

1a. Pre-fill Bottom-up exercise for Recurrent business

Overview

In this section, you will find information about the process to pre-fill bottom-up exercise for recurrent business. You will find among others the extrapolation rules.



Pre-filled is done in June as soon as May sales are available in Analytics. The SBS project team is in charge of uploading data and the GBU data steward & CRM Champion will be in charge of validating all data before the go-live

GBU data steward/CRM champion are responsible for providing following data :

- APO (Spe Chem,EP)
- BFR03 (Novecare)
- Extrapolation parameters (All GBUs)
- Strategic Roadmap (All GBUs)

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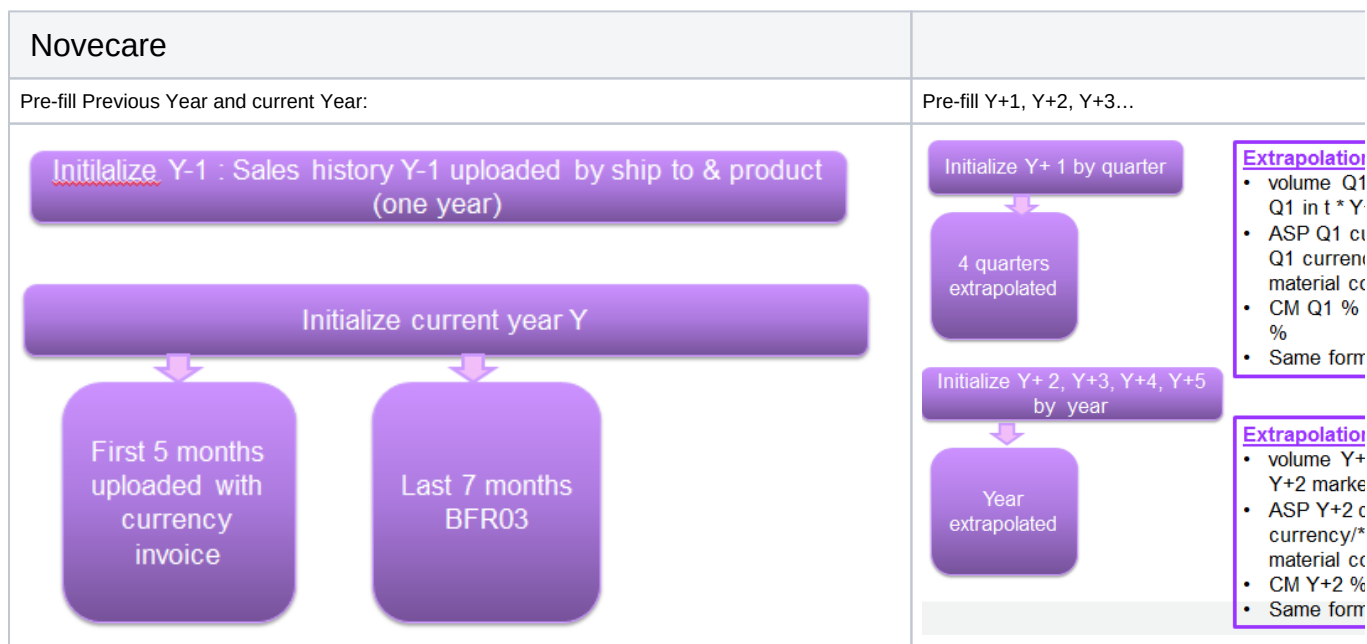
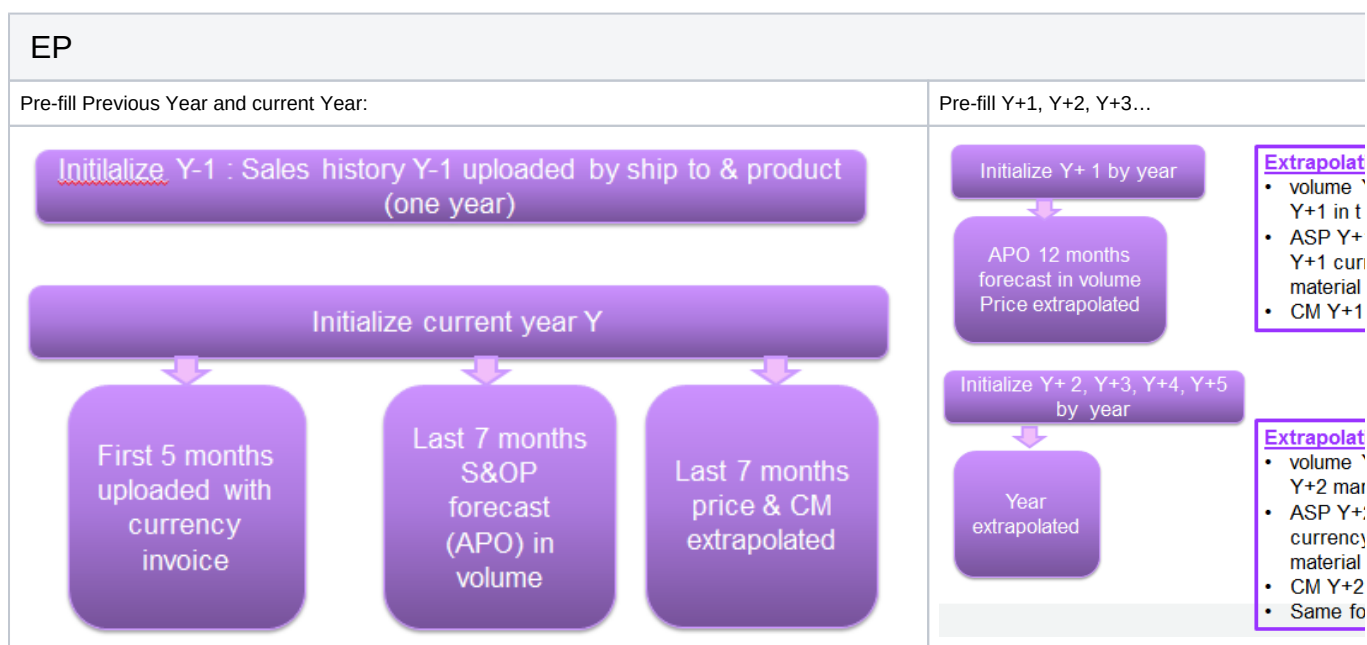
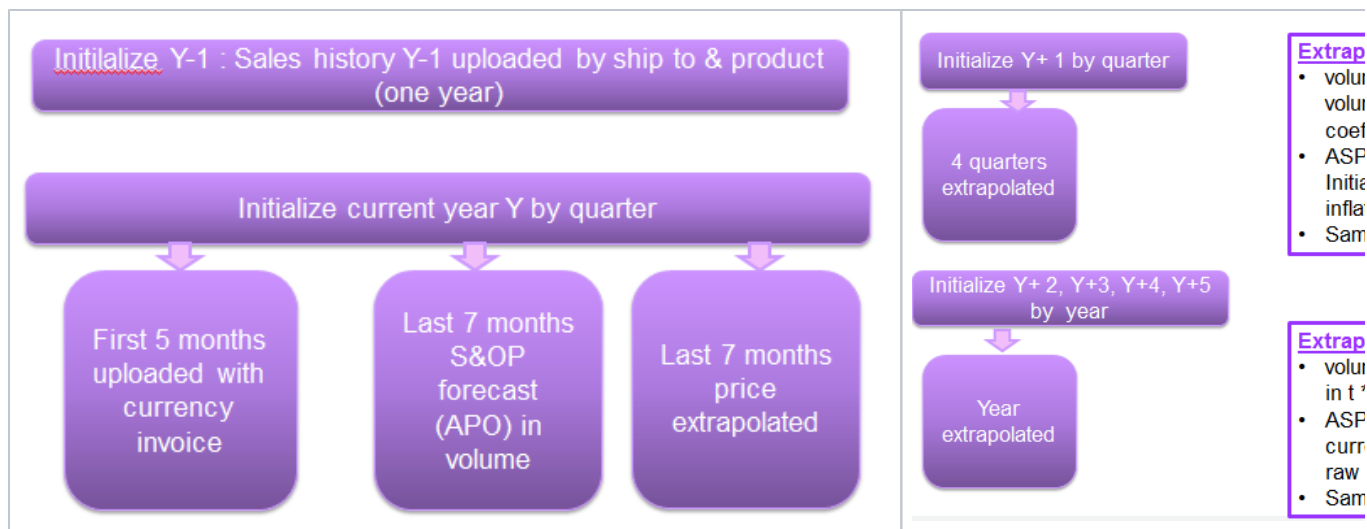
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Concerned profiles:

Sales - Data steward

Step By Step

Peroxides	
Pre-fill Previous Year and current Year	Pre-fill Y+1, Y+2, Y+3...
Initialize Y-1 : Sales history Y-1 uploaded by ship to & product (one year) Initialize current year Y by quarter First 5 months uploaded with currency invoice Last 7 months extrapolated	Initialize Y+ 1 by quarter 4 quarters extrapolated Initialize Y+ 2, Y+3, Y+4, Y+5 by year Year extrapolated
Spe Chem	
Pre-fill Previous Year and current Year:	Pre-fill Y+1, Y+2, Y+3...



Pre-fill common rules

Common Rules

- **Extrapolation parameters** are stored in a custom object by GBU
 - Market growth for volume extrapolation
 - Inflation cost for price extrapolations
 - Raw material cost evolution for price extrapolations
- Commercial Roadmap Currency is coming from the **invoice currency**
- **2 units of measure** are managed depending on the **user preference** (Ton or Kilo pound)*.

Rules : Peroxides, SPE Chem, Novecare

- If the customer has an A segmentation he will be empty and not pre-filled
- B, C (customers segmentation) or without segmentation are pre-filled
- Current Year, Y+1 in quarter, Y+2, Y+3... in year

EP : Exception :

- A, B, C customers are pre-filled
- All Years in Year never divided by quarters

How to change my Unit of measure preference

The screenshot shows the user settings interface. On the left, a sidebar menu is visible with the following items: My Profile, My Settings (highlighted with a red box and callout 2), Developer Console, and Logout. Below this, a 'Personal' section contains: Personal Information, Change My Password, Language & Time Zone, Grant Account Login Access, My Groups, Connections, Login History, Approver Settings, Advanced User Details (highlighted with a red box and callout 4), and Authentication Settings for External Systems. On the right, the 'Preferred Unit Of Mesure' is set to '--None--' with a dropdown arrow and an 'i' icon. A callout 3 points to the 'Personal' menu. A callout 5 points to the 'Preferred Unit Of Mesure' dropdown. A callout 1 points to the user's name 'Françoise Coussy' at the top. A callout 2 points to the 'My Settings' link in the sidebar.

1 Click on your name at the top of the screen and click on my settings

2 My Settings

3 Click on Personal menu and chooses Advanced user Detail

4 Advanced User Details

5 Click on the Edit button and change your preferred Unit of measure & click on the save button

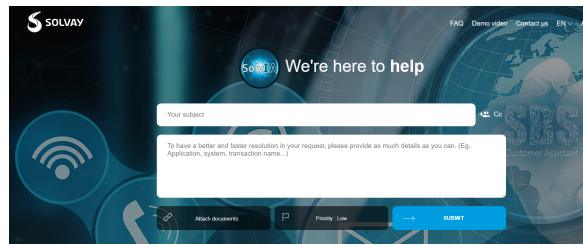
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Related articles

- [Introduction to Commercial Roadmap](#)
- [1b. Pre-fill Bottom-up exercise for Growth business](#)
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- [4. Compare bottom-up with Strategic Roadmap](#)
- [5. Freeze the Commercial Roadmap](#)

Need help?

To request any support or if you have identified a bug or incident , please create a Freshdesk ticket using Solvia platform : <https://solvia.solvay.com/>

The image shows a web form for SOLVAY. At the top left is the SOLVAY logo. At the top right are links for 'FAQ', 'Demo video', 'Contact us', and 'EN'. Below the logo is a blue circular icon with a white 'S' and the text 'We're here to help'. The form has a 'Your subject' input field with a small 'x' icon on the right. Below this is a larger text area with a placeholder text: 'To have a better and faster resolution in your request, please provide as much details as you can. (Eg. Application, system, transaction name,...)'. At the bottom left of the form is an 'Attach documents' button with a paper icon. At the bottom right is a 'Priority: Low' dropdown menu and a blue 'SUBMIT' button.

you can copy users with email address , default priority is Low , then Submit . We advise you to put keywords in subject to ease dispatching to correct Agent : CRM - Complaint for example