## **Create Sample Order Description**

This workflow is a part of the "Order to Shipment" workflow. What you see in the "Create Sample Order" is the process flow on how various customer master data is changed in SAP and involved stakeholders.

The following Business Areas are involved in the "Create Sample Order" workflow:

- Business Operation
- Supply Operations
- Corporate Finance

In the "Create Sample Order" workflow, there are the following Functional Groups:

- Industry Group
- Supply Chain Operation
- Corporate Finance

The "Create Sample Order" have the following Functions involved in their workflow:

- Sales Management
- CSL EMA
- Sales Cycle & Credit Management

If you have any questions, comments, changes or need to interact with the accountable of the "Create Sample Order", these are the responsible (Novozymes contact acronyms are applied):

- Account Management
- CBXJ
- KKIR

The Resources/Roles involved in the "Create Sample Order" workflow are:

- AccM
- CSR
- Deployer
- Credit Manager

The combined information of the "Create Sample Order" is the following:

Flow Task/Process	Business Area	Functional Group	Function	Responsible	Role
Create sample order	Business Operation	Industry Group	Sales Management	Account Management	AccM
Create sample order	Supply Operations	Supply Chain Operation	CSL EMA	CBXJ	CSR
Create sample order	Supply Operations	Supply Chain Operation	CSL EMA	CBXJ	Deployer
Create sample order	Corporate Finance	Corporate Finance	Sales Cycle & Credit Management	KKIR	Credit Manager

Sample requester	POC Samples	Sample coordinator	AccM	Sample order quality checker	Deployer	Credit block release capacity
	Internal sample request received (CRM)  Check completeness of order information  Complete information  Complete information  Visue during order entry	Request for sample recieved from customer  Internal sample request received (from customer)  Internal sample request received (from customer)  No need for AccM approval  No need for AccM approval  POC order  POC order  Otherwise  O	Approve or reject sample request  Proved Rejected inform customer about rejection  Sample request rejected		Investigate reason for missing delivery	