

# 4) Forecast price calculation FLOW

## Forecast price calculation

### Update frequency

Sales forecast query is being refreshed twice a day from BW query to data lake. Every time the data is refreshed, the price forecast is being recalculated.

### Glossary

Term	Definition
SAP active price	the Net price in the forecast query ( <a href="#">Measures\Net price</a> ) for which the value component key is 2. In case 2 is not available, the value component key equal to 15 will be considered
Last SAP active price	the last "SAP active price" reported in the forecast query per CPC
HL projected forecast price	The SAP active price or the last SAP active price of a CPC without considering incoterms
Forecast price	Defined as the monthly unit price forecasted for a CPC. It is calculated based on the flow captured above. The application of the forecast price is to calculate forecast sales.

### Flow

<https://app.diagrams.net/#G1GuqjSLqoK1zjw2jr4DRt07uxWzGFZEK6>

Ship to	Incoterms		juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24
456123	DDP	CPC 1	10	11	10	10	12	12	12	12	12
78542	COL	CPC 2	2,05	2,07	2,07	2,07	2,07	2,07	2,07	2,07	2,07
78542	DDP	CPC 3	2,05	2,07	2,07	2,07	2,07	2,07	2,07	2,07	2,07

## Last invoice price calculation

### Glossary

<https://wiki.solvay.com/pages/viewpage.action?pageId=846954960>

### Flow

[https://app.diagrams.net/#G1GuqjSLqoK1zjw2jr4DRt07uxWzGFZEK6#%7B%22pageId%22%3A%22tH9kuUiNKOi\\_-HY1bFgd%22%7D](https://app.diagrams.net/#G1GuqjSLqoK1zjw2jr4DRt07uxWzGFZEK6#%7B%22pageId%22%3A%22tH9kuUiNKOi_-HY1bFgd%22%7D)