

# 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

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## 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><b>2</b> <span style="border: 1px solid red; padding: 2px;">Apply Filters</span> <span style="font-size: small;">Clear Filters</span></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

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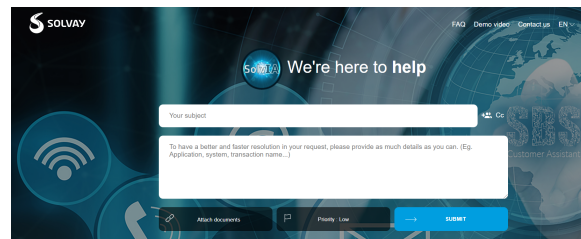
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## Related articles

- [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*