

Flyingvoice Opportunity System User Manual

Contents

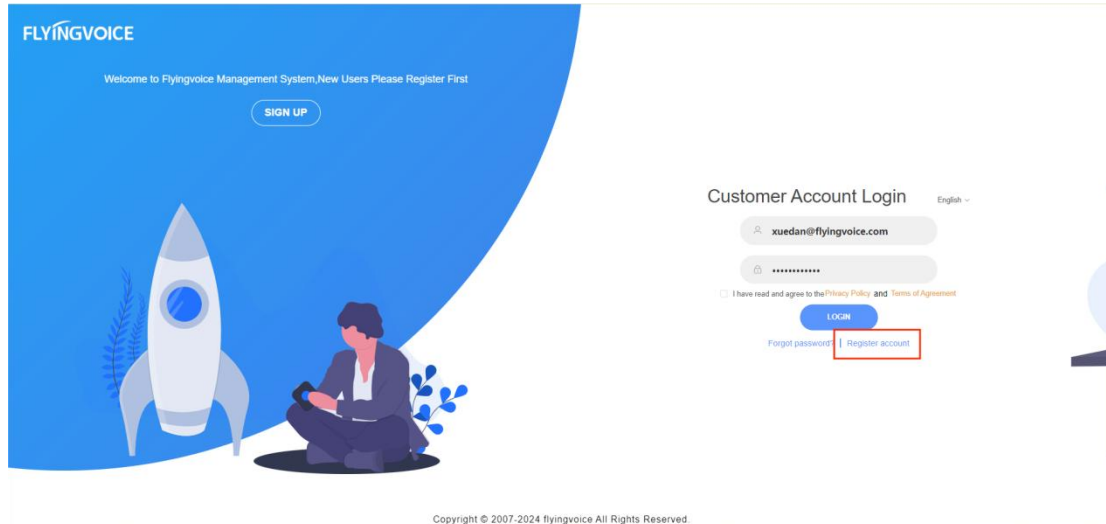
| | |
|---|-----------|
| Flyingvoice Opportunity System User Manual | 1 |
| User Registration | 2 |
| 1. System Registration and Login | 2 |
| 1.1. Registration | 2 |
| 1.2. Account Log-in | 4 |
| 1.3. Forgot Password | 4 |
| Distributor | 5 |
| 1. Account Creation | 5 |
| Account creation by Flyingvoice sales or post-approval registration. | 5 |
| 2. Home Page | 5 |
| 2.1. Project List | 5 |
| 3. Project Creation | 7 |
| 3.1. Additional Projects | 7 |
| 3.2. Project List | 9 |
| 3.3. Project Details | 10 |
| 3.4. Edit | 10 |
| 4. Price Application | 11 |
| 4.1. Add Price Application | 11 |
| 4.2. View Price Application | 12 |
| 4.3. Cancel Price Application | 13 |

User Registration

1. System Registration and Login

1.1.Registration

1.1.1. Distributor Submits Registration Information

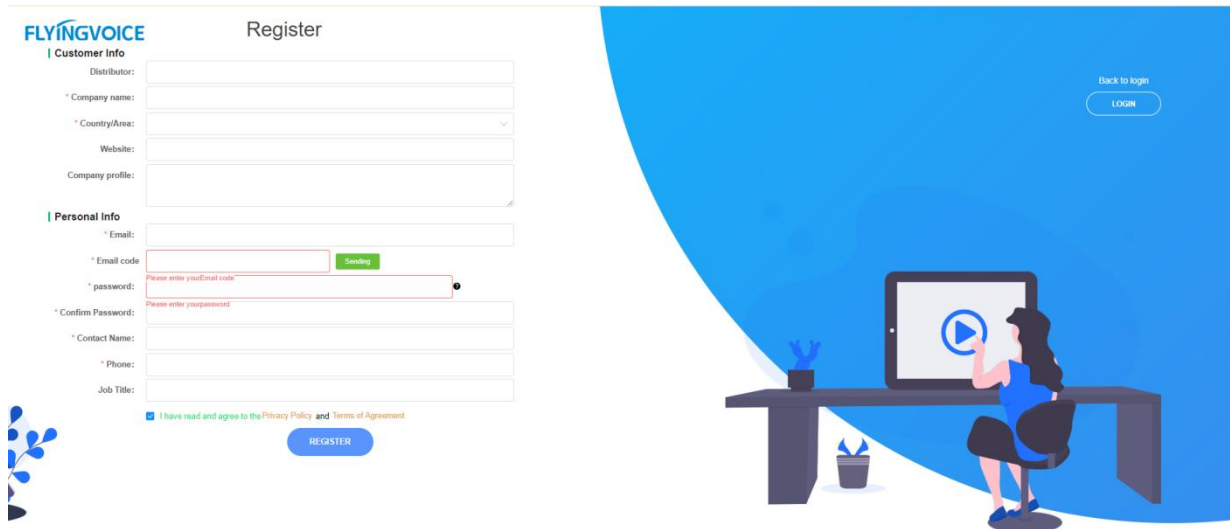


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Homepage Registration Page

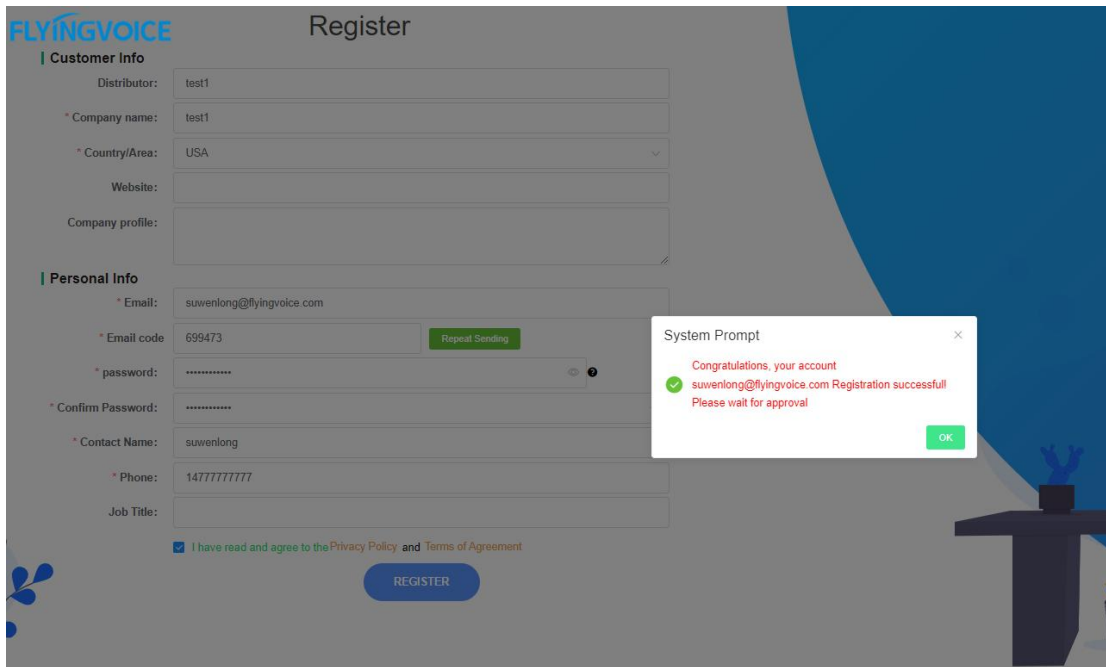
1.1.2. Fill Out Page Information Completely.

(The Displayed Information Below is for Testing Purposes Only and Has No Actual Use.)



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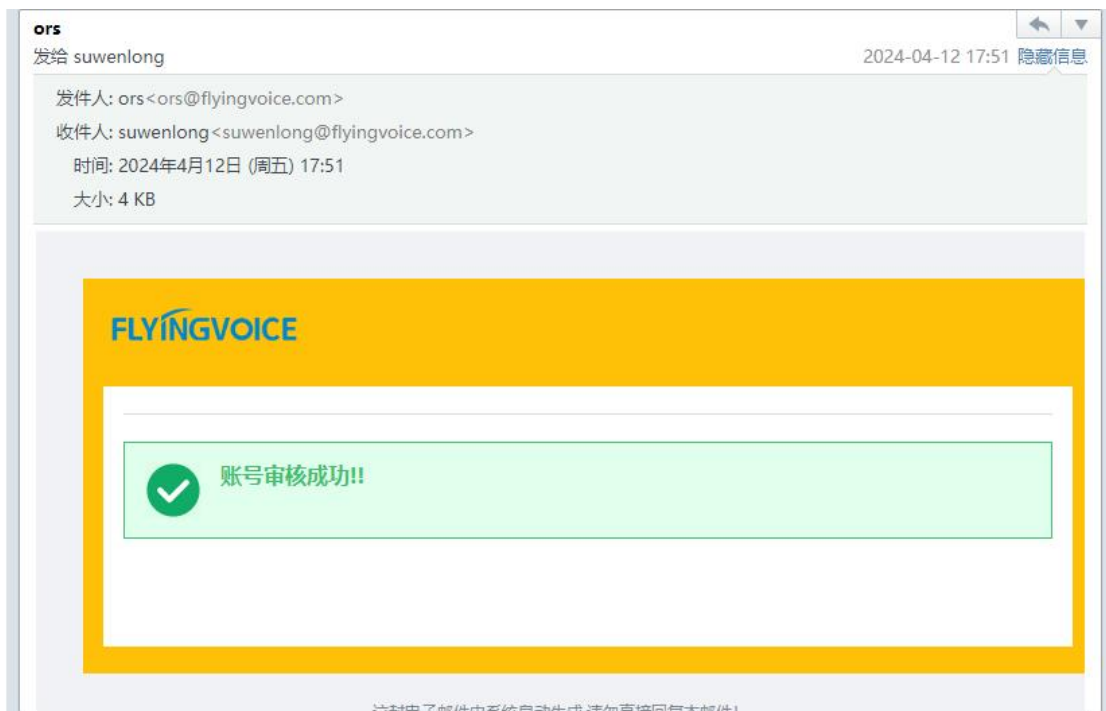
Account Registration Page



Registration Confirmation Prompt After Submission

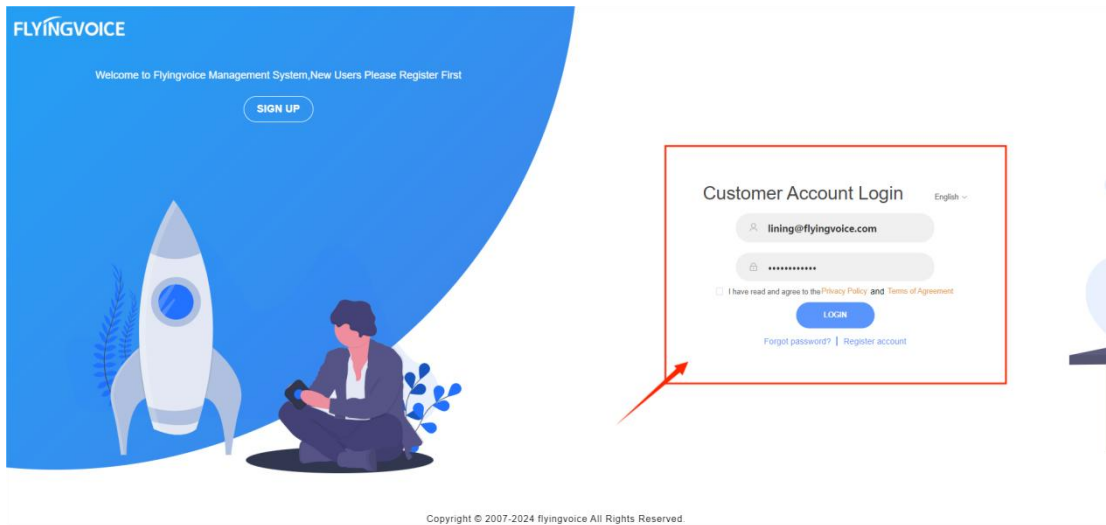
1.1.3. Administrator Approval

Your account is pending administrator approval. You'll receive an email notification once the registration process is complete and you can access the system.



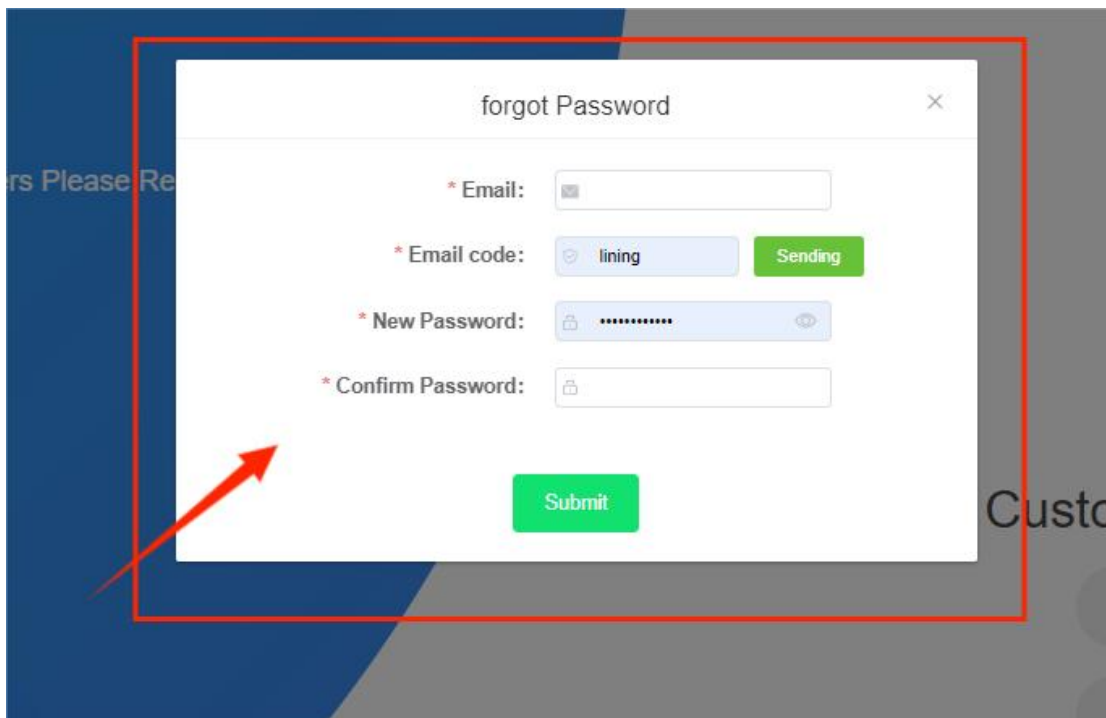
Email Notification

1.2. Account Log-in



Homepage Log-in Page

1.3. Forgot Password



Forgot Password Page

Distributor

1. Account Creation

Account creation by Flyingvoice sales or post-approval registration.

2. Home Page

2.1. Project List

- Distributor are able to see all the projects they have created.

The screenshot shows the 'Project List' page for a distributor. It features a sidebar on the left with navigation options like 'Home', 'New Project', 'To Do Tasks', 'Product Manage', and 'SystemMGT'. The main area contains a search bar and several filter dropdowns for 'Product Line', 'Project Phase', 'Project Type', 'Industry', 'Country/Region', 'Order Time', 'Decision Time', and 'Not Update Day'. Below the filters is a table with columns: #, Mark, Project No, End User Name, Product Line, Project Status, Project Phase, Country, Distributor, SI, Industry, Platform, Order Time, Decision Time, Applicant, and Register. Two project entries are visible, with a red arrow pointing to the 'End User Name' column.

| # | Mark | Project No | End User Name | Product Line | Project Status | Project Phase | Country | Distributor | SI | Industry | Platform | Order Time | Decision Time | Applicant | Register |
|---|------|-----------------|---------------|---------------------|----------------|--------------------------|-------------|-------------|------|-----------------------|----------|------------|---------------------|-----------------------|------------|
| 1 | ☆ | PRJ-20240410008 | 测试公司 | Networking POTS Reg | Under Review | P0-Opportunity Identific | Afghanistan | | 测试公司 | Manufacture | 7 | | 2024-04-18 00:00:00 | xuedan@flyngvoice.com | 2024-04-10 |
| 2 | ☆ | PRJ-20240410007 | 测试公司 | Networking POTS Reg | Under Review | P2-Pie qualification app | France | | 测试公司 | Healthcare I industry | 3 | | 2024-04-18 00:00:00 | xuedan@flyngvoice.com | 2024-04-10 |

Project List Page (Distributor)

- Click on the project number to access project details.

The screenshot shows the 'Project Details' page for a distributor. It features a sidebar on the left with navigation options like 'Project Info', 'End User Info', 'Distributor Info', 'Project Operation Info', 'Other Info', 'Assignment', 'Project Status', 'Proposal', 'Price Approval', 'Project Examine Node', and 'Operation Log'. The main area displays detailed information for a project, including 'Project Information', 'End User Information', 'Distributor Info', and 'Project Operation Information'. A green 'Edit' button is visible at the bottom.

| Project Status | Under Review | Project Phase | P0-Opportunity Identification | Total Project Demand (PCS) | 0 |
|--------------------------------------|--|---------------------|-------------------------------|----------------------------|---|
| Project Information | | | | | |
| Product Line | Networking POTS Replacement IP Telephony | | | | |
| Project No | PRJ-20240410008 | | | | |
| Project Type | New Project | | | | |
| End User Information | | | | | |
| End User Name | 测试公司 | WAT No | | | |
| Country | Afghanistan | State/Province | 阿富汗 | | |
| City | 阿富汗 | Industry | Manufacture | | |
| Contact Person | 阿富汗 | Contact Phone | | | |
| Email | 123@test.com | Website | | | |
| User Address | | | | | |
| Number of Branches | 1 | Number of Employees | 1 | | |
| Distributor Info | | | | | |
| Local Distributor | No | | | | |
| Project Operation Information | | | | | |
| Project Phase | P0-Opportunity Identification | Currency | USD | | |
| Project Budget | | | | | |
| Platform | Metaswitch | | | | |
| Terminal Number | | | | | |
| Need for Sample | | | | | |
| Order Time | | | | | |
| Ordering Method | One-off purchase order | Decision Time | 2024-04-18 | | |
| RFPIRFQ Time | | | | | |

Project Details Page (Distributor)

2.1.1. Edit

Distributor can modify project content.

2.1.2. Operation Log

When distributor/salespersons edit or modify a project, the project log will be recorded, showing who made the changes and what content was modified.

| Operation Time | Operator | Operating |
|---------------------|----------|---|
| 2024-04-12 14:33:50 | 业务员A | Other Information (Project Follow-up and Communication) Add searchType: null;remark: id: null;projectId: null;communicationPartner: |
| 2024-04-12 14:33:49 | 业务员A | Change Email from to 123@test.com |
| 2024-04-10 16:47:52 | 管理员 | Change Project No from PRJ-20240410008 to |
| 2024-04-10 16:47:52 | 管理员 | Change Top Status from 1 to 0 |
| 2024-04-10 16:47:52 | 管理员 | Change Email Notification Status from 0 to |
| 2024-04-10 16:47:52 | 管理员 | Change Product Line from 1,2,4 to |
| 2024-04-10 16:47:52 | 管理员 | Change Project Type from 1 to |
| 2024-04-10 16:47:52 | 管理员 | Change End User Name from 测试公司 to |
| 2024-04-10 16:47:52 | 管理员 | Change flyingProject.country from 4 to |
| 2024-04-10 16:47:52 | 管理员 | Change State/Province from 阿富汗 to |
| 2024-04-10 16:47:52 | 管理员 | Change City from 阿富汗 to |
| 2024-04-10 16:47:52 | 管理员 | Change Industry from 6 to |
| 2024-04-10 16:47:52 | 管理员 | Change Contact Person from 阿富汗 to |
| 2024-04-10 16:47:52 | 管理员 | Change Contact Phone from to |
| 2024-04-10 16:47:52 | 管理员 | Change User Address from to |
| 2024-04-10 16:47:52 | 管理员 | Change Website from to |

Operation Log Display Page

2.1.3. Viewing Proposal Recommendations

The proposals provided by superiors (salespersons) will be displayed here for distributor to review in the project details.

| ID | Suggester | Creation Time | Suggestion Description | Operating |
|----|-----------|---------------------|------------------------|-------------|
| 3 | 业务员A | 2024-04-12 15:05:29 | 方案建议说明物料 | Price Apply |

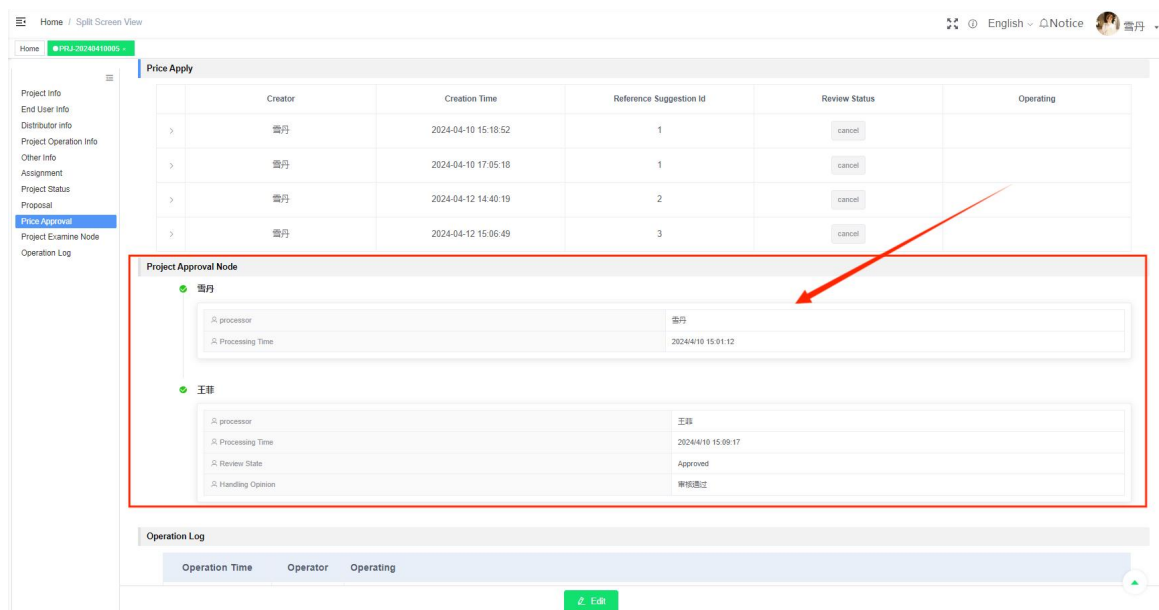
| sku | Product Model | MSRP | Suggested Price | Suggested Quantity | Suggested Total Amount | MSRP Total Amount | Discount Rate | Product Line | Product Type | Product Description | Power Adapter Type | 4G/5G Module Type | Country | Warehouse | Currency |
|------------|----------------------|------|-----------------|--------------------|------------------------|-------------------|---------------|--------------|------------------------|--|--------------------|-------------------|---------|--------------------|----------|
| FLY152XX01 | P11G | 63 | 60 | 10 | 600 | 630 | 95.2% | IP Telephony | SIP Phone-FIP1X Series | Highly Cost-Effective IP Phone, color screen, Gig a POE | | | 美国 | american warehouse | CNY |
| FLY123XX01 | FIP15GPlus-灰色-POE | 175 | 170 | 10 | 1700 | 1750 | 97.1% | IP Telephony | SIP Phone-FIP1X Series | Touchscreen IP phone, 10 SIP line, without PSU, Dual Band WiFi, Built-in Bluetooth | | | 美国 | american warehouse | CNY |
| FLY159GB01 | P11LTE-图标 | 135 | 130 | 10 | 1300 | 1350 | 96.3% | IP Telephony | SIP Phone-FIP1X Series | Highly Cost-Effective IP Phone, color screen, 4G LTE CAT1 | 国际 | | 美国 | american warehouse | CNY |
| FLY111XX01 | FIP16Plus-黑色-无USB充电器 | 119 | 118 | 10 | 1180 | 1190 | 99.2% | IP Telephony | SIP Phone-FIP1X Series | Cordless wifi IP phone, 2 SIP line, without PSU | | | 美国 | american warehouse | CNY |

Proposal Viewing (Distributor)



2.1.4. Project Approval Nodes

From the creation of a project to the end of project approval, the approval status of the project is displayed in the node on the project details page.

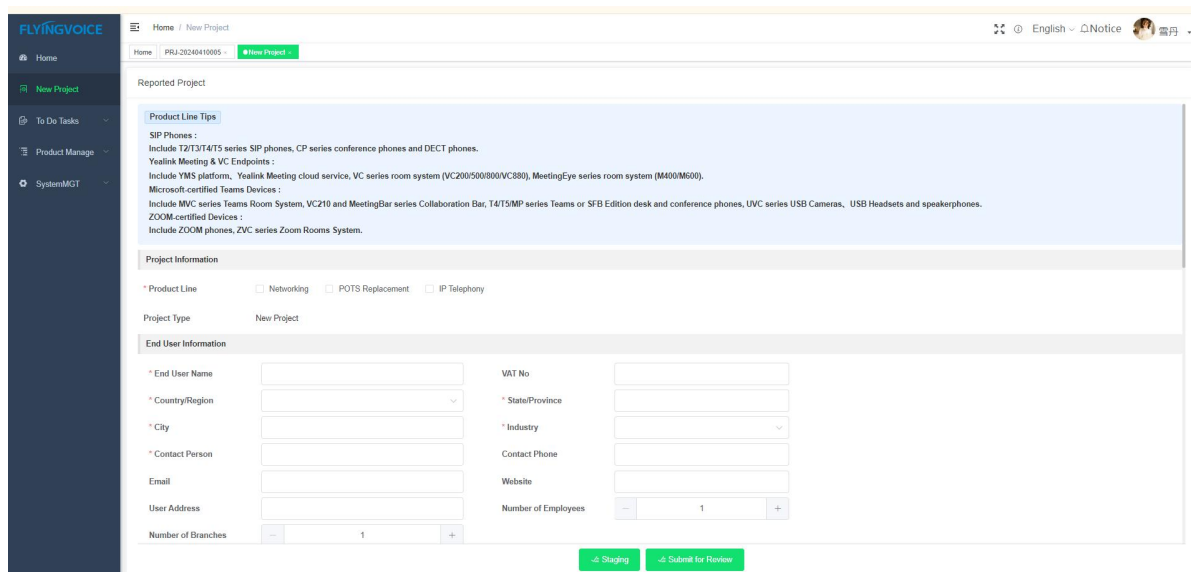


Project Approval Nodes Page (Distributor)

3. Project Creation

3.1. Additional Projects

As shown in the picture, after completing the information on the project reporting page, you can choose to save temporarily or submit for review to add a new project. (The following are all test information and have no actual significance.)



Add New Project Page (Distributor)

The screenshot shows the 'Add New Project Page (Distributor)' in the FlyingVoice system. The page is titled 'Reported Project' and contains several sections:

- Distributor Info:** Includes a radio button for 'Local Distributor' with 'Yes' and 'No' options.
- Project Operation Information:** Contains multiple input fields and dropdown menus:
 - * Project Phase (dropdown)
 - * Currency (dropdown)
 - Project Budget (text input)
 - * Platform (dropdown)
 - Terminal Number (text input)
 - * Platform Management (dropdown)
 - Requirement (text input)
 - Order Time (calendar icon)
 - * Decision Time (calendar icon)
 - * Ordering Method (dropdown)
 - RFP/RFQ Time (calendar icon)
 - Project Description (text area with placeholder: 'Existing Solution (including platform information)')
 - User Scenario (text area)
 - Requirements (text area)

At the bottom right, there are two green buttons: 'Staging' and 'Submit for Review'.

Add New Project Page (Distributor)

This screenshot shows the lower portion of the 'Add New Project Page (Distributor)'. It includes:

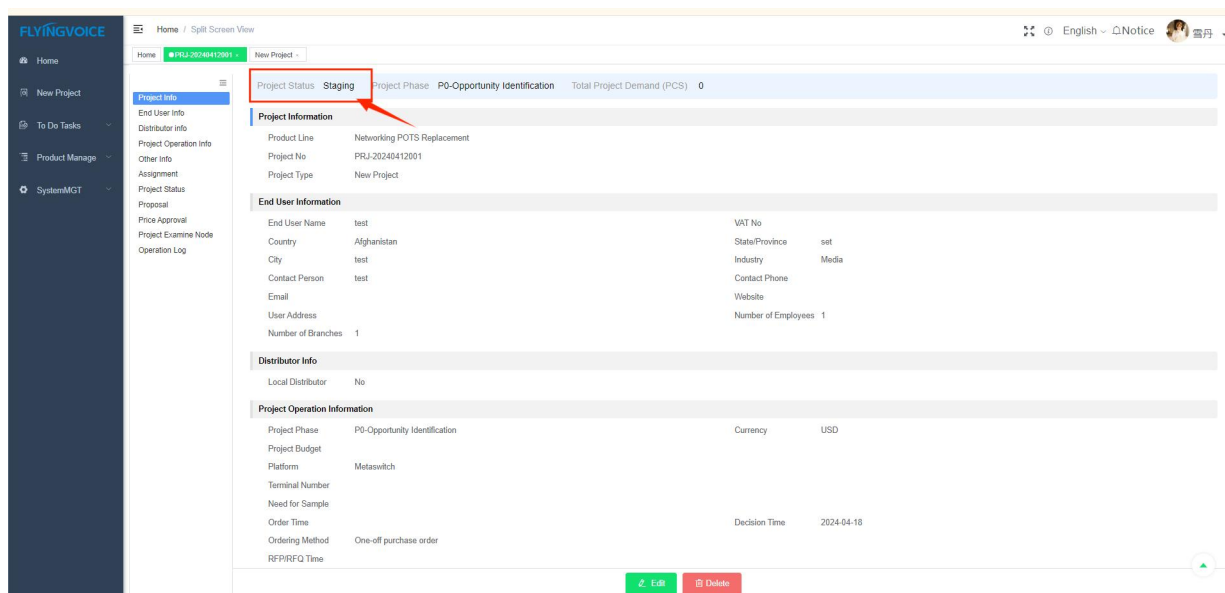
- Input fields for 'RFP/RFQ Time', 'Project Description', 'User Scenario', 'Requirements', 'Project Key Points', and 'Remark'.
- Other Information (Project Follow-up and Communication):** A table with the following data:

| Creator | Creation Time | Communication Partner | Remark | Operation |
|---------|---------------------|-----------------------|--------|---|
| 雷丹 | 2024-04-12 17:56:23 | | | + - |
- A 'File upload' section with a 'Select File' button and a note: 'Please Upload Size not exceeding 5MB Format is png|jpg|gif|doc|xls|ppt|txt|pdf|html|docx|xlsx|pptx files'.
- At the bottom, the 'Staging' and 'Submit for Review' buttons are highlighted with a red box and a red arrow pointing to the 'Submit for Review' button.

Add New Project Page (Distributor)

- Click 'Staging'

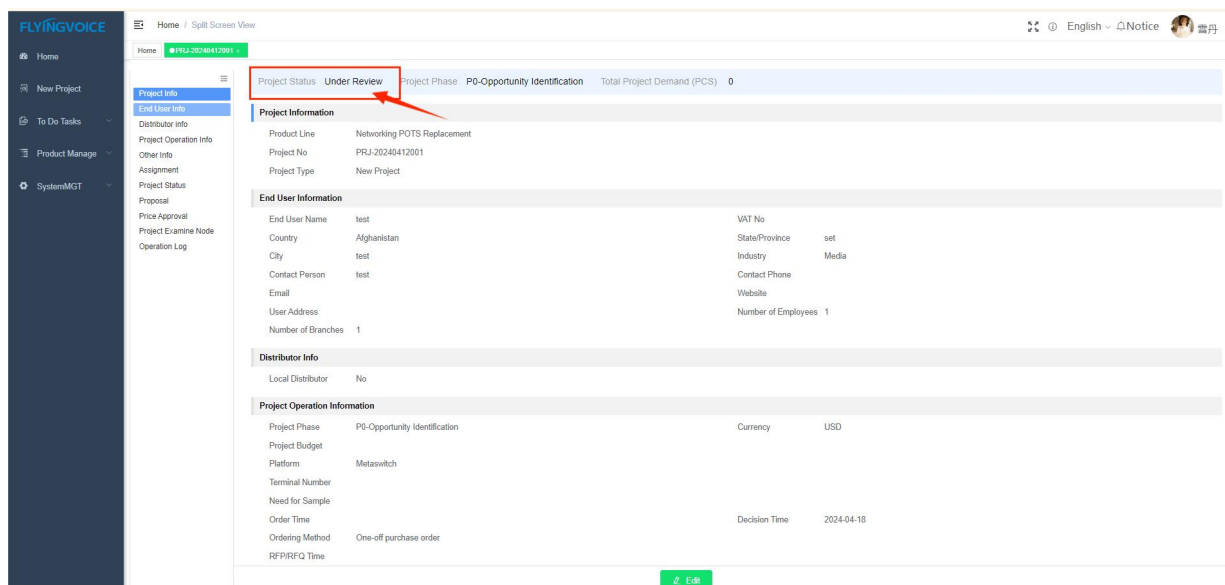
Staging: The project draft does not enter the approval process of superiors



Project Status (Staging)

- Click Submit for Review

Submit for Review: The project will be submitted to the superior (salesperson) for review: an email notification will be sent to the superior (salesperson), and they will also receive a system notification upon logging into the system.



Project Status (Under Review)

3.2. Project List

After the project is **staged/submitted** for review, you can see it in the project list and click on the project number to see the project details.



Project No./Company/Creator, etc. Filter(See Less)

Search Reset

Product Line Project Phase Country/Region Register Time Start Date - End Date

Project Type Industry Not Update Day Minimum Maximum

Order Time Start Date - End Date Decision Time Start Date - End Date

Processed Pending Reject Staging

| # | Mark | Project No | End User Name | Product Line | Project Status | Project Phase | Country | Distributor | SI | Industry | Platform | Order Time | Decision Time | Applicant | Register |
|---|------|-----------------|---------------|---------------------|----------------|--------------------------|-------------|-------------|-------|---------------------|----------|------------|---------------------|------------------------|------------|
| 1 | ☆ | PRJ-20240412001 | test | Networking POTS Ref | Under Review | P0-Opportunity Identific | Afghanistan | | 测试公司B | Media | 7 | | 2024-04-18 00:00:00 | xuedan@flyingvoice.com | 2024-04-12 |
| 2 | ☆ | PRJ-20240410008 | 测试公司 | Networking POTS Ref | Under Review | P0-Opportunity Identific | Afghanistan | | 测试公司B | Manufacture | 7 | | 2024-04-18 00:00:00 | xuedan@flyingvoice.com | 2024-04-10 |
| 3 | ☆ | PRJ-20240410007 | 测试公司H | Networking POTS Ref | Under Review | P2-Pre qualification app | France | | 测试公司B | Healthcare Industry | 3 | | 2024-04-18 00:00:00 | xuedan@flyingvoice.com | 2024-04-10 |

Project List Page (Distributor)

3.3. Project Details

Home / Split Screen View English Notice 雪丹

Home PRJ-20240412001

Project Status Under Review Project Phase P0-Opportunity Identification Total Project Demand (PCS) 0

Project Information

Product Line Networking POTS Replacement
Project No PRJ-20240412001
Project Type New Project

End User Information

End User Name test VAT No
Country Afghanistan State/Province set
City test Industry Media
Contact Person test Contact Phone
Email Website
User Address Number of Employees 1
Number of Branches 1

Distributor Info

Local Distributor No

Project Operation Information

Project Phase P0-Opportunity Identification Currency USD
Project Budget
Platform Metaswitch
Terminal Number
Need for Sample
Order Time Decision Time 2024-04-18
Ordering Method One-off purchase order
RFP/RFQ Time

Edit

Project Details Page (Distributor)

3.4. Edit

Distributor can click on the edit button to modify the content of the newly added project.



Project Content Editing Page (Distributor)

The above describes the process for distributor to report projects.

4. Price Application

After reviewing the proposal recommendations, distributor can provide their desired prices and quantities based on the proposals.

4.1. Add Price Application

Price application can be made through the operation after the proposal of the solution, if there is no proposal of the solution, price application can be made directly.

Price Application Page

Assign Agents

Reporter: xuedan@flyingvoice.com | Report Time: 2024-04-12

Assigned Agents: | Contact Information of Assigned Agents

Project Status Information

Project Status: Approval

Solution Suggestion

| ID | Suggester | Creation Time | Suggestion Description | Operating |
|----|-----------|---------------------|------------------------|-----------------------------|
| 4 | 业务员A | 2024-04-12 18:02:53 | test suggests | Price Apply |

Price Apply

| Creator | Creation Time | Reference Suggestion Id | Review Status | Operating |
|---------|---------------|-------------------------|---------------|-----------|
| No Data | | | | |

Project Details Page (Price Application Button)

Price Apply

[+ Add Material](#)

| SKU | Product Model | Opinion | MSRP | Suggested Price | Expected Price | Quantity | Expected Total Amount | MSRP Total Amount | Discount Rate | Product Line | Product Type | Product Description | Power Adapter Type | 4G/5G Module Type | Operating |
|------------|------------------|---------|------|-----------------|----------------|----------|-----------------------|-------------------|---------------|------------------|--------------|--------------------------------------|--------------------|-------------------|------------------------|
| FLY82US01 | FTA5102-1632M-美现 | | 75 | 75 | 75 | 1 | 75 | 75 | 100.0% | POTS Replacement | ATA | Flyingvoice 2 FX O ATA | 美现 | | Delete |
| FLY117GB01 | FTA5102 E2-黑色-国际 | | 38 | 38 | 38 | 1 | 38 | 38 | 100.0% | POTS Replacement | ATA | Flyingvoice Affordable Vol P Adapter | 国际 | | Delete |
| FLY117US01 | FTA5102 E2-黑色-美现 | | 38 | 38 | 38 | 1 | 38 | 38 | 100.0% | POTS Replacement | ATA | Flyingvoice Affordable Vol P Adapter | 美现 | | Delete |

[Submit](#) [Cancel](#)

Price Application Page (Add Item Button)

4.2. View Price Application

Click on the expanding triangle of the price application to view the price application.

Price Apply

| Creator | Creation Time | Reference Suggestion Id | Review Status | Operating |
|---------|---------------------|-------------------------|--------------------------|------------------------------|
| 雷丹 | 2024-04-12 18:03:59 | 4 | Reviewed | Cancellation |

| SKU | Product Model | Opinion | MSRP | Expected Price | priceApplication.quantity | Confirm Price | Confirm Quantity | Confirm Total Amount | MSRP Total Amount | Discount Rate | Verifier Name | Approval Time | Product Line | Product Type | Product Description | Power Adapter Type | 4G/5G Module Type | Country | Warehouse |
|------------|------------------|---------|------|----------------|---------------------------|---------------|------------------|----------------------|-------------------|---------------|---------------|---------------------|------------------|--------------|--------------------------------------|--------------------|-------------------|---------|--------------------|
| FLY82US01 | FTA5102-1632M-美现 | | 75 | 70 | 1 | | 1 | 0 | 75 | 0.0% | 业务员A | 2024-04-12 18:05:05 | POTS Replacement | ATA | Flyingvoice 2 FX O ATA | 美现 | | 美国 | american warehouse |
| FLY117GB01 | FTA5102 E2-黑色-国际 | | 38 | 30 | 1 | | 1 | 0 | 38 | 0.0% | 业务员A | 2024-04-12 18:05:05 | POTS Replacement | ATA | Flyingvoice Affordable Vol P Adapter | 国际 | | 美国 | american warehouse |
| FLY117US01 | FTA5102 E2-黑色-美现 | | 38 | 30 | 1 | | 1 | 0 | 38 | 0.0% | 业务员A | 2024-04-12 18:05:05 | POTS Replacement | ATA | Flyingvoice Affordable Vol P Adapter | 美现 | | 美国 | american warehouse |
| total | | | | | 3 | | 3 | 0 | 151 | 0% | | | | | | | | | |

Price Application Viewing Page



4.3. Cancel Price Application

The screenshot shows the 'Assign Agents' page in the Flyingvoice system. The page includes a sidebar with navigation options like 'Project Info', 'Assignment', and 'Price Apply'. The main content area shows project details and a table of price applications. The table has columns for ID, Suggester, Creation Time, Suggestion Description, and Operating status. One application with ID 4 is shown, with a 'Reviewed' status and a 'Cancellation' button.

| ID | Suggester | Creation Time | Suggestion Description | Operating |
|----|-----------|---------------------|------------------------|-------------|
| 4 | 业务员A | 2024-04-12 18:02:53 | test suggests | Price Apply |

| Creator | Creation Time | Reference Suggestion Id | Review Status | Operating |
|---------|---------------------|-------------------------|---------------|--------------|
| 雷丹 | 2024-04-12 18:03:59 | 4 | Reviewed | Cancellation |

Price Application Cancellation (Project Initiator)

You can cancel applications that are currently under review or have been reviewed, making it facilitate re-application.