

Commercial Roadmap (Sales Performance)



Owner

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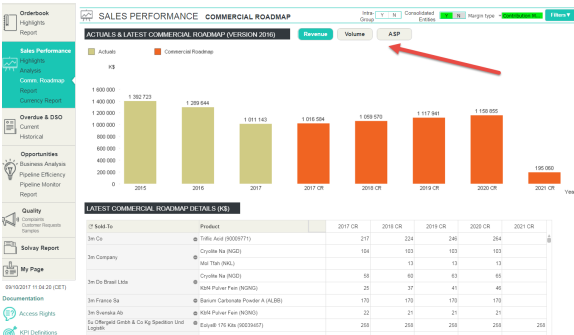
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Note: The latest version of the commercial roadmap is always displayed!

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
Actuals Sales vs Commercial Roadmap