

# "CuCo-2025" Master Policy

Custom Contract (CuCo) - Commercial Terms Region: Benelux

## 1. Approved Discount Tiers & SAP Material Mapping

The following table defines the contractually mandated net discount percentages for the 2025 fiscal year. These values align with SAP Material Numbers for automated verification.

Product Group	SAP Material Code	Material ID (Ref)	Policy Discount %
Comprehensive	COMPREHENSIVE	3331	55.0%
Moderate	MODERATE	9001	54.0%
Invisalign First	FIRST-COMP	2120	52.0%
Lite	LITE-14	1400	40.0%
Vivera	VIV-3x3	3333	15.0%

## 2. Commercial Rules & Exceptions

- **Currency:** All Benelux transactions must be processed in **EUR**.
- **Calculation Logic:** The credit amount is calculated as:  
$$((Original\_Net\_Amount \times (Policy\_Discount\% - Applied\_Discount\%)))$$
- **APEX Conversion:** If an SAP record shows a 0% or standard APEX discount, agents are authorized to apply the full CuCo tier as a "Goodwill Exception."

- **Ancillary Products:** Whitening (e.g., Material 217507) or Autofulfillment items are **not** eligible for batch credit unless explicitly stated in the SFDC (Salesforce) description.

---

**Approved by Finance Strategy, EMEA** *Document ID: ALIGN-CUCO-BENELUX-2025-v1*

---