

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

### **< SAM Roles and Authorizations >**

Create	Name	Dept.	Signature	Date
Brand Process Lead				
<b>Review</b>				
Enterprise Track Leader				
Track Leader (IDS)				
Validation Team				
<b>Approval</b>				
Process Owner				

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

#### Document Information

<b>Project</b>	
<b>Supersedes document</b>	

#### Document History

Version	Date	Author	Dept.	Reason for Change
1.0				First version

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

<b>1</b>	<b>OBJECTIVE OF THE DOCUMENT .....</b>	<b>4</b>
<b>2</b>	<b>SCOPE AND APPLICABILITY .....</b>	<b>4</b>
<b>3</b>	<b>BUSINESS ROLES SAM .....</b>	<b>5</b>
3.1	SAM ACCOUNT MANAGER .....	5
3.2	SAM BUSINESS DEVELOPMENT MANAGER.....	7
3.3	SAM CUSTOMER SERVICE REPRESENTATIVE.....	8
3.4	SAM MARKETING MANAGER .....	15
3.5	SAM OPPORTUNITY APPROVER .....	16
3.6	SAM PROJECT COORDINATOR .....	17
3.7	SAM SALES FORECASTER .....	17
3.8	SAM SALES MANAGER.....	18
3.9	SAM SAMPLING DEP.REP. ....	19
3.10	SAM VP SALES .....	21
3.11	SAM SALES DISPLAY ROLE .....	21
3.12	SAM PART CONFIGURATOR ROLE (NEW ROLE) .....	22
<b>4</b>	<b>ADDITIONAL ROLES .....</b>	<b>23</b>
4.1	SAM CUSTOMER SERVICE MANAGER.....	23
4.2	SAM SALES ASSISTANT.....	24
4.3	SAM BUSINESS DEVELOPMENT MANAGER.....	24
4.4	SAM FINAL BUDGET APPROVER.....	25
4.5	SAM CUSTOMIZED PROJECT MANAGER .....	25
4.6	PLM RESEARCH DEVELOPER (PLM DEPARTMENT).....	26
<b>5</b>	<b>GENERAL REMARKS.....</b>	<b>27</b>

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

## 1 Objective of the Document

This document is based on the role definitions made for the business roles within the ARIS process models. This functional specification describes more detailed which requirements for the roles exist and which constraints are used to restrict the authorizations for the roles.

These constraints can be on one hand organizational levels like company codes or plant and on the other hand non organizational criteria like activity (create, change, display, post...) or business object types like material type, document type, order type, authorization group...). Of course, combinations of the different criterias are possible, e.g. for a business role it should be allowed to display document types for all companies but changes are only allowed in one company.

If you need additional transaction for a role, please add these transaction separated by an empty row at the end of the transaction list of the role. If you need further roles, which hasn't been used in the processes, please add these roles at the end of the functional specification.

## 2 Scope and Applicability

Process-ID: SAM\_CRM01, SAM\_CRM02, SAM\_CRM03, SAM\_CRM05

Process-ID: SAM\_AMS01

Process Owner: Thierry Lambert, Becky Donner

Process-ID: MDM\_SDM004, MDM\_SMD002, MDM\_SMD003, SAM\_BIM001, SAM\_COM001, SAM\_COM002, SAM\_COM003, SAM\_DEM001, SAM\_REB001, SAM\_RET001, SAM\_SCA001, SAM\_SCA002, SAM\_SOM001, SAM\_SOM002, SAM\_SOM003, SAM\_SOM004, SAM\_SOM005, SAM\_SOM006, SAM\_SPO001, SAM\_SPO002, SAM\_SPO003

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

### 3 Business Roles SAM

#### 3.1 SAM Account Manager

Sales person responsible for the direct interface with the business partner.

System	Transaction Code	Description	Requirements
SCM	/SAPAPO/TSCUBE	Load Planning Area Version	No Restrictions
CRM	BP	Maintain Business Partner	<ul style="list-style-type: none"> <li>- Display all Business partner</li> <li>- Maintain business partner: Prospect</li> </ul> Company code, Sales area, sales office, sales group, Territory Management
CRM	CRMD_ORDER	Maintain Sales Transactions	Business transactions: Customer contact, Quotation, Opportunity,  Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
ECC	CV01N	Create Document	Plant
ECC	QM02	Change quality notification	
ECC	QM03	Display quality notification	

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

ECC	QM14	Change list of items: selection of notification	Plant
ECC	QM15	Display list of items	Plant
BI	RRMX	Start the Business Explorer Analyzer	
ECC	VK13	Display Condition	Sales Org/Dist. Channel/Plant
SCM	/SAPAPO/SDP94	Supply & Demand Planner: Init.Screen	Object: C_APO_FUN Field: APO_PAREA (Planning Area) APO_FUNC (DP and SNP Act.)
ECC	VD01	Create Customer	Account Group/Sales Area
	Added:		
ECC	VD02	Maintain Customer	Account Group/Sales Area
ECC	VD03	Display Customer	
ECC	VDH2N	Display Customer Hierarchy	Sales Area
CRM			Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
	S_AE_2_89000019	Maintain List Activities	
CRM / UI			- Display all BP - Create / Change only BP Prospects Company code, Sales area, sales office, sales group, Territory Management - Maintain Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office,
	Business role Salespro	Maintain BP and Sales operations	

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

			sales group, Territory Management
--	--	--	--------------------------------------

### 3.2 SAM Business Development Manager

Analyze the market and ensure the protection and enhancement of the intellectual property of the company.

System	Transaction Code	Description	Requirements
ECC	CV01N	Create Document	
BI	RRMX	Start the Business Explorer Analyser	
CRM	BP	Maintain Business Partner	- Display all Business partner - Maintain business partner: Prospect Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM	CRMD_ORDER	Maintain Sales Transactions	Business transactions: Customer contact, Quotation, Opportunity,  Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

CRM	S_AE_2_89000019	Maintain List Activities	Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM / UI	Business role Salespro	Maintain BP	- Display all BP - Create / Change only BP Prospects Company code, Sales area, sales office, sales group, Territory Management - Maintain Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management

### 3.3 SAM Customer Service Representative

Customer service person responsible for the sales order management for the business partner. This person can have direct responsibility for planning, logistics and billing.

System	Transaction Code	Description	Requirements
ECC	CJ2C		
CRM	CRMD_ORDER	Maintain Sales Transactions	Business transactions: Customer contact, Quotation, Opportunity,  Company code, Sales area, sales office, sales group, Territory Management



<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

			(Additional Authorization objects CRM_TERRMA CRM_TERRDY)
ECC	CS15	Single-Level Where-Used List	
ECC	MB51	Material Doc. List	Plant/Sales Org/Dist. Channel/Storage Loc.
ECC	MD04	Display Stock/Requirements Situation	All Plants
ECC	MIGO	Goods Movement	Goods movement 633: GI Customer Consignment & Goods movement 634: GI rcpt: customer consignment – execute Display for remaining Goods Movements
ECC	MM03	Display Material	All plants & Sales Organizations
ECC	MMBE	Stock Overview	Company Code, plant, storage loc, batch
ECC	V.02	List of Incomplete Sales Orders	Company code, Sales area, sales office, sales group, doc types for Delivery & Billing
ECC	VA01	Create Sales Order	Sales area, sales doc types, plant
ECC	VA02	Change Sales Order	Sales area, sales doc types, plant
ECC	VA03	Display Sales Order	Sales area, sales doc types, plant
ECC			All company codes, sales areas, doc. Types & plants

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

	VA05	List of Sales Orders	
ECC	VA11	Create Inquiry	All company codes, sales areas, doc. Types & plants
ECC	VA12	Change Inquiry	All company codes, sales areas, doc. Types & plants
ECC	VA13	Display Inquiry	All values
ECC	VA21	Create Quotation	
ECC	VA15	Inquiries List	All values
ECC	VA31	Create Scheduling Agreement	Company Code, sales org, doc type, plant
ECC	VA32	Change Scheduling Agreement	Company Code, sales org, doc type, plant
ECC	VA33	Display Scheduling Agreement	All values
ECC	VA41	Create Contract	Company Code, sales org, doc type, plant
ECC	VA42	Change Contract	Company Code, sales org, doc type, plant
ECC	VA43	Display Contract	All values
ECC	VBO1	Create Rebate Agreement	Agreement type, Sales Area, plant
ECC	VD01	Create Customer (Sales)	Account group, Sales Area
ECC	VD02	Change Customer (Sales)	Account group, Sales Area
ECC	VD03	Display Customer (Sales)	All Sales Areas
ECC	VD04	Customer Changes (SD)	All Sales Areas
ECC	VD05	Block customer (sales)	Sales Area

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

ECC	VD06	Mark customer for deletion	Sales Area
ECC	VD51	Maintain Customer-Material Info	Sales Area
ECC	VD53	Display Customer-Material Info	All Sales Areas
ECC	VDH1N	Display/Maintain Customer Hierarchy	Master Data Group or Sales Area
ECC	VF01	Create Billing Document	Company Code, Sales Area
ECC	VF02	Change Billing Document	Company Code, Sales Area
ECC	VF04	Maintain Billing Due List	Company Code, Sales Area, Shipping Point, Billing Type
ECC	VF11	Cancel Billing Document	Company Code, Sales Area, Shipping Point, Billing Type
ECC	VF31	Output from Billing Documents	Output type, billing doc, Sales Org
ECC	VFX3	List Blocked Billing Documents	Sales Org, Sales Doc type, Billing Doc type
ECC	VK11	Create Condition	Sales Org, condition type
ECC	VK12	Change Condition	Sales Org, condition type
ECC	VK13	Display Condition	All sales org's, all condition types
ECC	VL01N	Create Outbound Delv. with Order Ref.	Shipping Point, Delivery Type, Sales Org
ECC	VL02N	Change Outbound Delivery	Shipping Point, Delivery Type, Sales Org
ECC	VL03N	Display Outbound Delivery	All Shipping points, all delivery types, all sales org's
ECC	VL06O	Outbound Delivery Monitor	Sales Org, Shipping Point, Delivery Type
ECC	VL10A	Sales Orders Due for Delivery	Shipping Point, Sales Org, Delivery type
ECC	VL10B	Purchase Orders Due for Delivery	Shipping Point, Sales Org, Delivery Type
ECC	VL10C	Order Items Due for Delivery	Shipping Point, Sales Org, Delivery Type

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

ECC	VL10G	Documents due for Delivery	Shipping Point/Sales Org, Delivery Type
ECC	VL10H	Items Due for Delivery	Shipping Point, Sales Org, Delivery Type
ECC	VL10I	Schedule Lines due for Delivery	Shipping Point, Sales Org, Delivery Type
ECC	VL71	Output from Outbound Deliveries	Output Type, Delivery Type, Shipping Point
ECC	XD03	Display Customer (Centrally)	
ECC		Change Customer Account Group	Sales Area
	Added:		
ECC	XD07	Change Account Group	Account Group
ECC	OV51	Display Changes to Customer)	Sales Org, Distribution Channel
ECC	OV50	Master Data Comparison	Company Code, Sales Area
ECC	VD52	Maintain CMIR	Sales Org, Distribution Channel
ECC	MB53	Plant Stock Availability	Plant
ECC	CO09	Availability Overview	Plant
ECC	MB52	Warehouse Stock	Plant, Storage Location
ECC	XK03	Display Vendor	Company Code, Purchasing Org.
ECC	ME23N	Display Purchase Order	Plant, Purchasing Org.
ECC	MB58	Consignment at Customer	Plant
ECC	VF03	Display Billing Document	All
ECC	VF05	List Billing Documents	All
ECC	VBO2	Change Rebate Agreement	Agreement type, Sales Area, Plant
ECC	VBO3	Display Rebate Agreement	Agreement type, Sales Area
ECC	VV11	Sales Document Output Create	Sales Org, Output Type
ECC	VV12	Sales Document Output Change	Sales Org, Output Type

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

ECC	VV13	Sales Document Output Display	All Sales Orgs, Output Types
ECC	VV21	Create Shipping Output	Delivery Type, Output Type
ECC	VV22	Change Shipping Output	Delivery Type, Output Type
ECC	VV23	Display Shipping Output	All Delivery Types & Output Types
ECC	VA22	Change Quotation	Sales Org, Document Type
ECC	VA23	Display Quotation	All Sales Areas
ECC	CS11	Explode BOM	Plant
ECC	QP03	List QM Test Plans	All Plants & Groups
ECC	CJ03	Display WBS	No restrictions
ECC	CJ08	Display Project	No restrictions
ECC	RRMX	BI Reporting	Company Code, Sales Org
ECC	XD05	Block Customer Centrally	Company Code, Sales Area
ECC	MB03	Display Material Document	Material Doc Type
ECC	MB23	Display Reservation	All Plants & Movement types
ECC	MB24	Reservation List	Plant
ECC	MB54	Consignment Stocks	Plant
ECC	MB59	Material Doc. List	Plant, Movement Type
ECC	MB5B	Stocks for Posting Date	Company Code, Plant, Storage Loc.
ECC	MB5T	Stock in transit CC	Plant
ECC	MD07	Current Material Overview	Plant
ECC	MD13	Display Planned Order	No restrictions
ECC	MD16	Collective Display of Planned Orders	No restrictions
ECC	ME13	Display Purchasing Info Record	No restrictions
ECC	MM19	Display Material & at Key Date	No restrictions
ECC	VK33	Condition Maintenance: Display	No restrictions

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

ECC	VL22	Display Delivery Change Documents	No restrictions
ECC	VT03N	Display Shipment	No restrictions
ECC	VV33	Display Billing Output	No restrictions
ECC	VVG3	Display Group Output	No restrictions
ECC	MCSG	SIS: Execute Evaluation	Sales Org
ECC	MCSI	Call Standard Analyses of Sales	Sales Org
ECC	MCTA	SIS: Customer Analysis - Selection	Sales Org
ECC	MCTC	SIS: Material Analysis - Selection	Sales Org, Plant
ECC	MCTE	SIS: Sales Org. Analysis - Selection	Sales Org
ECC	MCTV01	SIS: Sales Activity - Selection	Sales Org
ECC	QM03	Display Quality Notification	No restrictions
ECC	CA03	Display Routing	Plant
ECC	CO03	Display Production Order	No restrictions
ECC	MM01	Create Material	Material Type, Plant, Sales Org
ECC	MM02	Change Material	Material Type, Plant, Sales Org
ECC	SBWP	Business Workplace	No restrictions
ECC	V.14	Sales Orders Blocked for Delivery	Sales Org
ECC	VA35	List of Scheduling Agreements	No restrictions
ECC	VA45	List of Contracts	No restrictions
ECC	VG02	Change Group	Group Type
ECC	VG03	Display Group	No restrictions
ECC	VL09	Cancel Goods Issue for Del.	Shipping Point

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

ECC	VL72	Output for Grouped Deliveries	Output Types, Shipping Point  - Display all BP - Create / Change only BP Prospects Company code, Sales area, sales office, sales group, Territory Management
BI	RRMX	Start the Business Explorer Analyser	
CRM	BP	Maintain Business partner	
CRM / UI	Business role Salespro	Maintain	

### 3.4 SAM Marketing Manager

This marketing manager is responsible for researching and identifying the market trends and using these to help drive corporate, product and pricing strategy. This person may also be responsible for internal and external communication as it relates to consumer, product activities and corporate image campaigns.

System	Transaction Code	Description	Requirements
ECC	CV01N	Create Document	Document Type
BI	RRMX	Start the Business Explorer Analyser	

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

	Added:		
CRM	CRMD_ORDER	Display Business Transaction	- Maintain Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management
CRM / UI	Business role Salespro	Maintain	- Display all BP - Display operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management

### 3.5 SAM Opportunity Approver

During the opportunity process depending on the level of division investment or strategic elements a regional general manager or regional sales manager (someone from the upper board level) has to approve the opportunity.

For pharma also the Business development manager has to approve the opportunity.

System	Transaction Code	Description	Requirements
CRM	CRMD_ORDER	Maintain Business Transaction	- Change Status in opportunity Company code, Sales area, sales office, sales group, Territory Management
CRM	BP	Business Partner	Display business partner
CRM / UI	Business role Salespro	Maintain	- Display all BP - Display operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group,



<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

			Territory Management
--	--	--	----------------------

### 3.6 SAM Project Coordinator

This person is in charge of co-ordinating necessary activities during a sales driven project/opportunity regarding component supply and capacity booking.

System	Transaction Code	Description	Requirements
ECC	CV01N	Create Document	
Additional			
CRM	BP	Business partner	Display BP
CRM	CRMD_ORDER	Maintain Business Transaction	Display Opportunity
CRM / UI	Business role Salespro	Maintain	Display BP, Display Opportunity

### 3.7 SAM Sales Forecaster

This person is responsible for entering sales forecast received from the customer into the forecast tool.

System	Transaction Code	Description	Requirements
SCM	/SAPAPO/MSDP_FCS T1	Lifecycle Settings	Object: C_APO_FUN Field: APO_PAREA (Planning Area) APO_FUNC (DP and SNP Act.)
SCM	/SAPAPO/SDP94	Supply & Demand Planner: Init.Screen	
SCM	/SAPAPO/TSCUBE	Load Planning Area Version	No Restrictions

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

SCM	/SAPAPO/mat1	Product	Object: C_APO_PROD Field: ACTVT (Activity) APO_LOC (Location) APO_PROD (Product Identifier)
-----	--------------	---------	--

### 3.8 SAM Sales Manager

Senior sales manager responsible for the sales people who have direct interface with the business partners. This senior sales manager could also have direct account responsibility.

System	Transaction Code	Description	Requirements
SCM	/SAPAPO/SDP94	Interactive Planning	Object: C_APO_FUN
SCM	/SAPAPO/SDP94	Interactive Planning	Field: APO_PAREA (Planning Area) APO_FUNC (DP and SNP Act.)
BI	RRMX	Start the Business Explorer Analyzer	
Additional			
CRM	BP	Maintain Business Partner	- Maintain business partner: Prospect Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM	CRMD_ORDER	Maintain Sales Transactions	Business transactions: Customer contact, Quotation, Opportunity, Company code, Sales area, sales office,

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

			sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM	S_AE_2_8900001 9	Maintain List Activities	Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM / UI	Business role Salespro	Maintain BP and Sales operations	- Create / Change only BP Prospects Company code, Sales area, sales office, sales group, Territory Management - Maintain Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management

### 3.9 SAM Sampling Dep.Rep.

In coherence with the brand orientation and the strategy of the activity, the SAM Sampling Dep. Rep. establish and put in place the action plans toward the markets and the relatives key actor to reach the target of growth and results , defined. He also establish and manage the marketing plan ( product and operationnal ) and the associated sales plan for the whole range of products and services of the activity.

Sys-tem	Transaction Code	Description	Requirements
ECC	VA01	Create Sales Order	Sales area, sales doc types, plant

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

ECC	VA02	Change Sales Order	Sales area, sales doc types, plant
ECC	VA03	Display Sales Order	Sales Area, sales doc types
ECC	VA05	List of Sales Orders	Sales Area, sales doc types
ECC	VK13	Display Pricing	Sales Area, sales doc types
ECC	MM03	Display Material	
ECC	MMBE	Stock Overview	Company Code, plant, storage loc, batch
ECC	CS11	Explode BOM	Plant
ECC	VA13	Display Inquiry	
ECC	VA15	Inquiries List	
ECC	VD03	Display Customer Master	
ECC	MD04	Stock/Requirements List	Plant
BI	RRMX	Start the Business Explorer Analyzer	Operational Reports in BI
ECC	SBWP	Business Workplace	
CRM			Business transactions: Customer contact, Quotation, Opportunity, Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
	CRMD_ORDER	Display Sales Transactions	
CRM / UI	Business role Salespro	Maintain BP and Sales operations	- Display Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

### 3.10 SAM VP Sales

Executive sales president responsible for the sales manager and sales people who have direct interface with the business partners. This person has P&L responsibility for the market.

System	Transaction Code	Description	Requirements
BI	RRMX	Start the Business Explorer Analyzer	
Additional			
CRM	CRMD_ORDER	Display Sales Transactions	Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM	S_AE_2_89000019	Maintain List Activities	Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM / UI	Business role Salespro	BP and Sales operations	- Display Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management

### 3.11 SAM Sales Display Role

Standard Display Role for all Sales Employees

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

System	Transaction Code	Description	Requirements
ECC	MM03		
BI	RRMX	Start the Business Explorer Analyzer	
CRM	BP	Business Partner	No limits
CRM / UI	Business role Salespro	Business Partner	No limits
CRM	CRMD_ORDER	Display Sales Transactions	Company code, Sales area,

### 3.12 SAM Part Configurator Role (new role)

System	Transaction Code	Description	Requirements
ECC		Part Configurator Tool	Custom transaction(s) – no t-code(s) assigned at this point (may be more than one-still being defined)
ECC	MM01	Create Material	Plant, Sales Org, Purchasing Org, material type
ECC	CS01	Create BOM	Plant, BOM Usage
ECC	CA01	Assign Routing	Plant
ECC	CL20N	Assign Objects to Classes	Class type
ECC	CV03N	Display Document	Document type
ECC	CV13	Display Document Structure	Document type

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

## 4 Additional Roles

### 4.1 SAM Customer Service Manager

Senior customer service manager responsible for the customer service team. This person can have direct management responsibility for planning, logistics, billing and staffing.

System	Transaction Code	Description	Requirements
BI	RRMX	Start the Business Explorer Analyzer	
CRM	CRMD_ORDER	Display Sales Transactions	Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM	S_AE_2_89000019	Maintain List Activities	Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM / UI	Business role Salespro	BP and Sales operations	- Display Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management
ECC	Various – TBD		Various t-codes (reports, etc.) which Customer Service Rep's would not execute.

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

## 4.2 SAM Sales Assistant

Internal sales person responsible for the indirect interface with the business partner. This internal sales person may also have some direct account responsibility.

System	Transaction Code	Description	Requirements
BI	RRMX	Start the Business Explorer Analyzer	
CRM	CRMD_ORDER	Display Sales Transactions	Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM	S_AE_2_89000019	Maintain List Activities	Company code, Sales area, sales office, sales group, Territory Management (Additional Authorization objects CRM_TERRMA CRM_TERRDY)
CRM / UI	Business role Salespro	BP and Sales operations	- Display Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management

## 4.3 SAM Business Development Manager

Analyze the market and ensure the protection and enhancement of the intellectual property of the company.

Sys-	Transaction	Description	Requirements
------	-------------	-------------	--------------



<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

tem	Code		
BI	RRMX	Start the Business Explorer Analyzer	
CRM / UI	Business role Salespro	BP and Sales operations	- Display Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management

#### 4.4 SAM Final Budget Approver

In the review the role of the Final Budget Approver can be different:

- VP Sales, SAM sales director and SAM account manager
- local and divisional management boards including financial controlling and supply chain
- Aptar board level

First the sales budget is reviewed and approved by divisional level, after that by Aptar board level.

System	Transaction Code	Description	Requirements
BI	RRMX	Start the Business Explorer Analyzer	
CRM / UI	Business role Salespro	BP and Sales operations	- Display Sales operations (opportunity, Customer Contact, Quotation) Company code, Sales area, sales office, sales group, Territory Management

#### 4.5 SAM Customized Project Manager

This person takes care for the customized product developing.

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

System	Transaction Code	Description	Requirements
BI	RRMX	Start the Business Explorer Analyzer	
CRM	CRMD_ORDER	Display Sales Transactions	Opportunities Company code, Sales area, sales office, sales group,
CRM / UI	Business role Salespro	BP and Sales operations	<ul style="list-style-type: none"> <li>- Display opportunity</li> <li>- Company code, Sales area, sales office, sales group,</li> </ul> Territory Management

#### 4.6 PLM Research Developer (PLM Department)

The PLM Research Developer can include:

##### o Designer

The Designer has the right to check in drawings and to access and edit all drawing documents regarding parts related to the product and define statuses. He also has the right to view mold and equipment drawings.

The Designer has the right to view the first hierarchy of the document structure.

##### o (Contract Designer)

The Contract Designer has the right to check in drawings.

##### o Project Manager

The Project Manager has the right to view the drawings in all statuses and to create and edit and set the statuses on the other types of documents. This might include also checks on the patent situation.

##### o Researcher (Raw Material Expert)

<a href="http://www.sharesap.com">www.sharesap.com</a> ®. Copyright©. Tous droits réservés. Par Mickael QUESNOT	<b>Functional Specification</b>  <b>&lt; SAM Roles and Authorizations &gt;</b>	Status	Draft / Approved
		Version:	1.0
		Process-Id	

The Researcher has the right to view the drawings after the status “Pre-Approved”. He has the access to view all other types of documents and to edit and set statuses regarding raw materials and tests.

The researcher can be responsible for basic researches and analyses, e.g. mold flow analysis.

System	Transaction Code	Description	Requirements
BI	RRMX	Start the Business Explorer Analyzer	
CRM	CRMD_ORDER	Maintain Sales Transactions	Opportunities Company code, Sales area, sales office, sales group,
CRM / UI	Business role Salespro	Sales operations	<ul style="list-style-type: none"> <li>- Maintain opportunity</li> <li>- Company code, Sales area, sales office, sales group,</li> </ul> Territory Management

## 5 General Remarks