

SpP Realized Sales Upload

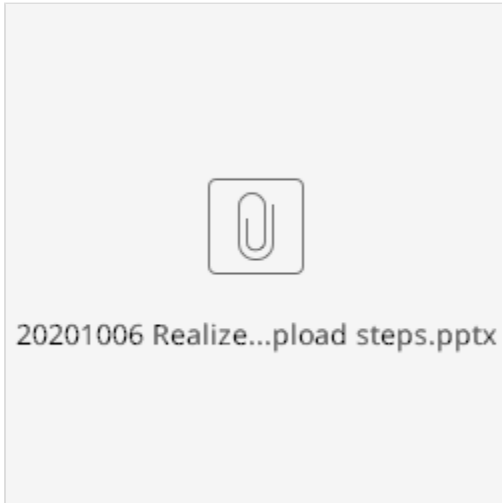
Overview

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.

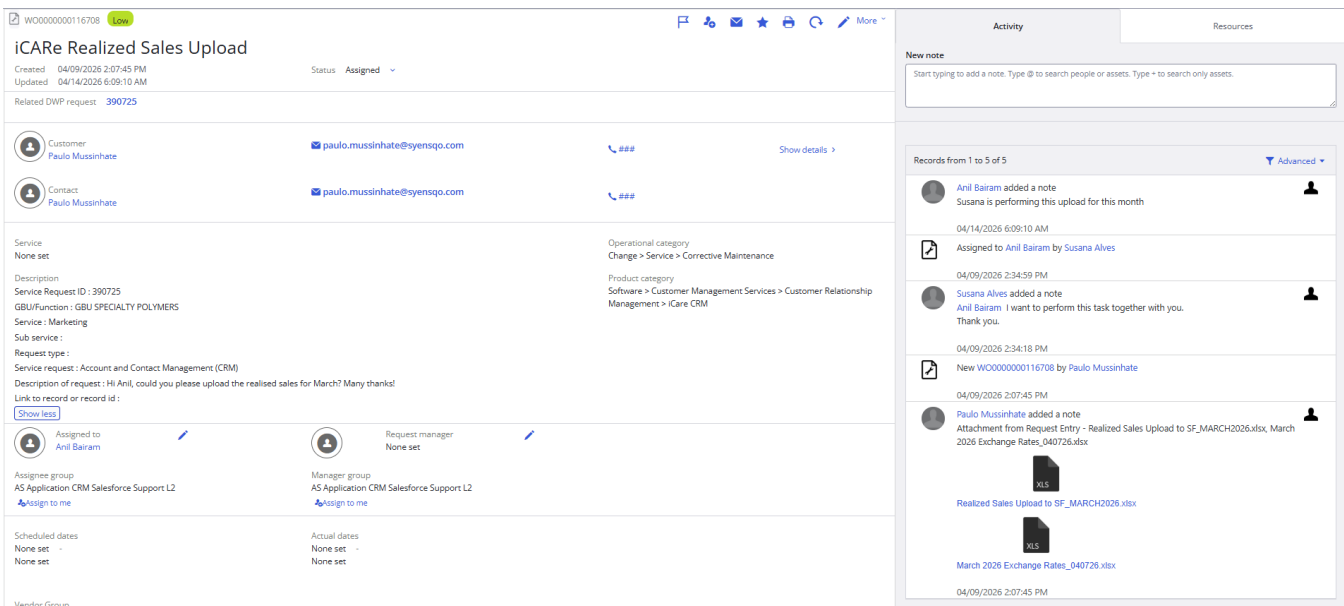
The realized sales are present in the table Sales__c and the exchange rates are saved in BW_Exchange_Rate__c.

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

A screenshot of a Service Request in the iCARE system. The main header shows the request ID "W00000000116708" with a "Low" priority indicator. The title is "iCARE Realized Sales Upload". The status is "Assigned". The request was created on 04/09/2026 at 2:07:45 PM and updated on 04/14/2026 at 6:09:10 AM. The related DWP request is "390725". The customer is Paulo Mussinhate, and the contact is also Paulo Mussinhate. The service is "None set". The description includes "Service Request ID : 390725", "GBU/Function : GBU SPECIALTY POLYMERS", and "Service : Marketing". The request type is "Account and Contact Management (CRM)". The description of the request is "Hi Anil, could you please upload the realised sales for March? Many thanks!". The activity log on the right shows several updates: Anil Baram added a note on 04/14/2026, Susana Alves added a note on 04/09/2026, and Paulo Mussinhate added a note on 04/09/2026. Two Excel attachments are visible: "Realized Sales Upload to SF_MARCH2026.xlsx" and "March 2026 Exchange Rates_040726.xlsx".

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.

From currency	To currency	Exchange Rate	ID	Exchange Rate	id	Status	Id	Action	Errors	
AED	Dirham	EUR	Euro	4.29839	a2960000000AxmxAAC	4.29839	a2960000000Ax	Succeeded	a2960000000Ax	Updated
ARS	Peso	EUR	Euro	1660.27102	a2960000000AxmxAAC	1660.27102	a2960000000Ax	Succeeded	a2960000000Ax	Updated
AUD	Austr. Dollar	EUR	Euro	1.68402	a2960000000AxmzAAC	1.68402	a2960000000Ax	Succeeded	a2960000000Ax	Updated
BGN	Lev	EUR	Euro	1.9558	a2960000000Axm0AAC	1.9558	a2960000000Ax	Succeeded	a2960000000Ax	Updated
BHD	Bahrain Dinar	EUR	Euro	0.4414	a2960000000Axm1AAC	0.4414	a2960000000Ax	Succeeded	a2960000000Ax	Updated
BRL	Real	EUR	Euro	6.15533	a2960000000Axm2AAC	6.15533	a2960000000Ax	Succeeded	a2960000000Ax	Updated
CAD	Canadian Dollar	EUR	Euro	1.60493	a2960000000Axm3AAC	1.60493	a2960000000Ax	Succeeded	a2960000000Ax	Updated
CHF	Swiss Franc	EUR	Euro	0.91671	a2960000000Axm4AAC	0.91671	a2960000000Ax	Succeeded	a2960000000Ax	Updated
CLP	Peso	EUR	Euro	1036.85388	a2960000000Axm5AAC	1036.85388	a2960000000Ax	Succeeded	a2960000000Ax	Updated
CNH	HK Yuan	EUR	Euro	8.09997	a2960000000Axm6AAC	8.09997	a2960000000Ax	Succeeded	a2960000000Ax	Updated
CNY	Renminbi	EUR	Euro	8.10344	a2960000000AdgtAAC	8.10344	a2960000000Ad	Succeeded	a2960000000Ad	Updated
COP	Peso	EUR	Euro	4.32448	a2960000000Axm7AAC	4.32448	a2960000000Ax	Succeeded	a2960000000Ax	Updated
CZK	Koruna	EUR	Euro	24.32702	a2960000000Axm8AAC	24.32702	a2960000000Ax	Succeeded	a2960000000Ax	Updated
DKK	Danish Krone	EUR	Euro	7.47075	a2960000000Axm9AAC	7.47075	a2960000000Ax	Succeeded	a2960000000Ax	Updated
DZD	Dinar	EUR	Euro	152.78398	a2960000000AxmAAAS	152.78398	a2960000000Ax	Succeeded	a2960000000Ax	Updated
EGP	Egyptian Pound	EUR	Euro	57.19014	a2960000000AxmBAAS	57.19014	a2960000000Ax	Succeeded	a2960000000Ax	Updated
GBP	Pound Sterling	EUR	Euro	0.86817	a2960000000AxmCAAS	0.86817	a2960000000Ax	Succeeded	a2960000000Ax	Updated
HKD	H.K. Dollar	EUR	Euro	9.14374	a2960000000AxmDAAS	9.14374	a2960000000Ax	Succeeded	a2960000000Ax	Updated
HRK	Kuna	EUR	Euro	7.5345	a2960000000AxmEAAS	7.5345	a2960000000Ax	Succeeded	a2960000000Ax	Updated
HUF	Forint	EUR	Euro	384.15341	a2960000000AxmFAAS	384.15341	a2960000000Ax	Succeeded	a2960000000Ax	Updated
IDR	Rupiah	EUR	Euro	19.72571	a2960000000AxmGAAS	19.72571	a2960000000Ax	Succeeded	a2960000000Ax	Updated
ILS	Shekel	EUR	Euro	3.65245	a2960000000AxmHAAS	3.65245	a2960000000Ax	Succeeded	a2960000000Ax	Updated
INR	Rupee	EUR	Euro	107.12578	a2960000000AdgkAAC	107.12578	a2960000000Ad	Succeeded	a2960000000Ad	Updated
ISK	Krona	EUR	Euro	145.00842	a2960000000AxmIAAS	145.00842	a2960000000Ax	Succeeded	a2960000000Ax	Updated
JOD	Jordanian Dinar	EUR	Euro	0.82959	a2960000000BBMmAAO	0.82959	a2960000000BE	Succeeded	a2960000000BE	Updated
JPY	Yen	EUR	Euro	183.60442	a2960000000AdgpbAAC	183.60442	a2960000000Ad	Succeeded	a2960000000Ad	Updated
KRW	S.K. Won	EUR	Euro	1714.68486	a2960000000AdguAAC	1714.68486	a2960000000Ad	Succeeded	a2960000000Ad	Updated
KWD	Kuwaiti Dinar	EUR	Euro	0.35955	a2960000000AxmJAAS	0.35955	a2960000000Ax	Succeeded	a2960000000Ax	Updated
KZT	Tenge	EUR	Euro	581.41181	a2960000000AxmKAAS	581.41181	a2960000000Ax	Succeeded	a2960000000Ax	Updated
LBP	Lebanese Pound	EUR	Euro	1048.00684	a2960000000AxmLAAS	1048.00684	a2960000000Ax	Succeeded	a2960000000Ax	Updated
LKR	Sri Lanka Rupee	EUR	Euro	363.23792	a2960000000AxmMAAS	363.23792	a2960000000Ax	Succeeded	a2960000000Ax	Updated
MAD	Dirham	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

▲ 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 Netly EUR: EUR 277,468,683.38

Realized Sales: ID	BW Exchange Update Flag	Quantity VKG	Netly EUR
1	a08R00000gvjwk	1	0.00
2	a08R00000gvjwl	1	18,000.00
3	a08R00000gvjwm	1	0.00
4	a08R00000gvjwn	1	0.00
5	a08R00000gvjwo	1	0.00
6	a08R00000gvjwp	1	0.00
7	a08R00000gvjwq	1	0.00
8	a08R00000gvjwr	1	0.00
9	a08R00000gvjws	1	460.00
10	a08R00000gvjwt	1	0.00
11	a08R00000gvjwu	1	0.00
12	a08R00000gvjvw	1	11,500.00
13	a08R00000gvjvww	1	0.00
14	a08R00000gvjvwx	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:

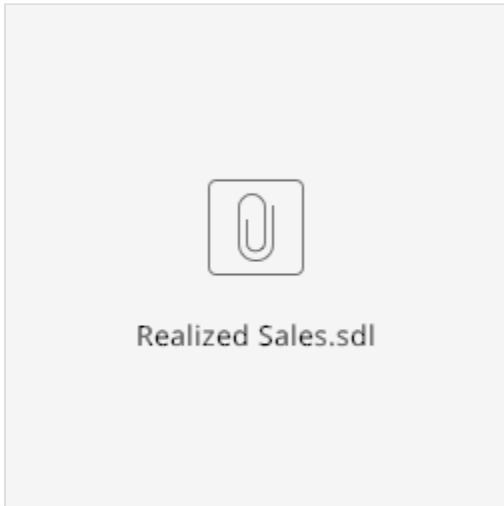
`Rolling_12__c = true`

`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

Cale	Co	Co	Ma	Ma	Pr	Pro	Com	Re	Re	Sol	Sol	C	Co	Re	Shi	Shi	Shi	Pay	Docu	Final	Netv	Qty	Bud	Bu	Fcst	Fcst	Net	Net	Net	R	G	
ndar	mpa	mpa	ter	ter	odu	du	mer	gion	gion	d	d	RM	un	on	p	p	p	me	men	con	l	in	get	det	ICM	ICM	v	v	v	oll	B	
Year	ny	ny	ial	ial	ct	ct	cial	of	of	to	to	ID	ty	to	to	to	nt	nt	nee	ocal	docu	Volu	Sal	[Est	[Est	in	in	in	in	U		
/Month	Co	Co	al	al	up	up	Mat	the	the	par	par		party	Party	Party	Term	Term	ID	Cur	Cur	unit	mes	es	Act	Act	loc	loc	loc	g	BU		
h_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	
	Solv	M	Ma	Pr	Pro	Com	Sales	Re	Re	Sol	Sol	A	Co	Re	Shi	Shi	Shi	Pay	Docu	Final	Local	Qua	Bud	Bu	Fcst	Fcst	Net	Net	Net	R	G	
	ay	at	ter	odu	du	mer	Mat	gion	gion	d	d	cc	un	on	p	p	p	me	men	nee	Cur	ntity	get	det	ICM	ICM	v	v	v	oll	B	
	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_c	_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	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 a08PH00000YGFsG	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 a08PH00000YGFsQ	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:

