

Call Scheduling User Guide

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Customer Call Scheduling

The Customer Call Scheduling module provides the functionality to present a telesales operator, for example, with a list of customers to call. The operator (or user) is presented with the details of the customer to call - contact name, address, phone number, call date, call time, etc. - in the Call Processing window.

The main features of Call Scheduling are:

- A facility to create call schedules that can be assigned to customers and addresses individually or in groups
- The facility to define call schedules as main call schedules
- The optional specification of a call day, call date, call time and call frequency for each customer/address
- The ability to allocate call schedules to users or groups of users
- A call processing window which provides users with a list of calls to be placed on a specific date, or a range of dates
- A link to sales order entry from call processing for telesales operators
- The facility to respond to incoming calls and correspondingly update the appropriate call schedule
- A facility to record responses to calls with next call date and time
- A call back facility for failed calls
- A facility to request a follow-up call by another operator
- Access to the call history of a customer being processed
- A supervisor's Inquiry window which reports on future calls
- A historical Inquiry window which shows all calls that have been made for a range of dates, customers, users, and call schedules

Note that this manual has been produced in conjunction with a Microsoft Dynamics™ GP UK dictionary. As such, some customer fields have been replaced in screenshots and text with the term Customer.

A call schedule is a list of customers or addresses to be contacted. A schedule might be a telesales operator's daily call list, or a list of prospects to be contacted following a marketing mailshot about a new product or a special offer. If required, calls can be logged to take place on a specific day of the week, on a specific date and at a specific time with a call frequency that can range from daily to annually. The specifications of the scheduled call time are determined by the call type. Also, specific users or groups of users can be allocated to different call schedules. Use the Call Schedule Maintenance window to create and edit call schedules, and the Call Schedule Users window to allocate users to call schedules.

A call type determines which call frequency, call day, usual call time, and next call time options are available for a call schedule. You can create multiple call types to match different call schedules, such as marketing call types where call frequency may not be required, telesales call types where most fields will be mandatory, or annual subscription call types where the date, and not the call day, is important.

Call Frequency:	<input type="radio"/> Mandatory	<input checked="" type="radio"/> Standard	<input type="radio"/> Non-editable
Call Days:	<input type="radio"/> Mandatory	<input checked="" type="radio"/> Standard	<input type="radio"/> Non-editable
Usual Call Time:	<input type="radio"/> Mandatory	<input checked="" type="radio"/> Standard	<input type="radio"/> Non-editable
Next Call Date:	<input type="radio"/> Mandatory	<input checked="" type="radio"/> Standard	<input type="radio"/> Non-editable

When a call type is created in the Call Scheduling Type Maintenance window, each call frequency, call days, usual call time, and next call date option can be specified as mandatory, standard, or as non-editable. However, not all option combinations are possible - the combination of options available is dependent on the call frequency selection:

Call frequency selection	Effect on other options
Mandatory	Locks call days, usual call time, and next call date to mandatory.
Standard	Locks call days to standard. Usual call time and next call date can be set to mandatory or standard.
Non-editable	Locks call days to non-editable. Usual call time and next call date can be set to mandatory, standard, or non-editable.

Your final call type selection will affect the way data can be entered in the call frequency, call days, call time, and call date fields in the scrolling window of the Call Schedule Maintenance window:

Option	Effect on field
Mandatory	A value is required
Standard	A value can be entered but is not required
Non-editable	Locked

A user group is a selection of users who have been assigned to the same group, which means that task-specific groups such as telemarketing and telesales groups can be established. The use of groups simplifies the allocation of call schedules to users, in the Call Schedule Users window. Use the User Group Maintenance window to create and edit user groups.

You can select to define your call schedule as a primary call schedule in the Call Schedule Maintenance window. The main call schedule will be updated by any sales order transactions for the relevant customer and customer address, whether or not the transaction is initiated through the Call Processing window. This could be useful, for example, when a sales transaction is created as a result of an incoming rather than outgoing call.

Note that you can create multiple main call schedules, but you can only assign a customer to one main call schedule.

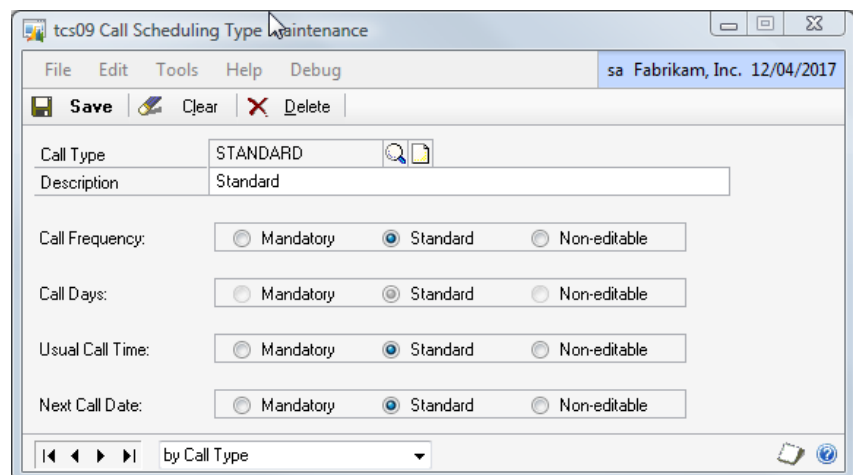
Setup

1. Call Scheduling Type Maintenance Window

Tools >> Setup >> Trinity >> Call Scheduling >> Type Maintenance.

Use the Call Scheduling Type Maintenance window to:

- Create and edit call types



1.1 Creating and Editing Call Types

A call type determines which call frequency, call day, usual call time, and next call time options are available for a call schedule.

To create and edit call types in the Call Scheduling Type Maintenance window:

1. Enter a Call Type or click the lookup to select one from the Call Scheduling Type Lookup window. If you select an existing call type, its details will be displayed in the window.
2. Enter a Call Type description.
3. Select your Call Frequency, Call Days, Usual Call Time, and Next Call Date options. See Call types.
4. Click the Save button.

Click the Delete button to delete a call type record.

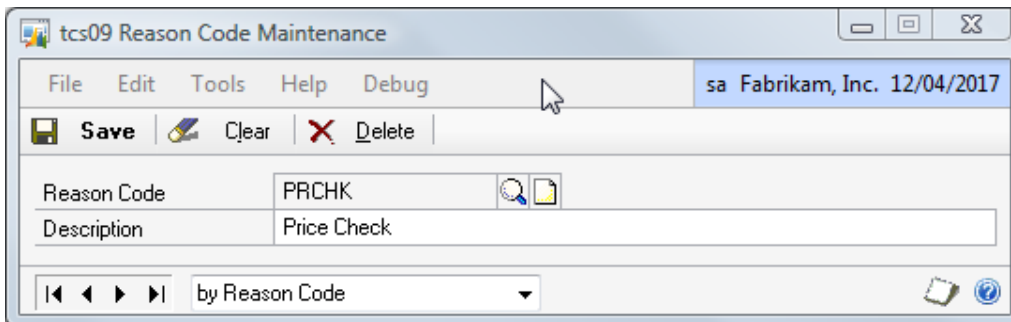
2. Reason Code Maintenance Window

Tools >> Setup >> Trinity >> Call Scheduling >> Reason Maintenance

Use the Reason Code Maintenance window to:

- Create and edit reason codes

Reason codes are used in the Current Action and Follow Up Calls windows. They provide an easy way to identify why a Follow-up call to a Customer is required or the purpose behind a particular action.



2.1 Creating and Editing Reason Codes

To create or edit a reason code in the Reason Code Maintenance window:

1. Enter a Reason Code or click the lookup to select one from the Reason Code Lookup window.
2. Enter a Reason Description.
3. Click the Save button.

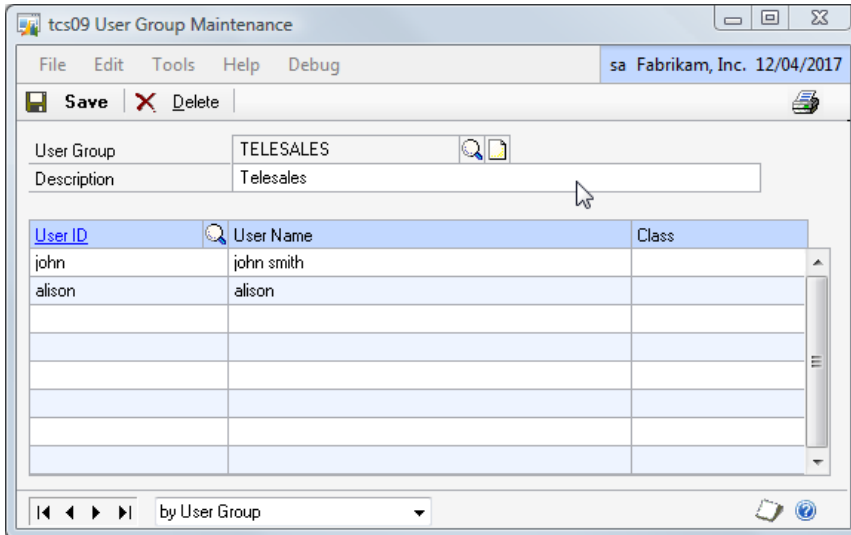
Click the Delete button to delete a reason code record.

3. User Group Maintenance Window

Tools >> Setup >> Trinity >> Call Scheduling >> User Grp Maint.

Use the User Group Maintenance window to:

- Create and edit user groups



3.1 Creating and Editing User Groups

A call scheduling user group is a selection of users who work with the same call schedules.

To create or edit a user group in the User Group Maintenance window:

1. Enter a User Group or click the lookup to select one from the User Group Lookup window. If the group already exists, its details will be displayed in the window.
2. Enter a User Group Description.
3. For each user to be added to the group:
 - 3.1. Enter a User ID in the scrolling window or click the lookup to select one from the Users window.
4. Click the Save button.

Click the Delete button to delete a user group.

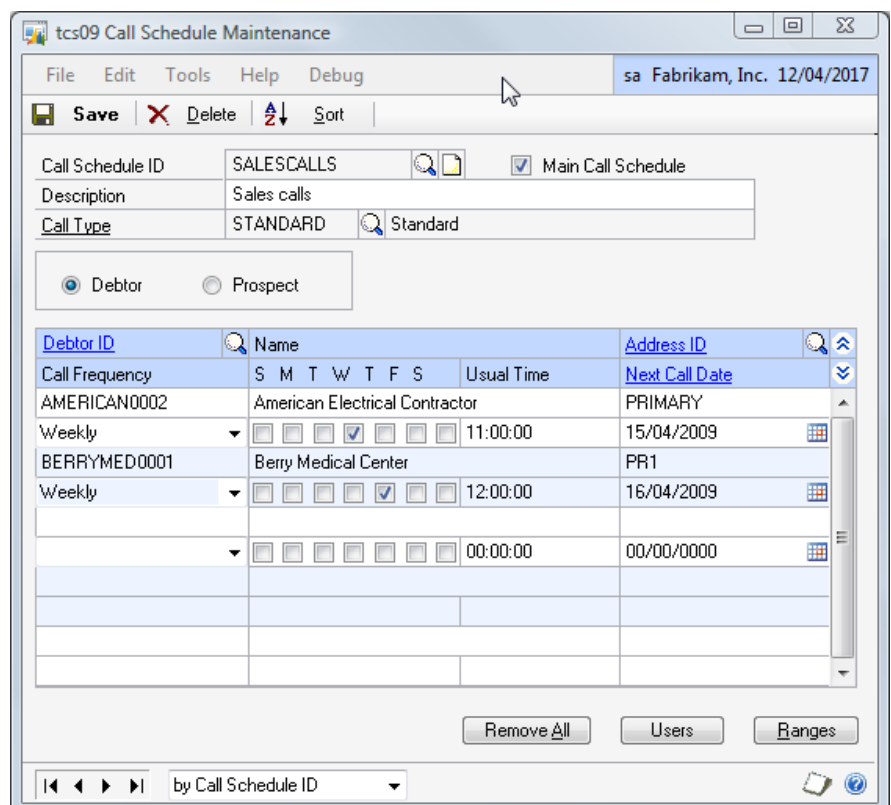
Cards

4. Call Schedule Maintenance Window

Cards >> Cards >> Call Scheduling >> Maintenance

Use the Call Schedule Maintenance window to:


- Create call schedules
- Assign call schedules to Customers and prospects



4.1 Creating and Editing Call Schedules

A call schedule is a list of Customers or Customer addresses to be contacted.

To create or edit a call schedule in the Call Schedule Maintenance window:

1. Enter a Call Schedule ID or click the lookup to select one from the Call Schedule Lookup window. If you select an existing call schedule, its details will be displayed in the window.
2. Click the checkbox if you want the call schedule to be a Main Call Schedule.
 Note that a Customer cannot be assigned to more than one main call schedule.
3. Enter a Call Schedule description.
4. Enter a Call Type or click the lookup to select one from the Call Scheduling Type Lookup window. If you enter a new call type, you will be asked if you want to create it in the Call Scheduling Type Maintenance window.
5. Click the Save button.


Click the Users button to open the Call Schedule Users window where users and user groups can be allocated to a call schedule.

Click the Delete button to delete a call schedule. You will not be able to delete a call schedule if there are outstanding forwarded calls allocated to it.

4.2 Assigning Call Schedules to Customers and Prospects

Call schedules can be assigned to Customers or prospects in both the Call Schedule Maintenance window and the Call Schedule Allocate window. Use the Call Schedule Maintenance window to assign a call schedule to multiple Customers and prospects. Use the Call Schedule Allocate window to assign multiple call schedules to a Customer or a prospect.

To assign call schedules to Customers and prospects in the Call Schedule Maintenance window:

1. Create or open a call schedule, as described in Section 1.1.
2. For each Customer or Prospect you allocate to your call schedule:
 - 2.1. Choose to add a Customer or a Prospect by selecting the appropriate option button.
 - 2.2. Enter a Customer/Prospect ID in the scrolling window, or click the lookup to select one from the Customers and Prospects window.
 - 2.3. If you are adding a Customer to your call schedule, enter an Address ID in the scrolling window, or click the lookup to select one from the Addresses window (optional). If you do not enter an Address ID, the primary address from the Customer record will be used. Note that this field will be locked if you are adding a Prospect.
 Note that a Customer cannot be assigned to more than one main call schedule.
 - 2.4. If required, enter Call Frequency, Call Days, Usual Call Time, and Call Date details in the second line of the scrolling window. Some of these fields will be locked, depending on the call type you have selected (see Call Types).
3. Click the Sort button to sort entries in the scrolling window by Customer or Prospect ID (optional).
4. Click the Save button.

Click the Ranges button to open the Call Schedule Ranges window where ranges of Customers and prospects can be assigned to a call schedule.

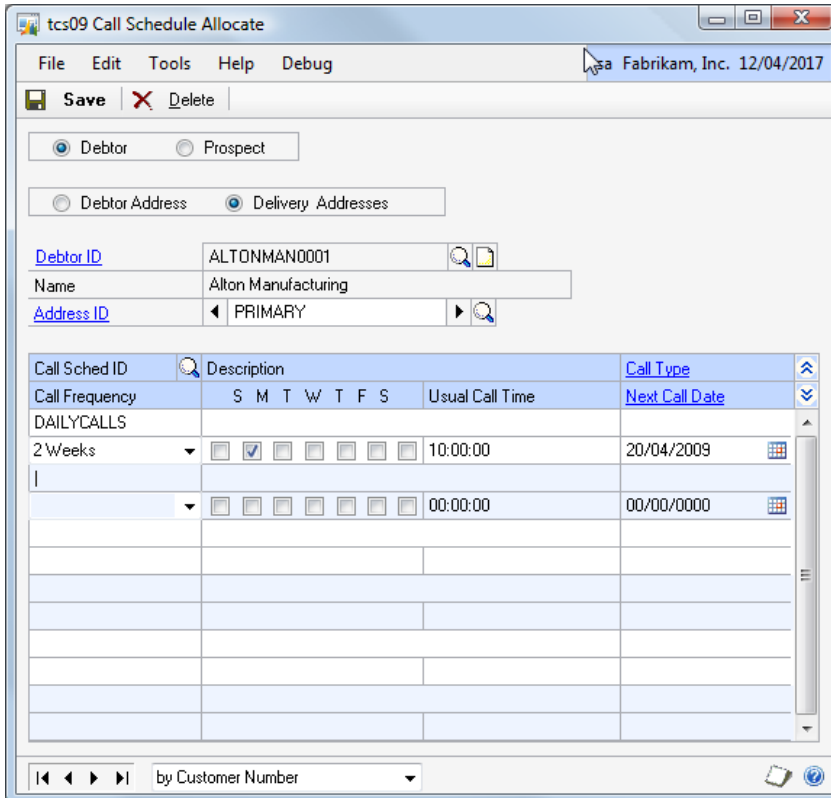
Click the Remove All button to de-allocate all Customers or prospects from the selected call schedule. Your Customer or prospect allocations will be deleted, depending on whether the Customer or Prospect option button is selected.

5. Call Schedule Allocate Window

Cards >> Trinity >> Call Scheduling >> Allocate

Use the Call Schedule Allocate window to:

- Assign multiple call schedules to a Customer or prospect



5.1 Assigning Call Schedules to Customers or Prospects

In addition to using the Call Schedule Maintenance window to allocate call schedules to Customers and addresses, you can also use the Call Schedule Allocate window. This method is useful if you want to allocate multiple call schedules to a Customer.

To assign a call schedule to a Customer or prospect in the Call Schedule Allocate window:

1. Choose to assign call schedules to Customers or prospects by selecting the appropriate option button.
2. For Customers, choose to associate call schedules with the primary address or a specific delivery address by selecting the appropriate option button.
3. Enter a Customer/Prospect ID or click the lookup to select one from the Customers and Prospects window.
4. For Customer delivery addresses, enter an Address ID or click the lookup to select one from the Addresses window, or use the browse buttons to scroll through available addresses.

Any call schedules that are already assigned to the selected Customer or prospect will be displayed in the scrolling window.

5. For each call schedule to be allocated to the selected Customer or prospect:
 - 5.1. Enter a Call Schedule ID or click the lookup to select one from the Call Schedule Lookup window.
 - 5.2. Enter Call Frequency, Call Day, Usual Call Time, and Next Call Date options that are appropriate to the call type.
6. Click the Save button.

Click the Delete button to de-allocate all call schedules from the selected Customer address or prospect.

6. Call Schedule Ranges Window

Call Schedule Maintenance window >> Click the Ranges button

Use the Call Schedule Ranges window to:

- Assign a call schedule to a range of Customers or prospects

The screenshot shows the 'tcs09 Call Schedule Ranges' window. The window title is 'tcs09 Call Schedule Ranges' and the user is 'sa Fabrikam, Inc. 12/04/2017'. The interface includes a menu bar (File, Edit, Tools, Help, Debug) and a toolbar with buttons for Transfer, OK, and Preview. The main form contains fields for Call Schedule ID (C4), Description (New Schedule), Call Type (TELESALES), and radio buttons for Customer (selected) and Prospect. Below these are sections for Debtor ID, Territory ID, Salesperson ID, and Class ID, each with 'All' and 'From' radio buttons and 'To' fields. A table at the bottom lists Debtors: BLUEYOND0001 (Blue Yonder Airlines) and BREAKTHR0001 (Breakthrough Telemarketing).

6.1 Assigning Call Schedules to a Range of Customers or Prospects

To assign a call schedule to a range of Customers or prospects in the Call Schedule Ranges window:

The Call Schedule Ranges window will open with details of the current call schedule selection. Customer ranges can be assigned by Customer ID, territory ID, salesperson ID, and by class ID. Prospect ranges can be assigned by prospect ID and by class ID.

1. Choose to assign ranges of Customers or prospects by selecting the appropriate option button.
2. Click All to assign all records or From to assign a selection of records for Customer/Prospect, Territory, Salesperson, and Class ID. If you select From, enter To and From values to specify a range, or use the lookups.
3. Click the Preview button to verify your selection in the scrolling window. The ID and name of each Customer or prospect to be transferred will be listed. Click the Show button to display the territory, salesperson, and class IDs.
4. Click the Transfer button to assign the call schedule to your Customer/prospect selection. Click OK to close the Transfer Completed Successfully dialog box.
5. Click OK to return to the Call Schedule Maintenance window.



7. Call Schedule Users Window

Cards >> Trinity >> Call Scheduling >> Users

Use the Call Schedule Users window to:

- Assign a call schedule to users and user groups

User Group	Description	Start Date	End Date
TELESALES		01/01/2001	31/12/2009
		00/00/0000	00/00/0000

Clicking the Users button in the Call Schedule Maintenance window will also open the Call Schedule Users window.

7.1 Assigning Call Schedules to Users and User Groups

The Call Schedule Users window allows the allocation of call schedules to specific users or user groups – only the allocated users will have access to the selected call schedule in the Call Processing window. Any call schedules that have not been allocated to a user or group will be accessible to all users.

To assign a call schedule to a user or a user group in the Call Schedule Users window:

1. The Call Schedule Users window will open with details of the current call schedule selection. Accept these defaults or use the Call Schedule ID lookup to select a different call schedule.
2. Choose to assign users or user groups by selecting the appropriate option button.
3. For each user or user group to be assigned to the call schedule:
 - 3.1. Enter a User ID/ User Group or use the lookups.
 - 3.2. Enter a Start Date and an End Date (optional). The allocated user or group will only have access to the call schedule between these dates. This is useful if you need to allocate additional users to call schedules during busy periods, for example.

Note, if dates are not entered in the Start Date and End Date fields, the allocated user or group will have access to the call schedule indefinitely.

4. Click the Save button.

Click the Remove All button to de-allocate users or user groups from a call schedule. User or user group allocations will be deleted, depending on whether the Users or Groups option button is selected.

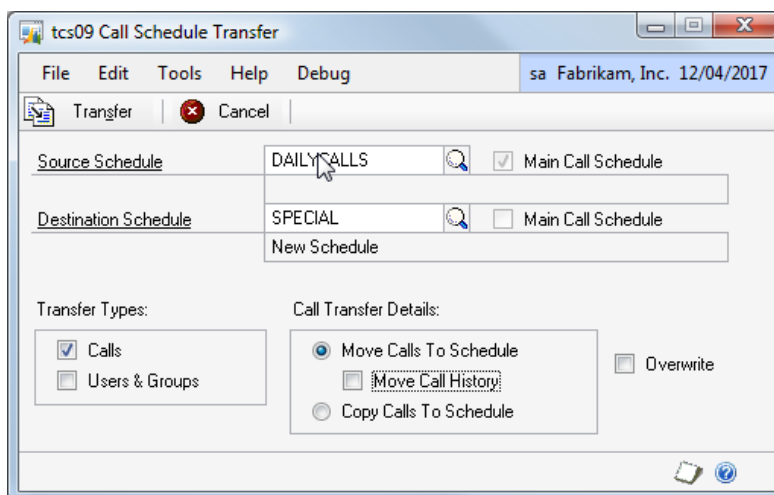
Click the Delete button to delete all user and user group allocations from a call schedule.

8. Call Schedule Transfer Window

Cards >> Trinity >> Call Scheduling >> Transfer

Use the Call Schedule Transfer window to:

- Transfer calls from one call schedule to another
- Transfer users and user groups from one call schedule to another



8.1 Transferring Calls and Users Between Call Schedules

To transfer calls and users between call schedules in the Call Schedule Transfer window:

1. Enter a Source Schedule or click the lookup to select one. Calls and/or users will be transferred from this schedule.
2. Enter a Destination Schedule or click the lookup to select one. Calls and/or users will be transferred to this schedule.

If this is the name of a new schedule, New Schedule will be displayed in the schedule description field. The new schedule will be created when the Transfer button is clicked.

3. Select the Calls checkbox and/or the Users & Groups checkbox to transfer calls, users, or both.
4. If you are transferring calls, choose to Move Calls or Copy Calls by selecting the appropriate button. If you choose to Move Calls, the calls will be removed from the source schedule. If you choose to Copy calls, the calls will exist in both schedules after the transfer has been completed.
5. If you select to Move Calls to Schedule, you can also select the option to Move Call History. If you choose this option, any history from the source schedule will be copied to the destination schedule.
6. If you choose the Overwrite option, all calls will be transferred regardless of whether they exist in the destination scheme. The existing call details on the destination scheme will be overwritten. If you don't choose to Overwrite, only calls that exist on the source scheme but not on the destination scheme will be transferred.
7. Click the Transfer button to run the transfer.
8. Click OK to close the Transfer Completed Successfully dialog box.

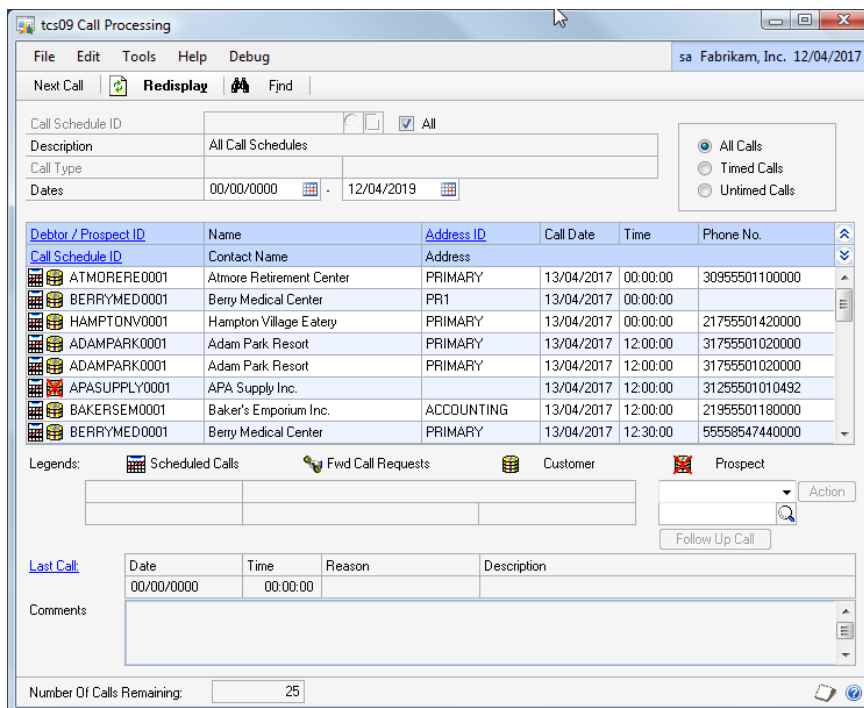
Transactions

9. Call Processing Window

Transactions >> Trinity >> Call Scheduling >> Call Processing

Use the Call Processing window to:

- Process calls on a call schedule



9.1 Processing Calls on a Call Schedule

To process calls in the Call Processing window:

1. The window will open, displaying details of all the call schedules to which you have access. If required, clear the All checkbox and select a specific Call Schedule ID.
2. Enter dates in the Dates fields that cover the call period in which you are interested.
3. Choose to display All Calls, Timed Calls, or Untimed Calls. Timed Calls will display calls scheduled for a specific date, and Untimed Calls will display calls that have not been scheduled for a specific date.
4. Click the Redisplay button to display the call list in the scrolling window.
5. The Customer or prospect ID, Customer name, address ID, call date, scheduled call time, and phone number will be displayed. Click the Show button to display the call schedule ID, Customer contact name, and Customer address.



The icons shown in the Customer/prospect ID field show whether the Customer is a Customer or a prospect and if the call is scheduled or a forwarded call request.



If you highlight a Customer record, the Customer ID, name, contact, and telephone number will be displayed below the scrolling window. The telephone icon will show that the receiver is on the hook – this means that the call is not being processed and is not locked to other users.

If a history record exists for the selected Customer record, it will be displayed at the bottom of the window. The history record could be details of the last call to the selected Customer on the same call schedule or details of the reason for the call (if the selected record is a Follow-up call). The call date, call time, reason code, reason description and any comments recorded by the user will be shown.

Note that if an incoming call from a Customer has been received, then this will also be detailed.

Click the Last Call zoom button to open the Call History window where the complete call history can be viewed.

6. There are several ways to take a call on the schedule:

To take the next call on the call schedule:

- Click the Next Call button

To take any call listed on the schedule:

- Highlight the required record and click the phone icon

To search for a call on the call schedule (useful for processing incoming calls):

- Click the Find button to open the Find window; enter the Customer details and click the Search and Lock button



The details of the selected record will be displayed below the scrolling window, and the telephone icon will show that the receiver is off the hook – this means that the call is being processed and is locked to other users.



If you try to access a call record that is locked by another user, the telephone icon will display with a red cross through it.

7. The call can be processed in the following ways:

If you want to create a sales document:

- a) Select a document type, e.g., Create Quote, Create Order, from the Action drop-down list. The default document type ID will be displayed; you can choose a different type ID if you wish. Click the Action button.
- b) The Sales Transaction Entry window will open. Enter details of the sales document as usual and click the Save button.
- c) The Current Action window will open, showing details of your action. Enter any additional information and click the Save button.
- d) Close the Current Action window to return to the Call Processing window, or click the Follow Up Call button to open the Follow Up Calls window.

If you want to take another action:

- a) Select Other from the Action drop-down list and click the Action button.
- b) The Current Action window will open. Enter the details of your action and click the Save button.
- c) Close the Current Action window to return to the Call Processing window, or click the Follow Up Call button to open the Follow Up Calls window.

When you return to the Call Processing window, the call record will no longer be listed in the call schedule.

8. If you want to schedule a follow-up call:
 - a) Click the Follow Up Call button.
 - b) The Follow Up Calls window will open. Enter the details of the Follow-up call and click the Save button.
 - c) Close the Follow Up Calls window to return to the Call Processing window.

10. Current Action Window

Call Processing window >> Take an Action

Use the Current Action window to:

- Record details of a call processed from a call schedule
- Set a recurrent call date

Note that if you save a sales transaction in the Microsoft Dynamics™ GP Sales Transaction Entry window for a Customer that is on the main call schedule, then the Current Action window will be displayed whether or not you are working through the Call Processing window. This is of particular use when dealing with incoming calls.

10.1 Recording the Details of a Call and Setting a Recurrent Call Date

To record the details of a call and set a recurrent call date in the Current Action window:

1. The window will open, displaying details of the current Customer selection, the current call schedule, and the action being taken. If required, edit the name of the contact.
2. Enter a Reason Code or click the lookup to select one from the Reason Code Lookup window. The reason code explains the reason for your action.

Note that you will not be able to enter a reason code if you have just created an order or a quote.

3. For Recurrent Calls, select Set Date or Call back in:

For Set Date:

- a) The most logical date for the next recurrent call on the call schedule will be displayed in the Date edit box. If the call frequency is daily, for example, tomorrow's date will be shown. If required, edit the Date and enter a Time. This information will be updated in the call schedule.

Note that a call date must be entered for a call to remain on the call schedule. If you do not enter a date, you will be asked if you want to remove the call from the schedule.

For Call back in:

- a) Enter the number of hours, minutes, and seconds in which the recurrent call should take place. This is useful if the initial call has failed, for example, and must be re-scheduled for later in the day.
4. If required, attach a Document Type to this action and enter or select a Document Number. If you have just created an order or a quote during call processing, the details of the order document will be displayed.
5. Enter some text in the Comments text box (optional).
6. Click the Save button.

Clicking the Follow Up Call button will open the Follow Up Calls window (see next).

11. Follow Up Calls Window

Transactions >> Trinity >> Call Scheduling >> Call Forwarding

Use the Follow Up Calls window to:

- Arrange a Follow-up call to a Customer

Note that the Follow Up Calls window can also be opened by clicking the Follow Up Call button in the Call Processing or Current Action windows.

11.1 Arranging Follow up Calls to Customers

To arrange a Customer Follow-up call in the Follow Up Calls window:

1. The window will open, displaying details of the current Customer selection, contact, and call schedule. If required, change the Contact name and Address ID.
2. Enter a Fwd to Schedule or click the lookup to select one from the Call Schedule Lookup window. The Follow-up call will be allocated to this call schedule.
3. Enter a Reason Code or click the lookup to select one from the Reason Code Lookup window. The reason code should explain the reason for the Follow-up call.
4. Select a Default Action from the drop-down list. This is the action that should occur during the Follow-up call.
5. Enter a Call Date. This is the date scheduled for the Follow-up call and will be detected by call processing.
6. Enter a Time. This is the time for the Follow-up call and will be detected by call processing.
7. Select a Document Type from the drop-down list and enter a Document Number (optional). This may be useful, for example, if the Default Action is Amend Quote or Amend Order.
8. Enter text in the Comments text box (optional). This could contain, for example, notes about the original call to the Customer.
9. Click the Save button.

12. Sales Transaction Entry - Incoming Calls

Transactions >> Sales >> Sales Transaction Entry

Use the Microsoft Dynamics™ GP Sales Transaction Entry window with the Trinity Call Scheduling module to:

- Process incoming calls

12.1 Processing Incoming Calls

To Process Calls in the Sales Transaction Entry window:

1. Enter the relevant details as standard into the Microsoft Dynamics™ GP Sales Transaction window. If the caller/Customer and delivery address are on the main call schedule, then a warning will be displayed. Click OK if you want to continue processing the order.

Note that if the caller/Customer and delivery address combination is not on the **main** call schedule, then the call scheduling functionality will not be activated, and details of the transaction will not be held in the call scheduling records.

2. When you click to Save the sales transaction, the Current Action window will be displayed, showing the Customer and Contact, Call Schedule ID, current action (e.g., create order), and the document type and number. You may edit as required any Follow Up Calls or comments.

The next call date and time will be calculated automatically, but you can click on them to amend them as required. The call history details will also be updated automatically.

Inquiries

13. Call History Window

Inquiry >> Trinity >> Call Scheduling >> Call History

Use the Call History window to:

- View historical calls for a specified Customer or prospect
- View historical calls for a specified call schedule

Contact	Call Date	Time	Action Taken	SOP Type	SOP Number
Sue Almassy-Wicker	07/04/2009	17:20:30	Other		

13.1 Viewing Historical Calls

To view historical calls in the Call History window:

1. Choose to display call history for Customers or for prospects by selecting the appropriate option button.
2. Enter a Customer or Prospect ID or click the lookup to select one from the Customers and Prospects window.
3. For Customers, enter an Address ID or click the lookup to select one from the Addresses window.
4. Enter a Call Schedule ID or click the lookup to select one from the Call Schedule Lookup window, or select the All checkbox to choose all call schedules.
5. The call history will be displayed in the scrolling window. The contact name, call date, call time, action taken, and the SOP type and number will be listed. Click the Show button to display the call schedule ID, reason code, reason description, and user ID.



The icons shown in the Contact field indicate if the call was a forwarded call request, a forwarded call action, a scheduled call action, or an incoming call action. If required, click the Find button to locate a specific call in the Find window. Highlight a call to display any comments made when the call was taken.

14. Supervisor Info and Forecast Window

Inquiry >> Trinity >> Call Scheduling >> Supervisor Info

Use the Supervisor Info and Forecast window to:

- Report on scheduled calls
- Calculate potential calls

Debtor ID	Name	Address ID	Call Date	Time
BERRYMED0001	Berry Medical Center	PRIMARY	12/04/2017	12:00:00
BERRYMED0001	Berry Medical Center	PRIMARY	13/04/2017	12:00:00
ADAMPARK0001	Adam Park Resort	PRIMARY	14/04/2017	12:00:00
BERRYMED0001	Berry Medical Center	PRIMARY	14/04/2017	12:00:00
AARONFIT0001	Aaron Fitz Electrical	PRIMARY	14/04/2017	12:30:00

14.1 Reporting on Scheduled and Potential Calls

The Supervisor Info & Forecast window provides a method of planning for supervisors and administrators, such as forecasting the number of extra staff required to cover busy periods.

To report on scheduled and potential calls in the Supervisor Info & Forecast window:

1. Choose to run your Inquiry on Customers or Prospects by selecting the appropriate option button.
2. Select the Calculate Potential Calls checkbox to forecast potential calls. Potential calls are calculated based on call frequency settings in a call schedule. For example, a call on a daily call frequency can be calculated to take place every day.
3. Enter From and To dates. Scheduled and potential calls that should be made between these dates will be displayed in the scrolling window.
4. Choose to run your Inquiry on All Call Schedule IDs or a range of Call Schedule IDs by selecting the appropriate option button. If you select a range, enter From and To values or use the lookups.

5. Choose to run your Inquiry on All Customer IDs or a range of Customer IDs by selecting the appropriate option button. If you select a range, enter From and To values or use the lookups.
6. Click the Redisplay button to display the results of your Inquiry in the scrolling window. The Customer/prospect ID, Customer/prospect name, address ID, call date, and scheduled call time will be shown. Click the Show button to list the call schedule ID, call type, default action, and contact person for each call.



The icons shown in the Customer/prospect ID field indicate whether the call is a calculated potential call, a forwarded call request, or a scheduled call.

7. If a call history record exists for a selected record, it will be displayed at the bottom of the window when the record is highlighted. The call date, call time, reason code, reason description and any comments recorded by the user will be shown. Click the Last Call zoom button to open the Call History window.

Note that if an incoming call from a Customer has been received, then this will also be detailed.

15. Historical Inquiry Window

Inquiry >> Trinity >> Call Scheduling >> Supervisor History

Use the Historical Inquiry window to:

- Report on historical calls

The screenshot shows the 'tcs09 Historical Info' window with the following details:

- Menu:** File, Edit, Tools, Help, Debug
- Header:** sa Fabrikam, Inc. 12/04/2017
- Filters:**
 - Customers (selected), Prospects
 - Dates (must be entered): From 01/03/2009, To 31/03/2009
 - Call Schedule ID: All (selected), From CS1, To CS2
 - Debtors: All (selected), From, To
 - Users: All (selected), From, To
- Table:**

Debtor ID	Name	Address ID	Call Date	Time
BAKERSEM0001	Baker's Emporium Inc.	Primary	30/03/2009	15:13:12
ADAMPARK0001	Adam Park Resort	PRIMARY	30/03/2009	14:52:57
BAKERSEM0001	Baker's Emporium Inc.	Primary	27/03/2009	10:46:19
ADAMPARK0001	Adam Park Resort	PRIMARY	27/03/2009	10:35:36
BAKERSEM0001	Baker's Emporium Inc.	Primary	26/03/2009	15:35:46
ADAMPARK0001	Adam Park Resort	PRIMARY	26/03/2009	15:25:56
ADAMPARK0001	Adam Park Resort	PRIMARY	26/03/2009	15:06:31
ADAMPARK0001	Adam Park Resort	PRIMARY	26/03/2009	14:35:45
ADAMPARK0001	Adam Park Resort	PRIMARY	25/03/2009	15:14:43
- Legends:**
 - Fwd Call Request (phone icon)
 - Fwd Call Action (phone icon)
 - Scheduled Call Action (calendar icon)
 - Incoming Call (phone icon)
- Comments:** Empty text area.
- Footer:** by Call Date, OK, Clear, Cancel buttons.

15.1 Reporting on Historical Calls

The Historical Inquiry window displays records for all calls placed between a range of dates for a range of customers, users, and call schedules.

To report on historical calls in the Historical Inquiry window:

1. Choose to run your Inquiry on Customers or prospects by selecting the appropriate option button.
2. Enter From and To dates. Any calls made between these dates will be displayed in the scrolling window.
3. Choose to run your Inquiry on All Call Schedule IDs or a range of Call Schedule IDs by selecting the appropriate option button. If you select a range, enter From and To values or use the lookups.
4. Choose to run your Inquiry on All Customer IDs or a range of Customer IDs by selecting the appropriate option button. If you select a range, enter From and To values or use the lookups.
5. Choose to run your Inquiry on All Users or a range of Users by selecting the appropriate option button. If you select a range, enter From and To values or use the lookups.
6. Click the Redisplay button to display the results of your Inquiry in the scrolling window. The Customer or prospect ID, Customer or prospect name, address ID, call date, and call time will be shown. Click the Show button to list the call schedule ID, schedule description, reason code, action taken, contact, user who made the call, SOP type, and SOP number.



The icons shown in the Customer/prospect field indicate whether the call is a forwarded call request, a forwarded call action, a scheduled call or an incoming call.

7. Highlight a call to display any comments recorded by the user who processed the call.

Routines

16. Call Schedule Purge Window

*Tools >> Routines >> Trinity >>
Call Scheduling >> Purge*

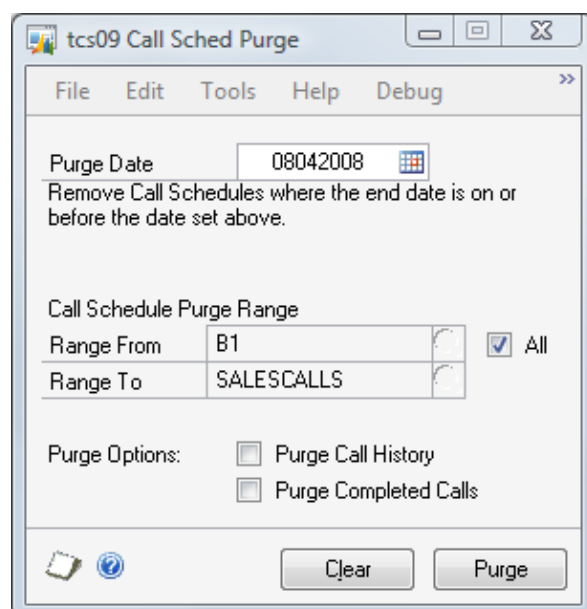
Use the Call Schedule Purge window to:

- Remove completed calls that are older than a specified date
- Remove call history that is older than a specified date

16.1 Removing Call History

To remove call history in the Call Schedule Purge window:

1. Enter a Purge Date. Call history that is older than this date will be deleted.



2. Enter Range From and Range To values or use the lookups to specify a call schedule purge range. Alternatively, select the All checkbox to select all call schedules.
3. Select the Purge Call History checkbox and/or the Purge Completed Calls checkbox to remove call history and/or completed calls.
4. Click the Purge button.

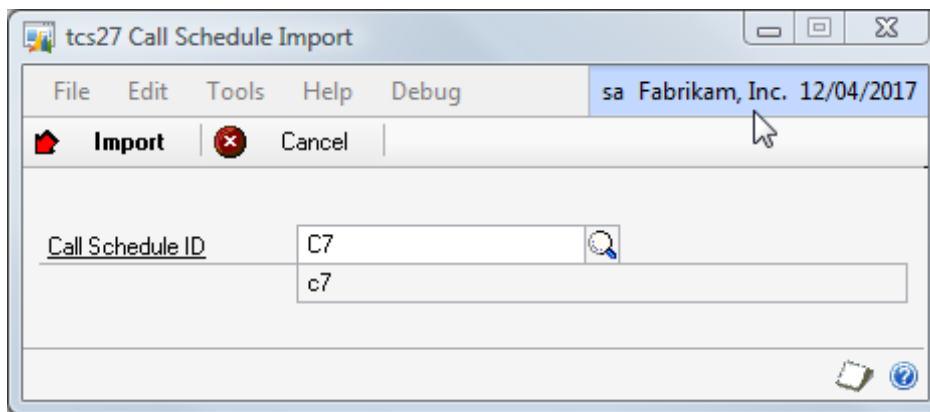
Call history that is older than the specified date will be deleted.

17. Call Schedule Import Window

Tools >> Routines >> Trinity >> Call Scheduling >> Import

Use the Call Schedule Import window to:

- Import Customer/Address combinations to a selected Call Schedule



The Customer/Address combinations to be imported should be saved as a .csv file. Note that a .csv file could be created from, for example, an Excel spreadsheet.

CUSTOMER 1	PRIMARY
CUSTOMER 2	PRIMARY
CUSTOMER 3	WAREHOUSE

When creating a flat file (.csv file) to import, you should enter the two fields, as shown in the example above. (The first column should contain the Customer ID, the second column the Address ID). Do not create a header field, as this will also be imported and result in an error. The flat file must be saved as a .csv file type.

17.1 Importing Customer/Address Combinations to Call Schedules

To import Customer/Address combinations to Call Schedules in the Call Schedule Import window:

1. Enter the Call Schedule ID that you want to import Customer/Address combinations to or select a Call Schedule ID using the lookup.

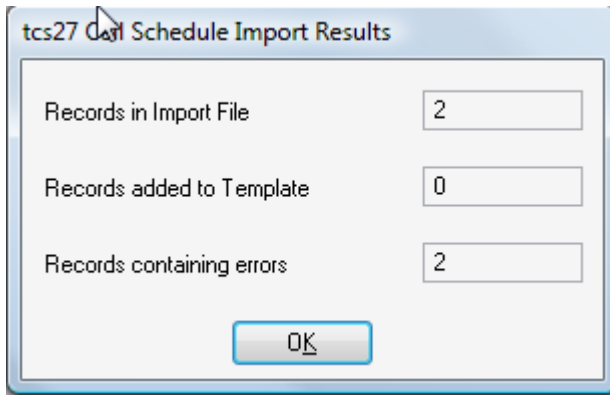
You can enter a Call Schedule ID that does not currently exist on the Microsoft Dynamics™ GP system. If you do this, then a dialogue box will be displayed asking whether you want to create the Call Schedule ID. Click Yes to display the Call Schedule Maintenance window where you can create the Call Schedule ID.

2. Click Import. A browse box will be displayed. Browse to the location of the required import file and click Open.

Note that you can only import a .csv file. If you select to import a file that is not a .csv file, then a dialogue box will be displayed warning that this file cannot be imported. A warning will also be displayed if the flat file selected for import contains lines with more than 2 fields (the Customer ID and Address ID fields).



3. Select the location to which you want the Call Schedule Import Error Report (see below) to be sent and click OK.
4. The Call Schedule Import Results window will be displayed.





The window will display the number of records on the flat file, the number of records that have been added to the Call Schedule, and the number of records that contained errors.

Errors will occur where:

- A Customer ID is invalid
 - An Address ID is invalid or isn't assigned to this Customer ID
 - The selected Call Schedule Type ID is a Main Call Schedule, and a Customer/Address combination on the imported flat file is already assigned to a Main Call Schedule
 - The same Customer/Address appears more than once on the flat file or was already assigned to the specified Call Schedule before the import
5. The Call Schedule Import Error Report will be displayed with details of any errors that have occurred during the import of the flat file.

Appendix A

Customer Call Scheduling – Access to Windows

Window Name	 Menu Access	 Other Access
Call History	Inquiry >> Trinity >> Call Scheduling >> Call History	Call Processing window >> Click the Last Call zoom
Call Processing	Transactions >> Trinity >> Call Scheduling >> Call Processing	
Call Sched Purge	Tools >> Routines >> Trinity >> Call Scheduling >> Purge	
Call Schedule Allocate	Cards >> Trinity >> Call Scheduling >> Allocate	
Call Schedule Import window	Tools >> Routines >> Trinity >> Call Scheduling >> Import	
Call Schedule Maintenance	Cards >> Trinity >> Call Scheduling >> Maintenance	
Call Schedule Ranges		Call Schedule Maintenance window >> Click the Ranges button
Call Schedule Transfer	Cards >> Trinity >> Call Scheduling >> Transfer	
Call Schedule Users	Cards >> Trinity >> Call Scheduling >> Users	Call Schedule Maintenance window >> Click the Users button
Call Scheduling Type Maintenance	Tools >> Setup >> Trinity >> Call Scheduling >> Type Maintenance	
Current Action	Call Processing window >> Take an Action	
Follow Up Calls	Transactions >> Trinity >> Call Scheduling >> Call Forwarding	Call Processing window >> Click the Follow Up Call button
Historical Inquiry	Inquiry >> Trinity >> Call Scheduling >> Supervisor History	
Reason Code Maintenance	Cards >> Trinity >> Call Scheduling >> Reason Code Maint.	
Supervisor Info & Forecast	Inquiry >> Trinity >> Call Scheduling >> Supervisor Info	
User Group Maintenance	Tools >> Setup >> Trinity >> Call Scheduling >> User Group Maint.	

Appendix B

Customer Call Scheduling - Reports

Report Name	Module	Functionality
Scheduled Calls Report by <i>selection</i>	Customer Call Scheduling	Prints report containing details of calculated, scheduled and forwarded calls selected for the Customer, date or call schedule ID range selected in the Supervisor Info and Forecast window
Call Schedule History Report by <i>selection</i>	Customer Call Scheduling	Prints report based containing details of all calls within the range selected in the Historical Inquiry window
Call Schedule Import Errors Report	Customer Call Scheduling	Prints report displaying any errors that have occurred while importing a flat file through the Call Schedule Import window

Appendix C

About Trinity

Help >> About Microsoft Dynamics GP >> Additional >> About Trinity Suite

Use the About Trinity Suite window to check your registration information and installation details. The window will tell you which Trinity modules you are registered to use and which have been installed on your system.

