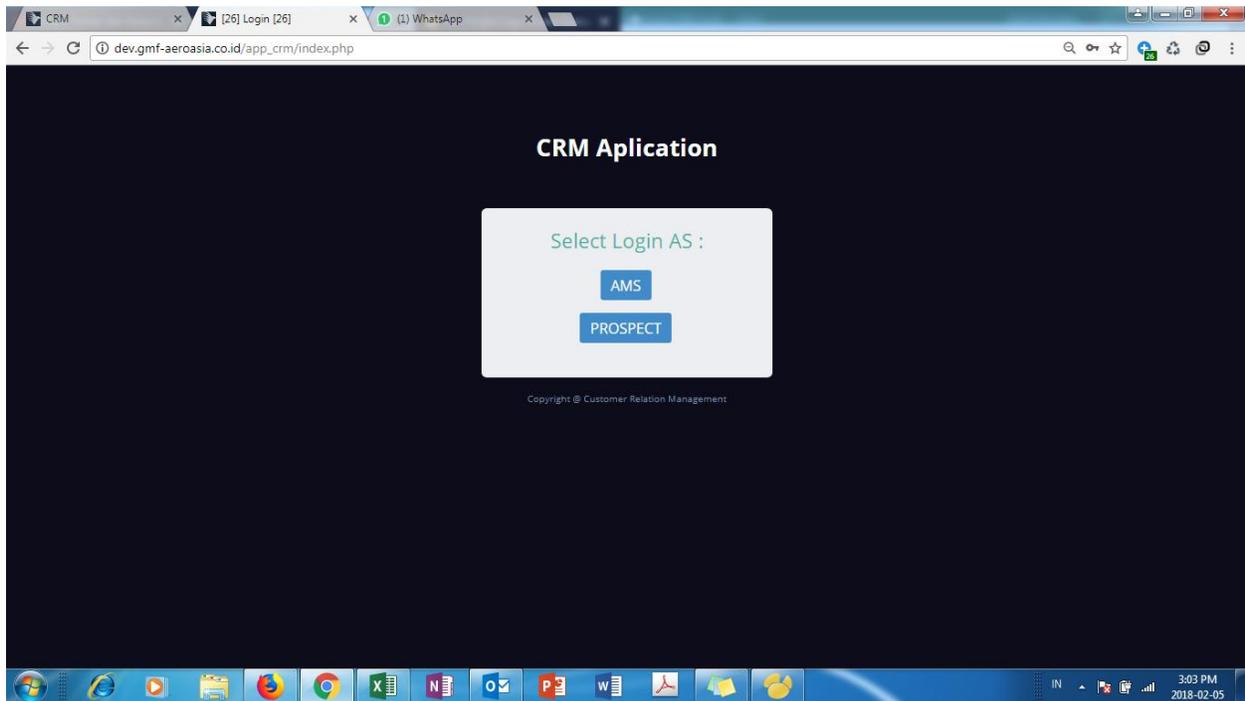
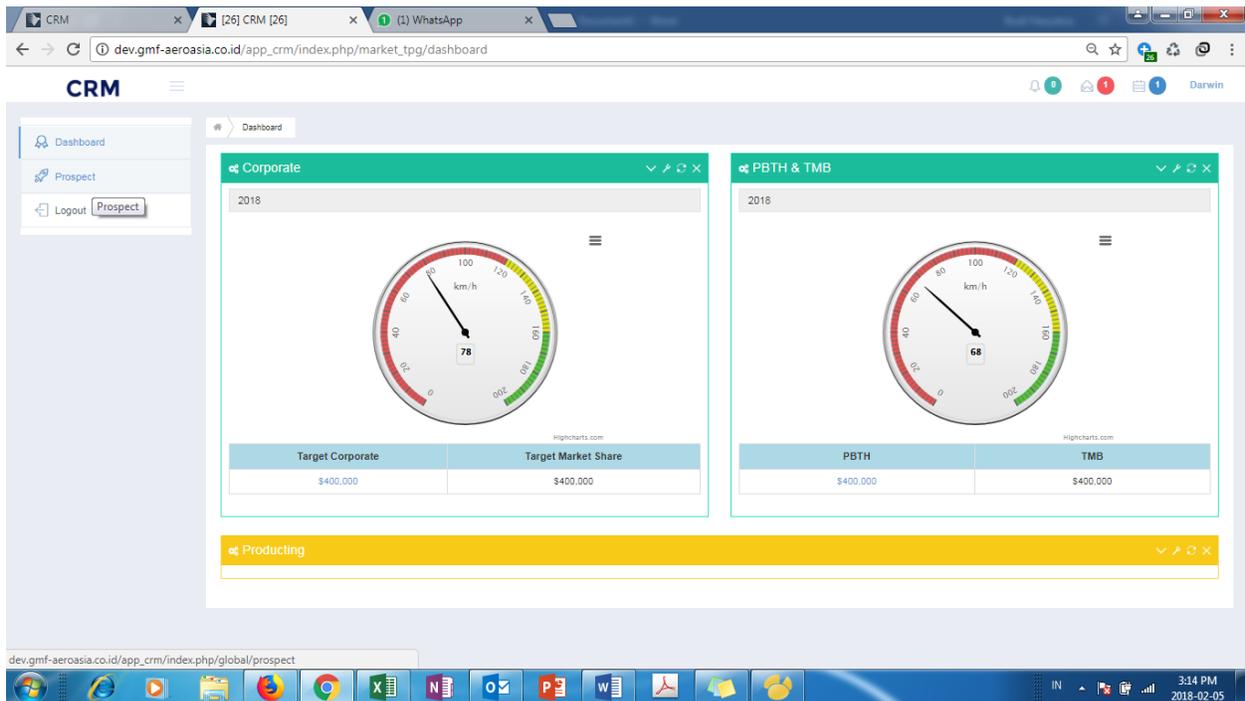


Create Prospect CRM

Login : Pilih Prospect



Pilih Menu Prospect



Pilih Create pada pojok kanan atas

CRM Prospect - Table Prospect

SHOW DATA : Group by Customer

Total Market Share: 669,167,758.00
Total Salesplan : 514,114,931.11

Year : ALL
Payment : ALL

Page < 1 > of 20 | View 10 records | total 199 records

No	Customer	Market Share	Sales Plan	Deviasi	AMS	Action
1	Garuda Indonesia	88,854,057.00	88,854,057.00	0.00	TS	[Icon]
2	TNI AU	9,558,952.00	8,855,952.00	903,000.00	GB , TW, ZF, YD	[Icon]
3	Kemansetneg	1,787,047.00	1,697,948.02	99,999.00	TW	[Icon]
4	Laeco	384,000.00	111,000.00	253,000.00	GB , OKA	[Icon]
5	Nam Air	1,173,000.00	1,112,999.99	60,000.00	AB, RY	[Icon]
6	Iraqi Airways	718,000.00	715,000.00	3,000.00	GB , AB, RM	[Icon]
7	Travira Air	1,135,000.00	1,126,000.00	9,000.00	GB , AB, TW, PS, RK	[Icon]
8	Gapura Angkasa	240,400.00	240,400.00	0.00	AB, FA, RK	[Icon]
9	China Airlines	545,980.00	545,980.00	0.00	AB, RK	[Icon]
10	Indonesia AirAsia	12,794,352.00	5,805,352.00	6,989,000.00	IH, AB, PS, FA, RK	[Icon]

Page < 1 > of 20 | View 10 records | total 199 records

Pilih : Customer, Year dan Payment

CRM Create - CREATE PROSPECT

Customer * Citilink [Area: A] [Region: Domestic] [Country: Indonesia]

Year * 2018 Payment * TMB

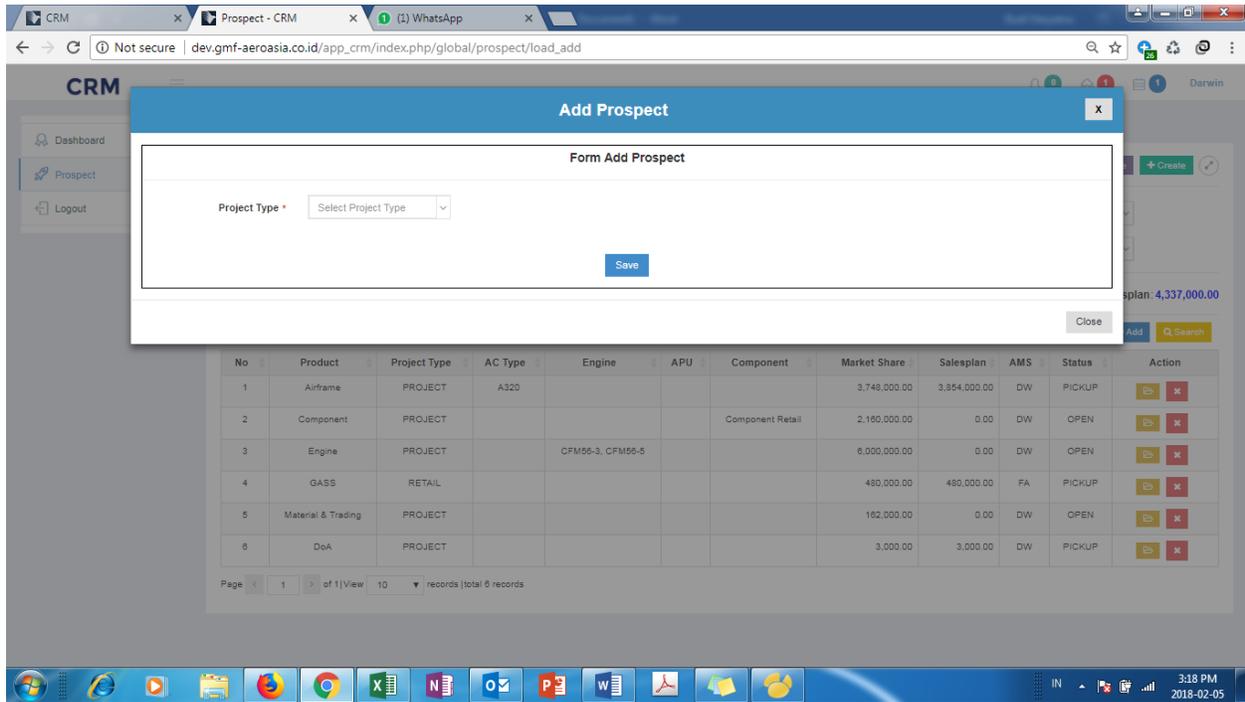
Total Market Share: 12,553,000.00
Total Salesplan: 4,337,000.00

Page < 1 > of 1 | View 10 records | total 6 records

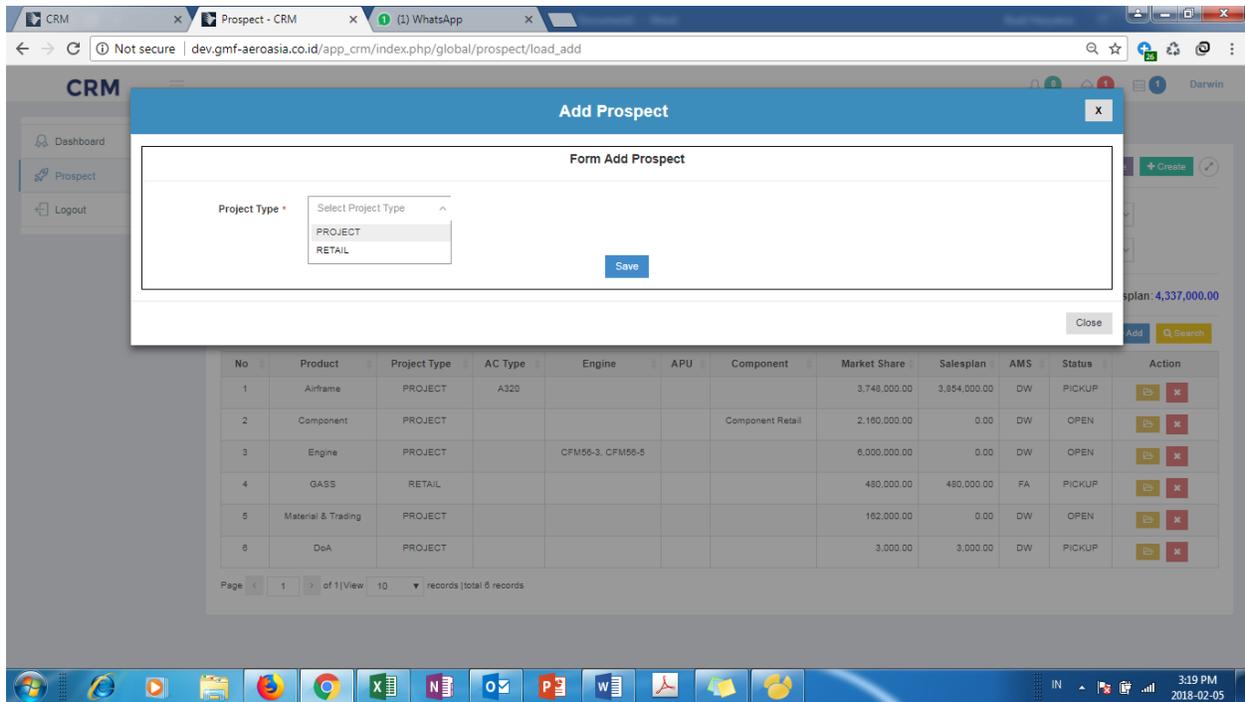
No	Product	Project Type	AC Type	Engine	APU	Component	Market Share	Salesplan	AMS	Status	Action
1	Airframe	PROJECT	A320				3,748,000.00	3,854,000.00	DW	PICKUP	[Icon] [Icon]
2	Component	PROJECT				Component Retail	2,160,000.00	0.00	DW	OPEN	[Icon] [Icon]
3	Engine	PROJECT		CFM56-3, CFM56-6			6,000,000.00	0.00	DW	OPEN	[Icon] [Icon]
4	GASS	RETAIL					480,000.00	480,000.00	FA	PICKUP	[Icon] [Icon]
5	Material & Trading	PROJECT					162,000.00	0.00	DW	OPEN	[Icon] [Icon]
6	DoA	PROJECT					3,000.00	3,000.00	DW	PICKUP	[Icon] [Icon]

Page < 1 > of 1 | View 10 records | total 6 records

Pilih Tombol Add pada pojok kanan bawah hingga tampil popup Add Prospect



Pilih Project type : Project / Retail yang ingin di create



Add Prospect pada Project type : Project

The screenshot shows the 'Add Prospect' form in a CRM system. The form is titled 'Form Add Prospect' and has a 'Project Type' dropdown menu set to 'PROJECT'. Below the form is a table with the following columns: No, Product, Detail, and Action. The table contains one row with the following data:

No	Product	Detail	Action
1	Product		Delete

At the bottom of the form, there is a 'Save' button and a 'Close' button. The background shows a list of projects with columns for No, Product, Project Type, Status, and Action. The first row in the background list is: 3, Engine, PROJECT, CFM56-3, CFM56-3, 6,000,000.00, 0.00, DW, OPEN.

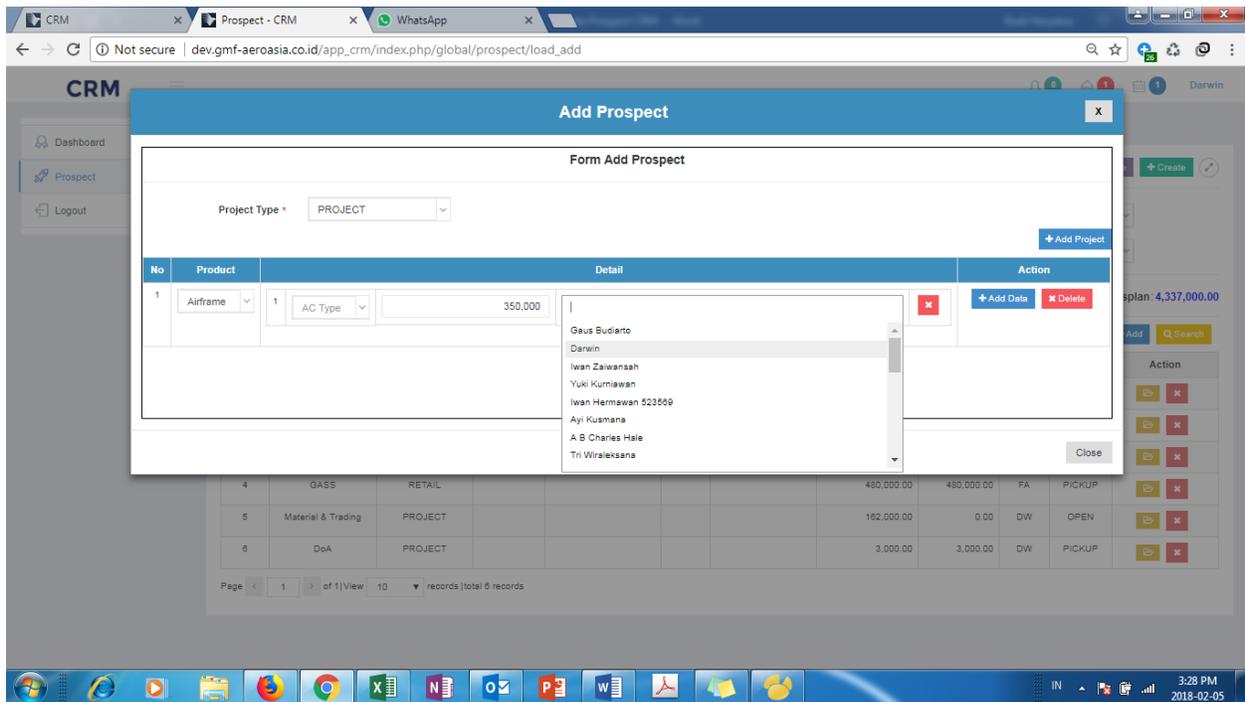
Pilih Product : ex: Airframe, A/C Type : Combo box (sesuaikan dengan yang di pilih)

The screenshot shows the 'Add Prospect' form in a CRM system. The form is titled 'Form Add Prospect' and has a 'Project Type' dropdown menu set to 'PROJECT'. Below the form is a table with the following columns: No, Product, Detail, and Action. The table contains one row with the following data:

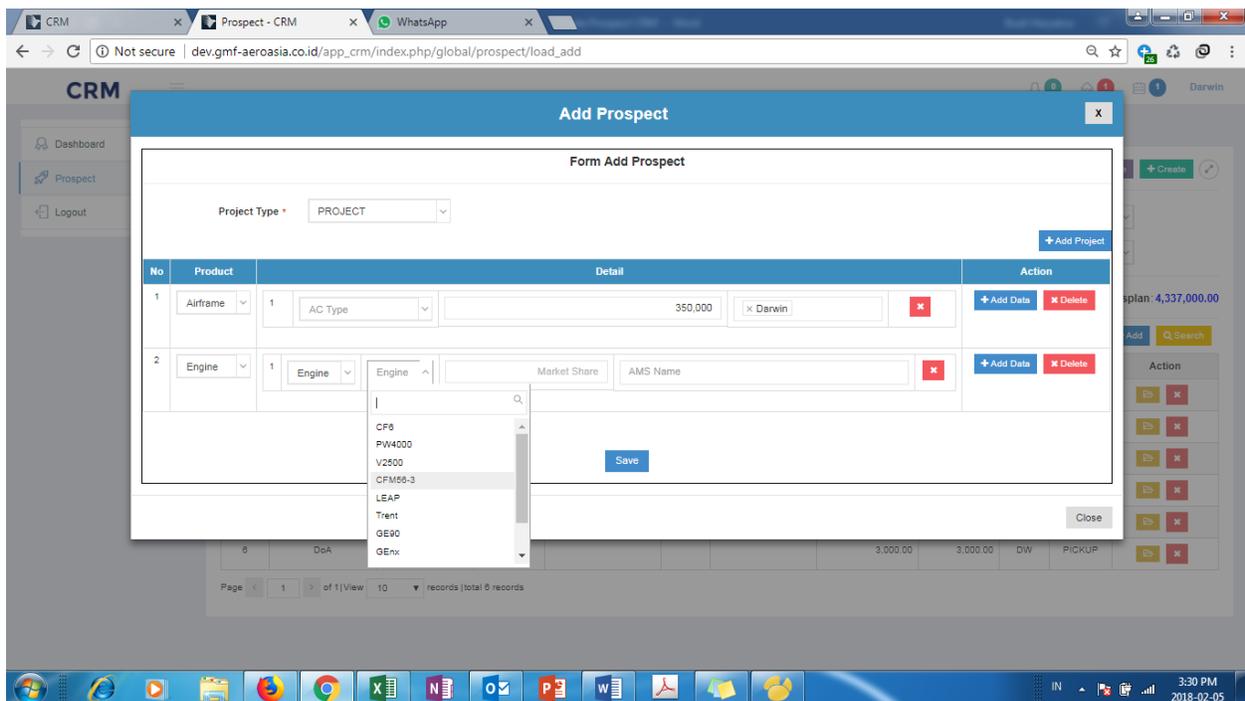
No	Product	Detail	Action
1	Airframe	1 AC Type, Market Share, AMS Name	Add Data , Delete

At the bottom of the form, there is a 'Save' button and a 'Close' button. A dropdown menu is open for the 'AC Type' field, showing the following options: A-320, A320, A321, A330, ALL TYPE, ATR, and ATR72-500. The background shows a list of projects with columns for No, Product, Project Type, Status, and Action. The first row in the background list is: 4, GASS, RETAIL, 480,000.00, 480,000.00, FA, PICKUP.

Isikan nilai pada column Marketshare dan pilih AMS nya, lalu save



Apabila ada lebih dari 1 product atau lebih dari 1 Type maka klik tombol Add sesuai dengan kondisi yang ingin dibuat. ex: Tambah product Engine, lalu save



Setelah di SAVE maka akan muncul tampilan seperti gambar berikut

The screenshot shows the 'CREATE PROSPECT' form in a CRM system. The form includes fields for Customer (Citilink), Year (2018), and Payment (TMB). Below the form, there are summary statistics: Total Market Share: 12,553,000.00 and Total Salesplan: 4,337,000.00. A table displays 6 records of prospect details.

No	Product	Project Type	AC Type	Engine	APU	Component	Market Share	Salesplan	AMS	Status	Action
1	Airframe	PROJECT	A320				3,748,000.00	3,854,000.00	DW	PICKUP	[Add] [Delete]
2	Component	PROJECT				Component Retail	2,160,000.00	0.00	DW	OPEN	[Add] [Delete]
3	Engine	PROJECT		CFM56-3, CFM56-5			6,000,000.00	0.00	DW	OPEN	[Add] [Delete]
4	GASS	RETAIL					480,000.00	480,000.00	FA	PICKUP	[Add] [Delete]
5	Material & Trading	PROJECT					162,000.00	0.00	DW	OPEN	[Add] [Delete]
6	DoA	PROJECT					3,000.00	3,000.00	DW	PICKUP	[Add] [Delete]

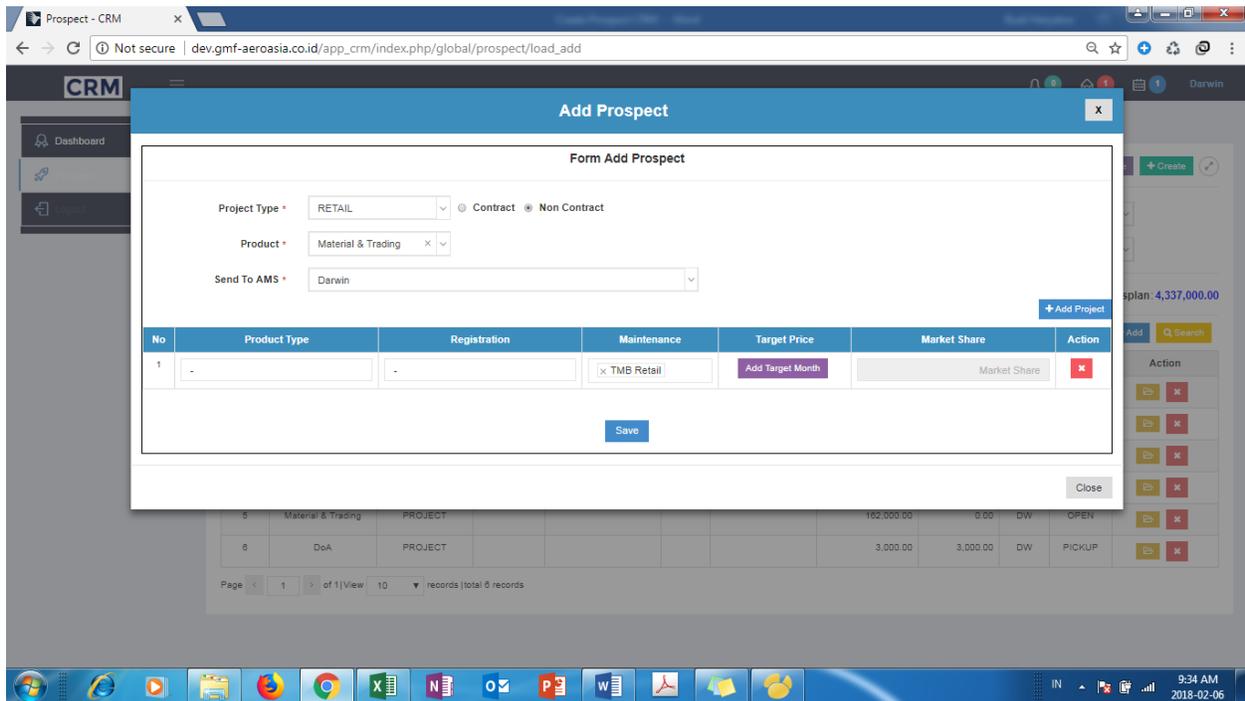
Add Prospect pada Project type : Retail

The screenshot shows the 'Add Prospect' modal form. The form includes fields for Project Type (RETAIL), Product (Select Product), and Send To AMS (AMS Name). Below the form, there is a table with columns for No, Product Type, Registration, Maintenance, Target Price, Market Share, and Action.

No	Product Type	Registration	Maintenance	Target Price	Market Share	Action
1	AC/SN/other	Registration	Maintenance	Add Target Month	Market Share	[Delete]

Pilih Contract / Non Contract untuk menentukan jenis retaril nya.

Isikan sesuai dengan data gambar di bawah ini.



Lalu isikan Target price nya dengan menekan tombol Add Target Month, apabila selesai diisikan nilainya selanjutnya di calculate dan di save

