

# Glossary

## Locations

Module where all your physical locations are placed: e.g., supplier locations, warehouses etc.

## Supplier locations

The specific country, city/address and name of a supplier

## Warehouse(s)

Locations for storage where you as an entity have specific agreement(s) on storage, specified by country, city/address and name.

## Route(s)

The specified route between two entities/locations. If the departure address or arrival address of the journey is unknown to you, you cannot

## Sales channels

A feature to map the direction of your products.

E.g. Warehouse to B2B

### The Webtool's different sales channel options:

- B2B: Specify a country. One country may contain several B2B clients
- Unknown: Ex-works agreements with B2B customers
- Retail country: One country to cover for many stores/over-the-counter sales
- Retail store: Specific store with specific address, defined by over-the-counter sales
- Final client: E.g. e-commerce sales or other delivered by van B2C and goods ordered in a retail store and delivered by van later

## Country shares

A matrix of all supplier locations, warehouses, and sales channels – this is to determine the routes of the goods. This function allows you to combine all locations in their different combinations.

## Upstream

Upstream operations are the initial stages of the supply chain. It is where raw materials are sourced, acquired and transported to manufacturing facilities.

## Tier

Tier 1 supplier: Your direct supplier (from whom you purchase the product)

Tier 2 sub-supplier: A sub-supplier delivering materials or components to your Tier 1 supplier.