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Creator (Descending) Term Definition Abbreviations Synonyms Labels

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Partner type Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Types of accounts that can be managed in Salesforce.com. Partner types depend on the nature of the relationship between this customer account and Solvay Group: SAP customer, Corporate Group, non SAP customer (prospect, non-buying entity, indirect customer).

Label(s)

- [account](#)

Partner sub-type Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

When creating a prospect account, the partner sub-type should be defined. There are 2 options: Sold-to & Ship-to, Ship-to

Label(s)

- [account](#)
- [partner_type](#)

Prospect Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Solvay's potential customer (sold-to or ship-to) not yet recorded in SAP

Label(s)

- [account](#)

Product qualified Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Type of opportunity available in Salesforce.com to be used whenever the product is known to, approved by and possibly being used by the customer, and that will generate growth.

Label(s)

- [opportunity](#)
- [opportunity_management](#)

Product requiring qualification Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Type of opportunity available in Salesforce.com to be used whenever product testing (laboratory and/or industrial) and approval is needed before closing the deal. Typically used in innovation projects.

Label(s)

- [opportunity](#)
- [opportunity_management](#)
- [testing](#)

PF1 Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Solvay Legacy SAP system

Label(s)

- [SAP](#)
- [SAP_integration](#)

Product family Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Product level 3

Label(s)

- [product](#)
- [Product](#)