

3. Adjust commercial roadmap data

Overview

In this section, you will find information about how to adjust commercial roadmap data, in particular:

- How to adjust data
- How to run a report to analyze adjustments

Concerned profiles:

Sales

Table of content

- [Step By Step](#)
 - [Adjust commercial Roadmap data](#)
 - [Managers analyze Commercial Roadmap data using reports by revenue, by volume](#)
- [Related articles](#)
- [Need help?](#)

Step By Step

Adjust commercial Roadmap data

Managers can adjust directly the data or they can ask to their sales rep

1 Filters allow you to reduce the numbers of ship to/product combinations: choose your filters and click on the button : apply filters

Filters											
Customer Classification	--None--	Product		GBU segmentation 2		Corporate Market					
Country	--None--	Product level 2		GBU segmentation 3		Corporate Segment					
Region	--None--	Product level 3		Business Type	--None--	Corporate Group					
		Ship to Name		Owner	Sarah Colgan						
<p>2 Apply Filters Clear Filters</p>											

Sales Average price PY currency/t	Sales volume PY t/t	Customer Classification	Ship To Name	City	Product	Region	Corporate Group	Country	Group of activity	Sub activity	End Use	Corporate Segment	ASP ex-works PY currency/t
GBP 1 420.12 (EUR 1 922.98)	59,088		SRKMIN CLATES & SONS LTD THE PINE	NEWMARKET	PAA 05 NU-CIGRA	EMEA		United Kingdom	B.U. Peroxides		CLEANING IN PLACE INDUSTRIAL AND INSTITUTIONAL CARE	INDUSTRIAL AND INSTITUTIONAL CARE	GBP 1 348.36 (EUR 1 823.10)
Year	Updated ASP year currency/t	Updated volume year in t	Adjusted ASP year currency/t	Adjusted volume year in t	Adjusted ASP Q1 currency/t	Adjusted volume Q1 in t	Adjusted ASP Q2 currency/t	Adjusted volume Q2 in t	Adjusted ASP Q3 currency/t	Adjusted volume Q3 in t	Adjusted ASP Q4 currency/t	Adjusted volume Q4 in t	
2016	GBP 3 173.97 (EUR 4 297.86)			57,295				12,000		14,000			
2017													
2018													
2019													
2020													
2021													

3 You adjust the current year + 5 years : volume, price Contribution margin for Novecare & EP

o
a
d
j
u
s
t
t
h
e
d
a
t
a
.
T
h
e
y
c
l
i
c
k
o
n
t
h
e
t
a
b
A
d
j
u
s
t
C
R
;
T
h
e
y
f
i
l
t
e
r
d
a
t
a
t
o
a
d
j
u
s
t
a
n
d
t
h
e
y
f
i
l
e
d
t
h
e
n
e
w
v
a
l
u
e
i
n
t
h
e
c
o

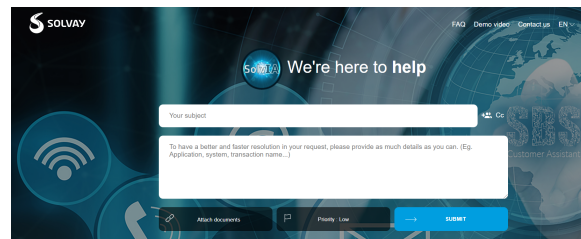
[Back to the top](#)

Related articles

- [Introduction to Commercial Roadmap](#)
- [1a. Pre-fill Bottom-up exercise for Recurrent business](#)
- [1b. Pre-fill Bottom-up exercise for Growth business](#)
- [2. Update commercial roadmap data](#)
- [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/>



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