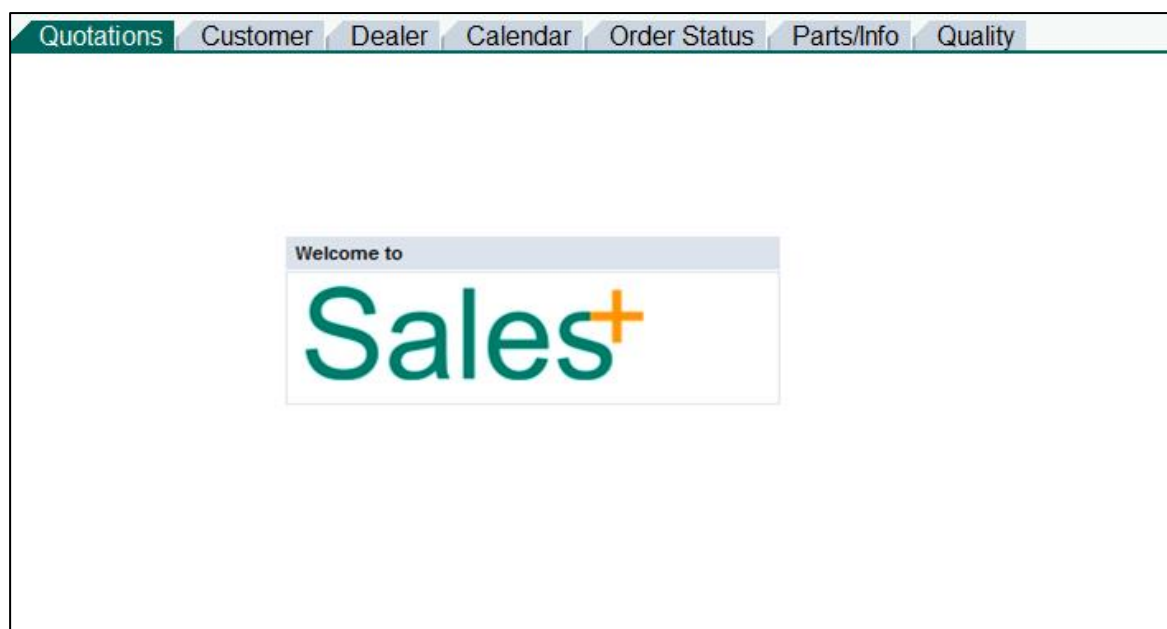


USER MANUAL

SalesPlus

Version for dealers (User role D1)
Last update 11/2020



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0. FOREWORD

On the basis of the experience gained from SMS@WEB and PCD@WEB, SalesPlus has been developed as an optimal tool for the handling of all quotations and orders.

Orders for complete installations as well as single components can be handled by one login and in one system.

The customer- and project data have been extended and the calendar management makes it possible for efficient customer care. Furthermore, it is possible to check at any time the processing status of all your orders online.

With the help of the integrated product configurator, you can easily create your quotations quickly and then produce a professional quotation document for your customers.

The spare parts section provides a comprehensive information data bank on parts, accessories and hygiene products which can be ordered directly, quickly and in an uncomplicated way.

The tab "quality" has been developed for the automated processing of technical warranty und non-technical warranty (wrong delivery) claims.

We wish you every success with SalesPlus!

Concept and Advantages

- Main worldwide sales tool for Farm Technologies since 2007
- Started with configurations with former tool SMS in 1998
- Target group: Dealers (75%) and GEA salesman (25%)
- Target: > 80% of orders should be send with SalesPlus

- Equipment and spare parts in one system, Sales and Service in one System
- One central storage system (SAP) – single source of truth
- Easy searching and finding of information for spare parts
- Faster and less complicated order process
- Integrated configurator for 95% of all products of Farm Technologies
- Easy creation of configurations, linked configuration knowledge for know-how transfer
- Professional, uniform and automatic quotations, technically & commercially clarified
- All order status information available online 24/7
- Reduce requests, warranty claims and costs by preventing errors beforehand
 - ➔ Excellence and efficiency in Offer and Order Management
 - ➔ Better transparency about market activities and easier Sales Support
 - ➔ Save time and cost; increase productivity

Overview of tabs

Quotations	Customer	Dealer	Calendar	Order Status	Parts/Info	Quality
------------	----------	--------	----------	--------------	------------	---------

- Quotations: Configurator and Quotations for component orders
- Customer: End Customer details (small CRM)
- Dealer: Local material and local labor
- Calendar: Calendar management
- Order Status: Status of all orders online
- Parts/Info: Information and Ordering of spare parts
- Quality: Warranty & Wrong Deliveries

Some information before starting your work:

- SalesPlus is optimized for a screen resolution of 1024 x 768.
- For the main part the **Microsoft Internet Explorer** should be used to open the SalesPlus website. Other web browsers may be used as well but SalesPlus is optimized for the Internet Explorer and only with this browser 100% functionality can be guaranteed.
- If you wish to add SalesPlus to your favorites, please save the link before you log in. Otherwise this may cause problems with the SalesPlus functions.
- The direct link for SalesPlus is: <http://salesplus.gea.com>
- If you are looking for one specific entry, this is easily done by using the key combination CTRL+F. This will open a search box where you can type in the word or number you are looking for. It will then be marked in yellow.
The search function via CTRL+F can be used in most browsers (Internet Explorer, Google Chrome, Mozilla Firefox and Safari). Display and position of the search box may vary.
- A SalesPlus Training Video showing and explaining the basic SalesPlus features is available online. Watch the different chapters of the video here:
 1. SalesPlus Introduction: <http://video.geap.com/Introduction>
 2. SalesPlus tabs Customer, Dealer, Calendar and Quality: <http://video.geap.com/Customer,Dealer,Calendar,Quality>
 3. SalesPlus tab Parts/Info: <http://video.geap.com/PartsInfo>
 4. SalesPlus tab Order Status: <http://video.geap.com/OrderStatus>
 5. SalesPlus tab Quotations: <http://video.geap.com/Quotations>
 6. Summary and closing: <http://video.geap.com/Summary>



Hint

Do not use the “back” and “forward” button  in the top left-hand corner of the screen. Otherwise, the connection to SalesPlus breaks off. If this still happens by accident press F5 to load the SalesPlus website again. Navigation within SalesPlus should only be done by clicking on the tabs and by using the navigation controls or buttons within each tab.

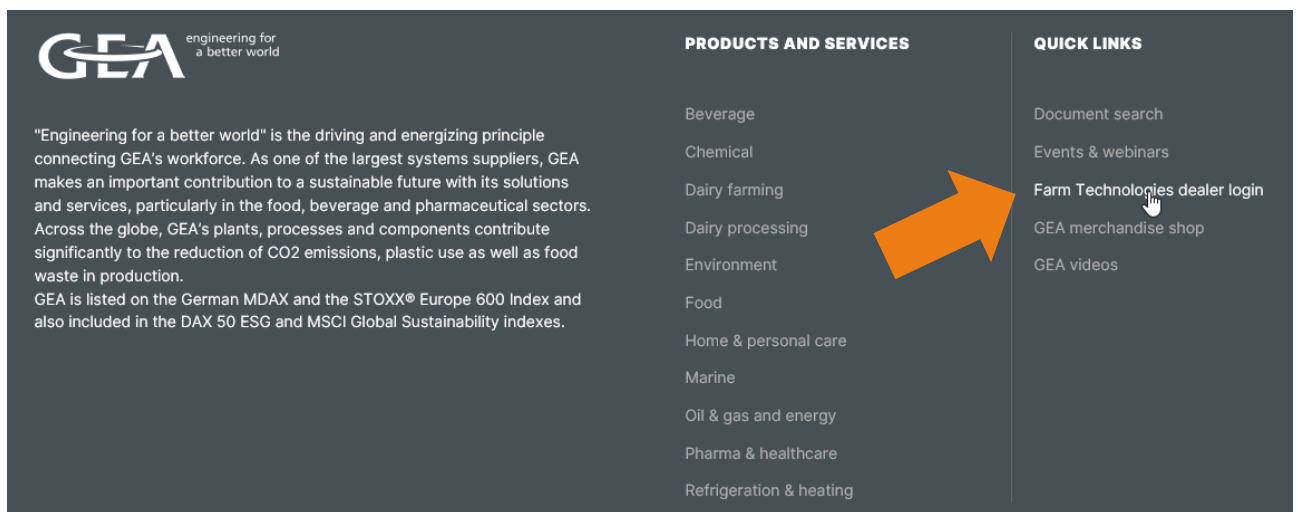
1. LOGIN TO THE SYSTEM

1.1. Login via the Extranet

You can log into SalesPlus via your login for the GEA Extranet.

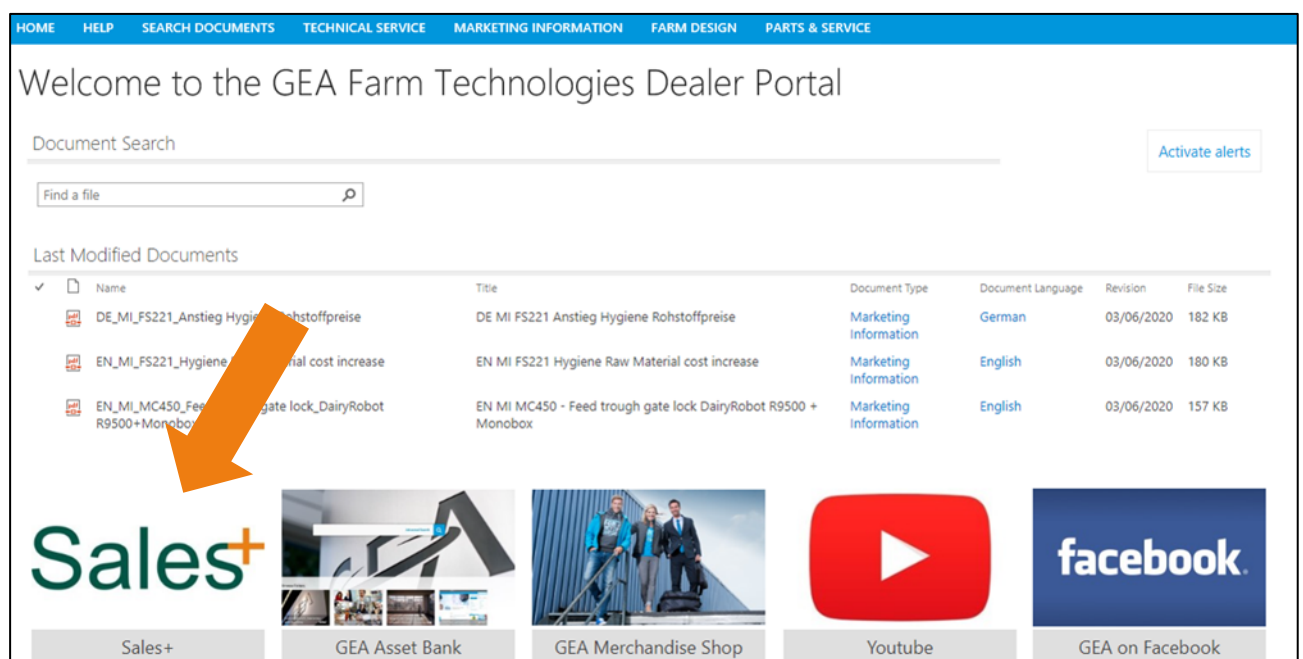
Open the GEA website <http://www.gea.com>.

Scroll down to the area highlighted in grey at the bottom of the page and under QUICK LINKS click "Farm Technologies dealer login".



You can also use the direct Extranet URL: <http://extranet.ft.gea.com>

At the bottom of the page you will find links to other sites including the link to SalesPlus:



1.2. Direct login to SalesPlus

If you do not want to login via the Extranet, you can directly open SalesPlus with the following link:

<http://salesplus.gea.com>

If you use SalesPlus often save this link to you favorites. Please consider that you have to save the link **before you log in!** If you save it after you've logged in with your password it will cause problems.

If you are having trouble logging in, you can click "Get help" to send an email to the SalesPlus team.



Login

Log in to your account

Username

Password

Login

[Forgot your password?](#)

[Change password/personal data](#)

Need assistance

Click here to get assistance

Get help

Quotations

Customer

Dealer

Calendar

Order Status

Parts/Info

Quality

Welcome to

Sales+

1.3. Changing your password

In order to change your password, please enter your username and the password you received to begin with. Afterwards click “Change password / personal data”.

In the screen shown below, you can now enter your new password. Then please click “Change”. You can also change your personal data.

Log in to your account

Username

Password

Login

[Forgot your password?](#)

[Change password/personal data](#)

Change password

New password:

Retype new password:

Change password

Cancel

Personal Data

First Name

Last Name

Company

Department

Submit changes

Cancel

You can directly use your new password for the next login.



Hint:

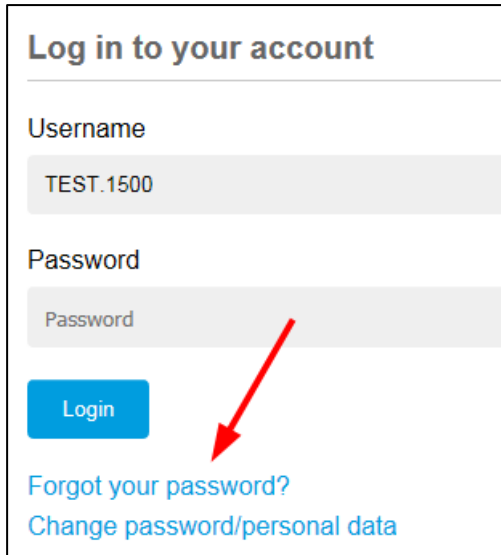
Please consider the following recommendations when choosing your new password:

- Use a mix of upper and lower case letters, digits and special characters
- Keep your password a secret; do not share it with others

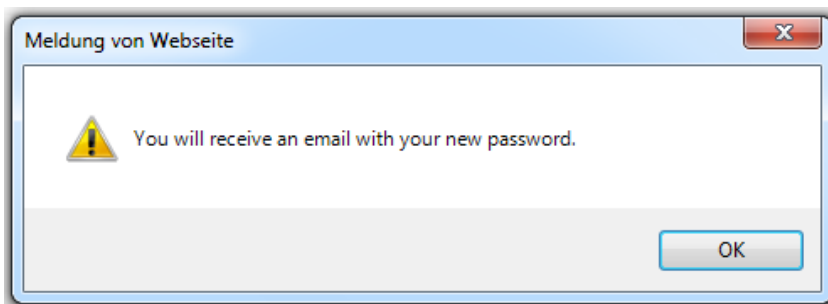
1.4. Forgot my password

If you have forgotten your password enter your user name and click “Forgot your password?”.

Afterwards please click “Request new password”.

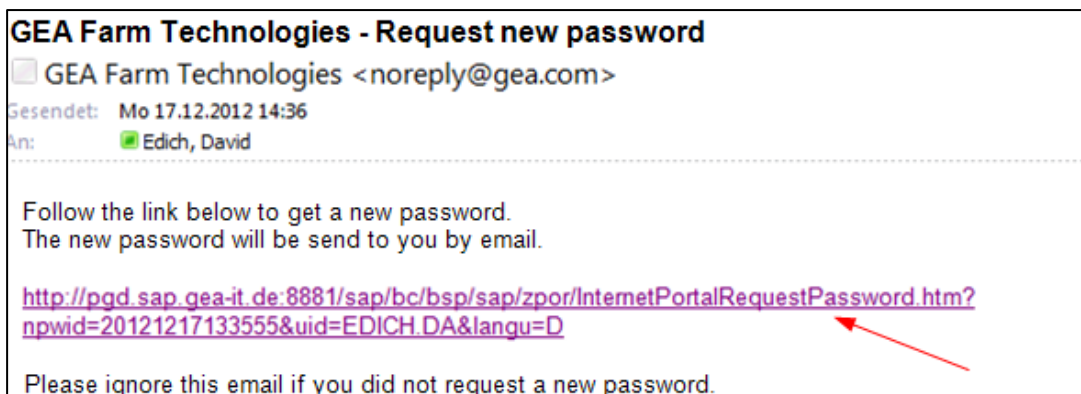


You will then receive an email for confirmation to the email address that is linked to your user.



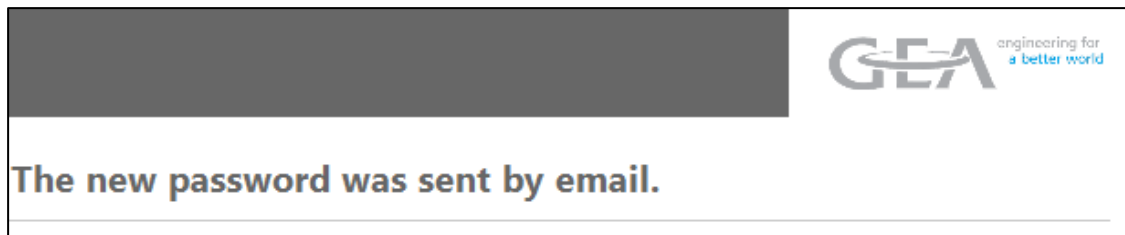
Click on the link in the email. A new password will be requested for you.

- This is a security procedure to prevent other people that know your user name from changing your password without your permission.
- Only the addressee of the email can confirm the password change.

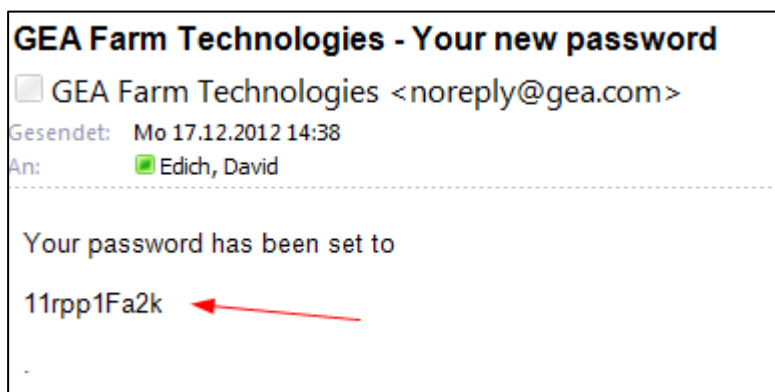


If you have not requested a new password please delete this email.

As soon as you have activated the link a new password will be sent in a following email.

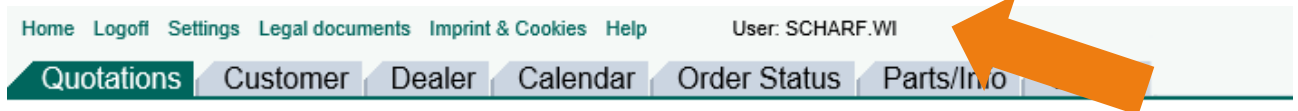


With this password you can log in to SalesPlus. It is up to you to change your password again afterwards.



2. OVERVIEW

At the top of the screen above the tabs you can find additional settings and information.



All the way to the right, your username **User: SCHARF.WI** is displayed. Make sure that your username is always showing, when you are logged in. Otherwise this can sometimes cause errors. If your username is not showing, try logging out via the **Logoff** button and log in again.

You should always use the **Logoff** button before closing your browser window.

By clicking **Help** you can download the complete SalesPlus user manual as PDF in the language you are logged in with.

2.1. Settings

There is also a link for user **Settings**. This area will let the user adjust SalesPlus to their specific needs. If you work with SalesPlus for the first time, please click "Settings" in order to save your individual data there.

Make sure the right time zone is selected for your location; this step is very important. Other settings that can be set include language, units of measure for length, weight and volume, retail margins for product groups (10% default setting).

By ticking the option "do not add up amounts", every part number which is entered more than once into a shopping basket in the Parts/Info tab will be saved as a single entry. This is helpful e.g. when ordering pallet quantities for hygiene.

By entering figures in the fields "margin in %", you can define the %-margins you want to insert into your price calculations by default. This can be changed again at any time. A whole number or a fractional amount is acceptable. Fractional amounts must be entered as a maximum of two digits. Fractional amounts beyond two digits will be rounded accordingly.

[Back](#)
[Save Settings](#)

User Settings

Language: English

Time Zone: CET - Central Europe

Unit of Measure: Length: Metric (Kilometres, metres)

Unit of Measure: Weight: Kilograms

Unit of Measure: Volume: Litres

Shopping Baskets: ☒ do not add up amounts

Basic Margin Settings	
Product Group	Margin in %
Animal Hygiene	25,00
Animal hygiene; animal comfort devices	10,00
AutoTandem	10,00
Autorotor	10,00
Cluster Positioning / Automatic Stripping Technology	10,00
Cooling	10,00
Crowd Gate	10,00
Equipment Hygiene	10,00

2.2. Legal documents

When you first log in to SalesPlus, you are requested to agree to the Terms of Use and Data Protection Notice. Your access to SalesPlus will be blocked until you have agreed to the Terms of Use and Data Protection Notice.

You can find and download these documents within [Legal documents](#). Here you will also see when you have agreed to the Terms of Use and Data Protection Notice. You may revoke your consent at any time by unchecking the two checkboxes.

Back Save

Legal documents

Terms of Use & Data Protection Notice & Coronavirus (COVID-19) Notice

To meet the requirements of the EU General Data Protection Regulation (GDPR) as well as local law, GEA is providing a Data Protection Notice and Terms and Conditions related to SalesPlus and Coronavirus (COVID-19). Access to SalesPlus is reliant on these T&C and Notice. The documents are available for download below. Please review the attached information and confirm your acceptance.

 [Terms of Use 0002.pdf](#)

☒ I have read and approved the Terms of Use.

(You have approved the Terms of Use on 20.03.2020)

2.3. Imprint & Cookies

By using SalesPlus you agree to the use of Cookies for processing your data. You can download our Cookie Policy within in SalesPlus behind [Imprint & Cookies](#).

Within this section, you will also find our Company Details (Imprint).

Back

Imprint & Cookies

Imprint

GEA Farm Technologies GmbH
Siemensstraße 25-27
D-59199 Bönen

Contact:

Phone: +49 2383 93 7100
Fax: +49 2383 93 780
Email: salesplus@gea.com

Represented by the Executive Board: Peter Lauwers, Erkul Basaran
Court of Registration: Hamm, HRB 5363
VAT registration no.: DE 812029088

We are using Cookies on this website. Our Cookie Policy can be found here:

 [Cookie Guideline EN](#)

2.4. Newspaper

When you log in to SalesPlus, the first page that is displayed is the Newspaper. Here you can find for example current newsletters, information about adjustments in configurations and general hints, as well as useful tips and tricks.

News that have been recently added are marked with red "New" text. On the right you can find the date when the information was posted.

You can always click on the **Home** button to go back to the Newspaper.

Quotations	Customer	Dealer	Calendar	Order Status	Parts/Info	Quality
Welcome to SalesPlus. Here you find the latest news.						
New 86th SalesPlus Newsletter - EN_Issues with images in Google Chrome - UPDATE						02.11.2020
Dear SalesPlus Administrators and Users, As an update regarding the issues with the display of images in Google Chrome, please find attached a guideline how to fix this problem.						
 86th SalesPlus Newsletter - EN_Issues with images in Google Chrome - UPDATE.pdf						
86th SalesPlus Newsletter - EN_Issues with images in Google Chrome						16.10.2020
Dear SalesPlus Administrators and Users, please be informed that we are currently experiencing issues with the display of images in the Google Chrome browser. For more details please refer to the attached newsletter.						
 86th SalesPlus Newsletter - EN_Issues with images in Google Chrome.pdf						
Update in SalesPlus tab QUALITY						15.10.2020
Dear SalesPlus Administrators and Users, please be informed that we have updated some descriptions in the tab Quality to use the standardized GEA wording of "Technical Warranties" and "Non-Technical Warranties". In the attached screenshot you can see which areas the update affects.						
 EN_Update_SalesPlus_tab_QUALITY.pdf						

3. CUSTOMER DATA

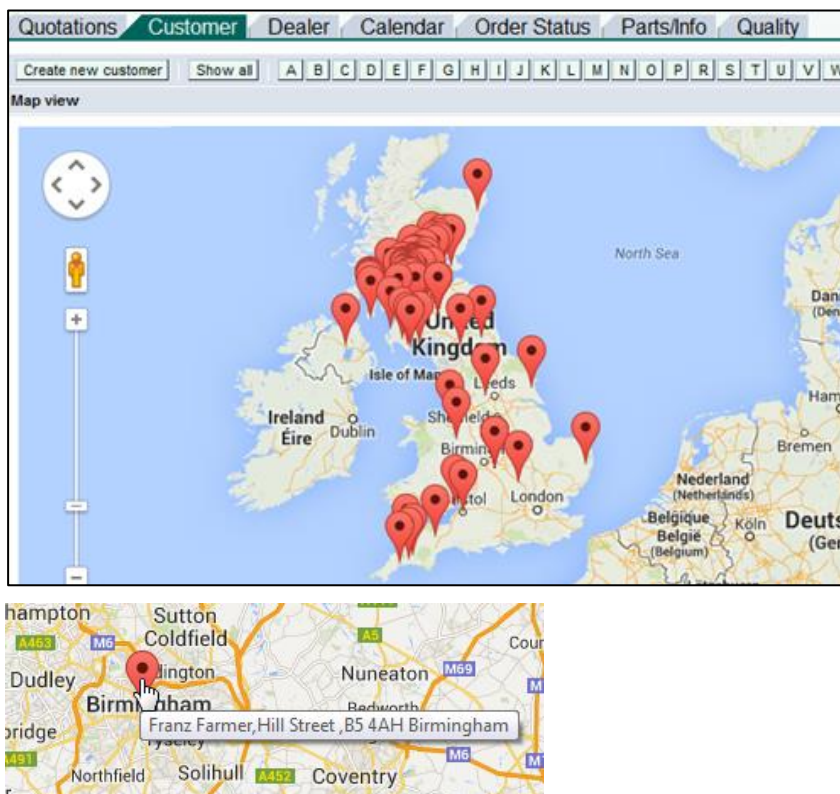
In the tab “Customer” you can enter and manage your customers.

Quotations Customer Dealer Calendar Order Status Parts/Info Quality							
Create new customer Show all A B C D E F G H I J K L M O P R S T V W d v x active inactive all Map view							
Customer list							
008872	Delfs	Jürgen	Schenefelder Straße	25560	Oldenborstel	250290	Delete
094617	Doherty	John	Cross	BT47 3EN	Cross	4410141D	Delete
036216	Dohrn	Gerhard	Avervleth	25554	Nortorf	250290	Delete
087588	Donnell	Hall	Strabane	BT82 0AN	Strabane	4410141D	Delete
102245	Edich	David	Siemensstraße	59199	Bönen		Delete
019104	Eggers	Jens	Holzhofer Weg	25588	Oldendorf	250290	Delete
023460	Eggers	Jens	Holzhofer Weg	25588	Oldendorf	250290	Delete
034820	Ehlers	Gerd	Dorfstraße	25560	Siezbüttel	250290	Delete
035073	Eicke	Sven	Sandweg	25582	Hohenaspe	250290	Delete
001027	Ellerbroock	Horst	Sommerland	25358	Sommerland	250290	Delete
009109	Engelbrecht	Dierk	Bokholter Straße	25335	Bokholt - Hanredder	250290	Delete

You can choose to show all customers or filter by initial of the last name or active/ inactive customers.

With the button  you can export all final customer details to Excel. The export will take into consideration if you have filtered for initials or active/ inactive before.

Furthermore you can show all final customers on a Google Maps map. Click **Map view** in order to do so. If you move your mouse over one of the flags a mouse over text with the customer’s address will appear.



3.1. Address details

Whenever you enter a new customer or administrate an existing customer, you have to fill out all required fields marked in red. Also be careful to select the correct country. This is important for operating manuals' language and especially for Cooling tanks because various options such as compressors have to be released per country!

The screenshot shows the 'Customer' tab selected in the GEA software interface. The 'Address' sub-tab is active. The form includes the following sections and fields:

- Name Section:** Title (dropdown with 'Ms.' selected), First Name (red border), Last Name (red border), Farm name, and a checkbox for 'Customer is inactive'. The 'Sales+ customer number' is displayed as 000000000.
- Address Data Section:** Street / Village (red border), House No., Postcode (red border), Town (red border), Country (dropdown with 'Germany' selected), another Country dropdown, Post office box (POB), Language (dropdown with 'English' selected), and Tax Number.
- Communication Section:** Phone, Telefax, Mobile phone, Email, Website, Phone Extension, and Fax Extension.

A modal dialog box titled 'Meldung von Webseite' is displayed in the center, with a yellow warning triangle icon and the text 'Please fill all required fields'. It has an 'OK' button.

The postal code has to be in line with the country's specific format. If it differs from the requirements, the system will ask you to check the post code before you can save the customer.

An address verification will check if the address exists. If it cannot be found an error message will show. You can now decide to either save the customer anyway, or to correct the address.

This is a modal dialog box titled 'Meldung von Webseite'. It features a yellow warning triangle icon and the text 'Please check the postal code.' Below the text is an 'OK' button.

This is a modal dialog box titled 'ATTENTION! The address could not be verified!'. It contains the text 'Do you want to proceed or do you want to correct the address?'. At the bottom, there are two buttons: 'Save customer anyway' and 'Correct address'.

3.2. Partner details

In “Partner Details” you can add and manage various contact persons of the customer.

Address Partner Details Photos / Documents Back Save Customer 						
Add new line						
Partner Details						
Last Name	First Name	Position	Email	Phone	Mobile	Delete
Mustermann	Manuela	wife of owner	test@gmx.com			
Mustermann	Max	owner	test@gmx.com			

3.3. Photos / Documents

For each customer you can upload documents in different formats in the “Photos / Documents” tab. In order to do so choose a file, add a description and link it to the customer through the upload.

The maximum file size is 3 MB.

Quotations Customer Dealer Calendar Order Status Parts/Info Quality			
Address Partner Details Photos / Documents Back Save Customer 			
Photos / Documents David Edich			
File Name	App User	Date	Description:
9841006354.jpg	David Edich - Android IL1	11.12.2015	
9841186203.jpg	David Edich - Android IL1	11.12.2015	
P1150452.JPG		11.12.2015	Bild Web
Musik.xls		11.12.2015	Musik Excel Datei
0098032375.jpg	David Edich - Android IL1	14.12.2015	
0113262686.jpg	David Edich - IOS PL1	14.12.2015	
Upload			
File: (max. 3MB) Durchsuchen... Upload			
Description:			

Always remember to save changes before returning to the overview.

[Back](#)
[Save Customer](#)

4. DEALER

4.1. Address details

Under the heading “address details” your own dealer contact data which has been set up directly by GEA will appear.



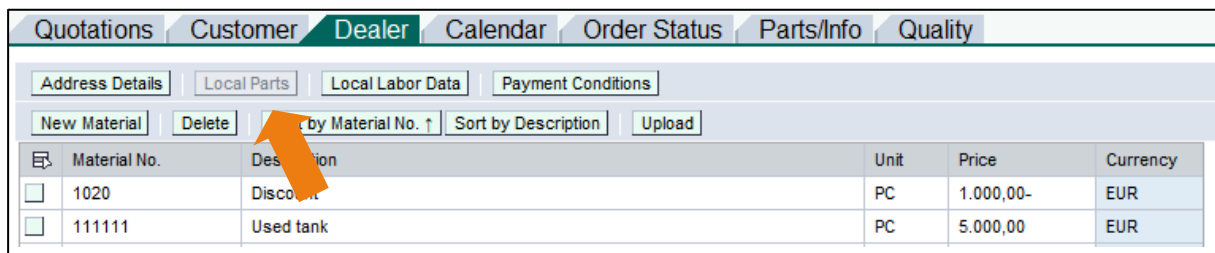
Address Details				
Name	Max Mustermann		Kundennr: 000000000	
Post Code	123456			
City	Musterstadt			
Street	Musterstraße 1			
Phone	123456			
Fax	0001/5968			
			Business data for quotation document	
			Company	1
			Company data	2
				3
				4
				5
				6
Contact Person				
Last Name	First Name	Phone	Mobile	E-Mail
Mustermann	Max	123456	00017/5968	Mustermann@muster.de

If changes are necessary here, please contact the responsible contact person in your sales department.

4.2. Local parts

On this page you can manage your own (not GEA) material that can later be added into your quotation documents.

You can also create discounts here that you can add to the Bill of Material and to your quotation document later on. Type in a negative value, e.g. -1.000,00.

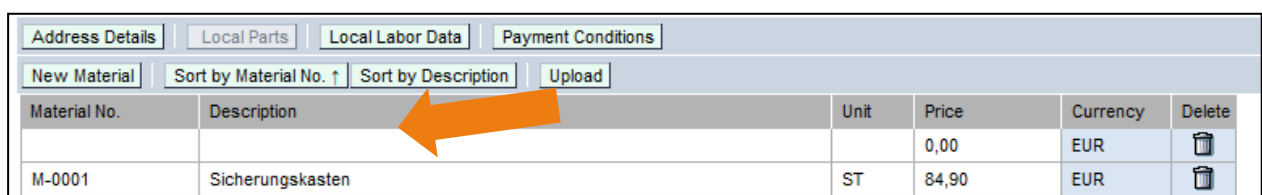


Quotations Customer Dealer Calendar Order Status Parts/Info Quality					
Address Details Local Parts Local Labor Data Payment Conditions					
New Material Delete Sort by Material No. ↑ Sort by Description Upload					
☐	Material No.	Description	Unit	Price	Currency
☐	1020	Discount	PC	1.000,00-	EUR
☐	111111	Used tank	PC	5.000,00	EUR

Material which has already been entered can directly be changed or deleted in the overview.

To delete all your local parts, you can mark all parts by clicking  and choosing “select all”. Afterwards delete all selected parts by clicking **Delete**.

In order to enter a new material, please click **New Material** and then add the material information in the line which will appear:



Address Details Local Parts Local Labor Data Payment Conditions					
New Material Sort by Material No. ↑ Sort by Description Upload					
Material No.	Description	Unit	Price	Currency	Delete
			0,00	EUR	
M-0001	Sicherungskasten	ST	84,90	EUR	

You can also upload your material directly from an Excel sheet via [Upload](#).

For the upload, the files have to be organized as follows:

Use the first column to enter your own part number. Column B is intended for the product description. The columns C contain the measuring unit and D the price:

Example:

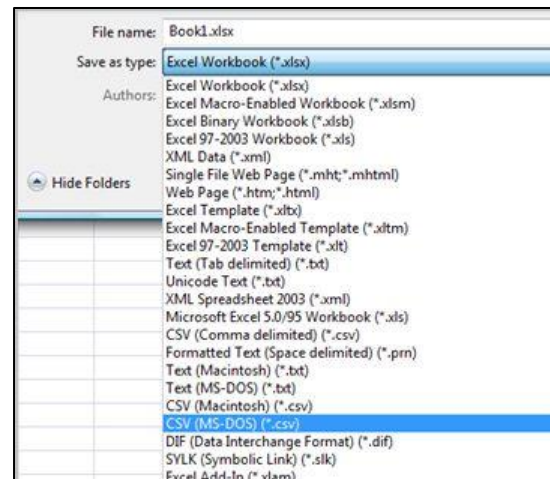
	A	B	C	D
1	451200	Besom, 1,50m	PC	EUR
2	485020	Besom orange	PC	EUR
3	440930	Bucket green 10l	PC	EUR
4	425800	Bucket orange 10l	PC	EUR

Afterwards, save your files as follows:

1. Save your file as Excel-Worksheet:



2. Choose file type “CSV (MS-DOS)”:



3. Then, select your file by “Browse” and then click on “Start upload”.

File Name

Via the buttons [Sort by Material No. ↑](#) [Sort by Description](#) you can sort your material by the material number or the description.

Please remember to save your data before returning to another view.

4.3. Local labor data

Similar to local parts, you can also define local labor data and add it to your quotations.

Quotations Customer Dealer Calendar Order Status Parts/Info			
Address Details Local Parts Local Labor Data Payment Conditions			
New Labor Data Sort by Description ↑			
Description	Price	Currency	Delete
Stundenlohn	25,00	EUR	
Stundenlohn für Elektrische Arbeiten	25,00	EUR	
Stundenlohn für sonstige Installationen	20,00	EUR	

Data which has already been entered can be changed directly in the overview or be deleted if required.

In order to enter another service, please click on **New Labor Data** and then insert your data into the line which will appear. You have to enter the price yourself:

Quotations Customer Dealer Calendar Order Status Parts/Info			
Address Details Local Parts Local Labor Data Payment Conditions			
New Labor Data Sort by Description ↑			
Description	Price	Currency	Delete
	0,00	EUR	
Stundenlohn	25,00	EUR	
Stundenlohn für Elektrische Arbeiten	25,00	EUR	
Stundenlohn für sonstige Installationen	20,00	EUR	

Via the button **Sort by Description ↑** you can sort your services.

Please save your data before leaving this view.

4.4. Payment conditions

Here you can save your conditions of payment.

To create a new payment condition, first click **New Payment Condition**. Now you can add a description.

Enter the text that should appear in the quotation document when choosing this payment condition under "text in the payment condition".

Then save your data.

Later, you can use those predefined text modules for your quotations:

5. CALENDAR

In the calendar, expiring quotation documents are automatically saved as a “commemorative date”.

Quotations	Customer	Dealer	Calendar	Order Status	Parts/Info																																																																																																																																																																																																																																																					
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Days for which an appointment is saved are displayed in green in the calendar.

By clicking on the **month** you will see a list of all appointments e.g. May. If you click on the **week** you will see all appointments of that week. By clicking on a single date you will see all appointments for this **day**.

Quotations	Customer	Dealer	Calendar	Order Status	Parts/Info																																																																																																																																																																																																																																																																															
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For every appointment, the title of the configuration and the name of the customer are displayed.

By clicking on the title in green you can directly go to the corresponding quotation.



Note

The Calendar feature is not connected to Microsoft Outlook.

6. ORDER STATUS

In the tab “Order Status” you see the status of orders which have been sent in the past 3 years. Choose the year which you would like to check. You now see all orders corresponding with your customer number. Subsequent deliveries are also displayed with a value of 0,00.

6.1. Overview of all orders

In this overview you will see all important information about your orders.

Quotations

Customer

Dealer

Calendar

Order Status

Parts/Info

Quality

2016

2015

2014

show invoice list

open order list

Orders

Order No. ▲▼	created ▲▼	Type ▲▼	Amount ▲▼	Status ▲▼	Purchase Order No. ▲▼	Customer / Ship To ▲▼
0403225907	01.02.2016	SalesPlus	6748.07 EUR	27.01.2016	SPLUS/0000128082	
0403209497	12.01.2016	Spare Part Order	117.65 EUR	✓	KOM Dyck	
0403209248	12.01.2016	UPS-Express	266.60 EUR	✓	Heiner	
0403206345	07.01.2016	1 week	17989.28 EUR	✗	div. Kunden	
0403206191	07.01.2016	Hygiene	3944.98 EUR	18.01.2016	Promilk	
0403203834	05.01.2016	Subsequent Delivery	0.00 EUR	✓	QM 30129474	
0403203088	04.01.2016	Installation Order	3523.00 EUR	✓	tel.	

Order Details

Deliveries / Invoices

close

Order 0403209497

Copy lines into shopping basket

By courier

Pos.	Part No.	Description	Quantity	shipment date
000003	7053-4261-000	Haltebügel OD4/48x128	20.000 PC	12.01.2016
000006	7720-2061-620	Membrane	5.000 PC	12.01.2016

Order tracking

Delivery

 [0304383541](#)

- Sort:** You are able to sort any column using the up or down arrows ▲▼.
- Order number:** assigned automatically when order is sent to SAP. Click on the order number to display the **Order Details** in the lower part of the screen.
- Created:** date order was entered into SAP.
- Type:** order type, e.g. installation orders, spare parts orders, subsequent deliveries resulting from a quality claim (displayed with an amount of 0,00 EUR).
- Amount:** amount of order (not showing any discounts).
- Purchase Order No.:** if you didn't assign a PO number, SalesPlus will create one automatically beginning with “SPLUS_”.
- Customer:** name of the ship to location.

Status: There are 4 different statuses shown:

- ✓ This order has already been commissioned and the “shipment” was booked.
- 10.02.2011** Black date: The desired delivery date is in the future.
- 10.01.2011** Red date: The desired delivery date is in the past and at least one position is missing!
- ✗ These orders have been cancelled.

You can see in the order details, which positions of an order with a black or red date have already been delivered and which have not.

6.2. Order Details

If you click the green order number, you open the "order details" with additional information. For all parts included in this order you will see the position, part number, description and ordered quantity. In the column "shipment date", you will notice the dates of the part numbers that have already been dispatched. The items that have not yet been shipped are left blank.

Order Details		Deliveries / Invoices			
close Order 0403209497 Copy lines into shopping basket By courier				Order tracking	
				Delivery	
Pos.	Part No.	Description	Quantity	shipment date	
000003	7053-4261-000	Haltebügel OD4/48x128	20.000 PC		
000006	7720-2061-620	Membrane	5.000 PC	12.01.2016	



[0304383541](#)

Display of partial deliveries

Partial deliveries are clearly marked by an orange date. A mouse over text shows the hint "Delivery not completed yet". That way you can tell which part number has only been delivered partially and check in the deliveries how many parts are missing.

Order Details		Deliveries / Invoices			
close Order 0402131223		Order tracking			
Pos.	Part No.	Description	Amount	delivered	Delivery
000010	9988-0000-001	Einmalteilnummer	1.000 PC	02.05.2012	
000020	7015-6896-780	Reinigungsautomat vollst Turbostar 24kW	5.000 PC	02.05.2012	DB SCHEN
899999	8200-0000-000	Satz Betriebsanleitung lt.Aufr.	1.000 PC	02.05.	DB SCHEN Delivery is not completed yet!

Comments per material number

In the order data the icon will appear behind each position if a comment has been added for the part number. Comments are displayed as mouse-over texts. The comments are also included in the Excel download.

Order Details

Deliveries / Invoices

close

Order 0403346663

Copy lines into shopping basket

per Kurier

Order tracking

Pos.	Part No.	Description	Quantity	shipment date	Delivery
000003	7724-1025-400	CircoSuper AFM - Reinigungsmittel 240 kg, Drum	2.000 ST	07.07.2016	
000006	7724-3023-500	CircoSuper SFM - Reinigungsmittel 35 kg, Drum	32.000 ST	07.07.2016	
000009	7724-3033-500	CircoTop SFM - Reinigungsmittel 35 kg, Drum	32.000 ST	07.07.2016	
000012	7724-7002-000	DomoWash PE - Vollwaschmittel 20 kg, bag	8.000 ST	07.07.2016	
000015	7724-0100-100	CircoX-tra AP - Reinigungsmittel 1 kg, Bottle	6.000 ST	07.07.2016	

Kunde B

DACHS

Order sent by

In the "order details" the user who sent the order will be shown as well. To get this information move the mouse over the order number and a mouse-over text will appear and show the user name. Due to this a dealer can always see who sent an order for him.

Order Details					
close Order 0402136622 Copy lines into shopping basket					
Pos.	Part No.				
000003	7000-6903-010	Order has been sent via Sales+ Parts/Info from user: David Edich (PWLOE03768)			
000006	0013-0272-300	Sachekantmutter M3			

E-Mail confirmation as TXT file

The automatically send E-Mail confirmation for spare part orders will be shown under "order details" as TXT file. It can be opened with the icon  and printed. That way the user can always see what exactly has been ordered.



Exporting the order details as XLS or XML:

By clicking  the order details can be exported in an Excel file; or by clicking  in a XML-file.

With the XLS file you have the following possibilities:

1. Upload the order details to your own local ERP System
2. Print the order details
3. Work on the order in Excel
4. Sending the order details to another person.

Copying the order details into the shopping basket

By clicking **Copy lines into shopping basket** you can copy an existing order including all information to a shopping basket to order it again.

With the drop down button you can choose in which shopping basket you want to move the part numbers. The whole order will be copied and then can be edited.

With this function it is very easy to repeatedly order specific parts multiple times.

	Order 0401878895			Copy lines into shopping basket	Daily oder
Pos.	Part No.	Description	Quantity	delivered	
000003	7160-2718-030	Rescounter-Schutzhülle (10 Stück) Neck	4.000 PC	26.05.2011	
000006	6963-0053-090	Polster washable, material: vlies	5.000 PC	26.05.2011	
000009	0005-3451-010	Gleichrichter 250V 25A	1.000 PC	26.05.2011	
000012	7720-0090-371	Ablassverschraubung	1.000 PC	26.05.2011	

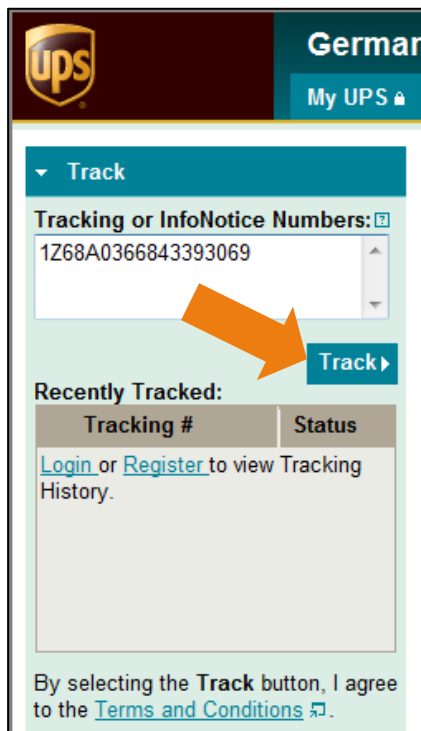
6.3. Order Tracking

When you open an order where UPS or Dachser has been selected as shipping type you will find a section on the right side named "Order tracking". There you will find your tracking numbers. This feature is only available for UPS and Dachser orders at the moment.

Quotations							Customer	Dealer	Calendar	Order Status	Parts/Info	
2011							2010	2009				
Orders												
Order No. ▲▼	created ▲▼	Type ▲▼	Amount ▲▼		Status ▲▼	Purchase Order No. ▲▼	Customer / Ship To ▲▼					
0401878895	24.05.2011	Daily oder	717.22 EUR		✓	24052011bv TA	0000010220 - van Ackeren Landtechnik GmbH &					
0401875951	19.05.2011	Daily oder	98.40 EUR		✓	MA SPLUS_20110519-101251	0000010220 - van Ackeren Landtechnik GmbH &					
0401870888	12.05.2011	Daily oder	83.20 EUR		✓	SPLUS_20110512-120657	0000010220 - van Ackeren Landtechnik GmbH &					
0401870159	11.05.2011	Daily oder	115.44 EUR		✓	SPLUS_20110511-163749	0000010220 - van Ackeren Landtechnik GmbH &					
0401870099	11.05.2011	Monthly oder	6945.54 EUR		✓	11.05.2011NL	0000010220 - van Ackeren Landtechnik GmbH &					
0401868871	10.05.2011	Spare Part Order	5333.76 EUR		✓	telef. Godde	0000010220 - van Ackeren Landtechnik GmbH &					
0401868359	10.05.2011	Express oder	55.51 EUR		✓	SPLUS_20110510-091951	0000010220 - van Ackeren Landtechnik GmbH &					
0401867835	09.05.2011	Express oder	80.08 EUR		✓	SPLUS_20110509-102808	0000010220 - van Ackeren Landtechnik GmbH &					
Order Details												Deliveries / Invoices
close	Order 0401878895				Copy lines into shopping basket	Daily oder	Order tracing					
Pos.	Part No.	Description			Quantity	delivered	Delivery					
000003	7160-2718-030	Rescounter-Schutzhülle (10 Stück) Neck			4.000 PC	26.05.2011	0302694669					
000006	6963-0053-090	Polster washable, material: vlies			5.000 PC	26.05.2011	0302694669					
000009	0005-3451-010	Gleichrichter 250V 25A			1.000 PC	26.05.2011						

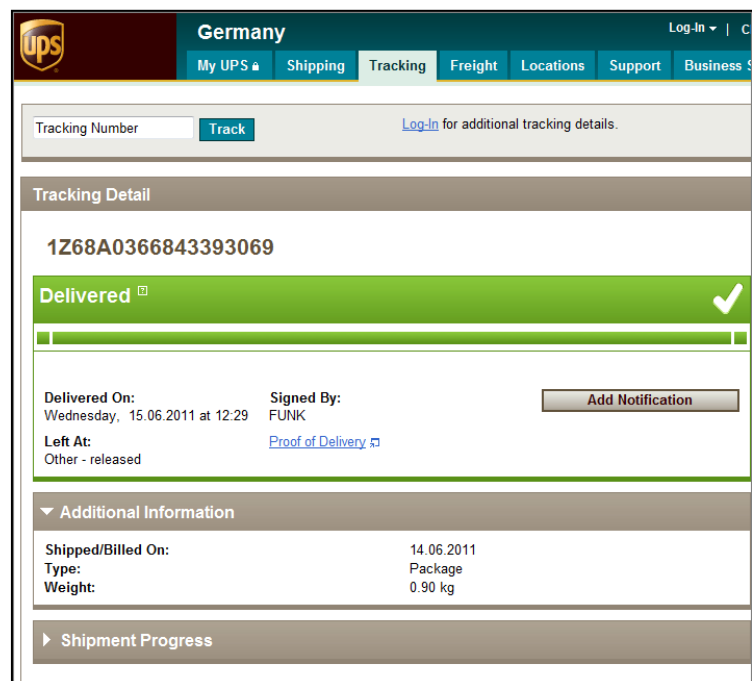
1. Step: Click in the tracking number [0302566369](#) and you will be directly forwarded to the shipping company's order tracking homepage.

UPS order tracking



The image shows the UPS Germany "My UPS" tracking page. It features a search bar for "Tracking or InfoNotice Numbers" with the value "1Z68A0366843393069" entered. An orange arrow points to the "Track" button. Below the search bar, there is a "Recently Tracked" section with a table showing tracking numbers and status. At the bottom, there is a checkbox for agreeing to the Terms and Conditions.

2. Step: Click .



The image shows the UPS Germany "Tracking Detail" page for the tracking number "1Z68A0366843393069". The status is "Delivered" with a green checkmark. The page provides detailed information about the delivery, including the date and time (Wednesday, 15.06.2011 at 12:29), the signed by (FUNK), and the left at (Other - released). It also includes a section for "Additional Information" showing the shipped/billed on date (14.06.2011), package type, and weight (0.90 kg). At the bottom, there is a "Shipment Progress" section.

3. Step: You get all details of the order by UPS.

6.4. Delivery notes and invoices

Besides the order details the tab “deliveries / invoices” will be displayed as well when clicking the green order number. This tab is only displayed if there have been any deliveries or invoices.

Order Details

Deliveries / Invoices

close

1

Delivery 302694669

15.918 KG

27.05.2011

000003

7160-2718-030

Rescounter Covering (10 pcs) Neck

4.000 ST

000006

6963-0053-090

Cushion washable, material: vlies

5.000 ST

000009

0005-3451-010

Rectifier 250V 25A

1.000 ST

000012

7720-0090-371

Drain-off Screw Coupling

1.000 ST

2

Invoice 502582988

717.22 EUR

26.05.2011

000003

7160-2718-030

Rescounter-Schutzhülle (10 Stück)

4.000 ST

EUR

000006

6963-0053-090

Polster

5.000 ST

EUR

000009

0005-3451-010

Gleichrichter

1.000 ST

EUR

000012

7720-0090-371

Ablassverschraubung

1.000 ST

EUR

1. Deliveries and delivery notes:

Several deliveries are listed separately including exact information about delivery date and delivery amount. The delivery note can be downloaded as XML file.

2. Invoices:

Date and Number of the invoice as well as the total amount and amount per position is displayed. The invoice can be downloaded as PDF and as XML.

The **Extensible Markup Language (XML)** is an international format, which structures text-data according to defined rules. XML can therefore be used to exchange data between different computer-systems via the internet. You can transmit and import SalesPlus-data to a local ERP system of a subsidiary without SAP or to a dealer owning his own ERP system. Many ERP systems have a XML interface and can be used for data interchange that way.

6.5. Quality claims

If a quality claim has been created for an order, the icon  will appear next to the order.

When opening the order the tab “Quality claims” can be selected. Here the user can find the information that has been entered in the tab Quality.

Orders

Order No. ▲▼	created ▲▼	Type ▲▼	Amount ▲▼	Status ▲▼	Purchase Order No. ▲▼	Customer / Ship To ▲▼
0403312281	24.05.2016	UPS-Express	673.64 EUR	✓	Dringenburg	
0403312184	24.05.2016	UPS-Express	356.20 EUR	✓	Dringenburg	
0403310294	20.05.2016	Hygiene	3809.38 EUR	✓	Promilk	
0403310026	20.05.2016	Installation Order	0.00 EUR	✓	Anlage DANIELS	
0403309948	20.05.2016	SalesPlus	1436.40 EUR	✓	Nachbestellung Schlaghecken	

Quality claims exist for this order

Order Details

Deliveries / Invoices

Quality claims

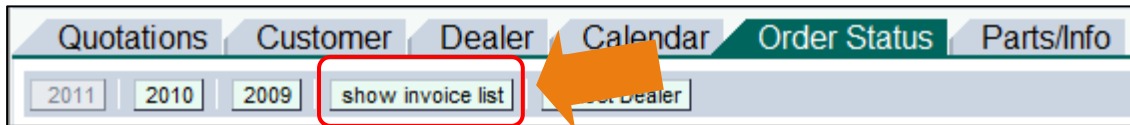
 close

Order 0403312184

27.05.2016	30128540	0403317176	Wrong order customer	
	7121-5847-020	Limit Switch, compl.	304506622 Sorry wurde von uns Falsch bes	2.000

6.6. Invoice overview

You can select the field “show invoice list” in order to display all invoices.



When you click on this button a list of all invoices for the past three years will show. You will get the following information:

2016	2015	2014	show order list	open order list	Bonus Overview	Select Dealer
Invoice list				Invoice overview		
Invoice No. ▲▼	created ▲▼	Amount ▲▼	Due Date ▲▼	Booking Date ▲▼		
1658630726	13.10.2015	1786,74 EUR	12.11.2015			
1658634495	14.11.2015	-11978,68 EUR	14.11.2015			
1758600041	05.01.2016	47,60 EUR	15.01.2016			
1758600069	05.01.2016	4192,37 EUR	04.02.2016			
1613600016	02.01.2015	63,53 EUR	02.01.2015	09.01.2015		
1613600017	02.01.2015	144,74 EUR	02.01.2015	09.01.2015		

bills payable
other open items
Balance:
thereof overdue:

1. Invoice list:

On the left side you will see all invoices for one year including invoice number, date, amount, payment date and booking date (date when invoice was paid and booked)

- You can download the invoice when you click on the PDF symbol.
- You can sort the list when you click on the arrows ▲▼.
- Colors of invoices lines:
 - Orange: Invoice is overdue, payment date in the past.
 - Yellow: Invoice is open, payment date in the future.
 - White: Invoice was paid and booked.

2. Invoice overview:

On the right side you can see an invoice overview with the amount of all open and therefrom all overdue invoices on a glance.

3. Change to order list:

If you want to switch back to the order list please click on “show order list”.

6.7. Open order list

You also find the section “open order list” on top of the screen.

Quotations	Customer	Dealer	Calendar	Order Status	Parts/Info
2013	2012	2011	show invoice list	open order list	
Orders					
Order No. ▲▼	created ▲▼	Type ▲▼	Amount ▲▼	Status ▲▼	Purchase Order No. ▲▼ Customer / Ship To ▲▼
0402236588	20.09.2012	SalesPlus		✗	SPLUS/0000084654 0002222561 -

The “open order list” will include only part numbers with red status with the following information: Order number, creation date, status, position number, part number, description, amount of missing parts.

Quotations	Customer	Dealer	Calendar	Order Status	Parts/Info		
2013	2012	2011	show order list	show invoice list	cancel all orders		
open order list							
Order No. ▲▼	created ▲▼	Status ▲▼	Purchase Order No. ▲▼	Pos.	Part No. ▲▼	Description	Quantity
402121032	17.04.2012	20.04.2012		000072	7310-2850-000	Thermometer Digital, Cut-In -50/+250Grd C	3.000 ST
402130985	30.04.2012	26.06.2012		000020	3352-0000-000	TCOOL_15000L_XL_NEANT_T400N/50 TCOol GS 3~400V+N 50Hz	1.000 ST
				000030	7724-1045-400	CircoPower AFM - Reinigungsmittel 240 kg, Drum	1.000 ST
				000040	7724-3035-400	CircoTop SFM - Reinigungsmittel 240 kg, Drum	1.000 ST

With the icon  the complete list can be exported to Excel and can be printed, saved on the computer or send by email.

With the arrows  the open order list can be sorted based on different criteria.

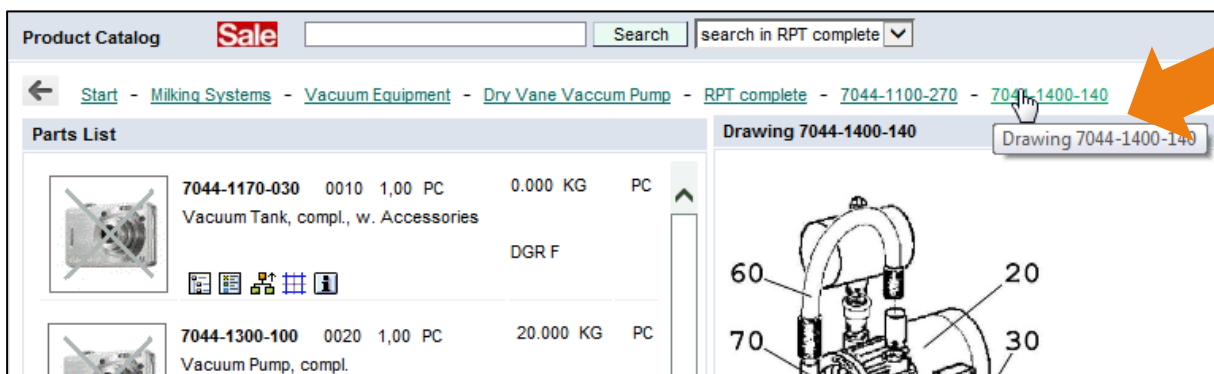
7. PARTS/INFO

This tab contains all spare parts from the GEA Farm Technologies which could be important for you. Here you can search for spare parts, find further information and order items.

7.1. Searching for parts

You have several possibilities to search for parts. You can search by the product tree (see chapter 7.1.1) or directly search for parts (see chapter 7.1.2.).

When you consecutively search for different parts your “search path” will be displayed. Here you can find the last 10 entries you looked for. Within the search path you can directly go back and easily modify your search.



You can either navigate back one single step via the Back-Button or directly click one of the products you have searched for before.

When you search in the product catalogue the product groups through which you've been navigating are displayed in the search history.

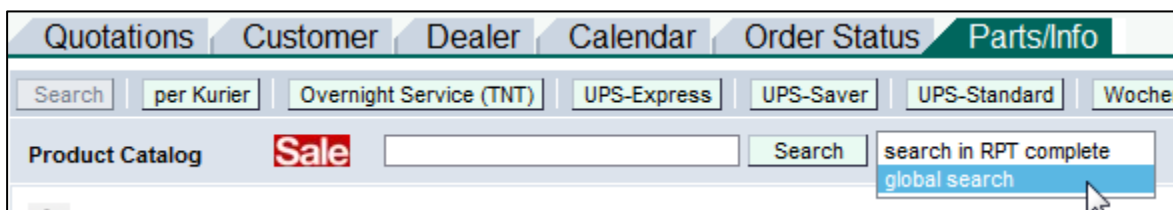
If you type in a part number or a description directly in the search box the word “Search” will appear in the search path. Move your mouse over it in order to see what you have entered in the search (e.g. part number).

If you have opened the BOM, “used by” information or a drawing this will be displayed in the search history as well. The corresponding part number will be displayed and a mouse over texts informs you what action has been executed (e.g. drawing).



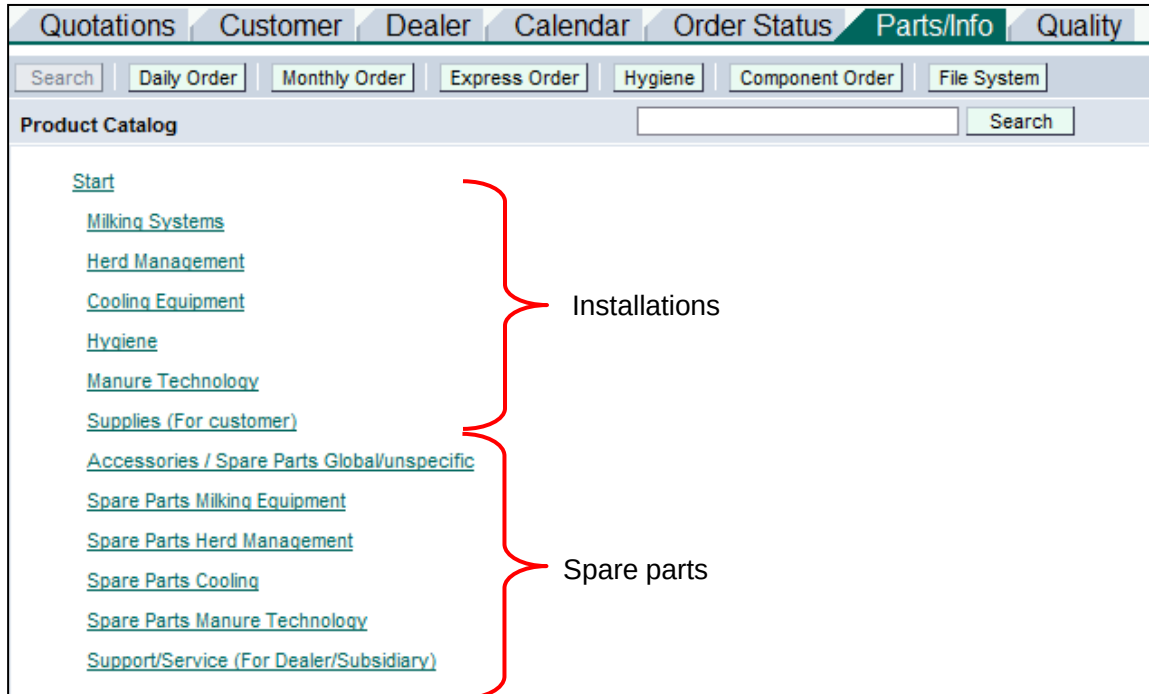
Note: limited search – global search

Notice that the search box will limit the search to the current category. If you do not only want to search in the category you have selected, change the drop-down menu to “global search”. In that case the complete product catalogue will be searched.



7.1.1. Product catalog search (PSC)

On the left, you can search for items by using the product catalog and by clicking on a product type. It will open up more options until you get to the item level.



Generally the **components** can be found in the field of the installations. Here one finds e.g. the complete vacuum or milk pumps which can also be ordered in the configuration of an installation. You will not find an old pulsator. Often, expanded drawings of components which are helpful for the search are stored here.

The **spare parts** section is sub-divided in a more detailed form. For example the section of "Spare Parts Milking Equipment" is subdivided into functions per milking parlour component. Here, one can easily find parts for a pulsator which can still be ordered. In the section of the spare parts, there are parts which can only be found in one particular component (special parts) or parts which are used in various ways - that means in various components (general/others).

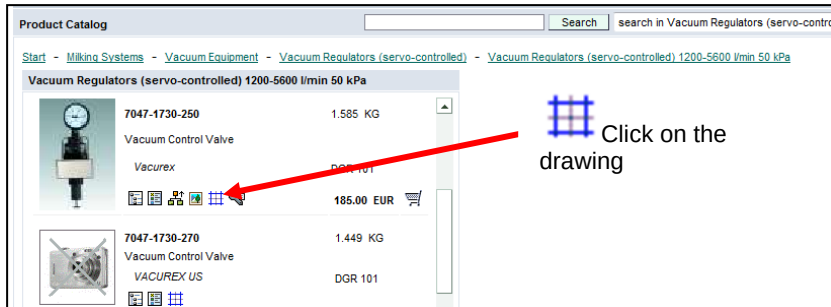
This means that if you don't know the exact description or part number of an article you can navigate through the product catalogue to the article.

Example: You are looking for the valve cone in the Vacurex 5000

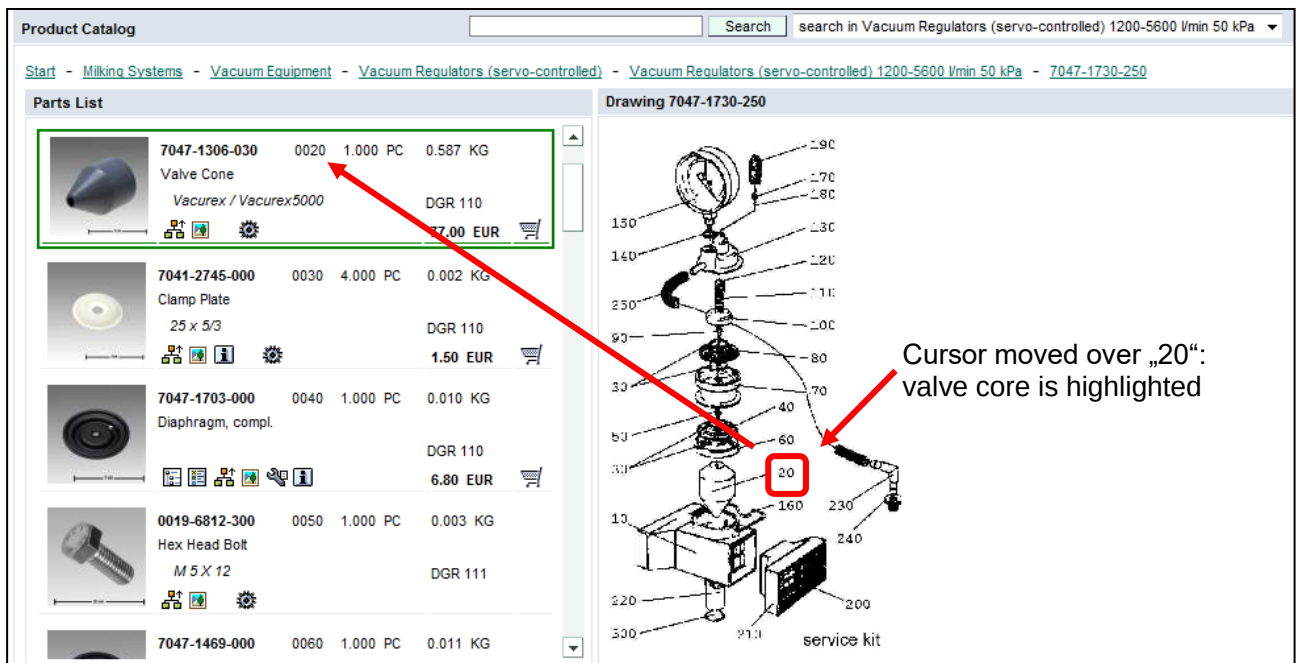
First navigate in the product catalogue to the lowermost step.



Now all material that is included in this group will be shown. You can now open the drawing of the vacuum control valve.



A drawing of the vacuum control valve is displayed. All parts that can be ordered are marked with a number. If you move your mouse over the number the corresponding material will be highlighted in the BOM by a green frame.



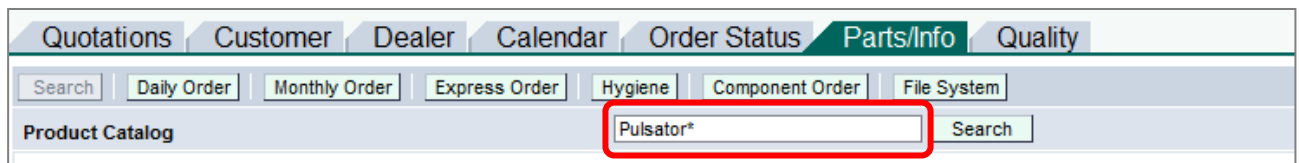
Hint:

you press CTRL and "+" (enlarge) or CTRL and "-" (downsize) at the same time, the display detail is enlarged or downsized!

7.1.2. Full-text search

In order to perform an effective full-text search, you should not search in a limited category. Check if the drop down menu is set to “Global Search”, or simply click Start to start from the beginning.

In the search field you can type in any partial description, sizes/dimensions or part numbers (or a combination of that).



If you want to search for parts but you only know part of the search criterion, you can choose to include an asterisk (*) after the word. In the example above we search for pulsators.

If you enter an asterisk in front of the word additionally, all articles containing the word pulsator are listed.

You also have the possibility to combine several search criterions. If you search for all “diodes” with “40A”, please enter an * in front of and after the word “diode”, as well as an * in front of and after “40A”. There should be a blank between the asterisks.



The same procedure can be applied for part numbers and incomplete part numbers.



Examples:

You search for all “illuminating diodes”



You search for all “diodes”:



Further limitation by combining the search words:



You can also combine parts numbers and descriptions in order to speed up the search process:



Note

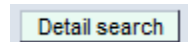
The deeper you go into the product tree, the more limited the search for parts is. If you only want to search for pulsators in the field of “Constant Cows” for example, the system only searches there. The advantage is that you get a result very quickly as the system only searches for a few part numbers in a narrow field.

But you can also choose to search in the complete product catalog by changing the drop-down menu to “global search”:

This search takes a longer time as the system browses the complete field of components and spare parts. But this way, all parts which start with “Pulsat” are listed.

7.1.3. Detail search

Besides the normal search function it is possible to use a “Detail search” in order to find material.



With this **detail search** you can search for products using various criteria. Generally you can note here that the more detailed your search is the faster it is executed.

You can search for the following criteria:

You can search for **part number** and **description**. Partial entries are possible as well. For the description it is possible to enter more than one definition. SalesPlus will search in the description, size / dimension and if available in synonyms.

The **product group** that you wish to search in can be narrowed down. Click on the file symbol in order to navigate further down within product groups. When you click the green writing you choose this product group for your search.

It is possible to enter intervals for the **creation date** for example in order to search for older part numbers. This information is based on the date on which the part number was created. You can either enter an interval or only start or end date.

Furthermore you can limit the **weight** or **price** of the product you are searching for. Here you can either enter an interval or only minimum or maximum as well.

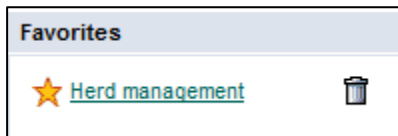
One important function is the search via **serial number**. This makes the search for spare parts for Milone, cooling tanks or other material with serial numbers much easier. With this feature the parts that are included in a product can be found, clearly identified and reordered much faster.

You also have the possibility to search for **invalid parts**. Invalid parts are old part numbers that may not be ordered nowadays. These are not shown in the standard search. This function enables the user to search for old components and then find the corresponding valid parts by using bill of material, drawings or hints.

With the icon  you can delete your current entries in the detail search.

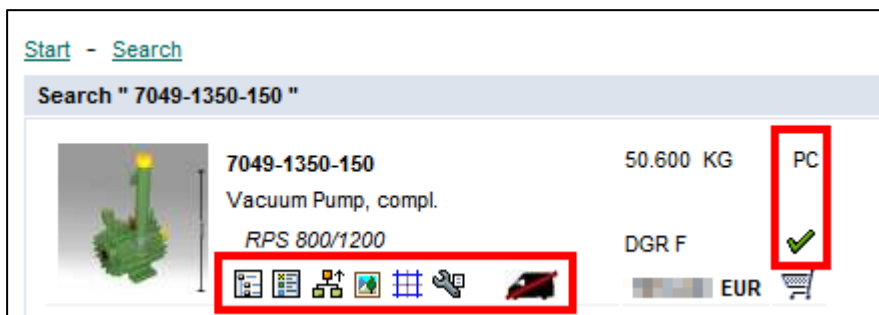
The information you have entered for your search can be **saved as a favorite**. In order to do this type in a title and click the symbol .

The existing favorites are displayed on the right side and can be opened again at any time. When you open a favorite the system will automatically fill in the fields with the information you have saved before. The amount of favorites you create is not limited. With clicking the waste basket icon  a favorite can be deleted.



7.1.4. Symbols

In the product catalogue, there is a range of symbols which will be explained briefly in this chapter. The symbols are displayed below the product description.



In addition to the symbols described below, the part number, description, material dimensions, weight, discount group and price are displayed for each part.



Availability check – Part is available



Availability check – Part will be available soon



No picture available at the moment.



The parts are placed in the **shopping basket** with this symbol and can be ordered, if they are valid and have a price.



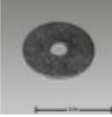
Complete list of spare parts (all spare parts).



Used by – List of the items which contain this part.



Bill of material – Breakdown in sub-items. Parts marked in white are included in the delivery; parts marked in grey will not be included! These are only suggestions on e.g. available service kits. They have to be ordered separately.

Bill of Material 7015-6780-410						
	0026-1884-300	0170	1,00	PC	0.014 KG	PC
	Disk				DGR F	✓
	ID5, 1xOD22xT2 SSt				EUR	🛒
	7015-9904-000	9000	1,00	PC	0.045 KG	PC
	Service-Kit - Washers				DGR F	✓
	1500h Three-way valve				EUR	🛒



Component part – Can only be ordered through one of the component baskets.



Maximum order quantity for spare part orders – Max. quantity for spare parts shopping baskets are shown in mouse over text or “Move into shopping basket”. For larger quantities a component order has to be created.



Enlarged picture is shown on the right side.



Additional information concerning the material, e.g. part number was replaced by another material or a part number must be ordered in units of 10 pieces.



Emergency spare part, order through “by courier” or “overnight” basket.



A detailed **drawing** of the material is available. If you move the mouse over the drawing, the correspondent parts are highlighted in the bill of material



Regular service part – service interval and actions are displayed.



Product Description – gives you further information about the product.



Not UPS-able – Material will not be available for UPS shopping baskets. Only the shopping baskets “1 week” and “Component order” can be selected.



Manual – Download user manual for the material.

7.2. Ordering parts

7.2.1. Organization of the shopping baskets

Return to the
first page

Further shopping
baskets

Value of the single
positions and of the
whole basket

Current
shopping
basket

Weight of the single
positions and of the
whole basket

Excel Download

The screenshot shows the 'Parts/Info' tab in the GEA system. At the top, there are navigation tabs: Quotations, Customer, Dealer, Calendar, Order Status, and Parts/Info. Below these, there are buttons for 'Search', 'By courier', and several service options like 'Overnight Service (NOX) (4)', 'UPS-Express (2)', 'UPS-Saver (4)', 'UPS-Standard (1)', '1 week (1)', 'Hygiene (2)', 'Component order (7)', and 'Component order UPS (5)'. A 'Create Order' button and a 'File Upload' button are also present. The current basket is identified by the number '2211341'. Below this, there are buttons for 'Delete', 'Refresh', and 'Move to Shopping Basket'. A 'Sum' button with a shopping cart icon is also visible. The main table lists parts with columns for Part No., Quantity, Unit, Description, Availability (indicated by green checkmarks), Single Price, Total Price, Weight, and Comments for internal use. The 'Comments for internal use' column contains entries for 'Kunde A', 'Kunde B', and 'Kunde C'. At the bottom, there is a 'Quantity' and 'Part No.' input field with a search icon.

Part No.	Quantity	Unit	Description	Availability	Single Price	Total Price	Weight	Comments for internal use
7038-9926-380	1	PC	Milk Filter Sock - 455 x 60 mm gr, sewn, 4 x 370x	✓	EUR		7,800 KG	
7000-6963-132	1	PC	Vest, Standard Size L (52/54)	✓	EUR		0,635 KG	Kunde A
7038-9904-090	1	PC	Service-Kit - Milk Handling 3000h Cover Milk Receiver Vessel	✓	EUR		0,100 KG	Kunde B
7021-9904-010	1	PC	Service-Kit - Milking Cluster 3000h Classic 300 with ShutOff	✓	EUR		0,030 KG	Kunde C
7021-7106-010	1	PC	Milk Hose Silicone 14x5,75x2000	✓	EUR		0,800 KG	
7029-2725-020	4	PC	ClassicPro - Silicon liner 27/25/62 barrel, orifice, head	✓	EUR		0,440 KG	

Mark single
positions

Availability

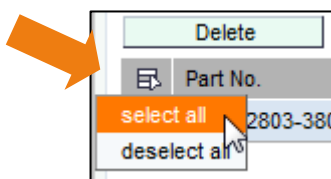
Comment field for
each position

Manual entry of part
numbers

At the top of the screen the different shopping baskets are displayed. Behind the description of the basket, a number will indicate how many parts are included in this basket. This is referring to the number of lines, i.e. different part numbers, that are included. If the basket is empty, no number is shown.

The basket that is currently opened is marked with an orange outline.

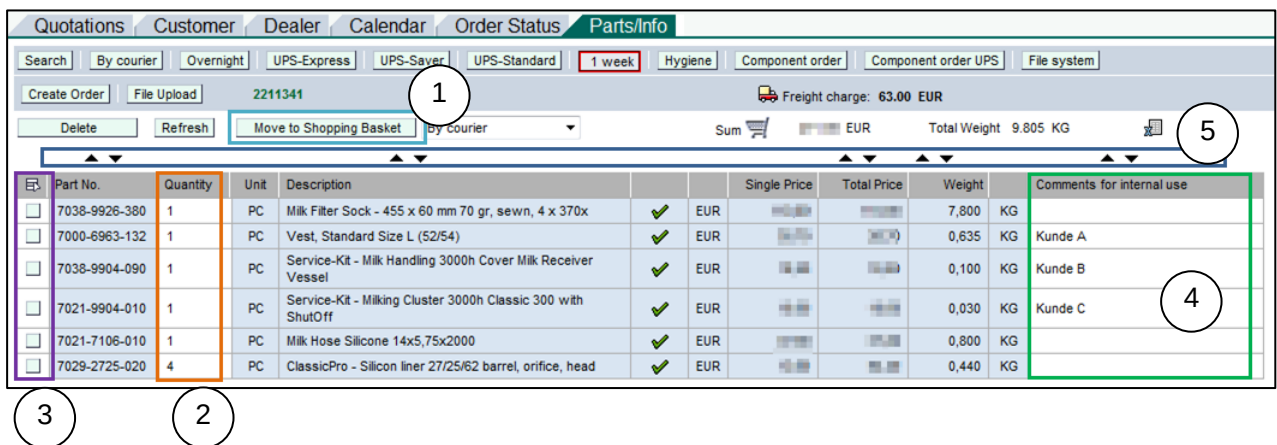
In order to mark all positions in the basket at the same time and to delete them if required, please use the following symbol:



All articles will remain in the shopping basket until you send an order, delete them or move them to another basket, even if you log out of SalesPlus.

Once items are in a shopping basket, you are able to:

1. [Move items into another shopping basket](#) – see instructions below.
2. [Edit quantities](#) – enter the correct quantity and then click "Refresh"
3. [Remove a line or lines](#) – tick the box left to the part number to mark the line, and then click "delete". Or select all lines with  and delete them.
4. [Add comments](#) – useful for additional information. Here you can add comments for each line, e.g. position 1 for customer A and position 2 for customer B.
Important: These comments are intended only for internal use and will not be transmitted to GEA.
5. [Sort the order](#) – You can sort any column that has an up and down arrow.



The screenshot shows the 'Parts/Info' tab in the GEA software. At the top, there are tabs for 'Quotations', 'Customer', 'Dealer', 'Calendar', 'Order Status', and 'Parts/Info'. Below these are various filters and buttons like 'Search', 'By courier', 'Overnight', 'UPS-Express', 'UPS-Saver', 'UPS-Standard', '1 week', 'Hygiene', 'Component order', 'Component order UPS', and 'File system'. A 'Create Order' button and a 'File Upload' button are also present. The main area displays a table of parts in a shopping basket. The table has columns for 'Part No.', 'Quantity', 'Unit', 'Description', 'Single Price', 'Total Price', 'Weight', and 'Comments for internal use'. The parts listed are: 7038-9926-380 (Milk Filter Sock), 7000-6963-132 (Vest, Standard Size L), 7038-9904-090 (Service-Kit - Milk Handling 3000h Cover Milk Receiver Vessel), 7021-9904-010 (Service-Kit - Milking Cluster 3000h Classic 300 with ShutOff), 7021-7106-010 (Milk Hose Silicone 14x5,75x2000), and 7029-2725-020 (ClassicPro - Silicon liner 27/25/62 barrel, orifice, head). The 'Quantity' column is highlighted with a yellow box and labeled '2'. The 'Comments for internal use' column is highlighted with a green box and labeled '4'. The 'Move to Shopping Basket' button is labeled '5'. The 'Select all' checkbox is labeled '3'.



Hint

Not all material numbers which are in a list of parts or in a drawing, or which were found by searching, are displayed with price and shopping basket symbol .

These part numbers are invalid and not sellable. Therefore these parts cannot be ordered and moved into a shopping basket.

If there is a replacement part, the hint symbol shows you further information:



The screenshot shows the 'Product Catalog' tab in the GEA software. The search bar contains '0004-8000-019'. The search results show a part with the number '0004-8000-019' and the description 'Kit Diaphragm (20)'. The weight is '0.001 KG' and the unit is 'DGR 111'. A yellow arrow points to the 'Hint' icon (a small 'i' in a circle) next to the part number. The hint text states: 'This article can not be ordered, please order: 0004-1659-880 Diaphragm 20 mm control valve'.

7.2.2. Entry of an order

There are three options to enter an order: manual entry, upload of an external file and directly via the spare parts catalog.

7.2.2.1. Order via the spare parts catalogue (PSC)

In order to move the desired position into the shopping basket, click the symbol for the shopping basket . If there is no shopping basket displayed, the article cannot be ordered. There can be different reasons for that. A hint symbol  may indicate a replacement number which you can order instead.

After clicking the shopping basket different information about the part is displayed. You can see where in the product catalogue the material is located and if you click in the product group the system will automatically display all other material in this group.

Besides description, price and weight the creation date is shown. This makes it much easier to for example search for older parts.

To order the material first select a shopping basket in which it should be placed.

Then enter the desired quantity.

If the part number has a delivery unit the system will automatically round up to the next deliverable unit (e.g. for delivery unit 50 and quantity 60 the system would automatically place 100 PC in the shopping basket).

Delivery Unit PC
 Quantity [Move into Shopping Basket](#)
 100 PC moved into shopping basket Overnight Service (TNT)

As soon as you have entered the quantity click "Move to Shopping Basket". Then the material will be placed in the shopping basket and you can continue with your order.

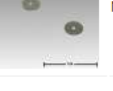
Quotations Customer Dealer Calendar Order Status **Parts/Info**

Search By courier Overnight UPS-Express UPS-Saver UPS-Standard 1 week Hygiene Component order Component order UPS File system

Product Catalog **Sale** Search Detail search

Start - Search

Search "7041-2696*"

	7041-2696-000 Nozzle Plate D0,52	0.001 KG DGR F EUR	PC ✓ 
	7041-2696-020 Nozzle Plate D0,70	0.001 KG DGR F EUR	PC ✓ 
	7041-2696-030 Nozzle Plate D0,80	0.001 KG DGR F EUR	PC ✓ 
	7041-2696-048 Nozzle Plate D0,80	0.001 KG DGR F EUR	PC ✓ 

Move into Shopping Basket

Spare Parts Milk... - Functional Parts... - Pulsation Specific... - Pulsation Pneumat...
 7041-2696-000
 Nozzle Plate
 D0,52
 Price: EUR
 created on: 01.09.1969

Shopping Basket Overnight

Delivery Unit PC
 Quantity [Move into Shopping Basket](#)

7.2.2.2. Manual entry

First, choose a shopping basket. In this case the shopping basket “1 week” was selected. You can recognize this by the orange outline.

Part No.	Quantity	Unit	Description	Single Price	Total Price	Weight	Comments
0005-1587-000	3	PC	Interface Serial RS 485, SBus	EUR		0,600 KG	
7038-9926-380	1	PC	Milk Filter Sock - 455 x 60 mm 70 gr, sewn, 4x 370x	EUR		7,800 KG	
7000-6963-132	1	PC	Vest, Standard Size L (52/54)	EUR		0,635 KG	
7021-9904-010	1	PC	Service-Kit - Milking Cluster 3000h Classic 300 with ShutOff	EUR		0,030 KG	

Quantity Part No.

The quick entry bar then appears at the bottom of the screen.

Enter the quantity and the part number needed, and then click either the green  or hit Enter. If you do not enter a quantity, it will default to a quantity of 1.

In order to switch from field to field, use either your mouse or the tab button.

Hints for manual entry

Minimum order quantity / delivery unit: If there is a minimum order quantity or delivery unit, SalesPlus corrects your entry according to the requirements.

Quantity Part No. 7029-2725-000  **Info: The quantity has been changed**

Material replaced: If the part number you entered is invalid and has a replacement this replacement number will automatically be placed in the shopping basket. Please check whether quantity and price are correct.

Quantity 25 Part No. 0018-3266-800  **Info: Material replaced - please check quantity and price!**

Shopping basket not possible: If the material cannot be placed in the selected shopping basket it will be placed in the File system.

Quantity Part No. 7724-1135-400  **Error: shopping basket not possible, material was moved into basket File system**

Material cannot be ordered: If the part number is invalid and has no replacement an error message is displayed. The material is not placed in the shopping basket.

Quantity Part No. 6963-0039-060  **Error: Material can not be ordered**

7.2.2.3. Uploading external files (CSV; TXT)

The button “File upload” enables you to import items for your order from a file.

Create the (Excel) file that you would like to upload and save it on your computer.

Afterwards choose the shopping basket where you would like to import the parts and go to “File Upload”.

Quotations		Customer	Dealer	Calendar	Order Status	Parts/Info
Search		per Kurier	Overnight Service (TNT)	UPS-Express	UPS-Saver	UPS-Standard
Back		Start Upload				
File Format		File Name				
☐ TXT File (text) ☒ CSV File (comma separated values) ☐ Import comment column						

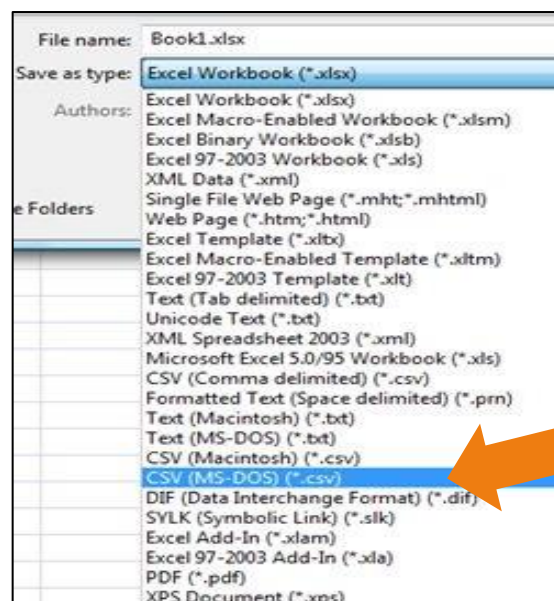
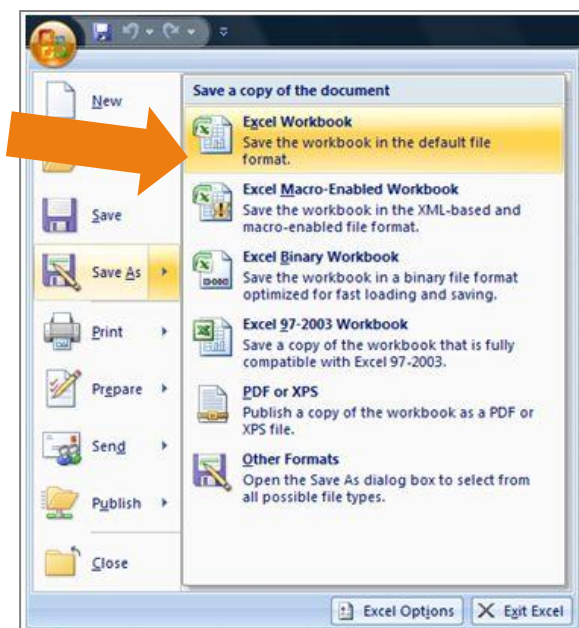
1. CSV files (recommended)

Currently, the .CSV (comma separated value) format is the option we recommend using. The easiest method to create a .CSV file is to use Excel; the file should be created with the quantity in the first column and part number in the second column. If desired, comments can be included in a third column. SalesPlus automatically adds the part description after a successful upload.

	Mandatory	Optional
	A	B
1	1	7015-2201-040
2	1	7015-6210-050

Further columns may be imported but will not put into the shopping basket.

Please save you file as Excel-Workbook and choose the type “CSV (MS-DOS)”:



Upload of data

1. For the upload select CSV and mark -if desired- the box "Import comment column":

The screenshot shows the 'Parts/Info' tab in the software interface. Under the 'File Format' section, the 'CSV File (comma separated values)' option is selected (indicated by a red box and callout 1). The 'Import comment column' checkbox is also checked (indicated by a red box and callout 3). A 'Browse...' button is visible on the right (indicated by callout 2). Other tabs like 'Quotations', 'Customer', 'Dealer', 'Calendar', 'Order Status', and 'Parts/Info' are visible at the top.

2. After that, select your CSV-file via "Browse" from your computer

3. And click "Start upload".

Status of import:

After the upload you will receive feedback on the import status for every single item. Different hints may be displayed.

Quotations

Customer

Dealer

Calendar

Order Status

Parts/Info

Search

By courier

Overnight

UPS-Express

UPS-Saver

UPS-Standard

1 week

Hygiene

Component order

Component order UPS

File system

Back

Upload Results

Import Line	Part No.	Description	Quantity	Import Status
30;7161-1698-000;KundeA	7161-1698-000	Hook	30,000	OK - Line has been imported
1;7160-2379-420;KundeB	7160-2379-420	Transceiver, compl.	1,000	OK - Line has been imported
50;7015-3330-000;Regelservice1500h	7015-3330-000	Mount	50,000	OK - Line has been imported
10;7050-9902-000;	7050-9902-000	Repairkit	10,000	OK - Line has been imported
30;0013-0272-300;Mindestbestellmenge100	0013-0272-300	Hexagon Nut	100,000	Info: The quantity has been changed
15;0006-4039-300;Mindestbestellmenge10	0006-4039-300	Conical Spiral Spring	20,000	Info: The quantity has been changed
25;0018-3266-800;ersetzt durch 7021-7103-018	7021-7103-018	Milk Hose PVC	25,000	Info: Material replaced - please check quantity and price!
1;7027-2725-000;ersetzt durch 7029-2725-000	7029-2725-000	Silicone Liner	4,000	Info: Material replaced - quantity changed - check quantity and price!
2;7047-1100-200;ersetzt durch 7047-1100-320	7047-1100-320	Vacuum Power Unit, w. Accessories	2,000	Info: Material replaced - shopping basket not possible - moved to File system
20;ABCDEFG;			20,000	Error: Line Format is not correct
5;6963-0039-060;	6963-0039-060	Dungarees	5,000	Error: Material can not be ordered
1;A963-0039-060;	9630-0390-60		1,000	Error: Material does not exist
5;7724-5031-000;	7724-5031-000	LuxDip 50 B - Teat DIP	5,000	Error: shopping basket not possible, material was moved into basket File system

Text: OK – Line has been imported: Everything is correct and the material is transferred to the shopping basket.



Hint: Different hints can be displayed:

- The order quantity was automatically changed due to a minimum order quantity or was rounded up to the next possible quantity
- Material replaced, please check quantity and price
- Material replaced, the quantity was changed automatically, please check quantity and price
- Material replaced and the shopping basket is not possible, material was moved to File System



Error: Different error messages are possible:

- Material cannot be ordered
- Material number does not exist
- Line format is not correct
- Shopping basket not possible, Material was moved into basket File System

You may receive an error when you upload a file indicating a part number or part numbers are not allowed in the chosen shopping basket. They are instead sent to the "File System", allowing you to move them to the appropriate shopping basket without requiring you to re-load the file.

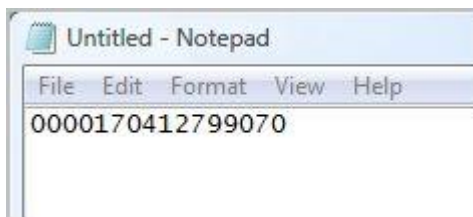
2. Text format - TXT

In text files, please insert one material with its quantity per line. Please use the following structure for this:

1st – 5th character: quantity

6th – 17th character: material number without "-"

Examples:



This means:

0000170412799070 1 piece 7041-2799-070

0000571612479070 5 piece 7161-2479-070



Hint

At the moment it is not possible to add a column for comments when uploading a TXT file.

Please make sure that you hit "Enter" once after the entry of the last part number. This is important for a correct upload.

7.2.3. Availability of spare parts

The symbol  will indicate if an article is available or not:

Create Order

File Upload

2222561

Freight

Delete

Refresh

Move to Shopping Basket

per Kurier

Sum

	Part No.	Quantity	Unit	Description			Single Price
	0005-1587-000	3	PC	Interface Serial RS 485, SBus	✓	EUR	
	7038-9926-380	1	PC	Milk Filter Sock - 455 x 60 mm 70 gr, sewn, 4x 370x	✓	EUR	
	7000-6963-132	1	PC	Vest, Standard Size L (52/54)	✓	EUR	
	7021-9904-010	1	PC	Service-Kit - Milking Cluster 3000h Classic 300 with ShutOff	✓	EUR	
	7029-2725-020	4	PC	ClassicPro - Silicon liner 27/25/62 barrel, orifice, head	✓	EUR	

Bill of Material 7800-0025-270						
	Milk Hose Silicone	16/20.000 - delivery unit 20M	DGR G			
			EUR			
	7038-2648-010	0110 1,00 PC	0.003 KG	PC	DGR G	
	Valve Flap				EUR	
	milk pump 0,55/1,1kW					
	7038-2145-030	0120 1,00 PC	0.022 KG	PC	DGR G	
	Mechanical seal, compl.				EUR	
	Car/Cer-b milk pump 1,1-1,5kW					
	7800-0022-162	0130 1,00 PC	0.021 KG	PC	DGR G	
	Sealing				EUR	
	Pulsameter Milkmeter					

 Part is available

 Part will be available soon

In SAP a "delivery plant" is set up. SalesPlus will check the stock at this plant and show you with the symbol if the material is in stock or not. The availability status for the spare parts is always up-to-date and in line with the current stock at the delivery plant.

The symbol will only indicate whether there is stock at all or not. It will neither display how much stock is left nor whether it will be enough to comply with your order quantity.

7.2.4. Move parts into another shopping basket

In order to move one or more positions from one basket to another first mark all the lines that you would like to move. Now choose the shopping basket from the drop-down menu and finally click “Move to Shopping Basket”.

Part No.	Quantity	Unit	Description	Single Price	Total Price
7051-9926-030	100	PC	Kit Seals Pulsator (20x7051-2479-020)	EUR	
7160-9047-950	1	PC	Transceiver Card VC4/3 SF4 HB/SbS ISO FDX/HDX	EUR	
5510-3322-005	592	PC	Cubicle division Combi Comfort 225cm	EUR	
7048-3200-100	4	PC	Kit Conversion Parts RPS wick oiling 2-point	EUR	
0006-4039-300	10	PC	Conical Spiral Spring 29x14x1,25x14-4,5Wdg SS	EUR	
0006-3871-300	1	PC	Cylindrical Pressure Spring 25 X 0,8 X 40 - 7 WDG.	EUR	
7041-2696-000	50	PC	Nozzle Plate D0,52	EUR	

If one of the parts you are trying to move is not permitted in the selected basket, you will receive a warning message. These parts will remain in the basket.

Quantity Part No. **One or multiple part(s) cannot be moved to the selected shopping basket!**

7.2.5. Excel export of the shopping basket

By clicking data from the shopping basket can be exported to a CSV file which you can edit with MS Excel afterwards.

The file looks as follows and contains all information from the shopping basket including the notes and headlines.

	A	B	C	D	E	F	G	H	I	J
	Part No.	Quantity	Unit	Description	Single Price	Total Price	Weight			Comment
1	0026-1345-300	100	PC	Washer / Disk 8,4	EUR				0,2 KG	
2	0018-3050-820	2	PC	Y-Hose Connection 8	EUR				0 KG	
4	7015-2201-040	1	PC	Compressor 400L/min 8bar w.int. Cooler	EUR				0 KG	comment 1
5	7432-5312-170	1	PC	Pkg. Autorotor Platform PerformerS 50x Commercial Elec	EUR				0 KG	comment 2
6	7015-6210-050	1	PC	Pressure Tank, compl. 500L 11Bar Air	EUR				100 KG	
7	7161-1698-000	120	PC	Hook Metatron Container	EUR				0,27 KG	
8	0013-0272-300	400	PC	Hexagon Nut M3	EUR				0,4 KG	

You can...

1. ...export the shopping basket as a CSV file.
2. ...print the shopping basket before sending.
3. ...transfer the order into your ERP system
4. ...send the file to another SalesPlus-User. The other user can, in return, use the file for the upload in SalesPlus and complete the order.
5. ...print the notes for each line, to be able to easily allocate the order to the customer.

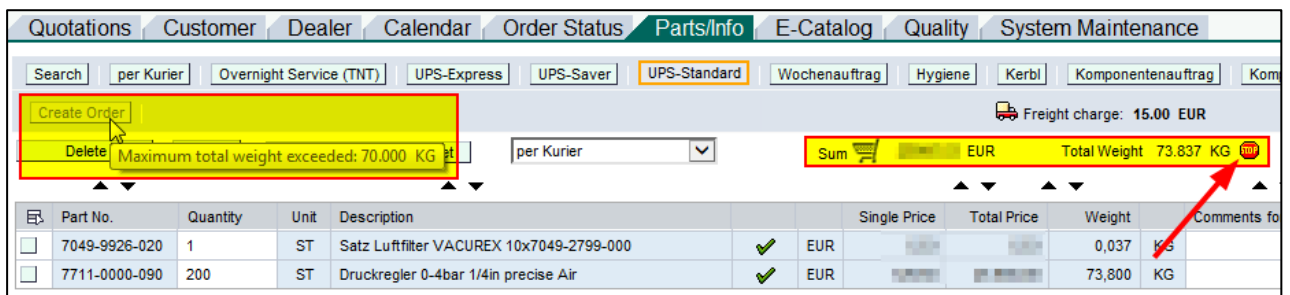
7.2.6. Shopping basket limitations

For some shopping baskets specific restrictions are set up that prevent order creation. These can refer to the order value, weight or number of lines. There are absolute (“hard”) and flexible (“soft”) limitations.

Hard restrictions

If a shopping basket has an absolute restriction, **an order cannot be sent** as soon as the maximum value/ weight/ number of lines is exceeded, or the value/ weight/ number of lines is below the minimum. A red  symbol appears and the button “Create Order” is grayed out and disabled. Accordingly an order cannot be created.

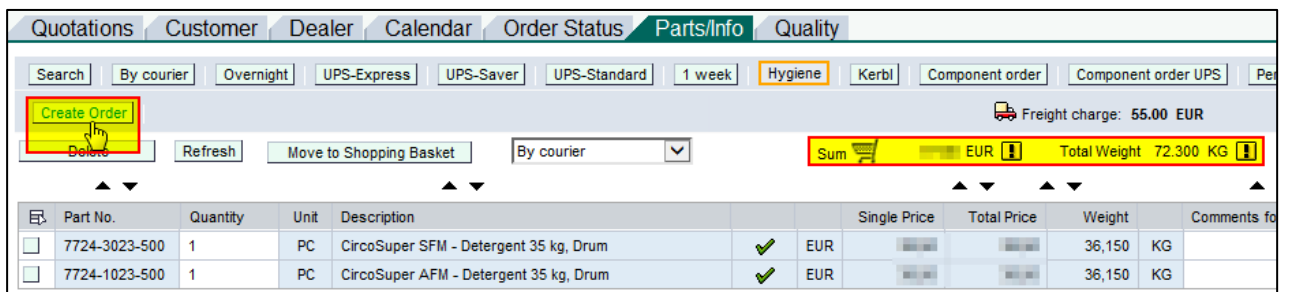
If you move your mouse over the button “Create Order” or the Stop symbol, a hint will show that indicates which restriction has caused the order block.



Part No.	Quantity	Unit	Description	Single Price	Total Price	Weight	Comments fo
7049-9926-020	1	ST	Satz Luftfilter VACUREX 10x7049-2799-000	EUR		0,037 KG	
7711-0000-090	200	ST	Druckregler 0-4bar 1/4in precise Air	EUR		73,800 KG	

Soft restrictions

If value/ weight/ number of lines exceeds or falls below a flexible restriction, the **order is not blocked**. However additional charges might apply. A yellow  symbol will appear.



Part No.	Quantity	Unit	Description	Single Price	Total Price	Weight	Comments fo
7724-3023-500	1	PC	CircoSuper SFM - Detergent 35 kg, Drum	EUR		36,150 KG	
7724-1023-500	1	PC	CircoSuper AFM - Detergent 35 kg, Drum	EUR		36,150 KG	

It is possible to click “Create Order”, but the button “Send Order” will be disabled. Before you can send the order, you have to confirm a **warning message** that for example points out additional costs. By doing so you acknowledge that you plan to go ahead with the order as is and are responsible for all charges.



Important Message

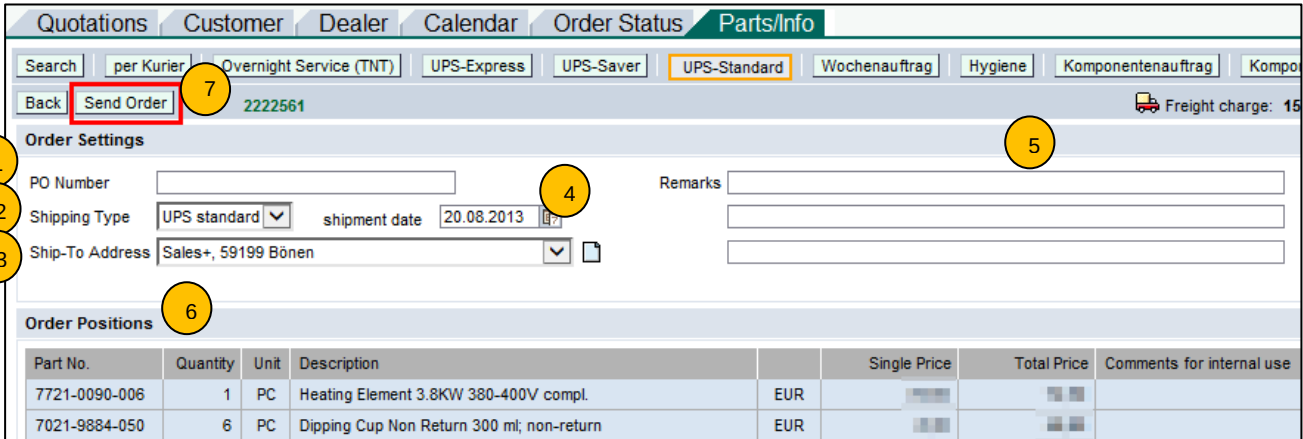
Warning! If the minimum weight of 400 KG is not reached, additional freight charges of 55,00 € will be charged.
☒ I agree to accept the additional charge of 55,00 €.

Warning! If the minimum order value of 150,00 € is not reached, additional service charges of 15,00 € will be charged.
☐ I agree to accept the additional charge of 15,00 €.

7.2.7. Send order

To send your order, please click on the button “Create Order” in the shopping basket. The upcoming screen offers the following settings:

1. **PO Number:** In this field you can add your own PO number. The number can for example correspond with the order number of your ERP system. Later it is shown in the tab “Order Status” and makes it easier to find the order.
2. **Shipping Type:** Here you can select a shipping method.
3. **Ship-To Address:** Every ship-to address that has been set up for the customer number in SAP can be selected from the drop-down menu. Final customers that have been created in SalesPlus can be selected as well. These are marked with the word “Customer:” at the beginning of the line. With the symbol  you can create a new address.
4. **Shipment date:** This is automatically calculated based on the material in the order. If you wish for an earlier date please note this in the remarks section on the right or contact the Customer Service. If you wish for a later order date this can be change manually.
5. **Remarks:** Here you can add comments with any type of information needed to process the order, as well as questions and requests to the sales department or Customer Service like a different ship-to address or an earlier delivery date.
6. **Order positions:** You have a complete overview of the whole order. If you want to make modifications, click “Back” to go back to the shopping basket.



The screenshot shows the 'Parts/Info' tab in the GEA system. At the top, there are navigation tabs: Quotations, Customer, Dealer, Calendar, Order Status, and Parts/Info. Below these are search filters: Search, per Kurier, Overnight Service (TNT), UPS-Express, UPS-Saver, UPS-Standard (highlighted), Wochenauftrag, Hygiene, Komponentenauftrag, and Kompo. A 'Back' button and a 'Send Order' button (circled in red) are visible. A customer number '2222561' and a freight charge '15' are shown. The 'Order Settings' section contains fields for PO Number (1), Shipping Type (2, set to 'UPS standard'), shipment date (4, set to '20.08.2013'), and Ship-To Address (3, set to 'Sales+, 59199 Bönen'). A 'Remarks' field (5) is on the right. The 'Order Positions' section (6) contains a table with two items:

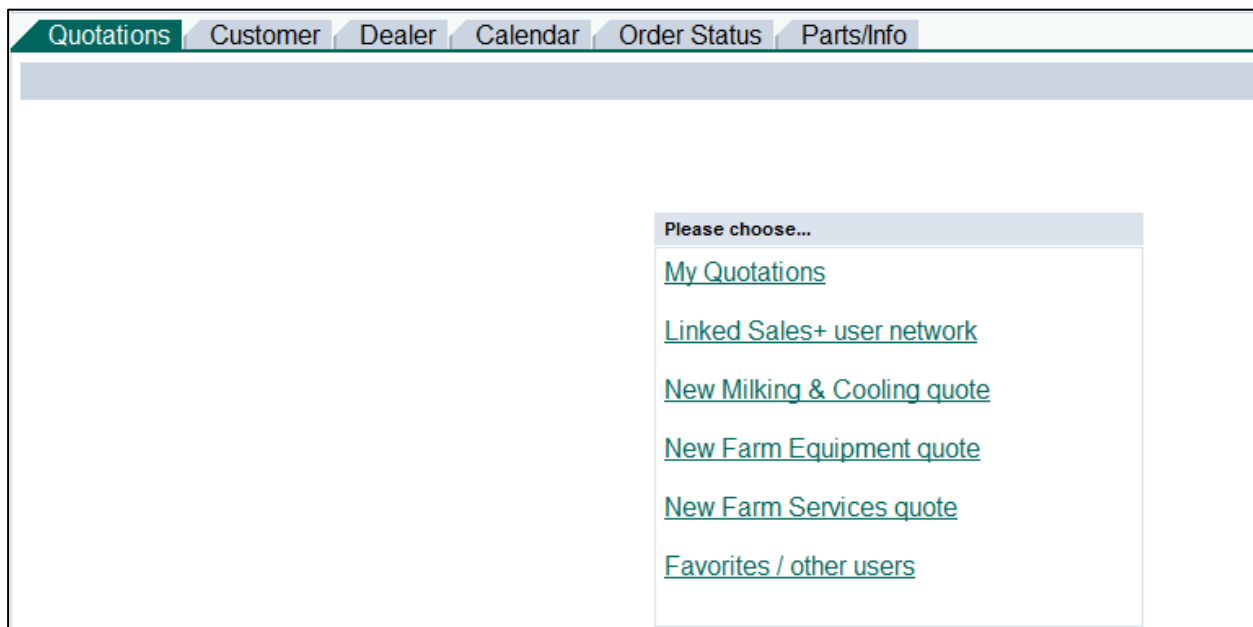
Part No.	Quantity	Unit	Description		Single Price	Total Price	Comments for internal use
7721-0090-006	1	PC	Heating Element 3.8KW 380-400V compl.	EUR			
7021-9884-050	6	PC	Dipping Cup Non Return 300 ml; non-return	EUR			

At this time, if you need to revise the order, click the back button to return to the shopping basket. Clicking the button “Send Order” will transfer all positions to GEA.

7. **Send order:** By clicking on the button “Send order” all positions are send to GEA order processing. You will see a confirmation screen to inform you your order has been sent, and will receive an order confirmation by mail automatically. You can find and download this confirmation in the tab Order Status as well.

8. QUOTATIONS

Via the menu that is displayed you can open existing quotations or create new ones.



The primary steps in the quotation process are:

- 1) Create a FOLDER
- 2) Assign a CUSTOMER
- 3) Complete a CONFIGURATION
- 4) Review the BILL OF MATERIALS
- 5) Make a PRICE CALCULATION
- 6) Generate a QUOTATION DOCUMENT
- 7) Place an ORDER.

If you want to create a quotation which is directly addressed to a customer, please start with "My Quotations".

If you want to create a configuration without assigning a customer (and also without calculation), please select "New Milking & Cooling quote", "New Farm Equipment quote" or "New Farm Services quote".

If you want to open a configuration from the favorites or a quotation that has been sent by another user, please use "Favorites / other users".

8.1. My quotation folders

A folder is the first step in the quotation process. It is the place where all of your work will be stored. It might be thought of as a project, a dairy name, an organization or group, etc. Once the folder is created, it is related to a single customer. Once this relationship is established, it cannot be altered. The folder may ultimately contain many configurations, price calculations and orders.

In the overview "My quotation folders" all existing project folders are displayed.

Quotations Customer Dealer Calendar Order Status Parts/Info						
Start Create new folder / project Sort by name Sort by date Sort by dealer Sort by customer Show active folders Show closed folders Show all folders						
My quotation folders						
	221434 Test	28.11.2014	0002222582 Dummy Sales+ German Retail Prices	Bauer Bernd, 1234 Kuhdorf	Enter Folder	
	205046 Test Houle	18.06.2014	0002222582 Dummy Sales+ German Retail Prices	Bauer Bernd, 1234 Kuhdorf	Enter Folder	
	178384 Test Mullerup	17.10.2013	0002222582 Dummy Sales+ German Retail Prices	Farmer Franz, B5 4AH Birmingham	Enter Folder	
	168333 Test K�hlung	25.06.2013	0002222582 Dummy Sales+ German Retail Prices	Ashoff Klaus, 44534 L�nen	Enter Folder	

To **sort the folders** choose between the four criteria in the menu bar above and either „Sort by name“, „Sort by date“, „Sort by customer“ or „Sort by dealer“. The sort order can be ascending or descending. A small arrow will display on the current sort button indicating the direction. To set sort order, click the desired sort button. Click it again to reverse the order.



Hint

In SalesPlus all folders, configurations, price calculations and orders have an individual Identification number (ID). These numbers are visible at first sight, because they are displayed directly next to the description. If you ask an employee of GEA for help, you can give him this ID. The employee will then be able to find the quotation more quickly and help you with your problem.

In order to **open a project folder**, please click "Enter folder" or directly on the name of the project folder which is highlighted in green.

After opening a folder, you can see the file content including all configurations, calculations, quotations and orders at a glance. You see various functions and symbols which are described in the following chapter.

Quotations Customer Dealer Calendar Order Status Parts/Info																
Start My Quotations Save data New Configuration New price calculation / quote Create order																
Folder "New quotation folder"																
Global Data																
Dealer		0000010220 Sales+ Testuser 59199 B�nen														
Customer		0000043098 Klaus Mustermann 59199 B�nen														
Folder ID	0000106908	Description	New quotation folder		Probability that the customer will buy											
Created on	04.05.2011	Reason of closing	no entry chosen		Probability for GEA Farm Technologies											
Status	active															
Items																
Configurations																
	11.05.2011	364345 Vakuumpumpe RPS		  												
	11.05.2011	364346 Kopie - Vakuumpumpe RPS		  												
Price Calculations / quote																
	11.05.2011	133617 Vakuumpumpe RPS		 												
Orders																
	11.05.2011	073082 Vakuumpumpe RPS														

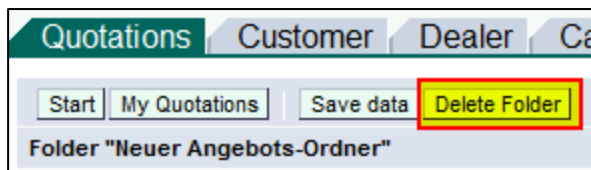
8.1.1. Global data

At the top of the folder you will see the assigned dealer and customer, as well as the folder ID and the date on which it was created. New folders are given the default description "New Quotation Folder". You may over-write the default description. Click on the "**Description**" field and enter the desired name.

Existing folders may be classified as "Active" or "Closed". By default, all folders are considered "Active" until indicated otherwise. To change the **Folder Status**, click on the drop-down menu to the right of "Reason of Closing" and select the appropriate reason of closing. Immediately below, set the Status to "Closed".

You can enter the **probability** of the conclusion of a sale.

A quotation folder cannot be deleted if it contains any Configurations, Price Calculations or Orders. Configurations, Price Calculations or Orders must be deleted first. Once the folder is empty, it can be deleted by clicking on the "**Delete Folder**" button at the top.



8.1.2. Copy configuration



Creates a 1:1 copy of the original configuration, but is independent of it. The copy can be copied into the same folder OR to the favorites (see chapter 8.2.2.4). Local parts in the bill of material are copied as well.

8.1.3. Send configuration



Sends a configuration to another user. This user can insert the data directly into his/her project folder. The name of the addressee has to be entered in the form of the username, e.g. PUBLIC.JO

The screenshot shows a dialog box titled 'Send configuration'. It contains a text input field labeled 'Send to Sales+ user' and a 'Send configuration' button. There is also a small icon of a person in the input field.

If you send a configuration, the username of the addressee is automatically saved in the select list. If you want to send another configuration to this user, the person can simply be chosen from the list.

The screenshot shows the same dialog box as before, but now the 'Send to Sales+ user' field contains a list of users: 'HORBOSTEL.HA H.J. Hornbostel' and 'KOCH.JE Jessica Koch'. The list is displayed in a dropdown menu.

The configurations sent will be displayed in the favorites (see chapter 8.2.2.4) of the addressee.

8.1.4. Create variant



Creates an identical configuration which is dependent on the original configuration. This type should be used if you want to show additional charges for comprehensive equipment in the quotation. Local parts in the bill of material are copied as well.

Variants are marked by the symbol  and are always displayed directly below the mother configuration:

Items		
Configurations		
	09.08.2012	488117 EUROPA Mutter
	09.08.2012	488118 Variant - EUROPA + 1. V Kotblech

Variants can be copied and sent as well.

- If a variant is copied into the same folder, the copy will also become a variant. It is still linked to the “mother configuration” in the price calculation as well as in the quotation.
- When copying only a variant into the favorites this variant will be separated from the mother configuration and saved as an individual configuration.
- When sending only a variant it will be separated from the “mother configuration” and send as individual configuration. For mother configurations you can decide whether to send them with or without variants.

8.1.5. Copy calculations



Creates a 1:1 copy of the original calculation, but is independent of it. All information from the old calculation will be copied 100%: all configurations included will be added to the copy, margins and installation costs will be copied and also the date for pricing will be the same. Only the creation date will change and the copy will have a new ID.

Please pay attention to error messages! First correct the error and also check the configurations to make sure that they don't contain obsolete information.

8.1.6. Further symbols



Delete configuration / Quotation / Order



Quotation document: You are directly forwarded to the quotation.



Material Planning: By clicking on this button, the material in the quotation will be activated for material planning. The activation is visible via the green checkmark on the left side next to the date. By clicking this button again, the planning will be deactivated and the green checkmark disappears.



If you have added a note to the price calculation this symbol will appear in the quotation folder. Your notes will be displayed if you click the icon.



Order sent: The order has been sent by the user but is not yet registered at GEA, e.g. because it first has to be approved.



Order created: The order has been approved and registered at GEA. An order number will be displayed behind the description of the order.

8.2. Create a new project

The following steps are necessary in order to create a configuration, a price calculation and a quotation and finally send the order.

8.2.1. Create a new project folder

In the overview in “My Quotations” please click “Create new folder”.

Quotations Customer Dealer Calendar Order Status Parts/Info						
Start	Create new folder / project	Sort by name	Sort by date	Sort by dealer	Sort by customer	Show active folders Show closed folders Show all folders
My quotation folders						
221434 Test	28.11.2014	0002222582	Dummy Sales+ German Retail Prices	Bauer Bernd, 1234 Kuhdorf		Enter Folder
205046 Test Houle	06.2014	0002222582	Dummy Sales+ German Retail Prices	Bauer Bernd, 1234 Kuhdorf		Enter Folder
178384 Test Mullerup	17.10.2013	0002222582	Dummy Sales+ German Retail Prices	Farmer Franz, B5 4AH Birmingham		Enter Folder
168333 Test Kühlung	25.06.2013	0002222582	Dummy Sales+ German Retail Prices	Ashoff Klaus, 44534 Lünen		Enter Folder

1. Choose a final customer.
2. Define a description for the project (see hint below).
3. Select the probability of selling this project.
4. Save your data.

Quotations Customer Dealer Calendar Order Status Parts/Info Quality														
Start	My Quotations	Save data	New Configuration	Create order	Delete Folder									
Folder "New quotation folder"														
Global Data														
Dealer	0000125487	Musterhändler 12345 Musterstadt												
Customer	0025879687	Max Mustermann 12345 Musterhof												
Folder ID	0000071410	Description	New quotation folder	Probability that the customer will buy	☐ 30 % ☒ 60 % ☐ 90 %									
Created on	25.09.2009	Reason of closing	no entry chosen	Probability for GEA Farm Technologies	☐ 30 % ☒ 60 % ☐ 90 %									
Status	active													
Items														
Configurations														
Price Calculations														
Orders														



Hint:

The description should describe the project, so that it can be identified easily in the project list, e.g.:

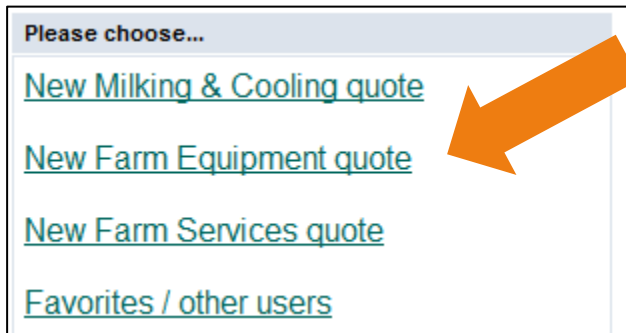
- New installation
- Update
- Refrigeration
- Feeders
- Herd management

It is not necessary to list the name of the customer here, as it is shown in the project overview.

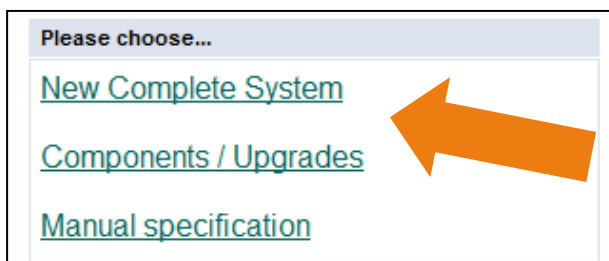
8.2.2. Create a new configuration

In the configuration the user goes through a series of questions / answers that will define the specific product or component. These questions and answers are referred to as characteristics and values.

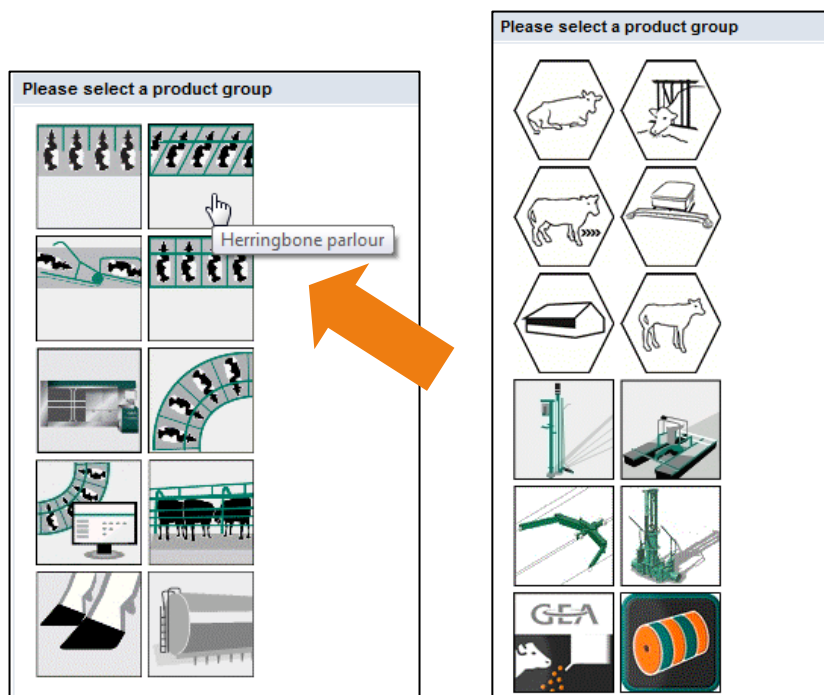
To create a new configuration click the button **New Configuration** and choose the quotation type:



The next step is deciding if the order is to concern a complete system or a component/upgrade. In order to create a bill of material which is not part of any predefined package, please chose "Manual configuration".



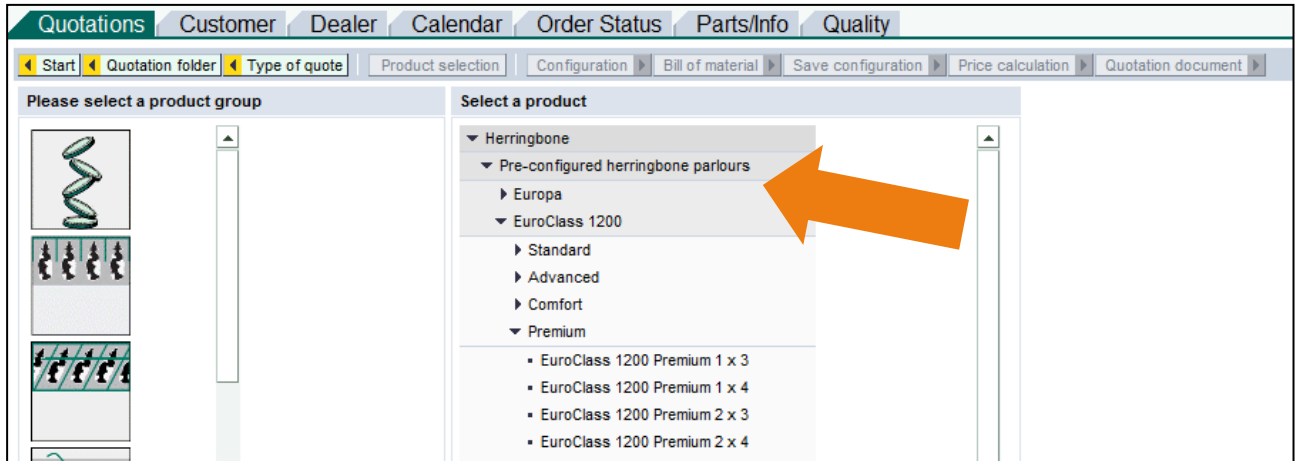
Now you have to select a product group:



8.2.2.1. Pre-configured data

As soon as you have selected a product group, the corresponding parts are displayed.

E.g.: Types of herringbone parlors.



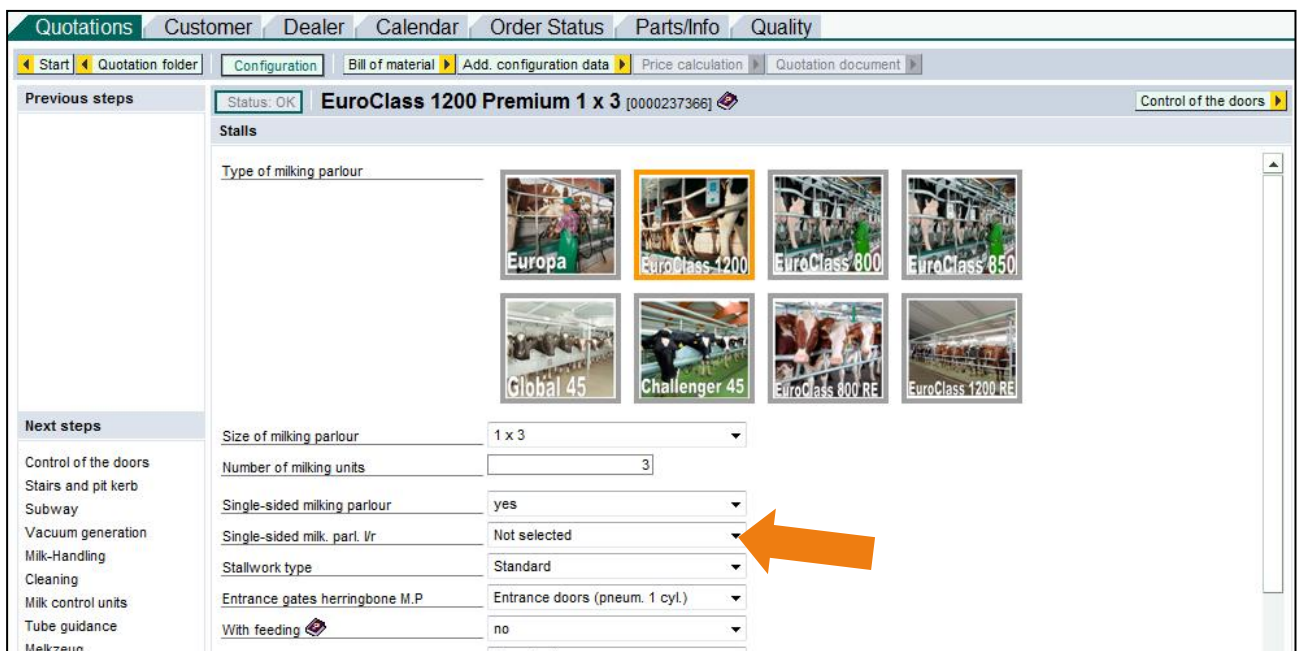
In the “pre-configured milking parlors” most of the questions are answered automatically and they already contain the main parts. Because of that, it is a lot easier and time-saving for you to create a configuration this way, than to create a manual configuration.

Now you will be guided through the configuration. It is very important to complete all of the questions / characteristics in the proper order. This order is in sequence from the top of the page to the bottom. Many of the characteristics are mandatory and must be answered.



Note:

This procedure is very important because by choosing a value, all subsequent values are checked by the system automatically and the options may be adjusted. This means that the “questions” and “answers” can vary because of a selection made at the beginning of the configuration.



This logic applies for all configurations and is a main characteristic of the SalesPlus logic.

As soon as you have processed all choice boxes on a page, you get to the next group (page) by clicking the button at the top right-hand corner.

In the bottom left hand-corner, all groups which still have to be processed are shown. Groups already processed are shown in the top left-hand corner under "previous steps". You can also go back to groups you have already processed at any time. However, once lower level characteristics are answered, no changes should be made to upper level characteristics. Any changes in characteristics at a higher level can render the lower level answers invalid.

Status of the configuration:

In the left corner the configuration status is shown. If the configuration was finished correctly, the "Status OK" is green displayed:

If the configuration is not finished yet or if it contains an error the "Status: incomplete/inconsistent" is displayed in red.



If this symbol is displayed next to an answer, it is a mandatory field and has to be answered.



If this symbol is displayed next to an answer, the option is wrong and has to be changed or undone.

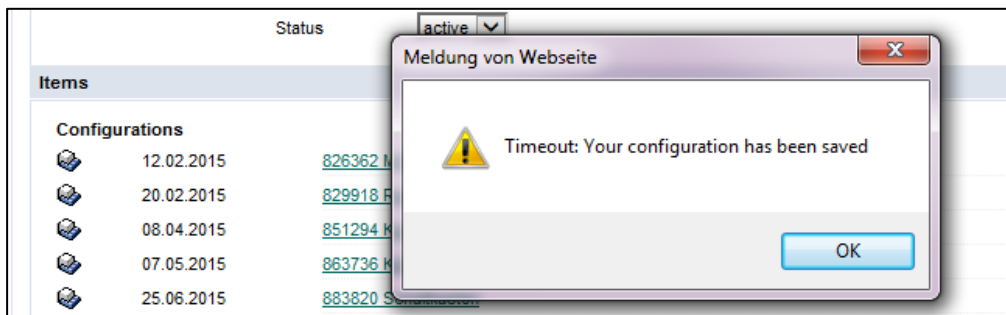


Hint:

If you click on the red status, SalesPlus jumps directly to the position, where the error is and will display that with the symbols or .

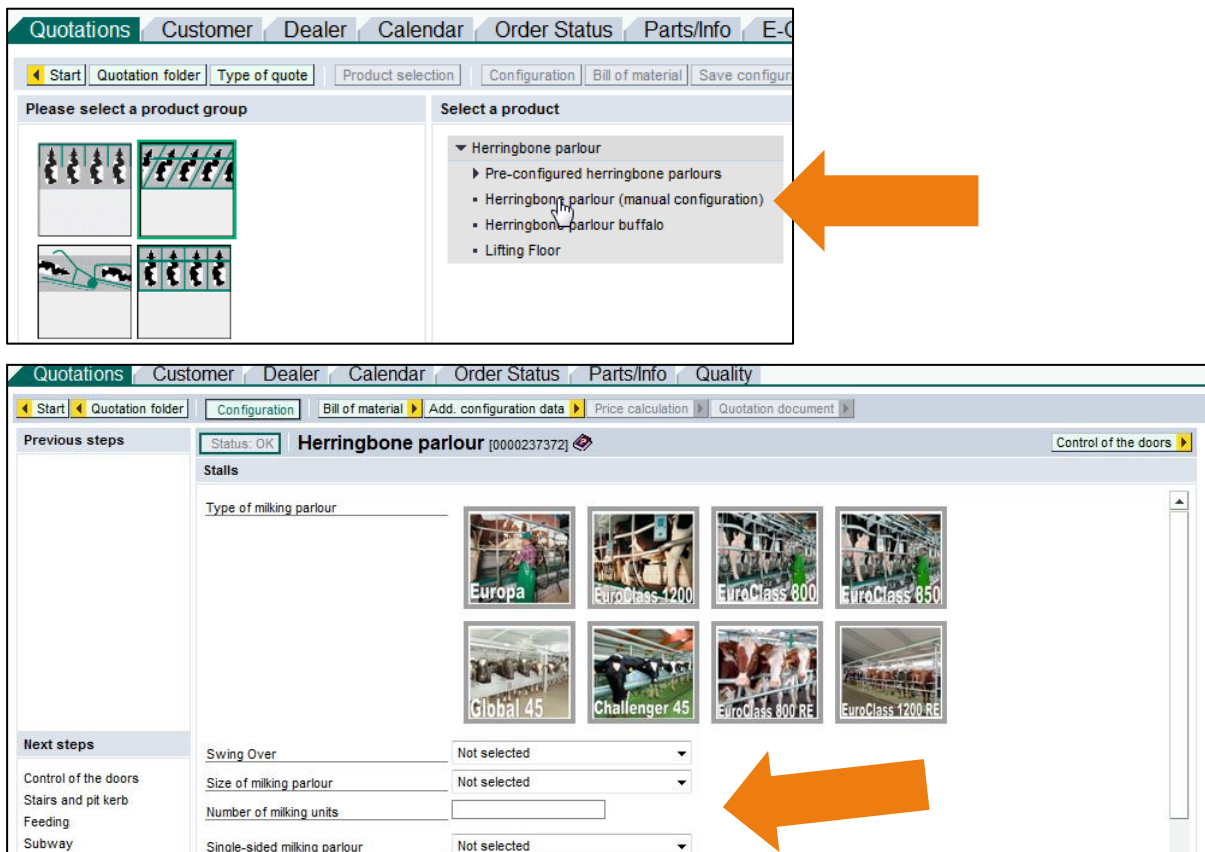
Configuration timeout:

For some configurations the system will automatically save the status of the configuration and close it, if you are inactive for more than 4 minutes. A warning message is displayed. Afterwards you can open the configuration as usual and continue editing.

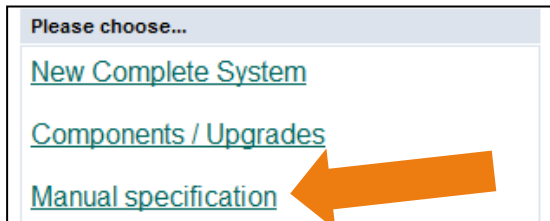


8.2.2.2. Manual configuration

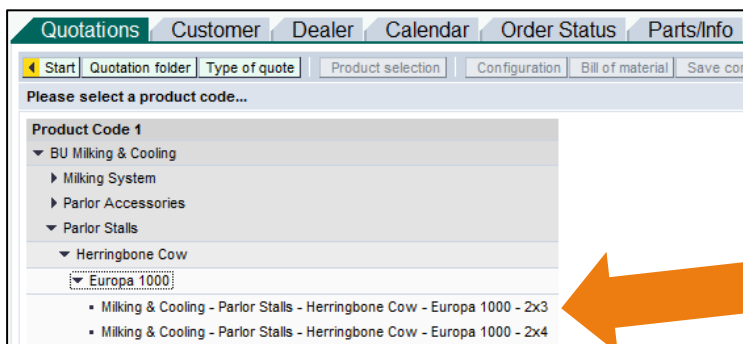
If you have chosen the manual configuration, you have to answer all questions.



8.2.2.3. Manual specification via file upload (empty BOM)



After choosing the manual specification, you have to select which product area the parts you are adding should be assigned to. From this selection a product code is generated which is needed for the analysis of quotations.



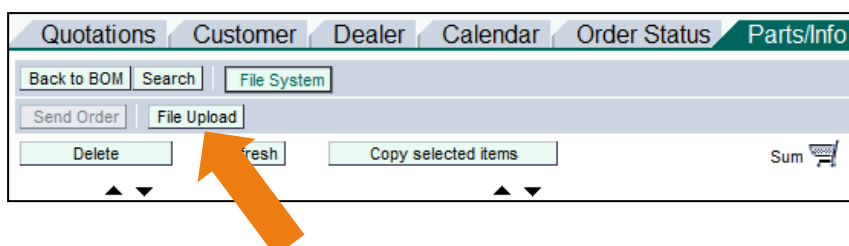
Now you can:



a) Add part numbers manually by entering them in the lower left corner.

b) Upload part numbers from a file. In order to do this :

1. Click "Add part numbers from Parts/Info"
2. Select the shopping basket "file system". In the shopping basket, please click on "File Upload".



- The Excel file that you wish to upload has to be formatted and browsed as described in chapter 7.2.2.3. "Upload of external files (CSV; TXT)". Then click "Start Upload".

Quotations Customer Dealer Calendar Order Status **Parts/Info**

Back to BOM Search Ablage

Back Start Upload

File Format

☐ TXT File (text)

☒ CSV File (comma separated values)

☐ Import comment column

File Name

C:\Users\Scharf.W\Desktop\Upload BOM.xlsx

- SalesPlus checks all material numbers for their validity and generates an import report.

Quotations Customer Dealer Calendar Order Status **Parts/Info** Quality

Back to BOM Search File System

Back

Upload Results

Import Line	Part No.	Description	Quantity	Import Status
1;7432-5312-200	7432-5312-200	Pkg. Autorotor Platform	1,000	OK - Line has been imported
1;7750-0112-052	7750-0112-052	Ladder	1,000	OK - Line has been imported
50;7750-0109-782	7750-0109-782	Splash Shield	50,000	OK - Line has been imported
1;7750-0109-260	7750-0109-260	CABINET CONSOLE ASSY ATR MAG90	1,000	OK - Line has been imported
1;7750-0104-092	7750-0104-092	POLE AUTOROTOR RADIUS	1,000	OK - Line has been imported

- By clicking "Back" you get back to the shopping basket.
- In the shopping basket select the material necessary or all material and click "Copy selected items".

Quotations Customer Dealer Calendar Order Status **Parts/Info**

Back to BOM Search File System

Send Order File Upload

Delete Refresh Copy selected items

Sum 8

	Part No.	Quantity	Unit	Description
☒ Alle markieren	847	50	SZT	Cabinet PerFormer
☒ Alle entmarkieren	800	1	SZT	Kit Completion Parts Skirting AR Global Subway
☐	7750-0111-132	50	SZT	Plate Outside Flat complete AR Global 90 Subway SS 325mm

- All selected material will be transferred into the bill of material.

Quotations Customer Dealer Calendar Order Status **Parts/Info** Quality

Start Quotation folder Configuration Bill of material Add configuration data Price calculation Quotation document

Add part number from another product Add part number from Parts/Info Add local part number Enable quantity fields Create PDF Document

: Bill of material

7041-2745-010 Clamp Plate 0	3,00	PC
7089-0850-800 Kit Completion Parts Skirting AR Global Subway	1,00	PC
7089-0850-910 Splash Shield AR G190 Sub 600mm w/SS Pipe	1,00	PC
7432-5312-200 Pkg. Autorotor Platform Mag90 50x Standard Hydraulic	1,00	PC
7721-0091-416 Interface Card With Accessories Rs 232	1,00	PC
7750-0109-542 Concrete Hardener For Platform (Heritage Green 15Kg)	17,00	PC
7750-0110-367 Bracket LAMPPOST GL90	13,00	PC

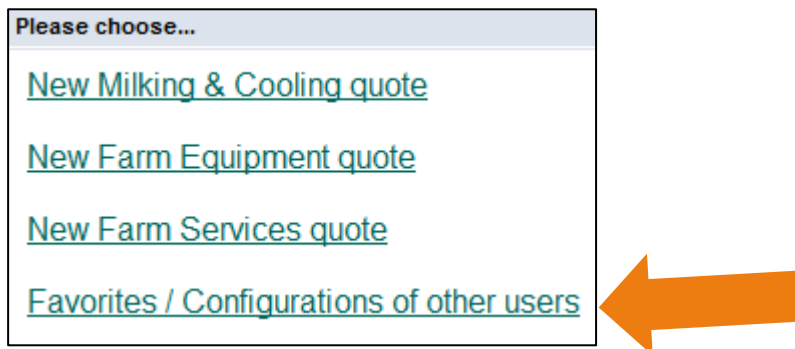
Quantity Part No.

8.2.2.4. Favorites / other users

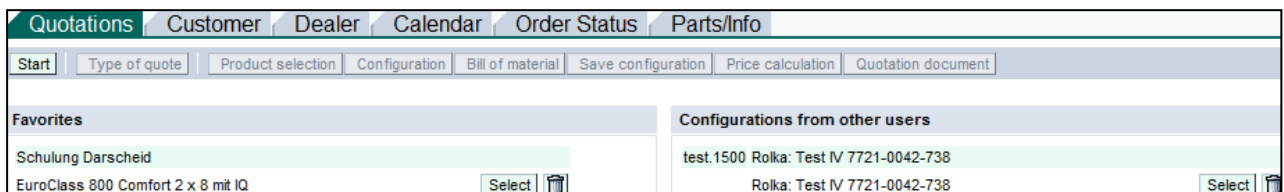
Configurations can be added to your own "Favorites" in order to be used multiple times (see chapter 8.1.2). Additionally it is possible to send a configuration to another user, so the other user can use your configuration as well (see chapter 8.1.3).

To select a configuration from the favorites, please proceed as follows:

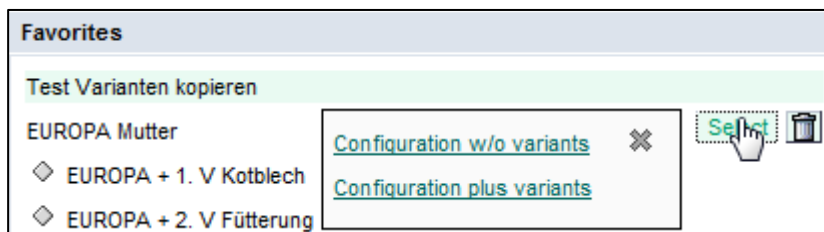
1. In the quotation folder select "New configuration"
2. Choose "Favorites / Configurations of other users"



3. Your own favorites can be found under "Favorites" on the left side.
4. On the right side under "Configurations from other users" configurations that have been sent by other users can be selected.



5. By clicking "Select" the configuration will be transferred to the quotation folder.
6. By clicking on the waste basket the configuration will be deleted from the favorites.
7. Configurations including variants can be copied into the quotation folder with or without variants.



8.2.3. Display and edit bill of material

After you have completed your configuration, the corresponding bill of material is displayed. The BOM is all of the items supplied by GEA to make a complete and proper installation for the configured product. In order to see this, simply follow the navigation on top of the screen:

Part No.	Description	Quantity	Price
Aurorotor platform			
7421-5312-040	Pkg. Platform AR Glo 90 16 ST, Standard, Elec	0,00	PC *
7401-2425-000	Covering Hood, compl. AR E-drive	1,00	PC
7750-0110-367	Parlour Post, welded AR 3in x 2881	5,00	PC
7750-0112-052	Ladder Kit with Gate AR	2,00	PC *
7750-0110-939	Splash Shield AR Glo 90 SSt	16,00	PC
7059-5028-000	Sacador Compl. AR exit cow driver	1,00	PC
7710-0000-100	Cow positioner cpl., black	16,00	PC
8810-6632-070	Kit Fastening Parts iPUD for concrete	16,00	PC
Control			
7421-5980-020	Control Cabinet, compl. OC300e comfort n- 490x453,7x168	1,00	PC
7401-2084-000	Wall Bracket OC200 65Deg	1,00	PC
1020	Discount	1,00	***

Every bill of material of a configuration has headlines highlighted in green. These headlines divide the bill of material into several components and enable the user to see which part numbers belong to the particular components. These headlines appear if the BOM is created as PDF file and in the quotation BOM as well.

If required, the BOM can be maintained with the following steps:

- Add part numbers:** Enter part number and amount and confirm with “Enter” or . Manually added part numbers are displayed at the end of the BOM. If the part can't be ordered, an error message will appear.
- Calculate prices:** The gross prices per part number are displayed. The prices displayed will be the standard cost in effect on that day. Regardless of the creation date of the underlying configuration, the prices do not reflect any older historical pricing, nor are any discounts or special pricing considered. Pricing errors will be marked with yellow exclamation marks . That means that there is no price for this part number.
- Create a PDF file:** A simple PDF document can be created from the BOM. The document will be a line by line listing of the contents of the BOM. It will include part numbers, item descriptions, quantities and prices (optional; only if step 2 has been executed first). Open the PDF via the “Open PDF Document” link that will appear instead of the “Create PDF Document” button. These PDF documents are not saved and stored in SalesPlus. If you wish to retain a copy, please save the file to your computer.
- Enable quantity fields / Reset quantity:** Click here if you want to change the quantity. The quantity fields will be enabled then (change from blue to white). If you have made changes to the quantity these can be set back to the default values by clicking “Reset quantities”.
- Change quantity:** To change a quantity enter the changed amount and confirm with “Enter”. To delete a quantity either delete the amount or enter 0 and confirm with “Enter”. Changes will be marked by a * behind the quantity.

- 6) **Photo** : Displays an enlarged photo on the right side.
- 7) **Add local part**: Part numbers can be added from the dealership list of local supplied materials. A list of local materials which have been created before in the “Dealer” tab (see chapter 4.2) will display and can be added to the end of the BOM.
- 8) **Add part number from “Parts / Info”**: SalesPlus leads you to the Parts/Info tab. You can search for a part number and click the shopping basket symbol, then enter the desired quantity and click “Add to BOM”. You may also upload multiple parts via Excel in the File System basket (see chapter 7.2.2.3) and “Copy selected items” to the BOM.
- 9) **Add a part number from a product**: Part numbers from other product configurations can be added to the existing BOM. You will see a list of available products. Once you chose a product, all components are listed. You can select one or multiple components. Then click “Show material”. Enter the desired amount in the quantity field for the appropriate part numbers. Click on the “Add Material to Bill of Material” button.

8.2.4. Configuration data

If you click on “Configuration description” the selected dealer and the final customer, as well as general data are displayed.

Quotations		Customer	Dealer	Calendar	Order Status	Parts/Info
Start	Quotation folder	Configuration	Bill of material	Configuration description	Price calculation	Quotation document
Save data						
Dealer and customer						
Dealer	0002222561 Sales+ Testuser 59199 Bönen					
Customer	0000063668 Max Mustermann 59199 Boenen					
General data						
Description	EUROPA Standard 1 x 3					

In “Description” you can change the name of the configuration. This will then be used and displayed in the price calculation, in the overview of the quotation document and as a headline for the quotation texts and the bill of material.

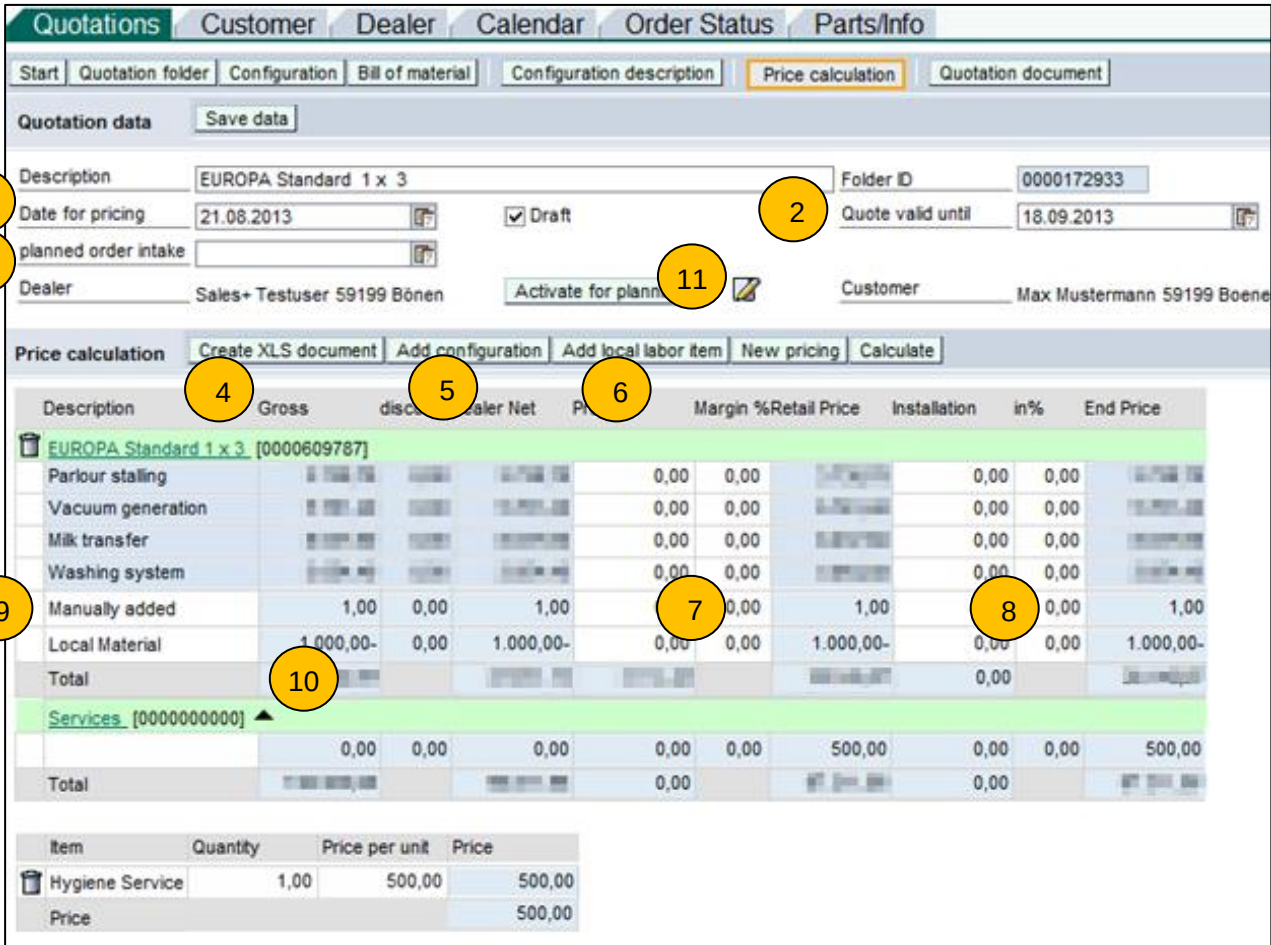
Please always confirm changes with “save data”.

8.2.5. Price calculation

Via the button “Price calculation” you get to the calculation sheet for your configuration. The default description for the price calculation is the same name as the configuration. If desired, edit the description.

The price calculation can include multiple configurations. A maximum of 19 configurations is possible. You can delete configurations via the trash can symbol  on the left hand side. If you click on the green description of the configuration you will be return to the configuration.

The price calculation builds from left to right. Predefined individual dealer discounts are automatically calculated. This discount is subtracted from the gross price. The outcome is the dealer net price. The user can add profit/ margin and installation costs to this to get the end price for the final customer. In the “Settings” you can define default margins for each product group to be added to the calculation every time (see chapter 2).



The screenshot shows the SAP Price Calculation interface. The top navigation bar includes tabs for Quotations, Customer, Dealer, Calendar, Order Status, and Parts/Info. Below this is a sub-navigation bar with buttons: Start, Quotation folder, Configuration, Bill of material, Configuration description, Price calculation (highlighted), and Quotation document. The main area is divided into two sections: Quotation data and Price calculation.

Quotation data section:

- 1: Description field containing "EUROPA Standard 1 x 3".
- 2: Folder ID field containing "0000172933".
- 3: Date for pricing field containing "21.08.2013".
- 4: Draft checkbox, which is checked.
- 5: Quote valid until field containing "18.09.2013".
- 6: planned order intake field.
- 7: Dealer field containing "Sales+ Testuser 59199 Bönen".
- 8: Activate for planning button.
- 9: Customer field containing "Max Mustermann 59199 Boene".
- 10: Save data button.
- 11: Trash can icon for deleting configurations.

Price calculation section:

Buttons: Create XLS document, Add configuration, Add local labor item, New pricing, Calculate.

Description	Gross	disc	dealer Net	Pr	Margin %	Retail Price	Installation	in%	End Price
 EUROPA Standard 1 x 3 [0000609787]									
Parlour stalling	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Vacuum generation	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Milk transfer	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Washing system	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Manually added	1,00	0,00	1,00	0,00	0,00	1,00	0,00	0,00	1,00
Local Material	1.000,00-	0,00	1.000,00-	0,00	0,00	1.000,00-	0,00	0,00	1.000,00-
Total							0,00		
Services [0000000000]									
	0,00	0,00	0,00	0,00	0,00	500,00	0,00	0,00	500,00
Total							0,00		

Summary table:

Item	Quantity	Price per unit	Price
 Hygiene Service	1,00	500,00	500,00
Price			500,00

Furthermore, the following settings are possible:

- 1) The **date for pricing** defines at what time the prices should be taken out of SAP. You can choose a date in the future as well. To ensure correct pricing you should choose a current date.
- 2) The **validity date** is displayed in the quotation document. Pre-set are 4 weeks but the date can be adjusted individually.
- 3) The **planned order intake** is important for planning and overview of current quotations.
- 4) With this function the price calculation is created as **Excel** file. Depending on authorization the user can choose between various layouts that contain different price information.
- 5) You can add further **configurations** from the quotation folder.

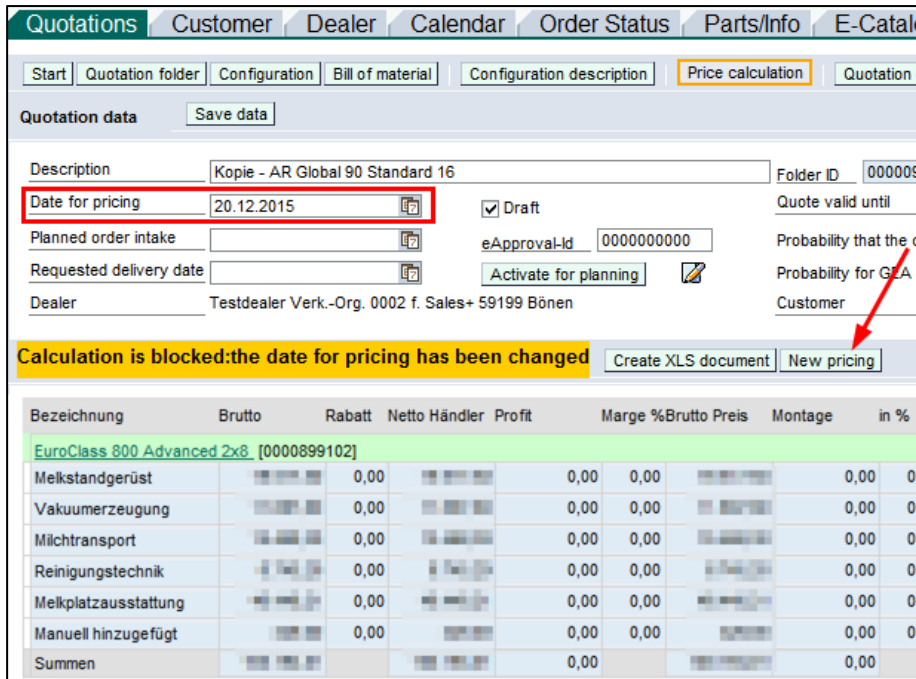
- 6) You can add **local labor items** and name them. Either select an item that was previously created in the “Dealer” tab (see chapter 4.3), or create a new one. These will be added to the price calculation and additionally are displayed separately at the bottom of the page.
- 7) Here you can add your **margins**. Either add a whole number in the column “Profit” or a percentage in the column “Margin”. Please be aware that profit/ margins will be calculated based on the gross price.
- 8) If necessary add **additional installation** fees as a whole number or in percent.
- 9) **Manually added** and **Local Material** from the BOM are added to the bottom of the calculation.
- 10) With this symbol  price calculation containing multiple configurations can be **sorted** and the configurations can be moved up.
Variant can't be sorted. They will always be displayed directly below the corresponding mother configuration.
The sorting will be displayed in the XLS document. In the quotation document it is valid for: contents, order of quotation texts, price calculation and bill of material.
- 11) Clicking this icon  will open a text field where you can add **hints** and notes for the price calculation and the quotation. If you have added notes this symbol will appear behind the price calculation in the quotation folder.

Warnings in price calculation

If of one of the following warnings is displayed the calculation will be blocked. Margin, installation costs etc. cannot be changed. First a new pricing has to be executed by clicking the button **New pricing**.

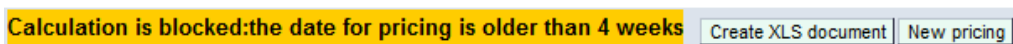
If the pricing date is not current this needs to be adjusted first.

1. The date for pricing has been changed



The screenshot shows the 'Quotations' tab in the GEA software. The 'Price calculation' sub-tab is active. A yellow warning banner at the top states: 'Calculation is blocked: the date for pricing has been changed'. Below this, the 'Date for pricing' field is highlighted with a red box and contains the date '20.12.2015'. To the right of this field is a 'Draft' checkbox which is checked. Further right is a 'New pricing' button, which is pointed to by a red arrow. The main table below shows a list of items with columns for 'Bezeichnung', 'Brutto', 'Rabatt', 'Netto Händler', 'Profit', 'Marge %', 'Brutto Preis', 'Montage', and 'in %'. The items listed include 'EuroClass 800 Advanced 2x8', 'Melkstandgerüst', 'Vakuumerzeugung', 'Milchtransport', 'Reinigungstechnik', 'Melkplatzausstattung', 'Manuell hinzugefügt', and 'Summen'.

2. The pricing date is older than 4 weeks



The screenshot shows a yellow warning banner at the top stating: 'Calculation is blocked: the date for pricing is older than 4 weeks'. Below the banner, there are two buttons: 'Create XLS document' and 'New pricing'.

3. A configuration has been changed

Calculation is blocked: a configuration has been changed Create XLS document New pricing

If there is a pricing error this will be clearly marked by the symbol . When you click on the symbol, all material with missing market prices will be displayed.

You can also go to the bill of material and click "Calculate prices". Missing prices are marked with a yellow exclamation mark (see chapter 8.2.3. "Display and edit bill of material")

Description	Gross	discount	Net	minus	in %	Dealer Net	Profit \$
 MonoBox (New) [0001203923] PC = 1011404001 (Pricing Error)							
Automatic Milking System		0,00					
Milk Handling		0,00					
Vacuum system		0,00					
Animal Segregation		0,00					
Total							

Missing price for material:

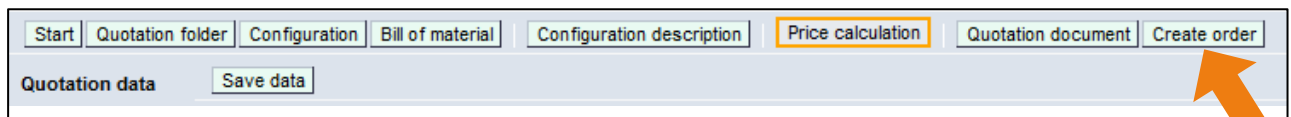
- 7750-0120-953
- 7750-0120-954
- 7821-2187-210
- 7821-5485-070
- 7821-5501-010
- 7821-5545-230
- 7821-5546-110
- 7821-5980-050
- 7821-9926-040

Once you are finished with all adjustments click Save data. The calculation will appear in the corresponding quotation folder under "price calculations / quotations".

When you open this quotation folder next time the calculation will be displayed there with its description and creation date.

Send order

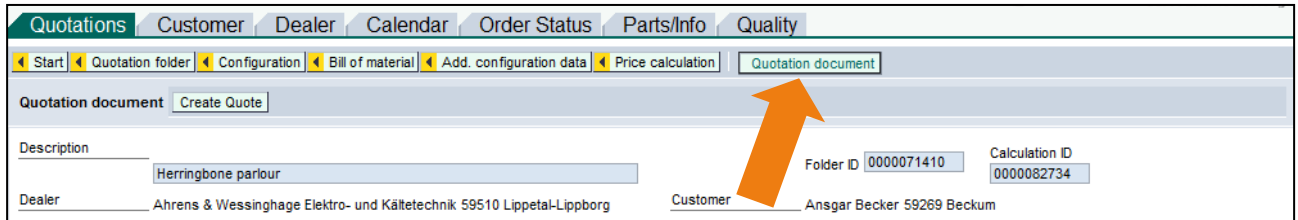
You can directly go from the price calculation to the order creation. For that purpose click the button "Create order" which will show right next to the "Quotation document" in the navigation. The button will not be displayed when there is an error in the configuration or a pricing error.



You will be led to the second step of order creation. The further procedure is described in chapter 8.3 "Send order".

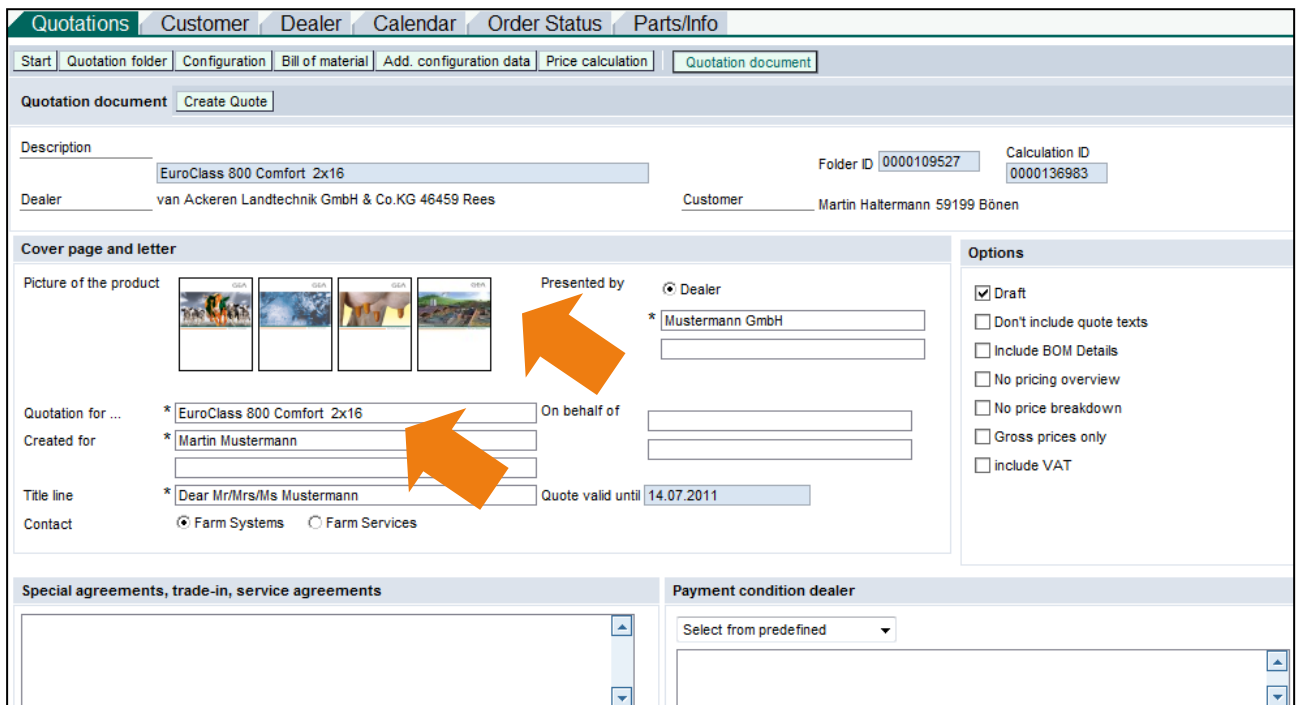
8.2.6. Create a quotation document

If you want to create a quotation document please click “quotation document”. The quotation document represents the hard copy paperwork that will be presented to the end user.



The screenshot shows the GEA software interface with the 'Quotation document' tab selected. The top navigation bar includes tabs for Quotations, Customer, Dealer, Calendar, Order Status, Parts/Info, and Quality. Below this, a sub-navigation bar contains buttons for Start, Quotation folder, Configuration, Bill of material, Add. configuration data, Price calculation, and Quotation document. The 'Quotation document' button is highlighted with an orange arrow. The main area displays the 'Quotation document' form with fields for Description (Herringbone parlour), Dealer (Ahrens & Wessinghage Elektro- und Kältetechnik 59510 Lippetal-Lippborg), Customer (Ansgar Becker 59269 Beckum), Folder ID (0000071410), and Calculation ID (0000082734). A 'Create Quote' button is also visible.

The exact content of the document will vary dependent on various selectable options. You can add further information and select a cover picture:



The screenshot shows the GEA software interface with the 'Cover page and letter' section. The top navigation bar is the same as in the previous screenshot. The 'Quotation document' tab is selected. The main area displays the 'Cover page and letter' form. It includes a 'Picture of the product' section with four image thumbnails. The 'Quotation for ...' field is marked with an asterisk and contains 'EuroClass 800 Comfort 2x16'. The 'Created for' field is marked with an asterisk and contains 'Martin Mustermann'. The 'Title line' field is marked with an asterisk and contains 'Dear Mr/Mrs/Ms Mustermann'. The 'Contact' section has radio buttons for 'Farm Systems' and 'Farm Services'. The 'Presented by' section has a radio button for 'Dealer' and a text field containing 'Mustermann GmbH'. The 'Quote valid until' field contains '14.07.2011'. The 'Options' section on the right includes checkboxes for 'Draft', 'Don't include quote texts', 'Include BOM Details', 'No pricing overview', 'No price breakdown', 'Gross prices only', and 'include VAT'. The 'Special agreements, trade-in, service agreements' section is at the bottom left, and the 'Payment condition dealer' section is at the bottom right, featuring a dropdown menu for 'Select from predefined'.



Hint

Every information marked with an * is mandatory! It will be displayed in the quotation document.

Special agreements, trade-in, service-agreements:

This is a free form dialog box for user input. General text can be added here for any situation that requires additional explanation.

These agreements appear on an own page in the quotation document.

Payment condition dealer:

In the Drop-down menu the user can select a predefined condition of payment, which he created in the “Dealer” tab (see chapter 4.4 “Payment conditions”). A new condition can be typed into the text box.

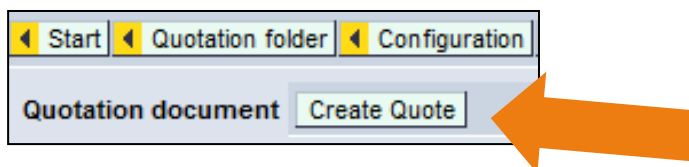
This information also has an own page in the quotation document.

In the “**Options**” section on the right side you have these possibilities:

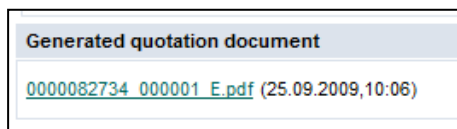
- **Draft:**
Inserts a watermark “Draft” diagonally across each page and makes it possible to change the configuration, the calculation and the quotation document at a later date.
- **Don’t include quote texts:**
Generates a quotation document without detailed product information.
- **Include BOM details:**
Creates a document with BOM for each component.
- **No pricing overview:**
Creates a document without any price information.
- **No price breakdown:**
The document only contains the total price without any breakdown in product groups.
- **Gross prices only:**
Creates a quotation document with gross prices only.
- **Include VAT:**
Includes VAT in the price overview.

Options
☐ Draft
☐ Don't include quote texts
☐ Include BOM Details
☐ No pricing overview
☐ No price breakdown
☐ Gross prices only
☐ include VAT (value-added tax)

As soon as the mandatory fields are filled you can generate the quotation document by clicking “Create quote”.



The document is compiled as a PDF file. The PDF quotation document can be viewed by clicking on the link that appears at the bottom left.



The quotation document also contains the phone number of the customer, so that it is available on the printed document without opening SalesPlus again.

The compiled document can be over-written. Users may wish to edit certain fields or change the initial options. Make alterations as necessary and click the “Create Quote” button again to recompile the document. The PDF document link in the bottom left will refresh and renumber itself. Earlier document versions are not retained! If needed, users may wish open the earlier version PDF document and save a copy on their computer before it is overwritten.

8.3. Send order

In the project folder an order can be created and sent via the button “Create order”.

The screenshot shows the GEA software interface with the 'Create order' button highlighted by an orange arrow. The interface includes tabs for Quotations, Customer, Dealer, Calendar, Order Status, and Parts/Info. Below the tabs, there are buttons for Start, My Quotations, Save data, New Configuration, New price calculation / quote, and Create order. The main area displays 'Folder "Fischgrätenmelkstand"' with Global Data fields for Dealer, Customer, Folder ID, Description, Created on, Reason of closing, Status, and Probability. Below this, there is a table of Items with columns for Configurations, Price Calculations / Quotations, and Orders. The table lists various configurations and price calculations, including '609783 EUROPA Standard 1 x 3', '609787 EUROPA Standard 1 x 3 with accessories', '610579 Vacuum pump RPS', '241153 EUROPA Standard 1 x 3', '241504 Vacuum pump RPS', and '094072 EUROPA Standard 1 x 3'.

You are now asked to proceed through 3 steps and give information about your order before you can send it:

1. Select quotations:

Choose the quotations you want to add to your order and click **Next Step**.

The screenshot shows the 'Select Quotations' step in the GEA software interface. At the top, there is a progress bar with three steps: 1 (Select Quotations), 2 (Select Products and Labor), and 3 (Order Data). Below the progress bar, there is a section titled 'Select one or more quotations' with a 'Next Step' button. Under this section, there are two checkboxes: 'EUROPA Standard 1 x 3' (checked) and 'Vacuum pump RPS' (unchecked).

2. Select products and labor:

The second step is to choose the products, you want to order. Then again click **Next Step**.

The screenshot shows the 'Select Products and Labor' step in the GEA software interface. At the top, there is a progress bar with three steps: 1 (Select Quotations), 2 (Select Products and Labor), and 3 (Order Data). Below the progress bar, there is a section titled 'Select one or more products' with a 'Next Step' button. Under this section, there are two checkboxes: 'EUROPA Standard 1 x 3' (unchecked) and 'EUROPA Standard 1 x 3 with accessories' (unchecked). To the right of each checkbox, there is a price field showing 'EUR'.

3. Enter order details:

“Internal memo”; “Notification” and “Special agreement” on the left side can be filled individually. These texts will directly be transferred to GEA.

Ship to: Here you can choose the recipient of this order.

Requested delivery date: The delivery date is filled automatically, but can be set to a later date if necessary.

Order number: In this field you can enter a number as you please. This number can for example correspond to the order number of your own ERP-system. The number will be displayed in “Order status” and helps to find the order there again.

Attachments: By clicking this icon  it is now possible to add data files in various formats to your order. This may include documents such as contracts, architectural drawings, photos etc. The document type is not relevant, you can for example upload PDF, DOC, JPG and XLS files. These documents will be sent with your order and can be viewed directly in SAP by the customer service.

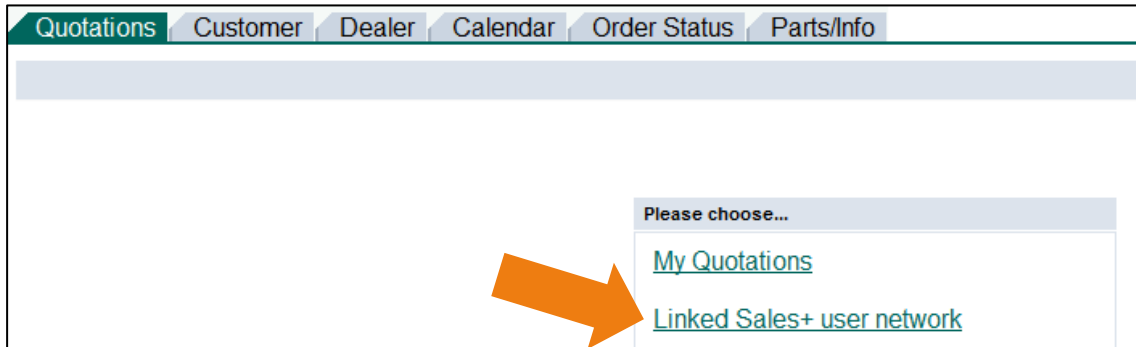
By clicking the symbol a new window will open. Here you can see all files that have been uploaded already and delete them if necessary, as well as add further documents to the order.

As soon as the order was sent documents can't be added or deleted anymore.

Send order: As soon as you completed all 3 steps and filled in all necessary information you can send the order by clicking the button “Send order”. Now it will be transferred to GEA.

8.4. Network

Your user might have the authorization to view other users' quotations, e.g. you may set up hierarchy for your company's staff. If this authorization is active for you, you will see the function "Linked Sales+ user network" in the Quotations tab. Through the network you can open other users' configurations, calculations and quotes and can support them with questions and errors.



- Via the green text you can navigate through the network. If you click the text you reach the next lower level in the network and can work your way through to the user you are looking for.
- Once you have found the correct user, click "Quotation folder ID" on the right hand side to open the folder overview for this user and display all configurations, calculations, quotes and orders.
- While you are in the network, the network user is shown on the top of the screen. To go back to your own quotations, simply click "Start".

Start

Back

Go to ...

Linked Sales+ user network

Z_DEBOER	Z_DEBOER	DeBoer	Quotation folder ID
Z_REGION_APAC	Z_REGION_APAC	Asia-Pacific	Quotation folder ID
Z_REGION_DACH_EE	Z_REGION_DACH_EE	DE, AT, CH & East EU	Quotation folder ID
Z_REGION_LAM	Z_REGION_LAM	Latin America	Quotation folder ID

Start

Back

Go to ...

Linked Sales+ user network

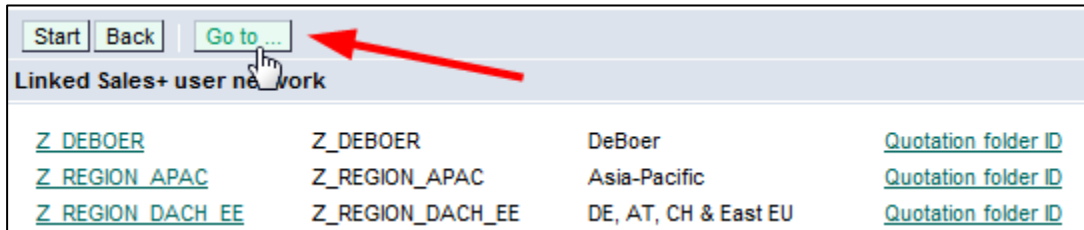
PEXAZ00001	HILMER.DI	ICODS Hilmer GmbH	Quotation folder ID
PWLAT00002	ICKING.LU	GEA Austria GmbH	Quotation folder ID
PWLCH00005	FERRARI.GE	GEA Suisse AG	Quotation folder ID
PWLOE03178	RASSENHOEVEL.UL	GEA Farm Technologies GmbH	Quotation folder ID
PWLOE10057	PINGEL.UL	Agralis GmbH	Quotation folder ID
PWLPL00001	MARKIEWICZ.PI	GEA Farm Technologies Poland	Quotation folder ID

Show the users quotation folder

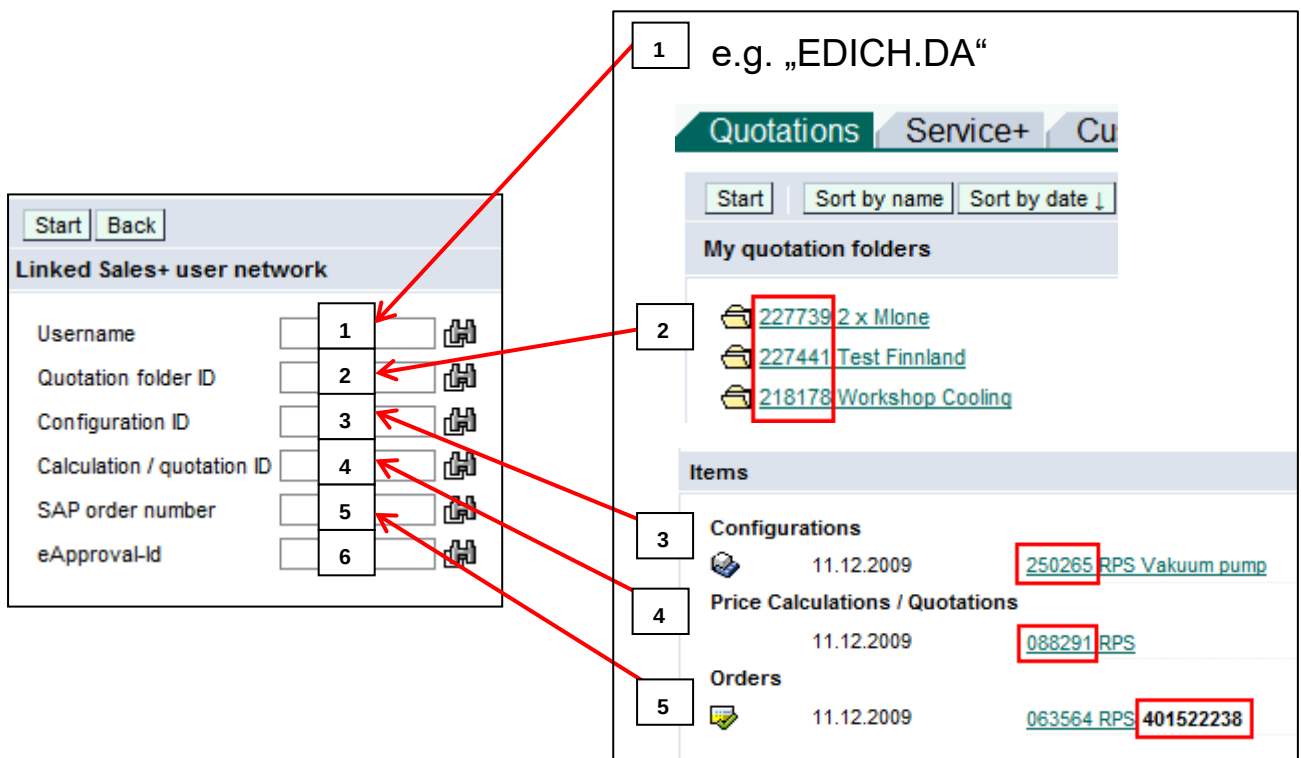
Home	Logoff	Settings	Help	User: TEST.1500	Network User: RASSENHOEVEL.UL (PWLOE03178)
Quotations					
Start	Create new folder / project	Sort by name	Sort by date ↓	Sort by dealer	Sort by customer
My quotation folders					
	076439 Test Mlone	30.12.2009			
	058177 Neuer Angebots-Ordner	05.12.2008			

“Go-to” function

Almost everything in SalesPlus has an individual ID which can be used in the network to find the correct quote easier and faster. If you know the user name, folder ID, configuration ID, calculation ID or the SAP order number, you can use the “Go-to” function, instead of navigating through the network.



Enter the user name or the ID and click on the binoculars  at the end of the line. You will be led directly to the corresponding quotation folder, as long as the user has been assigned to your network.



9. QUALITY



Note

A SalesPlus user will not have access to this area automatically. The access has to be set up by a SalesPlus administrator.

When opening the tab an overview of all existing warranty claims will be displayed. Claims that have been created manually in SAP for this customer number will also be shown.

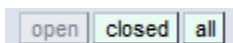
The claims are classified by technical and non-technical warranties (wrong deliveries).

Quotations		Customer		Dealer		Calendar		Order Status		Parts/Info		Quality	
New Technical Warranty claim				New Non-Technical Warranty (wrong deliveries) claim				open closed all					
Technical Warranty claims													
Date	Notification	Type of parlour Part Number	Material Description	Dealer Invoice No. Description of Fault & Return Tag	Quantity	Status							
10.12.2020	5	FGM-2x19 - Beleg	20120811	20120811		closed							
		9300-9003-003	Credit note - mileage rate LT (CM&AMS)		56.000								
		9300-9003-002	Credit note - fixed rate Travel expenses		1.000								
		9300-9003-001	Credit note - Labour LT conventional		1.500								
		7038-9905-000	Service Kit - Milk Handling		1.000								
08.12.2020	50159277	Mlone 1x2 / E-Teil Rechnung s. Anlage		20120343		closed							
		9300-9003-003	Credit note - mileage rate LT (CM&AMS)		4.000								
		9300-9003-002	Credit note - fixed rate Travel expenses		1.000								
		9300-9003-001	Credit note - Labour LT conventional		0.500								
		7801-6933-630	Cable Assembly		1.000								
Non-Technical Warranty claims (wrong deliveries)													
Date	Notification	Type of parlour Part Number	Material Description	Defect type Description of Fault & Return Tag	Dealer Reference No. Quantity	Status							
10.12.2019	30182440	0404341482		Wrong order customer	15005141	closed							
		7721-0091-	Circuit Board		1.000								
		7721-0091-192	Circuit Board		1.000								
		7721-0091-193	Circuit Board		1.000								
10.12.2019	30182413					open							
		7506-9901-010	Kit Accessories		1.000								
03.12.2019	30181924	0404336114 & 404341215		Wrong delivery		closed							
		9300-9003-001	Credit note - Labour LT conventional		4.000								

1. Date by which the claim was created
2. Assigned notification number
3. Type of parlour
4. Part number and description
5. Dealer invoice / reference number
6. Explanation of fault
7. Quantity of defect or wrongly delivered material
8. Processing status

The overview will display all claims from the past 2 years; the most current ones are shown at the top. The processing status can be found on the right side. Claims can be marked as *open*, *in process* or *closed*.

Via the buttons in the top right-hand corner you can display all claims or filter for open/ closed claims.



9.1. Create a new technical warranty claim

A new technical warranty claim is created by clicking the button **New Technical Warranty claim**.

First the head details have to be filled in. All of this information except for the dealer invoice number is mandatory!

1. Fill in whether the claim is for a new installation warranty or spare parts warranty (max. 40 digits!)



If the claim is for spare parts warranty a copy of your invoice to the farmer needs to be attached!

2. Description of defect installation (max. 40 digits!)
3. Date of repair
4. Selection of final customer concerned: All final customers stored in SalesPlus database will be displayed.

Files, for example pictures, can be attached to the claim. In order to do so, click **Durchsuchen...** and select the file. Afterwards upload the file by clicking **Upload**. It will automatically be attached to the claim.

The max. size is 2 MB.

Pictures should be saved and uploaded in JPG format.



If due to warranty there have to be repairs without any replacement of material, it is **absolutely necessary** to take digital pictures of the defect and attach those to the claim!

Afterwards fill in further information about the claim and the claimed material under “defect items”.

Defect Items									
Part Number	Material Description	size / dimension	Origin order No.	Serial number	Description of Fault & Return Tag	Quantity	Operating time (from)	Operating time (until)	
7800-0022-652	Electrode Rubber	Level Sensor L30Xd12,5 Xd6	401358861	B1564	Error message during main cleaning	5,000	03.11.2015	21.01.2016	
9300-9003-001	Labour expenses				X	1,250	03.11.2015	21.01.2016	
9300-9003-002	Travel expenses				X	75,000	03.11.2015	21.01.2016	
9300-9003-003	Travel Expenses - Mileage - PER KM				X	75,000	03.11.2015	21.01.2016	

1. Part number of claimed material: Part number is checked, material description and size / dimension are automatically filled in

In case you wish to enter labour expenses or travel expenses, you can use the following 3 material numbers to do so:

9300-9003-001 labour expenses
9300-9003-002 travel expenses
9300-9003-003 travel expenses per KM

2. Number of origin order
3. Corresponding serial number
4. Description of fault. If necessary you can attach a long text for a detailed description of the error by clicking on the symbol .
For labor expenses and travel expenses enter X (max. 40 digits!)
5. Quantity of defect material
6. Date by which the installation or spare parts was put into operation
7. Date of defect

Part number, description & fault, quantity, operation time (from), operating time (until) are mandatory!

After filling in all data click, confirm by hitting "Enter". If there are any errors, an error message will be displayed in the left-hand bottom corner. Correct your entries or complete the required information before saving the claim.

Part Number	Material Description	size / dimension	Origin order No.	Serial number	Description & Fault	Quantity	Operating time (from)	Operating time (until)
7801-2339-050	Sensor	3-D Vision G2	402629137	8D0005AA		1,000	05.09.2011	02.10.2011
						0,000		
						0,000		
						0,000		

Entry error

Row	Input	Defect description
1	402629137	Order No. unknown
1		Description & Fault is missing

Confirm your entries again by hitting "Enter". If all data is correct and there are no error messages, click **Save and send**. The information transfer will be processed.

As soon as the claim has been saved it will automatically be transmitted to SAP for further processing and cannot be modified anymore!

After saving the claim the system will assign a notification number and it will be added to the top of the overview.

If later you have any further questions concerning one of your claims, please quote the corresponding notification number. The person responsible will be able to process your request a lot faster.

9.2. Create a new non-technical warranty claim (wrong delivery)

A new non-technical warranty claim is created by clicking [New Non-Technical Warranty \(wrong deliveries\) claim](#).

First the head details have to be filled in. All of this information except for the dealer reference number is mandatory!

Non-Technical Warranty (wrong deliveries) claim Header details

Defect type: (1)

Type of parlour: (2)

Dealer Reference No.:

Attachments:

1. Selection of defect type

Defect type:

Type of parlour:

2. Description of parlour (max. 40 digits!)

You can add files such as pictures as well.

Fill in further information about the claim and the claimed material under “defect items”.

Defect Items					
Part Number	Material Description	size / dimension	Delivery No.	Description & Fault	Quantity
7049-1972030			302672201	Pos. 828	1
7049-1165-130			302672201	Pos. 831	1
7049-1165-590			302672201	Pos. 834	1
					0

1. Part number of claimed material: Part number is checked, material description and size / dimension are automatically filled in
2. Number of origin order
3. Description of fault (max. 40 digits!)
4. Quantity of defect material

Part number, description & fault, quantity are mandatory fields!

Further information can be added in the long text

After filling in all data click, confirm by hitting “Enter”. If there are any errors, an error message will be displayed in the left-hand bottom corner. Correct your entries or complete the required information before saving the claim.

Confirm your entries again by hitting “Enter”. If all data is correct and there are no error messages, click [Save and send](#). The information transfer will be processed.

10. APPENDIX – GEA ASSIGNMENT P/N RANGE TO PRODUCT

Prefix from...	Prefix to...	Description English	Description German	Details
0000	0000	Special Numbers for sales	Spezialnummern Vertrieb	Germany
0001	0001	Measuring equipment	Messarmaturen	
0002	0002	Design parts	Konstruktionsteile	
0003	0003	Tools	Werkzeuge	
0004	0004	Gaskets	Dichtungen	
0005	0005	Electric	Elektrotechnik	
0006	0006	Springs	Federn	
0007	0007	Gaskets rings	Dichtringe	
0011	0011	Bearings	Waelzlager	
0013	0013	Nut	Mutter	
0014	0014			1 part number
0015	0015	Lubricant	Schmierstoffe	
0018	0018	Tubes, valves	Rohrleitungsteile, Ventile	
0019	0019	Screws	Schrauben	
0021	0021	Drives and Acc.	Antriebstechnik, Zubehoer	
0024	0024	Label, sticker	Schilder	
0026	0026	Mech. Fastener	Mech.Verbindungen	
2000	2319	Manure technology /inch var	Gülle/Mist Technologie /inch Var	
2901	2920	Manure technology /metric var	Gülle/Mist Technologie /metric V	
3007	3007			Milking equipment
3200	3299	Silo Tank	Silo Tank	
3250	3259	Chiller	Chiller Kältesatz	
3300	3314	Cooling	Kühlung	Spare parts
3342	3342	Cooling Configurable	Kühlung, konfigurierbar	Japy Dijon
3350	3350	Cooling	Kühlung	Spare parts
3359	3359	Cooling Equipment	Kühlgeräte ausrüstung	
3360	3362	Cooling	Kühlung	Spare parts/ Accessories
3400	3499	Cooling	Kühlung	Prominox
4001	4999	Local Parts	Lokale Teile	
5100	5299	Steel-Barn equipment	Stahlbau-Stalleinrichtung	Norbco
5500	5599	DeBoer NL (Wilaard)	DeBoer NL (Wilaard)	
5800	5899	Steel-Barn equipment	Stahlbau-Stalleinrichtung	GEA FT DK (Mullerup)
5988	5988	Gear Motor	Getriebemotor	
5990	5990	Threephase Motor	Drehstrommotor	
5992	5992	AC-Motor	Wechselstrommotor	
5993	5993	DC-Motor	Gleichstrommotor	
5998	5998	Ottomotor	Ottomotor	
6801	6801	Raw	Rohmaterial	sheet
6900	6909	Round	Rund	
6910	6943	Raw	Rohmaterial	
6960	6960	Raw Material	Rohmaterial	Wood, Plastic
6963	6963	Working Clothes	Berufsbekleidung	
6964	6964	Cupper Fittings	Kupferfittings	

6965	6965	Advertising Material	Werbemittel	
6966	6966	Paint / Coating	Farbe und Lacke	
6967	6967	Electrical components	Elektro Teile	
6968	6968	Manufacturing resources	Manufacturing resources	
6969	6969	Operating supply material	Betriebsstoffe	
6970	6970	Raw Material	Rohmaterial	Toolsteel
6980	6989	Tools	Werkzeuge	
7000	7000	Milking Equipment	Melkanlagen	Basic
7001	7001	Milking Mashines	Melkmaschine	Bucket milking
7002	7002	Milking Mashines	Melkmaschine	Pipeline milking
7003	7003	Milking Mashines	Melkmaschine	L 7003
7005	7005	Milking Mashines	Melkmaschine	F 700
7006	7006	Milking Mashines	Melkmaschine	divided w, set
7008	7008	Milking Mashines	Melkmaschine	J 700
7009	7009	Parlours	Melkstandanlage	
7011	7011	Milking Mashines	Melkmaschine	M 7011
7012	7012	Milking Mashines	Melkmaschine	C 708
7013	7013	Milking Mashines	Melkmaschine	L 7013
7015	7015	Washing Systems	Reinigungstechnik	
7016	7016	Anlagentechnik	Anlagentechnik	Animal care
7017	7017	Milking Mashines	Melkmaschine	P 7017
7018	7018	Milking Mashines	Melkmaschine	J 708
7019	7019	Milking Systems	Melktechnik	HB
7020	7020	Cooling	Kuehlung	Tank Agitator
7021	7021	Milking Systems	Melktechnik	Classic Cluster/Liner NBR misc.
7022	7022	Milking Systems	Melktechnik	Doppeleimer
7023	7023	Milking Systems	Melktechnik	Haengeeimer
7024	7024	Milking Systems	Melktechnik	IQ Milker unit Liner NBR
7025	7025	Milking Systems	Melktechnik	IQ Milker unit Liner VMQ
7026	7026	Cooling	Kuehlung	Immersion Cooler, open Tank
7027	7027	Milking Systems	Melktechnik	Cluster
7028	7028	Milking Equipment	Melkanlage	Hygiene & Accessories
7029	7029	Milking Systems	Melktechnik	Classic300 ClassicPro Liner VMQ
7030	7030	Milking Systems	Melktechnik	Hygiene Equipement
7031	7031	Milking Systems	Melktechnik	AutoDip VMQ
7032	7032	Milking Systems	Melktechnik	TeatStar
7034	7034	Milking Mashines	Melkmaschine	Quarter wise milking
7035	7035	Washing Systems	Reinigungstechnik	Circular washing
7036	7036	Milking Systems	Melktechnik	Sheep - Goats
7037	7037	Vac.Testequipment	Vak. Messtechnik	
7038	7038	Milk Releaser	Milchfoerderung	
7039	7039	Milk unit control	Melksteuerung	Demax/Dematron 55-70
7040	7040	Milk unit control Stanchion Barn	Melksteuerung Anbindestall	Demax/Dematron 40-50
7041	7041	Pulsator	Pulsator	Membran
7042	7042	Kuehlung	Kuehlung	Plate cooler/Ice Water
7043	7043	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS 1500-2000
7044	7044	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPT

7045	7045	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS200-280
7046	7046	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS300
7047	7047	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS360-460
7048	7048	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS600-800
7049	7049	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS900-1200
7050	7050	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS 2800
7051	7051	Electronic Pulsator	Electronic Pulsator	
7053	7053	Milk unit control	Melksteuerung	MA-MAG-ACR
7054	7063	Parlours	Melkstand	AR
7064	7069	Parlours	Melkstand	ATD
7070	7080	Parlours	Melkstand	HB
7081	7084	Parlours	Melkstand	AR
7085	7085	Barn Climate	Stallklima	
7086	7089	Parlours	Melkstand	AR
7090	7090	Plate Cooler/Heat Exchange	Plattenwaermet./Waermerueckg ew.	PWT /PHE/WRA
7091	7093	Parlours	Melkstand	AR
7094	7094	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS 1500
7095	7095	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS 2000
7096	7096	Vacuum Pump Vane	Vakuumpumpe-Schieber	RPS 5600
7097	7099	Parlours	Melkstand	AR
7100	7100	Manure Technology Boenen	Abfalltechnik Boenen	SRone
7105	7108	Cooling	Kuehlung	Tank
7109	7109	Cooling	Kuehlung	DKSF ...-
7113	7113	Cooling	Kuehlung	Japy
7114	7114	Cooling	Kuehlung	Roeka
7115	7115	Cooling	Kuehlung	Prominox
7117	7117	Robotic System	Melkroboter	Sams
7118	7118	Robotic System	Melkroboter	Leonardo
7119	7119	Feeding System Stanchion Barn	Fuetterungsanlage Anbindestall	MobiTron Feeder
7120	7120	Feed Move/Storage Systems	Krafutterfoerderung/Silo	KSM
7121	7121	Crowd Gate	Kuhtreiber	CowMander
7122	7122	Electric Fencing System	Elektrozaunanlage	Electric Fencer
7123	7129	Parlours	Melkstand	SbS
7146	7158	Parlours	Melkstand	SbS
7159	7159	Selection/Weighing	Tiesortierung-Waage	Taxatron,
7160	7160	Feeding Systems	Fuetterungsanlagen	Cows, Freestall, Codatron
7161	7161	Milk Meters	Milchmengenmessung	Metatron
7162	7162	Herd Management	Herdenmanagement	DairyPlan
7163	7163	Feeding Systems	Fuetterungsanlagen	Kaelber/calf
7164	7164	Cabinets	Kompaktmelkeinheit	MultiBoard MultiLine
7165	7169	Parlours	Melkstand	HB
7170	7170	Vacuumpump Waterring	Vakuumpumpe Wasserring	RPA 10
7172	7172	Vacuumpump Waterring	Vakuumpumpe Wasserring	RPA 20
7173	7173	Vacuumpump Waterring	Vakuumpumpe Wasserring	RPA 21
7174	7174	Vacuumpump Waterring	Vakuumpumpe Wasserring	RPA 40
7175	7175	Vacuumpump Waterring	Vakuumpumpe Wasserring	RPA 41
7176	7176	Vacuumpump Waterring	Vakuumpumpe Wasserring	RPA 70
7177	7177			1 part

7190	7199	Parlours	Melkstand	HB
7200	7204	Parlours	Melkstand	HB F
7208	7211	Parlours	Melkstand	ATD F
7214	7214	Parlours	Melkstand	Tunnel 1 F
7255	7260	Parlours	Melkstand	AR Capri (ZI)
7300	7300	Networks	Netzwerktechnik	DPNet
7301	7301	Networks	Netzwerktechnik	DPBus
7302	7302	CowView parts	CowView Teile	
7310	7327	Aftersales	Nachmarkt	
7330	7336	Parlours	Melkstand	HB
7359	7372	Parlours	Melkstand	SbS
7373	7373	Parlours	Melkstand	HB 60
7401	7411	Parlours	Melkstand	AR3 Int
7421	7435	Parlours	Melkstand	AR3 Ext
7499	7499	Configurable parlor component	Konfigurierbare Melkstandkomp.	preassemble in the factory
7500	7500	Vacuumpums Blowerstyle	Vakuumpumpe Geblaese	RPL 1800
7501	7501	Vacuumpums Blowerstyle	Vakuumpumpe Geblaese	RPL 2200
7502	7502	Vacuumpums Blowerstyle	Vakuumpumpe Geblaese	RPL 2600
7503	7503	Vacuumpums Blowerstyle	Vakuumpumpe Geblaese	RPL 3900
7504	7504	Vacuumpums Blowerstyle	Vakuumpumpe Geblaese	RPL 5500
7505	7505	Vacuumpums Blowerstyle	Vakuumpumpe Geblaese	RPL 8000
7506	7506	Vacuumpumps	Vakuumpumpen	miscellaneous
7700	7700	Minimilker	Kleinmelker	C700
7708	7708	Vacuumpumps	Vakuumpumpe	P708
7710	7710	parlour accesories	Melkstandzubehör	Not directly palour related
7711	7711	general pneumatic parts	allg. pneumatische Teile	all parts related to comp.air.
7719	7719	Elecectrical motors non specific	Elektro motoren unspezifisch	
7720	7720	Milking Systems	Melktechnik	Miele, meltec
7721	7721	Supplier specific product	Lieferanten spezifische Teile	Foerster company
7722	7722	Hygiene	Hygiene	Fink company
7723	7723	Hygiene	Hygiene	Fink company w. Fink Label
7724	7724	Hygiene	Hygiene	Production line EU
7725	7725	Aftersales	Nachmarkt	Hygiene Bundles
7730	7730	Milking cooling parts	Melken Kühlen Teile	Duevelsdorf company
7740	7741	Commodity	Streckengeschäft	Roxell Company
7750	7750	Milking cooling parts	Melken Kühlen Teile	originating from Galesville
7759	7759	Milking Systems	Melktechnik	Surge Europe
7761	7761	Milking Systems	Melktechnik	Classic Cluster/Liner NBR misc.
7764	7764	Milking Systems	Melktechnik	IQ Milker unit Liner VMQ
7765	7765	Milking Systems	Melktechnik	IQ Milker unit Liner VMQ
7769	7769	Milking Systems	Melktechnik	IQ Milker unit Liner NBR
7800	7800	Robotic System	Melkroboter	RMS
7801	7801	Robotic System	Melkroboter	RMS Boenen
7802	7802	Robotic Milking System	Melkroboter	RMS Galesville
7809	7809	Robotic Milkings sy.configurable	Melkroboter, Konfigurierb.	Mlone KMats
7810	7810	alternate Drwings Mlone	alternativ. Zeichnungen Mlone	
7820	7820	Automatic Milking System	Automatic Milking System	Rotary

7821	7821	Automatic Milking System	Automatisches Melksystem	Walk through parlour
7822	7822	Automatic Milking System	Automatic Milking System	Paralell
7823	7823	Automatic Milking System	Automatic Milking System	Hering bone
7899	7899	Robot Milking System (Returns)	Melkroboter (Retouren)	return shipments
7910	7910	Milking System, configurable	Melktechnik, konfigurierbar	general (world wide)
7999	7999	legal documents	Konformitätsnachweise	
8134	8134	Controls	Steuergeräte	
8200	8200	Manual f. SD Order	Betriebsanltg. f. SD Auftrag	
8400	8400	training material	Trainingsmaterial	
8900	8900	Service	Service	all kinds of non material produc
9040	9040	semi finished goods	halferig Waren	von GEA FT an GEA Westf.Sep.
9041	9045	Fixture	Vorrichtungen	
9046	9046	Fixture	Vorrichtungen	Plant Boenen
9047	9047	Fixture	Vorrichtungen	Plant US
9049	9049	Fixture	Vorrichtungen	
9050	9050	Logistic	Logistik	Plant Boenen
9051	9051	Logistic	Logistik	Plant US
9052	9052	Logistic	Logistik	Plant Agroserve
9053	9053	Logistic	Logistik	Chemical Plants Europe
9060	9060	Tools, internal	Werkzeuge, intern	Plant Boenen
9105	9131	Misc. Small parts	Diverse Kleinteile	Screws,tapes etc. US11 US10
9300	9300	Textfile Bookkeeping	Textfile Buchhaltung	all kinds of non material stuff
9400	9400	Delivery note Intercompany	Liefernotiz Intercompany	div. TG 9430 and 9440 used
9917	9917	Special projects	Sonderprojekte	
9981	9981	Sales Specifikation internationa	Sales Spezifikation Export	
9982	9982	Sales Kits	Sales Pakete	
9983	9983	Sales Specifikation national	Sales Spezifikation Inland	
9984	9984	Sales Header	Sales Header	for SalePlus text
9985	9985	CD Video	CD Video	
9986	9986	Material short text	Materialkurztext	translation data base
9987	9987	Template for plant salesorg set.	Template für Werk u.VerK.Org	Default settings per Mat.Type
9988	9988	Main position f. order	Hauptposition Auftrag	
9989	9989	One time PN	Einmal Teil Nummer	
9990	9990	Class Short text	Kurztexte Klassen	classifications text
9995	9995	Forms	Formulare, Vordrucke	
9997	9997	Brochure, pamphlet	Druckschriften, Prospekte	