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## 3.1 Basis and master data

In the master data module, all general configurations and the master data of the system are administered. Projectile is freely configurable and parameterisable, you can make the general basic settings yourself according to your company-specific requirements (definition of your cost centres, mileage allowance, currencies, etc.). Changes and alterations can be carried out by your administrator; that saves time and money. Within the module, the contact and employee master data are administered.

The CRM module facilitates the maintenance of your contact data, the definition of campaigns and sales-tuning as well as the management of appointments and actions.

The screenshot displays the CRM module interface, divided into two main sections: 'Kontakt CONSULT Holding' (top) and 'Kampagne' (bottom).

**Kontakt CONSULT Holding:**

- CustomerID:** Nummer 1, Kürzel CON
- Firmenname:** CONSULT Holding
- Alter Firmenname:** (empty)
- Organisation:** Kategorie: Kunde, Typ: Firma
- Übergeordneter Kontakt:** (empty)
- Untergeordneter Kontakt:** 1 - 2 / 2
 

|   | Firmenname                        | Adresse         | Plz   | Ort     |
|---|-----------------------------------|-----------------|-------|---------|
| 1 | CONSULT Beratungsgesellschaft mbH | Zaunweg 12      | 20067 | Hamburg |
| 2 | CONSULT Software GmbH             | Bärenstrasse 45 | 55120 | Mainz   |
- Ansprechpartner:** 1 - 3 / 3
 

|   | Name   | Vorname | Telefon         |
|---|--------|---------|-----------------|
| 1 | Müller | Heike   | 089 / 73 13-103 |
| 2 | Nahl   | Lisa    | 089 / 73 13-100 |
| 3 | Sander | Peter   | 089 / 73 13-105 |

**Kampagne:**

- 1 - 1 / 1:** Bezeichnung: Roadshow Projectile Version 3.1 03 - Abgeschlossen, Status: 01.08.2006 - 30.11.2006
- Verkaufstrichter:** 1 - 2 / 2
 

|   | Nummer | Referenz                     | Potential       | Handlungsbedarf | Vertriebsphase               | Wahrscheinlichkeit | Auftragseingang | Auftragswert |
|---|--------|------------------------------|-----------------|-----------------|------------------------------|--------------------|-----------------|--------------|
| 1 | 1      | Projectile#Version 3.0       | A-<br>Potential | Zwingend        | 06 -<br>Vertragsverhandlung  | 90,00              | 01.02.2007      | 82.000,00    |
| 2 | 7      | Schulungen#Projektmanagement | B-<br>Potential | Gering          | 03 -<br>Informationsmaterial | 20,00              | 15.01.2007      | 15.000,00    |

**Ansprechpartner Nahl Lisa:**

- Nummer:** 1.1
- Kontakt:** Kontakt: CONSULT Holding, Typ: Festangestellt
- Anrede:** Anrede: Frau, Titel: Dr.
- Name:** Nahl
- Vorname:** Lisa
- Telefon:** 089 / 73 13-100
- Mobil:** 089 / 12 20 120
- Fax:** 089 / 73 12 - 99
- Email-Adresse:** nahl@consult.de, mailto:nahl@consult.de
- Aktionen:** 1 - 6 / 6
 

|   | Aktion | To-Do                | Datum               |
|---|--------|----------------------|---------------------|
| 1 | 1.1-1  | Anfrage              | 23.01.2004 00:00:00 |
| 2 | 1.1-2  | Informationsmaterial | 27.01.2004 00:00:00 |
| 3 | 1.1-3  | Terminvereinbarung   | 02.02.2004 00:00:00 |
| 4 | 1.1-4  | Präsentation         | 03.05.2004 00:00:00 |
| 5 | 1.1-5  | Wiedervorlage        | 02.06.2004 11:00:00 |
| 6 | 1.1-8  | Auftrag              | 14.01.2005 10:00:00 |

Illustration 4: Master data (CRM module)

In the case of contact data, there is the possibility to allocate freely definable categories for the individual contacts (customers, suppliers, interested parties, internal departments) and define a desired number of contacts. The complete history of the contact to the person can be recorded (telephone calls, correspondence in writing, follow-ups...).

The personnel management supports the administration of all employees and contractual data, skill management and the reproduction of hierarchical organisation structures.

The screenshot displays the 'Mitarbeiter Batzeck Klaus' data entry form. The left sidebar lists employees under the 'Entwicklung' unit. The main form contains the following fields:

- Personalnummer:** 034
- Aktiver Benutzer:** ☒
- Standard-Benutzerrolle:** 2 Manager
- Unit:** 1 - 2 / 2 (with sub-items: 1 Applikationen, 2 Entwicklung)
- Login:** batzeck
- Mitarbeiterstatus:** Festangestellt
- Standort:** Frankfurt
- Anrede:** Herr
- Titel:** Dr.
- Name:** Batzeck
- Vorname:** Klaus
- Sprache:** deutsch

The right panel shows the 'Fähigkeiten' (Skills) section with tabs for 'Tätigkeiten' (Tasks) and 'Soft-Skills' (Soft Skills). Under 'Tätigkeiten', there are checkboxes for [1] Analyse, [2] Beratung, and [3] Projektleitung. Under 'Soft-Skills', there are checkboxes for [1] Interkulturelle Kommunikation, [2] Kommunikation, [3] Problemlösung, and [4] Teamführung. The 'Sprachfähigkeiten' (Language Skills) section has checkboxes for [1] deutsch, [2] englisch, and [3] französisch.

Illustration 5: Master data (personnel)

Through the definition of actions, the appropriate internal and external cost rates for the project-orientated processes can be stored. Through this, there is also the possibility of invoicing the individual projects according to tasks. The "standard price table" illustrates the definition of these actions. In addition to that, deviating price tables can also be defined for the individual projects or customers.

Projectile also allows for the definition of services or components from outside (products, services, licences, hardware, etc.) for foreign cost tracking. In this way, the purchasing and the (project-orientated) delegation of services from outside are taken into consideration.

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