

Pricing Dashboard User Documentation

PRICING DASHBOARD



The aim of the QlikSense Pricing dashboard is to provide users with :

- Overview and details on Sales, Volumes, Margin (**ICM***) and Costs (currently historical Y and Y-2 and forecast M to M+18)
- Standardized analysis around Pricing, Margin and Costs
- Monitoring of others Front End Module (quotes and campaign)

**ICM = Integrated contribution margin (Trade ICM Adjusted is used in Pricing Dashboard - excluding variable costs variables- with the exception of Novacare - Trade ICM is used - including variable costs variances).*

The primary sources for Pricing Dashboard are :

- BW :
 - Historical data: COPA, Orderbook, Budget
 - Forward Looking Data: Manufacturing Variable Costs, Sales Forecast Revenue
- Salesforce : Icare & CORE

Details about the queries names and dimensions are available [here](#).

Data are refreshed **daily for M and M-1, and weekly over the weekend for the full scope (2 years + current year)**

Please note that the naming convention to be followed when creating and saving a bookmark is GBU_Page_Scope (i.e. **GBU_Scope_Purpose/Period**) - [rules here](#)

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- [CRM \(Core & Icare\) Tracking](#)
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How to get support on the dashboard?

Access the dashboard

Dashboard Overview

Please note that this dashboard is still under project mode. Data are available for Specialty Co GBUs.

Currently, GBU under projects are Specialty Polymers, Novecare, Technology Solutions, Aroma and Composite Materials

Oil & Gas data has not yet been validated by finance - expected in H1 2025.

This page is edited by the Pricing Transparency squad (Product Owner : Krishanu Batsya)