Mappings

Customer data

a) Received from Carlos for Novecare price optimization tool

Customer	Sold-To revenue (EUR) excl. CPC	Yes	BW P&L or Order Query	High	N/A
Customer	Customer Segment	Yes	BW P&L or Order Query OR Salesforce Customer Data	High	GBU Customer Segment
Customer	Customer centralization?	No	TBC	Low	
Customer	Sold-To Group revenue (EUR) excl. Sold-To	Yes	BW P&L or Order Query	Medium	
Customer	Enterprise segment	Yes		Not in initial scope	Enterprise segment

b) Used in transparency dashboard

		Right source	BW query		Frequency	Attributes	Transformation	Reference data	Additional variables made in transparency dashboard	Target data model
Corp region ship to	Region of the ship to	SAP pf1	q1							
Corp region sold to	Geo region of the Sold To (invoiced party)									
Country ship to	Country of the customer delivered									
Country sold to	Country of the Sold To (invoiced party)									
Customer segmentation	Functionality in Salesforce.com allowing you to link an account to your GBU. By doing so, you can easily find active accounts for your GBU through specific views and report on them									
Final consignee	Allow to capture internal sales for SpP									
Final consignee group	Group of final consignees									
Final Customer	Specific for SpP: Any entity using a Solvay Specialty Polymers product RULE : IF Final_Consignee_Group is Empty or not assigned, Then Sold-to group, Else Final_Consignee_Group									
GBU Customer Segment	GBU customer segmentation is managed by GBU CE Teams in SFDC. So a customer receiving different service levels could be classified as KA for one GBU and Standard for other. Exceptions: GSKA- they remain GSKA for all GBUs.									
GBU region	Customize dimension to reflect the pricing organisation of the GBUs SpP : ECCO region Novecare/TS : Region of Ship to with MX moved to LATAM Aroma = Region H1									
GBU Zone H1	Type of region in BW (used as GBU region for Aroma)									
GBU Zone H2	Type of subregion in BW (used for Logistics forecast calculation)									

Group Customer segment/GBR GBU Segment	It uses the highest customer segment of a GBU and classifies it as Corporate C Segmentation. This dimension is relevent for corporate views only to avoid double counting of accounts.									
Sales rep	Account manager in charge of a customer For SpP, Sales rep of Sold to is used (if empty Sales rep of Ship to) For others GBU, Sales rep of Ship to is used									
Ship to	SAP customer to whom Solvay is shipping the products									
Ship to code	SAP code for customer to whom Solvay is shipping the products									
Ship to KA	Dimension used to capture indirect sales									
Ship to state	Country of the Ship to									
Ship to town	City of the Ship to									
SHIP_TO_GROUP	Grouping of Ship tos									
Shipping Plant	Plant from which the material is ship to a customer									
Sold to	SAP customer to whom Solvay is selling									
Sold to code	SAP code used to describe the sold to entity									
Sold to group	A Corporate Group allows to create an account hierarchy in Salesforce.com. It groups all the accounts which are part of a same 'legal' entity. The Group is based on the nature of the account, not based on GBU/BU criteria, nor on business rationales. It can be built in the system through a 'Parent account' relationship.									
Sold_to_group_code	Grouping of Sold tos									