

SpP Realized Sales Upload

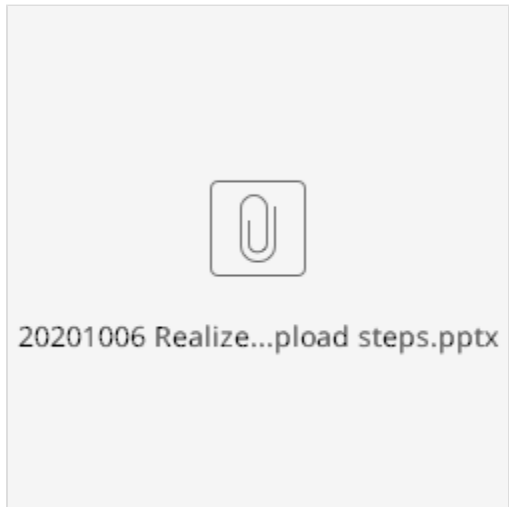
Overview

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

WO00000000116708 Low

iCARE Realized Sales Upload

Created 04/09/2026 2:07:45 PM

Updated 04/14/2026 6:09:10 AM

Status Assigned

Related DWP request 390725

Customer

Paulo Mussinhate

✉ paulo.mussinhate@syensqo.com

📞 ###

Show details >

Contact

Paulo Mussinhate

✉ paulo.mussinhate@syensqo.com

📞 ###

Service

None set

Operational category

Change > Service > Corrective Maintenance

Description

Service Request ID : 390725
GBU/Function : GBU SPECIALTY POLYMERS
Service : Marketing
Sub service :
Request type :
Service request : Account and Contact Management (CRM)
Description of request : Hi Anil, could you please upload the realised sales for March? Many thanks!
Link to record or record id :
[Show less](#)

Assigned to

Anil Bairam

Request manager

None set

Assignee group

AS Application CRM Salesforce Support L2

Assign to me

Manager group

AS Application CRM Salesforce Support L2

Assign to me

Scheduled dates

None set

Actual dates

None set

Vendor Group

Activity

Resources

New note

Start typing to add a note. Type @ to search people or assets. Type + to search only assets.

Records from 1 to 5 of 5

Advanced

Anil Bairam added a note

Susana is performing this upload for this month

04/14/2026 6:09:10 AM

Assigned to Anil Bairam by Susana Alves

04/09/2026 2:34:59 PM

Susana Alves added a note

Anil Bairam I want to perform this task together with you. Thank you.

04/09/2026 2:34:18 PM

New WO00000000116708 by Paulo Mussinhate

04/09/2026 2:07:45 PM

Paulo Mussinhate added a note

Attachment from Request Entry - Realized Sales Upload to SF_MARCH2026.xlsx, March 2026 Exchange Rates_040726.xlsx

Realized Sales Upload to SF_MARCH2026.xlsx

March 2026 Exchange Rates_040726.xlsx

04/09/2026 2:07:45 PM

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.

Exchange rates													
File Edit View Insert Format Data Tools Extensions Help Accessibility													
F2 =VLOOKUP(A2,Sheet2!B:C,2,false)													
	A	B	C	D	E	F	G	H	I	J	K	L	M
	From currency	To currency			Exchange_Rate	ID		Exchange_Rate	Id	Status	Id	Action	Errors
2	AED	Dhram	EUR	Euro	4.29839	a2960000000AxmxAAC		4.29839	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
3	ARS	Peso	EUR	Euro	1660.27102	a2960000000AxmxAAC		1660.27102	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
4	AUD	Austr. Dollar	EUR	Euro	1.68402	a2960000000AxmxAAC		1.68402	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
5	BGN	Lev	EUR	Euro	1.9558	a2960000000Axm0AAC		1.9558	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
6	BHD	Bahrain Dinar	EUR	Euro	0.4414	a2960000000Axm1AAC		0.4414	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
7	BRL	Real	EUR	Euro	6.15533	a2960000000Axm2AAC		6.15533	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
8	CAD	Canadian Dollar	EUR	Euro	1.60493	a2960000000Axm3AAC		1.60493	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
9	CHF	Swiss Franc	EUR	Euro	0.91671	a2960000000Axm4AAC		0.91671	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
10	CLP	Peso	EUR	Euro	1036.85388	a2960000000Axm5AAC		1036.85388	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
11	CNH	HK Yuan	EUR	Euro	8.09997	a2960000000Axm6AAC		8.09997	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
12	CNY	Renminbi	EUR	Euro	8.10344	a2960000000AdgtAAC		8.10344	a2960000000Ad	Succeeded	a2960000000Ad	Updated	
13	COP	Peso	EUR	Euro	4.32448	a2960000000Axm7AAC		4.32448	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
14	CZK	Koruna	EUR	Euro	24.32702	a2960000000Axm8AAC		24.32702	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
15	DKK	Danish Krone	EUR	Euro	7.47075	a2960000000Axm9AAC		7.47075	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
16	DZD	Dinar	EUR	Euro	152.78398	a2960000000AxmAAAS		152.78398	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
17	EGP	Egyptian Pound	EUR	Euro	57.19014	a2960000000AxmBAAS		57.19014	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
18	GBP	Pound Sterling	EUR	Euro	0.86817	a2960000000AxmCAAS		0.86817	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
19	HKD	H.K. Dollar	EUR	Euro	9.14374	a2960000000AxmDAAS		9.14374	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
20	HRK	Kuna	EUR	Euro	7.5345	a2960000000AxmEAAS		7.5345	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
21	HUF	Forint	EUR	Euro	384.15341	a2960000000AxmFAAS		384.15341	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
22	IDR	Rupiah	EUR	Euro	19.72571	a2960000000AxmGAAS		19.72571	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
23	ILS	Shekel	EUR	Euro	3.65245	a2960000000AxmHAAS		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	a2960000000AxmIAAS		145.00842	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
26	JOD	Jordanian Dinar	EUR	Euro	0.82959	a2960000000BBMmAAS		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	a2960000000AxmJAAS		0.35955	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
30	KZT	Tenge	EUR	Euro	581.41181	a2960000000AxmKAAS		581.41181	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
31	LBP	Lebanese Pound	EUR	Euro	1048.00684	a2960000000AxmLAAS		1048.00684	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
32	LKR	Sri Lanka Rupee	EUR	Euro	363.23792	a2960000000AxmMAAS		363.23792	a2960000000Ax	Succeeded	a2960000000Ax	Updated	
33	MAD	Dhram	EUR	Euro	10.80011	a2960000000AxmPAAS		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.

Report: Realized Sales
Realized Sales

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

11,330

Total BW Exchange Update Flag

11,330

Total Quantity VKG

28,984,946.00

Total Netty EUR

EUR 277,468,683.38

Realized Sales: ID	BW Exchange Update Flag	Quantity VKG	Netty EUR
1	a08R00000gvjvk	1	0.00
2	a08R00000gvjvl	1	18,000.00
3	a08R00000gvjvm	1	0.00
4	a08R00000gvjvn	1	0.00
5	a08R00000gvjvo	1	0.00
6	a08R00000gvjvp	1	0.00
7	a08R00000gvjvq	1	0.00
8	a08R00000gvjvr	1	0.00
9	a08R00000gvjvs	1	460.00
10	a08R00000gvjvt	1	0.00
11	a08R00000gvjvu	1	0.00
12	a08R00000gvjvw	1	11,500.00
13	a08R00000gvjvwx	1	0.00
14	a08R00000gvjvxx	1	0.00

Filters

Show Me

All realized sales

Date

All Time

Realized Sales: Created Date

greater than 01-Feb-2026

Billing Type

equals

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:

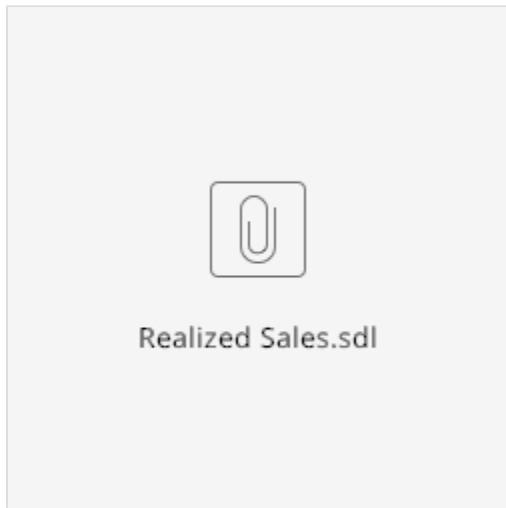
Rolling_12__c = true

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_currenc_y__c	Qty in document - ACT	Budget Volume (KG)	Budget Sales (€)	Fcst ICM [Est] Act] (€)	Fcst Unit ICM [Est] Act] /KG)	Netv in EU R - ACT	Netv in loc curr - ACT	Netv in docu curr - ACT	Roll in g 12	G BU
Calendar_year_month_c	_	Solvey_Company_c	Material_c	Material_Nam_c	Product_c	Product: Material_group_c	Commercial_Product_Nam_c	Sales_Material_Nam_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_Term_c	Document_currency_c	Final_Consignee_c	Local_Currency_c	Quantity_Local_Cy_c	_	_	_	_	Netv_EUR_Cy_c	Netv_Local_currency_c	Netv_Invoice_currency_c	Roll_in_g_12_c	G_BU_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/00ORf000002usZFMA/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

6,256

Total BW Exchange Update Flag

0

Total Quantity VKG

19,733,293.00

Total Netv EUR

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:

