

Data Mapping

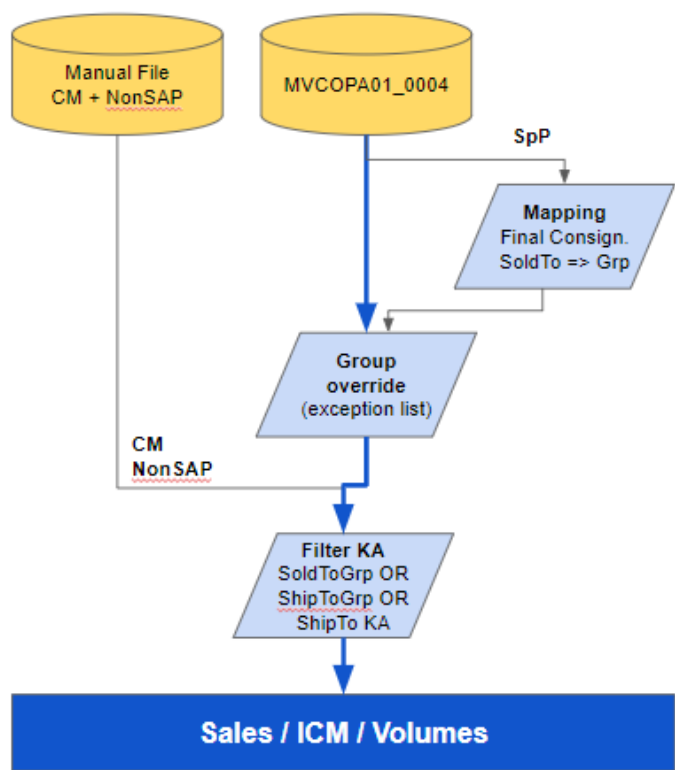
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Sales Data Mapping



Sales data comes from MVCOPA01_0004 for all GBU's within SAP. Some NonSAP legal entities are already within this query as well. For all Legal entities not in SAP (CM Industrial, Chemlogics for historical data, Monterrey ?), we need a manual flat file.

1. For SpP data, we get the Final Consignee (=ShipTo KA) at the SoldTo level, whereas ShipTo KA is at Copr Group Level. Therefore we need to get the group from the Final Consignee code.
2. Until the groups are totally clean in BW, including for SpP, we need to add an exception list to correct the groups (SoldTo / ShipTo Corp Groups) based on the ShipTo / SoldTo codes. For SpP this group override is first done by mapping the groups from ICARE CRM. Then, for all other GBU's (mostly for SpP and CM) we have a manual file
3. Then we identify the given 23 GSKA based on the condition : SoldTo Group OR ShipTo KA (Final Consignee).

GSKA : Direct & Indirect Sales versus CRM Analytics (and BW dimensions) SoldTo Group and ShipTo KA

For a given GSKA, here is the "transformation matrix" from the SoldTo Group / ShipTo KA dimensions to the split direct / indirect Sales :

Direct or indirect sales ?		SoldTo Group	
		Given GSKA	Other
ShipTo KA	Given GSKA	Direct Sales	Indirect Sales
	Other		<i>Sales Not considered for this given GSKA</i>

Direct Sales

If you compare with CRM Analytics (or BW), it is straight forward to get the direct sales (example Samsung). Direct sales to Samsung are 95.8M€ : the total of sales having Soldto Group = Samsung.

Corp Sold-to Grp	Ship-to KA	Revenue (K€)
Samsung	Chikko Corporat...	315
	Not Assigned	22 495
	Samsung	72 109
	Spp Not Found	880
	Total	95 799
Total		95 799

Indirect Sales

For the indirect sales, you can't find directly the result in CRM Analytics (or BW). You need to select ShipTo KA = Samsung first. You can see that the 72.1 M€ figure (SoldTo Group = Samsung AND ShipTo KA Samsung) is already counted in direct sales (see previous screenshot). You need to remove these 72.1M€ to the 91.4 M€ total. Indirect Sales for Samsung is : 19.3M€.

Corp Sold-to Grp	Ship-to KA	Revenue (K€)
Behn Meyer	Samsung	227
Kc Tech Co Ltd	Samsung	17 434
Samsung	Samsung	72 109
-	Samsung	1 624
TOTAL		91 394

Other direct / indirect indicators

This logic is applicable for all direct / indirect indicators from P&L BW Query : Sales / Revenue, Volume, and Margin.

Display of the split

Since sales can be counted as direct for a given GSKA and indirect for another GSKA, we can split the direct / indirect sales only when a single GSKA is selected. The first indicator (global = direct + indirect) is deduplicated, therefore you can select several GSKA without having sales counted twice.

