



ORION DEAL DESK

MAPM

Operations and User Guide

PREPARED FOR : VADS Berhad



ORION Operation & User Guide



VERSION CONTROL

Version No.	Change Description	Author	Date
V 1.0	Orion User Guide	Norman Sara	12 th November 2016
V 2.0	Orion User Guide based on the new design	Norman Sara	14 th March 2017

If the document is a controlled document, then it must contain the Version Control Section (as above).



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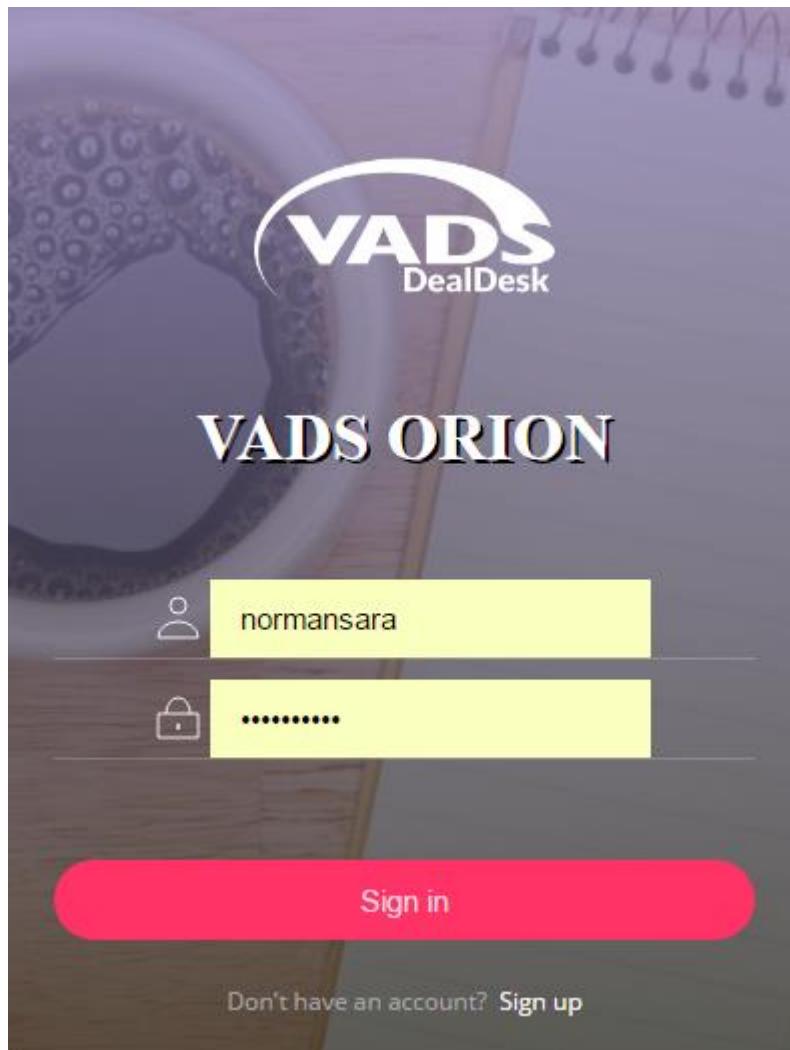
1) Logon to System

1. Logon page

To login to the Orion System, go to the URL

<http://49.236.195.52/rapid4/login.aspx?AppID=127c9cb2-eacc-41ff-ab3c-a100a87519fe>

the **Login** page will show as below;



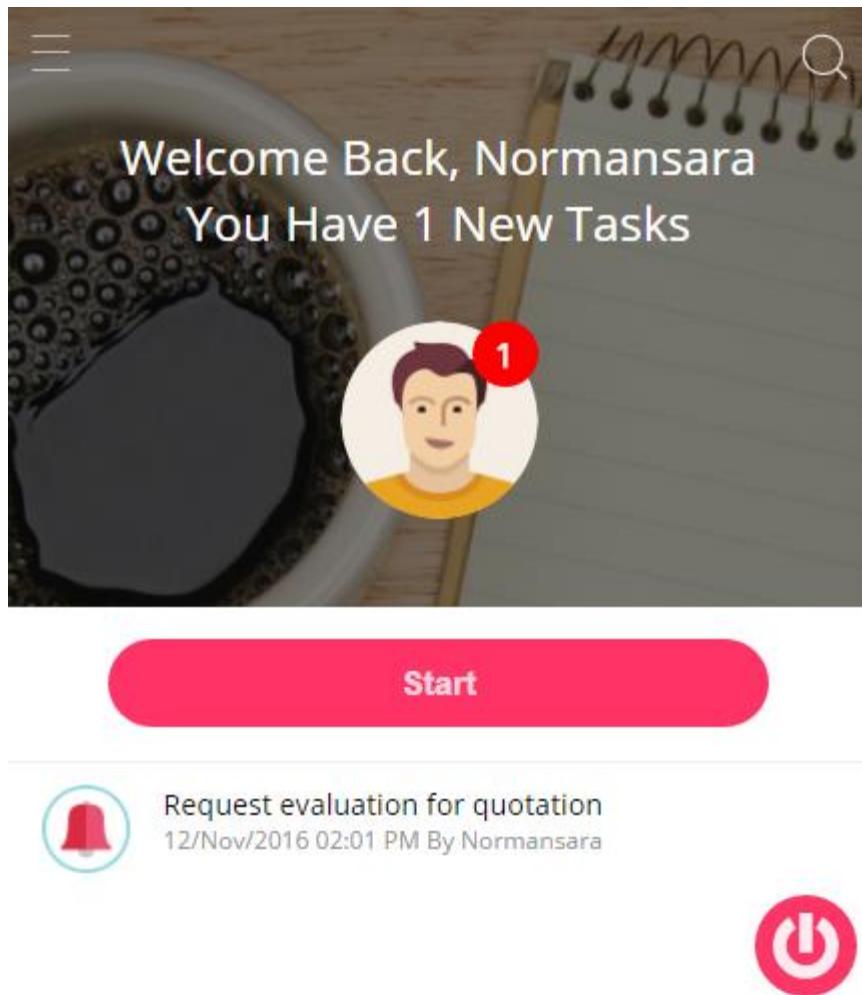
After enter the

Username	<input type="text"/> Username	Password	<input type="password"/> Password
-----------------	-------------------------------	-----------------	-----------------------------------

then click on the **Sign in** button

2. Welcome Page

Once you log into the system, you can see **Welcome Page** as below.



From this page, user can see the **pending task and no of pending task**.



Request evaluation for quotation
12/Nov/2016 02:01 PM By Normansara

The following button lead the action as below;

Start

- **Start button**, the system will take you to the main page.

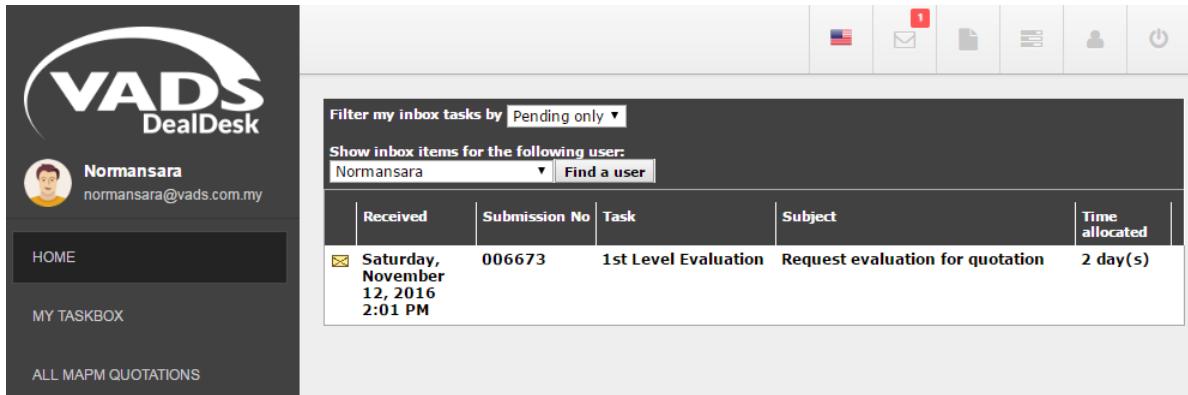


- **Sign out button**, will log you out from the system.

2) Main Page and Menu

1. Main Page

Below were the **Main Page** of the system.



The screenshot shows the VADS DealDesk interface. On the left, there's a sidebar with a user profile picture of Normansara, her email (normansara@vads.com.my), and three menu options: HOME, MY TASKBOX, and ALL MAPM QUOTATIONS. The main area is titled 'Filter my inbox tasks by Pending only' and shows an inbox item for 'Normansara'. The details of the task are listed in a table:

Received	Submission No	Task	Subject	Time allocated
Saturday, November 12, 2016 2:01 PM	006673	1st Level Evaluation	Request evaluation for quotation	2 day(s)

2. Top Right Menu



On the **Top Right Menu** function as below;



a. - **New & Pending Task**;

List of new and pending quotation or tasks that need to take action by the user.

New & Pending Tasks

Request evaluation for quotation New

12/Nov/2016 02:01 PM By Normansara



b. - *Submission*

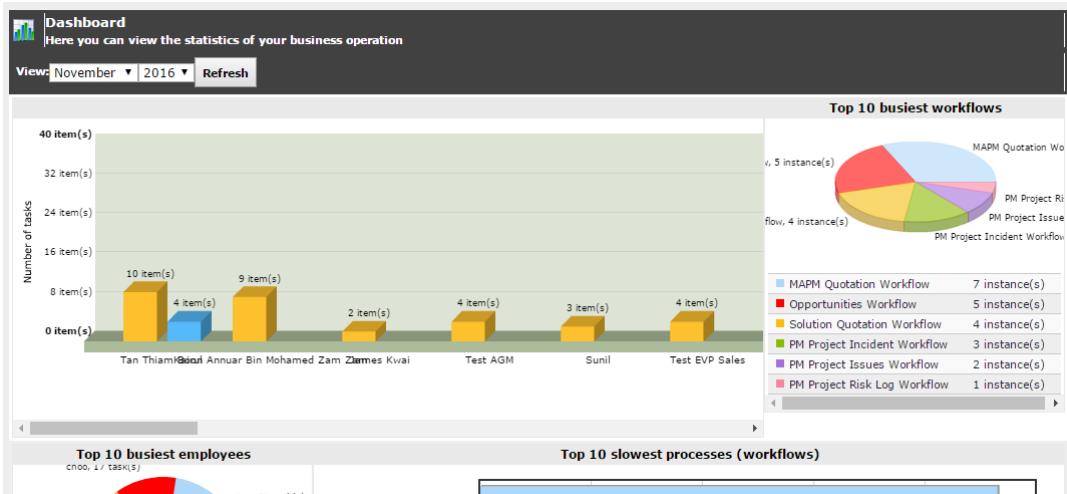
List of quotation that been submit by the user.

Filter my submissions by Pending only ▾				
Date Started	Submission Number	Date Last Updated	Workflow	Status
Saturday, November 12, 2016 2:00 PM	006673	Saturday, November 12, 2016 2:01 PM	MAPM Quotation Workflow	PENDING



c. - *Dashboard*

This page will display some charts to user.

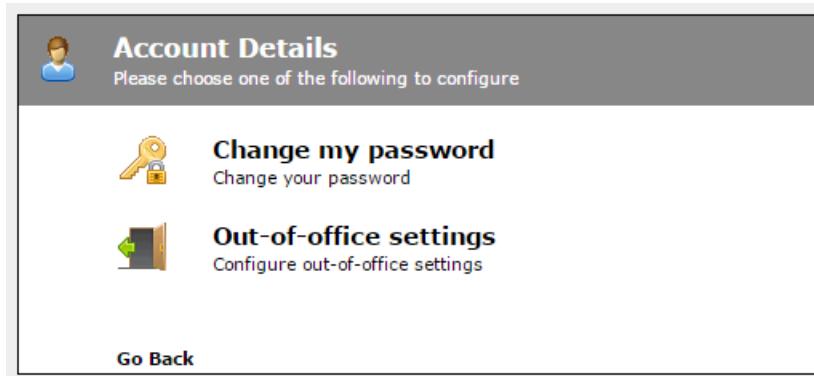


d.



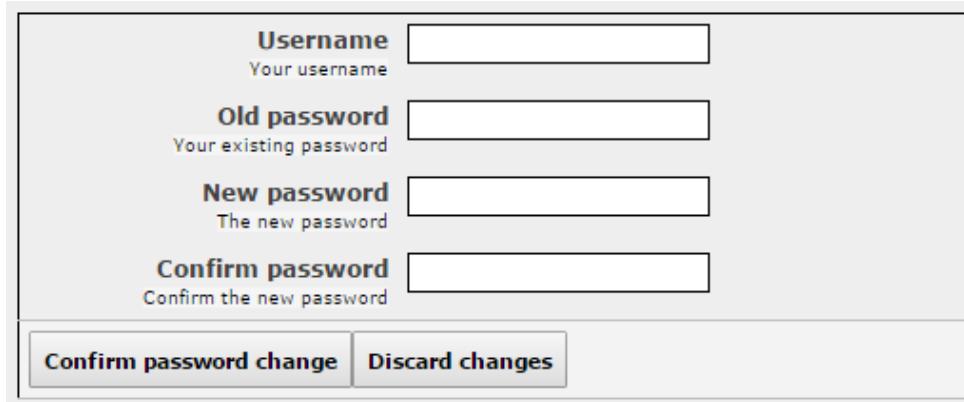
- Account Management

This is where user can change the password and set notification when he/she out of office.



The screenshot shows the 'Account Details' page. At the top, there is a user icon and the title 'Account Details'. Below it, a message says 'Please choose one of the following to configure'. Two options are listed: 'Change my password' (with a key and padlock icon) and 'Out-of-office settings' (with a door icon). At the bottom left is a 'Go Back' link.

- Change my password



The screenshot shows the 'Change my password' form. It has four fields: 'Username' (placeholder 'Your username'), 'Old password' (placeholder 'Your existing password'), 'New password' (placeholder 'The new password'), and 'Confirm password' (placeholder 'Confirm the new password'). At the bottom are two buttons: 'Confirm password change' and 'Discard changes'.

- Out-of-office-setting
 - Click on the [Create a new out-of-office rule](#) link



The screenshot shows the 'Create a new out-of-office rule' screen. It features a header with a 'Create a new out-of-office rule' button and a 'Delete' link. Below is a table with columns: 'User', 'Start date', 'End date', 'Reason for being out of office', and 'Covering officer'. A message at the bottom states 'There are currently no records'. At the bottom left is a 'Go Back' link.

- Page as below will be display. Fill in the fields as below;
 - From
 - Until
 - Assign for – the user name who is out of the office
 - Reason

- *Covering officer – the user “Assign for” task will be cover by “Covering Officer”*
 - *Example: - if the Team Lead is on MC for 2 weeks, the all the task will be assign to Sales Specialist.*
 - *From : 05/11/2016 : 8:00AM*
 - *Until : 19/11/2016 : 5:00PM*
 - *Assign for – Team Lead Name (Test Sales Specialist)*
 - *Reason – MC for 2 Weeks*
 - *Covering Officer – Sales Specialist (Nur Rashida)*
- *Every task that under “Assign for” name will automatically send to “Covering Officer”*
- Click on the **Create now** button at the bottom to save
- Or **Discard changes** to cancel.

The screenshot shows a form for creating an out-of-office rule. The 'From' field is set to 14 November 2016 at 08:00 AM, and the 'Until' field is set to 16 November 2016 at 05:00 PM. The 'Assign for' field is set to 'Test Sales Specialist'. The 'Reason for being out-of-office' field is empty. The 'Covering officer' field is set to 'Nur Rashida'. At the bottom, there are two buttons: 'Create now' and 'Discard changes'.

- After save the page as below will be display

The screenshot shows a table listing an out-of-office rule. The table has columns for 'User', 'Start date', 'End date', 'Reason for being out of office', and 'Covering officer'. There is one row for 'Test Sales Specialist' with a start date of Monday, November 14, 2016, and an end date of Wednesday, November 16, 2016. The reason is '2016 8:00 AM' and the covering officer is 'Nur Rashida'. A 'Delete' link is located at the top left of the table.

- If you want to delete, *tick on the checkbox* and click on the **Delete** button on the top.

<input type="button" value="Delete"/>	User	Start date	End date
<input checked="" type="checkbox"/> Test Sales Specialist	Monday, November 14, 2016 8:00 AM	Wednesday, November 16, 2016 5:00 PM	

[Go Back](#)

- The notification can be seen by user in the workflow details, in the quotation under Submission Information

Bubble	Date/time	Description
 Start	Monday, November 14, 2016 3:55 PM	Submitted to workflow
 SS Insert Product & Price	Monday, November 14, 2016 3:55 PM	No users to send to
 Submitter Review Quote before Approval	Monday, November 14, 2016 3:55 PM	Test Sales Specialist out of office, task reassigned to Nur Rashida
 Submitter Review Quote before Approval	Monday, November 14, 2016 3:55 PM	Action request sent to Nur Rashida <input checked="" type="checkbox"/> Time allocated is 24 hour(s)

e.  - Log out

3. Left Menu

The *Left Menu* will be display based on the user role.

- Assistant General Manager or Sales Specialist Team Lead User



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HOME

MY TASKBOX

MY SUBMISSIONS

SEARCH OPPORTUNITY

MAPM CHARTS

FORM TEMPLATES

- Sales Specialist

HOME

MY TASKBOX

MY SUBMISSIONS

MAPM CHARTS

FORM TEMPLATES

- BCAPM



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rapid4 Enterprise App Builder

HOME

MY TASKBOX

MY SUBMISSIONS

ALL MAPM QUOTATIONS

MAPM CHARTS

FORM TEMPLATES

3) Opportunity

User **Assistant General Manager** and **Sales Specialist Team Lead**.

1. From the **Main Page**, the system will display Opportunity List as below;

Filter my inbox tasks by Pending only ▾						
	Received	Submission No	Task	Subject	Time allocated	
<input type="checkbox"/>	✉ 15/Mar/2017 12:34 PM	010942	VADS AGM Enterprise	160227-35495 - CP project Janda Baik PHG for 'SAMUDRA ENGINEERS SDN BHD' by AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)	5 day(s)	

2. Click on the Opportunity link

15/Mar/2017 010942 12:34 PM	VADS AGM Enterprise	160227-35495 - CP project Janda Baik PHG for 'SAMUDRA ENGINEERS SDN BHD' by AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)	5 day(s)
--------------------------------	------------------------	--	----------

3. The system displayed the Opportunity details form in view mode as below;

	Return to Inbox		Edit		Quotation Created		Reassign		Rework item		Seek Input		Post a message		Workflow Status
--	-----------------	--	------	--	-------------------	--	----------	--	-------------	--	------------	--	----------------	--	-----------------

Opportunities

Opportunity ID 160227-35495

* Opportunity Name CP project Janda Baik PHG

Opportunity Owner Name AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)

* Search Account SAMUDRA ENGINEERS SDN BHD

Account Name SAMUDRA ENGINEERS SDN BHD

Account Category Enterprise

* Close Date 01/Nov/2016

SalesforceType New Sales

Type

Lead Source

Primary Campaign Source

Stage Proposal

Probability 25

Action button function

In the **View Mode**, at top of the page there are “**Return to Inbox**”, “**Edit**”, “**Quotation Created**”, “**Reassign**”, “**Rework Item**”, “**Seek Input**”, “**Post a Message**” and “**Workflow Status**” Action button



When the user click on the button  , the system will display the “**My Taskbox**” list.



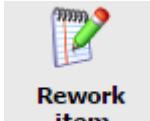
When the user click on the button  , the system will display the quotation from view mode to editable mode.

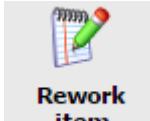


When the user click on the button  , the system will complete this Opportunity flow.

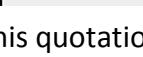


When the user click on the button  , user can assign other user this opportunity task.



When the user click on the button  , user can ask other user to update the opportunity and revert back.



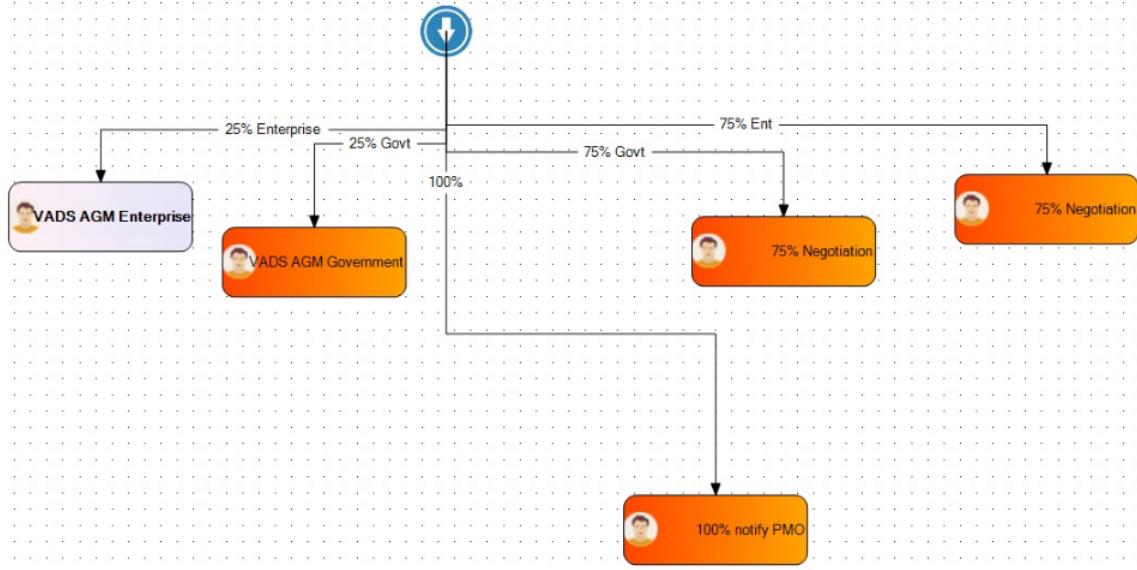
When the user click on the button , user can ask advice or for further information or advice regarding this quotation from others.



When the user click on the button , the system will post a message on the submission information details.



When the user click on the button , the system show the current status in the workflow.

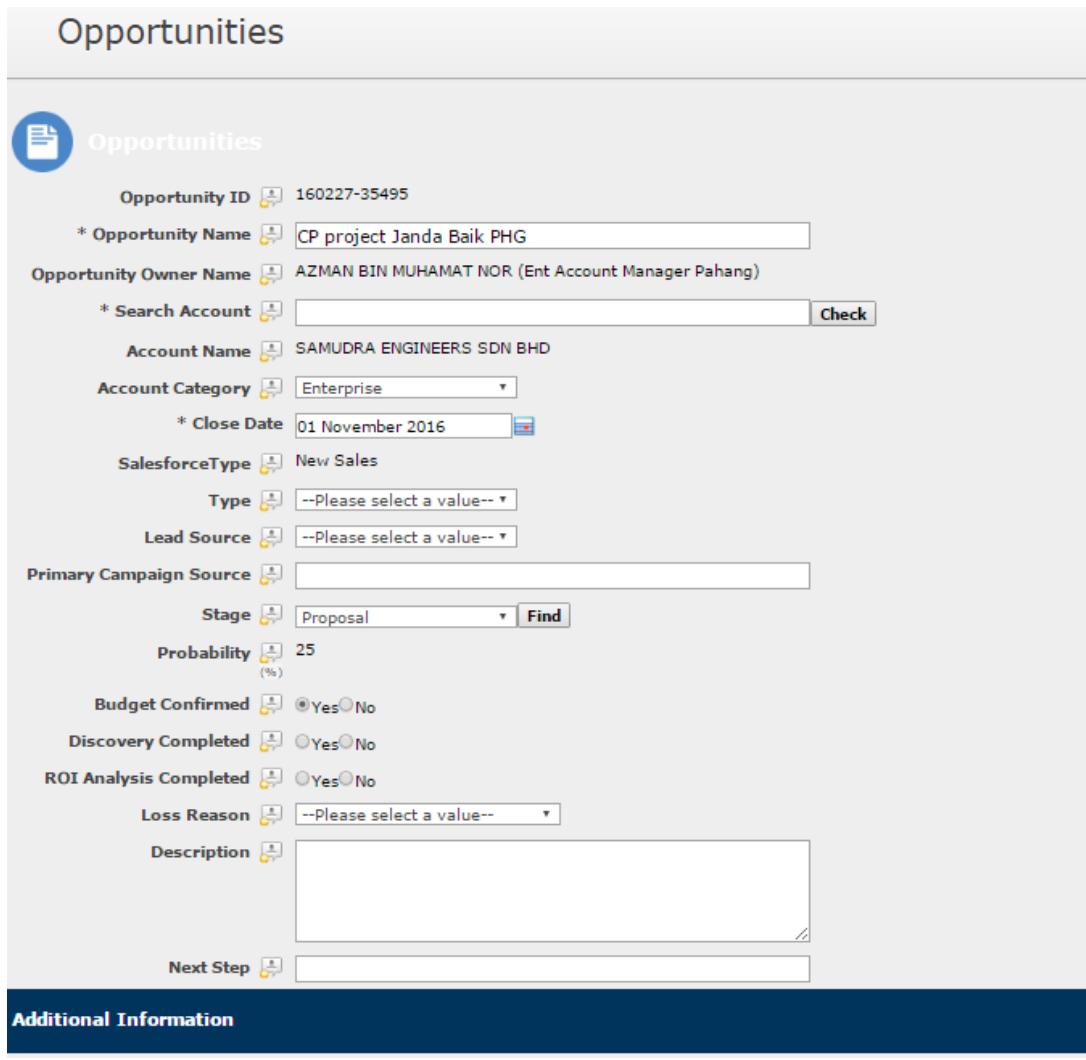


4) Create Pricing Request Form

User **Assistant General Manager** and **Sales Specialist Team Lead**.

1. Before user create the MAPM Quotation, user need to create the Pricing Request Form. The form can be created from the **Opportunity Details Editable Form**.

Opportunities



Opportunities

Opportunity ID: 160227-35495

* Opportunity Name: CP project Janda Baik PHG

Opportunity Owner Name: AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)

* Search Account: SAMUDRA ENGINEERS SDN BHD

Account Category: Enterprise

* Close Date: 01 November 2016

SalesforceType: New Sales

Type: --Please select a value--

Lead Source: --Please select a value--

Primary Campaign Source: --Please select a value--

Stage: Proposal

Probability: 25 (%)

Budget Confirmed: Yes

Discovery Completed: Yes

ROI Analysis Completed: Yes

Loss Reason: --Please select a value--

Description:

Next Step:

Additional Information



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Scope & Requirement

Opportunity Type ICT BPO

Product	Sales Price	Quant
reference from SFDC only CP project Janda Baik PHG Customer Project - TM Asset - Build Infra Connectivity	160,000.00	1.

Quotations

MAPM Pricing Request Form

PRF002

MAPM Quotations

Quotation Ref No	Quotation Status	Total Contr
There are currently no records		

Solution CMT

Quotation Ref No	Quotation Status	Total Offer
There are currently no records		

DC Productized Quotations

Quotation Ref No	Quotation Status	Total Contr
There are currently no records		

DC NonProductized Quotations

Quotation Ref No	Quotation Status	Total Contr
There are currently no records		

System Information

Date created 27/Feb/2016 04:05 AM

Created by ZUKAMI SYSTEM

Last Modified By

At the bottom of the page there are a few button as below.

Save **Discard changes** **Create MAPM Pricing Request** **Create CMT**

Create DC Quotation **Create DC NonProductized**

To create the MAPM Quotation, firstly the user need to click on the **Create MAPM Pricing Request** button, the system will display the Pricing Request Form Details as below;



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Pricing Request Form

REQUESTOR INFO

REQUESTOR NAME

UNIT

EMAIL ADDRESS

DIVISION

OFFICE NO 03-XXXXXXX

MOBILE NO 013-XXXXXXX

GENERAL INFO

TYPE OF REQUEST

- Customized Pricing for Customized Product
- Customized Pricing for Standard Product
- Customer Centric Pricing for Selected Vertical Industry
- Customized Solutions Based Pricing

REQUEST CATEGORY

- Discount/Quotation
- Bidding/RFP/RFQ (Solution)
- Tender

STATUS CUSTOMER

- New Customer
- Existing Customer

MARKET LOBs
 Government
 Enterprise
 SME
 Consumer
 Info Media
 Wholesale
 Global

SELECTED VERTICAL INDUSTRY

REQUEST DATE

EXPECTED RESPONSE DATE

SUBMISSION DATE TO CUSTOMER



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CUSTOMER INFO CUSTOMER NAME <input type="text"/> SAMUDRA ENGINEERS SDN BHD PROJECT NAME <input type="text"/> CP project Janda Baik PHG CURRENT SCENARIO <input type="text"/> CUSTOMER BUDGET <input type="text"/> CUSTOMER SITE ADDRESS <input type="text"/> Attachment Provided ? <input type="button" value="Choose File"/> No file chosen <input type="button" value="Upload"/>	PRODUCT INFO PRODUCT <input type="radio"/> Single Product <input checked="" type="radio"/> Multiple Product MULTIPLE PRODUCT <input type="text"/> <table border="1"><tr><td><input type="button" value="Add record"/></td><td><input type="button" value="Delete"/></td></tr><tr><td>PRODUCT CATEGORY</td><td>PRODUCT NAME</td></tr></table> <p>There are currently no records</p>	<input type="button" value="Add record"/>	<input type="button" value="Delete"/>	PRODUCT CATEGORY	PRODUCT NAME	SALES INFO SALES OBJECTIVES <input type="text"/> SALES STRATEGY <input type="text"/> SALES PROPOSED PRICE <input type="text"/> SALES JUSTIFICATION <input type="text"/> COMPETITORS INFO <input type="text"/> Attachment Provided ? <input type="button" value="Choose File"/> No file chosen <input type="button" value="Upload"/> SALES QUOTATION <input type="button" value="Choose File"/> No file chosen <input type="button" value="Upload"/> TECHNICAL / NETWORK DESIGN <input type="button" value="Choose File"/> No file chosen <input type="button" value="Upload"/>	FOR OFFICE USE ATTENDED BY Test AGM DATE RECEIVED 15/Mar/2017 07:27 PM REFERENCE NO. <input type="text"/> SIGN OFF FORM <input type="text"/> <input type="button" value="Save"/> <input type="button" value="Discard changes"/>
<input type="button" value="Add record"/>	<input type="button" value="Delete"/>						
PRODUCT CATEGORY	PRODUCT NAME						

At the bottom of the page, the user click on the button;

Discard changes

- To Cancel the changes

Save

- To save the form and then system will display the confirmation message as below.

49.236.195.52 says:

Are you sure you wish to generate a MAPM PRF?

OK

Cancel

When the user click the “**OK**” button, below message will appear.

Pricing Request Form



Your entry is saved.

Thank you for your submission. Please choose one of the following actions below:

[Key in a new entry](#)
[View the submitted entry](#)
[Return to the default view](#)

From this message the user can select ;

Key in a new entry – the system will open new Pricing Request Form

Pricing Request Form

REQUESTOR INFO

REQUESTOR NAME	<input type="text"/>
UNIT	<input type="text"/>
EMAIL ADDRESS	<input type="text"/>
DIVISION	<input type="text"/>
OFFICE NO	<input type="text"/> 03-XXXXXXX
MOBILE NO	<input type="text"/> 013-XXXXXXX

View the submitted entry – the system will open the previous key-in form

Pricing Request Form



Pricing Request Form

REQUESTOR INFO

REQUESTOR NAME normansara

UNIT test

EMAIL ADDRESS normansara@vads.com

Return to the default view – then system will display the list of Pricing Request Form

PRF002 List

Add a new entry

Displaying rows: 1 to 1 (of 1 rows). Page: 1

REQUESTOR NAME | TYPE OF REQUEST

--All Items--

normansara

Customized Pricing for Customized Product

- After completing the Pricing Request Form the user can go back to the Opportunity

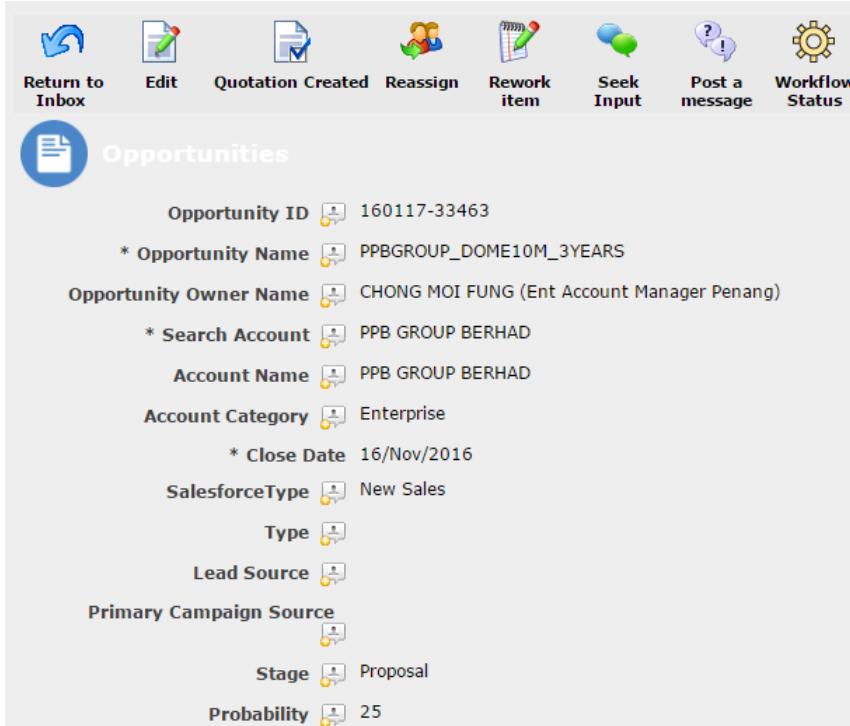
Details Form by click on the **MY TASKBOX** at the left hand side menu. The system will display the list of Opportunity Name as below;

Filter my inbox tasks by Pending only ▾					
	Received	Submission No	Task	Subject	Time allocated
<input type="checkbox"/>	16/Mar/2017 09:33 PM	010952	VADS AGM Enterprise	160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)	5 day(s)
<input type="checkbox"/>	15/Mar/2017 09:33 PM	010946	VADS AGM Enterprise	151002 28112 UPGRADE DOME	5 day(s)

Click on the *Opportunity link* to view the details,

16/Mar/2017 010952 VADS AGM Enterprise 160117-33463 -
09:33 PM PPBGROUP_DOME10M_3YEARS for 'PPB
GROUP BERHAD' by CHONG MOI FUNG
(Ent Account Manager Penang) 5 day(s)

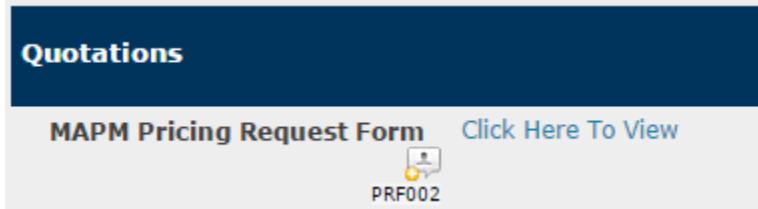
From then *Opportunity Detail Form View* click on the “**Edit**” action button.



The screenshot shows the Opportunity Detail Form View. At the top, there is a toolbar with the following icons and labels: Return to Inbox, Edit, Quotation Created, Reassign, Rework item, Seek Input, Post a message, and Workflow Status. Below the toolbar, the section title is "Opportunities". The opportunity details listed are:

- Opportunity ID: 160117-33463
- * Opportunity Name: PPBGROUP_DOME10M_3YEARS
- Opportunity Owner Name: CHONG MOI FUNG (Ent Account Manager Penang)
- * Search Account: PPB GROUP BERHAD
- Account Name: PPB GROUP BERHAD
- Account Category: Enterprise
- * Close Date: 16/Nov/2016
- SalesforceType: New Sales
- Type:
- Lead Source:
- Primary Campaign Source:
- Stage: Proposal
- Probability: 25

To verify the Pricing Request Form has been created for this Opportunity, go to the Quotation Section.



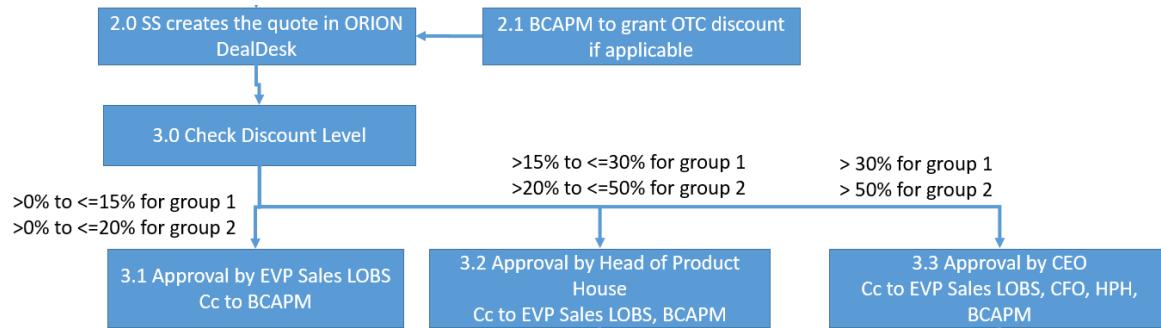
The screenshot shows the Quotations section. It displays a link labeled "MAPM Pricing Request Form" followed by a "Click Here To View" link and a small icon representing a document or form.

User can view the Pricing Request Form by click on the “**Click Here To View**” link

5) Managed Services

- a. Create Quotation by Assistance General Manager or Sales Specialist Team Lead

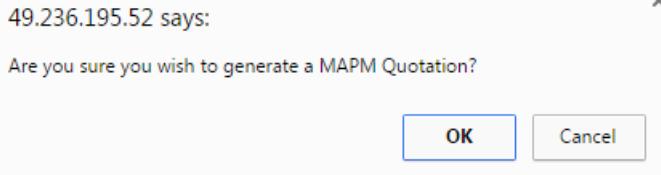
Quotation Submission Workflow (Productized – Managed Services)



To create the MAPM Quotation, go to the bottom of the page and click on the “**Create MAPM Quotation**” button.



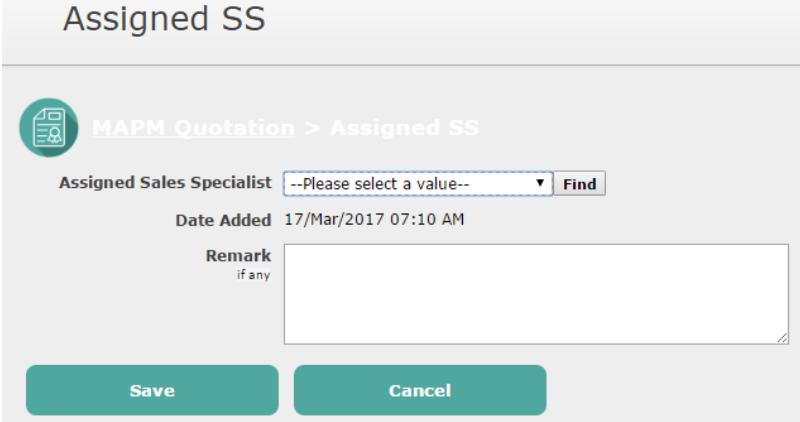
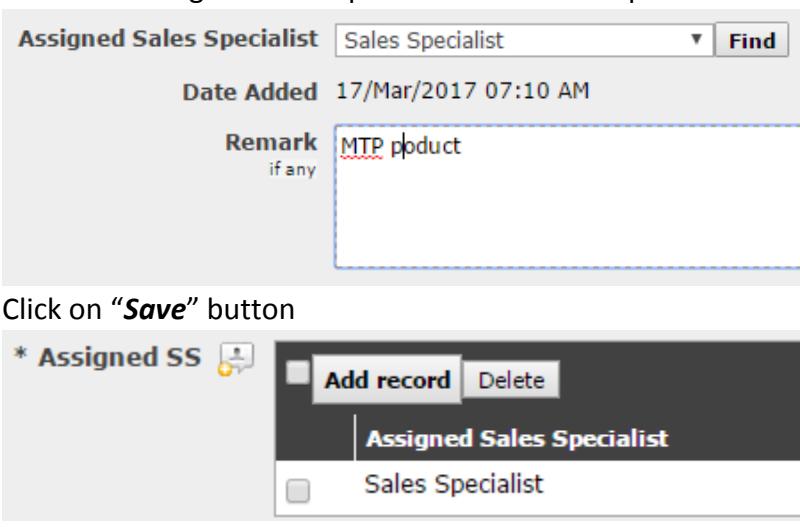
The system will pop-up a confirmation message.



When the user click on “**OK**” button, the system will open *new windows for the Quotation*.

In the **Opportunity Details Form window**, in the **Quotation section** the system create **Quotation Link** in the **MAPM Quotation sub form**

	<div style="background-color: #003366; color: white; padding: 5px; margin-bottom: 10px;"> Quotations </div> <div style="border: 1px solid #ccc; padding: 10px; background-color: #f9f9f9;"> <p style="margin: 0;">MAPM Pricing Request Form Click Here To View</p> <p style="margin: 0; text-align: center;"> [] PRF002 </p> <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 5px;"> <thead> <tr style="background-color: #003366; color: white;"> <th style="padding: 2px;">MAPM Quotations</th> <th style="padding: 2px;">Quotation Ref No</th> <th style="padding: 2px;">Quotation Status</th> </tr> </thead> <tbody> <tr> <td style="padding: 2px;">[]</td> <td style="padding: 2px; text-align: center;">VADS/ICT/150317/129/TAGM</td> <td style="padding: 2px; text-align: center;">Draft</td> </tr> </tbody> </table> </div> <td style="width: 10%;"></td>	MAPM Quotations	Quotation Ref No	Quotation Status	[]	VADS/ICT/150317/129/TAGM	Draft	
MAPM Quotations	Quotation Ref No	Quotation Status						
[]	VADS/ICT/150317/129/TAGM	Draft						
	<p>Go to Quotation Windows tab, the MAPM Quotation form must be in Edit Mode.</p> <div style="border: 1px solid #ccc; padding: 10px; background-color: #f9f9f9;"> <p style="margin: 0;">MAPM Quotation</p> <p style="margin: 0; color: red;">• Please select Contract Period</p> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 10px;"> <p>MAPM Quotation</p> <p style="margin: 0;">Created by Test AGM</p> <p style="margin: 0;">Quotation Ref No [] VADS/ICT/150317/131/TAGM</p> <p style="margin: 0;">Quotation Expiry [] 30 Number of days to expire</p> <p style="margin: 0;">Date created 15/Mar/2017 08:19 PM</p> <p style="margin: 0;">Quotation Status [] Draft</p> <p style="margin: 0;">Quotation Date [] 15 March 2017</p> <p>Customer Profile</p> <p style="margin: 0;">Opportunity ID [] 160117-33463</p> <p style="margin: 0;">Company Name [] PPB GROUP BERHAD</p> <p style="margin: 0;">Customer Category [] Enterprise</p> <p style="margin: 0;">City [] KL</p> <p style="margin: 0;">State [] Wilayah Persekutuan Kuala Lumpur</p> <p style="margin: 0;">General Line []</p> <p style="margin: 0;">Opportunity Name [] PPBGROUP_DOME10M_3YEARS</p> <p style="margin: 0;">Company No [] PS/0008167-W</p> <p style="margin: 0;">Address [] L3 Cheras Leisure Mall, 8 Jalan Manis 2, Taman Segar</p> <p style="margin: 0;">Postcode [] 56100</p> <p style="margin: 0;">Country [] Malaysia</p> <p style="margin: 0;">Website []</p> <p>Quotation Details</p> <p style="margin: 0;">Productized Type [] <input checked="" type="radio"/> Managed Services [] <input type="radio"/> Outright Purchase</p> <p style="margin: 0;">Pricing Request Form []</p> <p style="margin: 0;">Contract Period [] --Please select a value-- Find</p> <p style="margin: 0;">Scope of Work []</p> <p style="margin: 0;">Quote Type [] --Please select a value--</p> <p style="margin: 0;">Line Items []</p> <p style="margin: 0; text-align: center;"> Add record Delete </p> <p style="margin: 0; text-align: center;"> Product Full Product Description Expenditure Type Suggested Discount Justification </p> <p style="margin: 0; text-align: right;"> One-Time Price Monthly Recurring Price </p> </div> <p>User need to make sure the following information fill-in</p> <ul style="list-style-type: none"> • Productized Type = Managed Services • Contract Period = 1/2/3/4/5 Years • Scope of Work • Quote Type = Normal Requisition/Tender • Assigned Sales Specialist <div style="border: 1px solid #ccc; padding: 10px; margin-top: 10px;"> <p>* Assigned SS []</p> <div style="border: 1px solid #ccc; padding: 5px; text-align: center; background-color: #f9f9f9;"> <p style="margin: 0;">Add record Delete</p> <p style="margin: 0; border-top: 1px solid #ccc; padding-top: 5px; text-align: center;">Assigned Sales Specialist</p> <p style="margin: 0; border-top: 1px solid #ccc; padding-top: 5px; text-align: center;">There are currently no records</p> </div> <ul style="list-style-type: none"> ○ To add Sales Specialist click on the “Add Record” button ○ The system will display Assigned SS form as below </div> </div>							

	<p>Assigned SS</p>  <ul style="list-style-type: none">○ Select the Assigned Sales Specialist from the drop down list  <ul style="list-style-type: none">○ Click on “Save” button
	<p>❖ AFTER EVERY CHANGES PLEASE SAVE THE QUOTATION</p> <p>At the bottom of this editable mode form, user can see button as below;</p>  <ul style="list-style-type: none">- Click on the “Save” button the system will save the data and the system will display “My Taskbox” list

Filter my inbox tasks by Pending only ▾					
<input type="checkbox"/> Delete	Received	Submission No	Task	Subject	Time allocated
<input type="checkbox"/>	✉ 16/Mar/2017 09:33 PM	010952	VADS AGM Enterprise	160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)	5 day(s)

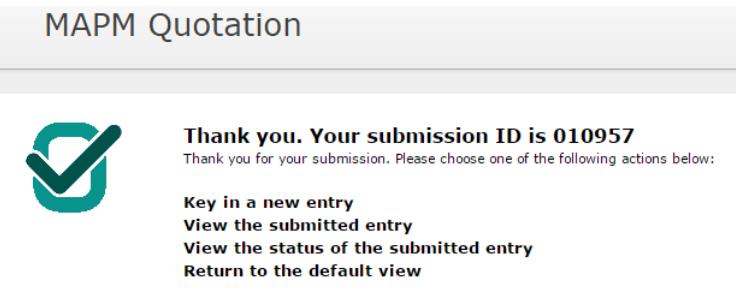
Save and submit

- the system will ask for confirmation

Important note (if any)

Confirm
Cancel
Check last flow

- after click on the “**Confirm**” button, the system submit the quotation to workflow process and display the submission ID.



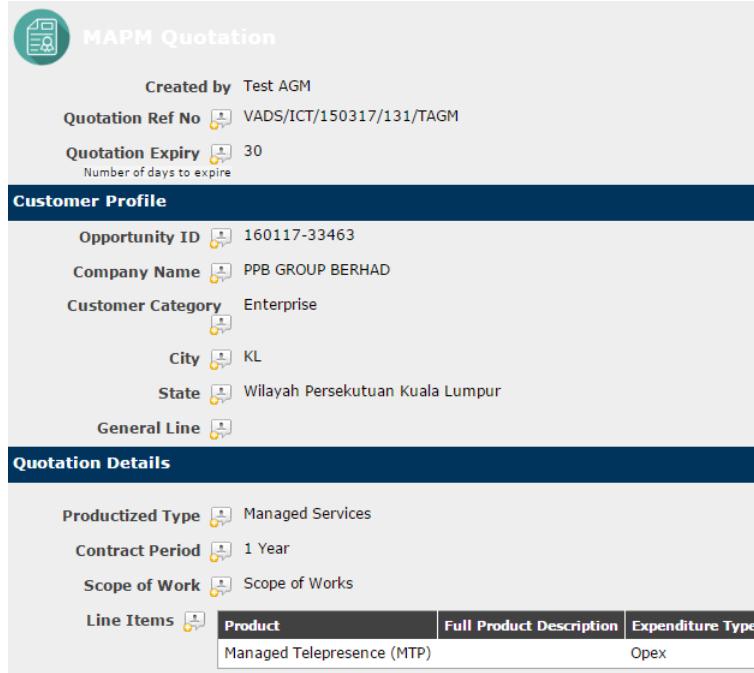
To view the *Quotation workflow status*, user can click on the “**View the submitted entry**” or “**View the status of the submitted entry**”

At the submission section, user can view quotation workflow status as below;

Submission information		
The following is information related to this particular submission		
Submission No.	010964	
Submitted By	Test AGM	
Date Started	18/Mar/2017 10:05 AM	
History	Bubble	Date/time
	Start	18/Mar/2017 10:05 AM
	SS Insert Product & Price	18/Mar/2017 10:05 AM
		Action request sent to Sales Specialist
		⌚ Time allocated is 3 day(s)

Discard changes

- Click on the “**Discard changes**” button, the system will display **Quotation Details View Form**.



The screenshot shows a "MAPM Quotation" view form. At the top, it displays "Created by Test AGM" and "Quotation Ref No VADS/ICT/150317/131/TAGM". Below that, "Quotation Expiry" is set to 30 days. The "Customer Profile" section includes fields for Opportunity ID (160117-33463), Company Name (PPB GROUP BERHAD), Customer Category (Enterprise), City (KL), State (Wilayah Persekutuan Kuala Lumpur), and General Line. The "Quotation Details" section shows Productized Type (Managed Services), Contract Period (1 Year), and Scope of Work (Scope of Works). A table for Line Items shows a single item: Managed Telepresence (MTP) under Product, Full Product Description, and Expenditure Type (Opex).

- And at the bottom of this **view mode form**, user can see button as below;

Edit data**Save and submit****Cancel**

- **Edit data** - the system change the quotation details from view mode to editable mode
- **Save and submit** - the system save the data and submit the quotation to workflow process
- **Cancel** - the system display “My Taxkbox” list

b. Update Quotation

i. Create the product and price by Sales Specialist

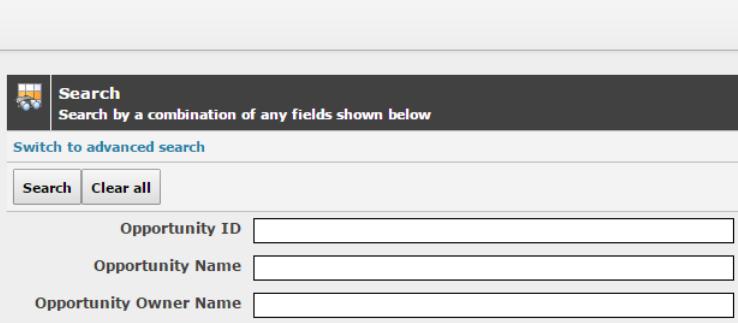
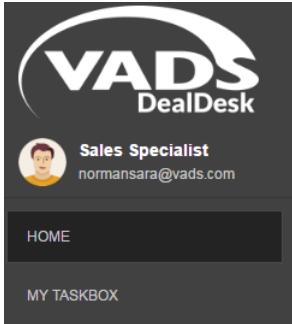
On welcome page, the user can see the notification as below;



 PPBGROUP_DOME10M_3YEARS for PPB GROUP
BERHAD
17/Mar/2017 12:45 PM By Test AGM

If the user click on the **Start** button.

The system will display home page as below;

A screenshot of the search interface on the VADS mobile application home screen. It features a search bar with the placeholder "Search by a combination of any fields shown below" and a "Switch to advanced search" link. Below the search bar are three input fields: "Opportunity ID", "Opportunity Name", and "Opportunity Owner Name", each with a corresponding text input field.

To go to the list of the task, the user need to click on the **MY TASKBOX** on the left hand-side menu.

The system will display "My Taskbox" list

--	--	--

Click on the Quotation Link which is the “**SS Insert Product & Price**” task name.

17/Mar/2017 010957 **SS Insert Product & Price** **PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD**

The system will display the Quotation Details Form in View Mode as below;

The screenshot shows the MAPM Quotation details form. At the top, there are several buttons: Return to Inbox (blue arrow), Edit (pencil), Product Selected (green arrow), Post a message (speech bubble), and Workflow Status (gear). Below this is the title "MAPM Quotation". The "Customer Profile" section contains the following information:

- Opportunity ID: 160117-33463
- Company Name: PPB GROUP BERHAD
- Customer Category: Enterprise
- City: KL
- State: Wilayah Persekutuan Kuala Lumpur
- General Line: [button]

If the user click on the notification link;

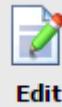


PPBGROUP_DOME10M_3YEARS for PPB GROUP

BERHAD

17/Mar/2017 12:45 PM By Test AGM

	<p>The system will display the Quotation Details Form in View Mode as below;</p> <div style="border: 1px solid #ccc; padding: 10px;"> <div style="display: flex; justify-content: space-around; font-weight: bold; font-size: 0.8em;"> Return to Inbox Edit Product Selected Post a message Workflow Status </div> <div style="margin-top: 10px;">  <h3 style="margin: 0;">MAPM Quotation</h3> </div> <div style="margin-top: 10px;"> <p>Created by Test AGM</p> <p>Quotation Ref No  VADS/ICT/150317/131/TAGM</p> <p>Quotation Expiry  30 Number of days to expire</p> </div> <div style="background-color: #003366; color: white; padding: 2px 0; margin-top: 5px;"> Customer Profile </div> <div style="margin-top: 5px;"> <p>Opportunity ID  160117-33463</p> <p>Company Name  PPB GROUP BERHAD</p> <p>Customer Category  Enterprise</p> <p>City  KL</p> <p>State  Wilayah Persekutuan Kuala Lumpur</p> <p>General Line </p> </div> </div>
	<p>Action button function</p>
	<p>In the View Mode, at top of the page there are “Return to Inbox”, “Edit”, “Product Selected”, “Post a Message” and “Workflow Status” Action button</p> <div style="display: flex; justify-content: space-around; font-weight: bold; font-size: 0.8em; margin-bottom: 20px;"> Return to Inbox Edit Product Selected Post a message Workflow Status </div> <div style="text-align: center; margin-top: 20px;">  <p>Return to listing</p> </div> <p>When the user click on the button Return to listing, the system will display the “My Taskbox” list.</p>



When the user click on the button , the system will display the quotation from view mode to editable mode.



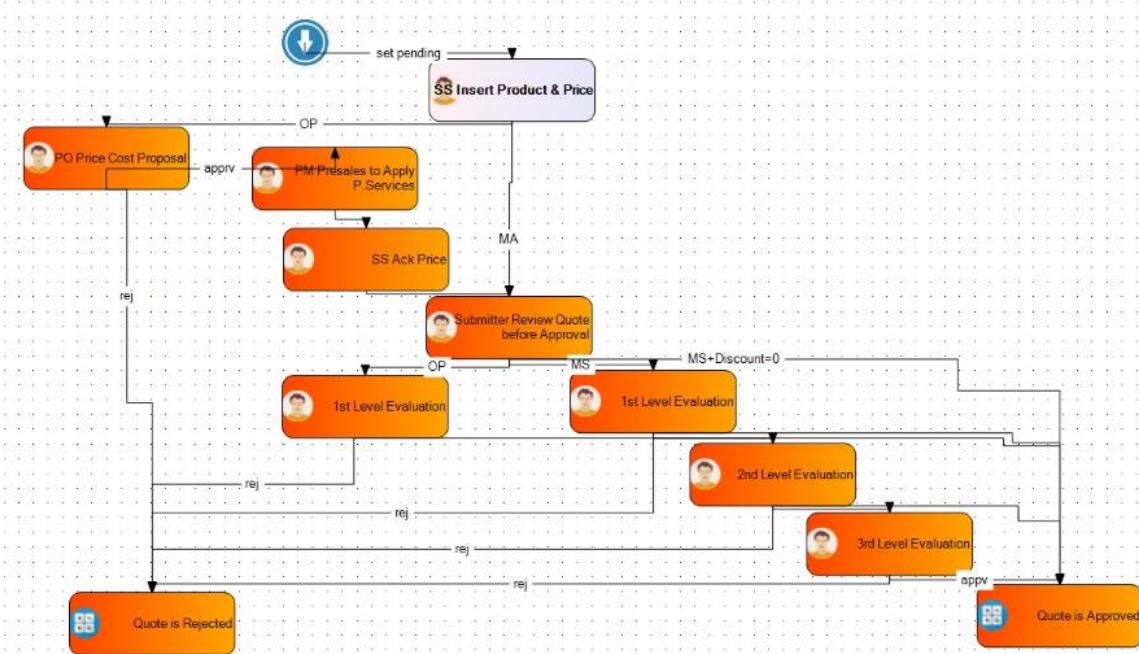
When the user click on the button , the system will proceed to next workflow process which is Submitter review this quotation.



When the user click on the button , the system will post a message on the submission information details.



When the user click on the button , the system show the current status in the quotation workflow as below;

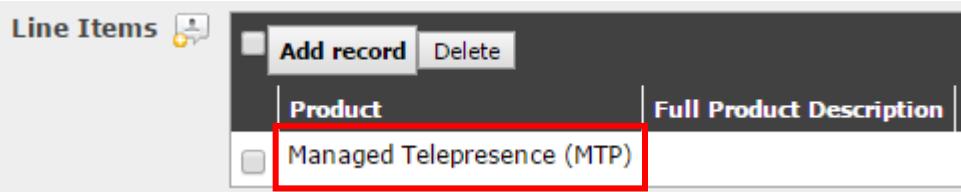


	Create/Update the Product information
	<p>To create or update the product and price click on the “Edit” action button.</p> <p>MAPM Quotation form must be in Edit Mode.</p> <p>In the MAPM Quotation form, under Quotation Details section.</p>
i.	<p><i>Create Line items</i></p> <p>In the MAPM Quotation form, under Quotation Details section.</p> <p>Click on the Add Record on the Line Items.</p>
	<p>The system will display Line Items form as below</p>



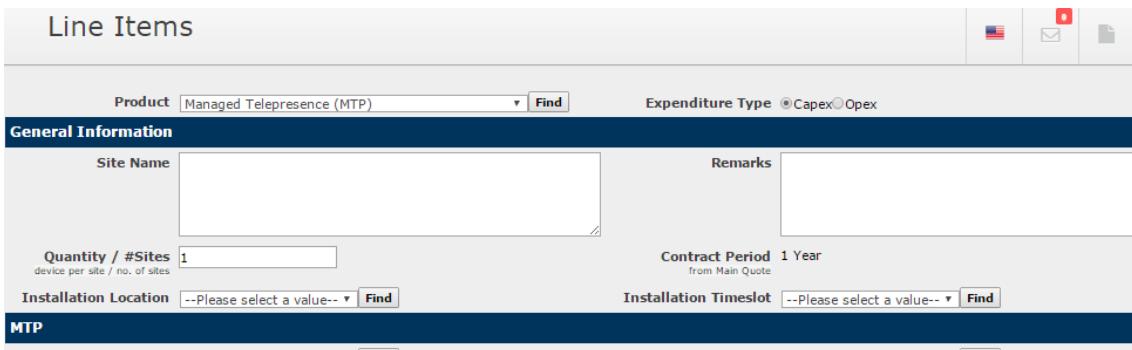
<p>Line Items</p> <p>Product Managed Telepresence (MTP) <input type="button" value="Find"/> Expenditure Type <input checked="" type="radio"/> Capex <input type="radio"/> Opex</p> <p>General Information</p> <p>Site Name <input type="text"/> Remarks <input type="text"/></p> <p>Quantity / #Sites 1 <small>device per site / no. of sites</small></p> <p>Contract Period 1 Year from Main Quote</p> <p>Installation Location --Please select a value-- <input type="button" value="Find"/> Installation Timeslot --Please select a value-- <input type="button" value="Find"/></p> <p>MTP</p> <p>Package Type --Please select a value-- <input type="button" value="Find"/> Package Resolution --Please select a value-- <input type="button" value="Find"/></p> <p>Endpoint Type --Please select a value-- <input type="button" value="Find"/> Model --Please select a value-- <input type="button" value="Find"/></p> <p>Support --Please select a value-- <input type="button" value="Find"/></p> <p>Quotation Information</p> <p>User can update the following information</p> <ul style="list-style-type: none">• Product• Product selection• General Information<ul style="list-style-type: none">◦ Site Name◦ Remarks◦ Quantity/No of site◦ Installation Location◦ Installation Timeslot• Discount for Recurring Charges<ul style="list-style-type: none">◦ Suggested Discount◦ Justification for discount <p>To save the line items, click “Save” at the bottom of the page</p> <p>❖ AFTER EVERY CHANGES PLEASE SAVE THE QUOTATION</p>		
ii. Update Line items		
	<p>MAPM Quotation form must be in Edit Mode.</p> <p>In the MAPM Quotation form, under Quotation Details section.</p>	

Click on the **Line Items**.



The screenshot shows a list of line items. At the top, there are buttons for 'Add record' and 'Delete'. Below this, there are two columns: 'Product' and 'Full Product Description'. The row for 'Managed Telepresence (MTP)' has a red box around it, indicating it is selected.

The system will display Line Items in Edit Mode form as below



The screenshot shows the 'Line Items' edit mode for 'Managed Telepresence (MTP)'. It includes fields for Site Name, Remarks, Quantity / #Sites (1), Contract Period (1 Year), Installation Location, Installation Timeslot, and a section for 'MTP'.

User can change the following information

- Product

To save the line items, click "Save" at the bottom of the page

❖ **AFTER EVERY CHANGES PLEASE SAVE THE QUOTATION**

iii. *Delete Line items*

MAPM Quotation form must be in **Edit Mode**.

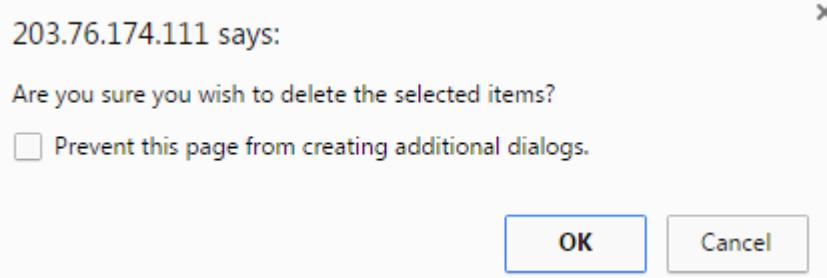
In the **MAPM Quotation** form, under **Quotation Details** section.

1. Delete Line Item

- a. Click on the checkbox on the selected line item

Line Items		
	Add record	Delete
	Product	Full Product Description
<input checked="" type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 1080p@30fps 24x7x4 Contract Period: 1 Year
<input type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 720p@30fps 8x5xNBD Contract Period: 1 Year

- b. Click on the Delete Button
- c. The system alert the user with message as below



- d. The system will delete selected row

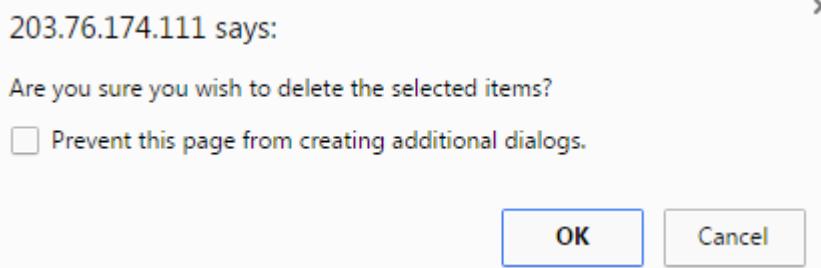
Line Items		
	Add record	Delete
	Product	Full Product Description
<input type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 720p@30fps 8x5xNBD Contract Period: 1 Year

2. Delete All

- a. Click on the checkbox next to Add Record button

Line Items		
	Add record	Delete
	Product	Full Product Description
<input checked="" type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 1080p@30fps 24x7x4 Contract Period: 1 Year
<input checked="" type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 720p@30fps 8x5xNBD Contract Period: 1 Year

- b. Click on the Delete Button
- c. The system alert the user with message as below



- d. The system will delete all row

Line Items		
	Add record	Delete
	Product	Full Product Description
There are currently no records		

❖ AFTER EVERY CHANGES PLEASE REMEMBER TO SAVE THE QUOTATION

After the line items has been crated, please make sure that the system auto create below items for each product;

Line Items			
	Add record	Delete	
	Product	Full Product Description	Expendi
	<input type="checkbox"/>	Managed Bandwidth Management Services (MBMS)	Opex

Terms & Conditions

Terms & Conditions

 Add record	Delete
Product	
 Managed Bandwidth Management Services (MBMS)	

SST

 SST	 Add record	Delete
SST	SST Attachment	
 Managed Bandwidth Management Service.doc		

At the bottom of this **editable mode form**, user can see button as below;

Save

Discard changes

Save

- Click on the “**Save**” button the system will save the data and the system will display “**My Taskbox**” list

Filter my inbox tasks by Pending only ▾					
 Delete	Received	Submission No	Task	Subject	Time allocated
  16/Mar/2017 09:33 PM	010952	VADS AGM Enterprise		160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)	5 day(s)

Discard changes

- Click on the “**Discard changes**” button, the system will display **Quotation Details View Form**.

	 MAPM Quotation Created by Test AGM Quotation Ref No  VADS/ICT/150317/131/TAGM Quotation Expiry  30 Number of days to expire Customer Profile Opportunity ID  160117-33463 Company Name  PPB GROUP BERHAD Customer Category  Enterprise  City  KL  State  Wilayah Persekutuan Kuala Lumpur General Line  Quotation Details Productized Type  Managed Services Contract Period  1 Year Scope of Work  Scope of Works Line Items  <table border="1"><thead><tr><th>Product</th><th>Full Product Description</th><th>Expenditure Type</th></tr></thead><tbody><tr><td>Managed Telepresence (MTP)</td><td></td><td>Opex</td></tr></tbody></table>	Product	Full Product Description	Expenditure Type	Managed Telepresence (MTP)		Opex
Product	Full Product Description	Expenditure Type					
Managed Telepresence (MTP)		Opex					

	After save the quotation and the system display the Quotation Details View Form       MAPM Quotation Created by Test AGM Quotation Ref No  VADS/ICT/150317/131/TAGM Quotation Expiry  30 Number of days to expire Customer Profile Opportunity ID  160117-33463 Company Name  PPB GROUP BERHAD Customer Category  Enterprise  City  KL  State  Wilayah Persekutuan Kuala Lumpur General Line 
--	---

	<p>Product Selected</p> <p>After update or fill-in the product line items, the next step is for the submitter to review the quotation. The user need to click on the “Product Selected” action button.</p> <p>The system will display message action as below;</p> <div style="border: 1px solid #ccc; padding: 10px;"> <p style="background-color: #333; color: white; padding: 5px; margin-bottom: 5px;">Submit an action - 'Product Selected'</p> <p>You can use this screen to submit your action</p> <div style="display: flex; justify-content: space-between; align-items: flex-start;"> <div style="flex: 1;"> <p>Digital Fingerprint</p> <p>This ensures that the content of the submission is exactly the same as when it was submitted</p> </div> <div style="flex: 1; border: 1px solid #ccc; padding: 5px; margin-top: 10px;"> <p> This submission, its data and uploaded file contents have been checked and verified to be untampered with.</p> </div> </div> <div style="margin-top: 20px;"> <p>Remarks</p> <p>These remarks will be saved together with your action in the history area</p> <div style="border: 1px solid #ccc; height: 100px; margin-top: 10px;"></div> </div> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> Confirm Discard Changes </div> </div>	
	<ul style="list-style-type: none"> • User can fill-in the below information”, and click on the “Confirm” button <ul style="list-style-type: none"> ○ Remarks • and click on the “Confirm” button; <ul style="list-style-type: none"> ○ - system send the quotation to the submitter to review and then system will display the home page <div style="display: flex; justify-content: space-between;"> <div style="flex: 1;"> </div> <div style="flex: 1;"> </div> </div> <ul style="list-style-type: none"> ○ - system cancel this form and display back to Quotation Details View Form 	

	<p>Return to Inbox Edit Product Selected Post a message Workflow Status</p> <p>MAPM Quotation</p> <p>Created by Test AGM</p> <p>Quotation Ref No VADS/ICT/150317/131/TAGM</p> <p>Quotation Expiry 30 Number of days to expire</p> <p>Customer Profile</p> <p>Opportunity ID 160117-33463</p> <p>Company Name PPB GROUP BERHAD</p> <p>Customer Category Enterprise</p> <p>City KL</p> <p>State Wilayah Persekutuan Kuala Lumpur</p> <p>General Line</p>
--	--

ii. Revise the Quotation by Sales Specialist Team Lead/Assistant General Manager

	<p>On welcome page, the user can see the notification as below;</p> <p>Welcome Back, Test AGM You Have 2 New Tasks</p> <p>Start</p> <p>PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD 17/Mar/2017 03:24 PM By Test AGM</p>
--	--

	<p>If the user click on the Start button.</p>
--	--

The system will display “My Taskbox” list

Received	Submission No	Task	Subject	Time allocated
17/Mar/2017 03:24 PM	010957	Submitter Review Quote before Approval	PPB GROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD'	3 day(s)
16/Mar/2017 09:33 PM	010952	VADS AGM Enterprise	160117-33463 - PPB GROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD'	5 day(s)

Click on the Quotation Link which is the “**Submitter Review Quote before Approval**” task name.

17/Mar/2017 010957 03:24 PM Submitter Review Quote before Approval PPB GROUP_DOME10M_3YEARS for 3 day(s) PPB GROUP BERHAD

The system will display the Quotation Details Form in View Mode as below;

MAPM Quotation

Created by Test AGM
Quotation Ref No VADS/ICT/150317/131/TAGM
Quotation Expiry 30
Number of days to expire

Customer Profile

- Opportunity ID 160117-33463
- Company Name PPB GROUP BERHAD
- Customer Category Enterprise
- City KL
- State Wilayah Persekutuan Kuala Lumpur
- General Line

Quotation Details

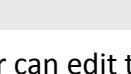
- Productized Type Managed Services
- Contract Period 1 Year
- Scope of Work Scope of Works

If the user click on the notification link;

	<p>PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD 17/Mar/2017 03:24 PM By Test AGM</p> <p>The system will display the Quotation Details Form in View Mode as below;</p>
	<p>Action button function</p> <p>In the View Mode, at top of the page there are “Return to Inbox”, “Edit”, “Quotation is Ready for Approval”, “Reassign”, “Rework Item”, “Seek Input”, “Post a Message” and “Workflow Status” Action button</p> <p>When the user click on the button  , the system will display the “My Taskbox” list.</p>



Edit

When the user click on the button , the system will display the quotation from view mode to editable mode. User can edit the quotation and line items.



Quotation is Ready for Approval

When the user click on the button , the system will proceed to next workflow process which is Approval.



Reassign

When the user click on the button , user can assign other user review this quotation.



Rework item

When the user click on the button , user can ask the Sales Specialist to update the line items and revert back.



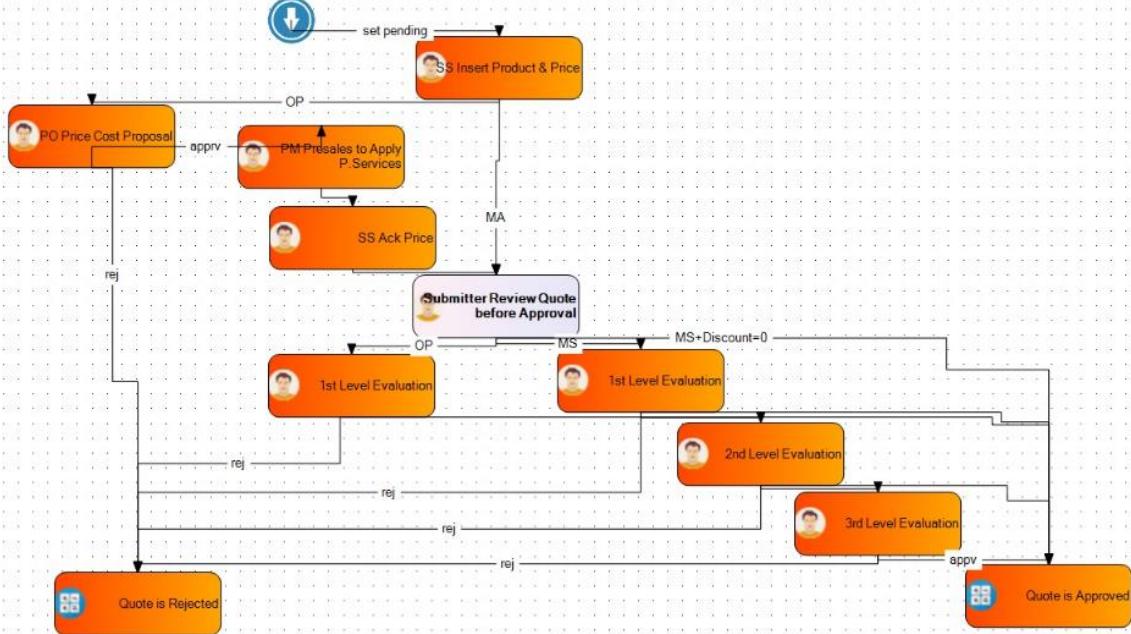
Seek Input

When the user click on the button , user can ask for further information or advice regarding this quotation from others.



Post a message

When the user click on the button , the system will post a message on the submission information details.

	<p style="text-align: center;">  Workflow Status </p> <p>When the user click on the button , the system show the current status in the quotation workflow as below;</p>  <pre> graph TD SP[set pending] --> SS[SS Insert Product & Price] SS -- OP --> PPCP[PO Price Cost Proposal] PPCP -- apprv --> PPA[PM Presales to Apply P Services] PPA -- MA --> SSACK[SS Ack Price] SSACK --> SRA[Submitter Review Quote before Approval] SRA -- OP --> LE1[1st Level Evaluation] LE1 -- MS --> LE1_1[1st Level Evaluation] LE1_1 -- MS+Discount=0 --> LE2[2nd Level Evaluation] LE2 -- MS --> LE3[3rd Level Evaluation] LE3 -- apprv --> QA[Quote is Approved] LE1 -- rej --> QR[Quote is Rejected] LE1_1 -- rej --> QR LE2 -- rej --> QR LE3 -- rej --> QR </pre>
	<p>Update/Review the Product Price</p>
	<p>To update or review the product price click on the “Edit” action button.</p> <p>MAPM Quotation form must be in Edit Mode.</p> <p>In the MAPM Quotation form, under Quotation Details section.</p>

Quotation Details

Productized Type  Managed Services

Contract Period  1 Year

Scope of Work  Scope of Works

Line Items  **Add record** **Delete**

Product	Full Product Description	Expenditure Type
Managed Telepresence (MTP)	Opex	

Terms & Conditions  **Add record** **Delete**

Product	Terms and Conditions
Managed Telepresence (MTP)	MANAGED TEL

Click on the **Line Items**.

Line Items  **Add record** **Delete**

Product	Full Product Description	Expenditure Type
Managed Telepresence (MTP)	MX700 Multipurpose Premium 1080p@30fps 24x7x4	Opex

The system popup Product line item window as below;



ORION Operation & User Guide

rapid4
Enterprise App
Builder

Line Items

Product: Managed Telepresence (MTP) | Find | Expenditure Type: Capex® Opex

General Information

Site Name: [] Remarks: []

Quantity / # Sites: 1 Contract Period: 1 Year from Main Quote

Installation Location: --Please select a value-- | Find | Installation Timeslot: --Please select a value-- | Find

MTP

Package Type: Premium | Find | Package Resolution: 1080p@30fps | Find

Endpoint Type: Multipurpose | Find | Model: MX700 | Find

Support: 24x7x4 | Find

Quotation Information
The following are displayed on the quotation

Full Product: MX700 Multipurpose
Description: Premium
1080p@30fps
24x7x4

Unit Price / Charges
for Quantity/Site = 1

One-Time Price: 28,000.00 Monthly Recurring Price: 0.00
Yearly Recurring Price: 305,000.00 Professional Services: 0.00

Discount for Recurring Charges

Suggested Discount: 5.00 %, for recurring charges only Justification for discount: 5% only

Final Price / Charge
after applied quantity and discount, if any

One-Time Price: 28,000.00 Monthly Recurring Price: 0.00
Yearly Recurring Price: 289,750.00

User can update the following information

- Discount for Recurring Charges
 - Suggested Discount
 - Justification for discount

To save the line items, click “**Save**” at the bottom of the page.

Final Price / Charge
after applied quantity and discount, if any

One-Time Price: 28,000.00
Yearly Recurring Price: 289,750.00

Save **Cancel**

After click “Save” button, the system update the line item as below;

Product	Full Product Description	Expenditure Type	Suggested Discount	Justification	One-Time Price
Managed Telepresence (MTP)	MX700 Multipurpose Premium 1080p@30fps 24x7x4	Opex	5.00	5% only	28,000.00

In the **Quotation Details Editable Form**, click on the “Save” button to save the quotation and the system display the **Quotation Details View Form**

MAPM Quotation

Created by Test AGM

Quotation Ref No VADS/ICT/150317/131/TAGM

Quotation Expiry 30
Number of days to expire

Customer Profile

Opportunity ID 160117-33463

Company Name PPB GROUP BERHAD

Customer Category Enterprise

City KL

State Wilayah Persekutuan Kuala Lumpur

General Line

[Quotation is Ready for Approval](#)

After update or review the quotation, the quotation need to send for approval. The user need to click on the “**Quotation is Ready for Approval**” action button.

The system will display message action as below;

Submit an action - 'Quotation is Ready for Approval'
You can use this screen to submit your action**Digital Fingerprint**

This ensures that the content of the submission is exactly the same as when it was submitted



This submission, its data and uploaded file contents have been checked and verified to be untampered with.

Remarks

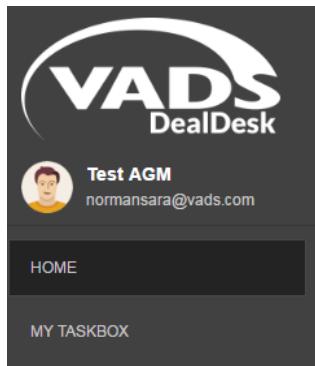
These remarks will be saved together with your action in the history area

Confirm **Discard Changes**

- User can fill-in the below information”, and click on the “Confirm” button
 - Remarks
- and click on the “Confirm” button;

Confirm

- system send the quotation to the submitter to review and then system will display the home page



Filter my inbox tasks by Pending only ▾				
	Delete	Received	Submission No	Task
<input type="checkbox"/>		16/Mar/2017 09:33 PM	010952	VADS AGM Enterprise
<input type="checkbox"/>		15/Mar/2017 08:16 PM	010946	VADS AGM Enterprise

Discard Changes

- system cancel this form and display back to Quotation Details View Form



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The screenshot displays a user interface for managing quotations. At the top, there is a toolbar with the following icons and labels:

- Return to Inbox
- Edit
- Quotation is Ready for Approval
- Reassign
- Rework item
- Seek Input
- Post a message
- Workflow Status

Below the toolbar, the main content area shows a quotation record for "MAPM Quotation". The record includes the following information:

- Created by: Test AGM
- Quotation Ref No: VADS/ICT/150317/131/TAGM
- Quotation Expiry: 30 (Number of days to expire)

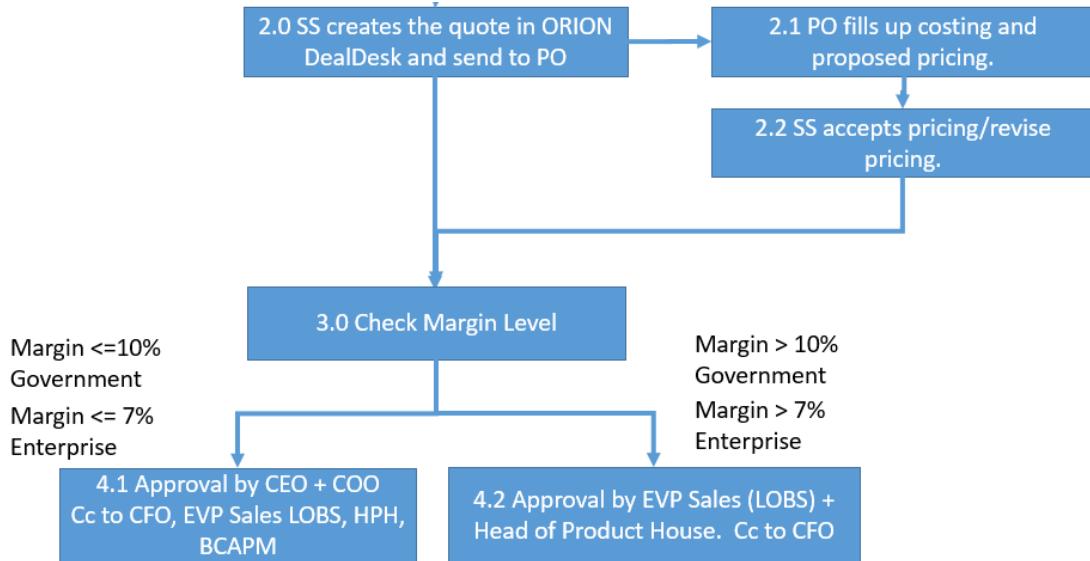
The interface is divided into sections:

- Customer Profile**: Contains fields for Opportunity ID (160117-33463), Company Name (PPB GROUP BERHAD), Customer Category (Enterprise), City (KL), State (Wilayah Persekutuan Kuala Lumpur), and General Line.
- Quotation Details**: Contains fields for Productized Type (Managed Services), Contract Period (1 Year), and Scope of Work (Scope of Works).

6) Outright Purchase

- a. Create Quotation by Assistance General Manager or Sales Specialist Team Lead

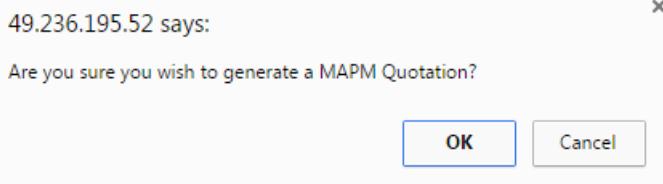
Quotation Submission Workflow (Productized – Outright Purchase)

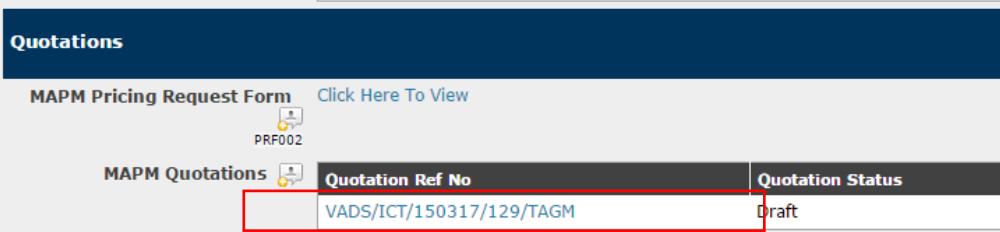
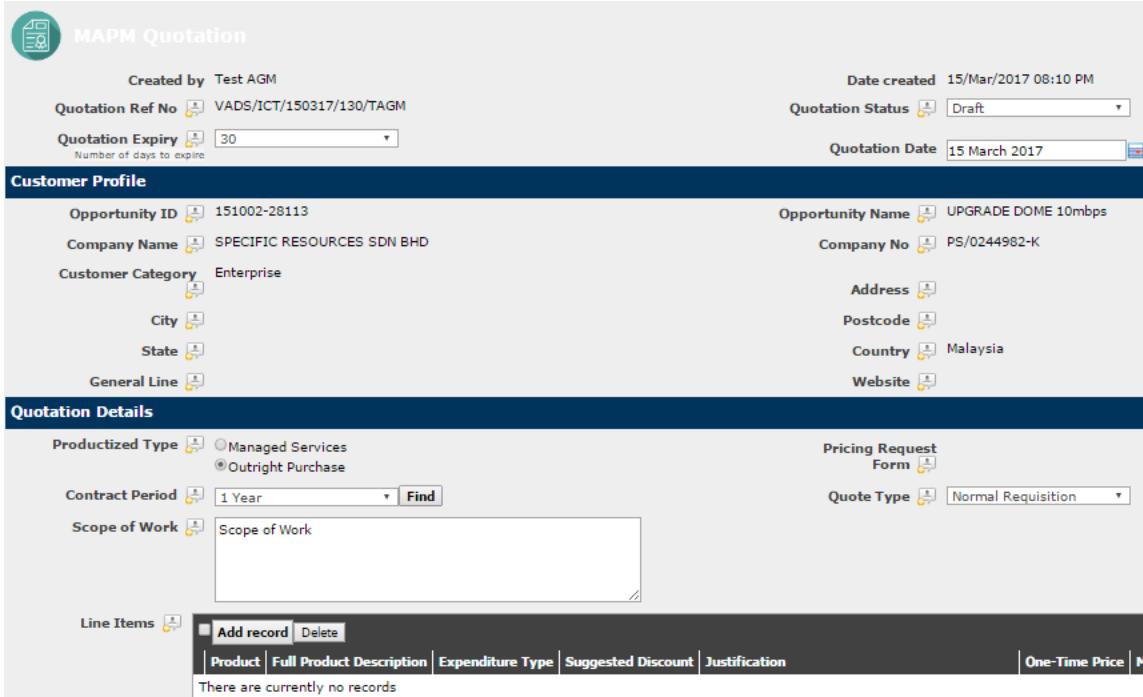


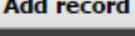
To create the MAPM Quotation, go to the bottom of the page and click on the “**Create MAPM Quotation**” button.



The system will pop-up a confirmation message.



	<p>When the user click on “OK” button, the system will open <i>new windows for the Quotation</i>.</p> <p>In the Opportunity Details Form window, in the Quotation section the system create Quotation Link in the MAPM Quotation sub form</p> 
	<p>Go to Quotation Windows tab, the MAPM Quotation form must be in Edit Mode.</p>  <p>User need to make sure the following information fill-in</p> <ul style="list-style-type: none"> • Productized Type = Outright Purchase • Contract Period = 1/2/3/4/5 Years • Scope of Work • Quote Type = Normal Requisition/Tender • Assigned Sales Specialist

* Assigned SS   Delete

Assigned Sales Specialist

There are currently no records

- To add Sales Specialist click on the “**Add Record**” button
- The system will display Assigned SS form as below

Assigned SS

MAPM Quotation > Assigned SS

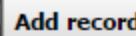
Assigned Sales Specialist Find

Date Added 17/Mar/2017 07:10 AM

Remark if any

Save Cancel

- Select the Assigned Sales Specialist from the drop down list
- Click on “**Save**” button

* Assigned SS   Delete

Assigned Sales Specialist

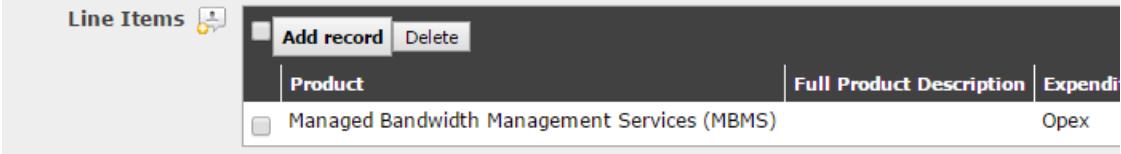
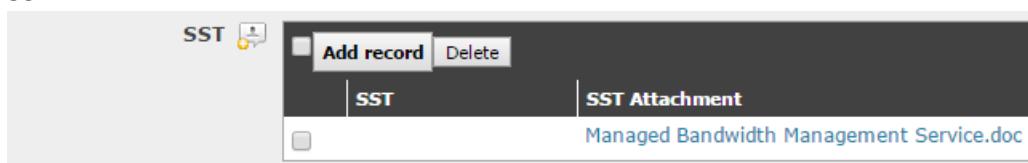
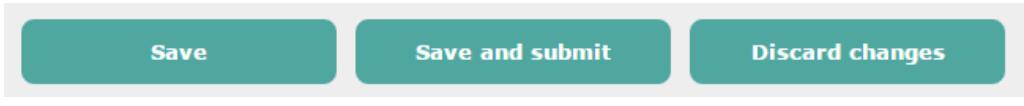
Sales Specialist

Date Added 17/Mar/2017 07:10 AM

Remark if any MTP product

❖ **AFTER EVERY CHANGES PLEASE SAVE THE QUOTATION**

After the line items has been crated, please make sure that the system auto create below items for each product;

	 <p>Line Items</p> <p>Add record Delete</p> <p>Product</p> <p>Managed Bandwidth Management Services (MBMS)</p> <p>Full Product Description Expenditure</p> <p>Opex</p>													
	<ul style="list-style-type: none">• Terms & Conditions  <p>Terms & Conditions</p> <p>Add record Delete</p> <p>Product</p> <p>Managed Bandwidth Management Services (MBMS)</p>													
	<ul style="list-style-type: none">• SST  <p>SST</p> <p>Add record Delete</p> <p>SST</p> <p>SST Attachment</p> <p>Managed Bandwidth Management Service.doc</p>													
	<p>At the bottom of the page the user can see button as below;</p>  <p>Save</p> <p>Save and submit</p> <p>Discard changes</p>  <p>Save</p>													
	<ul style="list-style-type: none">- Click on the “Save” button the system will save the data and the system will display “My Taskbox” list  <p>Filter my inbox tasks by Pending only ▾</p> <table border="1"><thead><tr><th>Delete</th><th>Received</th><th>Submission No</th><th>Task</th><th>Subject</th><th>Time allocated</th></tr></thead><tbody><tr><td><input type="checkbox"/></td><td>16/Mar/2017 09:33 PM</td><td>010952</td><td>VADS AGM Enterprise</td><td>160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)</td><td>5 day(s)</td></tr></tbody></table>	Delete	Received	Submission No	Task	Subject	Time allocated	<input type="checkbox"/>	16/Mar/2017 09:33 PM	010952	VADS AGM Enterprise	160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)	5 day(s)	
Delete	Received	Submission No	Task	Subject	Time allocated									
<input type="checkbox"/>	16/Mar/2017 09:33 PM	010952	VADS AGM Enterprise	160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)	5 day(s)									
	 <p>Save and submit</p> <ul style="list-style-type: none">- the system will ask for confirmation													

Important note (if any)

Confirm

Cancel

Check last flow

- after click on the “**Confirm**” button, the system submit the quotation to Sales Specialist to fill-in the product information, then display the submission ID.

MAPM Quotation



Thank you. Your submission ID is 010957

Thank you for your submission. Please choose one of the following actions below:

[Key in a new entry](#)
[View the submitted entry](#)
[View the status of the submitted entry](#)
[Return to the default view](#)

To view the *Quotation workflow status*, user can click on the “*View the submitted entry*” or “*View the status of the submitted entry*”

Discard changes

- Click on the “**Discard changes**” button, the system will display **Quotation Details View Form**.

MAPM Quotation

Created by Test AGM

Quotation Ref No VADS/ICT/150317/131/TAGM

Quotation Expiry 30
Number of days to expire

Customer Profile

Opportunity ID 160117-33463

Company Name PPB GROUP BERHAD

Customer Category Enterprise

City KL

State Wilayah Persekutuan Kuala Lumpur

General Line

Quotation Details

Productized Type Managed Services

Contract Period 1 Year

Scope of Work Scope of Works

Line Items	Product	Full Product Description	Expenditure Type
	Managed Telepresence (MTP)		Opex

- And at the bottom of this **view mode form** user can see button as below;

Edit data

Save and submit

Cancel

- **Edit data** - the system change the quotation details from view mode to editable mode
- **Save and submit** - the system save the data and submit the quotation to workflow process
- **Cancel** - the system display "My Taskbox" list

b. Update Quotation

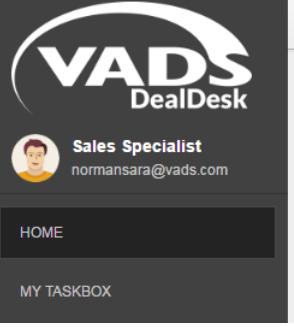
i. Create the Product by Sales Specialist

On welcome page, the user can see the notification as below;



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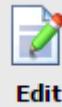
rapid4
Enterprise App
Builder

	 <p>Welcome Back, Sales Specialist You Have 1 New Tasks</p> <p>Start</p> <p>PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD 17/Mar/2017 12:45 PM By Test AGM</p>	
	<p>If the user click on the Start button.</p> <p>The system will display home page as below;</p>  <p>Sales Specialist normansara@vads.com</p> <p>HOME</p> <p>MY TASKBOX</p> <p>Search Search by a combination of any fields shown below Switch to advanced search Search Clear all</p> <p>Opportunity ID <input type="text"/> Opportunity Name <input type="text"/> Opportunity Owner Name <input type="text"/></p> <p>MY TASKBOX</p>	
	<p>To go to the list of the task, the user need to click on the MY TASKBOX on the left hand-side menu.</p> <p>The system will display “My Taskbox” list</p>	

	<p>Click on the Quotation Link which is the “SS Insert Product & Price” task name.</p> <p>17/Mar/2017 010957 SS Insert Product & Price PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD</p>	<p>The system will display the Quotation Details Form in View Mode as below;</p>
--	---	--

	<p>If the user click on the notification link;</p> <p>PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD 17/Mar/2017 12:45 PM By Test AGM</p>
--	---

	<p>The system will display the Quotation Details Form in View Mode as below;</p> <div style="border: 1px solid #ccc; padding: 10px;"> <div style="display: flex; justify-content: space-around; font-weight: bold; margin-bottom: 10px;"> Return to Inbox Edit Product Selected Post a message Workflow Status </div> <div style="background-color: #e0f2e0; border-radius: 10px; padding: 5px; margin-bottom: 10px;"> MAPM Quotation </div> <div style="margin-bottom: 10px;"> Created by Test AGM </div> <div> Quotation Ref No VADS/ICT/150317/131/TAGM </div> <div> Quotation Expiry 30 <small>Number of days to expire</small> </div> <div style="background-color: #003366; color: white; padding: 5px; margin-bottom: 5px;"> Customer Profile </div> <div> Opportunity ID 160117-33463 </div> <div> Company Name PPB GROUP BERHAD </div> <div> Customer Category Enterprise </div> <div> City KL </div> <div> State Wilayah Persekutuan Kuala Lumpur </div> <div> General Line </div> </div>
	<p>Action button function</p> <p>In the View Mode, at top of the page there are “Return to Inbox”, “Edit”, “Product Selected”, “Post a Message” and “Workflow Status” Action button</p> <div style="border: 1px solid #ccc; padding: 10px; text-align: center;"> Return to Inbox Edit Product Selected Post a message Workflow Status </div> <div style="text-align: center; margin-top: 20px;"> Return to listing </div> <p>When the user click on the button Return to listing, the system will display the “My Taskbox” list.</p>



When the user click on the button , the system will display the quotation from view mode to editable mode.



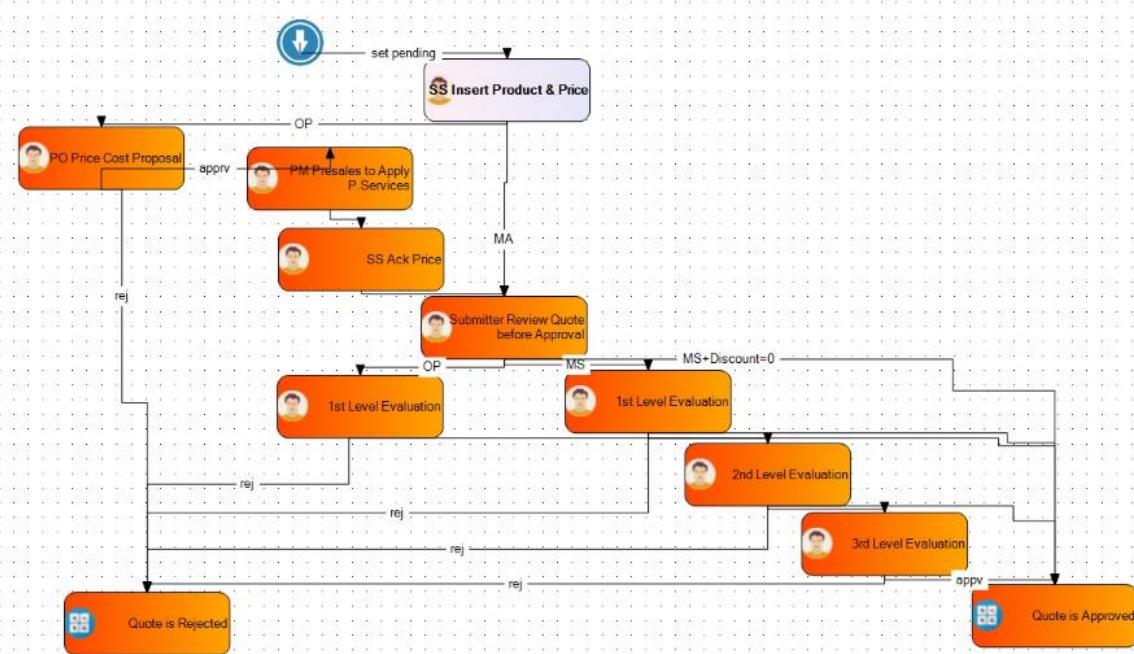
When the user click on the button , the system will proceed the quotation to next workflow process which is Product Owner to fill-in the price.



When the user click on the button , the system will post a message on the submission information details.



When the user click on the button , the system show the current status in the quotation workflow as below;



	Update/Fill-in the Product information
	<p>To create or update the product and price click on the “Edit” action button.</p> <p>MAPM Quotation form must be in Edit Mode.</p> <p>In the MAPM Quotation form, under Quotation Details section.</p>
i.	<i>Create Line items</i>
	<p>In the MAPM Quotation form, under Quotation Details section.</p> <p>Click on the Add Record on the Line Items.</p> <p>The system will display Line Items form as below</p>



	<p>Line Items</p> <p>Product Managed Telepresence (MTP) <input type="button" value="Find"/> Expenditure Type <input checked="" type="radio"/> Capex <input type="radio"/> Opex</p> <p>General Information</p> <p>Site Name <input type="text"/> Remarks <input type="text"/></p> <p>Quantity / #Sites 1 <small>device per site / no. of sites</small></p> <p>Contract Period 1 Year from Main Quote</p> <p>Installation Location --Please select a value-- <input type="button" value="Find"/> Installation Timeslot --Please select a value-- <input type="button" value="Find"/></p> <p>MTP</p> <p>Package Type --Please select a value-- <input type="button" value="Find"/> Package Resolution --Please select a value-- <input type="button" value="Find"/></p> <p>Endpoint Type --Please select a value-- <input type="button" value="Find"/> Model --Please select a value-- <input type="button" value="Find"/></p> <p>Support --Please select a value-- <input type="button" value="Find"/></p> <p>Quotation Information</p> <p>User can update the following information</p> <ul style="list-style-type: none">• Product• Product selection• General Information<ul style="list-style-type: none">◦ Site Name◦ Remarks◦ Quantity/No of site◦ Installation Location◦ Installation Timeslot <p>To save the line items, click “Save” at the bottom of the page</p> <p style="color: blue;">❖ AFTER EVERY CHANGES PLEASE SAVE THE QUOTATION</p>	
	<p>ii. Update Line items</p> <p>MAPM Quotation form must be in Edit Mode.</p> <p>In the MAPM Quotation form, under Quotation Details section.</p> <p>Click on the Line Items.</p>	

Line Items

Product	Full Product Description
<input type="checkbox"/>	Managed Telepresence (MTP)

The system will display Line Items in Edit Mode form as below

Line Items		Actions
Product <input type="text" value="Managed Telepresence (MTP)"/> <input type="button" value="Find"/> Expenditure Type <input checked="" type="radio"/> Capex <input type="radio"/> Opex		
General Information		
Site Name		Remarks
Quantity / #Sites <small>device per site / no. of sites</small>	<input type="text" value="1"/> <input type="button" value="Find"/>	Contract Period <input type="text" value="1 Year"/> <small>from Main Quote</small>
Installation Location	--Please select a value-- <input type="button" value="Find"/>	Installation Timeslot <input type="text" value="--Please select a value--"/> <input type="button" value="Find"/>
MTP		

User can change the following information

- Product

To save the line items, click “Save” at the bottom of the page

❖ AFTER EVERY CHANGES PLEASE SAVE THE QUOTATION

iii. Delete Line items

MAPM Quotation form must be in **Edit Mode**.

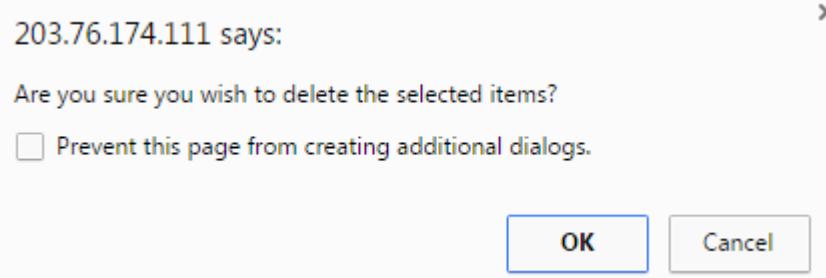
In the **MAPM Quotation** form, under **Quotation Details** section.

1. Delete Line Item

- a. Click on the checkbox on the selected line item

Line Items		
	Add record	Delete
	Product	Full Product Description
<input checked="" type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 1080p@30fps 24x7x4 Contract Period: 1 Year
<input type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 720p@30fps 8x5xNBD Contract Period: 1 Year

- b. Click on the Delete Button
- c. The system alert the user with message as below



- d. The system will delete selected row

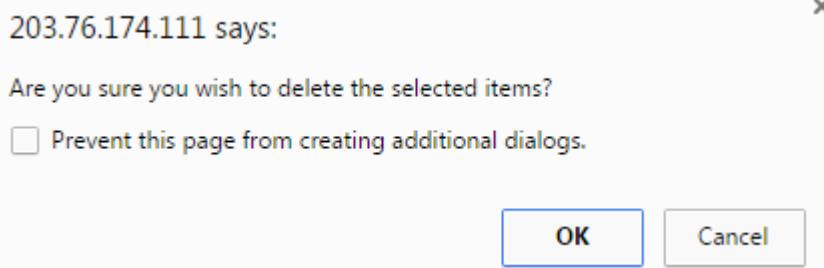
Line Items		
	Add record	Delete
	Product	Full Product Description
<input type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 720p@30fps 8x5xNBD Contract Period: 1 Year

2. Delete All

- a. Click on the checkbox next to Add Record button

Line Items		
	Add record	Delete
	Product	Full Product Description
<input checked="" type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 1080p@30fps 24x7x4 Contract Period: 1 Year
<input checked="" type="checkbox"/>	Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 720p@30fps 8x5xNBD Contract Period: 1 Year

- b. Click on the Delete Button
- c. The system alert the user with message as below



- d. The system will delete all row

Line Items		
	Add record	Delete
	Product	Full Product Description
There are currently no records		

❖ AFTER EVERY CHANGES PLEASE REMEMBER TO SAVE THE QUOTATION

After the line items has been crated, please make sure that the system auto create below items for each product;

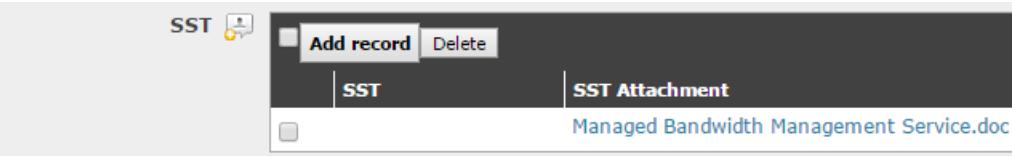
Line Items			
	Add record	Delete	
	Product	Full Product Description	Expendi
	<input type="checkbox"/>	Managed Bandwidth Management Services (MBMS)	Opex

- Terms & Conditions



The screenshot shows a software interface for managing terms and conditions. At the top, there are buttons for 'Add record' and 'Delete'. Below this, a section titled 'Product' contains the text 'Managed Bandwidth Management Services (MBMS)'. There is also a small icon of a computer monitor.

- SST



The screenshot shows a software interface for managing Service Tax (SST). It includes buttons for 'Add record' and 'Delete'. A section labeled 'SST' contains the text 'Managed Bandwidth Management Service.doc'. There is also a small icon of a computer monitor.

At the bottom of this **editable mode form**, user can see button as below;

Save

Discard changes

Save

- Click on the “**Save**” button the system will save the data and the system will display “**My Taskbox**” list

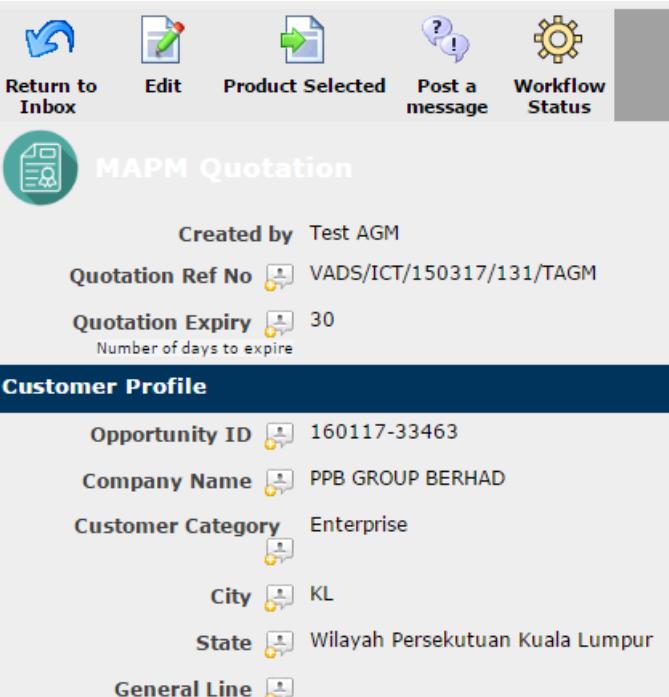


The screenshot shows a list of tasks in the inbox. A single task is visible, with details: Received on 16/Mar/2017 at 09:33 PM, Submission No. 010952, Task VADS AGM Enterprise, Subject 160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang), and Time allocated 5 day(s).

Discard changes

- Click on the “**Discard changes**” button, the system will display **Quotation Details View Form**.

	 MAPM Quotation Created by Test AGM Quotation Ref No  VADS/ICT/150317/131/TAGM Quotation Expiry  30 Number of days to expire Customer Profile Opportunity ID  160117-33463 Company Name  PPB GROUP BERHAD Customer Category  Enterprise City  KL State  Wilayah Persekutuan Kuala Lumpur General Line  Quotation Details Productized Type  Managed Services Contract Period  1 Year Scope of Work  Scope of Works Line Items  <table border="1"><thead><tr><th>Product</th><th>Full Product Description</th><th>Expenditure Type</th></tr></thead><tbody><tr><td>Managed Telepresence (MTP)</td><td></td><td>Opex</td></tr></tbody></table>	Product	Full Product Description	Expenditure Type	Managed Telepresence (MTP)		Opex
Product	Full Product Description	Expenditure Type					
Managed Telepresence (MTP)		Opex					

	After save the quotation and the system display the Quotation Details View Form  <p>The screenshot shows the Quotation Details View Form for the same quotation. It includes a toolbar with icons for Return to Inbox, Edit, Product Selected, Post a message, and Workflow Status. The main content displays the quotation details and customer profile information, which is identical to the original form.</p>
--	---

	<p>Product Selected</p> <p>After update or fill-in the product line items, the submitter to review the quotation. The user need to click on the “Product Selected” action button.</p> <p>The system will display message action as below;</p> <div style="border: 1px solid #ccc; padding: 10px;"> <p style="background-color: #f0f0f0; padding: 5px; margin-bottom: 10px;">Submit an action - 'Product Selected' You can use this screen to submit your action</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 30%; vertical-align: top;"> Digital Fingerprint <small>This ensures that the content of the submission is exactly the same as when it was submitted</small> </td> <td style="width: 70%; vertical-align: top; padding-left: 20px;"> This submission, its data and uploaded file contents have been checked and verified to be untampered with. </td> </tr> <tr> <td colspan="2" style="padding-top: 20px;"> Remarks <small>These remarks will be saved together with your action in the history area</small> <div style="border: 1px solid #ccc; height: 100px; width: 100%;"></div> </td> </tr> <tr> <td colspan="2" style="text-align: center; padding-top: 10px;"> <input style="border: 1px solid #ccc; padding: 2px 10px; margin-right: 10px;" type="button" value="Confirm"/> <input style="border: 1px solid #ccc; padding: 2px 10px;" type="button" value="Discard Changes"/> </td> </tr> </table> </div> <ul style="list-style-type: none"> • User can fill-in the below information”, and click on the “Confirm” button <ul style="list-style-type: none"> ○ Remarks • and click on the “Confirm” button; <ul style="list-style-type: none"> ○ <input style="border: 1px solid #ccc; padding: 2px 10px; margin-right: 10px;" type="button" value="Confirm"/> - system send the quotation to Product Owner to fill-in the price and cost, then system will display the home page <div style="display: flex; justify-content: space-between;"> <div style="flex: 1;"> </div> <div style="flex: 1;"> </div> </div> <ul style="list-style-type: none"> ○ <input style="border: 1px solid #ccc; padding: 2px 10px;" type="button" value="Discard Changes"/> - system cancel this form and display back to Quotation Details View Form 	Digital Fingerprint <small>This ensures that the content of the submission is exactly the same as when it was submitted</small>	This submission, its data and uploaded file contents have been checked and verified to be untampered with.	Remarks <small>These remarks will be saved together with your action in the history area</small> <div style="border: 1px solid #ccc; height: 100px; width: 100%;"></div>		<input style="border: 1px solid #ccc; padding: 2px 10px; margin-right: 10px;" type="button" value="Confirm"/> <input style="border: 1px solid #ccc; padding: 2px 10px;" type="button" value="Discard Changes"/>		
Digital Fingerprint <small>This ensures that the content of the submission is exactly the same as when it was submitted</small>	This submission, its data and uploaded file contents have been checked and verified to be untampered with.							
Remarks <small>These remarks will be saved together with your action in the history area</small> <div style="border: 1px solid #ccc; height: 100px; width: 100%;"></div>								
<input style="border: 1px solid #ccc; padding: 2px 10px; margin-right: 10px;" type="button" value="Confirm"/> <input style="border: 1px solid #ccc; padding: 2px 10px;" type="button" value="Discard Changes"/>								

--	--

ii. Fill-in the Price and cost by Product Owner

	<p>On welcome page, the user can see the notification as below;</p>
--	---

	<p>If the user click on the Start button.</p>
--	--

The system will display “My Taskbox” list



PO MTP
normansara@vads.com

HOME

MY TASKBOX

Filter my inbox tasks by Pending only ▾

	Received	Submission No	Task	Subject	Time allocated
<input type="checkbox"/>	18/Mar/2017 03:04 AM	010963	PO Price Cost Proposal	UPGRADE DOME 10mbps for SPECIFIC RESOURCES SDN BHD	3 day(s)
<input type="checkbox"/>	07/Mar/2017 03:51 PM	010927	PO Price Cost Proposal	Outright Purchase PCL101 KIP EDUCATION SDN BHD	24 hour(s)

Click on the Quotation Link which is the “***PO Price Cost Proposal***” task name.

18/Mar/2017 010963 PO Price Cost UPGRADE DOME 10mbps for 3 day(s)
03:04 AM Proposal SPECIFIC RESOURCES SDN BHD

The system will display the Quotation Details Form in View Mode as below;

Workflow Status
Post a message
Seek Input
Rework item
Reject
Approve
Edit
Return to Inbox

MAPM Quotation

Created by Test AGM

Quotation Ref No VADS/ICT/150317/130/TAGM

Quotation Expiry 30
Number of days to expire

Customer Profile

Opportunity ID 151002-28113

Company Name SPECIFIC RESOURCES SDN BHD

Customer Category Enterprise

City

State

General Line

Quotation Details

Productized Type Outright Purchase

Contract Period 1 Year

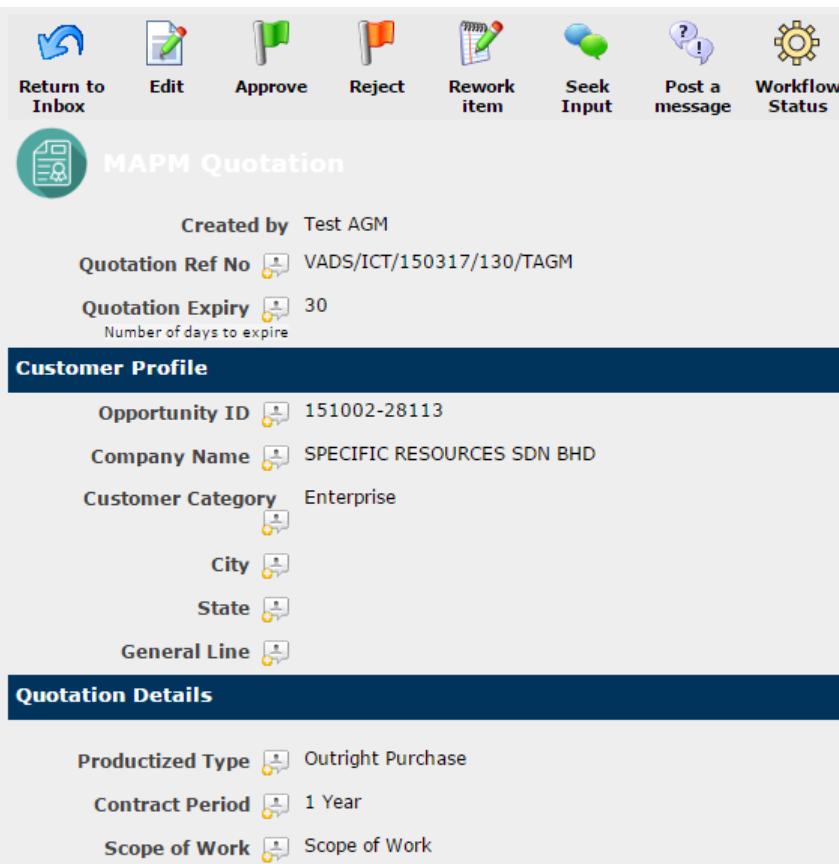
Scope of Work Scope of Work

If the user click on the notification link;



UPGRADE DOME 10mbps for SPECIFIC
RESOURCES SDN BHD
18/Mar/2017 03:04 AM By Test AGM

The system will display the Quotation Details Form in View Mode as below;



Return to Inbox Edit Approve Reject Rework item Seek Input Post a message Workflow Status

MAPM Quotation

Created by Test AGM

Quotation Ref No VADS/ICT/150317/130/TAGM

Quotation Expiry 30
Number of days to expire

Customer Profile

Opportunity ID 151002-28113

Company Name SPECIFIC RESOURCES SDN BHD

Customer Category Enterprise

City

State

General Line

Quotation Details

Productized Type Outright Purchase

Contract Period 1 Year

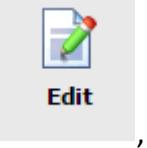
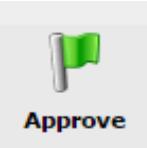
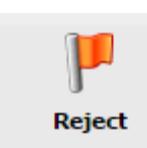
Scope of Work Scope of Work

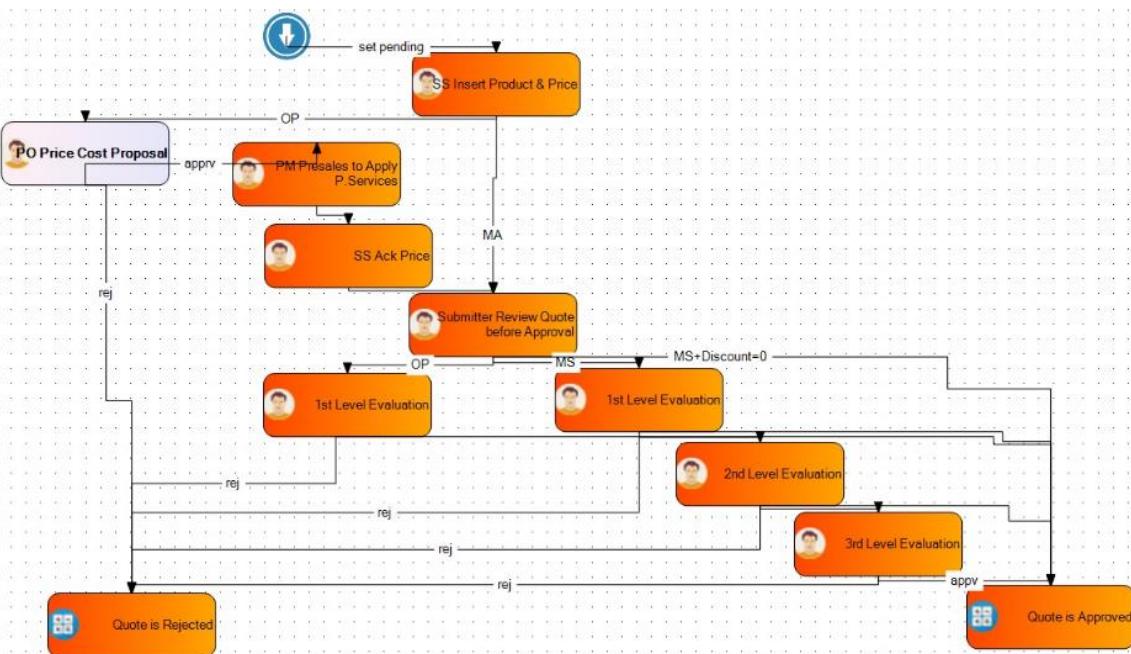
Action button function

In the **View Mode**, at top of the page there are “**Return to Inbox**”, “**Edit**”, “**Approved**”, “**Reject**”, “**Rework Item**”, “**Seek Input**”, “**Post a Message**” and “**Workflow Status**”

Action button



	<p>When the user click on the button  , the system will display the “My Taskbox” list.</p> <p>When the user click on the button  , the system will display the quotation from view mode to editable mode.</p> <p>When the user click on the button  , the system will proceed to next workflow process which is PM Pre sales fill-in the Professional Services.</p> <p>When the user click on the button  , the system will change the quotation status to reject and stop the workflow.</p> <p>When the user click on the button  , user can ask the Sales Specialist to update the line items and revert back.</p> <p>When the user click on the button  , user can ask for further information or advice regarding this quotation from others.</p>
--	--

	<p>When the user click on the button  , the system will post a message on the submission information details.</p>
	<p>When the user click on the button  , the system show the current status in the quotation workflow as below;</p>
	 <pre> graph TD Start(()) --> SetPending[set pending] SetPending --> InsertProduct[SS Insert Product & Price] InsertProduct --> PM[PM Presales to Apply P. Services] PM --> SSAck[SS Ack Price] SSAck --> Review[Submitter Review Quote before Approval] Review --> 1stEvalL[1st Level Evaluation] 1stEvalL --> 1stEvalR[1st Level Evaluation] 1stEvalR --> 2ndEval[2nd Level Evaluation] 2ndEval --> 3rdEval[3rd Level Evaluation] 3rdEval --> Approved[Quote is Approved] PO[PO Price Cost Proposal] -- rej --> Rejected[Quote is Rejected] PO -- appv --> PM PM -- rej --> Rejected PM -- appv --> SSAck SSAck -- rej --> Rejected SSAck -- MA --> Review Review -- rej --> Rejected Review -- OP --> 1stEvalL Review -- MS --> 1stEvalR Review -- MS+Discount=0 --> Approved 1stEvalL -- rej --> Rejected 1stEvalL -- appv --> 1stEvalR 1stEvalR -- rej --> Rejected 1stEvalR -- appv --> 2ndEval 2ndEval -- rej --> Rejected 2ndEval -- appv --> 3rdEval 3rdEval -- rej --> Rejected 3rdEval -- appv --> Approved </pre>
	<p>Update/Fill-in the Product Price and Cost</p> <p>To update the product information click on the “Edit” action button.</p> <p>MAPM Quotation form must be in Edit Mode.</p> <p>In the MAPM Quotation form, under Quotation Details section.</p>

Quotation Details**Productized Type**  Managed Services**Contract Period**  1 Year**Scope of Work**  Scope of Works**Line Items** **Add record** **Delete****Product****Full Product Description****Expenditure** Managed Telepresence (MTP)

Opex

Terms & Conditions **Add record** **Delete****Product****Terms and Conditions** Managed Telepresence (MTP)

MANAGED TEL

Click on the **Line Items**.**Line Items** **Add record** **Delete****Product****Full Product Description****Expenditure** Managed Telepresence (MTP)

Opex

The system popup Product line item window as below;



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Line Items

Product Managed Telepresence (MTP) Expenditure Type Capex OpeX

General Information

Site Name
Quantity / # Sites 1
device per site / no. of sites
Installation Location --Please select a value-- Contract Period 1 Year from Main Quote
Installation Timeslot --Please select a value--

MTP

Package Type Premium Package Resolution 1080p@30fps
Endpoint Type Multipurpose Model MX300 (G2)
Support 24x7x4

Quotation Information
The following are displayed on the quotation

Full Product MX300 (G2) Multipurpose
Description Premium
1080p@30fps
24x7x4

Unit Price / Charges
for Quantity/Site = 1

Hardware Price 8,000.00
Maintenance Price 2,500.00 per year Professional Services 0.00

Final Price / Charge
after applied quantity and discount, if any

One-Time Price 10,500.00
Yearly Recurring Price 0.00 Monthly Recurring Price 0.00

Costing Information
The following are only displayed to the AGM level and above

Hardware Cost 4,500.00
Maintenance Cost 1,200.00 per year Margin 45.71

BOM Upload No file chosen to support other costs

User can update the following information

- Unit Price / Charges
 - Hardware Price
 - Maintenance Price
- Costing Information
 - Hardware Cost
 - Maintenance Cost

To save the line items, click “**Save**” at the bottom of the page.



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Costing Information

The following are only displayed to the AGM level and above

Hardware Cost 4,500.00

Maintenance Cost 1,200.00
per year

Margin 45.71

Save

Cancel

After click "Save" button, the system update the line item as below;

Line Items		Add record	Delete	Product	Full Product Description	Expenditure Type	Suggested Discount	Justification	One-Time Price
				Managed Telepresence (MTP)	MX300 (G2) Multipurpose Premium 1080p@30fps 24x7x4		0.00		10,500.00

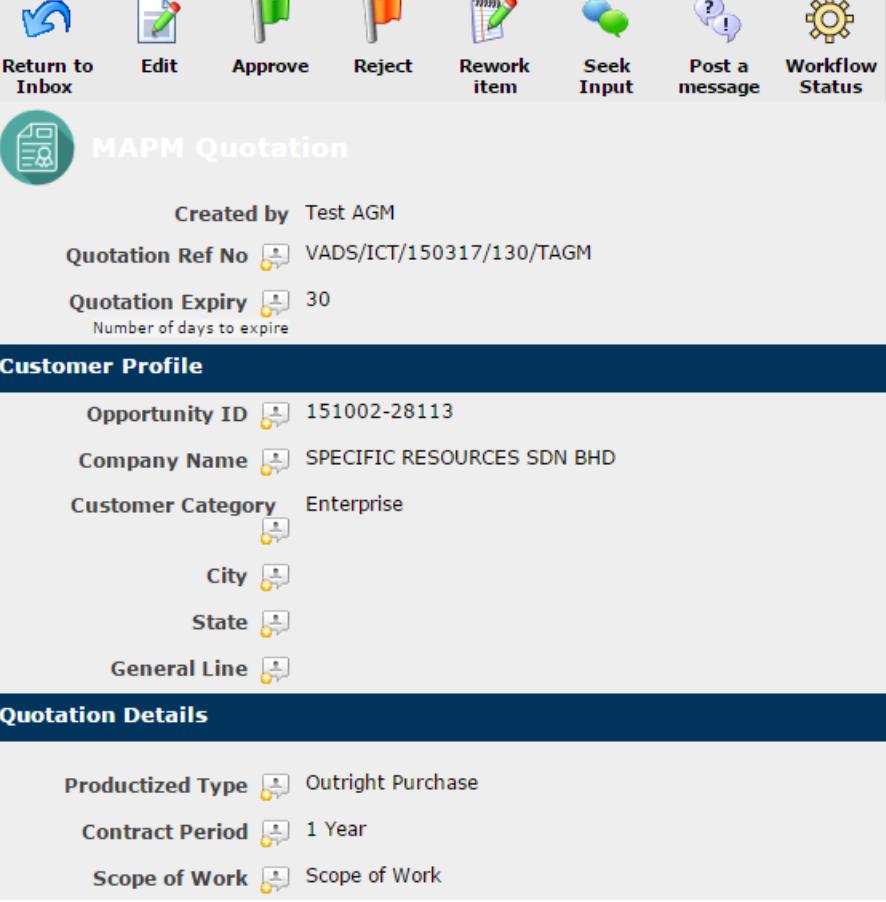
In the **Quotation Details Editable Form**, click on the "**Save**" button to save the quotation and the system display the **Quotation Details View Form**



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	 A screenshot of the ORION Quotation Management interface. At the top, there is a toolbar with icons for 'Return to Inbox' (arrow), 'Edit' (pencil), 'Approve' (green flag), 'Reject' (red flag), 'Rework item' (notepad), 'Seek Input' (two people), 'Post a message' (speech bubbles), and 'Workflow Status' (gear). Below the toolbar, the title 'MAPM Quotation' is displayed next to a document icon. Underneath, it shows 'Created by Test AGM' and 'Quotation Ref No VADS/ICT/150317/130/TAGM'. A 'Quotation Expiry' section indicates '30 Number of days to expire'. A dark blue header bar labeled 'Customer Profile' contains fields for 'Opportunity ID' (151002-28113), 'Company Name' (SPECIFIC RESOURCES SDN BHD), 'Customer Category' (Enterprise), 'City', 'State', and 'General Line'. Another dark blue header bar labeled 'Quotation Details' contains fields for 'Productized Type' (Outright Purchase), 'Contract Period' (1 Year), and 'Scope of Work' (Scope of Work). The bottom of the interface shows a status bar with the word 'Approved'.	
	<p>Approved</p>	
	<p>After update or fill-in the product line items, PM Presales need to fill-in the Professional Services. The user need to click on the "Approved" action button.</p> <p>The system will display message action as below;</p>	

Submit an action - 'Approve'

You can use this screen to submit your action

Signature

Your E-Signature is required

No file chosen

Name: PO MTP
Timestamp: 18/Mar/2017 05:38 AM

Digital Fingerprint

This ensures that the content of the submission is exactly the same as when it was submitted

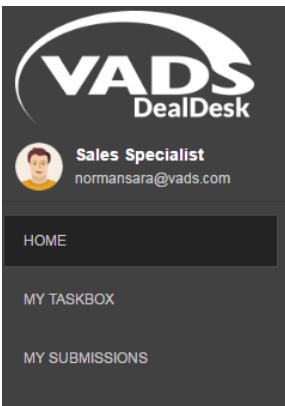


This submission, its data and uploaded file contents have been checked and verified to be untampered with.

Remarks

These remarks will be saved together with your action in the history area

- User can fill-in the below information,
 - Remarks
- and click on the button below;
 - - system send the quotation to PM Presales to fill-in the Professional Services, then system will display the home page



 **Search**
Search by a combination of any fields shown below

Opportunity ID	<input type="text"/>
Opportunity Name	<input type="text"/>
Opportunity Owner Name	<input type="text"/>
Account Name	<input type="text"/>
Account Category	<input type="button" value="Any"/>

- - system cancel this form and display back to Quotation Details View Form

	<p>MAPM Quotation</p> <p>Created by Test AGM</p> <p>Quotation Ref No VADS/ICT/150317/130/TAGM</p> <p>Quotation Expiry 30 Number of days to expire</p> <p>Customer Profile</p> <p>Opportunity ID 151002-28113</p> <p>Company Name SPECIFIC RESOURCES SDN BHD</p> <p>Customer Category Enterprise</p> <p>City </p> <p>State </p> <p>General Line </p>
	<p>Reject</p> <p>To Reject or Cancel the quotation, the user need to click on the "Reject" action button.</p> <p>The system will display message action as below;</p> <p>Submit an action - 'Reject' You can use this screen to submit your action</p> <p>Signature Your E-Signature is required</p> <p> Choose File No file chosen <input type="button" value="Upload"/></p> <p>Name: PO MTP Timestamp: 18/Mar/2017 05:02 AM</p> <p>Digital Fingerprint This ensures that the content of the submission is exactly the same as when it was submitted</p> <p> This submission, its data and uploaded file contents have been checked and verified to be untampered with.</p> <p>Remarks * These remarks will be saved together with your action in the history area</p> <p><input type="button" value="Confirm"/> <input type="button" value="Discard Changes"/></p>
	<ul style="list-style-type: none"> • User can fill-in the below information, <ul style="list-style-type: none"> ○ Remarks • and click on the button below;

- **Confirm** - System change the status to “Rejected” and stop the workflow, then system will display the home page.

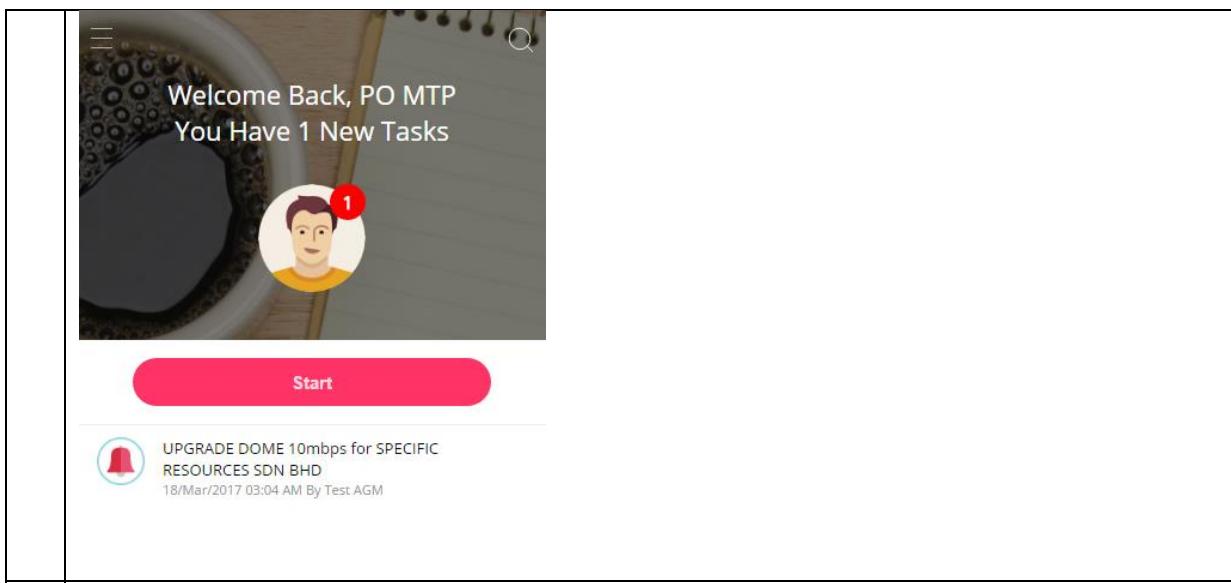
The screenshot shows the VADS DealDesk interface. On the left, there's a sidebar with a user profile picture of a person named 'Sales Specialist' with the email 'normansara@vads.com'. Below the profile are three menu items: 'HOME', 'MY TASKBOX', and 'MY SUBMISSIONS'. To the right of the sidebar is a search bar with the placeholder 'Search by a combination of any fields shown below'. Below the search bar are five input fields: 'Opportunity ID', 'Opportunity Name', 'Opportunity Owner Name', 'Account Name', and 'Account Category' (with a dropdown menu showing 'Any').

- **Discard Changes** - System cancel this form and display back to Quotation Details View Form

The screenshot shows the MAPM Quotation Details View Form. At the top, there are several action buttons: 'Return to Inbox', 'Edit', 'Approve', 'Reject', 'Rework item', 'Seek Input', 'Post a message', and 'Workflow Status'. Below these buttons, the title 'MAPM Quotation' is displayed. Underneath the title, it says 'Created by Test AGM' and 'Quotation Ref No VADS/ICT/150317/130/TAGM'. A 'Quotation Expiry' field shows '30 Number of days to expire'. The next section is titled 'Customer Profile' and contains the following fields: 'Opportunity ID' (151002-28113), 'Company Name' (SPECIFIC RESOURCES SDN BHD), 'Customer Category' (Enterprise), 'City' (dropdown menu), 'State' (dropdown menu), and 'General Line' (dropdown menu).

iii. Applied Price for Professional Services by PM Pre Sales

On welcome page, the user can see the notification as below;



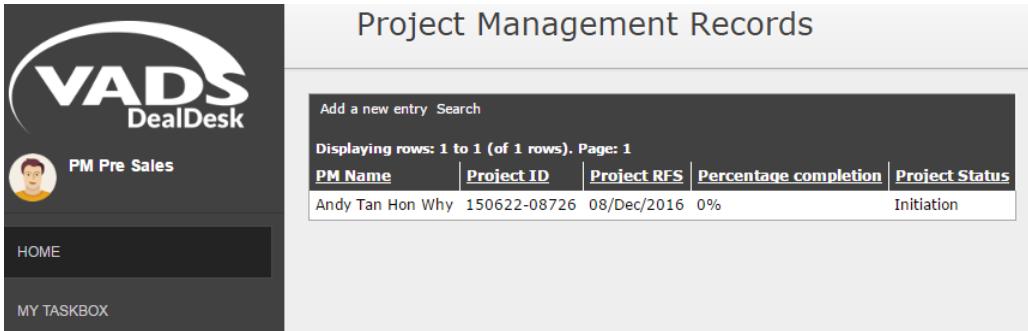
Welcome Back, PO MTP
You Have 1 New Tasks

Start

UPGRADE DOME 10mbps for SPECIFIC RESOURCES SDN BHD
18/Mar/2017 03:04 AM By Test AGM

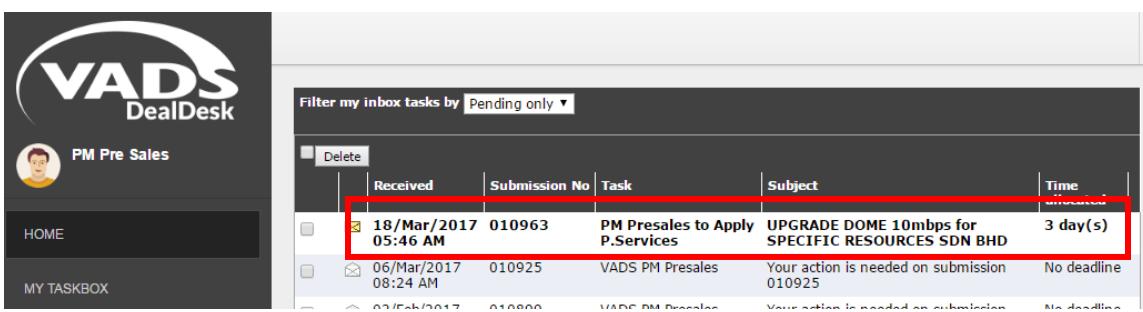
If the user click on the **Start** button.

The system will display home page as below;



PM Name	Project ID	Project RFS	Percentage completion	Project Status
Andy Tan Hon Why	150622-08726	08/Dec/2016	0%	Initiation

To go to the list of the task, the user need to click on the **MY TASKBOX** on the left hand-side menu.

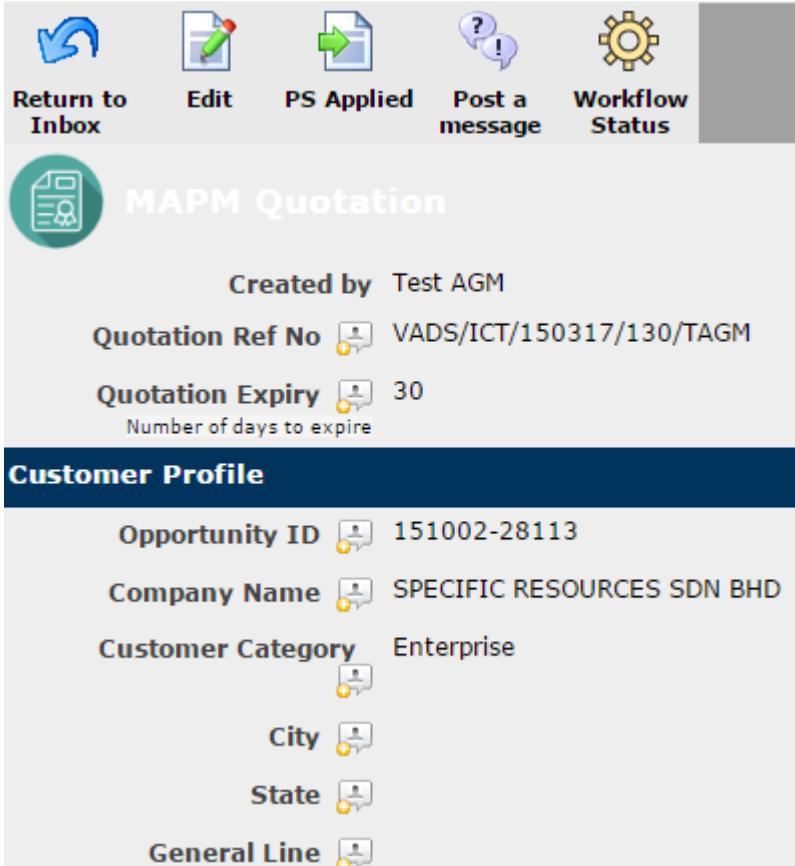


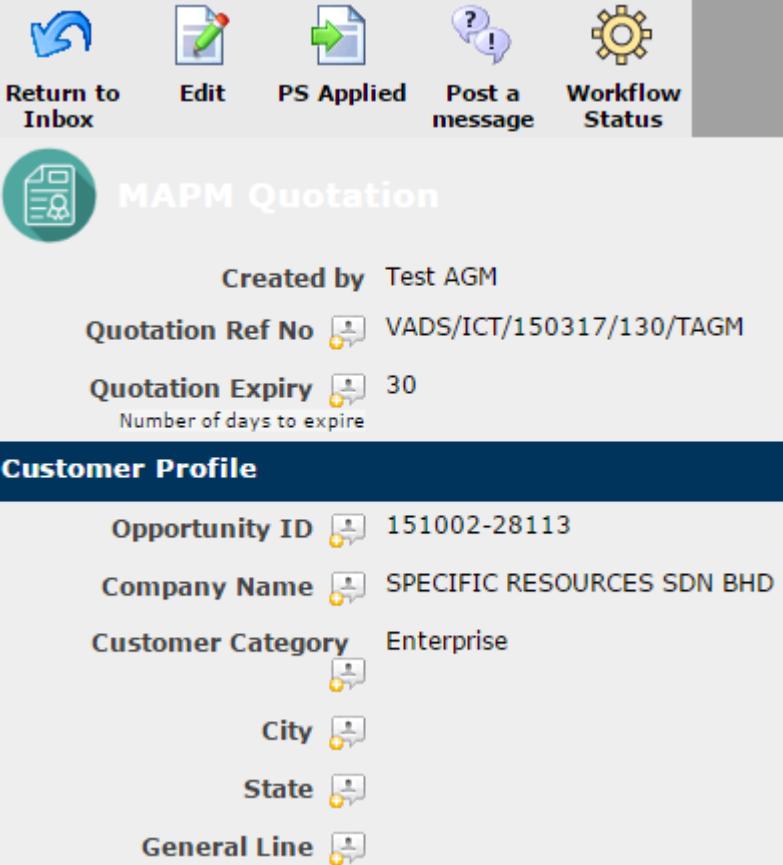
Received	Submission No	Task	Subject	Time
18/Mar/2017 05:46 AM	010963	PM Presales to Apply P.Services	UPGRADE DOME 10mbps for SPECIFIC RESOURCES SDN BHD	3 day(s)
06/Mar/2017 08:24 AM	010925	VADS PM Presales	Your action is needed on submission 010925	No deadline



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	<p>The system will display “My Taskbox” list</p> <p>Click on the Quotation Link which is the “PM Presales to Apply P.Services” task name.</p> <p>18/Mar/2017 010963 PM Presales to Apply P.Services UPGRADE DOME 10mbps for SPECIFIC RESOURCES SDN BHD 3 day(s) 05:46 AM</p> <p>The system will display the Quotation Details Form in View Mode as below;</p> 	
	<p>If the user click on the notification link;</p>  UPGRADE DOME 10mbps for SPECIFIC RESOURCES SDN BHD 18/Mar/2017 03:04 AM By Test AGM	The system will display the Quotation Details Form in View Mode as below;

	
	Action button function
	<p>In the View Mode, at top of the page there are “Return to Inbox”, “Edit”, “PS Applied”, “Post a Message” and “Workflow Status” Action button</p>  <p>When the user click on the button  , the system will display the “My Toolbox” list.</p>



When the user click on the button , the system will display the quotation from view mode to editable mode.



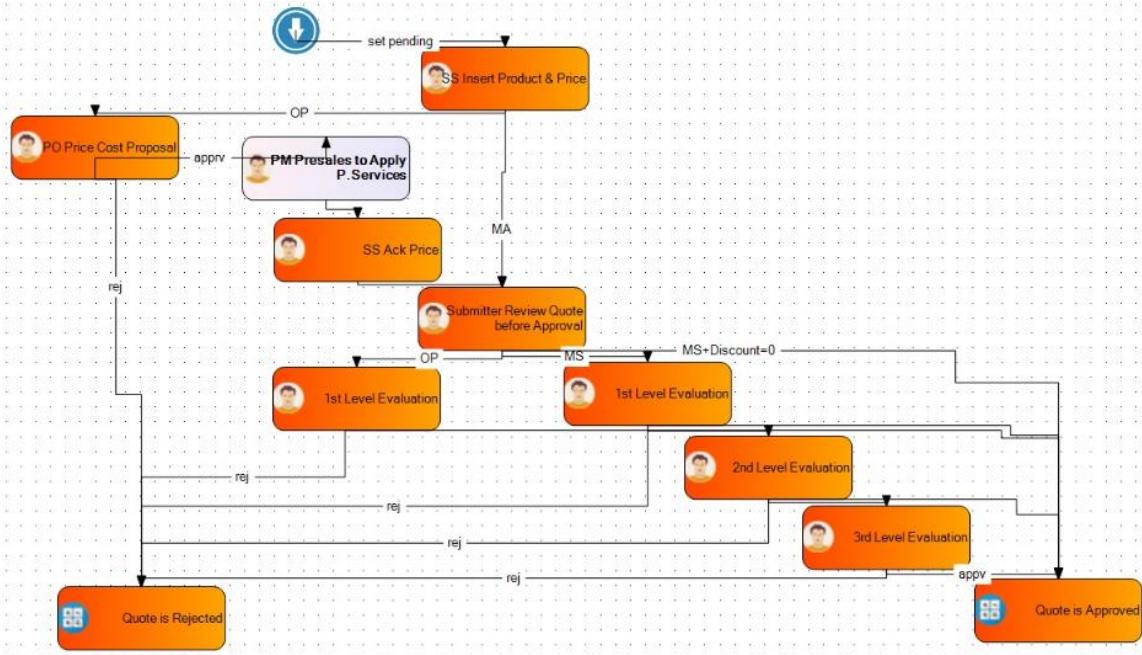
When the user click on the button , the system will proceed to next workflow process which is Sales Specialist verify the price and cost.

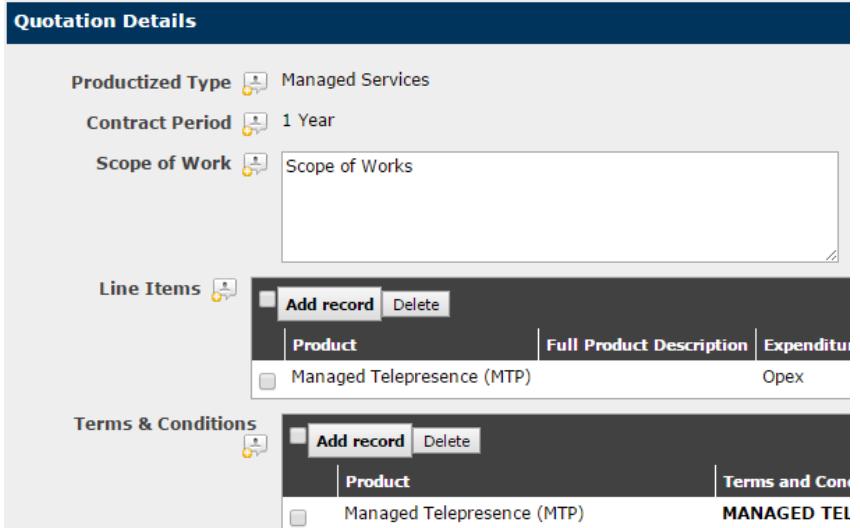
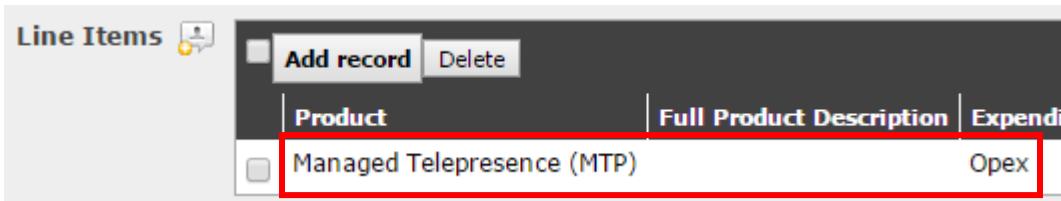


When the user click on the button , the system will post a message on the submission information details.



When the user click on the button , the system show the current status in the quotation workflow as below;



	<p>Fill-in the Professional Services section</p>
	<p>To update the professional services information click on the "Edit" action button.</p> <p>MAPM Quotation form must be in Edit Mode.</p> <p>In the MAPM Quotation form, under Quotation Details section.</p>  <p>Click on the Line Items.</p>  <p>The system popup Product line item window as below;</p>



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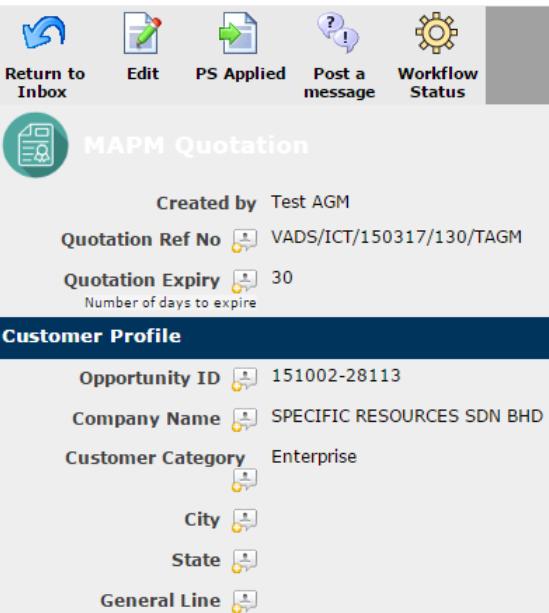
<p>Product Managed Telepresence (MTP) <input type="button" value="Find"/> Expenditure Type <input checked="" type="radio"/> Capex <input type="radio"/> Opex</p> <p>General Information</p> <table><tr><td>Site Name</td><td>Remarks</td></tr><tr><td>Quantity / #Sites device per site / no. of sites</td><td>Contract Period 1 Year from Main Quote</td></tr><tr><td>1</td><td></td></tr><tr><td>Installation Location <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/></td><td>Installation Timeslot <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/></td></tr></table> <p>MTP</p> <table><tr><td>Package Type Premium <input type="button" value="Find"/></td><td>Package Resolution 1080p@30fps <input type="button" value="Find"/></td></tr><tr><td>Endpoint Type Multipurpose <input type="button" value="Find"/></td><td>Model MX300 (G2) <input type="button" value="Find"/></td></tr><tr><td>Support 24x7x4 <input type="button" value="Find"/></td><td></td></tr></table> <p>Quotation Information The following are displayed on the quotation</p> <table><tr><td>Full Product MX300 (G2) Multipurpose</td></tr><tr><td>Description Premium</td></tr><tr><td>1080p@30fps</td></tr><tr><td>24x7x4</td></tr></table> <p>Unit Price / Charges for Quantity/Site = 1</p> <table><tr><td>Hardware Price 8,000.00</td></tr><tr><td>Maintenance Price 2,500.00 per year</td><td>Professional Services 0.00</td></tr></table> <p>Final Price / Charge after applied quantity and discount, if any</p> <table><tr><td>One-Time Price 10,500.00</td></tr><tr><td>Yearly Recurring Price 0.00</td><td>Monthly Recurring Price 0.00</td></tr></table> <p>Professional Services Section The following are only displayed to the PM Presales</p> <table><tr><td>Professional Services 0.00 Costs</td><td>Working Days 0</td></tr><tr><td>Service Engineering <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/></td><td>SE Charge 0.00 per manday</td></tr><tr><td>SE Cost 0.00 per manday</td><td>Total SE Charge 0.00</td></tr></table> <p>To save the line items, click “Save” at the bottom of the page.</p>			Site Name	Remarks	Quantity / #Sites device per site / no. of sites	Contract Period 1 Year from Main Quote	1		Installation Location <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/>	Installation Timeslot <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/>	Package Type Premium <input type="button" value="Find"/>	Package Resolution 1080p@30fps <input type="button" value="Find"/>	Endpoint Type Multipurpose <input type="button" value="Find"/>	Model MX300 (G2) <input type="button" value="Find"/>	Support 24x7x4 <input type="button" value="Find"/>		Full Product MX300 (G2) Multipurpose	Description Premium	1080p@30fps	24x7x4	Hardware Price 8,000.00	Maintenance Price 2,500.00 per year	Professional Services 0.00	One-Time Price 10,500.00	Yearly Recurring Price 0.00	Monthly Recurring Price 0.00	Professional Services 0.00 Costs	Working Days 0	Service Engineering <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/>	SE Charge 0.00 per manday	SE Cost 0.00 per manday	Total SE Charge 0.00
Site Name	Remarks																															
Quantity / #Sites device per site / no. of sites	Contract Period 1 Year from Main Quote																															
1																																
Installation Location <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/>	Installation Timeslot <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/>																															
Package Type Premium <input type="button" value="Find"/>	Package Resolution 1080p@30fps <input type="button" value="Find"/>																															
Endpoint Type Multipurpose <input type="button" value="Find"/>	Model MX300 (G2) <input type="button" value="Find"/>																															
Support 24x7x4 <input type="button" value="Find"/>																																
Full Product MX300 (G2) Multipurpose																																
Description Premium																																
1080p@30fps																																
24x7x4																																
Hardware Price 8,000.00																																
Maintenance Price 2,500.00 per year	Professional Services 0.00																															
One-Time Price 10,500.00																																
Yearly Recurring Price 0.00	Monthly Recurring Price 0.00																															
Professional Services 0.00 Costs	Working Days 0																															
Service Engineering <input type="button" value="--Please select a value--"/> <input type="button" value="Find"/>	SE Charge 0.00 per manday																															
SE Cost 0.00 per manday	Total SE Charge 0.00																															

- ### Professional Services Section
- Service Engineering
 - Working Days
 - Project Management
 - Working Days
 - VAS Operation Centre
 - Working Days
 - VOC Charge
 - Service Desk
 - No of Tickets



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	<p>Service Desk --Please select a value-- <input type="button" value="Find"/></p> <p>SD Cost 0.00 per ticket</p> <p>Total SD Cost 0.00</p> <p><input type="button" value="Save"/> <input type="button" value="Cancel"/></p>
After click "Save" button, the system update the line item as below;	
	
In the Quotation Details Editable Form , click on the " <i>Save</i> " button to save the quotation and the system display the Quotation Details View Form	
	
<p>PS Applied</p> <p>After update or fill-in the Professional Services, Sales Specialist need to verify the price. The user need to click on the "PS Applied" action button.</p> <p>The system will display message action as below;</p>	

Submit an action - 'PS Applied'
You can use this screen to submit your action

Digital Fingerprint

This ensures that the content of the submission is exactly the same as when it was submitted



This submission, its data and uploaded file contents have been checked and verified to be untampered with.

Remarks

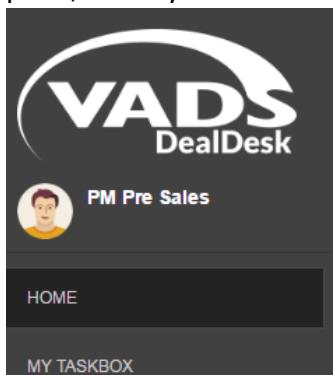
These remarks will be saved together with your action in the history area

Confirm **Discard Changes**

- User can fill-in the below information,
 - Remarks
- and click on the button below;

Confirm

- system send the quotation to Sales Specialist to verify the price, then system will display the home page



Project Management Records

Add a new entry Search

Displaying rows: 1 to 1 (of 1 rows). Page: 1

PM Name	Project ID	Project RFS	Percentage com
---------	------------	-------------	----------------

Andy Tan Hon Why	150622-08726	08/Dec/2016	0%
------------------	--------------	-------------	----

- Discard Changes** - system cancel this form and display back to Quotation

Details View Form



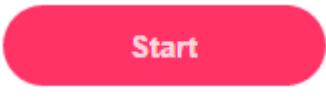
The screenshot shows a software interface for managing quotations. At the top, there are five navigation icons: 'Return to Inbox' (blue arrow), 'Edit' (pencil), 'PS Applied' (green arrow), 'Post a message' (speech bubble), and 'Workflow Status' (gear). Below these is a section titled 'MAPM Quotation' with a document icon. It displays the following information:
Created by: Test AGM
Quotation Ref No: VADS/ICT/150317/130/TAGM
Quotation Expiry: 30 (Number of days to expire)
Customer Profile:
Opportunity ID: 151002-28113
Company Name: SPECIFIC RESOURCES SDN BHD
Customer Category: Enterprise
City: (Icon)
State: (Icon)
General Line: (Icon)

iv. Verify/Revise Price by Sales Specialist

On welcome page, the user can see the notification as below;



 PPBGROUP_DOME10M_3YEARS for PPB GROUP
BERHAD
17/Mar/2017 12:45 PM By Test AGM

If the user click on the  button.

The system will display home page as below;



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Sales Specialist
normansara@vads.com

HOME

MY TASKBOX

Search
Search by a combination of any fields shown below

Switch to advanced search

Opportunity ID

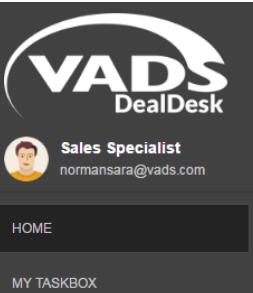
Opportunity Name

Opportunity Owner Name

MY TASKBOX

To go to the list of the task, the user need to click on the **MY TASKBOX** on the left hand-side menu.

The system will display “My Taskbox” list



Sales Specialist
normansara@vads.com

HOME

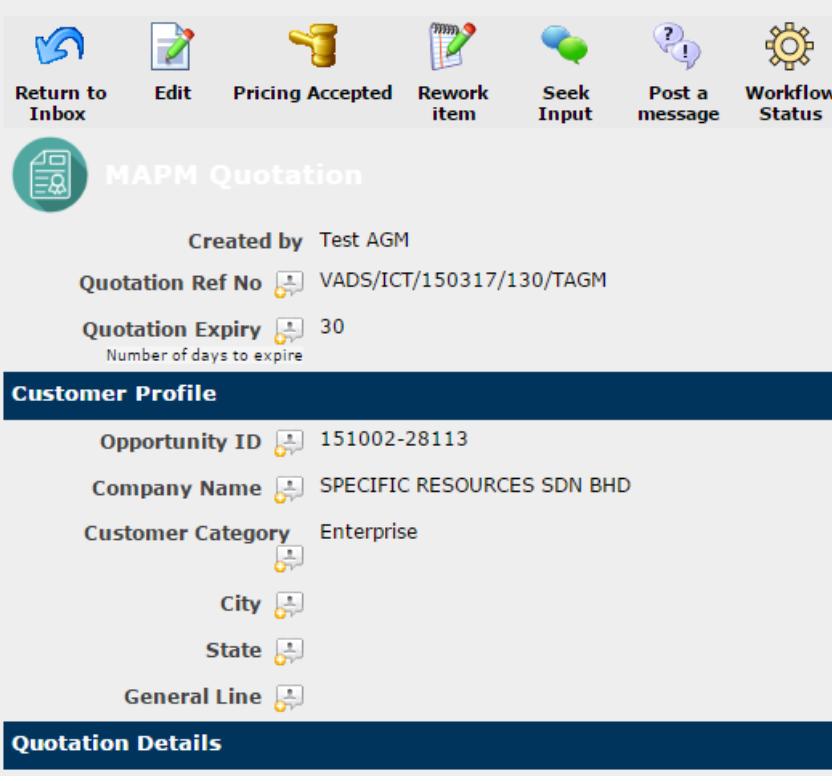
MY TASKBOX

Filter my inbox tasks by Pending only ▾					
<input type="checkbox"/> Delete	Received	Submission No	Task	Subject	Time
<input type="checkbox"/>	18/Mar/2017 06:32 AM	010963	SS Ack Price	UPGRADE DOME 10mbps for SPECIFIC RESOURCES SDN BHD	3 day(s)
<input type="checkbox"/>	17/Mar/2017 05:09 PM	010962	SS Insert Product & Price	PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD	3 day(s)

Click on the Quotation Link which is the “**SS Ask Price**” task name.

18/Mar/2017 010963 SS Ack Price UPGRADE DOME 10mbps for SPECIFIC RESOURCES SDN BHD 3 day(s)
06:32 AM

The system will display the Quotation Details Form in View Mode as below;

	 A screenshot of the Quotation Details Form in View Mode. At the top, there is a toolbar with icons for 'Return to Inbox' (blue arrow), 'Edit' (pencil), 'Pricing Accepted' (gavel), 'Rework item' (notepad with red pen), 'Seek Input' (two speech bubbles), 'Post a message' (speech bubble with question mark), and 'Workflow Status' (gear). Below the toolbar, a green circular icon contains a document with a magnifying glass, labeled 'MAPM Quotation'. Underneath, it shows 'Created by Test AGM' and 'Quotation Ref No VADS/ICT/150317/130/TAGM'. A section titled 'Quotation Expiry' shows '30 Number of days to expire'. A dark blue header bar labeled 'Customer Profile' spans across the form. Below it, customer details are listed: 'Opportunity ID 151002-28113', 'Company Name SPECIFIC RESOURCES SDN BHD', 'Customer Category Enterprise', 'City', 'State', and 'General Line'. A second dark blue header bar labeled 'Quotation Details' is visible at the bottom.	
	<p>If the user click on the notification link;</p> <p> PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD 17/Mar/2017 12:45 PM By Test AGM</p> <p>The system will display the Quotation Details Form in View Mode as below;</p>	

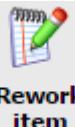
	<p>The screenshot shows the MAPM Quotation view mode. At the top, there is a toolbar with icons for: Return to Inbox, Edit, Pricing Accepted, Rework item, Seek Input, Post a message, and Workflow Status. Below the toolbar, the title "MAPM Quotation" is displayed, along with the creation details: "Created by Test AGM" and "Quotation Ref No VADS/ICT/150317/130/TAGM". A "Quotation Expiry" field shows "30 Number of days to expire". The page is divided into sections: "Customer Profile" (containing fields like Opportunity ID, Company Name, Customer Category, City, State, and General Line) and "Quotation Details".</p>	
	<p>Action button function</p> <p>In the View Mode, at top of the page there are "Return to Inbox", "Edit", "Pricing Accepted", "Rework Item", "Seek Input", "Post a Message" and "Workflow Status" Action button</p> <p>When the user click on the button  Return to listing, the system will display the "My Taskbox" list.</p>	

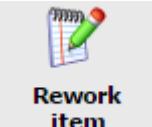


When the user click on the button  , the system will display the quotation from view mode to editable mode.



When the user click on the button  , the system will proceed to next workflow process which is Submitter review this quotation.



When the user click on the button  , user can ask the Sales Specialist to update the line items and revert back.



When the user click on the button  , user can ask for further information or advice regarding this quotation from others.

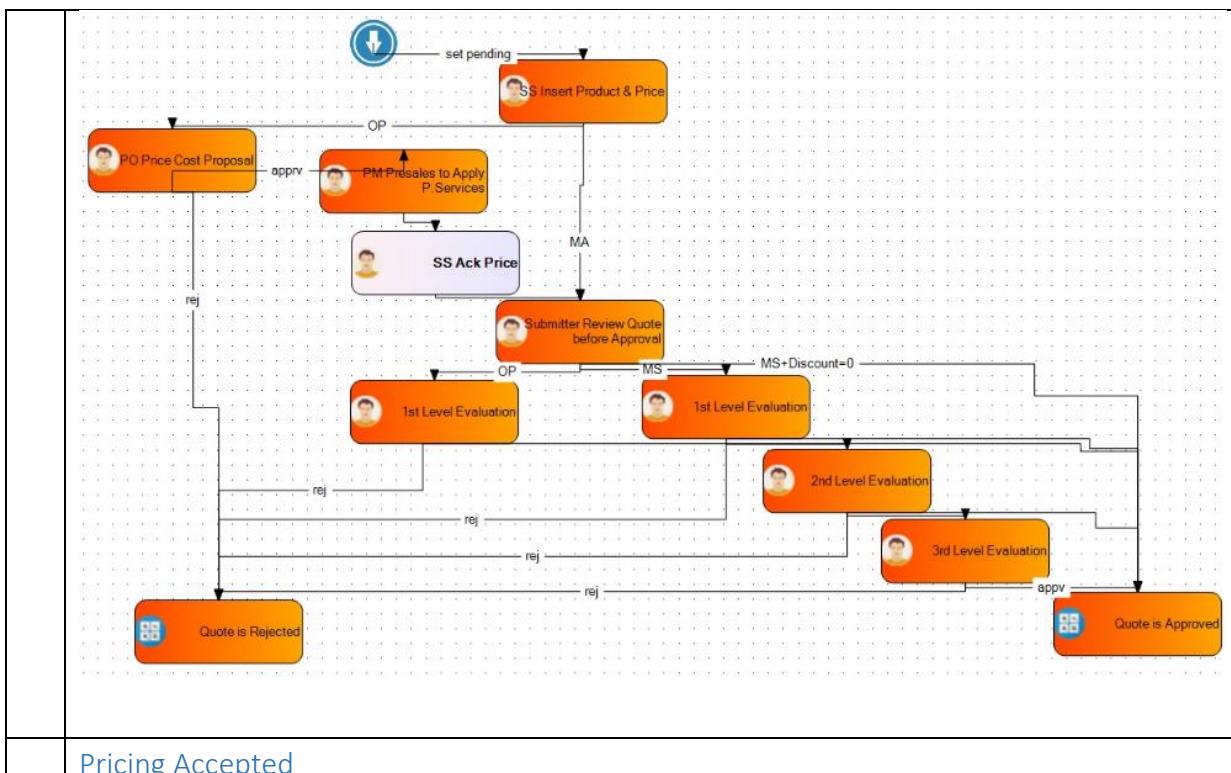


When the user click on the button  , the system will post a message on the submission information details.



Workflow Status

When the user click on the button  , the system show the current status in the quotation workflow as below;



Pricing Accepted

After update or verify the product line items price, the submitter need to review the quotation. The user need to click on the “**Pricing Accepted**” action button.

The system will display message action as below;

Submit an action - 'Pricing Accepted'
 You can use this screen to submit your action

Digital Fingerprint
This submission, its data and uploaded file contents have been checked and verified to be untampered with.

Remarks

Confirm
Discard Changes

- User can fill-in the below information”, and click on the “Confirm” button
 - Remarks
- and click on the “Confirm” button;

- **Confirm** - system send the quotation to the submitter to review and then system will display the home page

The screenshot shows the VADS DealDesk interface. On the left, there's a sidebar with links for HOME, MY TASKBOX, and MY SUBMISSIONS. The main area has a search bar with fields for Opportunity ID, Name, Owner Name, Account Name, and Account Category. There are also 'Search' and 'Clear all' buttons.

- **Discard Changes** - system cancel this form and display back to Quotation Details View Form

The screenshot shows the MAPM Quotation Details View Form. It includes a toolbar with icons for Return to Inbox, Edit, Pricing Accepted, Rework item, Seek Input, Post a message, and Workflow Status. Below the toolbar, it displays the MAPM Quotation. It shows details like Created by (Test AGM), Quotation Ref No (VADS/ICT/150317/130/TAGM), and Quotation Expiry (30 days). The form is divided into sections: Customer Profile, Quotation Details, and General Line. Under Customer Profile, it lists Opportunity ID (151002-28113), Company Name (SPECIFIC RESOURCES SDN BHD), Customer Category (Enterprise), City, State, and General Line.

v. Revise the Quotation by Sales Specialist Team Lead/Assistant General Manager

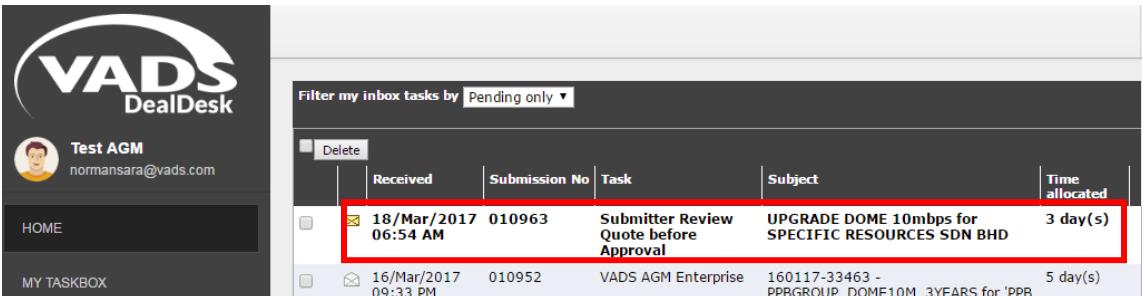
On welcome page, the user can see the notification as below;



PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD
17/Mar/2017 03:24 PM By Test AGM

If the user click on the **Start** button.

The system will display “My Taskbox” list



Click on the Quotation Link which is the “**Submitter Review Quote before Approval**” task name.

18/Mar/2017 010963 06:54 AM	Submitter Review Quote before Approval	UPGRADE DOME 10mbps for SPECIFIC RESOURCES SDN BHD	3 day(s)
--	---	---	-----------------

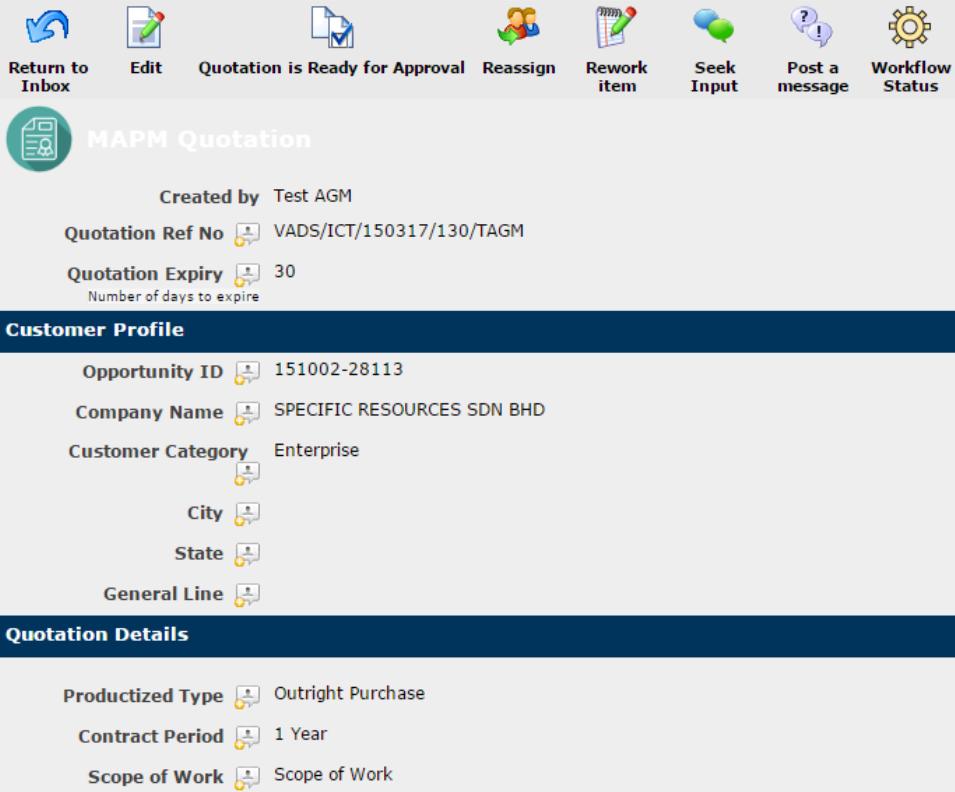
The system will display the Quotation Details Form in View Mode as below;



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	 A screenshot of the Quotation View form. At the top, there is a toolbar with icons for 'Return to Inbox', 'Edit', 'Quotation is Ready for Approval' (highlighted in green), 'Reassign', 'Rework item', 'Seek Input', 'Post a message', and 'Workflow Status'. Below the toolbar, the title 'MAPM Quotation' is displayed next to a document icon. The 'Customer Profile' section shows details: Opportunity ID 151002-28113, Company Name SPECIFIC RESOURCES SDN BHD, Customer Category Enterprise, City, State, and General Line. The 'Quotation Details' section shows Productized Type Outright Purchase, Contract Period 1 Year, and Scope of Work. Each detail has a small orange info icon.	
	<p>If the user click on the notification link;</p> <p> PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD 17/Mar/2017 03:24 PM By Test AGM</p> <p>The system will display the Quotation Details Form in View Mode as below;</p>	

	<p>Action button function</p> <p>In the View Mode, at top of the page there are “Return to Inbox”, “Edit”, “Quotation is Ready for Approval”, “Reassign”, “Rework Item”, “Seek Input”, “Post a Message” and “Workflow Status” Action button</p> <p>When the user click on the button , the system will display the “My Toolbox” list.</p>	

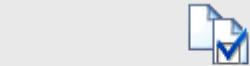


Edit

When the user click on the button  , the system will display the quotation from view mode to editable mode. User can edit the quotation and line items.



Quotation is Ready for Approval

When the user click on the button  , the system will proceed to next workflow process which is Approval.



Reassign

When the user click on the button  , user can assign other user review this quotation.



Rework item

When the user click on the button  , user can ask the Sales Specialist to update the line items and revert back.



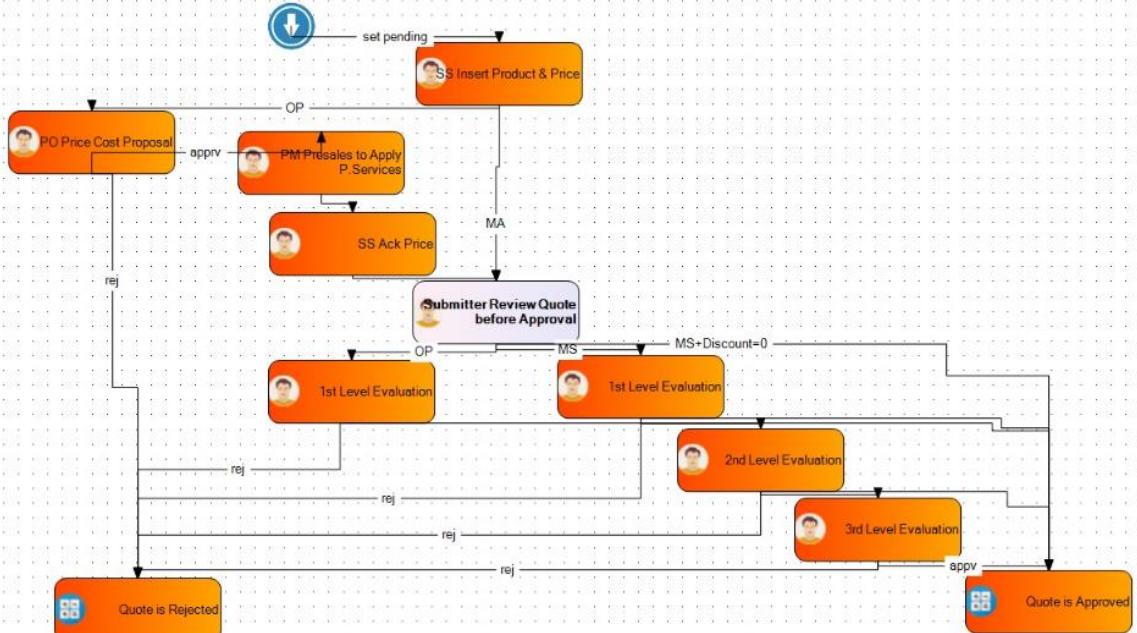
Seek Input

When the user click on the button  , user can ask for further information or advice regarding this quotation from others.



Post a message

When the user click on the button  , the system will post a message on the submission information details.

	<p>When the user click on the button , the system show the current status in the quotation workflow as below;</p>  <pre> graph TD Start(()) --> SetPending[set pending] SetPending --> InsertProduct[SS Insert Product & Price] InsertProduct --> PO[PO Price Cost Proposal] PO --> PM[PM Presales to Apply P Services] PM --> SSAck[SS Ack Price] SSAck --> Review[Submitter Review Quote before Approval] Review --> 1stEval1[1st Level Evaluation] 1stEval1 --> 1stEval2[1st Level Evaluation] 1stEval2 --> 2ndEval[2nd Level Evaluation] 2ndEval --> 3rdEval[3rd Level Evaluation] 3rdEval --> Approved[Quote is Approved] 3rdEval --> Rejected[Quote is Rejected] </pre>
	<p>Update/Review the Product Price</p>
	<p>To update or review the product price click on the “Edit” action button.</p> <p>MAPM Quotation form must be in Edit Mode.</p> <p>In the MAPM Quotation form, under Quotation Details section.</p>

Quotation Details

Productized Type  Outright Purchase

Contract Period  1 Year

Scope of Work  Scope of Work

Line Items

Add record

Product

Full Product Description

 E

Managed Telepresence (MTP) MX300 (G2) Multipurpose Premium 1080p@30fps 24x7x4

Click on the **Line Items**.

Line Items

Add record

Product

Full Product Description

Expenditure Type

Managed Telepresence (MTP) MX700 Multipurpose Premium 1080p@30fps 24x7x4 Opex

The system popup Product line item window as below;



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Line Items

Product: Managed Telepresence (MTP) Expenditure Type: Capex Opex

General Information

Site Name: Remarks:
Quantity / #Sites: 1
Contract Period: 1 Year from Main Quote

Installation Location: Installation Timeslot:

MTP

Package Type: Premium Package Resolution: 1080p@30fps
Endpoint Type: Multipurpose Model: MX300 (G2)
Support: 24x7x4

Quotation Information
The following are displayed on the quotation

Full Product: MX300 (G2) Multipurpose
Description: Premium
1080p@30fps
24x7x4

Unit Price / Charges
for Quantity/Site = 1

Hardware Price: 8,000.00
Maintenance Price: 2,500.00 per year
Professional Services: 6,000.00

Final Price / Charge
after applied quantity and discount, if any

One-Time Price: 16,500.00
Yearly Recurring Price: 0.00
Monthly Recurring Price: 0.00

User can update the following information

- General Information
 - Site Name
 - Remarks
 - Quantity/No of site
 - Installation Location
 - Installation Timeslot

To save the line items, click “**Save**” at the bottom of the page.

Final Price / Charge
after applied quantity and discount, if any

One-Time Price: 16,500.00
Yearly Recurring Price: 0.00

	<p>After click “Save” button, the system update the line item as below;</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Product</th><th style="width: 25%;">Full Product Description</th><th style="width: 15%;">Expenditure Type</th><th style="width: 15%;">Suggested Discount</th><th style="width: 15%;">Justification</th><th style="width: 20%;">One-Time Price</th></tr> </thead> <tbody> <tr> <td>Managed Telepresence (MTP)</td><td>MX700 Multipurpose Premium 1080p@30fps 24x7x4</td><td>Opex</td><td>5.00</td><td>5% only</td><td>28,000.00</td></tr> </tbody> </table>	Product	Full Product Description	Expenditure Type	Suggested Discount	Justification	One-Time Price	Managed Telepresence (MTP)	MX700 Multipurpose Premium 1080p@30fps 24x7x4	Opex	5.00	5% only	28,000.00
Product	Full Product Description	Expenditure Type	Suggested Discount	Justification	One-Time Price								
Managed Telepresence (MTP)	MX700 Multipurpose Premium 1080p@30fps 24x7x4	Opex	5.00	5% only	28,000.00								
	<p>In the Quotation Details Editable Form, click on the “Save” button to save the quotation and the system display the Quotation Details View Form</p>												
	<p>Quotation is Ready for Approval</p>												
	<p>After update or review the quotation, the quotation need to send for approval. The user need to click on the “Quotation is Ready for Approval” action button.</p> <p>The system will display message action as below;</p>												

Submit an action - 'Quotation is Ready for Approval'
You can use this screen to submit your action**Digital Fingerprint**

This ensures that the content of the submission is exactly the same as when it was submitted



This submission, its data and uploaded file contents have been checked and verified to be untampered with.

Remarks

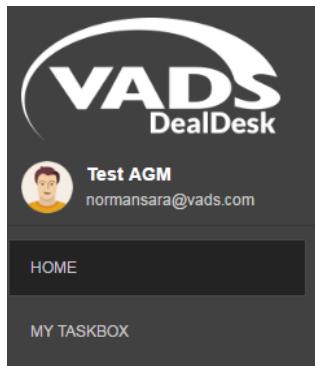
These remarks will be saved together with your action in the history area

Confirm **Discard Changes**

- User can fill-in the below information”, and click on the “Confirm” button
 - Remarks
- and click on the “Confirm” button;

Confirm

- system send the quotation to the submitter to review and then system will display the home page



Filter my inbox tasks by Pending only ▾				
	Delete	Received	Submission No	Task
<input type="checkbox"/>	16/Mar/2017 09:33 PM	010952	VADS AGM Enterprise	
<input type="checkbox"/>	15/Mar/2017 08:16 PM	010946	VADS AGM Enterprise	

Discard Changes

- system cancel this form and display back to Quotation Details View Form



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[Return to Inbox](#) [Edit](#) [Quotation is Ready for Approval](#) [Reassign](#) [Rework item](#) [Seek Input](#) [Post a message](#) [Workflow Status](#)

MAPM Quotation

Created by Test AGM
Quotation Ref No VADS/ICT/150317/131/TAGM
Quotation Expiry 30
Number of days to expire

Customer Profile

Opportunity ID 160117-33463
Company Name PPB GROUP BERHAD
Customer Category Enterprise
City KL
State Wilayah Persekutuan Kuala Lumpur
General Line

Quotation Details

Productized Type Managed Services
Contract Period 1 Year
Scope of Work Scope of Works

7) Approval

a. Approval View

On welcome page, the user can see the notification as below;



VSAT iDirect 2Mbps@Merotai for SYARIKAT
PERLANTING JERNEH PLANTATION SDN BHD
08/Mar/2017 04:37 PM By Team lead SS

Start

If the user click on the **Start** button.

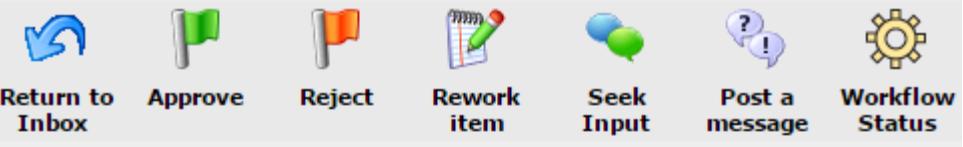
The system will display “My Taskbox” list as below;

<input type="checkbox"/> Delete	Received	Submission No	Task	Subject	Time allocated
<input type="checkbox"/>	08/Mar/2017 04:37 PM	010935	1st Level Evaluation	VSAT iDirect 2Mbps@Merotai for SYARIKAT PERLANTING JERNEH PLANTATION SDN BHD	8 hour(s)
<input type="checkbox"/>	02/Mar/2017 03:58 PM	010922	1st Level Evaluation	ADTIME_INTERNET_UNIFI for A D TIME	8 hour(s)
<input type="checkbox"/>	17/Jan/2017 01:41 AM	010898	1st Level Evaluation	Outright Purchase PC for IKIP EDUCATION SDN BHD	8 hour(s)

Click on the Quotation Link which is the “**1st Level Evaluation**” task name.

08/Mar/2017 010935 1st Level Evaluation VSAT iDirect 2Mbps@Merotai for SYARIKAT PERLANTING JERNEH PLANTATION SDN BHD
04:37 PM

	<p>The system will display the Quotation Details Form in View Mode as below;</p> 
	<p>If the user click on the notification link;</p>  <p>PPBGROUP_DOME10M_3YEARS for PPB GROUP BERHAD 17/Mar/2017 03:24 PM By Test AGM</p> <p>The system will display the Quotation Details Form in View Mode as below;</p>

	 <p>MAPM Quotation</p> <p>Created by Test AGM</p> <p>Quotation Ref No  VADS/ICT/150317/131/TAGM</p> <p>Quotation Expiry  30 Number of days to expire</p> <p>Customer Profile</p> <p>Opportunity ID  160117-33463</p> <p>Company Name  PPB GROUP BERHAD</p> <p>Customer Category  Enterprise</p> <p>City  KL</p> <p>State  Wilayah Persekutuan Kuala Lumpur</p> <p>General Line </p> <p>Quotation Details</p> <p>Productized Type  Managed Services</p> <p>Contract Period  1 Year</p> <p>Scope of Work  Scope of Works</p>
	Action button function
	In the View Mode , at top of the page there are " Return to Inbox ", " Edit ", " Approve ", " Reject ", " Rework Item ", " Seek Input ", " Post a Message " and " Workflow Status ". Action button; 



Return to
listing

When the user click on the button  , the system will display the “**My Taskbox**” list.

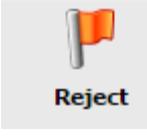


Approve

When the user click on the button  , the system will proceed to next workflow process which is PM Pre sales fill-in the Professional Services.

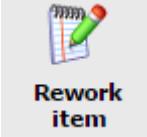


Reject

When the user click on the button  , the system will change the quotation status to reject and stop the workflow.



Rework
item

When the user click on the button  , user can ask the Sales Specialist to update the line items and revert back.



Seek
Input

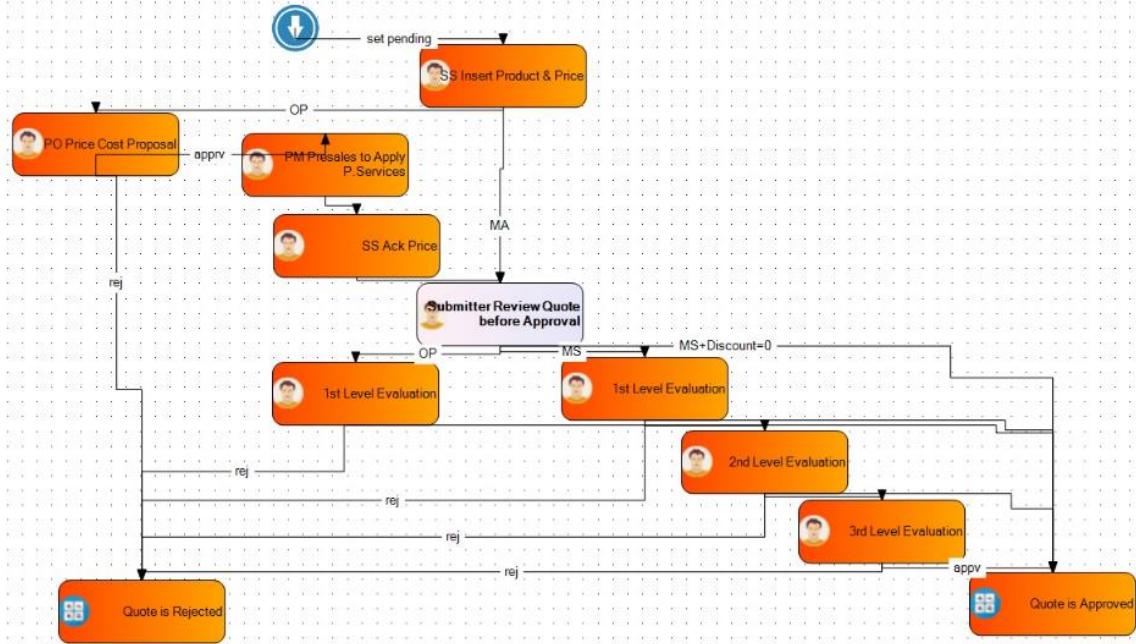
When the user click on the button  , user can ask for further information or advice regarding this quotation from others.



Post a
message

When the user click on the button  , the system will post a message on the submission information details.

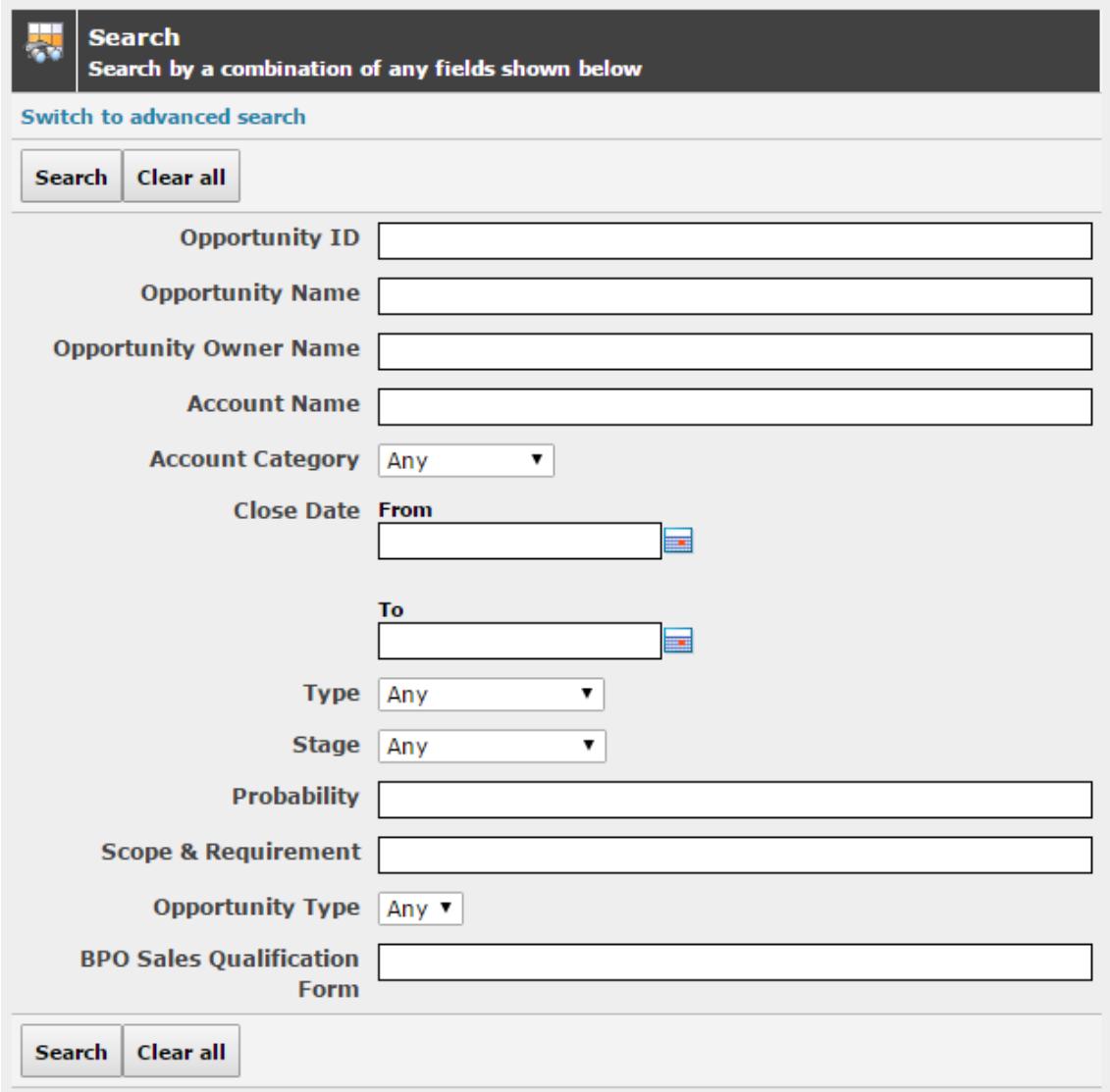
When the user click on the button , the system show the current status in the quotation workflow as below;



8) Search Opportunity

1.

From the Main Page, on the left menu click on the **SEARCH OPPORTUNITY** link.
The system will display Opportunity Search Form as below;



The screenshot shows the 'Search' interface for 'Opportunity'. At the top, there's a header bar with the VADS logo, the title 'ORION Operation & User Guide', and the rapid4 logo. Below the header is a dark navigation bar with a search icon and the word 'Search'. A sub-header below it says 'Search by a combination of any fields shown below'. Underneath are several search fields:

- Opportunity ID:** An input field.
- Opportunity Name:** An input field.
- Opportunity Owner Name:** An input field.
- Account Name:** An input field.
- Account Category:** A dropdown menu set to 'Any'.
- Close Date:** A date range selector with 'From' and 'To' fields, each with a calendar icon.
- Type:** A dropdown menu set to 'Any'.
- Stage:** A dropdown menu set to 'Any'.
- Probability:** An input field.
- Scope & Requirement:** An input field.
- Opportunity Type:** A dropdown menu set to 'Any'.
- BPO Sales Qualification Form:** An input field.

At the bottom of the form are two buttons: 'Search' and 'Clear all'.

- **Search**
 - Fill in the **value of the field** that want to search.
 - If the user click on the "Search" button on the bottom of the form.

Search
Search by a combination of any fields shown below

[Switch to advanced search](#)

Search	Clear all
Opportunity ID <input type="text" value="33463"/>	
Opportunity Name <input type="text"/>	
Opportunity Owner Name <input type="text"/>	
Account Name <input type="text"/>	
Account Category Any <input type="button" value="▼"/>	
Close Date From <input type="text"/> <input type="button" value="▼"/>	
To <input type="text"/> <input type="button" value="▼"/>	
Type Any <input type="button" value="▼"/>	
Stage Any <input type="button" value="▼"/>	
Probability <input type="text"/>	
Scope & Requirement <input type="text"/>	
Opportunity Type Any <input type="button" value="▼"/>	
BPO Sales Qualification Form <input type="text"/>	
Search	Clear all

- Result of the search, which will list all the opportunity that contain “33463” in the “Opportunity ID” field.

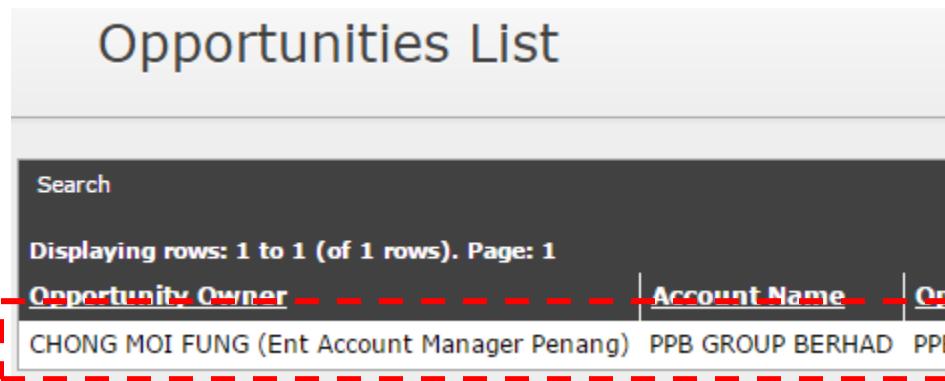
Opportunities List

Search		
Displaying rows: 1 to 1 (of 1 rows). Page: 1		
Opportunity Owner	Account Name	Opportunity ID
CHONG MOI FUNG (Ent Account Manager Penang)	PPB GROUP BERHAD	PPI

- Clear All**
 - To **Clear all the searched** value click ok the “**Clear All**” button
 - If the user click on the Search button, the result from **Opportunity Search Form** will list **all** of the opportunity.

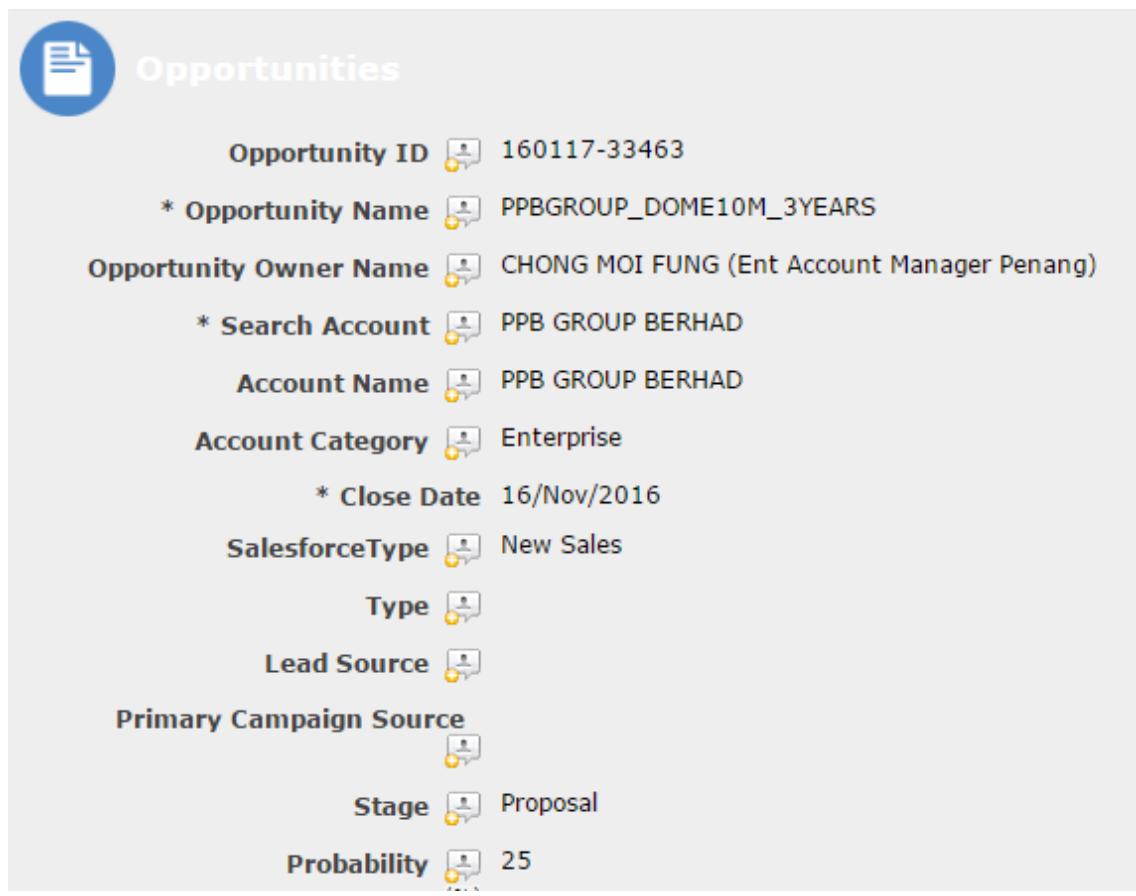
9) Revise Quotation

- From the Opportunity search result, click on the Opportunity link;



The screenshot shows a table titled "Opportunities List". At the top, there is a search bar and a message indicating "Displaying rows: 1 to 1 (of 1 rows). Page: 1". Below the header, there are two columns: "Opportunity Owner" and "Account Name". A red dashed box highlights the "Opportunity Owner" column, which contains the value "CHONG MOI FUNG (Ent Account Manager Penang)". The "Account Name" column contains "PPB GROUP BERHAD".

The system will display the Opportunity Details View form.



The screenshot shows the "Opportunities" details view. The form includes the following fields and values:

Opportunity ID	160117-33463
* Opportunity Name	PPBGROUP_DOME10M_3YEARS
Opportunity Owner Name	CHONG MOI FUNG (Ent Account Manager Penang)
* Search Account	PPB GROUP BERHAD
Account Name	PPB GROUP BERHAD
Account Category	Enterprise
* Close Date	16/Nov/2016
SalesforceType	New Sales
Type	
Lead Source	
Primary Campaign Source	
Stage	Proposal
Probability	25

At the *Quotation section*, click on the quotation link which status is **Approved**.

Quotations					
MAPM Pricing Request Form Click Here To View					
MAPM Quotations PRF002	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="background-color: #003366; color: white; padding: 5px;">Quotation Ref No</th> <th style="background-color: #003366; color: white; padding: 5px;">Quotation Status</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;">VADS/ICT/150317/131/TAGM</td> <td style="padding: 5px; text-align: center;">Approved</td> </tr> </tbody> </table>	Quotation Ref No	Quotation Status	VADS/ICT/150317/131/TAGM	Approved
Quotation Ref No	Quotation Status				
VADS/ICT/150317/131/TAGM	Approved				
Solution CMT	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="background-color: #003366; color: white; padding: 5px;">Quotation Ref No</th> <th style="background-color: #003366; color: white; padding: 5px;">Quotation Status</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;">There are currently no records</td> <td style="padding: 5px;"></td> </tr> </tbody> </table>	Quotation Ref No	Quotation Status	There are currently no records	
Quotation Ref No	Quotation Status				
There are currently no records					
DC Productized Quotations	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="background-color: #003366; color: white; padding: 5px;">Quotation Ref No</th> <th style="background-color: #003366; color: white; padding: 5px;">Quotation Status</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;">VADS/ICT/170317/132/TLSS</td> <td style="padding: 5px; text-align: center;">Pending</td> </tr> </tbody> </table>	Quotation Ref No	Quotation Status	VADS/ICT/170317/132/TLSS	Pending
Quotation Ref No	Quotation Status				
VADS/ICT/170317/132/TLSS	Pending				

2. The system displayed selected **MAPM Quotation Details form** as below;

MAPM Quotation	
MAPM Quotation 	
MAPM Quotation	
<p>Created by Test AGM</p> <p>Quotation Ref No VADS/ICT/150317/131/TAGM</p> <p>Quotation Expiry 30 Number of days to expire</p>	<p>Date created 15/Mar/2017 08:19 PM</p> <p>Quotation Status Approved</p> <p>Quotation Date 15 March 2017</p>
Customer Profile	
<p>Opportunity ID 160117-33463</p> <p>Company Name PPB GROUP BERHAD</p> <p>Customer Category Enterprise</p> <p>City KL</p> <p>State Wilayah Persekutuan Kuala Lumpur</p> <p>General Line </p>	<p>Opportunity Name PPBGROUP_DOME10M_3YEARS</p> <p>Company No PS/0008167-W</p> <p>Address L3 Cheras Leisure Mall, 8 Jalan M...</p> <p>Postcode 56100</p> <p>Country Malaysia</p> <p>Website </p>
Quotation Details	

At bottom of the page there are “**Save**”, “**Save and Submit**”, “**Discard Changes**”, “**Generate PDF**”, “**New Revision**” and “**Upgrade/Downgrade**” button

Click on the button

New Revision

The system will pop-up confirmation message to generate a new revision as below;

49.236.195.52 says:

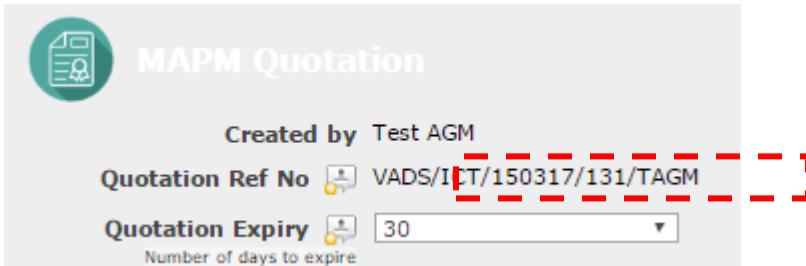
Are you sure you wish to generate a new revision?

OK

Cancel

After user click on “OK” button, the system will create new quotation and add revise no to the Quotation Ref No as shown below;

Before Revise Quotation



MAPM Quotation

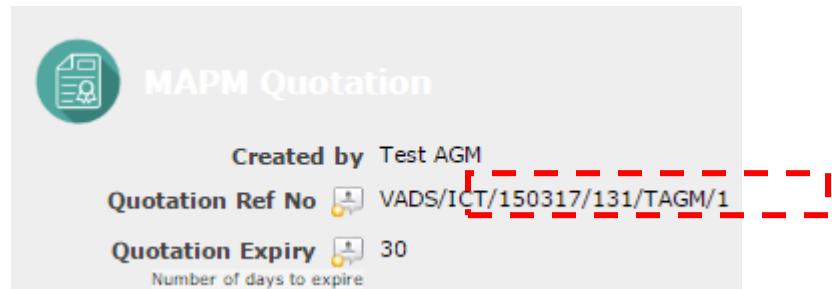
Created by Test AGM

Quotation Ref No  VADS/ICT/150317/131/TAGM

Quotation Expiry  30

Number of days to expire

After Revise Quotation



MAPM Quotation

Created by Test AGM

Quotation Ref No  VADS/ICT/150317/131/TAGM/1

Quotation Expiry  30

Number of days to expire

From the Quotation List, user can see the revise quotation as below;



ORION

Operation & User Guide

rapid4
Enterprise App
Builder

Quotations

MAPM Pricing Request Form [Click Here To View](#)

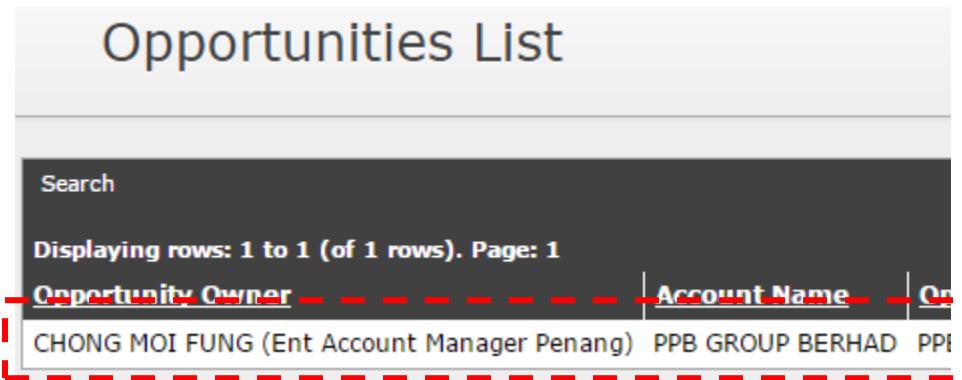
PRFO02

MAPM Quotations

Quotation Ref No	Quotation Status
VADS/ICT/150317/131/TAGM/1	Draft
VADS/ICT/150317/131/TAGM	Approved

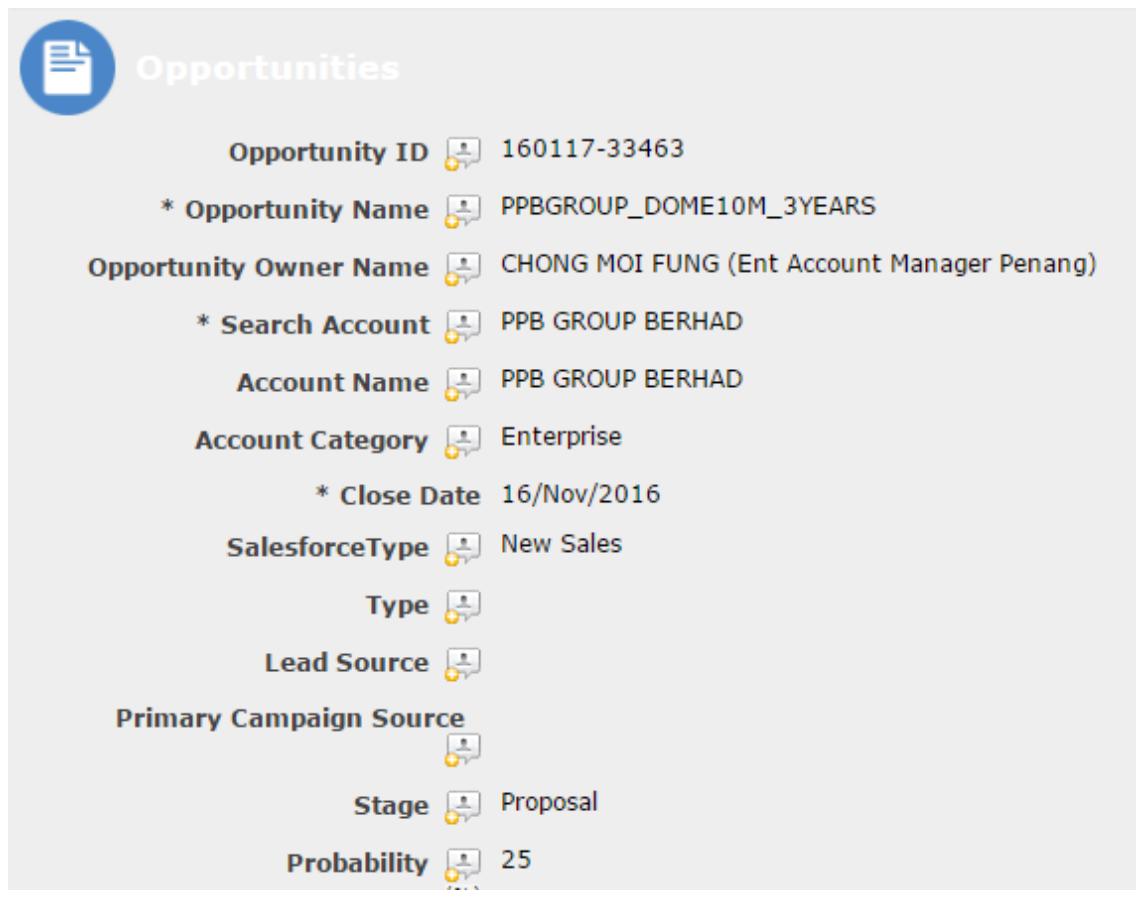
10) Upgrade/ Downgrade Quotation

1. From the Opportunity search result, click on the Opportunity link;



The screenshot shows a table titled "Opportunities List". It has a header row with columns for "Opportunity Owner", "Account Name", and others. Below the header, there is one data row containing the values: "CHONG MOI FUNG (Ent Account Manager Penang)", "PPB GROUP BERHAD", and "PPI". A red dashed box highlights the first two columns of the data row.

The system will display the Opportunity Details View form.



The screenshot shows the "Opportunities" details view form. It lists several fields with their values:

- Opportunity ID: 160117-33463
- * Opportunity Name: PPBGROUP_DOME10M_3YEARS
- Opportunity Owner Name: CHONG MOI FUNG (Ent Account Manager Penang)
- * Search Account: PPB GROUP BERHAD
- Account Name: PPB GROUP BERHAD
- Account Category: Enterprise
- * Close Date: 16/Nov/2016
- SalesforceType: New Sales
- Type: (empty)
- Lead Source: (empty)
- Primary Campaign Source: (empty)
- Stage: Proposal
- Probability: 25

At the *Quotation section*, click on the quotation link which *status* is **Approved**.

Quotation Ref No	Quotation Status
VADS/ICT/150317/131/TAGM	Approved

There are currently no records

Quotation Ref No	Quotation Status
VADS/ICT/170317/132/TLSS	Pending

2. The system displayed selected **MAPM Quotation Details form** as below;

MAPM Quotation

MAPM Quotation

Created by Test AGM Date created 15/Mar/2017 08:19 PM

Quotation Ref No VADS/ICT/150317/131/TAGM Quotation Status Approved

Quotation Expiry 30 Quotation Date 15 March 2017

Customer Profile

Opportunity ID 160117-33463	Opportunity Name PPBGROUP_DOME10M_3YEARS
Company Name PPB GROUP BERHAD	Company No PS/0008167-W
Customer Category Enterprise	Address L3 Cheras Leisure Mall, 8 Jalan N
City KL	Postcode 56100
State Wilayah Persekutuan Kuala Lumpur	Country Malaysia
General Line	Website

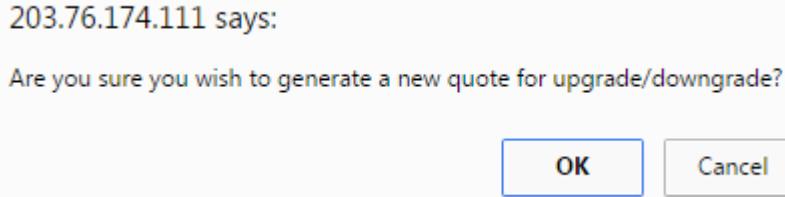
Quotation Details

At bottom of the page there are “**Save**”, “**Save and Submit**”, “**Discard Changes**”, “**Generate PDF**”, “**New Revision**” and “**Upgrade/Downgrade**” button

Click on the button

Upgrade/Downgrade

The system will alert the user with below message;



After user click on “OK” button, the system will create new quotation without Quotation Ref No as shown below;



From the Quotation List, user can see the revise quotation as below;

Quotations		
MAPM Pricing Request Form		Click Here To View
MAPM Quotations		
	Quotation Ref No	Draft
	VADS/ICT/180317/135/TAGM	Draft
	VADS/ICT/150317/131/TAGM/1	Draft
	VADS/ICT/150317/131/TAGM	Approved

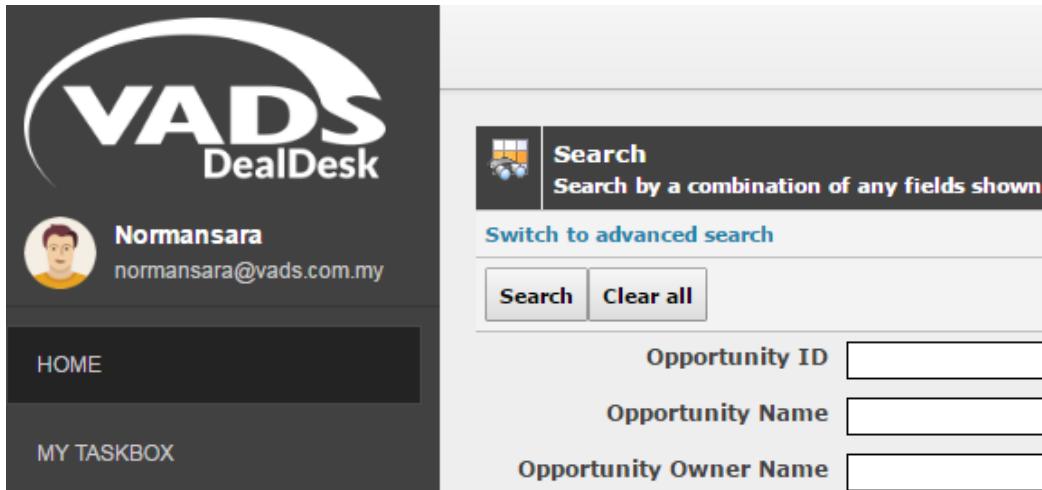
11) Action button Function

a. Return to Inbox

The button  only can be seen when the **Opportunity and Quotation** in the **View Mode**

When the user click on the "**Return to Listing**" Action button, the system will display back the user's homepage as below;

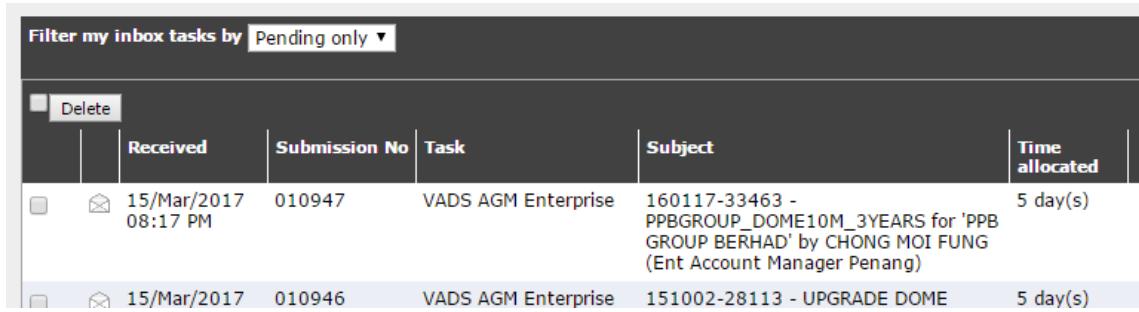
- For Sales Specialist and Team Lead Sales Specialist, the system will displayed back the **Search Opportunity** page



The screenshot shows the VADS DealDesk homepage on the left and the Search Opportunity interface on the right. The homepage features the VADS logo, a user profile for 'Normansara' (normansara@vads.com.my), and navigation links for 'HOME' and 'MY TASKBOX'. The search interface includes a search bar with placeholder text 'Search by a combination of any fields shown', a 'Switch to advanced search' link, and three input fields for 'Opportunity ID', 'Opportunity Name', and 'Opportunity Owner Name'.

Or

- For Assistant General Manager, General Manager and Management Level, the system will displayed back the **list of "My TaskBox"** page.



The screenshot shows the 'My TaskBox' list interface. At the top, there is a filter dropdown set to 'Pending only'. Below it is a table with columns: 'Delete', 'Received', 'Submission No', 'Task', 'Subject', and 'Time allocated'. Two tasks are listed:

Delete	Received	Submission No	Task	Subject	Time allocated
<input type="checkbox"/>	15/Mar/2017 08:17 PM	010947	VADS AGM Enterprise	160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)	5 day(s)
<input type="checkbox"/>	15/Mar/2017	010946	VADS AGM Enterprise	151002-28113 - UPGRADE DOME	5 day(s)

	b. Edit
	 The button  only can be seen when the Opportunity and Quotation in the View Mode .
	<p>When the user click on the “Edit” action button, the Opportunity will be display;</p> <ul style="list-style-type: none">• Opportunity• from View Mode  <ul style="list-style-type: none">• to Editable Mode.

 Opportunities

Opportunity ID 170318-53383

* Opportunity Name Bellfield Internet2

Opportunity Owner Name AELYA ZETTY ZAINAL KASSIM (VADS ICT Business Support)

* Search Account

Account Name BELLA ADVANCE SDN BHD

Account Category Enterprise

* Close Date 31 March 2017

SalesforceType

Type --Please select a value--

Lead Source --Please select a value--

Primary Campaign Source

Stage Proposal

Probability 25 (%)

- Quotation
 - from **View Mode**

 MAPM Quotation

Created by Ken

Quotation Ref No VADS/ICT/200317/142/Ken/3

Quotation Expiry 30
Number of days to expire

Customer Profile

Opportunity ID 170318-53383

Company Name BELLA ADVANCE SDN BHD

Customer Category Enterprise

City

State

General Line

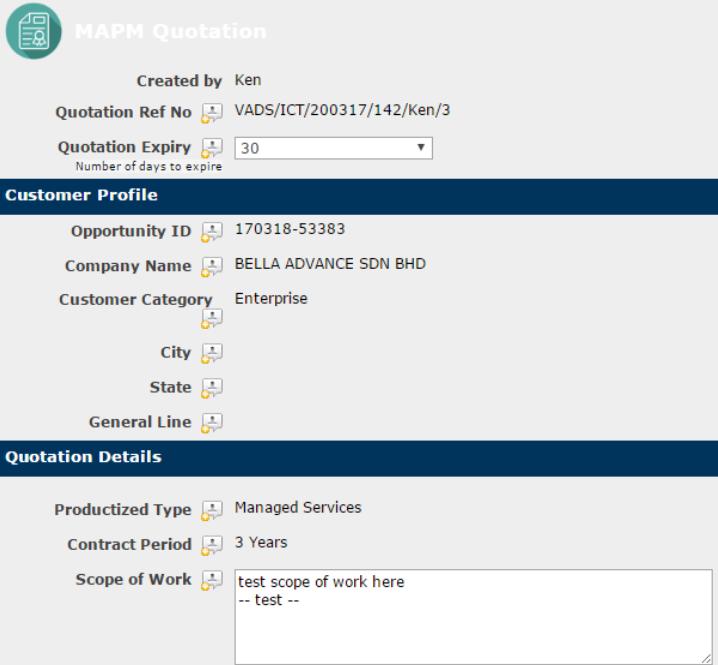
Quotation Details

Productized Type Managed Services

Contract Period 3 Years

Scope of Work test scope of work here
-- test --

- to **Editable Mode**.



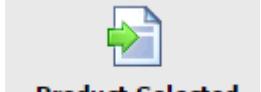
The screenshot shows the MAPM Quotation creation interface. At the top, it displays 'Created by' as Ken, 'Quotation Ref No' as VADS/ICT/200317/142/Ken/3, and 'Quotation Expiry' set to 30 days. The 'Customer Profile' section includes fields for Opportunity ID (170318-53383), Company Name (BELLA ADVANCE SDN BHD), Customer Category (Enterprise), City, State, and General Line. The 'Quotation Details' section includes Productized Type (Managed Services), Contract Period (3 Years), and Scope of Work (containing 'test scope of work here' and '-- test --').

c. Quotation Created

	 <p>The button Quotation Created only can be seen when the Opportunity in the View Mode, which at Quotation Creation step in the Opportunity Workflow.</p>
	After create the Quotation flow completed , the Assistance General Manager or the Sales Specialist Team Lead have to click on this button to Complete this Opportunity flow.

d. Product Selected



The button  only can be seen when the **Quotation** the **View Mode**, which at “**SS Insert Product & Price**” step in the **Quotation Workflow**

After **create Product and Price**, the **Assigned Sales Specialist** have to click on this button for;

- **Managed Services**

Submitter to review the quotation.

- **Outright Purchase**

Product Owner to fill-in the product cost.

e. Quotation is ready for Approval



 **Quotation is Ready for Approval**

The button  only can be seen when the **Opportunity** in the **View Mode**, which at “**Submitter Review Quote before Approval**” step in the **Quotation Workflow**

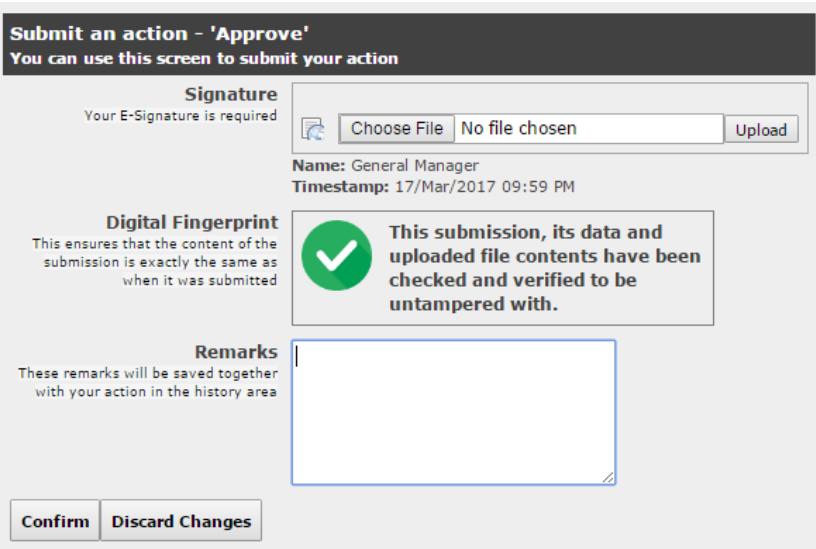
After **submitter (Assistance General Manager or the Sales Specialist Team Lead)** update or review the **Quotation**, the **submitter** have to click on this button to send the **Quotation for Approval**.

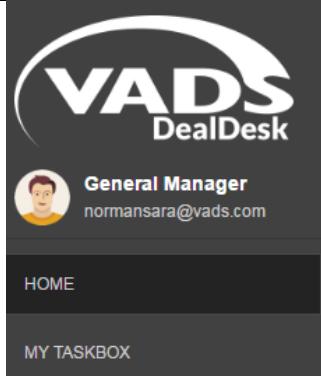
f. Approve



 **Approve**

The button  only can be seen when the **Quotation** the **View Mode**, which at “**PO Price Cost Proposal**” and “**Approval**” step in the **Quotation Workflow**

- | | |
|--|---|
| | <ul style="list-style-type: none">• PO Price Cost Proposal
After Product owner fill-in the Price and Cost, Product Owner has to click this button for PM Presales to apply the professional services cost.• Approval
After Approver review the Quotation, Approver has to click this button to move to next level of approval. |
| | <p>When the user click on the Approve button.</p> <p>The system will display approve form as below;</p>  |
| | <ul style="list-style-type: none">• User can fill-in the below information”, and click on the “Confirm” button<ul style="list-style-type: none">○ Signature○ Remarks(Optional)• and click on the “Confirm” button;<ul style="list-style-type: none">○ Confirm - system send the quotation to next level of approval and then system will display the home page |



Filter my inbox tasks by Pending only ▾			
	Received	Submission No	Task
<input type="checkbox"/>	02/Mar/2017 03:58 PM	010922	1st Level Evaluation
<input type="checkbox"/>	17/Jan/2017 01:41 AM	010898	1st Level Evaluation

- **Discard Changes** - system cancel this form and display back to Quotation Details View Form

MAPM Quotation

Created by Test AGM
Quotation Ref No VADS/ICT/161216/099/TAGM
Quotation Expiry 30
Number of days to expire

Customer Profile

Opportunity ID 160406-38766
Company Name SYARIKAT PERLANTING JERNEH PLANTATION SD
Customer Category Enterprise
City
State
General Line

Quotation Details

After user confirm approve, submitter can view the quotation from the “**My Submissions**” list.

Filter the submission list by **All**

Date Started	Submission Number	Status
17/Mar/2017 05:09 PM	010962	1 P

Click on the Submission ID, the system will displayed the MAPM Quotation in View Mode.

02/Mar/2017 03:44 PM	010923	17/Mar/2017 02:43 PM	DC Productized Quotation Workflow	PENDING	Product Inserted
02/Mar/2017 03:35 PM	010922	17/Mar/2017 10:22 PM	MAPM Quotation Workflow	COMPLETED	Evaluation Completed
24/Feb/2017 07:24 AM	010911	24/Feb/2017 07:24 AM	MAPM Quotation Workflow	PENDING	Product Inserted

Under the **Submission Information** section, user can see the quotation status that already **Approved** by the approval as below;

Bubble	Date/time	Description
1st Level Evaluation	Sunday, November 13, 2016 2:27 AM	Action request sent to Tan Thiam Boon, Test EVP Sales, Woo Tuck Fu, Fermin Fautsch, Carol Wang, T LOBS GM, Norazam Jaafar, Normansara 🕒 Time allocated is 1 day(s)
Status = Pending	Sunday, November 13, 2016 2:27 AM	'Status = Pending' executed
1st Level Evaluation	Sunday, November 13, 2016 2:28 AM	Approved by Test EVP Sales
Quote is Approved	Sunday, November 13, 2016 2:28 AM	'Quote is Approved' executed
Stop	Sunday, November 13, 2016 2:28 AM	Workflow completed

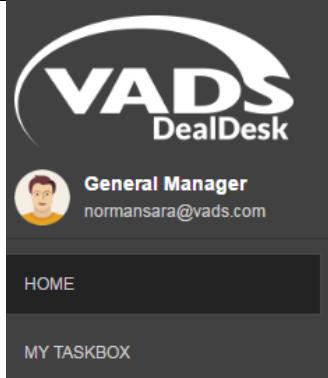
g. Reject



The button **Reject** only can be seen when the **Quotation** the **View Mode**, which at "**PO Price Cost Proposal**" and "**Reject**" step in the **Quotation Workflow**

- **PO Price Cost Proposal**

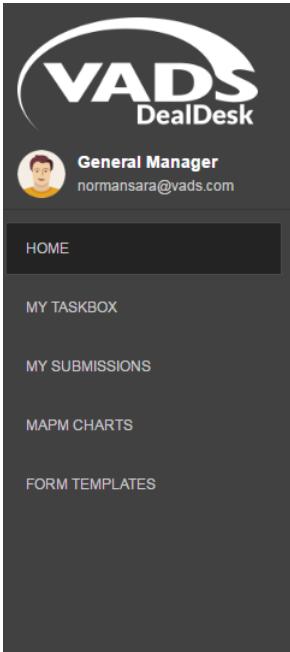
	<p>After Product owner fill-in the Price and Cost, Product Owner has to click this button to workflow will stop and the Quotation Status will be change <i>from Pending to Rejected</i>.</p> <ul style="list-style-type: none"> • Reject <p>After Approver review the Quotation, Approver has to click this button to workflow will stop and the Quotation Status will be change <i>from Pending to Rejected</i>.</p>
	<p>When the user click on the Reject button.</p> <p>The system will display approve form as below;</p> <div style="border: 1px solid #ccc; padding: 10px;"> <p>Submit an action - 'Reject' You can use this screen to submit your action</p> <p>Signature Your E-Signature is required</p> <p><input type="file"/> Choose File No file chosen <input type="button" value="Upload"/></p> <p>Name: General Manager Timestamp: 17/Mar/2017 10:01 PM</p> <p>Digital Fingerprint This ensures that the content of the submission is exactly the same as when it was submitted</p> <p> This submission, its data and uploaded file contents have been checked and verified to be untampered with.</p> <p>Remarks * These remarks will be saved together with your action in the history area</p> <p><input type="text"/></p> <p><input type="button" value="Confirm"/> <input type="button" value="Discard Changes"/></p> </div> <ul style="list-style-type: none"> • User can fill-in the below information”, and click on the “Confirm” button <ul style="list-style-type: none"> ○ Signature ○ Remarks(Optional) • and click on the “Confirm” button; <ul style="list-style-type: none"> ○ <input type="button" value="Confirm"/> - system send the quotation to next level of approval and then system will display the home page



Filter my inbox tasks by Pending only ▾			
	Received	Submission No	Task
<input type="checkbox"/>	02/Mar/2017 03:58 PM	010922	1st Level Evaluation
<input type="checkbox"/>	17/Jan/2017 01:41 AM	010898	1st Level Evaluation

- **Discard Changes** - system cancel this form and display back to Quotation

Details View Form



MAPM Quotation

Created by Test AGM
Quotation Ref No VADS/ICT/161216/099/TAGM
Quotation Expiry 30
Number of days to expire

Customer Profile

Opportunity ID 160406-38766
Company Name SYARIKAT PERLANTING JERNEH PLANTATION SD
Customer Category Enterprise
City
State
General Line

Quotation Details

After user confirm approve, submitter can view the quotation from the "**My Submissions**" list.

Filter the submission list by **All**

Date Started	Submission Number	D
17/Mar/2017 05:09 PM	010962	1 P

Click on the Submission ID, the system will displayed the MAPM Quotation in View Mode.

02/Mar/2017 03:44 PM	010923	17/Mar/2017 02:43 PM	DC Productized Quotation Workflow	PENDING	Product Inserted
02/Mar/2017 03:35 PM	010922	17/Mar/2017 10:22 PM	MAPM Quotation Workflow	COMPLETED	Evaluation Completed
24/Feb/2017 07:24 AM	010911	24/Feb/2017 07:24 AM	MAPM Quotation Workflow	PENDING	Product Inserted

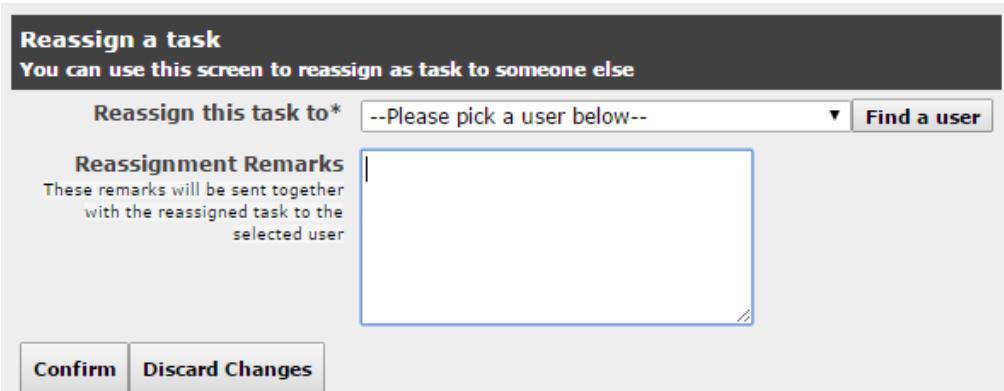
Under the **Submission Information** section, user can see the quotation status that already Rejected by the approval as below;

Bubble	Date/time	Description
Start	Sunday, November 13, 2016 2:39 AM	Submitted to workflow
1st Level Evaluation	Sunday, November 13, 2016 2:39 AM	Action request sent to Tan Thiam Boon, Test EVP Sales, Woo Tuck Fu, Fermin Fautsch, Carol Wang, T LOBS GM, Norazam Jaafar, Normansara 🕒 Time allocated is 1 day(s)
Status = Pending	Sunday, November 13, 2016 2:39 AM	'Status = Pending' executed
1st Level Evaluation	Sunday, November 13, 2016 2:42 AM	Rejected by Test EVP Sales
Quote is Rejected	Sunday, November 13, 2016 2:42 AM	'Quote is Rejected' executed
Stop	Sunday, November 13, 2016 2:42 AM	Workflow completed

h. PS Applied



The button **PS Applied** only can be seen when the **Quotation** the **View Mode**, which at "**PM Presales to Apply PServices**" step in the **Quotation Workflow**

	After Product Owner applied the Professional Services section, PM PreSales user have to click on this button for Sales Specialist to review the quotation.
	i. Pricing Accepted
	 The button Pricing Accepted only can be seen when the Opportunity in the View Mode , which at “SS Ask Price” step in the Quotation Workflow
	After quotation cost and price has been accepted by Sales Specialist, he/she have to click on this button for submitter to review the quotation.
	j. Reassign
	 The button Reassign only can be seen when the Opportunity in the View Mode
	<ul style="list-style-type: none"> • The Assignor (The assignor transfers to the assignee)
	When user click on this “ Reassign ” action button, the system will display below action box. 
	User need to select the person that he/she want to reassign the opportunity, Click on the “ Reassign this task to ” drop down list to list all the User name

or

Click on the **Find a user** button to filter the User name. User can key-in the name in the **Reassign this task to*** field and click on the **“Find”** button

After select the username, enter the **“Remarks to user”** field so that the selected user know their task , then click on the

Confirm

- To Submit the Opportunity to the Selected user in the **“Reassign this task to”** drop down list

Discard Changes

- To Cancel the Reassign and the system display the opportunity details view form.

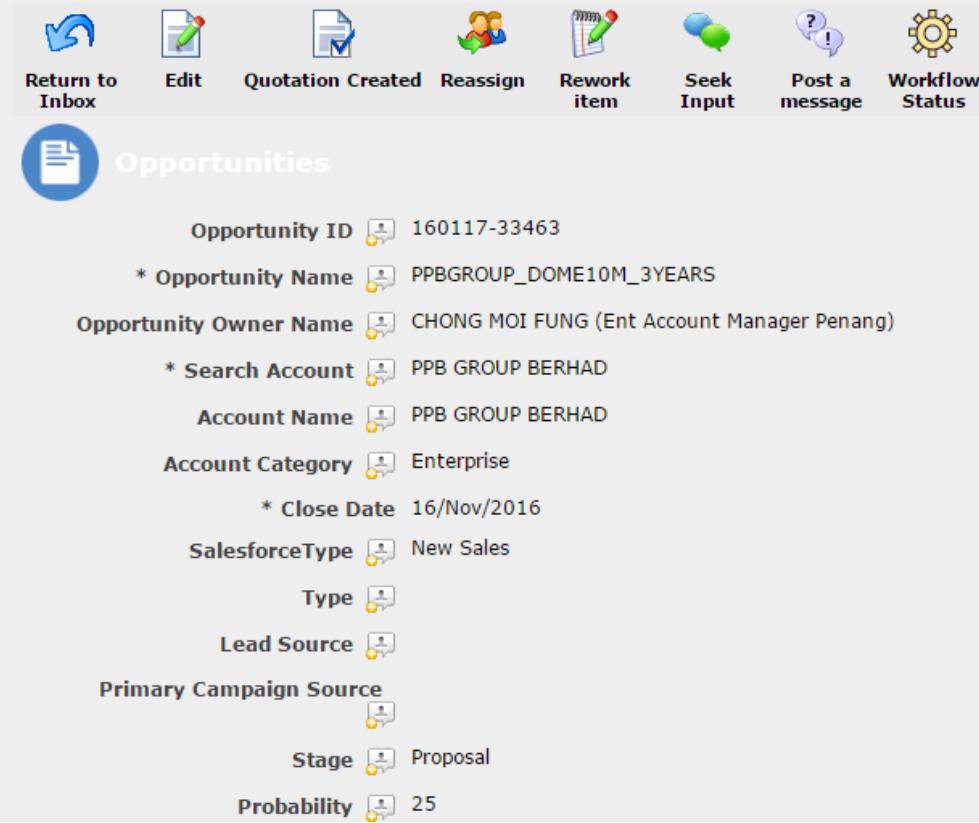
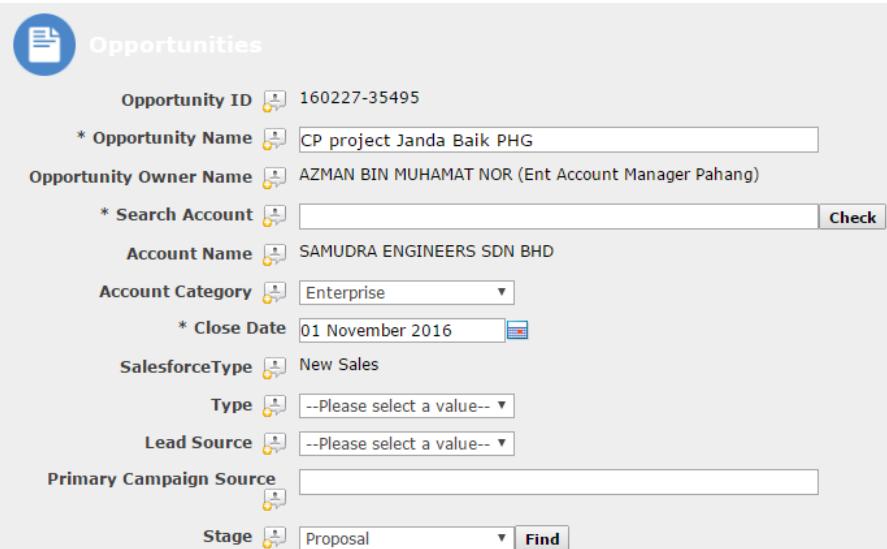
After click on the **“Confirm”** button, the system will display the List of “My Taskbox”. The Opportunity name has been remove from the list (**the selected reassign user need to complete the task to proceed workflow**)

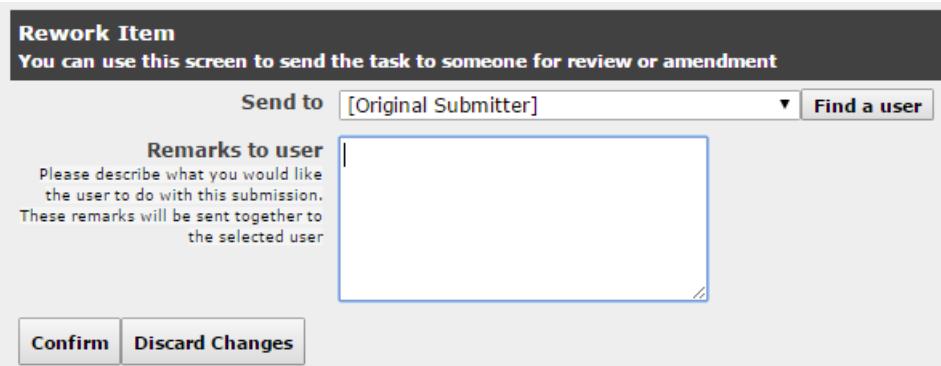
Filter my inbox tasks by Pending only ▾				
	Delete	Received	Submission No	Task
				Subject
<input type="checkbox"/>		15/Mar/2017 08:16 PM	010946	VADS AGM Enterprise 151002-28113 - UPGRADE DOME 10mbps for 'SPECIFIC RESOURCES SDN BHD' by AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)

The user can see the task already been send at the “Submission Information” section in the Opportunity details form,

Submission No.	010951																
Submitted By	Team lead SS																
Date Received	16/Mar/2017 04:14 PM																
History																	
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	<ul style="list-style-type: none"> • The Assignee <p>The selected user can see the notification on their,</p> <ul style="list-style-type: none"> • <i>Welcome page</i> <div style="background-color: #ff6347; color: white; padding: 5px; text-align: center;"> Start </div> <div style="margin-top: 20px;"> 160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang) 16/Mar/2017 04:14 PM By Team lead SS </div> <ul style="list-style-type: none"> • <i>My TaskBox</i> <div style="border: 1px solid #ccc; padding: 10px; background-color: #f9f9f9; margin-top: 10px;"> <p>Filter my inbox tasks by Pending only ▾</p> <p>Show inbox items for the following user: Normansara ▾ Find a user</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; padding: 5px;"><input type="checkbox"/> Delete</th> <th style="text-align: left; padding: 5px;">Received</th> <th style="text-align: left; padding: 5px;">Submission No</th> <th style="text-align: left; padding: 5px;">Task</th> <th style="text-align: left; padding: 5px;">Subject</th> <th style="text-align: left; padding: 5px;">Time allocated</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;"><input type="checkbox"/></td> <td style="padding: 5px;">✉ 15/Mar/2017 08:17 PM</td> <td style="padding: 5px;">010947</td> <td style="padding: 5px;">VADS AGM Enterprise</td> <td style="padding: 5px;">160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)</td> <td style="padding: 5px;">5 day(s)</td> </tr> </tbody> </table> </div> <p>To review or edit the opportunity, click on the Seek Input link as below.</p> <p style="margin-left: 20px;"> 15/Mar/2017 010947 VADS AGM 160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang) 08:17 PM Enterprise 5 day(s) </p> <p>The system will displayed the Opportunity Details Form View as below;</p>	<input type="checkbox"/> Delete	Received	Submission No	Task	Subject	Time allocated	<input type="checkbox"/>	✉ 15/Mar/2017 08:17 PM	010947	VADS AGM Enterprise	160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)	5 day(s)
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	 <p>The screenshot shows the Opportunities view mode. At the top, there is a toolbar with the following icons and buttons:</p> <ul style="list-style-type: none">Return to InboxEditQuotation CreatedReassignRework itemSeek InputPost a messageWorkflow Status <p>Below the toolbar, the title "Opportunities" is displayed. The main content area contains the following fields and their values:</p> <ul style="list-style-type: none">Opportunity ID: 160117-33463* Opportunity Name: PPBGROUP_DOME10M_3YEARSOpportunity Owner Name: CHONG MOI FUNG (Ent Account Manager Penang)* Search Account: PPB GROUP BERHADAccount Name: PPB GROUP BERHADAccount Category: Enterprise* Close Date: 16/Nov/2016SalesforceType: New SalesType: (empty)Lead Source: (empty)Primary Campaign Source: (empty)Stage: ProposalProbability: 25	
<p>Click on the “Edit” Action button and the system will displayed Opportunity from View Mode to Edit Mode.</p>  <p>The screenshot shows the Opportunities edit mode. The fields are identical to the view mode, but the "Opportunity Name" field is now a text input box containing "CP project Janda Baik PHG". Other fields like "Search Account" have dropdown menus or buttons. The "Close Date" field has a calendar icon. The "Type" and "Lead Source" fields have dropdown menus with placeholder text "Please select a value--". The "Primary Campaign Source" and "Stage" fields are also dropdown menus.</p>		

	<p>From here the user can follow the Opportunity and Create Quotation process workflow.</p>
	<p>k. Rework Item</p>
	<p>The button  only can be seen when the Opportunity in the View Mode</p> <p>Rework item is similar to Seek Input but the different is when the user rework the item, the user cannot proceed to next step until the selected user complete their task.</p>
	<ul style="list-style-type: none">• The Submitter
	<p>When user click on this “Rework Item” action button, the system will display below action box.</p>  <p>User need to select the person that he/she want to rework the item, Click on the “Send To” drop down list</p> <p>Send to <input type="button" value="Original Submitter"/> to list all the User name</p> <p>or</p> <p>Click on the “Find a User” button <input type="button" value="Find a user"/> to search the User name. User can key-in the name <input type="text"/> and click on the “Find” button</p>

After select the username, enter the “Remarks to user” field so that the selected user know their task , then click on the

Confirm

- to Submit the Message

Discard Changes

- to Cancel the Message

After click on the submit button, the system will display

- “My Taskbox” list

Filter my inbox tasks by All tasks					
<input type="checkbox"/> Delete	Received	Submission No	Task	Subject	Time allocated
<input type="checkbox"/>	✉ 20/Mar/2017 11:31 AM	010989	Submitter Review Quote before Approval	Bellfield Internet2 for BELLA ADVANCE SDN BHD	24 hour(s)
<input type="checkbox"/>	✉ 20/Mar/2017 10:42 AM	010988	Submitter Review Quote before Approval	Bellfield Internet2 for BELLA ADVANCE SDN BHD	24 hour(s)
<input type="checkbox"/>	✉ 18/Mar/2017 10:54 PM	010967	VADS AGM Enterprise	170318-53383 - Bellfield Internet2 for 'BELLA ADVANCE SDN BHD' by AELYA ZETTY ZAINAL KASSIM (VADS ICT Business Support)	5 day(s)

The user can see the task already been send at the “Submission Information” section,

Submission No. 010951
 Submitted By Team lead SS
 Date Received 16/Mar/2017 04:14 PM

History

Bubble	Date/time	Description	Remarks
Start	16/Mar/2017 04:14 PM	Submitted to workflow	
VADS AGM Enterprise	16/Mar/2017 04:14 PM	Action request sent to Ken, Mohd Khairi Bin Lamsah, Nasrul Rizal Bin Abdul Rasid, Normansara, Team lead SS, Test AGM	
VADS AGM Enterprise	16/Mar/2017 04:15 PM	⌚ Time allocated is 5 day(s) Test AGM has sent this item to Sales Specialist for correction	rework items

- The Receiver

The selected user can see the notification on their,

- *Welcome page*

Start

 160117-33463 - PPBGROUP_DOME10M_3YEARS
for 'PPB GROUP BERHAD' by CHONG MOI FUNG
(Ent Account Manager Penang)
16/Mar/2017 04:08 PM By Test AGM

• **My TaskBox**

Filter my inbox tasks by **Pending only** ▾

Show inbox items for the following user:
Normansara ▾ | Find a user |

Delete	Received	Submission No	Task	Subject	Time allocated
<input type="checkbox"/>	✉ 15/Mar/2017 08:17 PM	010947	VADS AGM Enterprise	160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)	5 day(s)

To review or edit the opportunity, click on the Seek Input link as below.

15/Mar/2017 010947 08:17 PM VADS AGM Enterprise 160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang) 5 day(s)

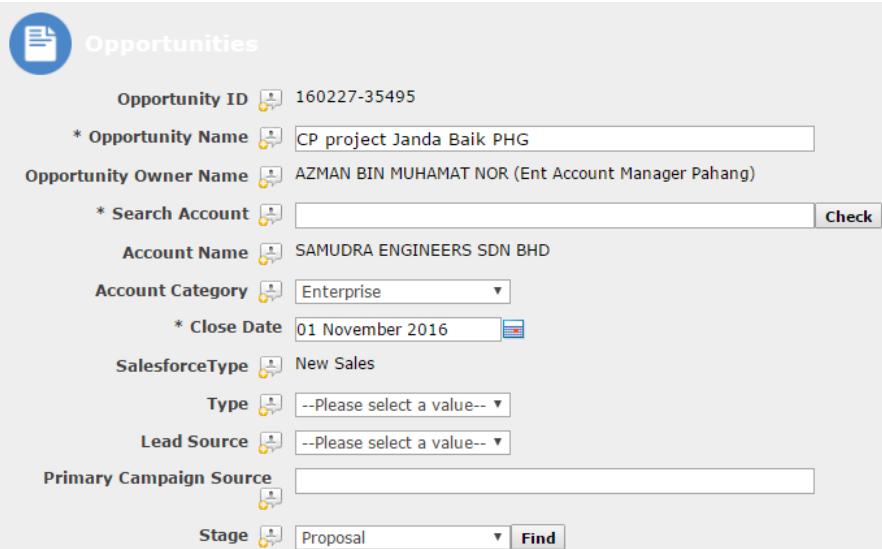
The system will displayed the Opportunity Details Form View as below;

Opportunities

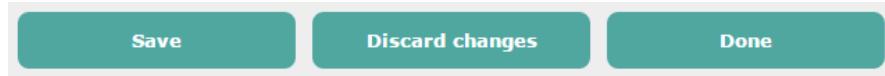
Opportunity ID	 160227-35495
* Opportunity Name	 CP project Janda Baik PHG
Opportunity Owner Name	 AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)
* Search Account	 SAMUDRA ENGINEERS SDN BHD
Account Name	 SAMUDRA ENGINEERS SDN BHD
Account Category	 Enterprise
* Close Date	01/Nov/2016
SalesforceType	 New Sales

Click on the “**Edit**” Action button and the system will displayed Opportunity from View Mode to **Edit Mode**.

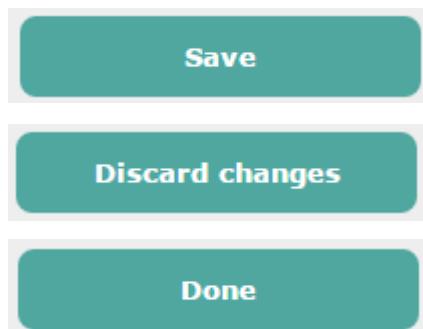


The screenshot shows the Opportunities edit form. It includes fields for Opportunity ID (160227-35495), Opportunity Name (CP project Janda Baik PHG), Opportunity Owner Name (AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)), Search Account (SAMUDRA ENGINEERS SDN BHD), Account Category (Enterprise), Close Date (01 November 2016), SalesforceType (New Sales), Type (Please select a value--), Lead Source (Please select a value--), Primary Campaign Source, and Stage (Proposal). There is also a 'Check' button next to the search account field.

After done editing or review, go to the bottom of the page.



Click on the button



- To save the form and back to the view mode

- To cancel the changes and back to the edit mode

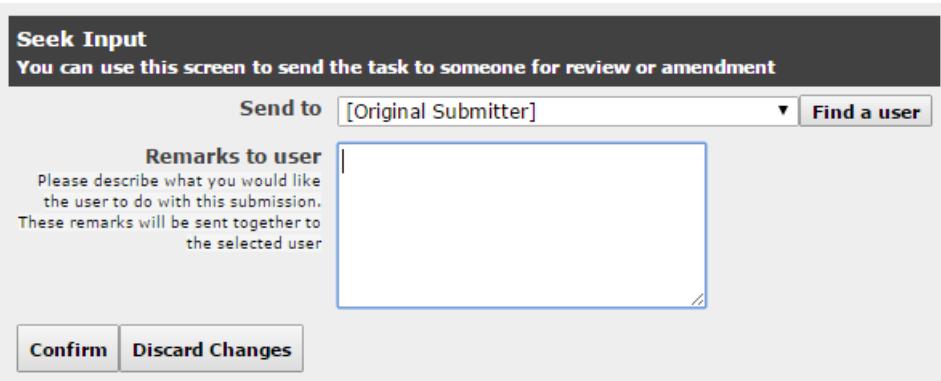
- To save and complete task, the opportunity will be send back to the sender.

I. Seek Input

The button



only can be seen when the **Opportunity** in the **View Mode**.

	<p>Seek Input is similar to Rework item but the different is when the user seek for input, the user can proceed to next step without the selected user complete their task.</p>
	<ul style="list-style-type: none">• The Submitter
	<p>When user click on this “Seek Input” action button, the system will display below action box.</p>  <p>User need to select the person that he/she want to seek input from, Click on the “Send To” drop down list</p> <p>Send to [Original Submitter] to list all the User name</p> <p>or</p> <p>Click on the “Find a User” button Find a user to search the User name. User can key-in the name Send to Find and click on the “Find” button</p> <p>After select the username, enter the “Remarks to user” field so that the selected user know their task , then click on the</p> <p>Confirm - to Submit the Message</p> <p>Discard Changes - to Cancel the Message</p>

After click on the submit button, the system will display the List of “My TaskBox”.

Filter my inbox tasks by Pending only ▾				
<input type="checkbox"/> Delete	Received	Submission No	Task	Subject
<input type="checkbox"/>	✉ 16/Mar/2017 04:14 PM	010951	VADS AGM Enterprise	160117-33463 - PPBGROUP_DOME10M_3YEARS for 'PPB GROUP BERHAD' by CHONG MOI FUNG (Ent Account Manager Penang)
<input type="checkbox"/>	✉ 15/Mar/2017 08:16 PM	010946	VADS AGM Enterprise	151002-28113 - UPGRADE DOME 10mhns for 'SPECTRUM RESOURCES SDN

The user can see the task already been send at the “Submission Information” section,

Submission No.	010942																				
Submitted By	Test AGM																				
Date Received	16/Mar/2017 12:00 PM																				
History																					
<table border="1"> <thead> <tr> <th>Bubble</th> <th>Date/time</th> <th>Description</th> <th>Remarks</th> </tr> </thead> <tbody> <tr> <td>Start</td> <td>15/Mar/2017 12:34 PM</td> <td>Submitted to workflow</td> <td></td> </tr> <tr> <td>VADS AGM Enterprise</td> <td>15/Mar/2017 12:34 PM</td> <td>Action request sent to Ken, Mohd Khairi Bin Lamsah, Nasrul Rizal Bin Abdul Rasid, Normansara, Team lead SS, Test AGM ⌚ Time allocated is 5 day(s)</td> <td></td> </tr> <tr> <td>Test AGM</td> <td>16/Mar/2017 11:51 AM</td> <td>test post a message Post a reply</td> <td></td> </tr> <tr> <td>VADS AGM Enterprise</td> <td>16/Mar/2017 12:00 PM</td> <td>Test AGM has sent his/her task to Sales Specialist for input test to seek input</td> <td style="border: 2px solid red;">test to seek input</td> </tr> </tbody> </table>		Bubble	Date/time	Description	Remarks	Start	15/Mar/2017 12:34 PM	Submitted to workflow		VADS AGM Enterprise	15/Mar/2017 12:34 PM	Action request sent to Ken, Mohd Khairi Bin Lamsah, Nasrul Rizal Bin Abdul Rasid, Normansara, Team lead SS, Test AGM ⌚ Time allocated is 5 day(s)		Test AGM	16/Mar/2017 11:51 AM	test post a message Post a reply		VADS AGM Enterprise	16/Mar/2017 12:00 PM	Test AGM has sent his/her task to Sales Specialist for input test to seek input	test to seek input
Bubble	Date/time	Description	Remarks																		
Start	15/Mar/2017 12:34 PM	Submitted to workflow																			
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Test AGM	16/Mar/2017 11:51 AM	test post a message Post a reply																			
VADS AGM Enterprise	16/Mar/2017 12:00 PM	Test AGM has sent his/her task to Sales Specialist for input test to seek input	test to seek input																		

- **The Receiver**

The selected user can see the notification on their,

- **Welcome page**

Start



Your input was requested
16/Mar/2017 12:00 PM By Test AGM

- **My TaskBox**

Filter my inbox tasks by Pending only ▾				
<input type="checkbox"/> Delete	Received	Submission No	Task	Subject
<input type="checkbox"/>	✉ 16/Mar/2017 12:00 PM	10942	Seek Input	Your input was requested No deadline
<input type="checkbox"/>	✉ 16/Mar/2017 08:16 PM	010946	SS Insert Product R...	MANAGED WiFi (WIFI) for PREMIUM 24 hours

To review or edit the opportunity, click on the Seek Input link as below.

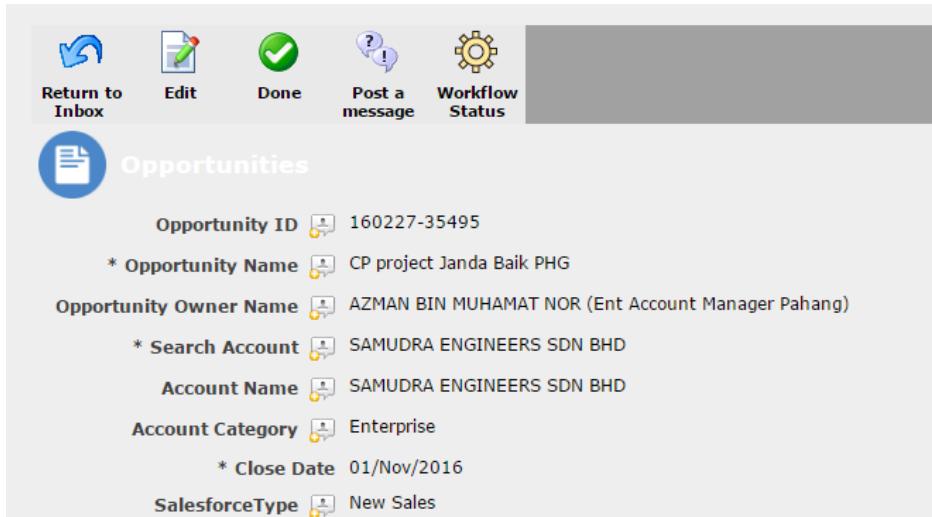
16/Mar/2017 10942
12:00 PM

Seek Input

Your input was requested

No deadline

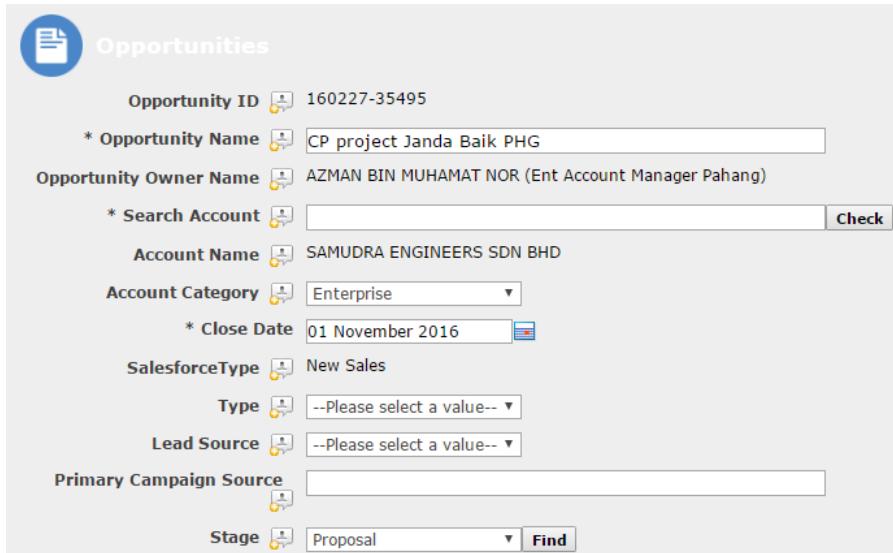
The system will displayed the Opportunity Details Form View as below;



The screenshot shows the Opportunity Details Form View. At the top, there is a toolbar with five buttons: 'Return to Inbox' (blue arrow icon), 'Edit' (pencil icon), 'Done' (checkmark icon), 'Post a message' (speech bubble icon), and 'Workflow Status' (gear icon). Below the toolbar, the section title 'Opportunities' is displayed with a blue document icon. The form contains the following fields:

Opportunity ID	160227-35495
* Opportunity Name	CP project Janda Baik PHG
Opportunity Owner Name	AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)
* Search Account	SAMUDRA ENGINEERS SDN BHD
Account Name	SAMUDRA ENGINEERS SDN BHD
Account Category	Enterprise
* Close Date	01/Nov/2016
SalesforceType	New Sales

Click on the “**Edit**” Action button and the system will displayed Opportunity from View Mode to **Edit Mode**.



The screenshot shows the Opportunity Details Form View in Edit Mode. The fields are now interactive:

Opportunity ID	160227-35495
* Opportunity Name	CP project Janda Baik PHG
Opportunity Owner Name	AZMAN BIN MUHAMAT NOR (Ent Account Manager Pahang)
* Search Account	<input type="text"/> <input type="button" value="Check"/>
Account Name	SAMUDRA ENGINEERS SDN BHD
Account Category	Enterprise
* Close Date	01 November 2016 <input type="button" value="Calendar"/>
SalesforceType	New Sales
Type	--Please select a value-- <input type="button" value="Down"/>
Lead Source	--Please select a value-- <input type="button" value="Down"/>
Primary Campaign Source	<input type="text"/>
Stage	Proposal <input type="button" value="Down"/> <input type="button" value="Find"/>

For BCAPM role, user have to update the BCAPM Section as below;

	<p>BCAPM Section</p> <p>Recommended Price <input type="text"/></p> <p>Pricing Justification  <input type="text"/></p> <p>Floor Price <input type="text"/></p> <p>Pricing Condition  <input type="text"/></p> <p>Save Discard changes Done</p>
	<p>After done editing or review, go to the bottom of the page.</p> <p>Save Discard changes Done</p>
	<p>Click on the button</p> <p>Save - to save the form and back to the view mode</p> <p>Discard changes - to cancel the changes and back to the view mode</p> <p>Done - to save and complete task.</p>
	<p>m. Post a Message</p> <p>The button  only can be seen when the Opportunity in the View Mode</p> <p>When user click on this "Post a Message" action button, the system will display below action box.</p>

Post a message**You can use this screen to post a message****Message**

Please specify the message you would like to post. Please take note that all posted messages will be publicly viewable

All workflow participants will also be notified by e-mail automatically

Post message **Discard Changes**

User need to enter the message to be posted in the Message field, then click on the

Post message

- to Submit the Message

Discard Changes

- to Cancel the Message

The message will be displayed on the “**Submission Information**” section at the *bottom of the Opportunity Details View Form* as below;

Before Post a Message**Submission information**
The following is information related to this particular submission

Submission No. 010942
Submitted By Test AGM
Date Received 15/Mar/2017 12:34 PM

History

Bubble	Date/time	Description	Remarks
Start	15/Mar/2017 12:34 PM	Submitted to workflow	
VADS AGM Enterprise	15/Mar/2017 12:34 PM	Action request sent to Ken, Mohd Khairi Bin Lamsah, Nasrul Rizal Bin Abdul Rasid, Normansara, Team lead SS, Test AGM ⌚ Time allocated is 5 day(s)	

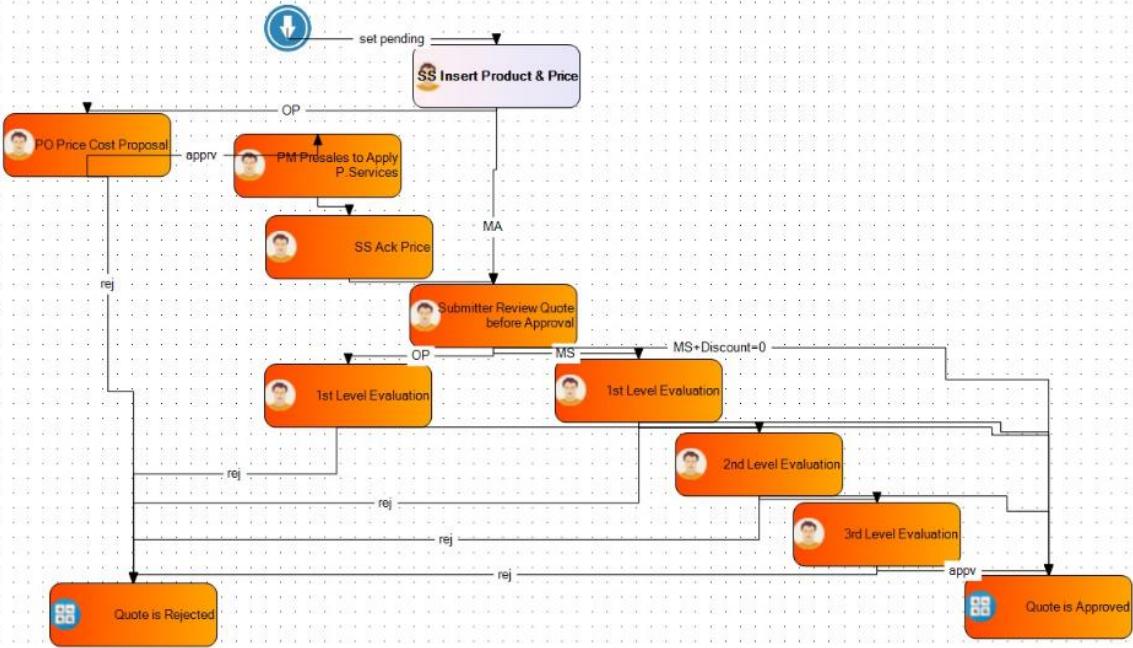
After Post a Message

	<p>Submission information The following is information related to this particular submission</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Submission No.</td><td style="padding: 5px;">010942</td></tr> <tr> <td style="padding: 5px;">Submitted By</td><td style="padding: 5px;">Test AGM</td></tr> <tr> <td style="padding: 5px;">Date Received</td><td style="padding: 5px;">15/Mar/2017 12:34 PM</td></tr> </table> <p>History</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="background-color: #f2f2f2;">Bubble</th><th style="background-color: #f2f2f2;">Date/time</th><th style="background-color: #f2f2f2;">Description</th><th style="background-color: #f2f2f2;">Remarks</th></tr> </thead> <tbody> <tr> <td style="padding: 5px;">⌚ Start</td><td style="padding: 5px;">15/Mar/2017 12:34 PM</td><td style="padding: 5px;">Submitted to workflow</td><td></td></tr> <tr> <td style="padding: 5px;">👤 VADS AGM Enterprise</td><td style="padding: 5px;">15/Mar/2017 12:34 PM</td><td style="padding: 5px;">Action request sent to Ken, Mohd Khairi Bin Lamsah, Nasrul Rizal Bin Abdul Rasid, Normansara, Team lead SS, Test AGM ⌚ Time allocated is 5 day(s)</td><td></td></tr> <tr> <td style="padding: 5px;">👤 Test AGM</td><td style="padding: 5px;">16/Mar/2017 11:51 AM</td><td style="padding: 5px;">test post a message Post a reply</td><td></td></tr> </tbody> </table>	Submission No.	010942	Submitted By	Test AGM	Date Received	15/Mar/2017 12:34 PM	Bubble	Date/time	Description	Remarks	⌚ Start	15/Mar/2017 12:34 PM	Submitted to workflow		👤 VADS AGM Enterprise	15/Mar/2017 12:34 PM	Action request sent to Ken, Mohd Khairi Bin Lamsah, Nasrul Rizal Bin Abdul Rasid, Normansara, Team lead SS, Test AGM ⌚ Time allocated is 5 day(s)		👤 Test AGM	16/Mar/2017 11:51 AM	test post a message Post a reply	
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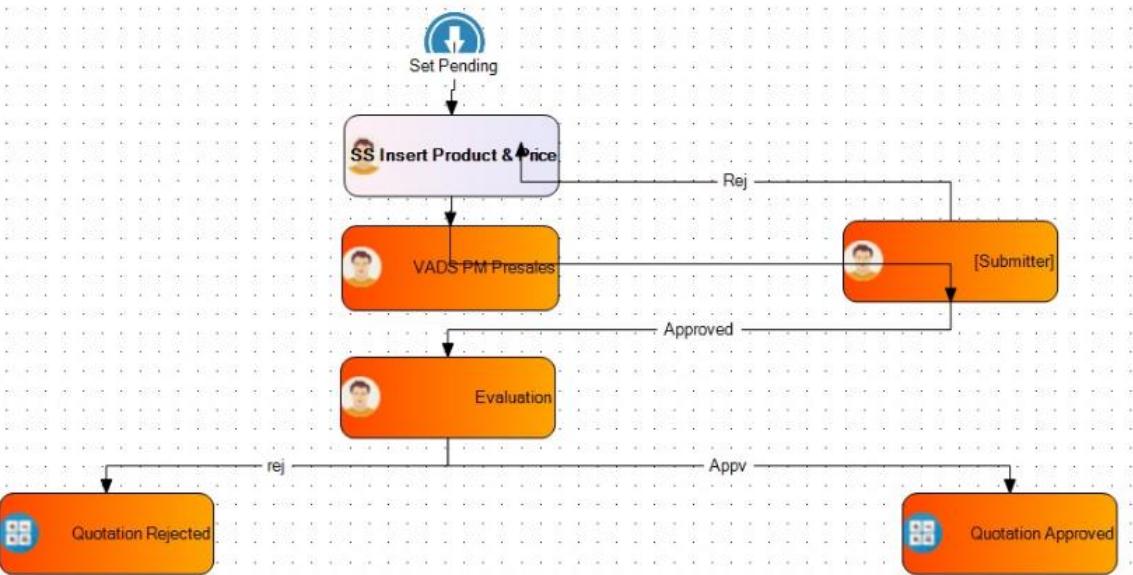
n. Workflow Status

	 Workflow Status
	<p>The button only can be seen when the Opportunity in the View Mode</p>

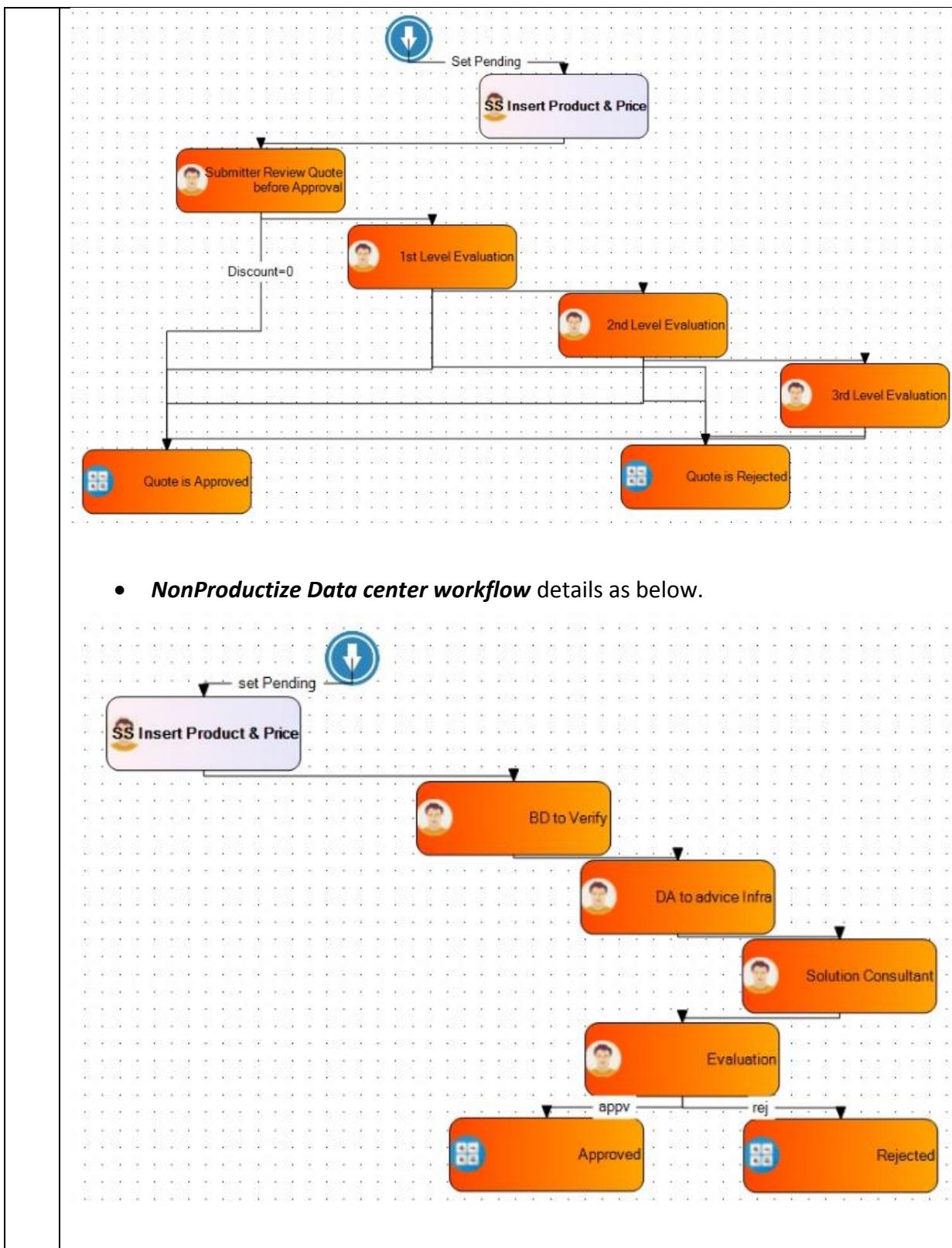
	<p>If the user click on this “Workflow Status” action button, the system will display</p> <ul style="list-style-type: none"> • Opportunity workflow details as below. <pre> graph TD Start(()) --> VADS[25% Enterprise VADS AGM Enterprise] Start --> Govt[25% Govt VADS AGM Government] VADS --> 100[100%] Govt --> 100 100 --> 75Ent[75% Ent 75% Negotiation] 100 --> 75Govt[75% Govt 100% notify PMO] 75Ent --> Neg[75% Negotiation] 75Govt --> PMO[100% notify PMO] </pre> <ul style="list-style-type: none"> • MAPM workflow details as below.
--	---



- ***Solution workflow*** details as below



- ***Data center workflow*** details as below.





ORION Operation & User Guide

rapid4
Enterprise App
Builder

[Return to task page](#)

User can go back to the Details View Form by click on the button on top of the page. action