

5. Freeze the Commercial Roadmap

Overview

In this section, you will find information about how Commercial Roadmap is frozen, in particular:

- Impact on Account Development Plan (available on future release)
- Y+1 in Analytics (available on future release)

Concerned profiles:

Sales

Step By Step

Account Development Plan : business plan

ADP synchronization

- Commercial roadmap frozen data will be replicated and aggregated in the ADP business plan for all accounts listed in the ADP account plan association
- Data cannot be modified in the ADP (view only)

Y+1 in Analytics

- Y+1 budget will be in Analytics once the CR is frozen (to be considered in future release)

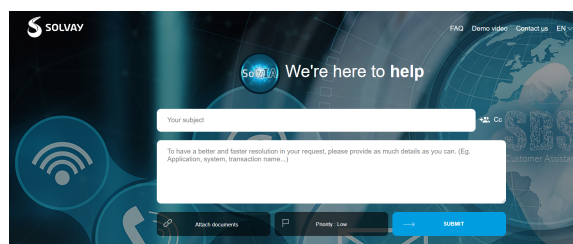
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- [1b. Pre-fill Bottom-up exercise for Growth business](#)
- [2. Update commercial roadmap data](#)
- [3. Adjust commercial roadmap data](#)
- [4. Compare bottom-up with Strategic Roadmap](#)

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