

# FD - Forecasting

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Change Log	Date	Owner
Created documentation	30 Oct 2024	MILIC-ext, Nikola
Enhancement:O&G - Opportunities - Disable pre-fill forecast amounts for O&G opportunities CPROMOG-9 - Getting issue details... STATUS	19 Nov 2024	MILIC-ext, Nikola
Enhancement: Forecast exception for Recurring business CPROMOG-59 - Getting issue details... STATUS	15 Jan 2025	MILIC-ext, Nikola
Enhancement: CPROMOG-61 - Getting issue details... STATUS & CPROMOG-14 - Getting issue details... STATUS	15 Jan 2025	MILIC-ext, Nikola

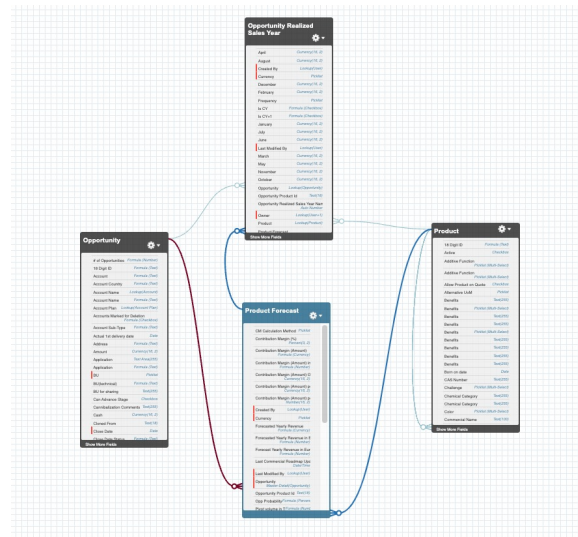
## Object Overview and Relationships

### Description:

The **Product Forecast** object is designed to hold forecasted financial, volumetric, and probability-weighted metrics for specific products associated with opportunities. This object facilitates forecasting and revenue prediction by allowing users to aggregate data at the product-opportunity level.

### Related Objects:

- **Opportunity:** The **Product Forecast** object is associated with the **Opportunity** object via a Master-Detail relationship. This enables consolidated reporting and tracking of forecasted metrics across different opportunities.
- **Product:** There is a **Lookup** relationship with the **Product** object, tying each forecast to a product. This supports detailed product-level forecasting and analysis.
- **Opportunity Realized Sales Year:** While not directly referenced, historical data from **Opportunity Realized Sales Year** can inform or validate forecasts, providing a comparison of past actuals versus forecasted metrics.



## Fields

Field Name	Field Type	Field Format	Description
CM Calculation Method	SLV_CM_Calculation_Method__c	Picklist	Method used to calculate the contribution margin, allowing flexibility in forecasting calculations based on different pricing or cost models.
Contribution Margin (%)	SLV_Contribution_Margin__c	Percent (3, 2)	The profit margin percentage after deducting variable costs, indicating profitability on a percentage basis.
Contribution Margin (Amount)	SLV7_PF_Contribution_Margin_Tot_Amount__c	Formula (Currency)	Total contribution margin amount, representing profit in currency value.
Contribution Margin (Amount) in EUR	FX_Contribution_Margin_Amount_EUR__c	Formula (Number)	Contribution margin amount in EUR, allowing for profitability comparison across regions.

Contribution Margin (Amount) Old	SLV_Contribution_Margin_Amount__c	Currency (16, 2)	Previously used contribution margin amount, retained for historical reference or calculations.
Contribution Margin (Amount) per UoM	SLV7_PF_Contribution_Margin_Amount_UoM__c	Currency (16, 2)	Contribution margin per unit of measure, useful for assessing profitability on a per-unit basis.
Contribution Margin (Amount) per UoM EUR	FX_Contribution_Margin_Amount_UoM_EUR__c	Number (16, 2)	Per-unit contribution margin in EUR, standardizing profitability analysis.
Created By	CreatedById	Lookup (User)	User who created the forecast record, used for audit and tracking purposes.
Currency	CurrencyIsoCode	Picklist	The currency code associated with this forecast, ensuring consistent financial reporting.
Forecast Yearly Revenue in Euro	SLV11_Revenue_Euro__c	Formula (Number)	Projected revenue for the forecasted year, expressed in EUR.
Forecasted Yearly Revenue	SLV_Revenue__c	Formula (Currency)	Forecasted annual revenue for this product, calculated in the object's primary currency.
Forecasted Yearly Revenue in EUR	FX_Revenue_EUR__c	Formula (Number)	Forecasted yearly revenue in EUR for multi-currency analysis.
Last Commercial Roadmap Update	SLV3_Last_Commercial_Roadmap_Update__c	Date/Time	Timestamp of the last roadmap update, useful for tracking recent forecast adjustments.
Last Modified By	LastModifiedById	Lookup (User)	User who last modified the forecast, allowing change tracking and accountability.
Opp Probability	Opp_Probability__c	Formula (Percent)	Probability percentage of the associated opportunity's closure, influencing revenue forecasts.
Opportunity	SLV_Opportunity__c	Master-Detail (Opportunity)	Link to the Opportunity object, tying the forecast data to specific sales opportunities.
Opportunity Product ID	SLV_Opportunity_Product_Id__c	Text (18)	Unique identifier linking the forecast to a specific product in the opportunity, providing line-item level forecast data.
Pivot Volume in T	SLV5_Pivot_volume_in_T__c	Formula (Number)	Alternative measurement for volume, possibly used for specific product forecasts, measured in tons.
Price	SLV_Price__c	Currency (16, 2)	Unit price of the product, aiding in revenue and profitability calculations.
Price in EUR	FX_Price_EUR__c	Number (16, 2)	Price in EUR, enabling standardized price analysis across different currencies.
Probability Weighted Revenue	Probability_Weighted_Amount__c	Formula (Currency)	Revenue forecast adjusted by opportunity probability, indicating expected revenue based on win likelihood.
Probability Weighted Revenue in EUR	FX_Probability_Weighted_Amount_EUR__c	Formula (Number)	Probability-weighted revenue in EUR, standardizing expected revenue reporting.
Probability Weighted Volume	SLV5_1_PF_Probability_Weighted_Volume__c	Formula (Number)	Expected volume adjusted by opportunity probability.
Probability Weighted Volume in T	SLV29_PF_Probability_Weighted_Volume_T__c	Formula (Number)	Probability-adjusted volume in tons, supporting specific product forecasts.
Product	SLV_Product__c	Lookup (Product)	Link to the Product object, associating forecast data with individual products.
Product Name	Product_Name__c	Formula (Text)	Name of the product, for quick reference in reports and dashboards.
S.No	Name	Auto Number	Auto-generated unique identifier for each forecast record.
SLV7 Warning Indicator	SLV7_Warning_Indicator__c	Formula (Number)	Indicator field, potentially used to highlight forecasts that require review or have significant risk.
UnicValueByYear	SLV4_UnicValueByYear__c	Text (25) (External ID)	Unique external ID combining year and other factors, ensuring each forecast record is uniquely identifiable.
Unit of Measure	SLV5_PF_Unit_of_Measure__c	Picklist	Specifies the unit in which the product volume is measured, standardizing forecast data across products.
Visibility	SLV_Visibility__c	Picklist	Controls visibility settings for the forecast, allowing customization for different user groups.
Volume	SLV_Volume__c	Number (16, 2)	Forecasted quantity of the product expected to be sold, essential for production and inventory planning.
Year	SLV_Year__c	Picklist	Specifies the year for which the forecast is relevant, useful for annual segmentation.
Year Formula	Year_Formula__c	Formula (Text)	A formula field that calculates the year based on other date fields, ensuring alignment with forecast year

## Automation

**Flow Name:** Create Product Forecasts

**Purpose:**

This flow creates a forecast record for each Opportunity Line Item added to an opportunity, ensuring that forecasts are generated and updated based on specific business rules.

**Trigger**

- **Type:** Record-Triggered Flow
- **Event:** Triggered each time an Opportunity Product record is created.
- **Entry Conditions:** None – the flow runs for all Opportunity Products and executes immediately.

**Logic and Flow Steps**

1. Retrieve Existing Forecasts

- The flow first checks if any forecast records already exist for the Opportunity.
- It retrieves records from **Product Forecast** where:
  - **SLV\_Product\_\_c** equals \$Record > Product ID
  - **SLV\_Opportunity\_\_c** equals \$Record > Opportunity ID

2. Check for Existing Forecasts

- **Decision:** If forecast records exist, the flow ends.
- **If No Forecasts Exist:** The flow proceeds to a counter-based decision to manage forecast creation.

3. Counter Logic and Forecast Creation

- **Counter Check (Counter < 5):**
  - If fewer than 5 forecasts exist, the flow:
    - Assigns values to all relevant fields in the forecast record.
    - Sets the **Year** field to:

```
TEXT(YEAR(DATEVALUE(DATETIMEVALUE({!SLV7_OPP_Targeted_first_delivery_date}))) + {!counter})
```

- **Counter Check (Counter ≥ 5):**
  - When the counter reaches 5, it stops assigning values and creates the forecast records with the previously assigned field values.

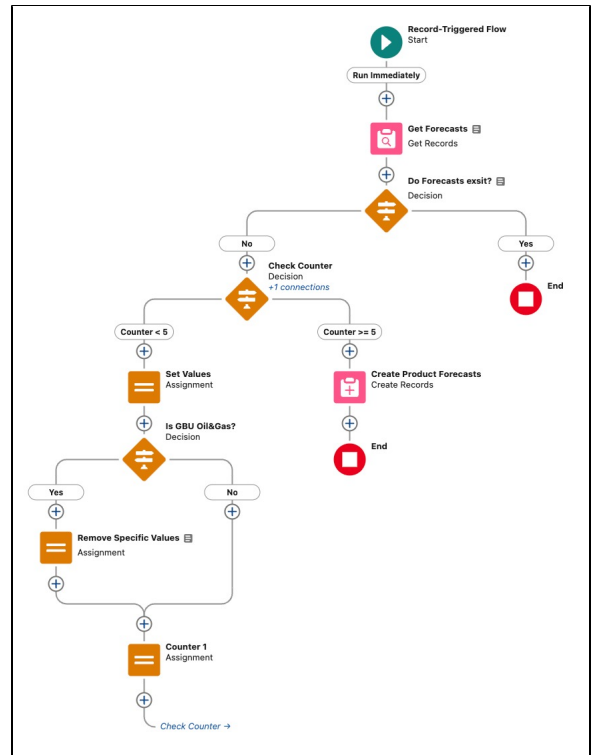
2. Field Assignments (Set Values)

- The following fields are populated from the Opportunity Line Item to the Forecast record:
  - **Currency ISO Code**
  - **Opportunity**
  - **Unit of Measure**
  - **Opportunity Product ID**
  - **Product**
  - **CM Calculation Method**
  - **Volume**
  - **Price**
  - **Contribution Margin (Amount) per UoM**
  - **Contribution Margin**
  - **Year**



**Exception for Oil & Gas GBU**

- For **Oil & Gas GBU**, an exception is applied:
  - The forecast record for the **first delivery year** is created with all fields set to 0.



## FX\_Price\_EUR\_\_c

- **Event:** Before Insert, Before Update
- **Action:** Update FX price in EUR
- **Purpose:** Converts SLV\_Price\_\_c to EUR based on the currency exchange rate (CurrencyIsoCode to EUR) for accurate FX pricing.

## 2. FX\_Contribution\_Margin\_Amount\_UoM\_EUR\_\_c

- **Event:** Before Insert, Before Update
- **Action:** Update FX contribution margin in EUR
- **Purpose:** Converts SLV7\_PF\_Contribution\_Margin\_Amount\_UoM\_\_c to EUR using CurrencyIsoCode to ensure accurate FX calculations for contribution margin.

## 3. SLV\_Product\_Forecast\_Rollup\_\_c

- **Event:** N/A (commented out)
- **Action:** Update rollup flag on Opportunity (currently inactive)
- **Purpose:** Intended to update a rollup flag (SLV\_Product\_Forecast\_Rollup\_\_c) on the associated Opportunity record to indicate the existence or total of related forecasts, but this feature is currently commented out.

## 4. Opportunity Realized Sales Year (ORSY) Related Fields

The following fields are used to manage ORSY records in synchronization with forecast records:

- **Product\_Forecast\_\_c**
  - **Event:** After Insert, Before Delete
  - **Action:** Link or delete ORSY with forecast
  - **Purpose:** Links ORSY records to the forecast record on insert, or deletes them if the forecast is removed, ensuring data integrity.
- **Opportunity\_Product\_Id\_\_c**
  - **Event:** After Insert
  - **Action:** Link ORSY with Opportunity Product
  - **Purpose:** Links ORSY records to Opportunity Products using SLV\_Opportunity\_Product\_Id\_\_c, allowing forecast data alignment with specific products.
- **Opportunity\_\_c**
  - **Event:** After Insert
  - **Action:** Link ORSY with Opportunity
  - **Purpose:** Links ORSY records to the Opportunity associated with the forecast, consolidating forecast data at the Opportunity level.
- **Year\_\_c**
  - **Event:** After Insert
  - **Action:** Set ORSY year based on forecast year
  - **Purpose:** Sets the Year\_\_c field in ORSY records based on SLV\_Year\_\_c from the forecast, aligning each ORSY record with the correct forecasted period.
- **Product\_\_c**
  - **Event:** After Insert
  - **Action:** Link ORSY with product
  - **Purpose:** Links ORSY records to the product in the forecast (SLV\_Product\_\_c), ensuring forecast data is product-specific.
- **CurrencyIsoCode**
  - **Event:** After Insert
  - **Action:** Set currency for ORSY
  - **Purpose:** Transfers the CurrencyIsoCode from the forecast to ORSY records, ensuring currency consistency across forecasted sales data.

# Enhancements

## Oil & Gas Forecast Year Creation -

### CPRMOG-9 - Getting issue details...

STATUS

- For O&G Opportunity rollout project, change was made in a way Forecast records are generated.

New opportunity products created for O&G Opportunities will generate Forecast records but these records will not be pre-filled for all years. Only first year will be pre-filled with values from Opportunity Product. The rest will be set to null.

This was done due to nature of O&G business and inability to know in advance. Hence these values stay blank for later years.

- This change applies only for O&G Opportunities.

REVENUE AT MATURITY						
VOLUME	TARGET UNIT PRICE (EUR)	CM	CM (%)	CM (AMOUNT) PER UOM (EUR)	CONTRIBUTION MARGIN (AMOUNT) (EUR)	
1000	10	Percent	0			
YEAR	VOLUME (T)	TARGET UNIT PRICE (EUR)	CM (%)	CM (AMOUNT) PER UOM (EUR)	YEARLY REVENUE (EUR)	YEARLY CM (AMOUNT) (EUR)
2024	1000	10,00	0		10000	0
2025	0	0,00	0			0
2026	0	0,00	0			0
2027	0	0,00	0			0
2028	0	0,00	0			0

## Oil & Gas Recurring Business Forecasting Exception -

### CPRMOG-59 - Getting issue details...

STATUS

When Recurring Business is TRUE:

Product Forecasts are pre-filled:

REVENUE AT MATURITY						
VOLUME	TARGET UNIT PRICE (EUR)	CM	CM (%)	CM (AMOUNT) PER UOM (EUR)	CONTRIBUTION MARGIN (AMOUNT) (EUR)	
1	1	Percent	0			
YEAR	VOLUME (T)	TARGET UNIT PRICE (EUR)	CM (%)	CM (AMOUNT) PER UOM (EUR)	YEARLY REVENUE (EUR)	YEARLY CM (AMOUNT) (EUR)
2024	1	1,00	0		1	0
2025	1	1,00	0		1	0
2026	1	1,00	0		1	0
2027	1	1,00	0		1	0
2028	1	1,00	0		1	0
2029	1	1,00	0		1	0

## Summary

The goal is to streamline forecasting when the **Recurring Business** checkbox is set to true on an Opportunity. If changed from false to true, the forecast values for the first year will automatically populate subsequent forecast years. Once set to true, the change cannot be reversed or affect the forecasts further if toggled back to false.

Flow Name: OGR\_Copy\_Forecasts

Type: Autolaunched Flow

## Key Features

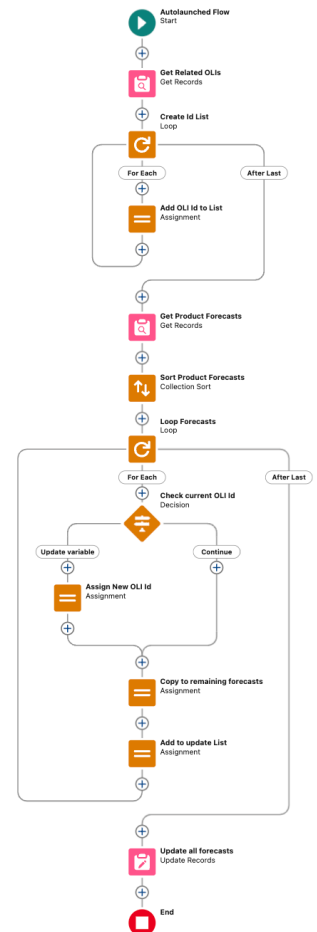
### 1. Trigger-Based Flow

- The "Opportunity after create or update" flow will be updated to check if the **Recurring Business** field has been set to true.

### 2. Automated Forecast Copying

- A new autolaunched flow (**OGR\_Copy\_Forecasts**) will handle the following logic:
  - When **Recurring Business** changes from false to true, the first-year forecast values are copied to subsequent forecast years.
  - No updates are made if the

When Recurring Business is FALSE and GBU is O&G, forecasts are not pre-filled:



checkbox is set  
back to `false`.

### 3. One-Time Action

- Forecasts are updated only when **Recurring Business** is changed from `false` to `true`. Subsequent toggling does not alter the forecasts.

### 4. Flow Structure

- **Trigger Point:** On Opportunity updates.
- **Logic:**
  - Evaluate the status of the **Recurring Business** field.
  - If `true`, invoke the **OGR\_Copy\_Forecasts** flow to populate forecast years.

## Automated UOM-to-Metric Tons Conversion

### CPRM0G-61 - Getting issue details...

STATUS

### CPRM0G-14 - Getting issue details...

STATUS

- **Purpose:** Standardize volume representation across all records.
- **Logic:** Converts values from supported UOMs to metric tons using a formula based on the UOM and associated conversion factors.
- **Key Formula Logic:**

```

CASE(SLV5_Pf_Unit_of_Measure_c,
'T', SLV_Volume_c / 1,
'KG', SLV_Volume_c / 1000,
'Sh. T', SLV_Volume_c / 1.1023,
'LB', SLV_Volume_c / 2204.6,
'L', SLV_Volume_c * OGR_Conversion_Factor_c,
'GAL', SLV_Volume_c *
OGR_Conversion_Factor_c,
0
)

```

**Flow Name:** Opportunity Products - Convert UOMs

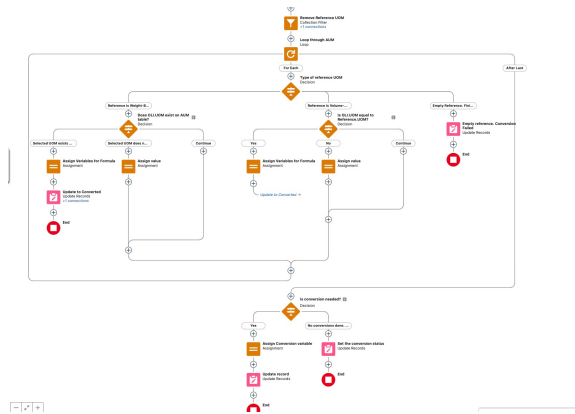
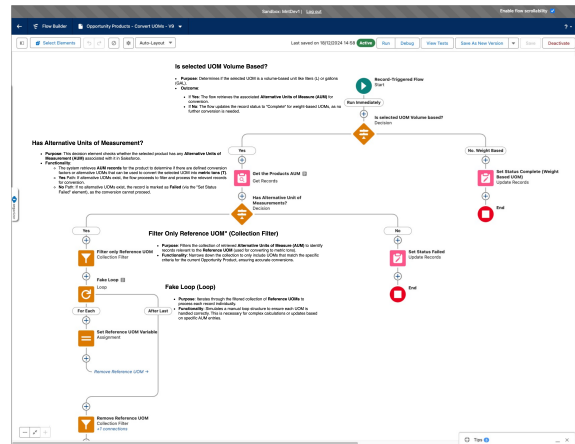
**Type:** Triggered Flow

## Key Features

### 1. Integration Across Objects

- **Opportunity Line Items (OLI):**
  - Field Name: `SLV5_Volume_in_T_c`
  - Stores the converted volume for each line item based on the selected UOM.
- **Product Forecasts:**
  - Field Name: `SLV5_Pivot_volume_in_T_c`
  - Extends the conversion logic from OLI, ensuring compatibility and consistency.

### 2. Key Data Dependencies



- **Conversion Factors:**
  - Stored in OGR\_Conversion\_Factor\_\_c (Opportunity Product).
  - Dynamically updated when alternative UOMs or density values are modified.
- **Lookup Field:**
  - New lookup field from Product Forecast to Opportunity Line Item ensures consistent reuse of existing conversion factors.

### 3. Reporting and Analytics

- **Field Accessibility:**
  - Not displayed on record page layouts by default.
  - Included in custom and standard report types for visibility in reporting.
- **Use Cases:**
  - Analyze product volumes in metric tons for forecasting and decision-making.
  - Ensure consistent reporting across regions and product lines.

### 4. Handling Missing Data

- Conversion logic accounts for scenarios where:
  - No valid conversion factor is available (sets value to 0).
  - Selected UOM is unsupported (marks records for review or logs errors for follow-up).