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Testing BlueSpice Features

VisualWikitext

Latest revision as of 14:23, 3 July 2023 (view source)

[Demo writer](#) ([talk](#) | [contribs](#))

No edit summary

Revision as of 11:44, 17 July 2023 (view source)

[Demo writer](#) ([talk](#) | [contribs](#))

No edit summary

[Tag](#): 2017 source edit

Line 1:

```
/**Portalpage with flex EN ****/
```

```
.flexbox-portal .oo-ui-icon-link.  
sectionanchors-button {background-  
image:none;}
```

```
.flexbox-portal {display: flex; flex-  
wrap: wrap; justify-content:space-  
between;}
```

```
.flexbox-portal > div {flex:1; padding:  
10px 20px;}
```

```
.flexbox-portal > div img {max-width:  
100%; height:auto;}
```

```
.flexbox-portal.col2 > div {flex-basis:4  
7%; margin: 0 15px 15px 0;}
```

```
.flexbox-portal.col3 > div {flex-basis:  
30%; margin: 0 15px 15px 0;}
```

```
.flexbox-portal.fullfirst div:first-child  
{flex-basis:100%}
```

```
.flexbox-portal.fulllast div:last-child  
{flex-basis:100%}
```

Line 1:

```
{{ ContentNav|homelink=Integrated  
Management  
System|hometext=2|pagePrevious=IM  
S:Role definitions{{!}}Role  
definitions|pageNext=IMS:Work  
instructions{{!}}Work instructions}}  
<bookshelf src="Book:Quality  
Handbook" /><templatestyles src="  
Template:IMS Infobox/styles.css" />
```

```
={{int:IMS-process_descriptions-headi  
ng}}=
```

```
{{#forminput:form=IMS  
Process|button text={{int:newpage}}|  
query string=namespace=IMS}}
```

```
.flexbox-portal.boxborder.p-blue >
div {border: 1px solid #aed6f1;}
```

```
.flexbox-portal.boxborder.p-green >
div {border: 1px solid #a9dfbf;}
```

```
.flexbox-portal.boxborder.p-grey >
div {border: 1px solid #e9e9ee;}
```

```
.flexbox-portal.boxborder.p-orange >
div {border: 1px solid #f5cba7;}
```

```
.flexbox-portal.boxborder.p-purple >
div {border: 1px solid #d7bde2;}
```

```
.flexbox-portal.boxborder.p-red > div
{border: 1px solid #e6b0aa;}
```

```
.flexbox-portal.boxborder.p-yellow >
div {border: 1px solid #f9e79f;}
```

```
.flexbox-portal.boxborder.p-white >
div {border: 1px solid #ffffff;}
```

```
.flexbox-portal.none > div {border:
none;}
```

```
.flexbox-portal.boxborder > div.
emptybox {border: none}
```

```
.flexbox-portal.background > div {bor
der:none;}
```

```
.flexbox-portal.background-hd.p-blue
div > h2 {background: #aed6f1;}
```

```
.flexbox-portal.background-hd.p-
green div > h2 {background: #a9dfbf
;}
```

```
.flexbox-portal.background-hd.p-grey
div > h2 {background: #e9e9ee;}
```

```
.flexbox-portal.background-hd.p-
orange div > h2 {background:
#f5cba7;}
```

```
.flexbox-portal.background-hd.p-
purple div > h2 {background:
#d7bde2;}
```

```
{{#ask:
```

```
[[IMS Document type::Process
description||Prozessbeschreibung]]
```

```
|?IMS Scope
```

```
|?IMS Process owner
```

```
|?QM/Document state
```

```
|?IMS Valid until#LOCL
```

```
|format=template
```

```
.flexbox-portal.background-hd.p-red  
div > h2 {background: #e6b0aa;}
```

```
.flexbox-portal.background-hd.p-  
yellow div > h2 {background: #f9e79f;  
}
```

```
.flexbox-portal.background-hd.p-  
white div > h2 {background: #ffffff;}
```

```
|template=IMS_Process/SMW
```

```
|introtemplate=IMS_Process/SMW  
/Head
```

```
|outrotemplate=IMS_Process/SMW  
/Foot
```

```
|limit=1000
```

```
}}
```

```
.flexbox-portal.background.p-blue >  
div {background: #d6eaf8 ;}
```

```
.flexbox-portal.background.p-green >  
div {background: #d4efdf;}
```

```
.flexbox-portal.background.p-grey >  
div {background: #e9e9ee;}
```

```
.flexbox-portal.background.p-orange  
> div {background: #fae5d3;}
```

```
.flexbox-portal.background.p-purple  
> div {background: #ebdef0;}
```

```
.flexbox-portal.background.p-red >  
div {background: #f2d7d5;}
```

```
.flexbox-portal.background.p-yellow  
> div {background: #fcf3cf;}
```

```
.flexbox-portal.background.p-white >  
div {background: #ffffff;}
```

```
.flexbox-portal > div.box.p-blue  
{background: #d6eaf8;}
```

```
.flexbox-portal > div.box.p-green  
{background: #d4efdf;}
```

```
.flexbox-portal > div.box.p-grey  
{background: #e9e9ee;}
```

```
.flexbox-portal > div.box.p-orange
{background: #fae5d3;}
```

```
.flexbox-portal > div.box.p-purple
{background: #ebdef0;}
```

```
.flexbox-portal > div.box.p-red
{background: #f2d7d5;}
```

```
.flexbox-portal > div.box.p-yellow
{background: #fcf3cf;}
```

```
.flexbox-portal > div.box.p-
white {background: #ffffff;}
```

```
.flexbox-portal.background div.
emptybox {background: none}
```

```
.flexbox-portal div > h2 {font-size: 1.1
em; border-bottom: none;margin-top:
0; padding: 10px; font-weight:
bold; margin-bottom: 15px;}
```

```
.flexbox-portal.underline-hd div > h2
{font-size: 1.1em; background:none;
border-bottom: 1px solid #8b8b8b;
margin-top: 0; padding: 10px; font-
weight: bold;}
```

```
.flexbox-portal.hide-hd div > h2 {displ
ay:none;}
```

```
.flexbox-portal h1 .mw-editsection, .
flexbox-portal h2 .mw-editsection, .
flexbox-portal h3 .mw-editsection, .
flexbox-portal h4 .mw-editsection, .
flexbox-portal h5 .mw-editsection, .
flexbox-portal h6 .mw-editsection
```

```
{display:none;}
```

```
.mw-parser-output .bs-layout-
container.intro-text {font-size: 1.2
em;}
```

```
h3 {font-size: 1.6em;}
```

```
<div style="clear:both"></div>
```

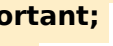
```
{{ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IM
S:Role definitions{{!}}Role
definitions|pageNext=IMS:Work
instructions{{!}}Work instructions}}
```

```
.ve-ce-surface-enabled .ve-ce-branchNode-blockSlug {visibility: hidden; display: none;}
```

```
.thumbborder {border: 1px solid #e5e5e5;}
```

```
@media only screen and (max-width: 768px) { .flexbox-portal > div {width: 98%;}}
```

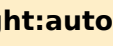
```
/**Formular **/
```

```
#pfForm section.ve-ce-branchNode a {max-width:100% !important; height:auto !important;}/**im Formular **/
```

```
.formtable th {text-align:right; padding:10px; background:#efefef; font-weight:normal;}
```

```
.formtable td {padding:10px;}
```

```
.bs-mwvisualeditor-field-container {max-width:850px;}
```

```
.bs-mwvisualeditor-field-container {max-width:100%; height:auto;}
```

```
@media only screen and (max-width: 768px) { .flexbox-portal, .flexbox-portal.col2, .flexbox-portal.col3 > div {flex-basis: 98%;}}
```

```
/**Formular **/
```

```
#pfForm section.ve-ce-branchNode a {max-width:100% !important; height:auto !important;}/**im Formular **/
```

```
.formtable th {text-align:right; padding:10px; background:#efefef; font-weight:normal;}
```

```
.formtable td {padding:10px;}
```

```
.bs-mwvisualeditor-field-container  
{max-width:850px;}
```

```
.bs-mwvisualeditor-field-container  
img {max-width:100%; height:auto;}
```

Revision as of 11:44, 17 July 2023

Tour 2 [Integrated Management system](#) < [Role definitions](#)

next: [Work instructions](#)

4.1. Process descriptions

Page	Business unit	Process owner	Approval state	Valid until	Status
Procurement of materials	100	Emma Røgeberg	First draft		
Sales process	Sales	Paul Arnoux	Draft	December 31, 2022	

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next: [Work instructions](#)

Process descriptions

Approved: 12:04, 21 April 2023 / Revision: 12:04, 21 April 2023

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Revision as of 11:44, 17 July 2023 (view source)

[Demo writer](#) ([talk](#) | [contribs](#))

No edit summary

[Tag: 2017 source edit](#)

[Newer edit →](#)

(3 intermediate revisions by 2 users not shown)

Line 1:

```
{ {ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IMS:
Role definitions{ {!} }Role
definitions|pageNext=IMS:Work
instructions{ {!} }Work instructions} }
<bookshelf src="Book:Quality Handbook"
/><templatestyles src="Template:IMS
Infobox/styles.css" />
```

```
= { {int:IMS-process_descriptions-
heading} } =
```

```
<div style="float:left; margin-bottom:
40px">
```

```
{ { #forminput:form=IMS Process|button
text= { {int:newpage} } |query
string=namespace=IMS} }
```

```
</div>
```

```
{ { #ask:
```

Line 1:

```
{ {ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IMS:
Role definitions{ {!} }Role
definitions|pageNext=IMS:Work
instructions{ {!} }Work instructions} }
<bookshelf src="Book:Quality Handbook"
/><templatestyles src="Template:IMS
Infobox/styles.css" />
```

```
= { {int:IMS-process_descriptions-
heading} } =
```

```
{ { #forminput:form=IMS Process|button
text= { {int:newpage} } |query
string=namespace=IMS} }
```

```
{ { #ask:
```

Line 23:

```
<div style="clear:both"></div>
```

```
{ {ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IMS:
Role definitions{ {!} }Role
definitions|pageNext=IMS:Work
instructions{ {!} }Work instructions} }
```

Line 23:

```
<div style="clear:both"></div>
```

```
{ {ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IMS:
Role definitions{ {!} }Role
definitions|pageNext=IMS:Work
instructions{ {!} }Work instructions} }
```

[_HIDETITLE_](#)

Revision as of 11:44, 17 July 2023

Tour 2 [Integrated Management system](#) < [Role definitions](#)next: [Work instructions](#)

4.1. Process descriptions

Page	Business unit	Process owner	Approval state	Valid until	Status
Procurement of materials	100	Emma Røgeberg	First draft		
Sales process	Sales	Paul Arnoux	Draft	December 31, 2022	

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Approved: **Not approved** / Revision: 07:56, 20 April 2024
VisualWikitext

Revision as of 11:44, 17 July 2023 (view source)
 Demo writer (talk | contribs)
 No edit summary
 Tag: 2017 source edit

Line 1:

```
{{ ContentNav|homelink=Integrated  
Management  
System|hometext=2|pagePrevious=IMS:  
Role definitions{{!}}Role  
definitions|pageNext=IMS:Work  
instructions{{!}}Work instructions}}  
<bookshelf src="Book:Quality  
Handbook" /><templatestyles src="Template:IMS Infobox/styles.css" />
```

```
={{int:IMS-process_descriptions-heading}}=
```

```
{#{forminput:form=IMS  
Process|button text={{int:newpage}}|  
query string=namespace=IMS}}
```

```
.flexbox-portal.boxborder.p-blue >
div {border: 1px solid #aed6f1;}
```

```
.flexbox-portal.boxborder.p-green >
div {border: 1px solid #a9dfbf;}
```

```
.flexbox-portal.boxborder.p-grey >
div {border: 1px solid #e9e9ee;}
```

```
.flexbox-portal.boxborder.p-orange >
div {border: 1px solid #f5cba7;}
```

```
.flexbox-portal.boxborder.p-purple >
div {border: 1px solid #d7bde2;}
```

```
.flexbox-portal.boxborder.p-red > div
{border: 1px solid #e6b0aa;}
```

```
.flexbox-portal.boxborder.p-yellow >
div {border: 1px solid #f9e79f;}
```

```
.flexbox-portal.boxborder.p-white >
div {border: 1px solid #ffffff;}
```

```
.flexbox-portal.none > div {border:
none;}
```

```
.flexbox-portal.boxborder > div.
emptybox {border: none}
```

```
.flexbox-portal.background > div {bor
der:none;}
```

```
.flexbox-portal.background-hd.p-blue
div > h2 {background: #aed6f1;}
```

```
.flexbox-portal.background-hd.p-
green div > h2 {background: #a9dfbf
;}
```

```
.flexbox-portal.background-hd.p-grey
div > h2 {background: #e9e9ee;}
```

```
.flexbox-portal.background-hd.p-
orange div > h2 {background:
#f5cba7;}
```

```
.flexbox-portal.background-hd.p-
purple div > h2 {background:
#d7bde2;}
```

```
{{#ask:
```

```
[[IMS Document type::Process
description||Prozessbeschreibung]]
```

```
?IMS Scope
```

```
?IMS Process owner
```

```
?QM/Document state
```

```
?IMS Valid until#LOCL
```

```
.flexbox-portal.background-hd.p-red  
div > h2 {background: #e6b0aa;}
```

```
.flexbox-portal.background-hd.p-  
yellow div > h2 {background: #f9e79f;  
}
```

```
.flexbox-portal.background-hd.p-  
white div > h2 {background: #ffffff;}
```

```
|format=template
```

```
|template=IMS_Process/SMW
```

```
|introtemplate=IMS_Process/SMW  
/Head
```

```
|outrotemplate=IMS_Process/SMW  
/Foot
```

```
|limit=1000
```

```
}}
```

```
.flexbox-portal.background.p-blue >  
div {background: #d6eaf8 ;}
```

```
.flexbox-portal.background.p-green >  
div {background: #d4efdf;}
```

```
.flexbox-portal.background.p-grey >  
div {background: #e9e9ee;}
```

```
.flexbox-portal.background.p-orange  
> div {background: #fae5d3;}
```

```
.flexbox-portal.background.p-purple  
> div {background: #ebdef0;}
```

```
.flexbox-portal.background.p-red >  
div {background: #f2d7d5;}
```

```
.flexbox-portal.background.p-yellow  
> div {background: #fcf3cf;}
```

```
.flexbox-portal.background.p-white >  
div {background: #ffffff;}
```

```
.flexbox-portal > div.box.p-blue  
{background: #d6eaf8;}
```

```
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{background: #ebdef0;}
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{background: #f2d7d5;}
```

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.flexbox-portal > div.box.p-yellow
{background: #fcf3cf;}
```

```
.flexbox-portal > div.box.p-
white {background: #ffffff;}
```

```
.flexbox-portal.background div.
emptybox {background: none}
```

```
.flexbox-portal div > h2 {font-size: 1.1
em; border-bottom: none;margin-top:
0; padding: 10px; font-weight:
bold; margin-bottom: 15px;}
```

```
.flexbox-portal.underline-hd div > h2
{font-size: 1.1em; background:none;
border-bottom: 1px solid #8b8b8b;
margin-top: 0; padding: 10px; font-
weight: bold;}
```

```
.flexbox-portal.hide-hd div > h2 {displ
ay:none;}
```

```
.flexbox-portal h1 .mw-editsection, .
flexbox-portal h2 .mw-editsection, .
flexbox-portal h3 .mw-editsection, .
flexbox-portal h4 .mw-editsection, .
flexbox-portal h5 .mw-editsection, .
flexbox-portal h6 .mw-editsection
```

```
{display:none;}
```

```
.mw-parser-output .bs-layout-
container.intro-text {font-size: 1.2
em;}
```

```
h3 {font-size: 1.6em;}
```

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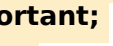
```
{{ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IM
S:Role definitions{{!}}Role
definitions|pageNext=IMS:Work
instructions{{!}}Work instructions}}
```

```
.ve-ce-surface-enabled .ve-ce-branchNode-blockSlug {visibility: hidden; display: none;}
```

```
.thumbborder {border: 1px solid #e5e5e5;}
```

```
@media only screen and (max-width: 768px) { .flexbox-portal > div {width: 98%;}}
```

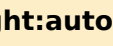
```
/**Formular **/
```

```
#pfForm section.ve-ce-branchNode a {max-width:100% !important; height:auto !important; }/**im Formular **/
```

```
.formtable th {text-align:right; padding:10px; background:#efefef; font-weight:normal;}
```

```
.formtable td {padding:10px;}
```

```
.bs-mwvisualeditor-field-container {max-width:850px;}
```

```
.bs-mwvisualeditor-field-container {max-width:100%; height:auto;}
```

```
@media only screen and (max-width: 768px) { .flexbox-portal, .flexbox-portal.col2, .flexbox-portal.col3 > div {flex-basis: 98%;}}
```

```
/**Formular **/
```

```
#pfForm section.ve-ce-branchNode a {max-width:100% !important; height:auto !important; }/**im Formular **/
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.formtable th {text-align:right; padding:10px; background:#efefef; font-weight:normal;}
```

```
.formtable td {padding:10px;}
```

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.bs-mwvisualeditor-field-container  
{max-width:850px;}
```

```
.bs-mwvisualeditor-field-container  
img {max-width:100%; height:auto;}
```

Revision as of 11:44, 17 July 2023

Tour 2 [Integrated Management system](#) < [Role definitions](#)

next: [Work instructions](#)

4.1. Process descriptions

Page	Business unit	Process owner	Approval state	Valid until	Status
Procurement of materials	100	Emma Røgeberg	First draft		
Sales process	Sales	Paul Arnoux	Draft	December 31, 2022	

Tour 2 [Integrated Management system](#) < [Role definitions](#)

next: [Work instructions](#)

Role definitions

Approved: 12:02, 21 April 2023 / Revision: 14:08, 2 December 2021

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Revision as of 14:08, 2 December 2021 (view source)

[Demo writer](#) ([talk](#) | [contribs](#))

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[Tag](#): 2017 source edit

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[Demo writer](#) ([talk](#) | [contribs](#))

No edit summary

[Tag](#): 2017 source edit

Line 1:

```
{{ContentNav|homelink=Integrated Management
System|hometext=2|pagePrevious=Minutes
{{!}}Meeting minutes|pageNext=IMS:
Process descriptions{{!}}Process
descriptions}}
```

```
<bookshelf src="Book:Quality Handbook"
/> <templatestyles src="Template:IMS
Infobox/styles.css" />
```

```
={{int:IMS-role definitions-heading}}=
```

```
<div style="float:left; margin-bottom:
40px">{{#forminput:form=IMS
Role|super page={{FULLPAGENAME}}
|button text={{int:newpage}}|query
string=namespace=IMS}}
```

```
</div>
```

```
{{#ask: [[IMS Document type::Role
definition||Rollendefinition]]
```

```
|?IMS Role description
```

```
|?IMS Role owner
```

Line 1:

```
{{ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IMS:
Role definitions{{!}}Role definitions|p
ageNext=IMS:Work instructions{{!}}Wo
rk instructions}}<bookshelf src="Book:
Quality Handbook" /><templatestyles
src="Template:IMS Infobox/styles.css" />
```

```
={{int:IMS-process_descriptions-
heading}}=
```

```
{{#forminput:form=IMS
Process|button text={{int:newpage}}
|query string=namespace=IMS}}
```

```
{{#ask:
```

```
[[IMS Document type::Process
description||Prozessbeschreibung]]
```

```
|?IMS Scope
```

`|?QM/Document state``|link=none``|format=template``|template=IMS Role definition list``|introtemplate=IMS Role definition list/Head``|outrotemplate=IMS Role definition list/Foot``|limit=1000``}}``<div style="clear:both"></div>`

```
{ {ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=Minut
es{ {!} }Meeting minutes|pageNext=IMS:
Process descriptions{ {!} }Process
descriptions} }
```

`__HIDETITLE__``|?IMS Process owner``|?QM/Document state``|?IMS Valid until#LOCL``|format=template``|template=IMS_Process/SMW``|introtemplate=IMS_Process/SMW/Head``|outrotemplate=IMS_Process/SMW/Foot``|limit=1000``}}``<div style="clear:both"></div>`

```
{ {ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IMS:
Role definitions{ {!} }Role definitions|p
ageNext=IMS:Work instructions{ {!} }Wo
rk instructions} }
```

Revision as of 11:44, 17 July 2023

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next: [Work instructions](#)

4.1. Process descriptions

Page	Business unit	Process owner	Approval state	Valid until	Status
Procurement of materials	100	Emma Røgeberg	First draft		
Sales process	Sales	Paul Arnoux	Draft	December 31, 2022	

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IMS:Sales process and IMS:Process descriptions: Difference between pages

Approved: 16:26, 2 December 2021 / Revision: 16:26, 2 December 2021

[VisualWikitext](#)

Revision as of 16:26, 2 December 2021 (view source)

[Demo writer](#) ([talk](#) | [contribs](#))

No edit summary

[Tag](#): [Visual edit](#)

Revision as of 11:44, 17 July 2023 (view source)

[Demo writer](#) ([talk](#) | [contribs](#))

No edit summary

[Tag](#): 2017 source edit

Line 1:

```
{{IMS Process
```

```
|documentNumber=P-V01
```

```
|roles=Sales Agent
```

```
|scope=Sales
```

```
|standardSpecification=ISO 9001:2015
```

```
|ISO9001=4.4 Quality management system and its processes
```

```
|owner=User:Parnoux
```

```
|validFrom=2021-11-30
```

```
|validUntil=2022-12-31
```

```
|auditDue=2022-09-30
```

```
}}
```

```
==Purpose / goals==
```

```
A standardized sales process allows our employees to work more efficiently and helps them to perfect their sales techniques. It must be used in parallel with the acquisition
```

Line 1:

```
{{ContentNav|homelink=Integrated Management System|hometext=2|pagePrevious=IMS:Role definitions{{!}}Role definitions|pageNext=IMS:Work instructions{{!}}Work instructions}}<bookshelf src="Book:Quality Handbook" /><templatestyles src="Template:IMS Infobox/styles.css" />
```

```
={{int:IMS-process_descriptions-heading}}=
```

strategy. This is important for both customer satisfaction and lead conversion. In addition, the sales process allows the sales team to work more consistently as it structures their operations better. The goal of the sales process is higher completion rates, better customer loyalty and, ultimately, an increase in sales.

==Predecessor==

* Marketing process

==Recipient==

* Project management process

==Process steps==

{| class="wikitable" style="width: 100%;"

|+R=Responsible party; P= Participants in the process

!Input
(resources)!! style="width:55%;" |Steps

!Work instruction!!Output
(deliverables)!!R!!P

|-

|Contact info ||'"01-Contact initiation'"

|Lead-Qualifizierung||Doku in Odoo||Sales Agent||Intersted party

|-

|Results from initial contact ||'"02-Lead qualification'"

```
{{#forminput:form=IMS  
Process|button text={{int:newpage}}  
|query string=namespace=IMS}}
```

|Lead-Qualifizierung||Doku in Odoo||Sales Agent||Intersted party

|-

|Results from lead qualification ||'"03-Needs analysis'"

|Lead-Qualifizierung||Doku in Odoo||Sales Agent||Intersted party

|-

|Results from needs analysis ||'"04-Produkt presentation'"

|Lead-Qualifizierung||Doku in Odoo||Sales Agent||Intersted party, HW-Support

|-

|Results from needs analysis ||'"05-Cost estimate'"

|Making an offer||Offer letter||Sales Agent||Intersted party

|-

|Results from needs analysis ||'"06-Contract negotiation'"

| || ||Sales Agent||Intersted party, Sales manager

|-

|

|

|

|

`|``|``|}``==Process diagrams==``<center><bs:drawio filename="Drawio/Sales-process" /></center>``<br /><br />``<big> "Show flowchart"</big>``<div class="mw-collapsible mw-collapsed" id="mw-customcollapsible-myDivision">``<center><bs:drawio filename="Drawio/Sales-Flowchart" /></center>``</div>``==Performance indicators==`

The statistics for the following performance indicators are created in Odoo and evaluated every six months.

* Sales growth

* Sales target

* Customer acquisition costs

* Sales cycle length

* Lead conversion ratio (leads per sale)

`{ { #ask:``[[IMS Document type::Process description|Prozessbeschreibung]]``|?IMS Scope``|?IMS Process owner``|?QM/Document state``|?IMS Valid until#LOCL``|format=template``|template=IMS_Process/SMW``|introtemplate=IMS_Process/SMW/Head``|outrotemplate=IMS_Process/SMW/Foot``|limit=1000``}}`

* Number of sales opportunities
(potential order value)

* Upsell and cross-sell rate

==Risks==

Performance risk: The contractually
stipulated services cannot be
delivered

Cost risk: underestimation of
development costs

==Resources==

===Equipment ===

* Phone

* Email

* Odoo

* Demo system

* Eval system

===Personnel / Qualifications===

Sales agent

Sales manager

==Supporting documents==

"Which documents are related to this
process (policies, guidelines,
checklist templates, ...) ?"

== Records ==

<div style="clear:both"></div>

"Any observations or reports that confirm the effectiveness of this process (completed checklists, meeting minutes, interviews, ...)."


```
{{ContentNav|homelink=Integrated Management System|hometext=2|pagePrevious=IMS:Role definitions{!}} Role definitions|pageNext=IMS:Work instructions{!}}Work instructions}}
```

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4.1. Process descriptions

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Work instructions

Approved: 12:00, 21 April 2023 / Revision: 12:00, 21 April 2023

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Revision as of 12:00, 21 April 2023 (view source)

Demo writer (talk | contribs)
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Revision as of 11:44, 17 July 2023 (view source)

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Line 1:

```
{{ContentNav|homelink=Integrated Management System|hometext=2|pagePrevious=IMS:Process descriptions{{!}}Process descriptions|pageNext=IMS:Audit reports{{!}}Audit reports}}
```

```
<bookshelf src="Book:Quality Handbook" /><templatestyles src="Template:IMS Infobox/styles.css" />
```

```
={{int:IMS-work instructions-heading}}=
```

```
<div style="float:left; margin-bottom:40px">
```

```
{{#forminput:form=IMS Work|button text={{int:newpage}}|query string=namespace=IMS}}
```

```
</div>
```

```
{{#ask:
```

```
[[IMS Document type::Work instruction|Arbeitsanweisung]]
```

```
|?IMS Scope
```

```
|?IMS Process owner
```

Line 20:

Line 1:

```
{{ContentNav|homelink=Integrated Management System|hometext=2|pagePrevious=IMS:Role definitions{{!}}Role definitions|pageNext=IMS:Work instructions{{!}}Work instructions}}<bookshelf src="Book:Quality Handbook" /><templatestyles src="Template:IMS Infobox/styles.css" />
```

```
={{int:IMS-process_descriptions-heading}}=
```

```
{{#forminput:form=IMS Process|button text={{int:newpage}}|query string=namespace=IMS}}
```

```
{{#ask:
```

```
[[IMS Document type::Process description|Prozessbeschreibung]]
```

```
|?IMS Scope
```

```
|?IMS Process owner
```

Line 19:

	ContentNav homelink=Integrated Management System hometext=2 pagePrevious=IMS:Role definitions pageNext=IMS:Work instructions
ContentNav homelink=Integrated Management System hometext=2 pagePrevious=IMS:Process descriptions pageNext=IMS:Audit reports	
HIDETITLE	

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IMS:Process descriptions: Difference between revisions

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Line 23:

```
<div style="clear:both"></div>
```

```
{{ContentNav|homelink=Integrated
Management
System|hometext=2|pagePrevious=IMS:
Role definitions{{!}}Role
definitions|pageNext=IMS:Work
instructions{{!}}Work instructions}}
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Line 23:

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This is usually caused by following an outdated diff link to a page that has been deleted. Details can be found in the [deletion log](#).

IMS:Process descriptions: Difference between revisions

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