**TCV Opportunities**

TCV opportunities has 3 products Microsoft office suites, roger’s unison, fleet complete management.

Opportunity team creation is compulsory in TCV opportunities.

Opportunity team consists of Dealer representative, Brent, and Andrew Ma.

Each product has different process.

First case Microsoft office suites**.**

**Account provisioning form should be created only after COP.**

Account provisioning form should be filled out in this.

Tenant ID Should be Canada as it cannot work outside of Canada. Dealer rep provides the document related to tenant id.

Notes should be filled out with the deal details.

Assigned SA should be Andrew ma.

Product configuration should be filtered via typing Microsoft.

Partner should be filled out as Kinetic Surrey.

Second case Rogers Unison.

Prospect Sites should be filled before quoe creation.

Check availability using phone number or postal code.

If not available talk to brent and sales rep.

Partner should be kinetic surrey.

No provisioning form is fille here.

In proposal Assigned SA is andrew ma

Description should be clear.

In configuration you have button called select select site, there select the site you created before.

In product configuration search rogers unison like how you did for Microsoft.

Third Case Fleet Complete –

Opportunity team here has ranjani and sales rep.

Opportunity owner should be ranjani.

Opportunity ownership is changed here but not in roger’s unison and Microsoft office suite.

There wont be any assigned SA.

Sales rep and raj both need to have read and write access.