the right of these buttons is the text 'To save or submit of data'.

Figure 7 – Screen of Update Calculation of Refinance

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 16 of 92

2.1.5.4 View detail calculation of Refinance

This screen is designed to view detail a calculation of Refinance. On this screen actor can change status of a Refinance calculation by clicking action button.

Detail calculation		Status of calculation	
Back	Return back to list of sales calculation	Detail calculation	submitted
<small>Created by</small>	Abdul Somad Zaini	<small>Created Date</small>	01/01/2014
<small>Last Modified By</small>	Abdul Somad Zaini	<small>Last Modified Date</small>	01/01/2014
Number Number	Buyer / Customer Buyer / Customer		
Lease Contract Information			
Agreement Number Reff. Agreement Number Reff.	Customer Name Reff. Customer Name Reff.	Expected Mileage	
Maintenance Type Maintenance Type	Monthly Mileage Monthly Mileage	Expected Mileage	
Expiration Date (mm/dd/yyyy) Expiration Date (mm/dd/yyyy)	Purchase Requirement After Lease Purchase Requirement After Lease	Residual Value Residual Value	
Product Basic Information			
Brand Code Brand Code	Brand Brand	Product Name Product Name	
Model Year Model Year	Schedule Date for Registration (mm/dd/yyyy) Schedule Date for Registration (mm/dd/yyyy)	Displacement Displacement	
Transmission Transmission	Fuel Type Fuel Type	Maximum Loading Capacity Maximum Loading Capacity	
Product Category Product Category	Special OP Special OP	Registration Date (mm/dd/yyyy) Registration Date (mm/dd/yyyy)	
Usage Usage	Location Location	Number Plate Color Number Plate Color	
Calculation			
Actual Residual Value		0.00	
Unit Quantity		0.00	
Commission		0.00	
Example Other Expense		0.00	
Example Other Expense 1		0.00	
Example Other Expense 2		0.00	
Example Other Expense 3		0.00	
Total Amount		0.00	
Profits			
Item	Profit Amount		
Profits Total Amount - Actual Residual Value	0.00		
Validate	To changes a status of calculation record		

Figure 8 – Screen of View Detail Calculation of Refinance

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 17 of 92

2.1.6 Screen features

Features	Description
[Filter and sort]	To perform data filtering and data sorting of calculation records.
[Create new]	To create new calculations by entering data on create new calculation form.
[Save as draft] or [Set to draft]	To save a calculation as a draft.
[Submit]	To submit a calculation record as a final.
[Save changes]	To update changes when editing calculation record.
[View detail]	To inspect a detail calculation records by opening a calculation detail form.
[Edit]	To update of calculation record.

2.1.7 Data structure

Field	Data Type	Data Length	Format	Mandatory
Calculation Identity				
Calculation of Refinance Number	Text	50	N/A	Yes
Buyer/ Customer Name	Text	200	N/A	Yes
Lease Contract Information				
Agreement Number Reff.	Text	50	N/A	Yes
Customer Name Reff.	Text	200	N/A	Yes
Maintenance Type	Text	100	N/A	No
Monthly Mileage	Number	N/A	###,###,##.##	No
Expected Mileage	Number	N/A	###,###,##.##	No
Expiration Date	Date	N/A	mm-dd-yyyy	No
Purchase Requirement After Refinance	Text	200	N/A	No
Residual Value	Decimal	18,3	###,###,##.##	No
Product Basic Information				
Product Registration Code	Text	50	N/A	Yes
Product Type	Text	100	N/A	Yes
Product Category	Text	50	N/A	Yes
Product Brand Code	Text	50	N/A	Yes
Product Brand Name	Text	100	N/A	Yes
Product Model Code	Text	100	N/A	Yes
Product Model Name	Text	100	N/A	Yes
Product Model Type	Text	100	N/A	Yes
Product Model Year	Date	N/A	mm-yyyy	Yes
Transmission	Text	100	N/A	Yes
Fuel Type	Text	100	N/A	Yes
Displacement (cc)	Text	100	N/A	Yes

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development			
Author	Deny Prasetia		Date	01 July 2015
Status	Baseline		Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0		Page	Page 18 of 92

Maximum Loading Capacity	Number	50	N/A	No
Product Category	Text	100	N/A	No
Number Plate Color	Text	100	N/A	No
Usage	Text	100	N/A	No
Location	Text	100	N/A	No
Schedule Date for Registration	Decimal	18,3	mm-dd-yyyy	No
Registration Date	Date	N/A	mm-dd-yyyy	No
Calculation				
Actual Residual Value	Decimal	18,3	###,###,##.##	Yes
Unit Quantity	Decimal	18,3	###,###,##.##	Yes
Commission	Decimal	18,3	###,###,##.##	No
Other Expense 1	Decimal	N/A	###,###,##.##	No
Other Expense 2	Decimal	18,3	###,###,##.##	No
Other Expense 3	Decimal	18,3	###,###,##.##	No
Total Amount	Decimal	18,3	###,###,##.##	Yes
Profit Amount	Decimal	18,3	###,###,##.##	Yes
Audit Trail				
Create By	Text	100	N/A	Yes
Create Date	Date time	N/A	mm-dd-yyyy:hh-mm:ss	No
Last Modified By	Text	100	N/A	Yes
Last Modified	Date time	N/A	mm-dd-yyyy:hh-mm:ss	No
Status Management				
Is Deleted	Yes/No	N/A	N/A	Yes
Is Draft	Yes/No	N/A	N/A	Yes
Is Submitted	Yes/No	N/A	N/A	Yes
Is Valid	Yes/No	N/A	N/A	Yes

Functional Specification: A.1 Marketing Module			
Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 19 of 92

2.2 Refinance Quotation

2.2.1 Use case

The figure below is summarizing who uses features of function, and what they can do with it.

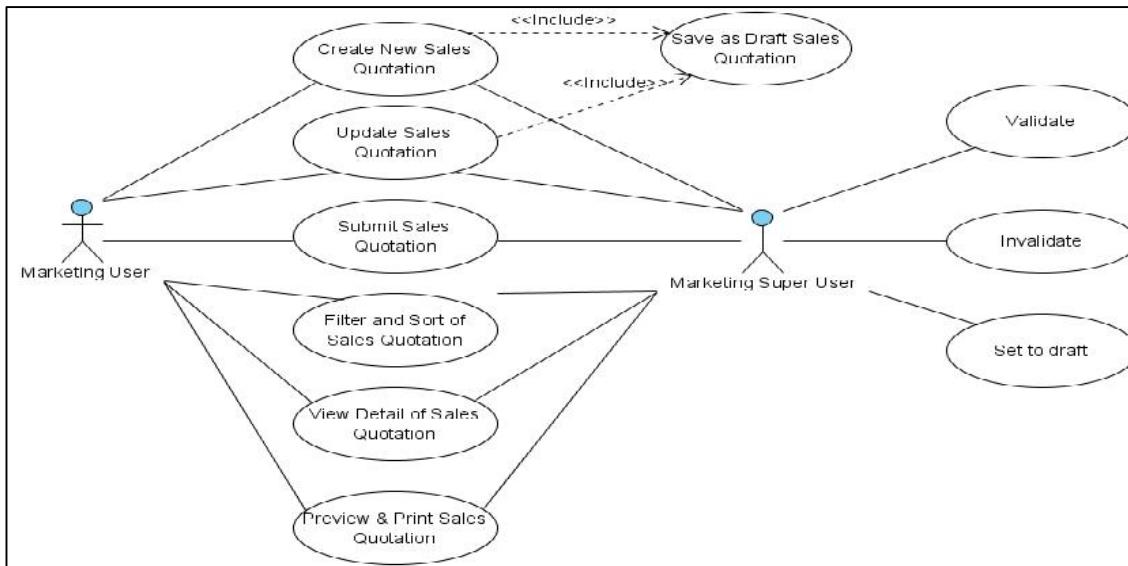


Figure 9 – Use case diagram of Refinance Quotation

2.2.2 Operations and scenarios

The figure below is describing operations or steps performed in a function interact with people (flow of work between actors and the system).

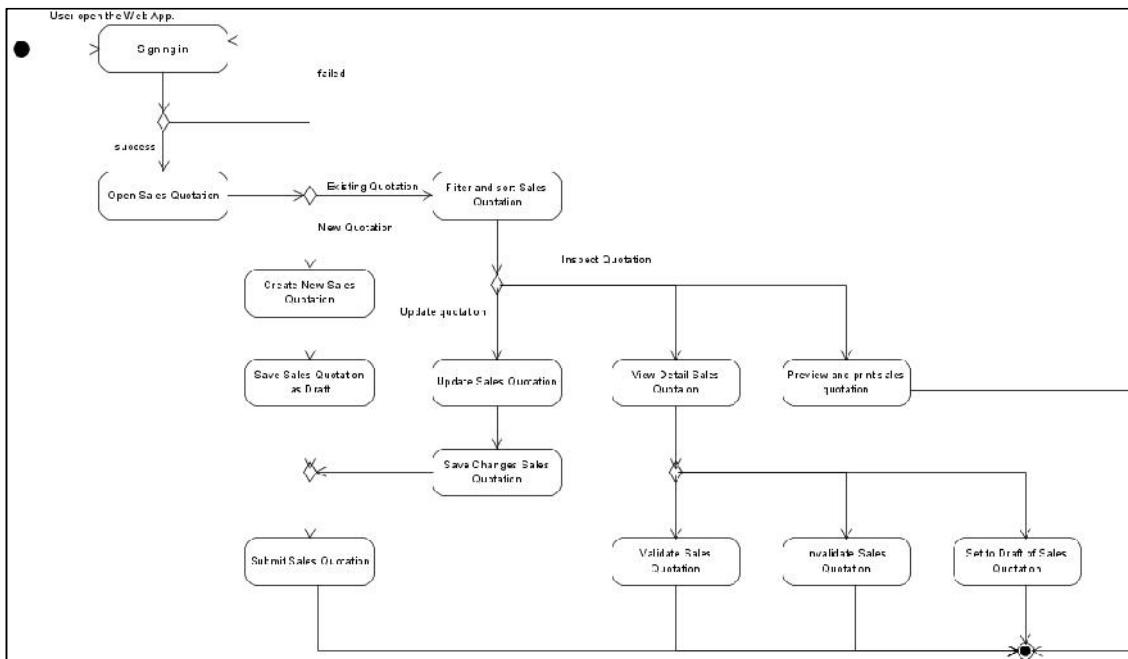


Figure 5 – Activity diagram of Refinance Quotation

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 20 of 92

No.	Steps/ Operations	Actor/ People	Scenario
1	Signing in	Marketing user, Marketing superuser	<ul style="list-style-type: none"> Actor fills out sign in form by inputting user name and password. Actor clicks [sign in] button. System will check the account of user; if user account is already registered user will enter into the system. If doesn't user can return the step.
2.	Open calculation of Refinance module	Marketing user, Marketing superuser	<ul style="list-style-type: none"> After login, actor can open Refinance quotation module on the menu of system. After that, the Refinance quotation screen will open. After screen opens, Refinance quotation list will be shown and existing data will be displayed.
3.	Create new Refinance quotation	Marketing user, Marketing superuser	<ul style="list-style-type: none"> If list of Refinancequotation screen opens, actor can click [create] button to create new quotation and after that create Refinance quotation screen will open. On this screen actor can specify the calculation records as basis to create the Refinance quotation. To specify the calculation records, click [...] button at calculation number, after that look-up window will be shown. These windows have features to search and select the calculation. At least one calculation must be selected. Once it done, actor can fill out other information on each field. The mandatory fields cannot be blank.
4.	Save Refinance quotation as draft	Marketing user, Marketing super user	<ul style="list-style-type: none"> After filling out the fields, actor can click [save as draft] button, if want to make a records as <u>draft</u>. After that, system will proceed to store a data into database and will automatically check a validity of data (such as; data type, mandatory data, and data length) If done, actor can click [Back] button to return to the list of Refinance calculation, then Refinance quotation data will be displayed.
5	Submit Refinance quotation record	Marketing user, Marketing super user	<ul style="list-style-type: none"> Once data is saved and data has been confirmed, actor can submit the record by click [Submit] button. After that system will set a Refinance quotation record as <u>submitted (or not draft)</u>. If done, actor can click back button to return to the list of Refinancequotation.
6.	Update Refinance quotation records	Marketing user, Marketing super user	<ul style="list-style-type: none"> On the list of Refinance quotation screen actor can click [Edit] button to update the record by editing data on the edit screen. If the quotations still <u>draft</u>, <i>marketing user</i> can click [edit] button on the right side of the records on list of Refinance quotation screen. If the quotationrecords already <u>submit</u> and the status is <u>valid</u>, <i>marketing user</i> cannot click [edit] button to open edit Refinance quotation screen.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 21 of 92

			<ul style="list-style-type: none"> If edit screen opens, actor can edit a record by inputting a data on each of the fields. The mandatory fields cannot be blank.
7.	Filter and sort Refinance quotation records	Marketing user, Marketing super user	<ul style="list-style-type: none"> Actor can filter and sort the record based on columns where displayed on the list. To filter the records, actor can enter keywords into the filter fields. If matched data founds, the result will be displayed on the list. If doesn't, the list will be empty. To sort the records, actor can click header of column on the list table. After that the records will be sorted by ascending or descending, alternately. Upon select [record number filter] drop down list, actor can filter a record number to display on the list. At least only one item can be selected.
8.	View detail Refinance quotation record	Marketing user, Marketing super user	<ul style="list-style-type: none"> On the list of Refinance quotation screen actor can view detail a Refinance quotation on the view detail screen. To open view detail screen, actor can click [view detail] button, after that system will display a detail of Refinance quotation. On this screen, actor cannot do anything to edit of data. Only viewing the record. There are 2 conditions when view detail screen opens: <ol style="list-style-type: none"> If the Refinance quotation status is still draft or already valid, [validate] button and [set to draft] button will be disappeared. If Refinance quotation status was already submitted, [validate] button and [set to draft] button will be shown. If done, actor can click [Back] button to return to the list.
9	Validate Refinance quotation	Marketing super user	<ul style="list-style-type: none"> To do this process, actor should open view detail screen by clicking [view detail] button on the list. Once view detail screen opens, actor can change the status by clicking [validate] button. If Refinance quotation is already confirmed. After status changes to valid, actor cannot rollback the status to submitted or draft. After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list.
10	Invalidate Refinance quotation	Marketing super user	<ul style="list-style-type: none"> For the worst case, if Refinance quotation were made inoperative/ not applicable, actor can change the status from valid to not valid. To do this process, actor should open view detail screen by clicking [view detail] button on the list. Once view detail screen opens, actor can change the status by clicking [Invalidate] button. After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 22 of 92

11	Set to DraftRefinance quotation	Marketing super user	<ul style="list-style-type: none"> To utilize this feature; If Refinance quotation still need to be revised and status still not valid yet, actor can change the status from submitted to draft. To do this process, actor should open view detail screen by clicking [view detail] button on the list. Once view detail screen opens, actor can change the status by clicking [validate] button or [set to draft] button (depending by status that needs to change). After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list.
12	Preview and print Refinance quotation	Marketing user, Marketing super user	<ul style="list-style-type: none"> To do this process, actor can select the quotation record by clicking [Print preview] button, and after that the preview screen will be opened. Once preview screen opens, actor can click [Print] button to print the report. If done, actor can click [Back] button to return to the list.

2.2.3 Status management and roles

The figure below is describing a role matrix (including relation with Status) of actor that already identified in a function.

Role of Actor	Filter and sort	Save as draft	Save changes (draft)	Save changes (submitted)	Submit	Validate	Preview & Print
Marketing super user	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Marketing user	Yes	Yes	Yes	No	Yes	No	Yes

The figure below is describing transition of Status that performed when people interact in a function. In this features, validation (validate and invalidate) process triggered on the operating lease quotation module. If the quotation already validate, so the status of Refinance quotation will be valid too, and vice versa.

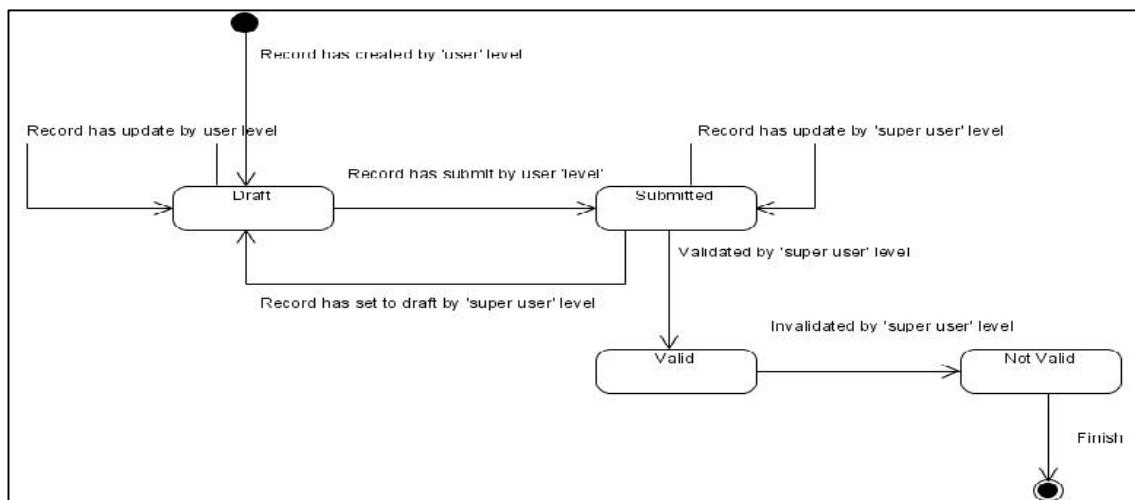


Figure 10 – Status diagram of Calculation of Refinance

Functional Specification: A.1 Marketing Module			
Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 23 of 92

2.2.4 Sitemap design

Describe a web page that lists the pages on a web site to actors. Usually sitemap organized in hierarchical style.



Figure 11 – Sitemap design of Refinance Quotation

2.2.5 Screen design

2.2.5.1 List of Refinance quotation

This screen is designed to display a list of Refinance quotation. On this list actor can filter and sort a calculation records. And also, actor can open another screen to create new quotation record, update quotation record, and view detail quotation record.

The screenshot shows a web-based application interface for managing sales quotations. At the top left is a button labeled '+ Create' with a red callout 'To create new sales quotation'. To its right is a search bar with a red callout 'To filter sales quotation record'. Below the search bar is a table header with columns: Number, Buyer / Customer, Product Name, Expected Delivery, Delivery Place, Validity Month, and Status. The table contains six rows of data, each with a set of edit and delete icons in the Action column. Red callouts point to the 'Show 10 entries' dropdown, the 'Displaying list' message, and the 'Data paging information' at the bottom. At the very bottom right are navigation buttons for 'First', 'Previous', 'Next', and 'Last'.

Number	Buyer / Customer	Product Name	Expected Delivery	Delivery Place	Validity Month	Status	Action
A001	PT. Maju Sejahtera	Example Product	20/4/01/01	Jakarta	January	submitted	
A002	PT. Maju Mundur	Example Product	20/4/01/01	Jakarta	January	valid	
A003	PT. Maju Mundur	Example Product	20/4/01/01	Jakarta	January	submitted	
A004	PT. Maju Mundur	Example Product	20/4/01/01	Jakarta	January	valid	
A005	PT. Maju Mundur	Example Product	20/4/01/01	Jakarta	January	submitted	
A006	PT. Maju Mundur	Example Product	20/4/01/01	Jakarta	January	valid	

Figure 62 – List of RefinanceQuotation Screen

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 24 of 92

2.2.5.2 Create new Refinance quotation

This screen is designed to create new Refinance quotation record. After filling out necessary data on the screen, actor can store a data into the system by clicking the action button.

Number

Buyer / Customer

Product Basic Information

Brand Code <input type="text"/>	Brand Name <input type="text"/>	Product Name <input type="text"/>
Model Year <input type="text"/>	Schedule Date for Registration (mm/dd/yyyy) <input type="text"/>	Displacement <input type="text"/>
Transmission <input type="text"/>	Fuel Type <input type="text"/>	Maximum Loading Capacity <input type="text"/>
Product Category <input type="text"/>	Special OP <input type="text"/>	Registration Date (mm/dd/yyyy) <input type="text"/>
Usage <input type="text"/>	Location <input type="text"/>	Number Plate Color <input type="text"/>

Quotation Information

Validity Month <input type="text"/>	Terms <input type="text"/>	Expected Delivery (dd/mm/yyyy) <input type="text"/>
Down Payment <input type="text"/>	Delivery Place <input type="text"/>	Remarks <input type="text"/>

Action Buttons:

- Save as Draft
- Submit

Figure 73 – Screen of Create New Refinance Quotation

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 25 of 92

2.2.5.3 Update Refinance quotation

This screen is designed to update Refinance quotation. After changes some data on the screen, actor can store a data into the system by click the action button.

The screenshot shows the 'Update Refinance quotation' screen. At the top, there's a navigation bar with a 'Back' button, a link to 'Return back to list of sales quotation', and a 'Status of sales quotation' section with a 'Draft' button. Below this, there are sections for 'Number' and 'Buyer / Customer' with example input fields. The main body is divided into two main sections: 'Product Basic Information' and 'Quotation Information'. The 'Product Basic Information' section contains fields for Brand Code, Brand Name, Product Name, Model Year, Schedule Date for Registration, Displacement, Transmission, Fuel Type, Maximum Loading Capacity, Product Category, Special OP, Registration Date, Usage, Location, and Number Plate Color. The 'Quotation Information' section contains fields for Validity Month, Terms, Expected Delivery, Down Payment, Delivery Place, and Remarks. At the bottom, there are 'Save Changes' and 'Submit' buttons, with a note 'To save or submit of data' between them.

Figure 84 – Screen of Update Refinance Quotation

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 26 of 92

2.2.5.4 View detail Refinance quotation

This screen is designed to view detailRefinance quotation. On this screen actor can change status of a calculation of Refinance by clicking action button.

Back

Return back to list of sales quotation

Status of sales quotation

submitted

Created by: Abdul Somad Zaini Created Date: 01/01/2014 Last Modified By: Abdul Somad Zaini Last Modified Date: 01/01/2014

Number Buyer / Customer
Example Example

Product Basic Information

Brand Code Example	Brand Name Example	Product Name Example
Model Year Example	Schedule Date for Registration (mm/dd/yyyy) Example	Displacement Example
Transmission Example	Fuel Type Example	Maximum Loading Capacity Example
Product Category Example	Special OP Example	Registration Date (mm/dd/yyyy) Example
Usage Example	Location Example	Number Plate Color Example

Quotation Information

Validity Month Example	Terms Example	Expected Delivery (dd/mm/yyyy) Example
Down Payment Example	Delivery Place Example	Remarks Example

Validate

To changes a status of sales quotation record

Figure 95 – Screen of View Detail Refinance Quotation

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 27 of 92

2.2.5.5 Preview and print Refinance quotation

This screen is designed to view report Refinance quotation. On this screen actor can print and save report as pdf or excel file by clicking action button.

Refinance Quotation

Save As button

Print button

DIPO STAR FINANCE
Solusi Kredit Otomotif Terpercaya

SENTRAL SENAYAN 2, 3RD FLOOR. JL. ASIA AFRIKA No. 8. SENAYAN, JAKARTA
Tel: (021) 57954100, Fax: (021) 5795 4075

Used Car Sales Quotation

To: _____ Date: _____
No. _____

We thank you for requesting a quotation us and submit followings for your consideration and approval.

Validity: Within one month after the date.

(1) Description of the Vehicle Information:

Manufacturer/Name	Year
Grade	Engine Number
Model	Police Number
Transmission	Odometer Reading (Km)
Color	Payload
Passenger	
Accessories and Options	

(2) Terms

Exact Sales Amount	(3) Expected Delivery Date
Down Payment	
Payment	

(4) Delivery Place

(5) Remarks

We will be happy to supply any further information you may need and trust that you call on us to fill your order, which will receive our prompt and careful attention.

PT. Dipo Star Finance

We agreed and accepted this Quotation

Figure 106 – Screen of Refinance Quotation Report

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 28 of 92

2.2.6 Screen features

Features	Description
[Filter and sort]	To perform data filtering and data sorting of calculation records.
[Create new]	To create new Refinance quotations by entry data on create new form.
[Save as draft] or [Set to draft]	To save a quotation as a draft.
[Submit]	To submit a quotation record as a final.
[Save changes]	To update of changes when editing Refinance quotation record.
[View detail]	To inspect a detail Refinance quotation records by opens a view detail form.
[Edit]	To update of Refinance quotation record.
[Validate]	To validate of Refinance quotation.
[Preview and Print]	To preview and print the report.

2.2.7 Data structure

Field	Data Type	Data Length	Format	Mandatory
Calculation Identity				
Calculation of Refinance Number	Text	50	N/A	Yes
Buyer/ Customer Name	Text	100	N/A	Yes
Product Basic Information				
Product Registration Code	Text	50	N/A	Yes
Product Type	Text	100	N/A	Yes
Product Category	Text	50	N/A	Yes
Product Brand Code	Text	50	N/A	Yes
Product Brand Name	Text	100	N/A	Yes
Product Model Code	Text	100	N/A	Yes
Product Model Name	Text	100	N/A	Yes
Product Model Type	Text	100	N/A	Yes
Product Model Year	Date	N/A	mm-yyyy	Yes
Transmission	Text	100	N/A	Yes
Fuel Type	Text	100	N/A	Yes
Displacement (cc)	Text	100	N/A	Yes
Maximum Loading Capacity	Number	50	N/A	No
Product Category	Text	100	N/A	No
Number Plate Color	Text	100	N/A	No
Usage	Text	100	N/A	No
Location	Text	100	N/A	No
Schedule Date for Registration	Decimal	18,3	mm-dd-yyyy	No

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development			
Author	Deny Prasetya		Date	01 July 2015
Status	Baseline		Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0		Page	Page 29 of 92

Registration Date	Date	N/A	mm-dd-yyyy	No
Quotation Information				
Valid Until	Date	N/A	mm-dd-yyyy	No
Terms	Text	200	N/A	Yes
Expected Delivery Date	Date	N/A	mm-dd-yyyy	No
Down Payment	Decimal	18,3	###,###,##.##	No
Delivery Place	Text	100	N/A	No
Remarks	Text	200	N/A	No
Audit Trail				
Create By	Text	100	N/A	Yes
Create Date	Date time	N/A	mm-dd-yyyy:hh-mm:ss	No
Last Modified By	Text	100	N/A	Yes
Last Modified	Date time	N/A	mm-dd-yyyy:hh-mm:ss	No
Status Management				
Is Deleted	Yes/No	N/A	N/A	Yes
Is Draft	Yes/No	N/A	N/A	Yes
Is Submitted	Yes/No	N/A	N/A	Yes
Is Valid	Yes/No	N/A	N/A	Yes

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 30 of 92

2.3 Calculation of Operating Lease

2.3.1 Use case

The figure below is summarizing who uses features of function, and what they can do with it.

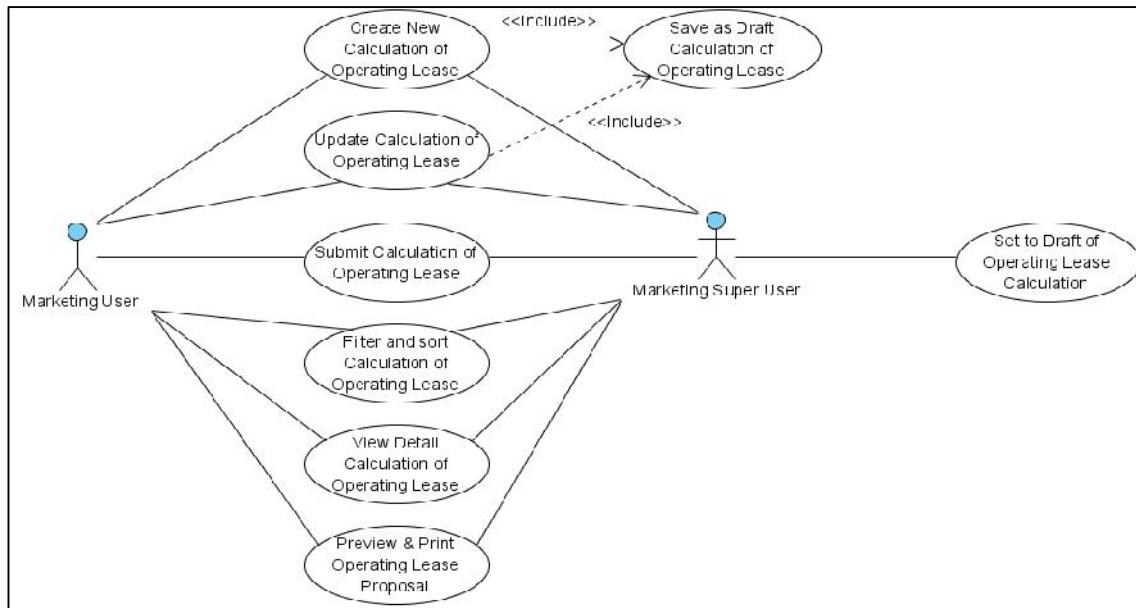


Figure 17 – Use case diagram of Calculation of Operating Lease

2.3.2 Operations and scenarios

The figure below is describing operations or steps performed in a function interact with people (flow of work between actors and the system).

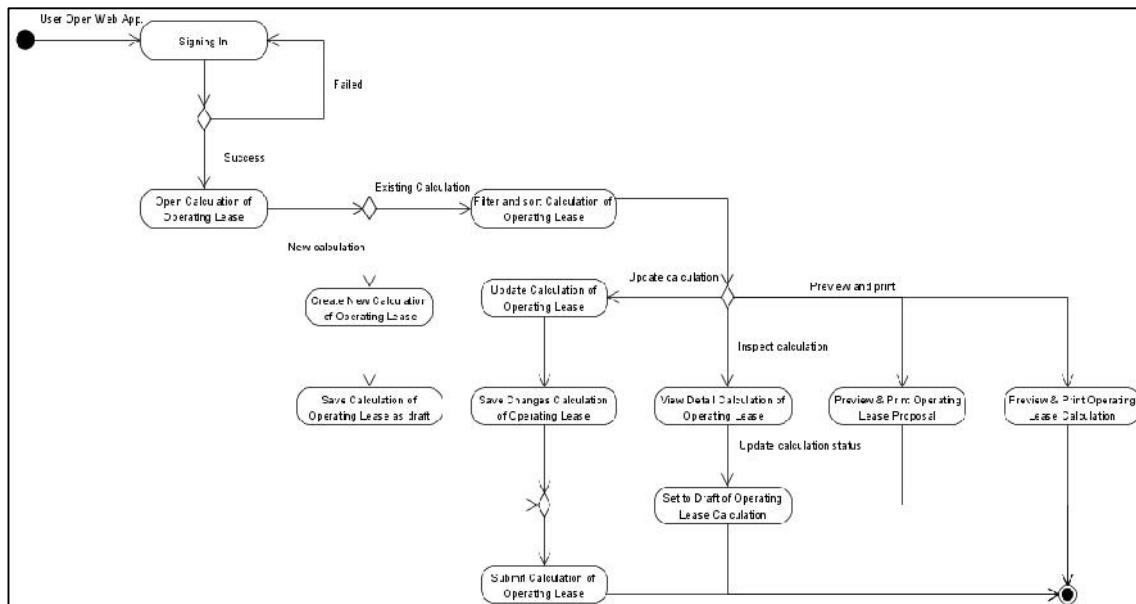


Figure 11 – Activity diagram of Calculation of Operating Lease

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 31 of 92

No.	Steps/ Operations	Actor/ People	Scenario
1	Signing in	Marketing user, Marketing superuser	<ul style="list-style-type: none"> Actor fills out sign in form by inputting user name and password. Actor clicks [sign in] button. System will check the account of user; if user account is already registered user will enter into the system. If doesn't user can return the step.
2.	Open calculation of operating lease module	Marketing user, Marketing superuser	<ul style="list-style-type: none"> After login, actor can open calculation of operating lease module on the menu of system. After that, screen of calculation of operating lease will open. After screen opens, list of operating lease calculation will be shown and calculation data existing will be displayed.
3.	Create new calculation of operating lease	Marketing user, Marketing superuser	<ul style="list-style-type: none"> If calculation screen opens, actor can click [create] button to create new records of calculation and after that create calculation screen will open. Once create calculation opens, the actors can fill out a form that is divided into 5 steps: <ol style="list-style-type: none"> Step-1; on this step product information and basic lease information should be identified first before continuing to the next step. To fill out product information and customer field actor can click [...] button at the fields. Upon clicking [...] button at look-up window will be shown. These windows have features to search and select the record. At least one record must be selected. On this step actor cannot move to the next step, if data has not been saved as draft. If it is done, click [next step] button to continue to Step-2 screen. Step 2; basic cost condition and finance condition can be identified on this screen. Data can be input manually one by one. If it is done, click [next step] button to continue to Step-3 Step-3; if maintenance type selected is other than non-maintenance, cost maintenance can be identified by input manually. Total Maintenance Cost will be calculated automatically. If it is done, click [next step] button to continue to Step-4 screen. Step-4, on this screen insurance data should be identified by input manually. Total insurance fee will be calculated automatically. If it is done, click [next step] button to continue to last screen. On the Step-5, this screen is final step, after fill out

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 32 of 92

			<p>the calculation fields on the Step-1 to Step-4, the calculation result will be displayed can calculated automatically.</p> <ul style="list-style-type: none"> • The mandatory fields cannot be blank. • If done, actor can click [Back] button to return to the list of operating lease calculation, then calculation data will be displayed.
4.	Save calculation of operating lease as draft	Marketing user, Marketing super user	<ul style="list-style-type: none"> • After filling out the fields on the Step-1, actor can click [save as draft] button, if want to make a records as <u>draft</u>. After that inputting data process can be continued to another screen. • Once [save as draft] button clicking, system will proceed to store a data into database and will automatically check a validity of data (such as; data type, mandatory data, and data length) • If done, actor can click [Back] button to return to the list of Refinance calculation, then calculation data will be displayed.
5	Submit calculation of operating lease	Marketing user, Marketing super user	<ul style="list-style-type: none"> • Once data is saved and data has been confirmed, actor can submit the record by clicking [Submit] button. • After that system will set a calculation record as <u>submitted (or not draft)</u>. • If done, actor can click [Back] button to return to the list of operating lease calculation, then calculation data will be displayed.
6.	Update calculation of operating lease	Marketing user, Marketing super user	<ul style="list-style-type: none"> • On the calculation of Refinance screen actor can click [Edit] button to update the calculation record by editing data on the edit calculation screen. • If there werecalculation still draft, <i>marketing user</i> can click [edit] button on the right side of the records on the list of operating lease calculation. • If there were calculation record already submits and the status is <u>valid</u>, <i>marketing user</i> cannot click [edit] button to open edit calculation screen. • If edit calculation screen opens, actor can edit a record by inputting a data on each of the fields. • The mandatory fields cannot be blank.
7.	Filter and sort calculation of operating lease	Marketing user, Marketing super user	<ul style="list-style-type: none"> • Actor can filter and sort the calculation record based on columns where displayed on the list of operating lease calculation. • To filter calculation records, actor can enter keywords into the filter fields. If matched data founds, the filtered

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 33 of 92

			<p>result will be displayed on list. If doesn't the list of operating lease calculation will be empty.</p> <ul style="list-style-type: none"> To sort calculation records, actor can click header of column on the list table. After that the records will be sorted by ascending or descending, alternately. Upon select [record number filter]drop down list, actor can select a record number to display on the list of operating lease calculation. At least only one item can be selected.
8.	View detail calculation of operating lease	Marketing user, Marketing super user	<ul style="list-style-type: none"> On the calculation screen actor can open view detail calculation screen to inspect a data. On the list of Refinance calculation screen, actor can click [view detail] button, after that system will display a screen of calculation detail. On this screen, actor cannot do anything to edit of data. Only viewing calculation record. There are2 conditions when calculation detail screen opens: <ol style="list-style-type: none"> If calculation status is still draftor already valid, [validate] button and [set to draft] button will be disappeared. If calculation status was already submitted, [validate] button and [set to draft] button will be shown. If done, actor can click [Back] button to return to the list of operating lease calculation, then calculation data will be displayed.
9	Set to draft of operating lease calculation	Marketing super user	<ul style="list-style-type: none"> To utilize this feature;If calculation still need to revise and status still not valid yet, actor can change the calculation status from submitted to draft. To do this process, actor should open calculation detail screen by clicking [view detail] button in the list of operating lease calculation screen. Once calculation detail screen opens, actor can change the status of calculation by clicking [set to draft] button. After that, system will proceed automatically to change the status on database. If done, actor can click [Back] button to return to the list of operating lease calculation, then calculation data will be displayed.
10	Preview and print	Marketing	<ul style="list-style-type: none"> To produce this report, actor can select the calculation

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 34 of 92

	operating lease proposal	user, Marketing super user	<p>record on the list and select the report on group button by click [Print preview] button(at lease only one record can be selected). Once it clicked preview screen will be opened.</p> <ul style="list-style-type: none"> Upon preview screen opens, actor can click [Print] button to print the report. If done, actor can click [Back] button to return to the list of operating lease calculation, then calculation data will be displayed.
--	--------------------------	-------------------------------	---

2.3.3 Status management and roles

The figure below is describing a role matrix (including relation with Status) of actor that already identified in a function.

Role of Actor	Filter and sort	Save as draft	Save changes (draft)	Save changes (submitted)	Submit	Validate	Preview and print
Marketing super user	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Marketing user	Yes	Yes	Yes	No	Yes	No	Yes

The figure below is describing transition of Status that performed when people interact in a function. In this features, validation (validate and invalidate) process triggered on the operating lease quotation module. If the quotation already validate, so the status of calculation will be valid too, and vice versa.

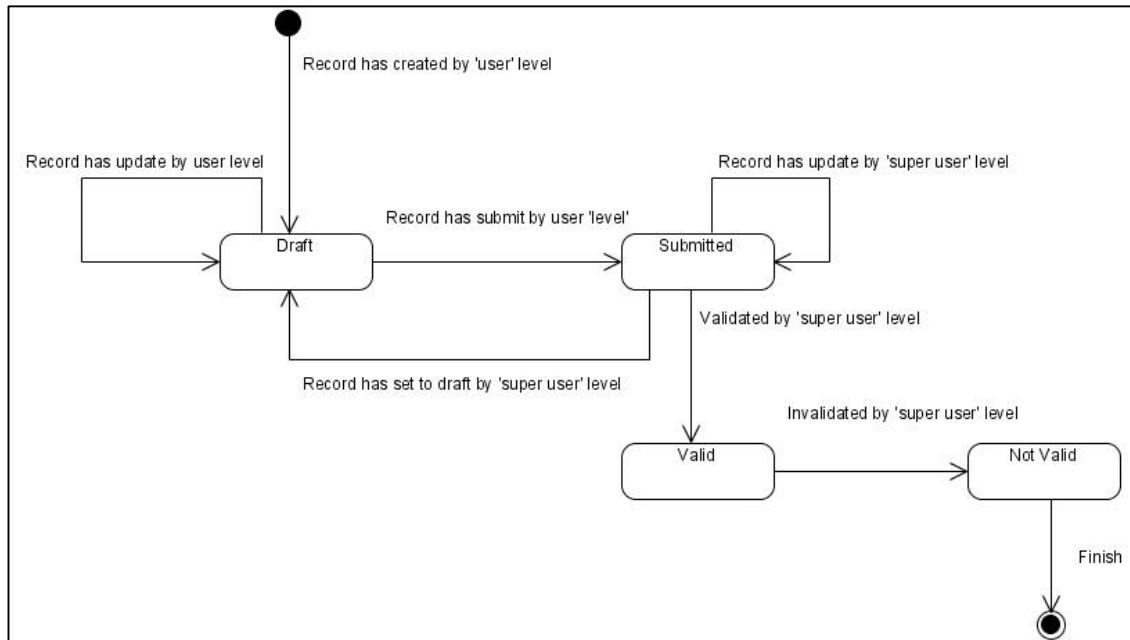


Figure 12 – Status diagram of Operating Lease Calculation

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 35 of 92

2.3.4 Sitemap design

Describe a web page that lists the pages on a web site to users. Usually sitemap organized in hierarchical style.

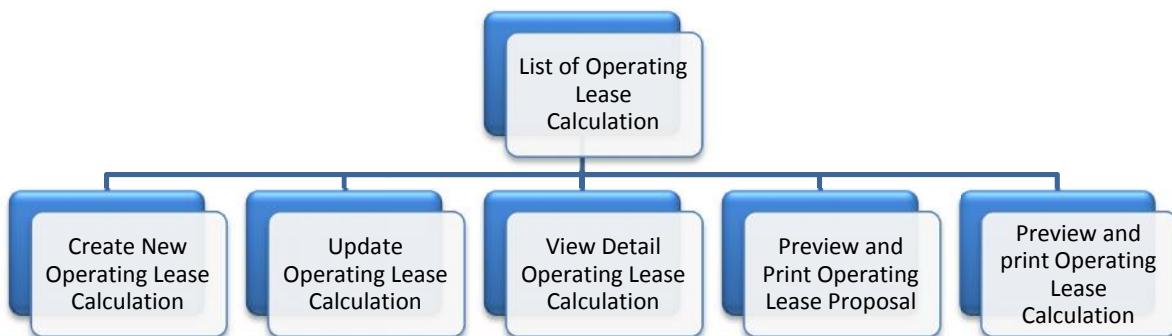


Figure 20 – Sitemap design of Operating Lease Calculation

2.3.5 Screen design

2.3.5.1 List of operating lease calculation

This screen is designed to display a calculation of Operating Lease list. On this list actor can filter and sort a calculation records. And also, actor can open another screen to create new calculation record, update calculation record, and view detail of calculation record.

The screenshot shows a web-based application interface for managing operating lease calculations. The top navigation bar has a title "Calculation of Operating Lease". Below the title, there is a red box around a button labeled "+Create" with the label "To create new records" above it. To the right of the "+Create" button is a search bar with a magnifying glass icon and the placeholder text "Search". Below the search bar is a red box around a "Show" dropdown menu with the label "To filter records" above it. The main content area displays a table titled "List of Calculation Operating Lease". The table has columns: OPL Calculation Number, Lease Category, Product Name, Maintenance Type, Is Insurance, Monthly Installment Fee, Interest Rate, Total Profit Amount, Status, and Action. A single row is shown in the table with the following data: OPL Calculation Number: COSC4060901, Lease Category: Full Maintenance, Product Name: PT. Maju Jaya, Maintenance Type: Triton GLX SC, Is Insurance: DA9965CE, Monthly Installment Fee: 155,106,364, Interest Rate: John Smith, Total Profit Amount: John Smith, Status: submitted, and Action buttons. At the bottom of the table, there is a red box around the text "Showing 1 to 1 of 1 entries" with the label "Data paging information" above it. To the right of the table, there is a red box around a "First" button with the label "To open paging the records" above it. The bottom right corner of the page has a red box around a "Page 35 of 92" link.

Figure 213 – List of Operating Lease Calculation Screen

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 36 of 92

2.3.5.2 Create new calculation of operating lease

This screen is designed to create new calculation of Operating Lease record. After filling out necessary data on the screen, actor can store a data into the system by clicking the action button.

The screenshot shows the 'Create New Operating Lease Calculation Screen (Step 1)'. The interface is divided into several sections:

- Top Navigation:** Includes a 'Back' button, a link to 'Return back to list of operating lease calculation', and a 'Draft' status indicator.
- Step Progress:** Shows steps 1 through 6.
- User Information:** Displays 'Created by' (Abdul Somad Zaini), 'Created Date' (01/01/2014), 'Last Modified By' (Abdul Somad Zaini), and 'Last Modified Date' (01/01/2014).
- OPL Calculation Number:** A field labeled 'OPL Calculation Number'.
- Basic Information (Product):** Contains fields for Product Registration Code, Product Type, Product Category; Product Brand Code, Product Brand Name, Product Model Code; Product Model Name, Product Model Type, Product Model Year (yyyy/mm); Transmission, Fuel Type, Displacement (cc); Usage, Number Plate Color, Monthly Mileage (Km); and City.
- Basic Information (Lease):** Contains fields for Customer Name, Lessee Category (New), Previous Agreement Number, Term of Payment (Days), Term of Payments, Start Date Usage Unit Plan (mm/dd/yyyy), Lease Period Plan (Months), End Date Usage Unit Plan (mm/dd/yyyy), and Purchase Requirement After Lease.
- Maintenance Type:** Fields for Full Maintenance and Insurance.
- Carrosserie Type:** Fields for Carrosserie Type, Rp, and Carrosserie.
- Accessories Type:** Fields for Accessories Type, Rp, and Accessories.
- Action Buttons:** 'Save as Draft' and 'Next Step >'.

Annotations with red boxes and arrows:

- An arrow points from the 'Back' button to the 'Return back to list of operating lease calculation' link.
- An arrow points from the 'Draft' status to the 'To entry a calculation data' text.
- An arrow points from the 'End Date Usage Unit Plan' field in the 'Basic Information (Lease)' section to the '[End Date Usage Unit Plan] will be filled automatically' text.
- An arrow points from the 'Lease Period Plan' field in the 'Basic Information (Lease)' section to the '[Lease Period Plan] will be filled manually' text.
- An arrow points from the 'Save as Draft' button to the 'To save and navigate the calculation data' text.

Figure 22 – Screen of Create New Operating Lease Calculation Screen (Step 1)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 37 of 92

Draft

[Back](#) Return back to list of operating lease calculation To entry a calculation data

Step 1	Step 2	Step 3	Step 4	Step 5	Step 6
Created by	Abdul Somad Zaini	Created Date	01/01/2014	Last Modified By	Abdul Somad Zaini
Last Modified Date	01/01/2014				
Cost Condition					
Product Price	Dealer Discount	ATPM Discount	Product Price Total		
Rp Product Price	Rp Dealer Discount	Rp ATPM Discount	Rp Product Price Total		
Accessories Price	Supplier Discount		Accessories Price Total		
Rp Accessories Price	Rp Supplier Discount	Rp Accessories Price Total			
Carrosserie Price	Supplier Discount		Carrosserie Price Total		
Rp Carrosserie Price	Rp Supplier Discount	Rp Carrosserie Price Total			
Residual Value					
Residual Value Amount	Residual Value (%)	Standard Residual Value (%)	Standard Residual Value Amount		
Rp Residual Value Amount	Residual Value (%)	Standard Residual Value (%)	Rp Standard Residual Value Amount		
Finance Condition					
Payment type	In Arrear				
Borrowing Rate Effective (%)	5.00000	Prime Rate Effective (%)	5.671651	Prime Rate Flat (%)	2.668086
Administration Fee	Rp 2.000.000	Replacement Unit Cost (monthly)	Rp 0	Mobilizations Fee	Demobilizations Fee
				Rp 0	Term of Payment (Days)
				14	
Product					
DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement before BAST (%)	Payment Settlement Period to BAST (Days)		
Down Payment of Product Before BAST	Time Number of Down Payment of Product to BA	Payment Settlement of Product before BAST	Payment Settlement Period to BAST (Days)		
Carrosserie					
DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement Before BAST	Payment Settlement Period to BAST (Days)		
DP Before BAST	DP Period to BAST (Day)	Payment Settlement Before BAST	Payment Settlement Period to BAST (Days)		
Accessories					
DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement Before BAST	Payment Settlement Period to BAST (Days)		
DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement Before BAST Accessories	Payment Settlement Period to BAST (Days)		
Registration Fee					
Registration Value Rate (%)	Registration Value Amount				
Rate of Registration Value	Rp Amount of Registration Value				
◀ Previous Step Save Changes Next Step ▶ To save and navigate the calculation data					

Figure 23 – Screen of Create New Operating Lease Calculation Screen (Step 2)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 38 of 92

The screenshot shows the 'Create New Operating Lease Calculation' screen (Step 3) with various input fields and annotations:

- Top Navigation:** Back button, 'Return back to list of operating lease calculation', and 'To entry a calculation data'.
- Maintenance Basic Information:** Fields for Brand Code, Product Type, Monthly Mileage (Km), Brand Name, Product Category, Usage, Model Name, and Model Year (yyyy/mm). A red box highlights the 'Lease Period (Months)' field.
- Maintenance Condition & Cost:** A section for maintenance types. A red box highlights the 'Maintenance Type' dropdown set to 'Full Maintenance' with the annotation '[Lease Period] will be filled automatically'. Below it are sections for Periodic Maintenance, Irregular Maintenance, Battery, Tire, Maintenance of Special OP Parts, CSD, Maintenance of Others (1), Maintenance of Others (2), and Maintenance of Others (3). Each section has a Remarks field and Rp/Amount fields. A red box highlights the 'Total Maintenance Cost' field with the annotation 'Value of [Total Maintenance Cost] is total budget during the period of lease'.
- Bottom Navigation:** Buttons for '< Previous Step', 'Save Changes' (highlighted in blue), 'Next Step >', and 'To save and navigate the calculation data'.

Figure 24 – Screen of Create New Operating Lease Calculation Screen (Step 3)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 39 of 92

Draft

[Return back to list of operating lease calculation](#)

To entry a calculation data

Step 1 Step 2 Step 3 Step 4 Step 5 Step 6

Created by	Abdul Somad Zaini	Created Date	01/01/2014	Last Modified by	Abdul Somad Zaini	Last Modified Date	01/01/2014	
Insurance Basic Information								
Start Date of Insurance (mm/dd/yyyy)	02/01/2015	End Date of Insurance (mm/dd/yyyy)	03/02/2019	Coverage Period (Months)	49			
Insurance Company	Toxic Marine	Insurance Agent	No Agent	Insurance of Payment Cycle	Yearly	Region		
Class of insurance	ALL RISK +++	Commission Rate (%)	25.000000	Seat Capacity	2			
Remarks	Remarks:							
Product								
Model Name	Model Name	Product Type	Product Type	Product Category	Product Category	Model Year (yyyy/mm)	Model Year (yyyy/mm)	
Insurance Condition & Cost								
Basic Premium	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Third Party Liability (TPL)	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Property Lost Liability (PPL)	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Personal Accident for Passenger (PAP)	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Personal Accident for Driver (PAD)	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Strike, Riots & Civil Commotion (SRCC)	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Terrorism & Sabotage (TS)	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Flood & Windstorm (FLD)	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Earthquake & Tsunami (EAQ)	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Authorized Workshop	Comprehensive	Basic Rate (%)	Rp	Gross Premium				
Total Gross Premium								
Rp		Gross Premium						
Rp		Commission Amount						
Rp		Mediator Fee Amount						
Rp		Net Premium						
To save and navigate the calculation data								
Previous Step		Save Changes	Next Step >					

[Mediator Fee Amount] will be filled manually and value of [Mediator Fee Amount] \leq value of [Commission Amount]

Figure 25 – Screen of Create New Operating Lease Calculation Screen (Step 4)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 40 of 92

The screenshot shows the 'Create New Operating Lease Calculation' screen. At the top, there are navigation buttons: 'Back' (disabled), 'Return back to list of operating lease calculation', 'To entry a calculation data', and a 'Draft' button. Below these are six step buttons labeled Step 1 through Step 6.

Basic Information (Lease Fee)

- Start Date Usage Unit Plan (mm/dd/yyyy):** 02/01/2015
- End Date Usage Unit Plan (mm/dd/yyyy):** 01/21/2019
- Lease Period Plan (Months):** 48
- Rate Insurances Income:** (highlighted with a red box)
- Commission Amount:** (highlighted with a red box)
- Interest Income:** (highlighted with a red box)
- Security Deposit Amount:** (highlighted with a red box)
- First Lease Payment (Days):** No
- Setting Monthly Installment:** Ratio, Borrowing Rate (%), Spread of Interest Rate (%), Internal Interest Rate (%)

Confirmation of Lease Cost

Product Price	Rp 0	Rp 0	Rp 0
Residual Value (-)	Rp 0	Rp 0	Rp 0
Registration Value Amount	Rp 0	Rp 0	Rp 0
Maintenance Cost	Rp 0	Rp 0	Rp 0
Replacement Unit Cost	Rp 0	Rp 0	Rp 0
Insurance Cost	Rp 0	Rp 0	Rp 0
Mediator Fee Cost	Rp 0	Rp 0	Rp 0
Mobilization Cost	Rp 0	Rp 0	Rp 0
Demobilization Cost	Rp 0	Rp 0	Rp 0
Interest Cost	Rp 0	Rp 0	Rp 0
Interest Cost for Term of Payment	Rp 0	Rp 0	Rp 0
Interest Cost Payment Before BAST	Rp 0	Rp 0	Rp 0
Total Cost	Rp 0	Rp 0	Rp 0
Monthly Installment Amount	Rp 0	Rp 1	Rp 18,770,000
Profit Result			
Total Installment	Rp 900,000,000	Rp 1	Rp 900,000,000
Insurance Income	Rp 11,024,415	Rp 1	Rp 11,024,415
Total Income	Rp 911,904,415	Rp 1	Rp 911,904,415
Total Income After Lessee Cost	Rp 127,715,444	Rp 1	Rp 127,715,444

Buttons at the bottom:

- 'Previous Step'
- 'Save Changes'
- 'Submit'
- 'To save and navigate the calculation data'

Notes:

- [Lease Period] will be filled automatically
- Enable [Rate:Insurances Income] field and set value same with [Commission Amount] rate
- Enable [Interest Income] field and set value based on formula in Excel file
- Remove [Insurances Discount] field from screen
- Add field [Total Installment], [Insurance Income], [Total Income], [Total Income After Lease Cost]

Figure 26 – Screen of Create New Operating Lease Calculation Screen (Step 5)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 41 of 92

2.3.5.3 Update calculation of operating lease

This screen is designed to update calculation of Operating Lease. After changing some data on the screen, actor can store a data into the system by clicking the action button.

The screenshot shows the 'Update calculation of operating lease' screen. At the top, there are navigation buttons: a 'Back' button, a 'Return back to list of operating lease calculation' button, and a 'To entry a calculation data' button. Below these are six step buttons labeled Step 1 through Step 6. The main area contains sections for 'Basic Information (Product)' and 'Basic Information (Lease)'. The 'Basic Information (Product)' section includes fields for Product Registration Code (VEHIC021/V-001/FN527MS/201501), Product Type (Vehicle), Product Category (COMMERCIAL TRUCK), Product Brand Code (V-001), Product Brand Name (MITSUBISHI), Product Model Code (FN527MS), Product Model Year (yyyy/mm) (01/2013), Transmission (M8S2 X5), Fuel Type (SOLAR / DIESEL), Displacement (CC) (7.545), Usage (City dropdown), Number Plate Color (Yellow dropdown), and Monthly Mileage (Km) (dropdown). The 'Basic Information (Lease)' section includes fields for Lease Category (New dropdown), Previous Agreement Number, Term of Payment (days), Term of Payments, Start Date Usage Unit Plan (mm/dd/yyyy), End Date Usage Unit Plan (mm/dd/yyyy), Lease Period Plan (Months), Maintenance Type (Customer Service Desk dropdown), Insurance (Yes dropdown), Purchase Requirement: After Lease (Yes dropdown), Carrosserie Type (Dump Truck dropdown), Carrosserie (Rp 124,000.00), Accessories Type (Accessories dropdown), and Accessories (Rp 0.00). At the bottom, there are 'Save Changes' and 'Next Step >' buttons, with a callout 'To save and navigate the calculation data' pointing to the 'Save Changes' button.

Figure 27 – Screen of Update Operating Lease Calculation screen (Step 1)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 42 of 92

Draft

◀ Back
Return back to list of operating lease calculation
To entry a calculation data

Step 1	Step 2	Step 3	Step 4	Step 5	Step 6
Created by	Abdul Somad Zaini	Created Date	01/01/2014	Last Modified By	Abdul Somad Zaini
Last Modified Date	01/01/2014				
Cost Condition					
Product Price	Dealer Discount	ATPM Discount	Product Price Total		
Rp 790,000,000	Rp 55,000,000	Rp ATM Discount	Rp 725,000,000		
Accessories Price	Supplier Discount	Accessories Price Total			Rp 0
Rp Accessories Price	Rp Supplier Discount	Rp Accessories Price Total			Rp 0
Carrosorie Price	Supplier Discount	Carrosorie Price Total			Rp 124,000,000
Rp 124,000,000	Rp Supplier Discount	Rp Carrosorie Price Total			Rp 124,000,000
DSF Finance Condition					
Payment Type					
In Arrear					
Borrowing Rate Effective (%)	Spread Effective (%)	Prime Rate Effective (%)	Borrowing Rate Flat (%)	Prime Rate Flat (%)	Spread Flat (%)
11.10000	5.00000	16.15000	6.107951	9.107711	2.635152
Administration Fee	Replacement Unit Cost (monthly)	Mobilizations Fee	Demobilizations Fee	Term of Payment (Days)	
Rp 2,000,000	Rp Replacement Car AI	Rp Mobilizations Fee	Rp Demobilizations Fee	14	
Product					
DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement before BAST (%)	Payment Settlement Period to BAST (Days)		
30.00000	30	70.00000	14		
Car Under					
DP Before BAST (%)	DP Period to BAST (Day)	Payment Settlement Before BAST (%)	Payment Settlement Period to BAST (Days)		
30.00000	30	70.00000	14		
Accessories					
DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement Before BAST (%)	Payment Settlement Period to BAST (Days)		
DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement Before BAST (%)	Payment Settlement Period to BAST (Days)		
Registration Fee					
Registration Value Rate (%)	Registration Value Amount				
0.1400	Rp 57,052,800				
◀ Previous Step Save Changes Next Step ➤ To save and navigate the calculation data					

Figure 28 – Screen of Update Operating Lease Calculation screen (Step 2)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 43 of 92

Draft

[Back](#)
Return back to list of operating lease calculation
To entry a calculation data

1 Step 1
2 Step 2
3 Step 3
4 Step 4
5 Step 5
6 Step 6

Created by	Abdul Somad Zaini	Created Date	01/01/2014	Last Modified By	Abdul Somad Zaini	Last Modified Date	01/01/2014
Maintenance Basic Information							
Brand Code	Brand Name	Model Name					
<input type="text"/>	<input type="text"/>	<input type="text"/>					
Product Type	Product Category	Model Year (yyyy/mm)					
<input type="text"/>	<input type="text"/>	<input type="text"/>					
Monthly Mileage (Km)	Usage	Lease Period (Months)					
<input type="text"/>	<input type="text"/>	<input type="text"/>					
Maintenance Condition & Cost							
[Lease Period] will be filled automatically							
Maintenance Type	<input checked="" type="checkbox"/> Periodic Maintenance <input checked="" type="checkbox"/> Oil Exchange <input checked="" type="checkbox"/> Exchange of Oil and Fats 5000 Km 2000 Km Rp 6000						
<input checked="" type="checkbox"/> Irregular Maintenance	<input type="text"/> Rp <input type="text" value="8000"/>						
<input checked="" type="checkbox"/> Battery	<input type="text"/> Rp <input type="text" value="9000"/>						
<input checked="" type="checkbox"/> Tire	<input type="text"/> Rp <input type="text" value="9100"/>						
<input checked="" type="checkbox"/> Maintenance of Special OP Parts	<input type="text"/> Rp <input type="text" value="9140"/>						
<input checked="" type="checkbox"/> CSD	<input type="text"/> Rp <input type="text" value="9140"/>						
<input checked="" type="checkbox"/> Maintenance of Others (1)	<input type="text"/> Rp <input type="text" value="9140"/>						
<input checked="" type="checkbox"/> Maintenance of Others (2)	<input type="text"/> Rp <input type="text" value="9140"/>						
<input checked="" type="checkbox"/> Maintenance of Others (3)	<input type="text"/> Rp <input type="text" value="9140"/>						
Value of [Total Maintenance Cost] is total budget during the period of lease Total Maintenance Cost Rp <input type="text" value="20000000"/>							
 Previous Step Save Changes Next Step 		To save and navigate the calculation data					

Figure 29 – Screen of Update Operating Lease Calculation screen (Step 3)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 44 of 92

Draft

[Back](#)
Return back to list of operating lease calculation
To entry a calculation data

Step 1	Step 2	Step 3	Step 4	Step 5	Step 6
Created by <input type="text" value="Abdul Somad Zaini"/>	Created Date <input type="text" value="01/01/2014"/>	Last Modified By <input type="text" value="Abdul Somad Zaini"/>	Last Modified Date <input type="text" value="01/01/2014"/>		
Insurance Basic Information					
Start Date of Insurance (mm/dd/yyyy) <input type="text" value="02/01/2015"/>	End Date of Insurance (mm/dd/yyyy) <input type="text" value="03/03/2019"/>	Coverage Period (Month(s)) <input type="text" value="19"/>			
Insurance Company <input type="text" value="Tokio Marine"/>	Insurance Agent <input type="text" value="No Agent"/>	Insurance of Payment Cycle <input type="text" value="Yearly"/>	Region <input type="text" value="Region 2"/>		
Class of Insurance <input type="text" value="ALL RISK +++"/>	Commission Rate (%) <input type="text" value="25.000000"/>	Seat Capacity <input type="text" value="2"/>			
Remarks <input type="text" value="Remarks"/>					
Product					
Model Name <input type="text" value="Model Name"/>	Product Type <input type="text" value="Product Type"/>	Product Category <input type="text" value="Product Category"/>	Model Year (yyyy/mm) <input type="text" value="Model Year (yyyy/mm)"/>		
Insurance Condition & Cost					
Basic Premium <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Third Party Liability (TPL) <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Property Lost Liability (PPL) <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Personal Accident for Passenger (PAP) <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Personal Accident for Driver (PAD) <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Strike, Riots & Civil Commotion (SRCC) <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Terrorism & Sabotage (TS) <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Flood & Windstorm (FLD) <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Earthquake & Tsunami (EAQ) <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Authorized Workshop <input type="text" value="Comprehensive"/>	Basic Rate (%) <input type="text" value="Rp Gross Premium"/>				
Total Gross Premium <input type="text" value="Rp Gross Premium"/>					
Commission Amount <input type="text" value="Rp Commission Amount"/>					
Net Premium <input type="text" value="Rp Net Premium"/>					
[Mediator Fee Amount] will be filled manually and value of [Mediator Fee Amount] ≤ value of [Commission Amount]					
Save Changes					
To save and navigate the calculation data					

Figure 30 – Screen of Update Operating Lease Calculation screen (Step 4)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 45 of 92

The screenshot shows the 'Update Operating Lease Calculation' screen in Step 5. The interface includes tabs for Step 1 through Step 6, and a 'Draft' status indicator.

Top Navigation:

- Back:** Returns to the list of operating lease calculations.
- To entry a calculation data:** A button to start a new calculation.

Basic Information (Lease Fee):

- Start Date Usage Unit Plan (mm/dd/yyyy):** 03/01/2015. [Lease Period] will be filled automatically.
- End Date Contract Plan (mm/dd/yyyy):** 02/20/2019.
- Rate Insurance Income:** 0.000000. Enable [Rate Insurances Income] field and set value same with [Commission Amount] rate.
- Admin Fee Amount:** 2,000,000. [Interest Income]: 0. Enable [Interest Income] field and set value based on formula in Excel file.
- BAST Handover Schedule (mm/dd/yyyy):** BAST Handover Schedule (mm/dd/yyyy).
- First Lease Payment (Days):** Total Lease Duration.

Setting Monthly Installment:

- Ratio: 1.200000. Borrowing Rate (%): 11.160000. Spread of Interest Rate (%): 5.000000. Internal Interest Rate (%): 15.800000.

Confirmation of Lease Cost:

- Product Price: Rp 702,000,000. Residual Value: Rp 210,000,000. Registration Value Amount: Rp 47,174,410. Maintenance Cost: Rp 24,000,000. Replacement Unit Cost: Rp 0. Insurance Cost: Rp 44,097,859. Mediator Fee Cost: Rp 11,024,415. Mobilization Cost: Rp 0. Demobilization Cost: Rp 0. Interest Cost: Rp 184,068,536. Interest Cost for Term of Payment: Rp 1,603,052. Interest Cost Payment Before BAST: Rp 0. Total Cost: Rp 704,286,571.

Bottom Navigation:

- Previous Step:** Returns to the previous step.
- Save Changes:** Saves changes made to the calculation data.
- Submit:** Submits the entire form.
- To save and navigate the calculation data:** A button to save and navigate the data.

Figure 314 – Screen of Update Operating Lease Calculation screen (Step 5)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 46 of 92

2.3.5.4 View detail calculation of operating lease

This screen is designed to view detail a calculation of Operating Lease. On this screen actor can change status of a Refinance calculation by clicking action button.

The screenshot displays the 'View Detail Calculation of Operating Lease' screen. At the top, there is a navigation bar with a 'Back' button, a link to 'Return back to list of operating lease calculation', and a status indicator 'Draft'. Below the navigation bar is a horizontal step navigation bar showing 'Step 1' through 'Step 6'. Underneath the steps, there is a table with columns for 'Created by' (Abdul Somad Zaini), 'Created Date' (01/01/2014), 'Last Modified By' (Abdul Somad Zaini), and 'Last Modified Date' (01/01/2014). The main content area is divided into two sections: 'Basic Information (Product)' and 'Basic Information (Lease)'. The 'Product' section contains fields for Product Registration Code (VEH/00021/V-001/FN527MS/201301), Product Brand Code (V-001), Product Model Name (FUSO TRUCK E2 FN527MS), Transmission (M852 X 5), Usage (City), Product Type (Vehicle), Product Brand Name (MITSUBISHI), Product Model Type (FSO), Fuel Type (SOLAR / DIESEL), Number Plate Color (Yellow), Product Category (COMMERCIAL TRUCK), Product Model Code (FN527MS), Product Model Year (yyyy/mm) (2013/01), Displacement (CC) (7.545), and Monthly Mileage (Km) (0). The 'Lease' section contains fields for Customer Name (211637), Lease Category (New), Lease Period Plan (Months) (48), Previous Agreement Number (-), Start Date Usage Unit Plan (mm/dd/yyyy) (02/01/2015), End Date Usage Unit Plan (mm/dd/yyyy) (02/03/2019), Term of Payment (Days) (14), Insurance (Yes), Carroserie (Carroserie), Purchase Requirement After Lease (Yes), Aluminum Box (Rp 92,000,000), Accessories Type (Accessories), and Bumper Racing (Rp 100,000,000). At the bottom, there are 'Save as Draft' and 'Next Step' buttons, with a link to 'To navigate the calculation data'.

Figure 32 – Screen of View Detail Operating Lease Calculation (Step 1)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 47 of 92

The screenshot shows a detailed view of operating lease calculation data. The interface includes a header with project information, a navigation bar with steps 1-6, and a 'Draft' status indicator. The main content area is divided into sections: Cost Condition, Finance Condition, Product, Carroserie, Accessories, and Registration Fee. Each section contains various input fields for lease parameters like price, discount, and payment terms. Navigation buttons at the bottom include 'Previous Step', 'Save Changes', and 'Next Step'.

Cost Condition

Product Price	Dealer Discount	ATPM Discount	Product Price Total
Rp. 10.000.000	Rp. 100.000	Rp. 100.000	Rp. 100.000
Accessories Price	Supplier Discount		Accessories Price Total
Rp. 20.000.000	Rp. 100.000		Rp. 100.000
Carroserie Price	Supplier Discount		Carroserie Price Total
Rp. 30.000.000	Rp. 100.000		Rp. 100.000

Finance Condition

Spread Effective (%)	Borrowing Rate Flat (%)	Prime Rate Effective (%)	Prime Rate Flat (%)	Borrowing Rate Effective (%)	Spread Flat (%)
70%	70%	70%	70%	70%	70%
Administration Fee	Replacement Car Amount	Mobilizations Fee	Demobilizations Fee	Term of Payment (Days)	Payment Type
Rp 70.000	Rp 70.000	Rp 70.000	Rp 70.000	3	Cash

Product

DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement before BAST (%)	Payment Settlement Period to BAST (Days)
80%	80 Days	80%	80 Days

Carroserie

DP Before BAST (%)	DP Period to BAST (Day)	Payment Settlement Before BAST	Payment Settlement Period to BAST (Days)
80%	8 Days	Rp 400.000	5 Days

Accessories

DP Before BAST (%)	DP Period to BAST (Days)	Payment Settlement Before BAST	Payment Settlement Period to BAST (Days)
5%	58 Days	59.000	59 Days

Registration Fee

Registration Value Rate (%)	Registration Value Amount:	
0.14	Rp	57.017.600

Buttons at the bottom:

- < Previous Step
- Save Changes
- Next Step >
- To navigate the calculation data

Figure 33 – Screen of View Detail Operating Lease Calculation (Step 2)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 48 of 92

The screenshot shows a software application window titled "View Detail Operating Lease Calculation". The top navigation bar includes a "Back" button, a search bar labeled "Return back to list of operating lease calculation", and a "Draft" status indicator. Below the navigation is a breadcrumb trail showing "Step 1" through "Step 6". The main content area is divided into sections: "Maintenance Basic Information" and "Maintenance Condition & Cost". The "Maintenance Basic Information" section contains fields for Brand Code, Product Type, and Monthly Mileage (Km). The "Maintenance Condition & Cost" section lists various maintenance types with their descriptions, remarks, and costs. A summary at the bottom indicates a total maintenance cost of Rp. 40,000,000. Navigation buttons at the bottom allow users to "Save Changes" or proceed to the next step.

Category	Description	Value
Maintenance Basic Information	Brand Code	Brand Name
	Brand Code	Brand Name
	Product Type	Product Category
	Product Type	Product Category
	Monthly Mileage (Km)	Usage
	Monthly Mileage (Km)	Usage
Maintenance Condition & Cost	Maintenance Type	
	Periodic Maintenance	Oil Exchange
	Irregular Maintenance	Exchange of Oil and Fats
	Battery	Remarks
	Tire	Remarks
	Maintenance of Special OP Parts	Remarks
	CSD	Remarks
	Maintenance of Others (1)	Remarks
	Maintenance of Others (2)	Remarks
	Maintenance of Others (3)	Remarks
	Total Maintenance Cost	Rp. 40,000,000

Figure 34 – Screen of View Detail Operating Lease Calculation (Step 3)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 49 of 92

Draft

[◀ Back](#) [Return back to list of operating lease calculation](#) [A detailcalculation data](#)

1 Step 1 2 Step 2 3 Step 3 4 Step 4 5 Step 5 6 Step 6

Created by	Abdul Somad Zaini	Created Date	01/01/2014	Last Modified by	Abdul Somad Zaini	Last Modified Date	01/01/2014
Insurance Basic Information							
Start Date Usage Unit Plan (mm/dd/yyyy)	End Date Usage Unit Plan (mm/dd/yyyy)	Coverage Period (Months)	49				
01/01/2015	01/03/2019						
Insurance Company	Insurance Agent	Insurance of Payment Cycle	Region				
Tokio Marine	No Agent	Yearly	Region 2				
Class of Insurance	Commission Rate (%)	Seat Capacity					
ALL RISK +++	25.00	2					
Remarks	-						
Product							
Model Name	Product Type	Product Category	Model Year (yyyy/mm)				
Model Name	Product Type	Product Category	Model Year (yyyy/mm)				
Insurance Condition & Cost							
Basic Premium	849000000.00	1.33	Rp	52,900,289			
Third Party Liability (TPL)	50000000.00	1.13	Rp	2,297,774			
Property Lost Liability (PPL)	0	0	Rp	0			
Personal Accident for Passenger (PAP)	20000000.00	0.10	Rp	245,095			
Personal Accident for Driver (PAD)	20000000.00	0.50	Rp	408,493			
Strike, Riots & Civil Commotion (SRCC)	849000000.00	0.05	Rp	1,403,069			
Terrorism & Sabotage (TS)	849000000.00	0.05	Rp	1,403,060			
Flood & Windstorm (FLD)	849000000.00	0.10	Rp	2,805,119			
Earthquake & Tsunami (EAQ)	849000000.00	0.10	Rp	2,805,119			
Authorized Workshop	849000000.00	0.15	Rp	4,209,179			
Total Gross Premium Rp 52,900,289 Commission Amount Rp 13,225,072 Moderator Fee Amount Rp 13,225,072 Net Premium Rp 30,475,217							
◀ Previous Step Save Changes Next Step ▶ To navigate the calculation data							

Figure 35 – Screen of View Detail Operating Lease Calculation (Step 4)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 50 of 92

The screenshot shows the 'View Detail Operating Lease Calculation' screen. At the top, there are buttons for 'Back', 'Return back to list of operating lease calculation', and a 'Draft' status indicator. Below these are tabs for Step 1 through Step 6. The main content area is divided into several sections:

- Basic Information (Lease Fee):** Includes fields for Start Date (03/01/2015), End Date (03/28/2015), Lease Period Plan (48 months), Rate Insurance Income (0.00), Admin Fee Amount (2,000,000), Interest Income (0), BAST Handover Schedule (03/01/2015), Security Deposit Payment (No), Security Deposit Amount (0), First Lease Payment (Days) (0), Total Unit Quantity Lease (2), and Special Case (Remarks) (None).
- Setting Monthly installment:** Shows Ratios (1.20), Borrowing Rate (%) (11.16), Spread of Interest Rate (%) (5.00), and Internal Interest Rate (%) (15.16).
- Confirmation of Lease Cost:** A large table listing various costs in Rupiah (Rp):

Cost Type	Value	Unit	Rate	Calculated Value
Product Price	102,000,000	Rp	1	102,000,000
Residual Value ()	210,000,000	Rp	1	210,000,000
Registration Value Amount	47,174,400	Rp	1	47,174,400
Maintenance Cost	24,000,000	Rp	1	24,000,000
Replacement Unit Cost	0	Rp	1	0
Insurance Cost	44,087,019	Rp	1	44,087,019
Mediator Fee Cost	11,021,410	Rp	1	11,021,410
Mobilization Cost	0	Rp	1	0
Demobilization Cost	0	Rp	1	0
Interest Cost	164,980,636	Rp	1	164,980,636
Interest Cost for Term of Payment	1,803,880	Rp	1	1,803,880
Interest Cost Payment Before BAST	0	Rp	1	0
Total Cost	704,260,571	Rp	1	704,260,571
Profit & Loss				
Monthly Installment Amount	18,770,000	Rp	1	18,770,000
Total Installment	900,590,000	Rp	1	900,590,000
Insurance Income	11,024,410	Rp	1	11,024,410
Total Income	911,614,410	Rp	1	911,614,410
Total Profit After Lease Cost	127,15,444	Rp	1	127,15,444
- Profit & Loss:** Shows a summary of income and costs.
- Footer:** Buttons for 'Previous Step', 'Save Changes', and 'Submit', and a link to 'To navigate the calculation data'.

Figure 36 – Screen of View Detail Operating Lease Calculation (Step 5)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 51 of 92

2.3.5.5 Preview and print operating lease proposal

This screen is designed to view report a proposal of Operating Lease. On this screen actor can print and save report as pdf or excel file by clicking action button.

Operating Lease Proposal

To : Mr. Qwerty
 From : NBD Dept - Operating Lease Section
 Date : 8 - May - 2015
 No : 00010/OPN/01/05/2015
 Subject : Proposal for Operating Lease Quotation Submission

Save As button
Print button

Dear Sir/Madam,
 I would like to receive approval to submit the operating lease quotation for :

(1) CUSTOMER DATA			
Name	KANGAR CONSOLIDATED INDUSTRIES, PT.	New or Repeat Customer	for testing purpose
Business Economy Sector	INDUSTRI & MANUFACTURES	Address	JL. RAYA HAMENGKUBUWONO IX/JL. RAYA BEKASI KM 24,5
Telephone & Fax	021-46951009		

(2) PIC DATA			
Name	Achmad Fardani	Telephone Number	08118608530
Position	Marketing Officer	Email Address	deny@prasetya.com

(3) DEADLINE OF QUOTATION SUBMISSION		8 - May - 2015
--------------------------------------	--	----------------

(4) OPERATING LEASE CONDITION			
Product Name	MITSUBISHI		
Model Name	COLT L300 DIESEL E-2 MINIBUS CHASSIS		
Product Price	849,000,000		
Purpose Of Use	Sales		
Total Unit Quantity	1		
Non or COP Program	NO		
Residual Value	274,200,000		
Standard Residual Value	365,600,000		
Maintenance Type	Customer Service Desk		
Lease Period (month)	48		
Monthly Installment	22,120,000		
Total Income After Lease Cost	1,061,760,000		
Installment Ratio	1200000		
OPL Calculation Ref	00016/QCN/01/05/2015		

layout report following sample

Thank you for your consideration and approval for this request.
 Change label and value of [Profit Amount] become [Total Income After Lease Cost]

Proposed By, Acknowledgment1
 Approved By, Acknowledgment2
 Approved By, Acknowledgment3

Approvedman1
 Approvedman2
 Approvedman3

Figure 37 – Screen of Operating Lease Proposal Report

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 52 of 92

To : Mr. Qwerty																																																																																																							
From : NBD Dept - Operating Lease Section																																																																																																							
Date : 8 - May - 2015																																																																																																							
No : 00010/OPN/01/05/2015																																																																																																							
Subject : Proposal for Operating Lease Quotation Submission																																																																																																							
<p>Dear Sir/Madam,</p> <p>I would like to receive approval to submit the operating lease quotation for :</p>																																																																																																							
<table border="1"> <tr> <td colspan="4">(1) CUSTOMER DATA</td> </tr> <tr> <td>Name</td> <td>KANGAR CONSOLIDATED INDUSTRIES. PT.</td> <td>New or Repeat Customer</td> <td>for testing purpose</td> </tr> <tr> <td>Business Economy Sector</td> <td>INDUSTRY & MANUFACTURES</td> <td>Address</td> <td>JL. RAYA HAMENGKUBOWONO IX/JL. RAYA BEKASI KM 24,5</td> </tr> <tr> <td>Telephone & Fax</td> <td>021-46951009</td> <td colspan="2"></td> </tr> <tr> <td colspan="4">(2) PIC DATA</td> </tr> <tr> <td>Name</td> <td>Achmad Fardani</td> <td>Telephone Number</td> <td>08118608530</td> </tr> <tr> <td>Position</td> <td>Marketing Officer</td> <td>Email Address</td> <td>deny@prasetya.com</td> </tr> <tr> <td colspan="4">(3) DEADLINE OF QUOTATION SUBMISSION</td> </tr> <tr> <td colspan="4">8 - May - 2015</td> </tr> <tr> <td colspan="4"> <table border="1"> <tr> <td colspan="4">(4) OPERATING LEASE CONDITION</td> </tr> <tr> <td>Product Name</td> <td colspan="3">MITSUBISHI</td> </tr> <tr> <td>Model Name</td> <td colspan="3">COLT L300 DIESEL E-2 MINIBUS CHASSIS</td> </tr> <tr> <td>Product Price</td> <td colspan="3">849,000,000</td> </tr> <tr> <td>Purpose Of Use</td> <td colspan="3">Sales</td> </tr> <tr> <td>Total Unit Quantity</td> <td colspan="3">1</td> </tr> <tr> <td>Non or COP Program</td> <td colspan="3">NO</td> </tr> <tr> <td>Residual Value</td> <td colspan="3">274,200,000</td> </tr> <tr> <td>Standard Residual Value</td> <td colspan="3">365,600,000</td> </tr> <tr> <td>Maintenance Type</td> <td colspan="3">Customer Service Desk</td> </tr> <tr> <td>Lease Period (month)</td> <td colspan="3">48</td> </tr> <tr> <td>Monthly Instalment</td> <td colspan="3">22,120,000</td> </tr> <tr> <td>Total Income After Lease Cost</td> <td colspan="3">1,061,760,000</td> </tr> <tr> <td>Instalment Ratio</td> <td colspan="3">1.200000</td> </tr> <tr> <td>OPL Calculation Ref</td> <td colspan="3">00036/OCN/01/05/2015</td> </tr> </table> </td> </tr> </table>				(1) CUSTOMER DATA				Name	KANGAR CONSOLIDATED INDUSTRIES. PT.	New or Repeat Customer	for testing purpose	Business Economy Sector	INDUSTRY & MANUFACTURES	Address	JL. RAYA HAMENGKUBOWONO IX/JL. RAYA BEKASI KM 24,5	Telephone & Fax	021-46951009			(2) PIC DATA				Name	Achmad Fardani	Telephone Number	08118608530	Position	Marketing Officer	Email Address	deny@prasetya.com	(3) DEADLINE OF QUOTATION SUBMISSION				8 - May - 2015				<table border="1"> <tr> <td colspan="4">(4) OPERATING LEASE CONDITION</td> </tr> <tr> <td>Product Name</td> <td colspan="3">MITSUBISHI</td> </tr> <tr> <td>Model Name</td> <td colspan="3">COLT L300 DIESEL E-2 MINIBUS CHASSIS</td> </tr> <tr> <td>Product Price</td> <td colspan="3">849,000,000</td> </tr> <tr> <td>Purpose Of Use</td> <td colspan="3">Sales</td> </tr> <tr> <td>Total Unit Quantity</td> <td colspan="3">1</td> </tr> <tr> <td>Non or COP Program</td> <td colspan="3">NO</td> </tr> <tr> <td>Residual Value</td> <td colspan="3">274,200,000</td> </tr> <tr> <td>Standard Residual Value</td> <td colspan="3">365,600,000</td> </tr> <tr> <td>Maintenance Type</td> <td colspan="3">Customer Service Desk</td> </tr> <tr> <td>Lease Period (month)</td> <td colspan="3">48</td> </tr> <tr> <td>Monthly Instalment</td> <td colspan="3">22,120,000</td> </tr> <tr> <td>Total Income After Lease Cost</td> <td colspan="3">1,061,760,000</td> </tr> <tr> <td>Instalment Ratio</td> <td colspan="3">1.200000</td> </tr> <tr> <td>OPL Calculation Ref</td> <td colspan="3">00036/OCN/01/05/2015</td> </tr> </table>				(4) OPERATING LEASE CONDITION				Product Name	MITSUBISHI			Model Name	COLT L300 DIESEL E-2 MINIBUS CHASSIS			Product Price	849,000,000			Purpose Of Use	Sales			Total Unit Quantity	1			Non or COP Program	NO			Residual Value	274,200,000			Standard Residual Value	365,600,000			Maintenance Type	Customer Service Desk			Lease Period (month)	48			Monthly Instalment	22,120,000			Total Income After Lease Cost	1,061,760,000			Instalment Ratio	1.200000			OPL Calculation Ref	00036/OCN/01/05/2015		
(1) CUSTOMER DATA																																																																																																							
Name	KANGAR CONSOLIDATED INDUSTRIES. PT.	New or Repeat Customer	for testing purpose																																																																																																				
Business Economy Sector	INDUSTRY & MANUFACTURES	Address	JL. RAYA HAMENGKUBOWONO IX/JL. RAYA BEKASI KM 24,5																																																																																																				
Telephone & Fax	021-46951009																																																																																																						
(2) PIC DATA																																																																																																							
Name	Achmad Fardani	Telephone Number	08118608530																																																																																																				
Position	Marketing Officer	Email Address	deny@prasetya.com																																																																																																				
(3) DEADLINE OF QUOTATION SUBMISSION																																																																																																							
8 - May - 2015																																																																																																							
<table border="1"> <tr> <td colspan="4">(4) OPERATING LEASE CONDITION</td> </tr> <tr> <td>Product Name</td> <td colspan="3">MITSUBISHI</td> </tr> <tr> <td>Model Name</td> <td colspan="3">COLT L300 DIESEL E-2 MINIBUS CHASSIS</td> </tr> <tr> <td>Product Price</td> <td colspan="3">849,000,000</td> </tr> <tr> <td>Purpose Of Use</td> <td colspan="3">Sales</td> </tr> <tr> <td>Total Unit Quantity</td> <td colspan="3">1</td> </tr> <tr> <td>Non or COP Program</td> <td colspan="3">NO</td> </tr> <tr> <td>Residual Value</td> <td colspan="3">274,200,000</td> </tr> <tr> <td>Standard Residual Value</td> <td colspan="3">365,600,000</td> </tr> <tr> <td>Maintenance Type</td> <td colspan="3">Customer Service Desk</td> </tr> <tr> <td>Lease Period (month)</td> <td colspan="3">48</td> </tr> <tr> <td>Monthly Instalment</td> <td colspan="3">22,120,000</td> </tr> <tr> <td>Total Income After Lease Cost</td> <td colspan="3">1,061,760,000</td> </tr> <tr> <td>Instalment Ratio</td> <td colspan="3">1.200000</td> </tr> <tr> <td>OPL Calculation Ref</td> <td colspan="3">00036/OCN/01/05/2015</td> </tr> </table>				(4) OPERATING LEASE CONDITION				Product Name	MITSUBISHI			Model Name	COLT L300 DIESEL E-2 MINIBUS CHASSIS			Product Price	849,000,000			Purpose Of Use	Sales			Total Unit Quantity	1			Non or COP Program	NO			Residual Value	274,200,000			Standard Residual Value	365,600,000			Maintenance Type	Customer Service Desk			Lease Period (month)	48			Monthly Instalment	22,120,000			Total Income After Lease Cost	1,061,760,000			Instalment Ratio	1.200000			OPL Calculation Ref	00036/OCN/01/05/2015																																										
(4) OPERATING LEASE CONDITION																																																																																																							
Product Name	MITSUBISHI																																																																																																						
Model Name	COLT L300 DIESEL E-2 MINIBUS CHASSIS																																																																																																						
Product Price	849,000,000																																																																																																						
Purpose Of Use	Sales																																																																																																						
Total Unit Quantity	1																																																																																																						
Non or COP Program	NO																																																																																																						
Residual Value	274,200,000																																																																																																						
Standard Residual Value	365,600,000																																																																																																						
Maintenance Type	Customer Service Desk																																																																																																						
Lease Period (month)	48																																																																																																						
Monthly Instalment	22,120,000																																																																																																						
Total Income After Lease Cost	1,061,760,000																																																																																																						
Instalment Ratio	1.200000																																																																																																						
OPL Calculation Ref	00036/OCN/01/05/2015																																																																																																						
<p>Thank you for your consideration and approval for this request</p>																																																																																																							
Proposed By.	Acknowledge By.																																																																																																						
Proposedman1	Acknowledgement1	Acknowledgement2	Acknowledgement3																																																																																																				
Approved By.																																																																																																							
Approvedman1																																																																																																							

Figure 38 –Operating Lease Proposal Report in PDF format

2.3.5.6 Preview and print operating lease calculation

This screen is designed to view report a calculation of Operating Lease. On this screen actor can print and save report as pdf or excel file by clicking action button.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 53 of 92

Operating Lease Calculation

Save As button
Print button

Operating Lease Calculation Attachment																																							
OPL Calculation No	00036/OCN/01/05/2015																																						
(1) PRODUCT PRICE <table border="1"> <tr> <th>A) Product Data</th> <th>B) Carroserie Data</th> <th>C) Accessories Data</th> <th>D) Total Price</th> </tr> <tr> <td>Product Name MITSUBISHI</td> <td>Carroserie Type</td> <td>CarroType</td> <td>Accessories Type</td> </tr> <tr> <td>Model Name COLT L300 DIESEL E-2 MINIBUS CHASSIS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Product Price 790,000,000</td> <td>Carroserie Price 124,000,000</td> <td>Accessories Price</td> <td></td> </tr> <tr> <td>Dealer Discount 65,000,000</td> <td>Supplier Discount</td> <td>Supplier Discount</td> <td></td> </tr> <tr> <td>ATPM Discount</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Product Price Total 725,000,000</td> <td>Carroserie Total 124,000,000</td> <td>Accessories Total 0</td> <td>849,000,000</td> </tr> </table>		A) Product Data	B) Carroserie Data	C) Accessories Data	D) Total Price	Product Name MITSUBISHI	Carroserie Type	CarroType	Accessories Type	Model Name COLT L300 DIESEL E-2 MINIBUS CHASSIS				Product Price 790,000,000	Carroserie Price 124,000,000	Accessories Price		Dealer Discount 65,000,000	Supplier Discount	Supplier Discount		ATPM Discount				Product Price Total 725,000,000	Carroserie Total 124,000,000	Accessories Total 0	849,000,000										
A) Product Data	B) Carroserie Data	C) Accessories Data	D) Total Price																																				
Product Name MITSUBISHI	Carroserie Type	CarroType	Accessories Type																																				
Model Name COLT L300 DIESEL E-2 MINIBUS CHASSIS																																							
Product Price 790,000,000	Carroserie Price 124,000,000	Accessories Price																																					
Dealer Discount 65,000,000	Supplier Discount	Supplier Discount																																					
ATPM Discount																																							
Product Price Total 725,000,000	Carroserie Total 124,000,000	Accessories Total 0	849,000,000																																				
(2) FINANCIAL CONDITION <table border="1"> <tr> <td>(A) Borrowing Rate 11.160000</td> <td>(B) Spread Rate 5.000000</td> <td>(C) Prime Rate 16.160000</td> </tr> </table>		(A) Borrowing Rate 11.160000	(B) Spread Rate 5.000000	(C) Prime Rate 16.160000																																			
(A) Borrowing Rate 11.160000	(B) Spread Rate 5.000000	(C) Prime Rate 16.160000																																					
(3) TERM & CONDITION FOR TRANSACTION <table border="1"> <tr> <td>A) Lease Period 48</td> <td>B) COP Program NO</td> <td>C) RV 274,200,000</td> <td>D) Standard RV 365,600,000</td> </tr> <tr> <td>E) Maintenance</td> <td>F) Insurance</td> <td>G) Mediator Fee 13,225,072</td> <td>H) Mobilization Fee 0</td> </tr> <tr> <td>Maintenance Type Customer Service Desk</td> <td>Gross Premium 52,900,289</td> <td>I) Demobilization Fee 0</td> <td>J) Car Replacement 0</td> </tr> <tr> <td></td> <td>Commission 13,225,072</td> <td>K) Administration Fee 2,000,000</td> <td>L) STNK Renewal 0</td> </tr> <tr> <td>Maintenance Amount 24,000,000</td> <td>Net Premium 38,617,211</td> <td>M) KEUR Renewal 0</td> <td></td> </tr> </table>		A) Lease Period 48	B) COP Program NO	C) RV 274,200,000	D) Standard RV 365,600,000	E) Maintenance	F) Insurance	G) Mediator Fee 13,225,072	H) Mobilization Fee 0	Maintenance Type Customer Service Desk	Gross Premium 52,900,289	I) Demobilization Fee 0	J) Car Replacement 0		Commission 13,225,072	K) Administration Fee 2,000,000	L) STNK Renewal 0	Maintenance Amount 24,000,000	Net Premium 38,617,211	M) KEUR Renewal 0																			
A) Lease Period 48	B) COP Program NO	C) RV 274,200,000	D) Standard RV 365,600,000																																				
E) Maintenance	F) Insurance	G) Mediator Fee 13,225,072	H) Mobilization Fee 0																																				
Maintenance Type Customer Service Desk	Gross Premium 52,900,289	I) Demobilization Fee 0	J) Car Replacement 0																																				
	Commission 13,225,072	K) Administration Fee 2,000,000	L) STNK Renewal 0																																				
Maintenance Amount 24,000,000	Net Premium 38,617,211	M) KEUR Renewal 0																																					
(4) TERM & CONDITION FOR PAYMENT <table border="1"> <tr> <td>(A) Product</td> <td>(B) Carroserie</td> <td>(C) Accessories</td> </tr> <tr> <td>% DP Estimation Before BAST 30.000000</td> <td>30.000000</td> <td></td> </tr> <tr> <td>% Payment Settlement Before BAST 70.000000</td> <td>70.000000</td> <td></td> </tr> <tr> <td>DP Period Pmt to BAST 30</td> <td>30</td> <td></td> </tr> <tr> <td>Payment Settlement Period to BAST 14</td> <td>14</td> <td></td> </tr> </table>		(A) Product	(B) Carroserie	(C) Accessories	% DP Estimation Before BAST 30.000000	30.000000		% Payment Settlement Before BAST 70.000000	70.000000		DP Period Pmt to BAST 30	30		Payment Settlement Period to BAST 14	14																								
(A) Product	(B) Carroserie	(C) Accessories																																					
% DP Estimation Before BAST 30.000000	30.000000																																						
% Payment Settlement Before BAST 70.000000	70.000000																																						
DP Period Pmt to BAST 30	30																																						
Payment Settlement Period to BAST 14	14																																						
(5) TERM & CONDITION OPL RENT <table border="1"> <tr> <td>Term of Payment 14</td> </tr> <tr> <td>Monthly Installment Amount 22,120,000</td> </tr> <tr> <td>Installment Amount(Period) 1,061,760,000</td> </tr> </table>		Term of Payment 14	Monthly Installment Amount 22,120,000	Installment Amount(Period) 1,061,760,000																																			
Term of Payment 14																																							
Monthly Installment Amount 22,120,000																																							
Installment Amount(Period) 1,061,760,000																																							
(6) INCOME PROJECTION <table border="1"> <tr> <td>TOTAL INCOME</td> <td>1,061,760,000</td> </tr> <tr> <td>Total Installment</td> <td>1,061,760,000</td> </tr> <tr> <td>Insurance Income</td> <td>13,225,072</td> </tr> <tr> <td>TOTAL INCOME</td> <td>1,061,760,000</td> </tr> <tr> <td>LEASE COST</td> <td></td> </tr> <tr> <td>Product Price</td> <td>849,000,000</td> </tr> <tr> <td>Residual Value (-)</td> <td>274,200,000</td> </tr> <tr> <td>Registration Value Amount</td> <td>57,052,800</td> </tr> <tr> <td>Total Maintenance Amount</td> <td>24,000,000</td> </tr> <tr> <td>Replacement Unit Cost</td> <td>0</td> </tr> <tr> <td>Insurance Cost</td> <td>52,900,289</td> </tr> <tr> <td>Mediator Fee</td> <td>13,225,072</td> </tr> <tr> <td>Mobilization Cost</td> <td>0</td> </tr> <tr> <td>Demobilization Cost</td> <td>0</td> </tr> <tr> <td>Interest Cost</td> <td>207,428,004</td> </tr> <tr> <td>Term of Payment Cost</td> <td>2,016,642</td> </tr> <tr> <td>Interest Cost Payment Before BAST</td> <td>2,708,082</td> </tr> <tr> <td>TOTAL LEASE COST</td> <td>920,903,797</td> </tr> <tr> <td>INCOME AFTER LEASE COST</td> <td>140,856,203</td> </tr> </table>		TOTAL INCOME	1,061,760,000	Total Installment	1,061,760,000	Insurance Income	13,225,072	TOTAL INCOME	1,061,760,000	LEASE COST		Product Price	849,000,000	Residual Value (-)	274,200,000	Registration Value Amount	57,052,800	Total Maintenance Amount	24,000,000	Replacement Unit Cost	0	Insurance Cost	52,900,289	Mediator Fee	13,225,072	Mobilization Cost	0	Demobilization Cost	0	Interest Cost	207,428,004	Term of Payment Cost	2,016,642	Interest Cost Payment Before BAST	2,708,082	TOTAL LEASE COST	920,903,797	INCOME AFTER LEASE COST	140,856,203
TOTAL INCOME	1,061,760,000																																						
Total Installment	1,061,760,000																																						
Insurance Income	13,225,072																																						
TOTAL INCOME	1,061,760,000																																						
LEASE COST																																							
Product Price	849,000,000																																						
Residual Value (-)	274,200,000																																						
Registration Value Amount	57,052,800																																						
Total Maintenance Amount	24,000,000																																						
Replacement Unit Cost	0																																						
Insurance Cost	52,900,289																																						
Mediator Fee	13,225,072																																						
Mobilization Cost	0																																						
Demobilization Cost	0																																						
Interest Cost	207,428,004																																						
Term of Payment Cost	2,016,642																																						
Interest Cost Payment Before BAST	2,708,082																																						
TOTAL LEASE COST	920,903,797																																						
INCOME AFTER LEASE COST	140,856,203																																						

layout report following sample

Remove [Adm Fee Income] item from screen

Change label of [Overhead Fee] become [Lease Cost]

Change label of [Total Overhead Fee] become [Total Lease Cost]

Change label of [Income After Overhead Cost] become [Income After Lease Cost]

Figure 39 – Screen of Preview and Print Operating Lease Calculation

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 54 of 92

Operating Lease Calculation Attachment			
OPL Calculation No 00036/OCN/01/05/2015			
(1) PRODUCT PRICE			
A) Product Data	B) Carroserie Data	C) Accessories Data	D) Total Price
Product Name MITSUBISHI	Carroserie Type	Accessory Type	
Model Name COLT L300 DIESEL E-2 MINIBUS CHASSIS			
Product Price 790,000,000	Carroserie Price 124,000,000	Accessories Price	
Dealer Discount 65,000,000	Supplier Discount	Supplier Discount	
ATPM Discount			
Product Price Total 725,000,000	Carroserie Total 124,000,000	Accessories Total 0	849,000,000
(2) FINANCIAL CONDITION			
(A) Borrowing Rate 11.160000	(B) Spread Rate 5.000000	(C) Prime Rate 16.160000	
(3) TERM & CONDITION FOR TRANSACTION			
A) Lease Period 48	B) COP Program NO	C) RV 274,200,000	D) Standard RV 365,600,000
E) Maintenance	F) Insurance	G) Mediator Fee 13,225,072	H) Mobilization Fee 0
Maintenance Type Customer Service Desk	gross Premium 52,900,289	I) Demobilization Fee 0	J) Car Replacement 0
	Commission 13,225,072	K) Administration Fee 2,000,000	L) STNK Renewal 0
Maintenance Amount 24,000,000	Net Premium 38,617,211	M) KEUR Renewal 0	
(4) TERM & CONDITION FOR PAYMENT			
(A) Product	(B) Carroserie	(C) Accessories	
% DP Estimation Before BAST 30.000000	30,000000		
% Payment Settlement Before BAST 70.000000	70,000000		
DP Period Pmt to BAST 30	30		
Payment Settlement Period to BAST 14	14		
(5) TERM & CONDITION OPL RENT			
Term of Paymen 14			
Monthly Installment Amount 22,120,000			
Installment Amount/Period 1,061,760,000			
(6) INCOME PROJECTION			
TOTAL INCOME			
Total Instalment 1,061,760,000			
Adm Fee Income 2,000,000			
Insurance Income 13,225,072			
TOTAL INCOME 1,061,760,000			
OVERHEAD COST			
Product Price 849,000,000			
Residual Value (-) 274,200,000			
Registration Value Amount 57,052,800			
Total Maintenance Amount 24,000,000			
Replacement Unit Cost 0			
Insurance Cost 52,900,289			
Mediator Fee 13,225,072			
Mobilization Cost 0			
Demobilization Cost 0			
Interest Cost 207,426,004			
Term of Payment Cost 2,016,642			
Interest Cost Payment Before BAST 2,708,062			
TOTAL OVERHEAD COST 920,903,797			
INCOME AFTER OVERHEAD COST 140,856,203			

Figure 40 –Operating Lease Calculation in PDF format

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 55 of 92

2.3.6 Screen features

Features	Description
[Filter and sort]	To perform data filtering and data sorting of calculation records.
[Create new]	To create new calculations by entering data on create new calculation form.
[Save as draft] or [Set to draft]	To save a calculation as a draft.
[Submit]	To submit a calculation record as a final.
[Save changes]	To update changes when editing calculation record.
[View detail]	To inspect a detail calculation records by opening a calculation detail form.
[Edit]	To update of calculation record.
[Preview and Print]	To preview and print the report.

2.3.7 Data structure

Field	Data Type	Data Length	Format	Mandatory	DB Mapping
Basic Information (Product)					
Product Registration Code	Varchar	50	N/A	Yes	OPLCalculation.ProductCode
Product Type	Nvarchar	200	N/A	Yes	ProductType.ProductType
Product Category	Varchar	100	N/A	Yes	ProductCategory.ProductCategory
Product Brand Code	Varchar	10	N/A	Yes	Product.BrandCode
Product Brand Name	Varchar	100	N/A	Yes	Product.BrandName
Product Model Code	Varchar	100	N/A	Yes	Product.ModelCode
Product Model Name	Varchar	100	N/A	Yes	Product.ModelName
Product Model Type	Varchar	100	N/A	Yes	Product.ModelType
Product Model Year	Date	N/A	mm-yyyy	Yes	Product.ModelYear
Transmission	Varchar	100	N/A	Yes	Product.Transmission
Fuel Type	Varchar	200	N/A	Yes	Product.FuelType
Displacement (cc)	Varchar	100	N/A	Yes	Product.DisPlacement
Usage	Varchar	100	N/A	No	OPLCalculation.Usage
Number Plate Color	Varchar	100	N/A	No	OPLCalculation.NumberPlateColor
Monthly Mileage	Int	N/A	N/A	No	OPLCalculation.MonthlyMileage
Basic Information (Lease)					
Customer Code	Varchar	10	N/A	Yes	OPLCalculation.CustomerCode

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 56 of 92

Customer Name	Varchar	200	N/A	Yes	Customer.CustomerName
Start Date Usage Unit Plan	Date	N/A	mm-dd-yyyy	Yes	OPLCalculation.StartPeriodPlan
End Date Usage Unit Plan	Date	N/A	mm-dd-yyyy	Yes	OPLCalculation.EndPeriodPlan
Lease Period Plan	Int	N/A	N/A	Yes	OPLCalculation.LeasePeriodPlan
Lease Category	Varchar	100	N/A	No	OPLCalculation.LeaseCategory
Previous Agreement Number	Varchar	100	N/A	No	OPLCalculation.ContractNumberReff
Maintenance Type	Varchar	100	N/A	No	OPLCalculation.MaintenanceType
Purchase Requirement After Lease	Bit	N/A	N/A	No	OPLCalculation.PurchaseAfterLease
Insurance	Bit	N/A	N/A	No	OPLCalculate.Insurance
Carroserie Type	Varchar	200	N/A	No	OPLCalculation.CarroserieType
Carroserie Price	Decimal	18,3	###,###,###.##	No	OPLCalculation.Carroserie
Accessories Type	Varchar	200	N/A	No	OPLCalculation.AccessoriesType
Accessories Price	Decimal	18,3	###,###,###.##	No	OPLCalculation.Accessories
Cost Condition					
Product Price	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.ProductPrice
Dealer Discount	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.ProductDiscount
ATPM Discount	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.ATPMDiscount
Accessories Price	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.AccessoriesPrice
Accessories Supplier Discount	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.AccessoriesDiscount
Carroserie Price	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.CarroseriePrice
Carroserie Supplier Discount	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.CarroserieDiscount
Product Price Total	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.ProductPriceTotal
Accessories Price Total	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.AccessoriesPriceTotal
Carroserie Price Total	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.CarroseriePriceTotal
Residual Value Amount	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.ResidualValueAmount
Residual Rate Value	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.ResidualValuePercent

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 57 of 92

Standard Residual Rate Value	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.Sr esidualValuePercent
Standard Residual Value Amount	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.S ResidualValueAmoun t
DSF Finance Condition					
Spread Effective Percent	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. SpreadEffectivePerce nt
Borrowing Rate Flat Percent	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. BorrowingFlatPercen t
Prime Rate Effective	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. PrimeEffectivePercen t
Prime Rate Flat Percent	Decimal	18,3	###,###,###.##	No	OPLFinanceCondition . PrimeFlatPercent
Borrowing Rate Effective	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. BorrowingEffectiveP ercent
Spread Flat Percent	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. SpreadFlatPercent
Administration Fee	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. AdministrationFeeA mount
Replacement Unit Cost	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. ReplacementCarAmo unt
Mobilizations Fee	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. MobilizationFeeAmo unt
Demobilizations Fee	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. DemobilizationFeeA mount
Term of Payment	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. TermPaymentDays
Payment Type	Varchar	100	N/A	No	OPLFinanceConditio. PaymentType

Product Finance Condition

DP Before BAST Percent	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. DPBeforeBASTProdu ct
DP Period to BAST	Int	N/A	N/A	No	OPLFinanceConditio. DPPeriodBASTProdu cт
Payment Settlement Before BAST	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. PSBeforeBASTProdu ct
Payment Settlement Period to BAST	Int	N/A	N/A	No	OPLFinanceConditio. PSPeriodBASTProdu ct

Carrosserie Finance Condition

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 58 of 92

DP Before BAST	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. DPBeforeBASTCarros erie
DP Period to BAST	Int	N/A	N/A	No	OPLFinanceConditio. DPPeriodBASTCarros erie
Payment Settlement Before BAST	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. PSBeforeBASTCarros erie
Payment Settlement Period to BAST	Int	N/A	N/A	No	OPLFinanceConditio. PSPeriodBASTCarros erie
Accessories Finance Condition					
DP Before BAST	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. DPBeforeBASTAcces ories
DP Period to BAST	Int	N/A	N/A	No	OPLFinanceConditio. DPPeriodBASTAcceso ries
Payment Settlement Before BAST	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. PSBeforeBASTAcceso ries
Payment Settlement Period to BAST	Int	N/A	N/A	No	OPLFinanceConditio. PSPeriodBASTAcceso ries
Registration Fee Condition					
Registration Value Rate	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. RegistrationValueRat e
Registration Value Amount	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. RegistrationValueAm ount
Maintenance Condition & Cost					
Maintenance Type	Varchar	100	N/A	No	OPLCalculation.Maint enanceType
Periodic Maintenance	Int	N/A	N/A	No	OPLMaintenanceCon dition.PeriodicMaint enanceKm
Oil Exchange	Int	N/A	N/A	No	OPLMaintenanceCon dition.PeriodicOilExc hange
Exchange Oil & Fats	Int	N/A	N/A	No	OPLMaintenanceCon dition.PeriodicOilFats
Regular Maintenance Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCon dition.PeriodicMaint enanceAmount
Irregular Maintenance Remarks	Varchar	100	N/A	No	OPLMaintenanceCon dition.IrregularMaint enance
Irregular Maintenance Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCon dition.IrregularMaint enanceAmount

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development				
Author	Deny Prasetia			Date	01 July 2015
Status	Baseline			Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page	Page	Page 59 of 92

Battery Maintenance	Int	N/A	N/A	No	OPLMaintenanceCondition.BateryKm
Battery Maintenance Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.BateryAmount
Tire Maintenance	Int	N/A	N/A	No	OPLMaintenanceCondition.TireKm
Tire Maintenance Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.TireAmount
Special Parts Maintenance	Varchar	100	N/A	No	OPLMaintenanceCondition.SpecialParts
Special Parts Maintenance Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.SpecialPartsAmount
CSD Remarks	Varchar	100	N/A	No	OPLMaintenanceCondition.CSD
CSD Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.CSDAmount
Other Maintenance 1 Remarks	Varchar	100	N/A	No	OPLMaintenanceCondition.MaintenanceOther1
Other Maintenance 1 Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.MaintenanceOther1Amount
Other Maintenance 2 Remarks	Varchar	100	N/A	No	OPLMaintenanceCondition.MaintenanceOther2
Other Maintenance 2 Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.MaintenanceOther2Amount
Other Maintenance 3 Remarks	Varchar	100	N/A	No	OPLMaintenanceCondition.MaintenanceOther3
Other Maintenance 3 Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.MaintenanceOther3Amount
Total Maintenance Cost	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.TotalMaintenanceAmount
Insurance Basic Information					
Start Date of Insurance	Date	100	mm-dd-yyyy	No	OPLCalculation.StartPeriodPlan
End Date of Insurance	Date	18,3	mm-dd-yyyy	No	*calculation result
Coverage Period	Int	N/A	N/A	No	OPIInsuranceCondition.CoveragePeriod
Insurance Company	Varchar	100	N/A	No	OPIInsuranceCondition.InsuranceCompany
Insurance Agent	Varchar	100	N/A	No	OPIInsuranceCondition.InsuranceAgent
Seat Capacity	Int	N/A	N/A	No	OPIInsuranceCondition.ProductSeatCapacity

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 60 of 92

Insurance Class	Varchar	50	N/A	No	OPLInsuranceCondition.ClassOfInsurance
Commission Rate	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.CommissionRate
Insurance Payment Cycle	Varchar	100	N/A	No	OPLInsuranceCondition.InsurancePaymentCycle
Region	Nchar	10	N/A	No	OPLInsuranceCondition.Region
Remarks	Varchar	100	N/A	No	OPLInsuranceCondition.Remarks
Insurance Condition Cost					
Comprehensive Premium	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRatePremium
Basic Premium Rate	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.BasicRatePremium
Basic Premium Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.PremiumAmount
Comprehensive Third Party Liability (TPL)	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRateTPL
Third Party Liability (TPL) Rate	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.BasicRateTPL
Third Party Liability (TPL) Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.TPLAmount
Comprehensive Property Lost Liability (PLL)	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRatePPL
Property Lost Liability (PLL) Rate	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.BasicRatePPL
Property Lost Liability (PLL) Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.PPLAmount
Comprehensive Personal Accident for Passenger (PAP)	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRatePAP
Personal Accident for Passenger (PAP) Rate	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.BasicRatePAP
Personal Accident for Passenger (PAP) Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.PAPAmount
Comprehensive Personal Accident for Driver (PAD)	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRatePAD
Personal Accident for Driver (PAD) Rate	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.BasicRatePAD
Personal Accident for Driver (PAD) Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.PADAmount
Comprehensive Strike, Riots, Civil Commotions (SRCC)	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRateSRCC

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development				
Author	Deny Prasetia			Date	01 July 2015
Status	Baseline			Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0			Page	Page 61 of 92

Strike, Riots, Civil Commotions (SRCC) Rate	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.BasicRateSRCC
Strike, Riots, Civil Commotions (SRCC) Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.SRCCAmount
Comprehensive Terrorism & Sabotage (TS)	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRateTS
Terrorism & Sabotage (TS) Rate	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.BasicRateTS
Terrorism & Sabotage (TS) Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.TSAmount
Comprehensive Flood & Windstorm (FLD/W)	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRateFLD
Flood & Windstorm (FLD/W) Rate	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.BasicRateFLD
Flood & Windstorm (FLD/W) Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.FLDAmount
Comprehensive Earthquake & Tsunami (EAQ/T)	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRateEAQ
Earthquake & Tsunami (EAQ/T) Rate	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.BasicRateEAQ
Earthquake & Tsunami (EAQ/T) Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.EAQAmount
Comprehensive Authorized Workshop	Decimal	18,6	###,###,###.##	No	OPLInsuranceCondition.ComprehensiveRateAW
Authorized Workshop Rate	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.BasicRateAW
Authorized Workshop Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.AWAmount
Insurance Total Gross Premium	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.TotalGrossPremium
Insurance Net Premium	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.NetPremium
Commission Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.ComisionAmount
Mediator Fee Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.MediatorFeeAmount
Basic Information (Lease Fee)					
Start Date Usage Unit Plan	Date	18,3	mm-dd-yyyy	No	OPLCalculation.StartPeriodPlan
End Date Usage Unit Plan	Date	N/A	mm-dd-yyyy	No	OPLCalculation.EndPeriodPlan
Lease Period Plan	Decimal	18,3	###,###,###.##	No	OPLCalculation.LeasePeriodPlan

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 62 of 92

Rate Insurance Income	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.CommissionRate
Admin Fee Amount	Decimal	18,3	###,###,###.##	No	OPLFinanceCondition.AdministrationFeeAmount
Interest Income	Decimal	18,3	###,###,###.##	No	*calculation result
BAST Handover Schedule	Date	N/A	mm-dd-yyyy	No	OPLCalculation.BASTHandoverSchedule
Security Deposit Payment	Bit	N/A	N/A	No	OPLCalculation.SecurityDepositPayment
Security Deposit Amount	Decimal	18,3	###,###,###.##	No	OPLCalculation.SecurityDepositAmount
First Lease Payment	Int	N/A	###,###,###.##	No	OPLCalculation.FirstLeasePayment
Total Unit Quantity Lease	Int	N/A	N/A	No	OPLCalculation.TotalUnitQuantityLease
Special Case (Remarks)	Varchar	200	N/A	No	OPLCalculation.SpecialCaseRemarks
Monthly Installment Setting					
Ratio	Decimal	18,3	###,###,###.##	No	OPLCalculation.Ratio
Borrowing Rate	Decimal	18,3	###,###,###.##	No	OPLFinanceCondition.BorrowingEffectivePercent
Spread Interest Rate	Decimal	18,3	###,###,###.##	No	OPLFinanceCondition.SpreadEffectivePercent
Internal Interest Rate	Decimal	18,3	###,###,###.##	No	OPLFinanceCondition.PrimeEffectivePercent
Confirmation of Lease Cost					
Product Price Amount	Decimal	18,3	###,###,###.##	No	*calculation result
Residual Value Amount	Decimal	18,3	###,###,###.##	No	OPLBasicCondition.ResidualValueAmount
Registration Value Amount	Decimal	18,3	###,###,###.##	No	OPLFinanceCondition.RegistrationValueAmount
Maintenance Cost Amount	Decimal	18,3	###,###,###.##	No	OPLMaintenanceCondition.TotalMaintenanceAmount
Replacement Cost Amount	Decimal	18,3	###,###,###.##	No	OPLFinanceCondition.ReplacementCarAmount
Insurance Fee Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.TotalGrossPremium
Mediator Fee Amount	Decimal	18,3	###,###,###.##	No	OPLInsuranceCondition.MediatorFeeAmount
Mobilization Fee Amount	Decimal	18,3	###,###,###.##	No	OPLFinanceCondition.MobilizationFeeAmount

Functional Specification: A.1 Marketing Module					
Project	Operating Lease Support System Development				
Author	Deny Prasetia			Date	01 July 2015
Status	Baseline			Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0			Page	Page 63 of 92

Demobilization Fee Amount	Decimal	18,3	###,###,###.##	No	OPLFinanceConditio. DemobilizationFeeAmount
Interest Cost	Decimal	18,3	###,###,###.##	No	OPLCalculation.InterestExpense
Interest of Term of Payment Amount	Decimal	18,3	###,###,###.##	No	*calculation result
Interest of Payment Before BAST Amount	Decimal	18,3	###,###,###.##	No	OPLCalculation.InterestExpenseBAST
Total Cost	Decimal	18,3	###,###,###.##	No	OPLCalculation.TotalCost
Monthly Installment Standard (DSF)	Decimal	18,3	###,###,###.##	No	OPLCalculation.MonthlyInstallmentAmount
Profit Result					
Total Installment	Decimal	18,3	###,###,###.##	No	*calculation result
Insurance Income	Decimal	18,3	###,###,###.##	No	*calculation result
Total Income	Decimal	18,3	###,###,###.##	No	OPLCalculation.TotalIncome
Total Income After Lease Cost	Decimal	18,3	###,###,###.##	No	OPLCalculation.TotalIncomeAfterCost
Audit Rail					
Create By	Varchar	100	N/A	Yes	CreateBy
Create Date	Date time	N/A	mm-dd-yyyy:hh-mm:ss	Yes	CreateDate
Last Modified By	Varchar	100	N/A	Yes	LastModifiedBy
Last Modified	Date time	N/A	mm-dd-yyyy:hh-mm:ss	Yes	LastModified
Status Management					
Is Deleted	Bit	N/A	N/A	Yes	IsDeleted
Is Draft	Bit	N/A	N/A	Yes	IsDraft
Is Submitted	Bit	N/A	N/A	Yes	IsSubmitted
Is Valid	Bit	N/A	N/A	Yes	IsValid

2.4 Operating Lease Quotation

2.4.1 Use case

The figure below is summarizing who uses features of function, and what they can do with it.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 64 of 92

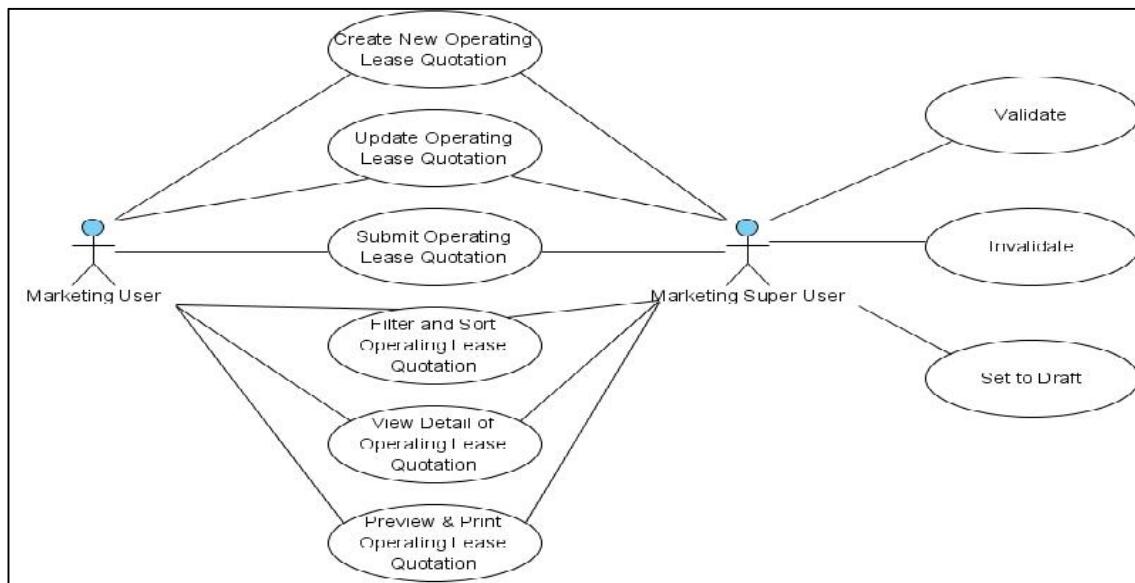


Figure 41 – Use case diagram of Operating Lease Quotation

2.4.2 Operations and scenarios

The figure below is describing operations or steps performed in a function interact with people (flow of work between actors and the system).

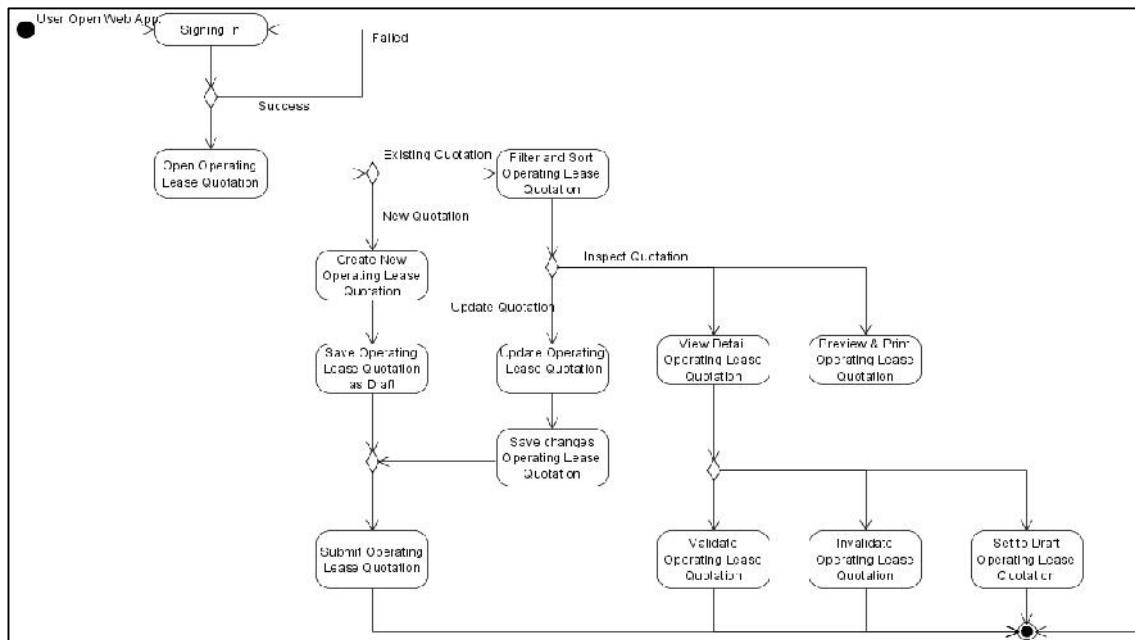


Figure 42 – Activity diagram of Operating Lease Quotation

No.	Steps/ Operations	Actor/ People	Scenario
1	Signing in	Marketing user,	<ul style="list-style-type: none"> Actor fills out sign in form by inputting user name and password.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 65 of 92

		Marketing superuser	<ul style="list-style-type: none"> Actor clicks [sign in] button. System will check the account of user; if user account is already registered user will enter into the system. If doesn't user can return the step.
2.	Open operating lease quotation module	Marketing user, Marketing superuser	<ul style="list-style-type: none"> After login, actor can open operating lease quotation module on the menu of system. After that, the screen will be open. Once it is open, operating lease quotation list will be shown and existing data will be displayed.
3.	Create new operating lease quotation	Marketing user, Marketing superuser	<ul style="list-style-type: none"> If list of operating lease quotation screen opens, actor can click [Create] button to create new quotation and after that create operating lease quotation screen will open. On this screen actor can specify the operating lease quotation records as basis to create the operating lease quotation. To specify the operating lease quotation records, click [...] button at calculation number, after that look-up window will be shown. These windows have features to search and select the calculation. At least one calculation must be selected. Once it done, actor can fill out other information on each field. The mandatory fields cannot be blank.
4.	Save operating lease quotation as draft	Marketing user, Marketing super user	<ul style="list-style-type: none"> After filling out the fields, actor can click [Save as draft] button, if want to make a records as <u>draft</u>. After that, system will proceed to store a data into database and will automatically check a validity of data (such as; data type, mandatory data, and data length) If done, actor can click [Back] button to return to the list of operating lease quotation, then operating lease quotation data will be displayed.
5	Submit operating lease quotation record	Marketing user, Marketing super user	<ul style="list-style-type: none"> Once data is saved and data has been confirmed, actor can submit the record by click [Submit] button. After that system will set an operating lease quotation record as <u>submitted (or not draft)</u>. If done, actor can click back button to return to the list of operating lease quotation.
6.	Update operating lease quotation records	Marketing user, Marketing super user	<ul style="list-style-type: none"> On the list of operating lease quotation screen actor can click [Edit] button to update the record by editing data on the edit screen. If the quotations still <u>draft</u>, <i>marketing user</i> can click [Edit] button on the right side of the records on list of operating lease quotation screen. If the quotation records already <u>submit</u> and the status is <u>valid</u>, <i>marketing user</i> cannot click [edit] button to open edit operating lease quotation screen. If edit screen opens, actor can edit a record by inputting a data on each of the fields.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 66 of 92

			<ul style="list-style-type: none"> The mandatory fields cannot be blank.
7.	Filter and sort operating lease quotation records	Marketing user, Marketing super user	<ul style="list-style-type: none"> Actor can filter and sort the record based on columns where displayed on the list. To filter the records, actor can enter keywords into the filter fields. If matched data founds, the result will be displayed on the list. If doesn't, the list will be empty. To sort the records, actor can click header of column on the list table. After that the records will be sorted by ascending or descending, alternately. Upon select [Record number filter] drop down list, actor can filter a record number to display on the list. At least only one item can be selected.
8.	View detail operating lease quotation record	Marketing user, Marketing super user	<ul style="list-style-type: none"> On the list of operating lease quotation screen actor can view detail an operating lease quotation on the view detail screen. To open view detail screen, actor can click [View detail] button, after that system will display a detail of operating lease quotation. On this screen, actor cannot do anything to edit of data. Only viewing the record. There are 2 conditions when view detail screen opens: <ol style="list-style-type: none"> If the quotation status is still draft or already valid, [Validate] button and [set to draft] button will be disappeared. If quotation status was submitted, [Validate] button and [Set to draft] button will be shown. If done, actor can click back button to return to the list.
9.	Validate Operating lease quotation	Marketing super user	<ul style="list-style-type: none"> To do this process, actor should open view detail screen by clicking [View detail] button on the list. Once view detail screen opens, actor can change the status by clicking [validate] button. If quotation is already confirmed. After status changes to valid, actor cannot rollback the status to submitted or draft. After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list.
10.	Invalidate Operating lease quotation	Marketing super user	<ul style="list-style-type: none"> In this feature (for the worst case), if quotation were made inoperative/ not applicable, actor can change the status from valid to not valid. To do this process, actor should open view detail screen by clicking [View detail] button on the list. Once view detail screen opens, actor can change the status by clicking [Invalidate] button. After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list.
11.	Set to Draft of Operating lease quotation	Marketing super user	<ul style="list-style-type: none"> To utilize this feature; If quotation still need to be revised and status still not valid yet, actor can change

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 67 of 92

			the status from submitted to draft . <ul style="list-style-type: none"> To do this process, actor should open view detail screen by clicking [View detail] button on the list. Once view detail screen opens, actor can change the status by clicking [set to draft] button. After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list.
12.	Preview and print operating lease quotation	Marketing user, Marketing super user	<ul style="list-style-type: none"> To do this process, actor can select the quotation record by clicking [Print preview] button, and after that the preview screen will be opened. Once preview screen opens, actor can click [Print] button to print the report.

2.4.3 Status management and roles

The figure below is describing a role matrix (including relation with Status) of actor that already identified in a function.

Role of Actor	Filter and sort	Save as draft	Save changes (draft)	Save changes (submitted)	Submit	Validate	Preview & print
Marketing super user	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Marketing user	Yes	Yes	Yes	No	Yes	No	Yes

The figure below is describing transition of Status that performed when people interact in a function. In this features, validation (validate and invalidate) process triggered on the operating lease quotation module. If the quotation already validate, so the status of operating lease quotation will be valid too, and vice versa.

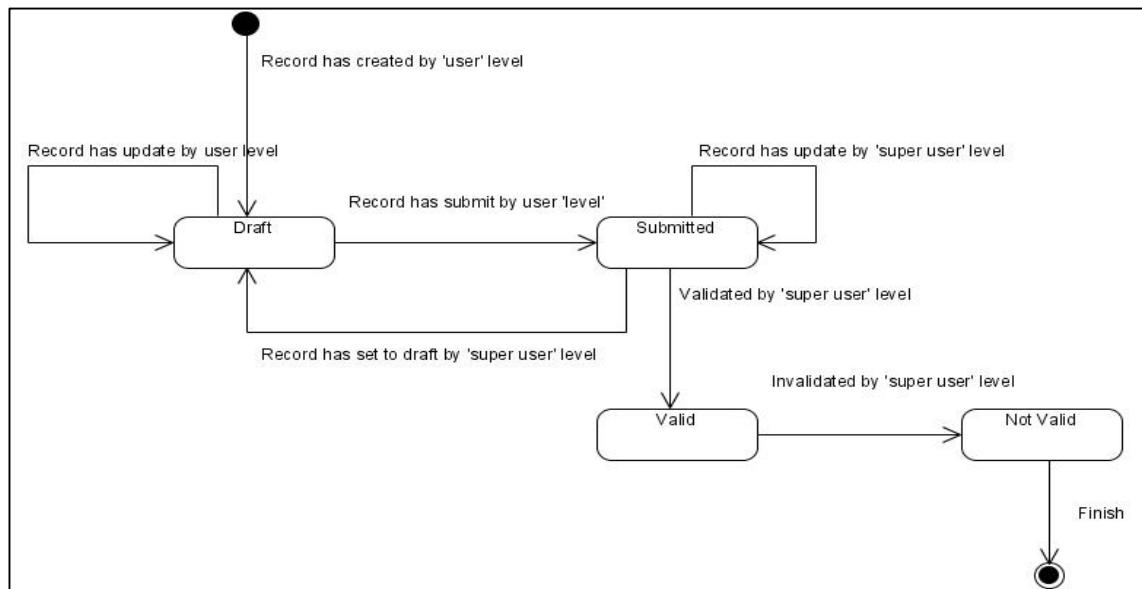


Figure 43 – Status diagram of Operating Lease Quotation

Functional Specification: A.1 Marketing Module			
Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 68 of 92

2.4.4 Sitemap design

Describe a web page that lists the pages on a web site to actors. Usually sitemap organized in hierarchical style.



Figure 44 – Sitemap design of Operating Lease Quotation

2.4.5 Screen design

2.4.5.1 List of operating lease quotation

This screen is designed to display a list of operating lease quotation. On this list actor can filter and sort a records. And also, actor can open another screen to create new quotation record, update quotation record, and view detail quotation record.

The screenshot shows the 'Operating Lease Quotation' list screen. It includes the following elements:

- Create:** A button labeled '+Create' with a red box around it, pointing to a callout 'To create new records'.
- List of Operating Lease Quotation:** A table header with columns: Registration Code, Maintenance Type, Insurance Company, Total Gross Premium, Commission Amount, Net Premium, and Status. A red box surrounds the entire table area.
- Show:** A dropdown menu showing '10 entries' with a red box around it, pointing to a callout 'Displaying list'.
- Search:** A search input field with a red box around it, pointing to a callout 'To filter records'.
- Action:** A column of icons for each row, with a red box around it, pointing to a callout 'To open edit or view detail records'.
- Data paging information:** A footer showing 'Showing 1 to 2 of 2 entries' with a red box around it, pointing to a callout 'To open paging the records'.
- First, Previous, Next, Last:** Navigation buttons at the bottom right.

Figure 45 – List of Operating Lease Quotation Screen

2.4.5.2 Create new operating lease quotation

This screen is designed to create new operating lease quotation record. After

PT. Berlian Sistem Informasi, 2015

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 69 of 92

filling out necessary data on the screen, actor can store a data into the system by clicking the action button.

The screenshot shows a form for creating a new operating lease quotation. The top section, 'Basic Information (Product)', includes fields for OPL Calculation Number, OPL Proposal Number, OPL Quotation Number, Customer Code, Customer Name, OPL Quotation Date, Start Period Plan, End Period Plan, Lease Period Plan, Valid Until, Product Registration Code, Product Type, Product Category, Product Brand Code, Product Brand Name, Product Model Code, Product Model Name, Product Model Type, Product Model Year, Transmission, Fuel Type, Displacement, Tax Amount, Expected Delivery Date, Delivery Place, Additional Items, and Remarks. The bottom section, 'Quotation Information', includes fields for Monthly Rents, Down Payment, Pre-Paid Month Rent, and Delivery Place. Action buttons at the bottom left include 'Save as Draft' and 'Submit'.

Figure 46 – Screen of Create New Operating Lease Quotation Screen

2.4.5.3 Update operating lease quotation

This screen is designed to update operating lease quotation. After changes some

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 70 of 92

data on the screen, actor can store a data into the system by click the action button.

The screenshot shows the 'Update Operating Lease Quotation' screen. At the top, there are navigation buttons: 'Back' (highlighted with a red box), 'Return back to list of operating lease quotation' (highlighted with a red box), 'To entry a quotation data' (highlighted with a red box), and a 'Valid' button. The header contains fields for 'Created by' (Abdul Somad Zaini), 'Created Date' (01/01/2014), 'Last Modified By' (Abdul Somad Zaini), and 'Last Modified Date' (01/01/2014). Below the header are two rows of input fields: 'OPL Calculation Number' and 'OPL Proposal Number' (both with 'Example' placeholder), 'OPL Quotation Number' and 'Customer Code' (both with 'Example' placeholder), 'Customer Name' and 'OPL Quotation Date (mm/dd/yyyy)' (both with 'Example' placeholder), 'Start Period Plan (mm/dd/yyyy)', 'End Period Plan (mm/dd/yyyy)', 'Lease Period Plan (Months)', and 'Valid Until (mm/dd/yyyy)' (all with 'Example' placeholder). The next section, 'Basic Information (Product)', contains six rows of input fields: 'Product Registration Code' and 'Product Type' (both with 'Example' placeholder), 'Product Category' and 'Product Brand Code' (both with 'Example' placeholder), 'Product Model Code' and 'Product Model Name' (both with 'Example' placeholder), 'Product Model Year (yyyy/mm)' and 'Product Model Type' (both with 'Example' placeholder), 'Transmission' and 'Fuel Type' (both with 'Example' placeholder), and 'Displacement (CC)' (with 'Example' placeholder). The 'Quotation Information' section includes fields for 'Monthly Rents' (Rp Example), 'Down Payment' (Rp Example), 'Pre-Paid Month Rent' (Rp Example), 'Tax Amount' (Rp Example), 'Expected Delivery Date (mm/dd/yyyy)' (Example), 'Delivery Place' (Example), 'Additional Items' (Example), and 'Remarks' (Example). At the bottom, there are two buttons: 'Save as Draft' (highlighted with a red box) and 'Submit' (highlighted with a red box). A note 'To save and navigate the calculation data' is placed between the buttons.

Figure 47 – Screen of Update Operating Lease Quotation Screen

2.4.5.4 View detail operating lease quotation

This screen is designed to view detail operating lease quotation. On this screen

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 71 of 92

actor can change status of a operating lease quotation by clicking action button.

The screenshot displays a form for viewing and editing an operating lease quotation. The interface is organized into several sections:

- Header:** Includes project information (Operating Lease Support System Development), author (Deny Prasetia), date (01 July 2015), status (Baseline, version 6.0), and document identifier (TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0).
- Action Buttons:** Top left has a 'Back' button. Top right has a green 'Valid' button. Below them are buttons for 'Return back to list of operating lease calculation' and 'To entry a calculation data'.
- Basic Information (Product) Section:** Contains pairs of labels and input fields for Product Registration Code, Product Type, Product Category; Product Brand Code, Product Brand Name, Product Model Code; Product Model Name, Product Model Type, Product Model Year (yyyy/mm); and Transmission, Fuel Type, Displacement (CC).
- Quotation Information Section:** Contains pairs of labels and input fields for Monthly Rents, Down Payment, Pre-Paid Month Rent; Tax Amount, Expected Delivery Date (mm/dd/yyyy), Delivery Place; Additional Items; and Remarks.
- Bottom Buttons:** Includes 'Save as Draft' and 'Submit' buttons, along with a 'To save and navigate the calculation data' button.

Figure 48 – Screen of View Detail Operating Lease Quotation

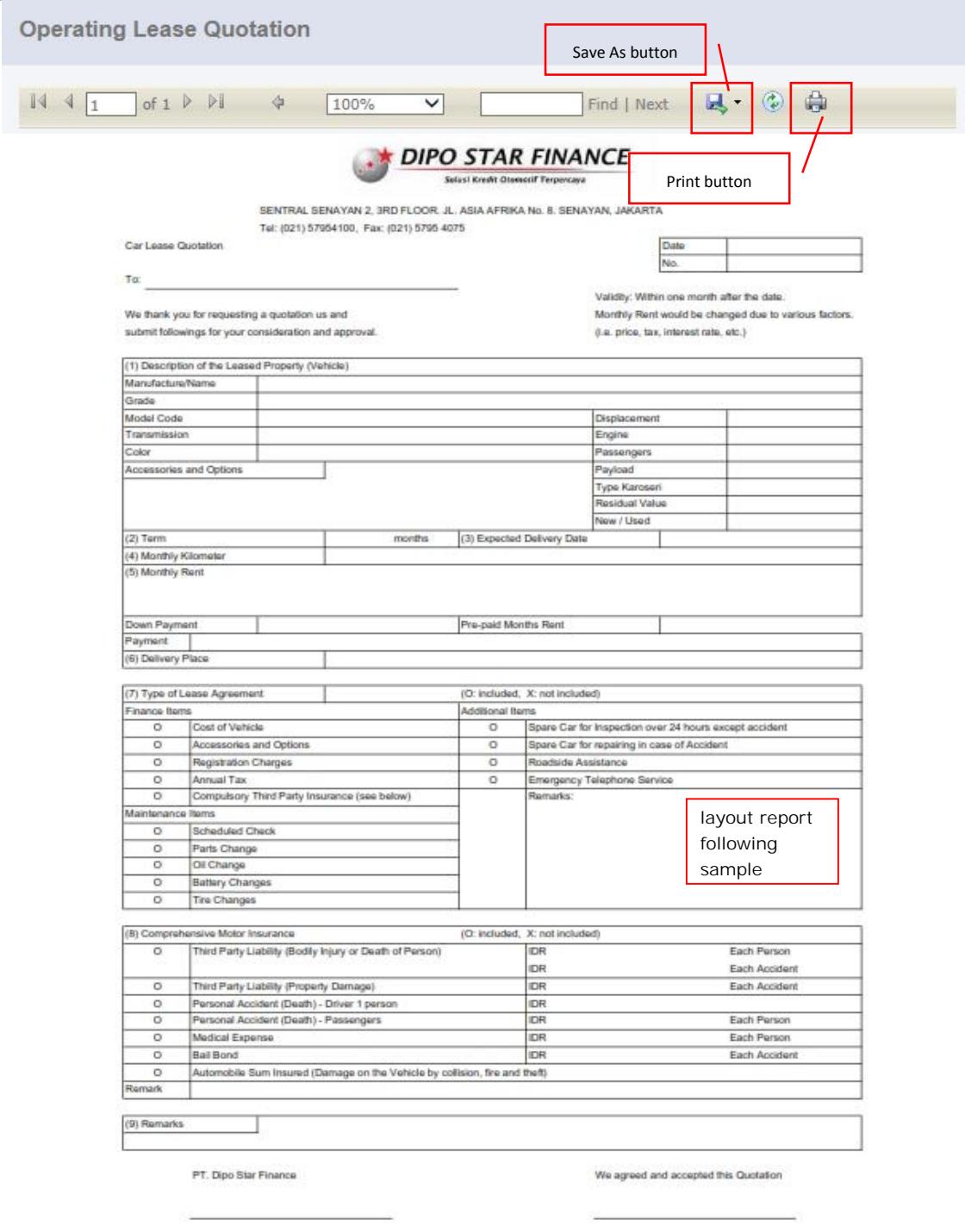
2.4.5.5 Preview and print operating lease quotation

This screen is designed to view report operating lease quotation. On this screen

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 72 of 92

actor can print and save report as pdf or excel file by clicking action button.



The screenshot shows the 'Operating Lease Quotation' screen for PT. Dipo Star Finance. At the top right, there are two buttons highlighted with red boxes: 'Save As' (represented by a floppy disk icon) and 'Print' (represented by a printer icon). The main form contains sections for vehicle details, lease terms, payment, delivery place, lease agreement types, insurance, and remarks. The 'Print' button is also highlighted with a red box in the bottom right corner of the form area.

Figure 49 – Screen of Preview and Print Operating Lease Quotation Screen

Functional Specification: A.1 Marketing Module				
Project	Operating Lease Support System Development			
Author	Deny Prasetia	Date	01 July 2015	
Status	Baseline	Version	6.0	
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0		Page	Page 73 of 92

2.4.6 Screen features

Features	Description
[Filter and sort]	To perform data filtering and data sorting of calculation records.
[Create new]	To create new operating lease quotation by entry data on create new form.
[Save as draft] or [Set to draft]	To save a quotation as a draft.
[Submit]	To submit a quotation record as a final.
[Save changes]	To update of changes when editing operating lease quotation record.
[View detail]	To inspect a detail operating lease quotation records by opens a view detail form.
[Edit]	To update of operating lease quotation record.
[Validate]	To validate of operating lease quotation.
[Preview and Print]	To preview and print the report.

2.4.7 Data structure

Field	Data Type	Data Length	Format	Mandatory
Quotation Identity				
OPL Calculation Number	Text	50	N/A	Yes
OPL Proposal Number	Text	50	N/A	Yes
OPL Quotation Number	Text	50	N/A	Yes
OPL Quotation Date	Date	N/A	mm-yyyy	Yes
Product Basic Information				
Product Registration Code	Text	50	N/A	Yes
Product Type	Text	100	N/A	Yes
Product Category	Text	50	N/A	Yes
Product Brand Code	Text	50	N/A	Yes
Product Brand Name	Text	100	N/A	Yes
Product Model Code	Text	100	N/A	Yes
Product Model Name	Text	100	N/A	Yes
Product Model Type	Text	100	N/A	Yes
Product Model Year	Date	N/A	mm-yyyy	Yes
Transmission	Text	100	N/A	Yes
Fuel Type	Text	100	N/A	Yes
Displacement (cc)	Text	100	N/A	Yes
Quotation Information				
Customer Code	Text	10	N/A	Yes
Customer Name	Text	100	N/A	Yes
Valid Until	Date	N/A	mm-dd-yyyy	No

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development			
Author	Deny Prasetya		Date	01 July 2015
Status	Baseline		Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0		Page	Page 74 of 92

Start Period Plan	Date	N/A	mm-dd-yyyy	No
End Period Plan	Date	N/A	mm-dd-yyyy	No
Lease Period Plan	Number	N/A	N/A	No
Terms	Text	200	N/A	No
Expected Delivery Date	Date	N/A	mm-dd-yyyy	No
Delivery Place	Text	100	N/A	No
Monthly Rents	Decimal	18,3	###,###,###.##	No
Down Payment	Decimal	18,3	###,###,###.##	No
Pre-Paid Month Rent	Decimal	18,3	###,###,###.##	No
Payment Amount	Decimal	18,3	###,###,###.##	No
Tax Amount	Decimal	18,3	###,###,###.##	No
Additional Items	Text	200	N/A	No
Remarks	Text	200	N/A	No
Audit Trail				
Create By	Text	100	N/A	Yes
Create Date	Date time	N/A	mm-dd-yyyy:hh-mm:ss	No
Last Modified By	Text	100	N/A	Yes
Last Modified	Date time	N/A	mm-dd-yyyy:hh-mm:ss	No
Status Management				
Is Deleted	Yes/No	N/A	N/A	Yes
Is Draft	Yes/No	N/A	N/A	Yes
Is Submitted	Yes/No	N/A	N/A	Yes
Is Valid	Yes/No	N/A	N/A	Yes

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 75 of 92

2.5 Agreement Information Inquiry

2.5.1 Use case

The figure below is summarizing who uses features of function, and what they can do with it.

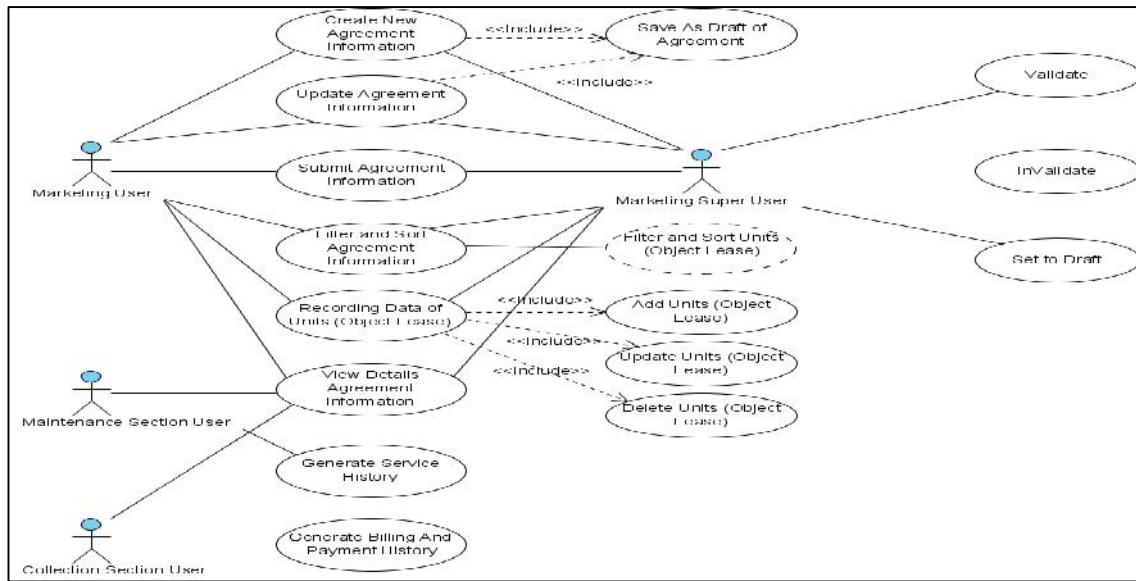


Figure 50 – Use case diagram of Agreement Information Inquiry

2.5.2 Operations and scenarios

The figure below is describing operations or steps performed in a function interact with people (flow of work between actors and the system).

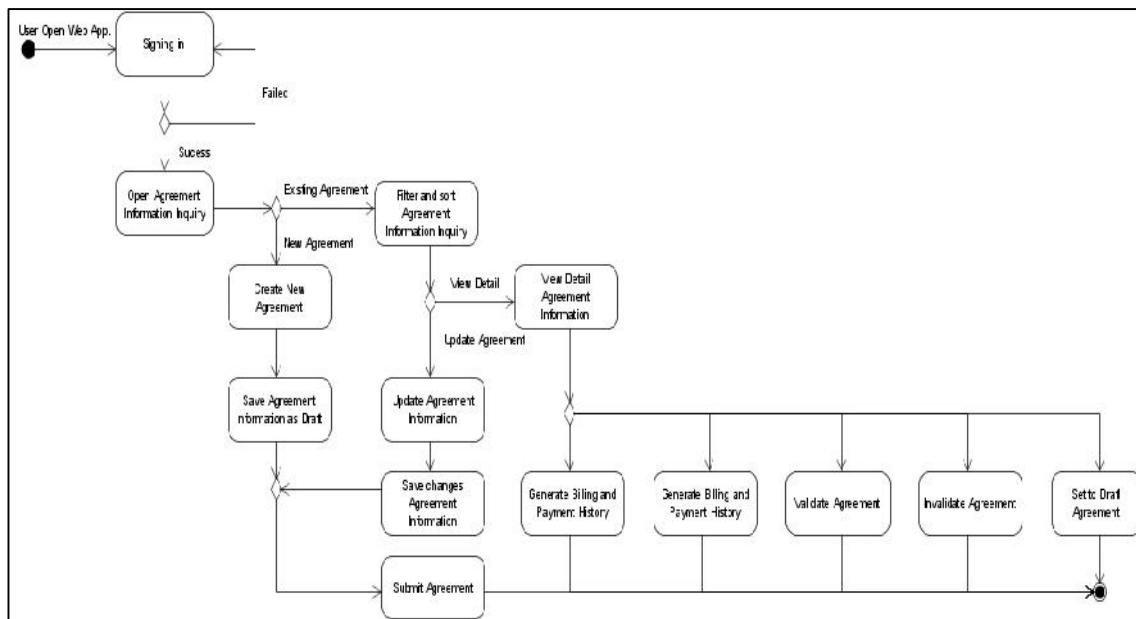


Figure 51 – Activity diagram of Agreement Information Inquiry

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 76 of 92

No.	Steps/ Operations	Actor/ People	Scenario
1	Signing in	Marketing user, Marketing superuser	<ul style="list-style-type: none"> Actor fills out sign in form by inputting user name and password. Actor clicks [sign in] button. System will check the account of user; if user account is already registered user will enter into the system. If doesn't user can return the step.
2.	Open agreementinformation inquiry module	Marketing user, Marketing superuser	<ul style="list-style-type: none"> After login, actor can open agreement information inquiry module on the menu of system. After that, the screen will be open. Once it is open, agreementinformation list will be shown and existing data will be displayed.
3.	Create new agreement information inquiry	Marketing user, Marketing superuser	<ul style="list-style-type: none"> If list of agreement information screen opens, actor can click [Create] button to create new data and after that agreement screen will be open. Once it open, actor can specify quotation number as reference for data input. To specify the quotation, click [...] button at quotation number, after that look-up window will be shown. These windows have features to search and select the calculation. At least one quotation must be selected. Once it done, actor can fill out other information on each field. The mandatory fields cannot be blank.
4.	Save operating lease agreement as draft	Marketing user, Marketing super user	<ul style="list-style-type: none"> After filling out the fields, actor can click [Save as draft] button, if want to make a records as <u>draft</u>. After that, system will proceed to store a data into database and will automatically check a validity of data (such as; data type, mandatory data, and data length) If done, actor can click [Back] button to return to the list of agreement, then agreement data will be displayed.
5	Submit operating lease agreement record	Marketing user, Marketing super user	<ul style="list-style-type: none"> Once data is saved and data has been confirmed, actor can submit the record by click [Submit] button. After that system will set an agreement record as <u>submitted (or not draft)</u>. If done, actor can click [Back] button to return to the list of agreement.
6.	Update operating lease	Marketing user,	<ul style="list-style-type: none"> On the list of agreementscreen actor can click [Edit] button to update the record by editing data on the edit

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 77 of 92

	agreementrecords	Marketing super user	<p>screen.</p> <ul style="list-style-type: none"> If the agreement still draft, user can click [Edit] button on the right side of the records on list of agreement screen. If the agreement records already submit and the status is valid, <i>marketing user</i> cannot click [edit] button to open edit agreement screen. If edit screen opens, actor can edit a record by inputting a data on each of the fields. The mandatory fields cannot be blank.
7.	Filter and sort operating lease agreement records	Marketing user, Marketing super user	<ul style="list-style-type: none"> Actor can filter and sort the record based on columns where displayed on the list. To filter the records, actor can enter keywords into the filter fields. If matched data founds, the result will be displayed on the list. If doesn't, the list will be empty. To sort the records, actor can click header of column on the list table. After that the records will be sorted by ascending or descending, alternately. Upon select [Record number filter]drop down list, actor can filter a record number to display on the list. At least only one item can be selected.
8.	View detail operating lease agreement record	Marketing user, Marketing super user	<ul style="list-style-type: none"> On the list of agreement actor can view detail agreementinformation on the view detail screen. To open view detail screen, actor can click [View detail] button, after that system will display a detail of agreement. On this screen, actor cannot do anything to edit of data. Only viewing the record. There are2 conditions when view detail screen opens: <ol style="list-style-type: none"> If the agreement status is still draftor already valid, [Validate] button and [set to draft] button will be disappeared. If the agreement status was submitted,[Validate] button and [Set to draft] button will be shown. If done, actor can click back button to return to the list.
9.	Validate Operating lease agreement	Marketing super user	<ul style="list-style-type: none"> To do this process, actor should open view detail screen by clicking [View detail] button on the list. Once view detail screen opens, actor can change the status by clicking [validate] button. If quotation is already confirmed. After status changes to valid, actor cannot rollback the status to submitted or draft.

Functional Specification: A.1 Marketing Module			
Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 78 of 92

			<ul style="list-style-type: none"> After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list.
10.	Invalidate Operating lease agreement	Marketing super user	<ul style="list-style-type: none"> In this feature (for the worst case), if quotation were made inoperative/ not applicable, actor can change the status from valid to not valid. To do this process, actor should open view detail screen by clicking [View detail] button on the list. Once view detail screen opens, actor can change the status by clicking [Invalidate] button. After that, system will proceed automatically to change the status, and actor can click [Back] button to return to the list.
11.	Generate Service History	Maintenance Section user	<ul style="list-style-type: none"> Once agreement already validate, user can generate service schedule based on maintenance condition and quantity of units on the agreement. The schedule will be generated base on ach of units as many as number of lease period with the status of Service History is Draft.
12.	Generate Billing Payment History	Collection Section user	<ul style="list-style-type: none"> Once agreement already validate, user can generate billing payment schedule base on payment condition on the agreement. The payment schedule will be generated base on ach of units as many as number of lease period with the status of Service History is Draft.

2.5.3 Status management and roles

The figure below is describing a role matrix (including relation with Status) of actor that already identified in a function.

Role of Actor	Filter and sort	Save as draft	Save changes (draft)	Save changes (submitted)	Submit	Validate	Preview & print
Marketing super user	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Marketing user	Yes	Yes	Yes	No	Yes	No	Yes

The figure below is describing transition of Status that performed when people interact in a function. In this features, validation (validate and invalidate) process triggered on the operating lease agreement module. If the quotation already validate, so the status of operating lease agreement will be valid too, and vice versa.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 79 of 92

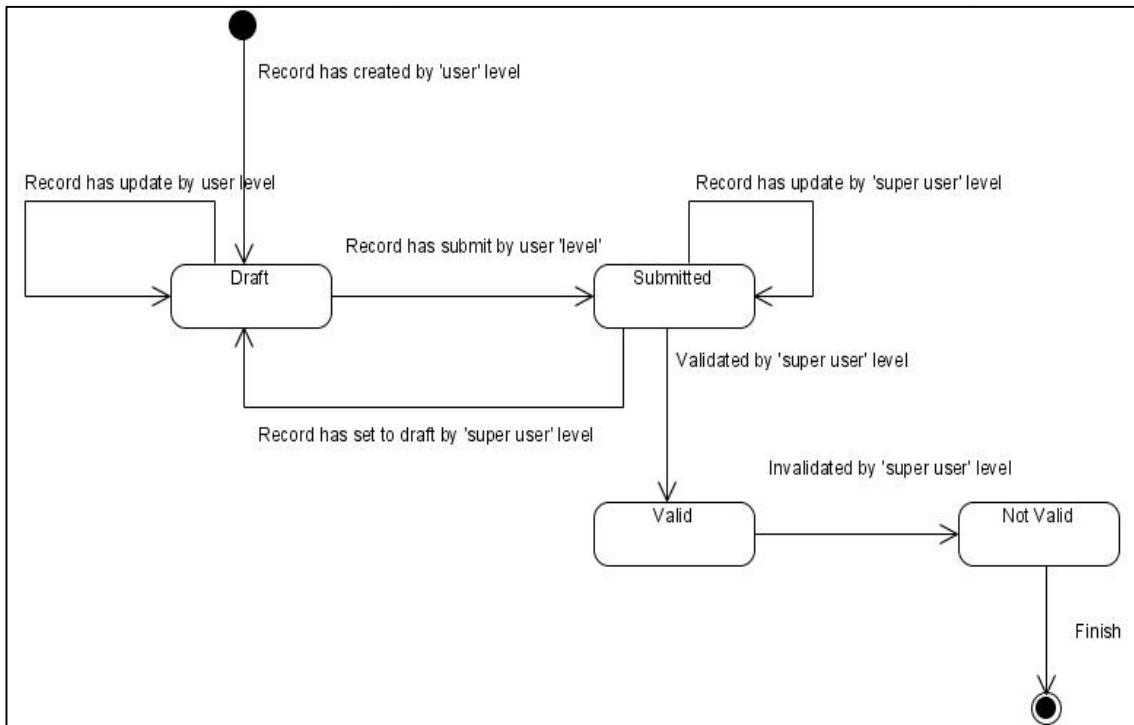


Figure 52 – Status diagram of Operating Lease Agreement

2.5.4 Sitemap design

Describe a web page that lists the pages on a web site to actors. Usually sitemap organized in hierarchical style.

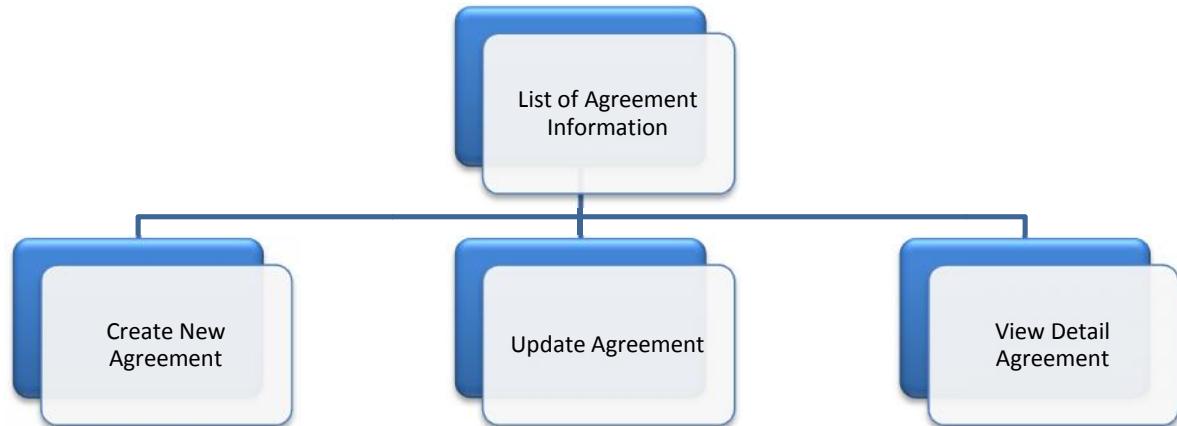


Figure 53 – Sitemap design of Operating lease agreement

2.5.5 Screen design

2.5.5.1 List of agreement information inquiry

This screen is designed to display a list of operating lease agreement. On this list actor can filter and sort a records. And also, actor can open another screen to create new quotation record, update quotation record, and view detail quotation record.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 80 of 92

Agreement Information Inquiry

Agreement list							
Agreement Number	Agreement Date	Customer Name	Brand Name	Model Name	Expired Date	Status	Action
000100AN01/11/2014	10/10/2014	PT. KRM	Pajero	Exceed	10/10/2015	Valid	Details
000090AN01/11/2014	11/01/2014	PT. KRM	Mirage	Exceed	11/01/2015	Valid	Details
000080AN01/11/2014	10/10/2014	PT. KRM	Pajero	Exceed	10/10/2015	Valid	Details
000070AN01/11/2014	11/01/2014	PT. KRM	Mirage	Exceed	11/01/2015	Valid	Details
000060AN01/11/2014	10/10/2014	PT. KRM	Pajero	Exceed	10/10/2015	Valid	Details
000050AN01/11/2014	11/01/2014	PT. KRM	Mirage	Exceed	11/01/2015	Valid	Details
000040AN01/11/2014	10/10/2014	PT. KRM	Pajero	Exceed	10/10/2015	Valid	Details
000030AN01/11/2014	11/01/2014	PT. KRM	Mirage	Exceed	11/01/2015	Valid	Details
000020AN01/11/2014	10/10/2014	PT. KRM	Pajero	Exceed	10/10/2015	Valid	Details
000010AN01/11/2014	11/01/2014	PT. KRM	Mirage	Exceed	11/01/2015	Valid	Details

Showing 1 to 10 of 18 entries Data paging information To open paging the records First Previous 1 2 Next Last

Figure 54 – Screen of Agreement Information Inquiry List

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 81 of 92

2.5.5.2 Create new agreement

This screen is designed to create new agreement record. After filling out necessary data on the screen, actor can store a data into the system by clicking the action button.

The screenshot shows the 'Agreement Information' screen with several sections and annotations:

- Quotation Number:** To entry a quotation data
- BAST Date [mm/dd/yyyy] and Start Date Usage Unit [mm/dd/yyyy]:** Value of [BAST Date] and [Start Date Usage Unit] can be same
- First Due Date of Usage Unit [mm/dd/yyyy]:** Will be filled automatically
- Number of Payment (Numbers):** Will be filled automatically
- Product Registration Code, Product Brand Name, Product Model Name:** To open view detail and delete a records
- Break Down Special Contract:** To add new records
- Action:** Details | Delete
- Data paging information:** Showing 1 to 5 of 8 entries, First, Previous, 1, 2, Next, Last
- Save as Draft, Submit:** To save and navigate the quotation data

Police Number/Invoice Number	Engine Number	Carroseriel/Accessories	Action
B 3402 KAN	00001/INV/11/2014	Dump Truck, GPS	Details Delete
B 1843 TZV	00002/INV/11/2014	GPS	Details Delete
B 3435 QZR	00001/INV/11/2014	Dump Truck, GPS	Details Delete
B 6434 TZV	00002/INV/11/2014	GPS	Details Delete
B 5402 KAN	00001/INV/11/2014	Dump Truck, GPS	Details Delete

Figure 56 – Screen of Agreement Information Inquiry List

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 82 of 92

2.5.5.3 Update agreement information

This screen is designed to update agreement quotation. After changes some data on the screen, actor can store a data into the system by click the action button.

The screenshot shows the 'Update Agreement Information' screen. At the top, there's a section for 'Agreement Information' with fields like Quotation Number, Agreement Number, Previous Agreement Number, and Agreement Date. Below this is a 'Payment Condition' section with fields for Lease Category, Insurance, Purchase Required, and Payment Frequency. The main body contains sections for 'Maintenance Condition' and a 'List of Unit (Object Lease)'. The 'List of Unit' section includes a table with columns for Police Number/Invoice Number, Engine Number, Carroserie/Accessories, and Action. At the bottom, there are buttons for Save as Draft and Submit.

Figure 57 – Screen of Update Agreement Information

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 83 of 92

2.5.5.4 View detail agreement

This screen is designed to view detail agreement information. On this screen actor can change status of a operating lease quotation by clicking action button.

Agreement Information									
Quotation Number	Quotation Number	...	Agreement Number	Agreement Number	Prev. Agree. Number	Prev. Agree. Number	Agreement Date	(mm/dd/yyyy)	...
Sales PIC Name	Sales PIC Name	Sales PIC Position	Sales PIC Position	Sales PIC Phone	Sales PIC Position	Sales PIC Email	Sales PIC Email		
Customer Name	Customer Name	Contract Start Date	(mm/dd/yyyy)	Contract Expired Date	(mm/dd/yyyy)	Lease Period (Months)	Lease Period (Months)		
<u>Payment Condition</u>									
Lease Category	Lease Category	Insurance	Yes	Purchase Required	Purchase Required	Payment Transaction	Transfer	...	
First Due Date of Usage Unit	(mm/dd/yyyy)	Due Date of First Payment	(mm/dd/yyyy)	Term of Payment (Days)	(Days)	Issue of Invoices Date	(mm/dd/yyyy)	...	
Monthly Inst.	Rp.	Deposit Amount	Rp.	Number of Payment (Numbers)	1	Deposit Payment Date	(mm/dd/yyyy)	...	
Deposit Return Date	(mm/dd/yyyy)	Interest Penalty (%)	Interest Penalty (%)						
<u>Maintenance Condition</u>									
Product Registration Code	Product Registration Code	Product Brand	Product Brand	Product Model	Product Brand	Model Year (yyyy/mm)	Model Year		
Maintenance Type	Maintenance Type	Usage	Usage	Accessories	Yes	Carrosserie	Yes	...	
Contract Mileage (per Months)	Contract Mileage	Actual Mileage (per Month)	Actual Mileage	Regular Maint. (KM/ Month)	Regular Main.(Km)	Lubricants, Fats (KM/ Months)	Lubricants, Fats		
Battery Change	Battery Change	Tire Change	Tire Change	Customer Service Desk (CSD)	Cust. Serv. Desk (CSD)	General/ Others Maintenance	Yes	...	
STNK Renewal	Yes	STNK Renewal Date Sched.	(mm/dd/yyyy)	KEUR Renewal	Yes	KEUR Renewal Date Sched.	(mm/dd/yyyy)	...	
Break Down Special Contract	Yes	Break Down Special Contract Remarks		Replacement Unit	Yes	Replacement Unit Remarks			
List of Unit (Object Lease)									
Add	To add new records				To open view detail and delete a records				
Police Number/Invoice Number	Engine Number	Carrosserie/ Accessories			Action				
B 3402 KAN	00001/INV/11/2014	Dump Truck, GPS			Details Delete				
B 1843 TZV	00002/INV/11/2014	GPS			Details Delete				
B 3435 QZR	00001/INV/11/2014	Dump Truck, GPS			Details Delete				
B 6434 TZV	00002/INV/11/2014	GPS			Details Delete				
B 5402 KAN	00001/INV/11/2014	Dump Truck, GPS			Details Delete				
Showing 1 to 5 of 8 entries		Data paging information			To open paging the records				
Save as Draft		Submit			To save and navigate the quotation data				

Figure 58 – Screen of Details Agreement Information

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 84 of 92

2.5.6 Screen features

Features	Description
[Filter and sort]	To perform data filtering and data sorting of calculation records.
[Create new]	To create new operating lease quotation by entry data on create new form.
[Save as draft] or [Set to draft]	To save a quotation as a draft.
[Submit]	To submit a quotation record as a final.
[Save changes]	To update of changes when editing operating lease quotation record.
[View detail]	To inspect a detail operating lease quotation records by opens a view detail form.
[Edit]	To update of operating lease quotation record.
[Validate]	To validate of operating lease quotation.
[Preview and Print]	To preview and print the report.

2.5.7 Data structure

Field	Data Type	Data Length	Format	Mandatory	DB Mapping
Agreement Information					
Quotation Number	Varchar	50	N/A	Yes	OPLAgreementDetails.OPLQuotationNumber
Agreement Number	Varchar	50	N/A	Yes	OPLAgreement.AgreementNumber
Previous Agreement Number	Varchar	100	N/A	No	OPLAgreement.AgreementNumberReff
Agreement Date	Date	N/A	mm/dd/yyyy	No	OPLAgreement.AgreementDate
Marketing Officer PIC Name	Varchar	200	N/A	No	OPLAgreement.PICFullName
Marketing Officer PIC Position	Varchar	50	N/A	No	OPLAgreement.PICPositionName
Marketing Officer PIC Phone	Varchar	50	N/A	No	OPLAgreement.PICTelephone
Marketing Officer PIC Email	Varchar	50	N/A	No	OPLAgreement.PICEmailAddress
Customer Name	Varchar	200	N/A	No	Customer.CustomerName
BAST Date	Date	N/A	mm/dd/yyyy	Yes	OPLAgreement.BASTHAndoverSchedule
Start Date Usage Unit	Date	N/A	mm/dd/yyyy	Yes	OPLAgreement.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development				
Author	Deny Prasetia			Date	01 July 2015
Status	Baseline			Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0			Page	Page 85 of 92

						StartPeriodDate
End Date Usage Unit		Date	N/A	mm/dd/yyyy	Yes	OPLAgreement.EndPeriodDate
Lease Period		Int	N/A	N/A	Yes	OPLCalculation.LeasePeriodPlan
Payment Condition						
Lease Category		Varchar	100	N/A	No	OPLAgreement.LeaseCategory
Insurance		Bit	N/A	N/A	No	OPLAgreement.IsInsurance
Purchase Required		Bit	N/A	N/A	No	OPLAgreement.PurchaseAfterLease
Payment Transaction		Varchar	100	N/A	No	OPLAgreement.PaymentTransactionType
First Due Date of Usage Unit		Date	N/A	mm/dd/yyyy	No	OPLAgreement.FDueDateUsage
Term Of Payment		Int	N/A	N/A	No	OPLAgreement.TermOfPayment
First Due Date of Payment		Date	N/A	mm/dd/yyyy	No	OPLAgreement.FDDatePayment
Issue of Invoices Date		Date	N/A	mm/dd/yyyy	No	OPLAgreement.IssueInvoiceDate
DepositAmount		Decimal	18,0	###,###,###.##	No	OPLAgreement.DepositAmount
Monthly Installment		Decimal	18,0	###,###,###.##	No	*calculation result
Deposit Amount		Decimal	18,0	###,###,###.##	No	OPLAgreement.DepositAmount
Number of Payment		Int	N/A	N/A	No	OPLAgreement.NumberOfPayments
Deposit Payment Date		Date	N/A	mm/dd/yyyy	No	OPLAgreement.DepositPaymentDate
Deposit Return Date		Date	N/A	mm/dd/yyyy	No	OPLAgreement.DepositReturnDate
Interest Penalty		Decimal	18,6	N/A	No	OPLAgreement.InterestOfPenalty
Maintenance Condition						
Product Registration Code		Varchar	50	N/A	No	OPLAgreementDetails.ProductCode
Product Brand Name		Varchar	100	N/A	No	Product.BrandName
Product Model Name		Varchar	100	N/A	No	Product.ModelName
Model Year		Date	N/A	mm-yyy	No	Product.ModelYear

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development			
Author	Deny Prasetia		Date	01 July 2015
Status	Baseline		Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0		Page	Page 86 of 92

Maintenance Type	Varchar	100	N/A	No	OPLAgreementDetails. MaintenanceType
Usage	Varchar	100	N/A	No	OPLAgreementDetails. Usage
Accessories	Bit	N/A	N/A	No	OPLAgreementDetails. IsAccessories
Carrosserie	Bit	N/A	N/A	No	OPLAgreementDetails. IsCarroserie
Contract Mileage	Int	N/A	N/A	No	OPLAgreementDetails. MonthlyMileageContract
Oil Exchange Mileage	Int	N/A	N/A	No	OPLAgreementDetails. OilExchangeMileage
Regular Maintenance	Int	N/A	N/A	No	OPLAgreementDetails. RegularMaintenanceMileage
Lubricants, Fats	Int	N/A	N/A	No	OPLAgreementDetails. LubricantsFatMileage
Battery Change	Int	N/A	N/A	No	OPLAgreementDetails. BateryChangeMileage
Tire Change	Int	N/A	N/A	No	OPLAgreementDetails. TireChangeMileage
Customer Service Desk	Varchar	100	N/A	No	OPLAgreementDetails. CSDMaintenance
General / Others Maintenance	Bit	N/A	N/A	No	OPLAgreementDetails. GeneralFailureMaintenance
STNK Renewal	Bit	N/A	N/A	No	OPLAgreementDetails. STNKRenewal
STNK Renewal Date Schedule	Date	N/A	mm/dd/yyyy	No	OPLAgreementDetails. STNKRenewalDate
KEUR Renewal	Bit	N/A	N/A	No	OPLAgreementDetails.

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development				
Author	Deny Prasetia			Date	01 July 2015
Status	Baseline			Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0			Page	Page 87 of 92

						KEURRenewal
KEUR Renewal Date Schedule		Date	N/A	mm/dd/yyyy	No	OPLAgreementDetails. KEURRenewalDate
Break Dawn Special Contract		Bit	N/A	N/A	No	OPLAgreementDetails. BreakDawnContract
Break Dawn Special Contract Remarks		Varchar	200	N/A	No	OPLAgreementDetails. BreakDawnRemarks
Replacement Unit		Bit	N/A	N/A	No	OPLAgreementDetails. ReplacementUnit
Replacement Unit Remarks		Varchar	200	N/A	No	OPLAgreementDetails. ReplacementUnitRemarks
Audit Rail						
Create By		Text	100	N/A	Yes	CreateBy
Create Date		Date time	N/A	mm-dd-yyyy:hh-mm:ss	Yes	CreateDate
Last Modified By		Text	100	N/A	Yes	LastModifiedBy
Last Modified		Date time	N/A	mm-dd-yyyy:hh-mm:ss	Yes	LastModified
Status Management						
Is Deleted		Yes/No	N/A	N/A	Yes	IsDeleted
Is Draft		Yes/No	N/A	N/A	Yes	IsDraft
Is Submitted		Yes/No	N/A	N/A	Yes	IsSubmitted
Is Valid		Yes/No	N/A	N/A	Yes	IsValid

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 88 of 92

3 Appendix

3.1 Use Case Terminology

What is the use case?

- (i) **A use case is** a written description of how users will perform tasks on your website. It outlines, from a user's point of view, a system's behavior as it responds to a request. Each use case is represented as a sequence of simple steps, beginning with a user's goal and ending when that goal is fulfilled. (<http://www.usability.gov/how-to-and-tools/methods/use-cases.html>)
- (ii) **A use case is** a list of steps, typically defining interactions between a role and a system. (http://en.wikipedia.org/wiki/Use_case)
- (iii) **A use case is** a formal way of representing how a business interacts with its environment. It is summarized into a single picture. (<http://romisatriawahono.net/lecture/sad/romi-sad-05-implementation-march2014.pptx>)

What are Benefits of use cases?

- (i) **Use cases** add value because they help explain how the system should behave and in the process, they also help brainstorm what could go wrong. They provide a list of goals and this list can be used to establish the cost and complexity of the system. Project teams can then negotiate which functions become requirements and are built.

What Use Cases Include	What Use Cases Do NOT Include
<ul style="list-style-type: none">• Who is using the website• What the user want to do• The user's goal• The steps the user takes to accomplish a particular task• How the website should respond to an action	<ul style="list-style-type: none">• Implementation-specific language• Details about the user interfaces or screens.

(<http://www.usability.gov/how-to-and-tools/methods/use-cases.html>)

- (ii) With the help of use case diagram, you can discuss and communicate:
 - The scenarios in which your system or application interacts with people, organizations, or external systems.
 - The goals that it helps those actors achieve.
 - The scope of your system.

(<http://msdn.microsoft.com/en-us/library/dd409432.aspx>)

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 89 of 92

3.2 Calculation Formula

=> Calculation of Refinance:

1. Calculation formula
 - o **Net Sales**
([Sales Price] * [Quantity]) - [Commission] - [Other Expense0,1,2,3]

 - o **Profit Amount**
[Net Sales] -[Residual Value]

=> Calculation of Operating Lease:

1. Step2 - Financial Condition:
 - o Prime Rate Effective
[Borrowing Rate Effective] +[Spread Rate Efective]
 - o Rate Flat
LF Monthly Installment = PMT(Prime Rate Effective/12, Period, -(Product Net + Accessories Net + Carroserie Net) * (100%-0)), 0, Payment Type)
LF Total Installment = LF Monthly Installment * Period
LF Interest Expenses = (PMT(Borrowing Rate Effective/12, Period, -(Product Net + Accessories Net + Carroserie Net), 0, Payment Type) * Period) - (Product Net + Accessories Net + Carroserie Net)
LF Principal Investment = (Product Net + Accessories Net + Carroserie Net) - ((Product Net + Accessories Net + Carroserie Net) * 0)
LF Interest Income = LF Total Installment - LF Interest Expenses - LF Principal Investment
Borrowing Flat Rate = LF Interest Expenses / LF Principal Investment / (Period/12)
Spread Flat Rate = (LF Interest Income/Period) / (Product Net + Accessories Net + Carroserie Net) * 12
Prime Flat Rate = Borrowing Flat Rate + Spread Flat Rate
2. Step3 - Maintenance Cost
 - o Sum Up Maintenance Cost Condition
 - o Value of [Total Maintenance Cost] is total budget during the period of lease
3. Step4-Insurance Cost
 - o Sum Up Insurance Cost Condition
 - o Value of [Mediator Fee Amount] \leq value of [Commission Amount]
4. Step5 - Operating Lease Result:
 - o Calculate Nett Product Price
[Sum Up (Total Product Price +Total Accessories Price + Total Carroserie Price)] *[Unit Quantity]
 - o Calculate Gross Product Price
[Sum Up (Product Price + Accessories Price + Carroserie Price)] *[Unit Quantity]
 - o Calculate Maintenance Cost
[Sum Up Maintenance Cost] *Unit Quantity]
 - o Calculate Insurance Cost

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 90 of 92

[Sum Up Insurance Condition Cost]*[Lease Period Plan]*[Unit Quantity]

- Residual Value
[RV Rate] * [Nett Product Price]*[Unit Quantity]
- Standard Residual Value
[RV Rate] * [Gross Product Price]*[Unit Quantity]
- STNK & KEUR Renewal Cost
[Total Registration Value]
- Replacement Unit Cost
([Replacement Unit]*[Lease Period Plan]*[Unit Quantity])
- Mediator Fee Cost
([Mediator Fee Cost]*[Unit Quantity])
- Mobilization Cost
([Mobilization Cost]*[Unit Quantity])
- Demobilization Cost
([Demobilization Cost]*[Unit Quantity])
- Insurance Cost
[Gross Premium] - [Commission]
- Interest Cost
PMT([(Borrowing Rate Eff.)/12],[Lease Period Plan],-(Nett Product Price),0,[payment type])*[Lease Period Plan]- (Nett Product Price)
- Depreciations
(Total Product Price + Accessories Price + Carroserie Price) – RV Amount)
- Interest Cost for TOP
[Term of Payments] * (Total Product Price + Accessories Price + Carroserie Price) * (Borrowing Rate Flat/360)
- Interest Cost for Payment Before BAST
[Interest Cost DP Unit] + [Interest Cost Payment Settlement Unit] + [Interest Cost DP Accessories] + [Interest Cost Payment Settlement Accessories] + [Interest Cost DP Carroserie] + [Interest Cost Payment Settlement Carroserie]
- Interest Cost DP Unit
[Total Product Price] * [DP Percent To BAST] * [DP Period to BAST] * (Borrowing Rate Flat/ 360)
- Interest Cost Payment Settlement Unit

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetya	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 91 of 92

[Total Product Price] * [PS Percent To BAST] * [Payment Settlement Period to BAST] *
(Borrowing Rate Flat/ 360)

- Interest Cost DP Accessories
[Total Product Price]* [DP Percent To BAST] * [DP Period to BAST] * (Borrowing Rate Flat/ 360)
- Interest Cost Payment Settlement Accessories
[Accessories Price]* [PS Percent To BAST] * [Payment Settlement Period to BAST] *
(Borrowing Rate Flat/ 360)
- Interest Cost DP Carroserie
[Carroserie Price]* [DP Percent To BAST] * [DP Period to BAST] * (Borrowing Rate Flat/
360)
- Interest Cost Payment Settlement Carroserie
[Accessories Price]* [PS Percent To BAST] * [Payment Settlement Period to BAST] *
(Borrowing Rate Flat/ 360)
- Insurance Income Cost
[Commission Amount]
- Interest Income
[Rate after Adjustment] * [Total Cost]
- **Total Cost**

- DSFFinance Lease Interest Income
[NetTotalPrice] * [SpreadFlatPercent] * ([LeasePeriodPlan] 12);
- DSFFinance Lease Total Income
[NetTotalPrice] + [DSFLeaseFinanceInterestIncome] + [Interest Expense] +
[Administration Fee Amount] + [Insurance Income]
- DSFFinance Lease Total Cost
[NetTotalPrice] + [Interest Expense]
- DSFFinance Lease Total Profit
[DSFFinance Lease Total Income] - [DSFFinance Lease Total Cost]
- OPL Product Profit
[DSFFinance Lease Total Profit] * [Ratio]
- **Total Installment**
[OPLProductProfit] + [OPLProductTotalCost]
- **Monthly Installment OPL**

Functional Specification: A.1 Marketing Module

Project	Operating Lease Support System Development		
Author	Deny Prasetia	Date	01 July 2015
Status	Baseline	Version	6.0
Document	TM14402A - DSF OLSS - FS A.1 Marketing Module Rev.6.0	Page	Page 92 of 92

[Total Installment] / [Lease Period Plan]

- **[Total Income]**
[Total Installment] + [Insurances income]
- **[Total Income After Lease Cost]**
[Total Income - Total Cost]