

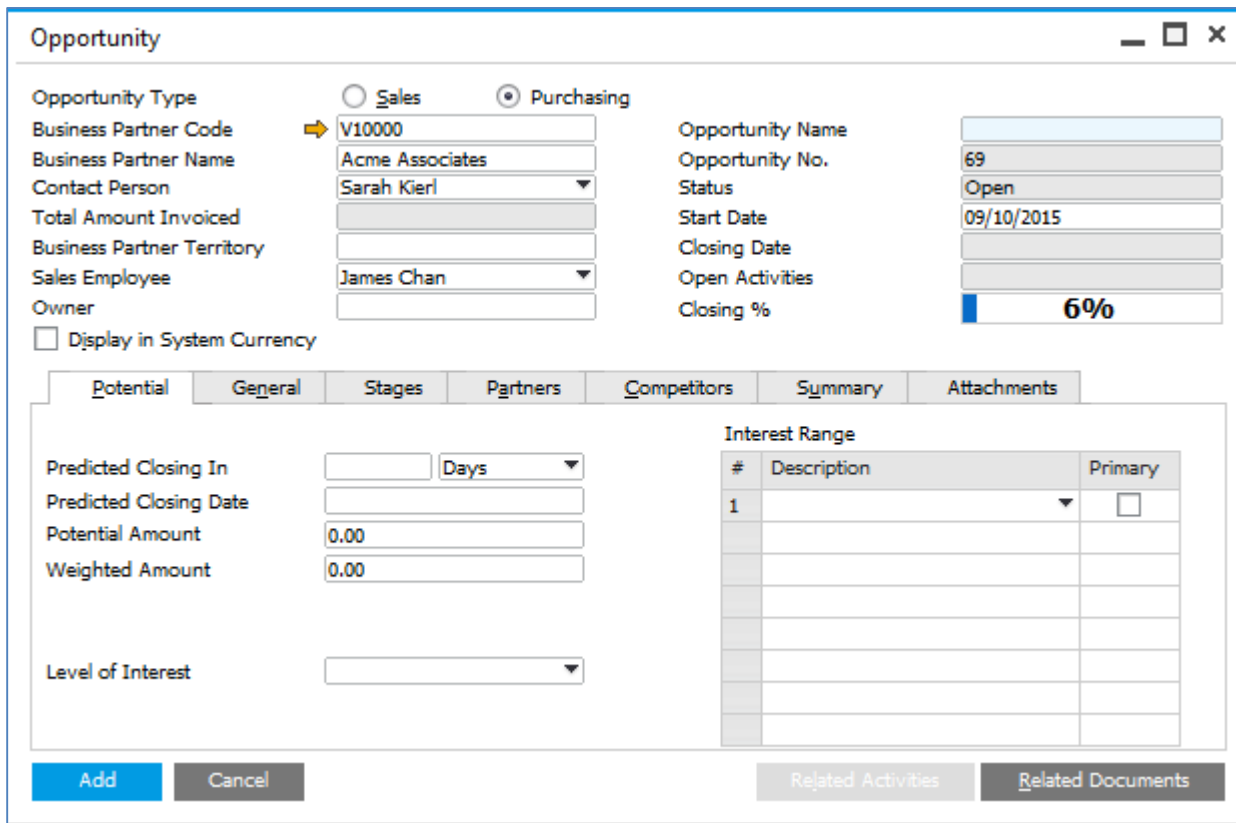
Vendor Based Opportunities

Sep 20, 2015

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 choose the required vendor and create the opportunity!



The screenshot shows the 'Opportunity' window in SAP Business One. The 'Opportunity Type' is set to 'Purchasing'. The 'Business Partner Code' is 'V10000', 'Business Partner Name' is 'Acme Associates', and 'Contact Person' is 'Sarah Kierl'. The 'Sales Employee' is 'James Chan'. The 'Status' is 'Open' and the 'Start Date' is '09/10/2015'. The 'Closing %' is '6%'. The window has tabs for 'Potential', 'General', 'Stages', 'Partners', 'Competitors', 'Summary', and 'Attachments'. The 'General' tab is active, showing fields for 'Predicted Closing In', 'Predicted Closing Date', 'Potential Amount', 'Weighted Amount', and 'Level of Interest'. There is also an 'Interest Range' table with one row.

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

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.