Guidebook Aplikasi CRM

1. Buka Aplikasi dengan Alamat URL sementara <u>http://dev.gmf-aeroasia.co.id/app_crm/index.php/login</u> Hingga tampil seperti gambar berikut :

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- 2. Pilih salah satu menu
 - a. AMS : untuk pickup marketshare
 - b. Market TPG : untuk create marketshare

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Menu AMS



Tampilan awal ketika dipilih Menu AMS maka akan tampil seperti gambar berikut :

Pilih menu Prospect untuk pickup marketshare :

Dashboard Prospect My Sales Plan My Revenue ABMS Contact Person	al 2 records			Year : AL	E Table
Dashboard Image: Constant Prospect Prospect SHOW DATA : Group by Customer v My Sales Plan Total Market Share: 48,898,472.00 Total Salesplan : 40,573,472.32 My Revenue Page (1 > of 1) View 10 v records total Contact Person No. Customer	ai 2 records			Year: AL	I Table
Prospect SHOW DATA : Group by Customer My Sales Plan Total Market Share: 48,898,472,00 My Revenue Total Salesplan 40,573,472.32 ABMS Page < 1	al 2 records			Year : AL	I Table
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Cancellation 2 Citilink	38,345,472.00	36,345,472.32	0.00	DW	Ð
Reschedule Page < 1 > of 1 View 10 V records tota	al 2 records				
Logout					



Pilih data yang ingin di lihat by filter tahun dan payment sesuai petunjuk pada gambar :

View data detail pada column Action (klik tombol view) maka akan tampil data detail dari product :

CRM									Į,		
Dashboard	# Table Pr	ospect View Prospect									
Prospect	III VIEW P	PROSPECT									III Table
My Sales Plan		Customer *	Citilink [Area: A] [Region: Domestic] [Cou	intry: Indonesi	a]					~
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ABMS <	Total Mark	et Share: 12.073.000.00	1							Total Sale	esplan: 3.748
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	2	Component				Component Retail	2,160,000.00	0.00	DW	OPEN	Ð
Logout	3	Engine		CFM58-3, CFM58-5			6,000,000.00	0.00	DW	OPEN	B
	4	Material & Trading					162,000.00	0.00	DW	OPEN	Ð
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5 DaA 3.000.00 DW OPEN	Ð	E C	OPEN	DW	0.00	3,000.00					DoA	5		

Cek pada column status apakah sudah di pickup (nilai marketshare) atau masih open :

Klik tombol detail data pada column Action untuk create pickup :

Prospect - CRM	×			-	-				hart			٦
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ABMS	< Total Ma	arket Share: 12.073.000.0	10							Total Sale	splan: 3.748.	1.00
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Logout	3	Engine		CFM58-3, CFM58-5			6,000,000.00	0.00	DW	OPEN		
	4	Material & Trading					162,000.00	0.00	DW	OPEN	B	
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Create pickup, klik pada tombol pickup :

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Klik tombol Add Registration untuk create pickup :

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Prospect		Pickup Prospect					Sack 2	C Refresh
🕅 My Sales Plan		Customer:	Citilink [Country: Indonesia]	[Region: Domestic] [Area: A]				
My Revenue		Year:	2018	Payment Method:	тмв	Product:	DoA	
ABMS	<	Market Share:	3,000.00	Sales Plan:	0.00	Deviasi:	3,000.00	
Contact Person				Contac	t Person			_
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Tampilan untuk create pickup, menginputkan data sesuai dengan field-field yang harus di inputkan :

Untuk column Maintenance, Location sudah ada combo box nya tinggal di pilih sesuai dengan kebutuhan :

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			ADD Registration	on			x
						1	+ Add Registration
No Mainter	nance Location	Registration	Sales Plan	TAT	Start Date	End Date	Action
1	Hangar V	AC Type/SN/other	Sales Plane	TAT S	itart Date	End Date	X Delete
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Column End Date akan otomatis terisi ketika di inputkan TAT dan Start Date nya :

Untuk menambahkan registration, klik tombol Add Registration :

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No	Maintenance	Location	Registration	Sales Plan	TAT	Start Date	End Date	Action
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3	Maintenance	Hangar ~	AC Type/SN/other	Sales Plane	TAT	Start Date	End Date	× Delete
								Close

Tambahkan Data untuk menggenapi nilai sales plan sehingga sama dengan nilai marketshare, jika sudah lengkap maka klik tombol save :

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1 My	(DoA)Livery painting - Redelivery		TBD	1 000	30	2018-01-29	2018-02-27	* Delete
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View data yang telah di pickup, untuk mempickup data yang masih open pilih tombol back :

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