



Advanced Currency Management in Salesforce

Scenario:

- Initial Opportunity
 - Amount = 5,000 EUR
 - Close date = 2020-12-15,
 - Start date = 2021-01-01
 - End date = 2021-06-30
 - ARR = 10,000 EUR
- FX rate evolution:
 - Before 2021-03-31: 1 EUR = 1.2 USD
 - From 2021-04-01 onwards: 1 EUR = 1.25 USD
- Renewal Opportunity:
 - Amount = 5,000 EUR
 - Close date = 2021-05-15,
 - Start date = 2021-07-01
 - End date = 2021-12-31
 - ARR = 10,000 EUR



With Dated Exchange rate in Salesforce, the Opportunity Amount will always show 6,000 USD. Salesforce only uses Dated Exchange rate conversion on Opportunity Amounts, using the close date as the date of reference.

The ARR Trend is based on the Close date of the opportunity to derive the correct exchange rate (1.2 in the table below showing the trend of the initial opportunity only):

Period	Opening ARR (EUR)	End of Period ARR (EUR)	Opening ARR (USD)	End of Period ARR (USD)
2021-01	0	10,000	0	12,000
2021-02	10,000	10,000	12,000	12,000
2021-03	10,000	10,000	12,000	12,000
2021-04	10,000	10,000	12,000	12,000
2021-05	10,000	10,000	12,000	12,000
2021-06	10,000	10,000	12,000	12,000
2021-07	10,000	0	12,000	0

Upon renewal, the opportunity might be subject to a different exchange rate. This will be taken into account in the new ARRTrend profile (from 2021-07-01 to 2021-12-31), and the difference due to FX rate will be indicated on the ARR Trend as such. In our example, the new rate introduced in 2021-04-01 (**1 EUR = 1.25 USD**) is taken into account in the July 2021 period (effective start date for the line item).

Period	Opening ARR (EUR)	End of Period ARR (EUR)	Opening ARR (USD)	End of Period ARR (USD)	FX Rate impact (USD)
2021-01	0	10,000	0	12,000	
2021-02	10,000	10,000	12,000	12,000	
2021-03	10,000	10,000	12,000	12,000	
2021-04	10,000	10,000	12,000	12,000	
2021-05	10,000	10,000	12,000	12,000	
2021-06	10,000	10,000	12,000	12,000	
2021-07	10,000	10,000	12,000	12,500	500
2021-08	10,000	10,000	12,500	12,500	
2021-09	10,000	10,000	12,500	12,500	
2021-10	10,000	10,000	12,500	12,500	
2021-11	10,000	10,000	12,500	12,500	
2021-12	10,000	10,000	12,500	12,500	
2022-01	10,000	0	12,500	0	