

BW - DP - Budget Review (Core Query)

Basic Information

BW Server	WBP
Application	DP - Demand Planning
Query Name	BW - DP - Budget Review (Core Query)
Query Technical Name	BW_QRY_MVDYN11_0001
Core/Specific Scope	Core
Specific Reason	
Provider Name	Multi Provider MVDYN11
Usage type	
Expected users	

- [Basic Information](#)
- [Purpose of this query](#)
- [Access to the query](#)
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- [Characteristics](#)
 - [Default layout](#)
 - [Free Characteristics](#)
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 - [Description](#)
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 - [Dynamic naming of the key figure](#)
 - [Currency Conversion](#)
 - [Unit Conversion](#)
- [Cells](#)
- [Conditional Formatting](#)
- [FAQ](#)
 - [Question :](#)

Purpose of this query

To support monthly demand review and forecast follow-up compared to objectives (BFR6 / Budget) based on financial data. This report provides daily updates of forecast data, including Budget/BFR6 among different key figures : volume, value, unit price, contribution margin, gross margin (if available in Dynasys). The reference currency is €. Actual data are available such as Order Book and Invoiced history

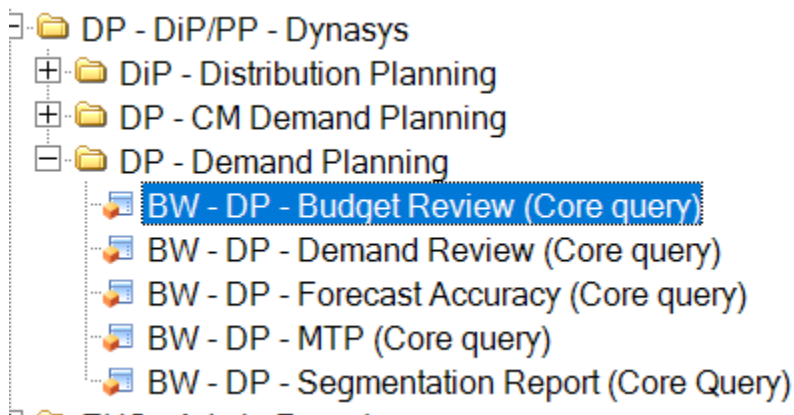
Gross History and Invoiced History Net Sales are updated once a month (6th), whereas other forecast figures are updated 4 times a day (around 7am, 2pm, 6pm, 11pm)

If you want to be informed alerted by email when the BW load is fully done you can ask to be added to the distribution list (Service One => catalogue>Data services>Reporting and Dashboarding>Reporting Tools>Change distribution lists for BW update message)

Access to the query

Go to BW Analysis > WBP > Role DP - DiP/PP - DynaSys > DP- Demand Planning

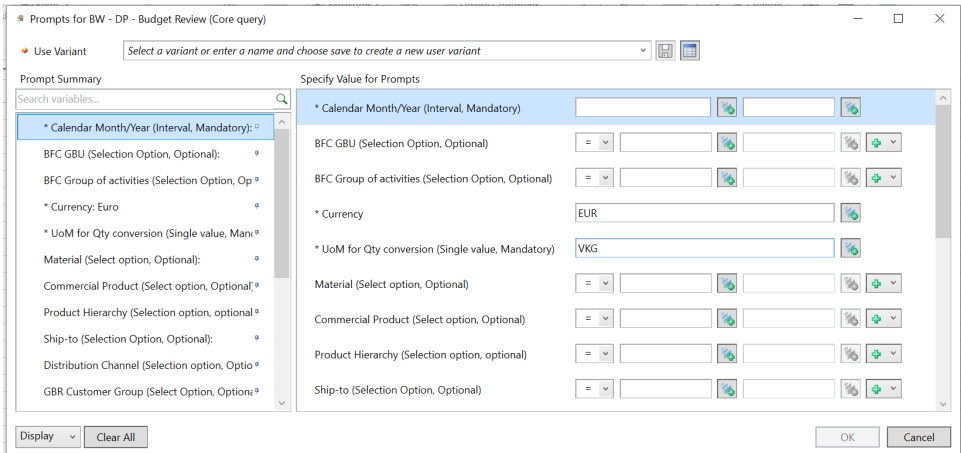
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Variables and selection screen

1. Calendar Year/Month is mandatory (MM.YYYY) as well as currency and UoM for Qty conversion
2. Currency is by default "EUR" ; UoM is by default "VKG"

3. Other prompts are optional



Filters

Object	Filter Value	Explanation

Characteristics

Default layout

Characteristic code	Characteristic Name	Explanation
C_MATNR2	Material	Material
C_SHIPTID	Ship-to	SAP Code + Name of Customer / place where the material is shipped

Free Characteristics

Characteristic code	Characteristic Name	Explanation
0CALMONTH	Calendar Year /Month	Text
0LOGSYS	Source System	No display to avoid the display of the prefix for compound characteristics.
0DISTR_CHAN	Distribution Channel	Key + Text Available for RCS only. For SOLVAY it corresponds to the 2 first characters of the BU.
CPFCTR1_2	BFC Global Business Unit	Key + Text

C_MATNR2__OP ROD_HIER	Prod. Hierarchy	Key + Text <table><tr><td>Prod. Hierarchy</td><td></td></tr><tr><td>17</td><td>Resin for H2O2 e-gra</td></tr><tr><td>180</td><td>H2O2 Distilled grade</td></tr><tr><td>181</td><td>H2O2 Standard Grades</td></tr><tr><td>184</td><td>H2O2 Special Grades</td></tr><tr><td>185</td><td>H2O2 Crude grades</td></tr><tr><td>18A</td><td>H2O2 Aseptic Grades</td></tr><tr><td>191</td><td>H2O2 HG PUR DS >1X</td></tr><tr><td>192</td><td>H2O2 HG PUR RESIN</td></tr></table>	Prod. Hierarchy		17	Resin for H2O2 e-gra	180	H2O2 Distilled grade	181	H2O2 Standard Grades	184	H2O2 Special Grades	185	H2O2 Crude grades	18A	H2O2 Aseptic Grades	191	H2O2 HG PUR DS >1X	192	H2O2 HG PUR RESIN																		
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C_DYN_017__C _SAL_GRP	Sales Group (SAP) Sales Group = Sales Rep for RCS WP1 Only Source : - M3 order for Solvay PF1 - Masterdata Ship-to/Sold-to Sales view if Sales Order - DynaSys table EXP_SHIPTO_DC_SR_MANUAL => DynaSys source to be removed <table><tr><th>Source System</th><th>Sales Group (SAP)</th><th></th></tr><tr><td>PF1_020</td><td>#</td><td>.</td></tr><tr><td>PF1_020</td><td>ZOF</td><td>A. VASILOPOULOU GR</td></tr><tr><td>PF1_020</td><td>FKI</td><td>Ah-Rim Kim</td></tr><tr><td>PF1_020</td><td>CDI</td><td>AIDA LJUTIC</td></tr></table> <table><tr><th>Source System</th><th>Sales Group (SAP)</th><th></th></tr><tr><td>WP1_400</td><td>2WQ</td><td>AE / EL-SABBAN Ayman</td></tr><tr><td>WP1_400</td><td>1YQ</td><td>AR / ADAMI Gonzalo</td></tr><tr><td>WP1_400</td><td>2EE</td><td>AR / BLANCO Gustavo</td></tr></table>	Source System	Sales Group (SAP)		PF1_020	#	.	PF1_020	ZOF	A. VASILOPOULOU GR	PF1_020	FKI	Ah-Rim Kim	PF1_020	CDI	AIDA LJUTIC	Source System	Sales Group (SAP)		WP1_400	2WQ	AE / EL-SABBAN Ayman	WP1_400	1YQ	AR / ADAMI Gonzalo	WP1_400	2EE	AR / BLANCO Gustavo
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C_SHTCTRY__C _GZONE	Geo Zone Key & Texts Geo Zone is defined at Country level <table><tr><th>Geo Zone</th><th></th></tr><tr><td>AP</td><td>ASIA PACIFIC</td></tr><tr><td>EU</td><td>EUROPE</td></tr><tr><td>LA</td><td>LATIN AMERICA</td></tr><tr><td>NA</td><td>NORTH AMERICA</td></tr></table> Last update was done in 29/01/2016 from WP1 table ZWFAT114 (MAGNITUDE - COUNTRIES) field Administr Transco 'EUR' => 'EU'; 'AMSU' => 'LA'; 'ASIA' => 'AP'; 'AMNC' => 'NA'	Geo Zone		AP	ASIA PACIFIC	EU	EUROPE	LA	LATIN AMERICA	NA	NORTH AMERICA																	
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C_DYN_005__C _TACTIC2	Tactical Material	Tactical Material for RCS PF1. <table> <tr> <th>Source System</th><th>Tactical Material</th><th></th></tr> <tr> <td>PF1_020</td><td>Z10-11695_SF</td><td>SD TGT<0,15 FLEXIBLE CONTAINER</td></tr> <tr> <td>PF1_020</td><td>Z10-12301_GR</td><td>SD TGT froide BULK</td></tr> <tr> <td>PF1_020</td><td>Z10-12570_GR</td><td>SD TGT 250/1000 BULK</td></tr> </table> Tactical Material for RCS WP1. <table> <tr> <th>Source System</th><th>Tactical Material</th><th></th></tr> <tr> <td>WP1 Client 400</td><td>0450_</td><td>SEMI FIN.&FINISH PDT</td></tr> <tr> <td></td><td>0451_</td><td>CHEM PROD >RAW MAT</td></tr> <tr> <td></td><td>Z33-18254_</td><td>S365MFC/S227EA93-07%</td></tr> <tr> <td></td><td>Z33-39158_</td><td>LiTFSI E0030</td></tr> </table>	Source System	Tactical Material		PF1_020	Z10-11695_SF	SD TGT<0,15 FLEXIBLE CONTAINER	PF1_020	Z10-12301_GR	SD TGT froide BULK	PF1_020	Z10-12570_GR	SD TGT 250/1000 BULK	Source System	Tactical Material		WP1 Client 400	0450_	SEMI FIN.&FINISH PDT		0451_	CHEM PROD >RAW MAT		Z33-18254_	S365MFC/S227EA93-07%		Z33-39158_	LiTFSI E0030
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C_CUSTOMR__ 0CITY	Ship-to City	For both SAP Ship-to and Sales Force Prospects																											
C_DYN_018__C _MPPLANT	Main Shipping Plant																												
C_MATNR2__C_ MATGR2	Packaging Type	For Solvay PF1 only <table> <tr> <th>Source System</th><th>Packaging Type</th><th></th></tr> <tr> <td>PF1_020</td><td>#</td><td>PF1_020/Not assigned</td></tr> <tr> <td>PF1_020</td><td>BI</td><td>JERRICAN</td></tr> <tr> <td>PF1_020</td><td>BO</td><td>BOTTLE</td></tr> </table> Not assigned in WP1	Source System	Packaging Type		PF1_020	#	PF1_020/Not assigned	PF1_020	BI	JERRICAN	PF1_020	BO	BOTTLE															
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C_MATNR2__C_ DIVISN	Division	Key + Text																											
C_DYN_010	BU	Key																											

C_DYN_018__C_MSHCOND	Main Shipping Cond.	Shipping Condition of the last M3 sales order not rejected (No reason for Rejection , Item Category M3N, most recent change on date) <table><tr><th>Main Shipping Cond.</th><th></th></tr><tr><td>PF1_020/10</td><td>Sea</td></tr><tr><td>PF1_020/12</td><td>Road -> Sea ctn 20ft</td></tr><tr><td>PF1_020/14</td><td>Road -> Sea ctn 40ft</td></tr><tr><td>PF1_020/1G</td><td>Rail -> Sea ctn 20ft</td></tr><tr><td>PF1_020/1R</td><td>Road _> Sea LCL</td></tr><tr><td>PF1_020/1S</td><td>Barge -> Sea 20" CTN</td></tr></table> Not assigned in WP1	Main Shipping Cond.		PF1_020/10	Sea	PF1_020/12	Road -> Sea ctn 20ft	PF1_020/14	Road -> Sea ctn 40ft	PF1_020/1G	Rail -> Sea ctn 20ft	PF1_020/1R	Road _> Sea LCL	PF1_020/1S	Barge -> Sea 20" CTN
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C_MATNR2__C_MAGRV	Packaging Materials	Only for RCS <table><tr><th>Source System</th><th>Packaging Materials</th><th></th></tr><tr><td>WP1_400</td><td>0001</td><td>Packed in Bulk</td></tr><tr><td>WP1_400</td><td>0005</td><td>Packed in Pallet</td></tr><tr><td>WP1_400</td><td>0007</td><td>Packed in transp.</td></tr></table> Not assigned in PF1	Source System	Packaging Materials		WP1_400	0001	Packed in Bulk	WP1_400	0005	Packed in Pallet	WP1_400	0007	Packed in transp.		
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C_DYN_021__C_DYN_020	Planning Zone	Managed in DynaSys at DFU level <table><tr><th>Planning Zone</th><th></th></tr><tr><td>AP</td><td>ASIA PACIFIC</td></tr><tr><td>EU</td><td>EUROPE</td></tr><tr><td>LA</td><td>LATIN AMERICA</td></tr><tr><td>NA</td><td>NORTH AMERICA</td></tr></table>	Planning Zone		AP	ASIA PACIFIC	EU	EUROPE	LA	LATIN AMERICA	NA	NORTH AMERICA				
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C_GBR14__C_GBR1	GBR End-Use (Application)	Previous to 30/10/2017, field was C_GBR5__C_GBR1 Important C_GBR34 end-uses for all GBUs has been created to replace - C_GBR14 end-uses for GBUs except Novocare - C_GBR24 end-uses for GBU Novocare To avoid heavy modification in QV queries / QV application, only mapping in MVDYN11 has been changed C_GBR34 Modification done 2021/01/18 Important BFC Activity 1 (C_MAGNIT2) has to be filled only for GBU = CS (Novocare), for others, as Soda in the future Data Browser: Table /BIC/PC_GBR34 Select Entries1
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C_DYN_021__C _DYN_023	ABC Class (manual)	Managed in DynaSys Not used by Novocare and not linked to l'ABC Class (Auto) For PF1 A Large accounts to be reviewed B Large accounts (medium impact) C Small accounts D Specific processes N Potential prospects + new <table border="1"> <thead> <tr> <th>Source System</th><th>ABC Class (manual)</th><th></th></tr> </thead> <tbody> <tr> <td>PF1_020</td><td>E</td><td>E</td></tr> <tr> <td>PF1_020</td><td>B</td><td>Large accounts (medium impact)</td></tr> <tr> <td>PF1_020</td><td>A</td><td>Large accounts to be reviewed</td></tr> <tr> <td>PF1_020</td><td>N</td><td>Potential prospects + new</td></tr> <tr> <td>PF1_020</td><td>C</td><td>Small accounts</td></tr> <tr> <td>PF1_020</td><td>D</td><td>Specific processes</td></tr> </tbody> </table> For WP1 <table border="1"> <thead> <tr> <th>Source System</th><th>ABC Class (manual)</th><th></th></tr> </thead> <tbody> <tr> <td>WP1_400</td><td>B</td><td>Large accounts (medium impact)</td></tr> <tr> <td>WP1_400</td><td>A</td><td>Large accounts to be reviewed</td></tr> <tr> <td>WP1_400</td><td>N</td><td>Potential prospects + new</td></tr> <tr> <td>WP1_400</td><td>C</td><td>Small accounts</td></tr> </tbody> </table>	Source System	ABC Class (manual)		PF1_020	E	E	PF1_020	B	Large accounts (medium impact)	PF1_020	A	Large accounts to be reviewed	PF1_020	N	Potential prospects + new	PF1_020	C	Small accounts	PF1_020	D	Specific processes	Source System	ABC Class (manual)		WP1_400	B	Large accounts (medium impact)	WP1_400	A	Large accounts to be reviewed	WP1_400	N	Potential prospects + new	WP1_400	C	Small accounts
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C_GBUZONE__ C_ZONEH1	GBU Zone (Hier. 1)	Key and Text Ship-to's GBU Zone (Hier. 1). Updated by flat file. Defined at GBU / Country level. It is defined GBU by GBU, so an update is requested in case of GBU change. Use ZBW_GBR to update GBU Zone (Hier. 1) => WIKI <table border="1"> <thead> <tr> <th>BFC Global Business Unit</th><th>GBU Zone (Hier. 1)</th><th></th></tr> </thead> <tbody> <tr> <td>AROMA PERFORMANCE</td><td>EU</td><td>Europe</td></tr> <tr> <td>AROMA PERFORMANCE</td><td>LA</td><td>Latin America</td></tr> <tr> <td>NOVECARE</td><td>AOT</td><td>Asia and other countries</td></tr> <tr> <td>NOVECARE</td><td>LA</td><td>Latin America</td></tr> </tbody> </table>	BFC Global Business Unit	GBU Zone (Hier. 1)		AROMA PERFORMANCE	EU	Europe	AROMA PERFORMANCE	LA	Latin America	NOVECARE	AOT	Asia and other countries	NOVECARE	LA	Latin America																					
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C_GBUZONE__ C_ZONEH2	GBU Zone (Hier. 2)	Key and Text. Defined at GBU / Country level. same as GBU Zone (Hier. 1) <table border="1"> <thead> <tr> <th>BFC Global Business Unit</th><th>GBU Zone (Hier. 2)</th><th></th></tr> </thead> <tbody> <tr> <td>AROMA PERFORMANCE</td><td>E28</td><td>EU27 + UK</td></tr> <tr> <td>AROMA PERFORMANCE</td><td>LA</td><td>Latin America</td></tr> <tr> <td>AROMA PERFORMANCE</td><td>MEA</td><td>MEA</td></tr> <tr> <td>NOVECARE</td><td>AND</td><td>Andean Pact</td></tr> </tbody> </table>	BFC Global Business Unit	GBU Zone (Hier. 2)		AROMA PERFORMANCE	E28	EU27 + UK	AROMA PERFORMANCE	LA	Latin America	AROMA PERFORMANCE	MEA	MEA	NOVECARE	AND	Andean Pact																					
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OG_CWWE01	IECRA	For WP1 only															
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C_GBR18__C_G BR19	GBR GBU Mat Group	Key and Text The notion of GBU material group exists only for WP1.															
		<table><tr><th>Source System</th><th>GBR GBU Mat Group</th><th></th></tr><tr><td>WP1_400</td><td>GPBU208591</td><td>ECLIPSE</td></tr><tr><td>WP1_400</td><td>GPBU202692</td><td>*OBSOLETE*</td></tr><tr><td>WP1_400</td><td>GPBU207976</td><td>A-602</td></tr><tr><td>WP1_400</td><td>GPBU201602</td><td>ABEX</td></tr></table>	Source System	GBR GBU Mat Group		WP1_400	GPBU208591	ECLIPSE	WP1_400	GPBU202692	*OBSOLETE*	WP1_400	GPBU207976	A-602	WP1_400	GPBU201602	ABEX
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C_GBR13__C_G BR9	GBR: Customer Sub Group	Key and Text															
		<table><tr><th>GBR: Customer Sub Group</th><th></th></tr><tr><td>GCBU103937</td><td>ADISSEO</td></tr><tr><td>GCBU103943</td><td>ARKEMA</td></tr><tr><td>GCBU103947</td><td>BARRY CALLEBAUT</td></tr><tr><td>GCBU103948</td><td>BASELL</td></tr><tr><td>GCBU103951</td><td>BORREGAARD</td></tr></table>	GBR: Customer Sub Group		GCBU103937	ADISSEO	GCBU103943	ARKEMA	GCBU103947	BARRY CALLEBAUT	GCBU103948	BASELL	GCBU103951	BORREGAARD			
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GCBU103951	BORREGAARD																
C_GBR13__C_G BR6	GBR GBU group (Ship-to)	Key + Text															
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C_GBR15__C_S HIPKA	GBR Ship-to KA	Key and Text															
		<table><tr><th>GBR Ship-to KA</th><th></th></tr><tr><td>800001</td><td>SOLVAY</td></tr><tr><td>801001</td><td>3V SIGMA S.P.A</td></tr><tr><td>801004</td><td>AIR PRODUCTS</td></tr><tr><td>801005</td><td>AKZO NOBEL</td></tr><tr><td>801007</td><td>ALBITALIA</td></tr><tr><td>801009</td><td>BAXTER</td></tr></table>	GBR Ship-to KA		800001	SOLVAY	801001	3V SIGMA S.P.A	801004	AIR PRODUCTS	801005	AKZO NOBEL	801007	ALBITALIA	801009	BAXTER	
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C_DYN_024__C_PROSP	Flag Prospect	Key and Text 'X' Prospect ' ' Ship-to <table><tr><th>Flag Prospect</th><th></th><th>Ship-to (incl.Prosp)</th></tr><tr><td>#</td><td>Ship-to</td><td>411811</td></tr><tr><td>#</td><td>Ship-to</td><td>1023171</td></tr><tr><td>#</td><td>Ship-to</td><td>402877</td></tr><tr><td>#</td><td>Ship-to</td><td>609920</td></tr></table> <table><tr><th>Flag Prospect</th><th></th><th>Ship-to (incl.Prosp)</th><th></th></tr><tr><td>X</td><td>Prospect</td><td>0020D72SAAS</td><td>TIBET JULONG COPPER CO.,LTD.</td></tr></table>	Flag Prospect		Ship-to (incl.Prosp)	#	Ship-to	411811	#	Ship-to	1023171	#	Ship-to	402877	#	Ship-to	609920	Flag Prospect		Ship-to (incl.Prosp)		X	Prospect	0020D72SAAS	TIBET JULONG COPPER CO.,LTD.
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0INFOPROV	InfoProvider	Key and Text																							
C_GBR18__C_GBR20	GBU Material Sub-grp	Key and Text <table><tr><th colspan="2">GBU Material Sub-Grp</th></tr><tr><td>IXOL M 125</td><td>GPBU110597</td></tr><tr><td>IXOL B 251</td><td>GPBU110538</td></tr><tr><td>D BULK</td><td>GPBU111641</td></tr><tr><td>TFAC</td><td>GPBU110637</td></tr></table>	GBU Material Sub-Grp		IXOL M 125	GPBU110597	IXOL B 251	GPBU110538	D BULK	GPBU111641	TFAC	GPBU110637													
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C_DYN_018__P RDFACT	Main Prod Plant	Attribute maintained only in DynaSys for RCS Material/Shipto <table><tr><td>Main Prod Plant</td><td></td></tr><tr><td>WP1_400/#</td><td>WP1_400/#</td></tr><tr><td>WP1_400/0194</td><td>6110 Anan</td></tr><tr><td>WP1_400/0214</td><td>6068 Oldbury</td></tr><tr><td>WP1_400/0224</td><td>6811 Liyang</td></tr><tr><td>WP1_400/0241</td><td>7424 Baltimore</td></tr><tr><td>WP1_400/0242</td><td>7424 Baton Rouge</td></tr></table>	Main Prod Plant		WP1_400/#	WP1_400/#	WP1_400/0194	6110 Anan	WP1_400/0214	6068 Oldbury	WP1_400/0224	6811 Liyang	WP1_400/0241	7424 Baltimore	WP1_400/0242	7424 Baton Rouge
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C_MATNR2__C_ LPROD	Product Line 00	Source SAP Source SAP - function module Z_WBW_DTS_SD_PROD_AXIS ex WP1 Material 101655 MARA: Display of Entries Found <														

C_SOTCTRY__C_ZONE	Sold-to BFC Geographie/Zone	Key + Text <table><thead><tr><th colspan="2">Sold-to BFC Geographie/Zone</th></tr></thead><tbody><tr><td>AP</td><td>ASIA PACIFIC + ROW</td></tr><tr><td>EU</td><td>EUROPE</td></tr><tr><td>LA</td><td>LATIN AMERICA</td></tr><tr><td>NA</td><td>NORTH AMERICA</td></tr><tr><td>#</td><td>Not allocated</td></tr></tbody></table> See rule for Ship-to one	Sold-to BFC Geographie/Zone		AP	ASIA PACIFIC + ROW	EU	EUROPE	LA	LATIN AMERICA	NA	NORTH AMERICA	#	Not allocated		
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C_DYN_005__C_GRPPGMI	Product Group (PGMI)	Available only for TS (filter on PGMI IC*) <table><thead><tr><th colspan="2">Product Group (PGMI)</th></tr></thead><tbody><tr><td>#</td><td>Not assigned</td></tr><tr><td>ICA1</td><td>1790/2908_TS_ADDITIVES</td></tr><tr><td>ICA2</td><td>HALS_TS_ADDITIVES</td></tr><tr><td>ICA3</td><td>CMU_TS_ADDITIVES</td></tr><tr><td>ICA4</td><td>TRIAZINES LIQUID_TS_ADDITIVES</td></tr><tr><td>ICA6</td><td>POLYMER ADDITIVES TOLL_TS_ADDITIVES</td></tr></tbody></table>	Product Group (PGMI)		#	Not assigned	ICA1	1790/2908_TS_ADDITIVES	ICA2	HALS_TS_ADDITIVES	ICA3	CMU_TS_ADDITIVES	ICA4	TRIAZINES LIQUID_TS_ADDITIVES	ICA6	POLYMER ADDITIVES TOLL_TS_ADDITIVES
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C_DYN_018__C_INCOTM2	Incoterms 2 (Solvay)	Key <table><thead><tr><th>Source System</th><th>Incoterms 2 (Solvay)</th></tr></thead><tbody><tr><td>PF1_020</td><td>PF1_020/#</td></tr><tr><td>PF1_020</td><td>PF1_020/ AROSIO (CO)</td></tr><tr><td>PF1_020</td><td>PF1_020/ BATALY RW STATION</td></tr></tbody></table>	Source System	Incoterms 2 (Solvay)	PF1_020	PF1_020/#	PF1_020	PF1_020/ AROSIO (CO)	PF1_020	PF1_020/ BATALY RW STATION						
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C_DYN_017__C _INCOTRM	Incoterms (RCS)	Key <table><tr><th>Source System</th><th>Incoterms (RCS)</th></tr><tr><td>WP1_400</td><td>#</td></tr><tr><td>WP1_400</td><td>CFR</td></tr><tr><td>WP1_400</td><td>CFR</td></tr></table>	Source System	Incoterms (RCS)	WP1_400	#	WP1_400	CFR	WP1_400	CFR																				
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C_GBR23__SGI NFO4	GBR Segment Info 4	Key RCS only (depending on IECRA) to be updated in case of IECRA / ERP BU creation/change <table><tr><th>Source System</th><th>Material</th><th></th><th>GBR Segment Info 4</th></tr><tr><td>WP1 Client 400</td><td>11360</td><td>DISTIL.CYCLOPENTANONE OT MET.DRUM 225L</td><td>ELECTRONICS</td></tr><tr><td></td><td></td><td></td><td>F&F 1</td></tr><tr><td></td><td></td><td></td><td>INDUSTRIAL APPLICATIONS</td></tr><tr><td></td><td></td><td></td><td>OTHERS PHARMA</td></tr><tr><td></td><td>11361</td><td>DISTIL.CYCLOPENTANONE BULK.</td><td>F&F 1</td></tr><tr><td></td><td>11372</td><td>RHODIANTAL ORIGINAL IBCH - 25KG DRUM</td><td>F&F OTHER</td></tr></table>	Source System	Material		GBR Segment Info 4	WP1 Client 400	11360	DISTIL.CYCLOPENTANONE OT MET.DRUM 225L	ELECTRONICS				F&F 1				INDUSTRIAL APPLICATIONS				OTHERS PHARMA		11361	DISTIL.CYCLOPENTANONE BULK.	F&F 1		11372	RHODIANTAL ORIGINAL IBCH - 25KG DRUM	F&F OTHER
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C_GBR23__SGI NFO5	GBR Segment Info 5	Key RCS only (depending on IECRA) to be updated in case of IECRA / ERP BU creation/change <table><tr><th>Source System</th><th>Material</th><th></th><th>GBR Segment Info 5</th></tr><tr><td>WP1 Client 400</td><td>11360</td><td>DISTIL.CYCLOPENTANONE OT MET.DRUM 225L</td><td>AP&E</td></tr><tr><td></td><td></td><td></td><td>F&F</td></tr><tr><td></td><td>11361</td><td>DISTIL.CYCLOPENTANONE BULK.</td><td>F&F</td></tr><tr><td></td><td>11372</td><td>RHODIANTAL ORIGINAL IBCH - 25KG DRUM</td><td>F&F</td></tr><tr><td></td><td>11380</td><td>RHODIANTAL CANDALUM - 25KG(30L) DRUM</td><td>F&F</td></tr><tr><td></td><td>11422</td><td>ORTHO-DIETHOXYBENZENE MET DRUM 200KG225L</td><td>AP&E</td></tr></table>	Source System	Material		GBR Segment Info 5	WP1 Client 400	11360	DISTIL.CYCLOPENTANONE OT MET.DRUM 225L	AP&E				F&F		11361	DISTIL.CYCLOPENTANONE BULK.	F&F		11372	RHODIANTAL ORIGINAL IBCH - 25KG DRUM	F&F		11380	RHODIANTAL CANDALUM - 25KG(30L) DRUM	F&F		11422	ORTHO-DIETHOXYBENZENE MET DRUM 200KG225L	AP&E
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C_DYN_017__C _FLGDIST	Distributor Flag	Texts but empty (flow will be implemented later) <table><tr><th>Source System</th><th>Distributor Flag</th></tr><tr><td>PF1_020</td><td>Direct</td></tr><tr><td>WP1_400</td><td>Direct</td></tr></table>	Source System	Distributor Flag	PF1_020	Direct	WP1_400	Direct																						
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C_MATNR2__C_ LIP02	Product Line 02	Texts Product Line 02 ALKOXYLATE BLEND ALKYL NAPHTHALENE SULFONATE ALKYLPHENOL ETHER SULFATE
0CALQUARTER	Cal. Year/Quarter	Key
0CALMONTH2	Calendar Month	Key
0CALYEAR	Calendar Year	Key
0CALQUART1	Quarter	Key
0LOC_CURRENCY	Local Currency	Key
0CURRENCY	Currency	Key
0UNIT	Unit of Measure	Key
C_MATNR2__C_ LIP03	Product line 03	Key and Text Only for RCS Source SystemProduct Line 03 WP1_400LIP0009020NON ALLOUE / PIL ECO WP1_400LIP0031468ACCO-PHOS 830 PROMOTER WP1_400LIP0031471ACORGA CB1000, MINING INT S-8631, 18399S WP1_400LIP0031474ACORGA M5640 SOLV EXTR REAG
C_TGBRC2__C_ ENTSEG3	GBR Enterprise Segment	Key + Text GBR Enterprise Segment #Not assigned SEGBU00050SPECIALTY SURFACTANT SEGBU00052SPECIALTY TANK MIX SEGBU00055SEED CARE SEGBU00056OTHERS SEGBU00061HERBICIDE

CPFCTR2_2	BFC Group of activities	Key + Text <table><tr><td colspan="2">BFC Group of activities</td></tr><tr><td>CHELC</td><td>ELECTRONIC CHEMICALS</td></tr><tr><td>CHFLO</td><td>FLUORINE</td></tr><tr><td>CSAGR</td><td>B.U. AGRO</td></tr><tr><td>CSAMI</td><td>B.U. AMINES</td></tr><tr><td>CSCOA</td><td>B.U. COATINGS</td></tr><tr><td>CSHHP</td><td>B.U. HOME & PERSONAL CARE</td></tr></table>	BFC Group of activities		CHELC	ELECTRONIC CHEMICALS	CHFLO	FLUORINE	CSAGR	B.U. AGRO	CSAMI	B.U. AMINES	CSCOA	B.U. COATINGS	CSHHP	B.U. HOME & PERSONAL CARE														
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C_MATNR2_C_B ISMT	Old Material Number	<table><tr><th>Source System</th><th>Material</th><th></th><th>Old Material Number</th></tr><tr><td>PF1 Client 020</td><td>32979</td><td>SE</td><td>103055</td></tr><tr><td></td><td>36323</td><td>HFP - HEXAFLUOROPROPYLENE *SM</td><td>301102-0-0000</td></tr><tr><td></td><td>39218</td><td>PVDC A736 *TA</td><td>36580</td></tr><tr><td></td><td>43969</td><td>TECNOFLON MB V5 MASTER BATCH @TRF S20PE</td><td>418831</td></tr><tr><td></td><td>44925</td><td>TFEM AZEOTROP *SM</td><td>309731</td></tr><tr><td></td><td>44926</td><td>PMVE *SM</td><td>418810</td></tr></table>	Source System	Material		Old Material Number	PF1 Client 020	32979	SE	103055		36323	HFP - HEXAFLUOROPROPYLENE *SM	301102-0-0000		39218	PVDC A736 *TA	36580		43969	TECNOFLON MB V5 MASTER BATCH @TRF S20PE	418831		44925	TFEM AZEOTROP *SM	309731		44926	PMVE *SM	418810
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C_DYN_053	Base Material PRCOM																													
C_DYN_061	Commercial Product	Commercial product For WP1 (C_MATNR2_C_PROD) <table><tr><td colspan="2">Commercial Product</td></tr><tr><td>90001609</td><td>TRIFLUOROACETIC ACID (TFA)</td></tr><tr><td>90001721</td><td>RHODIAROME</td></tr><tr><td>90001855</td><td>ABEX EP 110</td></tr><tr><td>90001928</td><td>ANTAROX BL 225</td></tr><tr><td>90001962</td><td>GEROPON T 77</td></tr></table>	Commercial Product		90001609	TRIFLUOROACETIC ACID (TFA)	90001721	RHODIAROME	90001855	ABEX EP 110	90001928	ANTAROX BL 225	90001962	GEROPON T 77																
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C_DYN_018__C_VEPART	Account Manager (M3)	PF1 notion from M3 Sales Orders <table><tr><th>Source System</th><th>Account Manager (M3)</th><th></th></tr><tr><td>PF1_020</td><td>0</td><td>0</td></tr><tr><td>PF1_020</td><td>41030743</td><td>41030743</td></tr><tr><td>PF1_020</td><td>63008305</td><td>Abdullah Nabil</td></tr><tr><td>PF1_020</td><td>52013262</td><td>ADRIAN SUSIANTO</td></tr></table>	Source System	Account Manager (M3)		PF1_020	0	0	PF1_020	41030743	41030743	PF1_020	63008305	Abdullah Nabil	PF1_020	52013262	ADRIAN SUSIANTO									
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C_DYN_017__C_SALEMP	Sales Employee (SAP)	Key + Texts For PF1 <table><tr><th>Source System</th><th>Sales Employee (SAP)</th><th></th></tr><tr><td>PF1_020</td><td>78030814</td><td>Adrian Richards</td></tr><tr><td>PF1_020</td><td>52013262</td><td>Adrian Susianto</td></tr><tr><td>PF1_020</td><td>22105730</td><td>Akiko Matsumoto</td></tr></table> For WP1 <table><tr><th>Source System</th><th>Sales Employee (SAP)</th><th></th></tr><tr><td>WP1_400</td><td>2WQ</td><td>AE / El-Sabban Ayman</td></tr><tr><td>WP1_400</td><td>1YQ</td><td>AR / ADAMI Gonzalo</td></tr><tr><td>WP1_400</td><td>2EE</td><td>AR / BLANCO Gustavo</td></tr></table>	Source System	Sales Employee (SAP)		PF1_020	78030814	Adrian Richards	PF1_020	52013262	Adrian Susianto	PF1_020	22105730	Akiko Matsumoto	Source System	Sales Employee (SAP)		WP1_400	2WQ	AE / El-Sabban Ayman	WP1_400	1YQ	AR / ADAMI Gonzalo	WP1_400	2EE	AR / BLANCO Gustavo
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C_DYN_017__C_ZIPART	ZI Partner (SAP)	Customer Service Officer (CSO) or CSR Contact Only filled for RCS, from SAP <table><tr><th>Source System</th><th>ZI Partner (SAP)</th><th></th></tr><tr><td>WP1_400</td><td>11580727</td><td>Maryvonne JEAN-LOUIS</td></tr><tr><td>WP1_400</td><td>11585424</td><td>Anne GUERINEAU-DESBORDES</td></tr><tr><td>WP1_400</td><td>12997389</td><td>Joelle RUTY</td></tr><tr><td>WP1_400</td><td>18030032</td><td>Dominique REBIERE</td></tr></table>	Source System	ZI Partner (SAP)		WP1_400	11580727	Maryvonne JEAN-LOUIS	WP1_400	11585424	Anne GUERINEAU-DESBORDES	WP1_400	12997389	Joelle RUTY	WP1_400	18030032	Dominique REBIERE									
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C_DYN_021__C_DYN_065	Sales Employee DYN	Managed in DynaSys <table><tr><th>Sales Employee (DYN)</th><th></th></tr><tr><td>PF1_020/00000471</td><td>Brian Muir</td></tr><tr><td>PF1_020/00000471</td><td>Brian Muir</td></tr><tr><td>PF1_020/00003042</td><td>Mario Sergio Avezu</td></tr></table>	Sales Employee (DYN)		PF1_020/00000471	Brian Muir	PF1_020/00000471	Brian Muir	PF1_020/00003042	Mario Sergio Avezu																
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C_DYN_021__C_DYN_066	Sales Assistant DYN	Managed in DynaSys <table><tr><td>Sales assistant (DYN</td><td></td></tr><tr><td>0</td><td>0</td></tr><tr><td>63018641</td><td>Victoria Nunez</td></tr><tr><td>1202964</td><td>Marco Stelter</td></tr></table>	Sales assistant (DYN		0	0	63018641	Victoria Nunez	1202964	Marco Stelter										
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63018641	Victoria Nunez																			
1202964	Marco Stelter																			
C_DYN_018__C_DYN_062	S&OP Planner	Used by Novecare + Special Chem From DynaSys <table><tr><td>BFC Global Business Unit</td><td>S&OP Planner</td><td></td></tr><tr><td>NOVE CARE</td><td>ARAMIRE1</td><td>Alejandro Ramirez</td></tr><tr><td>NOVE CARE</td><td>BMACINA</td><td>Berta MACINA</td></tr><tr><td>NOVE CARE</td><td>GUER1226</td><td>Lizeth Guerrero</td></tr><tr><td>NOVE CARE</td><td>HBAITZ</td><td>Henrique BAITZ</td></tr><tr><td>NOVE CARE</td><td>LSOUSA</td><td>Luciana SOUSA</td></tr></table>	BFC Global Business Unit	S&OP Planner		NOVE CARE	ARAMIRE1	Alejandro Ramirez	NOVE CARE	BMACINA	Berta MACINA	NOVE CARE	GUER1226	Lizeth Guerrero	NOVE CARE	HBAITZ	Henrique BAITZ	NOVE CARE	LSOUSA	Luciana SOUSA
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C_DYN_021__C_DYN_063	New Product Type	Used by PEROX From DynaSys <table><tr><td>BFC Global Business Unit</td><td>New Product Type</td></tr><tr><td>PEROXIDES</td><td>H2O2 NON TRADI</td></tr><tr><td>PEROXIDES</td><td>H2O2 TRADI</td></tr><tr><td>PEROXIDES</td><td>PAA</td></tr></table>	BFC Global Business Unit	New Product Type	PEROXIDES	H2O2 NON TRADI	PEROXIDES	H2O2 TRADI	PEROXIDES	PAA										
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C_DYN_024__C_DYN_064	CRM Prospect Code	CRM Prospect before transcodification to fit max length 11 characters																		
C_DYN_021__C_DYN_034	Active DFU (Y/N)	Key + Text (Yes/No) Managed in DynaSys																		
C_DYN_021__C_DYN_035	Replaced DFU (Y /N)	Key + Text (Yes/No) Managed in DynaSys																		
C_DYN_021__C_DYN_086	ABC variability	Key and Text Used by SA&D, and managed in DynaSys 3 Values : X Regular / Y Normal / Z Chaotic <table><tr><td>Source System</td><td>ABC Variability</td><td></td></tr><tr><td>PF1_020</td><td>X</td><td>Regular</td></tr><tr><td>PF1_020</td><td>Y</td><td>Normal</td></tr><tr><td>PF1_020</td><td>Z</td><td>Chaotic</td></tr></table>	Source System	ABC Variability		PF1_020	X	Regular	PF1_020	Y	Normal	PF1_020	Z	Chaotic						
Source System	ABC Variability																			
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C_SHIPTID__C_NAMECO	C/O (Ship-to)	Key <table><tr><th>Source System</th><th>C/O (Ship-to)</th></tr><tr><td>PF1_020</td><td>C/O ALPELOG</td></tr><tr><td>PF1_020</td><td>C/O ALPHA & OMEGA SEMICONDUCTOR</td></tr><tr><td>PF1_020</td><td>C/O AMERICAN BUSINESS PARK</td></tr></table>	Source System	C/O (Ship-to)	PF1_020	C/O ALPELOG	PF1_020	C/O ALPHA & OMEGA SEMICONDUCTOR	PF1_020	C/O AMERICAN BUSINESS PARK																											
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C_SOLDID__C_NAMECO	C/O (Sold-to)	Key <table><tr><th>Source System</th><th>C/O (Sold-to)</th></tr><tr><td>PF1_020</td><td>C/O AMERICAN BUSINESS PARK</td></tr><tr><td>PF1_020</td><td>C/O BADGER DISTRIBUTION</td></tr><tr><td>PF1_020</td><td>C/O BERGE MARITIMA</td></tr></table>	Source System	C/O (Sold-to)	PF1_020	C/O AMERICAN BUSINESS PARK	PF1_020	C/O BADGER DISTRIBUTION	PF1_020	C/O BERGE MARITIMA																											
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C_DYN_017__0_CUST_GRP2	Customer Group 2 'Customer Group 2' is renamed as 'GBU Segment' => It has been implemented mid-July 2023 (WO% 285066)	Customer Segmentation from the SAP SOLD-TO (caution if SOLD-TO has been forced in DynaSys, customer s Added 2020-01-18 CS1 - Strategic CS2 - Key Account CS3 - Critical Account CS4 - Transactional/Opportunity CS5 - Distributor CS6 - Not yet assigned (field TBC)																																			
C_MATNR2__C_LIP05	LIP05	Only for WP1 <table><tr><th>Source System</th><th>LIP05</th><th></th></tr><tr><td>WP1_400</td><td>LIP0400280</td><td>800 FATTY ACIDS</td></tr><tr><td>WP1_400</td><td>LIP0400281</td><td>800 SULFONATES</td></tr><tr><td>WP1_400</td><td>LIP0400283</td><td>ACORGA NR OR</td></tr><tr><td>WP1_400</td><td>LIP0400285</td><td>AERO 400</td></tr></table>	Source System	LIP05		WP1_400	LIP0400280	800 FATTY ACIDS	WP1_400	LIP0400281	800 SULFONATES	WP1_400	LIP0400283	ACORGA NR OR	WP1_400	LIP0400285	AERO 400																				
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C_GBR4__C_MA_KTCL	Market Cluster	Key and Text Market Cluster is linked to Corporate End-Use (C_GBR4 managed in GBR) Market Cluster is managed in PF1 (and soon in WP1) table ZSD_T_ENDU_MARKC Used by GBU Specialty Polymer <table><tr><th>Source System</th><th>Material</th><th></th><th>Market Cluster</th><th></th></tr><tr><td>PF1 Client 020</td><td>30649</td><td>CONVERSION VF2 *TH</td><td>IN</td><td>Electronics & Industrial</td></tr><tr><td></td><td>39218</td><td>PVDC A736 *TA</td><td>HE</td><td>Life Solutions</td></tr><tr><td></td><td>41496</td><td>VF2 *THF</td><td>IN</td><td>Electronics & Industrial</td></tr><tr><td></td><td>42890</td><td>PVDC A700 *TA</td><td>HE</td><td>Life Solutions</td></tr><tr><td></td><td>43793</td><td>HCL FLUOR 34 TG</td><td>IN</td><td>Electronics & Industrial</td></tr><tr><td></td><td>43969</td><td>TECNOFLON MB V5 MASTER BATCH @TRF S20PE</td><td>AA</td><td>Transportation</td></tr></table>	Source System	Material		Market Cluster		PF1 Client 020	30649	CONVERSION VF2 *TH	IN	Electronics & Industrial		39218	PVDC A736 *TA	HE	Life Solutions		41496	VF2 *THF	IN	Electronics & Industrial		42890	PVDC A700 *TA	HE	Life Solutions		43793	HCL FLUOR 34 TG	IN	Electronics & Industrial		43969	TECNOFLON MB V5 MASTER BATCH @TRF S20PE	AA	Transportation
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C_MATNR2	Material	Key + Text																																			
C_MATNR2__C_MAT_GRP	Material Group	Key + Text																																			
C_SHIPTID	SAP Ship-to	Key + Text																																			

C_DYN_024	SAP Ship-to (incl. Prosp)	Key + Text														
C_GBR15__C_S HIPK2	Ship-to KA Adjusted	Key + Text														
C_DYN_018__C _DYN_049	Stock Holding Strategy	Key + Test <table><tr><th colspan="2">Stock Hold. Strategy</th></tr><tr><td>MTO</td><td>Make To Order</td></tr><tr><td>MTS</td><td>Make To Stock</td></tr><tr><td>#</td><td>Not assigned</td></tr><tr><td>MTF</td><td>Make To Forecast</td></tr><tr><td>MTO</td><td>Make To Order</td></tr><tr><td>MTO-FB</td><td>Make To Order Full B</td></tr></table>	Stock Hold. Strategy		MTO	Make To Order	MTS	Make To Stock	#	Not assigned	MTF	Make To Forecast	MTO	Make To Order	MTO-FB	Make To Order Full B
Stock Hold. Strategy																
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MTS	Make To Stock															
#	Not assigned															
MTF	Make To Forecast															
MTO	Make To Order															
MTO-FB	Make To Order Full B															
C_DYN_085__C _TEAMCL	Team Cluster	Key Display Customer: Sales Area Data (Enhanced) Other Customer Sales Area Data Extra Master Data Customer 4407637 TOYODA GOSEI CO., LTD. Sales Org. 5846 SOLVAY SPOL JP Distr. Channel 11 ERP Commercial Division 61 GRP SOLEXIS Additional Data Team Cluster TR Transportation (Auto and Aero) Table: /BIC/TC_TEAMCL <table><tr><th>Team Cluster</th><th>Long Description</th></tr><tr><td>BA</td><td>Batteries</td></tr><tr><td>CH</td><td>Consumer, Healthcare, Env</td></tr><tr><td>CP</td><td>Channel Partners</td></tr><tr><td>EI</td><td>Electronics & Industrial</td></tr><tr><td>GH</td><td>Green Hydrogen</td></tr><tr><td>TR</td><td>Transportation (Auto and</td></tr></table> Team Cluster is linked to Sold-to master. Market Cluster is managed in PF1 only, customer master, sales view, 'extra sales area data', tab 'Additional D. Used by GBU Specialty Polymer	Team Cluster	Long Description	BA	Batteries	CH	Consumer, Healthcare, Env	CP	Channel Partners	EI	Electronics & Industrial	GH	Green Hydrogen	TR	Transportation (Auto and
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C_DYN_018__0 REPLENTEIME C_DYN_018__C _WZEIT	Total Replenishment Lead time	Info from C_MATPNT2, 2 axis, one as a keyfigure (like original one), on as a characteristic SAP Material Master => MRP 3 view (MARC-WZEIT) Availability check Availability check 22 Cross-project Tot. repl. lead time40 days OREPLENTEIME = 40 OSTGE_PD_UN = TAG C_WZEIT = 40 DAYS														

C_DYN_021_C_DYN_UA	Under allocation	X = under allocation => It has been implemented mid-July 2023 (WO%285066) Managed in DynaSys, It is added as navigational attribute of master data C_DYN_021 Value recieved 0 or 1, store N or Y in BW table Table: /BIC/PC_DYN_021 <table><tr><th></th><th>/BIC/C_DYN_UA</th><th>/BIC/C_DYN_005</th><th>/BIC/C_DYN_006</th><th>/BIC/C_DYN_021</th><th>OBJVERS</th><th>CHANGED</th><th>LOGSYS</th></tr><tr><td></td><td>N</td><td>102821R</td><td>7JR</td><td>2031598R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>102821R</td><td>7JR</td><td>2033466R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>102821R</td><td>7JR</td><td>2038918R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>102821R</td><td>7JR</td><td>89396R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>102821R</td><td>7NR</td><td>2005832R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104440R</td><td>9VR</td><td>2085879R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104440R</td><td>9VR</td><td>56105R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104764R</td><td>9VR</td><td>2085879R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104824R</td><td>9VR</td><td>2049824R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104824R</td><td>9VR</td><td>53909R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7HR</td><td>2000223R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7HR</td><td>2019562R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7HR</td><td>2040451R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7HR</td><td>2080106R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7JR</td><td>2035180R</td><td>A</td><td></td><td>WD1_110</td></tr></table>		/BIC/C_DYN_UA	/BIC/C_DYN_005	/BIC/C_DYN_006	/BIC/C_DYN_021	OBJVERS	CHANGED	LOGSYS		N	102821R	7JR	2031598R	A		WD1_110		N	102821R	7JR	2033466R	A		WD1_110		N	102821R	7JR	2038918R	A		WD1_110		N	102821R	7JR	89396R	A		WD1_110		N	102821R	7NR	2005832R	A		WD1_110		Y	104440R	9VR	2085879R	A		WD1_110		Y	104440R	9VR	56105R	A		WD1_110		Y	104764R	9VR	2085879R	A		WD1_110		Y	104824R	9VR	2049824R	A		WD1_110		Y	104824R	9VR	53909R	A		WD1_110		N	105591R	7HR	2000223R	A		WD1_110		N	105591R	7HR	2019562R	A		WD1_110		N	105591R	7HR	2040451R	A		WD1_110		N	105591R	7HR	2080106R	A		WD1_110		N	105591R	7JR	2035180R	A		WD1_110
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C_DYN_021_C_DYN_087	Customer group final	implemented mid Nov 2023 for Novecare (WO%36101 & WO%36538) Managed in DynaSys, It is added as navigational attribute of master data C_DYN_021																																																																																																																																
C_DYN_021_C_DYN_088	Opportunity ID	implemented mid Nov 2023 for Novecare (WO%36101 & WO%36538) Managed in DynaSys, It is added as navigational attribute of master data C_DYN_021 CASE SENSITIVE																																																																																																																																
C_DYN_021_C_DYN_089	Opportunity Number	implemented mid Nov 2023 for Novecare (WO%36101 & WO%36538) Managed in DynaSys, It is added as navigational attribute of master data C_DYN_021 Text collected in BW using tables /BIC/TC_DYN_024 (Ship-to (including Prospects)) and /BIC/TC_GRCUST (S																																																																																																																																

Key Figures

For more details please follow [this link](#).

Name	Type	Unit	Description
Gross History	Hidden by default	KG	Gross History (Reference used for statistical forecast) Issued from Monthly snapshot (6th of each month)
Invoiced History Net Sales	Hidden by default	* 1,000 EUR	
Invoiced Hist. & Order Book to be Invoiced	Display	KG	
Shipped Hist. & Open Order Book [ETA]	Display	KG	
Shipped Hist. & Open Order Book (ETD)	Display	KG	
Order Book (ETA)	Hidden by default	VKG	
Order Book (ETD)	Display	VKG	

OB Price CURRE/UNIT	Hidden by default	EUR / VKG	Order Book Price per Prompted Currency/Prompted Unit
[-] OB Price CURRE/KG	Display	EUR / KG	Order Book Price per Prompted Currency/KG
Order Book (ETD) KG	Hidden by default	KG	
Invoiced Hist. & Order Book to be Invoiced Net Sales	Display	* 1,000 EUR	Order Book Net Sales = Order Book (ETD) x Order Book Price
Open Order Book (ETA)	Display	KG	
Open Order Book (ETD)	Display	KG	
Statistical Forecast	Hidden by default	VKG	Statistical Forecast
Stat. Forecast (ETD)	Display	KG	
Customer Forecast	Hidden by default	VKG	Customer Forecast
CSR Forecast	Display	VKG	CSR Forecast
CSR Forecast (ETD)	Display	KG	
Upside Forecast	Hidden by default	VKG	Export parameter in KG for Upside Forecast
Sales Team Forecast	Hidden by default	VKG	Forecast registered by the Sales Manager (ETA)
Sales Team Forecast (ETD)	Display	VKG	Sales Team Forecast estimated in ETD (based on estimated transit time in month - Offset)
[-] Sales Team Price LC/KG	Display		Sales Team Price (LC/KG) Price extracted from DynaSys at DFU/Month level. To be displayed at same level in BW to get the correct price (otherwise it corresponds to the sum of prices for each line aggregated)
Sales Team Net Sales	Hidden by default	* 1,000	
Sales Team Price CURRE/UNIT	Hidden by default	EUR / VKG	Sales Team Price (CURRE/UNIT)
[-] Sales Team Price CURRE/KG	Display	EUR / KG	Sales Team Price (CURRE/KG)
Sales Team Forecast ETD in KG	Hidden by default	KG	
Sales Team Forecast Net Sales	Display	* 1,000 EUR	Sales Team Net Sales
Sales Team Contribution Margin	Display	* 1,000 EUR	Estimated Contribution margin based on Final Sales Team forecast (ETD) Final Sales Team (ETD) x Estimated Unit Contribution Margin
Demand Review	Hidden by default	VKG	Demand Review (ETA)
Demand Review (ETD)	Display	VKG	Demand Review estimated in ETD (based on estimated transit time in month - Offset)
Demand Review Price CURRE /UNIT	Display	EUR / VKG	
[-] Demand Review Price CURRE /KG	Display	EUR / KG	
Demand Review (ETD) in KG	Hidden by default	KG	
Demand Review Net Sales	Display	* 1,000 EUR	

Demand Review Contribution Margin	Display	* 1,000 EUR	Demand Review Contribution Margin
Final STF (ETA)	Display	KG	
Final STF (ETD)	Display	KG	
Final Sales Team Forecast Net Sales			
Sales Team Forecast M-1	Display	VKG	
Sales Team Forecast M-2	Display	VKG	
Final Forecast	Hidden by default	VKG	Final Forecast = Last validated forecast (ETA)
Final Forecast (ETD)	Display	VKG	Final Forecast estimated in ETD (based on estimated transit time in month - Offset)
Final Forecast M-1	Display	VKG	
Final Forecast M-2	Display	VKG	
[-] Final Sales Price LC/KG	Display		Final Forecast Price LC/KG
Final Sales Price CURR/UNIT	Hidden by default	EUR / VKG	Final Forecast Price CURR/UNIT
[-] Final Sales Price CURR/KG	Display	EUR / KG	Final Forecast Price CURR/KG
Final Forecast Net Sales	Display	* 1,000 EUR	Final Forecast Net Sales
Final Forecast Net Sales (LC)	Hidden by default	* 1,000	Final Forecast Net Sales (LC)
[-] Final Forecast NetBack Price CURR/UNIT	Hidden by default	EUR / VKG	Final Forecast NetBack Price CURR/UNIT
Final Forecast NetBack Sales CURR/UNIT	Hidden by default	* 1,000 EUR	
Final Forecast NetBack Sales(\$)	Hidden by default	* 1,000 \$	Final Forecast NetBack Sales \$
Final Forecast Contribution Margin	Display	* 1,000 EUR	Estimated Contribution margin based on Final forecast (= Last validated forecast (ETD) Final Forecast (ETD) x Estimated Unit Contribution Margin
Constrained Forecast	Display	VKG	Constrained Forecast
Constrained Forecast Net Sales	Display	* 1,000 EUR	Constrained Demand Net Sales
Constrained Forecast NetBack Sales(\$)	Hidden by default	* 1,000 \$	To be renamed Constrained Demand NetBack Sales (USD)
Constrained Forecast Contribution Margin	Display	* 1,000 EUR	Constrained Demand Contribution Margin
Budget	Display	VKG	Budget reference in quantity
Budget Price CURR/UNIT	Hidden by default	VKG / EUR	Budget Price CURR/UNIT
[-] Budget Price CURR/KG	Display	EUR / KG	Budget Price CURR/KG
Budget qty in KG	Hidden by default	KG	
Budget Price \$/UNIT	Display	\$ / VKG	Budget Price \$/UNIT
Budget Price \$/KG	Display	\$ / KG	Budget Price \$/KG

Budget Net Sales	Display	* 1,000 EUR	Budget Net Sales
Budget Net Sales(\$)	Display	* 1,000 \$	Budget Net Sales (\$)
Budget Net Sales LC	Display		
[-] Budget NetBack Price CURR /UNIT	Hidden by default	EUR / VKG	Budget NetBack Price CURR/UNIT
Budget NetBack Sales	Hidden by default	* 1,000 EUR	
Budget NetBack Sales(\$)	Display	* 1,000 \$	Budget NetBack Sales (\$)
Budget Contribution Margin	Display	* 1,000 EUR	Budget Contribution Margin
Budget Contribution Margin(\$)	Display	* 1,000 \$	Budget Contribution Margin (\$)
BFR3	Hidden by default	VKG	BFR3 reference in quantity
BFR6	Hidden by default	VKG	BFR6 reference in quantity
BFR6 Price CURR/UNIT	Hidden by default	EUR / VKG	BFR6 Price CURR/UNIT
[-] BFR6 Price CURR/KG	Hidden by default	EUR / KG	BFR6 Price CURR/KG
BFR6 qty in KG	Hidden by default	KG	
BFR6 Price \$/UNIT	Hidden by default	\$ / VKG	BFR6 Price \$/UNIT
BFR6 Price \$/KG	Display	\$ / KG	BFR6 Price \$/KG
BFR6 Net Sales	Hidden by default	* 1,000 EUR	BFR6 Net Sales
BFR06 Net sales LC	Display		
BFR6 Net Sales(\$)	Hidden by default	* 1,000 \$	BFR6 Net Sales (\$)
[-] BFR6 NetBack Price CURR /UNIT	Hidden by default	EUR / VKG	BFR6 NetBack Price CURR/UNIT
BFR6 NetBack Sales	Hidden by default	* 1,000 EUR	
BFR6 NetBack Sales(\$)	Hidden by default	* 1,000 \$	BFR6 NetBack Sales (\$)
BFR6 Contribution Margin	Hidden by default	* 1,000 EUR	BFR6 Contribution Margin
BFR6 Contribution Margin(\$)	Hidden by default	* 1,000 \$	BFR6 Contribution Margin (\$)
BFR9	Hidden by default	VKG	BFR9 reference in quantity

Estimated Actuals (Qty)	Hidden by default	VKG	Estimated Actuals = Reference for the GBU
Estimated Actuals (Amount)	Hidden by default	* 1,000 EUR	
Estimated Actuals (Amount \$)	Hidden by default	* 1,000 \$	Estimated Actuals (Amount \$)
Delta Forecast	Hidden by default	VKG	
Delta Forecast (Amount)	Hidden by default	* 1,000 EUR	Delta Forecast
Delta Forecast (Amount \$)	Hidden by default	* 1,000 \$	Delta Forecast (Amount)
Upside Forecast (Amount)	Hidden by default	* 1,000 EUR	Upside Forecast (Amount)
Upside Forecast (Amount \$)	Hidden by default	* 1,000 \$	Upside Forecast (Amount)
Delta EA	Hidden by default	VKG	Delta EA
Delta EA (Amount)	Hidden by default	* 1,000 EUR	Delta EA (Amount)
Delta EA (Amount \$)	Hidden by default	* 1,000 \$	Delta EA (Amount \$)
Sales Team Forecast vs Budget Volume	Display	VKG	Sales Team Forecast vs Budget Volume
Sales Team Forecast vs Budget Net Sales	Display	* 1,000 EUR	Sales Team Forecast vs Budget Net Sales
Sales Team Forecast vs Budget Contribution Margin	Display	* 1,000 EUR	Sales Team Forecast vs Budget Contribution Margin
Final Forecast vs Budget Volume	Display	VKG	Gap between Final Forecast (ETD) and Budget
Final Forecast vs Budget Net Sales	Display	* 1,000 EUR	Final Forecast vs Budget Net Sales
Final Forecast vs Budget Contribution Margin	Display	* 1,000 EUR	Final Forecast vs Budget Contribution Margin
Final Forecast vs Sales Team Forecast Volume	Display	VKG	Gap between Final forecast (ETD) and Sales Team Forecast (ETD)
Final Forecast vs Sales Team Forecast Net Sales	Display	* 1,000 EUR	Final Forecast vs Sales Team Forecast Net Sales
Final Forecast vs Sales Team Forecast Contribution Margin	Display	* 1,000 EUR	Gap between Final forecast Contribution Margin and Sales Team Forecast Contribution Margin
WIP Budget Net Sales	Display	EUR	
WIP Budget Net Sales (\$)	Display	\$	
WIP Budget	Display	VKG	
Sales Team Forecast (REV)	Display	VKG	Invoiced History and Final Sales Team Forecast in Invoicing Date <i>implemented mid-July 2023 (WO%285066)</i>
Final Forecast (REV)	Display	VKG	Invoiced History and Final forecast in Invoicing Date <i>implemented mid-July 2023 (WO%285066)</i>

Description

Calculation rule detail

Dynamic naming of the key figure

Currency Conversion

- Exchange Rate Type :

The full description of each exchange rate type can be found in the [Exchange rates](#) page.

- Currency :
- Time Reference :

Unit Conversion

Unit :

The full explanation on how the quantity conversion works can be found in the [Quantity Unit Conversion](#) page.

Cells

Conditional Formatting

See how to use in the [Formatting](#) page.

Condition Name	Rule

FAQ

Question :