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| **Use Case ID:** | D001 | | | |
| **Use Case Name:** | Deal | | | |
| **Created By:** |  | | **Last Updated By:** |  |
| **Created:** |  | | **Last Update:** |  |
| **Primary Actor:**  **Stake Holders and Interests:** | | Salesman (user) | | |
| **Description:** | | In this use case, user creates a deal. | | |
| **Preconditions:** | | 1. User has authority which defined at use case scenario. 2. User should be active in system. 3. User must be logged in to system. 4. User must be logged into Home Page. 5. User must log into Create Deal button. | | |
| **Post-conditions:** | | * Customer name registered to system. * Vehicle is registered to system. * Trade in details registered to system. * Buy back/trade back details registered to system. * R&M contract is registered to system. * Warranty details registered to system. * Order in Take Agreement is registered to system. | | |
| **Main Success Scenario:** | | 1. User enters customer name to textbox/selects from dropdown list? 2. User selects vehicle(s) to drop down list. 3. If the vehicle is not in stock, user clicks Order Vehicle button. (3.1.a) 4. If customer wants trade in, user clicks trade in option. 5. System opens a trade in menu. 6. User enters trade in details. (6.1.a) 7. User clicks submit button. 8. System sends a notification for trade in details for approval of Top Used. 9. System waits 24 hours to Top Used approval. (9.1.a, 9.a) 10. User continues ro next step. 11. If customer wants trade back user clicks trade back option. 12. System opens trade back screen. 13. User adds necessary operations, which is defined Trade Back Use Case. (13.1.a) 14. System sends a notification to Head of Sales for approval. (14.1.a) 15. User views approved&rejected&revised vehicles. 16. User selects packs for quotation from combo box. 17. User attaches approved packs to quotation. (17.a) 18. If customer wants buy back, user clicks buy back option. (18.a) 19. System opens buy back screen. 20. User adds necessary operations, which is defined Buy Back Use Case. (20.1.a) 21. System sends a notification to Head of Sales for approval. (21.1.a) 22. User views approved packs and rejected. (17.a) 23. User enters strategic residual value for buy back to textbox. (not must) 24. User selects packs for quotation to combo box. 25. User attaches approved packs to quotation. (17.a) 26. User uploads R&M Contract to system. (26.1.a) 27. User selects warranty which is previously identified. (27.1.a, 27.a) 28. System shows warranty price on screen. 29. User may enter strategic price to textbox 30. User selects extras for vehicle (accessories) which is previously identified. (30.1.a, 30.a) 31. System shows sale price on screen. 32. User enters strategic sale price to textbox. 33. User clicks submit button. 34. System evaluates the total cost. 35. User enters a deal price to textbox. 36. System checks the deal price if price is limitation of salesman. (36.a) 37. User may give a quotation and proforma to customer. 38. If customer accepts, user continues to next step. (38.a) 39. User may give proforma to customer. (not must) 40. If conditions change, user gives proforma to customer again. (System records all the history of proforma. Only the latest quotation and proforma will be valid.) (40.a) 41. User clicks Movement/Delivery Request button. 42. System opens Movement/Delivery Request screen. (42.1.a) 43. User clicks finance details option. 44. System opens Finance Details Screen. 45. User selects payment method from drop down list. (Customer Direct Payment/ Financed? kesin değil) 46. BU KISIM DAHA SONRA BELİRTİLECEKTİR. 47. System creates OTP document. 48. User prints out the OTP document 49. BU KISIM DAHA SONRA BELİRTİLECEKTİR. | | |
| **Extensions and Alternate Flows:** | | 9.a. If Top Used rejects trade in offer deal conditions restructured, Step 6 is repeated.  18.a. If customer chose trade back, system does not allow buy back.  17.a. If customer wants to offer one more time with the same options to Head of Sales, for only buy back; 21. Step is repeated.  23.a. If user accepts offer, user sends a notification to Head of Sales, conditions are restructured and 22. Step is repeated.  27.a. If user selects buy back option, the system automatically defines extended warranty and repairs maintenance pack.  30.a. If extras are not in stock, user clicks order extras button, system opens Order Extras Screen. (36.a.1)  36.a. If price is not limit of Salesman, system sends notification to related escalation level approval.  38.a. If user does not accept the quotation, conditions are restructured and 35. Step is repeated.  40.a. When user clicks print button (for proforma) system opens the vehicle list, which the customer selected 2. Step. (40.a.1)  40.a.1. User can only select from vehicles only have proforma print out. | | |
| **Related Use cases:** | | 3.1.a. Order Vehicle Use Case  6.1.a. Trade in Use Case  9.1.a. Top Used Approval Use Case.  13.1.a. Trade Back Use Case  14.1.a. Head of Sales Trade Back Approval Use Case  20.1.a. Buy Back Use Case  21.1.a. Head of Sales Buy Back Approval Use Cases  26.1.a. R&M Contract  27.1.a. Warranty Identification Use Case  30.1.a. Accessories Management Use Case  36.a.1. Order Extras Use Case  39.1.a. Order in Take Agreement  42.1.a. Movement/Delivery Request Use Case | | |
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