

# Customer: Ship-to Key Account

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## Business Term Status

The Business Term is currently **validated** by the Data Governance Committee.

## Business Term Definition

The Ship-to Key account is by default the Corporate Ship-to Group. However it can be changed for a specific product when the end-user account is different (ex Distributor or Warehouse).

## Roles

Data Owner
The content of this macro can only be viewed by users who have logged in.

Data Steward
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Data Steward
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## Data Sources, Type and Classification

Data Source
SAP & CRM

Data Type
Master Data

Data Classification
Internal Data

## Data Protection and Update Frequency

Data Protection & Access
No special access except for updates - only Data Stewards are permitted

Data Update Frequency
Every week

## Data Quality Issues and Rules

## Data Quality Rules

1. **Timeliness** - Customer without any order since 3 years (current year + 3 years history) and not flagged "inactive", to be discussed: could we identify customers which disappeared (e.e. bankrupt)
2. **Uniqueness** - Customer with the same name, same address and same VAT are duplicates
3. **Completeness** - Corporate Group not assigned to customer: Source Salesforce CRM: check if corporate group is empty - report in CRM - also to be checked in ERP
4. **Completeness** - Not assigned Ship-to KA
5. **Conformity** - Account Sub-type maintained: End-User or Distributor but not empty
6. **Conformity** - Customer Segmentation maintained: Key Account, Critical account or Standard Account but not empty
7. **Conformity** - Customer creation in line with naming convention: Customer name created with Upper cases

## Related Business Terms

Business Term	Description	Link
Customer	A customer is a business partner of Solvay with whom a business relationship exists, involving the exchange of goods and /or services.	<a href="#">More info</a>
Customer Corporate Group	A Corporate Group is a parent account specifically created for grouping under one umbrella various accounts according to a commercial decision.	<a href="#">More info</a>
Customer: Distributor Flag	This flag identifies that the customer sold-to is a distributor.	<a href="#">More info</a>
Customer: Ship-to Party	The "ship-to party" refers to the customer subsidiary that receives the goods or services ordered. It's the physical location where the delivery is made.	<a href="#">More info</a>
Customer: Sold-to Party	Sites restated (P) are used in procurement queries and are the sites attached to the plants if related to non transport purchase orders, or the preponderant sites of the companies if related to a transport order or not related to a purchase order.	<a href="#">More info</a>
End-use	End-use is the lowest level of Market Segmentation and is maintained in a GBR table.	<a href="#">More info</a>
Market, Segment, Application	Market is the highest (the 1st) level of Market Segmentation, it is a grouping of Segments (the 2nd level) and Applications (the 3rd level).	<a href="#">More info</a>
Payer	The "payer" is the customer legal entity that owns its financial records and is responsible for its financial obligations.	<a href="#">More info</a>
Sales Area	A Sales Area is an organizational unit that defines the structure for sales processing and order management.	<a href="#">More info</a>
Sales Manager	The sales manager (sales representative in SAP) is the person responsible for selling Solvay products or services.	<a href="#">More info</a>