

zzzz <OBS> Price Advisor

Dashboard objectives

Price Advisor is the Novocare pricing tool that aims at providing sales and marketing teams with latest costing information as well as pricing guidelines that help them building their price offers.



Dashboard structure and indicators

Price Advisor pulls data from **multiple sources** (see "Data sources" section at the end of the page for more details), over a period of 24 months, and combines them into different tabs in one single dashboard.

Costs shown in Price Advisor are Integrated Costs, which is how Integrated Margin is calculated. [See here](#) what are the differences between Standard Variable Cost and Integrated Variable Cost.

Cost forecasts are derived from raw materials forecasts that are provided by Novocare purchasing team on a monthly basis for ~400 raw materials (see [1. Novocare Pricing Process](#)).

Tab	What's in it for you
Price / Cost evolution - Highlights	A consolidated view mainly aimed at top management to assess the risks (due to cost increase) and opportunities (by increasing prices).
Price / Cost evolution - Analysis	This tab contains 5 sub-sections: • <u>Forward Costing</u>: to see by customers / products how the finished product Integrated Variable Costs are forecasted to move in the next 3 months vs. the last time an order was placed and what would be the quarterly impact on the total Integrated Contribution Margin if selling prices were not adjusted accordingly (squeeze risks or desqueeze potential); • <u>Margin Policies</u>: to see what is the product Margin Policy defined by the Market (usually (Regional Market Director and/or Global Marketing Director), what would be the price increase to implement in order to be in line with the Margin Policy and what would be the annual impact on the total Integrated Contribution Margin if all selling prices were adjusted accordingly • <u>Combo</u>: combines the "Forward Costing" and "Margin Policies" tabs • <u>Order Prices</u>: • <u>Engagement</u>:
Price / Cost evolution - Report	Fully customizable report (like an Excel pivot table) which allows user to perform their own analysis.
Trend Visualization	Graphical display of selling prices, volumes and integrated contribution margins evolution, month by month or quarter by quarter.
Scatter Plots - Price Policies	Pricing dispersion among customers that buy the same products.
Scatter Plots - Margin Policies	Margin dispersion among customers that buy the same products.
Scatter Plots - 80 /15/5 Margins	

Sold Product List	This tab gives access to the following information: is a specific product sold already in a given Region? By which Market? In which packaging is it sold today? Is it a dangerous good? What is the lead time to get a product out of the Shipping / Manufacturing Plant? What is the minimum order? Has this material a Special Status? Accountability for data update: supply chain teams in respective plants. /!\ Contains incomplete information for Plants that are not under SAP system.
Bill of Materials	Bill of Materials of all finished products (specific users only).

The below table contains the list of all Price Advisor indicators and where they can be found in the dashboard. Select a dashboard tab to filter on its indicators or search for a specific indicator by typing its name.

/!\ Display is limited to 15 lines. Use > button to see other pages.

Use cases

The below slides show how Price Advisor can concretely be used in your daily job.

Click on  button below the slides to display in full screen size.

Review the high level cost forecast impact on your existing business

Navigating in a QlikView dashboard

Access here the [QlikView navigation tips](#)

Access

If you are a Salesforce.com user, access [via "My applications" tab](#). If you are not a Salesforce.com user, access [via QlikView portal](#), which requires you to be connected to Solvay network (in-situ or via VPN).

BU / Region / Country restrictions are based on a matrix that has been approved by Novecare ELT and that takes into account the job position.

Access restrictions for sales team are the following:

Role	Price Advisor						CRM Analytics	
	Past and future costs and margins			Price Policies		Active Product List	Sales Performance and Orderbook	
	Market	Region (Ship-to)	Product recipes (BoM)	Market	Region (Ship-to)		Market	Region (Ship-to)
ELT members	All Markets	All Regions	Yes	All Markets	All Regions	All Markets / Regions	All Markets	All Regions
Regional Market Director	All Markets	All Regions	Yes	All Markets	All Regions	All Markets / Regions	All Markets	All Regions
Global Marketing & Business Development Manager	All Markets	All Regions	Yes	All Markets	All Regions	All Markets / Regions	All Markets	All Regions
Key Account Manager	1 Market	All Regions	No	1 Market	All Regions	All Markets / Regions	1 Market	All Regions
Regional Account Manager	1 Market	1 Region	No	1 Market	All Regions	All Markets / Regions	1 Market	1 Region
Local Account Manager	1 Market	1 Country	No	1 Market	1 Region	All Markets / Regions	1 Market	Own sales

[Access here](#) the full matrix

[Request a Price Advisor access](#) for new users

Frequently Asked Questions

- Is Non-Refundable VAT for products exported out of China included in the Integrated Costs shown in Price Advisor?
No, it is not. You must use the [following spreadsheet](#) to calculate the Non-Refundable VAT impact.
- The Sales Rep name shown in Price Advisor is not correct (wrong sales rep associated to a given customer), what should I do?
You must contact your Customer Service Officer to perform the change in SAP.

- How can I be sure that I have understood the main aspects of Price Advisor tool?
[Take Price Advisor quiz to assess your capabilities](#)

Need help?

Contact [Novelcare Commercial Excellence teams](#)

Data sources

Cost Explorer sources are updated on the 9th of each month.

Source Type	Source Name	Content used in the dashboard
SAP Business Objects	PPS (orders) and P PE (invoices)	External sales and integrated margin by customer from both WP1 (Rhodia legacy) and PF1 (Solvay legacy) systems. Will soon (Q1 2020) be replaced by SAP BW Profit & Loss (P&L) query to be aligned with CRM Analytics.
Third party application	pVelocity	Finished products Bill of Materials and cost forecasts calculated based on raw materials cost forecasts provided by GBU purchasing teams. Will soon (Q1 2020) be replaced by a SAP BW query built internally.
SAP BW	QVSBS_QRY_MVC OPA06_0001 Integrated Costs	Integrated manufacturing costs : raw materials + packaging + freight / duties of intermediates transferred between Solvay plants + fixed (machine / man / amortization) costs.
SAP BW	BW_QRY_DAFICE 01_0001 Exchange rates	CAR3 exchange rate type. More details here about the different exchange rates types used within Solvay.
SAP BW	BW_QRY_DPN OV QV1_1 Material Master data	Most of data shown in tab "Sold Product List"
Google Spreadsheet	Margin Policies	Margin targets set by each BU (usually Regional Market Director, Business Development Manager or Global Marketing Director) at BU and Region level.
Google Spreadsheet	Engagement	Price increase objectives set by each BU (usually Regional Market Director) at Product and/or Customer level.
Google Spreadsheet	Contracted Business	List of signed customer contracts > 6 months maintained manually by each BU (usually Regional Market Director and/or Global Marketing Director)
Google Spreadsheet	Customer Segment	Classification of the Ship-to KA (end-user): Key Account, Direct Customer or Distributor. Information usually provided by each BU Global Marketing Director.
Google Spreadsheet	Cost / Value driven flag	Indication whether the product is rather Cost driven or Value driven. Information usually provided by each BU Global Marketing Director.
Google Spreadsheet	Push emails	Distribution list to send monthly alerts to Sales Rep, along with their Regional Market Directors, who are exposed to the bigger squeeze risk.