

Manufacturing X
Sales Platform



Manufacturing X Release Notes

| Key Features and Enhancements

1904

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1. Introduction

1904 release sees our continual focuses on improving usability, productivity and highly tailored user journey for our customers. We introduce a new Custom Layout concept to enable our customers to perform customized and sales friendly product modeling. This is in addition to existing product modelling, which are more focused on R&D and production usage. We also enable administrators to rename the UI labels easily without the need for high level of technical knowledge. With a customized UI and sales friendly product modelling in configurator, this will improve the system usability and our customers' productivity significantly. We also delivered enhancement on our existing features based on our customers' feedbacks to maximize features' benefits for our customers.

2. Product Features

2.1 Custom Layout for Product Models together with New UI Controls

For most of manufacturers, product models are often designed for R&D and production purposes. Hence, product models are not optimized for the sales organization. In Mind Cloud introduces **Custom Layout** feature which enable users to reorganize the product configuration view information in a manner that optimize sales personnel's productivity.

This information comprises of: group, subgroup, position of group, position of subgroup, dynamic attributes and their positions and more. The model can either be extracted from ERP or defined in the Manufacturing Sales Platform (MSP) and it is applicable to both configurable and classified products.

2.1. Custom Layout for Product Models together with New UI Controls

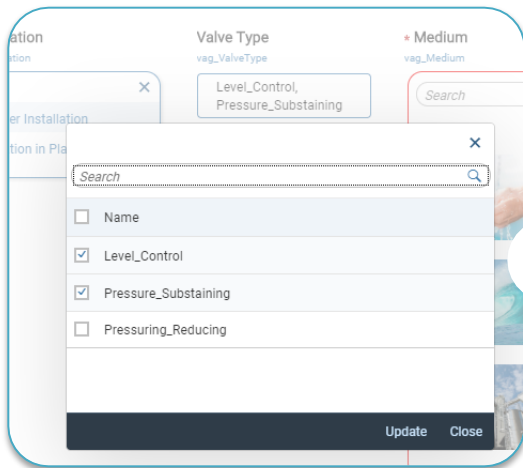
At the same time, the enhancement also provides the ability to restrict the characteristic length in front end UI based on characteristic length as defined in ERP or MSP. Lastly, it introduces a new custom UI controls.

Below are some newly introduced custom UI controls:

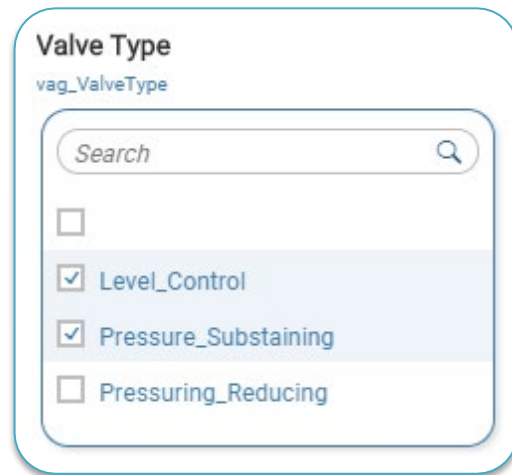
- **Number Selector**

- **Single Value Select Radio Box (Including Boolean selector for string)**

- Multi-Value Select Check Box



Old multi-value select control



NEW single value radio box control

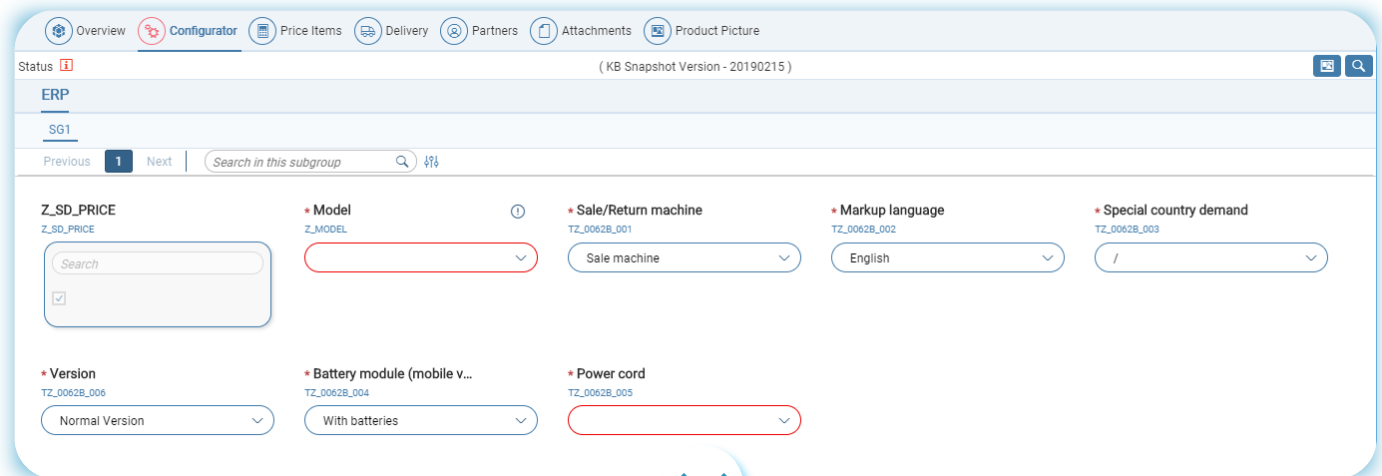
2.2 Fluid View of Configurator

The **Fluid View** feature adjusts the width of the characteristic field, based on the length of the characteristic value, to optimize space utilization and minimizes white spaces on the user interfaces.

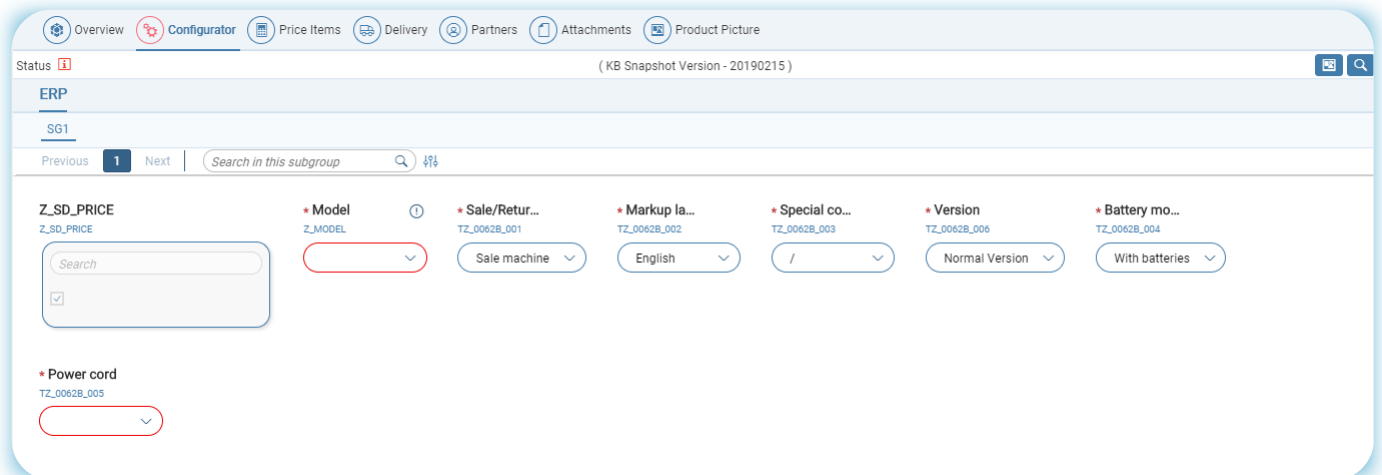
Hence, each row can have more characteristics displayed at a glance.

2.2. Fluid View of Configurator

Old Grid View



NEW Fluid View



Under the custom layout, users have the option to enable fluid view. The fluid view works independently of the custom layout.

The screenshot shows the 'Preferences' tab for an 'Employee Detail' profile. It is divided into four sections:

- Notifications:** Four toggle switches for 'Receive Email', 'Receive Approval Email', 'Receive Routing Email', and 'Receive Notification Email', all currently set to 'YES'.
- Report Templates:** Three dropdown menus for 'Proposal Templates', 'Excel Templates', and 'Save Proposal as Attachment' (set to 'NO').
- System:** Four dropdown menus for 'Default Language' (set to 'English'), 'Default Currency', 'Default Measurement System', and 'Enable Interactive Pricing' (set to 'NO').
- Configurator:** Three settings: 'Configurator Pagination Mode' (set to 'YES'), 'Use Fluid Layout' (set to 'YES'), and 'Value Option Threshold' (set to '5').

2.3. Group Profile to Hide Group/Subgroup of Characteristics

Since 1811 release, MSP is already supporting hiding of DA (Dynamic Attribute) and its values using DA Profile. In 1902 release, In Mind Cloud further enhances this concept; Any quote data point can be used as the dimensions to be hidden and this can be defined in the look up table.

In the upcoming 1904 release, In Mind Cloud extends the capability to enable hiding of DA group and its subgroups using **Group Profile**.

2.3. Group Profile to Hide Group/Subgroup of Characteristics

The screenshot shows the 'Configuration' tab for a 'Group Profile'. The 'Name' field is highlighted with a circular callout and contains the text 'Group Profile 1'. Other fields include 'External Id', 'ERP Id', 'links LookupTable' (set to 'GROUP_PROFILE_TABLE'), 'links LookupTable SubGroup Name' (set to 'SUB_GROUP_NAME'), and an 'Active' toggle set to 'YES'.

2.4. UI Label Customization

To enable MSP administrators to make UI changes, without the need for in-depth technical knowledge, In Mind Cloud further enhances the **UI customization** tool to allow administrators to rename any UI label on screens.

2.4. UI Label Customization

The screenshot shows the 'UI Customization' tool interface. It features a search bar for 'localisation' and a table with the following data:

Label	UI Hide and/or Disable	Message Key
Home		general.home
Insights		objectivesAppShell.insights
Accounts		objectivesAppShell.accounts
Opportunities		general.opportunities
Quotes		general.quotes
Products		general.products
Administration		objectivesAppShell.admin
System Processes		app.process
Modal		objectivesAppShell.admin.modal

2.5. Account Data Sync from ERP

From 1904 release and onwards, MSP supports **synchronization of account data** from ERP. This includes basic account data, its addresses and sales area information.

Below are examples of the data points that can be synchronized:

- Currency
- Language
- Country
- Country Region
- Sales Org
- Distribution Channel
- Division
- Sales Office
- Inco Terms
- Payment Terms

2.5. Account Data Sync from ERP

The screenshot shows the 'ERP Synchronization' interface with the following options:

- Product Section:**
 - Unit of Measurement: NO
 - Product: NO
 - Force Sync Prod: NO
 - Product Hierarchy: NO
 - Classified Data: NO
 - Link Product ERP ID with C...: NO
 - Inactive Product (Optional): NO
 - Mark Product Relevant fo...: NO
 - Run in background: NO
- Other ERP Data Section:**
 - Accounts: NO
 - Run in background: NO

2.6. System Usage

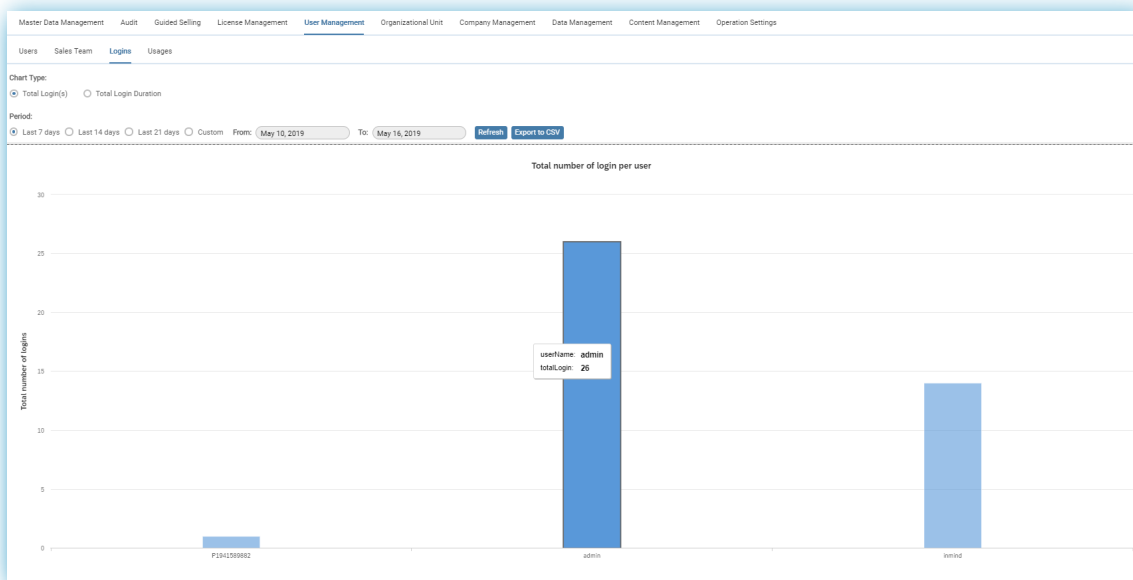
To equip In Mind Cloud's customers with a better understanding of the system usage and to improve adoption rate, MSP now enables system administration to view the **system usage** per user level.

The information available are as below:

- The number of times users logged into the system during a certain time duration
- The duration users stayed as login during a certain time duration
- The number of objects (i.e. account, opportunity/lead and quote) users have created during a certain time duration

The details are displayed as charts and are also available as a CSV file download.

2.6. System Usage

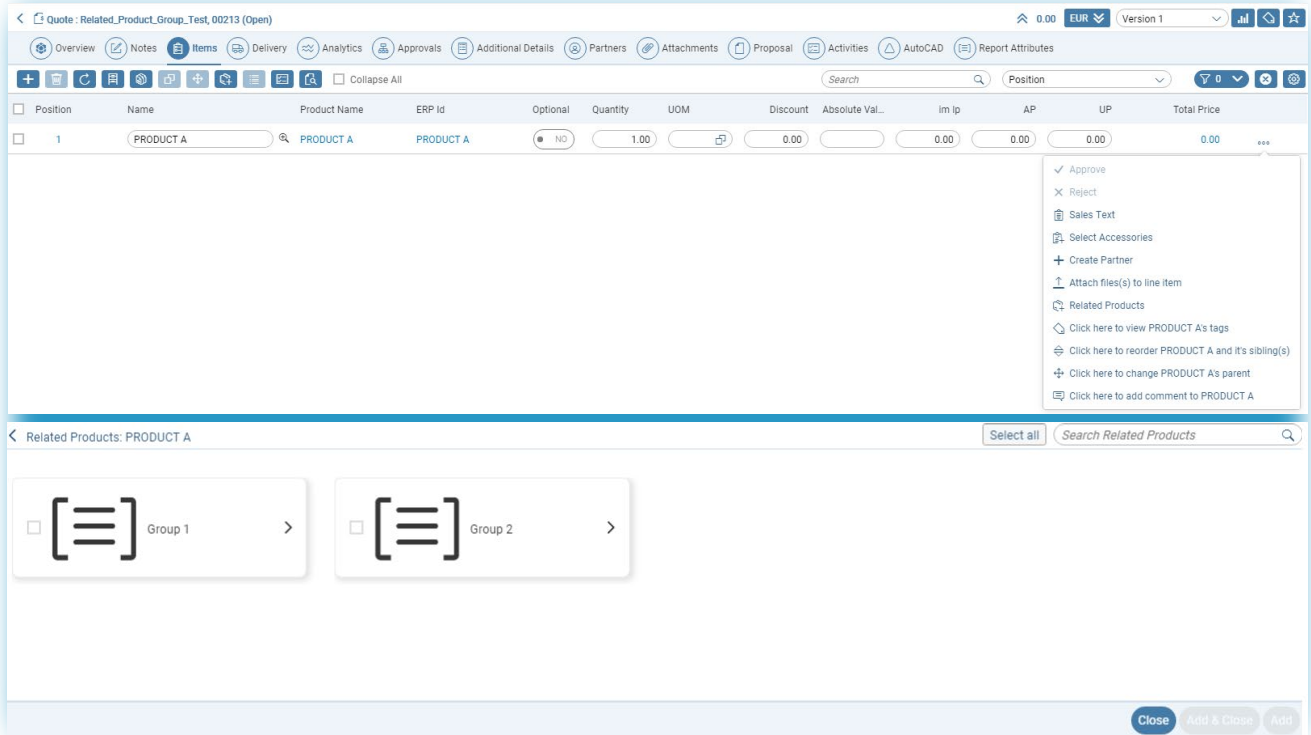


2.7. Related Product Group

MSP introduced related product feature in previous release. In 1904 release, In Mind Cloud introduced the Group Hierarchy Concept to group related products for better navigation towards the related products.

It is also designed to have unlimited level of groups with MSP's Lookup Table where data can be manually uploaded into MSP or synchronized from the ERP.

2.7. Related Product Group

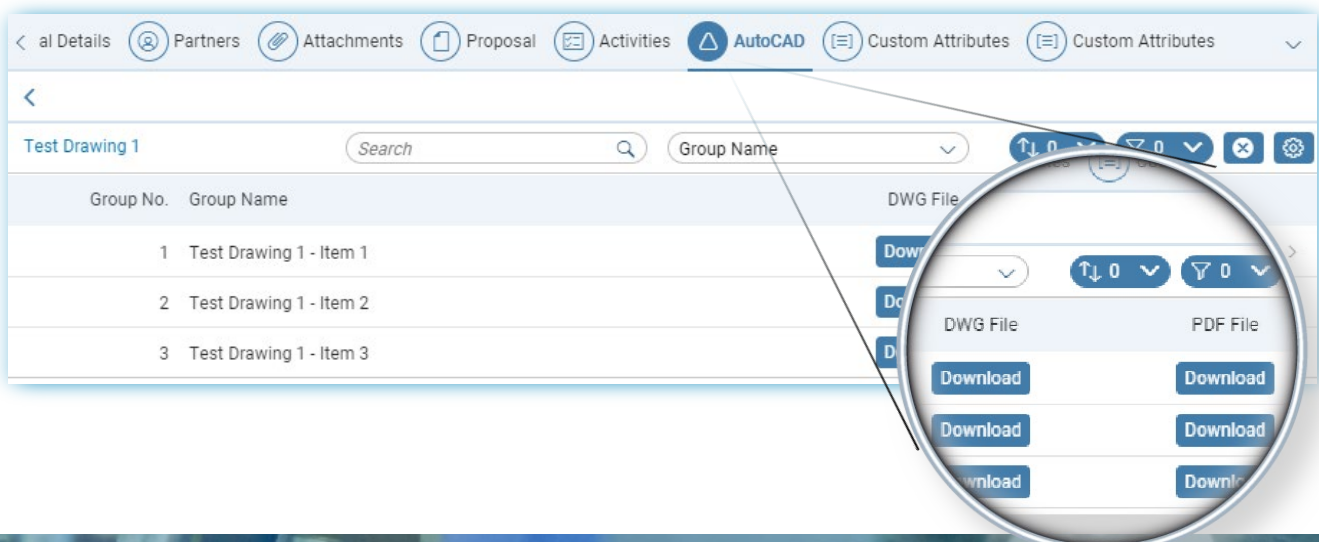


2.8. AutoCAD Enhancement

AutoCAD integration is enhanced, and it now further supports the below:

- Enable Groovy script to define arbitrary grouping for generated drawings.
- For each group, all pages in the group can be downloaded as a single merged PDF file, or as a zip file containing all the DWG files.

2.8. AutoCAD Enhancement



- The PDF files for each group can be selected directly while printing quote proposal

Generate Proposal ✕

Proposal Options		Select all
Cover Page		<input type="checkbox"/>
Cover Letter		<input type="checkbox"/>
Quote		<input checked="" type="checkbox"/>
Autocad Drawings		Select all
Test Drawing 1		
Test Drawing 1 - Item 1		<input type="checkbox"/>
Test Drawing 1 - Item 2		<input type="checkbox"/>
Test Drawing 1 - Item 3		<input type="checkbox"/>
Test Drawing 2		
Test Drawing 2 - Item 2		<input type="checkbox"/>
Proposal Settings		
Proposal Format	<input type="text" value="pdf"/>	▼
Proposal Language	<input type="text" value="English"/>	▼
Proposal Templates	<input type="text"/>	▼
Event Templates	<input type="text"/>	▼

Close
Download

2.9. Audit Feature Enhancement

Audit feature is enhanced as below:

- Entry of Audit Query Service is moved from Lookup Tables to be under Administration, making it directly available and solely accessible by user with administration permission.
- Allow user to search with all columns' fields available or choose a specific column's field from a drop-down list
- Support wildcard search using the symbol '*'
- Improve the readability of the audit record by:
 - Shortening the object key link (i.e. only showing the first 6 characters of the name) on Subject, Old Value and New Value
 - Appending the objectName in front of it if the key link has objectName
 - Allowing user to click on the control which will open a new tab showing the detail of the object and a "copy URI" button is provided to copy the full URI to clipboard

2.9. Audit Feature Enhancement

Management
Audit

All

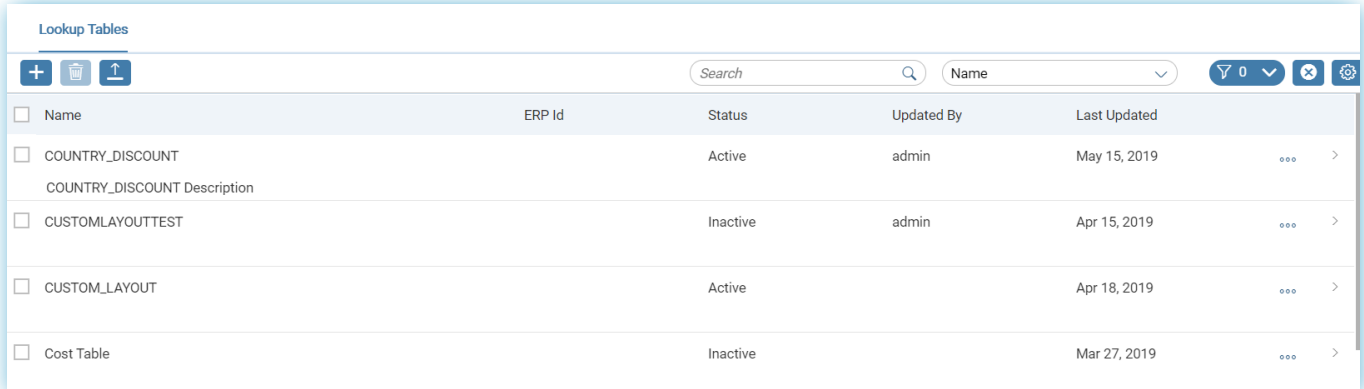
Graph Type	Subject Type	Predicate	Old Value	New Value
OrderSplittingScheme	OrderSplittingScheme	objectid	3703538ec3c94983af6a3c846de020cc	
OrderSplittingScheme	OrderSplittingScheme	objectName		OrderSplitSchemeA
DynamicGroup	DynamicGroup	sequenceID	1	12

2.10. Lookup Tables Enhancement

To improve the manageability and traceability of Lookup Tables, In Mind Cloud now further enhance the fields to include Description, "Last Updated By" and "Last Updated Date". Description is editable.

Lookup tables also has a header showing this detail. Lookup Tables list view shows these columns, which comes with table customizer (i.e. view setting) functionality.

2.10. Lookup Tables Enhancement



Name	ERP Id	Status	Updated By	Last Updated
COUNTRY_DISCOUNT COUNTRY_DISCOUNT Description		Active	admin	May 15, 2019
CUSTOMLAYOUTTEST		Inactive	admin	Apr 15, 2019
CUSTOM_LAYOUT		Active		Apr 18, 2019
Cost Table		Inactive		Mar 27, 2019

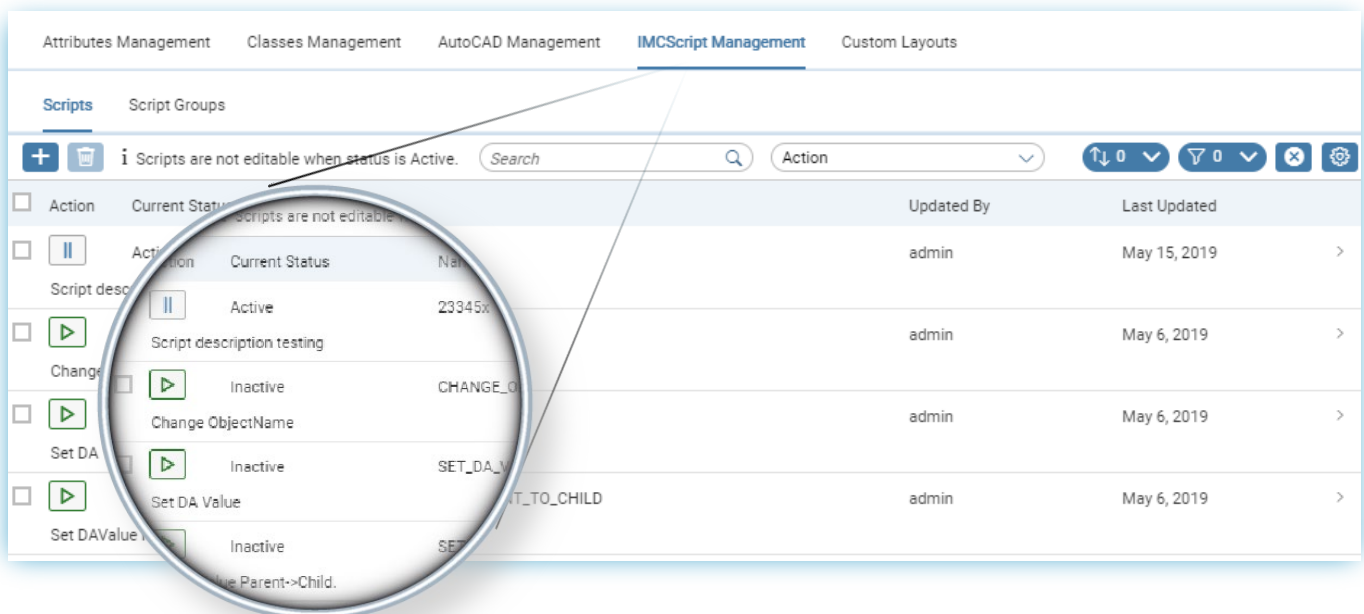
2.11. In Mind Cloud Script Editor Enhancement

In 1902 release, In Mind Cloud introduced object locking feature for primary objects, e.g. account, opportunity and quote. In 1904 release, In Mind Cloud extends this feature to IMC script editor.

On top of locking feature, the editor shows last updated date and the user who performed the last update. In addition, the system allows user to view the details of script in read-only mode even the script status is active. This is not supported prior to 1904 release.

If one user is making certain changes for a specific IMC script, editing and updating will be disabled for another user, and he/she will be only allowed to view the quote in read-only mode. The lock will only be released upon script save or session timeout. The subsequent user who tries to update the script will be notified through notification panel on the editing current user and the time when the lock is released.

2.11. In Mind Cloud Script Editor Enhancement



Action	Current Status	Name	Updated By	Last Updated
Script description testing	Active	23345x	admin	May 15, 2019
Change ObjectName	Inactive	CHANGE_0	admin	May 6, 2019
Set DA Value	Inactive	SET_DA_V	admin	May 6, 2019

2.12. Performance Improvements

2.12.1.

Opening and Saving

From 1904 release onwards, users will see increasing performance optimization in quote opening and saving. This is brought about by a new design that handles the configuration data in save and restore operations.

2.12.2.

Groovy

From 1904 release, groovy interface performance is substantially improved by loading the data needed in its binding and keeping a compiled copy of the script for usage in the system.

2.12.3.

Quote Line Item Table

From 1904 release, MSP supports a leaner version of quote line item table that helps to load and bind faster.

2.13. Other Enhancements

Some other enhancements in sales process were also done, these include:

1. Address enhancement to support more data points, also sync from Cloud for Customer (CFC), including support for linking country region with CFC state.
2. Not allowing to delete a sales org in case it is used.
3. Guided Selling row mode answer is dropped.
4. Check to preserve the last update date of an object in case it is updated on blank save.
5. Linkage of sales area with quote currency defaulting and selection.
6. Attach a file using drag and drop.
7. Showing product sales text in product catalogue directly.
8. New Material creation business data attributes can be defaulted using new material item custom mapping.
9. Extending the account filter extension point.
10. Support for USA Imperial unit in google map.
11. New UI to show the execution result of IMC Script in test mode.
12. Account Group is synchronized from CFC.
13. Sales Item now has 15 data and 1 relation additional attribute.
14. Business Type Time Zone is no longer cached.
15. Any sales item touched by IMC Script will be evaluated in BOM explosion.
16. Added a global queue for AutoCAD drawing generation, due to Autodesk's processing quota limit

2.14. Other Features and Bugfixes

Bug fixes and clean up

ABOUT US

In Mind Cloud (www.inmindcloud.com) is an independent provider of innovative manufacturing sales platform with the vision to make the sales successful and profitable for manufacturing and engineering industries. Our cutting-edge sales platform that turns CRM and CPQ into a true manufacturing sales platform, is based on the SAP Cloud Platform to be deeply integrated into manufacturing processes and front-end sales operations. Headquartered in Singapore, In Mind Cloud is operating globally through its sales office in Europe and China and a high-value partner network.

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