

SALES PIPELINE

General Data/Main

Basic information

Employee: Schaub Peter | Company: ATB Autobau AG

Note: [Empty text field]

Classification

Reference: Projectile#Version 3.2 | SalesPhase: 04 - Presentation

Topic: Introduction to the SAP Environment

Potential: A-Potential | NeedForAction: [Dropdown menu open]

Forecast

SalesProbability: 50,00 %

Effort hours: [Empty] Pd

ServiceAmount: 20.000,00 EUR | WeightedServiceAmount: 10.000,00 EUR

- SalesPhase: Soll das so geschrieben sein? Alle Auswahlmöglichkeiten beginnen mit einem Großbuchstaben, bis auf „offer“.
- NeedForAction: Auswahlmöglichkeiten sind wieder deutsch.

Project Fields

BasicData

Project name: [Empty text field]

From: 01.09.2020 | To: 27.11.2020

Unit: [Empty dropdown]

Project managers	First name	Name	Work phone	Mobile number	Email adress
[Empty]	[Empty]	[Empty]	[Empty]	[Empty]	[Empty]

Attributes

Priority: 3 - normal priority

Category: [Empty dropdown]

Product: [Empty dropdown]

Strategy: [Empty dropdown]

- Category/Strategy: Auswahlmöglichkeiten wieder deutsch.

Skills

- IT Skills: Auswahlmöglichkeiten alle deutsch

Language Skills

- „Indian“ ist keine Sprache. Indien hat ungefähr 180 Sprachen. Besser wäre also „Indian Language“ oder „Hindi“ und „Other Indian Language“.

Soft Skills

- „Know How Building“ klingt eigenartig
- „Rhetoric“ nicht „rethorics“
- „Team Building“ und „Team Leading“

ADDRESS

The screenshot shows the SAP 'Address 1' form for 'CSH Consult AG Fakturaanschrift'. The 'General data' tab is active. The form contains the following fields:

Company	CSH Consult AG		
Address type	Fakturaanschrift		
Other company name	CONSULT AG		
Street	Bahnhofstraße 29		
Postal code	80400	City	München
Country	Germany		

- Fakturaanschrift

CONTACT PERSON

General Data

The screenshot shows the SAP 'Contact person' form for 'Nahl Lisa'. The 'General data' tab is active. The form is divided into 'Basic information' and 'Address' sections. The 'Basic information' section contains the following fields:

Company	CSH Consult AG	Type	
Salutation	Misses	Title	Dr.
Last name	Nahl	First name	Lisa
Department	Geschäftsführung	Function	Geschäftsführung
Blocked	<input type="checkbox"/>	Reason for blocking	
Note			

The 'Address' section contains the following fields:

Street	Bahnhofstraße 28	City	München		
Postal code	80400	Country	Germany	Language	German
Phone number	089 / 7312-100	Fax number	089 / 73 12 - 99		
Mobile number	089 / 12 20 120				
Email address	nahl@consult.de				

Private

Private

Contact person Nahl Lisa

Document Edit View Actions

General data History Details Private Misc

Address & Communication

Private address

Private postal code Private city

Private country

Private phone number

Private mobile number

Private fax number

Private email address

Other private information

Birthday

Hobbys

Name of the partner

Name of the children

- Address
- Hobbies, denn „Hobbys“ ist die eingedeutschte Variante

EMPLOYEE

General Data

Employee Schmidt Paula

Document Edit View Back references Actions

General data Addresses & Communication Working Time Management Skill management Misc

Salutation Misses Title Dipl.-Ing.

Name Schmidt First name Paula

Note

Organization

Employee status Fixed Function Berater

Current location Berlin Cost center

Supplier

Unit Description Activ Unit managers

Technical information

Active user

Login paula

Default user role 08 - Projektleiter Zugriff auf "eige"

User language German

- Funktion: Auswahlmöglichkeiten alle deutsch

Addresses & Communication

Employee Schmidt Paula

Document Edit View Back references Actions

General data Addresses & Communication Working Time Management Skill management Misc

Address

Street An der Brunnenstube 25

Postal code 55120 City Mainz

Country Germany

Communication

Phone number -34

Mobile number

Email address paula.schmidt@testfirma.de

Private email address

Private phone number

- Address

UNIT

Unit Holding

Document Edit View

General data Misc

Basic information

Description Holding

Cost center 150 - Geschäftsführung Active

Note

Structure

Parent unit 150 - Geschäftsführung

Subordinate

Unit managers	Active
Schmidt Norber...	<input checked="" type="checkbox"/>
Klatt Maria	<input checked="" type="checkbox"/>

Unit managers

First name	Name	Work phone	Mobile number	Email address
1 Norbert	Schmidt	-20		norbert.schmidt...

Unit members

First name	Name	Work phone	Mobile number	Email address
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PROJECT Portfolios

Project 002 Entwicklung Modul A

Document Edit View Back references Actions

General data Stakeholders Proposal **Portfolio** Risk assessment Status Key figures Fakturadokumente Calculation Order data Logbook Final Report Mi

Attributes

Probability 100,00 % Priority 3 - normal priority

Billing type Expense Category Entwicklung

Secret

Strategy Class

Program 1 - gering
2 - mittel
3 - hoch

Product

Portfolios	Name	Description	From	To
1	0001	Test		

Complexity

Order volume Number of external contacts

Contract type Number of suppliers

Risk probability Project effort

Number of employees Relevance

Complexity no project

Tailoring

- Strategy/Class: Auswahlmöglichkeiten nicht übersetzt

Fakturadokumente

Project 002 Entwicklung Modul A

Document Edit View Back references Actions

General data Stakeholders Proposal Portfolio Risk assessment Status Key figures **Fakturadokumente** Calculation Order data Logbook Final Report Mi

Contracts

Status	Description	Payment Mode	Period	From	Date end	Amount/Period

Offers

Angebots-Nr.	Offer status	Offer valid until	Amount net	Gross amount
1 CSH-19-12-5	Offer Included	19.12.2019	29.780,00 EUR	35.438,20 EUR

Confirmations

ConfirmationStatus	Confirmation numb	Order date	Purchase number	Amount	ConfirmationTotal
1 Billed	CSH-19-12-5	05.12.2019	34333	29.580,00 EUR	35.200,20 EUR

Invoices

InternalNo.	Invoice status	From	To	Project	Net amounts	Created by

Order lines

Order	Description	Amount net	Value added tax	Amount gros	Cost
1 1 0001	Pos 2	3.000,00 EUR	MwSt-D-19%	3.570,00 EUR	Fremdleistungen
2 11 35325	Pos 2	1.200,00 EUR	MwSt-D-19%	1.428,00 EUR	Fremdleistungen
3 4 00012	Beratung	1.200,00 EUR	MwSt-D-19%	1.428,00 EUR	Fremdleistungen

- Fakturadokumente
- Angebots-Nr.
- Fremdleistungen

PROCESS

General Data

The screenshot shows the 'Process 001.2-1 Konfiguration' window. The 'General data' tab is selected. The 'Basic information' section contains the following fields:

- Number: 001.2-1
- Description: Konfiguration
- Project: 001.2 Customizing
- Occupation: Support (dropdown menu is open)
- Start of planning: 16.12.2019

The 'Parameters' section includes 'External project' and 'Closed'.

The 'Jobs' section contains a table with the following data:

Process	Description	Begin date planning	End date planning	Employee	Exter	Free	Closed	Target time	Estimated time
1 001.2	Konfiguration	13.12.2019	16.12.2019	Eilers Hans	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	08:00	08:00
								08:00	08:00
+	001.2-1	001.2-4	Konfiguration						00:00

- Occupation: Auswahlmöglichkeiten nicht übersetzt