



Vendors Can Get an Opportunity

Published on September 20, 2015



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Creating opportunities for leads and customers is a well-known functionality, but what about vendors?

SAP Business One enables you to create opportunities also for vendors.

Just open the Opportunity window, and select the opportunity type Purchasing. Now

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The screenshot shows the SAP Opportunity window with the 'Purchasing' radio button selected. The form contains the following fields and values:

- Opportunity Type: Sales, Purchasing
- Business Partner Code: V10000
- Business Partner Name: Acme Associates
- Contact Person: Sarah Kierl
- Total Amount Invoiced: [Empty]
- Business Partner Territory: [Empty]
- Sales Employee: James Chan
- Owner: [Empty]
- Opportunity Name: [Empty]
- Opportunity No.: 69
- Status: Open
- Start Date: 09/10/2015
- Closing Date: [Empty]
- Open Activities: [Empty]
- Closing %: 6%

Below the main form, there are tabs for Potential, General, Stages, Partners, Competitors, Summary, and Attachments. The 'General' tab is active, showing:

- Predicted Closing In: [Empty] Days
- Predicted Closing Date: [Empty]
- Potential Amount: 0.00
- Weighted Amount: 0.00
- Level of Interest: [Empty]

An 'Interest Range' table is also visible:

#	Description	Primary
1	[Empty]	<input type="checkbox"/>

Buttons at the bottom include 'Add', 'Cancel', 'Related Activities', and 'Related Documents'.

All the reports are enhanced to consider the opportunities for vendors.

Available since SAP Business One 9.1, version for SAP HANA PL05 and SAP Business One 9.1 PL05.



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Hi Ari, which scenario can be applied for this kind of opp, pls?

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For example: for following up negotiation with vendors prior to large-scale purchasing such as heavy machinery etc.

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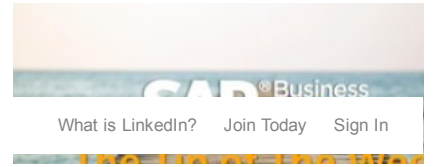
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When a Customer is Also a Vendor

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