

# Functional Document - Sales Follow-up

## 1.0 Overview

### Business Context and Application Overview

The Sales Follow-up reports in Global sales folder of BW provide a comprehensive view of both forecasted and actual sales within Solvay . These reports can provide valuable insights and serve various purposes to enhance sales management and customer relations such as enhancing sales processes, improving customer satisfaction, and making data-driven decisions to drive growth and efficiency.

### Application User Profile

Describe the key User profiles that exist for the application.

General role/Viewer role:

Approver role:

### Target Users:

Sales team, Customer relation team, Supply chain team, production planning

VERSION	DATE	MODIFIED BY	DESCRIPTION
0.01	19.12.2023	Azadeh Nasiri	Initial draft

### Application Type

#### Data Product Type

- Dashboard
- Report
- Advanced analytics
- AI
- Others <specify which one>

#### Technologies

- BW
- Tableau
- QlikSense
- Talend
- Dataiku
- Others <specify which one>

#### Data Sources

Note: list of all applications and various environment

- SAP PF1 (Production environment)
- SAP WP1
- SAP PI1
- BW (versions)
- iCare CRM
- CORE CRM
- Others <Dynasys>

## 2.0 Business Process

Capture the business process that the application supports . This can be describe through a process diagram or a business capability model

## 3.0 Application Feature Overview

Sales follow-up report in the global sales folder of BW includes two following workbooks.

In terms of content, the two reports share similarities. The first report is tailored for soda ash, with modifications made to exclude certain customers. Additionally, it narrows the reporting time window to the current year (12 months). In contrast, the second report offers users the flexibility to define their preferred time window.

Workbooks	Technical names
Sales Follow Up - Current Year Detailed	BW_WBK_CPSSO54_0001

## 4.0 Functional Specification

### 4.1 General Data/Calculations

#### Indexes

**PUQ** Unit prompt quantity. It is the unit quantity chosen when the report is refreshed. Can be: KG, VKG, TO...

**CP** Prompt Currency. It is the currency chosen when the report is refreshed. Can be USD, EUR, BRL...

**CO** Order Currency. It is the currency which the sales order was placed.

**CR** Reference Currency. It is the currency of the legal company responsible for the sales.

#### Key figures for Sales Follow-up

Extrapol KeyFigures are calculated using **working days** of the Plant  
Billed KeyFigures are **excluding** the following Billing Document Types:

Document types	
F2SR	Invoice for Services
G2CC	Commission Credit
G2CS	Cancelat. G2CC
G2SS	Cancelat. G2VS
G2VS	Credit Mem Serv.
L2CC	Commission Debit
L2CS	Cancelat. L2CC
L2SS	Cancelat. L2VS
L2VS	Debit Memo Serv
ZL2A	Downpayment
ZL2S	Cancelat. ZL2A
IV	Intercompany Billing

**Open Order:** Total on quantity for sales orders not yet issued and not yet invoiced, with the TO BE INVOICED DATE on the Month M.

**Open Order confirmed:** Total on quantity for sales orders not yet issued and not yet invoiced, with the TO BE INVOICED DATE on the Month M. It shows how much from the Open Orders Qty M, have a confirmed quantity after ATP analysis.

**Shipped Not Billed:** Total on quantity for sales orders have been issued (with Actual GI Date) on the month M, but not yet Invoiced

**Total Order:** Open Order + Shipped not Billed

**Total Order Confirmed:** Open Order conf + Shipped not Billed

**Shipped:** Total on quantity for sales orders have been issued on the month M based on the Actual GI date

**Ordered (GI\* date):** Total on quantity ordered for month M based on

\*GI stands for Good Issue. The Goods Issue date is the date on which the goods physically leave the warehouse or stock and are issued for delivery or consumption.

*If qty is not confirmed (zero) => Last Requested GI date;  
If qty is confirmed => Last Confirmed GI date;  
If qty is Shipped (with "completed" status) => Actual GI date.  
Blocked and Cancelled orders are **excluded**.*

**Billed:** Total on quantity invoiced on the Month M

**Final Forecast:** Total on quantity forecast to be shipped. Final Forecast is the forecast validated after the Demand Review (=Unconstrained Forecast).

**Business rule:**

- Past snapshots (M<1): frozen forecasts (snapshots taken on 6th of each month)
- Current month (M) until 6th of the month: Final Forecast from Dynasys (updated 4x/day)
- Current month (M) after 6th of the month: Frozen Forecasts (snapshots taken on 6th of each month)
- Future forecast (M>1): Final Forecast from Dynasys (updated 4x/day)

**Constrained Forecast:** Demand reviewed by the S&OP

**Budget:** Total on quantity budget to be shipped in current year (user can expand the view to detailed months) as maintained in Dynasys under Budget Review

**Customer Forecast:** Forecast provided directly from the customer and maintained in Dynasys

**BFR03/BFR06/BFR09:** Total on quantity to be shipped in current year according to each BFR version as maintained in Dynasys under Budget Review

**Demand Orderbook:** Coming from Dynasys (not SAP), corresponds to the Order Book as requested by the Customer in the future.

**Sales Team Forecast:** forecast entered by Sales Team in Dynasys (before forecast review)

**Demand Review Forecast:** Forecast entered by the Demand Planner during the Demand review exercise. Once it's validated (during/after the Demand review meeting), it becomes the "Final Forecast".

**CSR Forecast:** forecast entered by Customer Service team in Dynasys (before forecast review)

**Statistical Forecast:** this is the Forecast generated by the statistical engine in DynaSys taking into account the History. By default, the system chooses the best model fit, but user can manually choose the desired model.

**ST Net Sales:** Sales team Forecast x Sales Price

**Sales Team Forecast ETD:** Offset to the Sales Team Forecast (ETA). The Offset can be 0 months (ETA = ETD), 1 month or 2 months (values higher than 2 are unusual but can happen).

**Sales Price FF:** Price calculated in BW based on Final Forecast Net Sales / Final Forecast

**Constrained demand Net Sales:** Demand reviewed by the S&OP x Sales Price

**Y Final Forecast Net Sales:** Final Forecast x Sales Price

**Netback Sales:** Final forecast in quantity valued with the Netback price

**Last Leg:** Transport cost between the Plant/warehouse and the customer

**Term Thru:** Warehouse costs (R339 and R340)

**Billing NETV:** Total on value invoiced in the current year

**Order line NETV:** Total on value ordered in the current year based on the Last Requested GI date

## 4.2 Process Detail

### 4.2.1. Report/Process Definition

This report is based on:

- Historical Sales Orders from Global Sales (Cumulative Order Quantity in Sales Unit)
- Historical Deliveries from Global Sales (Actual quantity delivered in Sales Units)
- Historical Invoices from Global Sales (Billing Quantity in Sales Units)
- Current Order Book
- Demand Review from DynaSys

**WBP Data refresh**

- Global Sales data are daily refreshed
- DynaSys data is refreshed 4 times a day (10am, 2pm, 6pm, 11pm)

**Prompt Particularity:**

**Company Code:** DynaSys forecasts are not defined at Company Code level. Please add value 'DYN' to see DynaSys forecasts

**Sales Office:** DynaSys forecasts are not defined at Sales Office level. Please add value 'DYN' to see DynaSys forecasts

**Temporal Aspect:**

It is crucial to highlight that the importance of the month specified in user prompts varies depending on the measure included in the report. For instance, when looking at the "Deliveries" measure, the month of November in the prompt corresponds to deliveries issued in that specific month. When focusing on the "Invoices" measure, the reference to the month of November is specific to sales orders invoiced during that period.

- **Sales Orders:** Last Request Goods Issue date (C\_LSTRQGI)
- **Deliveries:** Actual Goods Issue date (OACT\_GI\_DTE)
- **Invoices:** Date of Invoice (OBILL\_DATE)

## 5.0 Non-functional Descriptions

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*Please populate the relevant section and delete those that are not applicable.*

### 5.1 Usability

### 5.2 Regulatory Compliance

### 5.3 Security

### 5.4 Performance

### 5.5 Reliability

### 5.6 Scalability

### 5.7 Compatibility

### 5.8 Availability

### 5.9 Refresh of the Data

- Global Sales data are daily refreshed
- DynaSys data is refreshed 4 times a day (10am, 2pm, 6pm, 11pm)