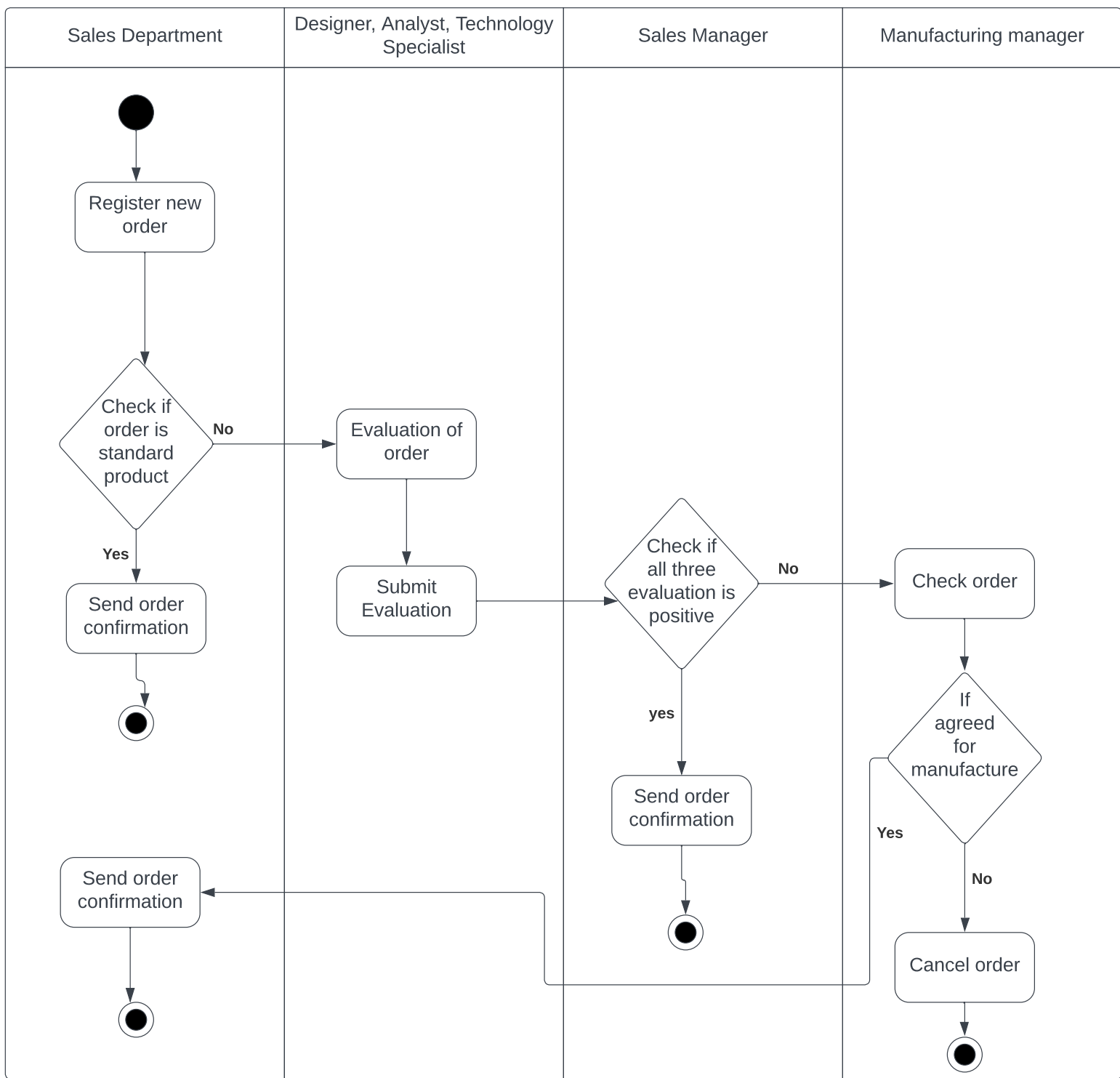


Order registration
Sales department of a company registers a new order. It checks, whether the ordered product is a standard product – if yes, it sends order confirmation immediately. If not – the order is sent for evaluation by the company's designer, analyst and technology specialist (they do the evaluation independently). After they submit their evaluations, sales department manager makes a decision – if all three evaluations were positive, he sends order confirmation. If at least one was negative, the order is forwarded to the manager of manufacturing department. If he agrees to manufacture the order, the sales department sends order confirmation, otherwise it sends order cancellation.



Change management
Request for a change is submitted by the customer. It is first verified by the change manager. If it is not specified correctly, the customer is notified and the process ends. If it is correctly specified, the type of change is identified and then the request is sent for analysis to either the analyst, analyst and designer, or analyst, designer and manager of the development team. After the opinions of all the specialists are submitted, they are compared by the change manager and the change is either approved or rejected. The customer is notified about the decision and if the decision is to approve the change, the manager of the development team is also notified about it, then the process ends.

