

Diagram : BIL_PROD_SCT_WL_SUMM - OLTP
 Title : BIL Product Sales Cycle Won/Loss Summary
 Created : 15 March 2000 12:54:49
 Modified : 11 August 2000 17:05:53
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BIL_DIMV_PERIODS (apps/bil/Database Objects/BIL Design)

PK	*	A	PERIOD_SET_NAME_PK
PK	*	A	PERIOD_NAME_PK
	*	A	PERIOD_TYPE
	*	?	PERIOD_NUM
	*	?	QUARTER_NUM

BIL_DIMV_INTEREST_CODES (apps/bil/Database Objects/BIL Design)

PK	*	?	INTEREST_CODE_PK
	*	?	INTEREST_TYPE_FK
	O	?	PARENT_INTEREST_CODE_FK
	*	A	INTEREST_CODE
	O	A	DESCRIPTION
	O	A	ENABLED_FLAG
	O	A	ID
	O	A	VALUE

BIL_PROD_SCT_WL_SUMM (apps/bil/Database Objects/BIL Design)

PK	*	A	PERIOD_NAME
	*	?	TERRITORY_ID
	*	?	SALESREP_ID
	*	A	SALES_CHANNEL_ID
	*	?	INTEREST_TYPE_ID
	*	?	PRIMARY_INTEREST_CODE_ID
	*	?	SECONDARY_INTEREST_CODE_ID
	*	?	CREATION_DATE
	*	?	CREATED_BY
	*	?	LAST_UPDATE_DATE
	*	?	LAST_UPDATED_BY
	*	?	LAST_UPDATE_LOGIN
	O	?	REQUEST_ID
	O	?	PROGRAM_APPLICATION_ID
	O	?	PROGRAM_ID
	O	?	PROGRAM_UPDATE_DATE
	O	A	TERRITORY_NAME
	O	A	SALES_CHANNEL
	O	A	SALESREP_NAME
	O	?	START_DATE
	O	?	END_DATE
	O	?	INVOICED_AMOUNT
	O	?	COGS_AMOUNT
	O	?	MARGIN
	O	?	EXPECTED_REVENUE
	O	?	SALES_CYCLE
	O	?	UNITS_SOLD
	O	?	NO_OF_WON_OPTY
	O	?	NO_OF_LOSSES
	O	?	NO_OF_CLOSED_OPTY

BIL_DIMV_SLS_CHANNELS (apps/bil/Database Objects/BIL Design)

PK	*	A	CHANNEL_LOOKUP_CODE
	*	A	CHANNEL_MEANING
	O	A	CHANNEL_DESCRIPTION
	O	A	CHANNEL_ENABLED_FLAG
	O	?	CHANNEL_START_DATE_ACTIVE
	O	?	CHANNEL_END_DATE_ACTIVE
	O	A	ID
	O	A	VALUE

BIL_DIMV_TERRITORIES (apps/bil/Database Objects/BIL Design)

PK	*	?	TERRITORY_PK
	*	A	NAME
	O	?	TERRITORY_TYPE_ID
	O	?	START_DATE_ACTIVE
	O	?	END_DATE_ACTIVE
	*	A	ENABLED_FLAG
	O	?	ORG_ID

BIL_DIMV_INTEREST_TYPES (apps/bil/Database Objects/BIL Design)

PK	*	A	INTEREST_TYPE_PK
	O	A	INTEREST_TYPE
	O	A	DESCRIPTION
	O	A	ENABLED_FLAG
	O	A	ID
	O	A	VALUE

BIL_DIMV_SALESFORCE (apps/bil/Database Objects/BIL Design)

PK	*	?	SALESFORCE_PK
	*	A	RESOURCE_NUMBER
	*	A	SALESFORCE_STATUS
	*	A	SALESFORCE_TYPE
	O	?	EMPLOYEE_PERSON_FK
	O	A	LAST_NAME
	O	A	FIRST_NAME

