

Using SJAMs to Track Splits

Key fields are highlighted by red outline. Capturing and maintaining the information required in these fields is recommended

Important: The Principal Part Number must be accurate in order for SJAMs to accurately search the commissions database and confirm shipments. Common mistakes are not using the RoHS or Leaded suffixes, having dashes in the incorrect places, or not including tape and reel suffixes.

The screenshot shows an 'Opportunity Entry Form' with the following data:

Customer Name	Principal	Principal P/N	Program	Sales
Apache From	Grey Mfg	BERFT	Genie Rev II	RS

ASP	Quantity Ks	Potential Ks	Conf	Conf*Potential	Customer P/N	Application	Distributor	Dist Reg #
\$1.00	100.00	\$100	20	\$20	1235	HVAC	ANTHEM	Gm44335

Contact	Contact Phone	Contact Email	Competition	Latest Status	Proto Date	Prod Date
Morris, Joe	555 555 5555	joe@apache.com	Blue Toner, INC	Design Win	Q4 2011	Q3 2012

Next Action - Last Comment
Customer has provided specification. Sent to John Smith at the factory for review

General Comments
Blue Toner is the incumbent vendor. 2009 sales to Apache in excess of \$2M

Specialty	Specialty II	Specialty III	Specialty IV	Online Oppty ID#	Oppty ID	Duplicate Record
					1273544611	

Split	CEM Location	CEM Notes	CEM #2 Location	CEM #2 Notes	CEM #3 Location
<input checked="" type="checkbox"/>	Bugler Extent	Hongchu, China			

Comment History | Quote History | BERFT | Shipment History | Splits | Online Systems

<Split> Must be Checked Yes

<CEM Location> Should be as descriptive as possible. CEM Name, CEM Location, CEM Country. ie "SCI, Guadajara, Mexico"

<CEM Notes> Use to track the split approvals. Split Approval IDs, Verbal Approvals, Email approvals

<Prod Date> Very important to determine whether the program is in production

<Split Entered> Date split was submitted to the Vendor

<Split Confirmed> Date Vendor acknowledged and confirmed the split request