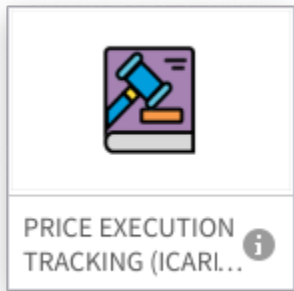


Price Execution tracking (Specialty Polymers only)

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- 1. Quote Approval Status
- 2. Deviation from List Prices
- 3. Deviation between Estimated & Invoiced Annual Volumes
- 4. Price Commitment over Time
 - 4.1 Quotes Products
 - 4.2 Quotes Value



The aim the Price Execution tracking page is to track prices quoted and deviations from standard practices (Payment Term, Price, Incoterms, Opportunity Bracket, Volumn, List Prices).

Data are coming from SFDC Icare price setting and quote module.

This page is currently only accessible to Specialty Polymers users



- Click on the displayed month buttons to select the time period (one specific month or multiple months) for your analysis.





- When the cursor moves above each bar, the number of deviations and % deviation are displayed;
- Available filters are listed under each chart which allows us to have more granular data. The chart(s) will be updated automatically every time you click on the button of one filter button. For example, on chart Deviation between Estimated & Invoiced Annual Volumes, Pricing Region is not selected (left) vs when Pricing Region is selected (right):

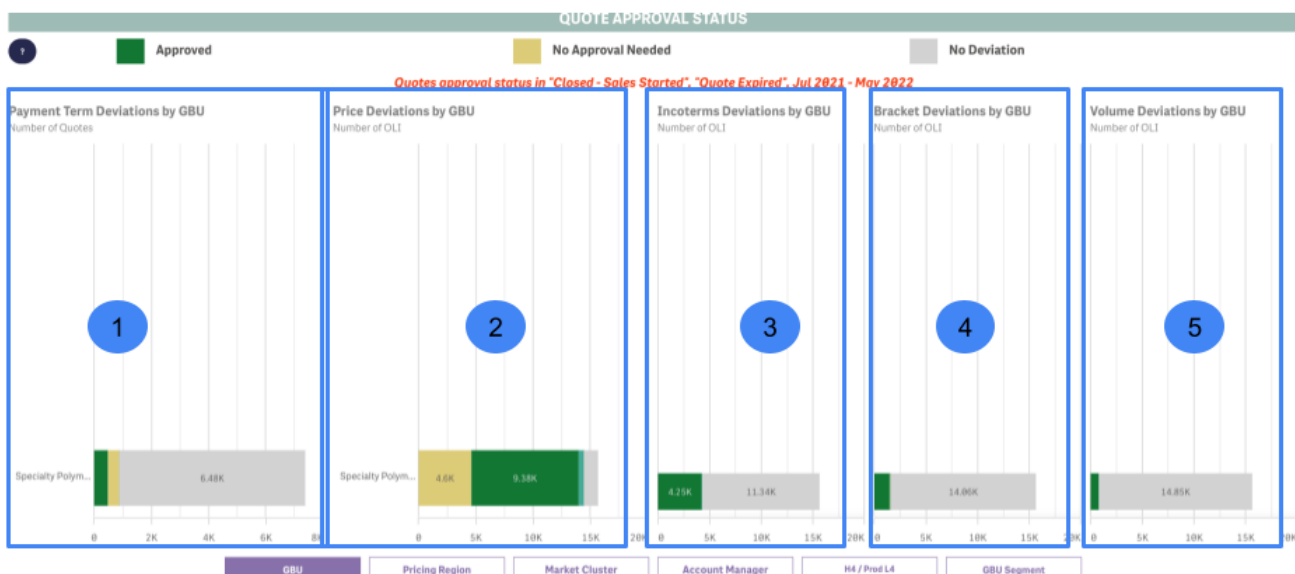


1. Quote Approval Status

The Quote Approval Status chart includes all the quotes created from Jul 2021, with the stage of "Closed - Sales Started" and "Quote Expired". Four quote approvals status are analyzed: "Approved", "No Approve Needed", "Approve Needed", "No Deviation" for each deviation measure.

Deviation measures

- Payment Term: The expected payment on a sale. A delay on the payment is a deviation.
- Price Deviation: A discount (not limited to) on the listed price
- Incoterms: a deviation on the commercial terms
- Bracket*: Opportunity Brackets are the object/records that ultimately will be sent to SAP and that contain the data for a specific "Pricing Condition".
- Volume deviation



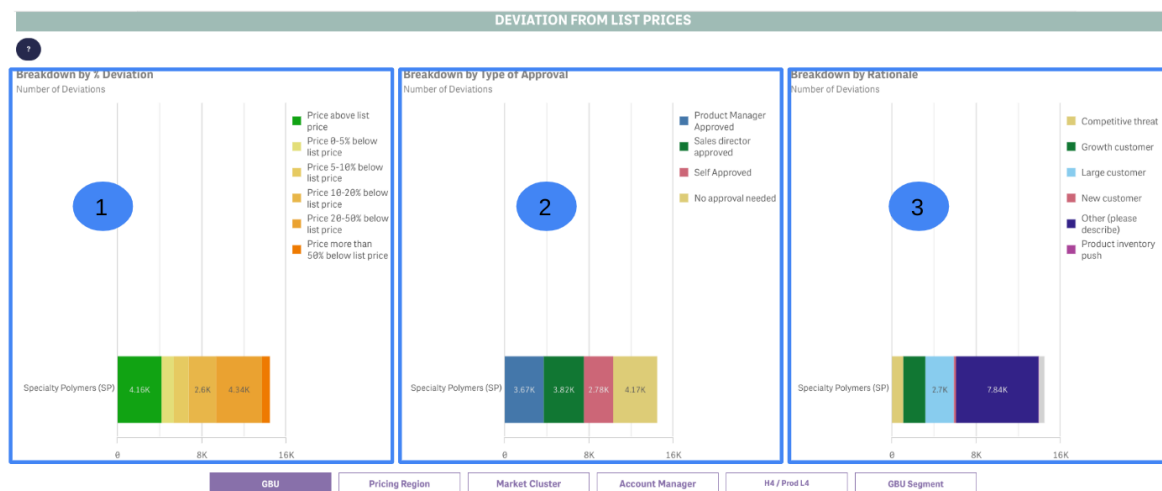
The **Payment Term Deviation by GBU** bar chart (**Chart 1**) provides us the number and percentage of total quotes of each quotes approval status within a selected period. The other four charts (**Chart 2-5**) provide info about the number of OLI** and percentage of total OLIs of each quote approval status.

*Opportunity bracket more info available on [this page](#)

**OLI refers to Opportunities Line Item

2. Deviation from List Prices

The Deviation from List Prices provided breakdown number of deviations based on % price deviation from the list price, type of approval and rationale with the help of three individual bar charts: **1) Breakdown by % Qty Deviation**, **2) Breakdown by Type of Approval**, **3) Breakdown by Rationales**.



Bar Chart 1 Breakdown by % of Deviation

The number of quotes breakdown based on if the price in the quote is above, 0-5% below, 5-10% below, 10-20% below, 20-50% below or more than 50% below the list price.

Bar Chart 2 Breakdown by Type of Approval

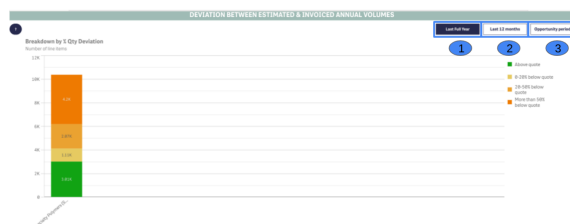
The number of quotes breakdown based on if the quote had been approved by product manager, sales director, self-approved or no approval needed.

Bar Chart 3 Breakdown by Rationale

The number of quotes breakdown based on if the justification of deviation is one of "competitive threat", "Growth customer", "Large customer", "New customer", "Other (please describe)", "Product inventory push".

3. Deviation between Estimated & Invoiced Annual Volumes

There is only one bar chart in this part of page, aiming at breakdown analysis of number of quotes as well as % of quotes in each quantity deviation range:



- Above quote
- 0-20% below quote
- 20-50% below quote
- More than 50% below quote.

This chart displays the analysis of three timelines, click on each button to switch the timeline selection.:

1) Last Full Year; 2) Last 12 months; 3) Opportunity period

4. Price Commitment over Time

4.1 Quotes Products

When "quotes Products" button on the top right of the chart is active, Y-axis refers to the number of OLIs created each month(based on Internal Valid to Month); and in each month bar, the total number OLIs is segmented into 4 categories:

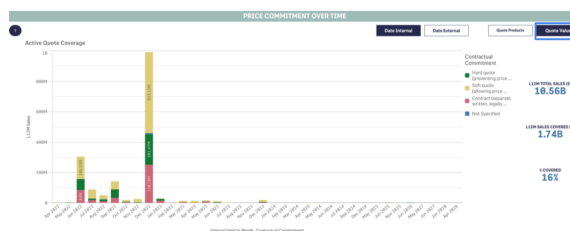
- Soft quote (allowing price renegotiation before end date)
- Contract (separate, written, legally binding document)
- Hard quote (preventing price renegotiation before end date)
- Not Specified



4.2 Quotes Value

When "quotes Value" button on the top right of the chart is active, Y-axis refers to the L12M sales covered by the quotes each month(based on Internal Valid to Month); and in each month bar, the total sales are segmented into 4 categories:

- Soft quote (allowing price renegotiation before end date)
- Contract (separate, written, legally binding document)
- Hard quote (preventing price renegotiation before end date)
- Not Specified



When looking at the active quote coverage chart, please pay attention to which quote validity method has been selected: Date Internal vs Date External.

Quote validity internal is usually longer than quote validity external.

Quote details are available in the table at the bottom of the page, with visibility of List Price and Invoices data.

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