

Data objects used in Pricing Data Mart

Term	Description	Data lake Table /Attribute
Customer	Customer	V_DM_customer
Customer group	Identifies a particular group of customers (for example, wholesale or retail) for the purpose of pricing or generating statistics.	V_DM_customer_corporate_group V_DM_customer
Customer Ship to	Refers to the customer that the material sold are shipped to. It is not necessarily the customer that buy the material.	
Sold to	Refers to the customer that the material/product are sold to. This is the customer who is going to be invoiced.	
Ship to KA	This concept addresses the final customer receiving the material sold. It is important to note that it is different from the ship to concept mentioned above.	
Final consignee	Ship to KA mentioned above and Final consignee have the same meaning. The final consignee is used only for specialty polymer GBU.	
Sales rep	Trusted representatives to sell Syensqo products (not Syensqo employee)	
Country	Refers to the country where the customer address is (the customer can be ship to or sold to)	
Region (Zone)	Region of the account	
GBU region	It is a customize dimension made in the transparency dashboard based on the data object "Region (Zone)" to reflect the pricing organization of the GBUs. There are 4 known Syensqo regions but it can happen that for one activity, GBU decides to change the region for a country.	
Account manager	An account manager is a Syensqo employee who is responsible for developing and maintaining customer relationships for a client or a group of clients.	

Team cluster		
GBU customer segment	Customer segmentation is being defined at GBU level, allocating accounts to one of the 5 following segments: Strategic Key Accounts (SKAs), Key Accounts (KAs), Critical Accounts (CAs), Standard Accounts (SAs), Key and Standard Distributors (KDs and Ds)	
Group customer segment	At Group level, GBU segmentations are consolidating into one Group segmentation, mainly for performance monitoring purpose, according to 2 elements: i) Per ExCom decision, a selection of accounts have been elevated to Group Strategic Key Accounts (GSKAs) status at Group level given their importance and stake for Solvay overall (see GSKA workstream playbook). All GSKAs are segmented as SKA at the GBU-level. ii) All other accounts are consolidated into the Group segmentation being either a Distributor (KD or SD) or considering their highest segments (SKA > KA > CA > SA) in case of cross-GBU accounts with different segment allocation per GBU	
Material		
Material group/Product	Defined as unpackaged material. Provides information on the characteristics of a hierarchy 4 product in SAP (fillers, colors, end-use, etc.).	
Product H4		
HP AM		
Product hierarchy PIF		
Product hierarchy		
GBU product family	One product/material belongs to a product family per GBU. It is unique per combination of GBU and product/material	
GBU material group		
HP AM		

Business line (Business Unit)		
Product manager		
Product line (0 to X)		
Product line E2E		
Packaging type		
Product brand		
Unit conversion rate		
Market	"Market", "Segment", "Application", and "End use" are four levels of the market segmentation defined in CRM. "Market" is the highest level and has been defined at group level. It is linked to consumers behavior that has been chosen to be strategic for the Solvay Group. It should be considered as an end-Market (e.g. Automotive)	
Segment	It is the second level of market segmentation (see above). It represents functionalities (e.g. light weighting), based on Market's needs. In residual cases (e.g. Consumer Goods), describes categories of parts or goods regrouped by usage (e.g. food packaging)	
Application	It is the third level of market segmentation. Defined as the subcategory of the "Segment" and represents a description of objects or chemicals that have a specific action/function (e.g. aroma, nutrient..)	
End use	It is the lowest level of market segmentation. Defined as subcategory of "Application" and describes mainly objects manufactured by the direct customers (e.g. Camera: modules) or the main functionality of the product (e.g. moisturizing agent for shampoo)	
Enterprise segment		
Market cluster		
BD M		

Invest or market group		
GBU segment	Segment related to the account (CS1 -SKA, CS2 - KA, CS3- CA, CS8 - KD, CS4 - SA, CS5 - SD, CS6 Not Valid, CS7 - Not yet Assigned)	
GBU	It stands for Global Business Unit. Solvay has been organized in "GBU", "Group of activities", and "Activity"	
Group of activity		
Activity		
Exchange rate	Exchange Rate	