

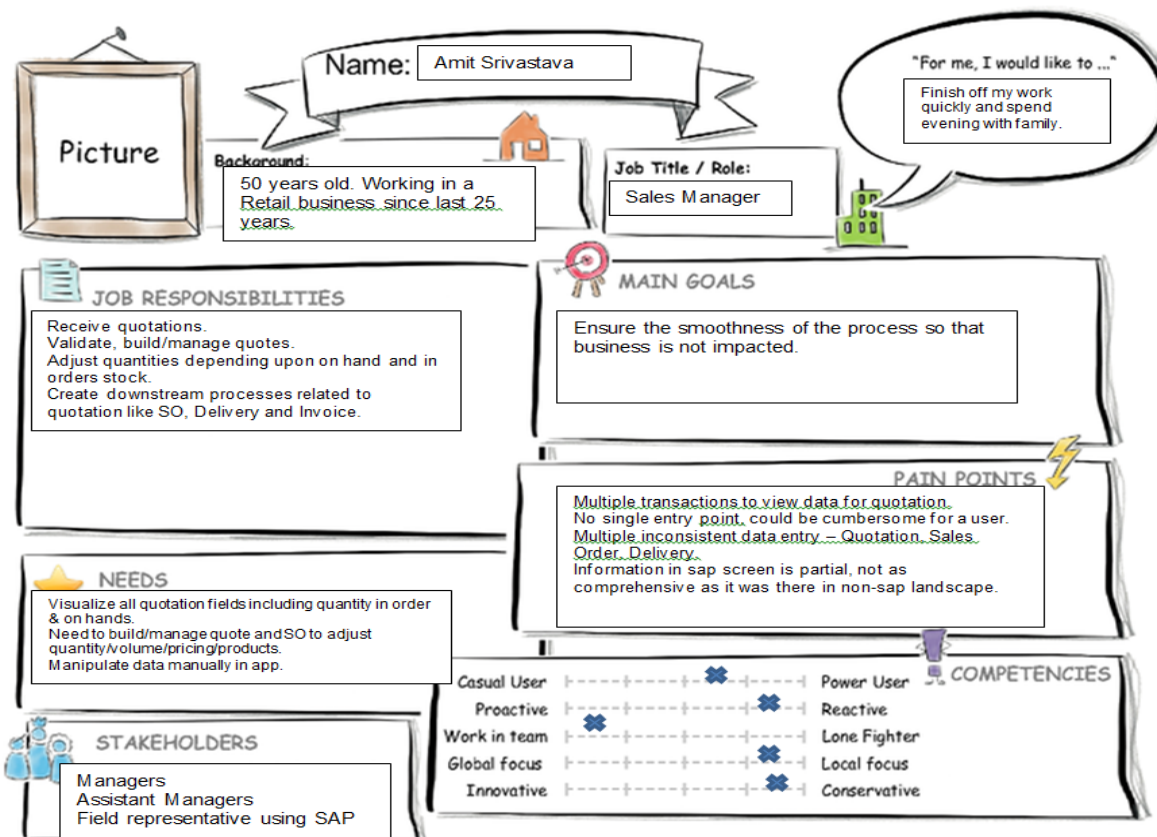
1) Story:

In a retail business, build/manage/update Quotation plays a key role which is followed by subsequent downstream business critical processes like create sales order (based on quotation), delivery, and Invoice.

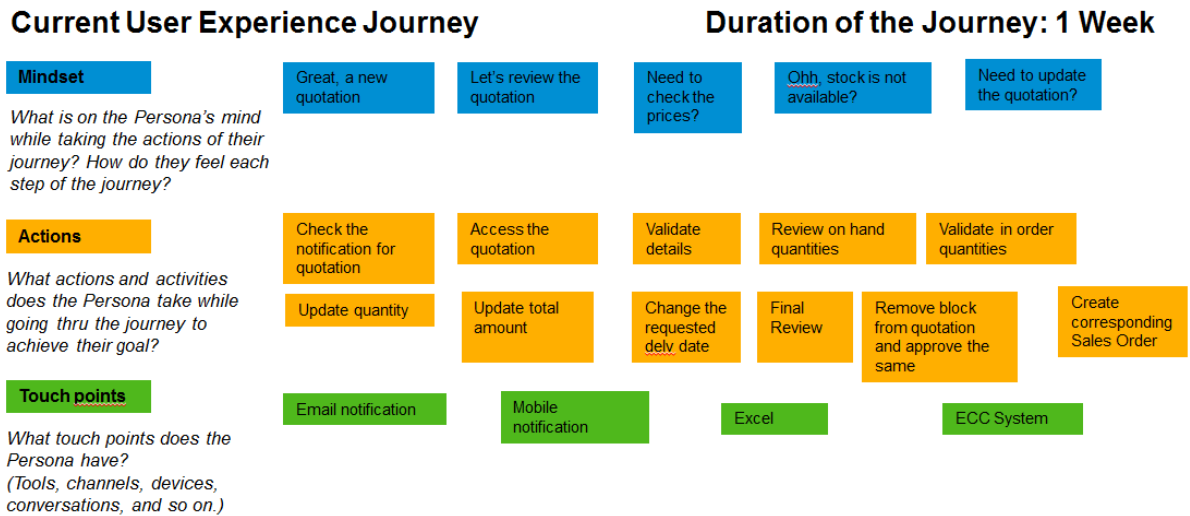
In my scenario, before migrating into SAP, business folks were accustomed with a legacy customized tool capable of providing all the required details under one app. And on the other hand, in SAP, the targeted sales reps & managers' needs to toggle between multiple sap screens to visualize the quotations details and depending upon that take necessary actions which could be cumbersome.

So, the need of the hour is to create the Quotation FIORI app, which provides the sales team members a single entry point to visualize all quotation relevant details in a single fioriapp for instance quantity on hand & on order (which standard app does not provide), pricing, article details etc. and allow the business to expedite the process and run smoothly without any hassles.

2) Persona –



3) Current User Experience Journey -



4) Point of View

User – Amit, the sales manager in a retail business

Needs a way to – find all the information peratined to a quotation using a single entry point as the previous legacy tool was providing

So that - He can avoid toggling between multiple sap screens and focus on business in a smoothly & timely manner and take necessasry actions.

5) Mock Up –

a) QuotationsHeader List& header details

My Quotes (02)
Quote Info

1234567 64323
USD

Sold To: ABC Group

9989800 887969
USD

Sold To: XYZ Group

Quote

1234567 64323
USD

Sold-To: ABC Group TotalWeight: 2345 LB

Ship-To: ABC1 Group Total cube: 134.90

i

☰

\$

Quote Header
Quote Details
Pricing Details

Order Type: **Order Type1**

Sales Organization: 1000

Distribution Channel: 10

Cust PO Reference: **PO Ref1**

Requested Delv Date: 03/21/2016

b) Quotation Line Item Details-

My Quotes (02)
Quote Info

1234567 64323
USD

Sold To: ABC Group

9989800 887969
USD

Sold To: XYZ Group

Quote

1234567 64323
USD

Sold-To: ABC Group TotalWeight: 2345 LB

Ship-To: ABC1 Group Total cube: 134.90

i

☰

\$

Quote Header
Quote Details
Pricing Details

Item Number	Material	Description	Quantity	Gross Weight	Volume	On Hand	On Order	Case
10	Article1	Article De...	200	100	79.09	200	240	4
20	Article2	Article De...	200	345.20	190.09	300	270	6
30	Article3	Article De...	300	145.09	179.09	600	240	4

c) Quotation Pricing Details –

My Quotes (02)
Quote Info

1234567 64323
USD

Sold To: ABC Group

9989800 887969
USD

Sold To: XYZ Group

Quote 1234567 64323
USD

Sold-To: ABC Group TotalWeight: 2345 LB

Ship-To: ABC1 Group Total cube: 134.90

Quote Header

Quote Details

Pricing Details

Item Number	Material	Description	Quantity	Unit Price	Extended Price	Retail Price
10	Article1	Article Descrip...	200	5.88	13.89	5.29
20	Article2	Article Descrip...	200	6.09	14.66	6.15
30	Article3	Article Descrip...	300	7.22	16.23	6.78

d) Quotation's Edit/Create/Print button

Distribution Channel: 10

Cust PO Reference: PO Ref2

Requested Delv Date: 03/21/2016

Edit

Create

Print

6) **WEB IDE Development**– 4 minutes of you-tube video.
<https://youtu.be/L3G-WXG0Zpg>