**Juicy Juices Case Study**

Your client is Juicy Juices (a.k.a. JJ). They make the best drinks in the world.  
  
**PART 1: THE BASICS**

* Juicy Juices (JJ) have two different types of drinks, existing drinks that all customers know for long time and new formula ones. They sell around the world.
* Their customers are bottling plants, and JJ needs to track some specific info on each one. They need to know...
  + If the company is a member of the Juicy Juices union
  + If they're an existing Customer, Prospect
* On the Account tab, add a custom view that pulls up all Companies in the Juicy Juices union.

Feel free to play around with other functions and ideas. Creativity counts! There are a number of valid approaches to the situation described.   
  
Build out a Developer Salesforce instance with these objectives, and create sample data to show how it works. If there are items that require development or configuration beyond what you can do, be prepared to explain the approach for your solution, even if you don’t actually complete it in the dev org.

**PART 2: MAKE IT SHINE**

JJ is delighted with your Salesforce implementation and they want to take it to the next level!  
  
Go through the following scenarios. Feel free to read between the lines, get creative, make things up and do more than asked.  While a real client you may not want to go too crazy, the goal here is to expose you to different parts of Salesforce based on vague, contradictory or sometimes silly business requirements (just like on a real project).

* For their sales process, they need to know the price, number of tons sold, which product (don't use the Products/Price Books functionality—let’s keep this simple and use a custom object called **Sample Product**). An opportunity will only be able to have one type of product.

* Their sales methodology follows some basic steps: Qualify the company, Negotiate the terms of the deal, Submit a Proposal, Closed Won, or Lost. Also want to track Close Date. Each stage has an associated probability (go ahead and make some up). It is important to track start date and end date of the contract to calculate the total duration in days
* When Opportunities move to Closed Won, the Account Type should be set to “Customer” and the Opportunity should no longer be editable.
* Additionally when the Opportunity is Closed Won, an Invoice record should be created related to the Opportunity (assume Invoice is a Custom Object and there’s a Master-Detail relationship between Opportunity and Invoice). The Invoice record that gets created should be populated with some details from the Opportunity(Price, Quantity, Total Amount), as well as from the Account(Account Name, Shipping Address).
* On the Account, there should be 2 aggregated values based on related Opportunities: Total Won Revenue and Total Lost Revenue.
* Related to the Opportunities, they would like to track the details of juice Shipments. There could be multiple Shipments for each Opportunity, and they would like to track
* When Opportunities are created, and the Account is a member of the JJ union, an Union Member checkbox on the Opportunity should be checked.
* Opportunities should have an approval process in the proposal status, the approver for existing drink opportunity should be the product manager and the approver for new formulas should be R&D manager, when the record is approved the owner should receive an email, the record should be unlocked and the commercial user (only) will not be able to edit **some fields on the Opportunity** .
* When a user attempts to move an Opportunity to Closed Won, do not allow them to save if either Number of Tons or Price per Ton is missing a value or if the opportunity was not approved before.
* Finance needs to be able to see the Total Cost of Shipping on each Opportunity
* JJ wants to have a nice view on the opportunity amount, there should be somewhere in the page layout an image that changes according to the opportunity amount ( less than 1M, between 1M and 5M and greater than 5M) this image should only appear if the opportunity is closed Won
* JJ wants to be able to automatically download a CSV file within the Company page with all of the Opportunities related to that Company (oh, this should only be available if the Company is part of the JJ union)

**PART 3: ASSORTED STUFF**

* They really don’t like the term “Account.” They really prefer “Company.”
* Since it’s so near and dear to their hearts, can they get a picture of a Juice somewhere over “the rainbow”?