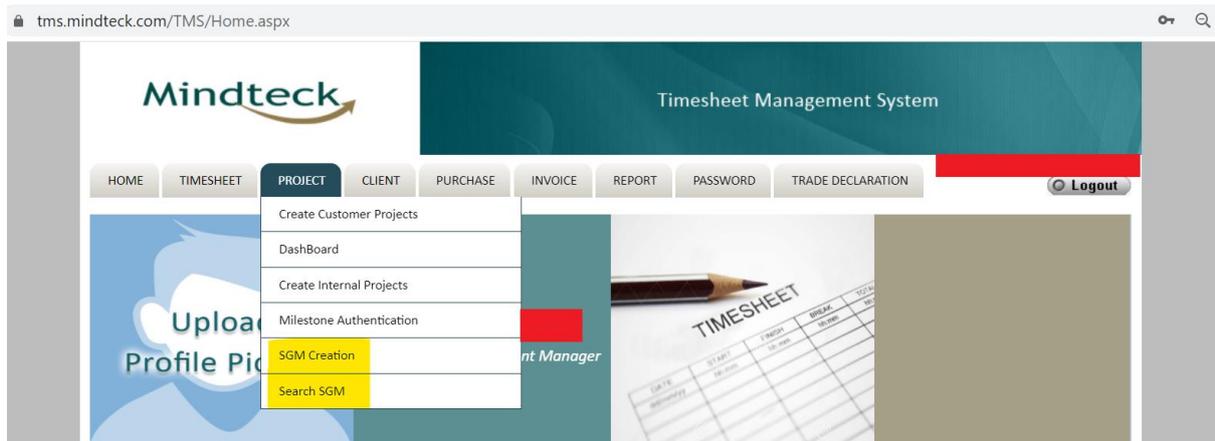


SGM Module

Overview

TMS SGM Module deals with Sales Gross Margin of a project. This SGM is mandatorily required for creating a new project in TMS. This module is being used by Sales and Delivery teams of Mindteck. SGM has following features.

1. SGM Creation
2. Search SGM



SGM Creation

tms.mindteck.com/TMS/OCN/SGMCalculation.aspx

SGM Calculation

Home > OCN > SGM Calculation

Calculate SGM

Region * Customer * Name

Revenue * Currency *

Contingency SGA

Resource Cost

| Entity | Level | Grade | Category | Person Months | Average CTC (Per Month) | Total Cost | Delete |
|--|-------------------------------------|----------------------|-------------------------------------|----------------------|-------------------------|----------------------|--------|
| <input type="text" value="Select"/> | <input type="text" value="Select"/> | <input type="text"/> | <input type="text" value="Select"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | |
| <input type="button" value="Add New Row"/> | | | | | | | |

Other Project Costs (Non Billable)

| Item Type | Item | Item Cost | Description | Delete |
|--|-------------------------------------|----------------------|----------------------|--------|
| <input type="text" value="Select"/> | <input type="text" value="Select"/> | <input type="text"/> | <input type="text"/> | |
| <input type="button" value="Add New Row"/> | | | | |

TMS users having following Role(s) can access this feature.

- Project Manager
- Finance Controller
- BDM
- Ocn Creator
- Regional Sales Head
- SBU Head

Prerequisites to create a new SGM are as follows.

- Client for which the SGM is being created should be present in TMS.
- Details of Resource Cost and other Costs should be available.

User can select “**SGM Creation**” option under **PROJECT** menu to create a new SGM.

- User should select Region, Customer, Currency fields.
- User should enter a name of the project and enter the Revenue Value.
- User should enter Contingency, SGA values if any.
- Under Resource Cost grid, user can select multiple combinations of resources and enter corresponding values for the calculation.
 - At least one resource details are a must for calculating SGM.

- Under Other Project Costs (Non-Billable) grid, user can enter related details if applicable.
- Once all these details are entered, user can click on “**Calculate**” button to calculate the SGM.
- System displays a new grid with the calculated SGM summary.

SGM Calculated successfully.

Region: IMEA * Customer: [Redacted] * Name: Test

Revenue: 1000000 * Currency: INR *

Contingency: 100000 SGA: 100000

Resource Cost

| Entity | Level | Grade | Category | Person Months | Average CTC (Per Month) | Total Cost | Delete |
|-------------|-------|-------|--------------|---------------|-------------------------|------------|--------|
| India | S2 | G1 | Intermediate | 1 | 120000 | 120,000.00 | |
| Add New Row | | | | | | | |

Other Project Costs (Non Billable)

| Item Type | Item | Item Cost | Description | Delete |
|-------------|------------------|-----------|-------------|--------|
| Materials | Software License | 100000 | Test | |
| Add New Row | | | | |

SGM Summary

| Revenue | Total Resource Cost | Contingency | SGA | Total Material Cost | SGM Value | SGM(%) | Created By | Created On |
|--------------|---------------------|-------------|------------|---------------------|------------|--------|------------|------------|
| 1,000,000.00 | 120,000.00 | 100,000.00 | 100,000.00 | 100,000.00 | 580,000.00 | 58 | [Redacted] | 01/04/2021 |

Calculate Save SGM

- Following is the formula used for calculating the SGM %.

$$\frac{(\text{Revenue} - (\text{Contingency} + \text{SGA} + \text{Total of all Resource Cost} + \text{Total of all Other project Cost}))}{\text{Revenue}} * 100$$
- In case any changes required, the user can do it accordingly and click on “**Calculate**” button.
- Once all the details are found to be correct, user can click on “**Save SGM**” button to save the details in DB.
- Once after save, User can also generate a PDF of the SGM by clicking on “**Generate PDF**” button.
- This SGM will now be available to attach to any OCN in TMS.
 - Once attached to an OCN, this SGM will not be allowed to make any further changes

Search SGM

Search SGM Details

Home > Projects > Search SGM

Search SGM

Region: Client:

SGM Start Date: From: To:

Created By:

| Region | Client Name | SGM Number | Revenue | SGA | Contingency | SGM Value | SGM(%) | Ocn Number | |
|--------|-------------|---------------|---------|-----|-------------|-----------|--------|------------|---|
| | | Europe/Electr | | | | | | | <input type="button" value="View"/> |
| | | | | | | | | | <input type="button" value="Edit SGM"/> |
| | | | | | | | | | <input type="button" value="Edit SGM"/> |

TMS users having following Role(s) can access this feature.

- Project Manager
- Finance Controller
- BDM
- Ocn Creator
- Regional Sales Head
- SBU Head

User can select “**Search SGM**” option under **PROJECT** menu to create a new SGM.

- User can filter out an SGM by selecting Region, Client, Creation Date Range, Created by.
- System will display all the SGMs that matches search criteria.
- If the SGM is attached to an OCN, then the corresponding OCN Number will be displayed in the OCN Number column
 - In such cases no updates will be allowed to the SGM
 - SGM details can be viewed by selecting “**View**” link of corresponding SGM
- If the SGM is not attached to any OCN, then the user can click on “**Edit SGM**” link and make necessary changes if any.

Technical Details

Code Details

Related ASPX pages

- [Mindteck.TMS\OCN\SGMCalculation.aspx](#)
- [Mindteck.TMS\OCN\SgmSearch.aspx](#)

Database Details

Related DB Tables

- [tsms_sgmdetails](#)
- [tsms_sgm_location](#)
- [tsms_sgmprojectexpences](#)
- [tsms_sgmresourcecost](#)
- [tsms_sgmrefrencenumber](#)

Support related Details

Following are few common User Requests/Issues with respect to SGM module.

- Update SGM Details for an SGM which is already attached to an OCN.
 - Since there is no option to modify details of SGM once it is attached to an OCN, we receive such request when the details must be updated.
 - For time being, we can detach the SGM from its OCN in DB and ask the user to update the SGM and attach it back to OCN once the updates are done.
 - These changes will be done only when request is coming from the creator of the SGM.