Ramco Aviation Solution

Version 5.8

Enhancement Notification

Sales

DISCLAIMER

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WHAT'S NEW IN SERVICE PRICE LIST?

Ability to Differentiate Pricing Policy for External Services

Reference: AHBF-18075

Background

MRO would generally bill back the outsourced external services with or without some mark-up to its Customers. For pricing such external services consumed in a Customer job, mark-up information is defined in **Service Pricelist** in the External Pricing Section. External services like purchase orders, repair orders, direct services raised against customer job are marked up based on the percentage defined in Service Pricelist against external services. Requirement is to have different markup percentage for such external service documents separately.

Change Details

To facilitate this requirement, **Service Pricelist** has been enhanced to provide different pricing factors for Repair order, Service Purchase Order, Adhoc Purchase orders and Direct Service in Service Pricelist.

Sales Setup – Manage Service Pricelist

- In **Manage Service Pricelist** screen, new Pricing Factors are introduced under External Repair Pricing Details section and the existing Pricing Factor is now modified as 'Pricing Factor for RO'. With this change, four different Pricing Factors for Repair Order, Service Purchase Order, Adhoc Purchase Order and Direct Service can be provided.
- In existing **Service Pricelist**, pricing factors for all four external services will be defaulted with previously saved values against External Services.
- The Pricing Factor for Repair Order, Service PO, Adhoc PO and Direct Service provided under External Repair pricing details should be within the range of -1 to +1.
- When Pricing Engine is invoked to compute factor amount of External Services from Invoice Release and Quote, computation must be based on the document type of the external services. For Instance, Pricing Factor for RO is 0.25 , Pricing Factor for Service PO is 0.50, Pricing Factor for Adhoc PO is 0.10 & Pricing Factor for Direct Service is 0.20
    a) If the document type priced is Repair order with the amount - 1000 USD then Billing amount shall be (1000 * 1.25) 1250 USD.
    b) If the document type is Service Purchase order with PO amount - 1000 USD then billing amount shall be (1000 * 1.50) 1500 USD.
    c) If the document type is Adhoc Purchase order with PO amount - 1000 USD then billing amount shall be (1000 * 1.10) 1100 USD.
    d) If the document type is Expense Invoice with Invoice amount - 1000 USD then billing amount shall be (1000 * 1.20) 1200 USD
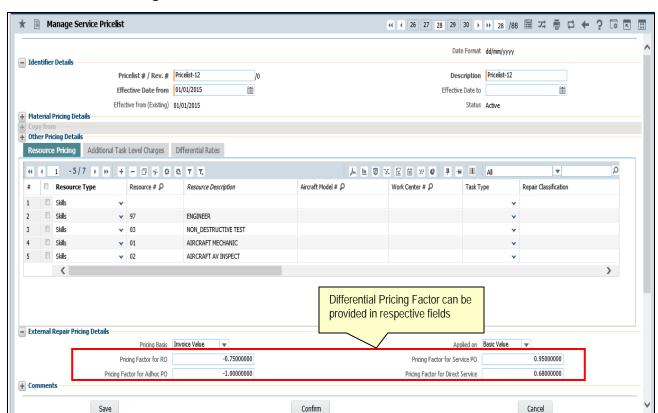
Exhibit 1: Manage Service Pricelist screen

WHAT'S NEW IN FLIGHT CONTRACT?

Requirement to bill the customer based on the slab rate applicable for the substitute model

Reference: AHBF-18723

Background

In **Flight Contract**, **Usage Based – Slab Rates** tab can capture the different flight hour rates for primary and substitute aircrafts usage based slabs. When a substitute aircraft flew in lieu of a primary aircraft, the system considers the substitute aircraft as another primary aircraft. Flight hours of primary aircraft has not been taken into consideration while selecting the slab rate for substitute aircraft.

With this enhancement, it will be ensured that while considering the rates defined for substitute aircraft, billed flight hours of primary aircraft will be considered along with the billed substitute aircraft to decide the slab from which the rate should be taken.

Change Details

- In Flight Contract, Usage rates – slab based has been enhanced so that Usage Based Flight hours is uniform for all the aircrafts defined in the contract.
- During flight invoice release, rate for the substitute aircraft will be selected by taking the consideration of billed primary aircraft flight hours along with the substitute flight hours.(Refer Illustration).

Illustration:

For Customer, usage rates - Slab based for   primary aircraft and substitute aircraft are defined as follows in the contract

Billing Head	Aircraft Type	Usage from (Flight hrs.)	Usage to (Flight hrs.)	Rate
Flight Hour Charges	Primary Aircraft	0	80	6,000
Flight Hour Charges	Primary Aircraft	80	160	5,400
Flight Hour Charges	Substitute Aircraft	0	80	8,000
Flight Hour Charges	Substitute Aircraft	80	160	7,800

Journey by Primary aircraft for the month is as follows:

Departure Station	Arrival Station	Departure Date	Dep. Time	Arrival Time	Arrival Date	Flight Hours
AIR	MAA	7-Feb-15	8.00	20.00	7-Feb-15	12.00
MAA	AIR	9-Feb-15	8.30	23.30	9-Feb-15	15.00
AIR	MAA	11-Feb-15	5.00	20.00	11-Feb-15	15.00
MAA	AIR	13-Feb-15	5.00	23.00	13-Feb-15	18.00

Journey by Substitute aircraft for the month is as follows:

Departure Station	Arrival Station	Departure Date	Dep. Time	Arrival Time	Arrival Date	Flight Hours
AIR	MAA	6-Feb-15	9.00	21.00	6-Feb-15	12.00
MAA	AIR	8-Feb-15	8.00	23.00	8-Feb-15	15.00
AIR	MAA	10-Feb-15	5.00	20.00	10-Feb-15	15.00
MAA	AIR	12-Feb-15	5.00	23.00	12-Feb-15	18.00

Flight Sheet information for the month of February

Aircraft	From Date	To Date	Flight Hours
Primary	1-Feb-15	28-Feb-15	60.00
Substitute	1-Feb-15	28-Feb-15	60.00
Total Flight hours			**120**

Flight Billing Info summary -

In the above, a total 120 flight hours, first flight hours of primary aircraft will be considered. So 60 flight hours of Primary Aircraft will be considered first for billing and substitute aircraft's fight hours will be considered subsequently.

Aircraft Type	Unit	No. of Units	Slab Rate	Rate	Amount
Primary	Per Flight Hour	60	0.00 - 80.00	6000	360,000.00
Substitute	Per Flight Hour	20	0.00 - 80.00	8000	160,000.00
Substitute	Per Flight Hour	40	80.00 - 160.00	7800	312,000.00
				Total Amount	**832,000.00**

WHAT'S NEW IN EXCHANGES?

Requirement to define Inclusion and Exclusion Terms in a top assembly exchange

Reference: AHBF-19154

Background

In case of top assembly exchanges with bill back scenarios (called as exchange with repair in our application) there are 3 different pricing models for billing the repair cost:

Model 1: <u>When the source part is shipped, bill the exchange fee.</u> Repair cost is billed when the part is received and serviced. This can be a progressive billing based on task closure or billing after final work completion directly. In this model, repair cost is billed when the part is under service or after being serviced.

Model 2: <u>When the source part is shipped, bill the exchange fee content.</u> When the core unit is received, a detailed inspection is carried out and based on the estimations quote is prepared and billed to the customer. In this model, billing for repair is done even before the part is put into actual servicing.

Model 3: <u>When the source part is shipped, bill the exchange fee content + a standard repair cost covering the in scope items.</u> When the core unit is received, a detailed inspection is done and based on this estimates, any out of scope items are billed additionally by preparing a quote.

In the non-exchange (regular repair) scenario, the repair cost will be billed according to the services done and any out of scope items will also be billed based on the exclusions definition in contract. In this model of exchange, since the exchange fee includes a standard repair cost (that represents the in scope items), definition of inclusions and exclusions vary for exchange scenario and regular repair.

While system currently supports the first 2 models of exchange, this change is about the 3rd model.

Change Details

As the Inclusion and Exclusion definitions may vary for regular repair and Exchange scenario, Sales Contract has been enhanced to capture the Inclusions and Exclusions definition for both regular repair and exchange.

. Sale Contract: Incl. & Excl. - Task Tab:

- New Control 'Definition for' with values 'Exchange with Repair' and "Regular Repair" is added in the header. Currently, the Inclusion & Exclusion defined in the Contract are that of a Regular Repair. Flexibility to define top assembly exchange related inclusion definitions are not provided in the Contract. With the introduction of 'Definition for', inclusion and exclusion definitions specific to regular repair and top assembly exchange can now be defined. (refer Exhibit 1)

- If a task is defined as inclusion for "Exchange with Repair" for a part, then exchange fee of the part includes the repair cost of that task. When repair cost is billed to the customer post detailed inspection, all the in scope tasks defined for exchange will not be billed to the customer. Billable field in the Quote and invoice will be updated as "No".

- If no task is defined in the inclusion definition for "Exchange with Repair" then Exchange fee is pure Exchange premium and does not include any cost. When repair cost is billed to the customer post detailed inspection, all the in scope tasks defined for regular repair will not be billed to the customer.
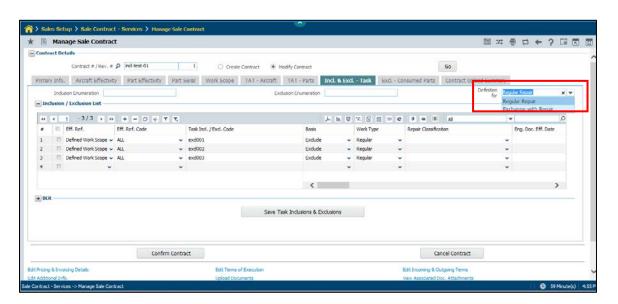
Exhibit 1 - Manage Sale Contract

WHAT'S NEW IN AUTHORIZE TIME RECORDS - ALTERNATE AUTHORIZER?

Ability to allow Alternate Authorizer to Report Time on behalf of Primary Authorizer's Reportees

Reference: AHBF-16687

Background

In the absence of an employee who is a supervisor, he / she can assign another employee as his / her Alternate Authorizer for Authorization of time records. Alternate Authorizer can authorize time records of Primary Authorizer's reportees in his absence. In addition to authorizing and editing of existing time records, provision is required to record time (new entries) for the reportees of Primary Authorizer.

Change Details

To aid this requirement, when **Time Tracking** screen is launched through links – ('Timesheet Manual' / 'Time Off'/ 'Attendance In/out') from **Authorize Time Records – Alternate Authorizer** screen, the screen will be launched with the context of the Primary Authorizer. It will enable the Alternate authorizer to record time for the reportees of Primary Authorizer.

- On click of hyperlinks ('Timesheet Manual' / 'Time Off' / 'Attendance In/Out') in **Authorize Time Records - Alternate Authorizer** screen, respective Tab in Time tracking screen will open with the context of Primary Authorizer.

- On launch of **Time Tracking** screen through 'Attendance In/Out' hyperlink, 'Attendance for' drop-down list in 'Attendance booking for' section will have only the value "As Supervisor".

- Similarly on launch of **Time Tracking** screen through 'Timesheet Manual' or 'Time off' hyperlink 'Booking for' or 'Request for' combo will have only the value "As Supervisor".

- The user is not allowed to book time in 'Time Sheet – Clock' tab when **Time Tracking** screen is launched through links in **Authorize Time Records – Alternate Authorizer** screen. Validations has been handled to restrict user from booking time in 'Time Sheet – Clock' tab as it is applicable only for self not for reportees.

- In all the three tabs ('Attendance In/Out', 'Time Sheet Manual', 'Time Off') employee code retrieved for Time booking will be reportees of Primary Authorizer only.

- New set option 'Allow attendance reporting by Alternate authorizer beyond effectivity period' under **Set Process Parameters** activity of the **Time Tracking Setup** business component, with Permitted Values '1' for (Yes) and '0' for (No)"
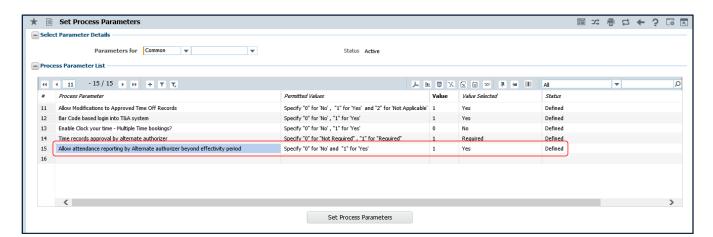
Exhibit 1: Set Process Parameters screen in **Time Tracking Setup**

- If the set option 'Allow attendance reporting by Alternate authorizer beyond effectivity period' is set as 'Yes', the record updated in multiline of 'Attendance In/Out', 'Time Sheet Manual' and 'Time Off' tabs, for reportees of Primary authorizer will get saved even if start and end date is beyond the effectivity period of the Alternate Authorizer as assigned in **Maintain Alternate Authorizer Info** screen.

- If the above set option is 'No', Alternate authorizer will not be allowed to book Time (start and end date provided in multiline of 'Attendance In/Out', 'Time Sheet Manual' and 'Time Off' tabs) beyond effectivity period of the Alternate Authorizer.

- Time Sheet booked by Alternate Authorizer on Primary Authorizer's reportees will be retrieved for authorization by Primary Authorizer if it is yet to be authorized. It will also be retrieved for Alternate Authorizer assigned to authorize time records of Primary Authorizer's reportees in his absence. Alternate Authorizer will be allowed to authorize and edit those Time records.

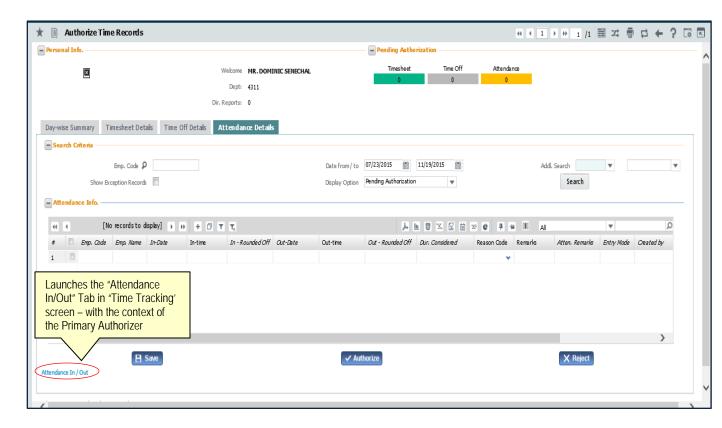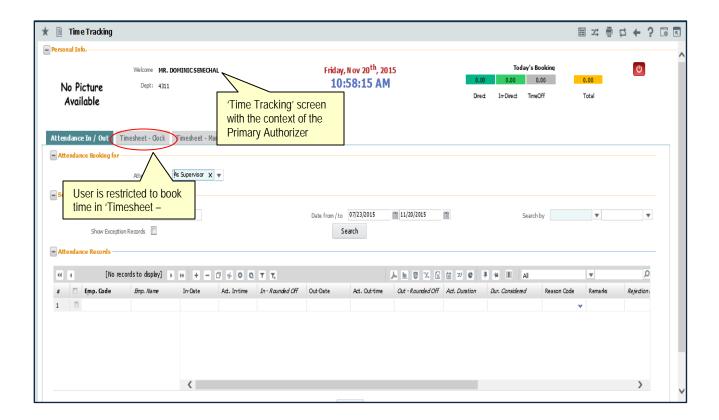**Exhibit 2: Authorize Time Records** screen **through** Alternate Authorizer

Exhibit 3: Time Tracking screen through hyperlinks in **Authorize Time Records - Alternate Authorizer**

WHAT'S NEW IN SALE QUOTE?

Ability to view and modify TAT details in Sale Quote.
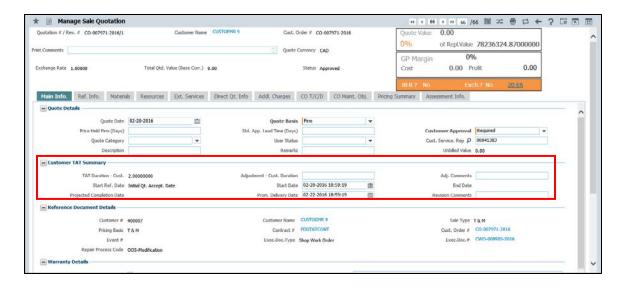
Reference: AHBF-18376

Background

This feature was defined to provide a visibility of TAT details in **Manage Sale Quotation** screen, from **Customer Order**.

This facilitates the user to view TAT details while preparing the Quote and allows modification if necessary, while it will also be updated back to Customer Order.

Change Details

A new set of controls have been added in the **Manage Sale Quotation** screen under '**Main Info**' tab, in '**Customer TAT Summary**' section.

Exhibit 1: Identifies the 'Customer TAT Summary' under **Manage Sale Quotation** screen

With this change, user will not only be able to refer to the TAT details while quote preparation but also will be able to make modifications as required based on a Set Option.
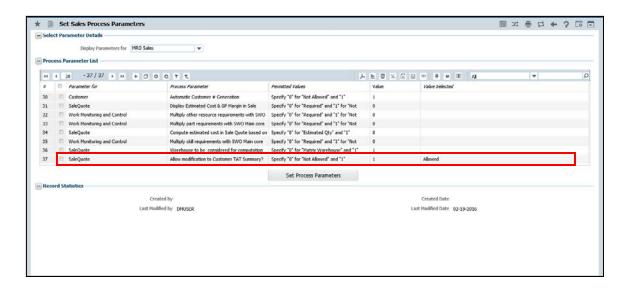
Important Points to be noticed

> The TAT details from Customer Order will be updated in **Sale Quote**.

> User can modify details such as 'Adjustment – Cust. Duration', 'Start Date' and 'Promised Delivery Date'.

> Any modification to the TAT details in **Sale Quote** will be reflected in **Customer Order** and **Manage Order Execution** screens (to TAT modification History).

> Modified TAT 'Start Date' from Sale Quote will also be updated in the Work Order generated based on a Set Option.

Defining to allow modification of TAT details in Sale Quote

Under the Business Process "**Sales Setup**", Component "**Customer**" go to the Activity "**Set Sales Process Parameters**" and select **MRO Sales** in the 'Display Parameters for' field.

Exhibit 1: Identifies the new process parameter under **Set Sales Process Parameter** screen.

Process Parameter '**Allow modification to Customer TAT Summary?**' can be set as follows,

> Not Allowed (0) – To not allow any modification to TAT details

> Allowed (1) – To allow modification of TAT details

View/Modify TAT details in Sale Quote

If the process parameter 'Allow modification of Customer TAT Summary?' is set to 'Allowed, the user will be able to modify TAT details in the **Manage Sale Quotation** screen.

The user will be able to modify TAT Start Date as long as the TAT Start Reference date is set as 'Manual'. If this value is set as any other Reference, the user will be able to modify everything else other than 'TAT Start Date'.

The modified values from **Sale Quote** will be reflected in **Customer Order** and TAT Modification History in **Manage Order Execution** screen.

If any of the TAT details are modified in Customer Order, the modified values will get reflected in the Sale Quotation as long as the status of the Sale Quotation is in 'Fresh' status.

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