

# Pricing Dashboard User Documentation

## PRICING DASHBOARD



The aim of the QlikSense Pricing dashboard is to provide users with :

- Overview and details on Sales, Volumes, Margin (**ICM\***) and Costs (currently historical Y and Y-2 and forecast M to M+18)
- Standardized analysis around Pricing, Margin and Costs
- Monitoring of others Front End Module (quotes and campaign)

*\*ICM = Integrated contribution margin (Trade ICM Adjusted is used in Pricing Dashboard - excluding variable costs variables- with the exception of Novocare - Trade ICM is used - including variable costs variances).*

The primary sources for Pricing Dashboard are :

- BW :
  - Historical data: COPA, Orderbook, Budget
  - Forward Looking Data: Manufacturing Variable Costs, Sales Forecast Revenue
- Salesforce : Icare & CORE

Details about the queries names and dimensions are available [here](#).

Data are refreshed **daily for M and M-1, and weekly over the weekend for the full scope (2 years + current year)**

Please note that the naming convention to be followed when creating and saving a bookmark is GBU\_Page\_Scope (i.e. **GBU\_Scope\_Purpose/Period**) - [rules here](#)

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**How to get support on the dashboard?**

**Access the dashboard**

**Dashboard Overview**

**Please note that this dashboard is still under project mode. Data are available for Specialty Co GBUs.**

**Currently, GBU under projects are Specialty Polymers, Novicare, Technology Solutions, Aroma and Composite Materials**

**Oil & Gas data has not yet been validated by finance - expected in H1 2025.**

***This page is edited by the Pricing Transparency squad (Product Owner : Krishanu Batsya)***