

# Commercial Roadmap (Sales Performance)



## Owner

SBS CRM team

## D&PS Expert

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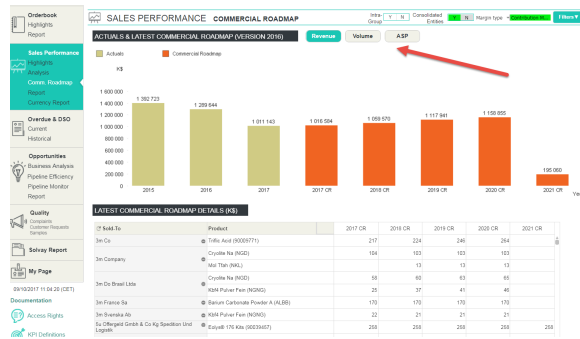
APAC: Lilian Cheong

Note: The latest version of the commercial roadmap is always displayed!

## General Description

**\*\*Currently only available for Special Chem GBU.**

Commercial Roadmap allows users to compare their GBU's Commercial Roadmap (sales commitments for current year and the next 4 years) from Salesforce vs actuals current and previous years. Compare using 3 indicators: Revenues, Volumes, or Average Sales Price:



The current year is used as Special Chem's budget in the other sections of this tool. This data is updated in May each year.

Example: Between January and May each year, we are using the data from the previous year's roadmap. After May, the data is then using current year's roadmap. Y (current year) will be used as the budget.

Sources	Additional Info
Salesforce.com	Currently only available for Special Chem GBU
Refresh frequency	Updated in May each year

Scope
<ul style="list-style-type: none"> <li>Actuals Sales vs Commercial Roadmap</li> </ul>