

PeopleSoft®

PeopleSoft Proposal Management 8.8 Reports

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PeopleSoft Proposal Management 8.8 Reports

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About This PeopleBook

PeopleBooks provide you with the information that you need to implement and use PeopleSoft applications.

This preface discusses:

- Related documentation.
- Comments and suggestions.

Related Documentation

This section discusses how to:

- Obtain documentation updates.
- Order printed documentation.

Obtaining Documentation Updates

You can find updates and additional documentation for this release, as well as previous releases, on the PeopleSoft Customer Connection web site. Through the Documentation section of PeopleSoft Customer Connection, you can download files to add to your PeopleBook Library. You'll find a variety of useful and timely materials, including updates to the full PeopleSoft documentation that is delivered on your PeopleBooks CD-ROM.

Important! Before you upgrade, you must check PeopleSoft Customer Connection for updates to the upgrade instructions. PeopleSoft continually posts updates as the upgrade process is refined.

See Also

PeopleSoft Customer Connection web site, <http://www.peoplesoft.com/corp/en/login.asp>

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You can order printed, bound volumes of the complete PeopleSoft documentation that is delivered on your PeopleBooks CD-ROM. PeopleSoft makes printed documentation available for each major release shortly after the software is shipped. Customers and partners can order printed PeopleSoft documentation by using any of these methods:

- Web
- Telephone
- Email

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From the Documentation section of the PeopleSoft Customer Connection web site, access the PeopleSoft Press web site under the Ordering PeopleBooks topic. The PeopleSoft Press web site is a joint venture between PeopleSoft and Consolidated Publications Incorporated (CPI), the book print vendor. Use a credit card, money order, cashier's check, or purchase order to place your order.

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Contact CPI at 800 888 3559.

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See Also

PeopleSoft Customer Connection web site, <http://www.peoplesoft.com/corp/en/login.asp>

Comments and Suggestions

Your comments are important to us. We encourage you to tell us what you like, or what you would like to see changed about PeopleBooks and other PeopleSoft reference and training materials. Please send your suggestions to:

PeopleSoft Product Documentation Manager PeopleSoft, Inc. 4460 Hacienda Drive Pleasanton, CA 94588

Or send email comments to doc@peoplesoft.com.

While we cannot guarantee to answer every email message, we will pay careful attention to your comments and suggestions.

CHAPTER 1

PeopleSoft Proposal Management Reports

This appendix provides an overview of PeopleSoft Proposal Management reports and enables you to view a summary table of all reports.

Note. For samples of these reports, see the Portable Document Format (PDF) files that are published on CD-ROM with your documentation.

PeopleSoft Proposal Management Reports: A to Z

This table lists all of the reports provided with PeopleSoft Proposal Management, sorted alphanumerically by report ID. The reports listed are all Crystal reports.

PeopleSoft Proposal Management Proposal Reports

Report ID and Report Name	Description	Navigation	Run Control Page
PM1100 Fixed Fee	Review proposed time and expenses for a particular proposal.	Proposal Management, Reports, Proposal Reports	RUN_GM_PROP_RPT
PM1110 Fixed Fee Itemized	Review proposed time and expenses for a particular proposal, including adjustments.	Proposal Management, Reports, Proposal Reports	RUN_GM_PROP_RPT
PM1120 Internal	Review proposed time and expenses for a particular proposal, including bill, cost and margin rates.	Proposal Management, Reports, Proposal Reports	RUN_GM_PROP_RPT

PeopleSoft Proposal Management Resource Demand Report

Report ID and Report Name	Description	Navigation	Run Control Page
PM1310 Resource Demand by Role Report	Analyze the demand on resources for future months according to project role and specified criteria.	Proposal Management, Reports, Resource Demand Report	RUN_GM_RES_RPT

PeopleSoft Proposal Management Revenue Pipeline Reports

Report ID and Report Name	Description	Navigation	Run Control Page
PM1200 By Confidence Report in Tenth	Review the expected revenue for a particular time period. The report lists, by tenths, the proposals that fall into the confidence range that you specify.	Proposal Management, Reports, Revenue Pipeline Report	RUN_GM_PL_RPT
PM1210 By Confidence Rpt in Quartile	Review the expected revenue for a particular time period. The report lists, by quarters, the proposals that fall into the confidence range that you specify.	Proposal Management, Reports, Revenue Pipeline Report	RUN_GM_PL_RPT
PM1410 By Status Report	Review the expected revenue for a particular time period by status according to specified criteria.	Proposal Management, Reports, Revenue Pipeline Report	RUN_GM_PL_RPT
PM1400 By Customer Name Report	Review the expected revenue for a particular time period by customer name according to specified criteria.	Proposal Management, Reports, Revenue Pipeline Report	RUN_GM_PL_RPT

CHAPTER 2

Report Samples

This chapter provides report samples.

For the online samples of these reports, see the PDF files that are published on CD-ROM with your online documentation.



Report ID: PM1100
 User ID : VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management

Proposal: Fixed Fee

Page No. 1
 Run Date 11/29/2003
 Run Time 10:43:05 AM

<u>Business Unit</u>	US001	US001 NEW YORK OPERATIONS
<u>Proposal:</u>	CON000200000002	Sample PM Proposal 2
<u>Version:</u>	V101	With testing 2
<u>Customer:</u>	1000	Alliance Group

Project: 0000000137 Planning Phase 2

Time

Activity	Project Role	Quantity
IMPLEMENTATION	Current Project Manager	1.00
	Project Worker	2.00
PC IMPLEMENT	Project Administrator	2.00
	Project Consultant	4.00

Expense

Activity	Expense Description	Quantity
IMPLEMENTATION	Administration	1.00
PC IMPLEMENT	Travel to customer site	4.00
	Onsite lodging (per night)	80.00
	Car	80.00

Project Proposed Time Total:	339,680.00
Project Proposed Expense Total:	32,500.00

Project: 0000000138 Implementation Phase 2

Time

Activity	Project Role	Quantity
IMPLEMENTATION	Current Project Manager	1.00
	Project Worker	2.00

Expense

Activity	Expense Description	Quantity
IMPLEMENTATION	Administration	1.00

Project Proposed Time Total:	107,360.00
Project Proposed Expense Total:	12,500.00

Project : 0000000138 Testing Phase 2

Project		0000000139	Testing Phase 2	
Time				
Activity		Project Role	Quantity	
TESTING		Current Project Manager	1.00	
		Project Worker	2.00	
Expense				
Activity		Expense Description	Quantity	
TESTING		Administration	1.00	
				Project Proposed Time Total: 107,360.00
				Project Proposed Expense Total: 12,500.00
Grand Total:	Proposed Time	Proposed Expense	Proposed Total	
	554,400.00	57,500.00	611,900.00	



Report ID: PM1110
 User ID : VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management
Proposal: Fixed Fee Itemized

Page No. 1
 Run Date 11/29/2003
 Run Time 10:43:08 AM

Business Unit:	US001	US001 NEW YORK OPERATIONS
Proposal:	CON000200000002	Sample PM Proposal 2
Version:	V101	With testing 2
Customer:	1000	Alliance Group

Project: 0000000137 Planning Phase 2

Time

Activity	Project Role	Quantity	Amount
IMPLEMENTATION	Current Project Manager	1.00	49,600.00
	Project Worker	2.00	48,000.00
PC IMPLEMENT	Project Administrator	2.00	19,200.00
	Project Consultant	4.00	192,000.00
Subtotal:			308,800.00

Expense

Activity	Expense Description	Quantity	Amount
IMPLEMENTATION	Administration	1.00	10,000.00
PC IMPLEMENT	Travel to customer site	4.00	4,000.00
	Onsite lodging (per night)	80.00	8,000.00
	Car	80.00	4,000.00
Subtotal:			26,000.00

Project Time Total:	308,800.00
Project Time Adjustment:	30,880.00
Project Proposed Time Total:	339,680.00
Project Expense Total:	26,000.00
Project Expense Adjustment:	6,500.00
Project Proposed Expense Total:	32,500.00

Project: 0000000138 Implementation Phase 2

Time

Activity	Project Role	Quantity	Amount
IMPLEMENTATION	Current Project Manager	1.00	49,600.00
	Project Worker	2.00	48,000.00

Project Worker	2.00	40,000.00
Subtotal:	97,600.00	

Expense

Activity	Expense Description	Quantity	Amount
IMPLEMENTATION	Administration	1.00	10,000.00
			Subtotal: 10,000.00
			Project Time Total: 97,600.00
			Project Time Adjustment: 9,760.00
			Project Proposed Time Total: 107,360.00
			Project Expense Total: 10,000.00
			Project Expense Adjustment: 2,500.00
			Project Proposed Expense Total: 12,500.00



Report ID: PM1110
 User ID: VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management

Page No. 2
 Run Date 11/29/2003
 Run Time 10:43:08 AM

<u>Business Unit:</u>	US001	US001 NEW YORK OPERATIONS
<u>Proposal:</u>	CON000200000002	Sample PM Proposal 2
<u>Version:</u>	V101	With testing 2
<u>Customer:</u>	1000	Alliance Group

Project:	0000000139	Testing Phase 2
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Time

Activity	Project Role	Quantity	Amount
TESTING	Current Project Manager	1.00	49,600.00
	Project Worker	2.00	48,000.00
			Subtotal: 97,600.00

Expense

Activity	Expense Description	Quantity	Amount
TESTING	Administration	1.00	10,000.00

TESTING	Administration	1.00	10,000.00
Subtotal:			10,000.00
Project Time Total:		97,600.00	
Project Time Adjustment:		9,760.00	
Project Proposed Time Total:		107,360.00	
Project Expense Total:		10,000.00	
Project Expense Adjustment:		2,500.00	
Project Proposed Expense Total:		12,500.00	



Report ID: PM1110
User ID : VP1
Run Control: PROP_RPT

PeopleSoft Proposal Management
Proposal: Fixed Fee Itemized

Page No. 3
Run Date 11/29/2003
Run Time 10:43:08 AM

<u>Business Unit:</u>	US001	US001 NEW YORK OPERATIONS
<u>Proposal:</u>	CON000200000002	Sample PM Proposal 2
<u>Version:</u>	V101	With testing 2
<u>Customer:</u>	1000	Alliance Group

Total Time:	504,000.00
Total Time Adjustment:	50,400.00
Total Proposed Time:	554,400.00
Total Expense:	46,000.00
Total Expense Adjustment:	11,500.00
Total Proposed Expense:	57,500.00
Total Proposed Total:	611,900.00



Report ID: PM1120
 User ID : VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management

Page No. 1
 Run Date 11/29/2003
 Run Time 10:43:10 AM

Proposal: Internal

<u>Business Unit:</u>	US001	US001 NEW YORK OPERATIONS
<u>Proposal:</u>	CON000200000002	Sample PM Proposal 2
<u>Version:</u>	V101	With testing 2
<u>Customer:</u>	1000	Alliance Group

Project: 0000000137 Planning Phase 2

Time

Activity	Project Role	Quantity	Bill Amount	Cost Amount	Margin
IMPLEMENTATION	Current Project Manager	1.00	49,600.00	28,800.00	41.94
	Project Worker	2.00	48,000.00	40,800.00	15.00
PC IMPLEMENT	Project Administrator	2.00	19,200.00	10,800.00	43.75
	Project Consultant	4.00	192,000.00	70,400.00	63.33
		Subtotal:	308,800.00	150,800.00	

Expense

Activity	Expense Description	Quantity	Bill Amount	Cost Amount	Margin
IMPLEMENTATION	Administration	1.00	10,000.00	10,000.00	0.00
	Travel to customer site	4.00	4,000.00	4,000.00	0.00
PC IMPLEMENT	Onsite lodging (per night)	80.00	8,000.00	8,000.00	0.00
	Car	80.00	4,000.00	4,000.00	0.00
		Subtotal:	26,000.00	26,000.00	

Project Time Total:	308,800.00	150,800.00
Project Time Adjustment:	30,880.00	
Project Proposed Time Total:	339,680.00	55.61
Project Expense Total:	26,000.00	26,000.00
Project Expense Adjustment:	6,500.00	
Project Proposed Expense Total:	32,500.00	20.00

Project: 0000000138 Implementation Phase 2

Time

Activity	Project Role	Quantity	Bill Amount	Cost Amount	Margin
IMPLEMENTATION	Current Project Manager	1.00	49,600.00	28,800.00	41.94
	Project Worker	2.00	48,000.00	40,800.00	15.00

Subtotal: 97,600.00 69,600.00

Expense

Activity	Expense Description	Quantity	Bill Amount	Cost Amount	Margin
IMPLEMENTATION	Administration	1.00	10,000.00	10,000.00	0.00
		Subtotal:	10,000.00	10,000.00	
		Project Time Total:	97,600.00	69,600.00	
		Project Time Adjustment:	9,760.00		
		Project Proposed Time Total:	107,360.00		35.17
		Project Expense Total:	10,000.00	10,000.00	
		Project Expense Adjustment:	2,500.00		
		Project Proposed Expense Total:	12,500.00		20.00



Report ID: PM1120
 User ID: VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management
 Proposal: Internal

Page No. 2
 Run Date 11/29/2003
 Run Time 10:43:10 AM

<u>Business Unit:</u>	US001	US001 NEW YORK OPERATIONS
<u>Proposal:</u>	CON000200000002	Sample PM Proposal 2
<u>Version:</u>	V101	With testing 2
<u>Customer:</u>	1000	Alliance Group

Project: 0000000139 Testing Phase 2

Time

Activity	Project Role	Quantity	Bill Amount	Cost Amount	Margin
TESTING	Current Project Manager	1.00	49,600.00	28,800.00	41.94
	Project Worker	2.00	48,000.00	40,800.00	15.00
		Subtotal:	97,600.00	69,600.00	

Expense

Activity	Expense Description	Quantity	Bill Amount	Cost Amount	Margin
TESTING	Administration	1.00	10,000.00	10,000.00	0.00

	1,000	10,000.00	10,000.00	0.00
Subtotal:		10,000.00	10,000.00	
Project Time Total:		97,600.00	69,600.00	
Project Time Adjustment:		9,760.00		
Project Proposed Time Total:		107,360.00		35.17
Project Expense Total:		10,000.00	10,000.00	
Project Expense Adjustment:		2,500.00		
Project Proposed Expense Total:		12,500.00		20.00



Report ID: PM1120
 User ID : VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management

Proposal: Internal

Page No. 3
 Run Date 11/29/2003
 Run Time 10:43:10 AM

<u>Business Unit:</u>	US001	US001 NEW YORK OPERATIONS
<u>Proposal:</u>	CON000200000002	Sample PM Proposal 2
<u>Version:</u>	V101	With testing 2
<u>Customer:</u>	1000	Alliance Group

Total Time:	504,000.00
Total Time Adjustment:	50,400.00
Total Proposed Time:	554,400.00
Total Time Cost:	290,000.00
Time Margin:	47.69
Total Expense:	46,000.00
Total Expense Adjustment:	11,500.00
Total Proposed Expense:	57,500.00
Total Expense Cost:	46,000.00
Expense Margin:	20.00
Total Proposed Total:	611,900.00



Report ID: PM1310
User ID :
Run Control:

PeopleSoft Proposal Management
Resource Demand: By Role

Page No. 1
Run Date 11/29/2003
Run Time 10:58:43 AM

Business Unit:
Status :

Confidence: TO
Date Range : TO

<u>Project Role</u>	<u>Avg Bill Rate</u>	<u>Avg Cost Rate</u>	<u>Margin</u>	<u>Quantity</u>
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<u>Overall Avg Bill Rate</u>	<u>Overall Avg Cost Rate</u>	<u>Avg. Margin</u>	<u>Total</u>
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Report ID: PM1200
 User ID : VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management
Revenue Pipeline Report: By Confidence in Tents

Page No. 1
 Run Date 11/29/2003
 Run Time 10:52:12 AM

Business Unit:	US001	US001 NEW YORK OPERATIONS	Status:	Committed		
Customer:	ALL	All	Confidence:	1	TO	100
Proposal Contact:	ALL	All	Proposal Target Due Date:	1/1/2003	TO	12/31/2003

US Dollar

Confidence Range: 71 - 80

Customer	Proposal	Version	Proposed Amount	Cost Amount	Margin
Alliance Group	CON000200000002	V101	611,900.00	336,000.00	45.09
	CON000200000003	V101	611,900.00	336,000.00	45.09
		Subtotal:	1,223,800.00	672,000.00	45.09
		Total:	1,223,800.00	672,000.00	45.09
		Total Proposed Amount	Total Cost	Avg. Margin	
		1,223,800.00	672,000.00	45.09	



Report ID: PM1210
 User ID : VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management
Revenue Pipeline Report: By Confidence in Quartile

Page No. 1
 Run Date 11/29/2003
 Run Time 10:52:10 AM

Business Unit:	US001	US001 NEW YORK OPERATIONS	Status:	Committed		
Customer:	ALL	All	Confidence:	1	TO	100
Proposal Contact:	ALL	All	Proposal Target Due Date:	1/1/2003	TO	12/31/2003

US Dollar

Confidence Range: Fourth Quartile (76 to 100)

Customer	Proposal	Version	Proposed Amount	Cost Amount	Margin
Alliance Group	CON000200000002	V101	611,900.00	336,000.00	45.09
	CON000200000003	V101	611,900.00	336,000.00	45.09
		Subtotal:	1,223,800.00	672,000.00	45.09
		Total:	1,223,800.00	672,000.00	45.09
		Total Proposed Amount	Total Cost	Avg. Margin	
		1,223,800.00	672,000.00	45.09	



Report ID: PM1410
 User ID : VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management
Revenue Pipeline Report: By Status

Page No. 1
 Run Date 11/29/2003
 Run Time 10:52:40 AM

Business Unit:	US001	US001 NEW YORK OPERATIONS	Confidence:	1	TO	100
Customer:	ALL	All	Proposal Target Due Date:	1/1/2003	TO	12/31/2003
Proposal Contact:	ALL	All				

US Dollar

Status: Committed

Customer	Proposal	Version	Proposed Amount	Cost Amount	Margin
Alliance Group	CON000200000002	V101	611,900.00	336,000.00	45.09
	CON000200000003	V101	611,900.00	336,000.00	45.09
		Subtotal:	1,223,800.00	672,000.00	45.09
		Total:	1,223,800.00	672,000.00	45.09
		Total Proposed Amount	Total Cost	Avg. Margin	
		1,223,800.00	672,000.00	45.09	



Report ID: PM1400
 User ID : VP1
 Run Control: PROP_RPT

PeopleSoft Proposal Management
Revenue Pipeline Report: By Customer Name

Page No. 1
 Run Date 11/29/2003
 Run Time 10:52:14 AM

Business Unit:	US001	US001 NEW YORK OPERATIONS	Status:	Committed		
Customer:	ALL	All	Confidence:	1	TO	100
Proposal Contact:	ALL	All	Proposal Target Due Date:	1/1/2003	TO	12/31/2003

US Dollar

Customer	Proposal	Version	Proposed Amount	Cost Amount	Margin
Alliance Group	CON000200000002	V101	611,900.00	336,000.00	45.09
	CON000200000003	V101	611,900.00	336,000.00	45.09
		Total:	1,223,800.00	672,000.00	45.09
		Total Proposed Amount	Total Cost	Avg. Margin	
		1,223,800.00	672,000.00	45.09	