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# PeopleSoft Enterprise Proposal Management 9.0 Reports

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September 2006

PeopleSoft Enterprise Proposal Management 9.0 Reports  
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# About This PeopleBook Preface

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

This preface discusses:

- Related documentation.
- Comments and suggestions.

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## Documentation Updates and Printed Documentation

This section discusses how to:

- Obtain documentation updates.
- Download and order printed documentation.

### Obtaining Documentation Updates

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

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

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### See Also

Oracle's PeopleSoft Customer Connection, [http://www.oracle.com/support/support\\_peoplesoft.html](http://www.oracle.com/support/support_peoplesoft.html)

### Downloading and Ordering Printed Documentation

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- Download PDF files.
- Order printed, bound volumes.

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You can download PDF versions of PeopleSoft Enterprise documentation online via the Oracle Technology Network. Oracle makes these PDF files available online for each major release shortly after the software is shipped.

See Oracle Technology Network, <http://www.oracle.com/technology/documentation/psftent.html>.

### **Ordering Printed, Bound Volumes**

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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.

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

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### 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 resource for a particular proposal.	Proposal Management, Reports, Proposal Reports	RUN_GM_PROP_RPT
PM1110 Fixed Fee Itemized	Review proposed resource for a particular proposal, including adjustments.	Proposal Management, Reports, Proposal Reports	RUN_GM_PROP_RPT
PM1120 Internal	Review proposed resource 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 Tenths	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 8/14/2006  
 Run Time 10:21:57 AM

<b>Business Unit</b>	US001	US001 NEW YORK OPERATIONS
<b>Proposal:</b>	CON000000000025	Implementation services quote
<b>Version:</b>	V101	Oracle Implementation
<b>Customer:</b>	1000	Alliance Group

<b>Project:</b>	000000000000160	Implementation
-----------------	-----------------	----------------

**Labor**

<u>Activity</u>	<u>Project Role</u>	<u>Quantity</u>
CONSULTATION	PROJ MANAGER	1.00
	FUNC ANALYST	1.00

**Non-Labor**

<u>Activity</u>	<u>Description</u>	<u>Quantity</u>
CONSULTATION	Compaq Armada M700	1.00
	Refrigerator, Inside Heat Exch	100.00

<b>Project Proposed Labor Total:</b>	<b>249,500.00</b>
<b>Project Proposed Non-Labor Total:</b>	<b>298.80</b>

<b>Grand Total:</b>	<b><u>Proposed Labor</u></b> 249,500.00	<b><u>Proposed Non-Labor</u></b> 298.80	<b><u>Proposed Total</u></b> 249,798.80
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Report ID: PM1110  
 User ID: DVP1  
 Run Control: 1

PeopleSoft Proposal Management  
**Proposal: Fixed Fee Itemized**

Page No. 1  
 Run Date 7/11/2005  
 Run Time 9:30:44 AM

<b>Business Unit:</b>	US001	US001 NEW YORK OPERATIONS
<b>Proposal:</b>	CON000000000036	Implementation services quote
<b>Version:</b>	V101	Oracle Implementation
<b>Customer:</b>	1000	Alliance Group

<b>Project:</b>	000000000000166	Implementation
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**Asset**

Activity	Description	Quantity	Amount
CONSULTATION	Compaq Armada M700	24.00	24.00
<b>Subtotal:</b>			<b>24.00</b>

**Labor**

Activity	Project Role	Quantity	Amount
CA IMPLEMENT	EUR PROJ MNGR	1.00	40,309.92
	PROJ CONSULTANT	10.00	600,000.00
CONSULTATION	PROJ MANAGER	1.00	148,800.00
	FUNC ANALYST	1.00	50,400.00
<b>Subtotal:</b>			<b>839,509.92</b>

**Material**

Activity	Description	Quantity	Amount
CONSULTATION	Refrigerator, Inside Heat Exc	120.00	357.36
<b>Subtotal:</b>			<b>357.36</b>

<b>Project Labor Total:</b>	<b>839,509.92</b>
<b>Project Labor Adjustment:</b>	<b>0.00</b>
<b>Project Proposed Labor Total:</b>	<b>839,509.92</b>
<b>Project Non-Labor Total:</b>	<b>381.36</b>
<b>Project Non-Labor Adjustment:</b>	<b>0.00</b>
<b>Project Proposed Non-Labor Total:</b>	<b>381.36</b>



Report ID: PM1120  
 User ID: DVP1  
 Run Control: 1

PeopleSoft Proposal Management  
**Proposal: Internal**

Page No. 1  
 Run Date 7/11/2005  
 Run Time 9:27:42 AM

<b>Business Unit:</b>	US001	US001 NEW YORK OPERATIONS
<b>Proposal:</b>	CON000000000036	Implementation services quote
<b>Version:</b>	V101	Oracle Implementation
<b>Customer:</b>	1000	Alliance Group

<b>Project:</b>	000000000000166	Implementation
-----------------	-----------------	----------------

<b>Labor</b>					
<b>Activity</b>	<b>Project Role</b>	<b>Quantity</b>	<b>Bill Amount</b>	<b>Cost Amount</b>	<b>Margin</b>
CA IMPLEMENT	EUR PROJ MNGR	1.00	40,309.92	23,405.76	41.94
	PROJ CONSULTANT	10.00	600,000.00	264,000.00	56.00
CONSULTATION	PROJ MANAGER	1.00	148,800.00	86,400.00	41.94
	FUNC ANALYST	1.00	50,400.00	33,600.00	33.33
<b>Subtotal:</b>			<b>839,509.92</b>	<b>407,405.76</b>	

<b>Non-Labor</b>					
<b>Activity</b>	<b>Description</b>	<b>Quantity</b>	<b>Bill Amount</b>	<b>Cost Amount</b>	<b>Margin</b>
CONSULTATION	Compaq Armada M700	24.00	24.00	24.00	0.00
	Refrigerator, Inside Heat Exch	120.00	357.36	357.36	0.00
<b>Subtotal:</b>			<b>381.36</b>	<b>381.36</b>	

<b>Project Labor Total:</b>	<b>839,509.92</b>	<b>407,405.76</b>	
<b>Project Labor Adjustment:</b>	<b>0.00</b>		
<b>Project Proposed Labor Total:</b>	<b>839,509.92</b>		<b>51.47</b>
<b>Project Non-Labor Total:</b>	<b>381.36</b>	<b>381.36</b>	
<b>Project Non-Labor Adjustment:</b>	<b>0.00</b>		
<b>Project Proposed Non-Labor Total:</b>	<b>381.36</b>		<b>0.00</b>

<b>Project:</b>	000000000000167	Implementation 2
-----------------	-----------------	------------------

<b>Labor</b>					
<b>Activity</b>	<b>Project Role</b>	<b>Quantity</b>	<b>Bill Amount</b>	<b>Cost Amount</b>	<b>Margin</b>
CA IMPLEMENT	EUR PROJ MNGR	1.00	40,309.92	23,405.76	41.94
	PROJ CONSULTANT	10.00	600,000.00	264,000.00	56.00
CONSULTATION	PROJ MANAGER	1.00	148,800.00	86,400.00	41.94
	FUNC ANALYST	1.00	50,400.00	33,600.00	33.33
<b>Subtotal:</b>			<b>839,509.92</b>	<b>407,405.76</b>	

<b>Non-Labor</b>					
<b>Activity</b>	<b>Description</b>	<b>Quantity</b>	<b>Bill Amount</b>	<b>Cost Amount</b>	<b>Margin</b>
CONSULTATION	Compaq Armada M700	24.00	24.00	24.00	0.00
	Refrigerator, Inside Heat Exch	120.00	357.36	357.36	0.00
<b>Subtotal:</b>			<b>381.36</b>	<b>381.36</b>	

<b>Project Labor Total:</b>	<b>839,509.92</b>	<b>407,405.76</b>	
<b>Project Labor Adjustment:</b>	<b>0.00</b>		
<b>Project Proposed Labor Total:</b>	<b>839,509.92</b>		<b>51.47</b>
<b>Project Non-Labor Total:</b>	<b>381.36</b>	<b>381.36</b>	
<b>Project Non-Labor Adjustment:</b>	<b>0.00</b>		
<b>Project Proposed Non-Labor Total:</b>	<b>381.36</b>		<b>0.00</b>



Report ID: PM1310  
User ID: VP1  
Run Control: TEST

PeopleSoft Proposal Management  
Resource Demand: By Role

Page No. 1  
Run Date 7/11/2005  
Run Time 1:51:58 PM

<u>Business Unit:</u>	US001	US001 NEW YORK OPERATIONS	<u>Confidence:</u>	1	TO	100
<u>Status:</u>	Draft		<u>Date Range:</u>	1/1/2005	TO	12/31/2006

US Dollar

<u>Project Role</u>	<u>Avg Bill Rate</u>	<u>Avg Cost Rate</u>	<u>Margin</u>	<u>Quantity</u>
Current Project Manager	310.00	180.00	41.94	1.00
Functional Analyst	210.00	140.00	33.33	1.00

<u>Overall Avg Bill Rate</u>	<u>Overall Avg Cost Rate</u>	<u>Avg. Margin</u>	<u>Total</u>
262.63	161.05	38.68	2.00



Report ID: PM1200  
 User ID: VP1  
 Run Control: PROP\_RPT

PeopleSoft Proposal Management  
**Revenue Pipeline Report: By Confidence in Tenths**

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

<b>Business Unit:</b>	US001	US001 NEW YORK OPERATIONS	<b>Status:</b>	Committed		
<b>Customer:</b>	ALL	All	<b>Confidence:</b>	1	TO	100
<b>Proposal Contact:</b>	ALL	All	<b>Proposal Target Due Date:</b>	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
<b>Subtotal:</b>			<b>1,223,800.00</b>	<b>672,000.00</b>	<b>45.09</b>
<b>Total:</b>			<b>1,223,800.00</b>	<b>672,000.00</b>	<b>45.09</b>
<b>Total Proposed Amount</b>			<b>1,223,800.00</b>	<b>Total Cost</b>	<b>Avg. Margin</b>
				<b>672,000.00</b>	<b>45.09</b>



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

<b>Business Unit:</b>	US001	US001 NEW YORK OPERATIONS	<b>Status:</b>	Committed		
<b>Customer:</b>	ALL	All	<b>Confidence:</b>	1	TO	100
<b>Proposal Contact:</b>	ALL	All	<b>Proposal Target Due Date:</b>	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
<b>Subtotal:</b>			<b>1,223,800.00</b>	<b>672,000.00</b>	<b>45.09</b>
<b>Total:</b>			<b>1,223,800.00</b>	<b>672,000.00</b>	<b>45.09</b>

<b>Total Proposed Amount</b>	<b>Total Cost</b>	<b>Avg. Margin</b>
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

<b>Business Unit:</b>	US001	US001 NEW YORK OPERATIONS	<b>Confidence:</b>	1	TO	100
<b>Customer:</b>	ALL	All	<b>Proposal Target Due Date:</b>	1/1/2003	TO	12/31/2003
<b>Proposal Contact:</b>	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
<b>Subtotal:</b>			<b>1,223,800.00</b>	<b>672,000.00</b>	<b>45.09</b>
<b>Total:</b>			<b>1,223,800.00</b>	<b>672,000.00</b>	<b>45.09</b>

  

<b>Total Proposed Amount</b>	<b>Total Cost</b>	<b>Avg. Margin</b>
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

<b>Business Unit:</b>	US001	US001 NEW YORK OPERATIONS	<b>Status:</b>	Committed		
<b>Customer:</b>	ALL	All	<b>Confidence:</b>	1	TO	100
<b>Proposal Contact:</b>	ALL	All	<b>Proposal Target Due Date:</b>	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
<b>Total:</b>			<b>1,223,800.00</b>	<b>672,000.00</b>	<b>45.09</b>

<b>Total Proposed Amount</b>	<b>Total Cost</b>	<b>Avg. Margin</b>
1,223,800.00	672,000.00	45.09