

## TE Datasets Extract to Wharton

### Data points:

Part Master  
Customer Master  
TE Sales to Direct Customers (Direct)  
Distributor sales of TE parts to Distributor End Customers (POS)  
Contract Manufacturer Allocations to OEM Customers (CMA)  
Distributor Inventory

### Period:

Fiscal Year 2015 thru Q3 of 2019 (June 2019)

### Key Column Definitions:

**te\_corporate\_part\_number** – TE's part number  
**customer\_id** – Anonymized Customer ID  
**worldwide\_account\_number** – higher grouping of customers  
**fiscal\_year\_historical** – TE Fiscal Year  
**fiscal\_quarter\_historical** – TE Fiscal Quarter  
**fiscal\_month\_historical** - TE Fiscal month  
**fiscal\_month\_begin\_date\_converted\_historical** – date that points to first calendar day of the month for the fiscal month  
**fiscal\_month\_week\_count** – number of weeks in a fiscal month

1. **Part Master** –parts that have been sold or have distributor inventories for the past 5 years.
  - a. **te\_corporate\_part\_number** is the unique key and should be used to join to transactional data sets.
  - b. All the columns with the word “**label**” are concatenation of code and description. Codes are enclosed in parentheses.
  - c. In TE's product structure, the hierarchy is as follows (from top to bottom):
    - product\_structure\_label\_level\_1
    - product\_structure\_label\_level\_2
    - product\_structure\_label\_level\_3
    - product\_structure\_label\_level\_4
    - product\_structure\_label\_level\_5
    - product\_line\_label
    - product\_code\_label
    - part number
  - d. File Layout:

name	data type	comment
te_corporate_part_number	string	
part_description	string	
part_material_type_name	string	
part_engineering_status_name	string	
part_discontinuance_status_name	string	
part_sales_status_name	string	
part_record_original_date	string	format: YYYY-MM-DD
part_marketing_brand_name	string	
part_promote_indicator	string	
part_base_cpr_unit_of_measure_label	string	
product_classification_name	string	
product_naics_name	string	
product_structure_label_level_1	string	
product_structure_label_level_2	string	
product_structure_label_level_3	string	
product_structure_label_level_4	string	
product_structure_label_level_5	string	
product_family_label_level_1	string	
product_family_label_level_2	string	
product_family_label_level_3	string	
product_line_label	string	
product_code_label	string	
product_owning_segment_name	string	
product_owning_business_unit_group_name	string	
product_owning_business_unit_name	string	
product_owning_profit_center_group_name	string	
product_owning_profit_center_name	string	

2. **Customer Master** – end customers, contract manufacturer allocation (subcontractor) customers and distributor customers that have sales (either direct or indirect) for the past 5 years.
  - a. **customer\_id** is the unique key and should be used to join to transactional data sets.
  - b. **customer\_distributor\_indicator** can be used to identify if a customer is a Distributor. A value of “Yes” means it is a distributor, a value of “No” means it is not.
  - c. **customer\_subcontractor\_indicator** can be used to identify if a customer is a subcontractor. A value of “Yes” means it is a subcontractor, a value of “No” means it is not.

- d. **tier2\_distribution\_classification\_name** – distributor classification based on the customer they are serving.
- e. All the columns with the word “**label**” are concatenation of code and description. Codes are enclosed in parentheses.
- f. The **worldwide\_account\_number** is the higher grouping of all sold to customers for a company.
- g. Customers have their own hierarchy by industry, which is as follows (from top to bottom).
  - customer\_industry\_business\_code\_label\_level\_1
  - customer\_industry\_business\_code\_label\_level\_2
  - customer\_industry\_business\_code\_label\_level\_3
  - customer\_industry\_label\_level\_1
  - customer\_industry\_label\_level\_2
  - customer\_industry\_label\_level\_3
  - customer\_industry\_label\_level\_4
- h. **customer\_type\_description** - is added in the extract to better understand the whether a customer is set-up in the TE customer master which comprises these values:
  - i. **Listed account** – These accounts where TE have already defined and maintained in the customer master. There are both direct and indirect sales for these accounts.
  - ii. **Non-Listed account** – These are rather very small accounts that TE does not establish an account number, so there really is NO assigned TE customer ID. In this extract, we “fabricated” a customer id based on some submitted fields to make them unique. Then we took the submitted location (country and postal code) if provided. Only indirect POS sales have non-listed accounts.
  - iii. **Small customer aggregation** – These are accounts that are used as a one-time only for a direct sale. There is a generic customer id set-up, sometimes per business unit, in the TE customer master.

i. File Layout:

name	data type	comment
customer_id	string	
customer_region	string	
customer_country_code	string	
customer_country_name	string	
customer_postal_code	string	
customer_worldwide_account_number	string	
customer_distributor_indicator	string	
customer_type_description	string	
customer_industry_business_code_label_level_1	string	
customer_industry_business_code_label_level_2	string	
customer_industry_business_code_label_level_3	string	
customer_industry_label_level_1	string	
customer_industry_label_level_2	string	

customer_industry_label_level_3	string	
customer_industry_label_level_4	string	
customer_subcontractor_indicator	string	
tier2_distributor_classification_name	string	

3. **TE Direct Sales to Customers (Direct)** – TE Sales to direct customers for the past 5 years.

- Aggregated at Fiscal Month, Customer and Part level.
- A value of 'Yes' in the column **pricing\_agreement\_indicator** denotes that the sales transaction was made using a pricing agreement.
- Negative sales amount and 0 quantity are credits (from *ship and debit* situations).
- Negative sales amount and negative quantity are returns.
- There are some transactions that have 0 part numbers (0-0000000-0). They are considered as part numbers where the part setup process was never completed (prototypes, etc.).
- File Layout:

name	data type	comment
customer_id	string	
te_corporate_part_number	string	
fiscal_year_historical	smallint	
fiscal_quarter_historical	tinyint	
fiscal_month_historical	tinyint	
fiscal_month_end_date_historical	string	format: YYYY-MM-DD
fiscal_month_begin_date_converted_historical	string	format: YYYY-MM-DD
fiscal_month_week_count	bigint	
pricing_agreement_indicator	string	Yes or No
sales_quantity	decimal(18,3)	
sales_amount	decimal(18,2)	in US\$

4. **Distributor (POS) Sales** – Distributor sales of TE parts to distributor end customers for the past 5 years.

- Aggregated at Fiscal Month, Customer and Part level.
- A value of 'Yes' in the column **special\_price\_request\_indicator** denotes that the distributor submitted a special price request on behalf of the end customer.
- Negative sales amount and negative quantity are returns from the end customer to the distributor.

- d. There are some transactions that have 0 part numbers (0-0000000-0). They are likely data quality issues.
- e. File Layout:

name	data type	comment
distributor_customer_id	string	
end_customer_id	string	
te_corporate_part_number	string	
fiscal_year_historical	smallint	
fiscal_quarter_historical	tinyint	
fiscal_month_historical	tinyint	
fiscal_month_end_date_historical	string	format: YYYY-MM-DD
fiscal_month_begin_date_converted_historical	string	format: YYYY-MM-DD
fiscal_month_week_count	tinyint	
special_price_request_indicator	string	Yes or No
sales_quantity	decimal(18,3)	
sales_amount	decimal(18,5)	in US\$

- 5. **Contract Manufacturer Allocations to OEM Customers (CMA)** - TE makes an educated guess on direct sales to contract manufacturers as to the end customer for whom the manufacturing is being done. Data is for the past 5 years.
  - a. Aggregated at Fiscal Month, Customer and Part level.
  - b. A value of 'Yes' in the column **pricing\_agreement\_indicator** denotes that the reseller customer on the transaction purchased the part using a pricing agreement.
  - c. Negative sales amount and / or negative quantity, which does exist in small numbers, will need some investigation. They could be adjustments to prior period allocations.
  - d. File Layout:

name	data type	comment
cma_customer_id	string	
end_customer_id	string	
te_corporate_part_number	string	
fiscal_year_historical	smallint	
fiscal_quarter_historical	tinyint	
fiscal_month_historical	tinyint	
fiscal_month_end_date_historical	string	format: YYYY-MM-DD
fiscal_month_begin_date_converted_historical	string	format: YYYY-MM-DD
fiscal_month_week_count	bigint	
pricing_agreement_indicator	string	Yes or No
sales_quantity	decimal(18,3)	

sales_amount	decimal(18,5)	in US\$
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6. **Distributor Inventory** – TE Distributor Inventory for the past 5 years.
- Data is a point in time snapshot at Fiscal Month, Distributor World Wide Account Number and Part level.
  - The file contains header record, please exclude it when processing the data.***
  - File Layout:

name	type	comment
disty_ww_acct	string	distributor worldwide_account_number
region_name	string	
tyco_electronics_corp_part_nbr	string	te_corporate_part_number
tyco_year_id	smallint	fiscal_year_historical
tyco_month_of_year_id	tinyint	fiscal_month_historical
fisdate	tinyint	fiscal_month_begin_date_converted_historical
inventory_qty	decimal(18,5)	
invy_at_avg_sell_price	decimal(18,5)	in US\$