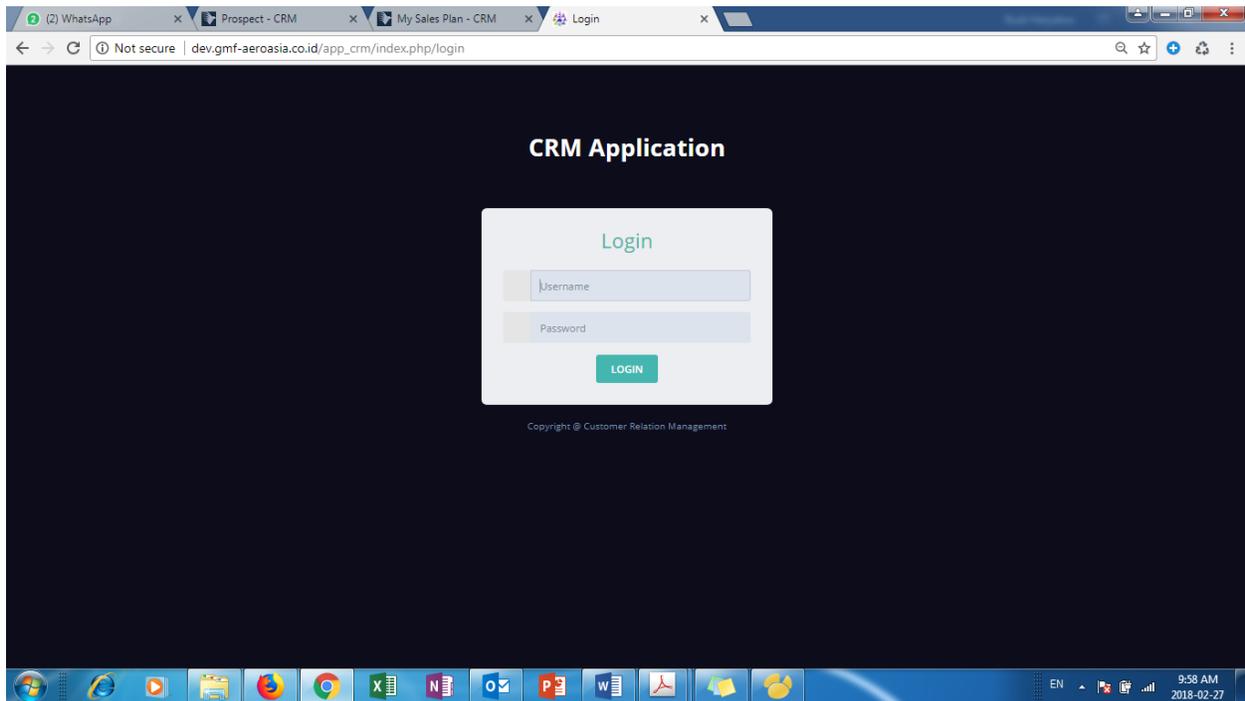


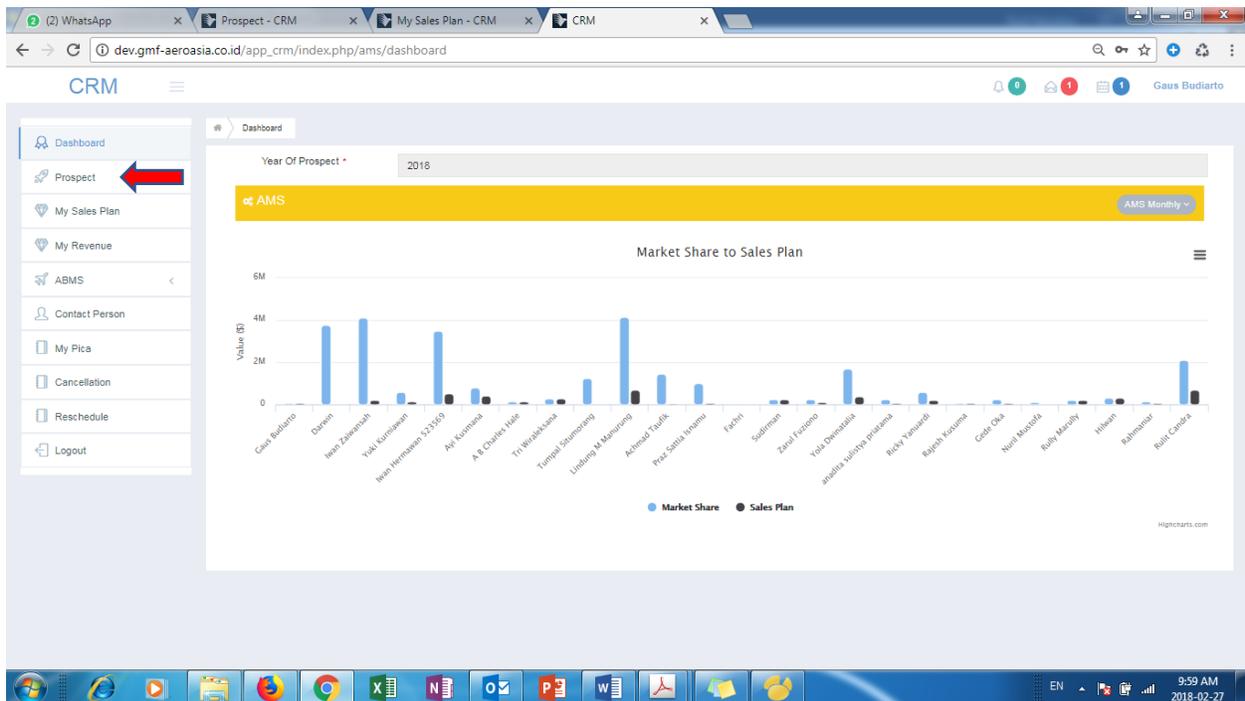
## CARA RESCHEDULE SALES PLAN

Login Crm Seperti Biasa



Maka akan tampil tampilan seperti berikut

Lalu pilihlah menu pada left side bar, selanjutnya klik atau pilih menu Prospect.



Maka akan tampil tampilan Data Customer seperti berikut

Klik salah satu tombol Detail yang ada di kolom Action untuk melihat detail product nya

The screenshot shows a CRM interface with a sidebar on the left containing navigation items like Dashboard, Prospect, My Sales Plan, My Revenue, ABMS, Contact Person, My Pica, Cancellation, Reschedule, and Logout. The main content area is titled 'Table Prospect' and displays a table of customer data. The table has columns for No, Customer, Market Share, Sales Plan, Deviasi, AMS, and Action. A red arrow points to the 'Detail' button in the Action column for the second row, 'Elix Aviation Capital'.

No	Customer	Market Share	Sales Plan	Deviasi	AMS	Action
1	Rossiya - Russian Airlines	10,480,000.00	9,080,000.00	1,400,000.00	RC	
2	Elix Aviation Capital	205,000.00	205,000.00	0.00	RC	
3	AirBridgeCargo	1,200,000.00	0.00	1,200,000.00	RC	

Maka akan tampil Data Product dari Customer tersebut

Klik tombol Detail yang ada di kolom Action untuk melihat detail Registrasi / SN nya

The screenshot shows the 'VIEW PROSPECT' page in the CRM. It displays details for the customer 'Elix Aviation Capital [Ares: D] [Region: Western Europe] [Country: Ireland]' for the year 2018 and payment type TMB. The total market share is 205,000.00 and the total sales plan is 205,000.00. Below this, a table lists product details. A red arrow points to the 'Detail' button in the Action column for the first row, 'Airframe'.

No	Product	AC Type	Engine	APU	Component	Market Share	Salesplan	AMS	Status	Action
1	Airframe	ATR				205,000.00	205,000.00	RC	PICK	

Maka akan tampil tampilan Detail AC Type / Engine Type / APU Type / Component

Klik tombol pickup untuk melihat lebih detail lagi registrasi nya

The screenshot shows the 'VIEW PROSPECT' page in a CRM system. The customer is 'Elix Aviation Capital [Area: D] [Region: Western Europe] [Country: Ireland]'. The year is 2018 and the payment method is TMB. The total market share is 205,000.00 and the total sales plan is 205,000.00. A table below shows one record with columns: No, Payment, Product, AC Type, Engine, APU, Component, Market Share, Sales Plan, AMS, Status, and Action. The first row has values: 1, TMB, Airframe, ATR, and a 'PICKUP' button highlighted with a red arrow.

No	Payment	Product	AC Type	Engine	APU	Component	Market Share	Sales Plan	AMS	Status	Action
1	TMB	Airframe	ATR				205,000.00	205,000.00	RC	PIC	<a href="#">PICKUP</a>

Maka akan tampil tampilan Data-data Registrasi / SN

Untuk meReschedule sales plan data nya klik tombol edit

The screenshot shows the 'Pickup Prospect' page. It displays customer details: Elix Aviation Capital [Country: Ireland] [Region: Western Europe] [Area: D], Year: 2018, Payment Method: TMB, Product: Airframe, Market Share: 205,000.00, Sales Plan: 205,000.00, Deviasi: 0.00, and A/C Type: ATR. Below this is a 'Data Sales Plan' table with columns: No, ID, Registration, Maintenance, Location, Sales Plan, TAT, Start Date, End Date, Level, Status, and Action. The table contains 4 records. The first record (No 2, ID 5284) has a 'Reschedule' button highlighted with a red arrow.

No	ID	Registration	Maintenance	Location	Sales Plan	TAT	Start Date	End Date	Level	Status	Action
2	5284	M-ABKN	Parking+Prolong	Hangar 4	35,000.00	90	01 Feb 2018	01 May 2018	4	Reschedule	<a href="#">Reschedule</a>
3	5285	2-SWKE	Parking+Prolong	Hangar 4	35,000.00	90	01 Feb 2018	01 May 2018	4	Reschedule	<a href="#">Reschedule</a>
4	5286	TBD	Seat Refurbishment	Hangar 4	100,000.00	30	01 Mar 2018	30 Mar 2018	4	Open	<a href="#">Open</a>

Maka akan tampil Form Edit Registration

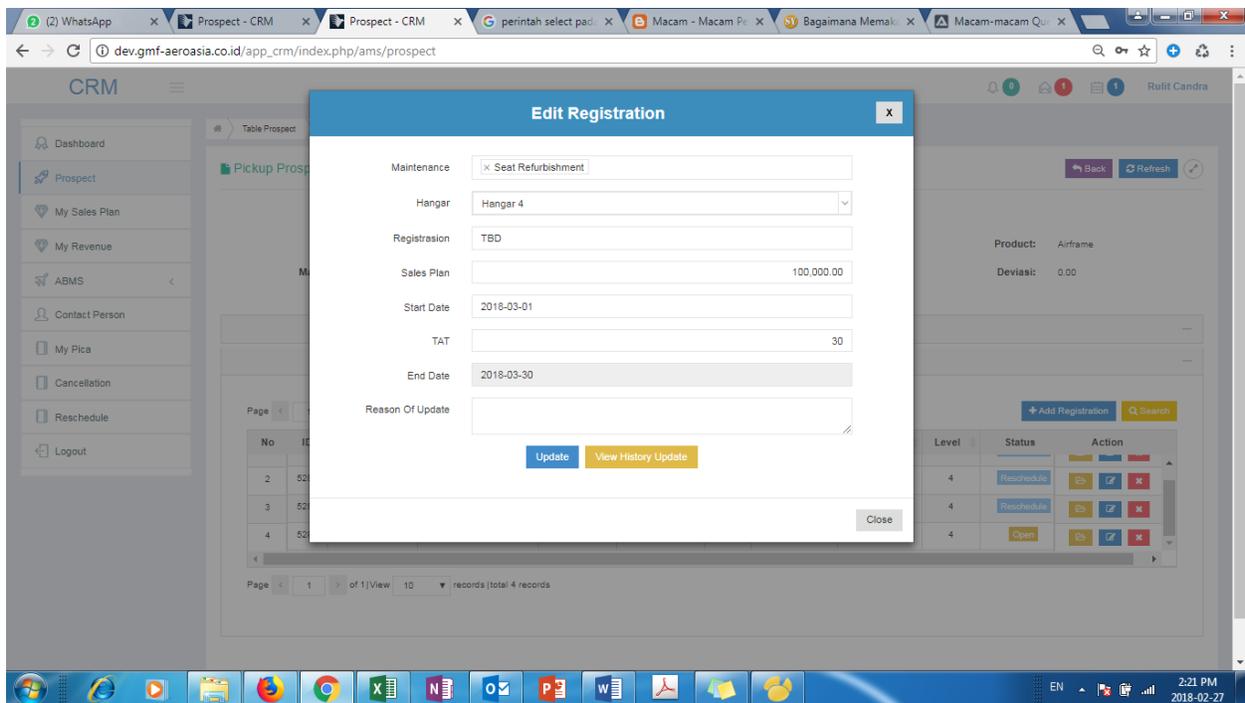
Edit field yang akan di edit, dan jangan lupa inputkan apa alasannya di field reason of update

Setelah selesai data yang akan di edit, lalu klik update

Ketentuan pada Reschedule :

1. Reschedule yang memerlukan Approve TPR
  - a. **Reschedule Sales Plan**
  - b. **Reschedule Start Date**
  - c. **Reschedule TAT**
2. Reschedule yang tidak memerlukan Approve TPR
  - a. **Reschedule Maintenance**
  - b. **Reschedule Location**
  - c. **Reschedule Registration**

**(Note : Reschedule yang tidak memerlukan Approve TPR, item akan terupdate sesuai dengan input yang di lakukan dan status tetap Open)**



Maka akan tampil tampilan seperti gambar di bawah ini

Pada kolom status yang tadinya Open akan menjadi Reschedule

The screenshot shows the CRM interface for a Prospect. The main content area displays the following details:

- Customer: Elix Aviation Capital [Country: Ireland] [Region: Western Europe] [Area: D]
- Year: 2018
- Payment Method: TMB
- Product: Airframe
- Market Share: 205.000.00
- Sales Plan: 205.000.00
- Devisasi: 0.00
- A/C Type: ATR

Below the details is a table titled "Data Sales Plan" with 11 columns: No, ID, Registration, Maintenance, Location, Sales Plan, TAT, Start Date, End Date, Level, Status, and Action. The table contains 4 records. A red arrow points to the "Status" column of the third record (No: 3, ID: 5285, Registration: 2-SWKE, Maintenance: Parking+Prolong, Location: Hangar 4, Sales Plan: 35.000.00, TAT: 90, Start Date: 01 Feb 2018, End Date: 01 May 2018, Level: 4), where the status is "Reschedule".

No	ID	Registration	Maintenance	Location	Sales Plan	TAT	Start Date	End Date	Level	Status	Action
1	5283	M-ABKM	Parking+Prolong	Hangar 4	35.000.00	90	01 Feb 2018	01 May 2018	4	Reschedule	[Edit] [Delete] [Cancel]
2	5284	M-ABKN	Parking+Prolong	Hangar 4	35.000.00	90	01 Feb 2018	01 May 2018	4	Reschedule	[Edit] [Delete] [Cancel]
3	5285	2-SWKE	Parking+Prolong	Hangar 4	35.000.00	90	01 Feb 2018	01 May 2018	4	Reschedule	[Edit] [Delete] [Cancel]
4	5286	TBD	Seat Refurbishment	Hangar 4	100.000.00	30	01 Mar 2018	30 Mar 2018	4	Open	[Edit] [Delete] [Cancel]

Bila sudah di Approve oleh TPR maka status akan berubah kembali menjadi Open

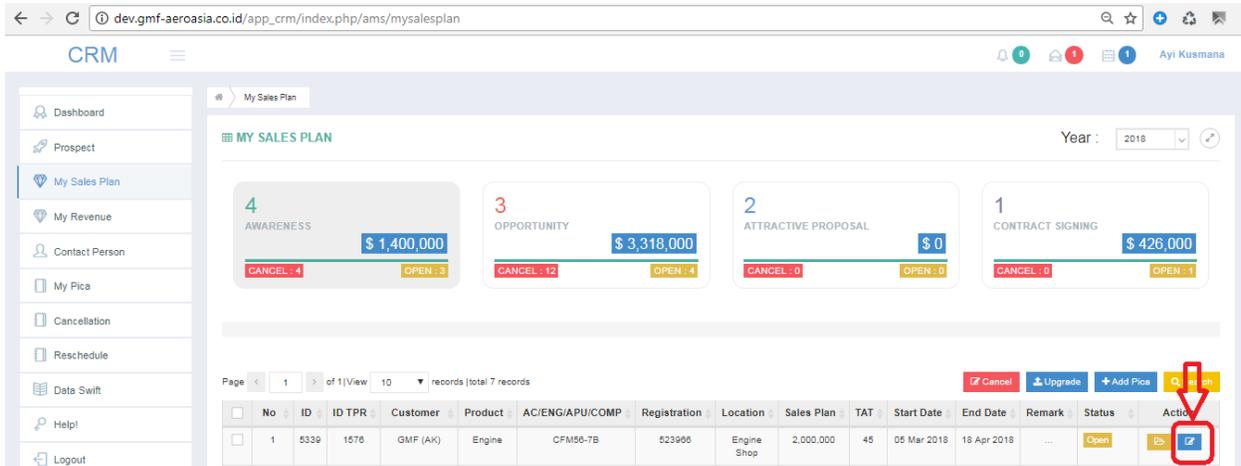
The screenshot shows the CRM interface for a Prospect after approval. The main content area displays the following details:

- Customer: Elix Aviation Capital [Country: Ireland] [Region: Western Europe] [Area: D]
- Year: 2018
- Payment Method: TMB
- Product: Airframe
- Market Share: 205.000.00
- Sales Plan: 275.000.00
- Devisasi: 70.000.00
- A/C Type: ATR

Below the details is a table titled "Data Sales Plan" with 11 columns: No, ID, Registration, Maintenance, Location, Sales Plan, TAT, Start Date, End Date, Level, Status, and Action. The table contains 4 records. A red arrow points to the "Status" column of the third record (No: 3, ID: 5285, Registration: 2-SWKE, Maintenance: Parking+Prolong, Location: Hangar 4, Sales Plan: 105.000.00, TAT: 90, Start Date: 01 Feb 2018, End Date: 01 May 2018, Level: 4), where the status is "Open".

No	ID	Registration	Maintenance	Location	Sales Plan	TAT	Start Date	End Date	Level	Status	Action
2	5284	M-ABKN	Parking+Prolong	Hangar 4	35.000.00	90	01 Feb 2018	01 May 2018	4	Reschedule	[Edit] [Delete] [Cancel]
3	5285	2-SWKE	Parking+Prolong	Hangar 4	105.000.00	90	01 Feb 2018	01 May 2018	4	Open	[Edit] [Delete] [Cancel]
4	5286	TBD	Seat Refurbishment	Hangar 4	100.000.00	30	01 Mar 2018	30 Mar 2018	4	Open	[Edit] [Delete] [Cancel]

Melakukan reschedule selain bisa di lakukan pada menu Prospect juga bisa di lakukan pada menu My Sales Plan contoh bisa di lihat pada gambar di bawah ini.



Keterangan :

Klik icon edit yang ada pada pojok bawah kanan pada kolom Action maka akan tampil tampilan reschedule seperti pada gambar di bawah ini. Cara nya pun sama seperti pada keterangan di atas sebelumnya.

