

XRMS Open Source CRM

Administrator Guide v 1.99.1

Last Saved: 4/29/2006 02:28:12 PM

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1 Overview of Administrator Tasks

XRMS Administrators are responsible for several major activity areas that are performed from the Administrator screen. They are:

Access Control List Security

Manage: Used to maintain different aspects of XRMS.

Types and Statuses: Maintains information seen in the drop-down lists.

Plugins: Used to add or delete XRMS plugins.

Custom Fields: Administering custom fields for your installation.

Import/Export: Used to import and export company data.

Click the **Administration** link on the top bar to see the Administration screen.

Administration

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Import/Export

[Import Companies/Contacts](#)
[Export Companies/Contacts](#)
[Export Companies/Contacts as LDAP/LDIF](#)
[Export Companies with address and phone info](#)

Manage

[ACL](#)
[Activity Templates](#)
[Email Templates](#)
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Types and Statuses

[Account Statuses](#)
[Activity Types](#)
[Activity Resolution Types](#)
[Address Types](#)
[Campaign Statuses](#)
[Campaign Types](#)
[Case Priorities](#)
[Case Statuses](#)
[Case Types](#)
[Categories](#)
[Company Sources](#)
[Company Types](#)
[CRM Statuses](#)
[Industries](#)
[Opportunity Statuses](#)
[Opportunity Types](#)
[Ratings](#)
[Relationship Types](#)
[Salutations](#)

Plugins

[Plugin Activation](#)

System Administration

[Database Structure Update](#)
[Data Cleanup](#)

Logged in as: user1 • [Logout](#)

Figure 1: Administration Screen

The five main sets of tasks done by an Administrator are described in detail in the chapters that follow.

2 Access Control List (ACL) Security

The Access Control List (ACL) feature is used to restrict access to certain XRMS features to those users who are authorized to perform such tasks.

The ACL security in XRMS is designed around a model of giving Users a Role in a Group. Permissions on objects in XRMS are defined first by the Role. Specific objects may be owned by a Group. Users may be in multiple Groups.

XRMS uses a “default deny” security policy. So, by default, all permissions are denied to a user. Then, permissions are added by assigning users to Roles in Groups. This additive permissions stream is often referred to as a “most privilege” system. So, as new Roles are assigned to a User, additional privileges will be added to the composite permissions for that user. XRMS's ACL system uses these composite permissions for each user to determine whether a particular user should have specific rights on a specific object in or record inside XRMS.

XRMS ships with one default group “Users”, that has access to all records in XRMS, and two Roles “User” and “Administrator”. By Default, the User Role has world Read, Write, and Update permissions, and the Administrator Role has full permissions on everything in the system.

Navigate to the Administration>ACL link to see the ACL Management screen.

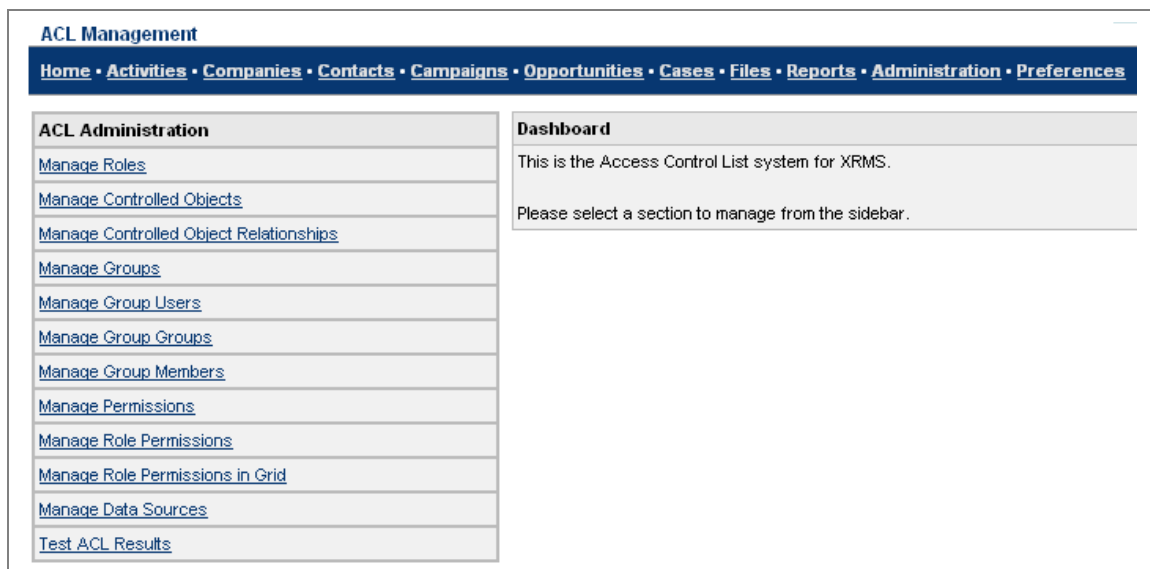


Figure 2: ACL Management Screen

The ACL Management screen has two distinct parts:

ACL Administration: The right sidebar displays the Access Control List Administration box. This list consists of various elements of XRMS that are defined and controlled by the administrator.

Dashboard: When you click an item in the Access Control List, the Dashboard displays the different screens.

The following section describes the different items in the Access Control List. The procedure to add and edit is common for all the items on the list. For this reason, the procedure is explained only for one item, Manage Roles.

2.1 Manage Roles

The default roles are:

User: Can perform business-related tasks but not administrative tasks.

Administrator: Has the authority to perform administrative tasks.

Click the **Manage Roles** link in the ACL Management Screen, Figure 2. You see the Manage Roles screen.

Manage Roles

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

ACL Administration

[Manage Roles](#)

[Manage Controlled Objects](#)

[Manage Controlled Object Relationships](#)

[Manage Groups](#)

[Manage Group Users](#)

[Manage Group Groups](#)

[Manage Group Members](#)

[Manage Permissions](#)

[Manage Role Permissions](#)

[Manage Role Permissions in Grid](#)

[Manage Data Sources](#)

[Test ACL Results](#)

Search Results

LINK	Role_id	Role_name
Edit	1	User
Edit	11	Regional Marketing Staff
Edit	2	Administrator
Edit	3	Client Services
Edit	4	Inside Sales
Edit	5	New Account Maintenance
Edit	6	Sales Assistant
Edit	7	Sales Management
Edit	8	Sales Reporting
Edit	9	Strategic Communications

[Add New](#)

Figure 3: Manage Roles Screen

Adding a Role

A significant Access Control List feature is the ability to add a new role.

To add a role:

1. Click **Add New** in the Search Results table of the Manage Roles screen, Figure 3. The Dashboard displays the Role box.

Role	
Role Name	<input type="text" value="Marketing Executive"/>
	<input type="button" value="Create"/>
	<input type="button" value="Return to List"/>

Figure 4: Role - Add Name

2. Enter a new role name in the text box beside Role Name.
3. Click **Create** to create a new role name. You then see the new Role Name displayed in a separate screen.

Click **Return to List** to return to the Search Results table.

Editing a Role

To edit a role, do the following:

1. Click the **Manage Roles** link in the ACL Management Screen, Figure 2 to see the Manage Roles screen (See Figure 3).
2. To sort the items in the Search Results table, click on the underlined column headings.
3. To select the role that you want to modify, click **Edit** on that row. You see the Role box.

Role	
Role Name	<input type="text" value="Marketing Executive"/>
	<input type="button" value="Update"/>
	<input type="button" value="Return to List"/>

Figure 5: Role - Edit Name

4. Change the existing Role Name and click **Update** to save the changes. You then see the new Role Name displayed on a separate screen.

Click **Return to List** to return to the Search Results table without creating a new role name.

2.2 Manage Role Permissions

The Manage Role Permissions feature is used to manage the intersection between roles, permissions, and controlled object relationships. A role is assigned a particular permission on a controlled object relationship within a particular scope. The different scope types are:

User Scope: The role has permission on the child object only if the table has a User field and that field matches the user's User_ID.

Group: The role has this permission only for those child objects that fall into the group for which the user has this role (or any child groups of this group).

World: The role has this permission on all controlled objects that are the child in this relationship.

The entries in the Manage Role Permissions list also match those assigned or viewed with the Manage Role Permissions in Grid feature.

Role permissions can also be set to inherit or not, based on the Inheritance flag. If the Inheritance flag is set to Yes, all objects that have a child in this controlled object relationship (parents) inherit the permission. If inheritance is applied to each top-level object relationship, the role will have this permission on every object in the system. Inheritance defaults to "Yes".

Navigate to the Administration>ACL link and click the **Manage Role Permissions** link to reach the Manage Role Permissions screen.

Logged in as: user1 • [Logout](#)

Manage Role Permissions

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

ACL Administration

- [Manage Roles](#)
- [Manage Controlled Objects](#)
- [Manage Controlled Object Relationships](#)
- [Manage Groups](#)
- [Manage Group Users](#)
- [Manage Group Groups](#)
- [Manage Group Members](#)
- [Manage Permissions](#)
- [Manage Role Permissions](#)
- [Manage Role Permissions in Grid](#)
- [Manage Data Sources](#)
- [Test ACL Results](#)

Role Permissions [Hide](#)

Page 1/120 (1199 records found) | < << 1 2 3 4 5 6 7 8 9 10 ... >> >1

Action	Role (G)	Child Object (G)	Parent Object	Permission (G)	Scope (G)
Edit	Administrator	Company		Create	World
Edit	User	Campaign		Update	World
Edit	Client Services	File	Contact	Create	Group
Edit	Strategic Communications	File	Case	Read	Group
Edit	Strategic Communications	File	Case	Update	Group
Edit	Strategic Communications	File	Campaign	Create	Group
Edit	Strategic Communications	File	Campaign	Read	Group
Edit	Strategic Communications	File	Campaign	Update	Group
Edit	Strategic Communications	File	Campaign	Delete	Group
Edit	Strategic Communications	File	Contact	Create	Group

[Select Column Layouts](#) [Add New](#)

Figure 6: Manage Role Permissions Screen

For details of the procedure to add or edit permissions for a role, see 2.1 Manage Roles, which follows a similar procedure for a role.

The fields from which you can add or edit role permissions are:

Role: Choose the role from the drop-down list.

Controlled Object Relationship: Choose the required relationship from the drop-down list.

Scope: Can be User, Group, or World.

Permission: Choose the permission from the drop-down list.

Inheritable Flag: If you need the permission of on a 'parent' or higher level controlled object to not be inheritable, set this value to "No". In most cases, the default value of "Yes" will be appropriate.

Click **Select Column Layouts** to change the onscreen display of fields. For details, see 2.4.

2.3 Manage Role Permissions in Grid

The Manage Role Permissions in Grid feature can be used on any role that is defined in XRMS. Roles could be: Administrator, Client Support, Regional Marketing Staff, Strategic Communication, Sales Management, and so on.

Manage Role Permissions in Grid is likely to be the ACL screen used most often by your XRMS Administrator to modify permissions for a specific business Role.

To manage role permissions within a grid, follow the steps below:

5. Navigate to the Administration>ACL link and click the **Manage Role Permissions in Grid** link to reach the Manage Permissions for Role screen 1.

Manage Permissions for Role

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

ACL Administration

- Manage Roles
- Manage Controlled Objects
- Manage Controlled Object Relationships
- Manage Groups
- Manage Group Users
- Manage Group Groups
- Manage Group Members
- Manage Permissions
- Manage Role Permissions
- Manage Role Permissions in Grid
- Manage Data Sources
- Test ACL Results

Select a Role

Role: Regional Marketing Staff

Manage Permission for Role

Logged in as: user1 • [Logout](#)

Figure 7: Manage Permissions for Role Screen 1

6. Select a role from the Role drop-down list. The default roles are user and administrator.
7. Click **Manage Permission for Role** to see the Manage Permissions for Role screen 2. If you choose Regional Marketing Staff as the role, you see the Manage Permissions for <Role Name> screen on the Dashboard.

relationships

Grid

Manage Permissions for User

Role Permissions are used to manage the intersection between roles, permissions, and controlled object relationships. Permissions for a role are assigned on individual Controlled Object Relationships. Each permission assigned can be considered inheritable or non-inheritable. Inheritable permissions will propagate through to all controlled objects related to the child object in the relationship for which the permission is being defined. For example, inheritable World Read on the top level Company relationship will extend to all contacts, activities, files, cases, opportunities and other entities which are linked to all companies. Non-inheritable permissions mean that this permission is only valid for the current level of Controlled Object Relationship, and will not extend to child relationships.

Permission Codes

- I - Permission is Inheritable
- N - Permission is Non-Inheritable
- empty - No Permission assigned

	World					Group					User				
	Create	Read	Update	Delete	Export	Create	Read	Update	Delete	Export	Create	Read	Update	Delete	Export
Company	I	I	I												
Contact -> Company															
Campaign	I	I	I												
Case -> Company															
Opportunity -> Company															
Activity -> Company															
Activity -> Contact															
Activity -> Campaign															
Activity -> Case															
Activity -> Division															
Activity -> Opportunity															
Activity -> Contact															
File -> Activity															
File -> Company															
File -> Case															
File -> Campaign															
File -> Contact															
File -> Opportunity															
File -> Email Template															
File -> Division															
File -> User															
Division -> Company															
Administration															
Email Template ->															

Figure 8: Manage Permissions for Role Screen 2

- Select the appropriate level of permission to give relevant permissions to the user or administrator. I indicates the permission will be inheritable, while N indicates that the permission should only apply to the particular controlled object relationship.
- After you select all the required permissions, click **Assign Permissions**.

2.4 Manage Groups

Groups are used to group users and Controlled objects in XRMS. These

Navigate to the Administration>ACL link and click on the **Manage Groups** link. You see the Manage Groups screen.

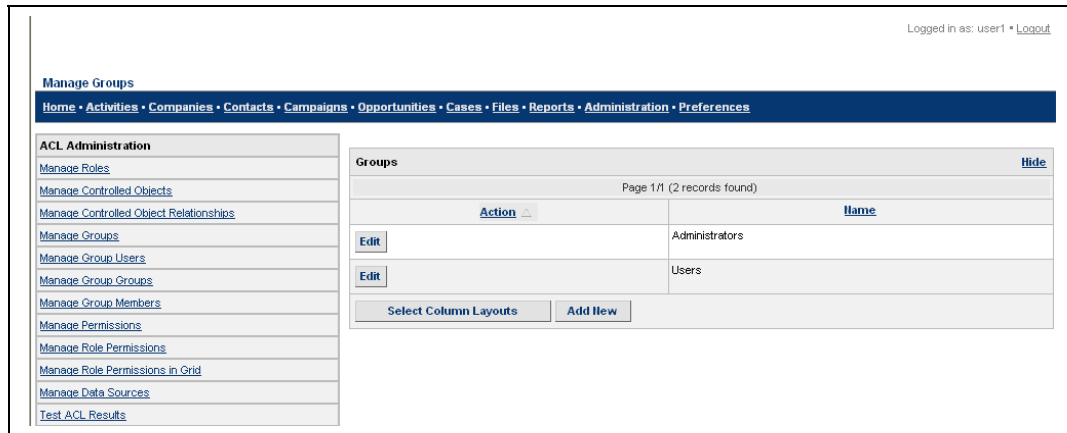


Figure 9: Manage Groups Screen

For details of the procedure to add or edit a group, see 2.1 Manage Roles, which follows a similar procedure for a role.

The only field involved in the procedure to add or edit is:

Group Name: The name of the group.

Select Column Layouts

The Select Column Layouts feature is designed so that you can tailor onscreen search result displays according to your needs. Click **Select Column Layouts** in the Manage Groups screen (See Figure 9) to see the Select Columns box.

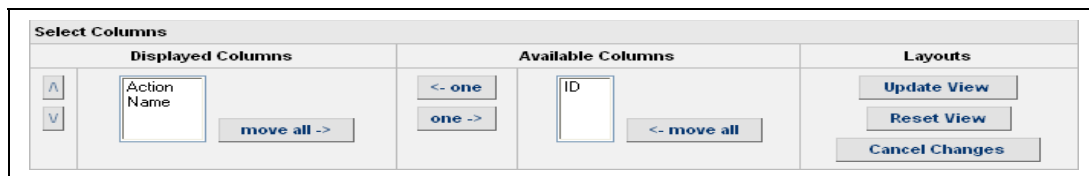


Figure 10: Select Columns

The Available Columns box shows the complete list of column titles to be displayed. The Displayed Columns box shows those columns you wish to have displayed.

10. To select the column you require, place the cursor bar over the column name and:

Click **one** to move items to the Displayed Columns text box, one at a time.

Click **move all** to move all the items to the Displayed Columns text box.

Click **one** to move items to the Available Columns text box, one at a time.

Click **move all** to move all the items to the Available Columns text box.

11. To specify the order in which the columns should be displayed, click **▲** and **▼** beside the Displayed Columns box. The column title at the top of the box will be leftmost in the display and others will follow in the order they are shown in this list.

12. You can now:

Click **Update View** to see the new column order in the Manage Groups screen (See Figure 9).

Click **Reset View** to return to the columns shown in the Available Columns box prior to any updates.

Click **Cancel Changes** to discard the updates you made and return to the Manage Groups screen, Figure 9.

2.4.1 Manage Users in a Group

You can enter and edit the details of users in groups from the Manage Group Users screen.

Navigate to the Administration>ACL link and click on the **Manage Group Users** link to see the Manage Group Users screen.


Group Users Hide			
Action 	Group (G)	User (G)	Role (G)
Edit Delete	Users	One, User	Administrator
Edit Delete	Users	van Meerten, Aaron	Administrator
Edit Delete	Users	Peterson, Brian	Administrator
Edit Delete	Users	Carl, Peter	Administrator
Edit Delete	Users	User, Demo	User
Edit Delete	Users	Ito, Christopher	User
Select Column Layouts Add New			

Figure 11: Manage Group Users Screen

For details of the procedure to add or edit a group user, see 2.1 Manage Roles, which follows a similar procedure for a role.

The fields involved in the procedure to add or edit are:

Group: Choose the group from the drop-down list.

User: Choose the user from the drop-down list.

Role: Choose the role of the user from the drop-down list.

source: **What is this ????**

Click **Select Column Layouts** to change the onscreen display of fields. For details, see 2.4.

2.4.2 Manage Groups within a Group

Navigate to the Administration>ACL link and click on the **Manage Group Groups** link to see the Manage Group Groups screen.

Group Groups Hide		
Edit	Group (G)	Child Group (G)
Edit Delete	Users	
Select Column Layouts		
Add New		

Figure 12: Manage Group Groups Screen

For details of the procedure to add or edit a group within a group, see 2.1 Manage Roles, which follows a similar procedure for a role.

The different fields involved in the procedure to add or edit are:

Group: Choose the group from the drop-down list.

Child Group: Choose the group from the drop-down list.

source: **What is this ????**

2.4.3 Manage Group Members

Navigate to the Administration>ACL link and click on the **Manage Group Members** link to see the Manage Group Members screen.

Logged in as: user1 • [Logout](#)

Manage Group Members
[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

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Group Members [Hide](#)

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Action	Group (G)	Controlled Object (G)	Object ID	Criteria Table	Criteria Result Field
Edit	Users	Company	0		

[Select Column Layouts](#)
[Add New](#)

Figure 13: Manage Group Members Screen

For details of the procedure to add or edit a group member, see 2.1 Manage Roles, which follows a similar procedure for a role.

The different fields involved in the procedure to add or edit are:

Group: Choose the group from the drop-down list.

Controlled Object: Choose the controlled object from the drop-down list.

Object ID: Database identifier of the controlled object to add to the group.

Click the **Hide** link if you do not wish to display these columns and associated fields.

Click **Select Column Layouts** to change the onscreen display of fields. For details, see 2.4.

2.5 Manage Controlled Objects

Controlled Objects in XRMS define the system-level entities that can be controlled by the ACL. Every record in XRMS is a specific instance of a more general Controlled Object. Generally, unless to are developing a plugin that needs to add new Controlled Objects, you should **not** edit anything about the Controlled Objects in XRMS

Navigate to the Administration>ACL link and click the **Manage Controlled Objects** link to reach the Manage Controlled Objects screen.

Manage Controlled Objects

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

ACL Administration

- Manage Roles
- Manage Controlled Objects
- Manage Controlled Object Relationships
- Manage Groups
- Manage Group Users
- Manage Group Groups
- Manage Group Members
- Manage Permissions
- Manage Role Permissions
- Manage Role Permissions in Grid
- Manage Data Sources
- Test ACL Results

Search Results

Page 1/2 | < << >> > |

LINK	Object Name	Source Table	Identifying Field	Data Source
Edit	Company	companies	company_id	CRMS
Edit	Team	broker_ids	id	CRMS
Edit	Email Template	email_templates	email_template_id	CRMS
Edit	Contact	contacts	contact_id	CRMS
Edit	Campaign	campaigns	campaign_id	CRMS
Edit	Case	cases	case_id	CRMS
Edit	Opportunity	opportunities	opportunity_id	CRMS
Edit	Activity	activities	activity_id	CRMS
Edit	File	files	file_id	CRMS
Edit	Division	company_division	division_id	CRMS

[Add New](#)

Logged in as: user1 • [Logout](#)

Figure 14: Manage Controlled Objects Screen

For details of the procedure to add or edit a controlled object, see 2.1 Manage Roles, which follows a similar procedure for a role.

The different fields involved in the procedure to add or edit are:

Object Name: The name of the new object.

Source Table: The table from which the object is taken.

Identifying Field: The field name in the source table that refers to this object.

user_field: Identifies the field in the table that contains the user id of the owner of this record. If the field is left blank, it defaults to the "user id".

Data Source: Choose the source of the data from the drop-down list.

2.5.1 Manage Controlled Object Relationships

Controlled object relationships are used to manage the relationship between controlled objects. These relationships are important because they maintain the inheritance between different tables, and are the entities for which permissions are assigned in the Manage Role Permissions feature.

Navigate to the Administration>ACL link and click the **Manage Controlled Object Relationships** link to reach the Manage Controlled Object Relationships screen.

Logged in as: user1 • [Logout](#)

Manage Controlled Object Relationships

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

ACL Administration	Search Results			
Manage Roles Manage Controlled Objects Manage Controlled Object Relationships Manage Groups Manage Group Users Manage Group Groups Manage Group Members Manage Permissions Manage Role Permissions Manage Role Permissions in Grid Manage Data Sources Test ACL Results	Page 1/3 < << >> >			
	LINK	ID	Child Object	Parent Object
Edit		1	Company	
Edit		10	Activity	Campaign
Edit		11	Activity	Case
Edit		12	Activity	Division
Edit		13	Activity	Opportunity
Edit		14	Activity	Contact
Edit		15	File	Activity
Edit		16	File	Company
Edit		17	File	Case
Edit		18	File	Campaign

[Add New](#)

Figure 15: Manage Controlled Object Relationships Screen

For details of the procedure to add or edit a controlled object relationship, see 2.1 Manage Roles, which follows a similar procedure for a role.

The fields involved in the procedure to add or edit are:

Child Controlled Object: Is the child object in the relationship. This field must always be set.

Parent Controlled Object: Is the parent object in the relationship. If this field is left blank, the object is considered top level and not considered to be the child of any object.

on_what_child_field: Defines the field in the child table that contains the ID that identifies to which parent object record it belongs. Defaults to the identifying field

name in the parent controlled object. A child field must be defined, if a cross table is defined.

on_what_parent_field: Defines the field in the cross table which has the ID of the parent object.

cross_table: The name of the table which relates two control objects. This is a separate table from the parent and child tables which contains a row for each link between the parent and child objects. Defaults to blank, and does not use cross table for the relationship.

singular: Defines whether or not the child table uses the "on_what_table" and "on_what_id" fields to link to a parent object. If set to 1, it uses on_what_table and on_what_id to determine the object relationship with the parent object. Defaults to 0 or blank.

2.6 Manage Permissions

To ensure the validity of data, different users are given different levels of permissions to manipulate XRMS data. Available permissions include: Create, Read, Update, Delete, and Export.

Permissions in XRMS define the system-level entities that can be controlled by the ACL. Every record in XRMS is a specific instance of a more general Controlled Object. Generally, unless to are developing a plugin that needs to add new Permissions, you should **not** edit anything about the Permissions in XRMS.

Navigate to the Administration>ACL link and click the **Manage Permissions** link to reach the Manage Permission screen.

Manage Permission

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

ACL Administration

- Manage Roles
- Manage Controlled Objects
- Manage Controlled Object Relationships
- Manage Groups
- Manage Group Users
- Manage Group Groups
- Manage Group Members
- Manage Permissions
- Manage Role Permissions
- Manage Role Permissions in Grid
- Manage Data Sources
- Test ACL Results

Permissions [Hide](#)

Page 1/1 (5 records found)

Action	Name	Abbreviation
Edit	Create	C
Edit	Read	R
Edit	Update	U
Edit	Delete	D
Edit	Export	E

[Select Column Layouts](#) [Add New](#)

Figure 16: Manage Permission Screen

For details of the procedure to add or edit permissions, see 2.1 Manage Roles, which follows a similar procedure for a role.

The different fields involved in the procedure to add or edit are:

Permission Name: The name of the permission, for example, Delete.

Abbreviation: An abbreviation of the permission name.

Click the **Hide** link if you do not wish to display these columns and associated fields.

Click **Select Column Layouts** to change the onscreen display of fields. For details, see 2.4.

2.7 Manage Data Sources

Data sources are used to manage permissions within databases other than the XRMS database. This is only useful if there are plugins that also use the ACL and define new controlled objects using the new data source, new controlled object relationships, and also register a hook in XRMS to provide database access to the ACL object for this data source.

It is recommended that administrators do not change values in Manage Data Sources, unless they are developing a plugin.

Navigate to the Administration>ACL link and click the **Manage Data Sources** link. You see the Manage Data Sources screen.

Manage Data Sources

Logged in as: user1 • [Logout](#)

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

ACL Administration

- [Manage Roles](#)
- [Manage Controlled Objects](#)
- [Manage Controlled Object Relationships](#)
- [Manage Groups](#)
- [Manage Group Users](#)
- [Manage Group Groups](#)
- [Manage Group Members](#)
- [Manage Permissions](#)
- [Manage Role Permissions](#)
- [Manage Role Permissions in Grid](#)
- [Manage Data Sources](#)
- [Test ACL Results](#)

Search Results

LINK	ID	Data Source Name
Edit	1	XRMS

[Add New](#)

Figure 17: Manage Data Sources Screen

For details of the procedure to add or edit a data source, see 2.1 Manage Roles, which follows a similar procedure for a role.

The only field involved in the procedure to add or edit is:

Data Source Name: The name of the data source.
--

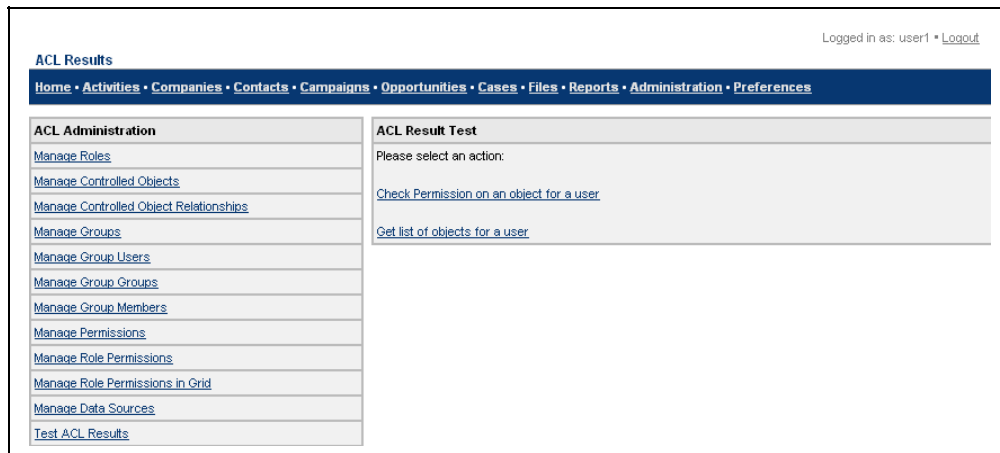
2.8 Test ACL Results

The Test ACL Results feature is used to test the results of the ACL configuration that has been just built. This feature can be used in two ways in which ACL is called:

Return the Permissions on an individual object.

Return the list of objects on which the user has a particular permission.

Navigate to the Administration>ACL link and click the **Test ACL Results** link to reach the ACL Result Test screen.



Logged in as: user1 • [Logout](#)

ACL Results

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

ACL Administration

- [Manage Roles](#)
- [Manage Controlled Objects](#)
- [Manage Controlled Object Relationships](#)
- [Manage Groups](#)
- [Manage Group Users](#)
- [Manage Group Groups](#)
- [Manage Group Members](#)
- [Manage Permissions](#)
- [Manage Role Permissions](#)
- [Manage Role Permissions in Grid](#)
- [Manage Data Sources](#)
- [Test ACL Results](#)

ACL Result Test

Please select an action:

- [Check Permission on an object for a user](#)
- [Get list of objects for a user](#)

Figure 18: ACL Result Test Screen

You can:

Check permissions on an object for a user.

or

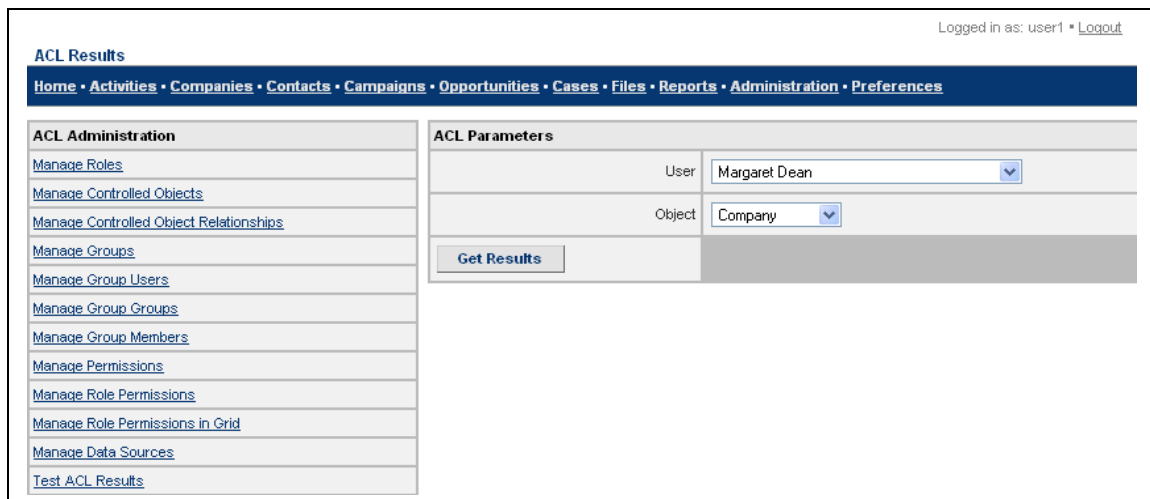
Get the list of objects for a user.

The following paragraphs give details of the procedure for each.

Check Permission on an Object for a User

To check permission on an object for a user, follow these steps:

- Click on the **Check Permission on an object for a user** link in the ACL Result Test box. You then see the ACL Parameters box.



Logged in as: user1 • [Logout](#)

ACL Results

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

ACL Administration

- [Manage Roles](#)
- [Manage Controlled Objects](#)
- [Manage Controlled Object Relationships](#)
- [Manage Groups](#)
- [Manage Group Users](#)
- [Manage Group Groups](#)
- [Manage Group Members](#)
- [Manage Permissions](#)
- [Manage Role Permissions](#)
- [Manage Role Permissions in Grid](#)
- [Manage Data Sources](#)
- [Test ACL Results](#)

ACL Parameters

User:

Object:

[Get Results](#)

Figure 19: Check Permission on an Object for a User - Enter ACL Parameters

- Choose the user from the drop-down list.

- Choose the object from the drop-down list.

16. Click **Get Results**. You see the Search Results box that shows different user ids and the permissions they have to access different types of data.
17. To select the object for which you wish to check permissions, click the radio button in the select on what id column.
18. Click **Calculate Permissions** to see the ACL Results box. The box displays the permissions available to the user for the selected object.

The screenshot shows the 'ACL Results' page. At the top is a navigation bar with links: Home, Activities, Companies, Contacts, Campaigns, Opportunities, Cases, Files, Reports, Administration, and Preferences. Below this is a sidebar menu for 'ACL Administration' with links: Manage Roles, Manage Controlled Objects, and Manage Controlled Object Relationships. The main content area displays a table with permissions for 'ACL Administration':

Permission Available:	Create
Permission Available:	Read
Permission Available:	Update
Permission Available:	Delete

Figure 20: Check Permission on an Object for a User - ACL Results

Get List of Objects for a User

To get a list of objects for a user, follow the steps below:

19. Click the **Get list of objects for a user** link in the ACL Result Test screen (See Figure 18). You see the ACL Parameters box.

The screenshot shows the 'ACL Parameters' page. At the top right, it says 'Logged in as: user1' with a 'Logout' link. Below is a navigation bar with links: Home, Activities, Companies, Contacts, Campaigns, Opportunities, Cases, Files, Reports, Administration, and Preferences. The left sidebar menu for 'ACL Administration' includes: Manage Roles, Manage Controlled Objects, Manage Controlled Object Relationships, Manage Groups, Manage Group Users, Manage Group Groups, Manage Group Members, Manage Permissions, Manage Role Permissions, Manage Role Permissions in Grid, Manage Data Sources, and Test ACL Results. The main content area is the 'ACL Parameters' form:

User	User One
Object	Company
Permission	Create
Get Results	

Figure 21: Get List of Objects for a User - ACL Parameters

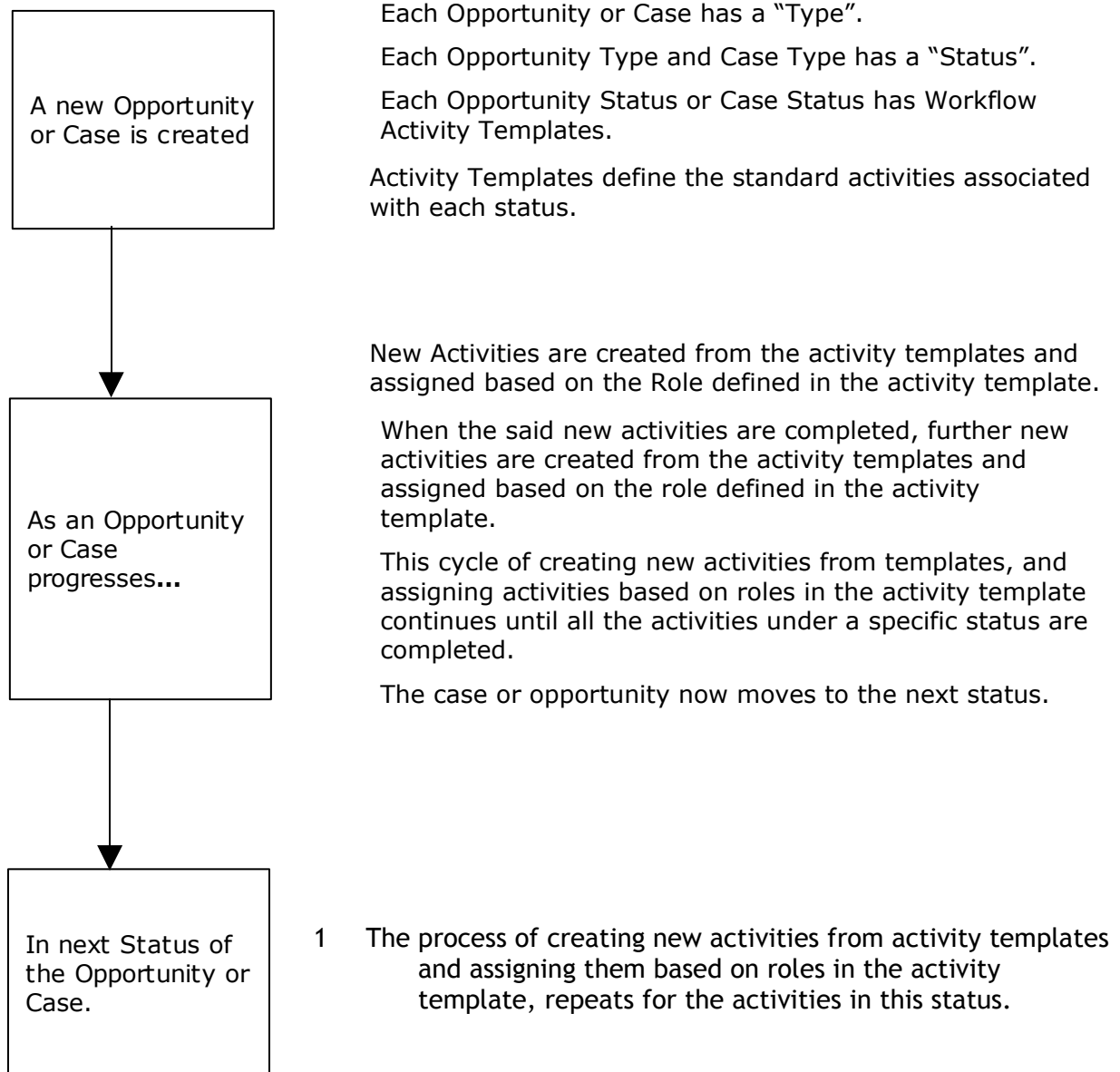
20. Choose the user from the drop-down list.
21. Choose the object from the drop-down list.
22. Choose the permission from the drop-down list.
23. Click **Get Results**. You see the ACL Results box that shows company ids, user ids, and other company data.

3 Workflow

Workflow is currently applicable to the Opportunities and Cases features of XRMS. It will eventually apply to the Campaigns feature.

Activity Templates are used to define workflow using Types and Statuses, see Section 5.2 for more details on these templates. An Activity Template is used to create a new activity when the status or type of a case or opportunity changes. Every activity in the Activity Template is assigned to a user with the same role as that defined for the activity in the Activity Template. When numerous users have the same role, the sequence of activity assignment starts from those users with the same role that have the least number of open activities.

The concept of workflow can be represented as follows:



4 Plugins

5 Managing System Parameters

You can create activity templates, change a record owner, maintain country localization formats, as well as define system parameters and create and maintain user details from the Manage box in the Administration screen.

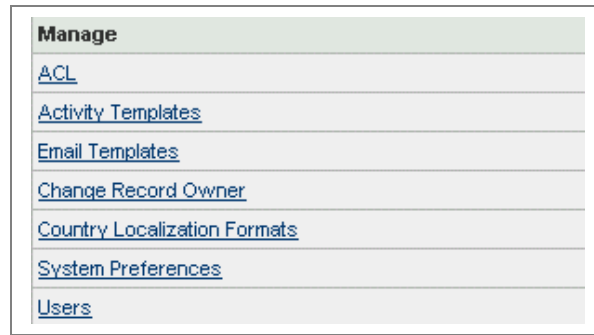


Figure 22: Manage Box

5.1 System Preferences

Click the **Administration** link at the top of an XRMS screen to see the Administration screen (See Figure 1). In this screen, click the **System Preferences** link in the Manage box - . You see the System Preferences screen.

System Preferences	
Language	English
Theme Color and Layout Theme for XRMS	basic
Hide SourceForge Image Hides the SourceForge Image which appears at the bottom of every page	Yes
Block SourceForge Link Disables the SourceForge image and link which appears at the bottom of every page	No
Company Search Type Search method used when searching company names	Name Contains
Default GST Offset Default timezone offset	-5
Audit Level What level of audit logging should be performed. 0 - no logging, 1 - inserts & updates, 2 - and login/logout, 3 - and views, 4 - and searches	4
Activities Default Behavior How will activities behave. Options are Fast or Long. Fast will keep user within current screen while Long will move to the activities/one screen for detailed description entry.	Fast
LDAP Version Version of the LDAP server. Will usually be 2 or 3.	2
RSS Feeds Enabled Provide RSS Feeds. y or n.	No
Maximum RSS Feed Entries Maximum number of entries to include in any RSS feed.	15
Sender Email Address Email address to use as the sender address when sending reports via email.	xrms@example.com
Reports--Use Horizontal Rule Use horizontal rule on reports.	Yes
Reports--Show No Items Found Show text for items with no result on reports.	No
Allow Unassigned Activities Unassigned activities are useful when creating activity pools, but can result in activities erroneously created without accountability.	No
Display Item Technical Details Expose ID numbers and other technical tidbits on production screens. Useful for developers tracking issues in production. Otherwise not necessary.	No
Show Logo Controls custom logo display in the head of every page in XRMS.	No
XRMS Version XRMS Version (read-only)	1.0
Session Data Storage Type Controls where the PHP session data is stored (files or database). Changing this parameter will cause all currently logged in users to be logged out.	Standard
pager_columns	
<input type="button" value="Save Preferences"/>	

Figure 23: System Preferences Screen

You can select the language of your choice and the theme (UI colors and presentation) from the relevant drop-down lists.

Click **Save Preferences** to save your choices.

The following sections explain the different system parameters used in XRMS.

5.1.1 Activities Default Behavior

It is possible to define specific behaviors for different system parameters that are listed in the Manage System Parameters screen.

Click the **Activities Default Behavior** link in Manage System Parameter screen, see Figure 23, to reach the System Parameter: Activities Default Behavior screen.

Figure 24: System Parameter - Activities Default Behavior

Choose the relevant option from the Activities Default Behavior drop-down list.

Available options are:

Fast: The user remains within the current screen.

Long: The user is taken to the activities/one screen for detailed description entry. *This is the recommended value for most uses of XRMS.*

After you select the option, click **Save Changes** to save the default behavior that you set.

5.1.2 Allow Unassigned Activities

This option allows Activities to not be assigned to an individual User of XRMS. In some environments, planned tasks or activities need to be unassigned initially, and will be assigned to particular users later based on a business process. In most cases, it would be better to use Workflow (See Chapter 6) Navigate to Administration>System Parameters and click the **Allow Unassigned Activities** link to see the System Parameter: Allow Unassigned Activities screen.

Figure 25: System Parameter - Allow Unassigned Activities

Choose the relevant option from the Allow Unassigned Activities drop-down list.

Available options are:

y (to allow activities to be created without being assigned to a specific owner)

n (to disallow an activity to be created without assigning it to a specific owner)

After you select the option, click **Save Changes**.

5.1.3 Audit Level

Navigate to Administration>System Parameters and click the **Audit Level** link to see the System Parameter: Audit Level screen.

Figure 26: System Parameter: Audit Level

Choose the Audit Level option from the drop-down list.

Possible options and what they signify are:

Option	Description
0-No Logging.	No audit log is created.
1-Inserts and Updates	Audit log created for inserts and updates to the database.
2-Insert and Updates and Login/Logout	Audit log created for inserts and updates to the database as well as logins and logouts.
3-Inserts and Updates, Login/Logout and Views	Audit log created for inserts and updates to the database, logins, logouts, and views.
4-Inserts and Updates, Login/Logout, Views and Searches	Audit log created for inserts and updates to the database, logins, logouts, views, and searches.

After you select the relevant option, click **Save Changes**.

5.1.4 Default GST Offset

Navigate to Administration>System Parameters and click the **Default GST Offset** link to see the System Parameter: Default GST Offset screen.

Figure 27: System Parameter - Default GST Offset

Enter a value in the text box beside Default GST Offset. The value you enter should indicate the number of hours ahead of (or behind) Greenwich Sidereal Time (GST).

The format to enter this value is: 00:00:00 that corresponds to hours, minutes and seconds respectively.

NOTE: If the offset is negative, enter a minus sign in front of the offset. If the offset is positive, enter a plus sign in front of the offset.

After you enter the value, click **Save Changes** to store the offset.

5.1.5 Display Item Technical Details

Navigate to Administration>System Parameters and click the **Display Item Technical Details** link to see the System Parameter: Display Item Technical Details screen.

Figure 28: System Parameter - Display Item Technical Details

Choose the relevant option from the drop-down list beside Display Item Technical Details.

The possible options are:

- n (technical details relevant to the items will not be displayed)
- y (technical details relevant to the items will be displayed)

After you select the option, click **Save Changes**.

5.1.6 LDAP Version

You can set the appropriate version of the Lightweight Directory Access Protocol (LDAP) server in XRMS. This Internet protocol is used by email programs to look up contact information from a server.

Go to Administration>System Parameters and click the **LDAP Version** link to see the System Parameter: LDAP Version screen.

Figure 29: System Parameter - LDAP Version

Choose the appropriate LDAP version from the drop-down list. Current versions provided for in this list are: 2 and 3.

After you select the option, click **Save Changes** to save the LDAP version to be used.

5.1.7 Maximum RSS Feed Entries

Rich Site Summary or Really Simple Syndication (RSS) is a family of XML file formats used to access Web content available for distribution from an online publisher to Web users. RSS offers brief highlights of Web content with a link to the complete article. Web content made available for distribution online is delivered as an XML file and is called an RSS feed.

Setting the maximum of RSS feed entries allows organizations to define the highest number of RSS entries to be made available to XRMS users at any time. This is of particular relevance when the News plugin is enabled.

To set the maximum RSS feed entries, go to Administration>System Parameters and click the Maximum RSS Feed Entries link to see the System Parameter: Maximum RSS Entries screen.

Figure 30: System Parameter - Maximum RSS Feed Entries

Enter the value in the text box beside Maximum RSS Feed Entries.

After you enter the value, click **Save Changes**.

5.1.8 Reports - Show No Items Found

If a user generates a report and no items are found, it is possible to display a message to this effect. The text of the message would be "No items found." It is necessary to specify that this message should be displayed.

Go to Administration>System Parameters and click the **Reports-Show No Items Found** link to see the System Parameter: Reports-Show No Items Found screen.

Figure 31: System Parameter – Reports – Show No Items Found

Choose the relevant option from the drop-down list.

Available options are:

- n (No message is displayed.)
- y (Message “No Items Found” is displayed.)

After you select the option, click **Save Changes**.

5.1.9 Reports – Use Horizontal Rule

This feature is provided to define the appearance of XRMS reports. If a horizontal line is required at certain locations in a report it is important to set this feature.

Go to the Administration>System Parameters and click the **Reports-Use Horizontal Rule** link to see the System Parameter: Reports-Use Horizontal Rule screen.

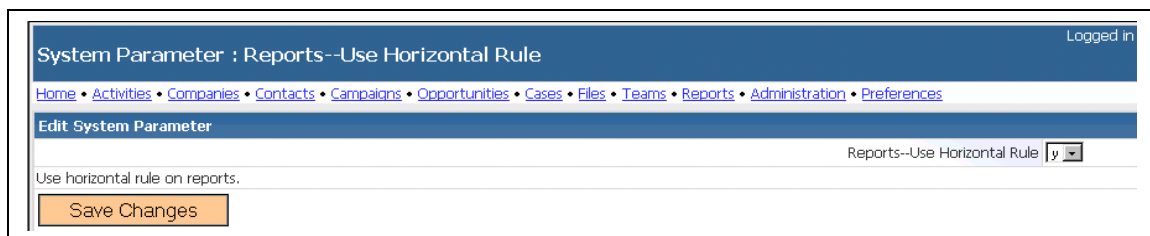


Figure 32: System Parameter - Reports -- Use Horizontal Rule

Choose the relevant option from the drop-down list.

The possible options are:

- n (Use a horizontal line within XRMS reports)
- y (Do not use a horizontal line within XRMS reports)

After you select the option, click **Save Changes**.

5.1.10 RSS Feeds Enabled

Web content made available for distribution online is delivered as an XML file and is called an RSS (Really Simple Syndication or Rich Site Summary) feed. If such feeds should be accessible from XRMS, it is necessary to enable the program to accept the feeds.

Go to Administration>System Parameters and click the **RSS Feeds Enabled** link to see the System Parameter: RSS Feeds Enabled screen.



Figure 33: System Parameter - RSS Feeds Enabled

Choose the option from the drop-down list.

Available options are:

n (Do not allow RSS Feeds)

y (Allow RSS Feeds)

After you select the option, click **Save Changes**.

5.1.11 Sender Email Address

When sending reports using email, you can set the email address of the sender using the Sender Email Address parameter.

Go to Administration>System Parameters and click the **Sender Email Address** link to see the System Parameter: Sender Email Address screen.

Figure 34: System Parameter - Sender Email Address

Enter the email address that needs to appear in the Sender box for emails in the text box beside Sender Email Address.

Click **Save Changes** to save the email id you have entered.

5.2 Activity Templates

Activity templates show the workflow that has been defined using Types and Statuses. An activity template is used to create a new activity when the status or type of a case or opportunity changes. Each activity is assigned to that user who has the corresponding role defined in the activity template and has the least number of open activities. For more information on Workflow, see Chapter 3.

Navigate to the Administration>Activity Templates link to reach the Manage Activity Templates screen.

Activity Templates		
Name	Status	Linked Table
Preliminary Discussions	Meeting	Opportunity Statuses
Pre-proposal Clarifications	Meeting	Opportunity Statuses

Figure 35: Manage Activity Templates Screen

NOTE: You can only view an activity template if one has been created.

5.2.1 Add an Activity Template

To add an activity template, see 6.2.1 Opportunity Statuses.

The Opportunity Status Details screen provides the option to link activities to opportunity statuses from the Link Activity To Opportunity Status box. When an activity is added to an opportunity status in the Opportunity Status Details screen, the activity is automatically updated to the Manage Activity Templates screen.

5.2.2 View, Edit, and Delete Activity Templates

Go to the **Administration** link and click **Activity Templates** to reach the Manage Activity Templates screen (See Figure 35) where the list of activities is shown.

To edit an activity template

Follow the steps below:

24. In the Manage Activity Templates screen (See Figure 35), click the name of the activity template you want to edit. You then reach the Activity Template Details: <Activity Name> screen.

Activity Template Details: Preliminary Discussions

Logged in as: user1 • [Logout](#)

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Delete Activity Template

Click the button below to permanently remove this item.

Note: This action CANNOT be undone!

[Delete](#)

Edit Activity Template Information

Title:

Duration:

Type:

Role:

Description:

Default Text:

Sort Order:

[Save Changes](#)

Figure 36: Activity Template Details Screen

25. Edit the fields as described in the table.

Title: Enter the title of the activity.

Duration: Enter the time period for the completion of the activity. The default measurement is in days.

Type: Choose the type of activity from the drop-down list.

<p>Role: Select the appropriate option from the drop-down list.</p> <p>Description: Enter a description about the activity.</p> <p>Default Text: Standard text about the activity.</p> <p>Sort Order: Defines the order that activities are created within a workflow. New activities will not be included in a workflow until all activities in the previous sort order are completed.</p>

26. After you enter or edit the relevant details, click **Save Changes**. You return to the Manage Activity Templates screen.

To delete an activity template

Navigate to the Administration>Activity Templates link to reach the Manage Activity Templates screen (See Figure 35) where the list of activities is shown.

27. In the Manage Activity Templates screen, click the name of the activity you want to edit. You then reach the Activity Template Details: <Activity Name> screen (See Figure 36).

28. Go to the Delete Activity Template box on the left side of the screen. Click **Delete** to remove the activity template.

5.3 Email Templates

Email templates help to save time as they contain relevant information on a particular subject that can be re-used when necessary.

Navigate to the Administration>Email Templates link to reach the Manage Email Templates screen (See Figure 38). You also see a box with the title Manage Templates.

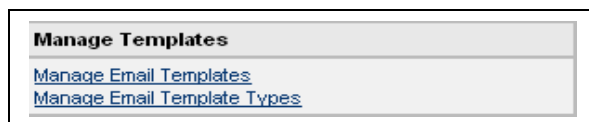


Figure 37: Manage Templates Box

This box has two links:

Manage Email Templates

Manage Email Template Types

The way the links function are described in the sections that follow.

5.3.1 Manage Email Templates

This feature helps you to create or edit email templates based on existing template types.

Click the **Manage Email Templates** link in the Manage Templates box to see the Manage Email Templates screen (See Figure 38) that shows the list of existing email templates. You see this screen by default when you click on the Email Templates link in the Administration screen (See Figure 1).

Click **Select Column Layouts** in the Manage Email Templates screen to change the onscreen display of fields. For details, see 2.4.

Manage Email Templates

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

Manage Templates

Manage Email Templates

Manage Email Template Types

Email Templates

Page 1/1 (6 records found)

Edit	Title	Type (G)
Edit	Blank Template	Email Merge Letter
Edit	Introduction	Email Merge Letter
Edit	Sales Pitch	Email Merge Letter
Edit	Thanks for Your Business	Email Merge Letter
Edit	Customer Service Inquiry	Email Merge Letter
Edit	Customer Service Inquiry	

Select Column Layouts

Add New

Figure 38: Manage Email Templates Screen

5.3.1.1 Add an Email Template

To add an email template:

29. Click **Add New** in the Manage Email Templates screen (See Figure 38) to reach the Manage Email Template – Add screen.

Manage Email Template

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

Manage Templates

Manage Email Templates

Manage Email Template Types

Email Template

email_template_id: 5

Email Template Type: Email Merge Letter

Title:

Body:

Create

Return to List

Figure 39: Manage Email Template - Add Screen

30. Enter an identification number for the template in email_template_id.
31. Select the type of template from the existing types in the Email Template Type drop-down list.

32. Enter a name for the template in Title.
33. Enter the text of the new template in Body.
34. Click **Create** to create a new email template. This displays a screen with the details of the email template you created.
35. Click **Return to List** to go to the Manage Email Templates screen.

5.3.1.2 Edit an Email Template

To edit an email template:

4. In the Manage Email Templates screen (See Figure 38), click the **Edit** link corresponding to the required email template in the Title column. You see the Manage Email Template – Edit screen, which is similar to the Manage Email Template – Add screen (See Figure 39). The only difference is that the Update button replaces the Create button in this screen.
5. Make changes to the appropriate fields as required.
6. Click **Update** to save and update the edited email template.
7. Click **Return to List** to go to the Manage Email Templates screen.

5.3.2 Manage Email Template Types

This feature helps you to create or edit different types of email templates.

Click the **Manage Email Template Types** link in the Manage Templates box (See Figure 37). You see the Manage Email Template Types screen (See Figure 40) that shows the list of existing email template types.

Click **Select Column Layouts** in the Manage Email Template Types screen to change the onscreen display of fields. For details, see 2.4.

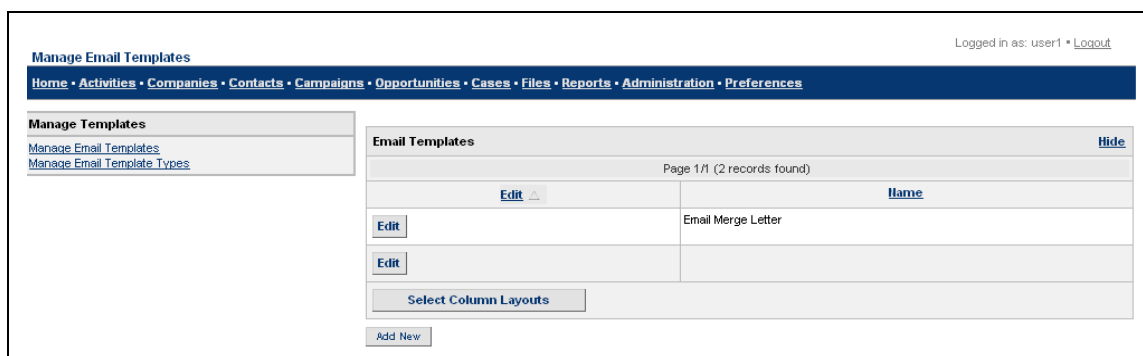


Figure 40: Manage Email Template Types Screen

5.3.2.1 Add an Email Template Type

To add an email template type:

36. Click **Add New** in the Manage Email Template Types screen (See Figure 40) to see the Manage Email Template Types – Add screen.

The screenshot shows the 'Manage Email Template Types' screen. On the left is a sidebar with a 'Manage Templates' section containing links for 'Manage Email Templates' and 'Manage Email Template Types'. The main content area is titled 'Email Template' and contains a form. The form has two input fields: 'email_template_type_id' with the value '1' and 'Type Name'. Below these fields are two buttons: 'Create' and 'Return to List'. At the top right of the page, it says 'Logged in as: user1 • Logout'. A navigation bar at the top lists various menu items: Home, Activities, Companies, Contacts, Campaigns, Opportunities, Cases, Files, Reports, Administration, and Preferences.

Figure 41: Manage Email Template Types - Add Screen

37. Enter an identification number for the type of email template in email_template_type_id.
38. Enter a name for the new template type in Type Name.
39. Click **Create** to create a new type of email template. This displays a screen with the details of the email template type you created.
40. Click **Return to List** to go to the Manage Email Template Types screen.

5.3.2.2 Edit an Email Template Type

To edit an email template type:

8. In the Manage Email Template Types screen (See Figure 40), click the **Edit** link corresponding to the required email template type in the Name column. You see the Manage Email Template Types – Edit screen, which is similar to the Manage Email Template Types – Add screen (See Figure 41). The only difference is that the Update button replaces the Create button in this screen.
9. Make changes to the appropriate fields as required.
10. Click **Update** to save and update the edited email template type.
11. Click **Return to List** to go to the Manage Email Template Types screen.

5.4 Change Record Owner

To change the owner of open activities, companies, campaigns, opportunities or cases, follow the steps below:

41. Click the **Change Record Owner** link in the Administration screen (See Figure 1), to see the Change Record Owner screen.

Figure 42: Change Record Owner Screen

42. Choose the Current Owner of the activity, company, campaign, opportunity, or case from the drop-down list.
43. Choose the New Owner from the drop-down list.
44. Click **Change** to save the New Owner.

5.5 Country Localization Formats

To correctly represent different address and phone formats of countries around the world, follow the steps below:

To specify the Phone Format

45. Click the **Country Localization Formats** link in the Administration screen (See Figure 1) to see the Country Localization Formats screen that displays a list of countries in alphabetical order, as well as fields and links from which you can specify telephone and address formats.

Figure 43: Country Localization Formats

46. Scroll through the list of countries till you reach the one for which you would like to specify a phone or address format.
47. Enter the telephone number format using hashes to represent each digit in the phone number. For example if the country you wish to provide localization details for has a 4-digit state code and a seven-digit number, the hashes would be as follows: (####) ###-####.
48. Click **Update**.

To specify the Country Address Format

49. Click **Edit** corresponding to the required format in the Address Format column of the Country Localization Formats screen (See Figure 43). You see the Edit Country Address Format screen.
50. Update address details as necessary.
51. Click **Save Changes**.

5.6 Users

You can add and edit user names, passwords, and select roles for users from the Manage Users screen.

Click on the **Users** link in the Administration screen (See Figure 1) to see the Manage Users screen.

Manage Users

Logged in as: user1 • [Logout](#)

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Add New User

Role:

Last Name: *

First Names:

Username: *

Password: *

E-Mail:

Language: English

GMT Offset:

Enabled: ☒

[Add](#)

Users

Enabled	Full Name	E-Mail	Username
	, Default		Default
	Sim Verra		sverra
	Rina Vlu		rinawu

Figure 44: Manage Users Screen

5.6.1 Add a User

52. Navigate to the Administration>Manage box.

53. Click the **Users** link to see the Manage Users screen. This screen shows a list of existing users and also displays the Add New User box.

Add New User	
Role	User <input type="button" value="v"/>
Last Name	Fergusson *
First Names	Dwight
Username	dwight *
Password	***** *
E-Mail	dwight@interninv.com
Language	English
GMT Offset	-5
Enabled	<input checked="" type="checkbox"/>
<input type="button" value="Add"/>	

Figure 45: Add New User Box

54. In the Add New User box, enter the fields as shown in the table.

Role:	Choose the user's role from the drop-down list.
Last Name:	Enter the last name of the user.
First Names:	Enter the first name(s) of the user.
Username:	Enter a login user name that is unique to this user.
Password:	Enter a password for this user.
Email:	Enter the email address of the user.
Language:	This is a display field and shows the default language set.
GMT Offset:	Number of hours added or subtracted from Greenwich Mean Time.
Enabled:	Select this check box to activate the user.

55. To save the details of the new user, click **Add**. You see the new user added to the Users box in the Manage Users screen.

5.6.2 Edit User Details

User roles and groups can be managed from the User Details screen. A user can be assigned to roles within groups using the sidebar in the Edit User pages.

56. Navigate to the Administration>Manage box and click the **Users** link to reach the Manage Users screen.

57. Review the list of users and their details as shown in Figure 44 and click on the username of the user in the Manage Users screen whose details you want to change. You see the User Details screen.

User Details: Dwight Fergusson Logged in as: user1 • [Logout](#)

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

User Roles			Edit User Information
Group	Role	Action	Last Name: <input type="text" value="Fergusson"/>
Users	User	Delete	First Names: <input type="text" value="Dwight"/>
<input type="text" value="Users"/>	<input type="text"/>	Add Role	Username: <input type="text" value="dwight"/>
			E-Mail: <input type="text" value="dwight@interninv.com"/>
			Language: <input type="text" value="English"/>
			GMT Offset: <input type="text" value="-5"/>
			Enabled: <input checked="" type="checkbox"/>
			Save Changes Change Password
Delete User			
Click the button below to permanently remove this item.			
Note: This action CANNOT be undone!			
Delete			

Figure 46: User Details Screen

58. All the fields in this screen are the same as in the Add New User box (See 5.6.1 Add a User). The only fields missing here are Role and Password.
59. After you make the changes, click **Save Changes**.
60. To change the Password, click **Change Password**. You see the Change Password screen.

Change Password Logged in as: user1 • [Logout](#)

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Change Password	
New Password	<input type="password" value="....."/>
Confirm New Password	<input type="password" value="....."/>
Save Changes	

Figure 47: Change Password Screen

61. Enter the new password in the fields and click **Save Changes**.

5.6.3 Delete a User

Follow these steps to delete an XRMS user.

62. Navigate to Administration>Manage box and click the **Users** link to see the Manage Users screen.
63. Click on the username of the person whose details you wish to delete to get to the User Details screen (See Figure 46).
64. Review details of the user in the User Details screen.
65. Click **Delete** in the Delete User box to delete the details of this user.

66.

6 Types and Statuses

Before XRMS can be implemented, it is necessary that the various default values to be used are reviewed and edited appropriately. Defaults can be added, modified, or deleted. However, when a default is deleted, it loses all its associations with companies, contacts, cases, and campaigns.

The different XRMS defaults are:

Types and Statuses
Account Statuses
Activity Types
Activity Resolution Types
Address Types
Campaign Statuses
Campaign Types
Case Priorities
Case Statuses
Case Types
Categories
Company Sources
Company Types
CRM Statuses
Industries
Opportunity Statuses
Opportunity Types
Ratings
Relationship Types
Salutations

Figure 48: Types and Statuses

There is no fixed limit on the number of items that can be added under a single group.

Types and statuses in Activity Templates are used to define the Workflow. For more details, see Chapter 3 Workflow.

6.1 Add a Default Value

This section is divided into two parts. Defaults that:

Follow a common procedure to add values.

Do not follow a common procedure to add values.

6.1.1 Defaults that Follow a Common Procedure to Add Values

The defaults that follow a common procedure to add values share many fields in common. The fields present in the different default screens are indicated by check marks in the table below.

XRMS Defaults	Short Name	Full Name	Full Plural Name	Display HTML	Score Adjustment	Description	Open Status
Account Statuses							
Activity Types							
Activity Resolution Types							
Campaign Statuses							
Campaign Types							
Case Priorities							
Case Types							
Categories							
Company Sources							
Company Types							
CRM Statuses							
Industries							

XRMS Defaults	Short Name	Full Name	Full Plural Name	Display HTML	Score Adjustment	Description	Open Status
Opportunity Statuses							
Opportunity Types							
Ratings							

To add values, click on the **Administration** link in the top bar to see the Administration screen (See Figure 1).

Go the Types and Statuses box (See Figure 48) to select the items for which you would like to add default values.

Since the procedure to add values is common across the types and statuses we will consider the following two defaults to see how values are added:

Opportunity Statuses that individually contains the largest number of fields.

Case Priorities that has some fields not available in Opportunity Statuses.

Together, these two items cover the entire list of fields.

6.1.1.1 Opportunity Statuses

Opportunity Statuses is a default to create different status levels for opportunities. New, Preliminaries, Discussions, and Negotiations are some examples of status levels.

To create a new opportunity status, follow the steps below:

1. Go to Administration>Types and Statuses and click the **Opportunity Statuses** link to see the Manage Opportunity Statuses screen.

2.

Manage Opportunity Statuses Logged in as: user1 • Logout

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

Add New Opportunity Status

Short Name:

Full Name:

Full Plural Name:

Display HTML:

Description:

Open Status:

Opportunity Statuses

Name	Description	Move
New		down
Preliminaries		up down
Discussion		up down
Negotiation		up down
Closed/Won		up down
Closed/Lost		up down
Closed/Not		up down

Figure 49: Manage Opportunity Statuses

3. Enter the fields in the Add New Opportunity Status box as given in the table below:

Short Name:	Enter an abbreviation for the status. For example, OP for open.
Full Name:	Enter the complete name of the status. For example, Open.
Full Plural Name:	Enter the plural of the status name.
Display HTML:	Enter the HTML format of the status name.
Description:	Enter a description of the type of status that is being dealt with.
Open Status:	Choose the status of the opportunity from the drop-down list. The options are: open, closed and won, closed and lost.

4. When you have finished entering the fields, click **Add** to see the opportunity status added to the Opportunity Statuses table.

To Reorder Items in the Opportunity Statuses table

5. Click the **up** or **down** link as required in the Move column beside the opportunity status that you wish to reorder in the table.
6. The opportunity status moves up or down one row as appropriate.

To link an Opportunity Status to a Workflow Activity

1. Click on the name of an Opportunity Status in the Manage Opportunity Status screen, Figure 49. You see the Edit Opportunity Status Information screen with the Link Workflow Activity To Opportunity Status box where you can edit Opportunity Status information and link an Opportunity Status to a workflow activity.

Link Workflow Activity To Opportunity Status				
Title	Duration (defaults to days)	Type	Role	Sort Order
<input type="text"/>	<input type="text"/>	<input type="text" value="v"/>	<input type="text" value="v"/>	<input type="text"/> <input type="button" value="Add"/>
Preliminary Discussions	1	Meeting	User	1 down
Pre-proposal Clarifications	1	Client Meeting	Regional Marketing Staff	2 up

Figure 50: Link Opportunity Status to Workflow Activity Box

2. Enter details in the following fields.

Title:	Enter the name of the activity to which you wish to link an opportunity status.
Duration:	Enter the number of days by which the activity should be complete.
Type:	Select the opportunity type from the drop-down list.
Role:	Select to which the activity should be assigned from the drop-down list.
Sort Order:	Enter the order of display of this item in the table that is created.

3. Click **Add**. This saves the details and displays them in a row in the table below.

To Edit or Delete an Opportunity Status

To edit or delete an activity linked to an opportunity status, click the activity name to see the Activity Details screen. See 5.2.2 View, Edit, and Delete Activity Templates for more details.

6.1.1.2 Case Priorities

Case Priorities is a default to create different types of priority levels for cases. Low, Medium, High, and Critical are some examples of priority levels.

To create a new type of case priority, follow the steps below:

1. Go to Administration>Types and Statuses and click the **Case Priorities** link to see the Manage Case Priorities screen.

Manage Case Priorities		Logged in as: user1 • Logout					
Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences							
Add New Priority Type	Case Priorities						
Short Name: <input type="text" value="VLow"/>	<table border="1"> <thead> <tr> <th>Name</th> </tr> </thead> <tbody> <tr> <td>Critical</td> </tr> <tr> <td>High</td> </tr> <tr> <td>Low</td> </tr> <tr> <td>Medium</td> </tr> </tbody> </table>		Name	Critical	High	Low	Medium
Name							
Critical							
High							
Low							
Medium							
Full Name: <input type="text" value="Very Low"/>							
Full Plural Name: <input type="text" value="Very Low"/>							
Display HTML: <input type="text" value="Very Low"/>							
Score Adjustment: <input type="text" value="0"/>							
<input type="button" value="Add"/>							

Figure 51: Manage Case Priorities Screen

2. Enter the fields in the Add New Priority Type box as given in the table below:

Short Name: Enter a short name for the priority type. Full Name: Enter the entire name of the priority type. Full Plural Name: Enter the plural of the name. Display HTML: Enter the HTML format of the priority name. Score Adjustment: Deprecated – no longer used

3. After you enter values in the fields, click **Add**. The new value added is shown in the Case Priorities box.

Case Priorities	
	Name
Critical	
High	
Low	
Medium	
Very Low	

Figure 52: Case Priorities Box

6.1.2 Defaults that Do Not Follow a Common Procedure to Add Values

The defaults that do not follow a common procedure to add values are:

- Address Types
- Case Statuses
- Relationship Types
- Salutations

6.1.2.1 Address Types

Address Types is a default to create different types of addresses. Commercial and Residential are examples of address types.

To create a new address type, follow the steps below:

1. Go to Administration>Types and Statuses and click the **Address Types** link to see the Manage Address Types screen.

Manage Address Types		Logged in as: user1 • Logout
Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences		
Add New Address Type		Address Types
Address Type	<input type="text" value="individual"/>	Name
Sort Value	<input type="text" value="3"/>	unknown
<input type="button" value="Add"/>		commercial
		residential

Figure 53: Manage Address Types

2. Enter the fields in the Add New Address Type box as given in the table below:

<p>Address Type: Enter the name of the address type. For example, Individual.</p> <p>Sort Value: Sort order for the address type. The sort order helps you define the order in which the address types are displayed when an address type is created or edited.</p>

3. After you enter the fields, click **Add**. You see the new value displayed in the Address Types box of the Manage Address Types screen

Address Types	
	Name
unknown	
commercial	
individual	
residential	

Figure 54: Address Types Box

6.1.2.2 Case Statuses

Case Statuses are used to create different status levels for different status types.

To create a new case status, follow the steps below:

1. Go to Administration>Types and Statuses and click the **Case Statuses** link to see the Manage Case Statuses screen.
2. From the Case Type drop-down list, select the Case Type for which you wish to view, add, edit, or delete a case status. This takes you to the next Manage Case Statuses screen that list case statuses for this case type. You can also add a case status here.

Figure 55: Manage Case Statuses Screen

3. Enter the fields in the Add New Case Status box as given in the table below:

Short Name: Enter a short name for the case status.

Full Name: Enter the entire name of the case status.

Full Plural Name: Enter the plural of the case status.

Display HTML: Enter the HTML format of the case status.

Description: Enter a description for the case status that you plan to add.

4. After entering all the fields, click **Add**. You see the new value in the Case Statuses box of the Manage Case Statuses screen.

6.1.2.3 Relationship Types

XRMS handles different types of relationships between one company and another company, between contacts in different companies, and between a contact and a company, and vice versa. In fact, relationships can be defined between almost any entity in the system: companies, contacts, divisions and so on.

The Relationship Types default is used to create different relationship roles.

To create a new relationship type, follow the steps below:

1. Go to Administration>Types and Statuses and click the **Relationship Types** link to see the Manage Relationship Types screen.

Manage Relationship Types																																							
Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences																																							
Add New Role Relationship Name: <input type="text" value="Consultant"/> From What Table: <input type="text" value="contacts"/> To What Table: <input type="text" value="consultants"/> From Text: <input type="text" value="consultant of"/> To Text: <input type="text" value="has consultant"/> Pre-Text Formatting: <input type="text" value=""/> Post-Text Formatting: <input type="text" value=""/> <input type="button" value="Add"/>		Relationship Types <table border="1"> <thead> <tr> <th>Name</th> <th>Tables</th> <th>Relationship</th> <th>Formatting</th> </tr> </thead> <tbody> <tr> <td>2nd Contact</td> <td>contacts contacts</td> <td>is 2nd Contact of has 2nd Contact</td> <td></td> </tr> <tr> <td>2nd Contact</td> <td>contacts contacts</td> <td>has 2nd Contact is 2nd Contact of</td> <td></td> </tr> <tr> <td>Accountant</td> <td>contacts contacts</td> <td>accountant of has accountant</td> <td></td> </tr> <tr> <td>Accountant</td> <td>contacts contacts</td> <td>has accountant accountant of</td> <td></td> </tr> <tr> <td>Administrative assistant</td> <td>contacts contacts</td> <td>administrative assistant of has administrative assistant</td> <td></td> </tr> <tr> <td>Administrative assistant</td> <td>contacts contacts</td> <td>has administrative assistant administrative assistant of</td> <td></td> </tr> <tr> <td>Analyst</td> <td>contacts contacts</td> <td>Analyst of has Analyst</td> <td></td> </tr> <tr> <td>Analyst</td> <td>contacts contacts</td> <td>has Analyst Analyst of</td> <td></td> </tr> </tbody> </table>		Name	Tables	Relationship	Formatting	2nd Contact	contacts contacts	is 2nd Contact of has 2nd Contact		2nd Contact	contacts contacts	has 2nd Contact is 2nd Contact of		Accountant	contacts contacts	accountant of has accountant		Accountant	contacts contacts	has accountant accountant of		Administrative assistant	contacts contacts	administrative assistant of has administrative assistant		Administrative assistant	contacts contacts	has administrative assistant administrative assistant of		Analyst	contacts contacts	Analyst of has Analyst		Analyst	contacts contacts	has Analyst Analyst of	
Name	Tables	Relationship	Formatting																																				
2nd Contact	contacts contacts	is 2nd Contact of has 2nd Contact																																					
2nd Contact	contacts contacts	has 2nd Contact is 2nd Contact of																																					
Accountant	contacts contacts	accountant of has accountant																																					
Accountant	contacts contacts	has accountant accountant of																																					
Administrative assistant	contacts contacts	administrative assistant of has administrative assistant																																					
Administrative assistant	contacts contacts	has administrative assistant administrative assistant of																																					
Analyst	contacts contacts	Analyst of has Analyst																																					
Analyst	contacts contacts	has Analyst Analyst of																																					

Figure 56: Manage Relationship Types Screen

2. Enter the fields in the Add New Role box as given in the table below:

Relationship Name: Enter the name of the relationship. For example, Consultant.

From What Table: Enter the name of the database table from which this relationship is being created.

To What Table: Enter the name of the database table to which the relationship is being created.

From Text: Enter information regarding the relationship in terms of how one entity (contact or company) relates to the other. For example: vendor of, consultant to, or subsidiary of.

To Text: Enter details of how the other entity is related to the first. For example, purchaser of, has consultant, or parent company.

Pre-Text Formatting and Post-Text Formatting: Used before and after the relationship name to result in appropriate HTML markup on the title. Example and in the corresponding fields will make the display of the relationship name bold.

3. After you enter the fields, click **Add**. The new value is shown in the Relationship Types box of the Manage Relationship Types screen.

6.1.2.4 Salutations

The salutations feature is used to create different forms of addressing a contact.

To create a new salutation, follow the steps below:

1. Go to Administration>Types and Statuses and click the **Salutations** link to see the Manage Salutations screen.

Manage Salutations		Logged in as: user1 • Logout						
Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences								
Add New Salutation		Salutations <table border="1"> <thead> <tr> <th>Name</th> </tr> </thead> <tbody> <tr><td>Mr.</td></tr> <tr><td>Mrs.</td></tr> <tr><td>Ms.</td></tr> <tr><td>Miss</td></tr> <tr><td>Dr.</td></tr> </tbody> </table>	Name	Mr.	Mrs.	Ms.	Miss	Dr.
Name								
Mr.								
Mrs.								
Ms.								
Miss								
Dr.								
Salutation	Dean							
Sort Value	12							
<input type="button" value="Add"/>								

Figure 57: Manage Salutations Screen

2. Enter the fields in the Add New Salutation box as given in the table below.

Salutation: Enter the name of the salutation. For example, Dean, Dr., and so on.

Sort Value: Enter the order the salutation should appear in the Salutations list. If you enter 5 here, it appears 5th in the list.

3. After you enter the fields, click **Add**. The new value is shown in the Salutations box and is listed in the order you provided in Sort Value.

6.2 Edit and Delete Default Values

You can edit default values in the Default Value Details screen. The procedure to edit and delete a default value is the same for all defaults.

This guide provides the procedure to edit and delete values in Opportunity Statuses, Activity Types, and Categories. This information is presented in the following sections.

6.2.1 Opportunity Statuses

To edit an opportunity status, follow the steps below:

1. Go to Administration>Types and Statuses and click the **Opportunity Statuses** link to see the Manage Opportunity Statuses screen (See Figure 49). The Opportunity Statuses box on the right of the screen lists all the values created for the default.
2. Click the status to be edited. For example, Discussion. You would then see the Opportunity Status Details: Discussion screen.

3.

Opportunity Status Details: Discussion

Logged in as: user1 • Logout

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

Delete Opportunity Status

Click the button below to permanently remove this item.

Note: This action CANNOT be undone!

Delete

Edit Opportunity Status Information

Short Name

DIS

Full Name

Discussion

Full Plural

Discussions

Display HTML

Discussion

Long Description

Discussions with prospective clients.

Open Status

Open

Save Changes

Link Workflow Activity To Opportunity Status

Title	Duration (defaults to days)	Type	Role	Sort Order
Preliminary Discussions	4	Meeting	User	7
No linked activities				

Figure 58: Opportunity Status Details Screen

4. To edit information about the Opportunity status, go to the Edit Opportunity Status Information box. All the fields in this box are the same as in Add New Opportunity Status box in Figure 49: Manage Opportunity Statuses.
5. After you make the required changes, click **Save Changes**.

To link a Workflow Activity to an Opportunity Status

You can link a workflow activity to a given opportunity.

1. Enter the fields to link an activity as given in the table below:

Title: Enter the title of the activity.

Duration: Enter the duration of the activity.

Type: Choose the type of activity from the drop-down list.

Role: Select the role to be linked to the opportunity from the drop-down list.

Sort Order: Enter the order of this workflow activity.

2. Click **Add**. The activity is displayed below the row of fields that you entered.

Link Workflow Activity To Opportunity Status				
Title	Duration (defaults to days)	Type	Role	Sort Order
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> Add
Preliminary Discussions	1	Meeting	User	1 down
Pre-proposal Clarifications	1	Client Meeting	Regional Marketing Staff	2 up

Figure 59: Link Workflow Activity to Opportunity Status

To delete an Opportunity Status

To delete an Opportunity Status, click **Delete** in the Delete Opportunity Status box in Figure 58. This deletes the Opportunity Status from all the drop-down lists in which it currently exists.

6.2.2 Activity Types

Activity Types are used to determine the different types of activities in the system. The activity types provided with XRMS cannot be edited, and are marked as such in the database. Any newly added user activity type could be edited.

To edit an activity type, do the following:

1. Go to Administration>Types and Statuses box and click the **Activity Types** link to see the Manage Activity Types screen.

Manage Activity Types Logged in as: user1 • [Logout](#)

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Add New Activity Type

Short Name:

Full Name:

Full Plural Name:

Display HTML:

Score Adjustment:

[Add](#)

Activity Types	Name	Move
call to		down
call from		up down
e-mail to		up down
e-mail from		up down
fax to		up down
fax from		up down
letter to		up down
letter from		up down
internal		up down

Figure 60: Manage Activity Types Screen

2. The Activity Types box lists all the activities created. Click on the activity you wish to edit. For example, Fax. You see the Activity Type Details: Fax screen.

Activity Type Details: Fax Logged in as: user1 • [Logout](#)

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Participant Positions

Advisor: [Edit](#)

Position Name:

[Add New Participant Position](#)

Edit Activity Type Information

Short Name:

Full Name:

Full Plural:

Display HTML:

Score Adjustment:

[Save Changes](#) [Cancel](#)

Delete Activity Type

Click the button below to permanently remove this item.

Note: This action CANNOT be undone!

[Delete](#)

Figure 61: Activity Type Details Screen

3. To make changes, go to the Edit Activity Type Information box.

Modify any of the fields as given in the table below:

Short Name: Enter a short name for the activity type.
Full Name: Enter the entire name of the activity type.
Full Plural Name: Enter the plural of the name.
Display HTML: Enter the HTML format of the name.
Score Adjustment: Deprecated – no longer used

4. After you make all the changes, click **Save Changes**.

To add a new Participant Position

Participant positions link contacts to activities. The default position is Participant and exists in each activity type. Other participant positions need to be defined for each activity type. Example: CC and BCC and To and From are all positions defined for email types.

To define a participant position:

1. Go to the Participant Positions box in the Activity Type Details screen, Figure 61.
2. Enter a new role in the text box beside Position Name.
3. Click **Add New Participant Position** to save the new role.

To Edit an Existing Participant Position

1. In the Participant Positions box in the Activity Type Details screen (See Figure 61), click **Edit** beside the existing position that you wish to edit. You see the Edit Activity Participant Position screen.

Edit Activity Participant Position: Logged in as: user1 • [Logout](#)

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Participant Position

activity_participant_position_id	<input type="text" value="4"/>
Activity Type	<input type="text" value="Client Seminar"/> ▼
Participant Position	<input type="text" value="Advisor"/>
Global	<input type="checkbox"/>
<input type="button" value="Update"/>	
<input type="button" value="Return"/>	

Figure 62: Edit Activity Participant Position Screen

2. Make changes to the fields as necessary.
3. Click **Update** to save the edited details and see the Participant Position Details screen.

4. Click **Return** to go back to the Activity Type Details screen.

To delete an Activity Type

To delete an activity type, click **Delete** in the Delete Activity Type box in Figure 61. This permanently deletes the activity from all screens.

6.2.3 Categories

To edit a category, follow the steps below:

1. Go to Administration>Types and Statuses and click the **Categories** link to see the Manage Categories screen.

Figure 63: Manage Categories Screen

2. The Categories box on the right lists all the values created for the default. Click on the value to be edited. For example, General. You see the Category Details: General screen.

Figure 64: Category Details Screen

3. To edit category details, go to the Edit Category Information box.

Modify any of the fields as given in the table below:

Short Name: Enter a short name for the category.
Full Name: Enter the entire name of the category.
Full Plural Name: Enter the plural of the name.
Display HTML: Enter the HTML format of the name.

4. After you make all the changes, click **Save Changes**.

Other Tasks done from the Category Details Screen

Besides the edits mentioned, you can also do the following:

5. To	6. Do
7. Set the scope of the category value in the Category Scopes box	9. Click on an item name in the Associated With column to move the item to the Not Associated With column.
8. Items in the Associated With column are related to the category	10. Similarly, click on an item in the Not Associated With column to move it to the Associated With column.
11. Delete a category	12. Click the name of the category you wish to delete in the Manage Categories screen (See Figure 63). You will now see the Category Details screen. 13. Click Delete in the Delete Category box. This deletes the category from all XRMS screens.

Plugins are a convenient means of adding functionality to XRMS CRM or linking to external applications. Plugins can be activated in the XRMS Administration panel and some plugins require that other programs or components be installed.

6.3 Activating Plugins

Click on the **Plugin Activation** link in the Plugin box of the Administration screen (See Figure 1). You see the Plugin Administration screen.

Plugins	
apb	<input type="checkbox"/>
autostatus	<input checked="" type="checkbox"/>
censusfactsheet	<input type="checkbox"/>
cti	<input type="checkbox"/>
demo	<input type="checkbox"/>
googlenews	<input type="checkbox"/>
idphoto	<input type="checkbox"/>
info	<input type="checkbox"/>
journal	<input checked="" type="checkbox"/>
mapquest	<input type="checkbox"/>
mrtg	<input type="checkbox"/>
opportunitynotes	<input type="checkbox"/>
owl	<input type="checkbox"/>
phone	<input type="checkbox"/>
radtest	<input type="checkbox"/>
serverinfo	<input type="checkbox"/>
sitewx	<input type="checkbox"/>
tavi	<input type="checkbox"/>
useradmin	<input type="checkbox"/>
vcard	<input type="checkbox"/>
voicemail	<input checked="" type="checkbox"/>
webcalendar	<input checked="" type="checkbox"/>
webform	<input type="checkbox"/>
weblinks	<input type="checkbox"/>
whereis	<input type="checkbox"/>
<input type="button" value="Submit"/>	

Figure 65: Plugin Administration Screen

6.4 Plugins Included with XRMS CRM

Included Plugins and related information about them are in the table that follows:

Plugin Name	Activation	Description
Apb	Requires installation of apb.	Active PHP Bookmarks enable users to bookmark websites and share these bookmarks.
Cti	Installation required.	Connection to the Asterisk Open Source PBX http://www.asterisk.org/ voicemail system.
Demo	Administration Panel and addition of a webpage demo.php.	Link to a demo page within XRMS. The demo page would have to be provided.
Dunfinder	Installation required.	Dial-Up Number Finder for the US.
Idphoto		
Info	Installation required.	Additional values to track characteristics of computers.
Mapquest	Administration Panel only.	Passes address to mapquest.com to do an address lookup. Both whereis and mapquest cannot be activated at the same time.
MRTG	Installation required.	Multi Router Traffic Grapher.
opportunitynotes	Administration Panel only.	Add notes to an Opportunity.
owl	Installation required.	Uses OWL for file storage. Features file versioning, hierarchical mini-filesystem with folders, and searching within files.
Phone	Administration Panel.	Searches for phone numbers in Company or Contact.
Tavi		
Useradmin	Administration Panel only.	Selecting this plugin is NOT RECOMMENDED.
Vcard	Administration	Creates a vcard of the Contact

Plugin Name	Activation	Description
	Panel only.	
Webform	Installation required.	Creates a webform on your external website.
Weblinks		
Whereis	Administration Panel only.	Passes address to whereis.com.au (Australia) to do an address lookup. Both whereis and mapquest cannot be activated at the same time.

6.5 Developing Plugins

The plugin system in XRMS CRM is derived from the popular webmail system Squirrelmail. See: <http://www.squirrelmail.org/> Many thanks to the Squirrelmail development team for creating such a flexible plugin architecture that was so quickly adapted to use in XRMS (less than a day of work was required to add plugin functionality from Squirrelmail into XRMS)

This section of the XRMS Administration Guide is likewise adapted from the Squirrelmail Plugin documentation, which is also released under the GNU Free Documentation License. See: <http://www.squirrelmail.org/wiki/DevelopingPlugins> The SM pages may provide more detail in some places than this guide, but any incompatibilities will be solely the fault of the XRMS Development team.

6.5.1 Plugin Architecture

The plugin architecture of XRMS is designed to make it possible to add new features without having to patch XRMS itself. Traditionally, because of their position at the core of an enterprise architecture, CRM systems are heavily integrated to other systems.

The Idea

The idea is to be able to run random code at given places in the XRMS code. This random code should then be able to do whatever needed to enhance the functionality of XRMS. The places where code can be executed are called "hooks".

There are some limitations in what these hooks can do. It is difficult to use them to change the layout (this is done using Templates) and to change some core functionality that is already in XRMS.

Some way for the plugins to interact with the help subsystem and translations will be provided in the near future.

The Implementation

The plugin jumping off point in the main XRMS code is in the file plugin.php. In places where hooks are made available, they are executed by calling the function `do_hook('hookname')`. The `do_hook` function then traverses the array `$xrms_plugin_hooks['hookname']` and executes all the functions that are named in that array. Those functions are placed there when plugins register themselves with XRMS as discussed below. A plugin may add its own internal functions to this array under any hook name provided by the XRMS developers.

A plugin must reside in a subdirectory in the `plugins/` directory. The name of the subdirectory is considered to be the name of the plugin. (The plugin will not function correctly if this is not the case.)

When a plugin is registered, the file `plugins/plugin_name/setup.php` is included and the function `xrms_plugin_init_plugin_name()` is called with no parameters. That function is where the plugin may register itself against any hooks it wishes to take advantage of.

6.5.2 Writing Plugins

All plugins must contain a file called `setup.php` and must include a function called `xrms_plugin_init_plugin_name()` therein. Since including numerous plugins can slow

XRMS performance considerably, the setup.php file should contain little else. Any functions that are registered against plugin hooks should do little more than call another function in a different file.

Any other files used by the plugin should also be placed in the plugin directory (or subdirectory thereof) and should contain the bulk of the plugin logic.

The function `xrms_plugin_init_plugin_name()` is called to initialize a plugin. This function could look something like this (if the plugin was named "demo" and resided in the directory `plugins/demo/`):

```
function xrms_plugin_init_demo ()
{
    global $xrms_plugin_hooks;

    $xrms_plugin_hooks['generic_header']['demo'] = 'plugin_demo_header';
    $xrms_plugin_hooks['menuline']['demo'] = 'plugin_demo_menuline';
}
```

In this example, the "demo" plugin should also have two other functions in its setup.php file called `plugin_demo_header()` and `plugin_demo_menuline()`. The first of these might look something like this:

```
function plugin_demo_header()
{
    include_once($include_directory . 'plugins/demo/functions.php');
    plugin_demo_header_do();
}
```

The function called `plugin_demo_header_do()` would be in the file called `functions.php` in the demo plugin directory and would contain the plugin's core logic for the "generic_header" hook.

6.5.2.1 Including Other Files

A plugin may need to reference functionality provided in other files, and therefore need to include those files. Most of the core XRMS functions are already available to your plugin unless it has any files that are requested directly by the client browser (custom options page, etc.). In this case, you'll need to make sure you include the files you need (see below).

Files are included like this:

```
include_once($include_directory . 'include/validate.php');
```

When including files, please make sure to use the `include_once()` or `require_once()` functions and NOT `include()` or `require()`, since these all are much less efficient than

`include_once()` and can have a cumulative effect on XRMS performance. In older versions of PHP (prior to PHP 4.3.11) `require_once()` was also less efficient than `include_once()`, but this is not true in newer versions of PHP.

The files that you may need to include in a plugin will vary greatly depending upon what the plugin is designed to do. For files that are requested directly by the client browser, we strongly recommend that you include the file `$include_directory.vars.php`, since it will set up the XRMS environment automatically. It will ensure the the user has been authenticated and is currently logged in, load all user preferences, include internationalization support, and initialize and include many other basic XRMS resources and functions.

6.5.2.2 Hook Types

`do_hook`

Most hook calls don't pass any data and don't ask for anything back. These always use the `do_hook` call. A limited number of `do_hook` calls do pass some extra parameters, in which case your plugin may modify the given data if you do so by reference. It is not necessary to return anything from your function in such a case; modifying the parameter data by reference is what does the job (although the hook call itself (in the source) must grab the return value for this to work). Note that in this case, the parameter to your hook function will be an array, the first element simply being the hook name, followed by any other parameters that may have been included in the actual hook call in the source. Modify parameters with care!

`do_hook_function`

This hook type was intended to be the main hook type used when the source needs to get something back from your plugin. It is somewhat limited in that it will only use the value returned from the LAST plugin registered against the hook. The source for this hook might use the return value for internal purposes, or might expect you to provide text or HTML to be sent to the client browser (you'll have to look at its use in context to understand how you should return values here). The parameters that your hook function gets will be anything you see AFTER the hook name in the actual hook call in the source. These cannot be changed in the same way that the `do_hook` parameters can be.

`concat_hook_function`

This is a hook type meant to address the shortcomings of `do_hook_function`; specifically in that it uses the return values of all plugins registered against the hook. In order to do so, the return value is assumed to be a string, which is just piled on top of whatever it got from the other plugins working on the same hook. Again, you'll have to inspect the source code to see how such data is put to use, but most of the time, it is used to create a string of HTML to be inserted into the output page. The parameters that your hook function will get are the same as for the

do_hook_function; they are anything AFTER the hook name in the actual hook call in the source.

boolean_hook_function

This hook type is used to let all plugins registered against the hook to "vote" for some action. What that action is is entirely dependent on how the hook is used in the source (look for yourself). Plugins make their "vote" by returning TRUE or FALSE. This hook may be configured to "tally votes" in one of three ways. This configuration is done with the third parameter in the hook call in the source:

- > 0 -- Any one or more TRUEs will override any FALSEs
- < 0 -- Any one or more FALSEs will override any TRUEs
- = 0 -- Majority wins. Ties are broken in this case with
the last parameter in the hook call in the source.

Your hook function will get the second parameter in the hook call in the source as its parameter (this might be an array if multiple values need to be passed).

See below for further discussion of special hook types and the values

6.5.2.3 List of Hooks

The table below shows all the hooks in XRMS CRM as of the last edit of this document. It describes:

- the name of the hook: this is the hook name that a plugin registers to handle
- any parameters passed to the hook
- the type of hook
(do_hook,do_hook_function,concat_hook_function,boolean_hook)
- the source file the hook appears in

Understanding some hooks should be possible just from reading this table. Other hooks will require scrutinizing the code to understand what they are intended to do. Some hooks will expect the plugin author to directly output any data that they wish to display: the sidebar hooks are a good example of this type of hook. Other hooks are deeply integrated into the XRMS code: authentication and file management hooks are a good example of these types of hooks. You will need to understand the requirements of the plugin you wish to create, and decide which hooks best meet your needs. If you are developing a plugin and need a hook somewhere in the code that does not currently have one, please contact the XRMS CRM core development team. We'll be happy to work with you to help you integrate your code.

Hook Name	Parameters	Hook Type	File
activity_content_bottom	\$param	do_hook_function	activities/one.php
activity_edit_2	\$param	do_hook_function	activities/edit-2.php

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Hook Name	Parameters	Hook Type	File
activity_inline_edit'	\$activity_rst	do_hook_function	activities/one.php
activity_new_2	\$rec	do_hook_function	activities/new-2.php
activity_sidebar_bottom'	\$param	do_hook_function	activities/one.php
admin_body_bottom		do_hook	admin/index.php
admin_docs		do_hook	admin/index.php
admin_user_edit_sidebar	\$sidebar_rows	do_hook_function	admin/users/one.php
bodytags		do_hook	include/utills-interface.php
change_company_key	\$param	do_hook_function	include/utills-companies.php
company_accounting_inline_display	\$accounting_rows	do_hook_function	companies/one.php
company_accounting_inline_edit	\$accounting_rows	do_hook_function	companies/edit.php
company_accounting_inline_edit_2	\$accounting_rows	do_hook_function	companies/edit-2.php
company_buttons	\$company_buttons	do_hook_function	companies/one.php
company_content_bottom	\$bottom_rows	do_hook_function	companies/one.php
company_detail		do_hook_function	companies/one.php
company_detail		do_hook	plugins/phone/companies_one.php
company_edit_2	\$param	do_hook_function	companies/edit-2.php
company_edit_address_2	\$param	do_hook_function	companies/edit-address-2.php
company_edit_address_2	\$param	do_hook_function	companies/one-address.php
company_new_2	\$rec	do_hook_function	companies/new-2.php
company_sidebar_bottom	\$sidebar_rows_bottom	do_hook_function	companies/one.php
company_sidebar_bottom	\$sidebar_rows	do_hook_function	plugins/phone/companies_one.php
company_sidebar_top	\$sidebar_rows_top	do_hook_function	companies/one.php
contact_accounting_inline_display	\$accounting_rows	do_hook_function	contacts/one.php
contact_accounting_inline_edit	\$accounting_rows	do_hook_function	contacts/edit.php
contact_content_bottom	\$contact_id	do_hook	contacts/one.php
contact_custom_inline_edit_display	\$contact_custom_rows	do_hook_function	contacts/edit.php
contact_custom_inline_edit_validate	\$_POST	do_hook_function	contacts/edit-2.php
contact_custom_inline_new_display	\$contact_custom_rows	do_hook_function	contacts/new.php

Hook Name	Parameters	Hook Type	File
contact_edit_2	\$param	do_hook_function	include/utils-contacts.php
contact_edit_2	\$param	do_hook_function	include/utils-contacts.php
contact_edit_form_top		do_hook	contacts/edit.php
contact_edit_address_2	\$param	do_hook_function	contacts/edit-address-2.php
contact_new_2	\$contact_data	do_hook_function	include/utils-contacts.php
contact_sidebar_bottom	\$sidebar_rows_bottom	do_hook_function	contacts/one.php
contact_sidebar_top	\$sidebar_rows_top	do_hook_function	contacts/one.php
contact_transfer_3		do_hook	contacts/transfer-3.php
data_format_phone	\$phone_array	do_hook_function	include/utils-misc.php
division_sidebar_bottom'	\$sidebar	do_hook_function	companies/edit-division.php
edit_division_form	\$edit_division_form_extra	do_hook_function	companies/edit-division.php
edit_division_process	\$rec	do_hook_function	companies/edit-division-2.php
end_page		do_hook	include/utils-interface.php
file_add_file	\$file_plugin_params	do_hook_function	include/utils-files.php
file_add_file	&\$file_plugin_params	do_hook_function	files/new.php
file_add_folder	&\$folder_plugin_params	do_hook_function	plugins/owl/new_folder-2.php
file_browse_files	\$plugin_params	do_hook_function	files/sidebar.php
file_delete_file	&\$file_plugin_params	do_hook_function	files/delete.php
file_delete_folder	&\$folder_plugin_params	do_hook_function	plugins/owl/delete_folder.php
file_download_file	\$plugin_params	do_hook_function	files/download.php
file_get_file_info	&\$file_plugin_params	do_hook_function	files/one.php
file_get_one_file_html	&\$file_plugin_params	do_hook_function	files/one.php
file_search_files	\$file_plugin_params	do_hook_function	files/some.php
file_search_files	\$file_plugin_params	do_hook_function	plugins/owl/owl_plugin.php
file_search_files_callback	\$file_plugin_params	do_hook_function	files/some.php
file_update_file	&\$file_plugin_params	do_hook_function	files/edit-2.php
file_update_file	&\$file_plugin_params	do_hook_function	files/edit-2.php
home_docs	\$param	do_hook_function	private/home.php

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Hook Name	Parameters	Hook Type	File
login_before		do_hook	login-2.php
login_cookie		do_hook	login.php
login_form		do_hook	login.php
login_verified		do_hook	login-2.php
loginbar		do_hook	include/utills-interface.php
logout		do_hook	logout.php
menuline		do_hook	include/utills-interface.php
new_division_form	\$new_division_form_extra	do_hook_function	companies/divisions.php
new_division_process	\$rec	do_hook_function	companies/add-division.php
one_contact_buttons	\$contact_buttons	do_hook_function	contacts/one.php
one_contact_buttons		do_hook	plugins/phone/contacts_one.php
one_contact_left		do_hook	contacts/one.php
one_contact_right		do_hook	contacts/one.php
opportunity_detail		do_hook	opportunities/one.php
opportunity_notes_buttons		do_hook	activities/one.php
plugin_admin		do_hook	admin/index.php
preference_possible_values	\$option_record	do_hook_function	include/utills-preferences.php
private_front_splash		do_hook_function	private/home.php
private_body_bottom		do_hook_function	private/home.php
private_sidebar_bottom		do_hook_function	private/home.php
reports_bottom		do_hook	reports/index.php
run_on_completed	\$activity_id	do_hook_function	activities/edit-2.php
topofpage		do_hook	include/utills-interface.php
workflow_addition	\$activity_template_id	do_hook_function	activities/workflow-activities.php
workflow_system	\$template_info	do_hook_function	activities/workflow-activities.php
xrms_acl_auth		do_hook_function	include/classes/acl/xrms_acl_config.php
xrms_acl_database_access	\$options	do_hook_function	include/classes/acl/xrms_acl_config.php
xrms_install	\$con	do_hook_function	install/install.php

Hook Name	Parameters	Hook Type	File
xrms_test_suite	\$suite_array	do_hook_function	tests/xrms_test.php
xrms_update	\$con	do_hook_function	admin/update.php
xrms_update	\$con	do_hook_function	admin/updateto2.0.php

7 Custom Fields in XRMS CRM

In almost all CRM installations, it eventually becomes necessary to extend the data collected on Companies, Contacts, Activities, etc. to better fit your business. XRMS provides an easy way to do this for many installations without writing custom plugins of your own by enabling the 'custom_fields' plugin.

7.1 Manage Custom Fields

There are different types of information that need to be maintained to ensure that the XRMS application runs according to user specifications. Administrators can add, edit, and delete fields that need to appear in different screens as well as specify where these fields should be displayed within a given screen.

7.1.1 Section Author

This section (and the custom_fields plugin) was written by Keith Edmunds. Suggestions, errors and requests for use other than described in the previous paragraph should be sent to keith@tiger-computing.co.uk.

7.1.2 Warning

DO NOT enable both the custom_fields plugin and its predecessor, the info plugin, on the same installation of XRMS: it WILL break XRMS. If this is done inadvertently, edit the include/plugin-cfg.php file and remove one of the two plugins.

7.1.3 History

This plugin began life as the 'server' plugin, and was specifically designed for a company that maintains servers at various customers' premises and wanted to record details of those servers within XRMS. It grew rapidly via contributions from both the core XRMS developers and external users, and was renamed the 'info' plugin. This rapid growth and broadening of scope made the plugin far more useful, but it also made the code behind it too complex and very difficult to maintain. In the Summer of 2005 it was completely rewritten with a more appropriate internal architecture and was renamed the custom_fields plugin, the new name more accurately reflecting the role it had come to fill.

7.1.4 Function

This plugin displays user-defined fields within XRMS. These fields may appear in a variety of places including:

- as an integrated part of the information displayed in the detail of contacts or companies
- as a separate section below the company details
- as an addition to the home, contacts or companies sidebar with a link to show more detail

The plugin needs to be configured by an administrator, but the data shown can be edited by all users.

7.1.5 Installation

7.1.5.1 Preparation

Before installation, ensure that the include/plugin-cfg.php file is writeable by the webserver process (typically Apache).

7.1.5.2 Enabling the plugin

From the "Administration" screen click on "Plugin Activation" from the foot of the sidebar. On next screen tick the checkbox next to "custom_fields" and click on the Submit button. The page should refresh with "plugin-cfg.php Config written successfully." at the foot of the page.

7.1.5.3 Table creation

The current version of XRMS at the time of writing (September 2005) requires the custom_fields database tables to be created manually although this may be automated in a future version of XRMS. To create them, the following information is required: the XRMS database name, the database username, and the database password. This information will be already defined in the include/vars.php file. Issue the following command, substituting the appropriate values for the uppercase italicised words:

```
$ cd YOUR-XRMS-DIRECTORY/plugins/custom-fields
```

```
$ mysql -u XRMS-USERNAME -p XRMS-DATABASE < custom-fields.sql
```

Enter the XRMS database user password when prompted.

7.1.6 Terminology

The custom_fields plugin is a very flexible and powerful plugin, and in order to clearly describe its functionality and management it is necessary to define some terms.

7.1.6.1 Custom Field

A Custom Field is the combination of a label and user data. Each field has a type; when being edited, the type determines how the user data may be displayed (a radio button, checkbox, text box, text area or select box). When not being edited the user data is always shown as text. In the example below the label is shown in bold and the user data in normal font.

Example:

Server Name: MailServer01

7.1.6.2 Custom Fields Object

A Custom Fields Object is a collection of one or more custom fields definitions . The Custom Fields Object does not contain any user data (see also Object Instance), but it does have a name (for example, "Servers").

Example:

Server Name:

IP Address:

On maintenance contract?

7.1.6.3 Object Instance

An Object Instance is a specific instance of a Custom Fields Object. It differs from the Custom Fields Object by virtue of the fact that it includes user data. There may be multiple instances of a given Custom Fields Object.

**An example of an instance of the "Servers"
Custom Fields Object:**

Server Name: MailServer01

IP Address: 10.0.4.1

On maintenance contract? Yes

7.1.7 Configuration

Configuration is carried out from the Manage Custom Fields screen, which in turn is accessed from the Administration screen by the Manage Custom Fields link located in the Plugins section. The layout of the Manage Custom Fields screen is shown below: On the left are a list of all defined Custom Field Objects. There are two pre-defined objects listed, Company Accounting and Contact Accounting. The second column of the table contains a link to enable the fields of the object to be edited, and the third column states where the object data will be displayed. On the right is a form for creating new Custom Field Objects, and below that is the current version of the custom_fields plugin.

Logged in as: user1 • [Logout](#)

XRMS
Open Source CRM

Manage Custom Fields

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Custom Fields Object Name	Fields	Display On
Company Accounting	Edit	company_accounting
Contact Accounting	Edit	contact_accounting

Add New Custom Fields Object

Name

Display On

Custom Fields plugin X1.0

Figure 66: The Manage Custom Fields screen

7.1.7.1 About Display On

There are seven locations that may display custom fields, each described below.

company_accounting
Fields displayed on company_accounting are shown within the company detail screen. In the example below, the Accountant Name and VAT fields are custom fields displayed on company_accounting:

Logged in as: user1 • [Logout](#)

XRMS
Open Source CRM

Company Details : Bushwood Components

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#) • [Cases](#) • [Files](#) • [Reports](#) • [Administration](#) • [Preferences](#)

Changes saved.

Company Details

Company Name: Bushwood Components	Account Status: Approved
Code: BUSH01	Credit Limit: \$100,000.00
Industry: Other	Rating: Good
CRM Status: Prospect	Terms: 10 days
Account Owner: User One	Accountant Name: James Smith
Phone: 8005552000	VAT: Yes
Alt. Phone: 8005552001	Company Source: Other
Fax: 8005552002	
URL: http://www.bushwood.com	
Address: 11 Platinum Drive Los Angeles, CA 90001	Created: 2003-01-01 by User One
	Last Modified: 2005-09-17 by User One

(Bushwood Components is a fictitious company.)<p>This field can be used to hold a paragraph or two of text (either plain or HTML) about a company.

[Edit](#) [Admin](#) [Clone](#) [Addresses](#) [Divisions](#)

Categories

No categories

[Manage](#)

Opportunities [Hide](#)

No matches

[Select Column Layouts](#)

Open Cases [Hide](#)

No matches

[Select Column Layouts](#)

Figure 67: An example of company_accounting field

contact_accounting
Fields displayed on contact_accounting are very similar to those displayed on company_accounting fields except that they are displayed within the contact detail page rather than the company detail page.

Activities [Filter Activities](#) [Hide](#)

[Summary](#) [Owner \(G\)](#) [Type \(G\)](#) [Contact \(G\)](#) [About](#) [Scheduled Start](#) [Scheduled End](#)

No matches

[Select Column Layouts](#) [Calendar View](#) [Export](#) [Mail Merge](#) [Browse](#)

Courses run

Course Name: Etymology 101	Notes: Course was very well received with an average feedback mark of 9.98
Date: 22 August 2005	
Number of attendees: 7	

[Edit](#) [Delete](#)

company_content_bottom

Fields displayed on company_contact_bottom are shown as a separate section at the foot of the company detail page. In the following example some information about courses run for a company has been added to the foot of the company detail page:

Sidebar displays

There are four sidebar displays as detailed in the table below:

7.1.7.2 Display on Notes

- company_sidebar_bottom Shown at the bottom of the sidebar on the company detail page
- contact_sidebar_top Shown at the top of the sidebar on the contact detail page
- contact_sidebar_bottom Shown at the bottom of the sidebar on the contact detail page
- private_sidebar_bottom Shown at the bottom of the sidebar on the home page

Each sidebar displays some details of the object concerned, and has a link to show the full detail. In this example the bottom of the company sidebar shows some information about a server at this company:

Files			
Name	Size	Owner	Date
No attached files			
New			

Servers	
MailServer01	
IP address	10.0.8.4
New	

Figure 69: company_sidebar_bottom object

7.1.8 Creating and editing Custom Field Objects

7.1.8.1 Editing the Company and Contact Accounting fields

To edit the Accounting objects, click on the Edit link in the Fields column. This displays the Edit Field Definitions screen as shown below:

As there are currently no defined fields for this object, XRMS has helpfully inserted a blank field.

By way of example, we will create two fields in the Company Accounting Object. The first will be a text field labeled "Accountant Name", and the second will be a yes/no select box labelled VAT (a type of tax). In Label box type "Accountant Name" and click "Save and add another field". The screen will now appear as follows:

To define the second field, type "VAT" in the blank Label box and select "select" in the Type box. The range of possible values should be comma-separated, so before saving the screen will look as follows:

Click on the Save Changes button to return to the Manage Custom Fields screen.

XRMS Open Source CRM

Logged in as: user1 • [Logout](#)

Edit Field Definitions: Company Accounting

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

Label	Type	Default Value	Possible Values	Order
	text			

Save Changes Save and add another field Back

Figure 70: The Edit Field Definitions screen

XRMS Open Source CRM

Logged in as: user1 • [Logout](#)

Edit Field Definitions: Company Accounting

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

Label	Type	Default Value	Possible Values	Order
Accountant Name	text			0
	text			

Save Changes Save and add another field Back

Figure 71: Adding custom fields to an object

XRMS Open Source CRM

Logged in as: user1 • [Logout](#)

Edit Field Definitions: Company Accounting

Home • Activities • Companies • Contacts • Campaigns • Opportunities • Cases • Files • Reports • Administration • Preferences

Label	Type	Default Value	Possible Values	Order
Accountant Name	text			0
VAT	select		Yes,No	

Save Changes Save and add another field Back

Figure 72: The completed company_accounting field definitions

7.1.8.2 Creating a company_content_bottom object

In this example, we will create an object to display details of training courses we have run for each company. On the right of the Manage Custom Fields screen, create a "Courses run" object to be displayed on company_content_bottom as follows:

After clicking on Add, the "Courses run" object will appear in the Custom Fields Object Name list on the Manage Custom Fields page. Click on the corresponding Edit link and fill in the definitions as shown below. After entering the first field, Course

Name, click on "Save and add another field" and enter the second field. Continue in this way until all field definitions are entered:

Note that the "Notes" field is of type "textarea" and also that it is to be displayed in column 2. The "order" and "column" attributes are discussed further in the next section. Click on "Save Changes" and go to a company detail page. The foot of that page now has an empty "Courses run" object:

Figure 73: Creating the "Courses run" object

Field Definitions						
Label	Type	Default Value	Possible Values	Order	Column	
Course Name	text			0	1	Delete
Date	text			1	1	Delete
Number of attendees	text			2	1	Delete
Notes	textarea				2	
Save Changes Save and add another field Back						

Figure 74: Field definitions for the "Courses run" object

Figure 75: Empty "Courses run" display

A user can click on "New" to enter details of a new course run. The example below shows two courses that have been added to a company page:

Note that each entry has its own Edit and Delete button, and that there is one New button for adding more courses.

7.1.8.3 Creating a sidebar object

For this example, we will create a "Servers" object and have it display at the foot of the company sidebar. On the right of the Manage Custom Fields screen, create an object named "Servers" to be displayed on company_sidebar_bottom. Add the fields as described earlier on page 9 to get the field definitions shown below:

Note the following points:

- The "IP address" field will be displayed in the sidebar ("Display in Sidebar" is checked), but the other fields will only be visible in the detailed view.
- Two columns are used, with "Configuration Notes" appearing in column two. There is no limit to

Courses run

Course Name: Etymology 101 Date: 22 August 2005 Number of attendees: 7	Notes: Course was very well received with an average feedback mark of 9.98
Edit Delete	
Course Name: Housework for men 101 Date: 2 September 2005 Number of attendees: 2	Notes: Candidates were not well motivated.
Edit Delete	
New	

Figure 76: Two "Courses run" objects

Label	Type	Default Value	Possible Values	Order	Column	Display in Sidebar?	
Server Name	text			0	1	<input type="checkbox"/>	Delete
IP address	text			1	1	<input checked="" type="checkbox"/>	Delete
Automatic backups?	checkbox			2	1	<input type="checkbox"/>	Delete
Vendor	select		HP,IBM,Dell	3	1	<input type="checkbox"/>	Delete
Configuration Notes	textarea			0	2	<input type="checkbox"/>	Delete

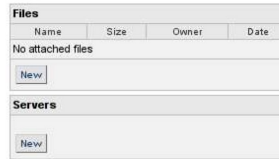
Name field: Server Name [Save Changes](#) [Add new field](#) [Back](#)

Figure 77: Field definitions for sidebar object

- the number of columns that can be defined, and each column can be given any arbitrary name.
- Columns will be displayed in alphabetical order, so "8" comes before "9", "10" comes before "2", and "middle" comes after "first" and also after "last".
- Within in any one column the fields are displayed in the order dictated by the "order" attribute following the same rules as for columns. If no order is specified then fields will be displayed in the order in which they are created.
- Any field can be deleted by clicking on the "Delete" button. Note: currently there is no confirmation before the field is deleted.
- At the foot of the screen the "Name field" selector. The field selected here will be used as the text of the link to display the full details of this object (see below). Only text fields may be selected as the Name Field.

After saving the above definitions, an entry will appear at the foot of the company sidebar:

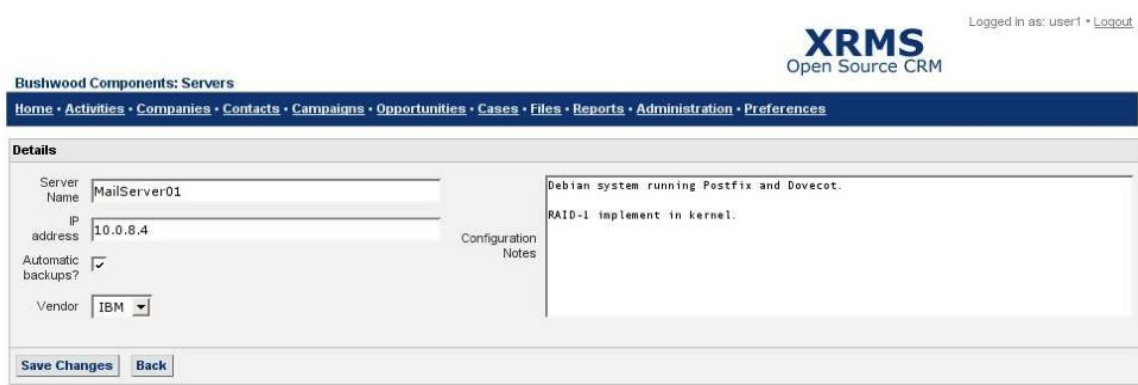
- Clicking on the New button will allow a specific instance of a Servers object to be defined as shown below:



The screenshot shows a sidebar with two sections: 'Files' and 'Servers'. Each section has a table with columns 'Name', 'Size', 'Owner', and 'Date'. Below each table is a 'No attached files' or 'No attached servers' message and a 'New' button.

Figure 78: Sidebar with empty object

- After saving this definition, the corresponding company sidebar will appear as shown below:



The screenshot shows the XRMS Open Source CRM interface. The top navigation bar includes 'Home', 'Activities', 'Companies', 'Contacts', 'Campaigns', 'Opportunities', 'Cases', 'Files', 'Reports', 'Administration', and 'Preferences'. The 'Servers' sidebar is visible, showing details for 'MailServer01' with IP address '10.0.8.4'. The 'Automatic backups?' checkbox is checked, and the 'Vendor' is set to 'IBM'. The 'Configuration Notes' field contains the text: 'Debian system running Postfix and Dovecot. RAID-1 implement in kernel.' At the bottom, there are 'Save Changes' and 'Back' buttons.

Figure 79: Defining a sidebar instance

Note that the IP address (only) is show in the sidebar, and that the link to show the full details is the name of the server (the "Name field" defined for this object). Clicking on that link shows the full details:

7.2 Manage Info Types

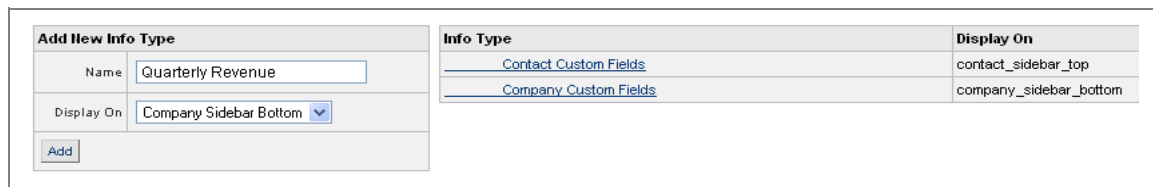
The original method of adding custom fields to XRMS was via the 'info' plugin. This plugin is now deprecated, and will be removed from XRMS version 2.0.0, so don't use it if you can avoid it. See the section below on converting from the info plugin to the custom_fields plugin.

There are different types of information that need to be maintained to ensure that the XRMS application runs according to user specifications. Administrators can add, edit, and delete fields that need to appear in different screens as well as specify where these fields should be displayed within a given screen.

7.2.1 Add an Info type

To add an info type, do the following:

1. Navigate to Administration>Plugins and click the **Manage Info Types** link to reach the Manage Info Types screen.



The screenshot shows the 'Manage Info Types' interface. On the left is the 'Add New Info Type' form with fields for 'Name' (containing 'Quarterly Revenue') and 'Display On' (a dropdown menu set to 'Company Sidebar Bottom'), and an 'Add' button. On the right is a table listing existing info types.

Info Type	Display On
Contact Custom Fields	contact_sidebar_top
Company Custom Fields	company_sidebar_bottom

Figure 80: Manage Info Types

2. In the Add New Info Type box, enter the fields as given in the table below:

Name: Enter the name of the new info type.
Display On: Choose the position of display of this info type to the user from the drop-down list.

3. Click **Add** to see the new info type added to the list of Info Types on the left side in the Manage Info Types screen.

7.2.2 Editing and Deleting Info Types

To edit an info type, follow the steps below:

1. Navigate to Administration>Plugins and click the **Manage Info Types** link to reach the Manage Info Types screen, see Figure 80.
2. From the list of info types on the left side of the screen, click the name of the info type that you want to edit. You see the Edit Info Type Information screen.

Edit Info Type Information	
Name	<input type="text" value="Quarterly Revenue"/>
Display On	<input type="text" value="Company Sidebar Bottom"/> ▼
<input type="button" value="Save Changes"/>	
Delete Info Type	
Click the button below to permanently remove this item.	
Note: This action CANNOT be undone!	
<input type="button" value="Delete"/>	

Figure 81: Info Type Details

3. To make changes, go to the Edit Info Type Information box. All the fields are explained in Manage Info Types screen, see Figure 80.
4. After you edit the fields, click **Save Changes**.

To delete an info type

Navigate to the Administration>Manage Info Types link to reach the Manage Info Types screen, see Figure 80.

From the list of info types on the left side of the Manage Info Types screen, click the name of the info type that you want to edit. You see the Info Type Details: < Info type> screen, see Figure 81.

In the Delete Info Type box, click **Delete** to remove the info type.

7.3 Converting 'info' plugin data to 'custom_fields' plugin

Included with the custom_fields plugin is a script to import data from the 'info' plugin.

THIS SCRIPT IS NOT OFFICIALLY SUPPORTED: USE AT YOUR OWN RISK.

Our testing of the upgrade script successfully upgraded a complex production installation of the info plugin with thousands of entries across several info types. We believe that it is stable and the best method of upgrading to the custom_fields code. We recommend (as with any major upgrade) that you take a complete backup of your database before attempting the upgrade.

1. Steps to import data from the 'info' plugin:
2. Carry out a full backup of your XRMS database.
3. Create the custom_fields database tables (see the custom_fields plugin documentation).
4. Ensure that you are the only person accessing the XRMS database.
5. In a browser, navigate to `plugins/custom_fields/admin/info_to_cf.php` under your XRMS root URL.
6. The script will run and output some information messages.
7. Navigate to your root XRMS URL, then disable the 'info' plugin and enable the 'custom_fields' plugin as described in the custom_fields plugin documentation.
8. Depending on the version of the 'info' plugin that was used to create the info fields, there may be some spurious 'Name' fields in non-sidebar displays. These can be cleaned up from the custom_fields administration screens.

8 Data Integrity Administration

The features that come under this section: Database Structure Update and Data Cleanup are used to upgrade and ensure the integrity of XRMS database data.

8.1 Database Structure Update

A Database Structure Update should be performed after every upgrade of XRMS. This is a non-destructive routine to bring your database structures and default data up to date. Failure to perform a database structure update after an upgrade may result in errors or non-working features.

The developers have worked pretty hard to make sure that upgrades go smoothly, because we are all running current CVS in production at our current companies. If we didn't automate this, our installations would break as well.

If you were up to date (CVS) as of 2004-03-17 or later, all you should need to do to upgrade XRMS is install the new code files and run this routine. If you are starting from code older than the March 2004 date above, contact the development team for assistance, as the process is more complicated.

8.2 Data Cleanup

The Data Cleanup routines are mostly deprecated at this time, and will probably be removed from a future version of XRMS. They are non-destructive routines to check for problems in data integrity and correct them. Most of these problems occurred early in XRMS's history, and no new checks have been added to this method since 2005-01-09.

9 Import/Export

Importing and exporting company data is a crucial task for many XRMS users.

The different data types imported to and exported from XRMS are shown in Appendix 2–Default Import Formats.

9.1 Import Companies and Contacts

Only a single company record is stored in XRMS with the contacts of each company related to the company record.

Data imported contains the following information:

- Acct. Owner
- CRM Status
- Company Source
- Category
- Industry
- Account Status
- Rating

To import company or contact information into the XRMS database, follow the steps below:

1. Click on the **Administration** link in the XRMS top bar to see the Administration screen (See Figure 1).
2. Go to the Import/Export Box.



Figure 82: Import/Export Box

3. Click the **Import Companies/Contacts** link to see the Import screen that contains the Import Companies dialog that displays fields to import company data.

Import

[Home](#) • [Activities](#) • [Companies](#) • [Contacts](#) • [Campaigns](#) • [Opportunities](#)

Import Companies

File	<input type="text"/> <input data-bbox="868 367 982 399" type="button" value="Browse..."/>
Field Delimiter	<input checked="" type="radio"/> comma <input type="radio"/> tab <input type="radio"/> pipe <input type="radio"/> semi-colon
File Format	act2000 <input type="button" value="v"/>
Account Owner	One, User <input type="button" value="v"/>
CRM Status	Prospect <input type="button" value="v"/>
Company Source	Consultant <input type="button" value="v"/>
Category	General <input type="button" value="v"/>
Industry	Healthcare <input type="button" value="v"/>
Account Status	N/A <input type="button" value="v"/>
Rating	N/A <input type="button" value="v"/>
<input type="button" value="Import"/>	

Figure 83: Import Screen

4. Enter the fields in the Import Companies box as given in the table below:

File: Enter the path of the file that has to be imported, or click **Browse** to select the file.

Field Delimiter: Data is imported in a delimited form. The different delimiters are: comma, tab, pipe, or semi-colon. Select the radio button beside a delimiter to choose one.

File Format: Choose the file format from the drop-down list. File structures supported are: act2000, dunn-and-bradstreet, goldmine, salesforce, outlook, or the XRMS default format given in Appendix 2.

Account Owner: Employee assigned to establish a relationship with the company. Select the option from the drop-down list.

CRM Status: Status of the company with regard to its relationship with your company. For example: Lead, Prospect, Active, and so on. Select the option from the drop-down list.

Company Source: Means by which the company was identified. Select the option from the drop-down list.

Category: Choose the category of the company from the drop-down list.

Industry: Industry in which the company operates. Select the option from the drop-down list.

Account Status: Select the appropriate account status from the drop-down list.

Rating: Select the company rating from the drop-down list.

5. After you enter all the fields, click **Import**.

Imported data is displayed in the Preview Data screen where it is previewed and sent to the XRMS database.

NOTE:

When data is imported and there is no country assigned to the country field then the default value is USA. To change the country default, see Appendix 1–List of Country Codes.

The default value for gender is male.

9.2 Export Companies and Contacts

All XRMS data can be exported to a delimited file. This is exported in the default format – CSV. This applies to all the export features in the Import/Export box.

9.3 Export Companies/Contacts as LDAP/LDIF

This option will export an LDIF formatted file of XRMS data to be imported into a corporate LDAP Directory.

9.4 Export Companies with address and phone info

This option will export a comma separated list of company information with address and phone info.

10 Contributing to the XRMS CRM Project

Many people have asked how they may contribute code back to XRMS. We'll try to address most of those questions here.

If you wish to contribute documentation to XRMS, please contact a member of the development team or post to the SourceForge Forums.

If you wish to contribute code to XRMS, you should be working from the most current code possible. In the case of bug fixes, this may save you some work (someone else may have fixed it already), and in the case of enhancements or other more complex patches, it will save work for the developers by making very clear what has changed. For large, sweeping changes, you probably want to discuss your proposed change on the SourceForge Forums or the irc channel, so that the development team and the XRMS user community can comment on your proposed changes.

If you want to integrate third party software to XRMS, you should probably familiarize yourself with the Plugin architecture, as that is what plugins are for. If you find yourself needing more plugin hooks as you develop your plugin, let the development team know by posting to the Plugins Forum on SourceForge. Somebody there will be happy to help you.

Start with a clean checkout from CVS or with a release tarball or snapshot. The rest of these instructions will assume that you are working from a snapshot tarball, which uncompresses to a directory called xrms.devel. Change as required for your installation.

Update your installation from CVS using the following command from the directory above your working directory:

```
cvs -q -z3 -d :pserver:anonymous@cvs.sf.net:/cvsroot/xrms update -d xrms
```

You will see cvs 'P' - Patch, 'U' Update, and 'M' Merge your files

(vars.php, plugin-cfg.php, and include-locations.inc will most likely 'M' merge)

'C' denotes a conflict. You will need to examine the file with a conflict and resolve any problems. If you anticipate conflicts (e.g. it has been weeks since you did a cvs update), you should probably call cvs with the -n flag, which will just report on what will happen when you actually update, so that you will be warned of conflicts in advance.

Make the changes you need to current CVS code. Make a 'clean' copy of the files you intend to modify, you'll need it later for creating the patch.

***** Do frequent CVS updates. *****

We recommend doing a CVS update before each development session.

This makes life easier for everybody.

Always do a CVS update immediately before submitting patch files, and resolve and test any conflicts.

Once you've made your changes and are happy with the result, create a patch file for each file you changed using the following command:

```
diff -u3 origfile changedfile >> filename.patch
```

the -u3 parameter to diff is very important, because it creates a 'unified' diff with several lines of context. This allows the patch program to find where to insert the changed lines, even if the file has changed slightly since the patch was generated.

Post your patch with a description of the changes to the SourceForge Patches Forum. It often helps to submit both a patch file and a copy of the full,modified file.

One of the XRMS developers will review it and commit your changes to CVS.

Contributions made by you will be placed under Copyright by the "XRMS Development Team", unless you indicate differently.

Thanks for your interest in contributing to XRMS!

11 Translating XRMS

XRMS has been translated into over 15 languages at the release of v1.99

The XRMS Development Team greatly appreciates the efforts of the translators. Their effort makes the enterprise capabilities of XRMS CRM available to a broader audience around the world.

If you are reading this section and your native language is not English, it is probably because you are wondering how to translate XRMS into your language, or how to update the XRMS translation in your language to be more accurate or usable.

11.1 Translating XRMS into a new language

XRMS uses the GNU [gettext](#) libraries for translation. This provides a number of advantages over a custom translation scheme, including speed and the availability of tools to assist the translator.

If you wish to translate XRMS into your language, please contact the XRMS development team if you need assistance. We will do everything we can to assist you in preparing a new translation for XRMS.

11.1.1 Preparing to Translate

When working with a new translation, it is best to be working from current CVS so that you will have any new strings that have been added by new features since the previous release of XRMS.

You will need to go into the `xrms/locales` directory. Here, you should create a directory for your locale using the international standard four character locale codes. For example, French is `'fr_FR'` (there is already a complete French translation of XRMS), and Japanese is `'ja_JP'` (there is no Japanese translation of XRMS at this time). If you are using Linux or some other *nix or compatible operating system which uses case sensitive file and directory names, the capitalization of this directory is very important.

If you do not know the international code for your language, look in the `xrms/include/i18n.php` file. Many of the codes are already included in this file, and you should be able to find your language here.

Inside the new directory that you have just created, create a directory called `LC_MESSAGES` (capitalization is important).

Copy the `xrms/locales/xrms.pot` file into the new `LC_MESSAGES` directory. In our Japanese example, this would be `xrms/locales/ja_JP/LC_MESSAGES/`

Change the name of the `xrms.pot` file in your `LC_MESSAGES` directory to `'xrms.po'` (remove the trailing `'t'`: `xrms.pot`→`xrms.po`)

You can do the following two steps in one command from the `locales` directory like this:

```
cp xrms.pot ja_JP/LC_MESSAGES/xrms.po
```

You may now begin translating the `xrms.po` file in your language directory by filling in between the quotes in the `msgstr` lines:

```
msgid "ACL Administration"
```

```
msgstr "Administration des ACL "
```

The `msgid` lines are the original English string from the code, *don't change these strings*.

We recommend that you use a tool to assist you in translating, as doing this in a text editor is painful and often causes problems.

11.1.2 Tools for Translation

There are many free open source tools designed to make translation using `gettext` easier and safer for translators.

All of these tools will organize the strings to be translated, let the translator navigate from one string to the next, show you untranslated or problem strings, and compile and test the `.po` file for you. These tools will make translating the 1000+ strings in `XRMS` *much* faster than doing it by hand.

The `XRMS` translators report good success with these:

[PoEdit](#)

PoEdit is available for both Windows and *nix systems.

From the project page:

poEdit is cross-platform `gettext` catalogs (`.po` files) editor. It is built with [wxWidgets toolkit](#) and can run on any platform supported by it (although it was only tested on Unix with GTK+ and Windows). It aims to provide more convenient approach to editing catalogs than launching `vi` and editing the file by hand. Unlike other catalog editors, poEdit shows data in very compact way. Entries are arranged in a list, so that you can easily navigate large catalogs and immediately get an idea about how big part of the catalog is already translated, what needs translating and which parts are only translated in a "fuzzy" way.

[Gtranslator](#)

Gtranslator is a GNOME application, so will only run most easily on linux or other *nix systems, but may be able to be used on MS Windows with GTK installed.

From the project page:

gtranslator is an enhanced `gettext` po file editor for the [GNOME](#) desktop environment. It handles all forms of `gettext` po files like compiled `gettext` po files (**gmo/mo** files), compressed po files (**po.gz/po.bz2** etc.) and features many comfortable everyday usage features like Find/Replace, Auto Translation, Message Translation Learning, Messages Table (for having an overview of the translations/messages in the po file), Easy Navigation and Editing of translation messages & comments of the translation where accurate.

[KBabel](#)

Kbabel is a KDE application, so will only run under linux or other *nix systems. Kbabel is reported to be the most advanced and easy to use of these tools.

From the project page:

KBabel is a set of tools for editing and managing [gettext](#) PO files. Main part is a powerful and comfortable PO file editor which features full navigation capabilities, full editing functionality, possibility to search for translations in different dictionaries, spell and syntax checking, showing diffs and many more. Also included is a "Catalog Manager", a file manager view which helps keeping an overview of PO files. Last but not least it includes a standalone dictionary application as an additional possibility to access KBabel's powerful dictionaries.

11.1.3 Submitting Translations

New and updated XRMS translations can be submitted to the Sourceforge Patches Tracker on the XRMS project site, or may be mailed to a project team member.

New translations should be licensed under the GNU GPL or other [\[open license\]](#) or copyright should be assigned to XRMS Development Team developers.

Any translated .po file should pass `msgfmt -v -c -o /dev/null xrms.po test` without any warning or error messages.

Supported translations can be updated by the translation maintainer or member of the translation team. Other people should get approval from the translation maintainer or a member of the translation team. If a translation maintainer does not reply to emails, XRMS developers may assign maintenance of that translation to another person.

An unsupported translation can be updated by anyone who is willing to take over maintenance of that translation.

If a new translation uses a charset unsupported by existing XRMS decoding/encoding functions, there should be a charset mapping to unicode distributed under [\[open license\]](#) or public domain. Preferably, translations should be done in unicode unless there is a compelling reason to use a different Character Set.

11.2 Updating the XRMS translation for your language

We recommend that you first contact the translators of your language file. You can find this in the xrms.po file for your language. Coordinate with this person over suggested additions, corrections, or untranslated strings.

If you are unable to contact the translator, or the translator does not respond, contact the XRMS development team, and we'll do what we can to assist you.

Appendix 1–List of Country Codes

These country codes will be entered when a new installation is made. They may be different on other databases. You probably only need this list if you are doing a massive data import.

Country	Code	Country	Code
	1	Cayman Islands	41
Afghanistan	2	Central African Republic	42
Albania	3	Chad	43
Algeria	4	Chile	44
American Samoa	5	China	45
Andorra	6	Christmas Island	46
Angola	7	Cocos (Keeling) Islands	47
Anguilla	8	Colombia	48
Antarctica	9	Comoros	49
Antigua and Barbuda	10	Congo	50
Argentina	11	Cook Islands	51
Armenia	12	Costa Rica	52
Aruba	13	Croatia	53
Australia	14	Cuba	54
Austria	15	Cyprus	55
Azerbaijan	16	Czech Republic	56
Bahamas	17	Democratic People's Republic of Korea	57
Bahrain	18	Democratic Republic of the Congo	58
Bangladesh	19	Denmark	59
Barbados	20	Djibouti	60
Belarus	21	Dominica	61
Belgium	22	Dominican Republic	62
Belize	23	Ecuador	63
Benin	24	Egypt	64
Bermuda	25	El Salvador	65
Bhutan	26	Equatorial Guinea	66
Bolivia	27	Eritrea	67
Bosnia and Herzegovina	28	Estonia	68
Botswana	29	Ethiopia	69
Brazil	30	Faeroe Islands	70
British Virgin Islands	31	Falkland Islands (Malvinas)	71
Brunei Darussalam	32	Federated States of Micronesia	72
Bulgaria	33	Fiji	73
Burkina Faso	34	Finland	74
Burundi	35	France	75
??	36	France, metropolitan	76
Cambodia	37	French Guiana	77
Cameroon	38	French Polynesia	78
Canada	39	Gabon	79
Cape Verde	40	Gambia	80
Georgia	81	Lesotho	118
Germany	82	Liberia	119

Country	Code	Country	Code
Ghana	83	Libyan Arab Jamahiriya	120
Gibraltar	84	Liechtenstein	121
Greece	85	Lithuania	122
Greenland	86	Luxembourg	123
Grenada	87	Macau	124
Guadeloupe	88	Madagascar	125
Guam	89	Malawi	126
Guatemala	90	Malaysia	127
Guinea	91	Maldives	128
Guinea-Bissau	92	Mali	129
Guyana	93	Malta	130
Haiti	94	Marshall Islands	131
Holy See	95	Martinique	132
Honduras	96	Mauritania	133
Hong Kong Special Administrative Region of China	97	Mauritius	134
Hungary	98	Mayotte	135
Iceland	99	Mexico	136
India	100	Monaco	137
Indonesia	101	Mongolia	138
Iran	102	Montserrat	139
Iraq	103	Morocco	140
Ireland	104	Mozambique	141
Israel	105	Myanmar	142
Italy	106	Namibia	143
Jamaica	107	Nauru	144
Japan	108	Nepal	145
Jordan	109	Netherlands	146
Kazakhstan	110	Netherlands Antilles	147
Kenya	111	New Caledonia	148
Kiribati	112	New Zealand	149
Kuwait	113	Slovakia	187
Kyrgyzstan	114	Slovenia	188
Lao People's Democratic Republic	115	Solomon Islands	189
Latvia	116	Somalia	190
Lebanon	117	South Africa	191
Nicaragua	150	Spain	192
Niger	151	Sri Lanka	193
Nigeria	152	Sao Tome and Principe	194
Niue	153	Sudan	195
Norfolk Island	154	Suriname	196
Northern Mariana Islands	155	Swaziland	197
Norway	156	Sweden	198
Oman	157	Switzerland	199
Pakistan	158	Syrian Arab Republic	200
Palau	159	Taiwan	201
Panama	160	Tajikistan	202
Papua New Guinea	161	Thailand	203
Paraguay	162	The Former Yugoslav Republic of Macedonia	204

Country	Code	Country	Code
Peru	163	Togo	205
Philippines	164	Tonga	206
Poland	165	Trinidad and Tobago	207
Portugal	166	Tunisia	208
Puerto Rico	167	Turkey	209
Qatar	168	Turkmenistan	210
Republic of Korea	169	Turks and Caicos Islands	211
Republic of Moldova	170	Tuvalu	212
Romania	171	Uganda	213
Russian Federation	172	Ukraine	214
Rwanda	173	United Arab Emirates	215
Reunion	174	United Kingdom	216
Saint Helena	175	United Republic of Tanzania	217
Saint Kitts and Nevis	176	United States	218
Saint Lucia	177	United States Virgin Islands	219
Saint Pierre and Miquelon	178	Uruguay	220
Saint Vincent and the Grenadines	179	Uzbekistan	221
Samoa	180	Vanuatu	222
San Marino	181	Venezuela	223
Saudi Arabia	182	Zambia	227
Senegal	183	Zimbabwe	228
Seychelles	184		
Sierra Leone	185		
Singapore	186		
Viet Nam	224		
Yemen	225		
Yugoslavia	226		

Appendix 2–Default Import Formats

Check for updated mappings in admin/import.

This list is provided for convenience only.

Category	Default Import	Column No.	Category	Default Import	Column No.
//company info	company_name	1	//contact info	first_name	22
	legal_name	2		last_name	23
	division_name	3		email	24
	website	4		work_phone	25
	tax_id	5		home_phone	26
	extref1	6		fax	27
	extref2	7		division	28
	extref3	8		salutation	29
	company_custom1	9		date_of_birth	30
	company_custom2	10		summary	31
	company_custom3	11		title	32
	company_custom4	12		description	33
	employees	13		cell_phone	34
	revenue	14		aol	35
	credit_limit	15		yahoo	36
	terms	16		msn	37
	company_profile	17		interests	38
	company_code	18		contact_custom1	39
	phone	19		contact_custom2	40
	phone2	20		contact_custom3	41
	fax	21		contact_custom4	42
				contact_profile	43
				gender	44
			//address info	address_name	45
				line1	46
				line2	47
				city	48
				state	49
				postal_code	50
				country	51
				address_body	52
				use_pretty_address	53

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