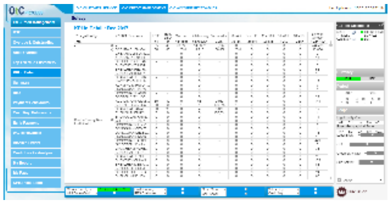
KPI in Details



Process Owner

Aurelie Mazerot
Process Expert

D&PS Expert

Miriam Luttrin

General Description
This KPI is a table containing DSO, Best DSO, Overdue, Outstanding, %Overdue, Overdue: 0-4D, Overdue: 5-10D, Overdue: 11-30D, Overdue: 31-60D, Overdue: 60-90D, 3 month turnover displayed with 2 change dimension icon, enabling user split this information in several ways. Indicator details results can be analyzed by : PRS Customer Month Year GBU Group of Activity Sub-Activity Legal Entity Payer Geographic Zone Mini Zone Cust. Country Refresh Frequency: Monthly (during closure on 1st to 6th 3 times per day)

KPI Name	Calculation

DSO	Evaluation in teams of days of sales of the outstanding amount at the report date. It is a measure of efficiency on how quickly receivables are collected. It shows the age in term of days of an organization's accounts receivable and the average time it takes to turn receivables into cash
	
	If $Turnover_m \geq Outstanding_m$ then
	
	$DSO = \frac{Outstanding_m}{Turnover_m} X\ days_m$
	
	If $(Turnover_m + Turnover_{m-1}) \geq Outstanding_m$ then
	
	$DSO = \frac{(Outstanding_m - Turnover_m)}{Turnover_{m-1}} X\ days_{m-1} + days_m$
	
	If $(Turnover_m + Turnover_{m-1} + Turnover_{m-2}) \geq Outstanding_m$ then
	
	$DSO = \frac{(Outstanding_m - Turnover_m - Turnover_{m-1})}{Turnover_{m-2}} X\ days_{m-2} + days_{m-1} + days_m$
	
	The general rule is, if $\sum_{n=0}^{12} Turnover_{m-n} \geq Outstanding_m$ then
	
	$DSO = \frac{(Outstanding_m - Turnover_{m\ldots} - Turnover_{m-n})}{Turnover_{m-n}} X\ days_{m-n\ldots} + days_m$
	
	• **Days** = Number of days in the month. (Month premise: 30 days)
	• **Outstanding** = Sum of open documents in the customer's account at the report date. Receivables in doubtful state and advanced payments are excluded.
	• **Turnover** = Sales (VAT included) in a specific month
	• **m** = Current month (Month Premise: 30 days)

Best DSO	Number of days of up to previous month (M-1)
Over due	Amount of outstanding due and not yet paid at the date of report. In a monthly report, the overdue amount at the end of the month is the sum of amounts with due date lower or equal to the last day of the month and not yet paid nor cleared by that date.
Outstanding	Sum of open documents in the customer's account at the report date
% Over due	Percentage of Overdue - Overdue/Outstanding: $Percentage\ Overdue_m = \frac{Overdue_m}{Outstanding_m}$ It is by default filtered by GL Account sub-type Product & Services. **Please noted that Credit Management term will still communicate official percentage overdue statistics for Solvay Group with the old calculation method.

Source Information:	
Core Query	BW_QRY_MVFIAR01_0001 BW_QRY_MVFIAR01_0006 (TABLE: Aged Overdue)
QV Query:	QVSBS_BW_QRY_MVFIAR01_0001 QVSBS_BW_QRY_MVFIAR01_0006 (TABLE: Aged Overdue)

BW Filters:	❌ Company Code <> ZUS4 ✅ GL Acct Type = RECEIVABLES ✅ PRS Comp. Interco Flag = YES ✅ PRS Comp. Merging Date = # ❌ PRS Customer <> 2200000000 CLIENTI ✅ PRS Cust. Interco Flag = No ❌ ERP GBU <> Eco Service ✅ Control Credit Area = "SOLV"

Specific Dimensions	
GL Account Sub Type	By default filtered on Product and Services. Other values may be selected; Accruals&Revaluation, Advance Payment, Doubtful, Write Down
Mini Zone (Cust)	Mini Zone of the PRS Customer
Customer Country	Country of the PRS Customer
PRS Customer	
Customer Group	Customer Group of the PRS Customer
Coll. Speci.	
Sales Rep	
Credit. Mgr.	