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AbstractDue to the great number of stocking items and broad based demand planning, much of the purchasing decisions is driven by a semi-automated process based on sales demand, supplier fulfilment rate, available funding etc

Supplier Ordering Process

Optimised purchasing from Suppliers

**Table of Contents**

Document approval and distribution list 2

1. Introduction 3

2. Audience 3

3. Objectives 3

4. Business Flow 3

5. Detailed description of functionality 3

6. Dependencies 4

7. Application design philosophy 4

8. Database design philosophy 4

9. Catalogue lookup to sales-order 4

10. Database entities and relationships 6

11. Programs 8

11.1 MS Windows Executables 8

11.2 SQL Stored Procedures 8

12. Acceptance 10

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# Introduction

Due to the great number of stocking items and broad based demand planning, much of the purchasing decisions is driven by a semi-automated process based on sales demand, supplier fulfilment rate, available funding etc

More recently, post liquidation, an advanced stock demand modelling system was acquired and now forms [art of the bulk of purchasing done by Engineparts from internal (Imperial based) suppliers.

# Audience

* Management
* Purchasing

# Objectives

Sales demand is expressed as an AMS factor (3-month Average Monthly Sales). This is a calculated value using sales for the past period where every month’s sales is folded into the current AMS factor.

The main reason for using this method rather than re-calculating demand from the immediate past 3 months of turnover is that there can be an intrinsic demand without any stock availability. This will skew the AMS is based on the immediate past 3 month.

Additionally, the AMS recalculation is NOT recalculated when stock availability reaches zero. This is to preserve the purchasing model in the event of supply failure.

Considering that ePart is designed to be multi-company multi-warehouse capable, demand is apportioned to each point of ***consumption,*** carrying and own AMS factor deriving a collective demand model.

Each point of consumption with its own demand model provides input to the purchasing levels and frequency based on several factors exposed in the ***workbench*** program.

Some of these factors are GP%, AMS, supplier capacity / reliability to supply etc.

The notion should be for the purchaser to minimise stock holding without negatively affecting sales availability. Using the ePart workbench empowers buying staff to make effective and informed decisions to balance investment vs availability; there is a cost in purchasing too much stock and loss of GP if unable to supply..

# Database entities and relationships

# Programs

# MS Windows Executables

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# SQL Stored Procedures

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# Acceptance

I hereby confirm that I have been fully informed of the documents content and, received training to understand how the detailed instructions are to be applied:

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Signed ……………………………………………………………………………

Date ………………………………………………………………………………