

Sky-Frame

Advice + sales B2B area

Login: colbert@millworksolutions.com

Password: j897vvgk349

B2B area

The B2B area ("business to business") is only accessible to Sky-Frame sales partners.

The aim of this is to provide sales partners with the latest information, advertising materials, images, CAD data and a PROJECT MANAGEMENT facility.

The URL is: b2b.sky-frame.ch

Login and start page

Sky-Frame B2B-Plattform

Login	<input type="text" value="Username"/>
Password	<input type="password" value="*****"/>

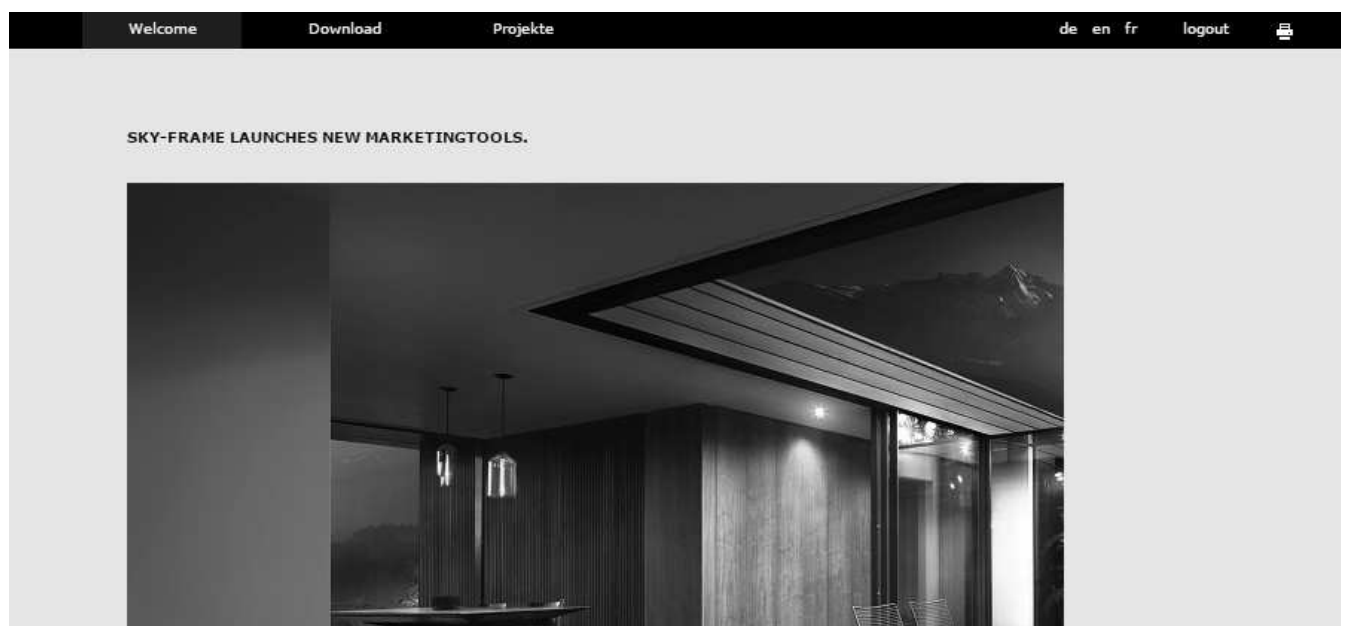
[» Announce](#)
[» Password forgot](#)

In order to obtain access to the B2B area, you need to be enabled as a user by Sky-Frame.

To obtain your login, please contact our key account managers: kam@sky-frame.ch

The latest information is on the start page, as well as training dates.

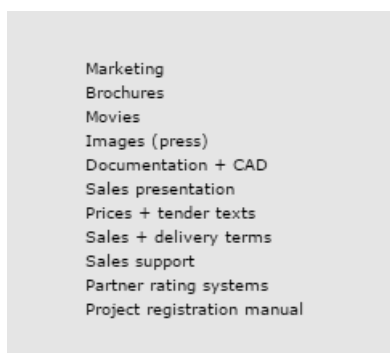
In the top menu (black bar) you can choose between "DOWNLOAD" and "PROJECTS".



Sky-Frame

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Download



The following information can be downloaded in the "DOWNLOAD" menu:

- Documentation (overall documentation)
- Order forms
- Price calculation (Excel spreadsheet)
- Calculation instructions
- Care and maintenance leaflet
- Terms of sale and delivery
- Partner presence (logos, web advertisement templates)
- Reference pictures for own use
- P+R articles
- Picture series and architecture talks

These areas are updated continuously.

Project management

You will find the project management for your Sky-Frame quotes in the "PROJECTS" menu.

The purpose of this area is to provide sales partners with a facility for viewing the Sky-Frame projects they quoted, look at the current status and - in the event of an order - directly give Sky-Frame a forecast about the necessary production capacity.

This will lead to smooth order processing and allow possible bottlenecks to be detected at an early stage.

Specific cancellation reasons can also assist us with further development of the systems.

Projects

» Create new project

» Save changes

Active projects with preliminary work (1)

Accept (1)

Refuse (0)

Ordered (0)

Project	Version	m ²	Status	Next contact
Calculation-Docu 10472330001	KW 40 ▾ 2010 ▾	1 m ²	5% ▾	01.07.2012

» Excel Export

» Save changes

Sky-Frame

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Step 1: Enter new project

Step 1: find an architect

URL

Phone number *

After clicking on "Create new project", the architect's telephone number or web site URL can then be entered. The database is then searched for existing addresses.

If it is a new entry, enter the new number or web site and click on "next".

Step 2: Enter architect

Step 2: architect

URL *

Phone number *

z.B. +41 52 369 02 30

Architect *

Post code / Town/City *

Country *

Origin of contact *

If this is a new entry, the architect must now be entered.

All fields marked * must be entered.

Step 3: Enter project

Architect

Author

Origin of contact *

Next contact *

Contact *

Project name *

Customer reference number

Window area * m²

Version

Status

Sky-Frame model

Builder

Project street *

Project post code *

Documents

Now you must enter the project information.

IMPORTANT INFORMATIONS ARE:

- The window area in m² must be specified as accurately as possible, since it is needed for the production capacity planning!
- Anticipated delivery date (week number)
- Status of project (5% to start with).
- Sky-Frame type (1 / 2 / 3)

On the basis of this information from all sales partners, capacity is planned in the factory depending on status and time priority, and in the worst case the sales partner is notified of potential bottlenecks at an early stage.

The sales partner can also occasionally check out which projects to follow up and update the status.

You can also upload your own documents (CAD plans, building tenders etc.) for the project.

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STATUS

0% Refusal
5% Project advice
10% Submit recommended price
20% Quotation
30%
40% Extremely interested, more information required
50%
60%
70%
80% Expressed intention to place an order
90%
99% Written order received
100% SKY-FRAME ordered from R&G

In the status menu you can choose between the project progress menu items shown on the left.

The higher the percentage, the higher the squaremetres, Sky-Frame will take the project into account.

View of newly created example project:

Active projects with preliminary work (2)	Accept (1)	Refuse (0)	Ordered (0)	
Project	Version	m ²	Status	Next contact
Calculation-Docu 10472330001	KW 40 ▾ 2010 ▾	1 m ²	5% ▾	01.07.2012
Example Building [2010-01] 10472330003	KW 42 ▾ 2010 ▾	88 m ²	5% ▾	28.05.2010

Acceptances

As of **99%** the project is considered to be definitively confirmed it is automatically moved into the "ACCEPT" folder in the project menu.

Active projects with preliminary work (1)	Accept (1)	Refuse (1)	Ordered (0)	
Project	Version	m ²	Status	Next contact
Example Building [2010-01] 10472330003	KW 42 ▾ 2010 ▾	88 m ²	99% ▾	28.05.2010

Ordered

At **100%** the project has been ordered from Sky-Frame and therefore automatically moves into the "ORDERED" folder in the project menu.

Active projects with preliminary work (1)	Accept (0)	Refuse (1)	Ordered (1)	
Project	Version	m ²	Status	Next contact
Example Building [2010-01] 10472330003	KW 42 ▾ 2010 ▾	88 m ²	100% ▾	28.05.2010

Cancellations

If **0%** is defined, this is considered to be a cancellation, and a cancellation reason should be given.

Example Building [2010-01] 10472330003	KW 42 ▾ 2010 ▾	88 m ²	0% ▾	28.05.2010
Reason for refusal: *				
Building has not been executed.				