

1b. Pre-fill Bottom-up exercise for Growth business

Overview

In this section, you will find information about the process to pre-fill bottom-up exercise for growth business. You will find among others the rules for the initialization of the growth business from the opportunity management module. These steps are automated, no action required from end-users

Link with opportunities

During the initializing period (June) all open growth business opportunities + closed won opportunities with target delivery sales > May 2016 are replicated in the Commercial roadmap.

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Step By Step

Pre-fill Bottom-up for Growth business

During the initializing period (June) all open growth business opportunities + closed won opportunities with target delivery sales > May 2016 are replicated in the Commercial roadmap

Commercial Roadmap exercise



Growth business initialization common rules

- Business potential is replicated in the Commercial roadmap (sold to/product level)
- Business potential Volume is multiplied by the opportunity % of probability (e.g. opportunity of 100 in 2018, probability 20% will show up as 20 in 2018 in the commercial roadmap)
- If one opportunity has 3 products 3 lines will be created in the Commercial roadmap (one by product)
- Price & Contribution Margin are copied in the Commercial Roadmap
- The checkbox "to include in the commercial roadmap" allows you to include or not the opportunity in the Commercial Roadmap (by default, it will be checked as 'to include')

Example of Growth business initialization–

