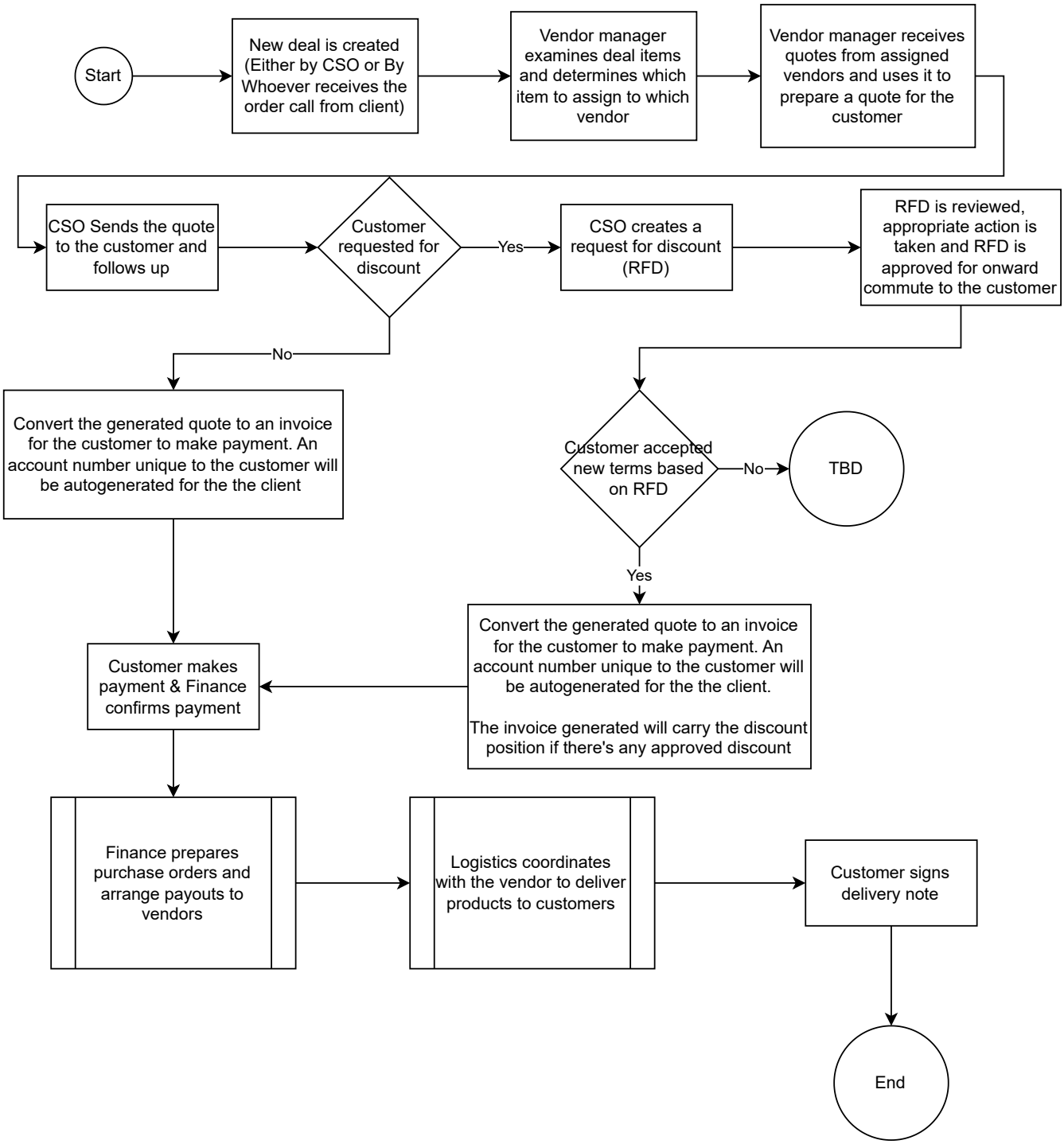
Start
New deal is created (Either by CSO or By Whoever receives the order call from client)
Vendor manager examines deal items and determines which item to assign to which vendor
Vendor manager receives quotes from assigned vendors and uses it to prepare a quote for the customer
CSO Sends the quote to the customer and follows up
Customer requested for discount
Yes
CSO creates a request for discount (RFD)
RFD is reviewed, appropriate action is taken and RFD is approved for onward commute to the customer
No
Convert the generated quote to an invoice for the customer to make payment. An account number unique to the customer will be autogenerated for the the client
Customer accepted new terms based on RFD
No
TBD
Yes
Convert the generated quote to an invoice for the customer to make payment. An account number unique to the customer will be autogenerated for the the client.
The invoice generated will carry the discount position if there's any approved discount
Customer makes payment & Finance confirms payment
Finance prepares purchase orders and arrange payouts to vendors
Logistics coordinates with the vendor to deliver products to customers
Customer signs delivery note
End