





1C:Enterprise

Business application platform



1 500 000 businesses and government organizations run 1C:Enterprise - based software



5 000 000 users of 1C:Enterprise - based software products



1 200

certified business solutions built on 1C:Enterprise platform



300 000

developers use 1C:Enterprise development framework



1 500

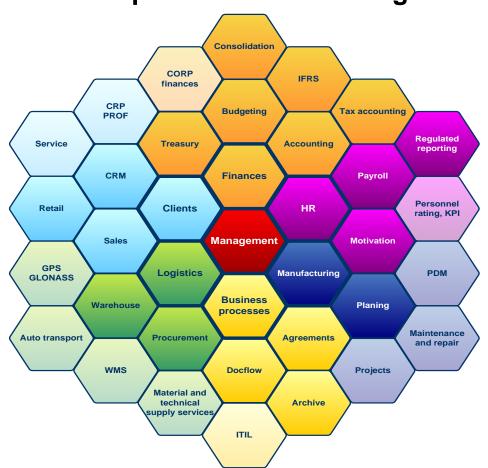
employees in 1C company



1C:ENTERPRISE 8

Integrated solutions for enterprise resource management

- Manufacturing management
- Financial management
- Retail management
- Warehouse logistics
- CRM
- HR and Payroll management
- Financial accounting (1C: Accounting)
- the most popular accounting app in a number of countries)
- Docflow management
- •Industry solutions





1C Customers

























































































































































1C:Enterprise performance and scalability ensure efficient automation of large corporations and public institutions



Russian Post. An automated 1C:Enterprise system for over 47 000 workplaces. Providing a unified methodology for all methods of accounting along with real-time inventory management, monitoring, and analysis of business activities.



Transmashholding. The 1C solutions suite is the corporate automation standard, featuring the ERP, CPM, WMS, and ECM systems. About 20 000 workplaces are automated by utilizing the suite. Deployment of the unified corporate system generated a confirmed economic effect over US\$ 147 000 000.



Moscow City Government. A unified cloud system for financial management. Deployed by more than 2,300 city institutions with a total of 18 000 users and 350 000 employees. It is based on SaaS technology. It provides over US\$ 18 000 000 annual cost savings.



The Ministry of Agriculture of Russia. State information systems on the 1C Platform to solve tasks of ensuring food security, managing agricultural development, preferential agriculture loans, and monitoring the industry. Over 15 000 users, over 300 000 units of monitoring, more than 20 000 indicators.



1C:Enterprise is a large-scale system



Bashkir Power Grid Company. ERP, ECM, MDM, and EAM systems, all based on 1C:Enterpise platform, deployed at more than 10 000 workplaces. This ensures efficient monitoring of business processes as well as management based on real-time data.



KAMAZ. More than 8 000 KAMAZ group workplaces are automated with 1C:Enterprise platform. This provides cost reduction, streamlines accounting and management, and ensures real-time consolidated reporting and financial analysis over all subsidiaries.



Sollers. More than 6 000 automated workplaces. This has been instrumental in cutting back manufacturing expenses, optimizing stock, improving the reliability of component supplies, and reducing production downtime.



Rosatom. State Atomic Energy Corporation. The unified corporate system "1C ERP Rosatom" is deployed in more than 100 companies within the industry. Over 7 000 workplaces are automated. Corporate Performance Management, a centralized holding management system, covers more than 1,500 workplaces. Built the through management processes of the nuclear industry.



Best-in-class companies that signed strategic agreements and memorandums to collaborate with 1C Company





















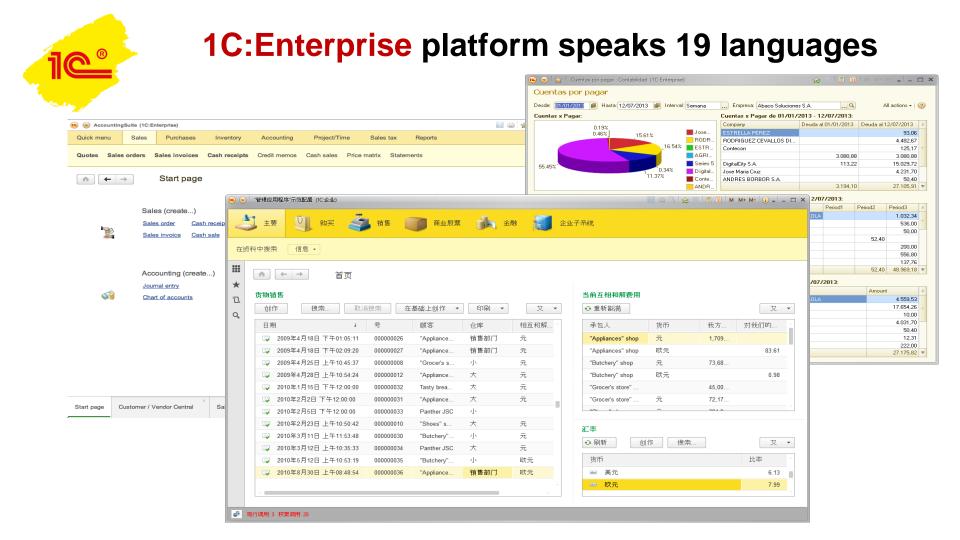














1C:Enterprise was activated in 90 countries

1C Partners now can organize training in 30 countries



Armenia
Azerbaijan
Belarus
Bulgaria
Canada
China
Cyprus
Czech
Ecuador
Estonia

Georgia
Germany
Italy
Kazakhstan
Kyrgyzstan
Latvia
Lithuania
Moldova
Mongolia
Poland

Romania
South Africa
Spain
Turkey
Turkmenistan
JAE
JSA
Jzbekistan
√ietnam



1C:ENTERPRISE Technologies and Tools

Technologies				Tools			
Web client	Thin client	Mobile client	Thick client		Form designer	(Query designer
Business	processes	Operation logging			Report designer	App UI designer	
Distributed databases		XML Data exchange			Help designer	Role designer	
UI autoge	eneration	Full-text search			Business logic wizards		
User's cus	tomization	Data compo	Data composition system		Web services	HTTP services	
Data mining	Aggregates	Business diagrams			Event subscribing	Se	ecurity profiles
	Intelligent re	Intelligent reporting system			Group dev.tools & version control		
Role-based	Role-based permissions Row-level security			App deployment & update tools			
	onent patterns	Fault-tolerant cluster			Application merging tools		
Business comp	•	en architecture			Internationalization Transla		Translation tools
Object-relat	ion mapping	Query processing			Integration tools		
Database adaptors: 1C native database, MS SQL Server, PostgreSQL,			Internet tools (HTTP, REST, FTP, SMTP, POP3, IMAP, OData)				
IBM DB2, Oracle Database			Debugger & profiler				
Built-in messanger, audi demon	o and video calls, screen stration	Data changing history			Built-in script language		
Crypto	graphy	Data Separation / Multitenancy					
•••					Functiona	al Options	
External Data Source Automatic RES	Mobile platform	Global se	Cloud work		1C:Enterprise Dev IDE for developing b		
Automatic Res	DIATI	JOON	Ciduu work		TOE for developing to	лизинеза арри	Cations



We have to develop 1C:Enterprise faster than the world market to keep our technology and solutions competitive



- Cloud technology
 - Multitenancy (data separation mode)
 - ASP and SaaS models supported
- Web client
 - all solutions of the system become available as services over the Internet
- Multiplatform approach including a support of opensource software
 - Linux, Windows, Mac OS
 - MS SQL Server, Postgre SQL, IBM DB2, Oracle Database
- Performance and reliability
 - A cluster of servers with dynamic load balancing
- Mobile platforms supported: IOS (Ipad, IPhone), Android,
- Personal data protection
- External sources available OLAP sources
- Unified and cross-platform application interface



Integration functionalities

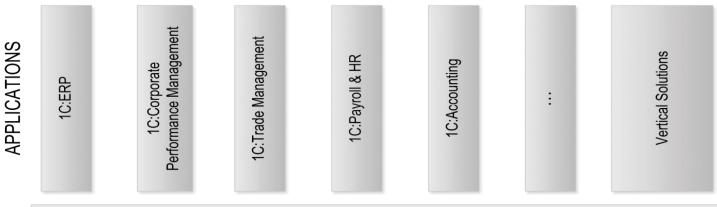
- Openness and integration with practically any software and hardware
- XML
- Internet protocols: HTTP, OData, SMTP, POP3, FTP, IMAP
- High-productivity work with Internet services
- Automatic REST
- Other integration technologies (COM, TXT, DBF, XLS, external components)
- Integration with equipment (barcode scanners, credit card terminals, printers, etc.)
- Exchange mechanisms in the out-of-box solutions (ready mechanisms with the ability to expand and customize)



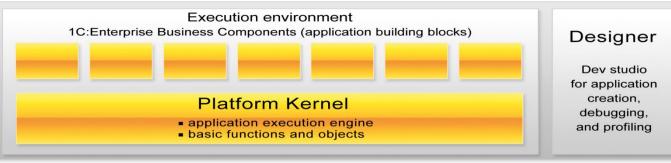


1C:Enterprise keys to success

- Innovative world-class technological platform
- System of platform-based applications for effective management and accounting



PLATFORM





Functional capabilities of 1C:ERP with cooperative usage of 1C:Document Management and 1C:Corporate performance management – in 1C:Corporation





- 1C:ERP is an innovative and efficient solution developed by 1C Company for creation of a complex information system to run any business. 1C:ERP allows to automate the main business-processes, to control the key enterprise performance indicates, to organize cooperation between institutions and departments, to coordinate production division activity, to evaluate the company, separate departments and staff's performance efficiency.
- 1C:ERP was designed taking into account the best global and national experience in the automation of huge and medium businesses, and with direct assistance of representatives of large industrial enterprises. Thanks to the expert approach in design and gradual testing 1C:ERP got exactly those functionalities which are the most demanded in huge companies operating in different fields, including technically complicated multistage production.

Since 2014 more than 4000 companies have implemented 1C:ERP Since 2004 more that 25000 companies have implemented ERP-systems from 1C



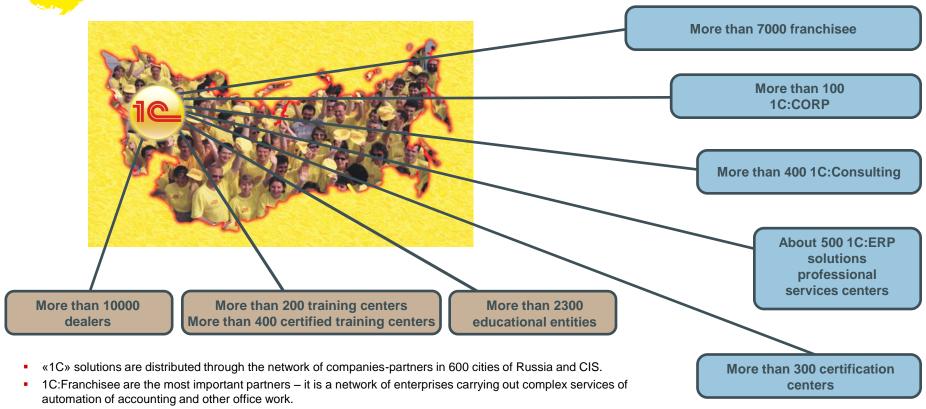
Key advantages of the flagship solution by **«1C Company»**

- Rich functionality that is equal to the level of international ERP systems.
- Flexible, efficient, and modern <u>1C:Enterprise 8.3 platform</u> that supports work via the Internet, including cloud technologies and mobile devices.
- A large number of specialized solutions that extend the system capabilities and use a single platform (PDM, EAM, PMO, ITIL, CRM, MDM, WMS, TMS, BSC, ECM, CPM, etc.).
- A wide partnership network with many years of experience in implementation of ERP systems (<u>1C:ERP solutions professional services</u> centers).
- Low cost of ownership and significant cost reduction with increased productivity and fast return of investments.
- Suitable for any industry, a wide variety of industrial sectorial solutions on the basis of 1C:ERP, the system can be implemented in complex manufactures.
- Cross-platform, flexible and supports open-source software, the system easily adapts to the definite peculiarity of business-processes and any company's innovations.





Partnership network of «1C Company»





1C:Enterprise is lucrative

Low possession cost and the opportunity to gain significant economic effect with increase in workforce productivity and rapid return on investment.

In comparison with foreign analogs:

- Deployment is twice as fast as other systems
- The system requires substantially less labour to be implemented
- Licenses are much cheaper
- The cost of projects is 2-3 times lower
- The cost of support is far lower



Economic effect

Economic effect after implementation of ERP-solutions on the "1C:Enterprise 8" platform					
	Efficiency index	Average mean			
Inventory and production	Decreased volume of material inventory	24%			
	Reduced expenses on material resources	17%			
	Decreased operating costs	16%			
	Decreased cost of manufactured products	9%			
	Enhanced volume of manufactured products	36%			
	Increased workforce productivity	33%			
Current assets	Improved inventory turnover	28%			
	Reduced accounts receivable	22%			
Overall efficiency	Accelerated order processing	75%			
	Reduced time of order execution	26%			
	Decreased operating and administrative expenses	17%			
	Increased revenue	14%			
	Reduced work effort in different departments	29%			
Work effort & reporting	Accelerated getting of managerial reports	by 2,9 times			
	Accelerated preparing of regulated reports	by 2,8 times			

136 published implementation projects with economic indices approved by the clients in 2018

Overview of 1C:ERP functionalities





Monitoring and analysis of the company's performance indices

- Creation of a hierarchical model of goals and targets.
- Day-Week-Month control principle.
- Creation of different options for comparing performance.
- Monitoring of targets with explanations of source data.
- Advanced analysis of financial results of the business areas.
- Great variety of graph formats of analytical reports.
- Newsletters on enterprise performance information via email.
- Access from mobile devices (tablet, smartphone).





Monitoring and analysis of the company's performance indices

Functions for the company's managers:

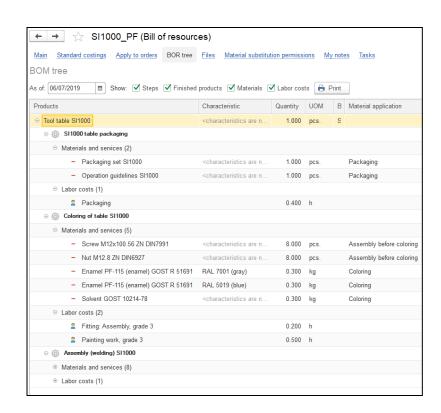
- Effectively estimate the key performance indices, «to cover the whole business at a glance»;
- Timely detect any deviation from a plan, negative dynamics, points of increase;
- To explain the indices with detalization till separate business operations;
- The system provides a unified approach to the estimation of financial results of real company's performance («to see the past») and to the analysis of efficiency of taken decisions on the basis of planned data («to estimate the future»).





Production management

- Visualization of product structures.
- Description of production process (resources specifications).
- Detailed description of resources needed for production (route sheets).
- Support of material, product and semi-finished goods accounting by series.
- Parametrical description of needed materials.
- Three levels of production planning, consolidation of needs in products, main and local production manager.
- Interval planning and Drum-Buffer-Rope.
- Bottleneck detection and management.
- MES/APS.



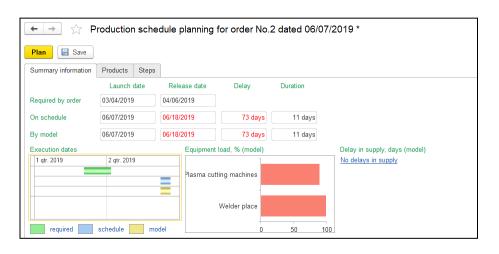


Production management

- Order priority management (VIP production orders).
- Access estimation of equipment and material resources inside the interval.
- Enhanced control of providing production division with resources.
- Keeping track of transportation time and monitoring of commodity stocks and supplies.
- Production forecasting.
- Dispatching control of production on the intershop and intrashop levels.
- Flexible replanning.
- Improved recording of employees' efficiency.

Tour tasks:

- support of the work in production divisions by turns;
- allow to create production operations without route sheets;
- enhance the convenience of work with production operations.

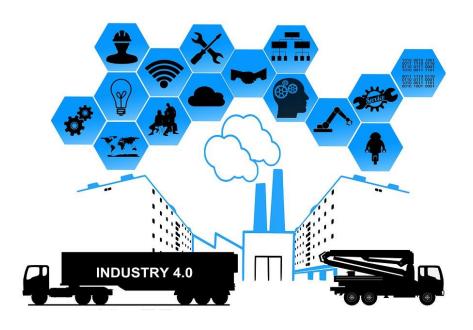




Production management

Handling of operating processes in departments that use step-by-step planning method on the MES-level allows to solve the following tasks:

- project integration of technologies of the industry 4.0 on the MES-level;
- scenery modeling when planning on the shop level;
- multicriteria optimization of production schedule;
- recording of peculiarities and limitations of production technology;
- getting of immediate information about production execution.





Production management

Functions for the production managers and specialists:

- allows to minimize dependency of planning quality on the accuracy of standardized data;
- responsibility separation, 3 levels of production management: planning and consolidation of needs in products level, the enterprise's dispatcher and local (shop) level, management level;
- accuracy in keeping records: clarifying step-by-step structure of works and material expenditure for each launched lot;
- allows to minimize the needs in replanning;
- to control the production process stage by stage there are a dispatching mechanism and semaphore informing system;
- production manager can forecast in advance all the negative situation development through the production process comparing with planned time periods.





Repair management

- Keeping records of repair objects.
- Classifying repair objects accordingly to the community factor of passport characteristics, kinds of repair, modes of operation.
- Monitoring of condition status of repair objects, as well as their belonging and location.
- Repair objects can be put in other repair objects or be their part.
- Repair production and planning of the inventory accordingly to the results of fault detection taking into account probabilities of various outcomes.
- In the exploitation process the data about results and detected defects in repair objects appear in the system.
- Registration of defects in the journal allows to carry out an analysis and organize execution of planned and eventual repair actions.





1C:ERP Repair management

Functions for production and repair services:

- Allows to form a schedule of repair and preventive activities which involves as registered defects, results, rules, as external circumstances (out-of-the-system orders).
- The subsystem is closely integrated with production and standardized reporting subsystems. Repair objects can be connected with production working centers. Besides, planned equipment repairs influence on the availability of such equipment for the production planning.





Cost management and cost calculation

- Allows to organize control over the material flows and consumption of resources that provide manufacturing, managerial and commercial company's activities.
- Expense recording and cost calculation is performed by using the data of operational accounting.
- Accounting for the actual costs by business areas at the needed analytical view in volume and value terms.
- Operational quantitative resource accounting of work in progress.
- Accounting of the actual work in progress at the end of the reporting period at the needed analytics views.
- Multiple methods to allocate the cost to products, works, production costs, business areas, future periods.
- Actual costs calculation for the period.
- The data about the structure of the output cost.
- The calculated costs may be detailed to the initial costs regardless of the number of production process stages.



Cost management and cost calculation

Functions for the financial department managers and specialists of cost calculation:

- The calculated costs may be detailed to the initial costs with further detailed analysis regardless of the number of production process stages;
- Calculation of planned cost with the opportunity to be detailed to the initial costs and with further detailed analysis of deviations in the view of production stages and semi-finished goods.
- Advance summarized estimating of the output cost during the current period;
- Multiple methods of cost allocation;
- Accounting of financial results by business areas.





Finance management

Functionalities:

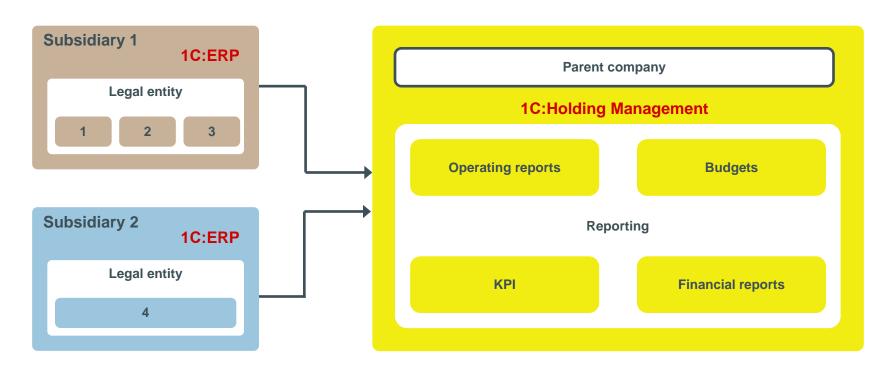
- Credits, deposits and loans;
- Acquiring (payment cards);
- Flexible instruments for keeping the payment calendar;
- Analytical reporting of the cash flows;
- Postponed displaying of accounting records;
- Connecting of accounting records to the documents without transformation;
- Creating of documents about typal operations;
- Data auditing;
- Registration of nonfinancial indices;
- Financial reports generator;
- Adjusted methodical model: accounts plan, accounting record templates, financial reports in compliance with IFRS;
- The documents of operating accounting fix all the business operations, the financial accounting keeps accounting records in compliance with the principles of RAS and IFRS, excluded double data entering.



 There is an opportunity to compound some clauses of IFRS reporting by transforming accounting records formed accordingly to the RAS reporting.



Finance management – aggregating the IFRS reporting, amplifying the functionalities by using 1C:Holding Management 8





1C:ERP Budgeting

Functionalities:

- customizable kinds of budget and enlarged analytics;
- scenery modeling;
- budget process management;
- maintenance of various currencies;
- table forms for entering and correcting;
- economic forecast:
- achievement analysis of planned indicators;
- summary reporting composition on the basis of monitoring results;
- enlarged financial analysis.

Functions for the budgeting managers and specialists:

- efficient instruments for the budgeting process management;
- data quality control by means of explanation till the initial calculation data;
- budget correction management the history saves any changes in the values of budget items;
- convenient calculation of planned indices in the budget editing form it is possible to use the calculations by formula for each index simultaneously from several data sources;
- the versioning option allows to conduct analysis and version comparison.





Regulatory accounting

- Convenient functionality for the automation of bookkeeping and tax accounting involving preparation of obligatory (regulatory) reporting in the company.
- Supports bookkeeping & tax accounting of the company's performance with individual departments.
- Accounts structure and organization of analytical, currency and quantitative accounting comply with the legislation requirements of bookkeeping and data recording in the reports.
- Separate accounting for the execution of contracts.



Functions for the accountants:

- built in the system functionalities for the bookkeeping and tax accounting;
- applied methodology is a further stage of development of accounting solutions deployed in other products of the «1C:Enterprise» system that have already become an industrial standard;
- a unified document registry;
- the automation of the regulatory accounting is based on a high technological level.



HR and payroll management

Functionalities:

- Mutual settlements with personnel in cash and non-cash forms, debt management;
- Analysis of charged payroll by using the internal analytical reports;
- Getting of unified accounting forms;
- Tax and deduction calculations;
- Composition of the regulatory payroll accounting both summary and personalized;
- Electronic data exchange with tax authorities.

Functions for the HR & payroll managers and specialists:

- efficient motivation systems organization;
- HR recordkeeping and payroll calculation in compliance with the legislation;
- enhanced faithfulness and rapidness of payrolls;
- minimized payroll cost, entirely automated payroll complex;
- payroll document composition.





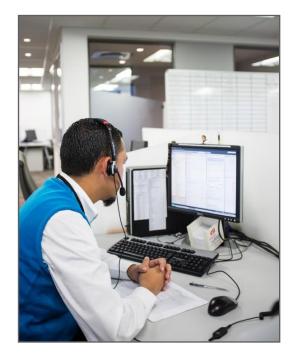
Customer relationship management

Functionalities:

- development of partner relationship strategy;
- customer relationship business-processes;
- customers' and partners' profiles;
- loyalty cards, customer loyalty analysis;
- claims management;
- transaction execution monitoring;
- BCG-analysis;
- enlarged KPI-analysis of managers.

Functions for the customer relationship managers and specialists:

- allows to react rapidly to customers' requests, to plan relations with them, to estimate results of different marketing and advertising campaigns for attracting clients;
- to monitor each appeal;
- to use effectively each contact;
- to build optimal relationship system by organizing the work with different customer categories;
- to monitor cooperation between partners it is possible to enter the information about all known partner's business relations and his contact names.





Sales management

Functionalities:

- Efficiency management of sales and other transactions with clients;
- Sales funnel;
- Composition of price lists with information about stock available;
- Standardized sales processes, complex sales management;
- Enlarged order management, typal and individual sales rules, agreements;
- Client self-service;
- Commercial agencies management;
- Retail trade automation: integration with commercial equipment, product range management, price tag and bar-coded label printing, seasonal planning, loyalty card usage, etc.;
- Monitoring of sales process status;
- Transport usage planning;
- Probability estimate of sales forecast;
- Separate accounting of partners (managerial accounting) and counterpart (regulatory accounting);
- Automatic control over the debt limits;
- Inventory of mutual settlements.





1C:ERP Sales management

Functions for the sales managers and specialists:

- allows to fix the history of any negotiations with a customer in respect of sales terms and conditions;
- makes it possible to plan revenue gaining on the daily basis, to control the meeting by the client of payment deadlines, to detect expired accounts receivable;
- provides through automation of the sales process of goods in the manufacturing plant, in wholesale and retail trade;
- involves different instruments for planning and sales control, allows to solve the tasks connected with order management.





Procurement management

Functionalities:

- Efficient procurement planning based on the sales and production plans and non-performed orders.
- Placing orders to suppliers and control over their execution.
- Registration and execution analysis of additional conditions of contracts with fixed nomenclate articles, volumes and delivery time.
- Support of various schemes of goods acceptance from suppliers including acceptance for its further sale and getting customer raw materials.
- Registering of unbilled deliveries by using warehouse warrants.
- Analysis of warehouse and production needs in products, finished goods and materials.
- Supply management and order control are performed with necessary detalization (till the order, till the purpose of manufactured product, till the business area).





Procurement management

Functions for the procurement managers and specialists:

- through analysis and relations establishment between the orders from customers and ones to suppliers;
- consequence analysis in case the supplier does not execute the orders (what customer order will fail if there is underdelivery of goods or materials);
- procurement planning taking into account forecast level of inventories and reserved commodity stocks in the warehouses;
- selection of optimal suppliers considering their reliability, delivery experience, rapidness of order execution, offered delivery conditions, geographical and other criteria and automatic order placement to them;
- delivery and payment schedules composition.





Warehousing and inventory management

Functionalities:

- Complicated hierarchical warehouse structure;
- Cellular warehouse management;
- Separate order recording needs reservation;
- Simplified and enlarged stock maintenance;
- Mobile workplaces of warehouse employees;
- Multi-turn packaging accounting;
- Inventory accounting management;
- Management of goods movement between warehouses and plants;
- Statistical stock analysis, ABC/XYZ-analysis results keeping;
- Forecast demand calculation;
- Goods recording in the warehouses accordingly to their series and validity time period;
- Delivery management;
- Goods calendar.





Warehousing and inventory management

Functions for the inventory and warehousing managers and specialists:

- addressed goods and materials storage allows to handle the location when the goods arrive or are to be shipped, their movements and box splitting;
- automatic selection of an optimal location storage when placing and assembling the goods;
- special work zones for the optimal access to the warehouse cells, the formation of the order of storage cells;
- different selection strategies for the optimization of location in cells;
- the mechanism of proactive recharge of the cells on the addressed warehouse allows to enhance the speed of selection when the goods are to be shipped from the warehouse;
- multistep process of goods inventory taking that includes formation of orders for the inventory taking, issuance of orders for recalculation of balances, separate reflection of surpluses and shortages;
- optimization of delivery of the products to the customers, as well as goods movement from one warehouse to another.

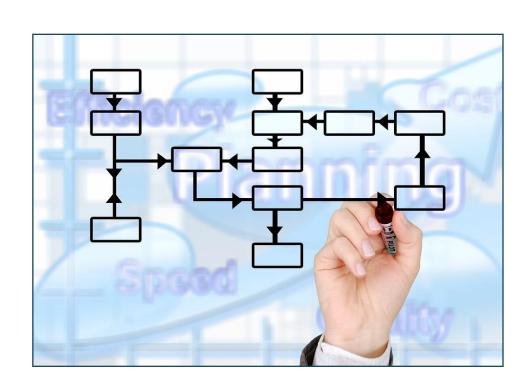




Integration 1C:ERP with 1C:Document Management

1C:Document Management provides the automation of a whole processing cycle of official and internal documents in the company and maintains both electronic and paper document forms:

- work with the documents of any type;
- control over the document versions, full-text search;
- an opportunity to use an electronic signature and encryption;
- process adjustment of user interaction;
- contract management;
- project documentation, communication between project participants;
- event planning, corporate e-mail and forum;
- work-time control and accounting.





1C:ERP – huge projects

Current and target infrastructure requirements do not impose limitations for using of 1C:ERP



23 000 employees 2 500 AWP January 2017

- Maintenance, repair, modernization of locomotive engines
- 88th position in the ranking «200 largest private companies in the RF» (Forbes), 9 repair factories and more than 80 service train yards
- For the year 2018 it was planned to increase the number of workplaces and to launch the block of efficient production management
 Partner: AFM-Servers



2 500 employees 1 800 AWP March 2014

- Supply of great variety of types of rolled metal products.
- Manufacturing facilities are able to process 1 million tons of steel annually.
- Regulatory accounting, warehousing, planning, production management, repairs, sales.

Partner: EvrazTechnica



3 900 employees 1 300 AWP November 2015

- The leader among the manufacturers of cabling and wiring products on the territory of the RF and CIS.
- More than 200 brands of products and 150 000 label sizes were developed since the company's foundation.
- Planning, production management, sales, marketing, warehousing, finance management

OKADO

1 900 employees 1 200 AWP September 2016

- One of the largest telecom service providers in Moscow
- The leader among the providers of wide-band cable networks, the largest provider of telecom service in Moscow and Moscow region
- Managerial accounting, procurements, warehousing, bookkeeping, tax accounting, integration with 1C:Document management

Partner: Absolute-Soft Corporate projects

Partner: Sibkabel



1C:ERP – small projects

1C:ERP is suitable not only for huge corporations but also for small businesses in different fields



50 employees 5 AWP March 2017



45 employees 5 AWP February 2016

- «Yarus» an expert in the field of building equipment leasing.
- Finance, managerial accounting, indices monitoring, budgeting, CRM, HRM, procurement and document management.
- «Samarsky Podshipnik» a young enterprise that manufactures and supplies pillow blocks of different modifications.
- Bookkeeping, tax accounting, regulatory accounting, procurement, sales and production management.

Partner: 1C-Rarus Samara, Samara



80 employees 3 AWP December 2015

Partner: PromInfoConsult. Samara



26 employees 5 AWP April 2015

- «VerRus» production of dry building mixes.
- Bookkeeping, tax accounting, regulatory accounting, payroll, HRM, procurement, sales and production management.

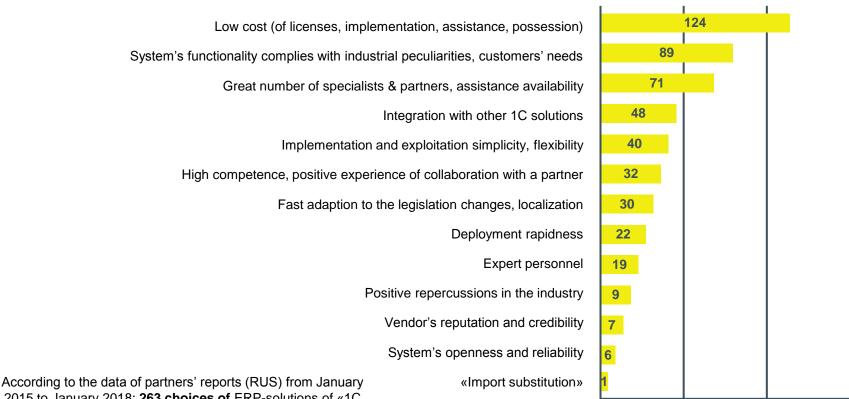
- "I-D-B RUS" wholesale trade of milk products.
- Cash flows accounting, bookkeeping under RAS, sales, production, procurement, materials and CRM planning.

Partner: 1C:Perviy BIT, Moscow - the Central office

Partner: Smart ERP Projects



Reasons to choose 1C:ERP instead of analogs



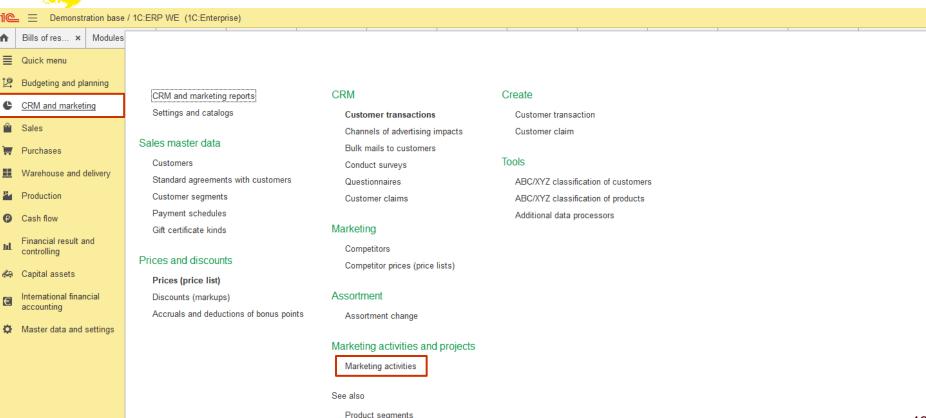
2015 to January 2018: **263 choices of** ERP-solutions of «1C Company» instead of analogs



Example

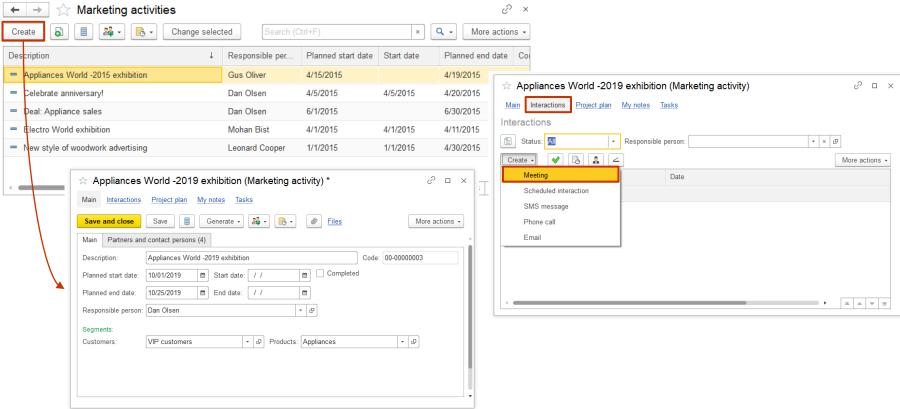


Marketing activities

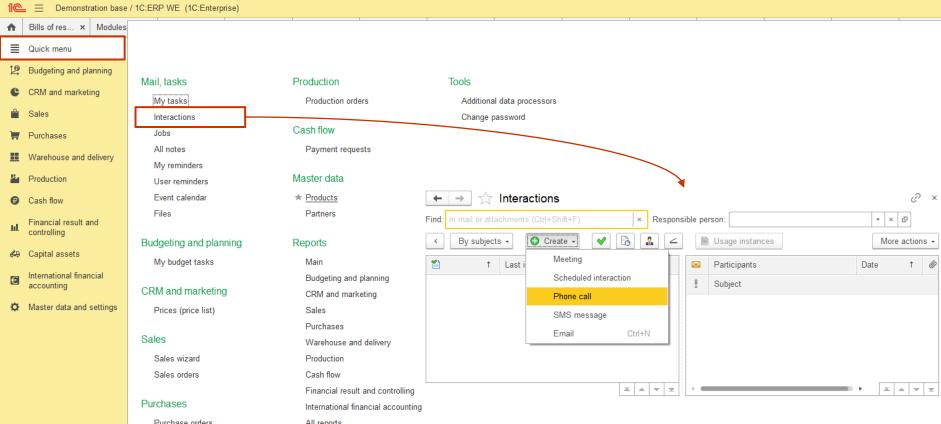




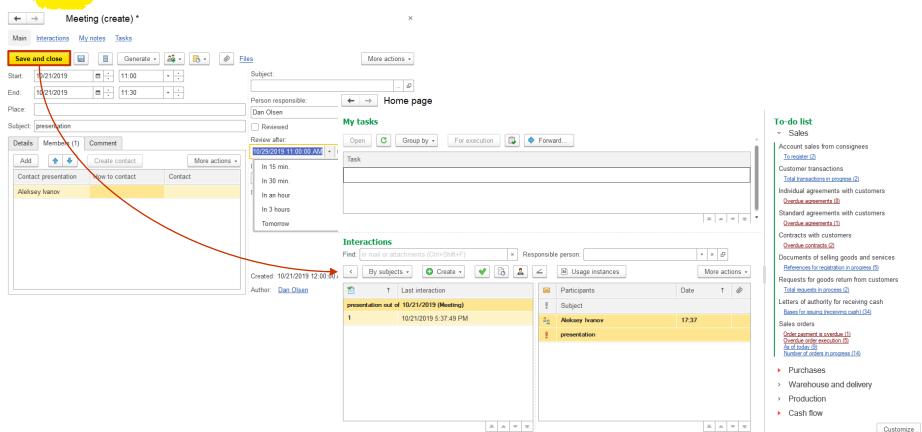
Marketing activities





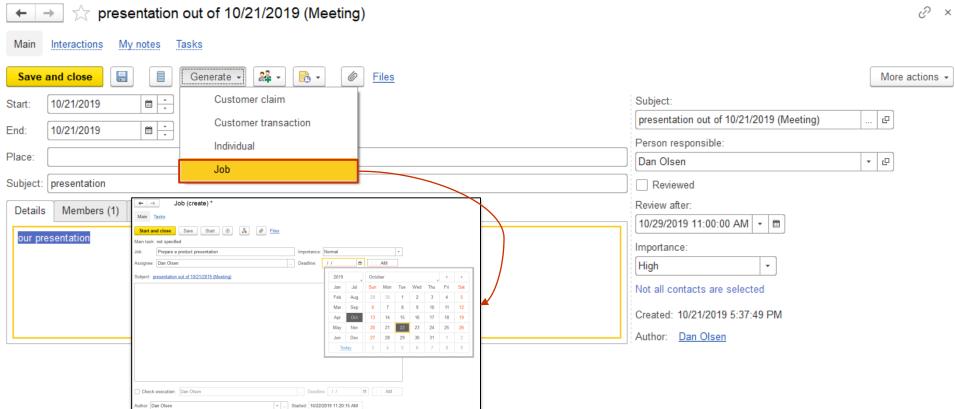




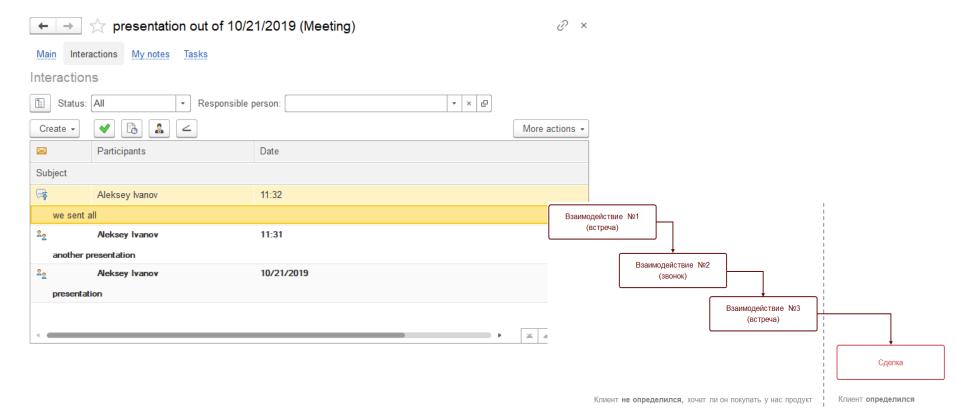


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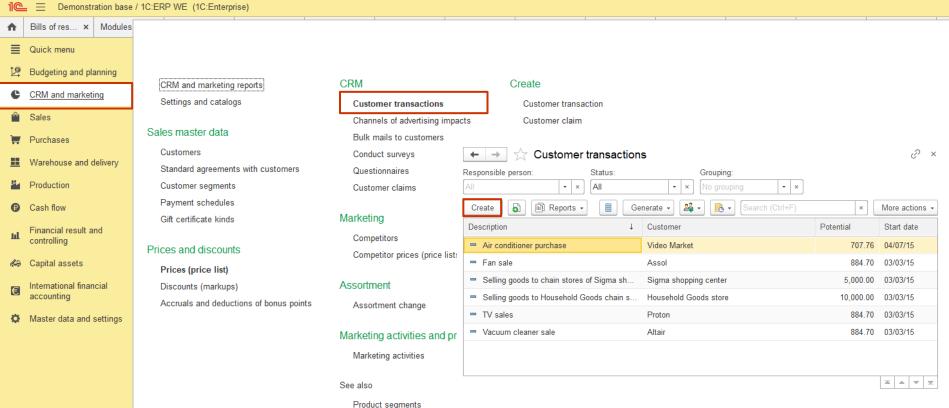












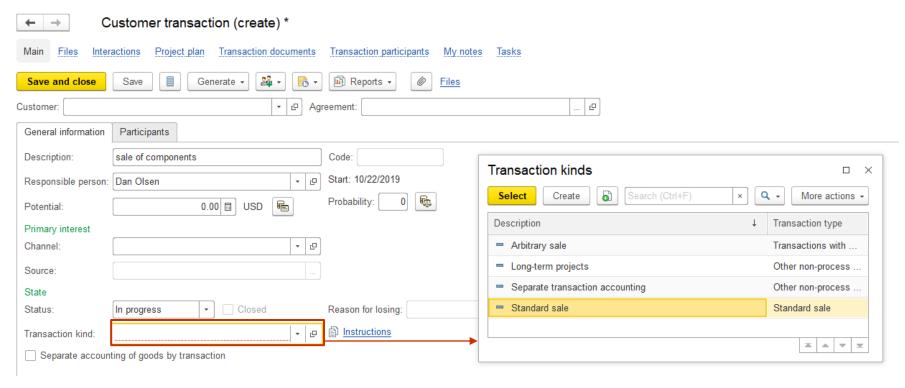


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Main	Interactions M	My notes	Tasks					
Save	and close		Generate ▼	<u>Files</u>				
Start:	10/21/2019	iii	Customer claim					
End:	10/21/2019		Customer transaction					
Diagram			Individual					
Place:			Job					
Subject:	presentation							
Details	Members (1)	Comment						
our pre	our presentation							



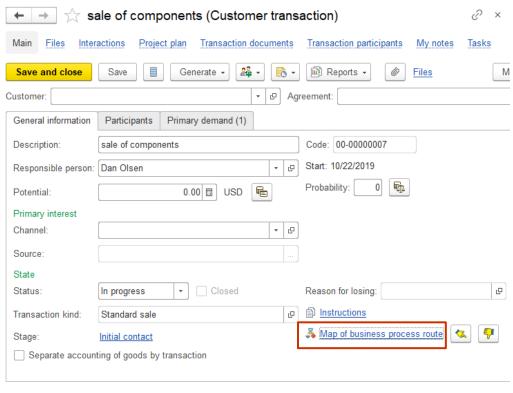
+ → ☆ sa	ale of components (Customer trans	action)	₽ ×					
Main Files Interactions Project plan Transaction documents Transaction participants My notes Tasks								
Save and close	Save Generate 🗸 🎎 🔻	Reports •						
Customer: Alfa	→ P Agr	eement: DS Tools sa	les 🗗					
General information	Participants Primary demand (1)							
Description:	sale of components	Code: 00-0000007						
Responsible person:	Dan Olsen	Start: 10/22/2019						
Potential:	0.00 🗊 USD 📳	Probability:	Marketing activities	_ ×				
Primary interest								
Channel:	Exhibitions		Select Create Generate - Search (Ctrl+F) ×	Q → More actions →				
Source:	· [Description ↓	Code				
Status:	In progress Closed	Reason for losing:	 Appliances World -2015 exhibition 	000000001				
Transaction kind:	Standard sale	Instructions	 Appliances World -2019 exhibition 	00-00000003				
Stage:	Condition approval	A Map of busine	Celebrate anniversary!	CU-00000001				
Separate account	ting of goods by transaction		Deal: Appliance sales	00-00000002				
			= Electro World exhibition	CU-00000003				
			New style of woodwork advertising	00-0000001				
				X A V X				

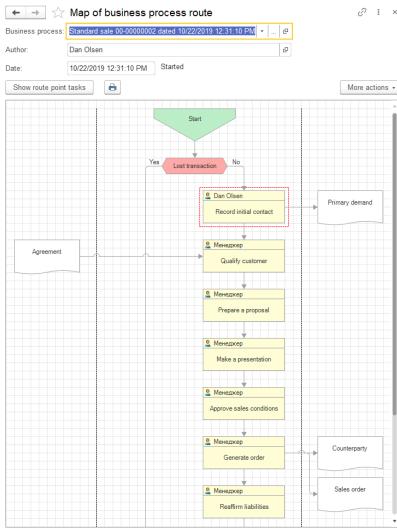






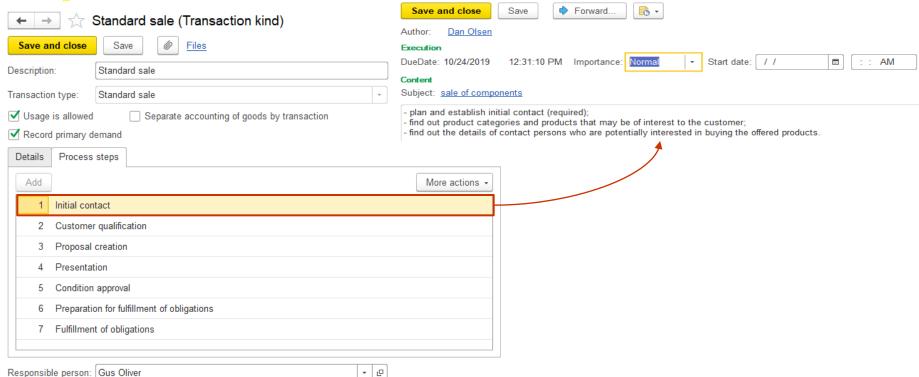
Business process







Business process





Reports





CRM and marketing

Sales

Purchases

Warehouse and delivery

Production

Cash flow

Financial result and controlling

Capital assets

International financial accounting

Master data and settings

CRM and marketing reports

Settings and catalogs

Sales master data

Customers

Standard agreements with customers

Customer segments

Payment schedules

Accruals and deductions of bonus points

CRM

Customer transactions

Channels of advertising impacts

Bulk mails to customers

Conduct surveys

Questionnaires

Competitors

Customer claims

Gift certificate kinds

Prices and discounts

Prices (price list)

Discounts (markups)

Assortment change

Transactions

Price list

Gross profit by transactions by companies

Search: Report description, field, or author

Price list generation by the selected prices, only available goods if required.

How many bonus points are left to accrue to the customer? For which bonus programs there are remaining accrued points?

Prices and discounts

Remaining bonus points

Which transaction kinds and transactions bring the most sales to customers by companies?

Primary demand

What are the reasons for unfulfilled demand by transactions and managers?

CRM and marketing reports

For which transactions the demand is fulfilled?

Primary interest

Comparison of primary interest sources according to quantity of registered customers and concluded transactions.

Find

Marketing

Assortment

Probabilistic forecast of winning the transaction steps

What is the probability that transactions will win on each step of the sales process?

Competitor prices (price lists)

Reason for losing transactions

What are the reasons for the transaction loss?

Which managers?

With which customers?

Sales by transactions for enterprise as a whole

Which transaction kinds and transactions bring the most sales to customers by enterprise?

Marketing activities and projects

Sales pipeline

Marketing activities What is the efficiency of each sale stage?

Transaction efficiency See also

How many transactions are won, lost or in progress?

For what potential sales amount? Product seaments

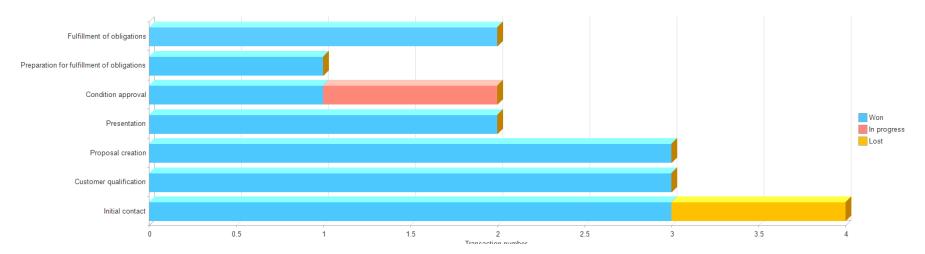


Reports

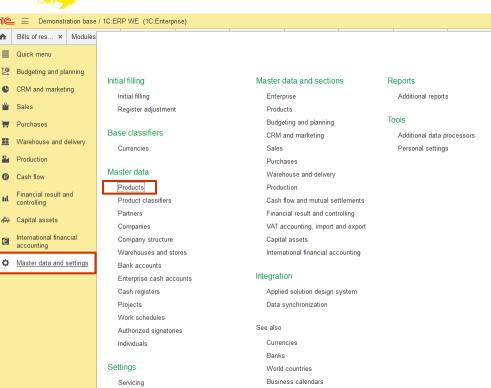
Sales pipeline

Process step	In progress		Won		Lost		Duration,
	Number of transaction steps in	Potential in operation	Number of won transaction steps		Number of lost transaction	Lost potential	days
	progress		steps		steps		
Initial contact			3	1,769.4	1	707.76	8.50
Customer qualification			3	1,769.4			
Proposal creation			3	1,769.4			
Presentation			2	884.7			
Condition approval	1		1	884.7			
Preparation for fulfillment of obligations			1	884.7			
Fulfillment of obligations			2	1,769.4			

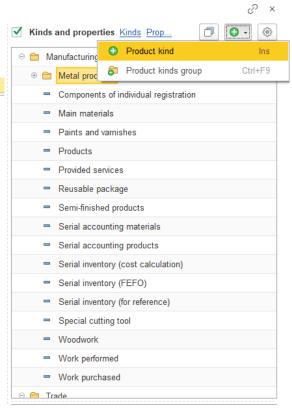
Количество сделок







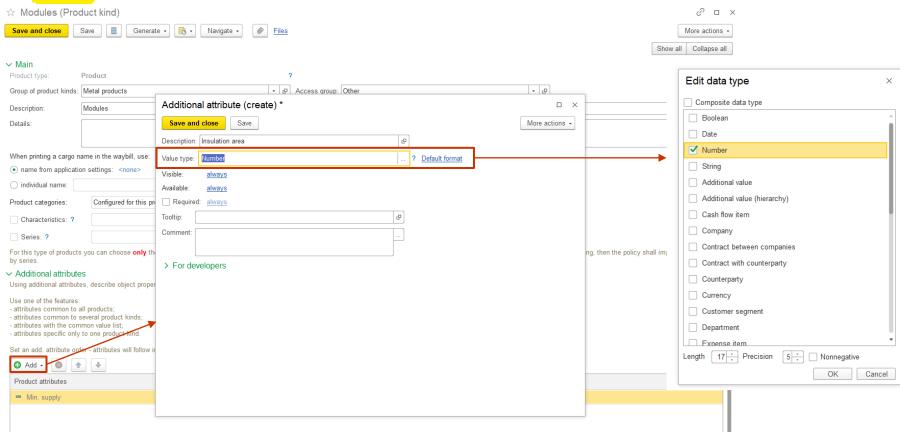
General settings
Users and rights settings
Organizer



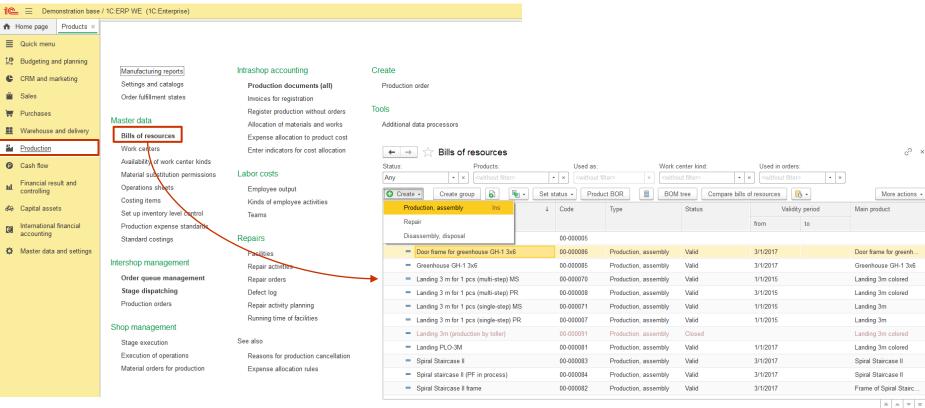


☆ Modules (Product kind)	∂ □ ×					
Save and close Save ☐ Generate → Navigate → Files	<u>s</u>	More actions ▼				
	Show	v all Collapse all				
✓ Main						
Product type: Product	?					
Group of product kinds: Metal products • • • • • • • • •	ther	- D				
Description: Modules						
Details:						
When printing a cargo name in the waybill, use:		✓ Additional attributes				
name from application settings: <none></none>		Using additional attributes Using additional attributes, describe object properties (for example, color, size, brand, etc.)				
individual name:		Use one of the features:				
Product categories: Configured for this product kind	<u>List</u>	- attributes common to all products;				
Characteristics: ?		- attributes common to several product kinds; - attributes with the common value list:				
Series: ?		- attributes specific only to one product kind.				
For this type of products you can choose only those series accounting policies, which include	halance accounting by corice. At	Set an add. attribute order - attributes will follow in the object form in this order.				
the warehouse is advanced for shipment or receiving, then the policy shall imply cost accounting	Add →					
	∑ Additional attributes ►					
> Name templates	Product attributes					
> Quick selection in lists	Min. supply					
> Visibility, control filling and uniqueness	 Insulation area 					
> Values used to create	- Area					
> Additional information	= WC					

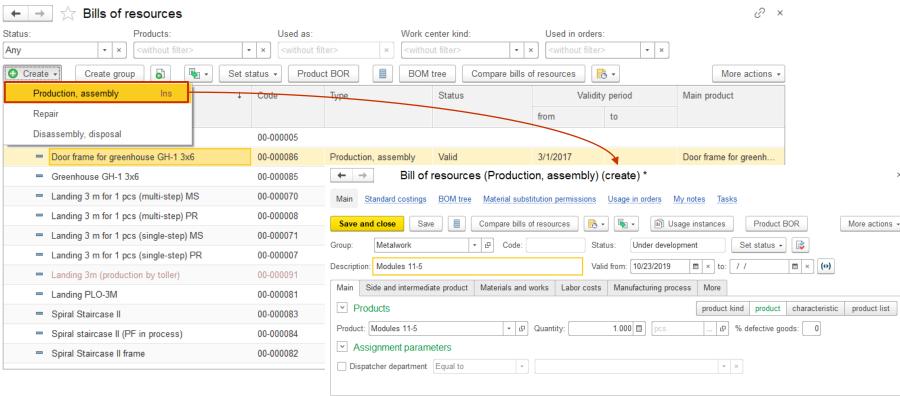




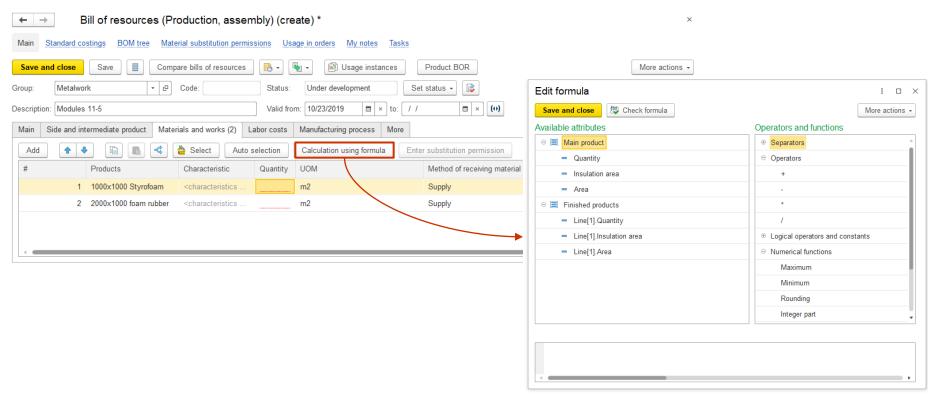




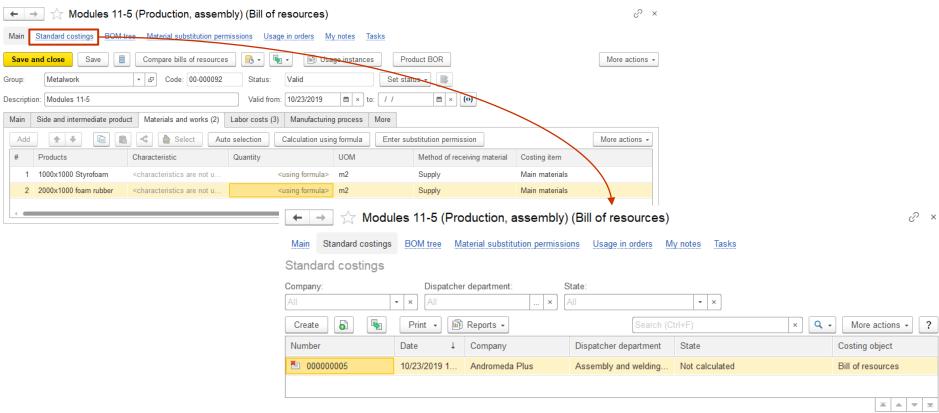




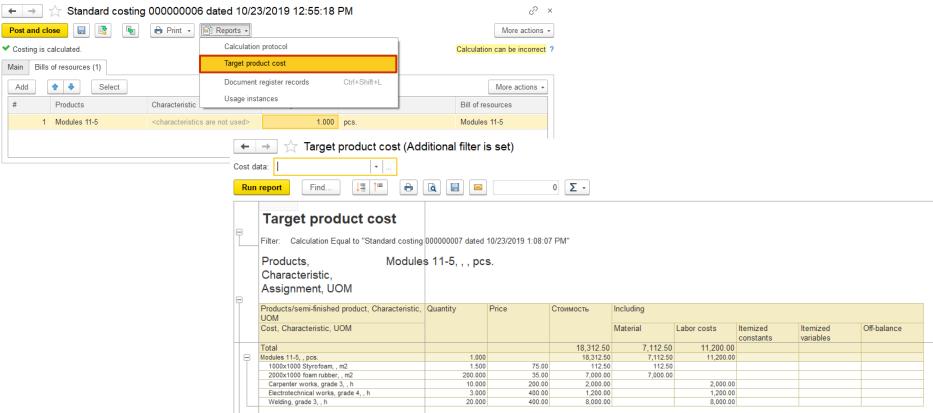












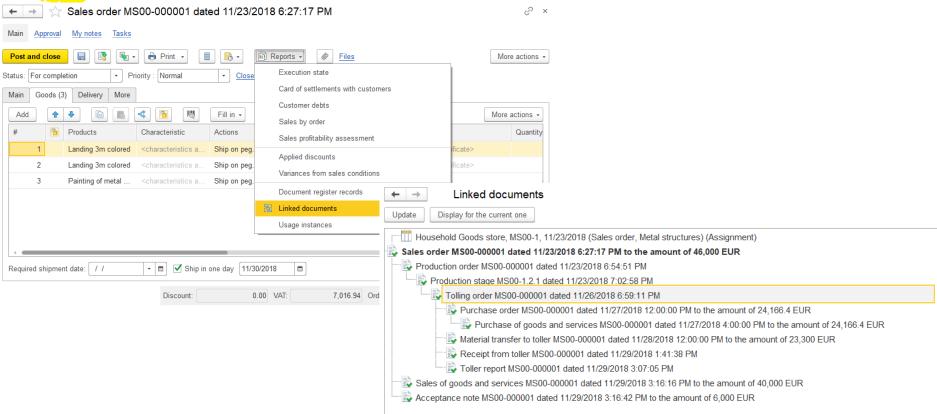


Sales order

← → ☆ s	sale of compone	nts (Customer trans	saction)			& ×				
Main Files Inte	eractions Project plan	Transaction documents	Transaction participants	My notes Tasks						
Save and close	Save	Generate 🔻 🎎 🕶	Reports -	Files		More actions 🕶				
Customer: Alfa		Acceptance note			🗗					
General information	Participants F	Customer claim								
Description:	sale of componer	Job								
Responsible person	Dan Olsen	Purchase order Request for goods return	from customer							
Potential:		Sales of goods and servi	l.							
Primary interest		Sales order								
Channel:	_	▼ 년								
Source:										
State										
Status:	In progress •	Closed	Reason for losing:	e e	Save and close	Save	♦ Forward			More actions ▼
Transaction kind:	Standard sale	_C	Instructions		DueDate: 10/23/2019	1:25:58 PM	Importance: Normal	- Start date: / /	m : : AM	
Stage:	Condition approval		A Map of business proce	ess route 🔇 🐬	Content					
Separate accou	nting of goods by transa	action			Subject: sale of com	oonents .				Create order
					Job result					
					Assignee: Dan Olser					Completed: / / m
										Completed

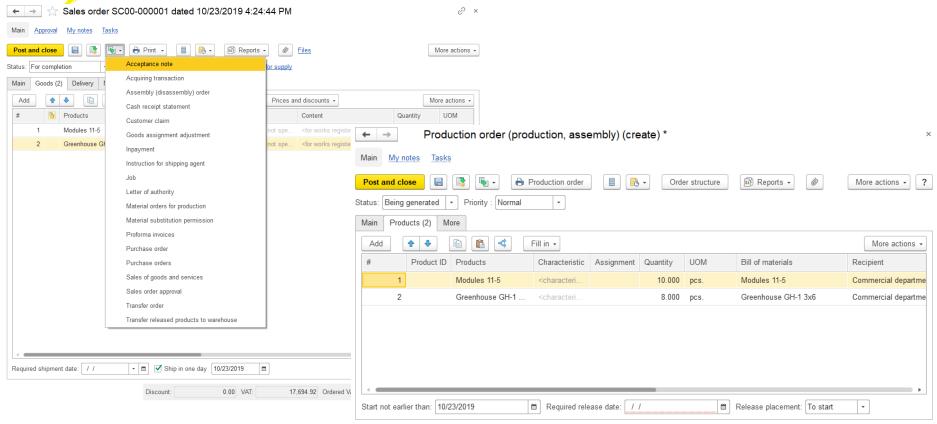


Sales order

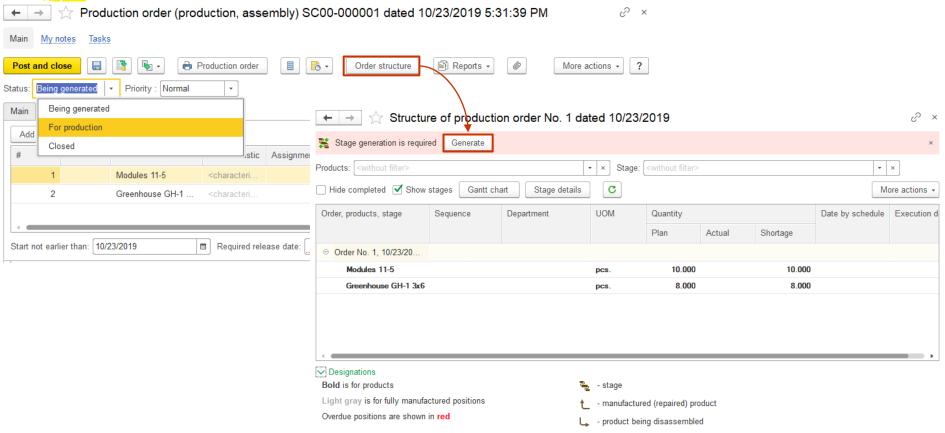




Production order









Structure of production order No	Stage: <without< th=""><th>t filter></th><th>* X</th><th></th><th></th><th></th><th>خ^ر ×</th></without<>	t filter>	* X				خ ^ر ×
☐ Hide completed ✓ Show stages ☐ Gantt chart ☐ Stage	e details C						More actions +
Order, products, stage	Sequence	Department	UOM	Quantity		Date by schedule	Execution date
				Plan	Actual Shortage		
○ Order No. 1, 10/23/2019, demand date							
⊕ Modules 11-5			pcs.	10.000	10.000		
⊙ Greenhouse GH-1 3x6			pcs.	8.000	8.000		
E Lining	5	Assembly and welding shop	pcs.	4.000	4.000		
Polycarbonate cutting	4 5	5 Plastic product shop	pcs.	4.000	4.000		
	3 5	5 Assembly and welding shop	pcs.	4.000	4.000		
			pcs.	8.000	8.000		
Welding of door blanks	2	Assembly and welding shop	pcs.	8.000	8.000		
Profile cutting	1 2	2 Metal working shop	pcs.	8.000	8.000		
Frame welding	2	3 Assembly and welding shop	pcs.	4.000	4.000		
Profile cutting	1 2	2 Metal working shop	pcs.	4.000	4.000		
💺 Lining	5	Assembly and welding shop	pcs.	4.000	4.000		
Polycarbonate cutting	4 4	5 Plastic product shop	pcs.	4.000	4.000		
	3 5	5 Assembly and welding shop	pcs.	4.000	4.000		
			pcs.	8.000	8.000		
Welding of door blanks	2	Assembly and welding shop	pcs.	8.000	8.000		
Profile cutting	1 2	2 Metal working shop	pcs.	8.000	8.000		
Frame welding	2 3	3 Assembly and welding shop	pcs.	4.000	4.000		
Profile cutting	1 2	2 Metal working shop	pcs.	4.000	4.000		

Designations

Bold is for products

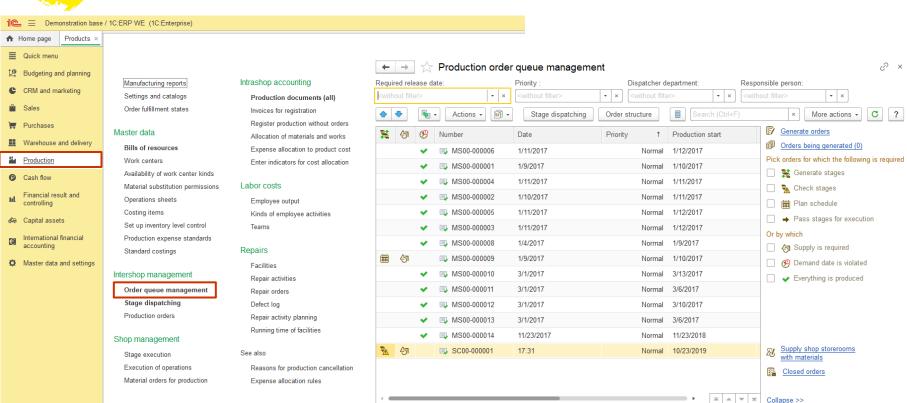
Light gray is for fully manufactured positions

Overdue positions are shown in red

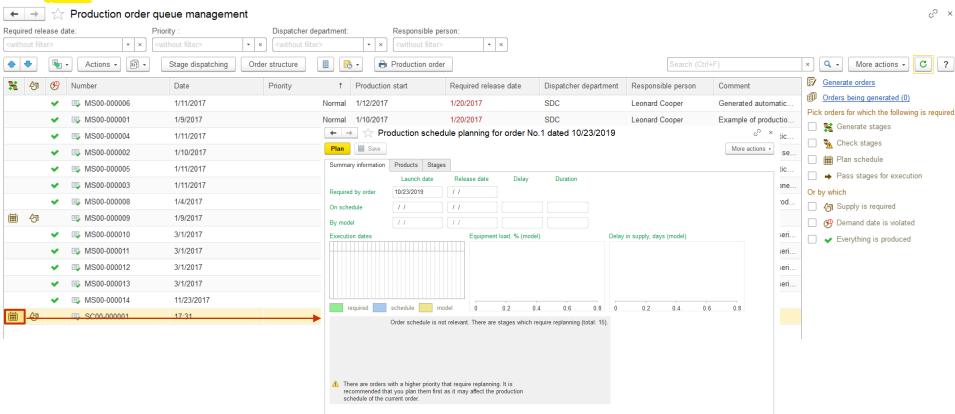
- manufactured (repaired) product

- product being disassembled





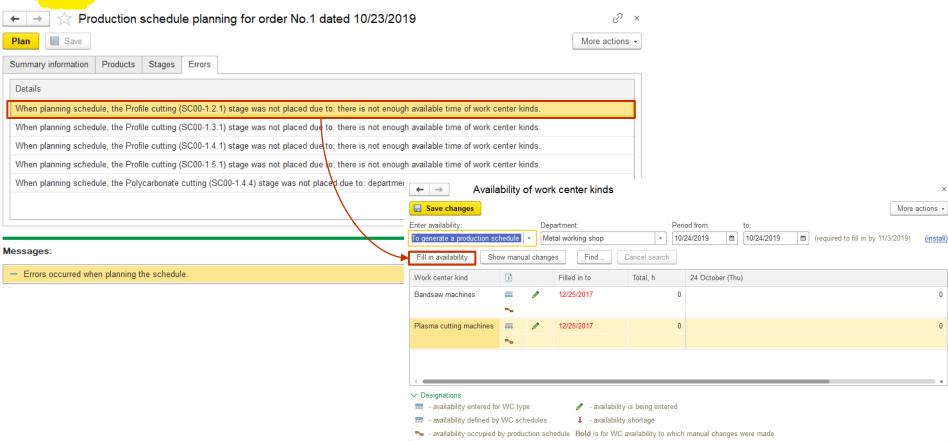




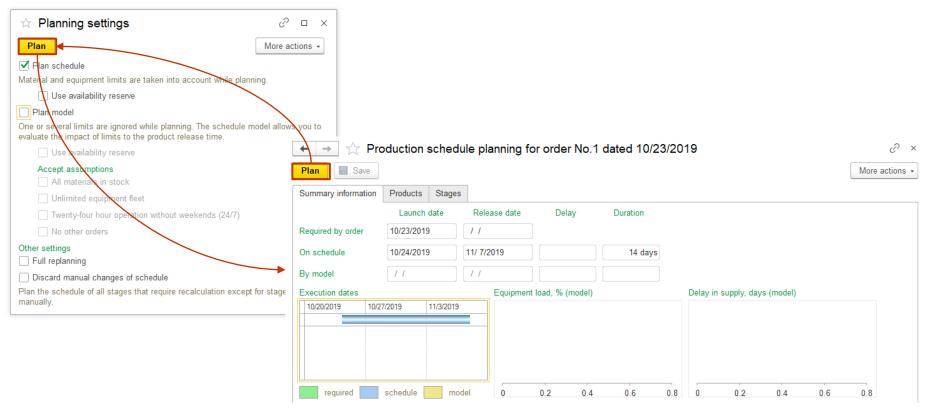


← → ★ Pro	oduction schedule p	planning for order No.1 dated 10/23/2019			© ×
Plan Save					More actions -
Summary information	Products Stages				
	Launch date Re	Planning settings	€ □ ×		
Required by order	10/23/2019 / /	Plan	More actions -		
On schedule	11	✓ Plan schedule			
By model	11	Material and equipment limits are taken into account while plann	ing.		
Execution dates		Use availability reserve			
		Plan model			
		One or several limits are ignored while planning. The schedule mevaluate the impact of limits to the product release time.	odel allows you to		
		Use availability reserve			
		Accept assumptions All materials in stock			
required	schedule model	Unlimited equipment fleet		0.6	0.8
	Order schedule is not releva	Twenty-four hour operation without weekends (24/7)			
	Oracl Schodule is not relevi	No other orders			
		Other settings Full replanning			
		Discard manual changes of schedule			
There are orders v	with a higher priority that rec	Plan the schedule of all stages that require recalculation except manually.	for stages placed		
	at you plan them first as it m				

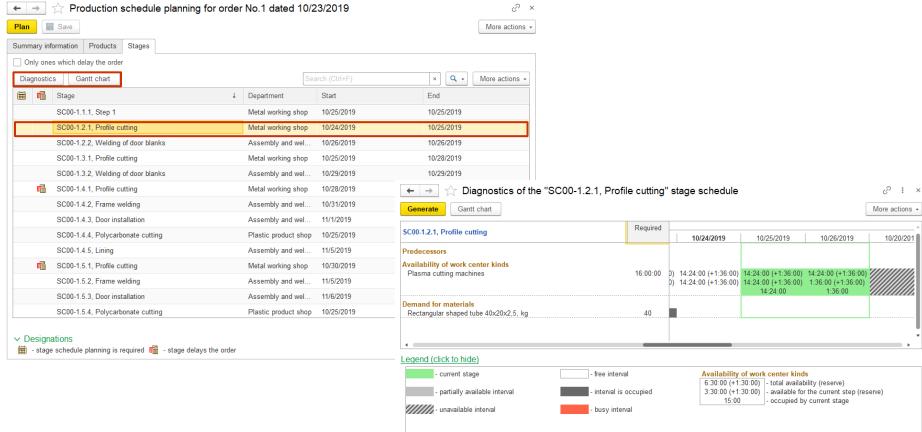




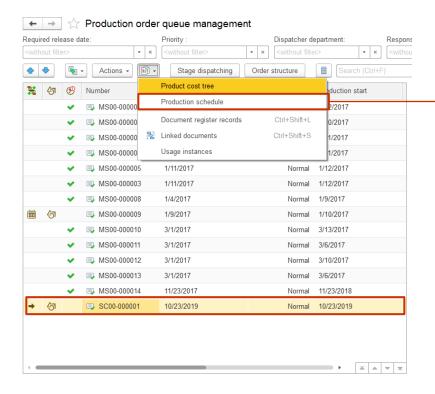






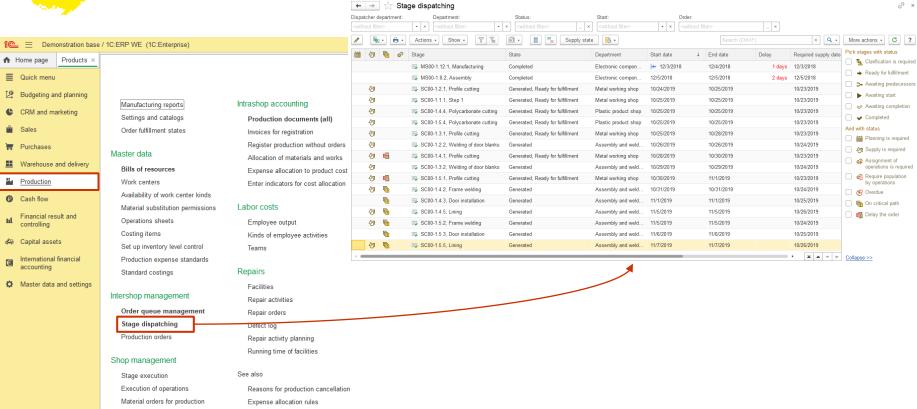




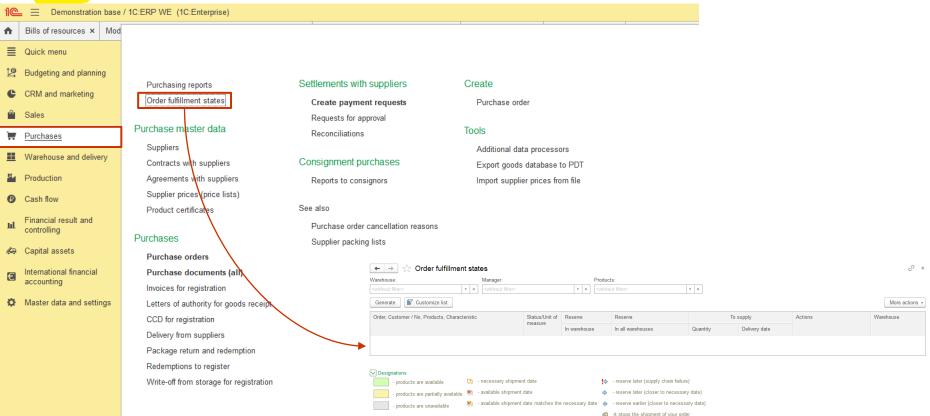


← → ☆ Ord	er production schedu		
Order: Production	n order SC00-000001 dated 10/	23/2019 5:31:39 PM 🕝	
isplay mode: O By dep	partments O By work center l	kinds By starting batches	
Generate			More actio
	10/20/2019	10/27/2019	11/3/2019
Door frame for greenho	use GH-1		
Modules 11-5		ı	
Greenhouse GH-1 3x6		-	
Greenhouse GH-1 3x6		,	
Door frame for greenho	use GH-1		
4 A Ore	lar production cohodu	do.	ć
	ler production schedu		e
Order: Productio	n order SC00-000001 dated 10/	(23/2019 5:31:39 PM	
	n order SC00-000001 dated 10/ partments		
			More actio
Display mode: O By dep			More actio
Display mode: O By dep	partments	kinds	
Display mode: O By dep	partments By work center	kinds	
Display mode: O By dep	partments By work center	kinds	
Oisplay mode: O By deg Generate Welder place Plasma cutting machine	partments By work center 10/20/2019	kinds	11/3/2019
Oisplay mode: O By deg Generate Welder place Plasma cutting machine	partments By work center	kinds	
Display mode: O By deg Generate Welder place Plasma cutting machine	partments By work center 10/20/2019	kinds By starting batches	11/3/2019
Generate Welder place Plasma cutting machine Order: Production	partments By work center 10/20/2019 s der production schedu	10/27/2019 10/27/2019 10/23/2019 5:31:39 PM v P	11/3/2019
Generate Welder place Plasma cutting machine Order: Production	and the partments By work center 10/20/2019 s der production schedu n order SC00-000001 dated 10/	10/27/2019 10/27/2019 10/23/2019 5:31:39 PM v P	11/3/2019
Display mode: Dy der Generate Welder place Plasma cutting machine Production Display mode: Production	and the partments By work center 10/20/2019 s der production schedu n order SC00-000001 dated 10/	10/27/2019 10/27/2019 10/23/2019 5:31:39 PM v P	11/3/2019 ■
Display mode: Dy der Generate Welder place Plasma cutting machine Production Display mode: Production	and the partments By work center 10/20/2019 s der production schedu on order SC00-000001 dated 10/ partments By work center	kinds	11/3/2019
Display mode: ○ By der Generate Welder place Plasma cutting machine Production Order: Production Display mode: ○ By der Generate	and the partments By work center 10/20/2019 s der production schedu on order SC00-000001 dated 10/ partments By work center	kinds	11/3/2019









oo - same date shipment



← → ☆ Order fulfillment states									Ø >	
Warehouse: Manager:		Products:								
<without filter=""> x</without>		▼ × <without filter=""></without>		- ×						
Generate									More actions •	
Order, Customer / No, Products, Characteristic	Status/Unit of measure	Reserve to date		Reserve		To supply Action			ins	
	medodie	10/25/2019	10/26/2019	In all warehouses	Quantity		Delivery date			
3 Etching solution <characteristics are="" not<="" th=""><th>I.</th><th></th><th></th><th></th><th>4</th><th>92.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	I.				4	92.000	10/24/2019	Reserve		
4 Tin GOST 860-75 <characteristics are="" not<="" th=""><th>kg</th><th></th><th></th><th></th><th>4</th><th>6.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	kg				4	6.000	10/24/2019	Reserve		
Production stage MS00-9.6.1 from 1/10/2017	For completion						P	Actions with	the order	
1 Wire MM - 1.9 TU 16.K <characteristics are="" not<="" th=""><th>m</th><th></th><th></th><th></th><th>4</th><th>16.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	m				4	16.000	10/24/2019	Reserve		
Production stage MS00-9.7.1 from 1/10/2017	For completion						.	Actions with	the order	
1 Wire MM - 1.9 TU 16.K <characteristics are="" not<="" th=""><th>m</th><th></th><th></th><th></th><th>#</th><th>8.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	m				#	8.000	10/24/2019	Reserve		
Production stage MS00-9.8.1 from 1/10/2017	For completion						₽;	Actions with	the order	
1 Cutting fluid CRC 03400 <characteristics are="" not<="" th=""><th>I.</th><th></th><th></th><th></th><th></th><th>240.000</th><th>10/24/2019</th><th></th><th></th></characteristics>	I.					240.000	10/24/2019			
2 Round bar 12 S355 <characteristics are="" not<="" th=""><th>kg</th><th></th><th></th><th></th><th>4</th><th>30.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	kg				4	30.000	10/24/2019	Reserve		
3 Casting mold cleaning <characteristics are="" not<="" th=""><th>I.</th><th></th><th></th><th></th><th>4</th><th>52.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	I.				4	52.000	10/24/2019	Reserve		
4 Electrode for electroche <characteristics are="" not<="" th=""><th>kg</th><th></th><th></th><th></th><th>4</th><th>6.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	kg				4	6.000	10/24/2019	Reserve		
Production stage MS00-9.9.1 from 1/10/2017	For completion						.	Actions with	the order	
1 Sheet 0.8 T30102 <characteristics are="" not<="" th=""><th>kg</th><th></th><th></th><th></th><th>4</th><th>4.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	kg				4	4.000	10/24/2019	Reserve		
2 Abrasive particle No. 4 <characteristics are="" not<="" th=""><th>kg</th><th></th><th></th><th></th><th>4</th><th>100.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	kg				4	100.000	10/24/2019	Reserve		
3 Etching solution <characteristics are="" not<="" th=""><th>I.</th><th></th><th></th><th></th><th>4</th><th>52.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	I.				4	52.000	10/24/2019	Reserve		
4 Electrode for electroche <characteristics are="" not<="" th=""><th>kg</th><th></th><th></th><th></th><th>4</th><th>6.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	kg				4	6.000	10/24/2019	Reserve		
Production stage MS00-9.10.1 from 1/10/2017	For completion						.	Actions with	the order	
1 Sheet 0.6 S41000 <characteristics are="" not<="" th=""><th>kg</th><th></th><th></th><th></th><th>4</th><th>2.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	kg				4	2.000	10/24/2019	Reserve		
2 Abrasive particle No. 4 <characteristics are="" not<="" th=""><th>kg</th><th></th><th></th><th></th><th></th><th>100.000</th><th>10/24/2019</th><th>Reserve</th><th></th></characteristics>	kg					100.000	10/24/2019	Reserve		

Designations

products are available

products are unavailable

- necessary shipment date



products are partially available 🌷 - available shipment date



💌 - available shipment date matches the necessary date 🗼



reserve later (closer to necessary date)

- reserve earlier (closer to necessary date)

it stops the shipment of your order

- same date shipment



products are available

products are unavailable

products are partially available

Purchases

. necessary shipment date

💌 - available shipment date matches the necessary date 👍

. available shipment date

← → ☆ Order fulfillment states									€ ×
Warehouse: Manager:		Produc	cts:						
<without filter=""> \(\) \(\times \)</without>	ir>	- × Cellul	ar polycarbonate 10 m	ım 600x150					
Generate Customize list									More actions 🕶
Order, Customer / No, Products, Characteristic	Status/Unit of	Reserve	Reserve to date	Reserve		To supply		Actions	Warehouse
	measure	In warehouse	10/24/2019	In all warehouses	Quantity		Delivery date		
Production stage SC00-1.4.4 from 10/23/2019	Generated		C)				.	Show all positions	
Cellular polycarbonat <characteristics are<="" td=""><td>m2</td><td></td><td></td><td></td><td>(</td><td>300.000</td><td>10/24/2019</td><td>Reserve</td><td>Procurement departm</td></characteristics>	m2				(300.000	10/24/2019	Reserve	Procurement departm
Production stage SC00-1.5.4 from 10/23/2019	Generated		Ç.,				₩.	Show all positions	
1 Cellular polycarbonat <characteristics are<="" td=""><td>m2</td><td></td><td></td><td></td><td>(</td><td>300.000</td><td>10/24/2019</td><td>Reserve</td><td>Procurement departm</td></characteristics>	m2				(300.000	10/24/2019	Reserve	Procurement departm
← → ☆ Order fulfillment states									& ×
Warehouse: Manager: <without filter=""></without>		Produ	cts: lar polycarbonate 10 n	000-450					
	312	V X Cellu	iar polycarbonate 10 n	nm 600x150 * ×			/		
Generate Customize list									More actions →
Order, Customer / No, Products, Characteristic	Status/Unit of Reserve		Reserve to date	Reserve	To		supply	Actions	Warehouse
	measure	In warehouse	10/24/2019	In all warehouses	Quantity		Delivery date		
Production stage SC00-1.4.4 from 10/23/2019	Generated		Ç				-	Show all positions	
1 Cellular polycarbonat <characteristics are<="" td=""><td>m2</td><td>25.000</td><td></td><td>—</td><td></td><td></td><td>10/24/2019</td><td></td><td>Procurement departm</td></characteristics>	m2	25.000		—			10/24/2019		Procurement departm
2 Cellular polycarbonat <characteristics are<="" td=""><td>m2</td><td></td><td></td><td></td><td></td><td>275.000</td><td>10/24/2019</td><td></td><td>Procurement departm</td></characteristics>	m2					275.000	10/24/2019		Procurement departm
Production stage SC00-1.5.4 from 10/23/2019	Generated		C.				₽;	Show all positions	
1 Cellular polycarbonat <characteristics are<="" td=""><td>m2</td><td></td><td></td><td></td><td></td><td>300.000</td><td>10/24/2019</td><td></td><td>Procurement departm</td></characteristics>	m2					300.000	10/24/2019		Procurement departm
✓ Designations									

- reserve later (supply chain failure)

-it stops the shipment of your order

- same date shipment

- reserve later (closer to necessary date)

- reserve earlier (closer to necessary date)

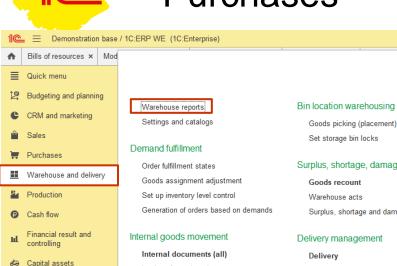


International financial

Master data and settings

accounting

Purchases



Invoices for registration

Orders for internal consumption

Transfer orders

Assembly (disassembly) orders

Pegged goods transfer

Advanced warehouse

Acceptance

Shipment

Warehouse notes

Packing lists

Goods picking (placement)

Set storage bin locks

Surplus, shortage, damage

Surplus, shortage and damage of qu What are the current stock balance in warehouses?

Vehicles

Instructions for shipping agents

See also

Product certificates

Goods placement rules

Warehouses and stores

Warehouse reports

Search: Report description, field, or author * ×

Inventory analysis

Goods in warehouses list

Analysis of quantitative goods movement in the enterprise warehouses.

Inventory turnover in warehouses

Which warehouses have low goods turnover?

Which are the current stock balance and level of stock balance of interest?

Stock balance and availability

How many remaining goods are there and how many of them are available? How many goods are shipped, in reserve or separated?

Which orders reserved the goods? Application of product series

In which product series of products was used?

Carry out goods acceptance

Analysis of receipt reference states.

Goods assembly and shipment

Analysis of shipment reference states.

Goods calendar

When shipment and delivery are planned?

Goods list in product prices

Movement analysis and warehouse stock valuation by the selected price type.

Goods movements in bin location warehouses

Which goods are placed in the storage bins?

Which goods are planned for direct withdrawal or placement?

Product series list

Summary analysis of movement of product series in warehouses and production.

Product series structure

Which series were used to release the product series?

Stock balance by shelf lives

Which goods are expiring soon?

How many of such goods are there and in which warehouse?

Setting More actions -

8 X

Warehouse management

Find

Control of goods movement creation

Control transaction recording with details to products.

Goods placement in bin location warehouse

Which warerooms are out of action (empty or not full enough)? Which areas are overloaded and require extension?

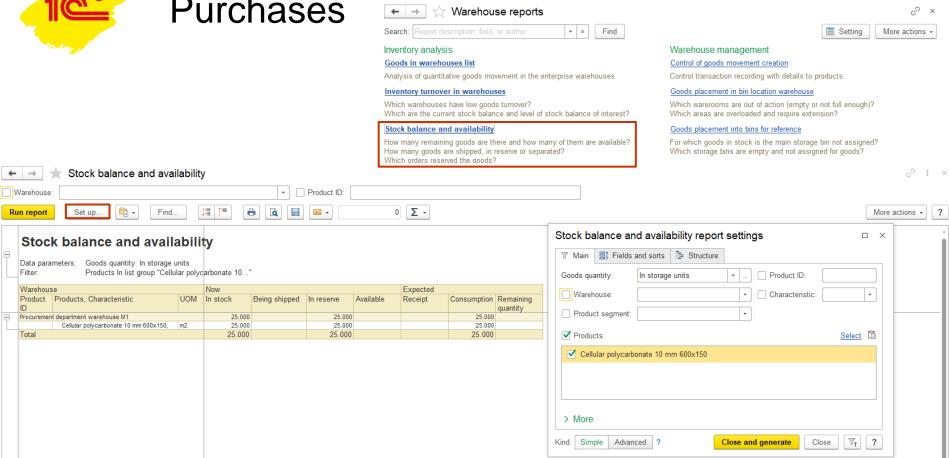
Goods placement into bins for reference

For which goods in stock is the main storage bin not assigned? Which storage bins are empty and not assigned for goods?

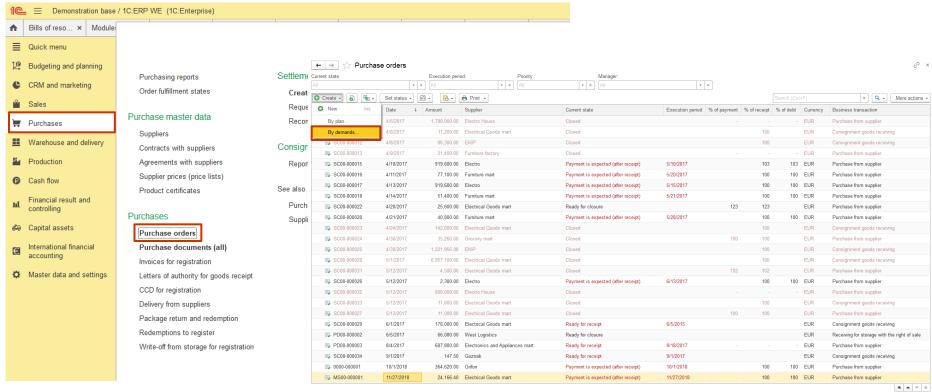
Performance of bin location warehouse workers

Evaluation of cargo quantity processed by warehouse workers for a period. How many acceptances, placements, pickings or recounts have been made?









See also: Purchase documents (registered invoices)



← → ☆ Generation of orders based on demands	∂ ×		
Step 1 of 5. Demand filter			
	More actions •		
Filters by demand properties			
Warehouse:			
Receiving department:			
Assignment:	← → ☆ Generation of orders based on demands		& ×
Line of business:	Step 2 of 5. Customize supply methods		
Product segment:	Fill in "Goods to order"		More actions ▼
Products: Cellular polycarbonate 10 r ×	Supply method Before the order on s Goods to order	,	Next delivery
Brand:	<supply a="" indication="" method="" of="" without=""> <only deliveries="" for="" on<="" p=""> Order point reached</only></supply>	10/24/2019	<only for="" sch<="" th=""></only>
Category:			
Filters by supply method parameters	< Back	Nex	ct > Close
Department: v ×			
Supply type: Purchase			
Supply source: ×			
<u>Custom filters</u>			
Configure inventory level control			
Configure consumption statistics calculation			
	Next > Close		



Production stage SC00-1.4...

< Back

Purchases

Cellular polycarbonate 10 mm 600x150

m2



Cellular polycarbonate 10 mm 600x150, Procurement department warehouse M1: Total to order: 575 m2 (by inventory: 0, by orders: 575), Amount: ~0 USD

10/24/2019

10/24/2019

~

275.000

Orders to be registered

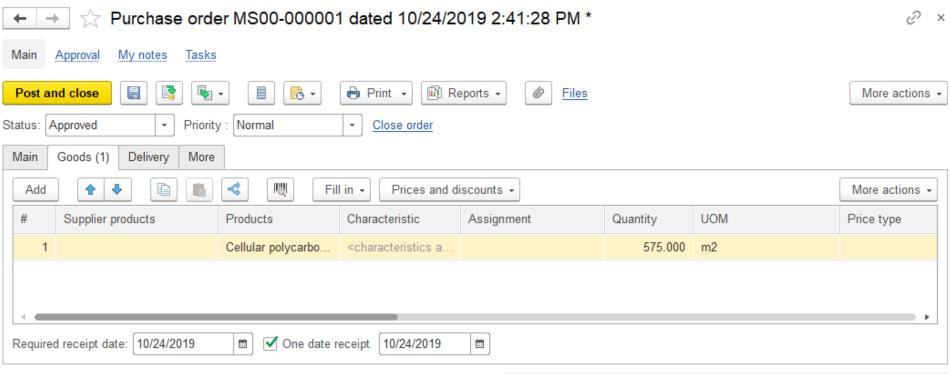
275.000

Orders to be registered									
Supply source	Supply method	Receipt date	Agreement with supplier	Agreement currency	Amount (in the agreement currency)	Amount (USD)	Lines in order	Weight (kg)	
⊝ Assol						∼ 0.00	2	~	0.000
		10/24/2019	Material purchasing	EUR	0.00	∼ 0.00	2	~	0.000
						0.00	2	0.000	

Next > Close

Assol





Discount:

Ordered VAT inclusive:

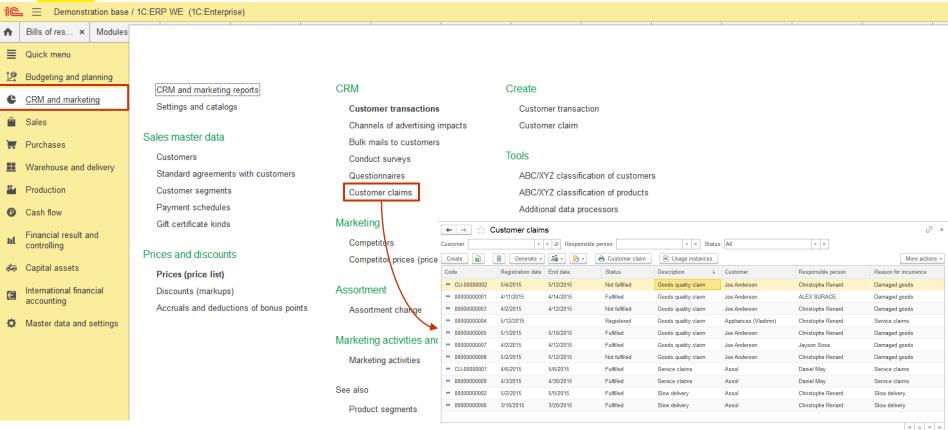
91

EUR

67.850.00



After-sales service





After-sales service

← → ☆ s	ale of compo	nents (Customer transaction)	ℰ×
Main Files Inter	actions Project	plan Transaction documents Transaction participants My notes Tasks	
Save and close	Save	Generate → A ▼ Reports → Files	More actions •
Customer: Alfa		Acceptance note	d-
General information	Participants F	Customer claim	
Description:	sale of componer	Job	← → Customer claim (create) *
·	Dan Olsen	Purchase order	Main Interactions Project plan My notes Tasks
Potential:	5411 515511	Request for goods return from customer	Save and close Save 🗐 Generate - 🖓 - 🕞 - Customer claim More actions
Primary interest		Sales of goods and services	Status: Registered •
Channel:		Sales order	Main Review results Participants
Source:			Base:
State			Customer:
Status:	In progress	▼ Closed Reason for losing: □ Closed	Description: Goods quality claim
Transaction kind:	Standard sale	(c) instructions	Claim description:
Stage:	Condition approva	Map of business process route	
Separate accoun	ting of goods by tra	ansaction	Reason for incurrence: Damaged goods Responsible person: Dan Olsen Responsible person: Dan Olsen
			Guilty department: Metalware manufacturing (main product v 🗗 Registration date: 10/22/2019 2:42:14 F
			Guilty employee: Fig. 2. End date: Guilty employee: Fig. 2. End date: Fig. 3. End date: Fig. 3. End date: Fig. 3. End date: Fig. 4.
			Comment:



After-sales service

+	→ ☆ Goods	quality claim (Custor	ner claim)		€ ×						
Main	n Interactions Proje	ect plan My notes Tasks									
Sav	ve and close Save	Generate - 2	Customer	r claim	More actions ▼	← →	☐ ☆ Call supplier (Project task)				E
Status	s: Registered	•				Main M	ly notes Tasks				
Mair	n Review results Pa	articipants (2)				Save and	d close Save Generate -	•			More actions
A	dd 💠 😃				More actions →	Description:				Code: CU-00000	004
#	Partner	Partner role	Contact person	Contact person role	Comment	Project:	Goods quality claim	Parent task:	Find out reasons for s	shipping low-quality	C + LD
	1 Joe Anderson	Customer	Eddie Romanie			Supervisor:	Dan Olsen		Dan Olsen	11 3 1 3	- L
	2 Groceries mart	Supplier	Dave Wooly			Stage:	Planned	1			
L						Task descrip		1 Togress percentage.	olosed		
		Ļ					er and find out whether they accept the claims				
	· · · · · · · · · · · · · · · · · · ·	da avvalitu alaina (Corata			€ ×						
-		ds quality claim (Custo	,		Ø, ×						
		oject plan My notes Tasks				Planned start date: 2/ 1/2011					
Pr	roject plan					Task execut	tion result				
	Create	Generate - Char	nge selected Search (Ctrl+F)) ×]	Q - More actions -						
D	escription		↓ Planned start date St	tart date Stage	Progress perce						
Э	Find out reasons for	or shipping low-quality goods	2/1/2011	Planned							
L	 Call supplier 		2/1/2011	Planned							
	 Call transportat 	tion company	2/3/2011	Planned		Actual start	date: / /				
								•			
4					- X A V X			/			

Thank you for your attention!



