

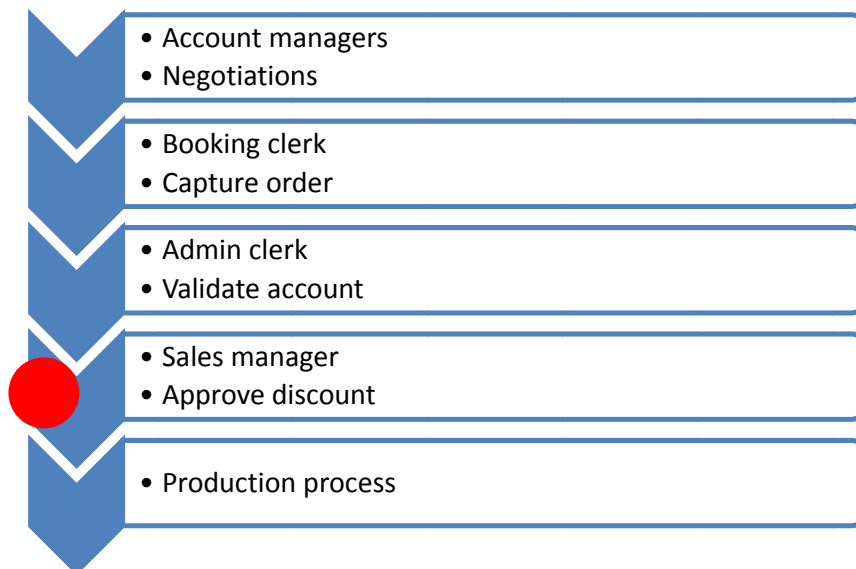
# Fiori for discount approval

In the print media industry, account managers still play a big part in finding and servicing new and existing clients to advertise. As part of the advertising sales process certain discounts could be negotiated between the account manager and the advertiser. If these discounts are left unchecked it negatively impacts on profitability.

It is the task of the sales manager to monitor and approve these discounts to ensure profitability. Any order that does not make use of standard rates or has any kind of discount must be approved by the sales manager before these bookings will be allowed to appear in the magazine or newspaper.

In order to make an informed decision the sales manager needs to see the account type, the percentage discount given and the total monetary value discount included if the order is for multiple days. It would be beneficial to also see the publication deadline for the order, the history of account manager.

## High level process flow



## Discount approval steps

- Login to SAP
- Do a search for the outstanding approvals

**IS-M/AM: Manual Discount Approval**

Options

Publication Date: 01.05.2015 to 31.12.2015

Booking Unit: FNGIF to

Commercial Content Component: SECTIONS to

Item Category: BILL to

Order: to

Sales Organisation: 1037 to

Sales Office: AD24 to

Sales Admin: to

Approval Status

To Be Approved

Discount Decided

Discount Rejected

Output

Variant:

- Select the item to approve

**IS-M/AM: Manual Discount Approval**

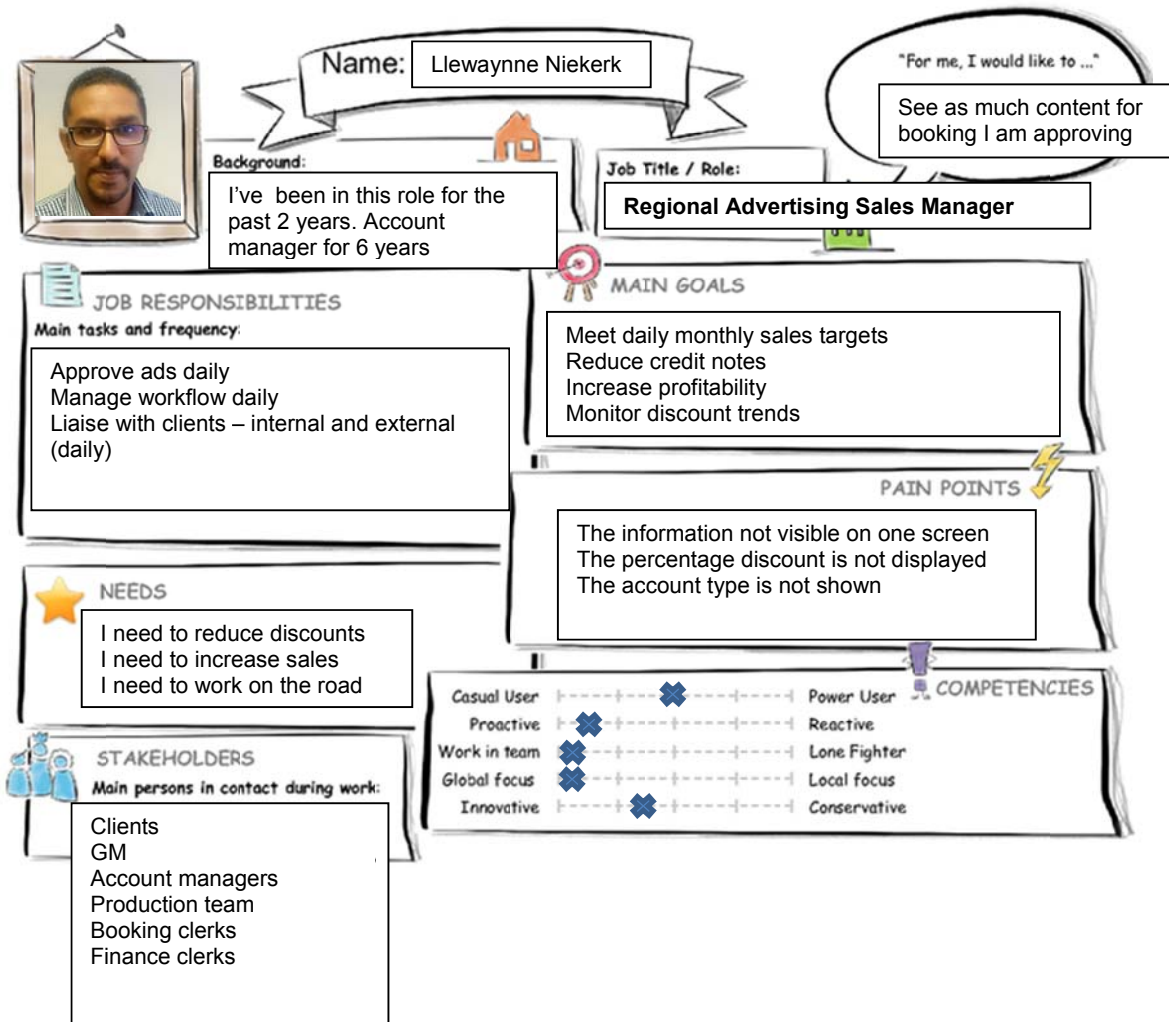
Release Reject

| Order    | Item | Bda | Status | SP     | Sold-to party Name             | Advertiser | Advertiser name                | IT | ItCa | Item Cat.     | Booking Unit | BU Name       | CC header | BCon.Com | C |
|----------|------|-----|--------|--------|--------------------------------|------------|--------------------------------|----|------|---------------|--------------|---------------|-----------|----------|---|
| 18764361 | 10   | 1   | OO     | 716040 | Dungu                          | 716040     | Dungu                          | 01 | STAN | Standard item | COXBFN       | Express BLM   | SECTIONS  | MAIN     | M |
| 18763866 | 10   | 1   | OO     | 725478 | Hloa Auto                      | 725478     | Hloa Auto                      | 01 | STAN | Standard item | COXBFN       | Express BLM   | SECTIONS  | MAIN     | M |
| 18764345 | 10   | 1   | OO     | 716040 | Dungu                          | 716040     | Dungu                          | 01 | STAN | Standard item | COXBFN       | Express BLM   | SECTIONS  | MAIN     | M |
| 18764341 | 10   | 1   | OO     | 711695 | SSejjengo                      | 711695     | SSejjengo                      | 01 | STAN | Standard item | COXBFN       | Express BLM   | SECTIONS  | MAIN     | M |
| 18764343 | 10   | 1   | OO     | 711695 | SSejjengo                      | 711695     | SSejjengo                      | 01 | STAN | Standard item | COXBFN       | Express BLM   | SECTIONS  | MAIN     | M |
| 18764342 | 10   | 1   | OO     | 711695 | SSejjengo                      | 711695     | SSejjengo                      | 01 | STAN | Standard item | COXBFN       | Express BLM   | SECTIONS  | MAIN     | M |
| 18764344 | 10   | 1   | OO     | 716040 | Dungu                          | 716040     | Dungu                          | 01 | STAN | Standard item | COXBFN       | Express BLM   | SECTIONS  | MAIN     | M |
| 18762615 | 10   | 1   | OO     | 275011 | VAN VUUREN                     | 275011     | VAN VUUREN                     | 01 | STAN | Standard item | VBAD         | Volksblad Ads | PROMSUPP  | PSUPTB   | T |
| 18762601 | 10   | 1   | OO     | 283892 | KLOPPERS                       | 283892     | KLOPPERS                       | 01 | STAN | Standard item | VBAD         | Volksblad Ads | SECTIONS  | MAIN     | M |
| 18762610 | 10   | 1   | OO     | 275011 | VAN VUUREN                     | 275011     | VAN VUUREN                     | 01 | STAN | Standard item | VBAD         | Volksblad Ads | PROMSUPP  | PSUPTB   | T |
| 18762650 | 10   | 1   | OO     | 283892 | KLOPPERS                       | 283892     | KLOPPERS                       | 01 | STAN | Standard item | VBAD         | Volksblad Ads | SECTIONS  | MAIN     | M |
| 18762176 | 10   | 1   | OO     | 698435 | Van der Walt & Du Plessis      | 698435     | Van der Walt & Du Plessis      | 01 | STAN | Standard item | VBAD         | Volksblad Ads | PROMSUPP  | PSUPTB   | T |
| 18762170 | 10   | 1   | OO     | 475180 | Snyman & van der Vyver Fin Die | 475180     | Snyman & van der Vyver Fin Die | 01 | STAN | Standard item | VBAD         | Volksblad Ads | PROMSUPP  | PSUPTB   | T |
| 18762171 | 10   | 1   | OO     | 293305 | BREMER INVESTMENTS (PTY) LIMIT | 293305     | BREMER INVESTMENTS (PTY) LIMIT | 01 | STAN | Standard item | VBAD         | Volksblad Ads | PROMSUPP  | PSUPTB   | T |
| 18764034 | 10   | 1   | OO     | 293703 | FAUNA MEAT MARKET              | 293703     | FAUNA MEAT MARKET              | 01 | STAN | Standard item | CCBNS        | Bloemnuus     | SECTIONS  | MAIN     | M |
| 18763938 | 10   | 1   | OO     | 642638 | HINTERLAND SA (PTY) LTD        | 642638     | HINTERLAND SA (PTY) LTD        | 01 | STAN | Standard item | VBAD         | Volksblad Ads | SECTIONS  | MAIN     | M |
| 18762145 | 10   | 1   | OO     | 274417 | WKG KONSTRUKSIES               | 274417     | WKG KONSTRUKSIES               | 01 | STAN | Standard item | VBAD         | Volksblad Ads | PROMSUPP  | PSUPTB   | T |

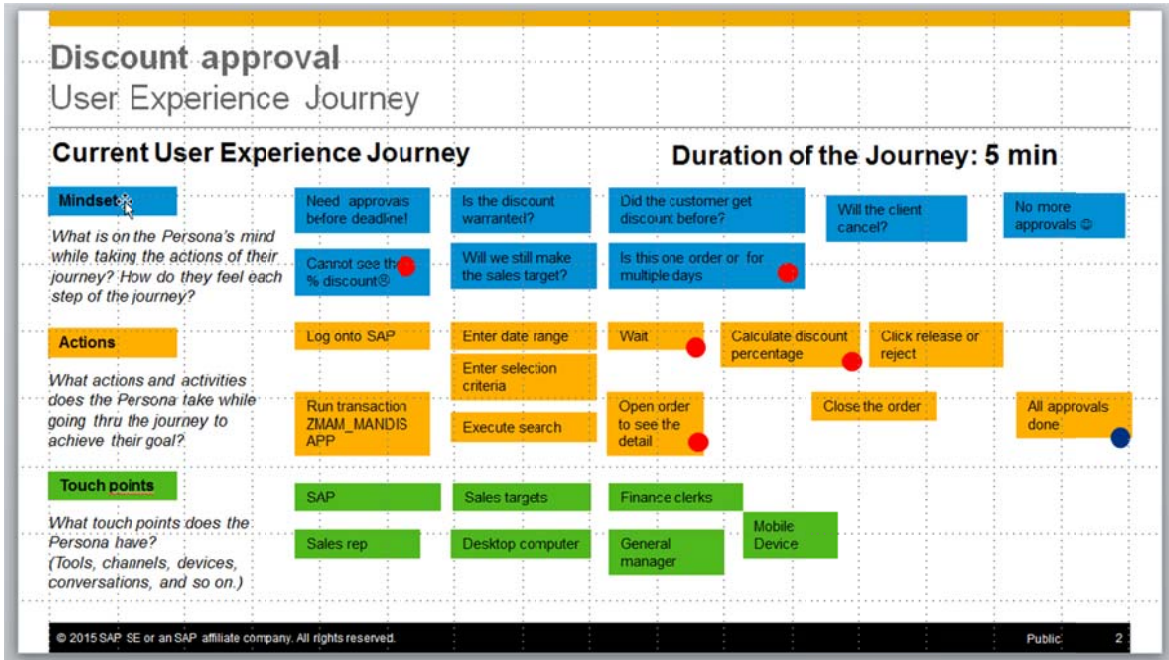
- Open up the order to see more detail

- Close the order
- Select release button to approve the order

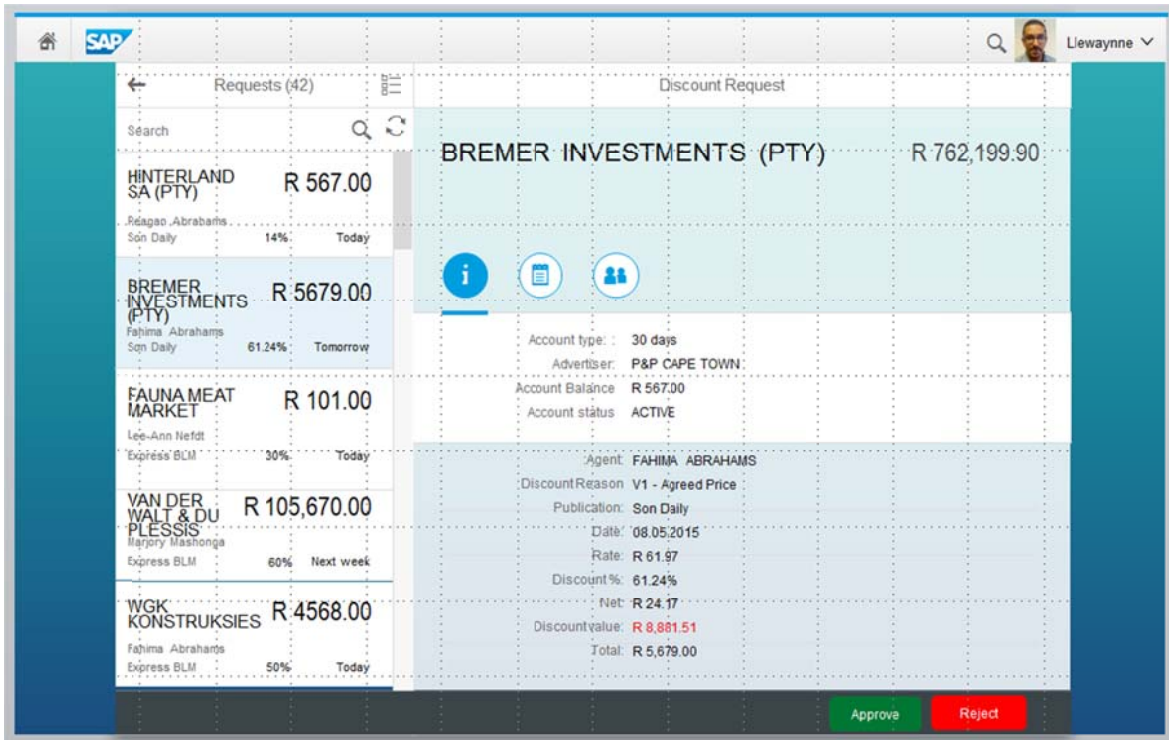
### Persona – Sales manager



# User experience journey



# Prototype





SAP | Requests (42) | DiscountAverages | Llewynne

Search

|                                      |                     |                  |           |                       |
|--------------------------------------|---------------------|------------------|-----------|-----------------------|
| <b>HINTERLAND SA (PTY)</b>           | <b>R 567.00</b>     | Son Daily        |           | <b>R 3,762,199.90</b> |
| Ragao Abrahams                       |                     | 14%              | Today     |                       |
| <b>BREMER INVESTMENTS (PTY)</b>      | <b>R 5679.00</b>    | Fahima Abrahams  |           |                       |
| Son Daily                            |                     | 61.24%           | Tomorrow  |                       |
| <b>FAUNA MEAT MARKET</b>             | <b>R 101.00</b>     | Lee-Ann Nefdt    |           |                       |
| Express BLM                          |                     | 30%              | Today     |                       |
| <b>VAN DER WALT &amp; DU PLESSIS</b> | <b>R 105,670.00</b> | Marjory Mashonga |           |                       |
| Express BLM                          |                     | 60%              | Next week |                       |
| <b>WGK KONSTRUKSIES</b>              | <b>R 4568.00</b>    | Fahima Abrahams  |           |                       |
| Express BLM                          |                     | 50%              | Today     |                       |

| Category     | Value |
|--------------|-------|
| This edition | 24    |
| This month   | 50    |
| My portfolio | 24    |

SAP | Requests (42) | Agent Discount | Llewynne

Search

|                                      |                     |                  |           |                    |
|--------------------------------------|---------------------|------------------|-----------|--------------------|
| <b>HINTERLAND SA (PTY)</b>           | <b>R 567.00</b>     | Fahima Abrahams  |           | <b>R 62,199.00</b> |
| Ragao Abrahams                       |                     | 14%              | Today     |                    |
| <b>BREMER INVESTMENTS (PTY)</b>      | <b>R 5679.00</b>    | Fahima Abrahams  |           |                    |
| Son Daily                            |                     | 61.24%           | Tomorrow  |                    |
| <b>FAUNA MEAT MARKET</b>             | <b>R 101.00</b>     | Lee-Ann Nefdt    |           |                    |
| Express BLM                          |                     | 30%              | Today     |                    |
| <b>VAN DER WALT &amp; DU PLESSIS</b> | <b>R 105,670.00</b> | Marjory Mashonga |           |                    |
| Express BLM                          |                     | 60%              | Next week |                    |
| <b>WGK KONSTRUKSIES</b>              | <b>R 4568.00</b>    | Fahima Abrahams  |           |                    |
| Express BLM                          |                     | 50%              | Today     |                    |

| Category     | Value |
|--------------|-------|
| This edition | 60    |
| This month   | 50    |
| Total        | 50    |