

# 01. Price Optimization Novecare

Market cluster is only for spp

Product h4= product L4

GBU Market> segmentation

CMIR table (customer and material in SAP - the object is customer product\_)

Specifying the sources of transparency dashboard and the right source if the one used in transparency is not good enough

clarifying the requirements highlighted with pink

Relation between end use, enterprise segment, GBU segment and market

Product/material related concepts & hierarchy

Product relation to customer (transaction sales/order)

Market cluste and team cluster are the material related concepts so that they are only available in iCare. To find a corresponding concepts in CORE. Check the availability in SAP

Incoterm linked to customer ??

Table and attributes for CORE CRM that includes tsold-to ship-to related

Team cluster what attribute? a concept in **only icare**. It is a way that SPP associate with market such as automotive,... (IT IS USED TO ASSOCIATE A TEAM TO AN ACCOUNT. they look into the sales team and the one with the bigesst sale is a team). **Similar concept in CORE might be BU. To check with SAP**

Market cluster is **only in icare** is different than team cluster. n market cluster there is a portofolio of products. END USE IS LINKED TO MARKET CLUSTER AT TRANSACTIONAL LEVEL. Corresponding concept in CORE? ask transparency team

PRS code, RCS code, SAP cod, and SF code (availability in SF)? In CORE CRM there is PRS=PF1 (PRS ID) , RCS = WP1 (RCS ID) . other ERP ID . Available in ACCOUNT table . To avoid duplicate account, in SAP it happens that there are two accounts for one customer. In SF it doesn't happen so that there is no one to one from SF to SAP. (PRS ID history attribute handles old ones)

ACCOUNTHISTORY is the table that include historical and changes of the record.

Sales rep AND account manager in SF ? Sales Rep in CORE (CSR -CUSTOMER SERVICE REPRESENTATIVE and account manger master data available in ACCOUNT\_TEAM\_MEMBER attributes: Account ID, USER, Team member role,( it comes from from SAP). One to many because one account can be manged by several GBUs. In icare it is differet. Related to sales area in SAP.

other tables that are related to ACCOUNT Table GBU customer segmentation shows what GBUs are related to this account. In Core CRM the table name is GBU\_CUSTOMER\_SEGMENTATION .

Parent account includes also segentation (to check the rules later)

CORE CRM, there is table SLV- MARKET\_SEGMENT contains end use, market, application relations slv\_type\_C,

when end use created they have to say application, for application ... recording

Price optimization NC							Transparency dashboard related			
Context	Requirements	Description	Data type	Right source	Joint /Relations with other field	Comments	Name in transparency dashboard	Source in transparency (sf)	Technical name of the field in the sources	Transformation

	Incoterm	Transfer responsibility between supplier and customer	Transactional	SAP		Dina's comment CORE <ul style="list-style-type: none"> <li>Same per GBU</li> <li>there are fields in SF regarding incoterm but might not be maintained</li> <li>associated to a quote</li> </ul> Icare		QVSBS_BW_QRY_CPCOPA03_0001  QV_BW_QRY_CPCOPC07_0001	[C_INCOTRM] Incoterms_P	
	Source system								Source System_ [0LOGSYS]	
Product /Material	Material code					Material is a product which is packaged. It can happen a product is packaged differently			Key_ [C_MATNR2]. [2C_MATNR2]	
Product /Material	Material name								Medium Name_ [C_MATNR2]. [5C_MATNR2]	
Customer	Ship to code	SAP code for customer to whom Solvay is shipping the products	Transactional				table in core CRM? Core account can be sold to and ship to Ship to and sold to is from SAP but the relation The attributes in the core in the table ACCOUNT Partner_Sub_type  There is no relation between the two in SF	QVSBS_BW_QRY_CPCOPA03_0001  QV_BW_QRY_MVSDS061_0001  QV_BW_QRY_CPCOPC07_0001	[C_SHIPID] Ship_to_party  Key_ [C_SHIPID]. [2C_SHIPID]	
Customer	Ship-to name								Medium Name_ [C_SHIPID]. [5C_SHIPID]	
Customer	Sold to code		Transactional						Key_ [C_SOLDID]. [2C_SOLDID]	
Customer	Sold-to name								Medium Name_ [C_SOLDID]. [5C_SOLDID]	
Customer	Sold-to group				BW or SF				CRM Cust. Corp.Group (Name)_ [C_CUST_UC] . [1C_CORPGR]	
Organization	Group of Activity								BFC Group of activities_ [4CPCOPA03-TECM_PFCT2_2]	

Customer	Country ship to	Country of the customer delivered						QVSBS_BW_QRY_CPCOPA03_0001 QV_BW_QRY_MVSDSO61_0001 QV_BW_QRY_CPCOPC07_0001	Country (Key) [C_SHIPTID]. [20COUNTRY] [4CPCOPA03-SHIP_COUNTRY] Country of destination [10COUNTRY] Ship-to party > Country (Name) C_SHTCTRY	
Customer	Country (Sold-To)	Country of the sold-to company- Invoice party						QV_BW_QRY_MVSDSO61_0001	Country (Name) [C_SOLDID]. [10COUNTRY]  "[0COUNTRY] Country if empty => [C_SHIPTID] Ship-to party\Attributes\ [0COUNTRY] Country key"	
Customer	GBU Zone H1						available in SF		GBU Ship-to zone (BW) 1_ [4CPCOPA03-TGB2_ZONE H1]	
Organization	GBU region	Customize field to reflect the pricing organisation of the GBUs SpP : ECCO region Novicare/TS : Region of Ship to with MX moved to LATAM Aroma = Region H1  Example: For SpP, the GBU region is China but for NC, it is Asia						Made in transparency dashboard		There are correction from BW based on application requirements there are some rules
Organization	End use	refers to a market to be used (It is related to ship-to and product.  First priority	Transactional	BW or SF (To check)		Dina's comment:  End use values are different from icare and core ask transparency dashboard how it has been managed  In CORE there is no relation to customer and product				
Product /material	GBU product family									
Market	Enterprise segment	It is related to customer and product together. From BW transaction level.	Master			for price optimization is not very important but GBU segment (below) is very important			GBR: Enterprise segment_W [C_ENTSEG3]	
Market	GBU segment	Refer to the market like automotive				For the moment only GBU segment of NC is important				

Market	Market					Less priority due to high correlation with end use				
Customer	Group customer segment	<p>It refers to Solvay group level of segmentation for customer. Depends on the service level a customer receives from Solvay, it can be classified as KA, or standard, etc.</p> <p>The same customer segmentation can be applied at GBU level (below)</p>	Master				<p>Dina's comment is NOT Available in SF ask from transparency group</p>	<p>QV_BW_QRY_M VSDSO61_0001</p> <p>QV_BW_QRY_C PCOPC07_0001</p>	<p>Bus_Rank_C orp_</p> <p>Group Segm. (Corp) (Name) [C_SOLDID]. [1C_CUSTGR C]</p>	

GBU /Organization	GBU customer segment	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.	Master	BW or SF (To check)		<p>Use the query used in bw for 360 and focus in novicare. using costumer id to link.</p> <p>Guillaume VIAUX comment below</p> <p>in 360 dashboard BW COPA Query (sales)</p> <p>Corporate Segment = <b>Sold_to_party -&gt; Bus_Rank_Corp__Name_Group_Segment = Customer_Sales_Area -&gt; Customer_group_2_Name_</b></p> <p>-----</p> <p>To Check:</p> <p>-It refers to the master data related to <b>customer area</b> in SF (might be an attribute of the sold to)</p> <p>-joining from BW to SF but there might be a gap.</p> <p>-in sap there is segmentation at sales level</p> <p>How to link/ combine the Customer Solvay group and GBU segmentation (roberto navan , lavinia )</p> <p>-there are two sfs how to merge for segmentation purpose</p> <p>Consider to use customer ID as the bridge for finding the customer segmentation at group and gbu level from bw to sf</p> <p>Nestor Tejeiroprado SF questions</p> <p>Propagation of customer segmentation from group to GBU</p>	Dina's comment Available in SF	QV_BW_QRY_C PCOPC07_0001	GBU Segm. (Sold-to)_ [C_CUSTSAL__OCUST_GRP2]	
Product /Material	Packaging type								Packaging type (Medium Name)_ [C_MATNR2]. [5C_MATGR2]	
Product /Material	Product name									

