

SpP Realized Sales Upload

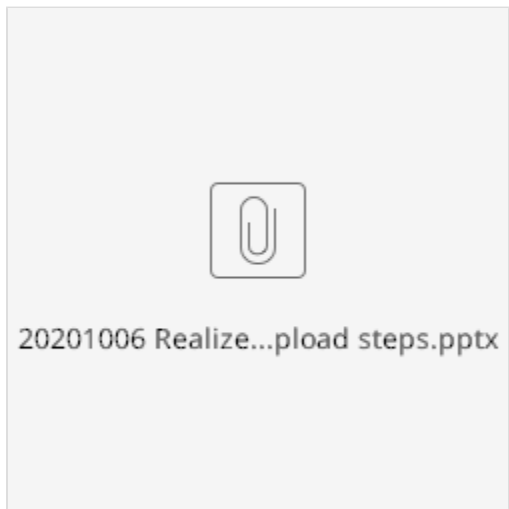
Overview

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

WO0000000116708

Low

🚩

🔗

✉️

★

🖨️

🔄

✎

More

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 WO0000000116708 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

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Menus

</

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:

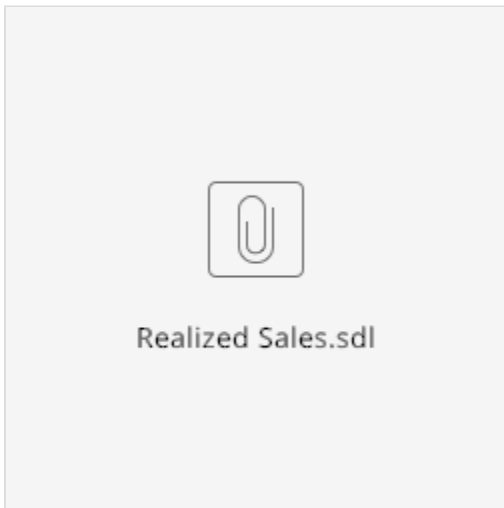
Rolling_12__c = true

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_Currency__c	Qty in document - ACT	Budget Volume (KG)	Budget Sales (€)	Fcst ICM [Est] (€)	Fcst Unit ICM [Est] (€/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_Name_c	Product_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_Term__c	Document_currency__c	Final_Consignee__c	Local_Currency__c	Quantity_Local_Currency__c	_	_	_	_	Netv_EUR_Currency__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				
⚠ 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 a08PH00000YGFSi	0	0.00	EUR 0.00	
12 a08PH00000YGFSj	0	5,000.00	EUR 129,792.00	
13 a08PH00000YGFSk	0	0.00	EUR 0.00	
14 a08PH00000YGFSl	0	0.00	EUR 0.00	
15 a08PH00000YGFSm	0	9,000.00	EUR 112,605.00	
16 a08PH00000YGFSn	0	0.00	EUR 0.00	
17 a08PH00000YGFSn	0	0.00	EUR 0.00	

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:

