SpP Realized Sales Upload

Overview

Realized Sales Upload is a monthly process executed by CRM Team in iCARe for SpP GBU. In the current month, we load the realized sales from the previous month.

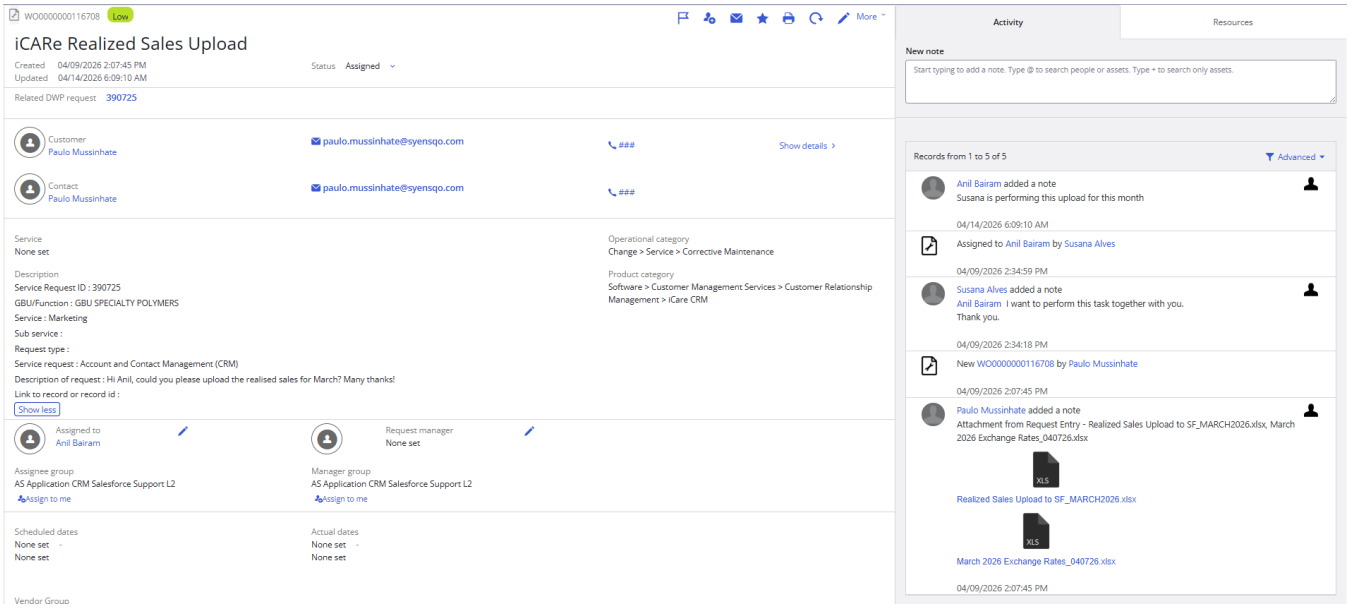
There are two main steps, first update the exchange rates, second update the existing realized sales and insert the new realized sales provided by the business.

The realized sales are present in the table Sales__c and the exchange rates are saved in BW_Exchange_Rate__c.

Original document about this process:

Steps to upload the data

1 - Business opens a ticket with 2 excel files containing the realized sales to insert and the exchange rates to update



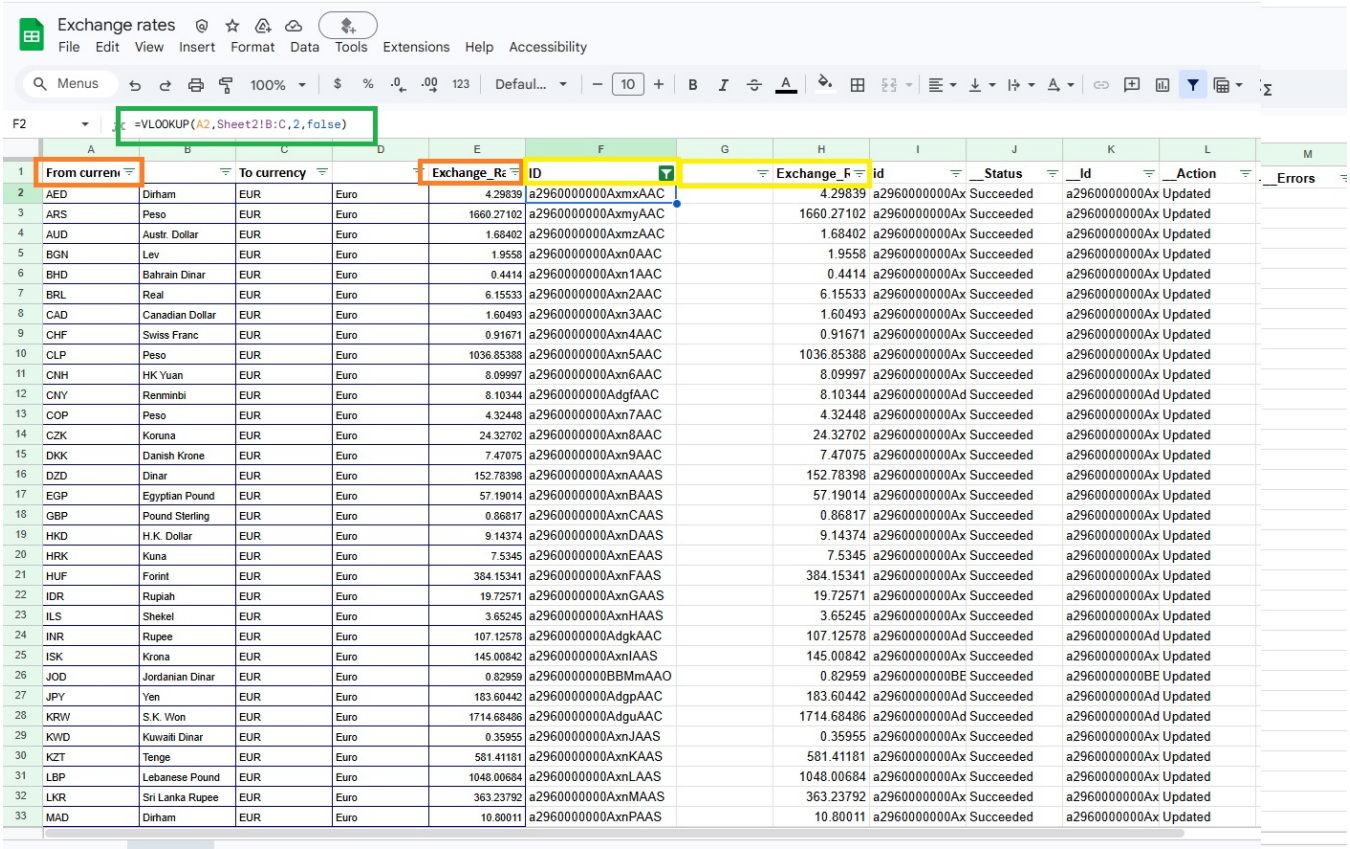
2 - Update currency rates with type Realized Sales

2.1 - Execute the following query and extract the information into an excel file

select id, Target_Currency__c, Type__c, Exchange_Rate__c from BW_Exchange_Rate__c where Type__c = 'Realized Sales'

2.2. - Open the file Exchange rates. Map by currency to get the corresponding SF Ids. Remove the rows without Ids. Make sure the exchange rate value doesn't have comma.

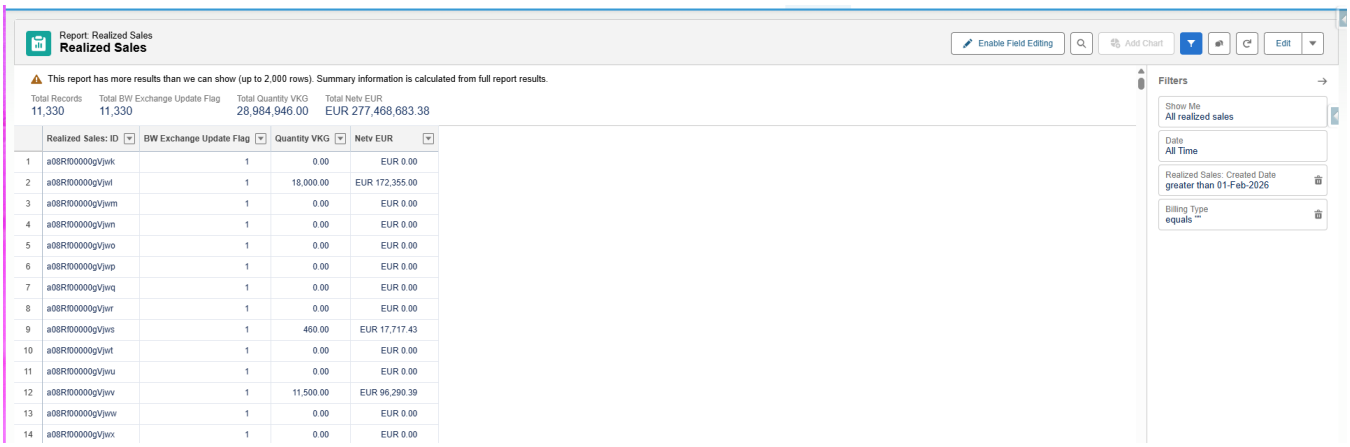
Prepare the file with SF Ids and exchange rates. Use the columns F (Id) and Exchange Rate (G) to perform the update in the table BW_Exchange_Rate__c.



	A	B	C	D	E	F	G	H	I	J	K	L	M
1	From curren		To currency		Exchange_Ra	ID		Exchange_R	id	__Status	__Id	__Action	__Errors
2	AED	Dirham	EUR	Euro	4.29839	a2960000000AxmxAAC		4.29839	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
3	ARS	Peso	EUR	Euro	1660.27102	a2960000000AxmyAAC		1660.27102	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
4	AUD	Austr. Dollar	EUR	Euro	1.68402	a2960000000AxmzAAC		1.68402	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
5	BGN	Lev	EUR	Euro	1.9558	a2960000000Axn0AAC		1.9558	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
6	BHD	Bahrain Dinar	EUR	Euro	0.4414	a2960000000Axn1AAC		0.4414	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
7	BRL	Real	EUR	Euro	6.15533	a2960000000Axn2AAC		6.15533	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
8	CAD	Canadian Dollar	EUR	Euro	1.60493	a2960000000Axn3AAC		1.60493	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
9	CHF	Swiss Franc	EUR	Euro	0.91671	a2960000000Axn4AAC		0.91671	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
10	CLP	Peso	EUR	Euro	1036.85388	a2960000000Axn5AAC		1036.85388	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
11	CNH	HK Yuan	EUR	Euro	8.09997	a2960000000Axn6AAC		8.09997	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
12	CNY	Renminbi	EUR	Euro	8.10344	a2960000000AdgfAAC		8.10344	a2960000000Ad	Succeeded	a2960000000Ad	Updated	
13	COP	Peso	EUR	Euro	4.32448	a2960000000Axn7AAC		4.32448	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
14	CZK	Koruna	EUR	Euro	24.32702	a2960000000Axn8AAC		24.32702	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
15	DKK	Danish Krone	EUR	Euro	7.47075	a2960000000Axn9AAC		7.47075	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
16	DZD	Dinar	EUR	Euro	152.78398	a2960000000AxnAAAS		152.78398	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
17	EGP	Egyptian Pound	EUR	Euro	57.19014	a2960000000AxnBAAS		57.19014	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
18	GBP	Pound Sterling	EUR	Euro	0.86817	a2960000000AxnCAAS		0.86817	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
19	HKD	H.K. Dollar	EUR	Euro	9.14374	a2960000000AxnDAAS		9.14374	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
20	HRK	Kuna	EUR	Euro	7.5345	a2960000000AxnEAAS		7.5345	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
21	HUF	Forint	EUR	Euro	384.15341	a2960000000AxnFAAS		384.15341	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
22	IDR	Rupiah	EUR	Euro	19.72571	a2960000000AxnGAAS		19.72571	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
23	ILS	Shekel	EUR	Euro	3.65245	a2960000000AxnHAAS		3.65245	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
24	INR	Rupee	EUR	Euro	107.12578	a2960000000AdgkAAC		107.12578	a2960000000Ad	Succeeded	a2960000000Ad	Updated	
25	ISK	Krona	EUR	Euro	145.00842	a2960000000AxnIAAS		145.00842	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
26	JOD	Jordanian Dinar	EUR	Euro	0.82959	a2960000000BBMmAAO		0.82959	a2960000000BE	Succeeded	a2960000000BE	Updated	
27	JPY	Yen	EUR	Euro	183.60442	a2960000000AdgpAAC		183.60442	a2960000000Ad	Succeeded	a2960000000Ad	Updated	
28	KRW	S.K. Won	EUR	Euro	1714.68486	a2960000000AdguAAC		1714.68486	a2960000000Ad	Succeeded	a2960000000Ad	Updated	
29	KWD	Kuwaiti Dinar	EUR	Euro	0.35955	a2960000000AxnJAAS		0.35955	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
30	KZT	Tenge	EUR	Euro	581.41181	a2960000000AxnKAAS		581.41181	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
31	LBP	Lebanese Pound	EUR	Euro	1048.00684	a2960000000AxnLAAS		1048.00684	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
32	LKR	Sri Lanka Rupee	EUR	Euro	363.23792	a2960000000AxnMAAS		363.23792	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
33	MAD	Dirham	EUR	Euro	10.80011	a2960000000AxnPAAS		10.80011	a2960000000Ax	Succeeded	a2960000000Ax	Updated	

3 - Load the new realized sales

3.1 - Go to the report - https://syensqo-icare.lightning.force.com/lightning/r/Report/00ORf000002uYM1MAM/view?queryScope=userFolders and extract the data into an excel file.



	Realized Sales: ID	BW Exchange Update Flag	Quantity VKG	Netv EUR
1	a08Rf00000gVjwk	1	0.00	EUR 0.00
2	a08Rf00000gVjwl	1	18,000.00	EUR 172,355.00
3	a08Rf00000gVjwm	1	0.00	EUR 0.00
4	a08Rf00000gVjwn	1	0.00	EUR 0.00
5	a08Rf00000gVjwo	1	0.00	EUR 0.00
6	a08Rf00000gVjwp	1	0.00	EUR 0.00
7	a08Rf00000gVjwq	1	0.00	EUR 0.00
8	a08Rf00000gVjwr	1	0.00	EUR 0.00
9	a08Rf00000gVjws	1	460.00	EUR 17,717.43
10	a08Rf00000gVjwt	1	0.00	EUR 0.00
11	a08Rf00000gVjwu	1	0.00	EUR 0.00
12	a08Rf00000gVjwv	1	11,500.00	EUR 96,290.39
13	a08Rf00000gVjww	1	0.00	EUR 0.00
14	a08Rf00000gVjwx	1	0.00	EUR 0.00

Note 1: do not change the Realized Sales Created Date filter. It's always Feb 1st 2026, until Feb 2027. In March 2027, we change the report filter to February 1st 2027.

In February month we do not load Realized Sales. It means that in Feb 2027 we skip this step 2.

Note 2: to guarantee that only RS are exported, we must have the filter billing type = ''

3.2 - For the records extracted, run the following updates:

3.2.1 - Update realized sales with flag BWX_Update_Flag__c = 0
3.2.2 - Update realized sales with flag BWX_Update_Flag__c = 1

3.3 - insert realized sales from the business file into the system

3.3.1 - map the columns with SF api names (mapping in this file - row #2)

add two new columns into the file:

Rolling_12__c = true

GBU__c = SP

Perform the product mapping - extract all the active products in the system and map with Product_r: Material_group__c to get the product id for every realized sales row

Calendar Year /Month	Company Code	Company Name	Material	Material Name		Material Group_P	Product Name	Material Sales Text	Region of the Manufacturing Plant	Sold-to party	Sold To Party Name	CRM ID	Country of Sold to party	Region of Sold to Party	Ship-to party	Ship to party Name	Ship-To City	Ship-To Region	Payment Term	Document Currency (DC)	Final Consignee CRM ID	Netv_local_currency_CY__c	Qty in docu unit - ACT	Budget Volumes (KG)	Budget Sales (€)	Fcst ICM [Est Act] (€)	Fcst Unit ICM [Est Act] (€ /KG)	Netv in EUR - ACT	Netv in loc curr - ACT	Netv in docu curr - ACT	Rolling_12__c	GBU
Calendar_year_month__c	_	Solvay_Company_c	Material__c	Material_Name__c	Product_c	Product_r: Material_group__c	Commercial_Product_Name__c	Sales_Material_Name__c	_	Sold_to_Party_c	_	Account__c	Country_of_Sold_to_Party__c	Region_Sold_to_Party__c	Ship_to_Party_c	_	Ship_To_City_c	Ship_To_Region__c	Payment_Terms_c	Doc_currency_c	Final_Consignee__c	Local_Currency_c	Quantity_Local_CY__c	_	_	_	_	Netv_EUR_CY_c	Netv_local_currency_CY__c	Netv_Invoice_Currency__c	Rolling_12__c	GBU__c

Mapping to use in Data Loader:

3.3.2 - check if all the records have a product linked, if not, report the lines missing the product to the business

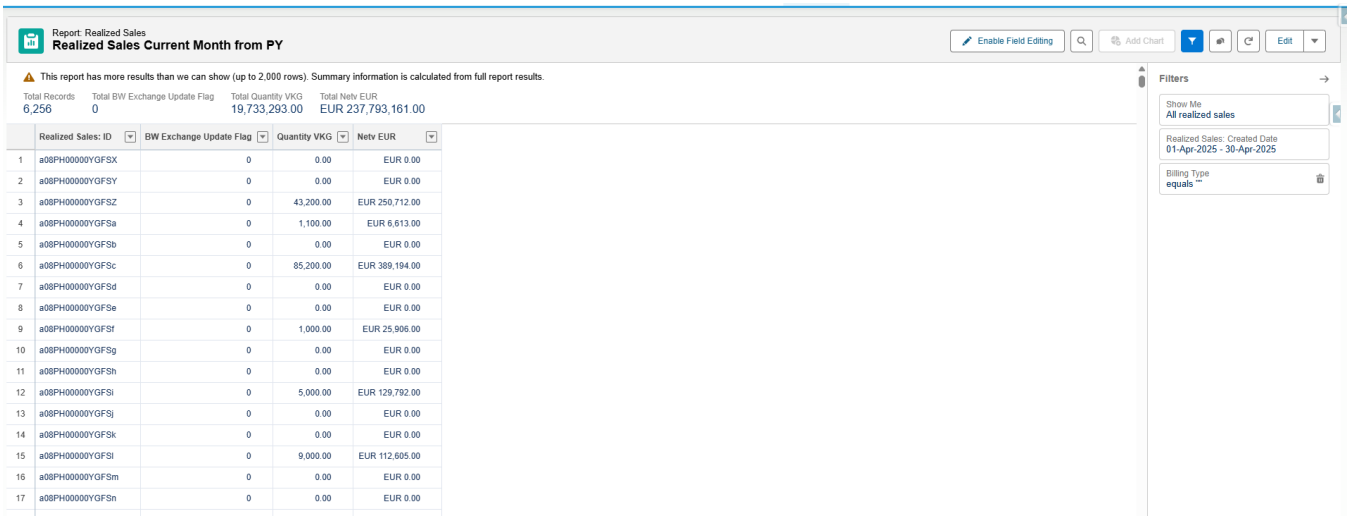
3.3.3 - insert the realized sales (Sales__c) into the system

4 - Update the Realized Sales from same month in the previous year

Example: We are loading the RS from March 2026, in this step we extract the RS from March 2025 (same month, previous year).

4.1 - Export the existing realized sales of the same month from the previous year

extract the realized sales records from this report https://syensqo-icare.lightning.force.com/lightning/r/Report/00ORf000002usZFMAY/view?queryScope=userFolders



Report: Realized Sales
Realized Sales Current Month from PY

Enable Field Editing | Add Chart | Edit

⚠ This report has more results than we can show (up to 2,000 rows). Summary information is calculated from full report results.

Total Records	Total BW Exchange Update Flag	Total Quantity VKG	Total Netv EUR
6,256	0	19,733,293.00	EUR 237,793,161.00

	Realized Sales: ID	BW Exchange Update Flag	Quantity VKG	Netv EUR
1	a08PH00000YGFSX	0	0.00	EUR 0.00
2	a08PH00000YGFSY	0	0.00	EUR 0.00
3	a08PH00000YGFSZ	0	43,200.00	EUR 250,712.00
4	a08PH00000YGFSa	0	1,100.00	EUR 6,613.00
5	a08PH00000YGFSb	0	0.00	EUR 0.00
6	a08PH00000YGFSc	0	85,200.00	EUR 389,194.00
7	a08PH00000YGFSd	0	0.00	EUR 0.00
8	a08PH00000YGFSe	0	0.00	EUR 0.00
9	a08PH00000YGFSf	0	1,000.00	EUR 25,906.00
10	a08PH00000YGFSg	0	0.00	EUR 0.00
11	a08PH00000YGFSh	0	0.00	EUR 0.00
12	a08PH00000YGFSi	0	5,000.00	EUR 129,792.00
13	a08PH00000YGFSj	0	0.00	EUR 0.00
14	a08PH00000YGFSk	0	0.00	EUR 0.00
15	a08PH00000YGFSl	0	9,000.00	EUR 112,605.00
16	a08PH00000YGFSm	0	0.00	EUR 0.00
17	a08PH00000YGFSn	0	0.00	EUR 0.00

Filters
Show Me: All realized sales
Realized Sales: Created Date: 01-Apr-2025 - 30-Apr-2025
Billing Type: equals ""

Note: to guarantee that only RS are exported, we must have the filter billing type = ''

4.4 - prepare the file with RS Ids and add the column Rolling_12__c as false - example of the file
4.5 - update the Sales__c table with the file from step 4.4

Example of the realized sales file from April 2026 to load RS from March 2026: