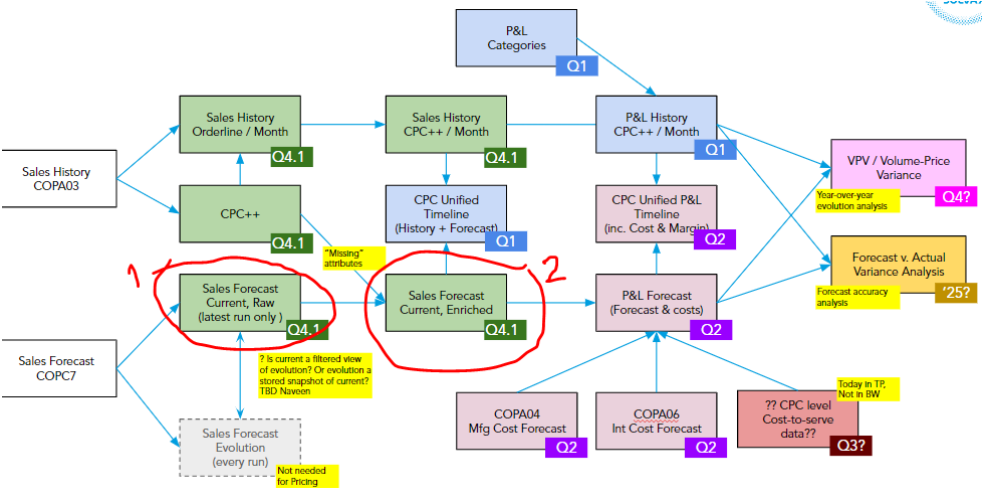


Forecast sales views



- 1: SAP active price derived from COPC07
- 2: Last SAP active price (SAP active price= Net price where the value component is 2 or 15 and quantity 0. In case both are available for a given month, the record for which the value component =2 is considered. Last SAP active price= latest month for which the SAP active price is available)
- 3: Avg (last SAP active price) of similar records excluding incoterms for the given month
- 4: last invoice price associated with CPC
- 5: last invoice price associated with CPC excluding incoterms
- 6: non of the rules above applicable (assign 0)

View 1: FACT_Forecast _Sale raw from COPC07

(snapshot from COPC07 only latest run are presented to the view accessible by the users)

What combination of fields is unique

C P C key	G B U key	Loadin g source ID	Loadin g source name	Latest running month	Forec ast month ID	Forec ast month name	Ma terial key	Custo mer sold to key	Custo mer ship to key	Inco terms key	Manufa cturing plant ID	Manufacturing plant name (short, mid, or long)	Shippi ng plant name	Shippi ng plant ID	Shippi ng plant name	Value compo nent ID	Value compo nent name	Local Curre ncy ID	Local curren cy name	Unit of measur e ID	Unit of measur e name	Forec ast Net price EUR O/KG	Forec ast Sales EURO	Forec ast quantit y KG

View 2: FACT_Forecast _Sale Enriched

Mechanism to fill the missing attributes in CPC table

- Current month: Oct
- Latest closed month: Aug
- Latest line item: SO4/1

Day of populating CPC table from COPA03

End use value of the CPC table: C or B?

Month	CPC	Sales order/Line item	Line item creation date	End use	Amount	QTY
Apr	CPC1	SO5	Apr 1, 2023	A	1000	50
May	CPC2	SO3	May 20, 2023	B	3000	50
Aug	CPC2	SO3	May 21, 2023	B	6000	0
Aug	CPC2	SO3/1	May 30, 2023	B	4000	20
Aug	CPC2	SO4/0	May 30, 2023	B	300	10
Aug	CPC2	SO4/1	May 30, 2023	C	500	20
Sep	CPC2	SO3/1	Jun 14, 2023	B	2000	0
Oct	CPC2	SO3/3	15 July, 2023	B	100	10
Oct	CPC2	SO4/1	15 July, 2023	B	300	0
Oct	CPC2	SO2/1	15 July, 2023	B	1500	300

Missing attributes

(based on CS price optimization requirements)

Available already in the master data tables

GBU name (using GBU_key)

Group of activity (using GBU key)

Material name (using Material_key)

Customer ship to name (using customer_key)

Customer sold to name (using customer_key)

Country (using customer_key)

Incoterms name (using customer_key)

Not available in the master data tables/Available in the historical fact table

1) GBU region **Decide to add to CPC table or fact table**

In transparency:

For all GBUs except SPP, GBU region is based on a field retrieved from COPA 03. To determine GBU region, GBU and customer ship to is required . Only for TS, we need also group of activity to assign the right GBU region

For SPP the data should be sourced from icare.

2) GBU customer segment Add to CPC

In transparency

It is retrieved from COPA03. To determine GBU customer segment, GBU and customer is required. The mapping rules are applied for cleaning purposes.

Suggestion: Source it from salesforce CORE (CORE table: BU_CUSTOMER_SEGMENTATION) or BW Cube (not query)

3) GBU product family Add to CPC table

In transparency

It is retrieved from COPA03 for all GBUs except SPP. To determine this, GBU and product is required. For CS and TS, SOURCE_SYSTEM_KEY is also required.

4) End use Add to CPC table

In transparency:

It is retrieved from COPA03

Suggestion:

For all GBUs except Spp

Using the same methodology as the last invoice price calculation to identify the most recent line item associated with a specific combination of ship-to and material in Copa03. Once this line item is identified, retrieve the [4CPCOPA03-TGB2_C_GBR4] GBR: Corporate Enduser (Ship-To)_W, end use associated with the line item.

To confirm if it is available in copa03

For SPP use sales force icare. There is a table in icare that holds end use for the combination of customer and product.

SELECT End_Use__c,Material_Group__c,Sap_Code__c as Sold_to FROM End_Use__c

5) Enterprise segment

6) Product brand name

Main question is where to add above attributes? In Fact_forecast_Sales table or CPC++ table?

1) CS price optimization scope

In the forecast fact tables, there will be missing attributes that are available either in dimension tables or the historical sales fact table (P&L). List below:

Attributes	Short term action (Q4)	Ticket	Mid term /Long term		Dimension table in data like	Link with Historical sales fact table	Link with Forecast fact table	Availability in COPC07	Availability in COPA03
Group of activity	Keep the design as it is			Unique at CPC	V_DIM_activity1	GBU_Key	GBU_Key	Yes	Yes
Country	Keep the design as it is				V_DIM_Customer	Customer ship to/sold to _Key	Customer ship to/sold to _Key	yes	Yes
GBU region	Forecast fact table or CPC table ? Decision? The same rules as copa03 but there is no rule currently in transparency for aroma	 Unable to locate Jira server for this macro. It may be due to Application Link configuration.		Unique per GBU and customer		Available	Not available	no (transformation rules on Zone attribute available in the query) 2) Transactional data - Historical sales	no (transformation rules on Zone attribute available in the query) 2) Transactional data - Historical sales

GBU customer segment	To add in the CPC table: (DIM_customer_material_rel) Add as an attribute in the CPC table and source it from salesforce CORE (CORE table: BU_CUSTOMER_SEGMENTATION) or BW Cube (not query)	 Unable to locate the Jira server for this macro. It may be due to Application Link configuration.		Unique per GBU and customer		Available	Not available	No	Yes
Product brand name	To add in the CPC table: (DIM_customer_material_rel) Using the same methodology as the last invoice price calculation to identify the most recent line item associated with a specific combination of ship-to and material in Copa03. Once this line item is identified, retrieve the product brand name ([4CPCOPA03-TGB2_C_GBR19]GBR: GBU Material Group Ship-to) associated with the line item.			Unique per combination of GBU and product /material		Available	Not available	No	Yes

End use	To add in the CPC table: (DIM_customer_material_rel) For all GBUs except Spp Using the same methodology as the last invoice price calculation to identify the most recent line item associated with a specific combination of ship-to and material in Copa03. Once this line item is identified, retrieve the [4CPCOPA03-TGB2_C_GBR4] GBR: Corporate Enduser (Ship-To)_W, end use associated with the line item. For SPP use sales force icare. There is a table in icare that holds end use for the combination of customer and product. SELECT End_Use__c, Material_Group__c, Sap_Code__c as Sold_to FROM End_Use__c			Unique per combination of customer ship to and material	V_DIM_gbr_enduse	Available	Not available	No	Yes (Rules)
GBU product family	To add in the CPC table: (DIM_customer_material_rel)			Unique per combination of GBU and product /material. One product /material can have various product family from one GBU to another		Available	Not available	No	Yes (transformation applies) 2) Transactional data - Historical sales
Enterprise segment	To add in the CPC table: (DIM_customer_material_rel) Using the same methodology as the last invoice price calculation to identify the most recent line item associated with a specific combination of ship-to and material in Copa03. Once this line item is identified, retrieve the Enterprise segment ([C_GBR21__C_ENTSEG]) associated with the line item.					Available	Not available	No	Yes
Market				One market has multiple end use	V_DIM_gbr_enduse	End_use_key	Not available		
Ship to KA /Final consignee						Available	Not available		

CPC

GBU+CPC (Material, ship to, incoterm)+ last invoice price