

Abbreviations for WEGO used in Accolade

Abbreviation	Description	Metric	Deliverable Name
AIO	Advanced Innovation Office (R&I Function)	Entity	Key Milestones & Resource
ARTI	Advanced Research & Technology Innovation	Entity	Key Milestones & Resource
CAGR	Compound Annual Growth Rate	CAGR	Market Analysis
CAPEX	CAPital EXPenditures	CAPEX	Simplified Cash Flow
CAPEX	CAPital EXPenditures	CAPEX	Cash Flow Analysis
CTS	Customer Technical Support	Cross-functional coordination plan	Sales Plan
EBITDA	Earnings Before Interest, Taxes, Depreciation, and Amortization	EBITDA	Simplified Cash Flow
EBITDA	Earnings Before Interest, Taxes, Depreciation, and Amortization	EBITDA	Cash Flow Analysis
FMEA	Failure Mode Effects Analysis	helptext	Technical Approach
FTE	Full Time Equivalent	Number of FTE	Milestones & Resources
GBU KVD	Global Business Unit Key Value Driver	GBU KVD	Opportunity Charter
ITAR	International Traffic in Arms Regulations	text	Tool Project success probability
JDA	Joint Development Agreement	Commitment description with rationale	Business Development
JDA	Joint Development Agreement	IP Agreements	IP Strategy
LOI	Letter Of Intent	Commitment description with rationale	Business Development
(M)IRR	(Modified) Internal Rate of Return	MIRR	Cash Flow Analysis
MOU	Memorandum Of Understanding	Commitment description with rationale	Business Development
MSDS	Material Safety DataSheet	MSDS	Sales Plan
MSDS	Material Safety DataSheet	MSDS	Technical Approach
MSDS	Material Safety DataSheet	Is MSDS available ?	Product Stewardship
NDA	Non-Disclosure Agreement	IP Agreements	IP Strategy
NPV	Net Present Value	NPV	Cash Flow Analysis
OPEX	OPERating EXPenditures	OPEX	Simplified Cash Flow
OPEX	OPERating EXPenditures	OPEX	Cash Flow Analysis
OTC	Over The Counter	OTC current year	Dashboard Innovation Portfolio Balance & Value
P&ID	Piping & Instrumentation Diagram	helptext	Technical Approach
P&L	Profit and Loss	Project P&L impact	Cash Flow Analysis
PESTEL	Political, Economic, Social, Technological, Environmental & Legal analysis	helptext	Market Analysis
PFD	Process Flow Diagram	helptext	Technical Approach
QC	Quality Control plan	helptext	Capitalization situation
SG&A	Selling, General & Administrative Expense	SG&A	Cash Flow Analysis
SI	Sustainable Index	SI Assessment	Sustainable Development
SPM	Sustainable Portfolio Management tool	SPM	Opportunity scorecard
SPM	Sustainable Portfolio Management tool	SPM assessment / SPM category	Sustainable Development
VCI	Value Creation Index ?	VCI	Cash Flow Analysis
VOC	Voice Of the Customer	helptext	Market Analysis
WACC	Weighted Average Cost Of Capital	WACC	Cash Flow Analysis
WC	Working Capital	WC	Cash Flow Analysis

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