

## Registering an Offer

Source: [Aitz00], adapted by Andreas Schlager, adjusted by Martin Roshkev

### **Transfer the following verbal description into an EPC:**

- a) An offer is made by the sales department using the sales information system. The offer can be with or without reference to an Inquiry. An offer referring to an inquiry is created by using the data of the inquiry.
- b) For offers without reference to an inquiry, the company's standard terms and the customer data are used to determine the offer header information.
- c) Once the offer has been opened, the manufacturing department determines the availability and then the approximate time of delivery of the products. The availability check is carried out by using the material planning application.
- d) At the same time, the sales department determines the selling price from the customer's terms and calculation data.
- e) After the offer has been completed, it is sent to the customer by the sales department. Finally, the process ends when the offer has been made.

