

Data availability - Disclaimer

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Quick update on Sept 2021.

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Global exclusion	
Legal Entities	Solvay Istanbul Chemlogics Bangpoo (after 07/2018)

By GSKA

GSKA	Global Comment	Sales	Margin	Volume	Group Mapping	Other warning
Airbus						
BASF						May have some consignment stock.
Baker Hughes						
Boeing						
Bosch						
CATL						
Continental						May have some consignment stock.
Dow						
Firmenich						
Freeport						
Freudenberg						
General Motors						
Givaudan						
Intel						
Michelin						May have some consignment stock.
P&G						
Saint Gobain						
Samsung						
SI Group						
Unilever						
Volkswagen						

Consignment stock : Internal Sales may be counted as external (increasing real revenue) and volume maybe counted twice (or more). Need some clarification from the GBUs (mainly SI and CS)

Sales Data

GBU	Revenue	ICM	Volume	Group Mapping	Segmentation	Sources / Refresh delay
PA						BW (PF1/WP1) - Daily
CT		Not validated by GBU				BW (PF1/WP1) - Daily
CM			Not accurate due to UoM conversion	X	GBU segmentation uploaded directly in SAP, without SFDC.	Solstice (2020) : BW (PF1/WP1) - Daily Cognos Flat file for S1 2021
CS					May have some Non ERP data	BW (PF1/WP1) - Daily Chemlogics - Daily
PE		Specific calc. rule by GBU	(in VKG)			BW (PF1/WP1) - Daily
SI						BW (PF1/WP1) - Daily
SD		Not validated by GBU				BW (PF1/WP1) - Daily
CH						BW (PF1/WP1) - Daily
SP				Not fully accurate	As Good as Possible (ICARE / CORE CRM Groups alignment ongoing)	BW (PF1/WP1) - Daily
TS						BW (PF1/WP1) - Daily
"Core GBUs"					As Good as Possible (ICARE / CORE CRM Groups alignment ongoing)	

Opportunities

The opportunity processes have been aligned between CORE CRM and ICARE CRM in the frame of Opportunity playbook project.

GBU	Opportunities	Revenue	Margin	Volume	Group Mapping	Sources / Refresh delay
PA						CORE CRM - Daily
CT						CORE CRM - Daily
CM						ICARE CRM - Daily
CS						CORE CRM - Daily
PE						CORE CRM - Daily
SI						CORE CRM - Daily
SD						CORE CRM - Daily
CH						CORE CRM - Daily
SP			-		As good as available in ICARE	ICARE CRM - Daily
TS						CORE CRM - Daily