

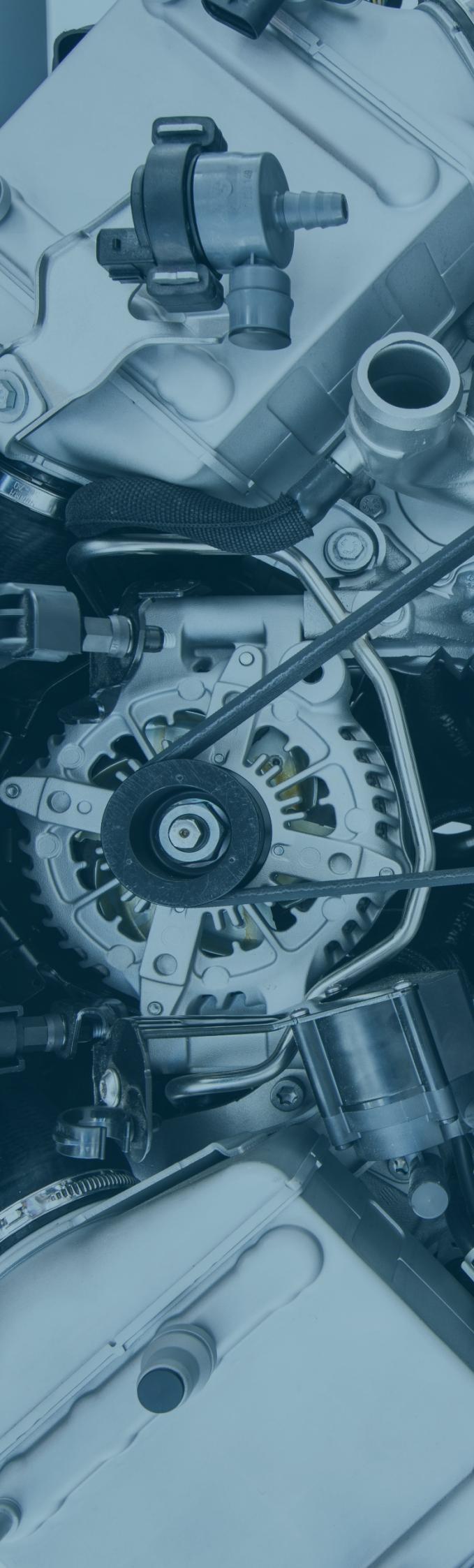
**Manufacturing X**  
Sales Platform



# Manufacturing X Release Notes

| Key Features and Enhancements

1902



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# 1. Guided Selling Refresh

In release 1902, In Mind Cloud redesigned one of the most popular features to bring about an improvement in administration productivity and ease of maintenance.

The former Guided Selling Question Set, Question and Answer have been enhanced as a separate entity. With 1902 release, **Question Set** becomes the primary entity. Question and Answer is a separate dependent entity with a user-friendly administration UI.

Each question set has its own view where questions and answers are defined and maintained. There is an option for answers to be directly linked to the products and in addition to the previous available product tags. An excel upload feature, which can create a guided selling question set is also provided.

## 1.1. Guided Selling Refresh

The screenshot shows the 'Questions' section of the Guided Selling Refresh interface. It displays three questions, each with an image and an answer. The first question is 'What job is your customer performing?' with an image of a truck and the answer 'Transport loads'. The second question is 'Lifting loads' with an image of a crane and the answer 'Lifting loads'. The third question is 'Digging a surface' with an image of an excavator and the answer 'Digging a surface'. Each question has options for 'Linked Question', 'Product Tags', and 'Links Products'.

# 2. SSC Enhancements – Printing Language

Manufacturing Sales Platform (MSP) already supports users to generate proposal in selected language. In Mind Cloud now further extends it to run with SSC configuration engine.

In the new release, MSP will read the characteristic value localized text from Dynamic Attribute table and print based on user-selected language. User-selected language can differ from session language.

## 2.1. Printing Language

The screenshot shows the 'Generate Proposal' dialog. It includes a list of options: 'Select all', 'Cover Page', 'Cover Letter', 'Quote', 'Proposal Format', 'Proposal Language', 'Proposal Templates', 'Excel Templates', and 'Save Proposal as Attachment'. Below this list are two dropdown menus: 'pdf' and 'English'. A magnifying glass icon is positioned over the 'pdf' dropdown.

## - Unit of Measure

Customers often maintain pricing based on different **Unit of Measure (UoM)** for the same product. MSP internal pricing engine already supports the pricing calculation based on different UoMs if users maintain the product pricing in different UoM.

In 1902 release, In Mind Cloud further extends this feature to SSC configuration engine. MSP now enables users to select UoM on a sales item level and pass the selected UoM through SSC for pricing calculation. The UoM conversion is then handled in the ERP.

### 2.2. Unit of Measure

The screenshot shows a software interface for managing sales items. At the top, there's a navigation bar with tabs like Overview, Configurator, Price Items, Delivery, Partners, Attachments, and Gallery. Below the navigation, there's a section titled "SalesItem details". A large magnifying glass highlights the "UoM" field, which contains the value "Box". To the right of the UoM field is an "Optional:" dropdown set to "NO". Further right are fields for "Product ERP ID" and "Ship To". At the bottom left is a "Requested Date:" field with the placeholder "MM d, y".

## 3. CFC Integration - Quote Status Control

To further align the quote lifecycle (including the approval process) with CFC, a new status, "Pending", is introduced in the 1902 release. The status "Pending" is added to both quote and sales item.

In CFC, a submitted quote can be reopened for editing and the quote status then changes to "Pending". This is unlike MSP "Open" status, as CFC imposes restrictions on existing line item deletion.

The enhancement aims to achieve the same behaviour in MSP by:

- Importing sales items with statuses "Pending" and "Cancelled" from CFC
- Disallowing changes of line item structure for submitted items from C4C
- Updating the quantity of uncancelled line item in Pending State to CFC
- Inserting new line item in Pending State back to CFC

### 3.1. Quote Status Control

The screenshot shows a software interface for managing sales items. At the top, there's a navigation bar with tabs like Overview, Configurator, Price Items, Delivery, Partners, Attachments, and Gallery. Below the navigation, there's a section titled "SalesItem details". A large magnifying glass highlights the "Status" field, which contains the value "Pending". To the right of the Status field is an "Optional:" dropdown set to "NO". Further right are fields for "Product Name" and "Product ERP ID". At the bottom left is a "Requested Date:" field with the placeholder "MM d, y".

## 4. IPE Enhancements – Groovy Script

To support complex and customized pricing calculation, in 1902 release, In Mind Cloud extends the Groovy script coding capability to IPE by introducing a new price item type category called “Groovy Script”.

This extension has seen as a significant enhancement to IPE's customizing possibilities.

### 4.1. Groovy Script

Customized pricing Pricing Step Details

Overview	Pricing Component	Lookup Table Sequence
* Sequence Id: 6	* Name: Customized pricing	* Price Item Type: Groovy Script Type
Arithmetic Expression:	Search Expression:	* Groovy Script: <input type="text"/>
Mandatory: <input checked="" type="radio"/> NO	Disabled: <input checked="" type="radio"/> NO	Routing Relevant: <input checked="" type="radio"/> NO
* Applicable Product Type: <input type="text"/>		

## 5. IPE Enhancements – Net Price/Value Calculation

This is a similar approach as IPE Groovy Script price item type category. Sales item **net price/value** and quote net price calculation often vary from customer to customer. i.e. there are certain price items that need to be excluded from the net price calculation or quantity counts that should not contribute towards net value calculation.

In 1902 release, In Mind Cloud introduces an “Internal Pricing – Custom Item Calculation” build-in type for admin users to upload the Groovy script to customize sales item net price/value and quote net price calculation based on customers' requirements.

### 5.1. Net Price/Value Calculation

Internal Pricing - custom net value and price calculation

GroovyScript / Internal Pricing - custom net value and price calculation	Configuration	Localisation
Name: Internal Pricing - custom net value and pric	Type: Internal Pricing - Custom Item Calcu	Script File: <input type="text"/> <input type="button" value=""/>
Accepted file formats: groovy No file has been uploaded yet		

Quote : IPE Quote, 00045 (Open)

Item 1 : Assembly

Overview	Price Items	Delivery	Partners	Attachments	Gallery																																																													
Quantity: 1.000000	Net Price: 300.000000	Net Value: 300.000000	Total Price: 300.000000																																																															
<table border="1"><thead><tr><th>Sequence Id</th><th>Price Item Type</th><th>Description</th><th>Pricing Date</th><th>* Base Amount</th><th>* Base Currency</th><th>Target Amount</th><th>Target currency</th><th>UOM</th><th>Source</th></tr></thead><tbody><tr><td>1</td><td>Product List Price</td><td>Product List Price</td><td>Feb 20, 2019</td><td>0.000000</td><td>Euro</td><td>0.000000</td><td>Euro</td><td>\$</td><td>CPQ</td></tr><tr><td>2</td><td>Shipping Cost</td><td>Shipping Cost</td><td>Feb 20, 2019</td><td>0.000000</td><td>Euro</td><td>0.000000</td><td>Euro</td><td>\$</td><td>CPQ</td></tr><tr><td>3</td><td>Set Up Cost</td><td>Set Up Cost</td><td>Feb 20, 2019</td><td>0.000000</td><td>Euro</td><td>0.000000</td><td>Euro</td><td>\$</td><td>CPQ</td></tr><tr><td>5</td><td>Total Cost (Shipping + Set Up)</td><td>Total Cost (Shipping + Set Up)</td><td>Feb 20, 2019</td><td>0.000000</td><td>Euro</td><td>0.000000</td><td>Euro</td><td>\$</td><td>CPQ</td></tr><tr><td>6</td><td>Sum Of Set Up</td><td>Sum Of Set Up</td><td>Feb 20, 2019</td><td>0.000000</td><td>Euro</td><td>0.000000</td><td>Euro</td><td>\$</td><td>CPQ</td></tr></tbody></table>							Sequence Id	Price Item Type	Description	Pricing Date	* Base Amount	* Base Currency	Target Amount	Target currency	UOM	Source	1	Product List Price	Product List Price	Feb 20, 2019	0.000000	Euro	0.000000	Euro	\$	CPQ	2	Shipping Cost	Shipping Cost	Feb 20, 2019	0.000000	Euro	0.000000	Euro	\$	CPQ	3	Set Up Cost	Set Up Cost	Feb 20, 2019	0.000000	Euro	0.000000	Euro	\$	CPQ	5	Total Cost (Shipping + Set Up)	Total Cost (Shipping + Set Up)	Feb 20, 2019	0.000000	Euro	0.000000	Euro	\$	CPQ	6	Sum Of Set Up	Sum Of Set Up	Feb 20, 2019	0.000000	Euro	0.000000	Euro	\$	CPQ
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## 5. Object Locking

In 1902 release, In Mind Cloud introduces a locking mechanism that restricts multiple users from updating the same objects (including all the primary objects i.e. account, opportunity, quote.) concurrently. This ensures that pricings and calculations are based on latest changes made by the current user and thus preventing inconsistent data points.

For example, in Quote object, when an user is making certain changes, edit mode will be disabled for other users. The lock will be only released upon Quote save, cancel or session logout/timeout. Read-only mode will be available throughout.

## 6. Sales Text Sync from ERP

In 1902 release, In Mind Cloud now supports synchronization and display of sales text, including sales area information (i.e. sales organization and distribution channel), from ERP.

MSP will display the respective sales text based on sales organization/distribution channel of the quote and the local language of the logged-in user, in multiple views:

### 6.1. Product Catalogue View

(only if the product catalogue is launched from within the quote and sales organization/distribution channel are maintained for the quote)

The screenshot shows a product catalog interface. On the left is a sidebar with navigation links: Home, Insights, Accounts, Opportunities, Quotes, Products, Administration, System Processes, and Model. The main area displays a table with columns: Image, Product Name, Product Label, ERP Id, and External Id. One row is selected, showing an image of a forklift, the product name '803', the product label '803', the ERP id '803', and the external id '803'. A modal window titled 'Sales Text' is open, listing '803' and '803 Fork Lift'. It includes a 'Show Sales Text' button and a quantity selector set to 1. There are also 'Add' and 'Close' buttons.

### 6.2. Product Details View

(only if the product catalogue is launched from within the quote and sales organization/distribution channel are maintained for the quote)

The screenshot shows a product details view. At the top is a header with a back arrow and a magnifying glass icon. Below it is a large image of a forklift. To the right is a detailed product information panel. The product ID is '2490 (Active)'. The product label is 'FORKLIFT\_FX\_50', the ERP id is '000000000000002490', and the external id is '000000000000002490'. The type is listed as 'Type:'. The description is 'This is a sample long text in English'. The sales text is 'Sales text in English - Sales Org: 1000, Distribution Channel: 10'. The quantity is set to 1. A blue circular arrow icon is at the bottom right.

Line item view:

The screenshot shows a line item view within a quote. At the top is a header with a back arrow and a magnifying glass icon. Below it is a table with columns: Position, Name, Product Name, ERP Id, Optional, Quantity, Discount, and LP. One row is selected, showing position 1, name 'FORKLIFT\_FX\_50', product name '2490', ERP id '000000000000002490', optional 'NO', quantity '1.00 PCE', and discount '0.00'. The total price is '0.00'. To the right is a context menu with options: Approve, Reject, Sales Text (which is highlighted with a red box), Select Accessories, Create Partner, Attach files(s) to line item, and Delete Product. A small orange box highlights the 'Sales Text' option in the menu.

## 7. DA Profile to Hide DA/DA Values Re-Design

Since 1811 release, MSP already enables hiding of Dynamic Attribute (DA) and its values using DA Profile. In 1902 release, In Mind Cloud further brings this concept to a more powerful level. Any quote data point can be used as the dimensions to trigger the hiding and this can be defined in the look up table.

### 7.1. Look-Up Table

Lookup Tables
<input type="checkbox"/> Name
<input type="checkbox"/> Work Center Rate Table
<input type="checkbox"/> LANGUAGEKEYS
<input type="checkbox"/> TVARCT
<input type="checkbox"/> PRODUCT_PRICE
<input type="checkbox"/> AUDIT
<input type="checkbox"/> DA_PROFILE_TABLE
<input type="checkbox"/> EMPLOYEE
<input type="checkbox"/> MVKE
<input type="checkbox"/> Cost Table
<input type="checkbox"/> KONDD
<input type="checkbox"/> PRODUCT_DELTA_PRICE
<input type="checkbox"/> KOTD001
<input type="checkbox"/> KOTD502

### 7.2. Use Fetch Record Type to Define the Data Point Dimensions

**New Price Field**

\* Name: SALES\_OFFICE

\* Sequence Id: 6

\* Type: Fetch Record

\* Search Expression: Quote().quoteContainedBy.hasSalesOffice.objectName[0]

**New Price Field**

\* Name: ROLE\_NAME

\* Sequence Id: 7

\* Type: Fetch Record

\* Search Expression: Quote().quoteContainedBy.containsCreator.hasRole.objectName[0]

### 7.3. Link DA Name, DA Value and the Defined Table

**DAProfile Instance**

Name: DAProfile Instance

External Id:

ERP Id:

links LookupTable: DA\_PROFILE\_TABLE

links LookupTable DA Name: DA\_NAME

links LookupTable DA Value: DA\_VALUE

This supports manufacturers in offering and managing localized products.

## 8. Tool Support - UI Customization

To enable administrator to make UI changes without the need for in-depth technical knowledge, in 1902 release, In Mind Cloud offers a complete tool for **UI customization**.

### 8.1. UI Customization

The screenshot shows a software interface titled "UI Customization" with a sub-section header "PROFILE\_SALES\_ACCEPTED". The main area displays a table with columns: ID, Localisation, Hide, Select all, and Disable Select all. The table lists several UI components, each with a dropdown menu showing localization options like "general.home", "Home", "objectivesAppShell.insights", "Insights", etc. The "Disable Select all" column contains a checkbox labeled "PROFILE\_SALES" which is checked for the "id\_worksetItem\_account" row.

ID	Localisation	Hide	Select all	Disable Select all
id_worksetItem_home	general.home Home	<input type="checkbox"/>	<input type="checkbox"/>	
id_worksetItem_insights	objectivesAppShell.insights Insights	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
id_worksetItem_account	objectivesAppShell.accounts Accounts	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PROFILE_SALES
id_worksetItem_opportunity	general.opportunities Opportunities	<input type="checkbox"/>	<input type="checkbox"/>	
id_worksetItem_quotation	general.quotes	<input type="checkbox"/>	<input type="checkbox"/>	

## 9. Other Enhancements and Bug Fixes

Save proposal to quote as an attachment.

### Sales process enhancements:

- Support rejection of quote in "Open" status
- On object copy, extending to copy of default folder structure
- Groovy script enables the marked proposal to be sent for custom programming
- Allow user to select a country's region and state based on the respective country selected
- Use country region in ERP Pricing

### Tool support:

- Excel based modelling environment/data entry
- Another sheet was added that allows user to define conditional triggers without the need to write search expression. User can directly use DA name to define the conditions
- Audit Query Service performance change
- The former design of collecting audit data was causing performance slowdown and increase in usage of database's server CPU. To correct this, a new design was put in place and tested to eradicate the problem

### Bug fixes and cleanups

#### ABOUT US

In Mind Cloud ([www.inmindcloud.com](http://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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Below new functions with intuitive admin UI have been introduced:

- UI customization with readable UI label for users to easily identify the components
- UI Profile tree view
- Re-structuring of the layout to admin UI profile in a single place

