

CMS

BD -TEAM
DL
ACCOUNTS
HR

FLOW

STEP 1 : LEAD

BD will generate LEAD

ATTRUBUTES :

- 1)Lead name
- 2)Source
- 3)Profile
- 4)assigned to(DLS)
- 5)communication notes
- 6)Attachmnets

STEP 2 :Quotation

BD or DL will convert the lead to quote

ATTRIBUTES:

- 1)LEAD
- 2)ESTIMATED DURATION of project
- 3)ESTIMATED COST
- 4)ESTIMATED CLOSING DATE (starting)
- 5)MILESTONES
- 6)STATUS (Accepted/Rejected)