

# After Allocation Meeting

## Learning Objectives

After completing this unit, you'll be able to

- Document final allocation decision (defined evaluation function)
- Create the Opportunity Assessment record

## Introduction

After the Allocation Meeting, the SGD PMO needs to perform a series of tasks, that include:

- Update the Meeting Agenda Item record
- Add team members to the Opportunity D&D
- Create assessment records and assign them to the appropriate function

Meanwhile, the Project Manager will have to provide feedback on the assessment request from the SGD PMO.

## Documenting the Final Decision (evaluation function) on MAI (SGD PMO)

The SGD PMO will record the final decision of the allocation to a team by setting the field "Decision final". To do that, follow these steps:

1. Open the **MAI record**
2. Edit the "**Decision Final**" field
3. Add the "**Meeting Minutes**" to the field
4. Click "**Save**"
5. Click on the blue link to open the linked Opportunity D&D

Meeting Agenda Items

Meeting Order: Decision Tracker Final: SDC Ljubljana

Agenda Item Source Link: [Opp D&D](#)

Meeting: Allocation Sept 2020

Owner: [User]

Once the record is locked and changes are needed please contact "Super User" for support.

**Details** | Deliverables | Follow-Up Actions

Meeting Agenda Item full name: [Field]

Agenda Item Source: Opportunity D&D  
*This field is calculated upon save*

Topic: Evaluation Allocation  
[View all dependencies](#)

Meeting: Allocation Sept 2020

Meeting Date: 29.09.2020  
*This field is calculated upon save*

Agenda Item Owner: [User]

Description / Summary: [Field]

**Details**

Decision Proposed: SDC Ljubljana  
[View all dependencies](#)

Decision Final: SDC Ljubljana

Net Sales: [Field]

Cost: 0,00

NPV: [Field]

Strengths: 5 MG; 2.5 MG

Countries: JP

Meeting Minutes: [Field]

Cancel Save

6. You can check that the Opportunity D&D record status has been automatically moved to **"Under Evaluation"**

Opportunity Detail & Diligence

+ Follow Sy

**Details** | Team | Feedback | Countries | Forecasts | Quip | Selection Process

**Details**

Proposal Lead: Global

Urgency: [Field]

Likelihood of Selection: [Field]

Evaluation Status: Under evaluation

Type of Opportunity: New Selection

Triage start date: 25.09.2020

The next step is to add team members to the Opportunity D&D and assign them the assessment they should perform.

## Add Team Members (SGD PMO)

The SGD PMO will add the Project Manager responsible for the evaluation.

To add a team member, follow these steps:

1. On the **Opportunity Detail & Diligence** record, on the **"Team"** tab, **"Product Opportunity Team"** section, click on **"New Team Member"**

Opportunity Detail & Diligence

+ Follow Sync CDL & Forecast Manage Counts

Details **Team** Feedback Countries Forecasts Quip Selection Process

Product Opportunity Team (0)

New Team Member **1** Contact My Team

2. On the pop-up window, complete the fields:

- "Contact"** - search for the name of the team member
- "Organization Unit"** - pick the unit where the team member belongs ("Development")
- "Role"** - pick a role based on the chosen unit ("Development Manager")
- Tick **"Active Team Member"** if the function is an active team member on the Product Opportunity
- Tick **"Include in Feedback"** if the function is to give feedback on the Product Opportunity (Keep **Ticked**)
- Tick **"Include in Approval"** if the function is to be involved in the approval process (Keep **Ticked**)
- Click **"Save"**

New Product Opportunity Team

\* = Required Information

Information

Contact **a** Search Contacts... Organization Unit **b** --None--  
View all dependencies

Role **c** --None--  
View all dependencies

Active Team Member **d** ☒  
Include in Feedback **e** ☒  
Include in Approval **f** ☒

System

\* Product Opportunity Name **g** Amoxicillin trihydrate + Potassium Cl X  
\* Product Opportunity Contact Role Number Amoxicillin trihydrate + Potassium Clavulan

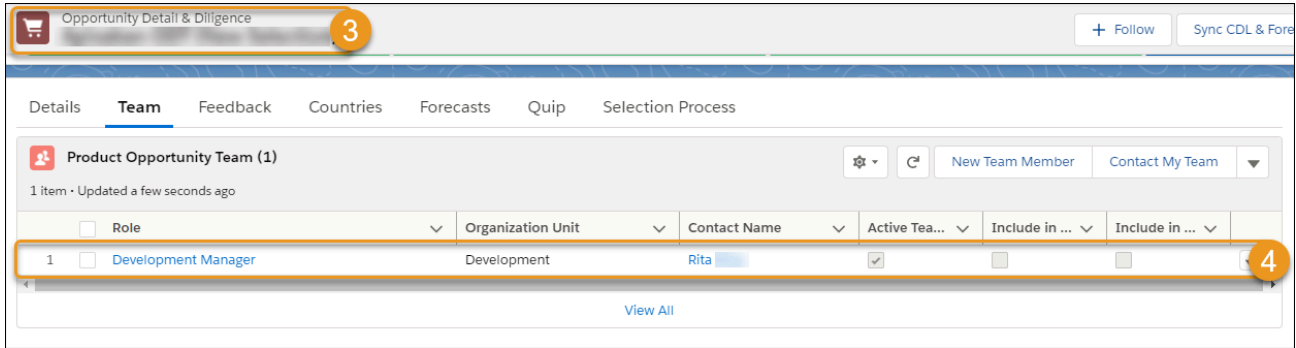
System Information

Contact User Search People...  
In Approval ☐

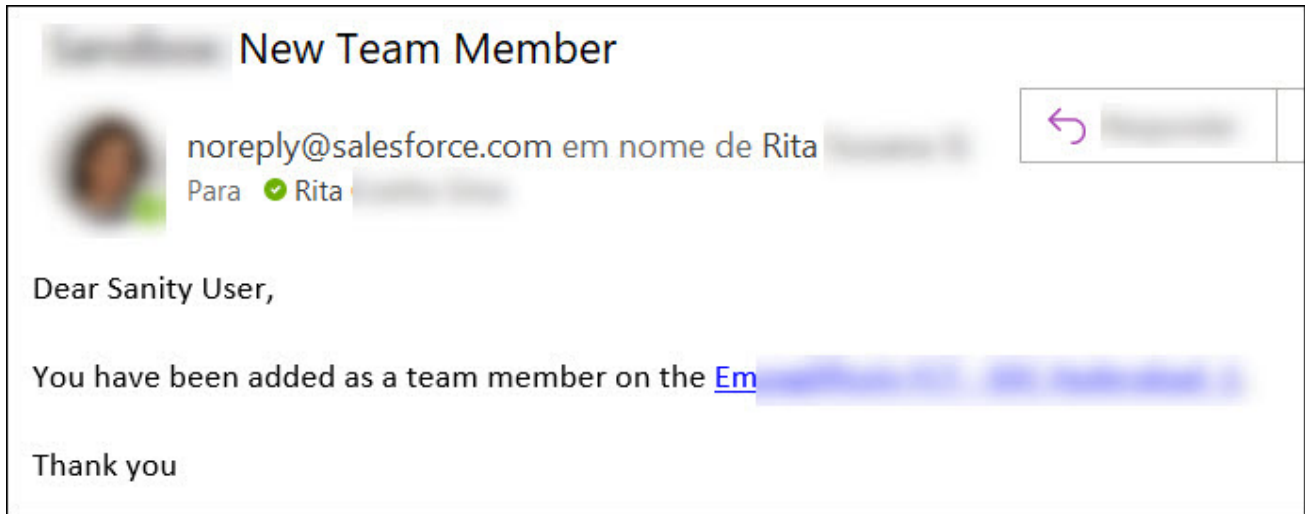
Cancel Save & New Save **g**

3. You are redirected back to the **"Opportunity Detail & Diligence"** record

4. On the **“Team”** tab you will find the newly created team member



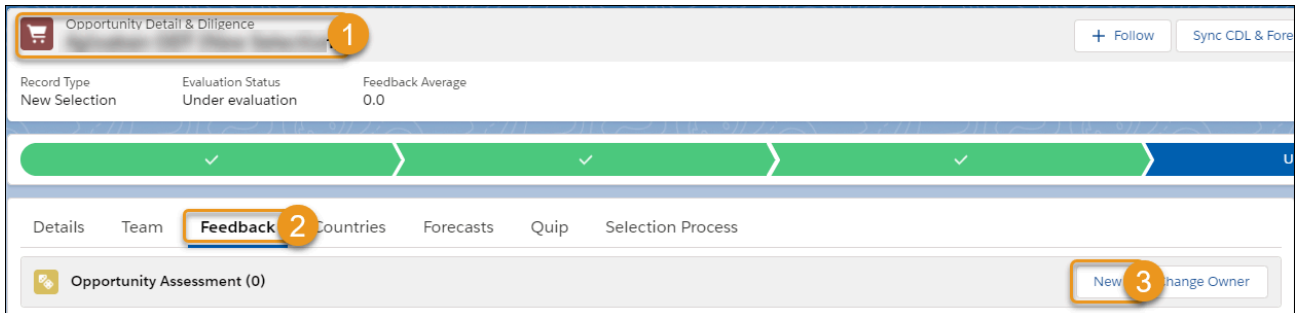
Each team member added will receive an email notification similar to the one below:



## Create the Opportunity Assessment record (SGD PMO)

First, for each function, an “Opportunity Assessment” should be created. Follow these steps to learn how:

1. On the **“Opportunity D&D”** record
2. Click the **“Feedback”** tab
3. Click **“New”**, under the **“Opportunity Assessment”** section



4. For now, do **NOT** select any Team Member to be able to adapt the due date, and add the person who will be assessing the Opportunity later
5. Click "**Next**"

New Assessment record for Opportunity:Apixaban ODT

"Please select a Product Opportunity Team member. To skip this step simply click next".

Product Opportunity Team Member

☐ Rita

Next

6. The newly created Opportunity Assessment record opens up
7. Select the "**Function**" and the "**Role**" of the function for whom you are creating the Opportunity Assessment, as "**Role**" set "**Development Manager**" and as "**Function**" choose "**Development**"
8. Adapt the "**Feedback Status Due Date**" according to the specified Evaluation Due Date on the Opp D&D
9. Click "**Save**"

Opportunity Assessment  
Assessment-10302

Function Status Risks Likelihood Value Opportunity Diligence

Details Historical Assessments Record History & Activity

\* Opportunity Diligence

Product Opportunity Team

Feedback Type

Portfolio Selection

Summary

Overall Assessment

Assessment Status

Draft

Feedback Value

Not Assessed

Risks

--None--

Detailed Feedback

Feedback

Feedback Status Due Date

28.01.2021

Function

Development

Role

Development Manager

Cancel Save

10. Only when you have all relevant information adapted, add the owner. For SGD PMO, choose as **"Owner"** the SGD PMO
11. Click **"Save"**. This will initiate a message via email to the respective person being asked to perform the assessment (the **"Owner"**, assigned in the previous step)

Opportunity Assessment  
Assessment-102737

Function Development   Status   Risks   Likelihood Value   Opportunity Diligence

Details   Historical Assessments   Record History & Activity

\* Opportunity Diligence  x   Owner  Search Contacts...

Product Opportunity Team  Search Product Opportunity Team

\* Feedback Type  Portfolio Selection   Function  Development   Role  Development Manager

Summary

Overall Assessment

Cancel   Save

Status 26/01/2021

## Providing an Opportunity Assessment (Project Manager)

You have been asked to provide an assessment similar to the one below. What should you do next?

New Feedback

noreply@salesforce.com em nome de Rita  
Para Rita

Dear Sanity User,

A new assessment has been created and assigned to you for the Opportunity: Em [Em \[link\]](#)

Please click on the link below to view the record or access it on the Feedback Application under Opportunity Assessment lists view.

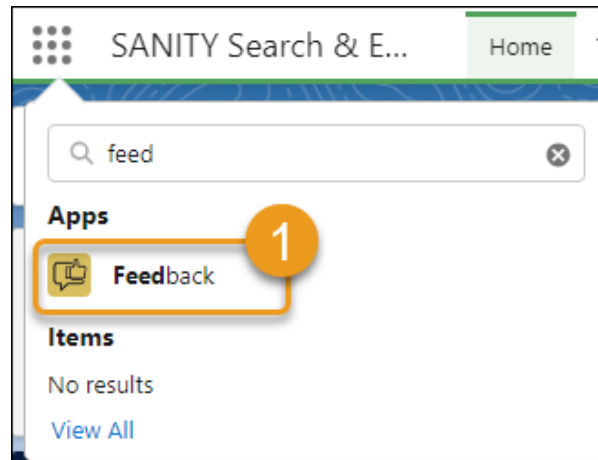
[Click here](#)

You can click on **"Click here"** on the email, and the Opportunity Assessment record will open.

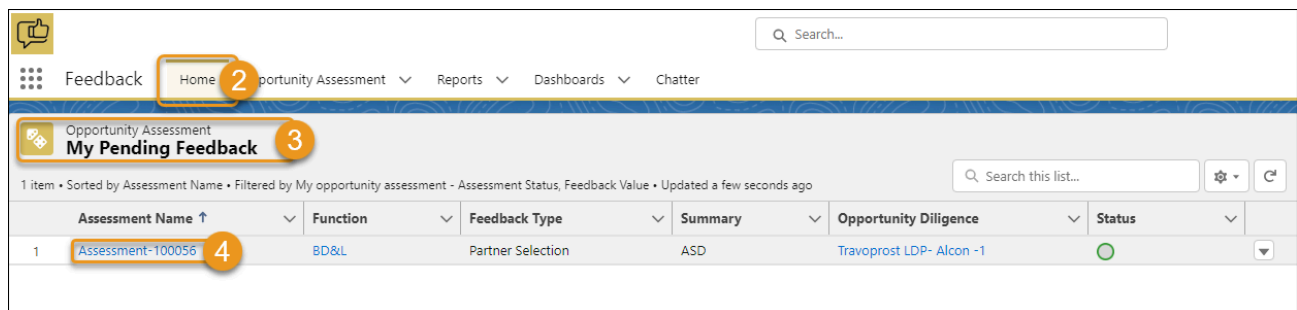
But what if you want to find it yourself on SANITY? We have created an application where you can find all your queued requests on the homepage.

You just need to follow these steps:

1. Search for the "**Feedback**" App via the App Launcher and open it



2. On the "**Home**" tab
3. You will find the related list "**My Pending Feedback**", where all Opportunity Assessment records that are waiting for your feedback are listed
4. Click the Assessment name of the record you want to provide feedback for, to open the record



## Finalizing the Evaluation - Feedback to Portfolio Manager (Project Manager)

Upon finalization of the Evaluation, the Opportunity Assessment record needs to be set to final.

On the Opportunity Assessment record:

1. Set the "**Assessment Status**" to "Final"
2. Set "**Feedback Value**" to "Not Relevant / Not Applicable"
3. Click "**Save**"

Opportunity Assessment  
Assessment-102737

Details Historical Assessments Record History & Activity

\* Opportunity Diligence [Search] X Owner [Search Contacts...] Q

Product Opportunity Team [Search Product Opportunity Team...] Q Function [Development] v

\* Feedback Type Portfolio Selection v Role [Development Manager] v

Summary [Text Box]

Overall Assessment

Assessment Status [Final] 1

\* Feedback Value [Not Relevant / Not Applicable] 2

Risks [--None--] v

Feedback Status Due Date 26/01/2021

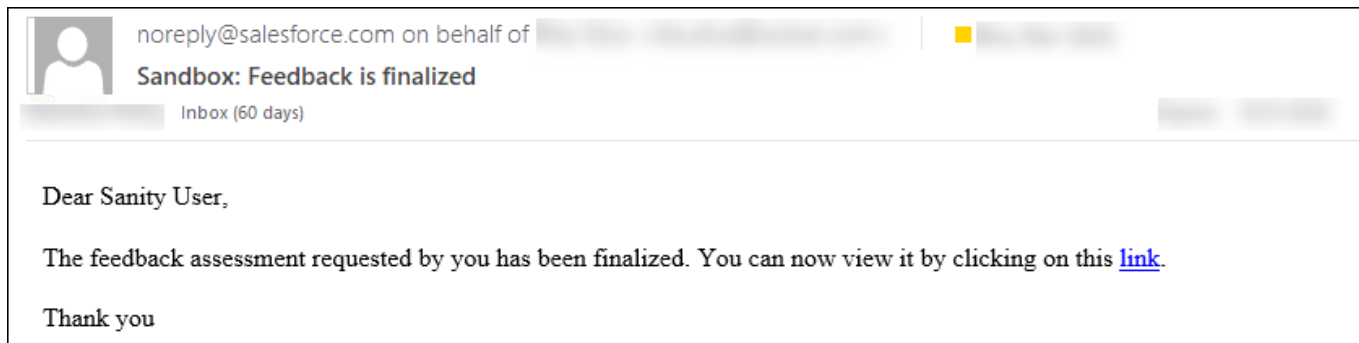
Status [Green] This field is calculated upon save

Detailed Feedback

Feedback [Text Box]

Cancel Save 3

The respective Opportunity D&D owner will receive an email similar to the one below, letting them know the assessment has been finalized.



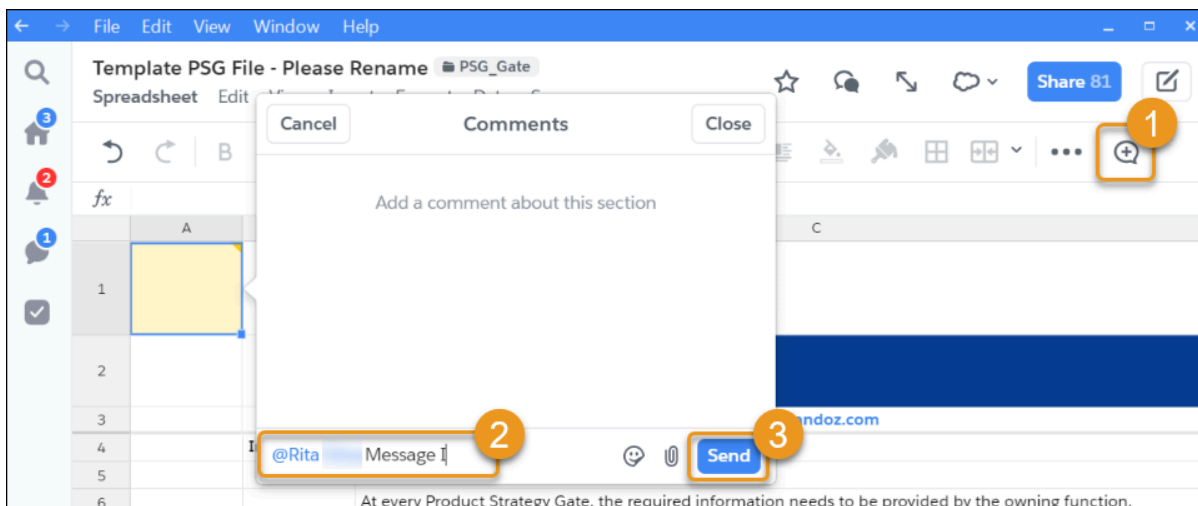
## Further Questions (Project Manager/Portfolio Manager)

For further questions related to the Product Strategy Assessment, please contact the respective Project Manager and SGD PMO via comments in the Product Strategy Document itself or via email.

To send your questions via the Product Strategy Document:

1. Click on the **"Comments"** button
2. Write your question after tagging the Project Manager who has performed the assessment
3. Click **"Send"**





## After Finalization of the Evaluation (Portfolio Manager)

Once the evaluation has been finalized by the Project Manager, the owner of the Opportunity D&D, will receive an email letting you know the assessment has been completed.

At this stage, it is important to track changes made on the related PSG Quip Document. There are several possible approaches that you can combine to accomplish that:

- Track changes
- Lock the document
- Set email notifications

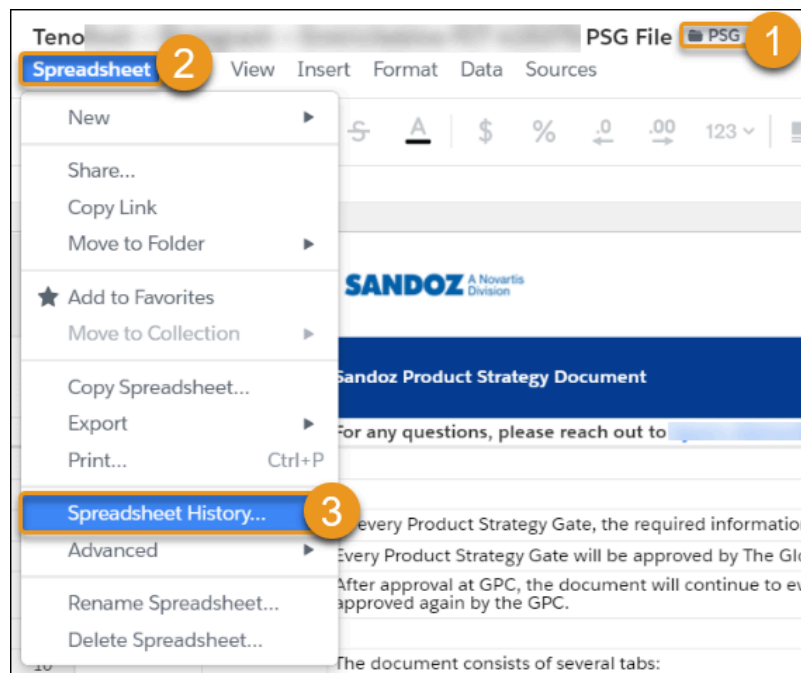
Let's look into each of these options.

### Track Changes on the PSG Document

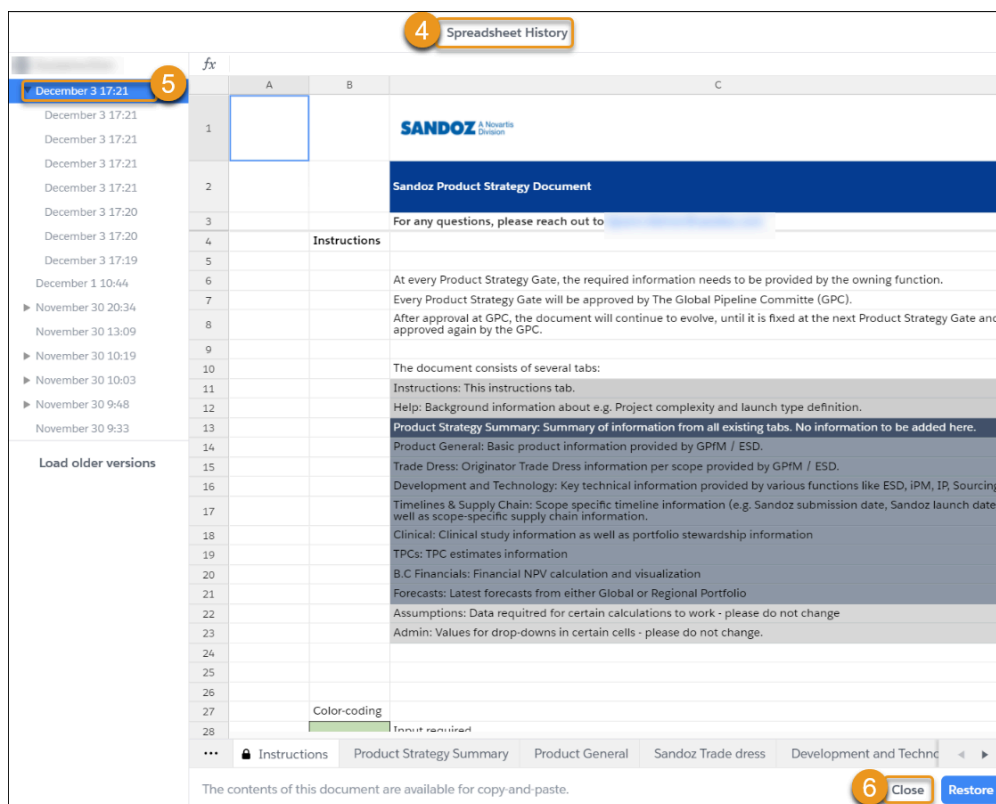
You can track the changes made to the PSG Quip document, including date/time info.

To find where changes are tracked follow these steps:

1. Open the **PSG Quip Document**
2. Click on **"Spreadsheet"**, found on the top-left of the document
3. From the drop-down menu click on **"Spreadsheet History"**



4. The **"Spreadsheet History"** window opens
5. Click on a date on the left side and find how the document looked like on that date
6. Click **"Close"** to exit

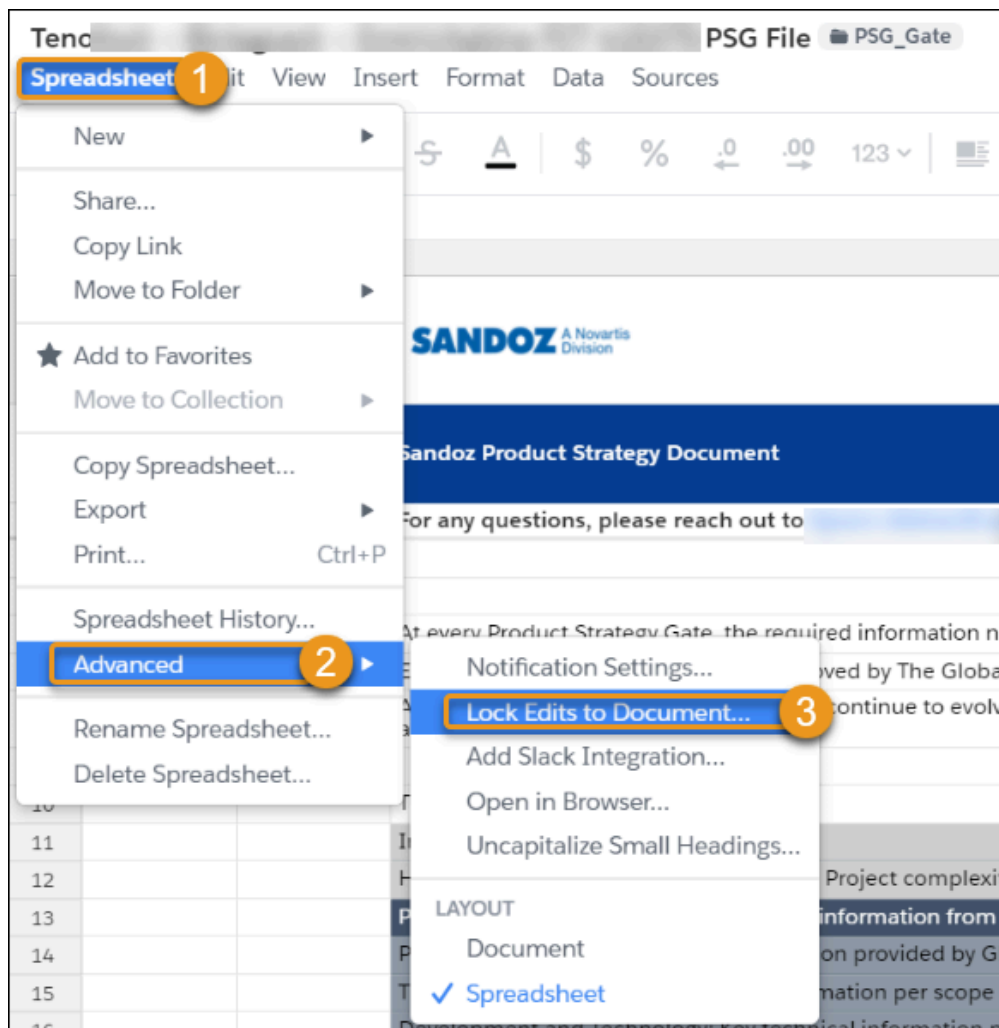


## Lock the PSG Document

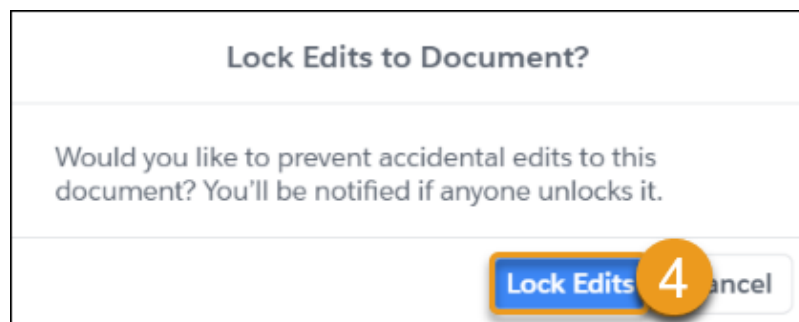
You can lock the PSG Document to prevent unintended changes to it and to get notified if someone unlocks it.

Lock the document by performing these steps:

1. Click on **"Spreadsheet"**, found on the top-left of the document
2. From the drop-down menu click on **"Advanced"**
3. Then select **"Lock Edits to Document..."**



4. On the pop-up window click on **"Lock Edits"**



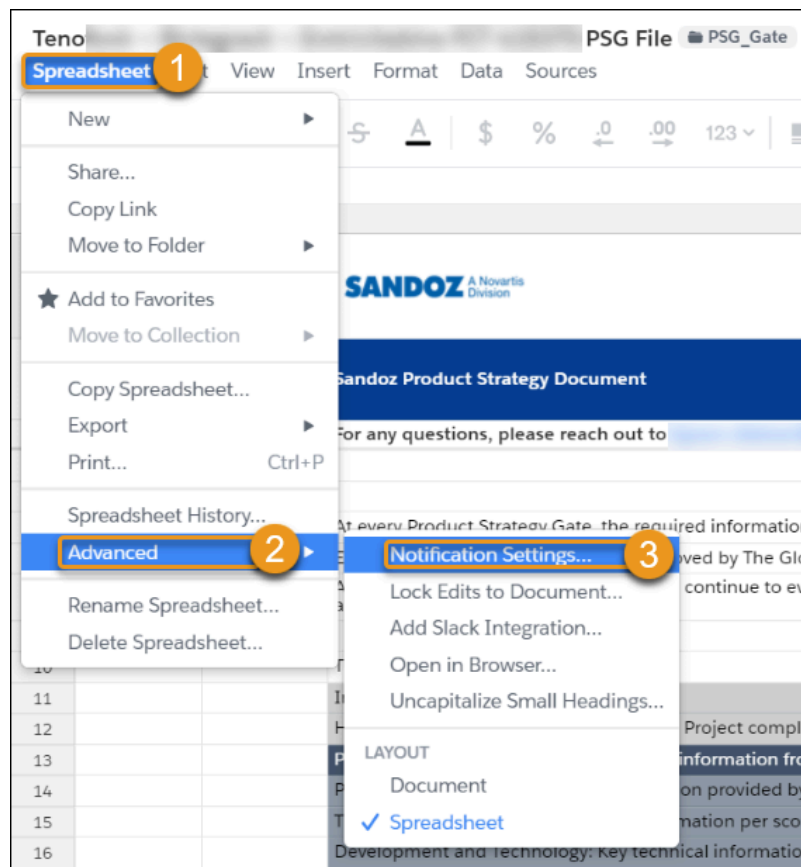
Once you have locked the document, if someone unlocks it you will be notified and can go to the document and check what changes have been made.

## Set Email Notifications

On the PSG Document, you can also set email notifications to be sent to you according to your needs.

Follow these steps to, set up the email notifications:

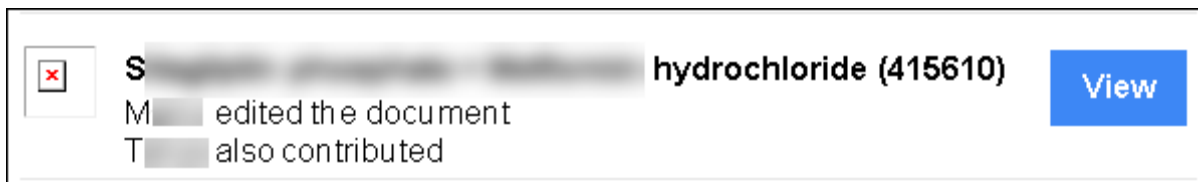
1. Click on **"Spreadsheet"**, found on the top-left of the document
2. From the drop-down menu click on **"Advanced"**
3. Then select **"Notification Settings ..."**



4. On the pop-up window select **"Notify for all new activity"**
5. Click **"Done"**

The screenshot shows the 'Notifications' settings interface. At the top, the word 'Notifications' is followed by a callout '5' pointing to a 'Done' button. Below this are two tabs: 'Desktop' (active) and 'Mobile'. Under the 'Desktop' tab, there are three radio button options. The first option, 'Notify for all new activity', is selected and has a callout '4' pointing to it. Below it are two unselected options: 'Notify for activity about you' (with subtext 'Including mentions, shares and comments') and 'Don't show notifications'. At the bottom of the settings are two unchecked checkboxes: 'Mute in Updates and Favorites' and 'Don't notify me for broadcasts'.

You will start receiving emails with a message, similar to this one:



If you want to be aware of all the changes that are made to the PSG document you select the option **“Notify for all new activity”** as in the steps above. But you have more options, you can choose to be notified only when you are mentioned in comments and shares (**“Notify for activity about me”**), or you can choose not to be notified at all (**“Don’t show notifications”**).