

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

Step By Step

Adjust commercial Roadmap data

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

Apply Filters Clear Filters

Sales Average price PY currency	Sales volume PY (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
GBP 1 420.12 (EUR 1 922.98)	59,068		BRIMINGATES & SONS LTD THE PINES	NEWMARKET	FAA 06 NUCIDEK	EMEA		United Kingdom	S.U Peroxides		CLEANING IN PLACE INDUSTRIAL AND INSTITUTIONAL CARE	INDUSTRIAL AND INSTITUTIONAL CARE	GBP 1 346.36 (EUR 1 823.10)
Year	Updated ASP year currency	Updated volume year in t	Adjusted ASP year currency	Adjusted volume year in t	Adjusted ASP Q1 currency	Adjusted volume Q1 in t	Adjusted ASP Q2 currency	Adjusted volume Q2 in t	Adjusted ASP Q3 currency	Adjusted volume Q3 in t	Adjusted ASP Q4 currency	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													

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

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Managers analyze Commercial Roadmap data using reports by revenue, by volume

Reports & Dashboards

New Report...New Dashboard...

Folders

Find a folder...

All Folders

Unified Public Reports

My Personal Custom Reports

My Personal Dashboards

Commercial Roadmap

Commercial Roadmap Top managem...

Commercial Roadmap

Find reports and dashboards

Account

Name

Updated Volume & Price for A customer

Updated Volume & Price for B&C customer

1

Click on Report button, Choose the folder: commercial Roadmap

2

Click on Report name

Ship To Name: Account Name	Product: Product Name	2016	2017	2018	2019	2020	2021
	US SMITHILL QUINCY	Sum of Updated Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
		Sum of Initial Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
	AMEX AP 235	Sum of Updated Revenue year currency	EUR 4.00	EUR 4.00	EUR 4.00	EUR 4.00	EUR 4.00
		Sum of Initial Revenue year currency	EUR 43.946.43	EUR 43.946.43	EUR 43.946.43	EUR 43.946.43	EUR 0.00
	AGRHO QCG PROTECT	Sum of Updated Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
		Sum of Initial Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
	AGRHO QR 2000	Sum of Updated Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
		Sum of Initial Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
	AGRHO FXG 1500	Sum of Updated Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
		Sum of Initial Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
	AGRHO N2S PROTECT	Sum of Updated Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
		Sum of Initial Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
	AGRHO N DUAL PROTECT	Sum of Updated Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00
		Sum of Initial Revenue year currency	EUR 378.000.00	EUR 229.500.00	EUR 459.000.00	EUR 688.500.00	EUR 688.500.00
	AGRHO N PROTECT	Sum of Updated Revenue year currency	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00	EUR 0.00

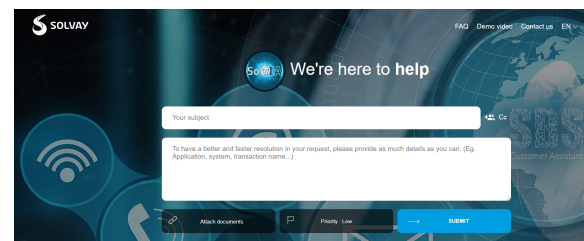
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- [1b. Pre-fill Bottom-up exercise for Growth business](#)
- [2. Update commercial roadmap data](#)
- [4. Compare bottom-up with Strategic Roadmap](#)
- [5. Freeze the Commercial Roadmap](#)

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