

TS and Novecare pricing calculation

Step 1 Find the Solvay Sales Organization key based on Sales org key

Step 2 Find Region and market Pricing based on BU, Region and product

Step 3 Find Volume Bracket based on Region and market pricing

Step 4 Find

- Margin policy = $SLV44_Volume_Bracket_c.Margin_Policy_Value_c$ (percent xor value)

- Margin Policy Percent = $SLV44_Volume_Bracket_c.SLV44_Margin_Policy_percent_c$ (percent xor value)

Step 5 Find the Manufacturing plant

- found first find the plant that has matching BU and Region

- found a plant that matched Bu

- found a plant that matching Region

- found if plant matching product level 5

Step 6 Find Shipping plant

- based on product level 5

Conduct calculations:

For Novecare

Price Floor EXW = Plant->PP_Asset_Margin_Floor__c (converted via UOM and Currency)

Asset Price Floor = Price Floor EXW + Manufacturing costs

Margin Policy = Marging policy or

Variable Manufacturing Costs = Manufacturing costs from plant + transfer costs from

Price Guidance = Variable Manufacturing Costs + Freight Duties + Margin Policy

or (Variable Manufacturing Costs + Freight Duties) / (1 - Marging Policy Percent)

Price Floor = Asset Price Floor + Freight duties

For TS

Margin Policy Percent = $SLV44_Volume_Bracket_c.SLV44_Margin_Policy_percent_c$ (Only percent)

Price Floor EXW = Manufacturing Plant-> PP_Asset_Margin_Floor__c (converted via UOM and Currency)

Asset Price Floor = Price Floor EXW + Manufacturing costs

Price Guidance = (Variable Manufacturing Costs + Freight Duties) / (1 - Marging Policy Percent)

Price Floor = Asset Price Floor

Novecare

Region and Market Pricing found by bu, Region and Product

Volume bracket found by amount of the products that we are going to buy from attached volume bracket

Margin policy = $SLV44_Volume_Bracket_c.Margin_Policy_Value_c$ (percent xor value)

Margin Policy Percent = $SLV44_Volume_Bracket_c.SLV44_Margin_Policy_percent_c$ (percent xor value)

Manufacturing plant Plant

1. found first find the plant that has matching BU and Region

2. Found plant that matching Bu

3. Found plant that matching Region

4. Found if plant matching product level 5

Shipping Plant

Based on Product

Price Floor EXW = Plant->PP_Asset_Margin_Floor__c (converted via UOM and Currency)

Asset Price Floor = Price Floor EXW + Manufacturing costs

Variable Manufacturing Costs = Manufacturing costs from plant + transfer costs from

Price Guidance = Variable Manufacturing Costs + Freight Duties + Margin Policy

Price Floor = Asset Price Floor + Freight duties

TS

Margin Policy Percent = SLV44_Volume_Bracket__c.SLV44_Margin_Policy_percent__c (Only percent)

Price Floor EXW = Plant-> PP_Asset_Margin_Floor__c (converted via UOM and Currency)

Asset Price Floor = Price Floor EXW + Manufacturing costs

Price Guidance = Variable Manufacturing Costs + Margin Policy + Transfer cost Guidance.

Price Floor = Asset Price Floor