



A graphic element in the top-left corner consists of a white lightbulb with radiating lines and several white gears of different sizes, all set against a blue diagonal striped background.

POSCO International CRM Innovation TF

User Guide Book Order & Fulfillment

2025. 10



Step 1

Credit Management

- ▶ 1. Credit Information Overview
 - 1.1 Customer Credit Information Check

Step 2

Order Management

- ▶ 1. POSCO Customer Mapping
 - 1.1 POSCO End-Customer Mapping
- ▶ 2. POSCO Confirmed Order List
 - 2.1 POSCO Sales Order List
- ▶ 3. Sales Order Fulfillment Monitoring
 - 3.1 Order/Production Status Tracking
- ▶ 4. Delivery & Shipment Status Monitoring
 - 4.1 Delivery and Shipment Status Overview

Step 3

Reporting & Performance

- ▶ 1. Delivery Performance Report
 - 1.1 Monthly Delivery Performance Report
 - 1.2 Delivery Performance Report

Step 4

User Role Assignment for Sales Order Mgmt.

- ▶ 1. POSCO Manager Identification Control
 - 1.1 Order Owner Mapping

Step 1. Credit Management

Step (Lv.2)	Credit Information Overview	Step (Lv.3)	1.1 Customer Credit Information Check (1/2)
Menu	Credit Management	User	All
Navigation	Credit Mgmt. > Credit Mgmt. Tab		

1. Click the "Credit Management" menu

2. Click the [Search] button using the following criteria
- Company code, BP code, Account Name

3. View credit usage status by group and collateral composition by customer (Pie Chart)
- Credit usage and remaining limit ratio by group
- On mouse hover: view amount (ratio, %)

4. View detailed information based on search criteria:
- Total Credit Limit, Insurance Limit, Open orders, ...

※ Credit Currency: USD, Collateral Currency: KRW

- Click the "Credit Management" menu
- Click the [Search] button using the following criteria
 - Company code, BP code, Account Name
- View credit usage status by group and collateral composition by customer (Pie Chart)
 - Credit usage and remaining limit ratio by group
 - On mouse hover: view amount (ratio, %)
- View detailed information based on search criteria:
 - Total Credit Limit, Insurance Limit, Open orders, ...

※ Credit Currency: USD,
Collateral Currency: KRW

Step 1. Credit Management

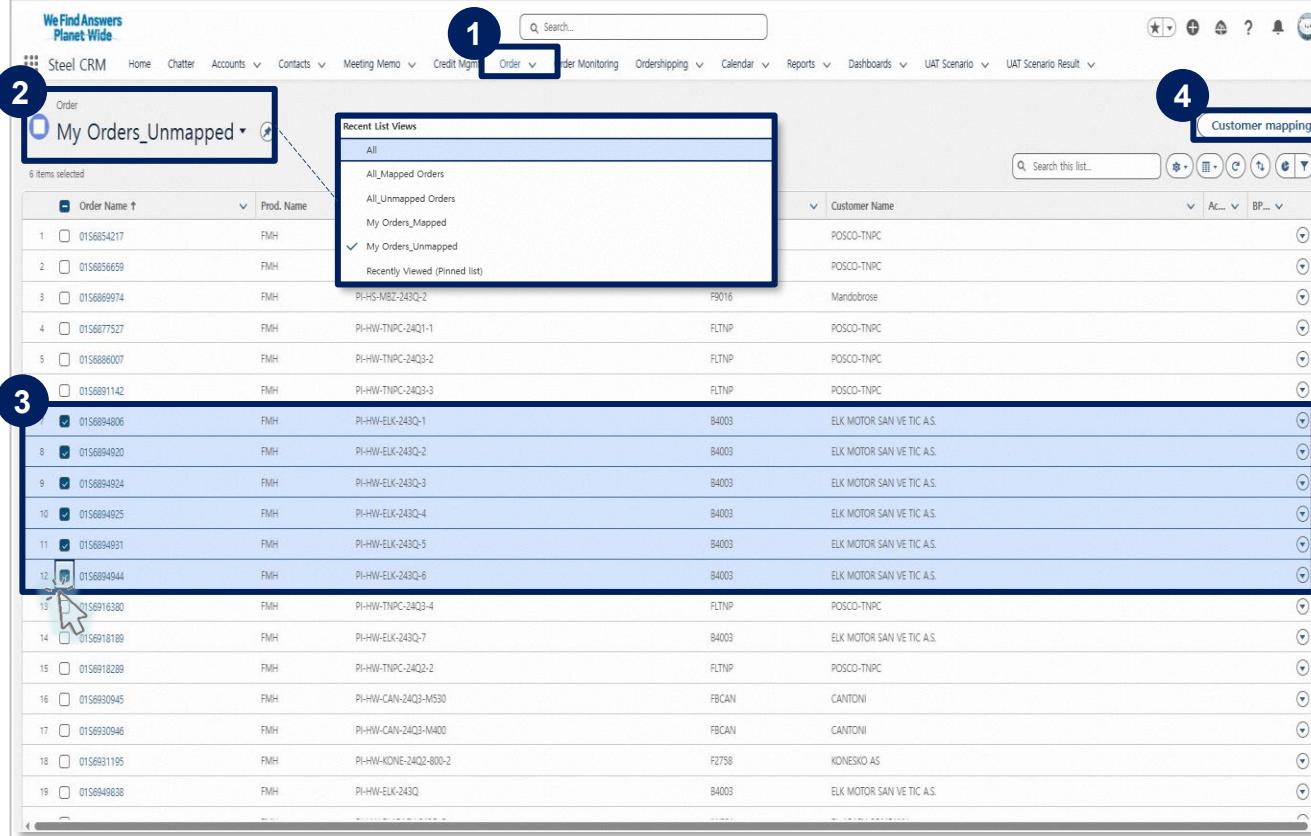
Step (Lv.2)	Credit Information Overview	Step (Lv.3)	1.1 Customer Credit Information Check (2/2)
Menu	Credit Management	User	All
Navigation	Credit Mgmt. > Credit Mgmt. Tab > View Detail button		

The screenshot shows the POSCO Steel CRM interface for Credit Management. On the left, there's a dashboard with a pie chart showing 40.3% and 59.7%, and another chart for Collateral Composition Ratio by Account at 100.0%. The main area is titled 'Credit Utilization by Group' and displays a table of credit usage details. The table has columns for Group, Type, Due Date, and Amount(USD). The data shows multiple entries for '후판내수그룹' with various due dates and amounts. At the bottom of the table, there's a summary row for Real Estate Collateral, Payment Guarantee, Electronic Collateral, and Other Collateral.

Group	Type	Due Date	Amount(USD)
1 후판내수그룹	AR	2025-12-22	196,611,750
2 후판내수그룹	AR	2026-01-19	45,226,290
3 후판내수그룹	AR	2025-12-20	95,497,730
4 후판내수그룹	AR	2025-11-19	1,113,942,700
5 후판내수그룹	AR	2025-12-19	1,108,242,770
6 후판내수그룹	AR	2025-09-30	-1,287,360

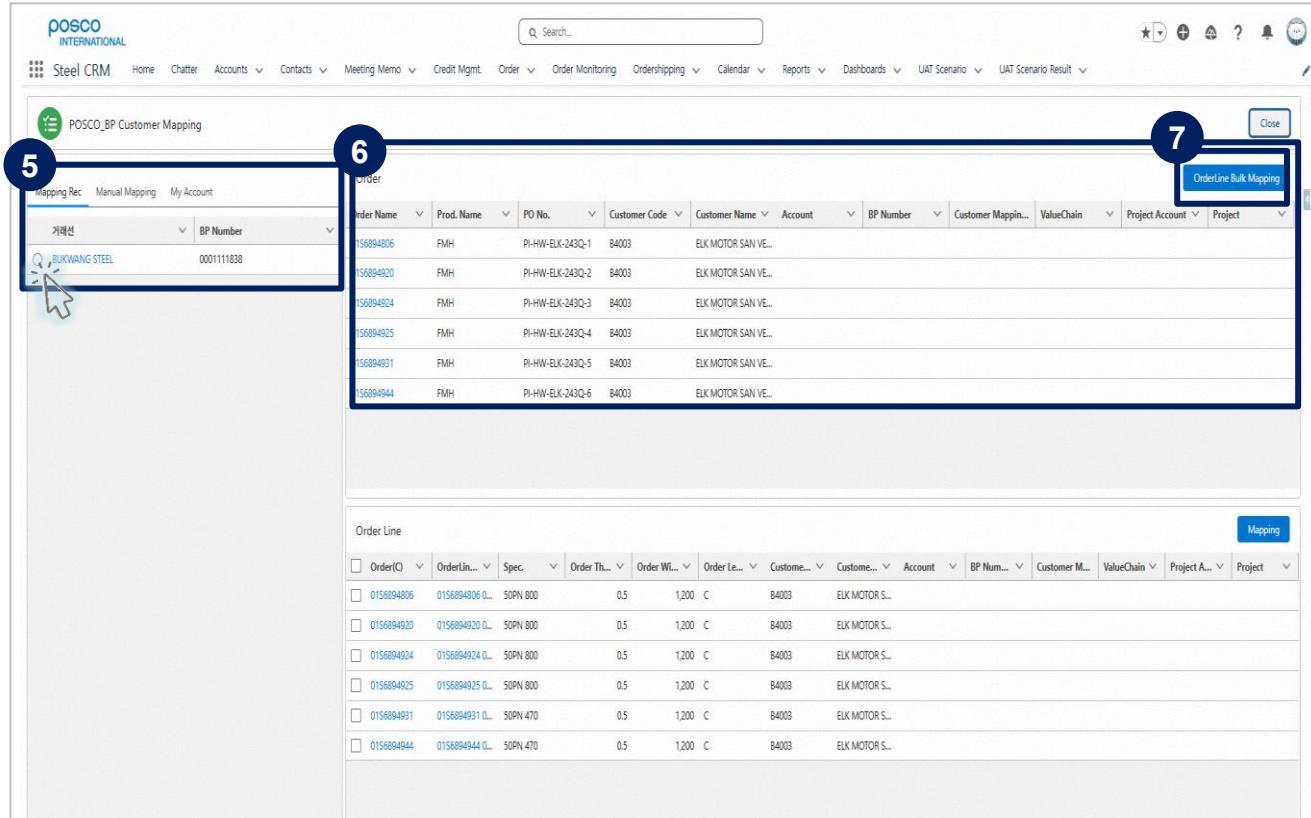
5. Click the [View Detail] button in the Group-Level Credit Usage section.
※ Detailed view is only available when the user's company code matches.
6. View detailed credit usage amounts based on credit group, type, and due date
 - Filter by Group
 - Type: A/R, Nego(Factoring), Open billing
※ Prepayments and LC are not included in the Group-Level Credit Usage section.

Step 2. Order Management

Step (Lv.2)	1. POSCO Customer Mapping	Step (Lv.3)	1.1 POSCO End-Customer Mapping (1/4)
Menu	Steel Orders	User	Steel Sales Representative
Navigation	Steel Orders		
 <p>The screenshot shows the POSCO Steel CRM interface. At the top, there's a navigation bar with links like Home, Accounts, Contacts, Meeting Memo, Credit Mgmt, Order, Order Monitoring, Ordershipping, Calendar, Reports, Dashboards, UAT Scenario, and UAT Scenario Result. Below the navigation bar is a search bar and a toolbar with various icons. The main area has a title 'Recent List Views' with options like All, All_Mapped_Orders, All_Unmapped_Orders, My_Orders_Mapped, and My_Orders_Unmapped. A large table lists orders with columns for Order Name, Prod. Name, Customer Name, and other details. Several checkboxes are checked for specific orders. On the right side of the table, there's a 'Customer mapping' button.</p>			
			<ol style="list-style-type: none"> Click the "Steel Orders" menu - Access POSCO confirmed order Information Filter confirmed orders using the following options - All, Mapped Orders, Unmapped Orders, My Order_Unmapped, My Order_Mapped, My Group_Unmapped, My Group_Mapped Select multiple Order Numbers for the same POSCO customer using checkboxes Click the [Customer Mapping] button - Customer mapping is only available for confirmed order managers or users within the same group <p>※ "My Orders – Unmapped" will be displayed under [Home] > Unmapped Orders.</p>

Step 2. Order Management

Step (Lv.2)	1. POSCO Customer Mapping	Step (Lv.3)	1.1 POSCO End-Customer Mapping (2/4)
Menu	Steel Orders	User	Steel Sales Representative
Navigation	Steel Orders > CRM Customer Mapping		



The screenshot shows the POSCO Customer Mapping interface. At the top, there's a navigation bar with various links like Steel CRM, Home, Chatter, Accounts, Contacts, Meeting Memo, Credit Mgmt., Order, Order Monitoring, Ordershipping, Calendar, Reports, Dashboards, UAT Scenario, and UAT Scenario Result. Below the navigation is a search bar and a toolbar with icons for star, plus, minus, question mark, and a bell.

The main area has a title "POSCO_BP Customer Mapping". On the left, there's a sidebar with tabs: Mapping Rec, Manual Mapping, and My Account. The "Mapping Rec" tab is selected, showing a search bar with "0001111838" and a dropdown menu with "BUKWANG STEEL".

The central part of the screen displays two tables. The top table is titled "Order" and lists several rows of order data. The bottom table is titled "Order Line" and also lists several rows of order line data. Both tables have columns for Order Name, Prod. Name, PO No., Customer Code, Customer Name, Account, BP Number, Customer Mapping, ValueChain, Project Account, and Project.

5. Select Customer to Map for Each Confirmed Order

- (Recommended Mapping): Customers with existing mapping history
- ((Manual Mapping): Search and select customer manually
- (My Customers): Customers marked as favorites (★) in the CRM "Customer" detail page

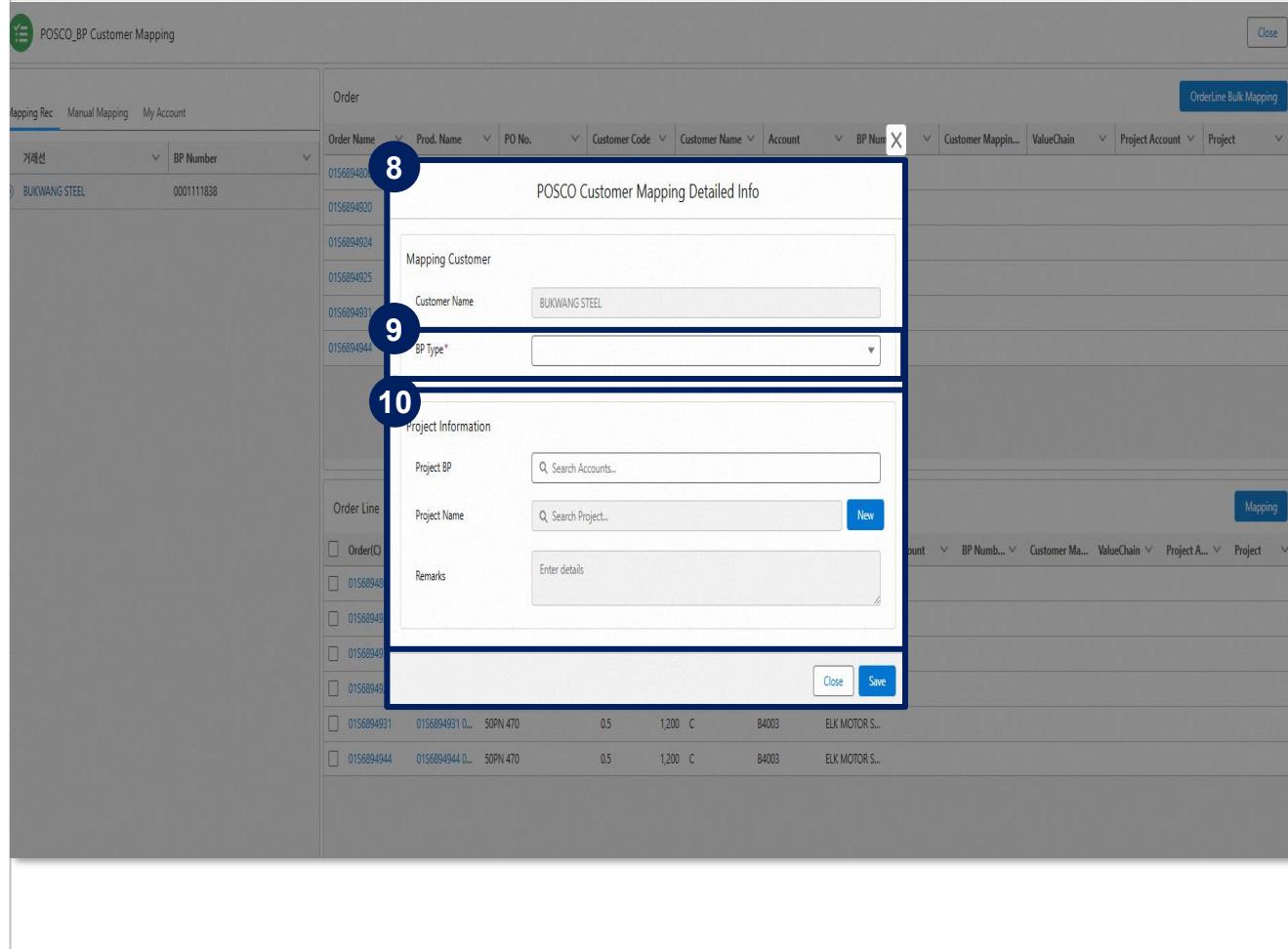
6. View list of selected Order Numbers

7. Click the [OrderLine Mapping] button

→ Opens the POSCO Customer Mapping Details popup window

Step 2. Order Management

Step (Lv.2)	1. POSCO Customer Mapping	Step (Lv.3)	1.1 POSCO End-Customer Mapping (3/4)
Menu	Steel Orders	User	Steel Sales Representative
Navigation	Steel Orders > CRM Customer Mapping button > OrderLine Mapping button		



8. Enter POSCO Customer Mapping

Details

- Customer Type selection is mandatory
- Project Customer, Project Name, Remarks

9. Customer Type (Required)

- Customer Type: Developer, Manufacturer, EPC, OEM, Distributor, Part Supplier, Turbin Supplier

10. When entering project information, link to the "Project Customer" under Contract/Project tab

- If the selected Project Customer has existing projects, choose from the Project Name list
- If no existing projects are found, click the [New] button, enter Project Name and Remarks, then click [Save]

*** Project will be linked under the Contract/Project tab of the Project Customer**

Step 2. Order Management

Step (Lv.2)	1. POSCO Customer Mapping	Step (Lv.3)	1.1 POSCO End-Customer Mapping (4/4)
Menu	Steel Orders	User	Steel Sales Representative
Navigation	Steel Orders > CRM Customer Mapping button > OrderLine Mapping button		

The screenshot shows the POSCO Steel CRM application. The top navigation bar includes links for Home, Chatter, Accounts, Contacts, Meeting Memo, Credit Mgmt, Order Monitoring, Ordershipping, Calendar, Reports, Dashboards, UAT Scenario, and UAT Scenario Result. The main menu on the left lists Steel CRM, Home, Chatter, Accounts, Contacts, Meeting Memo, Credit Mgmt, Order Monitoring, Ordershipping, Calendar, Reports, Dashboards, UAT Scenario, and UAT Scenario Result. The current page is titled "POSCO_BP Customer Mapping".

Order Mapping: This section displays a table of order mappings. Column headers include Order Name, Prod. Name, PO No., Customer Code, Customer Name, Account, BP Number, Customer Mapping, ValueChain, Project Account, and Project. A blue circle labeled "11" highlights the "Customer Mapping" column. The table contains 10 rows of data, all mapped to "BUKWANG STEEL" with a BP Number of "0001111838" and a status of "Developer".

Order Line Mapping: This section displays a table of order line mappings. Column headers include Order(Q), OrderLine..., Spec., Order Th..., Order Le..., Customer..., Customer..., Account, BP Num..., Customer M..., ValueChain, Project A..., and Project. A blue circle labeled "12" highlights the "Customer Mapping" column. The table contains 10 rows of data, all mapped to "ELK MOTOR S..." with a BP Number of "0001111838" and a status of "Developer".

11.Upon Completion of POSCO Customer Mapping

- Mapping results are saved in: Account, BP Number, Mapping Status

12.After Order Number Mapping

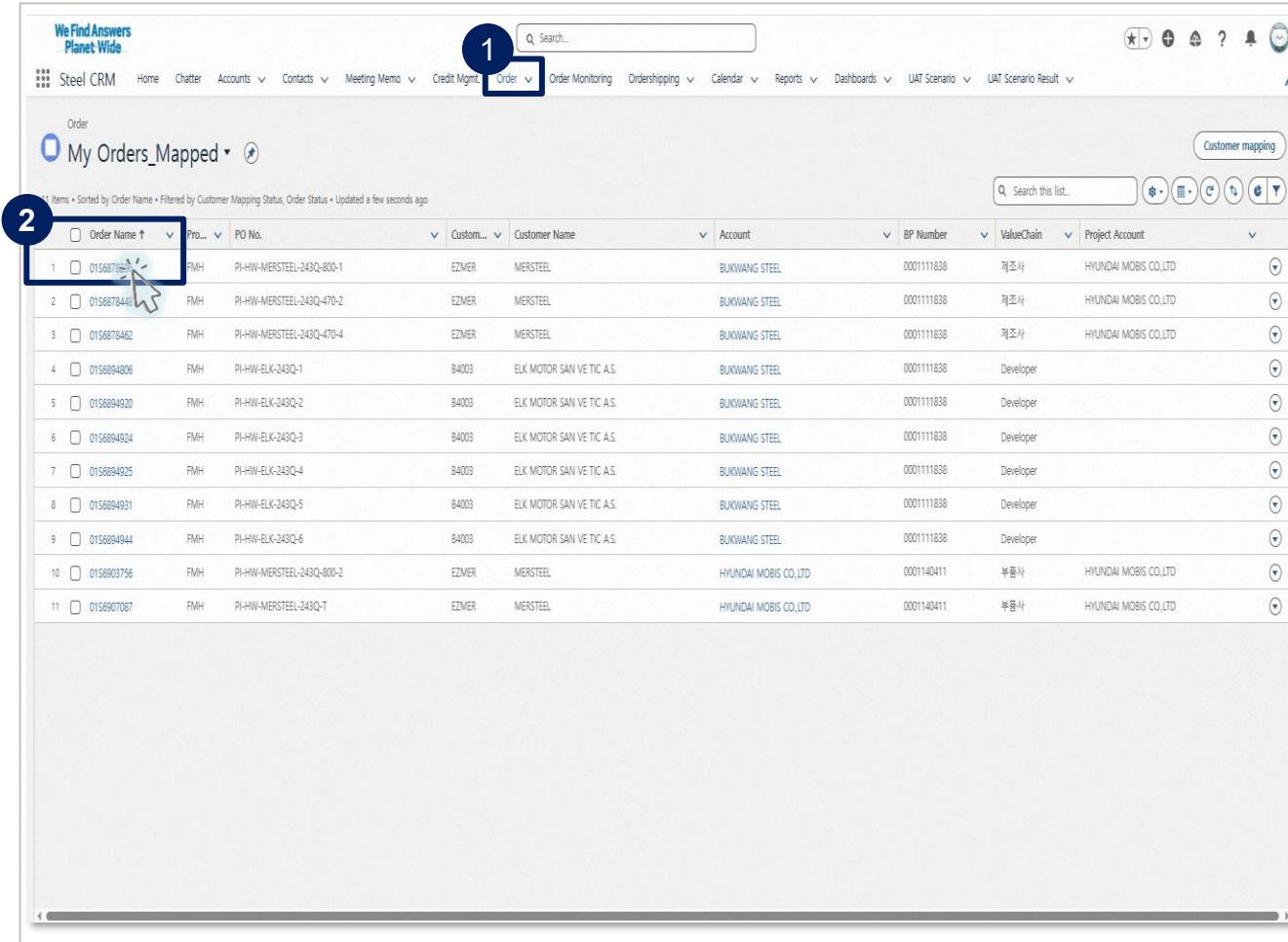
- To modify BP mapping per Order Line:
 - Select checkboxes for each line
 - Click the [Mapping] button to apply changes
- When Order Number is mapped, all associated Order Lines are mapped together
- When modifying mapping per Order Line, the parent Order Number remains unchanged

※ Once POSCO customer mapping for confirmed steel orders is completed, customer detail view and integrated order monitoring become available.

→ Therefore, this step is mandatory.

Step 2. Order Management

Step (Lv.2)	2. POSCO Confirmed Order List	Step (Lv.3)	2.1 POSCO Sales Order List (1/3)
Menu	Order	User	Steel Sales Representative
Navigation	Order		



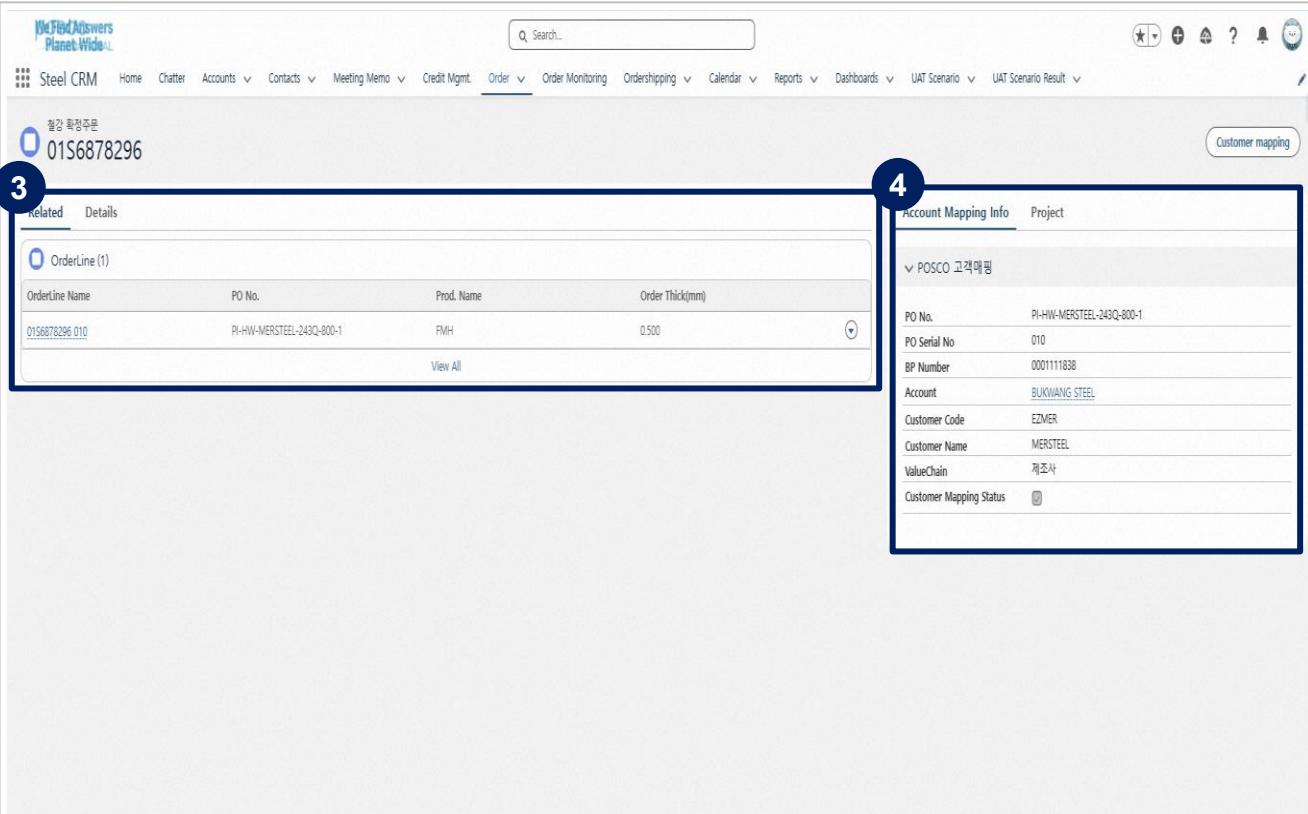
My Orders_Mapped

Order Name	PO No.	Customer Name	Account	BP Number	ValueChain	Project Account
1 015687162	FMH PI-HW-MERSTEEL-243Q-800-1	EZMER MERSTEEL	BUKWANG STEEL	0001111838	제조사	HYUNDAI MOBIS CO.,LTD
2 0156878440	FMH PI-HW-MERSTEEL-243Q-470-2	EZMER MERSTEEL	BUKWANG STEEL	0001111838	제조사	HYUNDAI MOBIS CO.,LTD
3 0156878462	FMH PI-HW-MERSTEEL-243Q-470-4	EZMER MERSTEEL	BUKWANG STEEL	0001111838	제조사	HYUNDAI MOBIS CO.,LTD
4 0156894806	FMH PI-HW-ELK-243Q-1	84003 ELK MOTOR SAN VE TIC A.S.	BUKWANG STEEL	0001111838	Developer	
5 0156894920	FMH PI-HW-ELK-243Q-2	84003 ELK MOTOR SAN VE TIC A.S.	BUKWANG STEEL	0001111838	Developer	
6 0156894924	FMH PI-HW-ELK-243Q-3	84003 ELK MOTOR SAN VE TIC A.S.	BUKWANG STEEL	0001111838	Developer	
7 0156894925	FMH PI-HW-ELK-243Q-4	84003 ELK MOTOR SAN VE TIC A.S.	BUKWANG STEEL	0001111838	Developer	
8 0156894931	FMH PI-HW-ELK-243Q-5	84003 ELK MOTOR SAN VE TIC A.S.	BUKWANG STEEL	0001111838	Developer	
9 0156894944	FMH PI-HW-ELK-243Q-6	84003 ELK MOTOR SAN VE TIC A.S.	BUKWANG STEEL	0001111838	Developer	
10 0156903756	FMH PI-HW-MERSTEEL-243Q-800-2	EZMER MERSTEEL	HYUNDAI MOBIS CO.,LTD	0001140411	부품사	HYUNDAI MOBIS CO.,LTD
11 0156907087	FMH PI-HW-MERSTEEL-243Q-T	EZMER MERSTEEL	HYUNDAI MOBIS CO.,LTD	0001140411	부품사	HYUNDAI MOBIS CO.,LTD

1. Click the "Order" Menu
- Access My POSCO confirmed orders for registration/inquiry
2. Click the target Order Number to view details

Step 2. Order Management

Step (Lv.2)	2. POSCO Confirmed Order List	Step (Lv.3)	2.1 POSCO Sales Order List (2/3)
Menu	Order	User	Steel Sales Representative
Navigation	Order		



The screenshot shows the POSCO Steel CRM interface. On the left, there is a sidebar with 'Steel CRM' and various navigation links like Home, Chatter, Accounts, Contacts, Meeting Memo, Credit Mgmt., Order, Order Monitoring, Ordershipping, Calendar, Reports, Dashboards, UAT Scenario, and UAT Scenario Result. A search bar is at the top. Below the sidebar, a user profile is shown with the name '01S6878296'. The main content area has two tabs: 'Related' and 'Details'. Under 'Related', there is a section for 'OrderLine (1)' with columns: Orderline Name, PO No., Prod. Name, and Order Thick(mm). One row is listed: '01S6878296_010' with 'PI-HW-MERSTEEL-243Q-800-1', 'PMH', and '0.500'. A 'View All' button is below this table. To the right, a modal window titled 'Customer mapping' is open, showing 'Account Mapping Info' and 'Project' tabs. The 'Account Mapping Info' tab displays customer details under 'POSCO 고객대표': PO No. PI-HW-MERSTEEL-243Q-800-1, PO Serial No. 010, BP Number 0001111838, Account BUKWANG STEEL, Customer Code EZMER, Customer Name MERSTEEL, ValueChain 제조사, and Customer Mapping Status.

3. View Order Line List and Details from Selected Order Number Screen

- Click the [Customer Mapping] button to switch to the POSCO–BP Customer Mapping screen

4. View POSCO Customer Mapping Information for the Selected Order Number

- PO Number, BP Number, Account, ...

Step 2. Order Management

Step (Lv.2)	2. POSCO Confirmed Order List	Step (Lv.3)	2.1 POSCO Sales Order List (3/3)
Menu	Order	User	Steel Sales Representative
Navigation	Order		

The screenshot shows the POSCO Steel CRM interface for Order Management. The main title is "2. POSCO Confirmed Order List". The sub-navigation shows "Order" under both "Menu" and "Navigation". The current view is the "Order" section of the "Order" menu.

Key elements visible include:

- Header:** We Find Answers Planet Wide, Steel CRM navigation bar with links like Home, Chatter, Accounts, Meeting Memo, Credit Mgmt, Order Monitoring, Ordershipping, Calendar, Reports, Dashboards, UAT Scenario, and UAT Scenario Result.
- Left Sidebar:** Order number 0156878296, Related and Details buttons, and a "문 기본정보" (Document Basic Information) section containing Order No, Order Status, Works, Prod. Name, Created User, Date Ordered, and Schedule Date.
- Details Tab Content:** Order Name (0156878296), Order Type (K1), Order Type Code (K), Tolerance Max (5), Purchase Person, Order Booking Date (2024. 6. 27.), Owner (전해원), Cr Date Time (2024. 6. 27. AM 1:07). Below this is a "구격 및 수량정보" (Specification and Quantity Information) section with Order Qty (600.000), OrderLine Product EA (0), and STS Plate Devide Count.
- Right Panel:** "Customer mapping" button, "Account Mapping Info" tab, and a detailed "POSO CO 고객매핑" (POSO CO Customer Mapping) table. The table includes fields like PO No., PO Serial No, BP Number, Account, Customer Code, Customer Name, ValueChain, and Customer Mapping Status.
- Bottom Section:** "Shipping 정보" (Shipping Information) table with fields like Shipping Due Date (2024. 7. 27.), Shipping Method (6B1), Dest. cd (SVNKOPP01), Intermediate Ship To, Product Unit Weight Code, Tolerance Type, Confirm Date (2025. 10. 20.), Dest. (KOPER), Center of Processing Via (AAAAA), Ship set (240805528), Ship To Location Code (1), and Tolerance Min (5).
- Footer:** System Information, Created By (성철), Last Modified By (전해원), and timestamps (2025. 10. 17. PM 1:38 and 2025. 10. 20. AM 10:48).

5. Click the [Details] Tab to View Order Details
6. Order Basic Information List
 - Order no, Order Line no, Product code, Order Qty, ...
7. Delivery/Shipment Information List
 - Destination, Confirm date, ..

Step 2. Order Management

Step (Lv.2)	3. Sales Order Fulfillment Monitoring	Step (Lv.3)	3.1 Order/Production Status Tracking (1/2)
Menu	Order Monitoring	User	Steel Sales Representative
Navigation	Order Monitoring > Common Tab		

1 Order Monitoring

2 Order/Production Progress By Stage

3 Delivery/Shipment

4 All

- Click the "Order Monitoring" Menu
- Click the [Search] button using the following criteria
 - My Orders (default)
- View Bar Chart Based on Search Criteria
 - Click on a bar to filter and view the corresponding order/production information list
 - ※ Steel order/production quantities are displayed in M/T
- View Detailed Order/Production Information by Order Line
 - ※ Orders will not be displayed on this screen if more than 45 days (domestic) or 60 days (export) have passed since the Delivery Completion Date

Step 2. Order Management

Step (Lv.2)	3. Sales Order Fulfillment Monitoring	Step (Lv.3)	3.1 Order/Production Status Tracking (2/2)
Menu	Order Monitoring	User	Steel Sales Representative
Navigation	Order Monitoring > Delivery/Shipment Tab		

1 Order Monitoring

2 Delivery/Shipment

3 Search

4 Pending Shipment Instruction (Before Allocation)
5,828.85

5 Pending Shipment (After Allocation)
288.33

5 Monthly Shipment Volume
1,040.04

5 Delivery/Declaration Details

Order Line No	Account	Owner	Prod. Name	Spec.	Order Thick(mm)	Order Width(mm)	Order Length(mm)	waiting for shipp...	Ship Set	Dest. Cd	Dest.
1 0157267069 010	전해원	RMH	SOPN 470	0.5	1,200	C		5 250324E2B	TURDRCP01	SAR	
2 0157412019 010	전해원	RMH	SOPN 800	0.5	1,200	C		6.9 250602E2B	TURDRCP01	SAR	
3 0157539668 010	전해원	RMH	SOPN 470	0.5	1,200	C		45.16 250901U3B	MEXVERP01	VERACRUZ	
4 0157625589 010	전해원	RMH	SOPN 470	0.5	1,200	C		409.34 251020U2B	USABROP01	BROWNSVILLE	
5 0157625592 010	전해원	RMH	SOPN 470	0.5	1,200	C		435.89 251020U2B	USABROP01	BROWNSVILLE	
6 0157625665 010	전해원	RMH	SOPN 470	0.5	1,200	C		755.27 251020U4B	BRASFSP01	SAO FRANCISCO DO SU	
7 0157625690 010	전해원	RMH	SOPN 470	0.5	1,200	C		779.66 251020U4B	BRASFSP01	SAO FRANCISCO DO SU	
8 0157625692 010	전해원	RMH	SOPN 470	0.5	1,200	C		517.28 251020U4B	BRASFSP01	SAO FRANCISCO DO SU	
9 0157625697 010	전해원	RMH	SOPN 400	0.5	1,200	C		302.6 251027U4B	BRASFSP01	SAO FRANCISCO DO SU	

- Click the "Order Monitoring" Menu**
- Click Delivery/Shipment tab**
- Click the [Search] button using the following criteria**
 - My Orders (default)
- View Shipment Status Based on Search Criteria**
 - Pending Shipment Instruction
 - Ready for Shipment
 - Monthly Shipment Totals

(Click the Scorecard to filter and view the corresponding shipment list)

※ Steel shipment quantities are displayed in M/T
- View Detailed Shipment Information by Order Line**
 - OrderLine No, Account, ...

※ Both domestic and export shipment data are available for inquiry, but only export shipments are reflected in the Scorecard.

Step 2. Order Management

Step (Lv.2)	4. Delivery & Shipment Status Monitoring	Step (Lv.3)	4.1 Delivery&Shipment Status Monitoring (1/2)
Menu	Order Shipping	User	Steel Sales Representative
Navigation	Order Shipping		

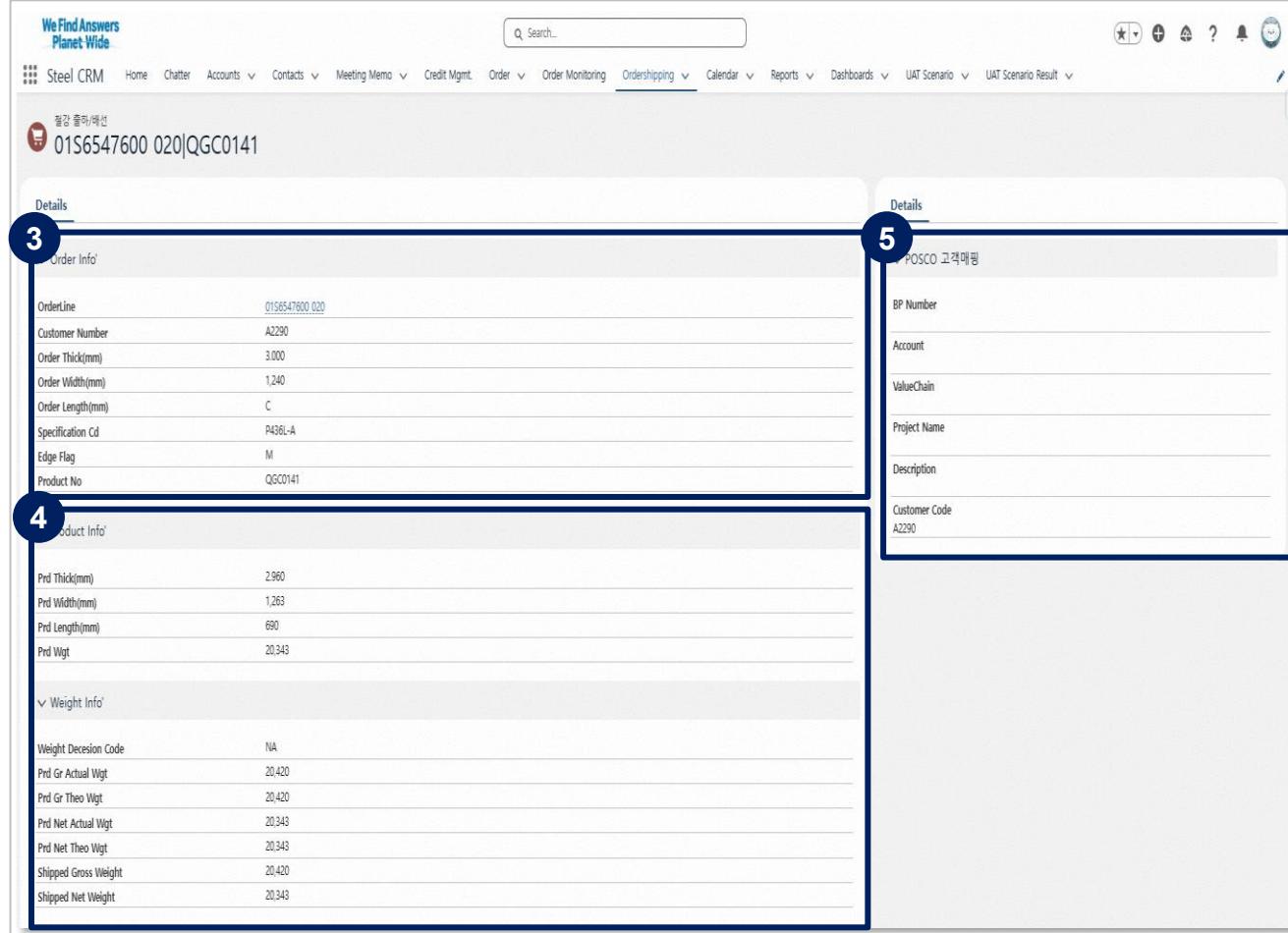
Items • Sorted by OrderShipping Name • Updated a few seconds ago

OrderShipping Name	Orderline	Customer	Product No	Specification Cd	Prd Th...	Prd Wf...	Prd Le...	Prd Wgt	Ship Cd	Discharging Port ...	Discharging Port Cd	Discharging ...
0156547600 020 QGC0141	0156547600 020	A2290	QGC0141	P436L-A	2,960	1,263	690	20,343	1X069	라엘차방	THALCHP01	태국
0156547600 020 QGC0142	0156547600 020	A2290	QGC0142	P436L-A	2,960	1,263	687	20,253	1X069	라엘차방	THALCHP01	태국
0156547600 020 QGC0143	0156547600 020	A2290	QGC0143	P436L-A	2,960	1,264	659	19,401	1X069	라엘차방	THALCHP01	태국
0156547600 020 QGC0144	0156547600 020	A2290	QGC0144	P436L-A	2,950	1,261	687	20,258	1X069	라엘차방	THALCHP01	태국
0156547600 020 QGC0145	0156547600 020	A2290	QGC0145	P436L-A	2,960	1,263	625	18,397	1A155	라엘차방	THALCHP01	태국
0156547600 030 QFD1149	0156547600 030	A2290	QFD1149	P436L-A	3,500	1,258	582	20,071	60340	라엘차방	THALCHP01	태국
0156547600 030 QGB2227	0156547600 030	A2290	QGB2227	P436L-A	3,470	1,261	485	16,667	1N173	라엘차방	THALCHP01	태국
0156547600 030 QGB2228	0156547600 030	A2290	QGB2228	P436L-A	3,440	1,266	563	19,412	1N173	라엘차방	THALCHP01	태국
0156547600 030 QGB2669	0156547600 030	A2290	QGB2669	P436L-A	3,460	1,265	541	18,610	1X069	라엘차방	THALCHP01	태국
0156547600 030 QGC0162	0156547600 030	A2290	QGC0162	P436L-A	3,460	1,264	590	20,231	1A155	라엘차방	THALCHP01	태국
0156547601 020 QGC1097	0156547601 020	A2290	QGC1097	P441-0	3,470	1,220	568	18,842	1G148	라엘차방	THALCHP01	태국
0156547601 020 QGC1098	0156547601 020	A2290	QGC1098	P441-0	3,480	1,219	570	18,927	1G148	라엘차방	THALCHP01	태국
0156547601 020 QGC1099	0156547601 020	A2290	QGC1099	P441-0	3,480	1,221	561	18,637	1G148	라엘차방	THALCHP01	태국
0156547601 020 QGC1100	0156547601 020	A2290	QGC1100	P441-0	3,480	1,220	555	18,477	1K266	라엘차방	THALCHP01	태국
0156547601 020 QGC1101	0156547601 020	A2290	QGC1101	P441-0	3,480	1,219	569	18,902	1G148	라엘차방	THALCHP01	태국
0156547601 020 QGC1102	0156547601 020	A2290	QGC1102	P441-0	3,460	1,220	542	18,045	1K266	라엘차방	THALCHP01	태국
0156566437 010 HQB065030	0156566437 010	YG566	HQB065030	JS-S5400	1,950	1,186	1,206	22,170	2R002	충남 예산군	KORYESJ01	대한민국
0156566437 020 HRB077540	0156566437 020	YG566	HRB077540	JS-S5400	1,950	1,355	1,058	22,270	2R002	충남 예산군	KORYESJ01	대한민국
0156566437 030 HRB077510	0156566437 030	YG566	HRB077510	JS-S5400	1,950	1,380	1,171	25,160	2K02	충남 예산군	KORYESJ01	대한민국

- 1. Click ‘Order Shipping’ Menu**
 - View Shipping Information for My POSCO Steel Orders
- 2. Click the target Order Shipping item**
 - Order Shipping is composed of: Order Line Number + Product Code

Step 2. Order Management

Step (Lv.2)	4. Delivery & Shipment Status Monitoring	Step (Lv.3)	4.1 Delivery&Shipment Status Monitoring (2/2)
Menu	Order Shipping	User	Steel Sales Representative
Navigation	Order Shipping		



The screenshot shows the POSCO Steel CRM interface for Order Shipping. It displays three main sections: Order Info, Product Info, and Weight Info.

Order Info:

- OrderLine: 0156547600_020
- Customer Number: A2290
- Order Thick(mm): 3.000
- Order Width(mm): 1,240
- Order Length(mm): C
- Specification Cd: P436L-A
- Edge Flag: M
- Product No: QSC0141

Product Info:

- Prd Thick(mm): 2.960
- Prd Width(mm): 1,263
- Prd Length(mm): 690
- Prd Wgt: 20,343

Weight Info:

- Weight Decesion Code: NA
- Prd Gr Actual Wgt: 20,420
- Prd Gr Theo Wgt: 20,420
- Prd Net Actual Wgt: 20,343
- Prd Net Theo Wgt: 20,343
- Shipped Gross Weight: 20,420
- Shipped Net Weight: 20,343

3. Order and Product Information List
 - Order Line no, Account name, Product no., Thickness, Length, ...

4. Product Specification and Shipment Information List

5. POSCO Customer Mapping Information

- BP code, Customer Name, Customer Type, Remark, ...

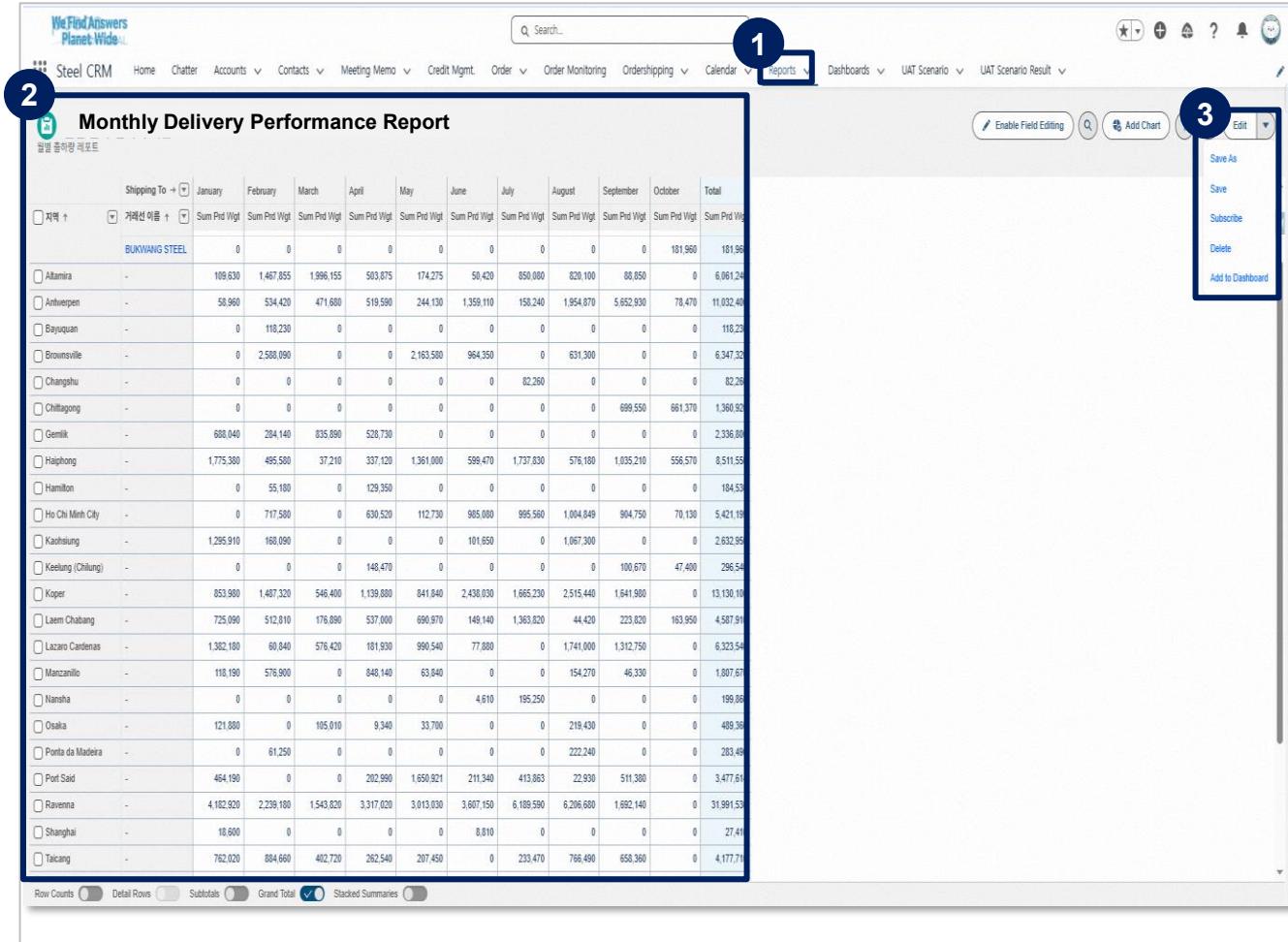
Step 3. Reporting & Performance

Step (Lv.2)	1. Delivery Performance Report	Step (Lv.3)	1.1 Monthly Delivery Performance Report (1/2)
Menu	Report	User	Steel Sales Representative
Navigation	Report > Monthly Delivery Performance Report		

2

1

3



Shipping To	January	February	March	April	May	June	July	August	September	October	Total
BUKWANG STEEL	0	0	0	0	0	0	0	0	0	0	181,960
Altamira	109,630	1,467,855	1,996,155	503,875	174,275	50,420	850,080	829,100	88,050	0	6,061,240
Antwerp	58,960	534,420	471,680	519,590	244,130	1,359,110	158,240	1,954,870	5,652,930	78,470	11,032,400
Bayuquan	0	110,230	0	0	0	0	0	0	0	0	110,230
Brownsburg	0	2,588,090	0	0	2,163,580	964,350	0	631,300	0	0	6,347,320
Changshu	0	0	0	0	0	0	82,260	0	0	0	82,260
Chittagong	0	0	0	0	0	0	0	0	699,550	661,370	1,360,920
Gemlik	688,040	284,140	835,890	528,730	0	0	0	0	0	0	2,336,880
Haiphong	1,775,380	495,580	37,210	337,120	1,361,000	599,470	1,737,830	576,180	1,035,210	556,570	8,511,550
Hamilton	0	55,180	0	129,350	0	0	0	0	0	0	184,530
Ho Chi Minh City	0	717,580	0	630,520	112,730	985,080	995,560	1,004,849	904,750	70,130	5,421,190
Kaohsiung	1,295,910	168,090	0	0	0	101,650	0	1,067,300	0	0	2,632,950
Keelung (Chilung)	0	0	0	148,470	0	0	0	0	100,670	47,400	296,540
Koper	853,980	1,487,320	546,490	1,139,880	841,840	2,438,030	1,665,230	2,515,440	1,641,980	0	13,130,100
Laem Chabang	725,090	512,810	176,890	537,000	690,970	148,140	1,363,820	44,420	223,820	163,950	4,587,910
Lazaro Cardenas	1,302,180	60,840	576,420	181,930	990,540	77,880	0	1,741,000	1,312,750	0	6,325,540
Manzanillo	118,190	576,900	0	849,140	63,840	0	0	154,270	46,330	0	1,807,670
Nansha	0	0	0	0	0	4,610	195,250	0	0	0	195,860
Osaka	121,880	0	105,010	9,340	33,700	0	0	219,430	0	0	408,360
Ponta da Madeira	0	61,250	0	0	0	0	0	222,240	0	0	283,490
Port Said	464,190	0	0	202,990	1,650,921	211,340	413,063	22,930	511,380	0	3,477,610
Ravenna	4,102,920	2,238,180	1,543,820	3,317,020	3,013,030	3,807,150	6,109,590	6,206,680	1,892,140	0	31,991,530
Shanghai	18,600	0	0	0	0	8,810	0	0	0	0	27,410
Taicang	762,020	884,660	402,720	262,540	207,450	0	233,470	766,490	658,360	0	4,177,710

Row Counts: Detail Rows: Subtotals: Grand Total: Stacked Summaries:

- Click the "Report" Menu**
 - Select the "Monthly Shipment Performance" report
- View Total Product Weight (kg) and Monthly Shipment Summary Table**
 - Default view shows shipment totals from January to December 2025
- Click to Save As or Edit Report Fields**
 - Save As: Copy & Paste (Personalized)
 - Subscribe: Add to Favorites
 - Add to Dashboard: Include in the "Dashboard" menu

Step 3. Reporting & Performance

Step (Lv.2)	1. Delivery Performance Report	Step (Lv.3)	1.1 Monthly Delivery Performance Report (2/2)
Menu	Report	User	Steel Sales Representative
Navigation	Report > Monthly Delivery Performance Report		

4 Outline

5 Filters

6 Run

	Shipping To	January	February	Total
지역	Antwerpen	49,350	50,270	99,620
	Total	49,350	50,270	99,620

	출하번호	BP 코드	Prd Wgt
1	2025		5,440
2	2025		5,460
3	2025		3,620
4	2025		4,660
5	2025		3,930
6	2025		3,730
7	2025		4,950
8	2025		4,670
9	2025		5,370
10	2025		3,440
11	2025		4,080

4. Report Field Editing Screen

- Fields are structured in a pivot-like layout

※ Fields can be edited after using "Save As"

5. Monthly Shipment Performance Report Layout

- Click the [Execute] button to apply changes

※ Excel download for shipment reports will be available in the second release (December)

Step 3. Reporting & Performance

Step (Lv.2)	1. Delivery Performance Report	Step (Lv.3)	1.2 Delivery Performance Report (1/2)
Menu	Report	User	Steel Sales Representative
Navigation	Report > Delivery Performance Report		

Delivery Performance Report

This report has more results than we can show (up to 2,000 rows). Summary information is calculated from full report results.

Total Records	Total Shipped Net Weight	Total Prod Thick(mm)	Total Prod Width(mm)	Total Prod Length(mm)
41,935	364,395,635	21,152.414	48,241,073	92,619,022

Report Fields: 주문번호, BP 코드, 거래선 이름, 고객사 코드, OrderLine, 고객PO번호, 고객PO일련번호, fx 제출소, 목적지 코드, 목적지명, Bill of Landing Date, 수출 배송번호, Trans Order No, Shipped Net Weight, ITC번호

Report Actions: Enable Field Editing, Add Chart, Edit, Save As, Save, Subscribe, Delete, Add to Dashboard

- Click the "Report" Menu
 - Select the "Shipment Performance List" report
- View Detailed Shipment List by Order Line Based on Customer/Representative
- Click to Save As or click the [Edit] button to open the report field configuration screen
 - Save As: Copy & Paste (Personalized)
 - Subscribe: Add to Favorites
 - Add to Dashboard: Include in the "Dashboard" menu

Step 3. Reporting & Performance

Step (Lv.2)	1. Delivery Performance Report	Step (Lv.3)	1.2 Delivery Performance Report (2/2)
Menu	Report	User	Steel Sales Representative
Navigation	Report > Delivery Performance Report		

We Find Answers
Planet Wide.

Steel CRM Home Chatter Accounts v Contacts v Meeting Memo v Credit Mgmt Order v Order Monitoring OrderShipping v Calendar v Reports v Dashboards v UAT Scenario v UAT Scenario Result v

REPORT v

출하실적리스트의 사본 / Custom Order Shipping

Outline Filters 6

자체	주문품명	BP 코드	거래선 이름	고객사 코드	OrderLine	고객이름	고객PO일련 번호	f. 제작소	목차지 코드	목차지 명	Bill of Landing Date	수출 배선번호	Trans Order No	Shipped Net Weight	L/C 번호	Specification Cd
4	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,240	-	2TPNF1500	
5	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,200	-	2TPNF1500	
6	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	8,110	-	2TPNF1500	
7	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	7,830	-	2TPNF1500	
8	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,130	-	2TPNF1500	
9	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	8,770	-	2TPNF1500	
10	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,450	-	2TPNF1500	
11	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,120	-	2TPNF1500	
12	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,410	-	2TPNF1500	
13	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	7,140	-	2TPNF1500	
14	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,390	-	2TPNF1500	
15	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	8,970	-	2TPNF1500	
16	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,350	-	2TPNF1500	
17	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	8,930	-	2TPNF1500	
18	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,330	-	2TPNF1500	
19	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	8,900	-	2TPNF1500	
20	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,430	-	2TPNF1500	
21	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	8,980	-	2TPNF1500	
22	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,360	-	2TPNF1500	
23	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	8,960	-	2TPNF1500	
24	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,490	-	2TPNF1500	
25	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,040	-	2TPNF1500	
26	FULLY NO COIL	-	A6070	01S7097747 010	01S7097747	010	포항	USAMSY03	NEW ORLEANS(DOO)	-	241202U2B	4241127304	9,510	-	2TPNF1500	

4. Report Field Editing Screen

- Fields are structured in a pivot-like layout

※ Fields can be edited after using "Save As"

5. Monthly Shipment Performance Report Layout

- Click the [Execute] button to apply changes

※ Excel download for shipment reports will be available in the second release (December)

Step 4. User Role Assignment for Sale Order Mgmt.

Step (Lv.2)	1. POSCO Manager Identification Control	Step (Lv.3)	1.1 Order Owner Mapping
Menu	Order Owner Mapping	User	CRM System Admin
Navigation	Order Owner Mapping		

The screenshot shows the POSCO International CRM interface. The top navigation bar includes links for Steel CRM, Home, Chatter, Accounts, Contacts, Meeting Memo, Credit Mgmt., Order, Order Monitoring, Order Shipping, Calendar, Reports, Dashboards, Order Owner Mapping (which is highlighted with a blue box and a circled '1'), UAT Scenario, and UAT Scenario Result. Below the navigation is a search bar and a toolbar with New, Change Owner, Import, Printable View, and Assign Label buttons. The main content area is titled 'Order Owner Mapping' and shows a list of users. The columns include Name, User, Employee Number, My POSCO ID, Email, and Department. A dropdown menu is open over the user 'UM-000001' (Name: 김성운, Employee Number: 2003435, My POSCO ID: PI2003435, Email: sykim19@poscointl.com.invalid). The menu options are: Edit (highlighted with a blue box and circled '2'), Delete, Change Owner, and Edit Labels. The background shows other user entries and department dropdowns.

1. Click ‘Order Owner Mapping’ Menu
- Displays the screen for mapping My POSCO user accounts with CRM user information

2. Manage My POSCO Accounts by CRM User

3. Click to Edit / Delete / Change Owner

※ This menu is accessible only to CRM system users

Step 1

Credit Management

- ▶ 1. Credit Information Overview
 - 1.1 Customer Credit Information Check

Step 2

Order Management

- ▶ 1. POSCO Customer Mapping
 - 1.1 POSCO End-Customer Mapping
- ▶ 2. POSCO Confirmed Order List
 - 2.1 POSCO Sales Order List
- ▶ 3. Sales Order Fulfillment Monitoring
 - 3.1 Order/Production Status Tracking
- ▶ 4. Delivery & Shipment Status Monitoring
 - 4.1 Delivery and Shipment Status Overview

Step 3

Reporting & Performance

- ▶ 1. Delivery Performance Report
 - 1.1 Monthly Delivery Performance Report
 - 1.2 Delivery Performance Report

Step 4

User Role Assignment for Sales Order Mgmt.

- ▶ 1. POSCO Manager Identification Control
 - 1.1 Order Owner Mapping

Step 1. Credit Management

Step (Lv.2)	Credit Information Overview	Step (Lv.3)	1.1 Customer Credit Information Check (1/3)
Menu	Credit Management	User	All
Navigation	Credit Mgmt. > Credit Mgmt. Tab		

The screenshot shows three sequential steps in the POSCO Credit Management system:

- Step 1:** The user clicks on the "Credit Mgmt." menu item.
- Step 2:** The user uses the search function to look up "Customer Credit Monitori..." and enters search criteria: Company Code (1000) and BP Code (left empty).
- Step 3:** The system displays two pie charts. The top chart, titled "Collateral Composition Ratio by Account", shows 59.9% in blue and 40.1% in purple. The bottom chart, titled "Collateral Composition Ratio by Account", shows 0.0% in blue and 100.0% in purple. Both charts include legends for Real Estate Collateral, Other Collateral, Electronic Collateral, and Payment Guarantee.

1. Click the "Credit Management" menu
 2. Click the [Search] button using the following criteria
 - Company code, BP code, Account Name
 3. View credit usage status by group and collateral composition by customer (Pie Chart)
 - Credit usage and remaining limit ratio by group
 - On mouse hover: view amount (ratio, %)
- ※ Credit Currency: USD, Collateral Currency: KRW

Step 1. Credit Management

Step (Lv.2)	Credit Information Overview	Step (Lv.3)	1.1 Customer Credit Information Check (2/3)
Menu	Credit Management	User	All
Navigation	Credit Mgmt. > Credit Mgmt. Tab		

The screenshots illustrate the flow from a general credit overview to detailed customer credit information.

Screenshot 1: Credit Mgmt. Overview

- Header: SKT 3:15 20° 100%
- Section: Credit Mgmt.
- Chart: Collateral Composition Ratio by Account (0.0% to 100.0%)
- Table: Collateral Composition by Type (Real Estate, Other, Electronic, Payment Guarantee)
- Text: Currency Code : (USD)
- Table: Summary Metrics (Total Credit Limit, Insurance Limit, Total Credit Exposure, Available Amount)
- Buttons: Chatter, Accounts, Contacts, Meeting..., 메뉴

Screenshot 2: Credit Info. - Step 1

A callout labeled **4** points to this screen.

- Section: Credit Mgmt.
- Section: Credit Info.
- Table: Credit Info. (Total Credit Limit: 8,791,226.29, Insurance Limit: 1,398,503.60, Total Credit Exposure: 3,527,354.72, Available Amount: 5,263,871.57)
- Section: A/R Info.
- Table: A/R (2,657,516.32, A/R Limit: 4,312,041.67, Secured A/R: 0.00, Proceeds Pending after Factoring: 0.00)
- Section: Credit Grade
- Table: Credit Risk Rating (K-SURE Rating: 3, PI-Rating: 3)
- Buttons: Chatter, Accounts, Contacts, Meeting..., 메뉴

Screenshot 3: Credit Info. - Step 2

- Section: Credit Mgmt.
- Table: Credit Risk Rating (K-SURE Rating: 3, PI-Rating: 3)
- Section: Due Date
- Table: Overdue (N)
- Section: Collateral Info.
- Table: Currency Code (KRW) (Total Collateral Amount: 2,500,000,000, Eligible Collateral Rate (%): 60, Effective Date: 2025-05-07, Due Date: 2025-11-07, Real Estate Collateral: 0, Payment Guarantee: 2,500,000,000, Electronic Collateral: 0, Other Collateral: 0)
- Buttons: Chatter, Accounts, Contacts, Meeting..., 메뉴

4. View detailed information based on search criteria:

- Total Credit Limit, Insurance Limit, Open orders, ...

※ Credit Currency: USD,
Collateral Currency: KRW

Step 1. Credit Management

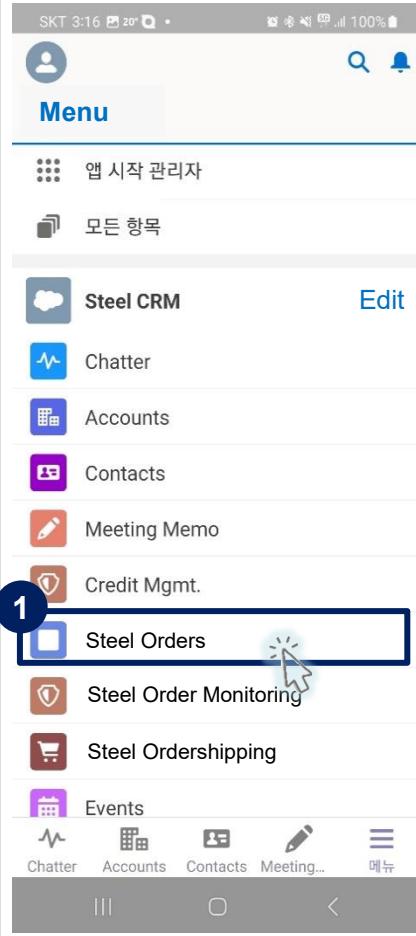
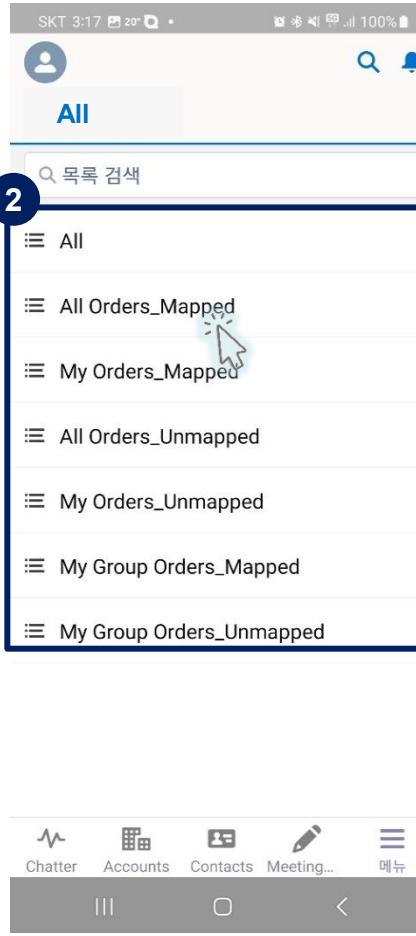
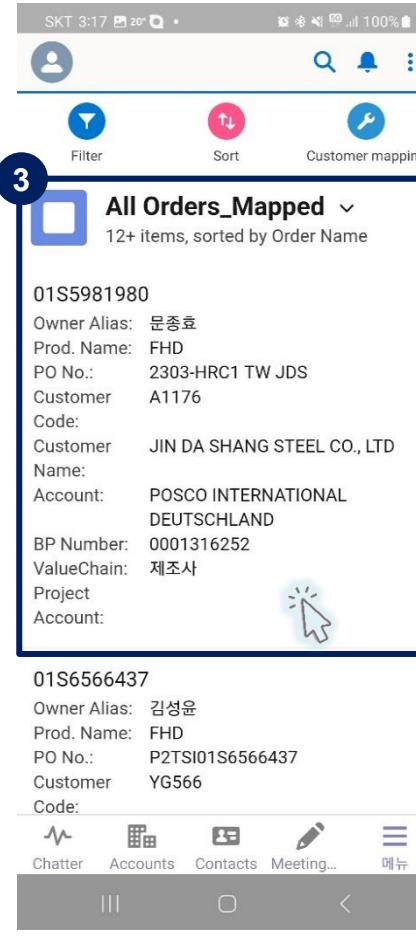
Step (Lv.2)	Credit Information Overview	Step (Lv.3)	1.1 Customer Credit Information Check (3/3)
Menu	Credit Management	User	All
Navigation	Credit Mgmt. > Credit Mgmt. Tab > View Detail button		

The screenshots illustrate the process of viewing detailed credit utilization information:

- Screenshot 1:** Shows the main Credit Mgmt. screen with a pie chart for Credit Utilization by Group (59.9% Available Amount, 40.1% Used Amount) and a donut chart for Collateral Composition Ratio by Account (0.0% Used, 100.0% Available). A callout labeled **5** points to the "View Detail" button next to the pie chart.
- Screenshot 2:** A modal window titled "Credit Utilization by Group" is open. It shows a dropdown menu set to "ALL". Below it is a table with six rows of data, each containing a group name, type, due date, and amount. A callout labeled **6** points to the "View Detail" button at the top right of the modal.
- Screenshot 3:** The same modal window is shown, but the dropdown menu is now filtered to show only entries for "후판내수그룹" (Filtered ALL). The table data remains the same.

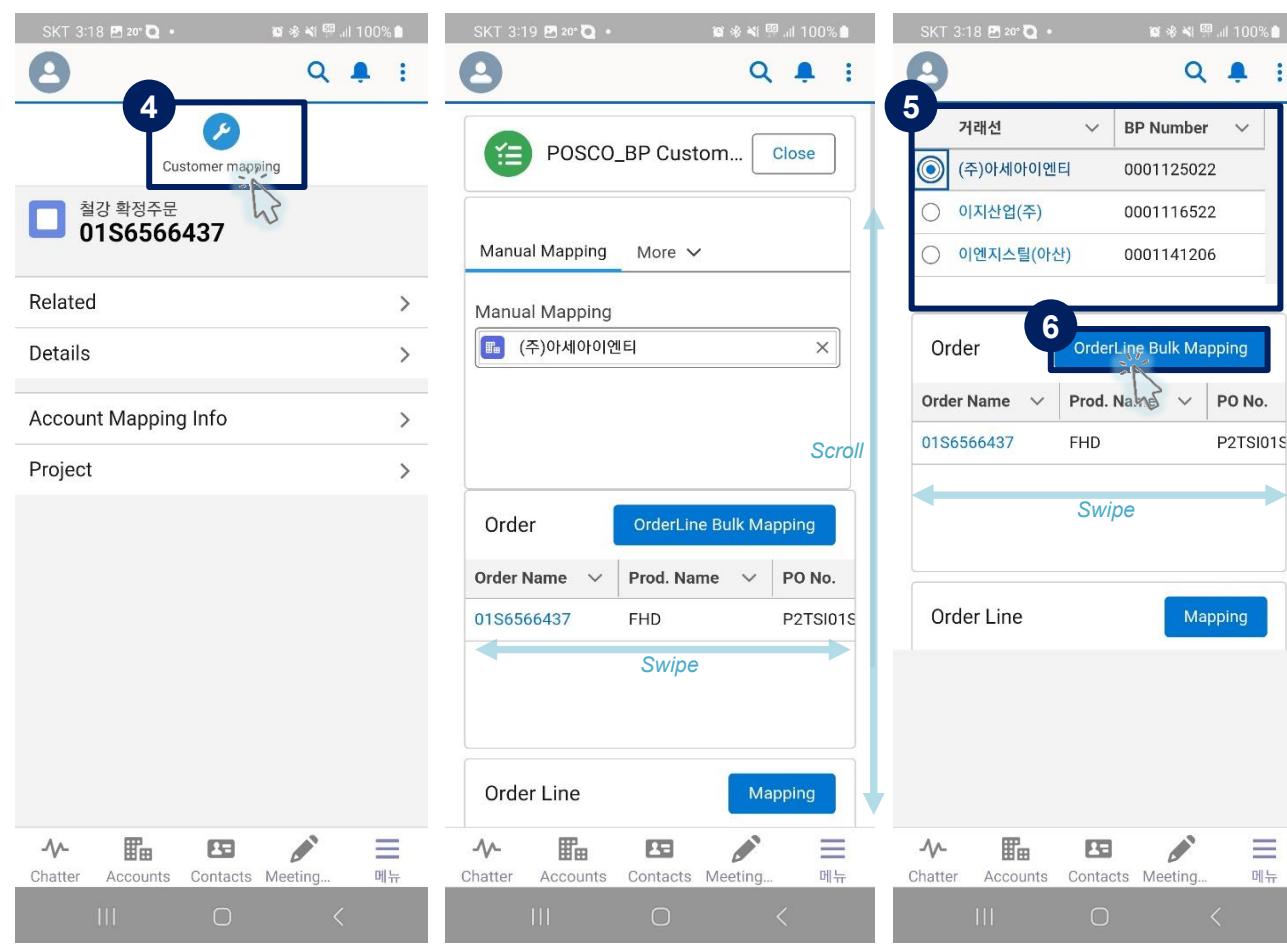
- Click the [View Detail] button in the Group-Level Credit Usage section.
※ Detailed view is only available when the user's company code matches.
- View detailed credit usage amounts based on credit group, type, and due date
 - Filter by Group
 - Type: A/R, Nego(Factoring), Open billing
※ Prepayments and LC are not included in the Group-Level Credit Usage section.

Step 2. Order Management

Step (Lv.2)	1. POSCO Customer Mapping	Step (Lv.3)	1.1 POSCO End-Customer Mapping (1/4)																																		
Menu	Steel Orders	User	Steel Sales Representative																																		
Navigation	Steel Orders																																				
 <p>SKT 3:16 20° 100% ●</p> <p>Menu</p> <ul style="list-style-type: none"> 앱 시작 관리자 모든 항목 Steel CRM Edit Chatter Accounts Contacts Meeting Memo Credit Mgmt. Steel Orders  Steel Order Monitoring Steel Ordershipping Events <p>Chatter Accounts Contacts Meeting... 메뉴</p>	 <p>SKT 3:17 20° 100% ●</p> <p>All</p> <p>목록 검색</p> <ul style="list-style-type: none"> All All Orders_Mapped  My Orders_Mapped All Orders_Unmapped My Orders_Unmapped My Group Orders_Mapped My Group Orders_Unmapped <p>Chatter Accounts Contacts Meeting... 메뉴</p>	 <p>SKT 3:17 20° 100% ●</p> <p>All Orders_Mapped </p> <p>12+ items, sorted by Order Name</p> <table border="1"> <tr> <td>01S5981980</td> <td>Owner Alias: 문종호</td> </tr> <tr> <td></td> <td>Prod. Name: FHD</td> </tr> <tr> <td></td> <td>PO No.: 2303-HRC1 TW JDS</td> </tr> <tr> <td></td> <td>Customer A1176</td> </tr> <tr> <td></td> <td>Code:</td> </tr> <tr> <td></td> <td>Customer JIN DA SHANG STEEL CO., LTD</td> </tr> <tr> <td></td> <td>Name:</td> </tr> <tr> <td></td> <td>Account: POSCO INTERNATIONAL DEUTSCHLAND</td> </tr> <tr> <td></td> <td>BP Number: 0001316252</td> </tr> <tr> <td></td> <td>ValueChain: 제조사</td> </tr> <tr> <td></td> <td>Project:</td> </tr> <tr> <td></td> <td>Account:</td> </tr> </table> <p>01S6566437</p> <table border="1"> <tr> <td>01S6566437</td> <td>Owner Alias: 김성윤</td> </tr> <tr> <td></td> <td>Prod. Name: FHD</td> </tr> <tr> <td></td> <td>PO No.: P2TSI01S6566437</td> </tr> <tr> <td></td> <td>Customer YG566</td> </tr> <tr> <td></td> <td>Code:</td> </tr> </table> <p>Chatter Accounts Contacts Meeting... 메뉴</p>	01S5981980	Owner Alias: 문종호		Prod. Name: FHD		PO No.: 2303-HRC1 TW JDS		Customer A1176		Code:		Customer JIN DA SHANG STEEL CO., LTD		Name:		Account: POSCO INTERNATIONAL DEUTSCHLAND		BP Number: 0001316252		ValueChain: 제조사		Project:		Account:	01S6566437	Owner Alias: 김성윤		Prod. Name: FHD		PO No.: P2TSI01S6566437		Customer YG566		Code:	<ol style="list-style-type: none"> Click the "Steel Orders" menu - Access POSCO confirmed orders for registration/inquiry Filter confirmed orders using the following options - All, Mapped Orders, Unmapped Orders, My Order_Unmapped, My Order_Mapped, My Group_Unmapped, My Group_Mapped Select Order No. for CRM Customer Mapping <p>※ "My Orders – Unmapped" will be displayed under [Home] > Unmapped Orders.</p>
01S5981980	Owner Alias: 문종호																																				
	Prod. Name: FHD																																				
	PO No.: 2303-HRC1 TW JDS																																				
	Customer A1176																																				
	Code:																																				
	Customer JIN DA SHANG STEEL CO., LTD																																				
	Name:																																				
	Account: POSCO INTERNATIONAL DEUTSCHLAND																																				
	BP Number: 0001316252																																				
	ValueChain: 제조사																																				
	Project:																																				
	Account:																																				
01S6566437	Owner Alias: 김성윤																																				
	Prod. Name: FHD																																				
	PO No.: P2TSI01S6566437																																				
	Customer YG566																																				
	Code:																																				

Step 2. Order Management

Step (Lv.2)	1. POSCO Customer Mapping	Step (Lv.3)	1.1 POSCO End-Customer Mapping (2/4)
Menu	Steel Orders	User	Steel Sales Representative
Navigation	Steel Orders > CRM Customer Mapping button		



- Click the [Customer Mapping] button**
 - Customer mapping is only available for confirmed order managers or users within the same group
- Search CRM Customer and Select**
 - (Recommended Mapping): Customers with existing mapping history
 - ((Manual Mapping): Search and select customer manually
 - (My Customers): Customers marked as favorites (★) in the CRM "Customer" detail page
- Click the [Customer Mapping] button**
 - Customer mapping is only available for confirmed order managers or users within the same group

Step 2. Order Management

Step (Lv.2)	1. POSCO Customer Mapping	Step (Lv.3)	1.1 POSCO End-Customer Mapping (3/4)
Menu	Steel Orders	User	Steel Sales Representative
Navigation	Steel Orders > CRM Customer Mapping button > OrderLine Mapping button		

The screenshots show the 'POSCO Customer Mapping Detailed Info' screen across three different times (SKT 3:48, SKT 9:18, SKT 4:06). The interface includes a header with a user icon, search, notifications, and more. Below the header is a 'POSCO Customer Mapping Detailed Info' section. A 'Mapping Customer' form is displayed, containing fields for 'Account' (with value '(주)아세아이엔티') and 'Account Type*' (with value '제조사'). A dropdown menu for 'Project BP' shows options like 'Developer', 'Manufacturer', 'EPC', etc., with 'Developer' selected. A 'Save' button is visible at the bottom right of the mapping form. The background shows other tabs like 'Order Line' and 'Mapping'. The third screenshot shows a 'Project Information' section where 'Project BP' is set to '한림철강' and 'Project Name' is set to '한림철강프로젝트2'. A 'New' button is available for creating a new project name.

7. Enter POSCO Customer Mapping

Details

- Customer Type selection is mandatory
- Project Customer, Project Name, Remarks

8. Customer Type (Required)

- Customer Type: Developer, Manufacturer, EPC, OEM, Distributor, Part Supplier, Turbin Supplier

9. When entering project information, link to the "Project Customer" under Contract/Project tab

- If the selected Project Customer has existing projects, choose from the Project Name list
- If no existing projects are found, click the [New] button, enter Project Name and Remarks, then click [Save]

*** Project will be linked under the Contract/Project tab of the Project Customer**

Step 2. Order Management

Step (Lv.2)	1. POSCO Customer Mapping	Step (Lv.3)	1.1 POSCO End-Customer Mapping (4/4)
Menu	Steel Orders	User	Steel Sales Representative
Navigation	Steel Orders > CRM Customer Mapping button > OrderLine Mapping button > [Save]		

10

11

12

10. Upon Completion of POSCO Customer Mapping

- Mapping results are saved in: Account, BP Number, Mapping Status

11. After Order Number Mapping

- To modify BP mapping per Order Line:
 - Select checkboxes for each line
 - Click the [Mapping] button to apply changes
- When Order Number is mapped, all associated Order Lines are mapped together
- When modifying mapping per Order Line, the parent Order Number remains unchanged

※ Once POSCO customer mapping for confirmed steel orders is completed, customer detail view and integrated order monitoring become available.
→ Therefore, this step is mandatory.

Step 2. Order Management

Step (Lv.2)	2. POSCO Confirmed Order List	Step (Lv.3)	2.1 POSCO Sales Order List (1/1)
Menu	Steel Orders	User	Steel Sales Representative
Navigation	Steel Orders		

1. Click the "Steel Order" Menu

2. Click the target Order Number to view details

3. View Order Information

1. Click the "Steel Order" Menu
- Access My POSCO confirmed orders for registration/inquiry

2. Click the target Order Number to view details

3. View Order Information

Step 2. Order Management

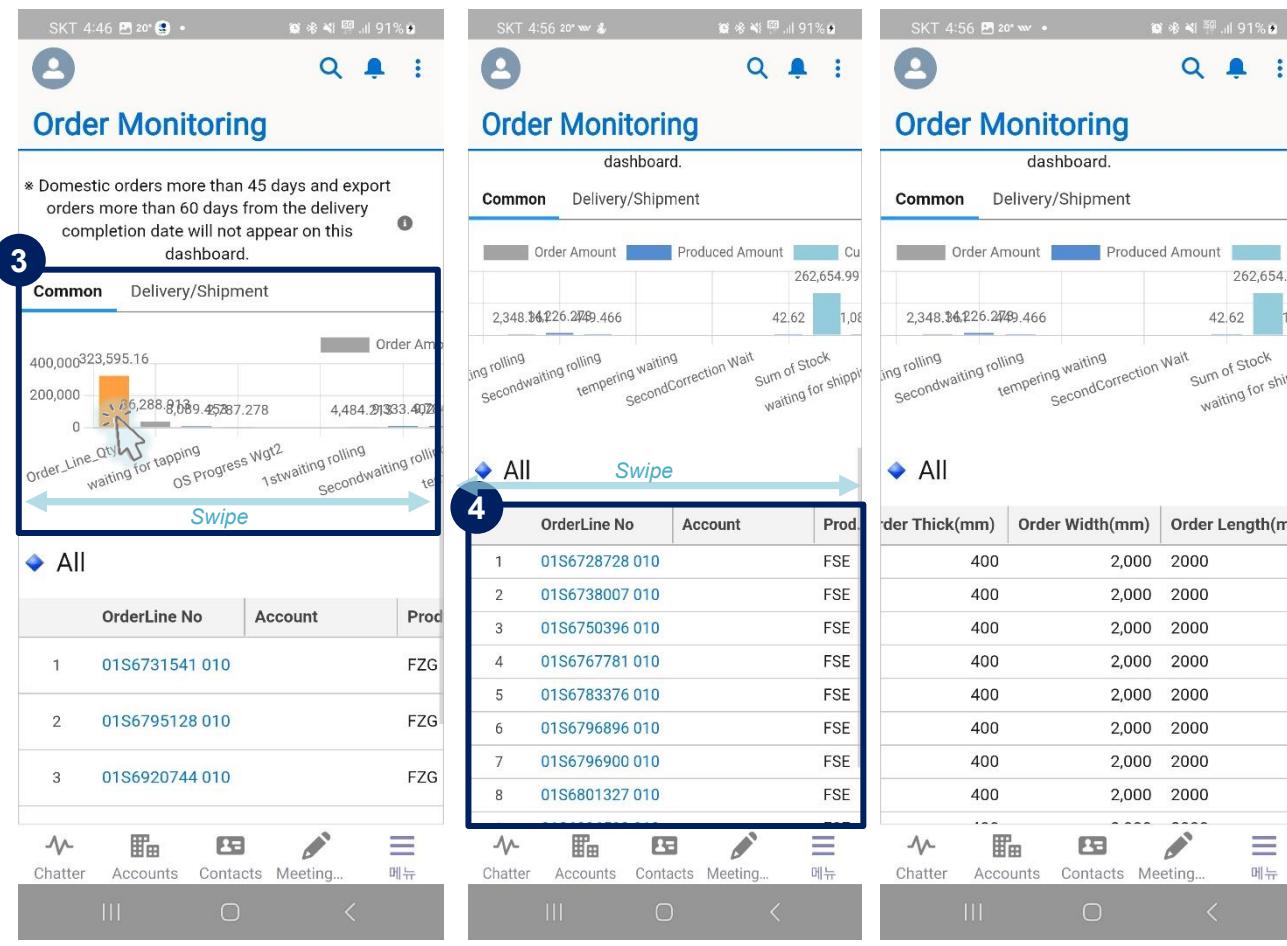
Step (Lv.2)	3. Sales Order Fulfillment Monitoring	Step (Lv.3)	3.1 Order/Production Status Tracking (1/3)
Menu	Steel Order Monitoring	User	Steel Sales Representative
Navigation	Steel Order Monitoring > Common Tab		

The screenshot shows two views of the POSCO DX application. On the left, the 'Menu' sidebar is visible with various options like Steel CRM, Chatter, Accounts, Contacts, Meeting Memo, Credit Mgmt., Steel Orders, and Steel Order Monitoring. The 'Steel Order Monitoring' option is highlighted with a blue box and a circled '1'. On the right, the 'Order Monitoring' dashboard is displayed. It features a search bar for 'Order/Production Prog...', a dropdown for 'My Orders' (set to 'Office'), and search fields for 'Office' (containing '업무지원팀(기타)'), 'Group', 'Account', and 'Order No.'. A note at the bottom states: '* Domestic orders more than 45 days and export orders more than 60 days from the delivery completion date will not appear on this dashboard.' Below the dashboard are standard navigation icons for Chatter, Accounts, Contacts, Meeting..., and a '메뉴' button.

1. Click the “Steel Order Monitoring” Menu
2. Click the [Search] button using the following criteria
- My Orders (default)

Step 2. Order Management

Step (Lv.2)	3. Sales Order Fulfillment Monitoring	Step (Lv.3)	3.1 Order/Production Status Tracking (2/3)
Menu	Steel Order Monitoring	User	Steel Sales Representative
Navigation	Steel Order Monitoring > Common Tab		



3. View Bar Chart Based on Search

Criteria

- Click on a bar to filter and view the corresponding order/production information list

※ Steel order/production quantities are displayed in M/T

4. View Detailed Order/Production Information by Order Line

※ Orders will not be displayed on this screen if more than 45 days (domestic) or 60 days (export) have passed since the Delivery Completion Date

Step 2. Order Management

Step (Lv.2)	3. Sales Order Fulfillment Monitoring	Step (Lv.3)	3.1 Order/Production Status Tracking (3/3)
Menu	Order Monitoring	User	Steel Sales Representative
Navigation	Order Monitoring > Delivery/Shipment Tab		

The screenshots illustrate the following steps:

- Step 6: Order Monitoring dashboard with a callout to the 'Order/Production Progress' card.
- Step 5: Order Monitoring dashboard with a callout to the 'Delivery/Shipment' card.
- Step 7: Pending Shipment Instruction (Before Allocation) card showing 39,638.556.
- Step 8: Pending Shipment (After Allocation) card showing 18,027.9.
- Step 9: Delivery/Declaration Details table showing a list of order lines and their details.

- Click Delivery/Shipment tab
- Click the [Search] button using the following criteria
 - My Orders (default)
- View Shipment Status Based on Search Criteria
 - Pending Shipment Instruction
 - Ready for Shipment
 - Monthly Shipment Totals

(Click the Scorecard to filter and view the corresponding shipment list)

※ Steel shipment quantities are displayed in M/T
- View Detailed Shipment Information by Order Line
 - OrderLine No, Account, ...

※ Both domestic and export shipment data are available for inquiry, but only export shipments are reflected in the Scorecard.

Step 2. Order Management

Step (Lv.2)	4. Delivery & Shipment Status Monitoring	Step (Lv.3)	4.1 Delivery&Shipment Status Monitoring (1/2)
Menu	Steel Order Shipping	User	Steel Sales Representative
Navigation	Steel Order Shipping		

The screenshot shows the POSCO DX application interface. On the left, there is a vertical navigation bar with various menu items: Steel CRM, Chatter, Accounts, Contacts, Meeting Memo, Credit Mgmt., Steel Orders, Steel Order Monitoring, Steel Ordershipping (which is highlighted with a blue box and a circled '1'), Events, and a bottom row of Chatter, Accounts, Contacts, Meeting..., and 메뉴 (Menu). A cursor is hovering over the Steel Ordershipping menu item.

The main content area displays a list of order shipping items under the heading "All". One item is selected and highlighted with a blue box and a circled '2'. The details for this item are as follows:

- OrderLine: 01S6547600 020|QGC0141
- Customer: A2290
- Number:
- Product No: QGC0141
- Specification: P436L-A
- Prd: 2.960
- Thick(mm):
- Prd: 1,263
- Width(mm):
- Prd: 690
- Length(mm):
- Prd Wgt: 20,343
- Ship Cd: 1X069
- Discharging: 라엠차방
- Port Name: THALCHP01
- Port Cd:
- Discharging: 태국

- 1. Click 'Order Shipping' Menu**
 - View Shipping Information for My POSCO Steel Orders
- 2. Click the target Order Shipping item**
 - Order Shipping is composed of: Order Line Number + Product Code

Step 2. Order Management

Step (Lv.2)	4. Delivery & Shipment Status Monitoring	Step (Lv.3)	4.1 Delivery&Shipment Status Monitoring (2/2)
Menu	Steel Order Shipping	User	Steel Sales Representative
Navigation	Steel Order Shipping		

The screenshots illustrate the flow from general order shipping information to specific product and shipment details.

Screenshot 1 (Left): Product Info

- Product No: QGC0141
- Prd Thick(mm): 2.960
- Prd Width(mm): 1,263
- Prd Length(mm): 690
- Prd Wgt: 20,343

Screenshot 2 (Middle): Shipping Info

- Bill of Landing Date: 2024. 3. 11.
- Weight Issue Date: 2024. 3. 11.
- Shipping To: 2024. 3. 16.
- Carrier Company Cd: Carrier Company Cd
- Carrier Company Name: 팬오션(주) / Pan Ocean Co., Ltd
- Ship Invoice No: PB240302297
- Shipping Method: 6A1
- Trans Order No: 4240205304

Screenshot 3 (Right): Ship & Load/Discharge Info

- Loading Port Cd: PP
- Loading Port Name: 포항항
- Ship Departure Time: 2024. 3. 13. PM 12:30
- Discharging Port Cd: THALCHP01
- Discharging Port Date: Discharging Port Date
- Discharging Port Cn: 태국
- Discharging Port Region: Laem Chabang
- Discharging Port Name: 라엠차방
- Ship Cd: 1X069
- Ship Kor Name: SATURNIA

Common UI Elements:

- Header: SKT 4:58 20° ww 92% (repeated for each screenshot)
- Search, Bell, More icons
- Chatter, Accounts, Contacts, Meeting, Menu buttons
- Bottom navigation bar with three icons and Korean text: Chatter, Accounts, Contacts, Meeting, Menu

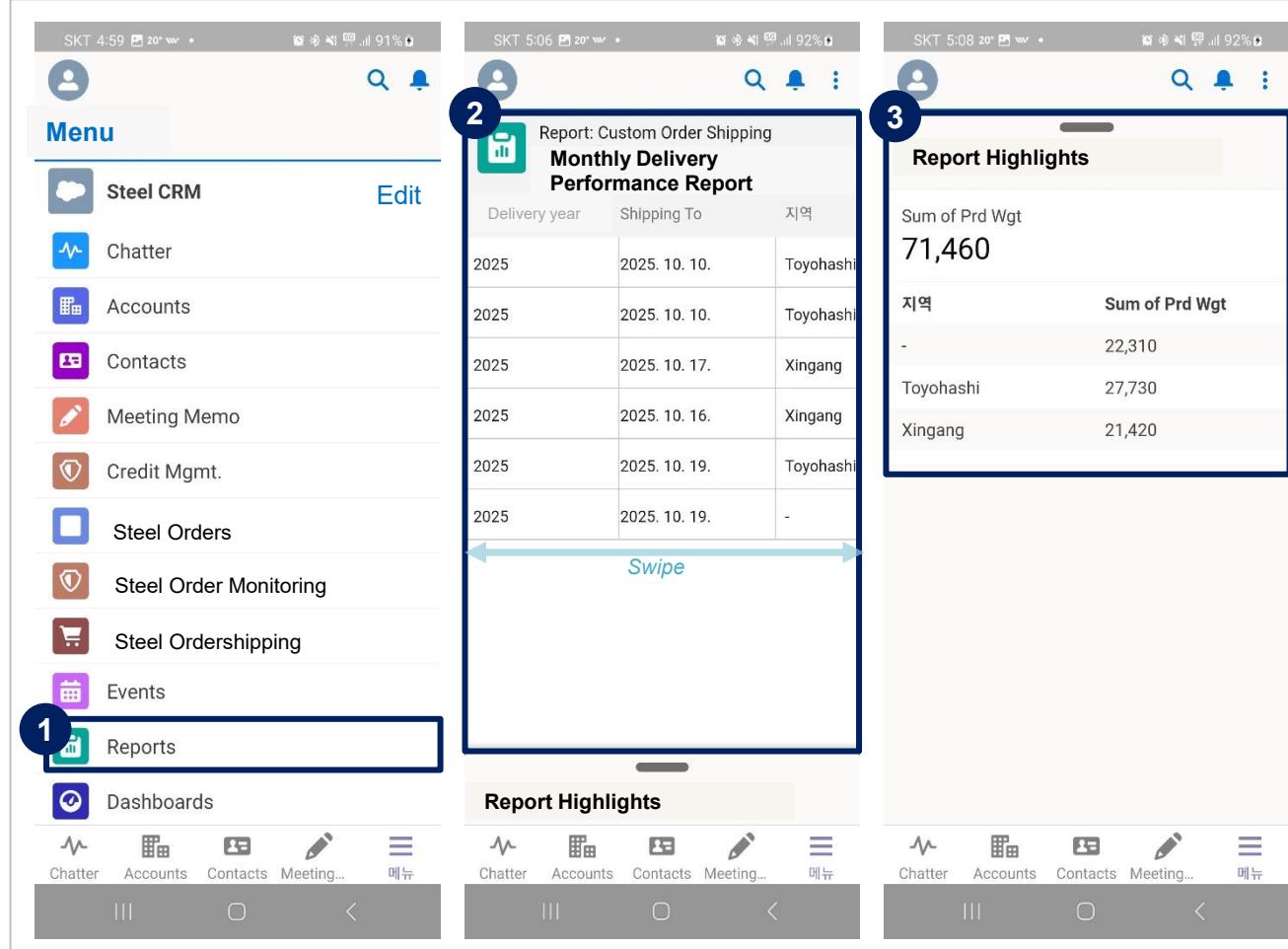
3. Order and Product Information List

- Order Line no, Account name, Product no., Thickness, Length, ...

4. Product Specification and Shipment Information List

Step 3. Reporting & Performance

Step (Lv.2)	1. Delivery Performance Report	Step (Lv.3)	1.1 Monthly Delivery Performance Report (1/1)
Menu	Report	User	Steel Sales Representative
Navigation	Report > Monthly Delivery Performance Report		



1. Click the "Report" Menu
 - Select the "Monthly Shipment Performance" report
2. View Total Product Weight (kg) and Monthly Shipment Summary Table
 - Default view shows shipment totals from January to December 2025
3. View Monthly Delivery Performance Report Highlights

* Reports are view-only on mobile devices

Step 3. Reporting & Performance

Step (Lv.2)	1. Delivery Performance Report	Step (Lv.3)	1.2 Delivery Performance Report (1/1)
Menu	Report	User	Steel Sales Representative
Navigation	Report >Delivery Performance Report		

The figure consists of three screenshots of a mobile application interface, likely from an iPhone, illustrating the reporting process. The top navigation bar shows the time (SKT 4:59, 5:09, 9:11), battery level (91%, 92%, 80%), signal strength, and a back arrow.

Screenshot 1: Shows the main menu with various icons and sections like Steel CRM, Chatter, Accounts, Contacts, Meeting Memo, Credit Mgmt., Steel Orders, Steel Order Monitoring, Steel Ordershipping, and Events. The "Reports" section is highlighted with a blue box and a circled '1' above it.

Screenshot 2: Shows the "Delivery Performance Report" screen. It displays summary statistics: "Sum of Shipped Net Weight" (464,040) and "Sum of P" (53.278). Below this is a table of shipment details. A blue box highlights the first row, and a circled '2' points to the table header. A blue arrow labeled "Swipe" indicates a horizontal scroll action across the table rows.

#	지역	주문품명	BP 코드
1	-	PO COIL	
2	Toyohashi	COLD ROLLED COIL	
3	Xingang	COLD ROLLED COIL	
4	Xingang	COLD ROLLED COIL	
5	Toyohashi	COLD ROLLED COIL	
6	Toyohashi	COLD ROLLED COIL	
7	Yesan	HOT ROLLED COIL	0001116522
8	Yesan	HOT ROLLED COIL	0001125022
9	Yesan	HOT ROLLED COIL	0001125022

Screenshot 3: Shows the same report screen but with different data. A blue box highlights the first row, and a circled '3' points to the filter icon. A blue arrow labeled "Swipe" indicates a horizontal scroll action across the table rows.

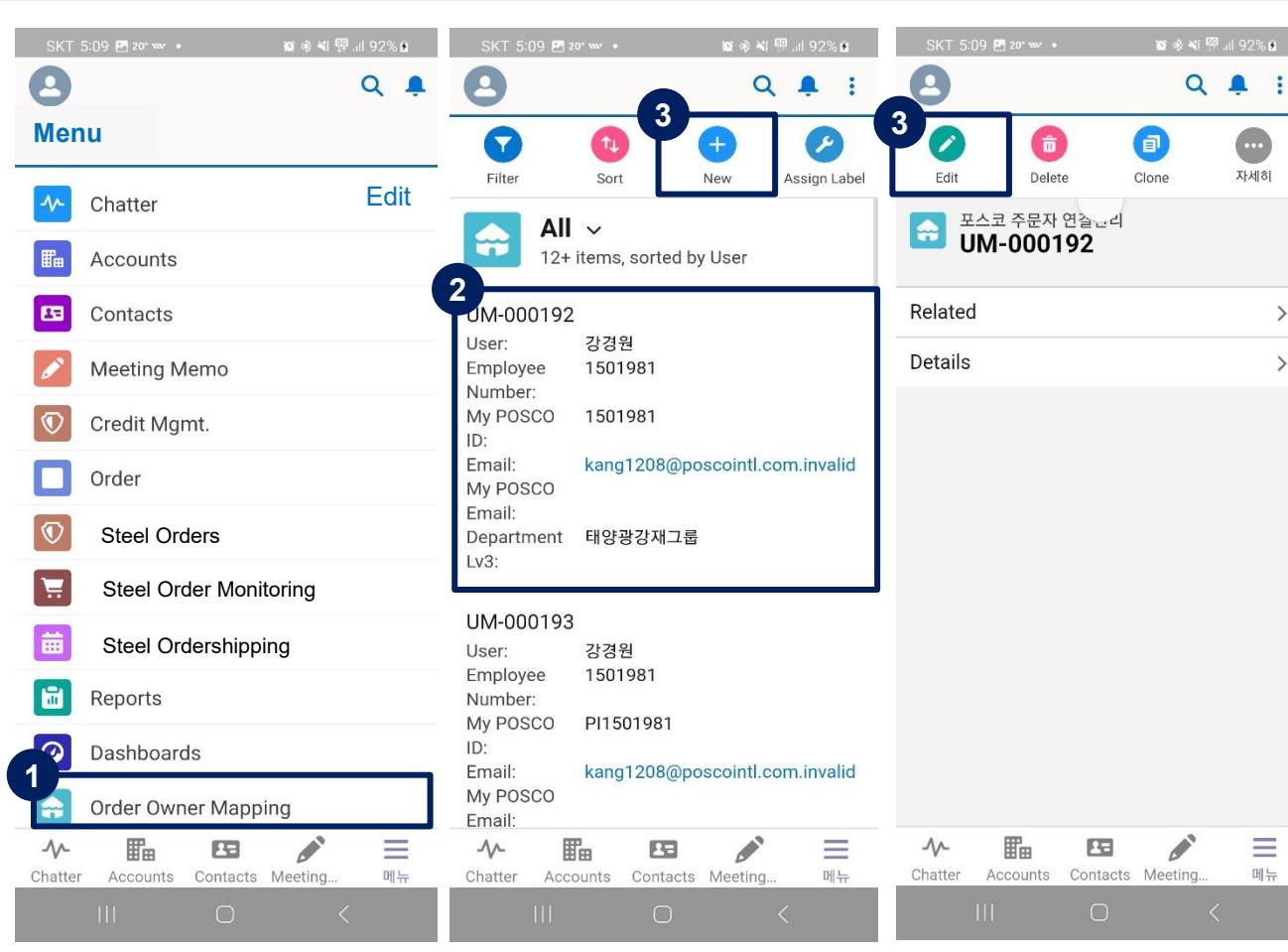
#	거래선 이름	고객사 코드	OrderLine	
1	12345	01S7637937 010	P	
2	AAU5T	01S7613652 010	S	
3	A7812	01S7623480 010	A	
4	A7812	01S7623480 010	A	
5	AAU5T	01S7613652 010	S	
6	AAU5T	01S7613652 010	S	
7	이지산업(주)	YG566	01S6566437 010	P
8	(주)아세아이엔티	YG566	01S6566437 020	P
9	(주)아세아이엔티	YG566	01S6566437 030	P

1. Click the "Report" Menu
 - Select the "Shipment Performance List" report
2. View Detailed Shipment List by Order Line Based on Customer/Representative
3. View Report Filters

※ Reports are view-only on mobile devices

Step 4. User Role Assignment for Sale Order Mgmt.

Step (Lv.2)	1. POSCO Manager Identification Control	Step (Lv.3)	1.1 Order Owner Mapping
Menu	Order Owner Mapping	User	CRM System Admin
Navigation	Order Owner Mapping		



The figure consists of three vertically stacked screenshots of a CRM application interface. Each screenshot shows a different stage of the 'Order Owner Mapping' process:

- Screenshot 1 (Bottom):** Shows the main navigation bar with various icons like Chatter, Accounts, Contacts, Meeting, etc., and a 'Menu' button. A blue circle labeled '1' highlights the 'Order Owner Mapping' menu item, which is also selected and highlighted with a blue box.
- Screenshot 2 (Middle):** Shows a list of accounts. A blue circle labeled '2' highlights the account 'UM-000192'. A detailed view of this account is shown in a modal window, listing fields such as User: 강경원, Employee: 1501981, Number: My POSCO ID: 1501981, Email: kang1208@poscointl.com.invalid, and Department: 태양광강재그룹. A blue circle labeled '3' highlights the 'New' button in the top toolbar.
- Screenshot 3 (Top):** Shows a similar list of accounts. A blue circle labeled '3' highlights the same 'New' button in the top toolbar. This screen also includes other buttons for Filter, Sort, Assign Label, Edit, Delete, Clone, and Share.

- 1. Click 'Order Owner Mapping' Menu**
- Displays the screen for mapping My POSCO user accounts with CRM user information
 - 2. Manage My POSCO Accounts by CRM User**
 - 3. Click to New / Edit / Delete / Filter / Clone**
- ※ This menu is accessible only to CRM system users

End of Document