## RAMCO AVIATION SOLUTION ENHANCEMENT NOTIFICATION Version 5.8.5

Sales

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## WHAT'S NEW IN CUSTOMER MASTER?

# Field length changes for customer address fields and addition of new address fields

Reference: AHBG-15470

#### Background

Currently, the data length for some fields in the Customer Master is limited and does not fit all the data available. Due to this, the data is truncated when created in Ramco software. Truncating a customer name or address field will have impact in their shipping as well as other outward facing documents. Therefore, this enhancement is to increase field lengths.

#### **Change Details**

#### Increase in Data Length

The length of the following fields will be changed to 255 alphanumeric characters in all screens where the following fields are currently available:

No. of Alphanumeric Characters				
Field Name	Presently	After Enhancement		
Customer Name	40	150		
Address 1	40	255		
Address 2	40	255		
Address 3	40	255		

#### **Addition of New Fields**

New Fields added in Customer master and related screens

	No. of Alphanumeric
Newly added fields	Characters
Address 4	255
Country	155
Province	155

#### Exhibit 1:

Create Customer Record activity in the Customer business component under the Sales Setup business process

\star 🔋 Create Customer Re	cord		Ramco Role	- RAMCO OU 🝷 💢 🔠 🖶 🛱 🗲 ? 🗔
+ Customer Details				
🛨 — Trade Regulatory Compliance —				
+ Copy Details				
- Address Information				
	Address Line 1 Newly added field Address Line 3 Province Gty State		Address Line 2 Address Line 4 Zip Code County	Newly added fields 'Address 4' and 'Country'
	Phone Fax		Mobile E-Mail	Newly added
				column 'County'
+ Additional Details	UKL			and (Dravin col
+ Commercial Information				and Province
- Address ID Details				
44 4 [No records to display]				
# 🗖 Address Line 4	Newly added column	Zip Code State	County	Province
1	'Address Line 4'			, ,
+ Document Attachment Details -				
+ Customer Remarks				
		Create Customer		
Edit Payment Receipt Details	Edit Commercial Details	Edit Sales Point Detail	s Manag	e Additional Options
Edit Customer Part Master List	Edit Customer Tax & Charges Information	Edit Customer Addition	nal Information Maintai	in Entity Level Identification Ref.

#### Exhibit 2:

Edit Customer Main Information link in the Create Customer Record activity in the Customer business component under the Sales Setup business process

★ 📋 Edit Customer Main Information			Ramco Role - RAMCO OU 📧 💽	1 2 3 4	5 ▶ ▶ 3 /237 고류		
+ Customer Details							
- Trade Regulatory Compliance							
- Address Information							
Address Line	<sup>1</sup> Newly added field			Address Line 2	Newly added		
Address Line				Address Line 4	Newly added		
Cit	Province			Zip Code	fields 'Address	s 4'	
Stat				County	and 'Country'		
Provinc				ISO Country #			
Phon	e			Mobile			
Fa	NX			E-Mai			
UE	1				Newly added		
+ Additional Details					columns 'County'		
Commercial Information							
Credit Checking A	At Customer 💌		Custom	ner Account Group 🔎	and 'Province'		
- Address ID Details							
(4) 4 1 -1/1 → → + = □ % ▼ T <sub>x</sub>						•	Q
# C Address Line 4	City	Zip Code	State		County	Provir	nce
1	Chennai	600001	TN				
2							
4							•
+ Document Attachment Details							
+ Customer Remarks							
		Edit Det	ails				
Edit Commercial Details	Edit Sales Point Details	s		Edit Customer Tax &	Charges		
Edit Customer Additional Information	Manage Additional Op	tions		Maintain Entity Level	Identification Ref.		
Manage Customer Approved Mods							
+ Record Statistics							
in incore statistics							



#### Exhibit 3:

## Edit Contact Person link in the Edit Sales Point Details link page in the Edit Customer Record activity of the Customer business component under the Sales Setup business process

* 🗎 Edit Contact Persons			Ramco Role - RAMCO	0 00 쟈 훕 덛 ← '	? 🗔 🗖
- Customer Details		Nowly added	Date Format	dd-mmm-yyyy	
Custon Custon Addre Contact Person Details	mer # ACI1000001-2015 Ess ID 1	columns 'County' and 'Province'	Customer Name Customer 211		
📢 📢 [No records to display] 🕨 👐 🛨 🗖	4 0 0 T T.		🖂 🗇 🍱 📮 🖷 💷 All	▼	Q
# 🖾 Address4	City Co	unty Provi	ince Zij	p	State
1 B Nev 'Add	vly added column dress Line 4'				
4					×
	Edi	t Contact Persons			

#### Exhibit 4:

Edit Default Ship/Bill To Customer link in the Edit Sales Point Details link page in the Edit Customer Record activity of the Customer business component under the Sales Setup business process

\star 🔋 Edit Default Ship/Bill To Customer				Ran R. C. C. Davido du et	<mark></mark> + 3	
Customer Details Customer # ACI Default Ship to Customer Ø ACC Additional Details	1000001-2015		Customer Name Default Bill to Customer <b>P</b>	Newly added cu columns 'Coun and 'Province'	ity'	
(( ( [No records to display] ) ) + - □ ≠ 0 ( # Address# 1 Newly added column 'Address4'	20 n	State		Dunty	Province	
4						►.
		Edit Details				

#### Exhibit 5:

#### View Customer Record activity in the Customer business component under the Sales Setup business process

View Customer Record		Ramoo Role - R/		N 5 /227 7/ 🕅 🚔 🖉	→ <u>4</u> ) □
Customer Details		Rainco Role - Ra		· · · · · · · · · · · · · · · · · · ·	L©
Trade Regulatory Compliance					
Address Information					
Address Information					
Address Line 1			Address Line 2		
Address Line 3			Address Line 4		
City			Zip Code		
State			County		
Province			ISO Country #		
Phone			Mobile		
Fax			E-Mail		
URL					
+ Additional Details					
+ Commercial Information					
- Address ID Details					
<li></li>				I All 🔻	Q
# Address Line 4	City	Zip Code	State	County	Province
1 🗖	NY	09402	JS		
					Þ
+ Customer Logo					
View Customer Modification Information	View Status Log		View Customer Aircraft	Detail	
View Customer Component Detail	View Customer Part Maste	r List	View Customer Task D	etail	
View Customer Tax & Charges Information	View Customer Additional	Information	Maintain Entity Level I	lentification Ref.	
View Customer Approved Mods					
+ Record Statistics					

#### Exhibit 6:

View Contact Person Information link in the Edit Sales Point Information link of the Edit Customer Record activity in the Customer business component under the Sales Setup business process

* [	View Contact	t Person Information			Ramco Ro	ole - RAMCO OU 🛛 🛛 🖶		? 🗟 🖪
	ustomer Details	Customer # ACI1000001-2015 Address ID 1 💌	Get Details	Cust	omer Name Cust	Newly added columns 'County' and 'Province'		
44 4	1 -1/1 >	H T T						Q
#	Address4	City	Zip	County	Province		Country	y
1		Newly added column					US	
		'Address4'						
	4							۱.

#### Exhibit 7:

View Default Bill to / Ship To Customer Information link in the View Sale Point Information link in the View Sales Point Details link in the View Customer Record activity of the Customer business component under the Sales Setup business process

*	View Default Bill to / Ship to Cu	istomer Information				Ram	co Role - RAMCO OU	7\$ ∎	, ¢	+	?	Co K
-	Customer Details											
	Cus	tomer # QA-TESTER1			Custom	er Name Cus	stomer 218					
	Default Ship to C	ustomer AC000001-2015			Default Bill to C	ustomer AC	000001-2015					
-	Additional Details											
44	<ul> <li>1 -1/1 &gt; &gt;&gt; ▼ T<sub>x</sub></li> </ul>			<u>ل</u> ا		# # M	All		Ŧ			Q
#	Address4	City	Zip	State		County			Prov	vince		
1												
	4											×.

#### Exhibit 8:

**Shipping Terms** tab in the **Edit Incoming and Outgoing Terms** link in the **Sale Contract** business component under the **Sales Setup** business process.

#### 12

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* 🔋 Edit Incoming and Outgoing Terms			Ramco Role - RAMCO O	∪ x4 🖶 🛱 🗲 ? 🗔 [							
Main Contract Details											
Contract # / Rev. # 2016-FPAEX / 1	Contract Type	Customer Specific	Contract Status Rev	sed							
Contract Category	Sale Type	FP	Contract Date 01-J	an-2012							
Customer # 400004	Customer Name	Customer 7	Currency CAD								
Effective from 01-Feb-2012	Effective to	29-Feb-2012	User Status								
Incoming Inspection - Parts Shipping Terms Billing Terms Cer	ertificate Requirements Warranty Terms										
Ship to Address			[								
Ship to Customer # Nowly added field	Ship to Address ID	Bill to 💌	Alternate Permitted	Newly added							
	Address 1	4775 Irwindale Avenue	Address 2	fields 'Address 4'							
Address 3 Province	Address 4		City In	and 'Country'							
Zip 9170	State	CA	County	and country							
Province	Country	US									
Work Phone #	Email		Fax								
Outbound Delivery Terms											
	Save Shipping Terms										
Confirm Contract			Cancel Contract								
Edit Main Info.	Edit Pricing & Invoicing Details		Edit Terms of Execution								
Edit Additional Info.											

#### Exhibit 9:

+

Billing Terms tab in the Edit Incoming and Outgoing Terms link in the Sale Contract business component under the Sales Setup business process.

★ 🗎 Edit Incoming and Outgoing Terms				Ramco Role - RAMCO OU	자 물 다	1 <b>+</b>	? 🖬 🖪	
- Main Contract Details								
Contract # / Rev. # 2016-FPAEX / 2	Contract Type Cu	ustomer Specific		Contract Status Approve	ed			
Contract Category	Sale Type FP	P	Contract Date 01-Jan-2012					
Customer # 400004	Customer Name Cu	ustomer 7		Currency CAD				
Effective from 01-Feb-2012	Effective to 29	9-Feb-2012		User Status				
Incoming Inspection - Parts Shipping Terms Billing Terms Certificate Requirements	Warranty Terms							
Bill to Address								
Bill to Customer # Newly added field	Bill to Address ID Bill	l to	~	Alternate Permitt	Newly a	idded		
Customer Name Drowin co	Address 1 477	75 Irwindale Avenue		Address 2	fields 'A	ddres	s 4'	
Address 3	Address 4			City Irw	and 'Co	untrv'		
Zip 917	State CA	L. C.		County		unity		
Province	Country US	5		Contact Person Accounts	Payable			
Work Phone #	Email			Fax				
Invoice & Receipt Modes								
+ Exchange Rate								
Save Billi	ng Terms							
Confirm Contract			Car	cal Cantrast				
Colline Condact			Cano					
Edit Main Info. Edit Pricing & Invoicin	ng Details		Edit Terms of Execu	ition				
Edit Additional Info.								
Record Statistics								

## Ability to capture Pre-approved Mods from customer

Reference: AHBG-17166

#### Background

A list of Mods that are approved by the customers on each Part # is maintained by the MRO. Therefore the requirement is when a Service Bulletin is due on a customer part, the MRO is to check if the MOD corresponding to the Service Bulletin is approved by the customer for the part.

CHANNE

Note: The service bulletin can be performed on the part only if it is approved.

SB task effectivity is set at part level and / or serial level. The Mod # change for each effective part is provided in the SB document.

Based on the effectivity of the tasks to the part, technician adds the tasks in the work order. Panasonic maintains a list of mods pre-approved by the customer

If the added mod is pre-approved, no separate mod approval is required. If its not in the pre-approved list, mod should be approved by the customer before executing.

Mod Approval obtained through quote is considered to be applicable for all the parts received from the customer thereon

Compliance of Mod change is recorded on Work completion

#### **Change Details**

**Operational Parameters** tab page in the **Edit Terms of Execution** in the **Sale Contract** business component

The following new parameters for the Category Commercials and for the Element MOD Approval have been added as follows:

Parameter	Permitted Values
Approval for Mods	0 means "Required"
	• 1 means "Not Required"
Auto Approve Mod on Quote	• 0 means "Yes"
Approval	• 1 means "No"
Consider Mod Approval in	• 0 means "Yes"
Quotes as pre-approved Mod	• 1 means "No"



#### Exhibit 1:

### Operational Parameters tab in the Edit Terms of Execution link in the Manage Sale Contract activity of the Sale

Contract business component

★ 🗎 Edit Terms of Execution					7¢ (		+	? 🗔
Main Contract Details								
Contract # / Rev. # 1090000-FPM/1	Contract Type Customer Specific		Contract Status Approved					
Contract Category	Sale Type FP			Contract Date 01-Au	ıg-2017			
Customer # 1090000	Customer Name Customer 3		Currency CAD					
Effective from 01-Aug-2017	Effective to User Status							
Operational Parameters Permitted Work Delays Part Handling Deta	ils Customer Supplied Parts							
(4) 4 1 - 10 / 29 → → + - □ % ◊ ◊ ▼ ▼.	거 !!		e 👎 🖶 🔟 Al		T			Q
# 🗏 Category Element	Description	Value	Auto Hold?	Hold Code	Permitte	d Values		
1 Commercials Quote - FP In-scope Jobs	Quote for Fixed Price In-scope Jobs	1	×	×	Enter '0'	for 'Requi	red' . '1	1' for
2 Commercials Mod Approval	Approval for Mods	1	•	*	Enter "0	for "Requ	uired" ,	"1" ft
3 Commercials Mod Approval	Auto Approve Mod on Quote Approval	1	*	*	Enter "0"	for "Yes"	and "1"	" for "
4 Execution Estimates - FP In-scope Jobs	Estimation for Fixed Price In-scope Jobs	1	*	*	Enter '0'	for 'Requi	red' , '1	1' for '
5 Commercials Quote - FP Out of Scope Jobs	Quote for Fixed Price Out of Scope Jobs	1	*	*	Enter '0'	for 'Requi	red' , '1	1' for
6 Commercials Mod Approval	Consider Mod Approval in Quotes as pre Approved Mod	*	*	Enter "0"	for "Yes"	and "1'	" for "	
7 🗖 Execution Estimates - FP Out of Scope Jobs	Estimation for Fixed Price Out of Scope Jobs	1	*	*	Enter '0'	for 'Requi	red' , '1	1' for '
8 🗖 Commercials Quote - T & M In-scope Jobs	Quote for T&M In-scope Jobs	1	<b>*</b>	*	Enter '0'	for 'Requir	ed' and	d '1' fc
9 🗖 Execution Estimates - T&M In-scope Jobs	Estimation for T&M In-scope Jobs	d parameters	*	*	Enter '0'	for 'Requir	ed' and	d '1' fc
10 Commercials Quote - T&M Out of scope Jobs	Quote for T&M Out of Scope Jobs for the Flom	ent (MOD	*	*	Enter '0'	for 'Requir	ed' and	d '1' fc
	Approval/							•
	Save Parameters							
Confirm Contract			Cancel Co	ontract				
Edit Main Info. Edit Additional Info.	Edit Pricing & Invoicing Details	E	Edit Incoming & Outgoin	g Terms				
+ Record Statistics								

## WHAT'S NEW IN SALE CONTRACT?

## Ability to define fixed monthly charges in Sale Contract

Reference: AHBG-15226

#### Background

In the Aviation Industry when it comes to pricing of aircraft line maintenance services MROs adopt different pricing policies to charge their customers. The most prevalent of them are:

#### A. Pricing based on maintenance events

- 1. T&M based rates
- 2. Flat fixed rate that varies based on the types of services provided
- 3. Flat fixed rate that is specific against a maintenance object
- B. Pricing based on the usage of the aircraft / parts covered in the contract
  - 4. Pricing based on the PBH rates

In addition to the above, a new pricing method is adopted by some MROs, **Fixed Price Per Month**, where any maintenance carried out will not be billed separately as long as the service provided is within the agreed scope. Any out of scope items are billed as soon as the maintenance is performed. That is, this pricing is simply based on a fixed rate per Aircraft Tail # for a month and the same is billed irrespective of the usage unlike PBH.

This enhancement pertains to the ability to define multiple monthly billing elements for aircraft effectivity by introducing 'Fixed Price Per Month'

#### **Change Details**

#### I. Sale Contract

#### 1. Aircraft Effectivity tab

Sales Setup business process > Sale Contract business component > Manage Sale Contract > Aircraft Effectivity tab page

#### In the Aircraft Effectivity tab page:

A new value 'FP Per Month' is added in the 'Pricing Basis' combo in the multiline.

A new editable control 'Exec. Station' is added in the multiline.

#### Exhibit 1:

#### Aircraft Effectivity tab in the Manage Sale Contract activity

Manage Sale Contract									Ramco Role - R	AMCO OU 👻 🞞	ē ☆ ← ?
Contract Details											
Contract # / Rev. # 👂	2016-TESTAIR 0	Create Contra	act 🔘 Modi	ify Contract					Go		
Primary Info. Aircraft Effectivity	Part Effectivity Part S	erial Work Scope TA	AT - Aircraft	TAT - Parts	Incl. & Excl Ta	sk E	xcl Consum	ed Parts	Contract Upload	Summary	
(d) ( 1 - 1/1 ) ( ) + −	O % O C T T.				と目の	XX	🗎 🎫 C	<b># #</b> 1	II All	•	Q
# 🖾 A/C Eff. Code	Applicability	Visit Count	Initial Servi	ce Date		Sale Typ	pe	Pricing Ba	sis	Fixed Price Defn. for	
1	•						~	1	•	-	
2	×						*				
View Aircraft Group		4	Sav	ve Aircraft Effec	tivity		[	T & M Fixed Price Fixed Price FP per Mo	e by WU e by Object onth New v Month	value 'FP Per n' added	
	Confirm Contract							С	ancel Contract		
Edit Pricing & Invoicing Details		Edit Terms of Exe	cution				Edit	Incoming &	Outgoing Terms		
Edit Additional Info.		Upload Documents	s				View	Associated	Doc. Attachments		
+ Record Statistics											

#### 2. Part Effectivity tab

In the Part Effectivity tab page:

A new value 'FP Per Month' is added in the 'Pricing Basis' combo in the multiline.

A new editable control 'Ref. Station' is added in the multiline which lists all the active station codes.

#### Exhibit 2:

#### Part Effectivity tab in the Manage Sale Contract activity

Manage Sale Contract				Ramco R	tole - RAMCO OU 👻 🚅 🛅 🖶 🖨 🗲 우
- Contract Details					
Contract # / Rev. # 👂	2016-TESTAIR 0	⑦ Create Contract ● N	1odify Contract	Go	
Primary Info. Aircraft Effectivity	Part Effectivity Part Serial	Work Scope TAT - Aircraft	TAT - Parts Incl. & Excl Ta	sk Excl Consumed Parts Contract U	Jpload Summary
(4 4 1 -1/1 )> >> + −	0 % ¢ ¢ T T,		人上同	X 🛛 🗎 🗶 🗳 🗶 🚔 💷 🗛	۵ 🔻
# 🗖 Part Eff. Code	Applicability	Part Classification	Ref. Station 🔎	Ref. Work Center 🔎	Ref. WC Category Rmv
1 🖻 P1	Specific 🗸 🗸		<b>v</b>		•
2	v v		×		*
	4		Ne Sta	wly added 'Ref. ntion' column	,
			Save Part Effectivity		
Edit Approved Repair Supplier List	View Part Groups		View Aircraft Group	Maintain	Pool Information
Location Coverage	Confirm Contract		Core Return Rules	Cancel Contr	act
Edit Pricing & Invoicing Details		Edit Terms of Execution		Edit Incoming & Outgoing Te	erms
Edit Additional Info.		Upload Documents		View Associated Doc. Attach	ments
+ Record Statistics					

#### 3. Monthly Fixed Charges tab

Sales Setup business process > Sale Contract business component > Manage Sale Contract > Edit Pricing and Invoicing link page

#### In the Fixed Pricing tab

When no object under Aircraft or Part Effectivity tab has been defined with Pricing Basis as 'Fixed Price by WU' then error has been handled on click of the Fixed Pricing tab as 'Pricing Basis 'Fixed Price' is not selected against any object effectivity. Fixed Pricing definition is not applicable.

#### In the Monthly Fixed Charges tab

The "Usage Based Pricing" tab has been renamed as "Monthly Pricing" tab

A new column Pricing Basis with the values listed as below has been added in the multiline.

If the Pricing Basis selected against the any object effectivity of the Contract is 'Usage Based':

- Usage Based
- FP Per Month

If the Pricing Basis selected against any object effectivity of the Contract is 'Fixed Price Per Month': 'Fixed Price', or 'Time & Material:

• FP Per Month

The Pricing Basis drop down will load 'FP per Month' even when neither FP per Month nor Usage based are chosen as Pricing Basis against any Object Effectivity. This pricing basis is always enabled for defining any Contract level charges that may apply. For example: Warehouse Rental charges, Tech-Records Maintenance Charges, etc.

#### Exhibit 3:

#### Monthly Fixed Charges tab in the Edit Pricing and Invoicing Details link in the Manage Sale Contract activity

★ 🔋 Edit Pricing and Invoicing Details					Ramco Role - RAMCO	ou 🕫 🖶	₽ +	? 🗟		
Main Contract Details										
Contract # / Rev. # 2016-FPAEX / 0		Contract Type Customer Sp	ecific		Contract Status A	Contract Status Approved				
Contract Category		Sale Type FP	Contract Date 0							
Customer # 400004 Renam	ed 'Usage Based	Customer Name Customer 7			Currency C	AD				
Effective from 01-Jan-20: Pricing	' tab	Effective to 31-Jan-2012			User Status					
Std. & T&M Pricing Fixed Pricing Monthly Fixed Charg	es UB Rev. Recog. Mat. Prici	ng Caps Res. Pricing Caps	Ext. Ser. Caps Inv	v. & Payment T/C/D	)					
Usage Based Pricing Details										
📢 🖣 [No records to display] 🕨 🍽 🛨 🗇 🌾 🗘	Q T T.			x C # # II	All	•		Q		
# Pricing Basis Eff. Ref.	Eff. Ref. Code Aircraft Mo	del # 🔎 Aircraft Reg. # 🔎	Aircraft MSN 🔎	Part # 🔎	Mfr. Part # 🔎	Mfr. # 🔎	S	erial # 🔎		
1 E FP per Month 🗸	• •									
Pricing Basis drop down	4							Þ		
	Save Usage Based Pricing			Rule Ba	sed Pricing Details					
Confirm Cont	ract			Can	cel Contract					
Edit Main Info. Edit Additional Info.	Edit Terms of Execution	1		Edit Incoming & Ou	itgoing Terms					
+ Record Statistics										

A new column **Pricing Method** has been added to recognize Station, Equipment available in Aircraft Configuration and Quantity based pricing variations with values as follows:

- Direct To define the rates based on the existing parameters such as Aircraft Reg. #, Parameter slabs, Effectivity dates, etc.
- Rule Based To define the rates based on Execution station, Equipment available in Aircraft Configuration and quantity based slabs.

Note:

- 1. The Rule Based pricing is not supported for Fixed Price per Month for Contract level charges.
- 2. Rule based pricing definition is mandatory if the pricing method for any of the lines is specified as Rule based.

#### Exhibit 4:

Monthly Fixed Charges tab in the Edit Pricing and Invoicing Details link in the Manage Sale Contract activity

★ 🗎 Edit Pricing and Invoicing Details		Ramco Role - RAMCO OU 🕫 🖶 🖨 🔶 🗲 ? 🗔
Main Contract Details		
Contract # / Rev. # 2016-FPAEX / 0	Contract Type Customer Specific	Contract Status Approved
Contract Category	Sale Type FP	Contract Date 01-Jan-2012
Customer # 400004	Customer Name Customer 7	Currency CAD
Effective from 01-Jan-2012	Effective to 31-Jan-2012	User Status
Std. & T&M Pricing Fixed Pricing Monthly Fixed Charge	UB Rev. Recog. Mat. Pricing Caps Res. Pricing Caps Ext. Ser. Caps Inv. & Payr	nent T/C/D
{	TT. LETXCENC	
# Pricing Basis Eff. Ref.	Serial # P Pricing Metho Age from (in Years) Age to (in Years)	Age Based on Effective from Effective to
	Direct Rule Bas Method' column	
	Save Usage Based Pricing	Rule Based Pricing Details
Confirm Contra	.t	Cancel Contract
Edit Main Info. Edit Additional Info.	Edit Terms of Execution Edit	: Incoming & Outgoing Terms
+ Record Statistics		

Two new values for the Pricing Basis "FP Per Month" will be listed in the **Parameter** column in the 'Usage Based Pricing Details' multiline along with the other existing values as below:

- Per Aircraft To apply the rate defined separately for each aircraft covered in that effectivity line of the contract. The total amount would be the per Aircraft rate multiplied with the no. of Aircrafts available.
- Per Horizon To apply the billing element once for every billing horizon only irrespective of the Objects

The **Billing Element** Column in the 'multiline will additionally list all the active Billing Elements as defined in the **Category** business component.

The Eff. Ref. column in the multiline will additionally list Contract Level also.

A new editable column Aircraft Model # has been added in the "Usage Based Pricing Details" multiline.

#### Exhibit 5:

#### Monthly Fixed Charges tab in the Edit Pricing and Invoicing Details link in the Manage Sale Contract activity



#### Saving Contract Level Charges

The following error messages have been included while saving Contract level charges:

- 1) Unable to process row # <%1>. Please do not select any Eff. Ref. code for Contract level charges.
- 2) Unable to process row # <%1>. Please do not provide any object information for Contract level charges.
- 3) Unable to process row # <%1>. Please select Parameter as 'Per Horizon' for Contract level charges.
- 4) Unable to process row # <%1>. Please select Pricing method as only 'Direct' for Contract level charges.
  - Note:

Eff. Ref. code and Object information such as Aircraft Reg. #, Part #, etc., are not applicable for Contract level charges.

The suitable parameter for Contract level charges is 'Per Horizon' only. Pricing Method Rule based is not applicable for Contract level charges

#### In the Work Scope tab page:

A new value 'FP Per Month' is added in the 'Pricing Basis' combo in the multiline.



#### Exhibit 6:

Work Scope tab in the Manage Sale Contract activity

	Manage Sale Contract Ramco Role - RAMCO OU 👻 🕮 🖶 🖨 😭 🗲 💡 🗔 [																							
-	Соп	tract D	etails																					
			Cont	ract # / Rev	.#P	2016-TEST		0	Create	Contract	Modify Co	ontract					Go							
	Prim	ary In	io. Air	craft Effecti	ivity	Part Effectivity	Part	Serial	Work Scope	TAT - Air	craft TAT -	- Parts	Incl. & Excl T	Fask	Excl Consum	ed Parts	Contract	Upload	Summary					
			Wor	k Enumerati	on																			
	44	•	1 - 1 / 1	• •	+ -	0 * • •	T T <sub>x</sub>						<u>ь</u>	<u>In</u> 5	XZİX	<b>#</b> #	IIA II			•			Q	1
	#		Eff. Ref.		Eff. Re	ef. Code		Work S	cope Code	Ap	plicability			WBS	S Code	Pricing B	asis		Fixed Price	e Defn. for				
	1		Part Effect	ivity 🗸 🗸	RES		*	WS-01		All		~				Fixed Price	e by WU	Ŧ	Labour					-
	2			*			~					~												•
																Usage Ba	ased							
															-	Fixed Pri	ce by WU							
																FP per M	lonth							
																	U							
																			·					
																		Ne	wly ad	ded pri	icing			
													4					ba	sis in V	Vorksco	pe ta	ab	•	
											Save	Work Sco	pe				L							
t-																								=
						Confi	rm Con	tract									Cancel Con	tract						
Ed	it Pric	ing & Ir	voicing De	etails					Edit Terms	of Execution					Edi	t Incoming	& Outgoing 1	Terms						_
Ed	it Add	itional	info.						Upload Doc	uments					Vie	w Associat	ed Doc. Attac	hments						
+	Rec	ord Sta	tistics																					_

## Ability to define rule **based** pricing in Contract for the pricing basis FP per Month Ability to define billing reference dates for milestone stamping

#### Reference: AHBG-15837 / AHBG-15839

#### Background

For the new pricing basis introduced, the pricing variations seem to occur based on multiple parameters like, Equipment Group, Equipment Category, Station and Qty based slabs.

A new pricing basis has been introduced in Sale Contract as 'FP per Month'. Since this pricing basis has a similar pattern to that of existing pricing, Usage based, the pricing definitions have been kept together in Contract. But, for FP per Month, there are multiple variations seen in pricing definition based on Service execution stations, slabs of Quantity of Aircraft flown in a given Month and Equipment Group Category.

'FP per Month' being a monthly invoicing pattern, every billing element has its own date from which it would be eligible for billing. There is a need hence to understand what that reference date is against each Billing Element and also capture the actual dates against the Aircraft Reg. #.

A common need would be to charge the customer for a Fixed Monthly service charge only post the date of entry into Service of a given Aircraft Reg. #. This would be the reference date post which that Aircraft is eligible to be billed for that charge/Billing Element.

#### **Change Details**

#### **Rule Based Pricing Details tab**

Pricing definition in contract in which application of rates as per slabs can be either of the following:

- Flat
- Incremental

Sales Setup business process > Sale Contract business component > Manage Sale Contract > Edit Pricing & Invoicing Details link > Monthly Fixed Charges tab page > Rule Based Pricing Details link page

- Note:
  - *i.* Rule based pricing definition is applicable for both FP per Month and Usage Based pricing basis.
  - ii. It is not applicable for any Contract level charges
  - iii. It is mandatory to complete the Rule based pricing definition for all line that have Pricing Method set as 'Rule Based'



#### Exhibit 7:

#### Monthly Fixed Charges tab page in the Manage Sale Contract activity

Edit Pricing and Invoicing	Details							74 🖥	<b>₽</b> +	? 🗔
Main Contract Details										
Contract # / Rev. #	AI-FPM-OR-01 / 0		Contra	act Type Customer Sp	mer Specific Contract Status Fresh					
Contract Category	r		s	ale Type CPL		Contract Dat	e 01-Aug-2017			
Customer #	1090000		Custom	er Name Customer 3						
Effective from	01-Aug-2017		Eff	ective to		User Statu	s			
Std. & T&M Pricing Fixed Pricing	Monthly Fixed Charges	UB Rev. Recog.	Mat. Pricing Caps	Res. Pricing Caps	Ext. Ser. Caps	Inv. & Payment	T/C/D			
Usage Based Pricing Details										
(( ( 1 - 1/1 ) )) +	-0****				▶ <u>■</u> <b>⊍</b> × ⊠	ii ₩ C # #	All III	•		Q
# Pricing Basis	Eff. Ref.	Eff. Ref. Code	Aircraft Model # 🔎	Aircraft Reg. # 🔎	Aircraft MSN 🔎	Part # 🔎	Mfr. Part # 🔎	Mfr. # 🔎	s	ierial # 🔎
1 E FP per Month	✓ Aircraft Effectivity ✓	Aircraft 🗸 🗸								
2 E FP per Month	• •	*								
						Rule Base Link'	ed Pricing Detai	ls		
		4					<u>_</u>			Þ
		Save Usage Base	d Pricing			R	ule Based Pricing Details			
	Confirm Contract					[	Cancel Contract			
Edit Main Info. Edit Additional Info.		Edit Terms	of Execution			Edit Incoming	g & Outgoing Terms			
+ Record Statistics										

#### Exhibit 8:

#### Rule Based Pricing Details link in the Monthly Fixed Charges tab page in the Manage Sale Contract activity

Contract/Rev. # AI-FPM-OR-01/0       Combo       Contract Type       Customer Specific       Contract Status       Fresh         Rate Application       Incremental <ul> <li>I - 5/5</li> <li>P + - O &amp; T</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Group</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Equipment Category</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>Exec. Station</li> <li>P Ricing Line Ref. #</li> <li>P</li></ul>	Notes
Rate Application       Incremental         Increate Effectivity/Aircraft/MAINT       Increate Effectivity/Aircraft/MAINT         Aircraft Effectivity/Aircraft/MAINT       In-flight Entertainment Systems       eXVaces         Aircraft Effectivity/Aircraft/MAINT       Global Communication Systems       eXVaces       YUL       Increate	Notes
I - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) ) + - C + 7 T       Image: C - 1 - 5 / 5 ) )        Image: C - 1 - 5 / 5 ) )        Image: C - 1 - 5 / 5 ) )        Image: C - 1 - 5 / 5 )        Image: C - 1 - 5 / 5 ) )        Image: C - 1 - 5 / 5 )        Image: C - 1 - 5 / 5 )        Image: C - 1 - 5 / 5 )        Image: C - 1 - 5 / 5 )        Image: C - 1 - 5 / 5 )        Image: C - 1 - 5 / 5 )        Image: C - 1 - 5 / 5 / 5 )        Image: C - 1 - 5 / 5 / 5 )        Image: C - 1 - 5 / 5 / 5 / 5 / 5 / 5 / 5 / 5 / 5 / 5	Notes
Image: Pricing Line Ref. #     Equipment Group     Equipment Category     Exec. Station P     Qty, From     Qty, To     Rate       Image: Pricing Line Ref. #     Aircraft Effectivity/Aircraft/MAINT •     In-flight Entertainment Syste •     XL/A/2     Pricing Line Ref. #     Pricing Line	Notes
Image: All create Effectivity/Aircraft/MAINT       Image: Im	
Image: Aircraft Effectivity/Aircraft/MAINT       Global Communication Systems < eXVoice	100.00 tyoqw
Aircraft Effectivity/Aircraft/MAINT         •         •         0         5           Aircraft Effectivity/Aircraft/MAINT         •         •         5         9	120.00
Arcraft Effectivity/Aircraft/MAINT V V	111.00
	241.00
Aircraft Effectivity/Aircraft/MAINT V V	234.00
Aircraft Effectivity/Aircraft/MAINT v v	

#### **Operation Parameters** tab

**Sales Setup** business process > **Sale Contract** business component > **Manage Sale Contract** > Edit Terms of Execution link page

In the Operation Parameters tab page

A new operational parameter **UB/FP per Month pricing** has been added for the Category 'Commercials' with the following description and permitted value:

Description: Billing Start Ref. date for FP per Month and Usage based pricing

Permitted Value:

- '0' for Contract Start date
- '1' for Other Ref. Dates

#### Exhibit 1:

#### Operational Parameters tab in the Edit Terms of Execution link in the Manage Sale Contract activity

★ 🗎 Edit Terms of Execution				Ramco	Role - RAMCO OU 💢 🖶 🛱	← ? 🗔
- Main Contract Details						
Contract # / Rev. # 2016-FPAEX/1	Contract Type Cu	ustomer Specific		Con	tract Status Revised	
Contract Category	Sale Type FP	, ,		Co	ntract Date 01-Jan-2012	
Customer # 400004	Customer Name Cu	ustomer 7			Currency CAD	
Effective from 01-Feb-2012	Effective to 29	-Feb-2012			User Status	
Operational Parameters Permitted Work Delays Part Handling Det	ils Customer Supplied Parts					
📢 📢 21 - 27 / 27 🕨 🕪 🛨 = 🗇 🛠 🛱 🏹 🟹		人口の	X 🛛 🗎 🛛 C	# # Ⅲ Al	•	Q
# Category Element	Description	Value	Auto Hold?	Hold Code	Permitted Values	Hold Com
21 Cogistics Auto Authorization of RO	Auto Authorization of RO on Customer Quote		0	• •	Enter "0" for 'Allowed' and "1" for	
22 Cogistics Manual Authorization of RO	Manual Authorization of RO pending Customer		0	• •	Enter "0" for 'Allowed' and "1" for	
23 Commercials Progressive Billing	Progressive Billing on Task closure		0	• •	Enter $\ '0'$ for 'Allowed' , '1' for 'Not	
24 Commercials Work Reporting	Work Reporting by a Commercials Role		0	• •	Enter "0" for 'Allowed' , "1" for 'Not	
25 Commercials MonthlyFixedPrice-BillingStart Ref.date	Monthly Fixed Price - Billing Start Ref. date			• •	'0' for Contract Start date, '1' for	
26 Commercials UB/FP per Month pricing	Billing Start Ref. date for FP per Month and			• •	'0' for Contract Start date, '1' for	
27 Execution Timesheet Reporting	Allow Time Reporting by Other Employees?		0	• •	Enter "0" for 'Yes' and "1" for 'No'.	
28			No	• •		
Newly added para 'UB/FP per Month	neter pricing' Save Param	eters		_		ł
Confirm Contract				Cancel Contra	ct	
Edit Main Info. Edit Additional Info.	Edit Pricing & Invoicing Details		Edit	Incoming & Outgoing Terr	ns	
+ Record Statistics						

#### Inv. & Payment tab

#### In the Inv. & Payment tab

The earlier CO Based Inv. & Payment tab has been renamed as Inv. & Payment tab.

The **Pricing Basis** drop down list box has been added with the values 'Usage Based' and 'FP Per Month' in addition to the existing values.

Based on the Pricing definitions of the Contract, the corresponding values will be loaded in the Pricing Basis drop down list box.

Comme Co

Note; In-case of FP per Month and Usage Based pricing basis, it is mandatory that both the Monthly Invoice & Payment details as well as CO Based Invoice & Payment details are mandatory.

#### Exhibit 2

#### Inv. & Payment tab in the Edit Pricing and Invoicing Details link in the Manage Sale Contract activity

\star 🔋 Edit Pricing and Invoic	ing Details					Ramco R	tole - RAMCO OU		· ? [
Main Contract Details									
Contract # / Rev. #	2016-FPAEX / 2		Contract Type	Customer Specific		Cont	ract Status Approved		
Customer #	400004		Customer Name	Customer 7	CO Based	Inv. &	Currency CAD		
Effective from	01-Eeb-2012		Effective to	29-Feb-2012	Payment	renamed	Iser Status		
			2102010 00						
Std. & T&M Pricing Fixed Pricing	Monthly Fixed Charges U	3 Rev. Recog.	Mat. Pricing Caps Res. Pricir	ng Caps Ext. Ser. Caps	Inv. & Payme	ent T/C/D			
Sale Type	T	Pricing Basis	V	Invoice For		T	Remarks		
Monthly Invoice & Payment Regular Billing Details									
Billing once in	Calendar Month		Process Reg. Bill After	0 Day(s)		Invoice 0	Category		•
On Demand Billing	Allowed		Pay Term For Reg. Billing <b>P</b>			Usage	Update Consolidated		•
Remarks on Reg. Bill									
Provisional Billing Details									
Provisional Billing	Required 💌		Process Prov. Bill After	Day(s)		Invoice 0	Category		•
Prov. Bill Based On			Estimates based on		-	Pay Term For Prov	/. Bill 👂		
Min. Guaranteed Usage		•	Estimated Usage		•	Remarks On F	Prov. Bill		
Notes on Min. Usage									
If I No records to display]	) + - A < O < T	T		上面同了	x 🛛 🖻 💀 🖷		T		Q
# Invoice For Inv	v. Type Inv. Categor	/	Invoicing Event	Event Description		Bill Prior to (Days)	Т	iggering Task 🔎	
1 🗉 🗸	•	*	*						
Auto Cat Up Online for CO based Terr		4							4
Auto Set-op Option for CO based Inv	oice								
Rel. prep. before Event?	•		Set-up of Invoice Release		•	Release of RTB I	invoice		•
Set-up of Cust. Invoice	V	_		pili	ing Start Rof Data Dat	aile			
	Save Invoi	ce Terms		Dilli	ing start ker bate bet	ans			
	Confirm Contract					Cancel Contract			
Edit Main Info. Edit Additional Info.		Edit Terms	of Execution		Edit Ir	ncoming & Outgoing Terms			
+ Record Statistics									

#### **Billing Start Ref. Date Details link**

This new screen enables to capture Billing Start Reference Dates against each Billing Element at Aircraft Tail level. The user will also be able to identify the other date references, that is, other than Contract Date, against each Billing Element. These date references may also vary at a 'Ref. Entity' level. For example: Warranty End Date of a certain Entity may vary from Warranty End Date of another and this is best to be split if the pricing is at this level. The Ref. Entities available in this screen are Equipment Group and Equipment Category.

#### Exhibit 3:

#### Inv. & Payments tab page in the Edit Pricing & Invoicing Details page of the Manage Sale Contract activity.

\star 🎚 Edit Pricin	g and Inv	oicin	g Details										24		₽ ·	<b>←</b> '	? 🗔
Main Contract Detail	ls																
C	ontract # / Re	v.# :	2016-FPAEX / 1			c	ontract Type	Customer Spe	tific			Contract Status	Revised				
	Contract Cate	gory					Sale Type	FP				Contract Date	01-Jan-2012				
	Custom	er# '	400004			Cus	tomer Name	Customer 7				Currency	CAD				
	Effective f	from (	01-Feb-2012				Effective to	29-Feb-2012				User Status					
Std. & T&M Pricing	Fixed Prici	ing	Monthly Fixed C	harges UB Re	ev. Recog.	Mat. Pricing Caps	Res. Prici	ng Caps E	d. Ser. Caps	Inv. & Payme	ent T/C/D						
Sale Type	e		-	Prici	ng Basis		•	Inv	oice For		T	Remarks					
Monthly Invoice 8	k Payment —																
+ Regular Billing De	etails —																
+-Provisional Billing	9 Details																
= - co based invoice	& Payment	-															
•• • [No records to	o display]	• •	+ - 🗗 🔸						L 🗉 🖸 💈		₽ ₩ 00	All	•			_	ρ
# 🗉 Invoice For		Inv.	Туре	Inv. Category		Invoicing Event		Event Descrip	tion		Bill Prior to (Day	s)	Tr	iggerin	ıg Task ,	ρ	
1	*		*		*		*										
						4			_	Billing Sta	art Ref. Da	ite					•
Auto Set-Up Option	n for CO base	ed Inv	oice							Details lir	nk						
Rel. pre	ep. before Eve	ent?		Ŧ		Set-up of Invo	ice Release					Invoice				Ŧ	
Set-up	p of Cust. Invo	oice		Ŧ													
				Save Invoice	Terms				Bil	ling Start Ref Date D	etails						
			Confir	m Contract							Cance	l Contract					
Edit Main Info. Edit Additional Info.					Edit Te	rms of Execution				Edit	Incoming & Outg	oing Terms					
+ Record Statistics																	

#### Exhibit 4:

**Billing Ref. Date Details** link in the **Inv. & Payments** tab page in **the Edit Pricing & Invoicing Details** page of the **Manage Sale Contract** activity

illir	ng F	ef. Date Details						₫ ₫ ?	To X
	Cont	ract Details							
		Contract/Rev. # UT-001/0		Cor	ntract Type Customer S	pecific	Contract State	is Approved	
	Date	Ref. Details							
44	•	1 - 2 / 2 🕨 🗰 🕂 🕇					III AII	•	Q
#	6	Billing Ref. & Element	Start Reference Date	Ref. Entity	Entity #	Remarks			
L	E	Usage Revenue/1	Contract Date 🗸	~	~				
2	E	Usage Revenue/2	Contract Date 🗸 🗸	*	*				
3	E	3	Contract Date 🗸 🗸	~	~				
					Save Date Ref.				

## Ability to manage the rule based pricing with effectivity dates

Reference: AHBG-19745

#### Background

Rule based pricing was a new Pricing method introduced as part of the Fixed Price per month pricing basis. This method supports pricing based on Station or some reference entity, (such as Equipment group/Category), or Quantity based slabs. But there is a need for this pricing to have a definite validity period. This requires effectivity dates to be introduced against the Rule Based Pricing definitions.

#### **Change Details**

In the **Rule Based Pricing Details** screen under the business process **Sales Setup**, component **Sale Contract** and activity **Manage Sale Contract**, two new columns have been included in the multiline as 'Effective From and Effective To', to capture the validity dates for the pricing definition.

#### Exhibit 1:

#### Rule Based Pricing Details screen

≡		<u>122</u>	*			Themes 🚽 <mark>Sear</mark>	ch		Qui	ck Code 🔹 🔸	Data Mig Ramco Rol	<b>ration User</b> e - RAMCO OU
News ★	Rule Based Pricing Details										; 🖻 y	
-	Contract/Rev. # RUL-01/0 Pricing Details Rate Application Flat	T			Contract Type Cust	omer Specific		Contra	ct Status Approv	red		^
#	44 4 1 - 2 / 2 <b>&gt;</b> >> ++ - 🗇 🗲 <b>T</b>	T <sub>x</sub>				YTAXE		All		<b>T</b>	Q	
1 2 3	#     Pricing Line Ref. #       1     1/Aircraft Effectivity/ALL/Maintenance        2     1/Aircraft Effectivity/ALL/Maintenance        3     1/Aircraft Effectivity/ALL/Maintenance	Equipment Groot	up ~	Equipment Categor	y Exec. Station P	Qty. From	Qty. To Rate To define di same paran calendar int	7,000.00 7,200.00 ifferent ra neters fo tervals	Effective From 01-07-2017 19-08-2017	Effective To 18-08-2017 31-12-2017	>	
Edit Mair Edit Add	Confirm Co Info. Itional Info.	ontract	Edit T	erms of Execution			Edit Incoming	Cancel Cor	erms			
+ Reco Sale Contra	o <mark>rd Statistics</mark> .ct - Services -> Manage Sale Contract							_			M 59 M	inute(s) 4:41 PM

#### **Pricing Impact:**

Upon Invoice Release generation, the rate computation would now additionally take into account the effectivity dates as in the Rule Based Definition for deriving the billable amount

### Ability to map billing element to standard tasks

Reference: AHBG-22999

#### Background

Generally maintenance tasks that are performed on the aircrafts are grouped and billed to the customer based on the category of work performed, that is Media Upload, IFE Maintenance Service and so on. Sometimes, the invoicing is also done by grouping the jobs based on such categories. For example, if both Media Upload and IFE Maintenance service is performed under a particular package, tasks executed to do Media Upload will be grouped and raised as a single bill. Likewise, tasks executed to perform IFE Maintenance Services will be grouped and raised as separate bill. Therefore the requirement is to map billing element with the tasks.

#### **Change Details**

A new **Set Parameters** screen has been introduced in the Sale Contract business component in order to set parameters based on which Task - Billing element mapping can be done. This screen provides a list of the parameters like Customer, Contract #, Task #, Task Type, Task Category out of which the user can specify the Parameters which needs to be used for mapping the billing element.

Note: Parameter setting has been developed as a one-time setup and the system does not allow modification of these settings.

A new activity **Task Billing Element Mapping** has been introduced as a link in the **Set Parameters** screen to enable the user to map the Billing Element with tasks directly or with task attributes like Task Type or Task Category.

- 1. The 'Task Basis' drop down list box in this screen lists options based on the option settings in the Set Parameter screen as follows:
  - Task #, Task Category, and Task Type if these controls are set as 'Yes' in Set Parameter screen.
  - If any of the above three controls were set as 'No', then the respective option will not be listed in the Task Basis combo
- 2. The 'Task Type' column in the multiline will be loaded with all the Task Types that are in active status only if the Task Type control is specified as "Yes" in the **Set Parameters** screen, else leaves the system leaves the field blank.
- 3. The 'Task Category' column in the multiline will be loaded with all the Task Categories that are in active status only if the Task Category control is specified as "Yes" in the **Set Parameters** screen, else the system leaves the field blank.



#### Exhibit 1:

#### Set Parameters page in the Sale Contract - Services business component

★ 🗎 Set Parameter		자 를 다 수
Set Parameter Details Customer # Yes	Contract # Yes	Task # Yes 🔻
Task Type No	Task Category No	
Perord Statistics	Set	
Task-Billing element Mapping	Create	y DMUSER

#### Exhibit 2:

#### Task - Billing Element Mapping activity in the Sale Contract - Services business component

* 	) earch	Task-Billing Ele	ement Mappi	ng									기		? 🖪 🖪
		Customer # 🔎					Contract #	Search			Task basis	Ň	<b>`</b>	Q	•
	•	1 - 10 / 12 🕟	» + - 6	*	T Tx				~ !	. 🛛 🗙 🖂 🗎 💌	👎 🗯 💷 🛛 🗛			•	Q
#		Customer # 🛛 👂	Contract #	ρ	Task #	ρ	Task Type	Task Category		Billing Ref. & Element	Lists option	c basod	on the	te	Created .
1		400007	MSA-AAC-01		AIRTASK-1		~		*	Fixed Fee	LISIS UPIIUI	s baseu i tors			12160
2		400007	MSA-AAC-01		AIRTASK-2		~		*	Fixed Fee	Set paralle	IEI S			12160
3		400007	MSA-AAC-01		AIRTASK-3		~		*	Fixed Fee	•		18-4-20	J18	12160
4		400007	MSA-AAC-01		NST-005946-	2018	~		*	Maintenance	*	Active	18-4-20	018	12160
5		400007	MSA-AAC-01		NST-005947-	2018	~		*	Maintenance	*	Active	18-4-20	018	12160
6		400007	MSA-AAC-01		NST-005948-	2018	~		~	Maintenance	*	Active	18-4-20	018	12160
7			6YJMA-EXE-2		1-50C-0000-0	CMM-	~		*	Fixed Fee	*	Active	08-6-20	018	DMUSER
8			6YJMA-EXE-2		0005		~		*	Maintenance	*	Active	08-6-20	018	DMUSER
9			6YJMA-EXE-2		1-B737-0500	-Othe-	~		*	On Call Fee	*	Active	08-6-20	018	DMUSER
10			6YJMA-EXE-2		2-B737-0500	-Othe-	~		~	Fixed Fee	*	Active	08-6-20	018	DMUSER
		•													•
								Save							

# Ability to define per horizon based charges against aircraft effectivity references

Reference: AHBG-22896

#### Background

MROs provide maintenance services to Aircrafts by charging customers on a monthly basis. This monthly charge based invoicing can currently be done using the Fixed Monthly Charges (Fixed price per month) in Sale Contract. Apart from the maintenance service charges, there could be other fixed charges for warehouse rent, administrative fee, etc. But, in some cases, these fixed charges are seen to vary based on the number of Aircrafts that were actually in use in the given month.

These fixed charges are seen in parlance with the 'Contract Level' charges in Sale Contract, as they are fixed and not a per aircraft fee, but, the fixed charge itself varies based on the number of aircrafts that are in use in the given month. Thus, the requirement is to provide per horizon charge that would vary with respect to the number of aircrafts in service.

#### **Change Details**

 The parameter 'Per Horizon' for Aircraft Effectivity charges has been enabled in the 'Parameter' column in the Monthly Fixed Charges tab in the Edit Pricing and Invoicing Details link page of the Manage Sale Contract activity.

The above definition would indicate that the fixed charge is for a billing period which is fixed irrespective of the number of aircrafts.

(i.e., the rate is flat and is not as per the aircraft rate)

In order to have quantity slab-based rate variations, the Rule Based Details screen is enabled such that the quantity slabs can be used.

## Note that the 'Rate Application' combo in the **Rule Based Pricing Details** activity must be selected as 'Flat'.

- 2. Based on the Contract definitions, monthly invoice release milestones would be set up. On generating invoice releases, the monthly charges would be evaluated as follows:
  - a. For the given billing period, if the Billing Element has a per horizon based fixed charge defined with Pricing Method as 'Direct', the rate given in Contract would simply be retrieved in the Invoice Release automatically.
  - b. If the pricing method is set as 'Rule Based', fixed charge would be evaluated based on the slabs and effectivity dates defined in the Rule Based Pricing link in Monthly Fixed Charges tab.
     The number of aircrafts eligible as in-service would be evaluated based on the date references provided in Contract and the corresponding dates in the Maintain Object Reference Dates Activity under Sale Contract component.

Based on the quantity of aircrafts, the fixed charge would get picked from the slab into which the number falls.

Monthly Fixed Charges tab in the Edit Pricing and Invoicing details link page of the Manage Sale Contract activity

*		dit Pricing	and Invoicin	g Details							X;	-	11	
- Ma	ain Cor	tract Details												
		Contract #	/ Rev. # MSA-FF	PM-03 / 1		Contract Type	Customer Specific		Co	ntract Status	Fresh			
		Contract	Category			Sale Type	FP		C	ontract Date	01-01-	2017		
		Cu	stomer # 40000	5		Customer Name	Customer 7			Currency	CAD			
		Effec	tive from 01-29-	2018		Effective to				User Status				
Std	I. & T8	M Pricing Fi	xed Pricing	Ionthly Fixed Charge	UB Rev. Recog.	Mat. Pricing Caps	Res. Pricing Caps	Ext. Ser. Caps	Inv. & Payment	T/C/D				
- 0	Isage I	based Pricing D	etails											
44	4	1 - 2 / 2 🕨	• • =	0 7 0 0 T	T,	J.		20 <b>0 4</b> 40	III All			•		
#	13	Pricing Basis		Eff. Ref.	Eff. Ref. Code	Pricing Method	Parameter	Aircraft Model #	Alerra B. Dan	A	ircraft M	ISN 🔎	)	
1	12	FP per Month		Aircraft Effectivity	Al	<ul> <li>Rule Based</li> </ul>	<ul> <li>Per Horizon</li> </ul>	Newly add	ded 'Per Horizo	n'				
2	EJ	FP per Month		Aircraft Effectivity	A2	<ul> <li>Rule Based</li> </ul>	✓ Per Horizon	paramete	r with Eff. Ref. a	as				
	1.000	CD Marsh				Direct		- 'Aircraft F	ffectivity'					

#### Exhibit 2:

Rule Based Pricing Details link in the Monthly Fixed Charges tab page of the Edit Pricing and Invoicing Details screen

Rule	Bas	ed Pricing Details											-	4	5	Lø	X
- (	Contra	ct Details															
		Contract/Rev. # 4	00006-FPM/ 3				Cont	ract Type	Customer Sp	ecific		Contrac	t Status Fresh				
F	ricing	Details															
		Rate Application	Flat		•												
44	•	1 - 6 / 6 🕨 🗰	+ - 0 %	т	Ψ,			人匠	5 x 2	2 🖬 💀 🙂	# # 00	All	Ŧ				Q
#		Pricing Line Ref. #			Qty. From	Qty. To		Rate		Effective From		Effective To	Equipm	ent Gro	oup		
1		1/Aircraft Effectivity/ALI	./Maintenance	*		0	3		12750.00	01-01-2018		01-31-2018					
2		1/Aircraft Effectivity/ALI	/Maintenance	*		3	4		16614.00	01-01-2018		01-31-2018					
3		1/Aircraft Effectivity/ALI	/Maintenance	× '		5	6		20478.00	01-01-2018		01-31-2018	Effective Fr	om ai	nd To	)	3
4		1/Aircraft Effectivity/ALI	/Maintenance	× '		0	3		13000.00	02-01-2018		02-28-2018	Dates'				
5		1/Aircraft Effectivity/ALI	/Maintenance	× '		3	4		16750.00	02-01-2018		02-28-2018					- 3
6		1/Aircraft Effectivity/ALI	/Maintenance	× '		5	6		21500.00	02-01-2018		02-28-2018					

#### Exhibit 3:

Operational Parameters tab page in the Edit Terms of Execution link page

Ор	eratio	onal Parameters	Permitted Work Delays Part Handling	Details Customer Supplied Parts														
44	4	21 - 30 / 30 🕨 🁐	+ - 0 % 0 0 T Tx				2 1	首	$X_{1}$	e	4		= (	10	All		T	Q
#		Category	Element	Description		Value Selected	1	Not	es				Per	mitt	ed Values			Auto F
21		Logistics	Auto Authorization of RO	Auto Authorization of RO on	1	Not Allowed							Ent	er "0	" for 'Allowed' an	d "1" for 'Not	Allowed'.	
22	۵	Logistics	Manual Authorization of RO	Manual Authorization of RO	1 Not Allowed								Ent	er "0	" for 'Allowed' an	d "1" for 'Not	Allowed'.	
23	۵	Commercials	Progressive Billing	Progressive Billing on Task	0 Allowed								Ent	er 'O	)' for 'Allowed' , '1	for 'Not allo	wed'	
24		Commercials	Work Reporting	Work Reporting by a	0 Allowed						Enter "0" for 'Allowed' , "1						" for 'Not Allowed'.	
25	۵	Execution	Timesheet Reporting	Allow Time Reporting by Other	0	Yes	-	_	_	_	_	_	Ent	er "0	" for 'Yes' and "1"	for 'No'.		
26	۵	Commercials	UB/FP per Month pricing	Billing Start Ref. date for FP per	1 Other Ref. Dates Other Ref. Dat						ites	for Contract Start date, '1' for					er Ref. Dates	
27		Commercials	Billing Automation	Grouping Policy for Automatic	0 One Release per Miles								1	for O	ne Release per M	ilestone, '1'	One Release per Billing	3
28		Commercials	Billing Automation	Setup of Monthly Invoice	0 Manual								'0'	for M	anual, '1' Automa	atic		

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#### Exhibit 4:

#### Billing Ref. Date Details link page in the Inv. & Payment tab of the Edit Pricing and Invoicing activity

Billin	ig Re	ef. Date Details							F	4	?	Co.	x
	ontr	act Details											
	)ate I	Contract/Rev. # MSA-SINT-AL-7/3 Ref. Details		Co	ontract Type Customer S	pecific		Contract Status Cancelled					
44	•	1 - 5 / 5 🕨 🕨 🗕 🝸 🟹		_			# # III	All	Ŧ				Q
#		Billing Ref. & Element	Start Reference Date	Ref. Entity	Entity #	Remarks							
1			Induction Date	~ ~	· ·								
2			Entry into Service	× •	· ·								
3			Entry into Service	r	· ·								
4			Entry into Service	r	· ·								
5			Entry into Service	r	· ·								

### Ability to modify Object Ref. Dates even after Release Generation

Reference: AHFG-11104

#### Background

Monthly Invoice Releases have been given a provision with which the start reference dates for billing can be set in Contract. With regards to these reference dates, there might be situations in which the start reference date might get extended. Considering an example where the Warranty End Date for an aircraft may have been achieved and the customer may have already been billed for out of warranty fees as well. However, there might have been some enhancements made to the aircraft equipment that in turn would give a new Warranty End Date, in other words, the Warranty End Date now stands extended.

In such cases, there is a need to modify the Billing Reference Date even if the date is in the past and invoices have already been generated.

#### **Change Details**

#### Sale Contract

- 1. Ability to change the reference dates in **Maintain Obj.Ref Dates** activity and being able to change the dates even though the release has been generated for the same aircraft with respect to the same reference date.
- 2. The user can either extend a given date or pre-pone the date as required.

#### Service Sale Billing

- If the reference date is extended, the system automatically cancels all the pending milestones that are not yet achieved in accordance with the dates that are maintained in the **Maintain Object Ref. Date** activity of the **Sale Contract** business component.
- The system cancels all the milestones that have been achieved but not yet billed.

Note: Releases that are in Fresh, Confirmed or Invoiced statuses remain unaffected.

If the reference date is preponed:

• New milestones will be setup starting from the date that has been provided.

## WHAT'S NEW IN CUSTOMER ORDER SERVICES?

## Ability to evaluate a contract based on Serial #

Reference: AHBG-21395

#### Background

With respect to component contracts, for every Customer Service Order, Customer Contract gets evaluated based on a set of parameters including Customer #, Part #, and Part Attributes such as Part Classification, Part Group, etc., Reference Station and Work Center. Though Serial # can be defined in the Contract, evaluation is not with this information. When a Contract matches for a specific Part-Serial # combination, it must be evaluated as the match over a Contract with no Serial # definition.

#### **Change Details**

- The Serial numbers entered in the **Part Serial** tab in the **Manage Sale Contract** activity of the **Sale Contract Services** business component will be included for Contract evaluation
- On creation of a CO and SWO for a Part-Serial combination; the Contract matching the exact Serial # will be evaluated.

#### Manage Sale Contract > Sale Contract - Services business component

On saving a contract, the system ensures that the Part # specified in the **Part Serial** tab against a Part Effectively selected is same as the Part # against the Effectivity Code.

#### Manage Customer Order > Customer Order - Services

#### Manage Goods Receipt > Goods Inward

#### **Route Unserviceable Components / Parts**

On evaluating a contract, the system performs the following:

- Considers the Serial # entered along with the other parameters such as Part #, Station, Customer and so on.
- Retrieves and defaults the contract that matches the exact Serial # in the Contract # field.
  - Note: On evaluation, if there exist two contracts for the same combination, one with Serial #, and one without Serial #, the system evaluates the Contract which matches the exact Serial #.
  - Note: Similar Contract evaluation will also occur from Goods receipt and Route Unserviceable parts.

## Ability to compute customer TAT in Business days

Reference: AHBG-17435

#### Background

Generally an MRO has maintenance and repair bases in different geographical locations across the world. However, each of these locations follow different work and leave calendars. Therefore TAT for the Aircraft and part jobs in the Work Centers in these regions is to be computed in business days by considering the work and leave calendars specific to that region.

#### **Change Details**

1. A new activity **Maintain Standard Work Calendar for Work Center** has been introduced in the **Work Center** business component to define Work Center wise calendar.

2. Also, a new tab **Holiday Master** is provided to associate Holiday Master to the Work Center in the 'Associate Shifts/Date wise Availability' screen

#### **Customer Service Order**

The system computes and retrieves the Promised Delivery Date based on the TAT Start Ref. date based on the Business Calendar of the Location which the CO is being created. Business Days as the business calendar can be set in the 'TAT Stated In' column in the multiline of the TAT-Aircraft/Parts tab in the **Manage Sale Contract** business component.

#### Exhibit 1:

TAT - Parts tab in the Manage Sale Contract activity in the Sale Contract business component

Manage Sale Contract				≭ 🖩 🖶 🗲 ? 🗔 🗖
Contract Details				
Contract # / Rev. # 👂 2016-FPAEX	Create Contract	Modify Contract	Go	
Primary Info. Aircraft Effectivity Part Effecti	ivity Part Serial Work Scope TAT - Aircraft	TAT - Parts Incl. & Excl Task	Excl Consumed Parts Contract Upload Summary	
📢 📢 [No records to display] 🕨 🍽 + —	⊡ ∻ ♀ ♀ ▼ ₹	📕 🖿 🖬 🗶		۹ 🗸
# 🗏 Part Eff. Ref. Code	Allowed Qt. App. Duration	Std.Qt. Prep.Duration	TAT Stated In	TAT Notes
1 .	•			<b>v</b>
	4	Save Part TAT Details	Business Days Calendar Days 'Business Da Business Da Business Da as the busine location of th	ays can be set here ess calendar of the ecreation of CO
	Confirm Contract		Cancel Contract	
Edit Pricing & Invoicing Details	Edit Terms of Execution		Edit Incoming & Outgoing Terms	
Edit Additional Info.	Upload Documents		View Associated Doc. Attachments	
+ Record Statistics				

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#### Exhibit 2:

TAT & Commercial tab in the Manage Customer Order activity in the Customer Service Order business component

🗎 Manage Cu	ustomer Order								그 🖽 🖶	- ?	Lō [
	Order # / Rev. # 👂 🤇	CO-008351-2017	1		O	Create Order	Modify Order	Go			
Order Details	Work Execution Info	D. TAT & Commercials	Shipping Terms	Billing Terms	Taxes / Ch	arges / Discount					
TAT Details											
	TAT CHARACT	Pupin and David		TAT D	antian Coat	2		Adjustment Cust Duration (Dava)			
	TAT Stated In	business Days		TALDU	ration - Cust.	2		Adjustment - Cust. Duration ( Days )			
	Adj. Comments						det.	TAT Duration - Planning 19			
	Start Ref. Date	Manual			Start Date	10-Oct-2017 18:18	:24 💼	Original Contract Req. Date			
	End Ref. Date	Shipment Date		Promised	Delivery Date	12-Oct-2017		Planned End Date	16-Oct-2017 20:09:40		
		Penalty Notes									
		TAT Revision Comments	tyuhji								
+ Other Order D	Details										
+ NTE Price											
+ Pricelist Refer	rence										
					Save TAT &	Commercials					
		Confirm						Cancel			
		Commu						Calicel			
Manage Or	der Execution			View Parts Inform	ation			Manage Exchange Order			
Review Work Execu	ution & Report Actuals		Record	Warranty Evaluation	n & Disposition						
+-Record Statist	tics									 	

#### Exhibit 3:

**Order Execution Details** tab in the **Manage Order Execution** activity in the **Customer Service Order** business Component

★			Ramco Role - RAMCO OU	44 4 3	36 37 38	39 40 🕨	▶ 40	/72 🎜			- ?	5
Order # CO-008512-2017 / 0		Contract # / Rev. #	ABC / 0				Statu	is Processe	ed			
Sale Type T & M		Order Priority	Normal			Primary	Work Cente	er 185-20				
Order Category 1-Repair		Primary Part Group					Customer	# 400007				
Order Execution Details Billing & Warranty Cust. Corre	spondence Work Execution	Invoice History	Shipping Details									
- TAT Details												
TAT Stated in Business Days		TAT Duration - Cust. 2			Adjustme	nt - Cust. Durat	ion ( Days )					-
Adj. Comments					TA	T Duration - Pla	nning 2					- 1
Start Ref. Date Receipt Date		Start Date	26-10-2017 03:02:05 PM			Org. Contract	ed Req. Dat	e 28-10-20	017 03:02:0	)5 PM		- 1
Ex. Delay - Qt.Approval ( Days ) 0.00	Ex. Delay -	- Other Approvals ( Days	)		Т	otal Excusable D	elay ( Days	)				
End Ref. Date Shipment Date		End Date		* <u>m*</u>		Promised (	Delivery Dat	e 28-10-2	017 03:02:	05 PM	****	- 1
Adj. Contracted Req. Date 28-10-2017 03:02:05 PM		Planned End Date	25-10-2017 08:48:36 PM									- 1
Penalty Notes												- 1
Revision Comments	PDD Calculation											- 1
TAT Modification History												- 1
44 4 1 - 1/1 ▶ ₩ ¥ ¥						t↓ % All			T		J	ρ
#  Modified by Modified Date	Start Date End Date	Adj. TAT d	luration-Cust.		Promised D	Delivery Date			Planne	d End Dat	e	
1 DMUSER 26-10-2017									25-10-2	2017 08:4	3:36 PM	1

## WHAT'S NEW IN SALE QUOTATION?

## Ability to Generate the Auto Quote on Release of Estimates

Reference: AHBG-17400

#### Background

Currently, Sale Quotation is generated manually after release estimates, repair order authorization, exchange order confirmation and purchase order authorization. The requirement is to generate the Quote automatically for Ready- to-Quote Work Orders.

#### **Change Details**

A new parameter has been added in the **Set Sales Process Parameters** screen of the **Customer** business component indicating whether to generate the Sale Quotation automatically in 'Fresh' status or manually.

#### Exhibit 1

**Operation Parameters** tab in the **Set Sales Process Parameters** activity of the **Customer** business component

*		Se	t Sales Process Parameters					74 🖶		⊢ ?	Ľø	ĸ
	Select	t Par	ameter Details									
	Proce	ss Pa	Display Parameters for MRO Sales	¥								
l r	44 4		49 - 56 / 63 🕨 🕨 🕂 🗇 🕸 🏹	T.		▶ ■ ◙ X ◙ 曲 ♥ ■	III All	•			۶	2
	#		Parameter for	Process Parameter			Value	Value Selected	1			
	49		Part Pricelist	Source Catalogue for Slab rate computation	New parameter '	Auto Generation	REFCAT					
	50		Customer Portal	Enable payment against Service Sale / Part Sale Orders t	of Sale Quote for	Ready to Quote	0					
	51		Customer – Bill back invoice	Billing basis of PO's raised on behalf of customer	Work Orders		0					
	52		SaleQuote	Auto generation of Sale Quote for Ready to Quote Work		speen, o for nornequired" and "1" for	1					
	53		Customer – Bill back invoice	Allow billing the Partially received / Invoiced Purchase On	rders?	0 for No, 1 for Yes	1					
	54		Customer – Bill back invoice	Apply Exchange rate as on		0 for Supplier Invoice authorization date, 1 B	ill 1					
	55		Customer – Bill back invoice	Allow billing the Invoice Variance		0 for Not applicable	0					
	56		Customer Order – Services	Allow modification to Customer PO in Customer Order		Specify "0" for "Not Allowed" and "1" for	0					
			4								Þ	
+	Recor	d Sta	atistics	S	Set Process Parameters							
## Exhibit 2

# Task Summary Details tab in the Edit Work Estimates activity of the Work Monitoring and Control business

component

* 🗎	Edit Work Estima	ates				<b>44 4 1 2 3 4 5</b>	▶ ▶ 1 /101 ⊐\$ :	1 🖶 🗗 🔶	? 🗔
Task S	Summary Details	Part Requirem	ents Resource Require	ments Charge Details					
© Work	Scope Items 🔘 Det	ailed Items							
- Task	Summary Details								
	1 2/2								0
#	Task #	#	Task Description	Exec. Status	Estimation Status	Estimation Remarks	Est. Regd. for	Parts Estima	nted?
1	2-00-SM-29	1	A check block Base	In-Progress	Pending Estimates		Materials / Skills	No	
2	SM-001/1	2	SM TEST	In-Progress	Pending Estimates		Materials / Skills	No	
3									
									•
- Task	Details				- Order Details				
	Change Status to		Ŧ	User Status	Est. Remarks	ck 'Confirm Estimates' to	)		
View File					<mark>J ger</mark>	nerate quote automatica	lly		
	Update Requiremen	ts			Confirm Estimates				
View Ass	ociated Doc. Attachment	s							

# Exhibit 3

Authorize Repair Order activity of the Repair Order business component

★ 📋 Select Repair Order					겨 흉 후 🗕 ? 🗔 🗖
Primary Search Criteria Adva	nced Search Criteria				
Repair Order #		Shop Job Type	T	Status	<b>•</b>
Repair Shop #		RO Date: From / To		RO Date To	100
Buyer Group	<b>v</b>	RO Category	v	Customer #	
Part # / Mfr. Part #		Serial #		Lot #	
Ref. Document Type	<b>•</b>	Ref. Document #		Customer Authorization Status	<b>•</b>
Repair for	<b>v</b>				
+-Search Results	Click 'Authorize RO' pushbutton to generate quote automatically	Search	]		
	Authorize RO			Return RO	
Generate RO Report					

#### Exhibit 4

Authorize Purchase Order activity of the Purchase Order business component

*		Select Purchase Order							Ramo	o Role - RAMCO OU 👻	그 름	<b>₽</b> ←	? 🗔	Ŀ
+-	Searc	h Criteria												
						Search 🔲 View Part	Info							
-	5eard	h Results												
44	•	1 - 10 / 66 🕨 🕨 🕂 🗇 🝸	Tx			<u>ь</u> в			III 14 26	All	Ŧ		Q	
#		Purchase Order #	Amendment #	PO Date	Supplier #	Supplier Name	PO Value	Currency	Part #	Part Description		Qty	UOM	
1		APO00395616		27-12-2016	00000	A & R Taurpaulins, Inc.	0.00	CAD						
2		APO00395816		27-12-2016	00000	A & R Taurpaulins, Inc.	2,000.00	CAD						
3		APO00396016		28-12-2016	00000	A & R Taurpaulins, Inc.	27,000.00	CAD						
4		AP000399617		20-01-2017	00000	A & R Taurpaulins, Inc.	2,000.00	CAD						
5		APO00400017		23-01-2017	00000	A & R Taurpaulins, Inc.	2,000.00	CAD						
6		AP		2017	00000	A & R Taurpaulins, Inc.	11.00	CAD						
7		Click 'Authorize	e Purchase	2017	00222	Supplier 13	0.00	CAD						
8		AP Order' puchbut	ton to gonorat	2017	00000	A & R Taurpaulins, Inc.	12.00	USD						
9			ion to generat	2017	00000	A & R Taurpaulins, Inc.	0.00	EUR						
10		quote automati	cally	2017	00000	A & R Taurpaulins, Inc.	2,920.00	EUR						
		· · ·											) F	
														_
			Authorize Purchase Or	der					Return Pure	thase Order				_

# Exhibit 4

# Manage Exchange Order activity of Customer Part Exchanges

★ Manage Exchange Order		F	Ramco Role - RAMCO O	U (( ( 1 2 3 4 !	5 → → 1 /1522 🖓	
+ Exchange Order Info	+ Status Info					
Initiating Doc. Info Sourcing Info Exchange Part Info	Exchange Activity Log					
Initiating Ref. Doc. # Customer Order VCO-000164-201	2 P Get Details					
Initiated by 👂 00000011		Initiated Date	02-01-2012 05:05:00 PI	E Reason Fo	or Exch. Adv.Exchange Request	▼ Customer
Parent SWO #		Exch. MR #			Remarks	
Customer Order # CO-000164-2012		Customer #	400016	Custom	er Name Customer 11	
Parent Part #		Parent Mfr. Serial #		Parent Pa	art Desc.	
					All	<u>م</u>
# Core Part # P Mfr. Part # P Mfr.	# 👂 Exch. Qty	UOM Core Mfr. Serial #	P	Core Mfr. Lot # 🔎	Core Condition	Core Stock Status
1 3957985115:F9111 3957985115 F911	11 1.00	EA			*	
2					*	
		4				
		1 Court				•
Click 'Confirm' to generate		Save				
enter line quote automatically						•
Confirm	Cancel		Short Close		Force Cl	ose
+ Record Statistics						

# Ability to quote / invoice for external repair charges based on a flat value or flat mark-up fee

Reference: AHBG-15243

# Background

In some cases MRO Sends customer parts for external repair, these repairs are billed to the customers at a value that is equal to the repair invoice value plus an additional flat markup fee. Currently Ramco application allows definition of mark up as a percentage of repair order quote/ invoice value only. Therefore this requirement is to make provision for defining such flat markup fee for repair orders..

# **Change Details**

#### Service Pricelist

External Repair Pricing Details

• Application will be enhanced to allow input of 0 as price factor for RO

## Additional Task Level Charges

- 'Additional Task Level Charges' tab renamed as 'Additional Charges'
- A new column 'Job Type' added in the 'Additional Task Level Charges' tab page. Job Type should be loaded with the meta data 'Repair Order' and blank.

The flat markup value applicable for the repair orders will be displayed in the quotation

The system automatically displays 'Flat Markup' for every Repair Order in the **External Services** tab of the quotation / invoice release if charges are defined for the Repair Order.

#### Exhibit 1:

#### Manage Service Pricelist activity in the Service Pricelist business component

★ 🗎 Manage Service	e Pricelist		Ram	nco Role - RAMCO OU 👻 💢	≣ ₽ ← ? ⊡ ₪
Identifier Details     Material Pricing Details			Date Forma	at dd-mm-уууу	
Copy from     Other Pricing Details		Now field added to provide			
External Repair Pricing De	etails	as the pricing factor			
	Pricing Basis	· ·	Applied on	Total Value 💌	
	Pricing Factor for RO	0.0000000	Pricing Factor for Service PO	0.15000000	
	Pricing Factor for Adhoc PO	0.15000000	Pricing Factor for Direct Service	0.15000000	
	Pricing factor for bill back PO				
- Comments	Comments				
	Save	Confirm		Cancel	
Edit Roster Code Details Activate / Inactivate Service Priceli	ist	Edit Non-Billable Elements	Upload Documents	s	
View Associated Doc. Attachments	;				
+ - Record Statistics					

#### Exhibit 2:

# Additional Charges tab in the Manage Service Pricelist activity in the Service Pricelist business component

\star 🗎 Manage Service F	ze Pricelist Ramco Role - RAMCO OU 👻 ヹ 🖶 🖶 🖨 🗘 🔶 ? 🗔 [											
+ Identifier Details	Additional Task Level				Date Format dd-mm-yyyy							
Material Pricing Details     Copy from     Other Pricing Details     Resource Pricing Addition     (( ( 1 - 1/1 ) )))	Additional Charges		ЛШ	New combo 'Jo which lists the o Order" and blan	b Type' added ption "Repair <.	T		ρ				
# 🗖 Task # 🔎	Description	Charge Code 🔎	Variant #	JobType	Pricing Basis	Price	Factor					
1				Repair Order 🗸 🗸	*							
2				~	*							
4					•			۱.				

#### Exhibit 3:

## Ext. Services tab in the Manage Sale Quotation activity in the Service Sale Quote business component

* 🗉	Ma	anage Sale Quot	ation						Ramco I	Role - RAMCO C	DU 🖣 4	16 17	18 19	20 🕨 🕨	16 /71 📿			? 🗔
Quota	tion #	/ Rev. # CO-008498-2	2017/0	(	Customer Nar	ne Air India		Cust. Order #	CO-00849	8-2017		Quote	Value 1	200.00				
Print Con	nments							Quote Currenc	y CAD			0%	of	f Repl.Valu	e 0.000000	00		
Exch	ange R	tate 1.00000		Total Qtd.	Value (Base (	Curr.) 1,200.00		Statu	s Fresh									
Mair	n Info.	Ref. Info. Ma	aterials Res	ources	Ext. Service	Birect Qt. 1	nfo Addl. Charg	es CO T/C	D CO	Maint. Obj.	Pricing S	ummary						
- Se	arch F	ilters						-	Summar	у								
Search	By	Repair & Service Pro	ocurements	Get D	oetails			То	ital Billable	Repair Price 1,	200.00		To	tal Billable Ex	Charge 'Ext. S	es adde ervices	ed in th ' tab	ie
44	4	1 - 2 / 2 🕨 🕨	+ - 0 %		T Tx				人口		1 × C	<b># #</b>	10 14 20	All		_		
#		Doc. #	Status	Exch. Ind.	Supplier #	Supplier Name	Part #	Mfr. Part #	Mfr. #	Part Serial # /	Lot # Re	epair Qty.	BER Qty.	Q. Type	Fact. Applied	Price		BER Cos
1		AFRO-003341-2017	Authorized		00198	Supplier 12	V-COM-SER-AC-			chi5		1.00000000			Basic Value	1,00	0.0000000	0
2		AFRO-003341-2017	Authorized		00198	Supplier 12	V-COM-SER-AC-			chi5		1.00000000			Basic Value	20	00.0000000	0
3																		

## Exhibit 4: Ext. Services tab in the Manage Invoice Release activity of the Service Sale Billing business component

\star 🗎 Manage Invoice I	Release			Ramco Role - RAM	1CO OU ++ + 1 + ++ 1 /1	. ≭ 🖶 🖶 ⊄ ? 🗔 🗖
Cust. Order # ;	/ Rel. # CO-008482-2017/5	I	nv. Rel. Readiness Ready To Bill		Release Status Pro	cessed
Cust	omer # 400007		Customer Name Air India		Currency CAI	)
Sale Type / Pricin	ng Basis T & M/TM		Pend. Rel. Exists? No			
Basi	ic Value 5,367.00		Order Level TCDs 0.00		Charges added in the	
Exchan	ge Rate 1.00000	Total V	alue ( Base Curr. ) 5,367.00		'Additional Charges' ta	lb l
Bill To Cu	ustomer 400007 💌 AGR	A 💌	Ship To Customer 400007 💌	AGRA 💌		
Exe. Doc. Info.						
÷ C0-008482-2017	<ul> <li>Reg. Billing Info. Actual</li> </ul>	als Info. Materials Resources	Ext. Services CO Prepayment	nt Info. Direct Rel. Info	<ol> <li>Addl. Charges CO T/C/D</li> </ol>	CO Maint. Obj. Pricing Summa 🔶
	Current Ref. Details					
	Ext. Services Pricing Summ	iary				
	SPL # / Rev.	# EXTERNALMARKUP/	Billable Ext. Ser. 0.0	00	Billable Ext. Rep.	5367.00000000
	+ Search Filters					
	Ext. Ser. Pricing Details	Charges wi	II be added in vices			
	44 4 1 -2/2 ▶ ▶	+-0****		☑ 首 ☆ € 単 ≠	010 📬 📈 All	▼
	# 🗏 Exe. Doc. #	Billing Element Part Group	Qty.	UOM Fact. A	pplied on Basic Rate (CO Curr.)	Unit Tax (CO Curr.) Unit Cl
	1 AFRO-003332-2017	FLTMK	1.00	Basic V	/alue 2,500.0000000	
	2 AFRO-003332-2017	Repair Cost	1.00	EA Basic V	alue 2,867.0000000	
	3					

# Visibility of parts and resources of a fixed price task in Sale Quotation

Reference: AHFG-11112

### Background

Generally a quote or an invoice will show only the Parts/Resources that are priced under T&M basis and anything that is included within the FP will not be shown. However, some MROs process all their Quotes and Invoices to check if these included Parts/Resources can actually be exempted or if they need to be priced separately. If any part is of a high value, the commercials team makes the decision to price this Part as per the actual rate and makes the change in Quote or Invoice directly.

The requirement is to view Materials / Resources estimated for the contracted tasks that are running under Fixed Pricing basis during quote generation so that the commercial person can review if any additional material / resources are estimated against FP tasks

# **Change Details**

- On Sale Quote generation, all the parts and resources that are estimated against the selected Customer Order will come under the Materials and Resources tab irrespective of the Pricing Basis.
- All parts and resources that are included under a Fixed Price task must have their pricing basis as Fixed Price
- The Part/Resource will have Sys. Billable as 'Yes', Billable as 'No' and COA? as 'In-scope'.
  - Note: To modify the billability, user must manually change the Billable flag to 'Yes' and also mandatorily change COA to Out-of-scope.

# Ability to view estimated cost in Sale Quotation

Reference: AHBG-22122

# Background

While execution of task on the maintenance object, it is required by the commercial personnel to review the estimated cost and approve the same. Until then work execution needs to be on hold.

Also on reviewing the cost, if any of the cost seems to be high, Commercial role may propose the production team to reduce the cost. For example, if any of estimated material cost is too high, sales person will suggest the purchase team to check for the lowest price in market and purchase the part.

Therefore, the need is to create a provision for the commercials personnel to review the estimated cost of the job at each entity level that is Materials, Resources, External Repair and Additional Charges before executing work on the maintenance object.

# **Change Details**

- The existing **Assessment Info** section in the **Manage Sale Quote** activity of the **Service Sale Quote** business component has been enhanced to display the cost for all the estimated entities that is Materials, Resources, External repair and Additional Charges.
- Set options, at organization level has been introduced in the Set Process Parameters activity of the Sale Quotation business component to determine the source for computing the material cost whether it is Standard Cost available in the Part master or rate available in the Price list.

Parameter For	Parameter	Parameter Values
Sale Quotation	Source for Estimated materials	Enter:
	cost computation	• '0' for 'Standard Cost'
		• '1' for 'Pricelist based'
Sale Quotation	Source Pricelist for Estimated	Enter:
	materials cost computation	• '0' for Max. Price
		• '1' for Min. Price or
		specify valid pricelist
		of type Ref. catalog /
		OEM in Active status

- Based on the set options, computation of the estimated cost of materials is as per the rate available in the Pricelist (Ref. catalog, OEM pricelist)
- Resource costing and External Repairs cost will continue to get computed based on skill based costs and the RO cost.

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# WHAT'S NEW IN SERVICE SALE BILLING?

# Ability to bill MRO Customers based on usage of the object

Reference: AHBG-3423

# Background

MROs charge their customers for the services provided based on the Usage of the Aircraft / Component. MROs generally receive the usage from their customers on a periodic basis and charge them accordingly based on contractually agreed rates.

All in-scope jobs are charged based on the actual usage, while out of scope jobs get charged based on other pricing basis. Actual usage based bills are sent to the customer every month.

# **Change Details**

Provision has been made in Contract to define Billing and Invoicing terms for Usage based billing. The user can define these terms for Regular and Provisional Billing.

Regular Bill is the one sent to customer based on actual usage details, while Provisional Bill is the one sent based on some estimated usage value.

Rates can be defined in Contract at multiple levels, such as, Aircraft Registration number, Aircraft Groups, Aircraft Models, Part-Serial, Component level and so on. These rates can also be defined with varying effectivity with respect to Calendar, Usage and/or Age of Aircraft.

Once Contract is defined, milestones are set-up for the dates on which the bill must be sent for the Contract effectivity period. As and when the milestones are achieved, user can choose to update the usage and generate the bill. Multiple bills can be combined later to generate a single Invoice to be sent to the Customer.

# I. <u>Contract Set-up</u>

The Pricing and invoicing details must be set up at the Contract level. For usage based billing, 'Pricing Basis' must be set as 'Usage Based' at the Object Effectivity level. Once the Object Effectivity is defined, the rates must be defined for the Object for a Parameter with which it needs to be charged.

Billing frequency can be set for Regular Billing as either once in a Calendar month or a financial period. A buffer time for billing can be set by defining the number of days required to process Regular bill or Provisional bill.

Provisional Bill can be done based on either Estimated Usage of object defined in Contract or Min. Guaranteed usage also defined in the Contract.

#### Exhibit 1:

## The Edit Pricing and Invoicing Details screen

$\star$ 📋 Edit Pricing and Invoicing Details			Ramco Role - RAM	1CO OU 🕫 🖶 🔁 🗲 ? 🛙
Main Contract Details				
Contract # / Rev. # ub-rb-01 / 0 Contract Category Customer # 1090000 Effective from 01-08-2017	'UB Pricing Inv & Payment' tab has been renamed as 'Monthly Fixed Charges'	Contract Type Customer Specific Sale Type FHC Customer Name Customer 3 Effective to	Contract Statu Contract Datu Currency User Statu	5 Approved 2 01-08-2017 7 CAD 5
Std. & T&M Pricing Fixed Pricing Monthly Fixe	ed Charges UB Rev. Recog. Mat. Pricing	Caps Res. Pricing Caps Ext. Ser. Caps Inv. &	Payment T/C/D	
Sale Type	Pricing Basis	Invoice For Regular Repair	▼ Remark	S
Monthly Invoice & Payment				
Billing once in Calendar Month	▼ Proc	ess Reg Bill After 2 Day(s)	Invoice Category	FINAL
On Demand Billing Not Allowed	Pay Term F	For Reg. Billing P Net 45	Usage Update	Consolidated
Remarks on Reg. Bill		· · · · · · · · · · · · · · · · · · ·		
- Provisional Billing Details				
Provisional Billing Not Required	▼ Proce	ess Prov. Bill After Day(s)	Invoice Category	•
Prov. Bill Based On	▼ E	stimates based on	Pay Term For Prov. Bill 👂	Net 45
Min. Guaranteed Usage	<b>•</b>	Estimated Usage	Remarks On Prov. Bill	
Notes on Min. Usage		<u>_</u>		
44 4 [No records to display] > >> + - =	400TT			<b>T</b>
# Invoice For Inv. Type	Inv. Category Invoicing Even	t Description	Bill Prior to (Days)	Trinnering Task Ø
1 Regular Repair	• •	·/ (		
		This section has been moved		
		from the 'Monthly Fixed		
		Charges' tab		
Co	onfirm Contract		Cancel Contract	
Edit Main Info.	Edit Terms of Execution		Edit Incoming & Outgoing Terms	
Edit Additional Info.				
+ Record Statistics				

# Exhibit 2:

Monthly Fixed Charges tab in the Edit Pricing and Invoicing Details screen

*	Edit Pricing and Invoicing	g Details							Ramco Role - RAMO	:0 OU _7\$			⊢ 3	
- M	ain Contract Details													
	Contract # / Rev. # II	b-rb-01 / 0		Contr	act Type Qustomer Sp	ecific			Contract Status	Approved				
	Contract Category			S	ale Type FHC				Contract Date	01-08-2017				
	Customer # 1	090000		Custom	er Name Customer 3				Currency	CAD				
	Effective from 0		Eff	ective to				User Status						
St	td. & T&M Pricing Fixed Pricing	Monthly Fixed Charges	UB Rev. Recog.	Mat. Pricing Caps	Res. Pricing Caps	Ext. Ser. Caps	Inv. & Payment	T/C/D						
	Usage Based Pricing Details													
44					人口	0 X C 🗎 X	e # # III	14 26	All	•				Q
#	Pricing Basis	Eff. Ref.	Eff. Ref. Code	Aircraft Model # 🔎	Aircraft Reg. # 🔎	Aircraft MSN 🔎	Part # 🔎		Mfr.Part # 🔎	Mfr. # 🔎	>		Serial	# P
1	Usage Based	✓ Aircraft Effectivity ✓	ALL 🗸											
2	Usage Based	✓ Aircraft Effectivity ✓	ALL 🗸											
3	E FP per Month	* *	*											
'Us	age Based' also													
add	ded along with 'FP													
Por	Month' as the		4											•
Dui	Month' as the		Save Usage Base	d Pricing				Rule Base	d Pricing Details					
Prid	ge Based' also ed along with 'FP Month' as the ng Basis													





#### Exhibit 3:

#### Inv. And Payment tab in the Edit Pricing and Invoicing Details activity of the Sale Contract business component

★ 🗎 Edit Pricing	and Invoi	cing Details										2		i 🔶	?	To (	ĸ
Co	ntract Catego	ry				Sale Typ	pe PBH				Contract [	Date 02-Jan-2	014				
	Customer	# 400007			Cus	tomer Nan	ne Air India				Curre	ency CAD					
	Effective fro	om 02-Jan-2014				Effective	to				User St	atus					L
Ctd 9, T9,M Dricing	Fixed Dricin	a Monthly Evor	1 Chargos	LIP Poy Pocod	Mat Dricing Cape	Por	Dricing Conc	Ext Sor Cape	Toy & Doym								
Scu. & rem Pricing	Fixed Pricin	g Monthly Pixet	i charges	OB Kev. Ketoy	, Mac. Pricing Caps	Res.	Pricing caps	Ext. Sel. Caps	Inv. & Paying	1/0/0						_	
Sale Type	РВН		r	Pricing Basis	Usage Based	×Ŧ		nvoice For Regula	ar Repair	<b>•</b>	Rema	rks			0	~	
- Regular Billing Deta	ils —																
	Billing once in	Calendar Month		r	Process Reg.	Bill After		0 Day(s)		Invoid	ce Category	DET		•			
On	Demand Billing	Not Allowed		-	Pay Term For Reg. I	Billing 🔎	N030D000_00	.0		Us	age Update	Consolidated		•			
Remai	rks on Reg. Bil	1															
	etails —															-	
Pro	ovisional Billing	Not Required		7	Process Prov.	Bill After		Day(s)		Invoid	ce Category			•			
Prov	. Bill Based On	1		<b>7</b>	Estimates b	based on			<b>7</b>	Pay Term For I	Prov. Bill 🔎						
Min. Guar	ranteed Usage			•	Estimate	ed Usage			•	Remarks	On Prov. Bill						
Notes	on Min. Usage	8															
	Payment —															÷	
44 4 1 - 1 / 1	<b>P P</b>	+ - 0 * (		τ.			7		🗎 🎫 C 📭	🗎 III Al		T			Q		
# 🗉 Invoice For		Inv. Type	Inv. Categ	ory	Invoicing Event		Event Des	cription	1	Bill Prior to (Days)			Triggering Ta	ask 🔎			ľ
1 🗉 Regular Repa	air 🗸	Regular	FINAL		<ul> <li>Work Completion</li> </ul>		*										
2 📃 Regular Repa	air 🗸		*		<b>~</b>		*										
																$\sim$	
						_										_	1

All the 'Monthly Invoice Releases' invoicing terms are to be defined under the **Inv. & Payment** tab along with the invoice and payment terms of a CO Based Invoice release.

#### On Demand Billing:

If the user wishes to bill the customer as and when usage information is received (anytime during a month), then 'On-Demand Billing' option can be enabled, such that user can generate bill on any day throughout the Contract effectivity period. Also, the user can choose to bill the customer at individual entity level or at higher level in a consolidated manner. This can be defined against the control 'Update Usage'.

#### II. <u>Regular / Provisional Bill Generation</u>

Based on the billing frequency defined in the Contract, milestones for bill generation will be set-up on Contract Approval. As and when the milestone date is achieved, the user will be able to pick up the date and update usage for objects and generate bill with rates from Contract. Bill can be generated at individual Aircraft Registration number level.

This facility has been provided as part of **Manage Usage Based Billing** screen under the **Service Sale Billing** business component.

Note: Separate milestones will be set-up for Regular and Provisional Bill. The system automatically fetches the Provisional bill from Contract along with the rates.

# III. Account Rule Definition for Service Sale

Account Rule Definition for Service Sale with Usage based pricing basis can be defined under the entity 'Usage Revenue' in Create Service Sale Account definition screen under Account Rule Definition business component.

#### Exhibit 4:

The Create Service Sale Account Definition screen

# ramco

	TINICION			катсо које - КАМСО ОО	-4 <b>= D</b>	🖛 🦿 Loil
Finan	ace Book AVEOS 🔻		Entity Accounted	Usage Revenue	•	
Service Sale Account P		COSR Account 👂		Effective from Date		iii
( ([No records to display] ) ) + + -	0 % 0 0 T T			All	Ŧ	۶
E Customer Account Group ${\cal P}$	Order Currency	Maintenance Base	The entity Usage Revenue			Sale Type
5		~	The entity obage nevenue		*	
4						
4		Create				
« Service Sale account Definition		Create				
Service Sale account Definition		Create				
v Service Sale account Definition		Create				
4 w Service Sale account Definition		Create				
v Service Sale account Definition		Create				

- If the user does not require a parameter based definition, then the complete definition can be given in the header itself by just providing 'Service Sale Account' and it's 'Effective from Date'.
- On the other hand, if the user wants to have parameter based definitions, service sale account definition can be defined based on Sale Type and Customer Account Group.
- Note: Ensure that Customer Account Group and Sale Type parameters have been enabled in the Set Process Parameters screen to be able to define Account rules for the Entity 'Usage Revenue'.

# IV. Cost Center Rule Definition for Service Sales

Cost Center Rule Definition for Service Sale with Usage based pricing basis can be defined under the Event 'Service Sale

- Usage based in Create Sales Definition screen under the Cost Center Rule Definition business component.

#### Exhibit 5:

#### The Create Sales Definition screen

Company Customer Group #	AVEOS 🔻	Eve Numbering Ty	ent Service Sale - Usage based	▼ A	ccount Code 👂	
service Sale				Service Sale		
[No records to display]			と同じ	Usage Based		Q
Execution Category	Ordering Location	Execution Facility	Repair Order / Exec. Locatio	m	Work Center #	
	×	×				
					Ÿ	
4						•

Note: The existing definition for Customer Order Based Service Sale definition will further have to be done for the Event 'Service Sale – Maint. Based'

Definition for 'Service Sale – Usage based' event can be done only for parameters; Aircraft Model, Part Category, Part Group and Component Type.

# V. Invoice Generation

Once the bill is generated and confirmed, Invoice can be generated for individual bills. Alternatively, multiple bills can also be combined to generate a single Invoice. The generated Invoice would queue up in **Customer Service Invoice** screen in 'Fresh' status.

In case there are any further corrections, Invoice can also be returned back to modify the bill and a new Invoice can be generated, using the 'Return Release' button.

Upon auto generation of Invoice, based on the Bill to Customer, the Account code will be derived from the ARD and using the combination of Object # for which usage is defined and the Customer #, matching Cost Center will be derived.

# VI. Accounting for Usage Based Billing

PBH accounting is based on a parameter **Set Sales Process Parameters** screen under *Customer* component. Parameter for: **Service Sale Billing** 

#### Process Parameter: Revenue booking Policy for Usage based Billing

Permitted Value: Specify "0" for "Booking based on actual usage" or "1" for "Booking based on notional margin"

- If the parameter is set as 'Booking based on actual usage', upon finance invoice creation, the following entry should be generated but actual postings to FBP can happen only on Invoice authorization
  - ✓ *Debit* Customer Control Account (based on receivables ARD)
  - ✓ Credit Usage based Sales Account (Based on service sale ARD)
- If the policy is set as 'Booking based on notional margin',
  - i. On processing an release against any in-scope task covered under PBH, the following entry should be passed
    - ✓ Debit Deferred Revenue account
    - ✓ *Credit* Service Sales Revenue (based on service sale ARD)
  - ii. Upon finance invoice creation, the following entry should be generated but actual postings to FBP can happen only on Invoice authorization
    - ✓ Debit Customer Control Account (based on receivables ARD)
    - ✓ *Credit* Deferred Revenue Account

This method takes care of balancing between Cost and Revenue as notional revenue is booked as and when cost gets booked. At any point in time, the balance sitting in deferred revenue account will represent the under recovery of revenue over cost, (if in debit – meaning expected margin over cost is not recovered), and the additional recovery of revenue over cost, (if in credit). This information will be helpful to revise usage based rates over a period of time.

#### Important points to be noted

- > Regular / Provisional Bill can be set once in every Calendar Month or Financial period.
- > If On-Demand Billing is set as 'Allowed' then, Provisional Bill cannot be set as 'Required'.

- Bill milestone will be listed for bill generation only when the milestone date has been achieved. If any buffer time is set in the contract for 'Process Reg. Bill After' then the milestone date will be set up only after the number of days defined.
- On-Demand milestones will be fetched for all Contracts that are enabled with On-Demand billing with current date as a temporary milestone. The date would change every day until the user chooses to generate a bill.
- > A free form billing has also been enabled to provide user the ease to bill missed out bills with the help of Direct Billing. User must manually update everything right from Contract information.
- At the time of Bill generation, the user can update the usage either manually or get the values from the Parameter Value information. Any fetched value can also be modified.
- Usage can be updated to the objects on two different basis: at individual entity level or at a Consolidated (higher) level.
- When usage is updated at individual entity level, facility is provided to generate separate Releases for each entity.
- > Bill can be generated for individual objects or for all objects under the contract effective for the duration.
- If there are any exceptions, wherein Usage for specific object is not available and if the user wishes to send a separate bill for that object later with the same milestone date, then user can proceed with the bill generation for the rest of the available information with the check box 'Retain Milestone for Exceptions' enabled. This will allow user to update usage and generate separate bill later for the missed out objects.
- > Rates fetched from Contract can also be modified as per needs in the Bill.
- Invoice generation is facilitated from Bill, which would generate a Customer Service Invoice in 'Fresh' status.

#### Manage Usage Based Billing – Select Documents

Under the business process **Service Sale Management**, business component **Service Sale Billing** and **Manage Usage Based Billing** activity, user will be provided with list of Contracts and milestones for which Bill generation is pending as part of **Select Documents** screen.

#### Exhibit 6

. 185	Select Documents					Ramco	Role - RAMCO OU 2/4	嘲ねキ	? [7
date U	Isage / Generate Bill P	Process / View Generate Bill							
	Search on	•		Date		Search			
ch Res	sults								
	3473 Alert	1099 Overdue 23	50 On-Demand 10	Cancelled 14					
								1	
4	1 - 8 / 1099 + ++	+ - 0 + T T,	-		Y F O		1	•	
	Invoice Type	Milestone Type	Mode of Billing	Customer #	Customer Name	Nature of Contract	Contract #	Revision #	E
12	Regular	Regular	Milestone Based	1090000	Customer 3	Service Contract	SC-PBH-04	0	^
0	Regular	Regular	Milestone Based	101	Customer 2	Service Contract	SaleContract-PBH-04	0	
10	Regular	Regular	Milestone Based	1090000	Customer 3	Service Contract	SC-00021	1	
10	Regular	Regular	Milestone Based	101	Customer 2	Service Contract	SC-PBH-01	0	
D	Regular	Regular	Milestone Based	101	Customer 2	Service Contract	SC-PBH-01	1	_
10	Regular	Regular	Milestone Based	1090000	Customer 3	Service Contract	SC-PBH-21	0	
-	Regular	Regular	Milestone Based	1090000	Customer 3		-PBH-21	1	
		Regular	Milestone Based	400004	Customer 7	Cancel Milestones	DRH-23	0	1.1
10	Regular			100001	ware in a		1 611 6.0	•	

**Ramco Aviation Solution** 

#### The **Select Documents** screen has been categorized into two parts:

**<u>Update Usage / Generate Bill</u>** – Lists all pending milestones for various Contracts for which bill generation is pending in multiple groups, such as; **Alert, Overdue, Cancelled** and **On-Demand** 

Process / View Generated Bills – Lists all generated bills under various statuses. The user can select and act upon any open bills that need quick processing.

The above categorization of a Milestone being Alert or Overdue is determined by a set option in **Set Sales Process Parameters** under the Parameters for 'MRO Sales'.

Parameter for: MRO Sales

#### Process Parameter: Process Usage Based Bills within

Permitted Value: Specify values between 0 to 30

#### Exhibit 7:

### The Set Sales Process Parameters screen

44 4	L	1 -8/47 > >> + 🗇 O O T	T <sub>x</sub>	٨	F C X C E x	<b>4 = 00</b>	All	•		\$
#	E	Parameter for	Process Parameter	Permitted Values	Value	Value Selected				
1	司	Customer Order – Services	Allow manual update of 'Warranty Resolution'	Specify "0" for "Yes" and "1" for "No"	1	No				
2	韵	Service Sale Billing	Usage based Billing - Numbering type for	Any valid numbering type defined for the						
3	23	Customer Service Order Billing	Process Usage Based bills within	with permitted values between '0' to '30'	2					
4	21	Service Sale Billing	Date identification for Service Invoice	Specify "0" for Shipment Date and "1" for	0					
5	创	Customer Order – Services	Exchange Rate Type for Sales	Specify a valid Exchange Rate Type defined in	SPOT RATE	Spot rate				
6	2	Customer Order – Services	Auto-approval of Customer Order on	Specify "0" for "Required" and "1" for "Not	1	Not Required				
7	21	Service Sale Billing	Usage Based Billing - Default Numbering type	Any valid Numbering type defined for	PRLS					
В	21	Service Sale Billing	Usage Based Billing - Default Numbering type	Any valid Numbering type defined for	ODRLS					
Recon	d St	atistics Creater	l by	Set Process Parameters		reated Date				

#### Manage Usage Based Billing – Get Usage

'Get Usage' is applicable for the aircrafts for which 'Update Usage' is selected as "Individual Entity". On click of 'Get Usage', the usage is fetched from the Parameter information of the Object. The system

Fetches usage already billed, non-billed and provisional usage already billed automatically. Though the actual usage is defaulted from the parameter value information, the user has facility to modify this value, for each value for each project



#### Exhibit 8:

#### The Manage Usage Based Billing screen

🖈 📋 Manage Usage Base	d Billing			Ramco Role - F	amco ou 📧 💽	1 2 3 4	5 > >> 2 /1	10 74 륨 다	← ? ⊡
Customer # 400006		Customer Name Customer	8	Contract / Rev	.# 🔎 GU-1000	0	Nature of Co	ntract Service Contra	act
Sheet ID		Billing Milestone 10/05/20	16	Invoid	e Type Regular		Billing	g Curr. CAD	
Update Usage									
Object Coverage 0/0									
44 4 1 - 1 / 1 > >> +	- 🗗 🗲 👅 🗛			と目の	X 🛛 🗎 🗶 🕻		All	•	Q
# IOM Cum. Usage	Cum. Usage Billed	Cum. Non-Billable	Usage	Billable Us	age	Act. Billable Usage		Non Billable Usage	
1 🔲 IRS 1	586.34	1544.32		10.00	32.02		32.02		
	Click here to get t value from the Pa information for ea	he usage rameter ch object							
Get U	Isage		Save Usage				Confirm Usage		P
One Release p     Record Statistics	er Aircraft	Retain Milestone for	r Exceptions		Generate Release				

#### Manage Usage Based Billing – Release generation

On selection of a specific milestone from the **Select Documents** screen, all the Objects that are effective for the selected Contract will be fetched for the user to upload the usage against and generate a unique 'Sheet ID' for the same. The usage can either be manually updated or be fetched from the Parameter Value information of the Object.

#### Exhibit 9:

#### The Manage Usage Based Billing screen

★ 🔋 Manage Usage Based Billing			Ramco Role - RAMCO OU 🔫	4 1 2 3 4 5	▶ ▶ 2 /1099 II =		) 🗔 [
Invoice Release Details							
Customer # 101 Sheet ID SH-000300-2016 Update Usage	Generated Sheet ID is displayed here.	mer 2 -10-10	Contract / Rev. # P Sa Invoice Type Regu	ileContract-PB <u>⊦0</u> Jlar	Nature of Contract Custor Billing Curr. CAD	ner Specific	
Object Coverage 0/1							
	T <sub>x</sub>			1 🎫 C 👎 🖷 💷 🗛 🛙	•		Q
# 🗆 Ex. Billing From Date	Billing To Date	Aircraft Model # 🔎	Aircraft Group	Aircraft Reg. # 🔎	Aircraft MSN # 🔎	Part # 🔎	
1 🖾 2016-09-01	2016-09-30	000		VT-666			
2 🖻							
۲					After confirmat Usage, Release generated	ion of can be	
Get Usage		Save Usage			Confirm Usage		
One Release per Aircraft	🔲 Retain Mil	estone for Exceptions	Generate Rel	ease			

This Sheet ID can be converted into a single or multiple Releases (Bills) as required by the user, by using the option 'One Release per Aircraft' while generating release.

#### Note: The option of 'One Release per Aircraft' is applicable only for Aircraft Effective Contracts.

If there are any objects for which Usage is not available, then while generating Release, 'Retain Milestone for Exception' can be used to retain the same milestone for creating a new Release for the left out objects.

On successful generation of Release, the rates defined in the Contract for each object will be fetched and the Release amount will be arrived at. Again, as in the case of usage, the rate can also be modified by the user.

#### Exhibit 10:

#### The Manage Usage Based Billing screen

Customer # 101 Sheet ID SH-000300-2016 Release ID FEG-000309-2016 All the generated Release IDs against this Sheet ID will be listed in this combo Total UB Amt. 2500.00 Contract / Rev. # P SeleContract-PEIO Invoice Type Regular Invoice Type Regular Invoice Type Regular Invoice Type Regular SeleContract-PEIO Nature of Contract Customer Specific Billing Curr. CAD Invoice Status Tot. Rel. Value (Blimg Curr.) 2500.00 LOD 2500.00	Invoice Release Details								
Ilisted in this combo       Total UB Ant.       Total UB Ant. <t< th=""><th>Customer # 101 Sheet ID SH-000300-2016 Release ID REG-000309-201</th><th>All the gen against this</th><th>erated Release IDs s Sheet ID will be</th><th>Contract</th><th>t / Rev. # D SaleContract-PBi0 Invoice Type Regular Invoice #</th><th></th><th>Nature of Con Billing Invoice St</th><th>ntract Customer Specific Curr. CAD</th><th></th></t<>	Customer # 101 Sheet ID SH-000300-2016 Release ID REG-000309-201	All the gen against this	erated Release IDs s Sheet ID will be	Contract	t / Rev. # D SaleContract-PBi0 Invoice Type Regular Invoice #		Nature of Con Billing Invoice St	ntract Customer Specific Curr. CAD	
Update Usage     Usage Based Billing       Billing Rep. P     User Status <ul> <li>Pricing Exception</li> <li>All</li> <li>Billing Blement</li> <li>Alrcraft Model #</li> <li>Alrcraft Group</li> <li>Alrcraft Reg. #</li> <li>Alrcraft MSN #</li> <li>Part #</li> <li>Serial #</li> <li>Billing Parameter</li> <li>O00</li> <li>VT-666</li> <li>Image: Serial #</li> <li>Discraft Model #</li> <li>Alrcraft Model #</li> <li< th=""><th>illing Details Total UB Amt. 2500.00</th><th>listed in thi</th><th>is combo</th><th>Value (Blling Curr.) 2500.00</th><th>Exchange 1.00</th><th>Rate</th><th>T</th><th>ot. Rel. Value (Base Curr.) 2500.00</th><th></th></li<></ul>	illing Details Total UB Amt. 2500.00	listed in thi	is combo	Value (Blling Curr.) 2500.00	Exchange 1.00	Rate	T	ot. Rel. Value (Base Curr.) 2500.00	
Billing Rep. <b>P</b> User Status <b>V</b> Pricing Exception          Image: Control of the state	Update Usage Usage Based Billing								_
Image: Solution of the soluti	Billing Rep. <b>P</b>		User Status	▼ Pricing	g Exception				
E Buing Element Arcat Model = Arcat Goup Arcat Reg. = Arcat Model = Part = Senal = Buing Parameter	(1 + 1) + (1 +	* T T.	1: A.C.				0.240	<b>v</b>	2
		000	Andon and	VT-666	Ander Porte	ron =	Sunar =	uning rouncer	
Compute Save Rates Save Rates Compute Save Rates Co				_	Individual confirmed	Release m to genera	ust be ite the		•

#### Exhibit 11:

#### The Manage Usage Based Billing screen

★ 🗎 Manage Usage Based Billing			Ramco Role - RA	MCO OU 📢 4 1 2 3 4 5	▶ ▶ 2 /1099 ⊐⊄	ē ¢ ← ?	[\$ (
Invoice Release Details     Customer # 101     Sheet ID SH-000300-2016     Release ID REG-000309-2016     Billing Details	All the generated against this sheet in this combo	d Release IDs at will be listed	Contract / Re Invoi Inv	v. # P SaleContract-PBit ce Type Regular roice #	Nature of Contract Cu Billing Curr. CA Invoice Status	stomer Specific D	
Total UB Amt.	Net T/C/D	Tot. Rel. Value	(Blling Curr.)	Exchange Rate	Tot. Rel. V	alue (Base Cu <b>rr.</b> )	
2500.00	0.00	2500.	00	1.00		2500.00	
Update Usage Usage Based Billing (( ← 1 - 1/1 → )) + - □ ≠ 1	Usage Modified For		と声に	5 X Z 🗎 X <sup>2</sup> 🗣 🖛 📶 All	<b>v</b>	5	C
# Ex. Billing From Date	Billing To Date A	ircraft Model # 🔎	Aircraft Group	Aircraft Reg. # 🔎	Aircraft MSN # 🔎	Part # 🔎	4.1
1 2016-09-01 2	2016-09-30 0	00		Individual invoice must b generated for each Relea:	e se ID		
Bill To Customer & 400007	PayTerm <b>P</b>	ET90	Invoice C	Category R			

Once Confirmed, Release can be converted to Invoice directly or the user can go back to **Select Documents** screen to generate Invoice for multiple Releases under 'Process/View Generated bills' category.



#### Exhibit 12:

#### The Select Document screen

* 1	) :	Select Document	ts						Ramco Role	- RAMCO OU 🕫 🖶	₽ ←	?	Le.
Upda	ite Us	age / Generate Bill	Process / View Generate B	ill									
		Search	<b>v</b>	Release status	Confirmed	▼ Not-Invoiced ▼	Date From/To	<b>•</b>	<b>m</b>	Ex.			
	2	Jser Status	v	Bill Rep. 👂		Search							
arch	Res	ults											
All		34 Alert	5 Overdue	29									
•	6	1 - 4 / 4 <b>&gt; &gt;&gt;</b>	+ - 0 % T Tx				人口回口	. Z 🗎 🛪 C 🖡	🖶 💷 🛛 All	•			
#	21	Customer #	Customer Name	Contract #	Revision #	Nature of Contract		Release #	Aircraft Reg #	Part #	Serial #		
	10	1090000	Customer 3	SC-PBH-05	1	Service Contract		REG-000238-2016					
	10	400007	Aviation	SC-PBH-07	0	Service Contract		REG-000295-2016					
	8	101	Customer 2	SC-PBH-87	1	Service Contract		REG-000288-2016					
	E	400007	Aviation	PBH-UBB-111	0	Service Contract		REG-000259-2016	Invoice can be	generated by			
	問								arouping mult	iple Release			
									together, usin	g the Group by			
		4							option	· · ·			
					Group	Bv	•	Generate Invoice					

#### Exhibit 13:

## The Manage Usage Based Billing screen

* 🛙	) M	lanag	ge Usage Based Billing				Ramco Rol	le - RAMCO OU	(  1  2  3	3 4 5 ▶ ₩ 2 /5	5 74 🖶 🗗	← ? 🗔 🗷
Inv	oice	Relea	se Details									
		С	ustomer # 101	C	ustomer Name Customer 2		Contract	/ Rev. # 👂 🛛 Sa	leContract-PBH0	Nature of Co	ntract Customer Spec	cific
			Sheet ID SH-000300-2016	Bil	ling Milestone	1 m 1 1 1 1 1	I	nvoice Type Regu	lar	Billing	Curr. CAD	
		I	Release ID REG-000309-2016	R	elease Status Confirm			Invoice # CI-00	0331-2016	Invoice S	Status Fresh	
Billing	Deta	ils 1	Fotal UB Amt.	Net T/C	/D	Tot. Rel	. Value (Blling Curr.)		Generate	d Invoice # along	t. Rel. Value (Base	e Curr.)
			2500.00	0.00			2500.00		with its st	tatus will be	2500.00	
Upd	late	Usage	e Usage Based Billing						displayed	l here		
				Usage	Modified For							4
44	•	1 -	1/1 🕨 🕨 🛨 🗖	γ- <b>Τ Τ</b> <sub>x</sub>			人口の			All	•	
#		Ex.	Billing From Date	Billing To Date	Aircraft Mod	lel # 🔎	Aircraft Group	<b>)</b>	Aircraft Reg. # 🔎	Aircraft MSN # 4	P Part	# P
1			2016-09-01	2016-09-30	000				VT-666			
2												

# **Customer Service Invoice**

The generated Invoices from **Manage Usage Based Billing** screen, is queued up in the **Authorize Invoice** screen under **Customer Invoice** business component in 'Fresh' status.

#### Exhibit 14:

The Select Invoice screen of the Customer Service Invoice activity

Search Crit	Invoice #		Authoriz	re Invoice		_					
	Ref. Doc. Type	Service Sale Contract		Invoice Type	age Invoice	•	Invo	ice Category		T	
	Ref. Doc. # From			To				Status	Fresh		
	Invoice # From			То				Currency	All	•	
	Invoice Date From	Ê	1	То			F	inance Book	All	-	
	Invoice Amount From			То				User Id			
									[		
	Bill To Customer # From			To					Search		
Search Res	Bill To Customer # From sults			То					Search		
Search Res	Bill To Customer # From sults - 76 / 76	T <sub>x</sub>		To		<u>له</u>	9 X Z <b>e f</b> f M	All	Search		
Search Res	Bill To Customer # From sults - 76 / 76 → → ▼ voice #	T <sub>x</sub> Invoice Date	Currency	To Invoice Amount	Status	<u>له</u> الم	5 X 定首 € 車 ≒ Ⅲ Ref. Doc. type	All Ref. 1	Search v   Doc. #		
Search Res	Bill To Customer # From suits - 76 / 76	T. Invoice Date 2016-10-19	<i>Currency</i> CAD	ToInvoice Amount9600	Status 0.00 Fresh	<u>, п</u>	■ X 区 信 ● 単 = Ⅲ <i>Ref. Doc. type</i> Service Sale Contract	All Ref. 1 PBH-1	Search		
Search Res	Bill To Customer # From sults - 76 / 76	Tx Invoice Date 2016-10-19 2016-10-19	<i>Currency</i> CAD CAD	To Invoice Amount 9600	Status 0.00 Fresh 0.00 Fresh	ь In	Image: Service Sale Contract	All <i>Ref.</i> 1 PBH-1 PBH-1	Search <i>Doc. #</i> UBB-106 UBB-01		
Search Res 72 - 10 Inv 10 CI-0 10 CI-0	Bill To Customer # From sults - 76 / 76 • • • • • • • • voice # -000324-2016 -000326-2016 -000327-2016	T. Invoice Date 2016-10-19 2016-10-19 2016-10-19	Currency CAD CAD CAD	To	Status 0.00 Fresh 0.00 Fresh 0.00 Fresh	<u>له</u>	Image: Service Sale Contract       Service Sale Contract       Service Sale Contract	All Ref. 1 PBH-1 PBH-1 PBH-1	Search Doc. # UBB-106 UBB-01 UBB-04		
Search Res 72 - 72 -	Bill To Customer # From sults - 76 / 76   • • • •   • voice # -000324-2016 -000326-2016 -000327-2016 -000328-2016	Invoice Date           2016-10-19           2016-10-19           2016-10-19           2016-10-20	Currency CAD CAD CAD CAD USD	To Invoice Amount 9600	Status 0.00 Fresh 0.00 Fresh 0.00 Fresh 0.00 Fresh	<u>, n</u>	Image: Service Sale Contract       Service Sale Contract       Service Sale Contract       Service Sale Contract       Service Sale Contract	All Ref. 1 PBH-1 PBH-1 VBB-1 UBB-1	Search Doc. # UBB-106 UBB-01 UBB-04 001		

Just like Customer Order based Invoices, these Invoices can be modified, Authorized or even Returned. One more facility has been provided to Return and Re-process the Release associated to the invoice.

#### Exhibit 15:

#### The Manage Invoice screen

						Ramco Role - RAMCO OU	く日間ロ本	? 0
Select Invoice #								
Create a new Involce	on existing Toyoice							
C create a new stroke C C Mark	0 CT 000221 2015	6.						
Tivoice + >		00						
Invoice Type	e Usage Invoice	v						
Invoice Details	CT 0002231 2016		Enve	AVEOS		Chahur	Freed	
Invoice +	2016-10-20	cm)	Pinar Teucies C	ATECS		Status	rresn -	
Invoice Date	CAD		silvoide o	ategory		Commonte	<b>CI</b> (*)	
Bill To Customer # 0	400007		Bế To Custom	er Name Aviation		Connents		
Shin To Customer #	400028	*	Shin To Custom	er Name Oustomer 12				
CO hased Release Infr	hased Release Info	Dragt Info	T/C/D Dataks Invoice Sum	many Adjustment Lo	0			
			1.44.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.					1
44 4 1 -1/1 <b>)</b> ))	+ T T,			と声回	X 区 茴 x 6 单	A III AI	0	2
# Ref Doc Type Ref.	f. Doc. # R	ef, Doc. Date	Release #	Release Date	Billing Element	Billing Currency	Rel. Amount (Billing Cur	7
1 Service Sale Contract			REG-000309-2016	2016-10-20				
2								
C Default Taxkey							>	
Cefault Taxkey On Document		Re-processing Rema	rrks				>	
Celault Taxkey On Document		Re-processing Rema	aris Sav	re Release Info		Click here to	>	
Con Document		Re-processing Rema	ris Sav	re Release Info		Click here to	>	
Cefault Taxkey On Document		Re-processing Rema	arks Sav	re Release Info		Click here to return the Rele	ase	
Cefault Taxkey On Document		Ré-processing Rema	arks Sav	re Release Info		Click here to return the Rele	ase	
C Default Taxkey On Document		Re-processing Rema	rks Sav	re Release Info		Click here to return the Rele	ase	
Cefault Taxkey On Document	<b>.</b>	Re-processing Rema	aris Sav	re Release Info		Click here to return the Rele	ase	
Cefault Taxkey On Document	v	Re-processing Rema	aris Sav	re Release Info		Click here to return the Rele	ase	

The 'Return Release' button is used to put the Release in 'Returned' status, where it can be edited and confirmed against to generate a new Invoice.

# Ability to view/modify Billing Element for Direct Rel. Info in CO based Invoice Release

Reference: AHFG-10476

# Background

While Billing a customer job, Tasks can be categorized into groups of Billing Elements which would indicate the purpose of billing. Billing Elements are also required while raising a Direct Invoice release where Task may not be known but the billing can still be done for a certain purpose which could be correlated with the Billing Element. This enhancement enables provision to select a Billing Element against billable rates for a Direct Invoice Release under the 'Direct Rel. Info' tab. Billable values can be provided against the Billing Elements. The release level Billing Element will be updated with the selected value as in case of Regular Invoice Release.

# **Change Details**

## Service Sale Billing

- A new drop-down field 'Billing Element' has been added in the 'Direct Release Details' multiline of the 'Direct Rel. Info.' tab in the **Manage Invoice Release** screen. The system displays all the active Billing Elements as defined in the **Maintain Category Codes** activity of the **Category** business component.
  - Note: On click of 'Save', if there are multiple lines in the multiline with same Billing Element, the system updates the Billing Element in the Release header with the same value. If there are multiple Billing Elements, the system updates the header Billing Element with value 'Multiple'.



#### Exhibit 1:

Identifies the Manage Invoice Release screen in the Service Sale Billing business component:



# Ability to generate Fixed Monthly Invoice Releases and also price the out of scope jobs running under the pricing policy FP per Month under CO based Invoice releases

Reference: AHBG-17120 / AHBG - 17156

# Background

'Fixed Price Per Month' is yet another periodic pricing method found in MROs apart from the Usage Based Pricing. There is a requirement to invoice for services provided on a monthly basis with a fixed charge set at Aircraft level or even fixed for a period, i.e, it could be a Fixed Price Per Aircraft or Fixed Price Per Month. Either way, this is equivalent to the monthly Usage Based bills.

The new pricing basis is required to be setup in Contract and the Invoices are required to be generated regularly with system prompting with apt milestones.

# **Change Details**

'Fixed Price Per Month', being similar to Usage Based Billing, the **Manage Usage Based Billing** screen is reused where it has been renamed as **Process Monthly Invoice Releases** with automatic release generation enabled for 'FP per Month' Invoice Releases

#### A new tab Monthly Fixed Charges has also been introduced.

Before getting into the Invoice Release generation, there are a few pre-requisites to be setup as following:

- Requirement of Monthly Invoice Release generation automatic or Manual: This is to be setup in the Contract under the **Operational Parameters** tab in the **Edit Terms of Execution** link in the **Manage Sale Contract** business component.
- If Monthly Invoice Release is to be setup automatically, set the grouping policy for the releases Set grouping policy as either 'One release per Milestone' or 'One release per Billing Element'

#### **Monthly Invoice Release Generation**

I. Manual Release generation

In order to manually generate Monthly Invoice Releases, it is necessary that the monthly milestone is achieved. These milestones will be retrieved in the **Select Documents** screen of **Manage Monthly Invoice** release activity.



#### Exhibit 1:

#### Select Documents page of the Service Sale Billing business component

*	<u>)</u>	Select Documents						24		<del>+</del> ?	to r
Upda	ate Us	sage / Generate Bill Pro	ocess / View Generate Bill								
		Search on Contra	act # 💌 PAN-Model-Stati 🗙	V	Date	<b>m</b>	Search				
Searc	n Resi	ults									
All		2 Alert	0 Overdue	2 On-Demand 0 Car	ncelled 0						
	4	1 -2/2	+ - @ 🖈 T T			人 匝 명			r		Q
#		Invoice Type	Milestone Type	Mode of Billing	Pricing Basis	Customer #	Customer Name	Nature of Contract	Co	ontract #	
1		Regular	Regular	Milestone Based	FP per Month	101	Customer Name with	Service Contract	PA	N-Model-	Station-
2		Regular	Regular	Milestone Based	FP per Month	101	Customer Name with	Service Contract	PA	N-Model-	station-
3											
		<i>,</i>		Process Ma	anthly						
		< Comparison of the second sec	Process Monthly Invoice	Release	ease		Cancel I	Vilestone Manage Direct Billing			>

The milestones once retrieved will have to be selected and processed for Invoice Release by clicking on the **Process Monthly Invoice Release** link.

#### Exhibit 2:

#### Monthly Fixed Charges tab page in the Process Monthly Invoice Release business component

Process Monthly Invoice	Release				44 4	16 17 18 19	20 > >>	17 /60 🎝 📑	i 🗄 🔶 3
Invoice Release Details									
Customer # 101		Customer Name Custom	er Name with Ma	Contract / R	ev. # P PAN-Modelba		Natu	ire of Contract Servi	ice Contract
Sheet ID		Billing Milestone 31-Oct	-2012	Invo	pice Type Regular			Billing Curr. USD	
Ionthly Fixed Charges									
<li>i - 6 / 14 + + + -</li>	□ % <b>T T</b> ,			人口の			All	•	Q
Billing Period	Billing Element	Aircraft Model # 🔎	Aircraft Reg. # 🔎	Aircraft MSN # 🔎	Sys. Billable Qty.	Act. Billable Qty.	Parameter	Sys. Unit Rate	Act. Unit Rate
01-10-2012/31-10-2012	Minimum Monthly Charges	A310	VT-666	98456875	1	1	Per Aircraft 🗸	1,345.00	
01-10-2012/31-10-2012	Minimum Monthly Charges	A310	VT-666	98456875	1	1	Per Aircraft 🗸		
01-10-2012/31-10-2012	Minimum Monthly Charges	A310	0001	0002	1	1	Per Aircraft 🗸	0.00	
01-10-2012/31-10-2012	Minimum Monthly Charges	A310	0001	0002	1	1	Per Aircraft 🗸	0.00	
01-10-2012/31-10-2012	Minimum Monthly Charges	A310	001	002	1	1	Per Aircraft 🗸	0.00	
01-10-2012/31-10-2012	Minimum Monthly Charges	A310	001	002	1	1	Per Aircraft 🗸	0.00	
<									>
	Release Remarks					Com	ments		
Compute	Fixed Charges								
					_ 0	no Dolonco nor Rilling			
	Aircraft		Gener	ate Release	U	ne kelease per billing			

New **Monthly Fixed Charges** tab has been introduced. All applicable objects eligible for billing are retrieved automatically and on click of 'Compute Fixed Charges' the rates defined as per in Contract will be automatically applied. Release can be generated and confirmed for Customer Invoice preparation. While generating release, two options are available: One release per Aircraft – which will generate individual Invoice release for each Aircraft retrieved and One release per Billing Milestone – which will generate individual Invoice release for each Billing Element applicable.

Automatic Monthly Invoice Release Generation:

If set as automatic generation, Monthly Invoice Releases would be automatically set up once the monthly milestones are achieved. All generated Invoices can be seen in **Select Document** screen of **Manage Monthly Invoice Release** screen in 'Fresh' status.

#### Exhibit 3:

Select Documents page in the Service Sale Billing business component

	Select Documents	\$						7\$	₽ ← ? 5
Update	e Usage / Generate Bill	Process / View Generate	Bill						
	Search	<b>v</b>	Release sta	tus Fresh 🔻	Date From/To	<b>v</b>	<b></b>	Ex.	
	User Status	<b>•</b>	Bill Rep.	9					
					Search				
irch Re	esults								
All	405 Alert	0 Overdue	405						
4 4	1 - 6 / 405 🕨 🕨	+ - 0 % T Tx			<b>L</b> 1		C ∓ ≠ II AI	<b>v</b>	Q
	Customer #	Customer Name	Contract #	Revision #	Nature of Contract	Release #	Aircraft Reg # D <sub>↓</sub>	Sheet ID	Invoice Type
E	400007	Air India	PANFPM-002	0	Service Contract	REG-000169-2016	RC2993		Regular
E	400007	A1 7 B		0					
		Air India	PANFPM-002	0	Service Contract	REG-000168-2016	RC2992		Regular
E	400007	Air India Air India	PANFPM-002 UB-PAT-8	0	Service Contract Service Contract	REG-000168-2016 REG-000082-2016	RC2992 RC2992	SH-000053-2016	Regular Regular
E	<ul><li>400007</li><li>400007</li></ul>	Air India Air India Air India	PANFPM-002 UB-PAT-8 PANFPM-002	0	Service Contract Service Contract Service Contract	REG-000168-2016 REG-000082-2016 REG-000167-2016	RC2992 RC2992 RC2991	SH-000053-2016	Regular Regular Regular
1	<ul> <li>400007</li> <li>400007</li> <li>400007</li> </ul>	Air India Air India Air India	PANFPM-002 UB-PAT-8 PANFPM-002 UB-PAT-8	0	Service Contract Service Contract Service Contract Service Contract	REG-000168-2016           REG-000082-2016           REG-000167-2016           REG-000084-2016	RC2992 RC2992 RC2991 RC2592	SH-000053-2016 SH-000053-2016	Regular Regular Regular Regular
	<ul> <li>400007</li> <li>400007</li> <li>400007</li> <li>400007</li> </ul>	Air India Air India Air India Air India Air India	PANFPM-002 UB-PAT-8 PANFPM-002 UB-PAT-8 PANFPM-002	0 0 0 0	Service Contract Service Contract Service Contract Service Contract Service Contract Service Contract	REG-000168-2016           REG-000082-2016           REG-000167-2016           REG-000084-2016           REG-000166-2016	RC2992 RC2992 RC2991 RC2592 OFF2C	SH-000053-2016 SH-000053-2016	Regular Regular Regular Regular Regular
	<ul> <li>400007</li> <li>400007</li> <li>400007</li> <li>400007</li> <li>400007</li> </ul>	Air India Air India Air India Air India Air India	PANFPM-002 UB-PAT-8 PANFPM-002 UB-PAT-8 PANFPM-002	0 0 0 0	Service Contract Service Contract Service Contract Service Contract	REG-000168-2016 REG-000082-2016 REG-000167-2016 REG-000084-2016 REG-000166-2016	RC2992 RC2992 RC2991 RC2592 OFF2C	SH-000053-2016 SH-000053-2016	Regular Regular Regular Regular Regular
3 E 4 E 5 E	<ul> <li>40007</li> <li>40007</li> <li>40007</li> <li>40007</li> <li></li> </ul>	Air India Air India Air India Air India Air India	PANFPM-002 UB-PAT-8 PANFPM-002 UB-PAT-8 PANFPM-002	0 0 0 0 Confirm	Service Contract Service Contract Service Contract Service Contract Can	REG-000168-2016 REG-000082-2016 REG-000167-2016 REG-000084-2016 REG-000166-2016	RC2992 RC2992 RC2991 RC2592 OFF2C Manag	SH-000053-2016 SH-000053-2016 e Direct Billing	Regular Regular Regular Regular Regular

The Releases can be reviewed in this screen and bulk confirmed for Customer Invoice generation. Invoices can be generated from the same screen as well, if preferred.

#### Manage Direct Billing:

The Direct Billing link is enabled for user to define both Usage based and Fixed Monthly charges. The behavior of the screen remains the same as it was developed.

#### CO Based Invoice Release Generation:

Just like for Usage Based Pricing, Fixed Price per Month also can be configured for the requirement of processing the CO Based Invoice Release for In-scope items as per Contract. Apart from this, releases can also be grouped based on Billing Elements just as in the Monthly Invoice Releases.

Pre-requisites to be setup:

- If automatic release setup is enabled, set the grouping policy for the releases under Operational Parameters tab in Sale Contract business component, which could be either 'One Release per Milestone' or 'One Release per Billing Element'.
- If the above option is set as 'One Release per Billing Element', then Billing Elements will have to be mapped against the tasks that are going to be performed. This Billing Element mapping is possible at two levels; either Package Type level or Task level. Default Billing Element for other external documents can also be defined.

#### Set Process Parameters link in the Define Process Parameters activity of the Common Master business component

#	Entity Type	Process Parameter	Permitted Values
1	Package Type	Billing Element Association level for Invoicing	Enter:
			• '0' for Package Type
			<ul> <li>'1' for Task</li> </ul>
2	Package Type	Default Billing Element for Package Type	Enter a valid Billing Element
			defined in Maintain Category
			Codes

#### Set Sales Process Parameter activity in the Customer business component

#	Entity Type	Process Parameter	Permitted Values
		Default Billing Element for External	Enter valid Billing Element define in
1	Service Sale Billing	Repairs	Maintain Category Codes
		Default Billing Element for Exchange	Enter valid Billing Element define in
2	Service Sale Billing	Orders	Maintain Category Codes
		Default Billing Element for Purchase	Enter valid Billing Element define in
3	Service Sale Billing	Orders	Maintain Category Codes
		Default Billing Element for Expense	Enter valid Billing Element define in
4	Service Sale Billing	Invoice	Maintain Category Codes
		Process CO based Release / Invoice for In-	Specify "0" for "Required" and "1"
5	Service Sale Billing	scope Fixed Price/Month Jobs	for "Not Required"

Once the above parameters are set, Invoice Releases are generated automatically based on defined requirements similar to how it is currently working.

Note: If automatic grouping policy is set as 'One Release per Billing Element', the same Customer Order may have multiple invoice releases in 'Fresh' status simultaneously.

Process the Release to retrieve the Releases in the **Customer Invoice** screen.

#### Auto generated Invoice Release

#### 1. Billing Element association at Package Type level

- The system retrieves and displays all the automatically generated Invoice Releases post their release milestone.
- The system generates Invoice Release for the entire Aircraft Maintenance package against the Default Billing Element defined in the **Define Process Entities** activity of the **Common Master** business component.
- For all out of scope tasks running under Pricing Basis 'FP per Month', if release generation is set as automatic and Grouping Policy for Automatic CO based Invoice Releases generation is set as 'One release per Billing Element',

Example: CO # - CO-00037-2017 Package #: AME-003781-2017

#### Package Type: Adhoc Service

Default Billing Element for Adhoc Service - 'On Call Service Charge' In the above scenario, upon billing milestone achievement, the system automatically generates one Invoice Release for the CO against the Billing Element 'On Call Service Charge'

#### 2. Billing Element Association at Task level

While auto-generating an Invoice Release with grouping policy 'Billing Element', the Invoice Releases as per the Billing Element, on splitting, is done only at the Pricing / Parent Task level and not at the Operational Tasks level. The Billing Element of the Pricing Task is automatically applied to all the Operational Tasks under it.

#### 3. Billing Element association at Task Category level

On Search, the system retrieves and displays all automatically generated Invoice Releases post their release milestone. For all out of scope tasks running under Pricing Basis 'FP Per Month' the system generates Invoice Releases grouping tasks that have same Billing Element associated to them if the following conditions are true:

- 1. Release generation is set as automatic
- 2. Grouping Policy for Automatic CO based Invoice Releases generation is set as 'One release per Billing Element',

Example: CO # - CO-00037-2017

Package #: AME-003781-2017

- I. Tasks : Media Load TV > Billing Element 'Media Load charges'
- II. Non-Routine > Billing Element 'Adhoc Services'

In above scenario, upon billing milestone achievement, the system automatically generates two Invoice Releases, one against the Billing Element 'Media Load Charges' and another again 'Adhoc Services'

#### 4. Billing Element of Invoice Release

On creation of an Invoice Release, the system maintains and updates a Billing Element in the Invoice Release header that must have the Billing Element of the Tasks being billed with in the release. The system performs the following:

- i. If there is only one Billing Element in the Release, update the same for the Billing Element of the Inv. Release
- ii. If there are multiple Billing Elements in the Release, update the Billing Element of In. Release as 'Multiple'
- Note: This Billing Element of the Invoice Release will not be displayed anywhere in the front end of Process Invoice

#### Processing Auto-Generated Inv. Release

- **Deletion of Task**: Task from the Release that has been deleted is considered as Pending and yet to be billed, and therefore will not be part of the current release.
- Addition of Pending Task: Click the Get pushbutton to fetch a task that was earlier deleted from a release into another release.
- Save the addition of Pending Task: On click of Save pushbutton, a new task is added into the Release.

- **Modification of Billing Element:** On click of **Save**, if any of the Billing Elements of the Tasks in the Release are modified, the changes are saved and the Billing Element of the Invoice Release is updated accordingly if required.
- Note: No automatic re-generation of Release is required on Billing Element modification of the Task.

#### Exhibit 4:

#### Set Process Parameters link in the Define Process Parameters activity of the Common Master business component

*	Set Process Parameters	44	4 1	2 3	4 5	► <b>►►</b> 5 /9	쟈 :		<del>(</del>	? 🗔
	Entity Type Package Type	▼		Entity	ML	•				
	Record Status Active	Process P	Parameters D	efined?	Yes					
P	rocess Parameter List									
44	i 76 - 92 / 92 🕨 🕨 🛨 🕸 🔯 🝸 🔭	📕 🖬 🐨 🕮 🖾	世 X4	₽ 🖷	IIA II					Q
#	Process Parameter	Permitted Values	Value			Status			Em	or Messi
76	Allow Unscheduled Task addition in Work Reporting Hub?	Enter "0" for 'Not Allowed', "1" for 'Allowed'	1			Defined				
77	Allow Non Standard Task creation in Work Reporting Hub?	Enter "0" for 'Not Allowed', "1" for 'Allowed'	1			Defined				
78	Allow Discrepancy creation in Work Reporting Hub?	Enter "0" for 'Not Allowed', "1" for 'Allowed'	1			Defined				
79	Allow Deferred/Pending Discrepancy addition in Work Reporting Hub?	Enter "0" for 'Not Allowed', "1" for 'Allowed'	1			Defined				
80	Allow only valid Deferral Item #?	Enter "0" for 'Not Allowed', "1" for 'Allowed'	0			Defined				
81	Collapse Document Info cards section by default in the Work Reporting Hub?	Enter '0' for 'Not Required', '1' for 'Required'.	1			Defined				
82	Allow Exe. Comments modification after Task Completion?	Enter "0" for "Not Allowed", "1" for "Allowed"	1			Defined				
83	Document Info cards display order in the Work Reporting Hub?	Enter the corresponding card numbers separated by commas. 3-Customer, 4-	3,4,10,6,7,8,9,5,11			Defined				
84	Revert Sign-off while recording new Execution Comments for a Signed-off task?	Enter "0" for 'No', "1" for 'Yes'	0			Defined				
85	Allow Exe. Comments modification after Task Sign-Off?	Enter "0" for 'Not Allowed', "1" for 'Allowed'	1					_	1	
86	Show only Clocked-on items by default on launch of Work Reporting Hub?	Enter '0' for 'No', '1' for 'Show only My Clock', '2' for 'Show only All Clock'	0	N	ewly add	led process				
87	Automatically stop login user's running clock during Completion/Closure/Pre-Closure	Enter '0' for 'No', '1' for 'Yes'	0	pa	arameter	s for the En	tity			
88	Automatically stop login user's running clock during Closure/Deferral/Transfer of	Enter '0' for 'No', '1' for 'Yes'	0	'P	ackage <sup>-</sup>	Туре'				
89	Default Tasks/Discrepancies as New Records in the Part Requirements/Request tab	Enter "0" for 'Not Required', "1" for 'Required without Existing Records', "2" for			<u> </u>	·			1	
90	Copy ATA code from Source during creation of non routines?	Enter '0' for 'No', '1' for 'Yes	0			Defined				
91	Billing Element Association level for Invoicing	Enter '0' for Package Type and '1' for Task	0		Defined					
92	Default Billing Element for Package Type	Enter a valid Billing Element defined in Maintain Category Codes	0			Defined				

#### Exhibit 5:

#### Set Sales Process Parameter activity in the Customer business component

*		Se	t Sales Process Parameters					7\$	-	+ 1	0	]
		Par	ameter Details									
-	Proces	ss Pa	Display Parameters for MRO Sales	T								
	(1 4	]	1 - 8 / 63 🕨 🗰 🕂 🗇 🔅 🝸	τ.			X2 📮 🚔 🔟 🗛		-	 	Q	
	#		Parameter for	Process Parameter		Permitted Values				 		
	1		Customer – Bill back invoice	Allow billing the Invoice Variance		0 for Not applicable	Newly added process					
:	2		Customer – Bill back invoice	Allow billing the Partially received / Invoiced Purchase	Orders?	0 for No, 1 for Yes	parameters for the Entity	y 'MRC	)			
1	3		Customer – Bill back invoice	Apply Exchange rate as on		0 for Supplier Invoice authorization date,	Sales'					
4	1		Customer Order – Services	Allow manual update of 'Warranty Resolution' in CO &	SWO?	Specify "0" for "Yes" and "1" for "No"						
1	5		Customer – Bill back invoice	Billing basis of PO's raised on behalf of customer		0 for Supplier Invoice						
	5		Service Sale Billing	Default Billing Element for Expense Invoice		Enter valid Billing Element define in Maint	tain					
:	7		Service Sale Billing	Default Billing Element for Exchange Orders		Enter valid Billing Element define in Maint	tain					
1	3		Service Sale Billing	Default Billing Element for Purchase Orders		Enter valid Billing Element define in Maint	tain					
			4								۰.	
					Set Process Param	eters						
	Record	d Sta	atistics									
			Created	i bv			Created Date					
			Last Modified	i by DMUSER		Las	st Modified Date 11-Oct-2017					

ramco

#### Exhibit 3:

## Set Sales Process Parameter activity in the Customer business component

★ 🔋 Set Sales Process Parameters				24 중 다 수 1	
Select Parameter Details					
Display Parameters for MRO Sales  Process Parameter List	V				
44 4 9 - 16 / 63 🕨 🗰 🕂 🛱 🐼 🏹	Υ.		🕂 🖶 🔟 🗛	▼	Q
# Parameter for	Process Parameter	Permitted Values	Value	Value Selected	
9 🗖 Service Sale Billing	Default Billing Element for External Repairs	Enter valid Billing Element define in Maintain			
10 🔲 Service Sale Quote	Allow Price revision of Fixed Prices on getting the latest Estimates	Specify '0' for No and '1' for Yes		$\wedge$	
11 🔲 Service Sale Billing	Process CO based Release / Invoice for Inscope Fixed Price/Month Jobs	Specify "0" for "Required" and "1" for "Not			-
12 🔲 Service Sale Billing	Process CO based Release / Invoice for Inscope FP per Month Jobs	"0" for "Required" and "1" for "Not Required"	Newly	added process	
13 🔲 Customer Order – Services	Allow modification to Customer PO in Customer Order	Specify "0" for "Not Allowed" and "1" for	param	neters for the Entity 'MRO	
14 🔲 Customer Service Order Billing	Process Usage Based bills within	with permitted values between '0' to '30'	1 Sales	,	
15 🔲 Customer Order – Services	Exchange Rate Type for Sales	Specify a valid Exchange Rate Type defined in	~BR~		
16 🔲 Service Sale Billing	Date identification for Service Invoice generation	Specify "0" for Shipment Date and "1" for	0		
4					•
Record Statistics	Set Process Parar	neters			
Create	ed by	Crea	ated Date		
Last Modifie	d by DMUSER	Last Modi	ified Date 11-Oct-2017		

#### Exhibit 4:

# Manage Invoice Release activity in the Service Sale Billing business component

★ 🗎 Manage Invoice	Release							States 🔹 📰 🚅		? 🖪
	Re-p	oro. Remarks								
	- Current Ref. Deta	ils								
		CO #		Ex	e. Doc. Type		Exe.	Doc. #		
	Billing Summary									
	Т & Л	4 Price - Mat.		T & M	Price - Lab.		T & M Price - O	th. Res.		
	т	& M Charges		T & M - I	Ext. Services		T & M Price	e - Total		
		FP - Total			Basic Value					
	Search on Pend. I	Rel.	- Search	on Cur. Rel.						
	Get Count		Invoice	e Level 🔘 Detail Level			Search by	Ŧ	▼ Se	arch
	📄 Billing Ref. Detai	5								
	•• • 1 - 5 /	5 🕨 🕨 🛨 —	0 *			2 8 × C I	😑 💷 🛛 All	•		Q
	# 🗆	Exch. Ind.	Task #	Task Seq. #	WBS Code	Task Desc.	Billing Element	Pricing Basis		
	1 8							<b>*</b>		
	3							*		
	4 🗉							~		
	5							~		
	4									•
					Save Reg. Billing Info.					
		Re-Compute & Save I	Price							
	I									

# Provision to extract a report of all open Invoice releases at a detailed Task/Billing Element level to review rates and other details

Reference: AHBG-19267

# Background

It is important to have a thorough review of rates of an Invoice release prior to processing it into an Invoice. Today, this review has to be done for individual documents with no way to do this in bulk. A detailed report on this regards would help make the processes effective on reviewing rates not having to go through documents one by one.

# **Change Details**

Two new links have been added as below:

- 1. In the Select Customer Order Services page of the Process Invoice activity of the Service Sale Billing business component:
  - **CO based invoice release** link On click of this link, an excel-based report that can be saved is generated. The report would list down all the open Invoice Releases at Task level, with the break-up of rates across Labour, Materials and so on.
- 2. In the **Select Documents** page in the **Process Monthly Invoice Release** activity in the **Service Sale Billing** business component :
  - Monthly Invoice Release Summary Report link On click of this link, an excel-based report that can be saved is generated. The report would list down all open Monthly Invoice Releases at Billing Element level.

#### Exhibit 1:

Select Customer Order - Services page of the Process Invoice activity of the Service Sale Billing business component in the Service Sales Management business process

*	Select	Customer O	rder - Services					Ran	nco Role - RAMCO	이 - 쟈 훕 다 ←	? 🗔
Search	Criteria										
		Inv. Type / Cat.	Regular 💌	•	Inv. Rel. Readiness	Ready To Bill	•	Inv. Rel. Ba	sis	T	
		Order Based	•		Sale Type		•	Execution Sta	tus	•	
		Customer Based	•		Cust. Service Rep. 👂			Maint. Obj	ect	•	
		Work Center	•	•	Invoice Basis		•	Addl. Sea	ch	•	•
		COA Exists?	•		CO Currency		•	Date from/	to	▼ 🗰	1
		Release Status	Pend.Procd.				New			•	
						Search	ivev	wiy added link "CO			
Proce	s Invoice —						Bas	sed Inv. Release"			-
									CO based	Inv. Release - Summary Repor	.t
44	4 1 -	10 / 314 🕨 🕨	+-0**	ά Τ Τ <sub>κ</sub>					All	<b>v</b>	Q
#	■ P?	Error Log	Inv. Rel. #	Event Compl.?	Exe. Doc. #	Execution Status		Customer # Cus	t. Order #	Cust. PO #	Sale Typ
1			1	Yes	AWO-000001-201	1		417895 CO-	000027-2011	QQQ	TIME AN
2			2	Yes	EWO-000031-201	1		400007 CO-	000052-2011	CAVER772-733395-OV	TIME AN
3			1	Yes	AFRO-000024-203	11		400420 CO-	000054-2011	Ops-cmc-024	TIME AN
4			1	Yes	AWO-000003-201	1		417895 CO-	000143-2011	PO-XXXX1234	TIME AN
5			1	Yes	CWO-000153-201	2 Closed		400420 CO-	000234-2012	12121	TIME AN
6				Yes	CWO-000616-201	2 Closed		400007 CO-	001045-2012	CPO-111333-2012	TIME AN
-				Yes	AFRO-000833-203	12 Closed		408876 CO-	002098-2012	CO-PO-0FA9B1	POWER I
7											
7			1	Yes	AFRO-000915-202	12 Closed		401288 CO-	002291-2012	TY-56C4F	POWER I

## Exhibit 2:

# Select Documents page in the Process Monthly Invoice Release activity in the Service Sale Billing business

component

* [	D :	Select Document	s						Ran	nco Role - RAMCO OU 👻 🕮	₽ ← ? ⊡ (
Upda	te Us	sage / Generate Bill	Process / View Generate Bil	I.							
		Search User Status	<b>v</b>	Release status Bill Rep. <b>P</b>	Confirmed 💌	Not-Invoiced	Date From/To	V		Ex.	•
Search All	Resi	ults 39 Alert	0 Overdue	39		Search		Newly addeo Invoice Rele Summary Re	d link "Monthly ase – eport"	Monthly Invoice Relea	se - Summary Report
44 4		1 - 6 / 8 🕨 🕨	+ - 0 + T Tx					2 🖻 🗷 🔮 💻 :	III 14 % All	•	Q
#		Customer #	Customer Name	Contract #	Revision #	Nature of Contract		Release #	Aircraft Reg #	Part #	Serial #
1		400007	Air India	PAN-CONT	0	Service Contract		REG-000241-2016	Multiple		
2		490592	Customer 202	PANFPM-10	0	Service Contract		REG-000233-2016	Multiple		
3		490592	Customer 202	PANFPM-09	1	Service Contract		REG-000181-2016			
4		490592	Customer 202	PANFPM-09	1	Service Contract		REG-000194-2016			
5		400007	Air India	UB-PAT-1	0	Service Contract		REG-000109-2016	N995		
6		400006	Customer 8	UB-PAT-7	1	Service Contract		REG-000120-2016			
		4									Þ
					Group By		V	Generate Invoice		Manage Direct Billing	

# Ability to bulk update CPO # in Invoice releases to proceed with bulk processing

*Reference: AHBG-22652* 

# Background

Billing and Invoicing for the jobs or services provided by an MRO are generally done on job completion. But there are some MROs that invoice their customers periodically, on a monthly basis, consolidating all services that were provided in a given month. When it comes to month end billing process, every detail review and modifications are expected to be done for multiple records at a time, i.e., in bulk. While the current Invoice release framework does help in this scenario, Customer Purchase Order is yet another such information that requires bulk processing. Therefore the requirement is to enable bulk modifications to the Customer PO in the Process Invoice select screen itself, without launching the Manage Invoice Release screen.

# **Change Details**

- 1. The existing **Customer PO #** display only column in the **Select Customer Order Services** activity has been made an editable column.
- 2. This Customer PO will be followed up further to the customer service invoice and all the invoice documents.

#### Exhibit 1:

Select Customer Order - Services activity in the Service Sale Billing business component

*	Select Customer	Order - Sei	rvices						고: 특		? []
	Search Criteria										
	Inv. Type / Cat.	Regular	•	•	Inv. Rel. Readiness		•	Inv. Rel. Basis		•	
	Order Based		•		Sale Type		•	Execution Status		•	
	Customer Based		•		Cust. Service Rep. 👂			Maint. Object	•		
	Work Center		•	•	Invoice Basis		•	Addl Search	<b>•</b>		•
	COA Exists?		•		CO Currency		▼ (	Customer PO # column	•		::::
	Release Status	Fresh						has been made editable	<b>v</b>		
						Search					
Proce	ess Invoice							$\sim$			
44	61 - 70 / 70 >> >>	+ - 0	* • •	T Tx				x* C AI	•		Q
#	Error Log	Inv. Rel. #		Event Compl.?	Exe. Doc. #	Execution Status	Customer #	Cust. Order #	Cust. PO #	Sale Type	
61		1		Yes	OWO-000468-2017	Closed	100004	CO-007928-2017	PO-VP-001510	T & M	
62		2		Yes	OWO-000473-2017	Closed	100004	CO-007935-2017	PO-OWO-001510	T & M	
63		3		Yes	EWO-001010-2017	Closed	400007	CO-007941-2017	PO-VP-001510	T & M	
64		4		Yes	EWO-001011-2017	Closed	400007	CO-007943-2017	PO-VP-001510	T & M	
65		1		No	CWO-008884-2018	Not Closed	400007	CO-007989-2018	PO-WO-0015123	T & M	
66		5		Yes	VP-001510-2018	Closed	400007	CO-008018-2018	PO-VP-001510	T & M	
	4		New	atded "Lindate							Þ
	Update Cust.	P0 #	Cust	. PO#" pushbutton				CO based Inv. Re	elease - Summary Repo	rt	
	Customer Order # 👂			Invoice 7	ype Regular 🔻	Direc	t Invoicing				
		Evaluate	Invoice Re	adiness		Res	setup Invoice		Process Invoice		
	Mana \	ige Invoice Rel /iew Quotation	ease			View Invoice		View Accounti	ing Info. for Rev. Recog.		



#### Exhibit 2:

Select Documents activity in the Service Sale Billing business component of the Service Sales Management business component

*	Ì	Select Documents	5								74	F ?	
Upda	te U	sage / Generate Bill	Process / View Generated B	ill									
		Search User Status	<b>v</b>	Release statu Bill Rep. 🖇	resh 💌		Date From/To	T		Ex.			•
						Search							
Search	Res	88 Alert	0 Overdue	88									
44	(	25 - 30 / 37 🕨 🗰	+ - 0 % 0 0 1	T <sub>x</sub>			人工		C # # 11 A	di	Ŧ		Q
#		Customer #	Customer Name	Contract #	Revision #	Nature of Contract		Release #	Customer PO #	Aircraft Reg #		Part	#
25		400006	Customer 7	MSA-PBH-01		Service Contract		ABC-000142-2014		Multiple			
26		400006	Customer 7	MSA-PBH-02		Service Contract		ABC-000206-2014	PO-MSA-PBH-02	Multiple			
27		400007	Customer 8	PBH1		Service Contract		ABC-000015-2014	PO-400007-PBH1				
28		400007	Customer 8	PBH3		Service Contract		ABC-000017-2014	PO-400007-PBH3				
29		400007	Customer 8	PBH1		Service Contract		ABC-000015-2014	PO-400007-PBH1				
30		400006	Customer 7	MSA-FPM-UB-01		Service Contract		ABC-000156-2014	PO-MSA-FPM-UB-01	Multiple			
		4											•
		Update Cust. PO #			Confirm		Cance	4					
			Manage Dir	ect Billing		Monthly I	nvoice Release - S	ummary Report					

# Ability to enter invoice release directly in the manage invoice release

Reference: AHBG-23125

## Background

Some MROs process large number of Invoice Releases in a given month. In order to review each order in detail one by one, the user would have to traverse between the **Process Invoice** and **Manage Invoice Release** screens repetitively. This could cause loss in efficiency. Thus, in order to improve the efficiency and also to enhance the user experience, the Invoice Release # within the **Manage Invoice Release** screen has been made editable such that the user can change the document number and review them without having to traverse back and forth.

# **Change Details**

- Customer Order # field in the header of the **Manage Invoice Release** screen has been modified to editable field and provided with Smart Search functionality
- The Release # is provided in a drop-down since there could be multiple releases against the same Customer Order in various statuses.
- User can select the Release # for review.
- Based on the Release # selected in the drop down, the details of the screen will be refreshed.

User will be able to generate a Summary Report from the **Process Invoice** screen to review the rates at Task level for every Customer Order / Release. The report will help in analyzing the details before entering into the **Manage Invoice Release** screen and it will also help identify the documents which need more detailed analysis on screen. The user will be able to type out the Customer Order # with the report as the reference.

#### Exhibit 1:

#### Manage Invoice Release screen

★ 🗎 Manage In	voice Release				44 4 1 2	3 4 5 🕨	3 /17 🔀		+ 1	2
Cust. Order #	/ Rel. # CO-007670-2015 1 omer # 400 mer Order # has been oditable with UI and	Release #	Inv. Rel. Readiness Customer Name field with combo	Ready To E	3011 3		Release Status Co Currency U Total Value 1	onfirmed SD 4.600.00		
	t Search functionality score Reg. Billing Info. Actu	als Info. Materials	Ship To Customer Resources Ext.	400007 Services	Bill to     CO Prepayment In	▼ Ifo. Direct Rel. Info.	Addl. Charges	CO T/C/D	CO Mai	int → ^
	CO-007670-2013		Invoice Category Final  Billing Rep.  00041383 Event Description		Inv. Rel. Date 27-Jan-2015 User Status		in-2015	100		
					Cust. P(	D # 111				
Warranty Requested No Under Warranty ? Not Evaluated		luated	Warranty Not Warranty Inst.	#	v	W	arranty Res.			-



#### Exhibit 2:

# Select Customer Order - Services screen in the Service Sale Billing business component

	Order Based	v	Sale Typ	e	Ψ	Execution Status		T
	Customer Based	•	Cust. Service Rep. \$			Maint. Object	<b>v</b>	
	Work Center	<b>v</b>	Invoice Basi	is	•	Addl. Search	•	
	COA Exists?	T	CO Currenc	y	<b>v</b>	Date from/ to	•	
	Release Status Fresh	v				Age from / to	•	
				Search				
ess Invoice –	0/14 🕨 🕨 🕂 🗖 🛠	0 0 T T.					<b>T</b>	
Error	Log Inv. Rel. #	Event Compl.?	Exe. Doc. #	Execution Status	Customer #	Cust. Order #	Cust. PO #	Sale Type
	1	Yes	CWO-000618-2012	Closed	400007	CO-001047-2012	CPO-111333-2012	T & M
	1	Yes	AFRO-001453-2012	Closed	401288	CO-003724-2012	TY-C2182	РВН
	2	Yes	CWO-008601-2015	Closed	400007	CO-007691-2015	00001413	FP
	1	Yes	AFRO-002914-2017	Closed	400006	CO-007839-2017	5678	T & M
	1	Yes	AWO-000043-2017	Closed	400604	CO-008076-2017	5678	T & M
	1	Yes	VP-006033-2018	Closed	400604	CO-008287-2018		PBH
	1	Yes	VP-006034-2018	Closed	400604	CO-008289-2018		PBH
	1	Yes	VP-006803-2018	Closed	400007	CO-008340-2018	123	T & M
	1	Yes	VP-007367-2018	Closed	400604	CO-008360-2018		PBH
	1	No	AWO-000072-2018	Not Closed	Link to Summary	CO-008373-2018	Great	T & M
					LINK to Summary			

# WHAT'S NEW IN CUSTOMER INVOICE?

# Ability to group CO based Releases & Monthly Releases in Customer Service Invoice

Reference: AHBG-17200

# Background

With the introduction of the new pricing basis 'FP per Month', period invoicing which was so far meant only for Usage Based Pricing has become yet another Monthly/Periodic billing. To handle this along with UB, the same **Manage Usage Based Billing** screen is reused with automatic release generation enabled for 'FP per Month' Invoice Releases. For an organization running their services on different pricing basis such as Time and Material, Fixed Price by Work Unit, Usage Based and Fixed Price Per Month, it is expected to group all releases and generate a single Invoice for a Customer.

# **Change Detail**

The option "Fixed Monthly Charges" has been added in the **Entity Accounted** drop-down list box in the **Create Service Sale Account Definition** activity in the **Account Rule Definition** business component

#### Service Sale Account definition - Non Parameter Based

Note that Service Sales Account and Effective From Date can be specified. However, COSR cannot be provided for this entity

#### Service Sale Account definition - Parameter Based

Note that Customer Account Group, Sale Type, Service Sale Account Code & Effectivity Date alone can be specified. Any other column including the COSR cannot be provided for this entity.

The **Ref.Doc Type** drop down list box in the header of the **Generate Customer Service Invoice** activity of the **Customer** business component will list the following options:

- Service Sale Contract
- Customer Order

The **Billing Element** drop-down list box in the header of the **Generate Customer Service Invoice** activity of the **Customer** business component lists all the active Billing Elements as defined in the **Maintain Category Codes** activity in the Customer business component.

The Invoice Type drop-down list box in the header of the combo **Generate Customer Service Invoice** activity of the **Customer** business component lists values as follows:

Selection in the Ref.Doc Type field	Invoice Type lists the following:
	Service Invoice
Customer Order	Prepayment Invoice
Sale Contract	Monthly Invoice

With the above fields enabled, all Invoice Releases that are processed from both Manage Monthly Invoice Releases and Process Invoice activities will be retrieved in the **Generate Customer Service Invoice** screen.

Monthly Invoice Releases will be retrieved with their Reference Documents as their corresponding Sale Contracts and the CO Based Invoice Releases will as usual have their Reference Document as the Customer Order Release.

#### Exhibit 1:

Create Service Sale Account Definition activity in the Account Rule Definition business component of the Book

Keeping business process

★ 📄 Create Service Sale Account Definitio	n			Ramco Role - RAMCO OU 💢 🖶	₽ ← ?	
Finance Book	Ext. Repair-Exchange Cost	]				
Service Sale Account 👂		COSR Account 👂		Material Resources		
📢 🖣 [No records to display] 🕨 🍽 🛨 🗖 🐇	0 0 T T.			Others	7	Q
# 🖾 Customer Account Group 👂	Order Currency	Maintenance Base	Work Center	Fixed	Sale Type	
1	*	~		Usage Revenue	*	
				Fixed Monthly Charges		
				Newly added 'Fixe	d	
4				Monthly Charges"	~	•
		Create				
View Service Sale account Definition						

Note: Similarly, New Entity - 'Fixed Monthly Charges' has been added in both Delete/View Service Sale Account Definition under Account Rule Definition in Book Keeping Business Process."

#### Exhibit 2:

Create Sale Definition activity in the Cost Center Rule Definition business component of the Management Account

business process

★ 🗎 Create Sales Definition			Ran	nco Role - RAMCO OU 💢 🖶	₽ ←	? 🗔
Company AVEOS  Customer Group #	Part Sales - Packsip based Part Sales - Packsip based Service Sale - Maint.based Rentals	A	Account Code 👂			
	S	Hight Operation Revenue Service Sale - Usage based Part Sales - Order based	* * * *	All		Q
#     Sale Category     Ordering Location       1     B     *	Shipping Location S	Service sale - Fixed Monthly Charges		Part Type	Part Categ	ory
¢		Newly added 'Se Monthly Charge	ervice Sale - s" option	Fixed		4
		Create				
View Sales definition						

Note that similarly the Event combo in both the Delete Sale Definition and View Sale Definition pages have been added with the option "Service Sale – Fixed Monthly Charges"



#### Exhibit 3:

#### Generate Customer Service Invoice activity in the Customer Invoice business component

Generate Customer S     Search Criteria     Ref. Doc. Type	Service Invoice	Options in the Ref. Doc Type combo	Invoic	е Туре	T	Invoice Category	과 좀 핟 ← ?	0	
Sale Type	sa Sala Cantrast		Order Appli	cability	T	Controlling Unit	•		
Customer Based	omer Order		Order	Based		Release Based	•		
Date Based	•		Addl.	Search 💌		Billing Element	•		
Cont Bartha				Search					
← Search Results	T,			<u>له</u> ا	X 2 🗎 C 🖡	🖮 💷 🛛 Al	<b>v</b>	Q	
# 🗏 Ref. Doc. Type	Ref. Doc. #	Exec. Doc. #	Invoice Type	Invoice Category	Release #	Release Date	Billing Element	Re	
1 🗇 Customer Order	CO-007625-2014	CWO-008527-2014	Service Invoice	Final	1	30-Sep-2014			
2 🖹 Service Sale Contract	MSA-NAX-01		Monthly Invoice	Detail	REG-000559-2016	30-Nov-2015	Multiple		
3 🖹 Service Sale Contract	MSA-NAX-02		Monthly Invoice	Detail	REG-000426-2016	04-Jul-2012	Minimum Monthly Charges		
4 🗈 Service Sale Contract	MSA-NAX-02		Monthly Invoice	Detail	REG-000427-2016 04-Aug-2012		Minimum Monthly Charges		
5 🖹 Service Sale Contract	MSA-NAX-02		Monthly Invoice	Detail	REG-000428-2016	04-Sep-2012	Minimum Monthly Charges		
<								>	
Re-process      Reason for Re-process      Remain     Generate Invoice      Single Invoice      Generate Invoice									

All Invoice Releases can be grouped into a Single Invoice by simply selecting the required Invoice Releases from the multiline and Generating Invoice with the Single Invoice check box checked.

Once Invoice is generated, all CO based Invoice Release details will be displayed under the **CO Based Release Info.** tab and all **Monthly Invoice Releases** will be displayed in the **Monthly Release Info.** tab.

#### Exhibit 4:

CO Based Release Info. tab in the Manage Invoice activity of the Customer Service Invoice business component

★ 🗎 Manage Invoice	(4 4 1 2 3 4 5 ▶ ₩ 3 /39	≭ ☶ 클 ♬ ← ? ᅝ 尾										
Select Invoice #		~										
Create a new Invoice     Work on existing Invoice												
Invoice # P CI-000242-2016 Go												
Invoice Type Service and Monthly Invoice X V												
Invoice # CI-000242-2016 Finance Book AVEOS	Status F	resh										
Invoice Date 21-Oct-2016	Numbering Type	CI 💌										
Currency CAD  Exchange Rate 1.00000000												
Bill To Customer # P 400184 Bill To Customer Name Customer 18	Cust. PO #											
Ship to Customer # 400184  Ship to Customer Name Customer 18 CO based Release Info Monthly Release Info Diract Info T/C/D Datals Invoice Summany Adjustment Log	Comments	×										
Co based Nelease 1110. Monthly Release 1110. Direct 1110. 170 Decais Invoice Summary Adjustment Log												
(i)         (i) <td>■ ■ ● ● ● ● ■ ■ ■ ■</td> <td></td>	■ ■ ● ● ● ● ■ ■ ■ ■											
# 🖻 Ref. Doc. Type Ref. Doc. # 🖓 Ref. Doc. Date Release # Release Date	Billing Element Order Curr.	Release Amt. (Order Curr.)										
1 E Customer Order 🗸												
		>										
Default Tax Keys												
On Material  On Resource  On Document	Tax Exclusi	ve 🗌 🗸 🗸										

#### Exhibit 5:

Manage Invoice screen in the Edit Invoice activity of the Customer Service Invoice business component

*	D)	Manage Invoi	ce		., _,				겨 🖩 🖶 다	€ ?	¢ K
44	4	1 -1/1 🕨	» + - @	* & & T T		<u>ک</u> ا	s x & i × •	# ⊨ 010 All	<b>T</b>	Q	
#		Ref. Doc. Type		Ref. Doc. # 🔎	Invoice Amount	Material	Labour	Other Resources	Fixed Price		
1	E	Customer Order	*								
2	E	Customer Order	*								
	-	•								•	
	Defau	t Tax Keys									
		0	n Document	T		Tax Exclusive					
	Cor	npute				Save Dir. Info.					
vie	w Cust	omer Order					Click here	to return the			
							generated	invoice to 'Return'			_
		Dra	ft 🔲 Save	Auto Adjust 📝	Save and Authorize	Delete Return	status for f	urther modifications			
+ V	iew Ir	fo.									
+-	Record	Statistics									

In the **Edit Invoice** page of the **Customer Service Invoice** business component all following activities are made available:

- **Delete Invoice:** The generated Invoice is deleted and all the releases, CO based release and monthly releases, in the Invoice are again made eligible for creating a new Invoice.
- **Return Invoice**: The generated Invoice is updated to 'Returned' status for further modifications.
- **Reverse Invoice:** The generated Invoice is updated as 'Reversed' and a new Invoice is generated for all the releases inside it.
- Return Release: The system does not allow return release if the invoice does not have any CO based releases.

Returns both UB and FP per Month releases back to release stage for reprocessing.
## Ability to restrict cost booking on recording additional charges in Customer Order

Reference: AHBG-21965

#### Background

Expenses incurred during maintenance of an aircraft, for example Freight Expense, Travel Expense and so on needs to be billed to the customer; however vendors send the actual invoice for such expenses only at a later date. Therefore the requirement is to enable the users to record the maintenance expenses as and when required

#### **Change Details**

- Access rights have been provided to the **Record Additional Charges** screen in the **Manage Invoice Release** activity of the **Service Sale Billing** business component to enable the users to record the Travel expense, Freight charges and so on whenever they are required to do so.
- Provision has been made to avoid double booking while recording these additional charges. That is, on
  receiving the expense invoice from vendors, the Finance Team will record the expense invoice with reference
  of CO / AME / SWO documents. Hence cost booking will be done to the respective COSR account. In case
  where the additional charges are added by users, the cost booking will be done again which will lead to
  double cost booking.
- A new set option at organization level has been added for the parameter 'Customer Order Services' in the Set Sales Process Parameters screen of the Customer business component to specify if the cost booking is required or not on recording the additional charges at customer order level.

Process Parameter	Permitted Values
Cost booking on recording additional charges	Specify '0' for 'Required' and '1' for 'Not Required'

Note: If the set option 'Cost booking on recording additional charges' is set as 'Not Required' then the system treats the additional charges added against the Customer Order as normal TCD and cost booking will not be done for the same based on the accounting usage selected.

However, if this option is set as 'Required', the system retains the existing behavior, that is cost booking will be done for the additional charges available at Customer Order level based on the accounting usage selected.

ramco

#### Exhibit 1:

#### Set Process Parameters activity in the Customer business component

*	<u>)</u>	Set Sales Process Parameters				24		ţ	<b>+</b> '	? 🗔 🖪
- Sele	ect Pa	arameter Details								
Pro	cess	Display Parameters for All Parameter List	¥							
44	4	89 - 92 / 92 🕨 🕨 🕇 🗇 🕸 🐧	r T.		🕂 🖮 🔟 All		Ŧ			Q
#		Parameter for	Process Parameter	Permitted Values	Value	Value Selected				
89	E	Sevice Sale Billing	Default Invoice Category for Direct Invocie	Specify a valid Invoice Category defined in	Final					
90	E	Customer Order - Services	Cost booking on recording additional charges	Specify '0' for 'Required' and '1' for 'Not	1					
91	E	Sale Quotation	Source for Estimated materials cost	Specify '0' for 'Standard Cost' and '1' for	0					
92	E	Sale Quotation	Source : Source Pricelist for Estimated	Specify '0' for Max. Price, '1' for Min. Price or	0					
93	2			Newly added set optio cost booking is require additional charges at o	n component to s ed or not on reco customer order le	specify if rding the evel				
			Set	Process Parameters						

#### Exhibit 2:

#### Additional Charges tab page in the Manage Invoice Release activity of the Service Sale Billing business component

★ 🔋 Manage Invoice I	Release			RamcoRole - RAMCO OU 🔫	1     2     3     4	5 🕨 👐 2 /3553	3 74 🖽 🖶	₽ ← ?
+ Release Main Info.								
Exe. Doc. Info.	Reg. Billing Info. Act	uals Info. Materials Reso	urces Ext. Services	CO Prepayment Info. Dire	ct Rel. Info. Addl. Cha	rges CO T/C/D	CO Maint. Obj.	Pricing Summa
🗄 🧰 CO-000009-2011	Current Ref. Details							
	CO	# CO-000009-2011	Ex	e. Doc. Type SWO		Exe. Doc. #	CWO-000006-2011	
	SPL # / Rev.	#	Billable	Task Chrgs.		Billable CO Chrgs.		
	Revision Info.	<ul> <li>Search Filter</li> </ul>	s					
	Get Latest Info. Count	0 View Opt	ion Billing Info 💌	Se	arch by	•		Search
	Charges Pricing Details							
	•• • [No records to displ	ay] 🕨 🕨 🕂 — 🗇 🛷	0 C T T,			All	•	Q
	# 🛛 I Rev. Ind.	Price Disp.	Charge Level	Exe. Doc. Type	Exe. Doc. #	Parent WO #	Task #	Task Seq
	1							
	4							+
		<u> </u>		Save Addl. Charges				
	Access	right provided						
	Undate D	el. Readiness	Confirm	Process	Evaluate Invoice	Cancel		
	View Account Rev. Recog.	ing Info. for	comm	Upload Documents	2. Sidale Invoice	Cancer	View Assoc Attachmen	iated Doc ts
+ Record Statistics								

## WHAT'S NEW IN CUSTOMER DEBIT CREDIT NOTE?

## Auto Defaulting Account Code From and To in the Search Screen

Reference: AHBG-19746

#### Background

Some MROs have 'Analysis Code' as Contract and 'Sub Analysis Code' as Employee Group. This has left them with a combination of around 3 lakh records in the Account-Analysis-Sub Analysis Combinations. Due to performance issues, in various screens the selection of such Analysis Codes using Smart Search or the Help enabled pages are not giving the desired output. Since this is directly related to profitability reporting, the requirement is to ease the selection of this.

#### **Change Details**

Provision has been created to auto default Account Code in Analysis Code Help screens of the **Customer Debit Credit Note** activity of the **Receivables Management** business component.

Account Code From and To auto defaulted in the Analysis Help screen in the following activities

Activities in which changes have been made in the	Defaulted Value from the multiline
Analysis Help screens	
Create Item Based Note	Usage ID #
Create Account Based Note	Account #
Edit Item Based Note	Usage ID #
Edit Account Based Note	Account #
Authorize Item Based Note	Usage ID #
Authorize Account Based Note	Account #



#### Exhibit 1:

#### Help on Analysis Code screen



## WHAT'S NEW IN TIME TRACKER?

### Simple Average based time apportioning for task running in parallel

Reference: AHBG-15933

#### Background

Currently, when it comes to apportioning time for parallel running tasks, the system apportions the time based on the elapse time given for the task. However, the requirement is to apportion the time on an equal basis for the parallel running tasks.

#### **Change Details**

In order to apportion the time based on Simple Average or Weighted Average, a new set option has been added in the **Set Process Parameters** activity of the **Time Tracking Setup** business component under the **Time Tracker** business process.

Process Parameter	Permitted Value
Time Apportioning logic for	Enter:
parallel running tasks	• 0 for Weighted Average
	• 1 for Simple Average

Example:

Task-01 Started at 11:00AM with elapse time 120 min Task-02 Started at 11:00AM with elapse time 180 min Task-03 Started at 11:00AM with elapse time 60 min Clock stopped successfully at 11:30AM

Given that total clocked time is 30mins, the time apportioning happens as follows:

1. <u>Weighted Average Method:</u>

Based on elapsed time, 30 minutes is to be distributed among the 3 parallel running tasks

Task-01 = 10 min (0.17 in decimals)

Task-02 = 15 min (0.25 in decimals)

Task-03 = 5 min (0.08 in decimals)

#### 2. <u>Simple Average Method:</u>

Irrespective of elapsed time, 30 minutes will be distributed among the 3 parallel running tasks equally

Task-01 = 10 min (0.17 in decimals)

Task-02 = 10 min (0.17 in decimals)

Task-03 = 10 min (0.17 in decimals)

#### Exhibit 1:

#### Set Process Parameters page in the Time Tracking Setup business component of the Time Tracker business process

* 🗎	Set Process Parameters					7\$	帚	+ '	? 🗔 🕻
- Select	t Parameter Details								
- Proce	Parameters for Common V	▼ Status Active							
44 -	< 11 - 16 / 16 ► + T T <sub>x</sub>		7		10 III	All	Ŧ		Q
#	Process Parameter	Permitted Values	Value	Value Selected	Status				
11	Allow Modifications to Approved Time Off Records	Specify "0" for 'No', "1" for 'Yes' and "2" for 'Not	0	No	Defined				
12	Bar Code based login into T&A system	Specify "0" for 'No' , "1" for 'Yes'	1	Yes	Defined				
13	Enable Clock your time - Multiple Time bookings?	Specify "0" for 'No' , "1" for 'Yes'	0	No	Defined				
14	Time records approval by alternate authorizer	Specify "0" for "Not Required" , "1" for "Required"	1	Required	Defined				
15	Allow attendance reporting by Alternate authorizer beyond effectivity period	Specify "0" for 'No' and "1" for 'Yes'	1	Yes	Defined				
16	Time Approtioning logic for the parallel running tasks	Specify "0" for Weighted Average and "1" for Simple	1	Simple	Defined				
17	Newly added parameter "Allow Apportioning logic for					_			•
		Set Process Paramet	ers						

### Ability to report time sheet in multiple stations based on parameter

Reference: AHBG-14538

#### Background

**Time Tracker** is an interface which facilitates an employee to record attendance / timesheet for the tasks performed on a day- to-day basis. The employee can also raise time off requests as required.

Some MRO organizations have their base in multiple locations where planning of work in done in one location and execution happens in other locations. In such cases, the requirement is for the organization to maintain the time sheet for all the employees in the time zone of the Main Base Location instead of maintaining it in the respective Work Station time zones.

On the other hand, some organizations maintain the employee time sheet in the time zone of the respective work location, wherein the supervisor authorizes the time sheet / attendance records based on the Work Station in which the employee has reported time.

#### **Change Details**

New Set Options have been added in **Set Process Parameters** activity of the **Time Tracking Setup** business component. This set option enables the user to specify whether the time sheet records are to be maintained in respective Work Station timings or the time zone of the Main Base Station.

If time sheet needs to be maintained in the time zone of Base Station, then the respective Base Station must be specified in the **Time Management** master as mentioned in Exhibit 1 below.

Note: If the default Base Station is specified, then the time difference between default Base Station specified and time zone of the location where the system is operates i.e., System / OU time zone in the application must be '0'.

#### Exhibit 1:

Set Process Parameters activity in the Time Tracking Setup business component of the Time Tracker business process

Select Parameter Details     Process Parameter Ist     * Process Parameter	*	Set Process Parameters					RamcoRole - RAM	co ou		1	- ?	Co .
Parameters for Common       Status       Active         Process Parameter List <ul> <li>Process Parameter</li> <li>Process Parameter</li> <li>Permitted Values</li> <li>Value</li> /ul>		Select Parameter Details										
Process Parameter List   Process Parameter  rocess Parameter  Process Parameter Process Paramete		Parameters for Common V	<b>•</b>	Status Ad	tive							
Image: Section of the section of th	-	Process Parameter List										
#     Process Parameter     Permitted Values     Value     Value     Value Selected     Status       9     Allow timeoff request entries spanning across dates     Specify "0" for "No" and "1" for 'Yes'     0     No     Defined       10     Manage Attendance Reporting/Approval within TSA System     Specify "0" for "No" and "1" for 'Yes'     1     Yes     Defined       11     Allow Modifications to Approved Time Off Records     Specify "0" for No", "1" for Yes'     0     No     Defined       12     Bar Code based login into TSA System     Specify "0" for No", "1" for Yes'     0     No     Defined       13     Enable Clock your time - Multiple Time bookings?     Specify "0" for No", "1" for Yes'     0     No     Defined       14     Time records approval by alternate authorizer     Specify "0" for No", "1" for Yes'     0     No     Defined       15     Allow Attendance reporting by Alternate authorizer     Specify "0" for No Facuired", "1" for Yes'     1     Required     Defined       16     Duration to be caused with the difference between Start and Sector "0" for No and "1" for Yes'     1     Not Required     Defined       17     Station based time reporting required     Specify "0" for No" and "1" for Yes'     1     Not Required     Defined       18     Default Base Station     Specify Default Base Station	44	< 9 - 18 / 18 → → + T T <sub>x</sub>			人口		HA III		•			Q
9       Allow timeoff request entries spanning across dates       Specify "0" for 'No' and "1" for Yes'       0       No       Defined         10       Manage Attendance Reporting/Approval within T&A System       Specify "0" for 'No', "1" for Yes'       1       Yes       Defined         11       Allow Modifications to Approved Time Off Records       Specify "0" for 'No', "1" for Yes' and "2" for 'Not       0       No       Defined         12       Bar Code based login into T&A system       Specify "0" for 'No', "1" for Yes'       1       Yes       Defined         13       Enable Code vour the - Hubple Time Bookings?       Specify "0" for No', "1" for Yes'       0       No       Defined         14       Time records approval by alternate authorizer       Specify "0" for 'No', "1" for Yes'       0       No       Defined         15       Allow Attendance reporting by Alternate authorizer       Specify "0" for 'No' and "1" for Yes'       1       Required       Defined         16       Duration to be equal with the difference between Start and       Specify "0" for 'No' and "1" for Yes'       1       No       Defined         18       Default Base Station       Specify "0" for 'No' and "1" for Yes'       1       Not Required       Defined         18       Default Base Station       Specify "0" for No' and "1" for Yes'       1	#	Process Parameter	Permitted Values	Value	Value Selected	Status						
10       Manage Attendance Reporting/Approval within T&A System       Specify "0" for 'No' and "1" for Yes'       1       Yes       Defined         11       Allow Modifications to Approved Time Off Records       Specify "0" for 'No', "1" for Yes'       0       No       Defined         12       Bar Code based login into T&A system       Specify "0" for 'No', "1" for Yes'       1       Yes       Defined         13       Enable Clock your time - Multiple Time bookings?       Specify "0" for 'No', "1" for Yes'       0       No       Defined         14       Time records approval by alternate authorizer       Specify "0" for 'No' and "1" for Yes'       0       No       Defined         15       Allow Attendance reporting by Alternate authorizer       Specify "0" for 'No' and "1" for Yes'       1       Yes       Defined         16       Duration to be equal with the difference between Start and       Specify "0" for 'No' and "1" for Yes'       1       Yes       Defined         17       Station based time reporting required       Specify "0" for 'No' and "1" for Yes'       1       Not Required       Defined         18       Default Base Station       Specify "0" for No' and "1" for Yes'       1       Defined       Defined         Specify "0" for No' and "1" for Yes'       1       Not Required       Defined	9	Allow timeoff request entries spanning across dates	Specify "0" for 'No' and "1" for 'Yes'	0	No	Defined						
11     Allow Modifications to Approved Time Off Records     Specify "0" for No', "1" for Yes' and "2" for Not     0     No     Defined       12     Bar Code based lopin into T&A system     Specify "0" for No', "1" for Yes'     1     Yes     Defined       13     Enable Clock your time - Multiple Time bookings?     Specify "0" for No', "1" for Yes'     0     No     Defined       14     Time records approval by alternate authorizer     Specify "0" for No', "1" for Yes'     0     No     Defined       15     Allow attendance reporting by Alternate authorizer     Specify "0" for No' and "1" for Yes'     1     Yes     Defined       16     Duration to be equal with the difference between Start and 17     Specify "0" for No' and "1" for Yes'     1     Yes     Defined       17     Station based time reporting required     Specify "0" for No' and "1" for Yes'     1     Not Required     Defined       18     Default Base Station     Specify "0" for No' and "1" for Yes'     1     Not Required     Defined	10	Manage Attendance Reporting/Approval within T&A System	Specify "0" for 'No' and "1" for 'Yes'	1	Yes	Defined						
12     Bar Code based login into T&A system     Specify "0" for 'No', "1" for Yes'     1     Yes     Defined       13     Enable Clock your time - Multiple Time bookings?     Specify "0" for 'No', "1" for 'Yes'     0     No     Defined       14     Time records approval by alternate authorizer     Specify "0" for 'No' and "1" for 'Required"     1     Required     Defined       15     Allow attendance reporting by Alternate authorizer beyond     Specify "0" for 'No' and "1" for 'Required"     1     Yes     Defined       16     Duration to be equal with the difference between Start and Specify "0" for 'No' and "1" for 'Required"     0     Not Required     Defined       17     Station based time reporting required     Specify "0" for 'No' and "1" for 'Res'     1     Defined       18     Default Base Station     Specify Default Base Station     Set Process Parameters     Defined	11	Allow Modifications to Approved Time Off Records	Specify "0" for 'No', "1" for 'Yes' and "2" for 'Not	0	No	Defined						
13     Enable Clock your time - Multiple Time bookings?     Specify "0" for 'No', "1" for 'Yes'     0     No     Defined       14     Time records approval by alternate authorizer     Specify "0" for 'No' and "1" for 'Required"     1     Required     Defined       15     Allow attendance reporting by Alternate authorizer beyond     Specify "0" for 'No' and "1" for 'Yes'     1     Yes     Defined       16     Duration to be equal with the difference between Statu and Specify "0" for 'No' and "1" for 'Yes'     1     No     No       17     Station based time reporting required     Specify "0" for 'No' and "1" for 'Yes'     1     Defined       18     Default Base Station     Specify "Default Base Station     Set Process Parameters	12	Bar Code based login into T&A system	Specify "0" for 'No' , "1" for 'Yes'	1	Yes	Defined						
14     Time records approval by alternate authorizer     Specify "0" for "Not Required", "1" for "Required"     1     Required     Defined       15     Allow attendance reporting by Alternate authorizer beyond     Specify "0" for "No' and "1" for Yes"     1     Yes     Defined       16     Duration to be could with the difference between Start and     Specify "0" for "No' and "1" for Yes"     0     Not Required     Defined       17     Station based time reporting required     Specify "0" for "No' and "1" for Yes"     1     Defined       18     Default Base Station     Specify "0" for "No' and "1" for Yes"     1     Defined	13	Enable Clock your time - Multiple Time bookings?	Specify "0" for 'No' , "1" for 'Yes'	0	No	Defined						
15     Allow attendance reporting by Alternate authorizer beyond     Specify '0° for 'No' and "1" for 'Yes'     1     Yes     Defined       16     Duration to be equal with the difference between Start and     Specify '0° for 'No' and "1" for 'Yes'     0     Not Required     Defined       17     Station based time reporting required     Specify '0° for 'No' and "1" for 'Yes'     1     Defined       18     Default Base Station     Specify '0° for 'No' and "1" for 'Yes'     1     Defined	14	Time records approval by alternate authorizer	Specify "0" for "Not Required" , "1" for "Required"	1	Required	Defined						
15     Duration to be equal with the difference between Start and Specify "0" for 'Not Required'     0     Not Required     Defined       17     Station based time reporting required     Specify "0" for 'No' and "1" for 'Yes'     1     Defined       18     Default Base Station     Specify Default Base Station     Defined	15	Allow attendance reporting by Alternate authorizer beyond	Specify "0" for 'No' and "1" for 'Yes'	1	Yes	Defined						
17     Station based time reporting required     Specify '0' for 'No' and "1" for 'Yes'     1     Defined       18     Default Base Station     Specify Default Base Station     Defined	16	Duration to be equal with the difference between Start and	Specify "0" for 'Not Required' and "1" for 'Required'	0	Not Required	Defined						
13     Default Base Station     Defined	17	Station based time reporting required	Specify "0" for 'No' and "1" for 'Yes'	1		Defined						
Set Process Parameters	18	Default Base Station	Specify Default Base Station			Defined						
				of Drocess Dara	motors							
				cerrocess rate								
		maintained in the	time zone of the respective Work	Station								
maintained in the time zone of the respective Work Station			une zone of the respective work.									
maintained in the time zone of the respective Work Station		or to be maintain	ed in the time zone of the Base Sta	ition								
maintained in the time zone of the respective Work Station or to be maintained in the time zone of the Base Station												

## WHAT'S NEW IN FLIGHT OPERATIONS?

# Provision to attach documents in Flight Contract, Flight Sheet and Flight Billing

Reference: AHBG-19929

#### Background

In some cases, supporting documents of expenses incurred during a flight journey like for example handling charges, invoice received from the vendor, authority charges and so on are required to be attached to the Contract/Flight Sheet/Invoice Release. Therefore the requirement is a provision to attach documents in Flight Contract.

#### **Change Details**

Two links **Upload Documents** and '**View Associated Documents** have been added to upload and attach the required documents in the **Flight Contract**, **Flight Sheet** and **Flight Billing** business components and then view the attached documents.

#### Exhibit 1:

Manage Flight Contract activity in the Flight Contract business component

Manage Flight Contract							74 [		ţ	+ '	<b>?</b> [	0 K
Contract Details												_
Contract # CABTI-539	0 🔘 Create	e Contract 🔘 I	Modify Contract Get									
Main Info. Aircraft Details A	ircraft Crew Info.											
- Contract Info.												_
Contract Type	Customer Specific	•	Contract Category	Completed	•	Status	Approved					
Contract Date	03-03-2013		Commencement Date	03-03-2013		Completion Date	03-03-2019					
Effective from	03-03-2013		Effective to			Revision Comments						
Charter Type	Regular	-	User Status		•	Cust.Service Rep. 👂	00001413					
Rev. Assign. Unit	AVEOS	-	Cost Center 👂	1100		Analysis / Sub Analysis 👂	1110		A	100		
Billing Currency	CAD	-	Charter Category	Wet	-	Contract Scope	Testing FS a	ross ho	rizons			
Terms of Extension			Return Remarks									
- Customer Info.												-
Customer # 👂	400007		Customer Name	Customer 8		Customer Call Sign 👂	AC					
Contact Person			Email			Phone #						
Cust. Contract # / Rev.#	ABTI-539	0	Cust. Contract Rev. Date		***	Revision Notes						
+ Revision Details												-
			Save Cor	atract Info					_			
						Newly	added lii	iks				
		Confirm	]			Cancel		ing in				
Edit Pricing & Invoicing Info.	Edit /	Additional Info.		Upload Documents		View Associated E	locs.					

#### Exhibit 2:

#### Manage Flight Sheet activity in the Flight Sheet business component

*	D	Manage	Flight Sheet								44 4 1	2 3 4	5 > >>	2 /14 🕮		t 🔶	? [
		Flight Sh	eet # FS-00009	4-2013	Date fr	om / to / UTC Zor	ne 04-12-2017		04-12-	2017	UTC#\$		:	Status Confirm	ed		
		Customer	Name Customer	13	Contract	# / Rev. # / Line	# GHC/0/2			0			Charter	Type EMS			
ľ	lain	Info. JL	Usage Info.	Parameter Info.	No Flight Info.	Duty Info.	A/C Activity Info.	Emp. Activi	ity Info.	Crew Charges	Other Charge	Additional I	nfo.				
-	– Flig	ght Sheet Inf	o.														
			light Sheet Dat	e 04-12-2017			U	lser Status		,	•		Source	Journey Log			
			Billing Remar	s			Return	n Remarks				Fli	ght Ref. Doc. #				
-	Air	craft Info. —															
		A	ircraft Reg. #	P 1132			Aircra	ft Model # B76	57-200			Rep	laced A/C # 👂				
	-		A/C Assign. Typ	e Exclusive	•												
	-Cu	stomer Info.		0 000													
		Custo	mer Call Sign	p GHC	-		Custo	mer # 9 40	0096		-	Contrac	t # / Rev. # 👂	GHC	2	0	
-	- Bill	ling Head Su	Charter Typ mmary	e EMS	¥		Charter	r Category Dry	y		•		Line #		2		
		1 . 2/												-			0
		1 - 2 / ·	- (* (* ) T		Charles Tara	11-3	0	t. 0://-t/-	04. 0			T E UNU E	Contractor da	•		_	~
#		Block Ho	ur Charges	testing	Std. Rate	Per B	lock Hour	9.00	Quy N	on-billable	currency	value	Yes	R.	enidiks		
2		E Flight Ho	ur Charges	testing	Std. Rate	Per Fl	light Hour	9.00					Yes				
3				-			-										
		1						-									
								Save Main	Info.	Newly ac	ided links						
			Unload Doc	umante			V	iaw Accociated I	Document	7							
	Deco	ved Statistics	opioau Doc	umenta			v	icii Associateu I	oocument	<u> </u>	C	Cânce					
	ACCU	na statistics															

#### Exhibit 3:

#### Manage Flight Invoice Release activity in the Flight Billing business component

* 🗎	Manage Flig	jht Invoice	Release								1 2	3	4 5	• •	5 /86	<b>Z</b>		+	? [
	ise Main Info. —																		
	I	nv. Release #	FIR-000002-2017			Billin	g Horizon M	Iultiple						Release	Status Co	nfirmed			
		Customer #	100004			Custor	mer Name S	INGAPORE AIR	LINES					Contract # /	Line # gh	c-test-3			
		Charter Type	Regular			Charter	Category W	/et						Billing C	urrency CA	D			
	Rel. Value	(Billing Curr.)	2,750.00			Exch	ange Rate 1.	.00					Rel	. Value (Base	e Curr.) 2,7	50.00			
Main 1	Info. Fixed	Charges O	perating Charges Cr	ew Charges Ot	her Charges	Flight Sheet	Ref. Fuel	l Uplift Ref.	Charge Ba	ck Ref. E	Exceptior	IS							
	ease Info. ——																		
	1	nv. Rel. Date	13-12-2017 🛗			Inv. (	ategory I	NV01	•					User S	itatus		•		
	F	ev.Assign.Unit	AVEOS 💌			Billing	g Rep. 👂 🏾 0	0001394						Bill to Cust	omer 1000	04			
	Re	lease Remarks				Pay	Term 👂 🛛	IET45											
-Billi	ng Summary —																		
44 4	1 - 2 / 2	• • ÷	- 0 % T T					7	h g x		8 C			All		T			Q
#	Billing Head		Billing Category	Inv. Element	PI	icing Currency	Amount			Amount	(Billing Cu	ırr.)				Avg. Ex	ch. Rate		
1	Flight Hour (	harges		Operating Charg	es CA	AD.			2,600.0	10					2,600.0	00			
2	Landing Fee			Operating Charg	es CA	ND .			150.0	10					150.0	00			-
3																			
																			•
		Re-ap	oply Price				Save Mai	in Info											
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1	gnore Pricing Exceptions	]	Confirm	n				Cancel						L L	Jpload Docur	nents	View As: Docume	ociate	d
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1																			

### Ability to define billing heads at line level in Flight Contract

Reference: AHBG-19701

#### Background

In Heli-chartering services, operators have established Contracts with customer for providing chartering services under which multiple A/C Reg # or A/C Models are covered. Some of the A/C Reg # are exclusively assigned and others are flying on ad hoc basis. In such case, billing and pricing terms are varying based on each item # (A/C Reg # / A/C Model # / Assignment type). For Example, for the aircraft assigned exclusively to the customer, 'Hourly rate' alone will be charges which is inclusive of crew charges as well as Fuel rates. But on flying the aircraft on ad hoc basis, 'Hourly rate' charged to the customer may be higher than the usual rate and other charges such as Crew accommodation, Fuel charges will be billed separately.

Hence, there is a requirement to have the Billing Head definition separately for each line item (A/C Reg # / A/C Model # / Assignment Type) covered under contract and billing also need to be done at line level.

#### **Change Details**

#### Flight Contract

- OU level set option addition to specify if Billing Head definition at line level is required or not. If the option is set as 'required', then below mentioned changes are applicable or else current behavior will be retained.
- Addition of a Line # under Aircraft Effectivity details which is the unique identification of each line definition.
- Addition of line # under crew coverage details which facilitates the crew coverage definition at line level.
- Addition to new fields such as 'Defn. at' and 'Line #' fields under Invoice Basis and Invoice Rrates section which facilitates to define the Billing Head and rate definition at line. Hence, different rates can be maintained for the same billing head based on the line #.
- Addition of Line # under 'Usage Based Slab Rates' section which facilitates the rate definition at line level based on the usage of aircraft.
- Addition of Line # under crew charges which facilitates to define different rates for the crews based on the Aircraft Reg # / Model #

#### Flight Assignment

- Addition of a new column 'Line #' in the multiline in the **Manage** and **View** screens of the **Flight Assignment** business component.
- Enhancement in behavior to support the contract evaluation based on the Line #

#### Flight Sheet

- Enhancement in the behavior of the contract evaluation which facilitates the contract evaluation based on the Line #.
- Visibility to the Line # of contract during contract evaluation as well as after Flight Sheet generation.
- Enhancement in the behavior of Flight Sheet to get the billing head applicable for the Line # for which Flight Sheet is generated.

#### Flight Billing

• Visibility to the Line # during the Invoice Release setup.

- Provision to group the Billing Head and generate the Invoice Release based on the Line #
- Visibility to the Line # in the invoice release generate if the same is grouped at Line # level.

#### Exhibit 1

Aircraft details section of the Manage Flight Contract activity in the Flight Contract business component under the Fight Operations business process

r [	) M	lanage F	light Contract											x; 📰 🖶	□ +	? [
Co	ntrac	t Details														
ntrac	#P	GHC-CONT		0 © Creat	te Contract	Modify Contract	G	et								
Mai	n Info	Aircra	aft Details Airm	aft Crew Info.												
		1 0/0									ant		All	-		0
		1 - 0 / 0	Aircraft Model # O	Aircraft Reg. # O	Nor	Als Assign Type		Primary Field Base O	Field Face Decc	Subst Allows		Effective from	All Effective to	Coverage Notes	Primary	Subst Ma
	F	1	727-200	AL-7077	1.00	Exclusive			AIR INDIA	Vac		Enective from	Enective to	coverage notes	727-200	Jubberrie
	1	2	727-200	AL-7079	1.00	Exclusive		AID	AIR INDIA	Vac					727-200	
	1	2	737-200	C-CCNO	1.00	Exclusive		ATP		Vac					737-200	
	1	4	737-200	C-GCNS	1.00	Exclusive	Ľ	AIR		Vec					737-200	
	E	5	737-200	C-GCNV	1.00	Exclusive	÷	AIR		Vec					737-200	
	1	6	737-300	C Gall	1.00	Adhor Elving	~	ATR	AIR INDIA	Yes	~				737-200	
	1	7	737-800		1.00	Adhoc Elving		AIR		Yes	~				737-200	
	1		737-200		1.00	Adhoc Flying	~	AIR	AIR INDIA	Yes	~				737-800	
	1		<u></u>	_												
		Nev #' co	vly added 'Lir olumn		-			Save Aircraft I	Details					_		Þ
_																

#### Exhibit 2

Crew Coverage section of the Manage Flight Contract UI in the Flight Contract business component under the Fight Operations business process

<b>k</b> []	M	1ana	age F	light Contract														겨 🗔 🖶 !	1 +	· ?	[ø
Co	ntrac	t De	tails																		
Contract	#P	GHC-	CONT		0 🔘 Crea	ate Contract	_														
Main	Info	).	Aircra	aft Details Aircraf	t Crew Info.		Provis	sion to	filter												
	D	efn. a	at Lir	e Level 🔻 1	• <b>-</b>	$\sim$	definit	ion ba	ised on												
A	rcra	ft Cre	ew In	fo.						_											
44		1 -	- 3 / 3	> > + = c	₩ <b>T</b> Tx								e	<b>#</b> #	0110	All		T		,c	>
#		Line	e #	Aircraft Model # 🔎	Aircraft Reg. # 🔎	Crew Type		Nos.	Crew Assign. T	Гуре	Crew Specs.	Charge Basis		Curency		Unit		Rate Per No. / Unit	Defn. f	or A/c	
1		1	~		AI-7077	Co-pilot	~	1.00	Full Time	~		Additional	~	EUR	*	Days	~	3,000.00	As Prim	hary incl	. Su
		1	~		AI-7077	Pilot	~	1.00	Full Time	~		Additional	×	EUR	¥	Days	*	2,500.00	As Prim	nary incl	. Su
		1	~		AI-7077	Instructor	~	1.00	Full Time	~		Additional	~	EUR	۲	Days	~	400.00	As Prim	nary incl	. Su
		1	~				~			~			•	EUR	~		*				
		   	New #' co	ly added 'Line Iumn																	ŀ
										Save A	/c Crew Info.										
							1														

#### Exhibit 3

## Invoice basis section of the Manage Flight Contract UI in the Flight Contract business component under the Fight Operations business process

	) E	dit Pricing	& I	nvoicing Info					-							* 특 주 ◆	• ? 🗅
- <b>C</b>	ntrac	Contra	s 1ct # )	Rev. # GHC-COM	іт/0	Provis	ion to filter		ontract Type C	Justo	omer Specific				Status A	pproved	
			Charl	er Type <b>Regular</b>		Contra			fective from 0	11-10	0-2017				Effective to		
Par	amete	ers Inv. B	asis	Inv. Rates	Usage Rational Ba	level d	etinitions		Elements	т/с	C/D Bill-to Cus	tomer					
Defi	n. at /	Line # Line L	.evel	▼ ALL	v												
44	•	1 - 10 / 49	Þ	» + - O	* T T.						人口	JXE	ii x⁺	e # # III	All	<b>v</b>	Q
#		Defn. at		Line #	Billing Head		Billing Category		Inv. Milestone		Pay Term 🔎	Status		Charge for	Charge Type	Unit	Min. Usa
1		Line Level	~	1	<ul> <li>Accommodation</li> </ul>	*		~	End of Billing	•	NET45	Active	~		Std. Rate	No. of Days	
2		Line Level	~	2	<ul> <li>Accommodation</li> </ul>	~		•	As Required	~	NET45	Active	*		Std. Rate	No. of Days	
		Line Level	*	3	<ul> <li>Accommodation</li> </ul>	~		*	As Required	~	NET45	Active	~		Std. Rate	No. of Days	
ł		Line Level	*	4	<ul> <li>Accommodation</li> </ul>	~		•	As Required	~	NET45	Active	*		Std. Rate	No. of Days	
5		Line Level	*	5	<ul> <li>Accommodation</li> </ul>	~		*	As Required	~	NET45	Active	*		Std. Rate	No. of Days	
		Line Level	*	6	<ul> <li>Accommodation</li> </ul>	~		•	As Required	~	NET45	Active	~		Std. Rate	No. of Days	
7		Line Level	*	7	<ul> <li>Accommodation</li> </ul>	~		*	As Required	~	NET45	Active	~		Std. Rate	No. of Days	
3		Line Level	*	6	Adhoc Flying Hours	~		•	End of Billing	~	NET45	Active	*	Usage	Std. Rate	Per Flight Hour	
,		Line L	~	7	Adhoc Flying Hours	~		*	End of Billing	~	NET45	Active	*	Usage	Std. Rate	Per Flight Hour	
10		Line L	$\overline{}$	8	An veg		10.11		End of Billing	~	NET45	Active	~	Usage	Std. Rate	Per Flight Hour	
		Provis billing Contra	ion hea act a	to define Id at both and Line		bility to s he # on o illing hea	specify the defining the ad		Save Inv.	. Bas	sis						•

#### Exhibit 4

Invoice rates section of the Manage Flight Contract UI in the Flight Contract business component under the Fight Operations business process

* 🗎	Edit Pricing & Invoicing Ir	nfo.								** 특 다 ← *	? 🖬 🕻
Cor	tract Main Details										
	Contract # / Rev. # GHC-	CONT/0		ontract Type	Customer Spe	ecific			Status Approv	/ed	
	Charter Type Regu	lar Pr	ovision to filter	ffective from 0	01-10-2017				Effective to		
Para	meters Inv Basis Inv Bates	Usage Rates - Slah Ra	ntract & Line	- Flements	T/C/D	Bill-to Cust	tomer				
	Defn. at Line Level 💌 1		vel definitions		11010						
44 4	1 - 4 / 4 <b>&gt; &gt;&gt; + -</b> 5	1 % T T.		l.		と目の	) x 2 8 × •		I	<b>v</b>	Q
#	Defn. at / Line     Line #	Aircraft Model # 🔎	Aircraft Reg. # 🔎		Defn. for A/	c	Billing Head	Billing Category	Inv. Element	Inv. Basis	A/c As
1	E Line Level  ✔ 1	*			As Primary	*	Demobilization Fee 🗸		Fixed Charges	End of Contract/Fixed	
2	E Line Level 🕶 1	*			As Primary	*	Mobilization Fee		Fixed Charges	Begn. of	
3	E Lin vel 🕶 1	▼ 737-200	AI-7077		As Primary	*	Standing Fee 🔷 🗸		Fixed Charges	Begn. of Billing	
4	E Lin v 1	737-200	AI-7077		As Primary	*	Fuel - Consumpti 🗸		Operating Charges	As Required/Std. Rate	
5	Drouision to define	Ability to	specify the			~	~				
	rates at both Contract and Line level	line # on billing he	defining the ead								
	-			Save Inv.	. Rates						Þ
_											

#### Exhibit 5

## **Usage rates - Slab based section** of the **Manage Flight Contract UI** in the **Flight Contract** business component under the **Fight Operations** business process



#### Exhibit 6

Crew Charges section of the Manage Flight Contract UI in the Flight Contract business component under the Fight Operations business process



#### Exhibit 7

Manage Aircraft Assignments activity in the Flight Log business component under the Fight Operations business process

Criteria	Man Man	nage 🔘	View									
rch Criteria	ı — — — — — — — — — — — — — — — — — — —											
	Aircraft	t	▼ Assign.	valid from/to	<b></b>	<b></b>	Status Active	•				
				Search								
raft Call Sig	nn Assianmen	ate		<u>.</u>	Newly	added 'Line						
rare can big	gii Assigninch				#' colu	imn						
44 4	1 - 5 / 5 🕨	• • + © T	T <sub>x</sub>				0 x C i × C	P = 00 Al			Ŧ	Q
#	U	Jsage Type	Customer Call Sign 🔎	Contract #	Line # 🚩	Charter Type	Customer #	Customer Name	Status		A/C Assign. Type	
1	E	External 🗸	Ac	CSC01		Regul 🗸	400007	Customer 8	Active	•	Shared	
2	E	External 🗸	AC	CSC01		Regul 🗸	400007	Customer 8	Active	•	Shared	
3	E	External 🗸	AC	SFS		EMS 🗸	400007	Customer 8	Active	<b>~</b>	Exclusive	
4	E	External 🗸				~			Active	~		
5	E	External 🗸	AC	CSC01		Regul 🗸	400007	Customer 8	Active	*	Shared	
6	E	External 🗸				~			Active	~		

#### Exhibit 8

Select Documents page in the Flight Sheet business component under the Fight Operations business process

★ 🗎 Select Documents				≭ 膏 ⊄ ← ? ቩ 🗖
Create      Modify				
Search Criteria				
Aircraft	<b>v</b>	Date from / to 01-11-2017 🗰 25-11	-2017 🛗 Customer	<b>v</b>
Source Ref.	<b>T</b>	Document	Addl. Search	<b>•</b>
		Search	Newly added 'Line	
Search Results			#' column	
•• • [No records to display] • •• + - d	] ↔ ▼ <b>▼</b> .	人口		Q <b>v</b>
# ate A/C Reg. # Customer Call Sign \$	P Replaced A/C # P	Customer # P Contract # P	Line # Charter Type Error Log	Customer Name A/C Model #
1			~	
4				•
Get Contract	Confi	îrm Cancel		
Generate Flight Sheet				
Group by	Confirm	Generate		

#### Exhibit 9

#### Manage Flight Sheet activity in the Flight Sheet business component under the Fight Operations business process

		Display Option	Pending Setup	•	T	Exceptions			<b>•</b>	Document Co	ntract #	Ŧ	GHC-CONT	
		Customer		•		Billing Rep.				Date		Ŧ	1001 1111	
		Addtl. Search		T	Ŧ									
					D	Provision to vie	w lino h							
					#	during invoice								
h Re	sults				#									
(4 4	Т	1 - 8 / 17 🕨		T Tx	re	elease generat	ion			2 🗄 x C 🖛 🖷	III All		<b>v</b>	Q
#		Customer #	Customer Name	e Contract #	Line #	Head	Billing Currency		Inv. Milestone	Inv. Milestone Date	Event Type		Flight Sheet Exceptions	
		400016	Customer 10	GHC-CONT	1	standing Fee	EUR	~	Begn. of Billing	01-10-2017	Regular		Flight Sheet not available for	"01 Oct 201
2		400016	Customer 10	GHC-CONT	2	Standing Fee	EUR	~	Begn. of Billing	01-10-2017	Regular		Flight Sheet not available for	"01 Oct 201
3		400016	Customer 10	GHC-CONT	4	Standing Fee	EUR	~	Begn. of Billing	01-10-2017	Regular		Flight Sheet not available for	"01 Oct 201
ł		400016	Customer 10	GHC-CONT	5	Standing Fee	EUR	~	Begn. of Billing	01-10-2017	Regular		Flight Sheet not available for	"01 Oct 201
5		400016	Customer 10	GHC-CONT	1	Standing Fee	EUR	~	Begn. of Billing	01-11-2017	Regular		Flight Sheet not available for	"01 Nov 20
6		400016	Customer 10	GHC-CONT	2	Standing Fee	EUR	~	Begn. of Billing	01-11-2017	Regular		Flight Sheet not available for	"01 Nov 20
7		400016	Customer 10	GHC-CONT	3	Standing Fee	EUR	~	Begn. of Billing	01-11-2017	Regular		Flight Sheet not available for	"01 Nov 20
3		400016	Customer 10	GHC-CONT	4	Standing Fee	EUR	~	Begn. of Billing	01-11-2017	Regular		Flight Sheet not available for	"01 Nov 20
		4		Contract										÷.
				Inv.Milestone Date		Provision to an	oup							

#### Exhibit 10

Manage Flight Invoice Release activity in the Flight Billing business component under the Fight Operations

#### business process

★ 📄 Manage Flight Invoice Relea	ase				44 4 1	2 3 4	5 🕨	→ 3 /53 :	≠ 📰		+	? [	0 K
- Release Main Info.													
Inv. Release # FIR-0	000016-2013	Billing H	orizon Multiple				Rele	ase Status Free	;h				- 1
Customer # 4000	07	Customer	Name Customer 8					Contract # SFS					- 1
Charter Type EMS		Charter Cal	tegory Wet				Billin	Currency CAD	)				
Rel. Value (Billing Curr.) 200.0	00	Exchange	e Rate 1.00				Rel. Value (E	Base Curr.) 200	.00				
Main Info. Fixed Charges Operating	g Charges Crew Charges C	Other Charges Flight Sheet Ref.	Fuel Uplift Ref	Charge Ba	ack Ref. Except	tions			<u>\</u>				- 1
Inv. Rel. Date 03/F Rev.Assign.Unit AVEO Release Remarks Billing Summary	eb/2017 (2) JS1 V	Inv. Categ Billing Rep Pay Tern	INV01 00001718 N030D000_	20.0			u Bill te	Visibility line # if tl is groupe	to the ne invo ed at li	Contra bice re ne # le	act elease	2	
(4) 4 1 -1/1 > >> + - □	* T T.			と同日と		P = 00	All		T			Q	
# 🖻 Billing Head	Billing Category	Inv. Element	Pricing Currency		Amount		Amount (	Billing Curr.)		Avg. Exch	h. Rate		
1 Charge Back		Operating Charges	CAD			0.00			200.00				
2													11

## Ability to define aircraft level billing heads and ability to reset the incremental slabs on Billing Horizon

Reference: AHBG-20499, AHBG-20501

#### Background

This feature has been included in the **Manage Flight Contract** activity in order to facilitate the definition of multiple usage based billing heads at aircraft level and enable the user to reset the incremental slabs on every billing Horizon.

#### **Change Details**

The existing parameter have been enhanced to include the reset of incremental slab rates on every billing horizon and the existing validation has been relaxed to allow multiple usage based billing heads.

#### Exhibit 1:

Parameters tab in the Edit Pricing & Invoicing Info. activity in the Flight Contract business component

	Con	tract = / Rev. :	# FLT-SLB-02/0		Contract Typ	e Custo	mer Specific	Status Approved			
		Charter Typ	e Regular		Effective from	n 01-0:	-2017	Effective to			
rame	ters In	r, Basis In	v. Rates Usage Rates - Slab Based Crew Cha	arges	Non-Billable Elements	5 T/	C/D Bill-to Customer				_
4	1 - 10 / 2	9 > >>	+ - 0 % T T.					All 🔻			ç
10	Category	Element	Description	Value	Value Selected	Perm	New value "End of billing				
1.00	Billing	Minimum	Billable Rate for the Minimum Usage Recovery	0	Not Applicable	Enter	herizen is added to the existing	5 "3" for "Manual Input".			
100	Billing	Fuel	Fuel Consumption Basis	0	Aircraft Level std. Burn	Enter	nonzon, is added to the existing	Journey' and "2" for 'Not applic	able'		
100	Billing	Billing	Billing Horizon for Invoicing	1	Calendar Month	Enter	parameter	ired' and "3" for 'Calendar Week	č.		
11	Billing	Billing	Billing day of the week			Any va					
1	Billing	Usage Rates	Slab rates for usage based charges	0	Applicable	Enter "	0" for 'Applicable'				_
L	Billing	Slab Horizon	Re-set the Usage for Computation of Slab Based Rates	3	End of Billing Horizon	Enter "	0" for 'Not Applicable',"1" for 'Through Contract' , "2" for 'Year	from Contract Start Date' and "3	3" for 'End o	f Billing H	loriz
10	Billing	Rounding off	Rounding off Element - Journey Duration	0	Decimals	Enter "	0" for 'Decimals' and "1" for 'Minutes'				
10	Billing	Round off	Round off Factor - Journey Duration	0		Specify	the no. of decimals / minutes to be rounded off				
10	Billing	Rounding off	Rounding off Method - Journey Duration	0	Floor	Enter "	0" for 'Floor', "1" for 'Ceiling' and 2 for 'Nearest'				
10	Billing	Rounding off	Rounding off Element - No Flight Duration	0	Decimals	Enter "	0" for 'Decimals' and "1" for 'Minutes'				
	4										•

#### Example:

The Slab rates can be defined as follows:

Billing head	Rate Slab	Rates
Block hour charges	0-100	1000
Block hour charges	100-200	1250
Block hour charges	200-300	1500

If the billing horizon is calendar month, rate slab will be reset at the end of every calendar month.

#### Example:

The Reset Slab Based Rates can be defined as follows:

#### For the Month of August:

If the journey log for the Aircraft is for 180 hours, the rates will be calculated as below: 100 hours will be taken in 0-100 slab and remaining 80 hours will be taken in 100-200 slab

#### For the Month of September'17:

If the journey log for the Aircraft is for 200 hours, the rates will be calculated as below: 100 hours will be taken in 0-100 slab and remaining 100 hours will be taken in 100-200 slab

### Ability to bill all the operating charges based on no of trip

Reference: AHBG-20905

#### Background

Rate Heads like Passenger/Terminal Fee, Landing Fee are computed based on "Per Flight" basis which is a fixed fee per Journey Log. Currently, the trip based billing is enabled only for the Operating Charges (Usage). The requirement is to make Trip based billing available for all the Billing Elements under the Operating Charges.

#### **Change Details**

#### Flight Operations Setup

Provision has been made to define all the Billing Elements under the Operation Charges with the unit ' Per Trip'. The rates can be defined and the customer charged at Fixed Price per Trip (Journey Log)

#### Flight Contract

In the **Manage Flight Contract** activity, the user will be able to define the Operating Charges Billing heads with 'Per Trip' as a unit, and rates to be charged per trip, so that during the invoice generation the prices will be retrieved based on the definitions in the contract for each of the Journey Logs.

Also, if the unit for a particular billing head is "Per Trip" the user will not be able to provide station (From and To Stations must not be provided) based rates for the same.

#### Flight Sheet/ Flight Billing

For a Billing Head with Per Trip as the Unit, on Invoice Release generation, the rate from the Contract and quantity (that is) number of trips is derived from the Flight Sheet generated for the respective Billing Head for that milestone as per the parameters set.

The No. of trips is displayed as billable quantity for all the Billing heads in the contract for which the unit is 'Per Trip'.

#### Example:

Billing Head in Contract: Passenger Terminal Fee
Unit: Per Trip
Parameter set: One journey log is one trip
Journey Logs created for a Billing Horizon: 4
One Flight Sheet has been generated for all the 4 Journey Logs
The Flight Sheet will have No. of Trips = 4
This quantity is used for billing the Billing Head : Passenger Terminal Fee

#### Exhibit 1:

#### Manage Billing Heads activity in the Flight Operations Setup business component

$\star$	D	Ма	inage Billing Hea	ds								•	Ramco Role - RAMO	0 0U - II;		₽ 4	· ?	Ľø
		0	) Manage	C View														
- 0	efine	Billi	ing Head for															
			Invoicing Elen	nent Operating Charges	T		Charge for	Us	sage	Ŧ								
+ 5	earch	ı Cril	teria															
_																		
- 8	illing	Hea	ds Info.															
	4 4	-	1-7/7	+ 7 7 7					Unit "Per	Trip" add	ed	et we un en			<b>T</b>			Q
			Billing Head	Description	Flight Category	Flight Ops. Type	Charge Type		Unit	Status		Created by	Created Date	Last Modified	by	Last Mo	dified Da	te
1			Adhoc Flying Hours	Adhoc Flying Hours	~	~	Std. Rate	~	Per Trip 🗸	Active	~	DMUSER	22-12-2013					
2			Block Hour Charges	Block Hour Charges	*	*	Std. Rate	~	Per Block H 🗸	Active	~	DMUSER	29-09-2014					
3			Flight Hour Charges	Flight Hour Charges	*	<b>*</b>	Std. Rate	~	Per Flight H 🗸	Active	~	DMUSER	22-12-2013	DMUSER		31-01-2	014	
4			TripBased	TripBased	*	*	Std. Rate	~	Per Trip 🗸 🗸	Active	~	DMUSER	06-12-2017					
5			Usage Based charge	Usage Based Charges	<b>~</b>	<b>*</b>	Std. Rate	•	Per Flight H 🗸	Active	~	DMUSER	23-12-2013					
6			Usage Based Charges-	Usage Based Charges-	*	*	Std. Rate	×	Per Flight H 🗸	Active	~	DMUSER	13-04-2017					
7			Usage Based Charges-	Usage Based Charges-	~	~	Std. Rate	~	Per Block H 🗸	Active	~	DMUSER	13-04-2017	DMUSER		13-04-2	017	
8					*	~		*	~	Active	~							
							Save Billir	ng H	Heads									

#### Exhibit 2:

#### Manage Flight Sheet activity in the Flight Sheet business component

1	r E	M	anag	je Flight	Sheet						44 4 1	2 3 4 5	▶ ₩ 2 //	72 74 🖶 🛱	←? [◎
			Flight	Sheet # F	S-000022-2013		Date from	m / to / UTC Zone 01/Feb	/2017	01/Feb/2017	IST		Status	Confirmed	
		0	Custom	ner Name C	ustomer 8		Co	ontract # / Rev. # TESTF	L/0	0			Charter Type	Regular	
Ē	)		_												
	Mair	Info.	J	L Usage II	n <b>fo.</b> Paramete	er Info.	No Flight Info.	Duty Info. A/C Acti	vity Info. Emp. Acti	vity Info. Crew Cha	arges Other Charges	Additional Info			
	-)-R	ev. In	fo.—				-	- Usage Parameter Info	).						
1			1	L Usage Inf	0.			Billing F	Parameter Per Flight Hou	ur in the second	No. of Trips	Time	Ref. Flight Time		
1.		urne	Pa v Deta	arameter Inf ails	0.			No	o. of Trips						
														-	0
	#		7	Dir 2	lourney Log #	4md #	lourney Lea #	Start Time Ref	From Date - UTC	From Time - UTC	End Time Ref	To Date - UTC	To Time - UTC	Value (In Hours)	Value (In Decim
	1		**		JL-0001252013	1	1	Take Off Time	01/Feb/2017	12:00:00	Landing Time	01/Feb/2017	23:00:00	11:00	11
	2														
1															
			4												
		-	•												•

# Ability to manage contract milestones at Item # level instead of the contract effectivity period

Reference: AHBG-23029

#### Background

Flight Operators sometimes agree with their customers to operate multiple aircrafts (Line # in Flight Contract) at different periods of time. There are some cases where such contract is revised in which the effective period of some of the aircrafts (Line #) needs to be extended or reduced. Based on the revised effective period, billing milestone of the respective aircrafts is also required to be revised.

Currently, however, modifying the effectivity of an existing Line # with revision effective from a date later than the "effective from" of the Line # is not allowed.

Therefore the requirement is to provide flexibility to adjust the effective period of aircrafts (Line #) in contract and modify the billing milestone based on the new effective period.

#### **Change Details**

Provision has been given so that the Effectivity at Line # can be modified provided the modified date be within the Contract Effective period

#### Exhibit 1:

Aircraft Details tab page in the Manage Flight Contract activity of the Flight Contract business component

*		) [	Manage Flight Contract												₩ 📰		4	+ ?	Co K
-	-Co	ntra	ct Details																
Cor	ntract	#p	COBHAM		0 (	Create Contract	M	odify Contract	Get										
	Main	n Infe	o. Aircraft Details A	ircraft Cre	ew Info.														
	44	4	1 - 3 / 3 > >> ++	0*	T Tx						<u>له</u>	◙ ∞ 🖾 🖾 С	# # 10	All	v			Q	
	#	V	Aircraft Reg. #	P Nos	s. A/	/c Assign. Type	Т	Effective from	Effective to		Coverage Notes	Primary Field Base	Q	Field Base Desc.	Subst. Allo	ved?	Prima	iry Subst. (	Mod
	1	V	VT-87		1.00 Ad	dhoc Flying	v	01/01/2016	31/07/2018						No	•			
	2	V	VT-MIA		1.00 Ad	dhoc Flying	×	01/01/2016	31/12/2018						No	~			
:	3	V	VT-RT1		1.00 Ad	dhoc Flying	×	01/01/2016	31/12/2018						No	•			
	1						۰Ļ			1						~			
							'ł	ttectivity at	line # can b	e									
							п	louineu											
			4																•
									Save	Aircr	aft Details								

Note: The effectivity at Line # can be modified in the later revisions irrespective of the Revision effectivity period provided it is within the contract period.

## Ability to bulk confirm Flight Sheet and view the Journey Log reference in the Flight Sheet entry screen

Reference: AHBG-20284

#### Background

When it comes to billing, for some customers, billing is done on a monthly basis after verification and confirmation of the billable journey hours in the Flight Sheet. In such cases, confirming one Flight Sheet at a time is a time consuming process. Therefore to ease this process, the requirement is to enable confirmation of Flight Sheets in bulk after it has been reviewed.

#### **Change Details**

For enabling bulk confirmation of Flight Sheets and view Journey Log details in the entry screen, the following provisions have been made:

- Provision to view the Journey Log details from the entry screen of the Flight Sheet
- The existing journey log reference field in the 'Create' mode of the Flight sheet screen has been made available in the 'Modify' mode also.
- Provision has been given in the entry screen of the Flight Sheet business component to 'Confirm' or 'Delete' multiple Flight Sheets at the same time.

#### Exhibit 1:

Select Documents entry screen in the Flight Sheet business component of the Flight Operations business process

Sean	ch Cr	iteria									
			Aircraft	v		Date from / to 01-Nov-2016	🗰 02-Nov-2017 💼	Custo	omer	•	
Sean	ch Re	Si sults	ource Ref.	Journey Log ( available in M also	column made Iodify mode	Document Search	v	Addl. Se	arch	×	
44	4	1 - 7 / 72 🕨	· + + - ⊡ ∻	TT		-		84 🥵 👎 🛥 💵 All			Q
#	12	A/C Reg. #	Flight Sheet #	Journey Log #	Billable Usage Hrs.	Customer Call Sign 👂	Customer # P	Contract # P	Charter Type	Customer Name	Flight Shee
1	12	6V-1MP-1	ES-000021-2013	11-00029257	0-00	AC	400007	SFS	Regular 🗸 🗸	Customer 8	01-Feb-201
2	E	101	FS-000022-2013	Multiple	11-00	AC	400007	TESTFL	Regular 🗸	Customer 8	01-Feb-201
	10	101	FS-000022-2013	moreipie	97:00	AC	400007	Testfl2	Regular 🗸 🗸	Customer 8	02-Jan-201
1	101	101	FS-000025-2013		59:00	AC	400007	TESTCONT-02	Regular 🗸	Customer 8	02-Feb-201
	194	NT MIA	FE 000027 2012		55.00	AC	400007	Testfl2	Regular 🗸 🗸	Customer 8	01-Feb-201
	100	101	FS-00002/-2013		22:04	AC	400007	TESTCONT-02	Regular 🗸	Customer 8	14-Feb-201
-	100	101	TS-000029-2013		35.00	AC	400007	TESTCONT-02	Regular 🗸 🗸	Customer 8	06-Feb-201
		101/	10 00000 1010		Confirm	<	Cancel Cancel Fli	ovision given to nfirm and cancel ght Sheets in bulk	-		•

## Ability to add per day fixed charges in Flight Contract

Reference: AHBG-23225

#### Background

Sometimes, Heli Charter operators may have some adhoc customers for specific periods of time for whom the aircrafts would be operated for a shorter span of time (Less than a month). In such case, Heli operators charge a fixed rate for each aircraft on a per day basis. These fixed charges are billed to the customer either in the beginning/end of the effectivity of each Line #.

Hence the requirement is to be able to add fixed per day charges in the contract and also to bill respective fixed charges either in the beginning of the effectivity of the particular Line #.

#### **Change Details**

Currently, though, the system supports the definition of different aircrafts in single contracts as Line #, the Billing Heads are charged with respect to the effectivity of the Contract and not that of Line #. So in case the Line # is applicable only for shorter period (say less than a month), the billing heads to be calculated and charged based on the period for which the aircraft is effective.

The proposed approach is to introduce a value to identify the Line # effectivity as the Billing Horizon. Invoicing milestones to be defined at the beginning of Contract/Line #.

- A new unit 'Per Day' has been added under the 'Unit' column in the Billing Heads Info. multiline of the Manage Billing Heads activity, so that fixed charges can be created with unit as per day.
- Addition of new value 'Line # Effectivity' against the parameter 'Billing horizon for Invoicing' under the 'Parameter' tab which facilitates to identify the effectivity of Line # as Billing Horizon and in the downstream, this definition would facilitate to generate bill either in the beginning or end of effectivity of each Line #.
- 3. The option 'Begn. Of Contract" has been renamed as "Begn. of Contract/Line #" in the 'Inv. Milestone' column in the Invoice Basis tab in the Edit Pricing & Invoicing link page of the Manage Flight Contract activity. Similarly, End of Contract has been renamed to "End of Contract/Line #"

#### Exhibit 1:

Manage Billing Heads activity of the Flight Operations Setup business component.

*	) 🕨	1anage Billing H	eads											7\$		<b>+</b> (	? [	Ø K
		Manage	O View															
– Def	ine Bi	illing Head for																
		Invoicing E	lement Fixed Charges	V					Charge	for	•							
+ Sea	rch C	riteria																
— Bill	ng H	eads Info.																
44	4	1 - 8 / 11 > >>	+ 0 7 5								200	x 皮 曲 🗴 💷	All					Q
#	In	Billing Head	Description	Charge Type		Unit		Status		Created by	Created Date	Last Modified by	Last Modified Date		_			_
1	E	Demob Fee	Demobilization Fee	Fixed Amount	~	One Time	~	Active	~	DMUSER	22/12/2013	2001/100/100 07						_
2	E	Exclusive Fee	Exclusive Fee	Std. Rate	*	Per Month	~	Active	*	DMUSER	03/06/2014							
3	E	Fixed Monthly	Fixed Monthly Charges	Std. Rate	*	Per Month	~	Active	~	DMUSER	27/09/2017							
4	E	Mob Fee	Mobilization Fee	Fixed Amount	~	One Time	~	Active	~	DMUSER	22/12/2013	DMUSER	22/12/2013					
5	E	Mobili Fees	M Fees	Fixed Amount	~	One Time	~	Active	~	DMUSER	19/06/2018							
6	E	Moblization fee	Moblization fee	Fixed Amount	×	One Time	~	Active										
7		Per day charges	per day charges	Std. Rate	~	Per Day	~	$\leq$	A nev	w unit 'Per Day	y' has been	ER	25/07/2018					
									Type	'Fixed Charge	eaus of involce es'							

#### Exhibit 2:

Edit Pricing and Invoicing Info. link in the Manage Flight Contract activity of the Flight Contract business component

	k [	) E	dit Pricing	& In	voicing Info.												73	÷ 4	+ 1	5	¢.
-(	Co	ntrac	t Main Details	5																	
			Contra	ct # /	Rev. # ABTI-537/0					Со	ontract Type Customer Sp	ecific					Status Approved				
				Charte	r Type Regular					Eff	fective from 01-01-2017						Effective to				
	Para	amete	ers Inv. B	asis	Inv. Rates Usa	age Rates - Slab Based	Crew	Charges	Non-Bil	lable	le Elements T/C/D	Bill	-to Customer								
	Defn	. at / I	Line #		<b>v v</b>																
	44	4	1 - 2 / 2	• •	+ - 0 + 1	T Tx						А.		) x4 C	<b>4</b> •		•			۶	>
	#		Defn. at		Line #	Billing Head		Billing Categ	jory	I	Inv. Milestone		Pay Term 👂	Status		Charge for	Charge Type		Unit		
	1			*	~	Adhoc Flying Hours	~		~	r E	End of Billing Horizon	~	MONTHLY	Active	~	Usage	Std. Rate		Per Fli	ght Ho	our
	2			•	*	Mobilization Fee	~		~	Ē	Begn. of Contract/Line#	~	MONTHLY	Active	~		Fixed Amount		One Ti	ime	
	3			*	*		~		~	-		~		Active	~						
			4							ʻ <mark>f</mark> a	Beginning of Cor as 'Beginning of ( Save Inv. Basis	ntrac Con	ct' option ren tract / Line #	amed ,							•
						Confirm										Cance	el				

## WHAT'S NEW IN FLIGHT BILLING?

## Provision to retain Flight Sheet in confirmed status on release cancellation

Reference: AHBG-23009

#### Background

During Flight Billing process, some MROs follow a method eliminating manual intervention, in which the Flight Sheets is generated automatically from the EFB. Currently, however, on cancellation of Invoice Release, the Flight Sheet will get to 'Fresh' status in order to enable the user to make the required changes as a result of which the Flight Invoice release has been cancelled.

The requirement is for a provision in case of such cancellation of Invoice Release, wherein the Flight Sheet must be retained in "Confirmed" status instead of "Fresh" status.

#### **Change Details**

All the Flight sheets related to the Invoices Releases that are cancelled will be retained in 'Confirmed ' status and the related milestones automatically populated. Thus the user can generate a new Invoice Release as required.

# Ability to view the FH and No. of trips in the invoice release search page

Reference: AGHX-230

#### Background

The **Flight Billing** activity facilitates an organization in generating bills to the customer for the flights operated as per customer request according to the agreed Contract. Also this screen categorizes and represents the billing information of each milestone like for example, Fixed Monthly Charges, Flying Hourly Charges etc., into different buckets such as Pending Setup, Under Processing, Pending Confirmation, Pending Invoicing, Invoiced Releases and Cancelled Releases. This information facilitates the commercial user to understand the billing status of each billing element that is due for billing.

#### **Change Details**

Currently, Billing Elements that are operational in nature, that is, elements that are billed based on the input from Flight Sheet such as Flight Hours, No. of trips etc., does not have visibility to the information like, Billable / Non-billable quantity from Flight Sheet pertaining to the respective Billing Element for the particular billing period before release generation.

In order to provide visibility about the Billable / Non-billable quantity corresponding to the respective Billing Elements that are basis for the billing generation, new columns like Qty - Billable, Qty- Non billable and Unit have been added in the entry screen of Flight Billing which would be reviewed before generation of billing for the Billing Element. This information would be visible only before release generation, that is, when the Billing Element is eligible for billing and falls under the 'Pending Setup' category.

Note: The new column added would be visible only for the Billing Elements that depend on the input from Flight Sheet to proceed with billing. For other Billing Elements that are not dependent on the usage like for example., Mobilization Fee, Monthly Fixed Charges and so on, the details will not be available and the respective columns will be displayed as 'blank'.

#### Exhibit 1:

Flight Billing entry screen in the Flight Operations business process

* 🗎	Select Docum	nents										쟈 틈	₽ ← ?	Co K
- Sean	Ch Criteria Display Optior Custome Addtl. Search	Pending Setup	▼ ▼ ▼		<b>v</b>	Exceptions Billing Rep.				Document Date	, , , , , , , , , , , , , , , , , , ,	<b>v</b>	iii -	<b>111</b>
- Searc	ch Results		] <b></b>				Search		hoxf	2 H x C II	10 Al		7	Q
=	Billing Head		Billing Currency		Inv. Milestone	Inv. Milestone Date	Event Type	Unit	Qty-Billable	Qty-Non Billable	Fight Sheet Exceptions	Pay Term 🔎	Processing Status	5 1
	Adhoc Flying Ho	ours	USD	~	Begn. of Billing	17/03/2018	Regular	Per Flight Hour	7.00	0.00		N15	-	
9 8	Adhoc Flying Ho	ours	USD	~	Begn. of Billing	08/05/2018	Regular	Per Flight Hour	2.00	0.00		N15		1
10 0	Landing Fee		USD	~	Begn. of Billing	08/05/2018	Regular	Per Trip	1.00	0.00		N15		1
11 8	Passenger / Ter	minal Fee	USD	~	Begn. of Billing	08/05/2018	Regular	Per Trip	1.00	0.00		N15		1
12 0	Adhoc Flying Ho	ours	USD	~	Begn. of Billing	17/05/2018	Regular	Per Flight Hour	2.40	0.00		N15		1
13 5	Landing Fee		USD	~	Begn. of Billing	17/05/2018	Regular	Per Trip	2.00	0.00		N15		1
14 6	Passenger / Ter	minal Fee	USD	~	Begn. of Billing	17/05/2018	Regular	Per Trip	2.00	0.00		N15		1
15 0	Additional Flying	g Crew	USD	~	Begn. of Billing	01/06/2018	Regular			1	Ight Sheet not available	N45		1
Gene View Flig	<pre>4 erate Flight Billing pht Sheet</pre>	Group I	y d	Review	v Flight Sheet Details	Generate	e Release			Vi Bi in	sibility to Billable llable Quantity a Flight Billing	e / Non and its unit		•

## Provision to view summary of Billable/Non-Billable quantity

Reference: AHBG-23197

#### Background

Currently in Flight Billing, the Billable and Non-billable quantities can be viewed before the generation of the Invoice Release under each of the billing heads. However, once an Invoice Release is generated, there is no provision to view the entire Billable/Non-billable quantity against each billing head, therefore the user has to visit the Flight Sheet Reference export and calculate manually.

The requirement is to create a provision to view the summary of the Billable and Non-billable quantities against each billing head.

#### **Change Details**

Three new columns, Unit', 'Quantity-Billable', and 'Quantity- Non Billable have been introduced in the multiline of the **Main Info.** tab in the **Manage Flight Invoice Release** activity under the **Flight Billing** business component to display the details of the quantity and unit against the respective Billing Heads.

#### Exhibit 1:

Main Info. tab in the Manage Flight Invoice Release activity of the Flight Billing business component

* 🗎 Manage Flight Invoice Release			44 4 1 2	3 4 5 🕨 🖬 /44	** •• •	⇒ ← ? □
Release Main Info.						
Inv. Release # FIR-000014-2013	Billing Horizo	n Multiple		Release Status	Confirmed	
Customer # 400007	Customer Nam	e Customer 8		Contract # / Line #	GFC	
Charter Type Regular	Charter Categor	y Dry		Billing Currency	USD	
Rel. Value (Billing Curr.) 5,000.00	Exchange Rat	te		Rel. Value (Base Curr.)		
Main Info. Fixed Charges Operating Charges Crew Charges	Other Charges Flight Sheet Ref.	Fuel Uplift Ref.	Charge Back Ref. Exceptions			
- Release Info.						
Inv. Rel. Date 08/08/2016 🛗	Inv. Categor	y INV01	<b>*</b>	User Status	•	
Rev.Assign.Unit AVEOS	Billing Rep. 🖇	00001718		Bill to Customer 40	10007	
Release Remarks	Pay Term 🖇	N030D000_00.0				
- Billing Summary						
						0
$(1 - 2/2) p = 1 - 2/2 p = 1 - 1_x$		~			•	2
# Inv. Element Pricing Currency	Unit Qty-Billable	Qty-Non Billable	Amount	Amount (Billing Curr.)	Avg. Exch. Rate	
1 Fixed Charges USD	One Time 0.00	0.00	2,000.00	2,000.00		1.00
2 E Fixed Charges USD	One Time 0.00	0.00	3,000.00	3,000.00		1.00
3						
•						•
Re-apply Price	Save	<u>Main I</u> nfo				
	Three new columns (Unit) Ot	N-				
	Pillable', and "Oty Non Pillable	y-				
	Diliable, and Oly-NOT Diliable					
Ignore Pricing Confirm		Cancel		Upload Doo	uments View Docur	Associated ments
+ Record Statistics						

## WHAT'S NEW IN PART SALE ORDER?

## Provision to modify Ship To Customer and Bill To Customer in PSO and addition to User Defined fields

#### Reference: AHBG-20486

#### Background

During a part sale transaction, once an order is generated and confirmed, there is a possibility that The Bill To Customer, Ship To Customer and the corresponding address IDs are subject to changes. Therefore the requirement is that these details be modifiable at any point without affecting the part sale transactions.

#### **Change Details**

This change is to enable the user to modify the Ship to Customer #, Bill To Customer # and Bill To and Ship To Customer Addresses in Part Sale Order.

In the **Edit Terms and Conditions** activity, the Bill To Customer PSO will list all the mapped Customer IDs with the corresponding Address IDs listed in the Address ID field.

A new field in the Shipment Info tab has been added to select the Ship To Customer ID and their corresponding address IDs will be listed in the current Ship To Address ID field. These fields are editable and can be modified at any point. The same will be reflected in the Shipping Note and invoices.

- Note: In the Shipping Note, upon its generation, (Record Shipping Note activity of the Stock Issue business component) the modified and saved values on Part Sale Order of the Ship to/Bill to Customer information is defaulted
- Note: In the Invoice, upon its generation, the Bill to / Ship to Customer Info modified and saved in Part Sale Order is defaulted.
- The modified Bill to/Ship to Customer will be applicable only for the Invoices being raised from the current revision number of PSO..



#### Exhibit 1:

#### Shipment Info tab in the Manage Part Sale Order activity in the Part Sale Order business component

Manage Part Sale Order						≭ ≓ ← ?	¢ K
Order # 👂				<b>+</b> Qt.	Based Sale Order	🕂 Dir. Sale Order	^
Order # ACPR-000214-17 Order Type Direct	Revisio Document Statu	Ship to Customer lists mapped to the Custor	all the Customers		Quote Valid till Invoicing Status		
Order Date 22-12-2017 🛗	Categor	corresponding Ship to	Address IDs will be	e Date 💌	Part Sale Type	PSO	-
Customer PO # P07648	Customer PO Date	listed for modification					
Customer Detail Contact Info Shipment Info	Additional Info			Manage Addr	ress	,	
Ship To Customer 400006  Phone Delivery Area Ontario	Address ID Fax Delivery Description	Ship to 3	Address 31 Email	11 CONVAIR DRIVESTORE	Customer Contact Person	· · · · · · · · · · · · · · · · · · ·	
Basic Value	Tax Can\$ 0.00	Charges Can\$ 0.00	Discount Can\$ 0.00	Net Value Can\$ 2000.00			
Part Info TCD							_
Summary View     Detail View	Pricing Basis Direct	T	Part Pricelist # 👂				
	CTT.			x4 C 🖡 ቹ 🔟 Al	•	Q	
# Error Message	Pricing Source	Stock? Pricing Ai	d Req. Part # Re	eq. Part desc. Pa	art#P	Part Description	~

#### Exhibit 2:

#### Edit Terms and Conditions activity in the Part Sale Order business component

\star 🗎 Edit Terms and Condit	ions		# 클 # 수 ? 🗟 🗖
Document Details	ACPR-000214-17	Revision # 0	Customer Name Customer 2
Shipping Terms     Carrier / Agency #     Shipping Payment     INCO Terms     Transshipment     Billing Terms	COST AND FREIG	Bill to Customer will load with all Customers mapped to the Customer # and corresponding Bill to Address IDs will be loaded for modification	Packaging Code BOX
Advance Receivable Advance % / Value Bit to Customer # Receipt Type	400000 T	Advance Rover III Payment Mode V Dill to Address ID Dill to	Advance % on Pay Term  P NET45 Bill to Address 7373 Côte-Vertu west Dorval QC C
Insurance Liability     General Terms	•	Insurance Amount	
GTA Reference #		GTA Remarks	Ref. Doc. Date
Warranty Agreement # Valid for		Warranty Basis 🗨 Parameter 🗨	Warranty Start Ref. Date  Warranty Notes
		Edit Terms And Conditions	

#### Exhibit 3:

#### Manage Part Sale Order page in the Part Sale Order business component

n 🗎 Manage Pa	rt Sale Order					x; ₽ ← '	? 🖬 (
	Basic Value Can\$ 2000.00	Tax ) Can\$ 0.00	Charges Can\$ 0.00	Discount Can\$ 0.00	Net Value Can\$ 200 <mark>0.</mark>	.00	
Part Info TCD		Divise Davis Jan				2 User defined fields have been a in multiline under Part Info tab	added
••••••••••••••••••••••••••••••••••••••	→ → + - □ + ↓ ↓	T Tx	•		) >> C		
# 🗉 Issued	l Qty Is:	sued UOM	Invoiced Qty	Shipping Qty	Status	User Defined-1 User Defined-2	1
1					Ordered	• •	
2						• • •	
<						>	
		Get Storage / Pricing Ref.	Save		Spec	cific Serial #/Lot # Info. Part Inquiry	
			Release For	r Shipping Close			
Record Statistics —	Edit Terms and Conditions		Upload Do	ocuments		View Associated Doc. Attachments	

### Ability to modify the Part # with its alternate in Sale Order

Reference: APHE-599

#### Background

With respect to Sale Orders, PO is placed to the vendor, in turn the vendor verifies the PO availability for delivery. However when a requested Part # is not available, the vendor delivers an alternate Part.

The requirement therefore for such cases, is a provision to amend the sale order with the alternate Part # even after the Part Sale Order is processed.

#### **Change Details**

#### Manage Part Sale Order activity > Part Sale Order business component

- Provision has been made to allow modification of the Part # with its alternate Part # in the processed Sale Order with 'Regular Purchase' or 'Dropship' as the sourcing type.
- The alternate part provided in sale order will be validated with the Alternate Part definitions in the Part Master.
- On creation, the system displays the modified Part # in the Part Sale Invoice

#### Record Shipping Note activity > Stock Issue business component

Part Sale Invoice generation on Issue / Shipping note Confirmation

- On generation of a Part Sale Invoice, the system retrieves the Part # from the Part Sale Order
- The system displays the Part # modified in the Part Sale Order in the Part Sale Invoice.

Note: The demand documents such as MR, PR, PO generated for the original Part # will remain unaffected even after the modification of Part # in Sale order.

## Ability to generate Consignment Part Sale Order, Consumption Reporting and manual invoice generation

Reference: AHBG-20892

#### Background

In certain business scenarios, MRO keeps their stock in customer's location / warehouse and on consumption of the respective parts, bill is raised to the customer based on the consumption report shared by them. Provision is required to generate Consignment Sale Order and record invoice against respective Sale Order. This enhancement facilitates the user to maintain separate Part Pricelist # for consignment sales at each customer level and allows generating sale order. Also, provision is given to generate invoice manually based on Part Sale Order along with reference of Consignment Report. The enhancement supports the following features:

- Ability to maintain separate Part Pricelist # for consignment sales at each customer level.
- Ability to generate Consignment Part Sale Order.
- Ability to record the consumption report against the Consignment Sale Order based on customer input.
- Provision to generate invoice manually based on Part Sale Order along with reference of Consignment Report.

#### **Change Details**

#### 1. MANAGING CUSTOMER PART SALE PROGRAMS FOR CONSIGNMENT SALES

#### Common Master

A new option 'Part Sale Program Type' is added under the Entity Type 'Part Sale Type' in the **Set Process Parameters** screen of the **Common Master** business component. The value of the parameter can set as either '0' or '1' to set the Part Sale Type as 'Regular Sales' or 'Consignment Sales' respectively.

#### Exhibit 1: Identifies the set option in Set Process Parameters screen

<u></u>	Maintenance Setup > Common Master > Set Process Parameters					
*	Set Process Parameters		Consignment Sale	44 4 1 2	3 🕨 🕨 2 /3 🎞 🖶	₽ ← ? ि
	Entity Type Part Sale Type		Туре	Entity BE -		Â
P	rocess Parameter List		Process	Parameters Denned? Tes		
44	4 1 -8/8 → → + Ø @ T T <sub>x</sub>			🗎 🎫 🗏 🖷 💷 🗛	<b>v</b>	Q
#	Process Parameter	Permitted Values		Value	Status	Error Mess
1	Numbering Type for the Material Request	Enter a valid Document	Numbering Type defined in Document Numbering class	AMR	Defined	
2	Order Value Billable?	Enter "0" for 'No', "1" fo	or 'Yes'.	1	Defined	
3	Part Sale Program Type	Enter "0" for "Regular S	ales" , "1" for "Consignment Sales'	1	Defined	
4	Numbering Type for the Sale Order Issue	Enter a valid Document	Numbering Type defined in Document Numbering class	AGIS	Defined	
5	Numbering Type for the Sale Order based Purchase Request	Enter a valid Document	Numbering Type defined in Document Numbering class	APR	Defined	
6	Numbering Type for the Sale Order based Purchase Order	Enter a valid Document	Numbering Type defined in Document Numbering class	EDIPO	Defined	
7	Auto Material Issue option The sale ty	pe is	"1" for 'Line Level'	1	Defined	
8	Status of automatically generated Purchase Order?	ent or regular	for "Authorized"	1	Defined	
9	sales is me	ntioned here				

#### <u>Customer</u>

A new screen **Manage Customer Part Sale Parameters** is added as a link in the Select screen of the **Edit Customer Record** activity in the **Customer** business component. See **Exhibit 2**.



Exhibit 2: Identifies the link addition in Select Customer screen

<b>^</b>	> Sa	ales	Setup > Customer >	Select Customer			<u>^</u>	/									
*	D.	) 9	Select Customer									7\$	F	₽	+	? [	ō
	Sea	urch	Criteria														-
	. 960	ircii	(	Customer # Reference Status Parent Customer Code Customer Account Group	Active 💌					Customer Name Operational Status Supplier # Operator #	Active V						
				Address						Delivery Area #							
	Sea	irch	Results				Sear	cn									_
44	4	-	1 - 10 / 214 🕨 🕨	T T.						平 1 11 14	X All		•			\$	D
#		<b>F</b>	Customer #	Customer Nam	e	Customer Account	Group		Address						Ope	rator #	÷.
1		V	1037	AVIATION CUS	TOMER 2	TRADE											1
2			CUST-000001-2015	Customer 205		TRADE											
3		E	400007	Customer 8		TRADE									AC		
4			CUST-000012-2015	CUSTOMERGST		TRADE									AC		
5			CUST-000009-2015	NAVEENA		TRADE											
6			PO-CUST-01	PO TEST CUST	The customer is	s selected									AC		
7			PO-CUST-02	PO-CUST-02	to set part sale	program									AC		
8			CUST-000024-2015	TESTING CO (	for consignmer	piogram									0C		
9			CUST-000019-2015	TETS	tor consignmen	it.									AC		
10			CUST-000020-2015	TETST1		TRADE			Select the						AC		
			4						Customer and							ł	
		_							click this link								-
							Activate C	ustomer	///								
Edit	Payr	ment	Receipt Details		Edit Co	mmercial Details				Edit Sales Point Deta	ils						
Edit	Cust	tome	r Main Information		Edit Par	t Supplied by Custome	r			Manage Additional C	ptions						
Mair	ntain	Enti	ty Level Identification Ref.		Manage	Customer Part Sale Pa	arameters	-									

- i. The **Manage Customer Part Sale Parameters** screen enables to map the Customer # to the consignment part sale type and the part price list. Refer **Exhibit 3**.
- ii. Entity Type is defined as 'Consignment Sales'.
- iii. The Part Sale Program Type defined as 'Consignment' in the **Set Process Parameters** screen is selected in the 'Part Sale Type' drop-down list box.
- iv. The part price list for the selected consignment sales process is entered against the parameter 'Default Pricelist' in the 'Parameter Details' multiline.

#### Exhibit 3: Identifies the Manage Customer Part Sale Parameters screen

<u>^</u> >	Sale	es Setup >	Customer 💙 Manage Customer Part Sale Parameters	•					
*	D)	Manage C	Customer Part Sale Parameters				→ → 1 /1 30	- 1 1 1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	¢ K
Custo Defir	ition	Info For	Customer # CUST-000025-2015 Entity Type Consignment Sales	Customer Name AEROMAN Part Sale Type BB		The pre consign	defined iment part sale selected	e	
44	1	1 - 3 / 3	> >> + □ ▼ ▼,		人血豆	X 足 首 과 부 두 Ⅲ	All	<b>T</b>	Q
#		Category	Parameter	Permitted Values	Value	Error Message	Created by	Created Date	
1		Pricing	Default Pricelist	Specify a valid & active Part Pricelist	amp-002		DMUSER	01-25-2018	
2		Pricing	Reference Date for Pricing	Enter "0" for "Order Date", "1" for "Invoice	0		DMUSER	01-25-2018	
3		Pricing	Reference Date for Exchange Rate Conversions	Enter "0" for "Order Date", "1" for "Invoice	0		DMUSER	01-25-2018	
4		4			The the pro	e Default Pricelist va e consignment sales ocess is defined	alue for		•
				Save					

#### 2. CONSIGNMENT PART SALE ORDER GENERATION

#### Storage Administration

When a consignment part sale order is created and processed there has to be some mapping done at the sale order level to make the process streamlined and linear. There is a mapping between the customer #, sale type and the part price list to fetch the part price list when the appropriate sale type and customer # is selected in the Part Sale Order screen. In the Part Sale Order, the value for the Source can only be selected as 'Regular Procurement' if the Part Sale Type selected is a Consignment sale. Also, the Warehouse # in the Part Sale Order is validated to be mapped to the Customer. The following parameters have been added to define the Warehouse # - Customer # mapping.

- i. The Set Warehouse Process Parameters screen in the Storage Administration business component, enables mapping customer to the Consignment Warehouse, with the following parameter settings (Exhibit 4):
  - 'Customer consignment Warehouse' must be set as '1'.
  - o Customer # must be entered against the parameter 'Customer # for the consignment warehouse'.

Exhibit 4: Identifies the set option for mapping Customer to Consignment Warehouse in Set Warehouse Process Parameters screen

<u></u>	In	ventory Setup > St	orage Administratio	on 🔰 Set Warehouse Process Parameters	<u>``</u>						
*	D	Set Warehouse	Process Parame	ters					74 F	₽ ← ′	? 🗔 🗖
	Seai Para	rch Criteria	Warehouse # AEBBW	Н	Addl. Search On Ware	house Type	T		V		
44	•	17 - 26 / 26 🕨		т т,		📕 🖬 🖬 🕱		₽ ₩ III	All	1	Q
#	E	Warehouse #	Category	Parameter	Permitted Value	Value	Status	Message	Warehouse Description		Storag
17	1	AEBBWH	Others	Spec 2000 Warehouse #	Enter the value for Spec 2000		Not Defined		Aeroman Bulk Buy Warehouse		SAL
18	1	AEBBWH	Others	Radius of the Warehouse	Enter the value of the appr. radius		Not Defined		Aeroman Bulk Buy Warehouse		SAL
19	(	AEBBWH	Others	Stock visibility to Customers	Enter '0' for 'Not Allowed' , '1' for		Not Defined		Aeroman Bulk Buy Warehouse		SAL
20	(	AEBBWH	Replenishment	Default Stock Status for auto-	Enter a valid Internal Stock Status		Not Defined		Aeroman Bulk Buy Warehouse		SAL
21	1	AEBBWH	WarehouseAnyw	Validate location during Confirmation of Stock Issue	Enter '0' for 'No' , '1' for 'Yes'		Not Defined		Aeroman Bulk Buy Warehouse		SAL
22	(	AEBBWH	WarehouseAnyw	Validate location during Authorization of Stock Transfer	Enter '0' for 'No' , '1' for 'Yes'		Not Defined		Aeroman Bulk Buy Warehouse		SAL
23	(	AEBBWH	WarehouseAnyw	Validate location during Authorization of Stock Correction	Enter '0' for 'No' , '1' for 'Yes'		Not Defined		Aeroman Bulk Buy Warehouse		SAL
24		AEBBWH	WarehouseAnyw	Validate location during Cycle Count Recording	Enter '0' for 'No' , '1' for 'Yes'		Not Defined		Aeroman Bulk Buy Warehouse		SAL
25		AEBBWH	Customer	Customer Consignment Warehouse?	Enter '0' for 'No' , '1' for 'Yes'	1	Defined		Aeroman Bulk Buy Warehouse		SAL
26		AEBBWH	Customer	Customer # for the Consignment Warehouse	Enter a Customer #	cust-000025-2015	Defined		Aeroman Bulk Buy Warehouse		SAL
		4								1	÷.
_				Parameters for Customer- Warehouse mapping	Save						

#### Manage Part Sale Order

- Part sale type for the Customer # must be selected and Default Pricelist must be specified in the Manage
   Customer Part Sale Parameters screen (Exhibit 3), to maintain the mapping between Customer #, Part
   Sale Type and Part Price List.
- ii. After the Customer # Warehouse mapping and Customer # Part Sale Type Part Price List, in the Manage Part Sale Order screen, enter the Customer # and select the Part Sale Type. See Exhibit 5.
- iii. The pre-mapped part price list is fetched automatically.
- iv. When the warehouse is entered in the Warehouse # field, the system checks for the mapping present between the consignment warehouse and the customer and validates.



Exhibit 5: Identifies the Manage Part Sale Order screen

😚 > Part Sale Management > Pa	art Sale Order > Manage Part	Sale Order		<u>~</u>								
Manage Part Sale Order									7; t	⇒ <b>←</b>	? [	ō K
Order # ACPR-0	00255-18	Revision		1 🔻	Quote #	ρ		Quote Valid till				
Order Type Direct		Document Status	Approved		Shipping Sta	us		Invoicing Status				
Order Date 01-25-2	018	Category	5678	•	Pricing Ref. D	ate Invoice Date	•	Part Sale Type	BB		v	
Customer PO # demoPC	01	Customer PO Date	01-25-2018	***	Sale Order Rema	rks						
Customer Detail Contact Info	Shipment Info Additional Info	D					Manage Address			2		
Customer # <b>P</b> CUST-0	00025-2015	Customer Name	AEROMAN		Curre	CAD	•					
Basic Value	Tax Can\$ 0.00	Can\$ 0.00	Charges	Can\$ 0.00	Discount	Net Value	Can\$ 0.00					
Part Info TCD Summary View Detail View	v Pricing	Basis Pricelist		T	Part Pricelist # 👂 amp	002						_
<pre>44 4 1 - 3/3 &gt;&gt;&gt;&gt; +</pre>					人口同日						Q	
# 🔳 desc.	Part # 🔎	Part Description		Warehouse # 🔎		ource	Mfr. Part # 🔎	M	fr. # ₽			
1	AMP-1495X	DUCT COVER ASSY		AEBBWH	F	egular Procuremen	t 🕶					
2	AMP-0FV8550A03M03	BEARING		AEBBWH	F	egular Procuremen	t 🕶					
3	AMP-1495X	LAMP		AEBBWH	F	egular Procuremen	t 🗸					
4											×	

#### 3. REPORTING CONSUMPTION AGAINST A CONSIGNMENT SALE ORDER

#### Stock Issue

A new screen **Manage Consignment Consumption Reporting** is introduced in **Stock Issue** business component to record the periodic consumption report against the Part Sale Order based on customer input. Once the consumption information is entered here and confirmed, issue is automatically generated in confirmed status. Therefore the Manage consignment consumption reporting screen is the launch screen for auto issue function.

i. The **Manage Consignment Consumption Reporting** screen where the consumption data is recorded, has three modes of operation: 'Record', 'Modify' and 'View'.

#### Record Mode:

- ii. In the 'Record' mode, enter the details such as Reporting Date, Category, Reporting for and Customer # fields at header level. See **Exhibit 6.**
- iii. At multiline level, enter the details of the part which has been reported as consumed by the customer, such as Mft. Lot # / Mfr. Srl. #, consumed Quantity and the Warehouse from which the part was consumed.
- iv. Click the 'Get part sale order ref.' to view the part sale orders pegged against the part consumed, the pegging mechanism follows FIFO logic.
- v. Click the **Save** button is clicked to create the consumption report. At this stage any errors such as part not available, part quantity not present, Mfr. # varying are displayed and the status is shown as error.
- vi. Only on clearing all the validations, the consumption report status changes to 'Fresh' upon saving. Any valid changes can be made in the consumption report when it is in 'Fresh' status.
- vii. Click the **Confirm** button to confirm the consignment consumption report. Upon confirmation, an Unplanned Issue will be generated in Confirmed status to issue the Parts out of Warehouse.
- viii. Once the consignment consumption report is confirmed and issue is generated, no change can be done to revert any material issue or alter any quantity.

#### Modify & View Mode:

ix. In 'Modify Mode', the consumption report in the 'Fresh' status can be modified. See **Exhibit 7.** 

- x. In 'View Mode', the consignment consumption reports that are created and either in 'Fresh' or 'Confirmed' status can be viewed.
- xi. The part sale orders pegged against the part are displayed in Ref. Details field and the Unplanned issues created after confirmation of consumption report are displayed in the Addl. Ref. Doc. # field.

Exhibit 6: Identifies the Manage Consignment Consumption Reporting screen in 'Record' mode

Stock Management > Stock Issu	ie 🔰 Manage Consignme	ent Consumption Rep	porting	<u>``</u>									
Manage Consignment Consu	mption Reporting									x	:12 +	? [	0
Record	Modify 🔘 View												
Consumption Report Details	CREP-000002-2018			User Statu	IS	Ŧ			Status				
	04-02-2018	(11)		Categor	y test1	Ŧ							
Record mode	Customer	Ŧ		Trading Partner # 🕽	US009				Name TURBO	RESOURCES			
Notes	5			Remark	is labeled and the second s			Cano	ellation Remarks				
Consumption Details												_	
<pre>44 4 1 -1/1 &gt; &gt;&gt; + -</pre>	O⊀TX						ii ™ ¢ !		· · · · · · · · · · · · · · · · · · ·	•	Q		
# ERR Part # P	Mfr.Srl. # D	Mfr. Lot # 🔎	Lot # D	Quantity	UOM	Part Description		Condition	Stock Status	Warehou	ise #		
1 O-SINBALLSTEEL		mfrlot1		1.000	EA	BALL			AMPBBNG	✓ 3PTUR			
2									AMPBBGU	*			
				_									
											P		
Get Sale Order Rer.													
Save				Confirm	n				Cancel				
Upload Documents	View Associated Doc. At	tachments											

Exhibit 7: Identifies the Manage Consignment Consumption Reporting screen in 'Modify' mode

👚 > Stock Management > Stock Issue > Manage Consignment Consumption Reporting												
* 🗎	Manage	Consignmen	t Consumption R	eporting					74	:12 +	?	0 5
		🔘 Record 🤅	🖲 Modify 🔘 Mew		Co	nsumption Rep. # 👂	CREP0000212018	Go				
-Consump	tion Repor	t Details Rep. #	CREP000021201		User Sta	tus staus1	•	Statu	s Fresh			
		Report Date	2018-01-09	Modify mode	Rep. Catego	ary test3	Ŧ					
		Reporting for	Customer	V	Trading Partner #	P 1145		Nam	.e			
		Notes			Rema	rks		Cancellation Remark	S			
Cons	umption F	etails Previe	w Billing Summary									_
Const	imption t	Actails   Thevie	Sw Dining Summary									- 1
44 4	1 -	4/4 🕨 👐	+ - 0 % T	T <sub>x</sub>		Y D D X	☑ 🗇 🍱 📽	🗏 🗯 💷 🔟 Al	•		Q	
#	ERR	Part# 🔎	Mfr.Srl. # 🔎	Mfr.Lot # 🔎	Lot # 🔎	Quantity	UOM	Part Description	Condition	Sto	ck Sta	
1		AMP-6839		AMP-LOT-005		3.000	EA	LAMP FOR AMP		TO	USG	
2		AMP-0202959-0	01	AMP-LOT-001		4.000	EA	DUCT COVER ASSY		TOC	CUSG	
3		AMP-1495X		AMP-LOT-003		5.000	EA	LAMP		TOC	CUSG	
4		AMP-1495X		AMP-LOT-004		3.000	EA	LAMP		TOC	CUSG	
5										Acc	epted	
	<										>	
(	Get Sale O	rder Ref.										
_												
		Save	1		Confir	m		C	Can cel			
Upload Doo	cuments		View Associated Doc.	Atta chments								

#### 4. GENERATING PART SALE INVOICE AGAINST CONSIGNMENT

#### Customer Direct Invoice

Once the parts in the part sale order are issued to the customer, the customer has to be invoiced for the parts issued against a consumption report. The part sale invoices are created in draft mode based on the consumption report number or part sale order number as reference. The invoices are grouped according to the consumption report numbers and then processed.

- In the select screen Select Ref. Doc / Invoice of the Manage Pack slip / Bill back Invoice activity under the Customer Direct Invoice business component, an Invoice Type 'Consignment Invoice' is added. See Exhibit 8.
- ii. The Ref. Document is selected as 'Part Sale Order' and the respective filters are applied.
- iii. On search, all the unprocessed invoices for a particular consumption report are displayed in the multiline.
- iv. Users can select the invoice generated in 'Draft' status against the part sale order number or the consumption report number and then select **Manage Invoice** link to launch the **Manage Pack slip / Bill back Invoice** screen to process the selected invoices.

Exhibit 8: Identifies the Select Ref. Doc / Invoice screen

Receivables Management > Customer Invoice > Select Ref. Doc/Invoice											
* [	Select Ref. Doc/	Invoice							: 특 다 두	? 🖾 🖪	
Search	h Criteria Invoice Type Ref. Document Addl. Reference	nment Sales Inv( ¥ ale Order ¥	Select Invo and Ref. D mentioned	pice Type ocument as	Search on f. Doc. Date dl. Ref. Date Search	■ ■ ■ ■ ■ ■			Customer ≠ ₽ Sys. Billable?	· ·	
Search Results											
44	< 1 -1/1 → →→	+ 0 T T.					🗎 🎫 C 🖡	🖮 💷 🛛 All	<b>v</b>	Q	
#	Customer #	Ref. Document	Ref. Doc #	Ref. Doc. Date	Addl. Reference	Addl. R	Ref #	Addl. Ref. Date	Addl. Ref. Currency		
1	E 1145	Part Sale Order	ACPR-000241-18	01-10-2018		CREP00	000272018	01-12-2018	CAD		
2 Manag	e Invoice	Select Manage II process selected	nvoice link to l invoices		Save		The invoi are listed sale orde consump	ices to be crea I with respect er # and otion report #.	ated to Part	•	

- i. In the **Manage Pack slip / Bill back Invoice** screen, user can process the invoices selected in the select screen. See **Exhibit 9**.
- ii. The invoice lines in draft are selected, proposed invoice quantity is entered (partial invoicing allowed) and save button is clicked for the creation of the invoice.
#### 109 | Enhancement Notification



#### Exhibit 9:

Identifies the Manage Pack slip / Bill back Invoice screen for processing the selected invoices

谷 > Receivables Mar	nagement 🕻 Customer Invoice	> Manage Pack slip/Bill	back Invoice	<u>~</u>							
★ 🗎 Manage P	ack slip/Bill back Invoice								₩ 1/1	x; cì ♦	- ? 🗔 🗖
Invoice Details		Customer Details			Payment Details			Invoice Value	Summary		
Invoice #		Customer #	1145		Pay Term 👂	NET45		Basic Value		TCD Value	
Invoice Type	Consignment Sales Invoice	Customer Name	COMPANIA MEXICANA		Anchor Date	02-01-2018					
Status		Bill to Cust. #	1145	•	Receipt Type	CREDIT	-				
Invoice Date	02-01-2018	Bill to ID	S-XX-MX-01	•	Receipt Method	Regular	•	Freight Amount	1	Total Inv. Amou	nt
Numbering Type	123 💌	Bill to Cust. Name	COMPANIA MEXICANA D	E AVIA	Cash #		-				
Currency	CAD 💌	Ship to Cust. #	1145	•	Remit to Company	AVEOS	-	Exchange Rate		Total Inv. Amou	nt (Base curr.)
Finance Book	AVEOS 💌	Ship to ID	S-XX-MX-01	•	Remit to Bank			1.00000000			ine (buse curry
Comments		Ship to Cust. Name	COMPANIA MEXICANA D	E AVIA	Auto Adjust	No	•				
Sale Type	AIN				Price list # 👂	AMP-002					
Part Info		of Dor # Ref D	nr. Nata	Ref Doc Lin		IX. Z II X	• e = = = = = = = = = = = = = = = = = =	All	Rart Description	2	Q
1 0	Part Sale Order A	CPR-000241-18 01-10-	2018	Nell Doc. Elli	- 5	Part Cost	AM	IP-7588820	FILTER, FILTER	,	T
2											
To create the invoices they are first selected and save button is clicked			The invoices to be created are listed with respect to Part sale order # and consumption repo					rt #.			Þ
	Draft 🕅	Si	ve	Save and	Authorize		Return Invoice		D	elete Invoice	
T/C/D		Pay	ment Schedule				Freight Charges				
Invoice Summary		Acc	ounting Information				Attach Notes				

i. The invoice line is fetched against consumption report number as shown below and is currently in draft mode. (Exhibit 10).

#### Exhibit 10:

Identifies the invoice fetched against the consumption report number

🏢 Manage P	аск sup/вш ра	аск тихотсе							44 4 1 9 99	1/1 24 (2) 🕈	' <b>'</b> L
e Details			Customer Details			Payment Details			Invoice Value Sumn	nary	
Invoice #			Customer #	1145		Pay Term 🖇	NET45		Basic Value	TCD Value	
Invoice Type	Consignment Sales	Invoice	Customer Name	COMPANIA MEXICAN	A	Anchor Date	02-01-2018				
Status			Bill to Cust. #	1145	•	Receipt Type	CREDIT	-			
Invoice Date	02-01-2018	<b></b>	Bill to ID	S-XX-MX-01	•	Receipt Metho	Regular	•	Freight Amount	Total Inv. Amou	nt
Numbering Type	123	-	Bill to Cust. Name	COMPANIA MEXICAN	NA DE AVIA	Cash #		•			
Currency	CAD	-	Ship to Cust. #	1145	•	Remit to Company	AVEOS	•			
Finance Book AVEOS  Comments		Ship to ID	S-XX-MX-01	•	Remit to Ban		-	Exchange Rate	Total Inv. Amou	nt (Base cu	
			Ship to Cust. Name COMPANIA MEXICANA		NA DE AVIA	Auto Adjus	No	•	1.00000000		
Sale Type	AIN	-				Price list # 🖇	AMP-002				
rt Info	▶ ▶ + - Analysis # ₽	□ % T T <sub>x</sub> Sub Analysis #	P Addl. Rei	erence	Addl. Ref :	Addi. R	☞ X. 定 首 ☆ ( f. Date	Addl. Ref. Line	All	▼ Remarks	Q
1		Consumption Rep Doc		CREP00002	272018 01-12-2	01-12-2018					
Т	he invoices	are genera	ted against								

ii. Upon saving the invoice, the invoice number is generated as shown below in **Exhibit 11**.



#### 110 | Enhancement Notification

### Exhibit 11:

Invoice number generated upon saving of the selected invoices in draft

★ 🗎 Manage Pack slip/Bill back Invoi						» 1 /1 ∶	≠ ⊑ ←	? 🖬 (	ĸ
	The invoice is created and i	nvoice#							
Invoice Details	generated after save buttor	n is clicked	nt Details		Invoice Value	e Summary			
Invoice # 10000132			Pay Term 👂 🛛 N	VET45	Basic Value	т	CD Value		
Invoice Type Consignment Sales Invoice	Customer Name COMPANIA MEX	ICANA	Anchor Date 0	02-01-2018	4,500.00	0.	.00		
Status Fresh	Bill to Cust. # 1145	-	Receipt Type	REDIT					
Invoice Date 02-01-2018	Bill to ID S-XX-MX-01	▼ Ri	eceipt Method Re	tegular 🔻	Freight Amoun	it To	otal Inv. Amount		
Numbering Type 123	Bill to Cust. Name COMPANIA MEXI	ICANA DE AVIA	Cash #	•	0.00	4,	500.00		
Currency CAD	<ul> <li>Ship to Cust. # 1145</li> </ul>	▼ Remi	it to Company A	VEOS 🔻	European Parts	-		<b>D</b>	
Finance Book AVEOS	<ul> <li>Ship to ID S-XX-MX-01</li> </ul>	<b>•</b>	Remit to Bank	▼	Exchange Rate	e 10	Stal Inv. Amount (	Base curr.)	
Comments	Ship to Cust. Name COMPANIA MEX	ICANA DE AVIA	Auto Adjust N	lo 🔻	1.0000000	,-	500.00		
Sale Type AIN	T	1	Price list # 👂 🗚	MP-002					
Part Info (4 4 1 -1/1 ► )> + - ① ← Y	τ.		と言い	X & İ × • • • •		•		Q	1
# 🗆 Line # Ref. Document	Ref. Doc # Ref. Doc. Date	Ref. Doc. Line #	В	Billing Element	Part #	Part Description		3	
1 Dart Sale Order	ACPR-000241-18				AMP-7588820	FILTER, FILTER			
2									
1								Þ	
Computo									Ŧ

iii. Invoice is authorized in the screen Authorize invoice as show in **Exhibit 12**.

# Exhibit 12:

Identifies the Authorize Invoice screen to authorize the consignment invoice

<u>^</u> >	Receivables Management > Cust	omer Invoice > Sele	ect Invoice															
*	Select Invoice	Invoice Type	ment Sales Invoice		Invoice consig	e type is nment s	selecto ale inv	ed as oice	Invoic	e #			57\$		ţ	<del>(</del>	?[	<u></u>
	Search Criteria								-									
	Customer #						User II	DMUSER										
	Invoice # From / to					Sh	ipping Poin	RAMCOOU				-						
	Total Inv. Amount		1 mls	start.		F	inance Boo	< All				<b>r</b>						
	Invoice Date			111			Currence	All				~						
	Search Results				Search													
44	4 1 - 2 / 2 → → ▼ ▼						人血		e	<b>#</b>		All		Ŧ			۶	D
#	Invoice #	Invoice Date	Currency	Total Inv. Amount		Bill to Cust.	# Bi	l to Cust. Name				Finance Book		Sh	ipping F	Point		
1	10000082	01-12-2018	CAD		10,600.00	1145	CC	MPANIA MEXIC	CANA DE	AVIAC	IO	AVEOS		RA	мсоои			
2	10000132	02-01-2018	CAD		4,500.00	1145	C	MPANIA MEXIC	CANA DE	AVIAC	IO	AVEOS		RA	MCOOU			
7	The invoices which are c isted with respective inv	created are voice numbers		[	Authorize Invoid	ce		The inv button	/oice is cl	is a icke	uth d	orized after th	is				)	•

# ramco

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