

# Functional Documentation - SPM

## 1.0 Overview

SPM  
Menu

SPM for Sustainable Portfolio Management, is instrumental at Solvay to take robust decisions by integrating sustainability in its business growth ambition. It will support the ambition to intensify the sustainable management of the group's portfolio.

In order to have an integrated view on "sales" & "sustainability", it was mandatory to create a bridge between the IT tools used by the Group

- But there is only one "native" link between SPM & SAP data: the GBU
- Everything else has to be built with the use of specific links located in correlation tables

The Group is using two ERPs: PF1 (Slv Legacy) - WP1 (Rhodia legacy) with similar - but not identical - product hierarchy structure

- Some GBUs are selling products in the two ERPs
- It's the case with SpP: majority of Sales in PF1 but a few Sales in WP1

### Application User Profile

Key user profiles:

BW transaction user : SPM team

SPM dashboard users

### Target Users:

- In GBUs : Sales & Marketing Teams, SPM contact
- Corporate : Sustainable Development, Strategy

VERSION	DATE	MODIFIED BY	DESCRIPTION
0.01	27.11.2023	Emma Glasson	Initial draft

### Application Type

#### Data Product Type

- Dashboard
- Report
- Advanced analytics
- AI
- Others <specify which one>

#### Technologies

- BW
- Tableau
- QlikSense
- Talend
- Dataiku
- Others <specify which one>

#### Data Sources

Note: list of all applications and various environment

- SAP PF1 (Production environment)
- SAP WP1
- SAP PI1
- BW (versions)
- iCare CRM
- CORE CRM
- Others - Flat files

## 2.0 Business Process

With a BW transaction **ZSPM**, a user can complete correlation tables to be able to correlate SAP data with SPM data.

The process is based on two consecutive steps:

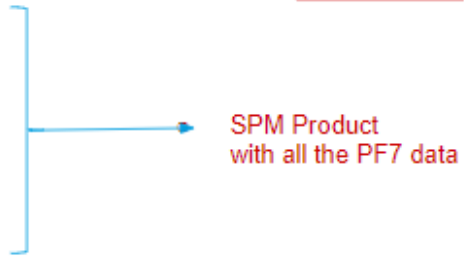
- First step: the program determines what is the corresponding SPM product for a given line of the SAP P&L
  - The SAP data associated at the **Product level** are used in order to perform this first step.
  - The research in the correlation tables can use: GBU / BFC Group of Activity / Sub-Activity / [PL 02 or PIF Hierarchy] / [PL 00 or Prod Hierarchy] / Commercial product
  - NB: there are two tables : one for WP1 data and one for PF1 data. Both have to be updated if the two ERP are used in your GBU

**1st Step**



Product

- o GBU (GBU is the same in SAP & PF7)
- o Group of activity
- o Sub Activity
- o Aggregat° Line 2 (Rho) / PIF Hierarchy (Slv)
- o Aggregat° Line 0 (Rho) / Product Hierarchy (Slv)
- o Product (Rho) / Material Group (Slv)

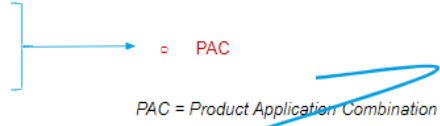


- o Second Step: when the SPM product has been defined, the program determines what is the corresponding PAC (Product Application Combination) for a given line of the SAP P&L
  - The SAP marketing data associated at the **Ship-to / Commercial product** level are used to perform this second step. These data are stored in a SAP sub-system called GBR
  - The research in the correlation tables can use: Market / Segment / Application / End-Use (and as an option Ship-to and Year)
  - NB: there is only one table used during this second step

**2nd Step**

Application

- For a SPM Product
- o Market (Corporate - M&S)
  - o Segment (Corporate - M&S)
  - o Application (Corporate - M&S)
  - o End Use (Defined at GBU level)
  - o Ship to

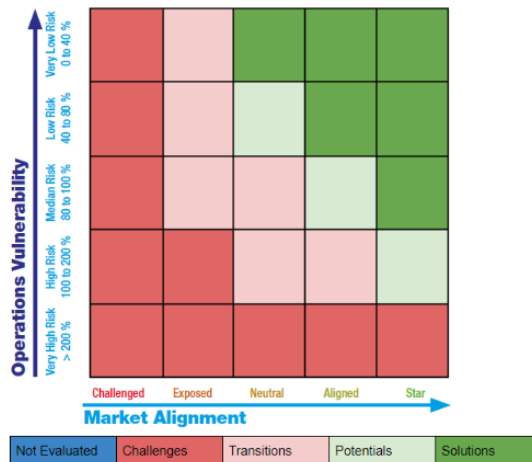
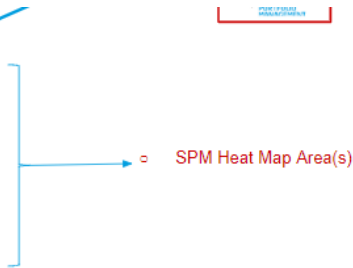


- o Third Step: Heat map
  - Based on the results on the 2 first steps, for each line in the reporting available in QlikSense, the SPM Heat Map Area(s) can be calculated and then accessible in some specific reports.

**3rd Step**

Product and Application

- o GBU
- o BU or Group of Activity
- o Year
- o Aggregat° Line 2 (or PIF Hierarchy)
- o Aggregat° Line 0 (or Product Hierarchy)
- o Product
- o Commercial material
- o Market
- o Segment
- o Application
- o End Use



ZSPM BW Transaction:

## SPM - Load Customizing Tables



### Choose customizing table

- SPM Product for ex-Rhodia ERP → SPM products from WP1
- SPM Product for ex-Solvay ERP → SPM products from PF1
- SPM Applications → SPM PACs
- SPM Non-integrated GBUs → Used by the SPM team

#### What is happening technically:

- Every day:
  - SPM send the entirety of its data to BW
  - The SAP P&L is retrieved by a Corporate query
  - The interface program uses these two sources of data and combines them thanks to the additional information contained in the correlation tables
  - A BW cube is then updated: it contains the data that will be made available to the users
- Every week - Monday morning - Qlik Sense is updated

## 3.0 Application Feature Overview

Reports	Definition	Prompts	BW Workbook Query	Query Technical Name
SPM Reporting	Quantity and revenue of an SPM product and application.	Auth Scope Calendar Year Calendar Month GBU Intra-GBU BFC GBU SPM BU GBR Market GBR Segment GBR Application GBR Corp end use Product Line 2 UoM for Qty conversion mandatory field PO2 flag : ECO/SCO	n.a	BW_QRY_MVSDSP01_0001  Qlikview Query: QV_BW_QRY_MVSDSP01_0001

## 4.0 Functional Specification

### 4.1 General Data/Calculations

Key words	Definitions
Challenges	Red part of the heat map. PACs for which there are either strong negative signals resulting from sustainability drivers in the marketplace, or serious operations vulnerability challenges. These are products where there may be a significant negative impact on revenue over time and where products may eventually disappear.
Solutions	Green part of the heat map. PACs with a better sustainability contribution to Solvay customers and value chain, combined with a favorable balance between value and environmental impact.
Neutral	Grey part of the SPM Heat Map. PACs which do not have outstanding sustainability performance, if any. Low operations vulnerability is not combined with favorable sustainability drivers in the marketplace. These are products that consumers need, but which do not contribute to environmental footprint reductions.
Not Evaluated	Product in application not evaluated with SPM.
Not Assigned	No link defined between commercial sales and SPM
SPM PAC or PAC	<u>P</u> roduction <u>A</u> pplication <u>C</u> ombination. A PAC is a clear and identifiable "end use" market of a product, as close as possible to the final use of the product at the level of the end user or final consumer.
SPM Product	A SPM Product differs from SAP products in that it represents a family of commercial products with the same or very similar chemistry, manufacturing process, or "manufacturing footprint".
SPM Market Alignment	Market alignment of products in their application analyzes the market signals of sustainability benefits and roadblocks. It categorizes products on a give scale spectrum from "challenged" to "star potential". This spectrum analyzes whether one product in a given application is part of the sustainable development solution or part of the problem from a consumer and market perspective.
SPM OV Category	<u>O</u> perations <u>V</u> ulnerability is the ratio of monetized environmental footprints of products over their sales value. It is the monetized environmental manufacturing footprint per 1 EURO of revenue. The higher the ratio, the higher the risk for Solvay of losing business to more sustainable solutions. The lower the ratio, the higher the probability to displace a less environmentally friendly competing technology.
SPM	Sustainable Portfolio Management.

### 4.2 Process Detail

#### 4.2.1. Report/Process Definition

Domain	Sustainability
Application	BW SPM Queries
Provider	MVSDSP01
Existing Documentation	

#### 4.2.2. KPI's/Calculations/Indicators

Indicators available:

Indicadores/KPI's	Definition	Calculation/Extraction of data
Quantity P&L in KG	Quantity of an SPM product	
Conv. Qty	Quantity in UoM selected	
Act. sales P&L (EUR)	Actual sales from P&L source of a SPM product.	

## 5.0 Non-functional Descriptions

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### 5.1 Usability

as per standards

### 5.2 Regulatory Compliance

*GDPR compliant.*

### 5.3 Security

- *Only authorised Users be able to access data.*
- *PO2 compliance*

### 5.4 Performance

as per standards

### 5.5 Reliability

as per standards

### 5.6 Scalability

*Historical report, no small enhancements will be performed and no new access except for new joiners in HR domain.*

### 5.7 Compatibility

as per standards

### 5.8 Availability

as per standards

### 5.9 Refresh of the Data

Refresh is scheduled daily at 05:00 (CET).