

Technical Document - Sales follow-up

- [1 Access Management](#)
- [2 Data flow](#)
 - [2.1 Overview](#)
 - [2.2 Reporting](#)
- [3 Data loading](#)
- [4 Data Quality Controls](#)
- [5 Operational Documentation](#)
 - [5.1 Procedures](#)
 - [5.2 Scheduling](#)
 - [5.3 Monitoring](#)
 - [5.4 Error Handling](#)
 - [5.5 Known Bugs](#)
 - [5.6 Roadmap](#)

Access Management

Roles & Access

Role Code	Role Description	Explanation
ZBI_RCS_SD_A01	Application role for Global Sales project / SD data / Orderbook	Role for the application
ZR_RCS_CA_M49	SD - Sales and Distribution	Role menu for the application

Authorization Objects

List of authorization objects mandatory for the application.

Authorization object	Explanation
CPFCTR1_2	GBU
C_COMPCDE	Legal company
C_SAL_OF	Sales office

WARNING: For the PO part the notion of sales offices doesn't exist. The restriction in sales offices will not be considered for the reports PO and PO+SO.

Data flow

Overview

The sales follow-up is a report which mix data from Global Sales, APO, Dynasys and P&L. The report give a complete view of the forecast and the sales.

The data flow is based on the LSA method. The data visualization is done on the composite provider CPSDSO54 (MP: Order book & Forecast & historical (PO & SO)), previously multiprovider MVSDSO54 .

Global Sales data layers:

- Propagation Layer
- Business Layer
- Reporting Layer
- Virtual Layer

Please see the [data flow](#) of the composite provider CPSDSO54(MP: Order book & Forecast & historical (PO & SO)) generated from Performer Suite.

Besides the BW 13 objects mentioned in the dataflow downwards, the composite provider has another 3 calculation views:

- CV_SD_SO_ORDER_LASTR

- CV_SD_SO_CPSSO54_0001
- CV_SD_SO_CPSSO54_0002

Propagation layer

The propagation layer used is the propagation of Global sales, Dynasys, APO. The data from P&L are extracted with APDs.

APD:

APD_PL_GS_0030 (Netback Sales P&L), based on the query APD_QRY_MVCOPA01_NBACK_0001 (BW COPA Netback query APD (Core Query))

APD_PL_GS_0031 (Netback Sales P&L (w/o interval)), based on the query APD_QRY_MVCOPA01_NBACK_0002 (BW COPA Netback query APD w/o month (Core Query))

Business layer

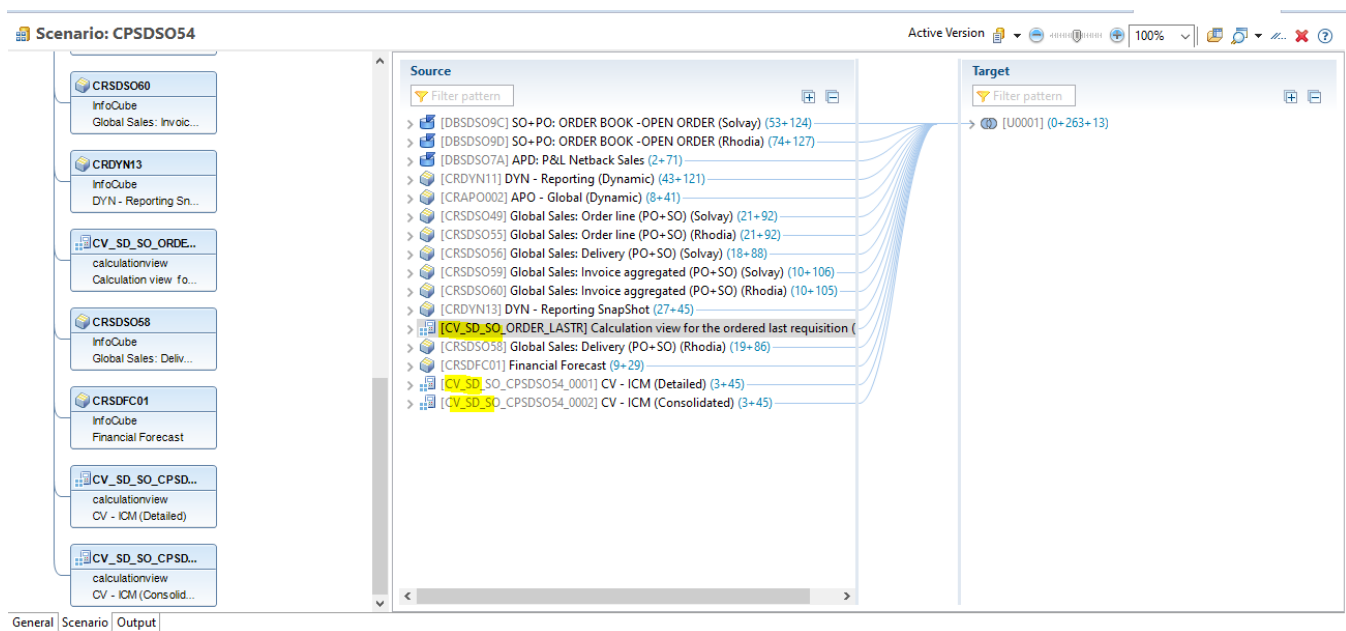
The propagation layer used is the propagation of Global sales (historical data, order book), Dynasys and APO.

Reporting layer

List of infoproviders used in the reporting layer:

CUBE tech. name	CUBE description	source CUBE tech. name	source CUBE description
CRAPO002	APO - Global (Dynamic)	DBAPO002	APO - Special Chemicals / Rare Earth (Dynamic)
		DBAPO004	APO - Special Chemicals (Dynamic)
		DBAPO006	APO - Novacare (Dynamic)
		DBAPO008	APO - Polyamide Downstream (Dynamic)
		DBAPO010	APO - Polyamide Upstream (Dynamic)
CRDYN11	DYN - Reporting	DBDYN13	DYN - Reporting (SnapShots)
		DBDYN20	DYN - Reporting (Dynamic)
CRSDSO58	Global Sales: Delivery (PO+SO) (Rhodia)	DBSDSO9O	Global sales: Delivery (PO+SO) (Rhodia)
CRSDSO56	Global Sales: Delivery (PO+SO) (Solvay)	DBSDSO9N	Global sales: Delivery (PO+SO) (Solvay)
CRSDSO60	Global Sales: Invoice aggregated (PO+SO) (Rhodia)	DBSDSO9Q	Global sales: Invoice (PO+SO) (Rhodia)
CRSDSO59	Global Sales: Invoice aggregated (PO+SO) (Solvay)	DBSDSO9P	Global sales: Invoice (PO+SO) (Solvay)
CRSDSO55	Global Sales: Order line (PO+SO) (Rhodia)	DBSDSO9M	Global sales: Order line (PO+SO) (Rhodia)
CRSDSO49	Global Sales: Order line (PO+SO) (Solvay)	DBSDSO9L	Global sales: Order line (PO+SO) (Solvay)
DBSDSO7A	APD: P&L Netback Sales	DPSSO7A	APD: P&L Netback Sales (prop) (Direct Update)
DBSDSO9D	SO+PO: ORDER BOOK -OPEN ORDER (Rhodia)	DBSDSO56	SO: SHIPPED NOT INVOICED (Rhodia)
		DBSDSO57	SO: OPEN ORDER WITH DLV DOC (Rhodia)
		DBSDSO58	SO: OPEN ORDER W/O DLV DOC (Rhodia)
		DBSDSO68	PO: OPEN Transfers orders (Rhodia)
		DBSDSO97	SO: OPEN ORDER NOT SCHEDULED (Rhodia)
DBSDSO9C	SO+PO: ORDER BOOK -OPEN ORDER (Solvay)	DBSDSO16	SO: SHIPPED NOT INVOICED (Solvay)
		DBSDSO17	SO: OPEN ORDER WITH DLV DOC (Solvay)
		DBSDSO18	SO: OPEN ORDER W/O DLV DOC (Solvay)
		DBSDSO28	PO: OPEN Transfers orders (Solvay)
		DBSDSO96	SO: OPEN ORDER NOT SCHEDULED (Solvay)

Virtual layer



List of infoproviders used in the virtual layer:

MP tech. name	MP description	source CUBE tech. name	source CUBE description
CPDSO54	MP: Order book & Forecast & historical (PO & SO)	CRAP0002	APO - Global (Dynamic)
		CRDYN11	DYN - Reporting
		CRSDSO58	Global Sales: Delivery (PO+SO) (Rhodia)
		CRSDSO56	Global Sales: Delivery (PO+SO) (Solvay)
		CRSDSO60	Global Sales: Invoice aggregated (PO+SO) (Rhodia)
		CRSDSO59	Global Sales: Invoice aggregated (PO+SO) (Solvay)
		CRSDSO55	Global Sales: Order line (PO+SO) (Rhodia)
		CRSDSO49	Global Sales: Order line (PO+SO) (Solvay)
		DBSDSO7A	APD: P&L Netback Sales
		DBSDSO9D	SO+PO: ORDER BOOK -OPEN ORDER (Rhodia)
		DBSDSO9C	SO+PO: ORDER BOOK -OPEN ORDER (Solvay)
		CV_SD_SO_ORDER_LASTR	View created to provide the last requisition date
		CV_SD_SO_CPDSO54_0001	ICM (Detailed)
		CV_SD_SO_CPDSO54_0002	ICM (Consolidated)

CV_SD_SO_ORDER_LASTR - View created to provide a different last requisition date dynamically for the report.

Solvay.IA_SD.GLOBAL_SALES.SALES::CV_SD_SO_ORDER_LASTR WBP@WBP (PT99376211) 2 Warning(s) found.

Scenario

Calculated Column

View Calculated Column

Calculated columns are used to derive some meaningful information in the form of columns, from existing columns.

Name: CC_CALDAY

Data Type: NVARCHAR Length: 8 Scale:

Expression

Expression Editor

Validate Syntax Language: Column Engine

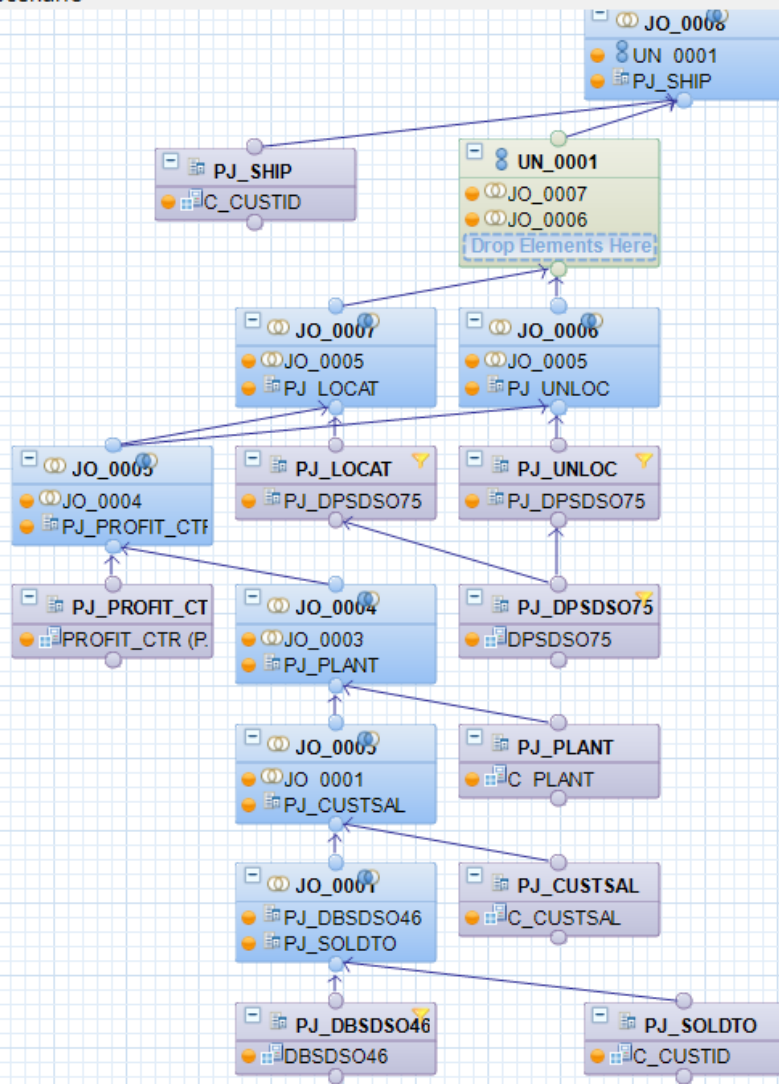
```
if("CML_CF_QTY" = 0, "_BIC_C_LSTRQGI", if("ACT_GI_DTE" = '00000000' OR isNull("ACT_GI_DTE"), "_BIC_C_LASTGI", "ACT_GI_DTE"))
```

ICM information are split between detailed and consolidated and treated by the normalized view to have allocated and unallocated data at same level of invoices.

CV_SD_SO_CPSDSO54_0001:

Solvay.IA_SD.GLOBAL_SALES.INV::CV_SD_SO_CPSSO54_0001 WBP@WBP (SZHANG3)

Scenario



The P&L data is linked to APD process APD_PL_0006 from query APD_QRY_MVCOPA01_0007 into table DPSSO75

Display Analysis Process APD_PL_0006

Analysis Process	Technical Na...
Fill CRM Attributes	CRM_ATTRIBUT...
Surveys	SATISFACTION
Retail Analytics	RT_ANALYTICS
General	GENERIC
Demand Planning Scheduling	DPS
Technical	TECHNICAL
ADP P&L Contrib (current month)	APD_PL_0007
ADP P&L Contrib (current month)	APD_PL_0006
ADP P&L Sales Contrib (current month)	APD_PL_0005
ADP P&L VC+QTY current month	APD_PL_0004
ADP P&L VC+QTY last month	APD_PL_0001
ADP P&L VSE+QTY current month	APD_PL_0003
ADP P&L VSE+QTY last 2 month	APD_PL_0002
AP Opt - APD Conformity	APD_APCONF...
AP Optimization - APD	APD_APOPT_D...
APD - Carry-Over for Magnitude	APD_DSO_COMG
APD GTT ONSCA AP	APD GTT

Analysis Process: **APD_PL_0006** Object status: ■ Active, executable

Description: **ADP P&L Contrib (current month - Detailed)** ■ Saved

Version: ■ Active

Data Sources

Transformations

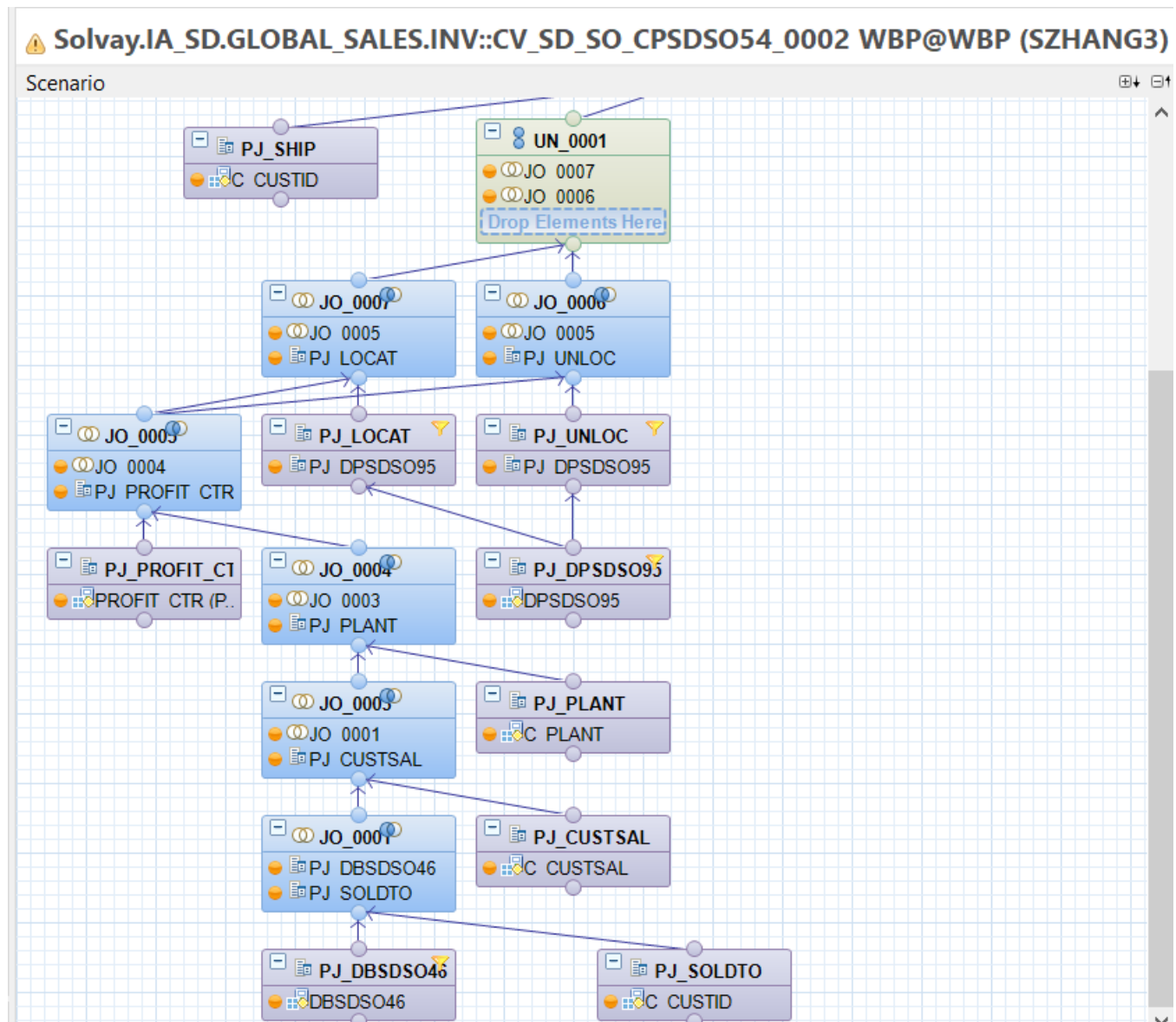
Data Targets

```

graph LR
    A[ICM (Current month)] --> B[Aggregation 1]
    B --> C[APD: P&L Contrib (Current month)]
    
```

CV_SD_SO_CPSSO54_0002:

The consolidate view uses DPSDSO95 as target and a different variable from the same query mentioned above by the APD APD_PL_0007



Reporting

Workbook		Query	
Sales Follow Up - Current Year Detailed	BW_WBK_MVSDSO54_0001	Sales Follow Up - Current Year Detailed (core query)	BW_QRY_MVSDSO54_0001
Sales Follow Up - Historical and Forecast	BW_WBK_MVSDSO54_0002	Sales Follow Up - Historical and Forecast (core query)	BW_QRY_MVSDSO54_0002

Important: a selection is done on the billing type and sales document type. The master data C_BILLTYP and C_DOCTYP2 with the attribute "Relevant for sales follow-up" contains the selection.

Data loading

Main Process Chain	Final Info Provider	Frequency	Start Time	Duration
PC_GLOBAL_SALES_MAIN	CRSDSO41, 42...	Daily	~1:30am CET	~3.5h
PC_SD_MAIN	CRSDSO01, 02...	Daily	~2:00am CET	~1h
PC_GL_SALES_MAIN_PO	CRSDSO51, 52...	Daily	~6:00am CET	~1h

PC_OBAS_TRANSFERS_MAIN	CRSDSO11, 12...	Daily	~6:00am CET	~0.5h
PC_DPS_DYNASYS_15	CRDYN11	Hourly	0am CET	~0.4h

Data Quality Controls

Data comes from SAP system. To compare data between BW and sources systems, check propagation layers.

Operational Documentation

Procedures

<Describe the recurring procedures needed to operate the application (eg. start/pause/terminate/restart the app processes, data preparation, data ingestion, ETL, data visualization, data export, other manual activities)>

Scheduling

<Describe the scheduling in place for the application (eg. existing jobs, trigger time/event based, dependencies)>

Monitoring

<Describe the monitoring checks to confirm the application is performing well (eg. check the overall status, check performance metrics like runtime /data volume/memory/disk/CPU, maintain and react to alerts/notifications)>

Error Handling

<Describe how to handle errors (eg. error codes, description and respective resolution, alert users)>

Known Bugs

<List the existing bugs, its criticality, workarounds and resolution plan.>

Roadmap

<List past & future evolutions for the application (including links to MED/FSD/TSD)>