

# Technical Document - Sales follow-up

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## 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

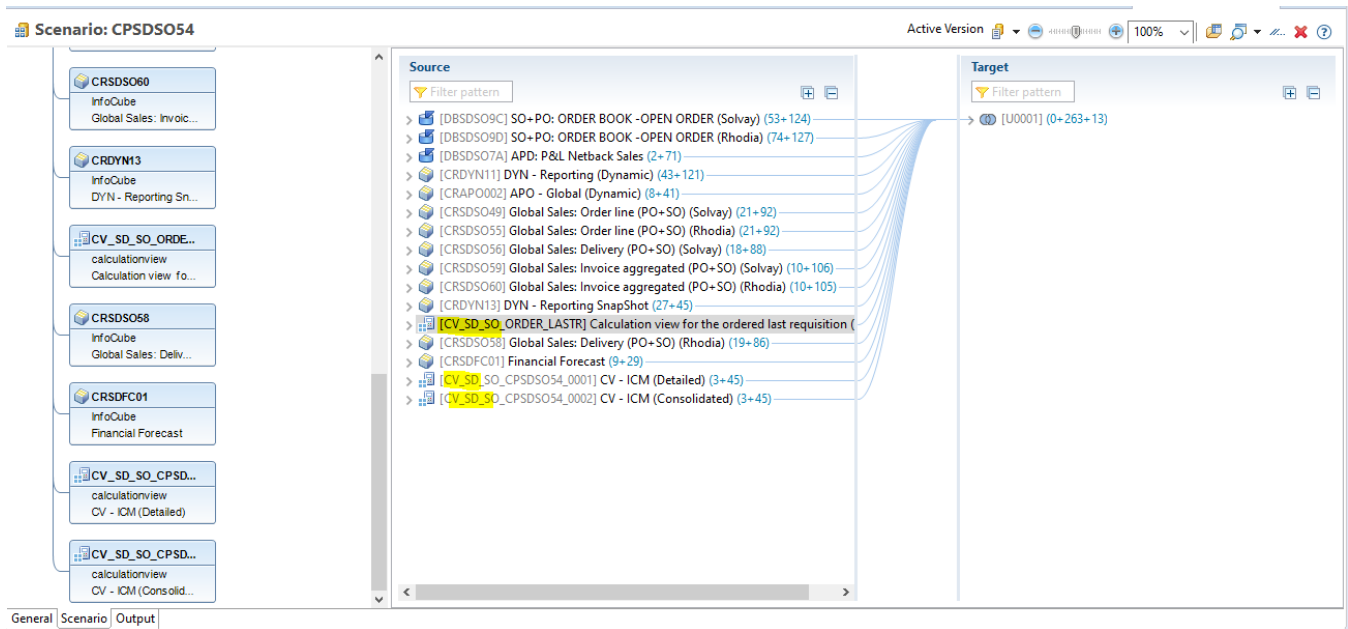
The propagation layer used is the propagation of Global sales (historical data, order book), Dynasys and APO.

#### 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 - Novocare (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:

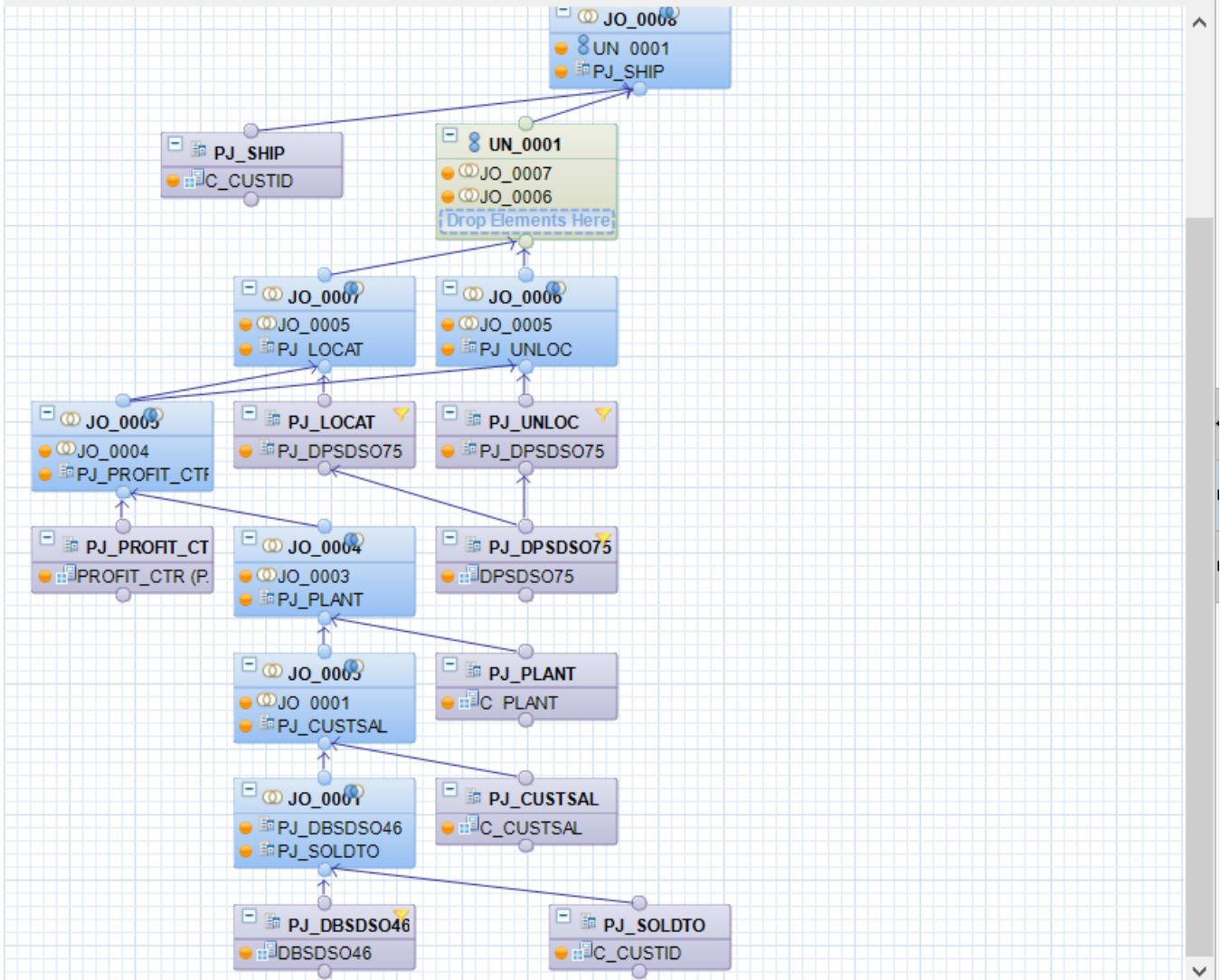
MP tech. name	MP description	source CUBE tech. name	source CUBE description
CPDSO54	MP: Order book & Forecast & historical (PO & SO)	CRAP002	APO - Global (Dynamic)
		CRDYN11	DYN - Reporting
		CRSDSO58	Global Sales: Delivery (PO+SO) (Rhodia)
		CRSDSO56	Global Sales: Delivery (PO+SO) (Solvay)
		CRSDSO60	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.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\_MVCOA01\_0007 into table DPSSO75

Display Analysis Process APD\_PL\_0006

Analysis Process	Technical Na...	Analysis Process	APD_PL_0006	Object status	Active, executable
Fill CRM Attributes	CRM_ATTRIBUT...	Description	ADP P&L Contrib (current month - Detailed)	Version	Saved
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				

**Data Sources**

- ICM (Current month)

**Transformations**

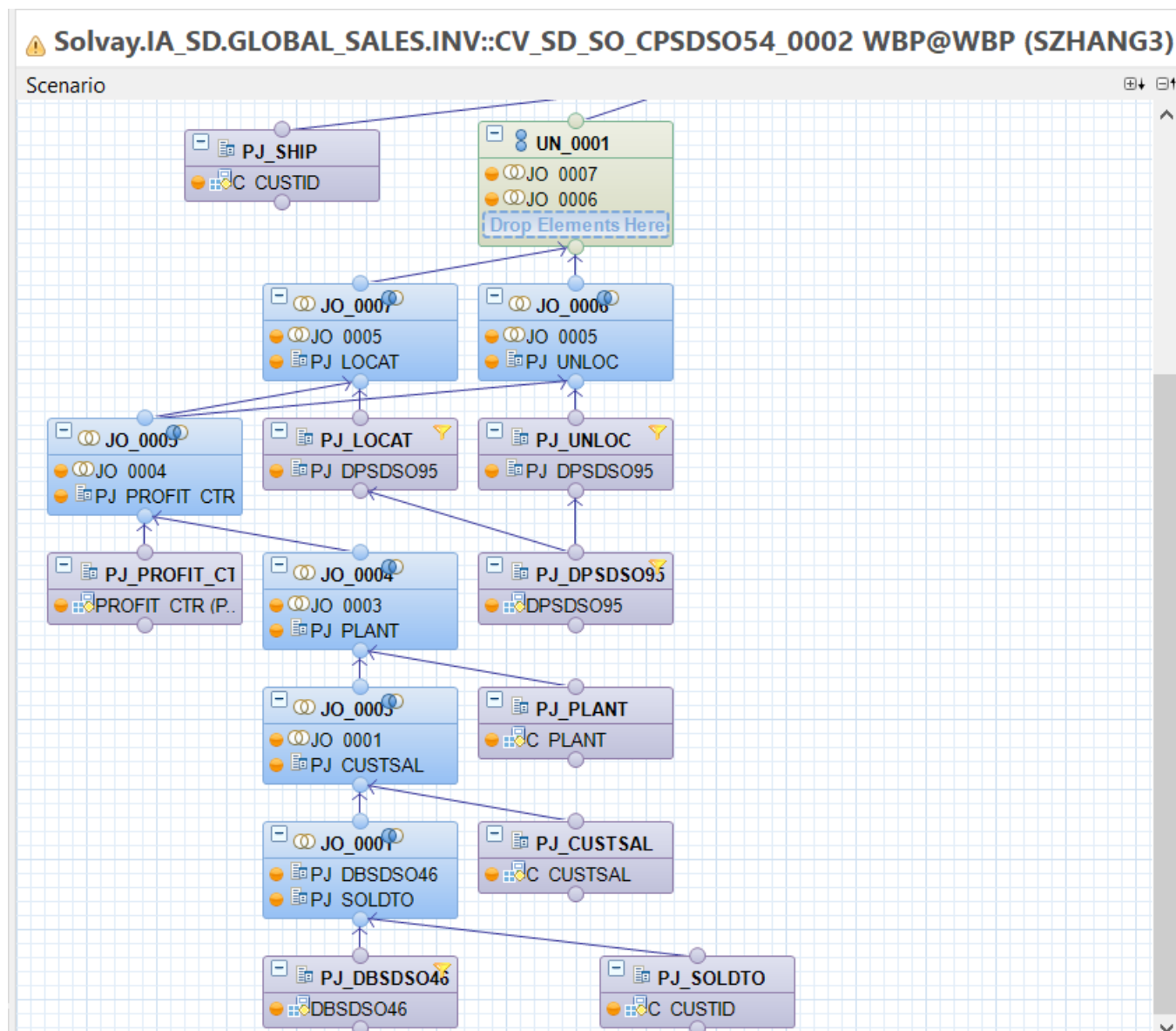
- Aggregation 1

**Data Targets**

- 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)>