

Pega Configure, Price, Quote for Communications

7.1.4 Version

PRODUCT FUNCTION MAP



**BETTER
BUSINESS
SOFTWARE®**

FOR THE DIGITAL ENTERPRISE



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Product Overview

Built for telecommunications organizations, Configure Price Quote (CPQ) provides a rich set of functionality to Product Managers and Project Managers. Product Managers can easily classify and add a wide range of new products to the catalog. Project Managers are able to easily view order fall-out, view SLAs, and address issues during the complex order capture.

CPQ – Configure Price Quote

CPQ provides out of the box support for the solution proposal process from capture through contract. Included in this solution are Pega rules for flows, service level agreements (SLAs), user interfaces (UIs), and more to support common communications service provider processes.

CPQ includes these five stages from capture through contract:

- The **Capture** stage includes integration with Salesforce.com and support for CPQ, and it completes with a high level quote.
- The **Configuration** stage guides the user through the detailed design and estimation process including: feasibility studies, site surveys, and third party analysis.
- The **Pricing** stage includes the selection of solution preferences and the pricing included in the formal proposal.
- The **Quoting** stage goes through margin calculation and final proposal approval.
- Finally, the solution concludes with the **Contracting** stage, which includes contract negotiations, final contract capture, and the creation of a customer order.

Where is it applicable?

Changes in the telecommunications industry are a constant. CPQ includes core features and functions that accelerate the development of Order Capture solutions for a telecommunication organization. The functionality includes sales order process (Capture to Contract), order capture and validation. CPQ supports frequent changes to product information and provides extension into new areas as the needs of the business change.

Who benefits from CPQ?

CPQ is utilized by Communication Service Providers (CSPs) who face challenges getting proposals processed for complex B2B orders, and who need to do the following:

- Manage CPQ for multi-site network proposals
- Get proposals out to customers in days instead of weeks
- Provide order visibility and accountability

- Frequently revise sales orders

Configure Price Quote (CPQ) offer an innovative, agile approach for managing the Capture to contract process enabling faster time to market, and for providing improved operational efficiency and a superior customer experience. Some of the benefits include:

- Accurate order capture and validation cycle
- Reduced order fallout
- Reduced operational costs with straight-through processing
- Rapid ROI due to prepackaged reporting and order visibility
- Ability to add new products Capture of B2B orders for multiple locations using a simple user interface and validation of the order
- Quick access to a snapshot of top orders, problem orders, and orders in stages, categorized by order status

Standard CPQ Case Types

This table lists the standard case types for the Product Catalog and CPQ application. Based on your company's implementation, additional or alternate business processes may be available. Check with your system administrator to find out which business processes are available on your system.

Case Types	Description
Product Catalog	Defines a repository of Product Offers defined by the Marketing Manager. This entity defines information about Business Line, Type of Catalog, Start Date, End Date, Status, and Geographic Area.
Product Specification	Defines the technical aspects of a product and is utilized by Product Offers. This entity includes details such as Business Line, Product Line, Product Category, Brand, Lifecycle Status and cost to the business. This entity manages Terms & Conditions, Media Content, Compatibility Rules, and Product Configurations.
Product Offering	Defines commercial information pertaining to a product including Start Date, End Date, Contract Terms, Status, Offer Type and Distribution Channels. The Product Offering also includes pricing components (such as NRC, MRC, Delivery Intervals, discounts, fees, etc.) and eligibility rules.
Customer Search	Provides search capabilities for sales orders.
Sales Order	The sales order manages the Lead to Contract process. This includes stages for Lead, Configuration, Pricing, Quoting and Contracting. When a Sales Order is completed a Customer Order is created for Fulfillment.
Site Order	When a sales order is captured it is organized by site. Each site represents a site order (sub-case) that manages the Lead to Contract process for a specific site. During the Pricing stage all site orders come back together via the sales order.
Feasibility Study	The feasibility study manages to field process required to understand the work required to connect a new site to the network or turn up a new customer at an existing site. The cost captured during this process becomes part of the formal proposal.
Site Survey	The site survey manages the work around validating that a site can support a particular product including space, power and HVAC. The site survey includes an industry standard site survey form.

High Level Functionality

Product Catalog Management

With Pega CPQ you can manage all of your commercial catalogs in a TM Forum (SID) aligned data driven product catalog built with extensibility in mind. This catalog supports the concept of multiple catalogs. For example, you might want your catalogs to be segmented by business line, but be available for creating bundles consisting of Product Offers from multiple catalogs. This is supported OOTB.

Product Specification Management

With Pega CPQ you can manage product specifications. The Product Specification entity manages the technical information about a product such as its business line, product category, product configuration, compatibility rules, media content and terms & conditions.

Product Offer Management

With Pega CPQ you can manage both simple and bundled product offers. A bundled offer is simply a collection of simple offers. The Product Offer entity manages the commercial information about a product such as the pricing, eligibility rules, contract terms, delivery days and distribution channels.

Integration with Pega Sales Automation

OOTB Pega CPQ comes integrated with Pega Sales Automation. This includes a demo application that sits on top of the horizontal version of Pega Sales Automation version 7.13. This includes an account executive dashboard, quote/sales order management, order visibility and Pega Social capabilities specific to each quote. Sales Orders (quotes) can be initiated by the account executive to accelerate the time to quote for an opportunity.

360° View

A customer profile is included with the Pega CPQ application that includes a 360° view of the customer. The customer profile includes basic details about the customer and includes an overview, summary of accounts, list of products owned, authorized contacts, billing profile, contact information and site addresses. It also includes a view of all pending orders for the selected customer.

Sales Order Management

The Pega CPQ application manages the sales order from opportunity to contract. This includes the following stages: lead, configure, price, quote and contract. The application provides a budgetary quote, site decomposition, feasibility studies, site surveys, third party analysis, formal proposal templates, margin calculation and an OOTB integration with Pega Fulfillment Control Center

Pega Fulfillment Control Center Integration

Pega CPQ is integrated OOTB with Pega Fulfillment Control Center (FCC). In Pega CPQ when the final contract is submitted a customer order is created in FCC. FCC comes with a technical catalog that maps fulfillment cases/plans to product specifications in the catalog. This provides rapid time to market for new product offers.

Mobile Access

Pega CPQ may be used on mobile devices (tablets) to serve customers in person. Using Pega's adaptive user interface an account executive or sales engineer can provide an over the shoulder budgetary quote.

Quote Based Collaboration

Pega CPQ comes fully integrated with the Pega Social capabilities. This allows users to collaborate and have a fully documented conversation within the context of an order. This provides stakeholders end to end visibility into the sales order lifecycle.

CPQ Reporting

OOTB Pega CPQ includes several reports to provide insight into sales orders and their processing by order stage.

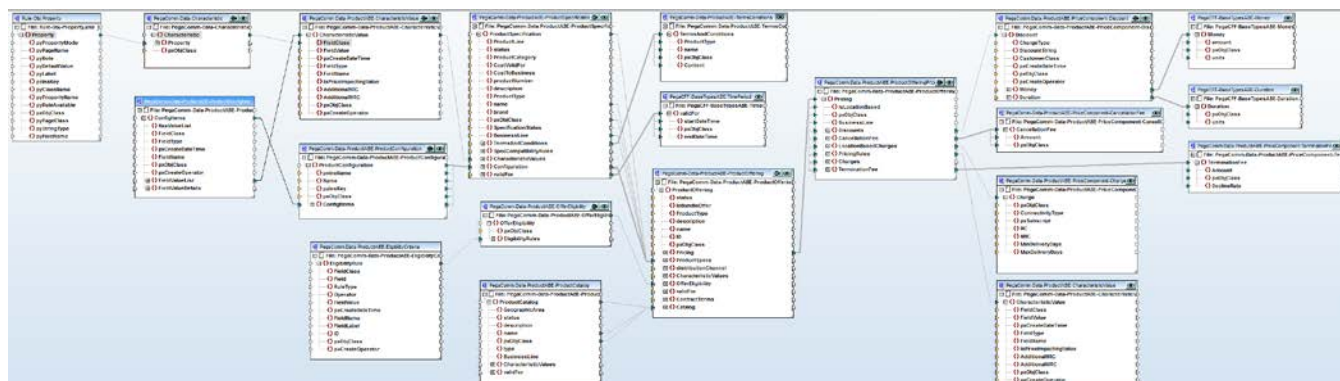
4 Data Model

Pega CPQ provides common data objects to manage sales order data. Some of the object types, expect data to be sourced from an external system of record.

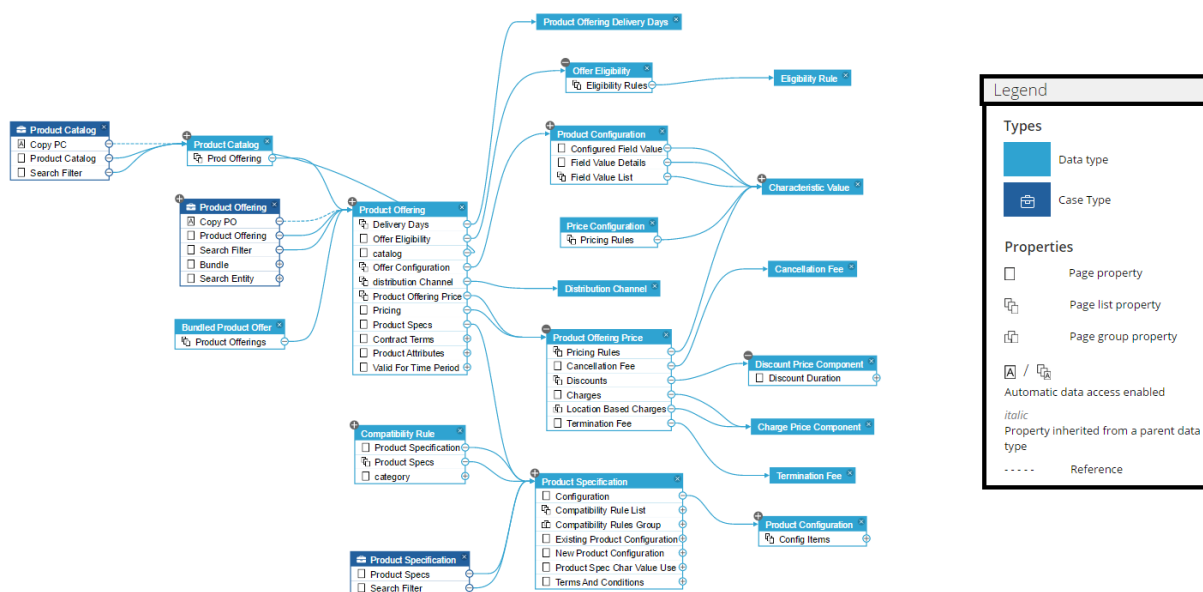
The following matrix provides the key objects used in the Pega CPQ application and their respective Data Pages.

ObjectType	Description	Data Page ¹
Product Catalog*	Defines a repository of Product Offers defined by the Marketing Manager. This entity defines information about Business Line, Type of Catalog, Start Date, End Date, Status, and Geographic Area.	D_ProductCatalogBasic D_ProductCatalogListBasic D_ProductCatalogFull D_ProductCatalogListFull
Product Specification*	Defines the technical aspects of a product and is utilized by Product Offers. This entity includes details such as Business Line, Product Line, Product Category, Brand, Lifecycle Status and cost to the business. This entity manages Terms & Conditions, Media Content, Compatibility Rules, and Product Configurations.	D_ProductSpecBasic D_ProductSpecListBasic D_ProductSpecFull D_ProductSpecListFull
Product Offer*	Defines commercial information pertaining to a product including Start Date, End Date, Contract Terms, Status, Offer Type and Distribution Channels. The Product Offering also includes pricing components (such as NRC, MRC, Delivery Intervals, discounts, fees, etc.) and eligibility rules.	D_ProductOfferingBasic D_ProductOfferingListBasic D_ProductOfferingFull D_ProductOfferingListFull
Sales Order	The case that manages the order from lead to contract.	N/A

Entity Relationship Diagram (Pega CPQ 7.14)



The following figure shows the Product Catalog entities and relationship between them using the Pega Data Visualizer.



Pega CPQ Roles

Pega CPQ supports key roles generally associated with the sales order process managed by Communication Service Providers.

This matrix describes each of the roles shipped with the Pega CPQ application, their default portal, and key dashboard capabilities.

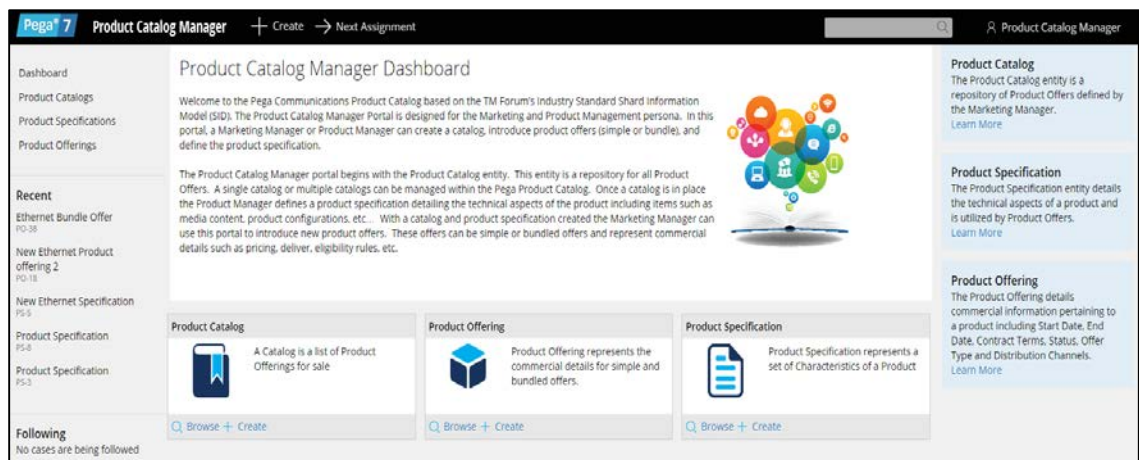
Role	Description	Default Portal	Key Dashboard Features
Product Catalog Administrator	Product Catalog manager manages the catalog and extensions such as data lists, compatibility & eligibility rules types, characteristics, etc...	Product Catalog Admin	<ul style="list-style-type: none"> - Catalog Model - Catalog Library - Catalog Definitions - Manage Catalog Lists
Product Catalog Manager	Manages the Product Catalog Data	Product Catalog Manager	<ul style="list-style-type: none"> - Dashboard - Catalogs - Product Specs - Product Offers
Account Executive	The account executive starts the sales order from an opportunity then he completes work and monitors his quotes	Account Manager Portal	<ul style="list-style-type: none"> - Dashboard - My Orders - Worklist
Sales Engineer	The sales engineer manages the solution being quoted for the customer and owns the end to end sales order (quote/proposal)	Sales Engineer Portal	<ul style="list-style-type: none"> - Dashboard - Calendar - Customers - My Orders - Worklist
Sales Manager	The sales manager requires order visibility and the ability to approve quotes before they are sent to the customer.	Sales Manager Portal	<ul style="list-style-type: none"> - Dashboard - Calendar - Customers - My Orders - Worklist
Solution Engineer	The solution engineer needs to review the solution requirements and manage each of the site orders requesting feasibility studies, site surveys and 3 rd party analysis.	Solution Engineer Portal	<ul style="list-style-type: none"> - Dashboard - Calendar - Customers - My Orders - Worklist
Field Engineer	The field engineer manages the feasibility study and site survey processes.	Field Engineer Portal	<ul style="list-style-type: none"> - Dashboard - Calendar - Customers

			<ul style="list-style-type: none"> - My Orders - Worklist
Vendor Analyst	The vendor analyst manages the third party processes.		<ul style="list-style-type: none"> - Dashboard - Calendar - Customers - My Orders - Worklist
Financial Analyst	The financial analyst manages the pricing/margin calculation process.		<ul style="list-style-type: none"> - Dashboard - Calendar - Customers - My Orders - Worklist

Pega CPQ Portals

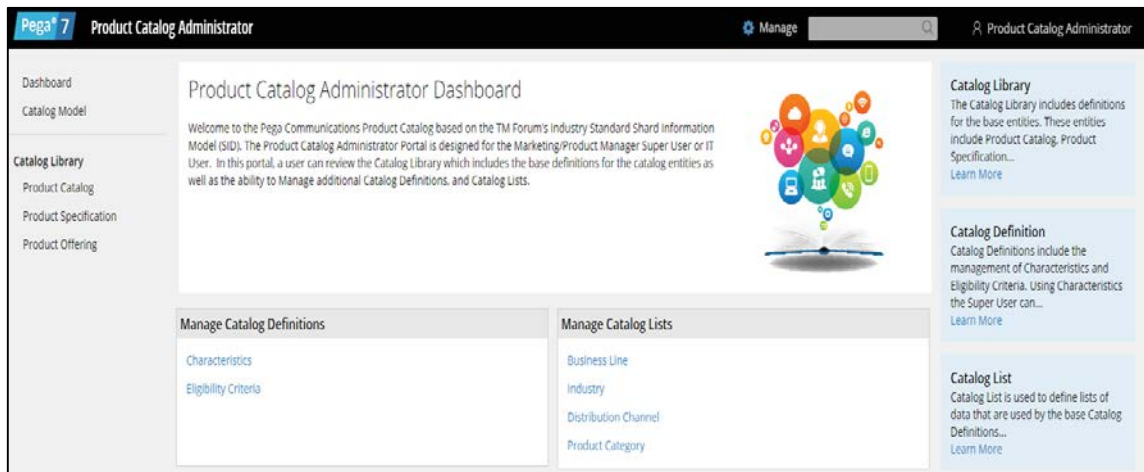
Product Catalog Manager Portal

The Product Catalog Manager Portal provides a user interface that allows the Product Manager to quickly launch new products and instantly manage Lead to Contract process for new sales orders. This portal gives the Product Manager the ability to create and manage product catalog artifacts. In this portal new catalogs, product specifications and product offers can be created and managed.



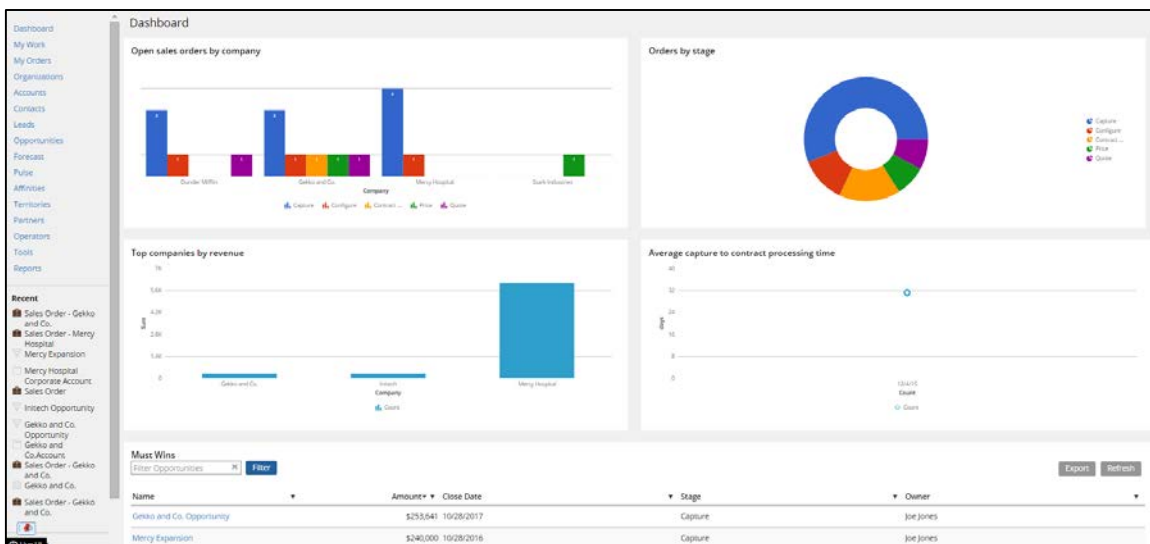
Product Catalog Administrator Portal

The Product Catalog Administrator Portal provides a user interface that allows the Product Administrator to quickly make light weight extensions that are commonly required by service providers to meet company specific needs.



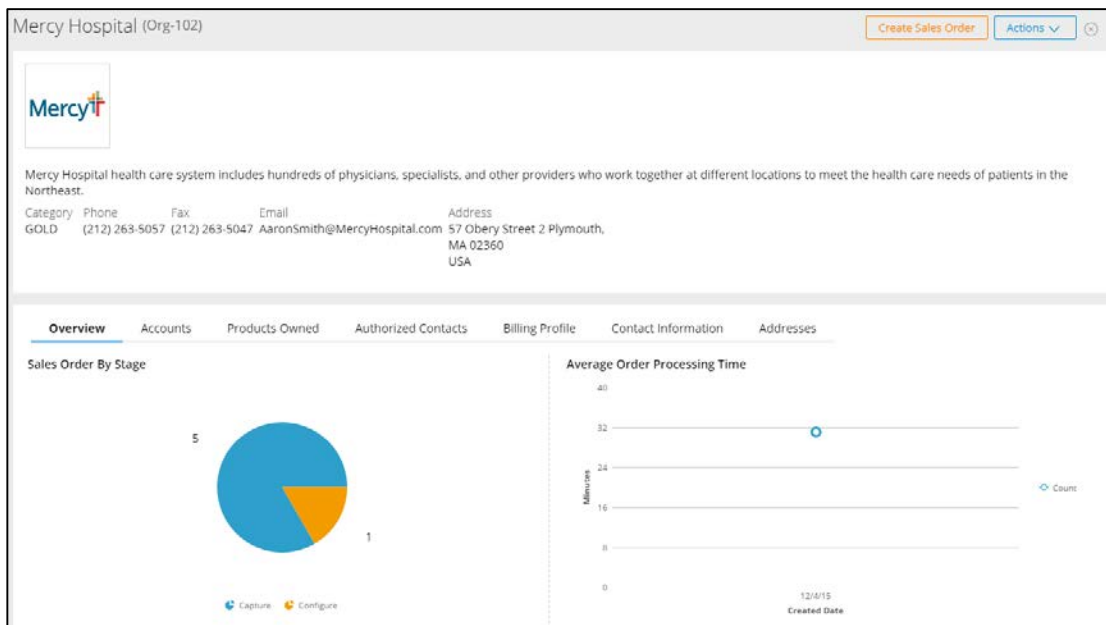
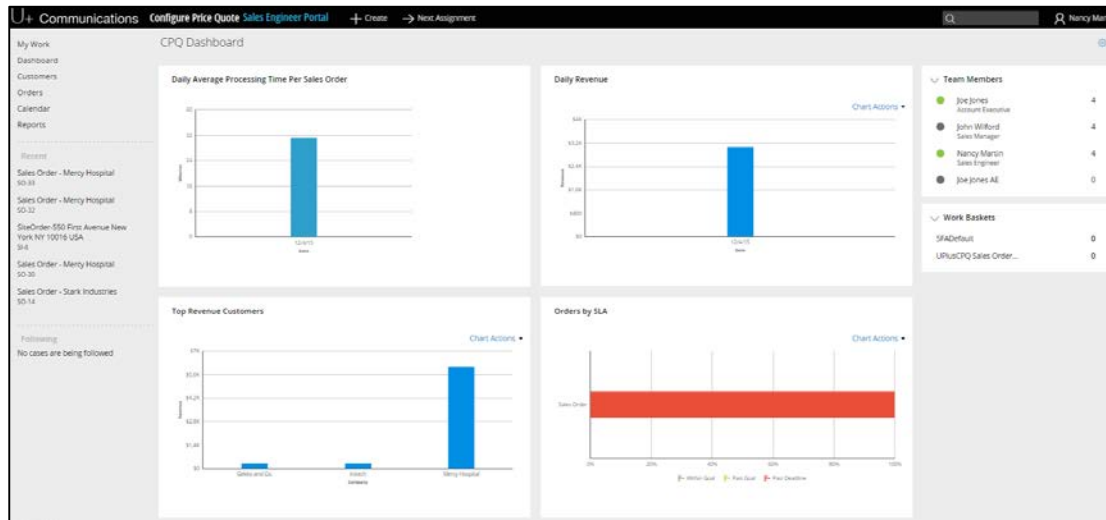
Account Executive Portal

The account executive portal provides the AE a dashboard, ability to transition an opportunity to a sales order (quote) and a worklist to manage work that is assigned to him. The portal also provides a view into all quotes for a specific opportunity.



CPQ Case Manager Portal

The remaining roles all use a very similar portal. The portal has been customized for Pega CPQ. Most of the enhancements are in the customer profile and the dashboard.



Appendix A: Pega CPQ Sales Order Process

Lead to Contract Screen Shots

Transitioning Opportunity to Quote

The screenshot shows the 'Mercy Expansion' opportunity record in the Pega CPQ system. The top navigation bar includes 'U+ Communications', 'SalesForce Automation', 'Account Executive Portal', and a '+ Create' button. The left sidebar contains a navigation menu with options like Dashboard, My Work, My Orders, Organizations, Accounts, Contacts, Leads, Opportunities, Forecast, Pulse, Affinities, Territories, Partners, Operators, Tools, and Reports. The main content area displays the 'Mercy Expansion' record with fields for Amount (\$240,000), Close Date (10/28/2016), Probability (10%), and Owner (Joe Jones). Below these fields is a 'Details' tab with sub-tabs for Contacts, Activities, Leads, Narratives, Attachments, Sales Team, and Pulse. The 'Sales Orders' section is expanded, showing a table of sales orders with columns for ID, Name, Status, Total NRC, Total MRC, Amount, Quotes, Pulse, and Is Primary?.

ID	Name	Status	Total NRC	Total MRC	Amount	Quotes	Pulse	Is Primary?
SO-1		New-Construction			\$0.00			
SO-2	100 Mbps	New-Construction			\$0.00			
SO-3	Ethernet1GB	Pending-SiteOrders	\$875.00	\$1,175.00	\$0.00			
SO-9	Sample Sales Order	Resolved-Completed	\$1,000.00	\$500.00	\$0.00			

The screenshot shows the 'Sales Order (SO-16)' screen. The top section contains fields for Customer ID (Org-102), Customer Name (Mercy Hospital), Opportunity (Mercy Expansion), and Amount (\$0.00). Below these are fields for Name, Contract Terms (Months) (24), Product Category, and Sales Engineer (Nancy Martin). The 'Select customer sites below or Add new site' section is expanded, showing a table of available customer sites and a table of selected customer sites. The 'Additional Details' section contains a text area with the note 'I need a quote ASAP. Customer meeting tomorrow morning.' and an 'Add Attachments' button.

Available Customer Sites	Selected Customer Sites
550 First Avenue New York NY 10016 USA 800 Washington Street Boston CT 06105 USA 535 East 70th Street New York NY 10021 USA	81 Highland Ave Salem MA 01970 USA 57 Obery Street 2 Plymouth MA 02360 USA

Multi-Site Order Capture

Sales Order - Mercy Hospital (SO-328) New-Construction

1 Add Customer Sites 2 Add Products 3 Configure Products 4 Review Solution View

Contract Term (Months) 36 Customer ID Org-102 Customer Name Mercy Hospital Customer Type GOLD Industry Healthcare

Select customer sites or [Add New Site](#)

Available Customer Sites	Selected Sites
550 First Avenue New York NY 10016 USA Offnet via Third Party	81 Highland Ave Salem MA 01970 USA Off Net
800 Washington Street Boston CT 06105 USA On Net	
535 East 70th Street New York NY 10021 USA Offnet via Third Party	
57 Obery Street 2 Plymouth MA 02360 USA Off Net	

[Add all](#) [Remove all](#)

[Next >>](#)

Order Details

Pega Pulse

Adding Products

Sales Order - Mercy Hospital (SO-328) New-Construction

1 Add Customer Sites 2 Add Products 3 Configure Products 4 Review Solution View

Select Sites and Add Products

Select Sites

81 Highland Ave Salem MA 01970 USA

Add Products to Selected Sites

Catalog Products Non-Catalog Products

Search and add products from the catalog that have contract terms of 36 Months

Select Catalog Enter Catalog ID/Name Select Product Type Enter Product Type name Select Product Enter Product ID/Name

- Healthcare Bundle (PO-70)
- Healthcare Bundle (PO-69)
- VF IPVPN (PO-30)
- Managed Office Voice+Dat (PO-4)
- CL Managed Office Voice (PO-3)
- CL Managed Office Data (PO-2)
- CL Managed Office Cloud / (PO-1)

Order Details

Product Review

Healthcare Bundle

Add to selected sites

Offer Type
Bundle

Contract Term
36 Month(s)

Distribution Channel
Direct

Catalog
U+ SMB

Specification
—

Description
Data + Cloud Apps

Bundle Offers

Offer Name	ID	Type	Status	Catalog	Specification
CL Managed Office Cloud Apps	PO-1	Simple	Available Now	CL Managed Office	CL Managed Office Cloud Apps
CL Managed Office Data	PO-2	Simple	Available Now	CL Managed Office	CL Managed Office Data

Pricing And Delivery

	NRC	MRC	Min Delivery Days	Max Delivery Days
Offnet	\$1,100.00	\$1,620.00	12	15
Onnet	\$1,200.00	\$3,800.00	15	20
OffnetThirdParty	\$370.00	\$500.00	12	15

Termination
\$2,200.00 minus \$115.00 for each full month of completed Service Commitment

Cancellation
Cancellation Fee Amount: \$201.00

Discounts
100.0% On NRC for 1Months for Gold Customer

Product Configuration

Sales Order - Mercy Hospital (00-349) New-Construction

SaveOther actionsClose

1Add Customer Sites2Add Products3Configure Products4Review Solution View

Configure Products For Sites

Click on an offer to configure

550 First Avenue New York NY 10016 USA

01 HIPPA Bundle

01 HIPPA MessageLink

Managed Office Voice

Managed Office Data

800 Washington Street Boston CT 06105 USA

01 HIPPA Bundle

Configure Product - HIPPA MessageLink

Configuration Item	Value	Additional NRC	Additional MRC
Messages	Select... 0-Change 10000 5000 Unlimited		
Click Copy to apply above configuration on all apps			
Total Product Offer Price			
Configuration Charge	\$0.00		\$0.00

BackNext

Order Details

Pega Pulse

Quote Review

Sales Order - Mercy Hospital (SO-53) New-Construction

1 Add Customer Sites 2 Add Products 3 Configure Products 4 Review Solution View

Review Solution View

Solution View Map View

Selected Site(s) and Product(s)	Quantity	NRC	MRC	Config NRC	Config MRC
550 First Avenue New York NY 10016 USA Estimated Delivery Days (13-15)		\$700.00	\$350.00	\$13.00	\$15.00
CL Managed Office Data			\$100.00	\$13.00	\$15.00
Managed Office Voice+Data			\$250.00	\$0.00	\$0.00
800 Washington Street Boston CT 06105 USA Estimated Delivery Days (15-20)			\$200.00	\$4.00	\$6.00
CL Managed Office Data			\$200.00	\$4.00	\$6.00
81 Highland Ave Salem MA 01970 USA Estimated Delivery Days (12-18)			\$1,500.00	\$4.00	\$4.00
CL Managed Office Data			\$1,500.00	\$4.00	\$6.00
Total Sales Order Price			\$2,050.00	\$21.00	\$27.00

Product Configuration

Configuration Item	Value
DataSpeed	1 Gbps
DataConnType	Enhanced
BackupPowerSupply	No
WirelessAP	True

Back Finish

Sales Order - Mercy Hospital (SO-53) New-Construction

1 Add Customer Sites 2 Add Products 3 Configure Products 4 Review Solution View

Review Solution View

Solution View Map View

Map data ©2015 Google - Terms of Use

Back Finish

Customer Approval Email

From: Pega Comm OMF Administrator <omfadmin@pegacomm.com> Sent: Mon 3/30/2015 5:52 PM

To: Customer

Cc: Subject: SO-1192 Confirm Budgetary Estimate

Message: Budgetary Estimate SO-1192.pdf (31 KB)

Pega 7 Confirm Your Order

Thank you for your order with Pega Communications. We appreciate your business and hope you had a pleasant experience. This email serves as your confirmation for the product(s) you have purchased. Please find the attachment.

This is a budgetary estimate and includes pricing of NRC (Non Recurring Charges) and MRC (Monthly Recurring Charges) based on average prices captured in the Pega Communications product catalog. These prices are based on historical averages and the best available information at the time of budgetary estimate generation. The terms in this budgetary estimate are subject to change without prior notification. Firm pricing included in a future contract will be based on field estimates and the quoted NRC/MRC could be reduced or increased.

We request you to take necessary action using the button here.

Take Action

[Confirm](#)

Order Details:

OrderID: SO-1192
 Customer: Mercy Hospital
 Created Date: Monday, March 29, 2015
 Estimated Proposal Date: Wednesday, April 1, 2015
 Contract Terms: 12 Months

Order Item(s):

Product/Location	Quantity	NRC	MRC	Config NRC	Config MRC
635 East 70th Street New York NY 10021 USA					
		OFFNET THIRD PARTY	Diversity true	(Estimated Delivery Days: 10-20)	
Product Offering	1	\$100.00	\$100.00	\$0.00	\$0.00
800 Washington Street Boston CT 06105 USA					
		ONNET	Diversity	(Estimated Delivery Days: 10-20)	
Product Offering	1	\$100.00	\$100.00	\$0.00	\$0.00
81 Highland Ave Salem MA 01970 USA					
		OFFNET	Diversity	(Estimated Delivery Days: 10-20)	
Product Offering	1	\$100.00	\$100.00	\$0.00	\$0.00
					Total NRC
					\$300.00
					Total MRC
					\$300.00
					Total Config NRC
					\$0.00
					Total Config MRC
					\$0.00

Sales Representative Details

Name: OMF Developer
 Phone:
 Email: OMFDeveloper@pegacomm.com

Additional Information

Product Technical Support:
 For product support, please contact Pega Communications professional at profession@pegacomm.com

Billing Support:
 For product support, please contact Pega Communications professional at profession@pegacomm.com

*****Do not reply to this email.*****

Site Survey

Order: Mercy Hospital (SO-1192) • Location: 800 First Avenue New York NY 10016 USA (05-2)

Site Survey: 550 First Avenue New York NY 10016 USA (05-2) New

The assignment is due 4 days from now

Add Site Survey Analysis

800 First Avenue New York NY 10016 USA Yellow Tag

Estimated Delivery	Diversity	Site NRC	Site MRC	Site Config NRC	Site Config MRC
10-15 Days	False	\$700.00	\$350.00	\$13.00	\$15.00

[View site on Maps](#)

Products ordered at this site

Product	Quantity	NRC	MRC	Config NRC	Config MRC	Serviceability
CL Managed Office Data	1	\$250.00	\$100.00	\$13.00	\$15.00	✓
Managed Office Voice Data	1	\$450.00	\$250.00	\$0.00	\$0.00	✓
Total Site Order Price		\$700.00	\$350.00	\$13.00	\$15.00	

Notes From Solution Engineer

Site Survey Checklist

AC Powering Checklist

Requirement	Description	✓	Yes	No
Back Up	Is backup available?	✓	Yes	No
Voltage	Marked the nominal single phase AC Voltage?	✓	Yes	No
AC Noise	Validated the THD reflected towards the source from the AC feeds?	✓	Yes	No
Feeds	Listed the number of hard-wired AC feeds needed available?	✓	Yes	No
Breaker Size(s)	Listed the size of AC feed breaker(s) needed available?	✓	Yes	No
Breaker Access	jointly with Customer, determined the exact point of opening of AC feeds?	✓	Yes	No
Breaker Access	Access to breaker enclosed feeding their equipment in order to restore service 24x7x365?	✓	Yes	No
Average Draw	Listed the average draw of the equipment in watts?	✓	Yes	No
TVSS	Are feeds provided protected by a function TVSS?	✓	Yes	No

Grounding Checklist

Space and Clearance Checklist

Site Survey Analysis

Add Notes

[Add Attachments](#)

No attachments

Cancel Submit

Solution Preferences

Sales Order - Mercy Hospital (SO-53) Pending-Pricing

The assignment is due 4 days from now

Solution Preferences

550 First Avenue New York NY 10016 USA

Site Details

Connectivity Status On Net	Diversity False	Estimated Delivery 12-15days
Solution Preference Feasibility Study	Site NRC \$1,004.00	Site MRC \$1,506.00

Select Solution Preference

☒ Feasibility Study ☐ Third Party Analysis

Feasibility Study		
Construction Cost	Splicing Cost	Testing Cost
Equipment Cost	Wiring Cost	Total Solution Cost
		\$0.00
Access information		
Construction	Splicing	Testing
Equipment & wiring information		
Equipment Notes	Wiring Notes	

Adjust Product Prices

Product	Catalog NRC	Catalog MRC	Qty	NRC (\$)	MRC (\$)
CL Managed Office Data	\$1,004.00	\$1,506.00	1	1004	1506

Cancel Submit

Margin Calculation

Sales Order - Mercy Hospital (SO-53) Pending-MarginCalculation

The assignment is due 4 days from now

Margin Calculation

800 Washington Street Boston CT 06105 USA

Site Details

Connectivity Status On Net	Diversity False	Estimated Delivery 15-20days
Solution Preference Feasibility Study	Site NRC \$1,004.00	Site MRC \$206.00

Feasibility Study Details

Site Products

Product	Catalog NRC	Catalog MRC	Qty	NRC (\$)	MRC (\$)
CL Managed Office Data	\$1,004.00	\$206.00	1	1004	206

Sales Order Margins

Break Even Chart

Contract Terms: 36month(s)
Total NRC: \$2,721.00

Break Even Point: 2 months
Total MRC: \$2,077.00

Cancel Submit

Order Details

Pega Pulse

Final Contract Capture/Validation

Sales Order - Mercy Hospital (SO-53) Pending-FinalContract

SaveOther actionsClose

The assignment is due 4 days from now

Final Contract

Contract Term
36month(s)

Contract Expiration Date
4/9/2018 3:20 AM

Selected Site(s) and Product(s)	Quantity	NRC	MRC
81 Highland Ave Salem MA 01970 USA Estimated Delivery Days (12-15)		\$1,004.00	\$1,506.00
550 First Avenue New York NY 10016 USA Estimated Delivery Days (12-15)		\$713.00	\$365.00
800 Washington Street Boston CT 06105 USA Estimated Delivery Days (15-20)		\$1,004.00	\$206.00
Total Sales Order Price		\$2,721.00	\$2,077.00

Verify Customer Details

First Name
Aaron

Last Name
Smith

Email (Preferred)
Aaron_Smith@gmail.com

Email

Phone(Preferred)

Phone

CancelSubmit