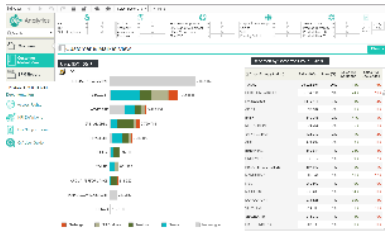




Customer Market View



i Process Owner
 Marc Piret
 Process Expert

i D&PS Expert
 Sophie Maillot

Sales K Euros	Display:
<p>This indicator displays the selected year and/or quarter's sales by one of several dimensions listed below and mapped based on the heat map key listed here:</p> <p>5 Values:</p> <ul style="list-style-type: none"> • Solutions • Challenges • Not Evaluated by SPM • Neutral • Not Assigned <p>Use the Cyclical  to change the view. Right click to select a dimension from a drop down or left click to toggle dimensions.</p>	

Re-partition by Corporate Group	Display:
<p>This table allows you to view sales by corporate group or other dimensions listed below, and see what percentage of sales that group contributes in either "Solutions" or "Challenges" related to SPM.</p> <p>Use the Cyclical  to change the view. Right click to select a dimension from a drop down or left click to toggle dimensions.</p>	

Available Dimensions:	
Market	Application
SPM Product	End Use
SPM PAC	BU
Corp. Group (Sold To)	Country: Ship To
Segment	GBU

Available Dimensions:	
Market	
GBU	
SPM Product	
SPM PAC	
Corp. Group (Sold To)	