

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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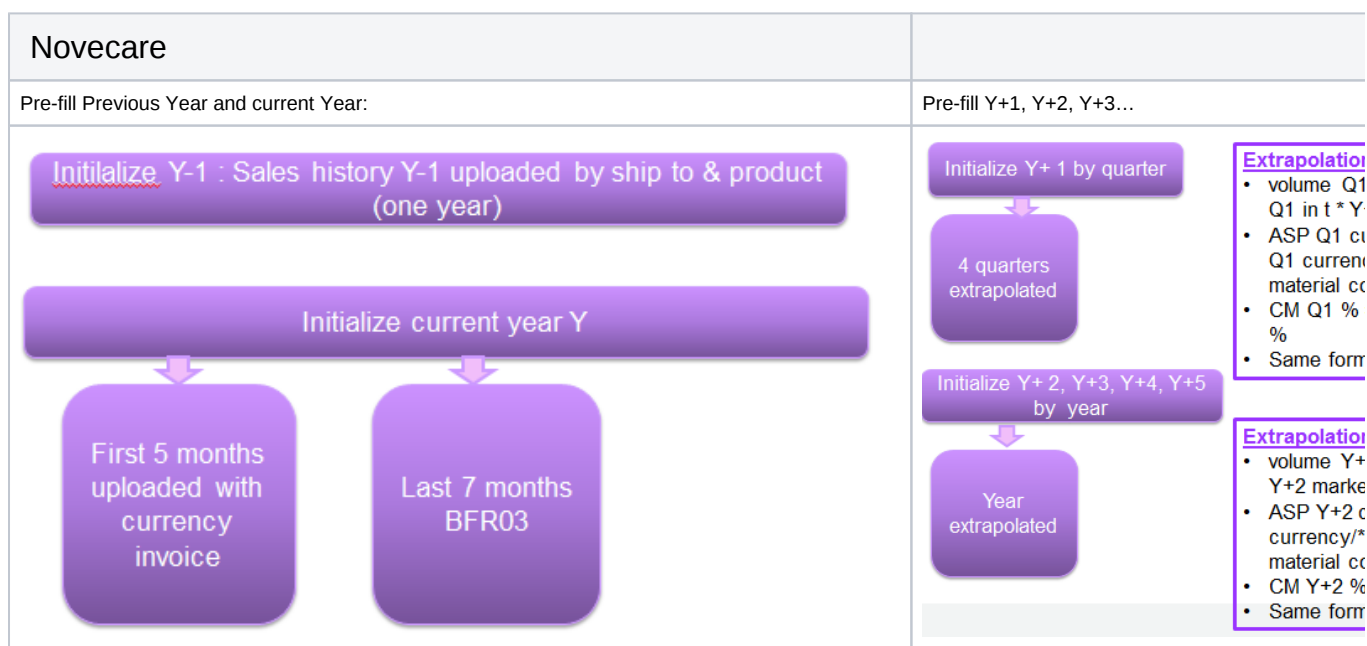
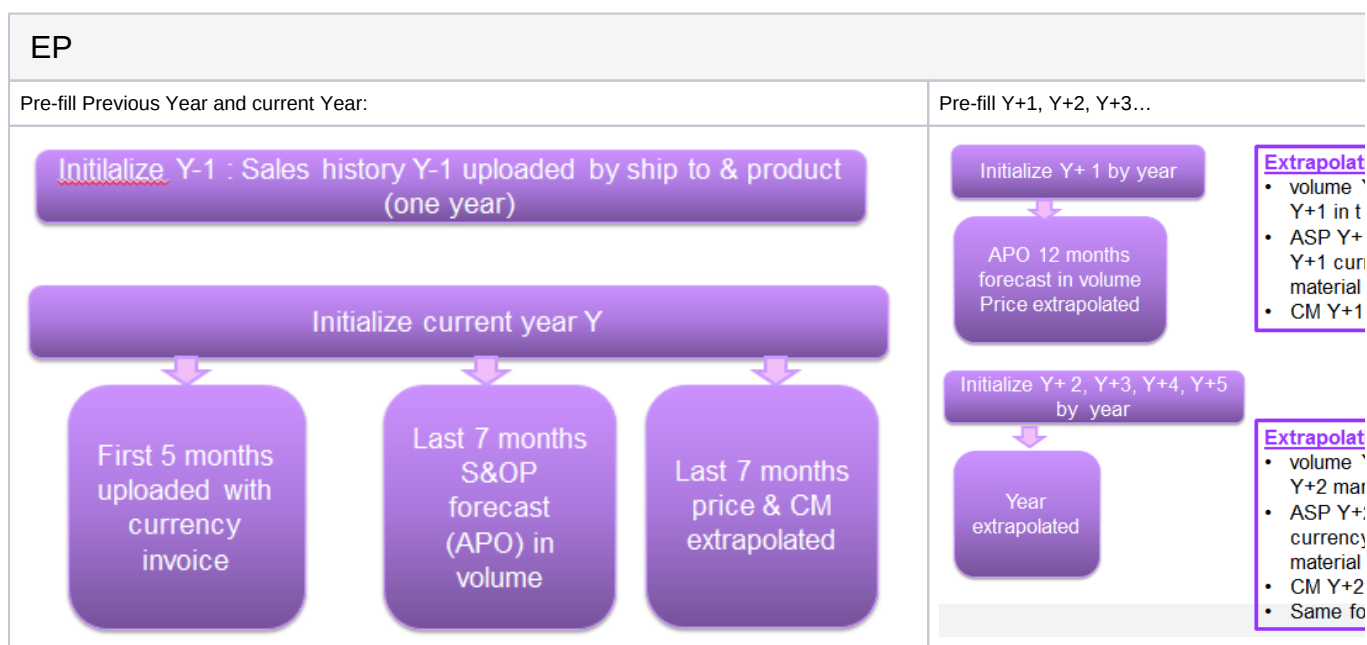
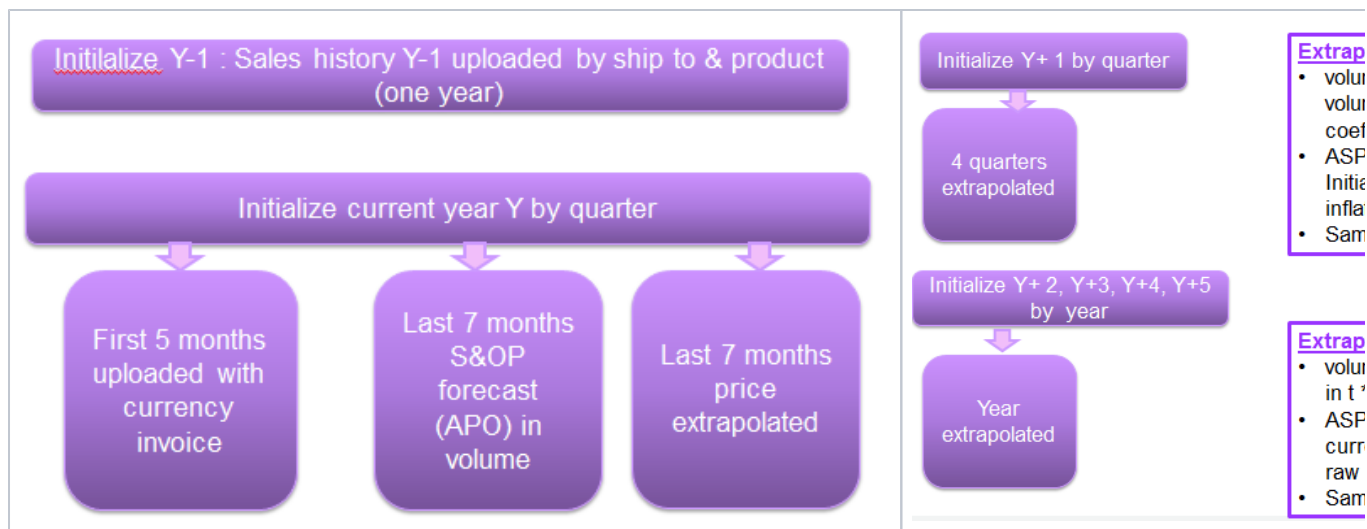
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Concerned profiles:

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, and Advanced User Details (highlighted with a red box and callout 4). On the right, the 'Advanced User Details' form is shown. It has a 'BU' dropdown menu (callout 1) and a 'Preferred Unit Of Mesure' dropdown menu (callout 3), both currently set to '--None--'. An 'Edit' button (callout 5) is located next to the 'Preferred Unit Of Mesure' dropdown. A callout box at the bottom right (callout 5) instructs the user to click the Edit button, change the preferred unit of measure, and click the save button.

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

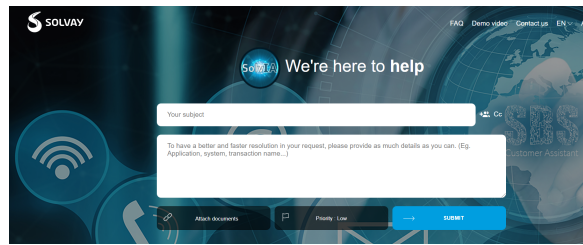
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Related articles

- [Introduction to Commercial Roadmap](#)
- [1b. Pre-fill Bottom-up exercise for Growth business](#)
- [2. Update commercial roadmap data](#)
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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 contact form for SOLVAY. The background is dark blue with abstract light blue shapes. In the top left is the SOLVAY logo. In the top right are links for FAQ, Demo video, Contact us, and EN. The main heading is "We're here to help" with a SOLVAY icon. Below it is a "Your subject" input field. A large text area follows 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 is an "Attach documents" button with a paper icon. At the bottom right is a "Priority" dropdown menu set to "Low" and a blue "SUBMIT" button.

SOLVAY

FAQ Demo video Contact us EN

SOLVAY We're here to help

Your subject

To have a better and faster resolution in your request, please provide as much details as you can. (Eg. Application, system, transaction name,...)

Attach documents

Priority: Low

SUBMIT

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