

# Glossary for reference



<b>Special Pricing Agreement (SPA)</b>	SPA agreement types that ABB grants to a distributor for discounted pricing in a competitive situation:
	Claim-back SPA: Customer purchases at into-stock level has a claim-back SPA set up at lower level for a specific customer; once they sell product to that end customer, they can file a claim for credit between the into-stock price and their SPA price.
	Distributors may only request claim-back rebates using valid claim-back SPAs for material bought at standard into-stock or book price level. Distributors cannot request credit for product originally ordered on a project quote, or any other discounted pricing (i.e. promotion).
	Credit will only be issued against a claim-back SPA if the distributor's account number(s) are listed on that SPA.
<b>Quotes</b>	Off invoice Agreement: Customers can reference this quote to get the upfront discounted price - no rebate claim needs to be filed.
	Quote reference guide link will be provided with ABB Price Books delivery tool after API price code is received.
<b>MPG</b>	Material Product Group (two-character – alphanumeric code). Known in T&B Access as Product Line (PL). Typically used to apply discount multipliers on SPA Agreements at MPG level.
<b>MG2</b>	Material Group 2 (three-character – alphanumeric code). Known in T&B Access as Product line product group (PLPG). Typically used to apply discount multipliers on a total product family level (MG2).
<b>Discount Multiplier</b>	Number used to multiply the price designated to a distributor to determine net distributor's price. Example: <ol style="list-style-type: none"> <li>1. Assume suggested list price is \$100.00</li> <li>2. Assume SPA discount multiplier is .70</li> <li>3. SPA price = \$100.00 x .70 = \$70.00</li> </ol>
<b>Claim-back SPA for Rebate Credit</b>	Distributors may only request claim-back rebates using valid claim-back SPAs for material bought at standard into-stock or Book price level. Distributors cannot request credit for product originally ordered on a project quote, or any other discounted pricing (i.e. promotion).
<b>Shipment History</b>	The quantity of a distributor's claim-back request may not exceed the quantity of ABB's stock shipments to that specific location and customer number. From the date of the end customer invoice, ABB will use two years' worth of stock shipments minus 18 months of returned items for shipment history calculations. Any products outside the two-year period available for credit balance are no longer claim-back eligible.
<b>Authorized Multi-branch Locations</b>	Requested claim-back quantity may not exceed total sum purchased amount for all branches combined. Distributor must calculate SPA credit amount using the purchase price for the relevant ABB shipments to the SPA claim location.
<b>Debit Resolution</b>	Based on the claim-back rebate date, the distributor will have 30 days to pay back the debit amount associated to the claim-back. If the debit age exceeds 60 days, ABB reserves the right to deduct the full unpaid debit amount from any other payments due to the distributor.
<b>End Customer Information:</b> SAP requires an end customer code to process rebate claims	Claim-back submission requires distributors to submit their end customer name and number with the credit request. Credit will only be issued for those end customers authorized in the SPA.
<b>SPA Thresholds</b>	SPAs must exceed \$2,500 in sales annually per each end customer.
<b>Claim-back Rebate Timing</b>	After the cutover period, all claim-backs related to ELSP, ELSB and ELIP must be submitted in empower and/or via EDI connection to the SAP Torque system, including claim-backs related to orders entered in TOPS and T&B Access (legacy systems) prior the transition.