@Site Org

User\_\_c :

* Name
* Email\_\_c
* Password\_\_c

Lead: - Qualified Unqualified Lead

* Last Name
* First Name
* Company
* Lead Source
* Lead Status
* Email
* Phone
* Fax
* BirthDate\_\_c
* City\_of\_Registration\_\_c
* Price\_\_c
* Engine\_Capacity\_\_c
* Year of Registration\_\_c
* CarModel\_\_c
* CarMake\_\_c
* TwoWheelerModel\_\_c
* TwoWheelerMake\_\_c
* HeavyDutyModel\_\_c
* HeavyDutyMake\_\_c

Opportunity :

* Name
* CloseDate
* StageName
* // Vehicle\_\_r - lookup
* Amount
* PolicyType\_\_c
* Policy\_Number\_\_c – alphanumeric, unique
* Nominee\_Name\_\_c
* Nominee\_Age\_\_c
* Nominee Relation with Owner
* Lead\_\_c -----------(qualified lead lookup)

Account :

* Name
* Phone
* Address

Contact:

* Email Address
* Phone
* FirstName
* LastName

Opportunity Line Item :

* Opportunity
* List Price
* Product
* Product Code
* Sales Price
* SubTotal
* Total Price

Product:

* Name
* Active
* Product Code
* Description
* Standard Price
* Vehicle\_\_r - lookup
* Own\_Damage\_\_c
* Loyalty\_Bonus\_\_c
* Discount\_\_c - percent
* Final\_Price\_\_c - formula
* IDV\_\_c → Insured Declared Value -
* Type\_of\_Policy\_\_c ---- ??????

Quotes :

* Quote Name
* Opportunity
* Expiration Date
* Status
* SubTotal

Quote Line Items :

* Opportunity
* List Price
* Product
* Product Code
* Sales Price
* SubTotal
* Total Price

PriceBook :

* Name
* isActive
* Description

PricebookEntry :

* Pricebook2
* product2
* standardPrice
* productcode
* isActive