

Production Planning

Lesson 5 : Sales and Operation Planning

Lesson Objectives

- Objectives -On successful completion of this training module, you should have:
 - Understood the basics of Sales and Operation Planning
 - Become familiar with Principle Of SOP
 - Become familiar with Features Of SOP
 - Become familiar with Processes and Roles
 - Become familiar with SOP Planning Table

Training Agenda

- PP Principle Of SOP
- PP Features Of SOP
- PP Process overview of SOP
- PP Processes and Roles
- PP Flow & Integration With Other Module
- PP SOP Planning Table
- PP Process Flow-MPS

PP1009 -SOP

☐ Prepare Me

☐ Tell Me

☐ Show Me

☐ Let Me

☐ Help Me



PP1009 -SOP

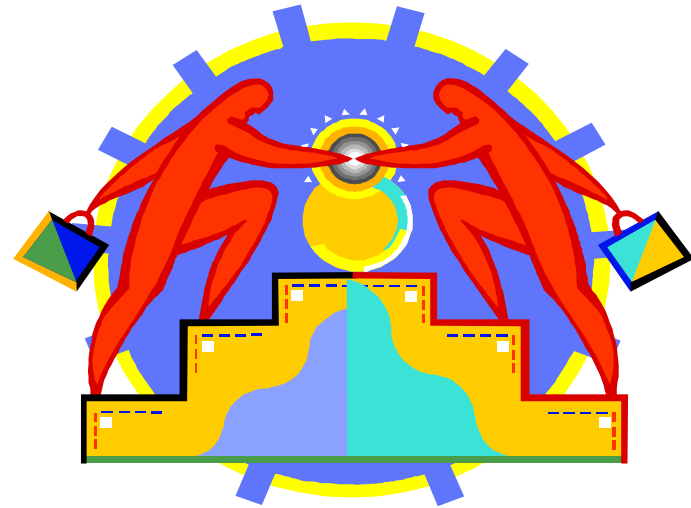


Prepare Me

- The main purpose of sales and operations planning is to define the product types and quantities to be sold for a medium- to long-term planning period.
- The goals of SOP is to obtain the corresponding planning data for production.
- Sales planning defines the ranges of products and the sales quantity for the coming planning period on the basis of the production capabilities and the product demand in the sales market.
- The goals of sales planning is to define the sales program and to forecast the sales quantities and prices.
- SOP comes from SO76 standard information structure.

Introduction...

- What is SOP?
- Principles of SOP
- Features of SOP

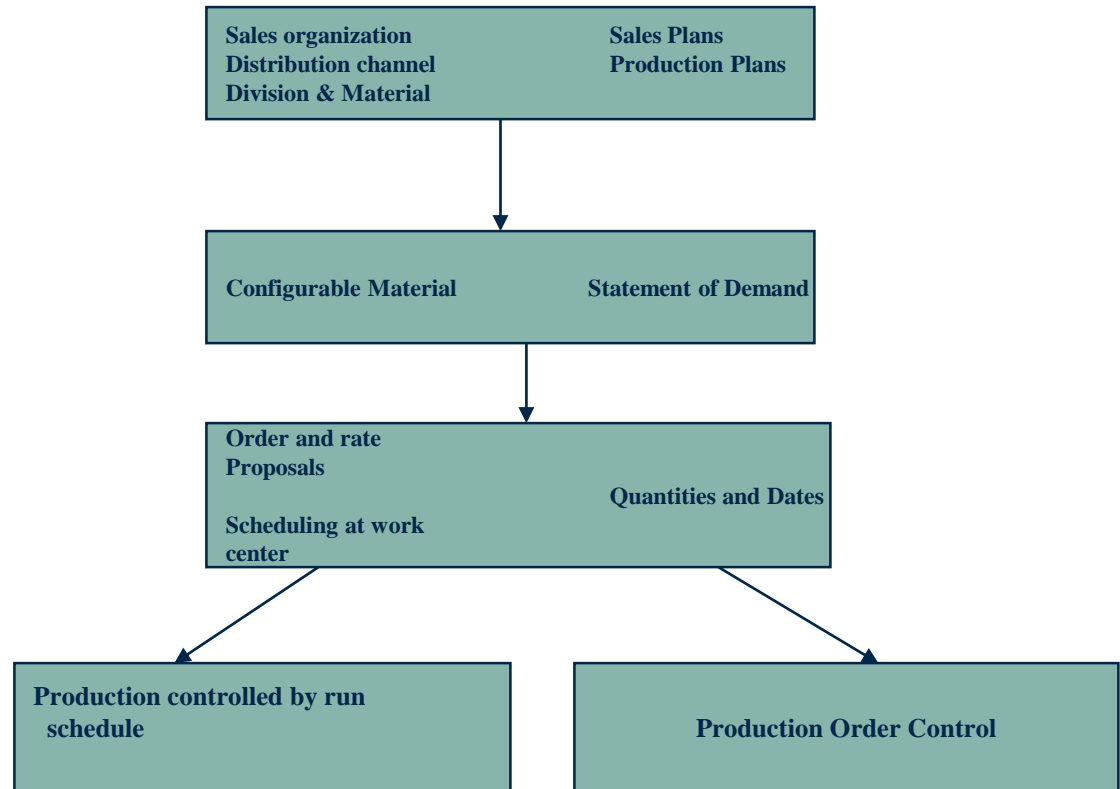


What Is SOP?

- Sales & Operations Planning is a flexible forecasting and planning tool with which sales, production, and other supply chain targets can be set on the basis of historical, existing, and estimated future data.
- Rough - cut planning can also be carried out to determine the amounts of the capacities and other resources required to meet these targets.
- SOP is particularly suitable for long-and medium-term planning.
- This SOP tool will allow you to formulate a Rough-cut production plan based on the sales data that you have created.

Principles of SOP

Long and Medium
term planning



Demand Management

Principles of SOP

- SOP can be done at all level of finished products or using product groups.
- Any combinations of materials or even of product groups can be grouped together into other product groups.
- The exact breakdown is done at the level of material and the plant.
- The planning mechanism allows the entire planning to be viewed in the central system.

Features of SOP

SOP is made for two application components such as

- Standard SOP
- Flexible Planning

Standard SOP:

- Standard SOP comes largely preconfigured with the system.
- You work with one organizational unit, the product group, product hierarchy and plan predefined key figures in a planning table with a set layout.
- All plans in Standard SOP are based on the standard info structure S076.
- Planning can not be done at different region or different sales organization level using Standard SOP.

Features of SOP

Flexible Planning:

Flexible Planning provides detailed way of planning based on our own characteristics.

It can be based on any info structure of your choice, either self-defined information structure or standard information structure.

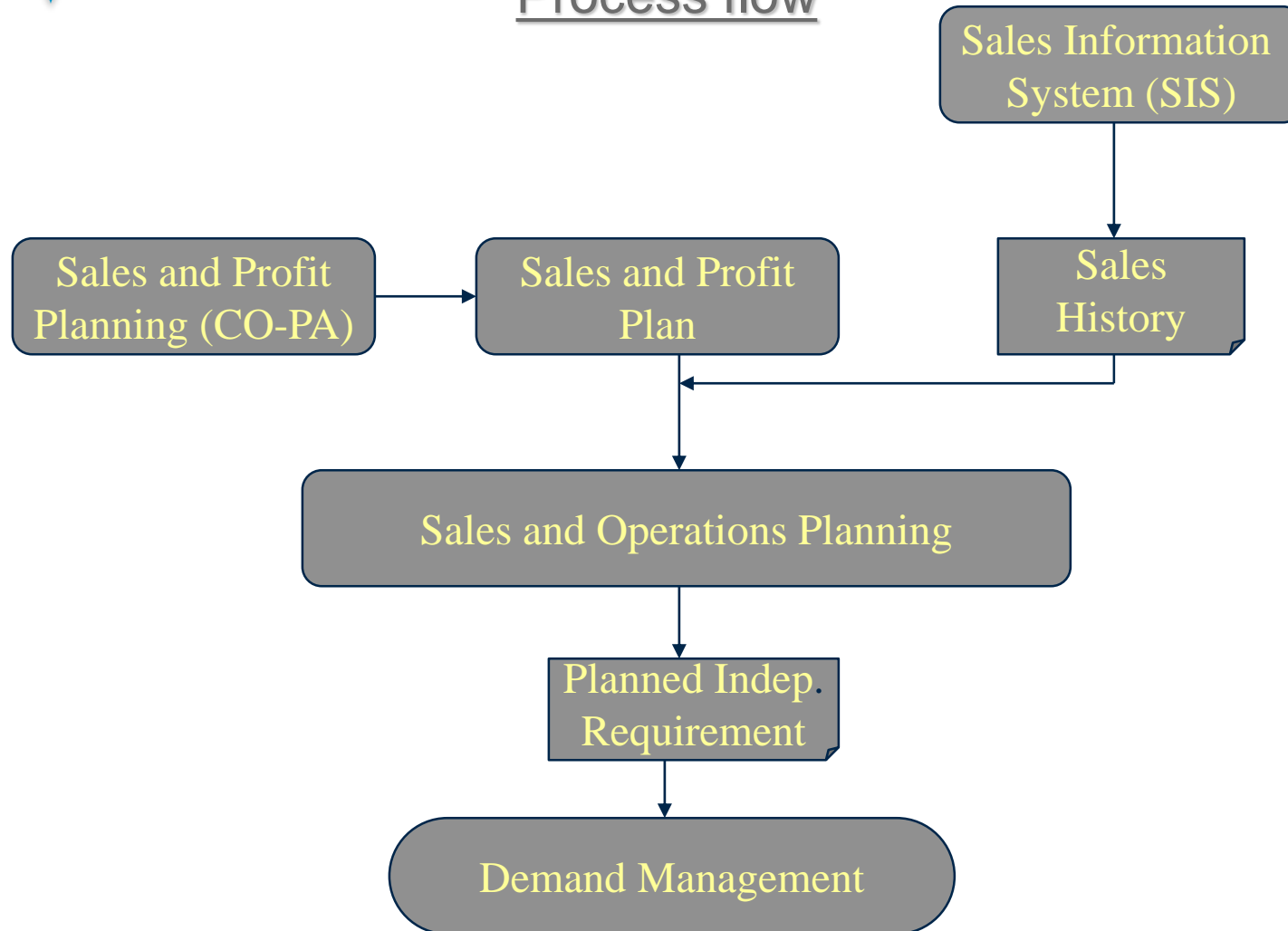
Planning can be done at different region or different sales organization level using Flexible planning.

Sales and Operation Planning



Process overview of SOP

Process flow



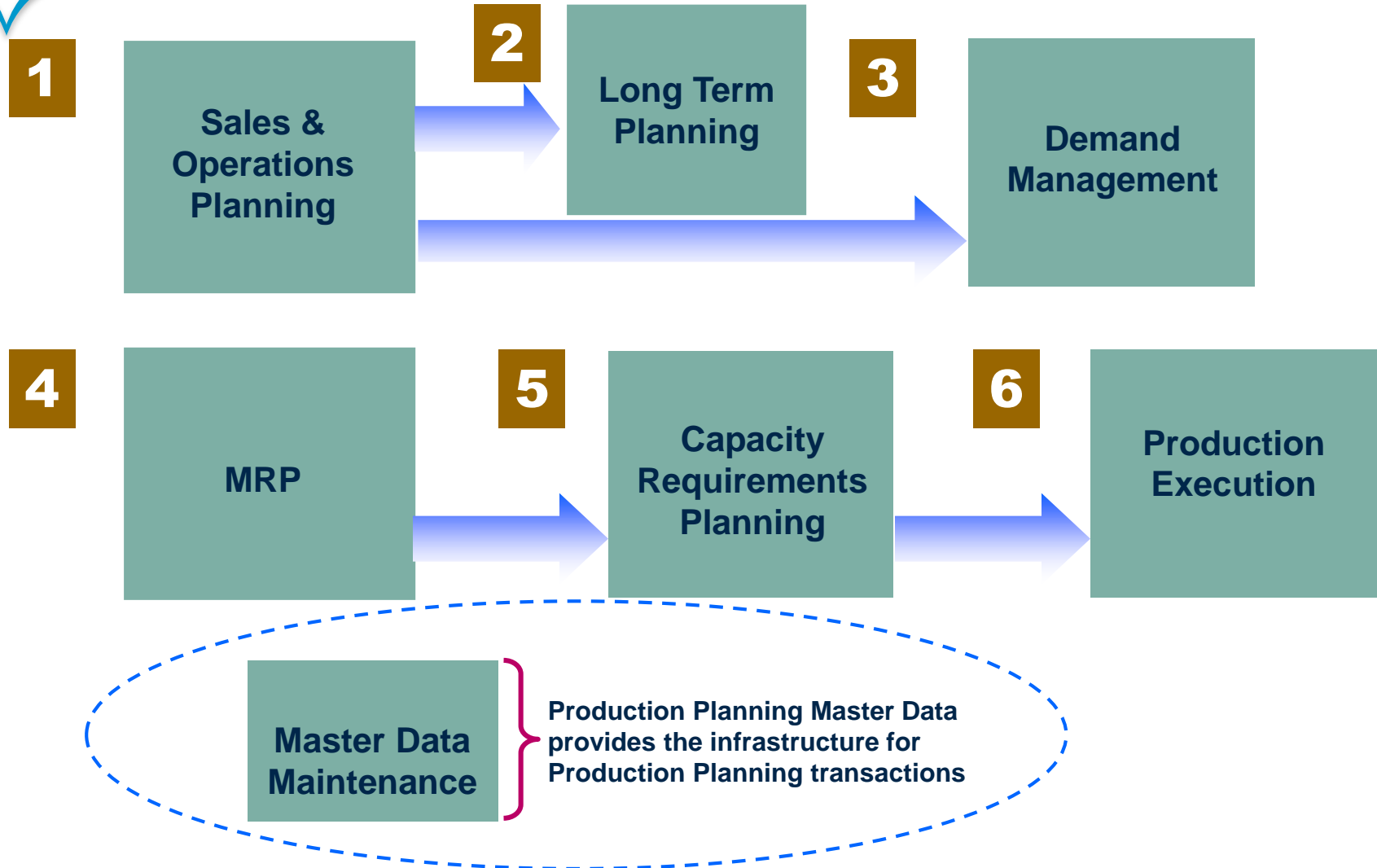
Process flow

- The result of sales and operations planning is the operations plan that is transferred as planned independent requirement to demand management.
- The operations plan is created on the basis of the sales plan, which is also a result of this process.
- Sales and operations planning first carries out the individual steps for creating sales plan.
- Sales planning for profitability segment, that is planning at product group level or for individual products.

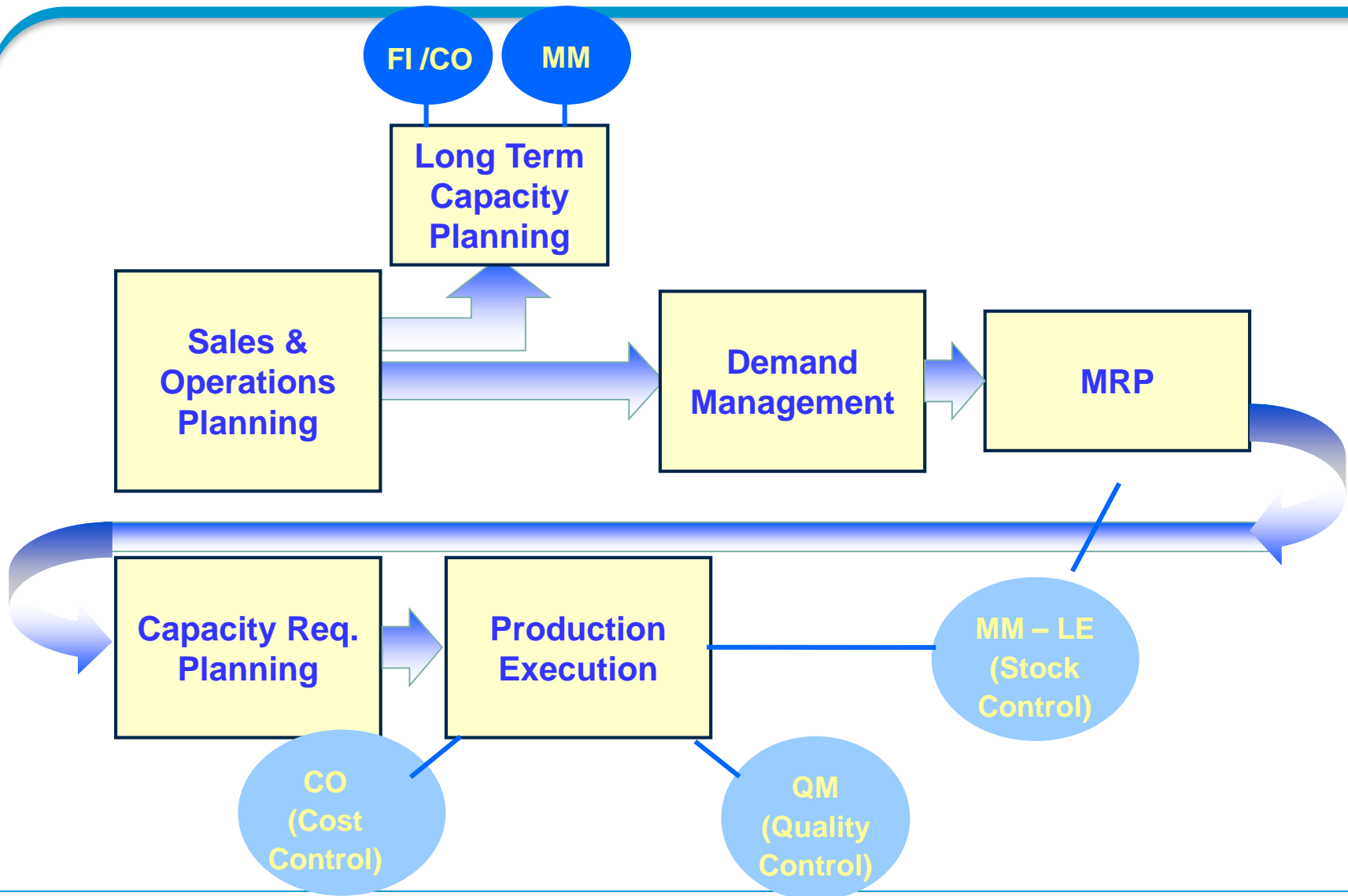
Process flow

- Sales and profit planning on the basis of costs planned in controlling (for e.g., cost of good manufactured and cost-center overhead.
- The interface with the profitability analysis (CO-PA) enables you to use the sales and profit plan as a basis for the sales plan.
- It is also possible to transfer the sales and operations planning to sales and profit planning, cost-center accounting, or activity based costing. This enables an integration of quantity and value planning.
- planner's experience or is supported by a forecast based on the historical sales data.

PP Processes and Roles

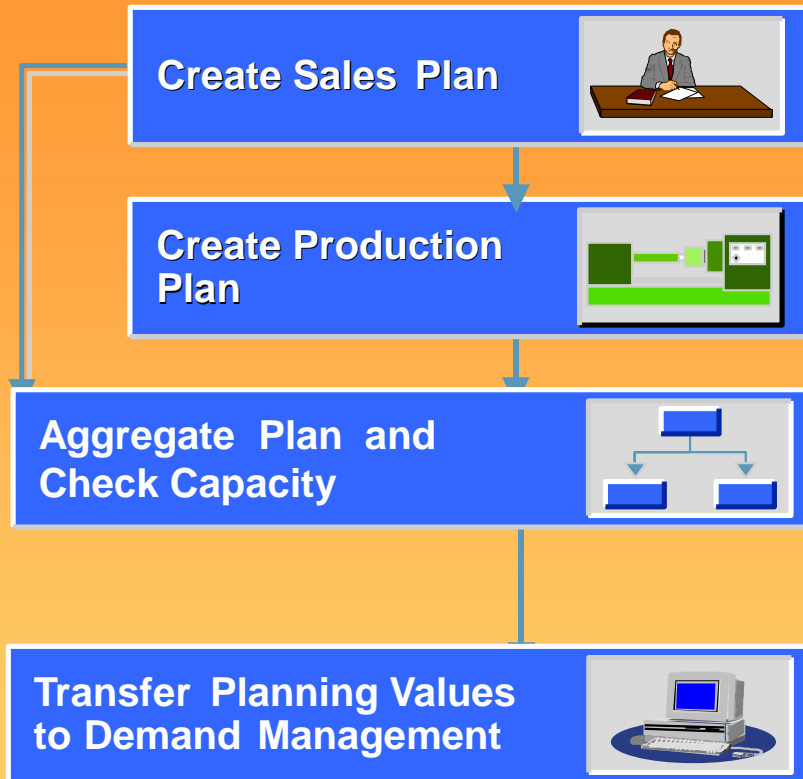


PP flow & Integration with other module



How does SOP data apply to the Process?

SOP data creation



SOP Planning Table

Sales Information System

Information
Version _____
From _____
To _____

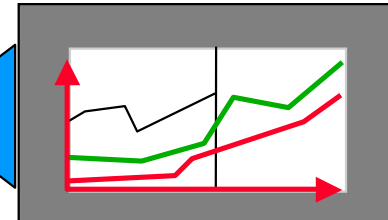
Measure
- Sales quantity
- Returns

CO / PA Module

CO/PA field name
Version _____
From _____
To _____

Measure
- Sales quantity

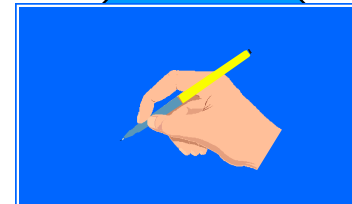
Forecast



SOP Planning Table

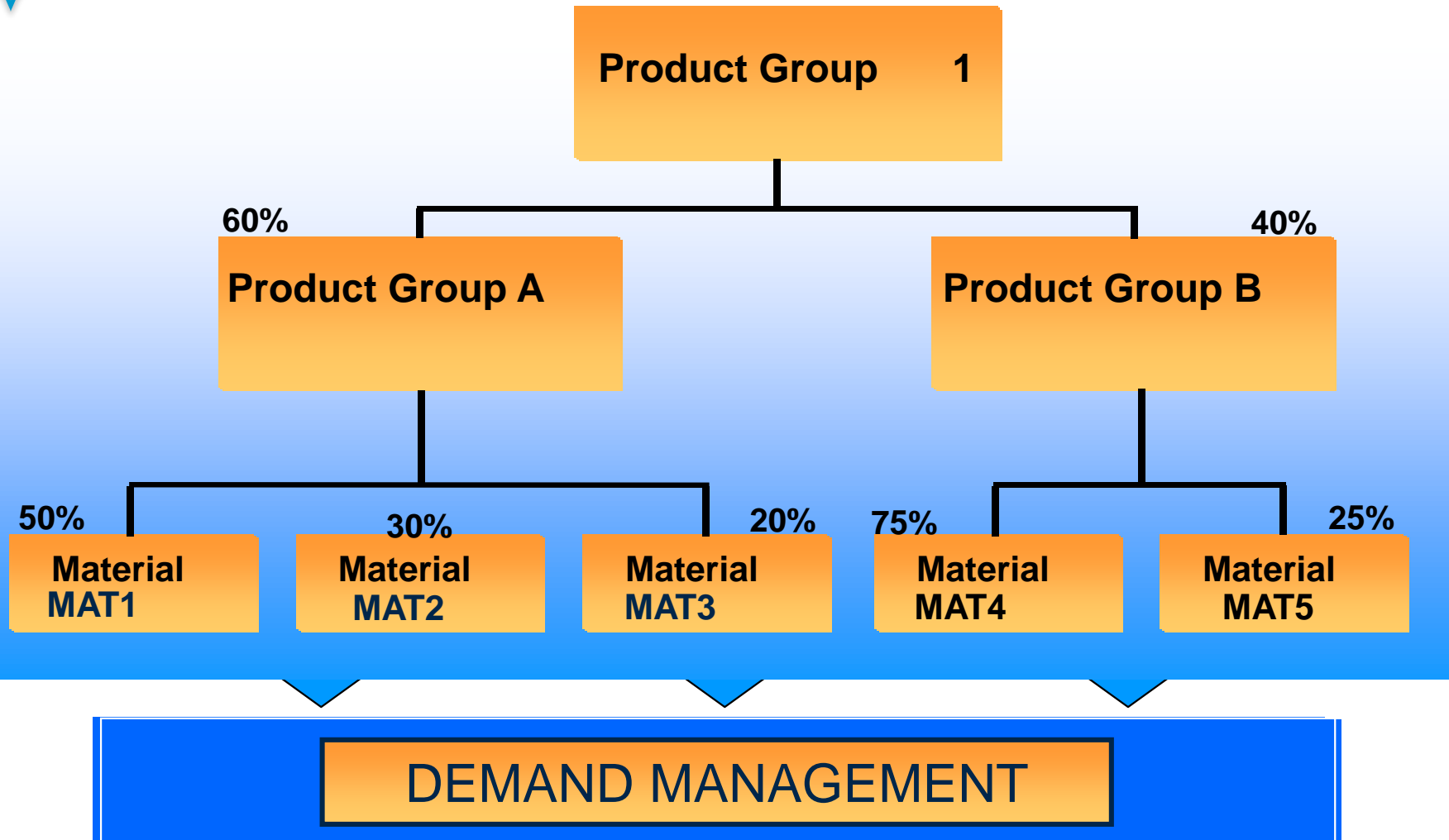
	Un	05/2005	06/2005	07/2005	...
Sales	PC	1000	1200	900	

	Value	OP	From	To
Sales	5	%+	01/1999	12/1999
Production				
Target stock lvl	10	=	01/1999	12/1999
Tgt days' supply				



Direct - manual

Transfer to Demand Management

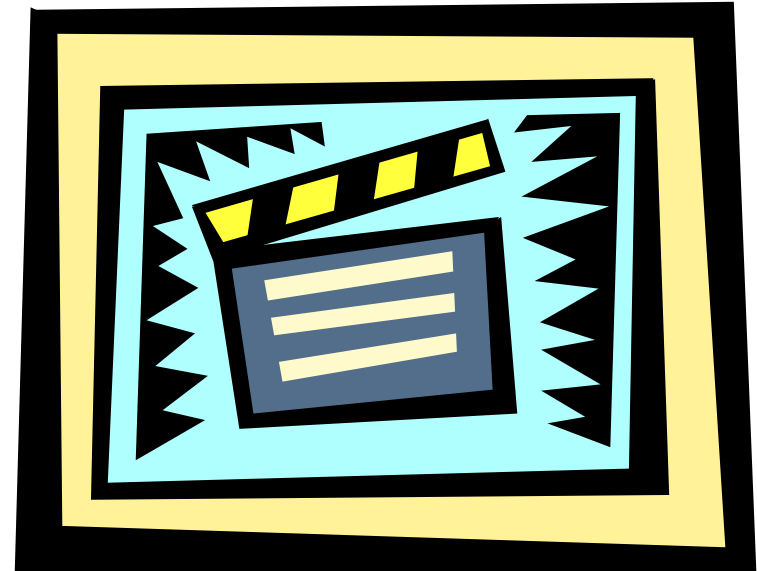


Sales and Operation Planning



Show Me....

- Environment
- Prerequisites of SOP
- Basic Terminologies used in SOP & their Definitions
- Master Data
- Customizing
- Integration in SOP



Position of MPS in the PP process flow

Environment

The Environment in which Sales and Operations Planning runs is SAP R/3 under PP module.

Process Flow: MPS

- Information structure
- Master data like
 - Product group.
 - Planning type.
 - Planning hierarchy.
 - Rough-cut planning profile
- The whole idea of SOP/forecast etc., are to bring the requirement to Demand management in a more scientific way.
- Entire planning action of MRP/MPS run picks up the requirement from Planned Independent Requirement.

Show Me....

Basic Terminology used in SOP & their Definitions

- Information Structure
- Planning Type
- Product Group
- Planning Hierarchy
- Planning Table
- Resource
- Rough-Cut Planning Profile
- Planning methods



Show Me....

Definitions...

Information Structure

- Information structure is the one which hold entire information of the required characteristics and key figure. E.g. S755
- Example of characteristics & Key figure
 - Production line -- characteristic
 - Product Size -- characteristic
 - Market -- characteristic
 - Sales --key figure
- SAP standard information structure may be used for flexible planning. Info structure should be planned for consistent planning and level be level planning.

Planning Type

- Planning type is a customized view on the planning table.
- Planning type defines the content and the layout of the lines in the planning table.

Show Me....

Definitions...

- Planning data is saved on the information structure and planning type acts as a mere template on the information structure.
- There is no restriction on number of planning type per info structure.

Planning Hierarchy

- Planning hierarchy is a combination of characteristic values based on the characteristics of one information structure.
- Planning hierarchies provide the frame work for planning.
- Examples of Planning hierarchy.
 - For information structure S755, sales quantity is planned for below characteristic
 - Production line – characteristic.
 - Product Size – characteristic
 - Market -- characteristic

Show Me....

Product Group

A product group combines other product groups and materials according to whatever criteria best meet the needs of your enterprise. Mostly used in Standard SOP..

Planning Table

- Planning table is the place where the planning is done.
- Planning table hold the information with different version for each plan

Resource

Machine is normally referred as a work center or resource in SAP. It is the place where conversion of work takes place. Used in Rough-cut profile.

Rough-cut Planning profile

- Rough-cut planning profiles are used in resource leveling.
- Rough-cut planning profiles are designed to give you an aggregate view on your resources.

Show Me...

Definitions...

Planning Method

- Very importance in SOP is the planning method applied to the information structure. The planning method determines how data is distributed to different corporate units.
- You define your planning methods in Customizing (in Set parameters for info structures and key figures).

Three planning methods are available:

- Consistent planning
- Level-by-level planning
- Delta planning

Show Me...

Master Data

- In Sales & Operations Planning, you can manage plans for various types of master data.
 - Manually created planning hierarchies.
 - Automatically generated planning hierarchies.
 - Product groups.
 - Materials.
- You maintain plans for planning hierarchies, or other branches of planning hierarchies, in Flexible planning.
- You maintain plans for product groups in Standard SOP.

Show Me...

Step by step procedure for Standard SOP

Four important steps in Standard SOP Process:

- Create Plan in Inactive version (MC81)
- Disaggregate product group plan & check capacity utilization (MC76)
- Convert Inactive version to Active version (MC78-Copy)
- Transfer plan to Demand Management (MC75)

Step by step procedure for Flexible Planning

Three important steps in Flexible planning are

- Convert plan into Active version (MC8V-Copy)
- Transfer Material to Demand Management (MC90)
- Create Plan in Inactive version (MC93)

Show Me....

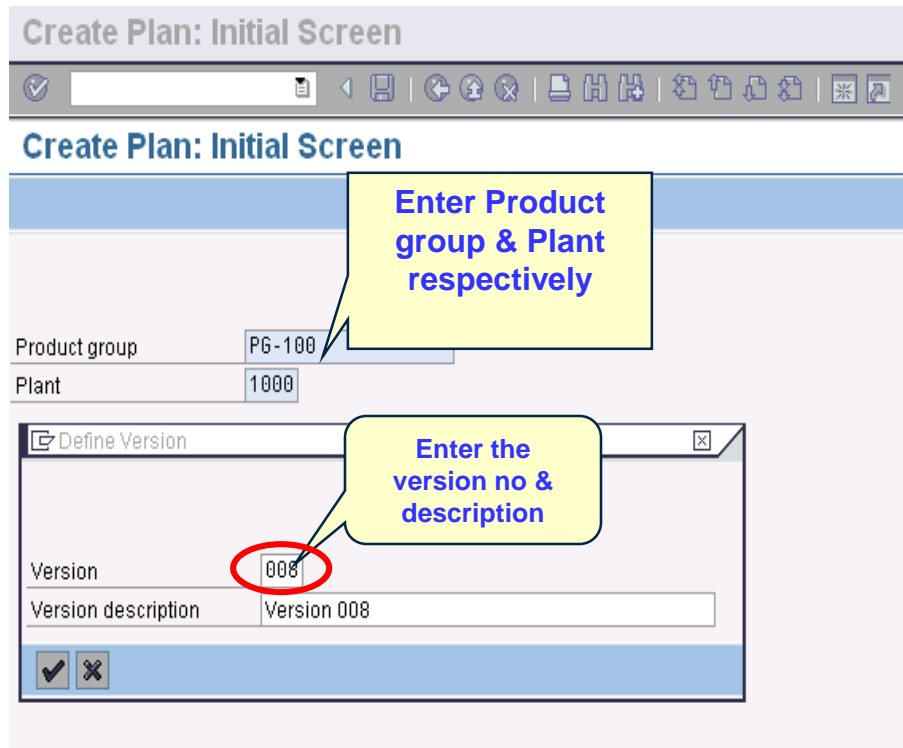
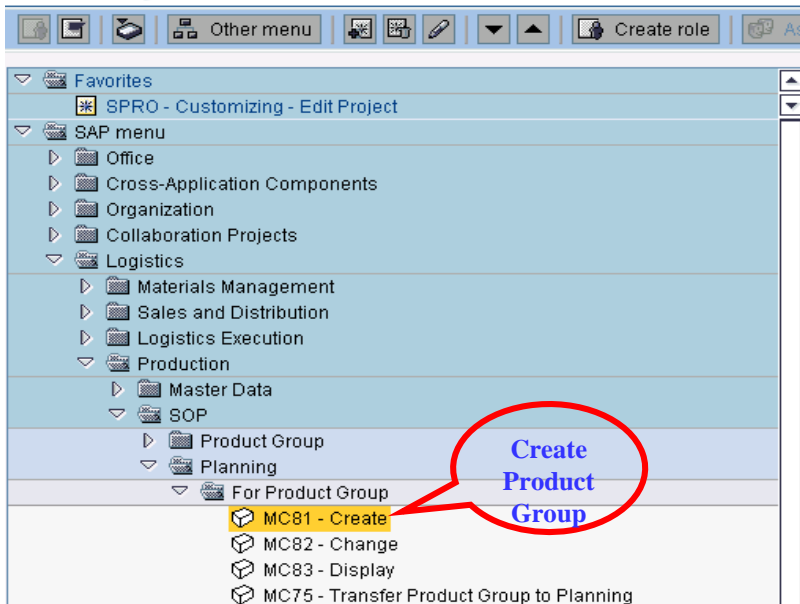
Procedure for Standard SOP

1) Create Plan in Inactive version:

Menu Path: Logistics → Production → SOP → Planning → For product group → MC81-Create

T.Code: MC81

SAP Easy Access



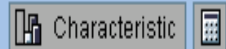
Show Me....

T code-MC81

Create Rough-Cut Plan



Create Rough-Cut Plan



Product group PG-100 PRECISION Pumps

Plant 1000

Version 008 Version 008 New, inactive

Enter the sales quantities for future periods

SOP: plan individual product group

Planning table	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008	M 08.2008	M 09.2008
Sales	PC	100	250	300	350	400	450	500	550	600	650	700		
Production	PC													
Stock level	PC	-100	-350	-650	-1000	-1400	-1850	-2350	-2900	-3500	-4150	-4850	-4850	-4850
Target stock level	PC													
Days' supply	***													
Target days' supply	***													

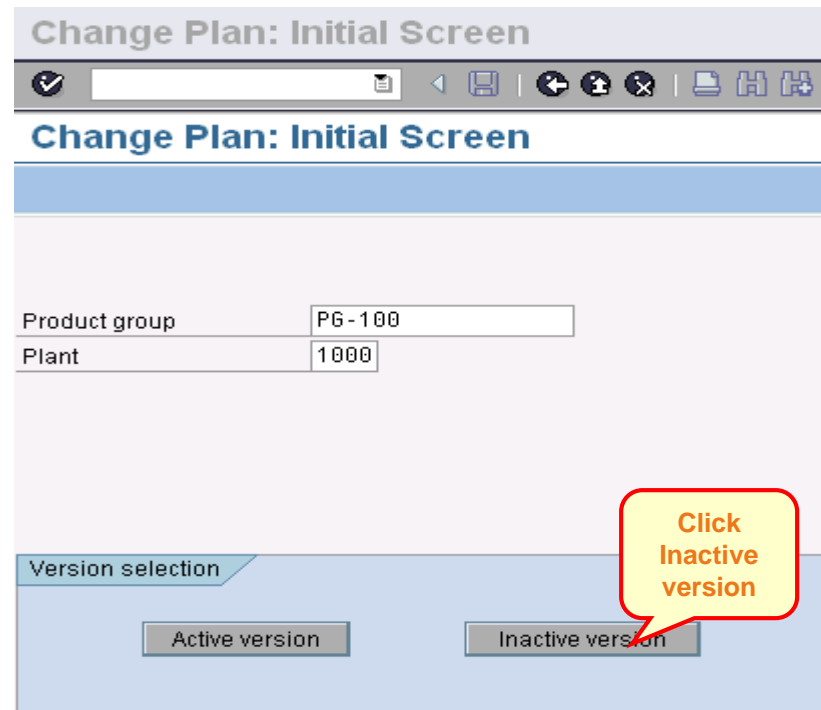
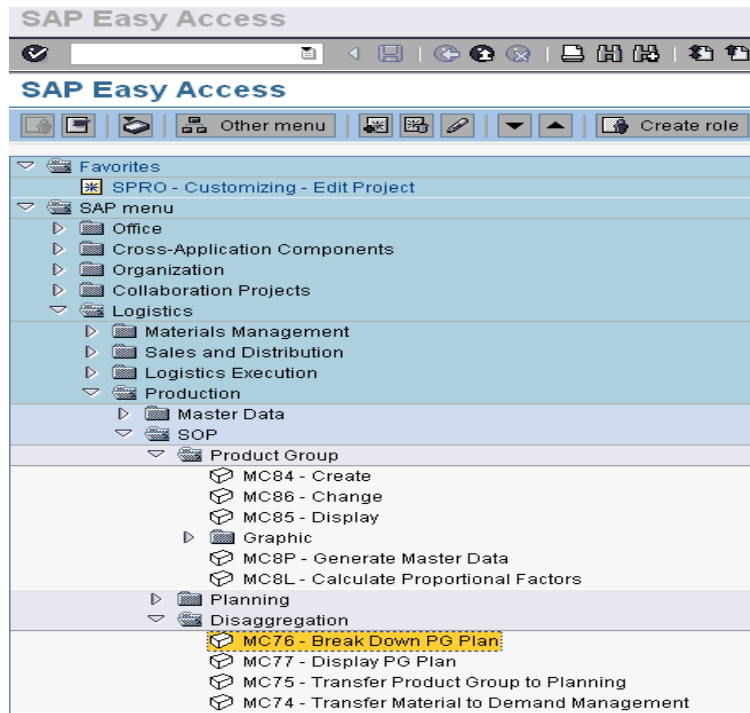
Show Me....

Procedure for Standard SOP

2) Disaggregate product group plan & Check capacity:

Menu Path: Logistics → Production → SOP → Disaggregation → MC76 Break Down PG plan

T.Code-MC76



Show Me....

Procedure for Standard SOP

T.Code-MC76

Choose Inactive Version

S	Ver	Version description	Changed By	Changed on
<input type="radio"/>	004	Prozeßbedarf an CO-OM-ABC	BLANK	26.07.2000
<input type="radio"/>	005	Version 005 used by SR	SRANJAN	03.07.2007
<input type="radio"/>	006	Version 006	BNSD	20.07.2007
<input type="radio"/>	007	Version 007	SMATTA	23.07.2007
<input checked="" type="radio"/>	008	Version 008	IDADMIN	13.09.2007

☒ **Select the creation of Inactive version & enter**

Change Plan: Initial Screen

S	Member number	Plnt	PVer	Proportion	Aggr.fact.	Unit conv.	BUn	MTyp
<input checked="" type="checkbox"/>	P-101	1000		Pump PRECISION 101	21,7741935	1	1	PC FERT
<input checked="" type="checkbox"/>	P-100	1000		Pump PRECISION 100	56,4516129	1	1	PC FERT
<input checked="" type="checkbox"/>	P-102	1000		Pump PRECISION 102	21,7741935	1	1	PC FERT

Active create sales plan

Disaggregation

☒ Create sales plans

☐ Disaggregate production plan

☒ Disaggregate sales plan

☐ Disaggregate target stock

☐ Copy target days' supply

☒ Stock balance

☐ Target days' supply

☐ Stock level = zero

☐ Target stock level

☐ Synchronous to sales

☒ ☐

Show Me...

Procedure for Standard SOP

T.Code-MC76

Change Rough-Cut Plan

Change Rough-Cut Plan														
Characteristic														
Prod.group/material	P6-100	Plant	1000											
Version	008	Version 008	Inactive											

Aggregate information	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008	M 08.2008	M 09.2008
Sales	PC	100	250	300	350	400	450	500	550	600	650	700		
Production	PC													
Stock level	PC	-100	-350	-650	-1000	-1400	-1850	-2350	-2900	-3500	-4150	-4850	-4850	-4850
Target stock level	PC													
Days' supply	***													
Target days' supply	***													

Detailed information	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008	M 08.2008	M 09.2008
P-101 ->1000	PU ***													
Sales	PC	21	54	65	76	87	97	108	119	130	141	152		
Production	PC													
Stock level	PC	-21	-75	-140	-216	-303	-400	-508	-627	-757	-898	-1050	-1050	-1050
Target stock level	PC													
Days' supply	***													
Target days' supply	***													
P-100 ->1000	PU ***													
Sales	PC	57	141	169	197	225	255	283	311	339	367	395		
Production	PC													
Stock level	PC	-57	-198	-367	-564	-789	-1044	-1327	-1638	-1977	-2344	-2739	-2739	-2739
Target stock level	PC													
Days' supply	***													
Target days' supply	***													
P-102 ->1000	PU ***													
Sales	PC	22	55	66	77	88	98	109	120	131	142	153		
Production	PC													
Stock level	PC	-22	-77	-143	-220	-308	-406	-515	-635	-766	-908	-1061	-1061	-1061
Target stock level	PC													
Days' supply	***													
Target days' supply	***													

Show Me...

Procedure for Standard SOP

SAP Planning

Change

Characteristics

Prod.group/mas

Version

Aggregate

Cancel F12

Synchronous to sales

Target stock level

Target days' supply

Stock level = zero

Plan externally...

Inactive

Zap's screen grab

Prepare screen for print press "Gr"

Grab

			M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008	M 08.2008	M 09.2008	M 10.2008
Sales	PC	100	250	300	350	400	450	500	550	600	650	700			
Production	PC														
Stock level	PC	-100	-350	-650	-1000	-1400	-1850	-2350	-2900	-3500	-4150	-4850	-4850	-4850	-4850
Target stock level	PC														
Days' supply	***														
Target days' supply	***														

			M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008	M 08.2008	M 09.2008	M 10.2008
P-101	->1000	PL ***														
Sales	PC		21	54	65	76	87	97	108	119	130	141	152			
Production	PC															
Stock level	PC		-21	-75	-140	-216	-303	-400	-508	-627	-757	-898	-1050	-1050	-1050	-1050
Target stock level	PC															
Days' supply	***															
Target days' supply	***															
P-100	->1000	PL ***														
Sales	PC		57	141	169	197	225	255	283	311	339	367	395			
Production	PC															
Stock level	PC		-57	-198	-367	-564	-789	-1044	-1327	-1638	-1977	-2344	-2739	-2739	-2739	-2739
Target stock level	PC															
Days' supply	***															
Target days' supply	***															
P-102	->1000	PL ***														
Sales	PC		22	55	66	77	88	98	109	120	131	142	153			
Production	PC															
Stock level	PC		-22	-77	-143	-220	-308	-406	-515	-635	-766	-908	-1061	-1061	-1061	-1061
Target stock level	PC															
Days' supply	***															
Target days' supply	***															

Show Me...

Procedure for Standard SOP

Change Rough-Cut Plan

<div> <div>Characteristic</div> <div></div> <div></div> <div></div> <div></div> <div></div> </div>												
Prod.group/material	PG-100		Plant	1000								
Version	008		Version 008	Inactive								
Aggregate information	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008
Sales	PC	100	250	300	350	400	450	500	550	600	650	700
Production	PC	100	250	300	350	400	450	500	550	600	650	700
Stock level	PC											
Target stock level	PC											
Days' supply	***											
Target days' supply	***											
Detailed information	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008
P-101 ->1000 P	***											
Sales	PC	21	54	65	76	87	97	108	119	130	141	152
Production	PC	21	54	65	76	87	97	108	119	130	141	152
Stock level	PC											
Target stock level	PC											
Days' supply	***											
Target days' supply	***											
P-100 ->1000 P	***											
Sales	PC	57	141	169	197	225	255	283	311	339	367	395
Production	PC	57	141	169	197	225	255	283	311	339	367	395
Stock level	PC											
Target stock level	PC											
Days' supply	***											
Target days' supply	***											
P-102 ->1000 P	***											
Sales	PC	22	55	66	77	88	98	109	120	131	142	153
Production	PC	22	55	66	77	88	98	109	120	131	142	153
Stock level	PC											
Target stock level	PC											
Days' supply	***											
Target days' supply	***											

Show Me...

Procedure for Standard SOP

Planning Edit Goto Extras Views Settings System Help

Member Shift+F5
All members
Key figure format

Change Rough-Cut Planning

Capacity situation Rough-cut planning Show
Pegged requirements
Hide
Material/production resource/tool
Costs
Scheduling log

Prod.group/material P6-100 Plant
Version 008 Version 008

Aggregate information	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008	M 08.2008	M 09.2008	M 10.2008
Sales	PC	100	250	300	350	400	450	500	550	600	650	700			
Production	PC	100	250	300	350	400	450	500	550	600	650	700			
Stock level	PC														
Target stock level	PC														
Days' supply	***														
Target days' supply	***														

Detailed information	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008	M 08.2008	M 09.2008	M 10.2008
P-101 ->1000 Pl	***														
Sales	PC	21	54	65	76	87	97	108	119	130	141	152			
Production	PC	21	54	65	76	87	97	108	119	130	141	152			
Stock level	PC														
Target stock level	PC														
Days' supply	***														
Target days' supply	***														
P-100 ->1000 Pl	***														
Sales	PC	57	141	169	197	225	255	283	311	339	367	395			
Production	PC	57	141	169	197	225	255	283	311	339	367	395			
Stock level	PC														
Target stock level	PC														
Days' supply	***														
Target days' supply	***														
P-102 ->1000 Pl	***														
Sales	PC	22	55	66	77	88	98	109	120	131	142	153			
Production	PC	22	55	66	77	88	98	109	120	131	142	153			
Stock level	PC														
Target stock level	PC														
Days' supply	***														
Target days' supply	***														

Show Me...

Procedure for Standard SOP

T.Code-MC76

Resource load	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008	M 07.2008
1310 1000 002	***	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
Available capacity	H	168	308	294	266	308	294	266	308	266	294	322
Capacity reqmts	H	1000	2500	3000	3500	4000	4500	5000	5500	6000	6500	7000
Capacity load	%	595	812	1020	1315	1298	1530	1879	1785	2255	2210	2173

This slide is shown
by capacity load &
required capacity

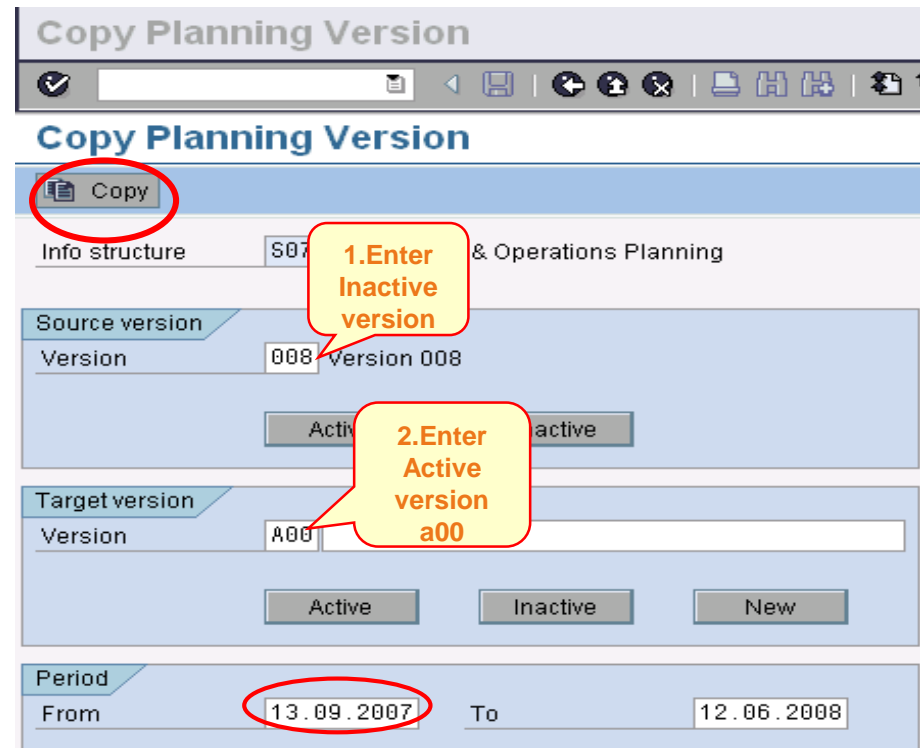
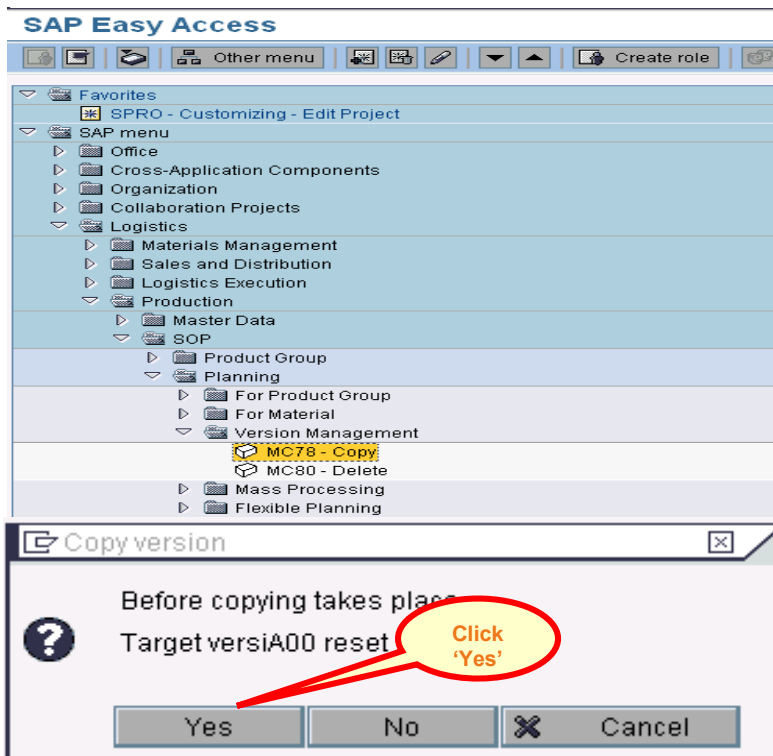
Show Me...

Procedure for Standard SOP

T.Code-MC78

3) Convert Inactive version to Active version (version management)

Menu path: Logistics → Production → SOP → Planning → Version Management
→MC78 Copy



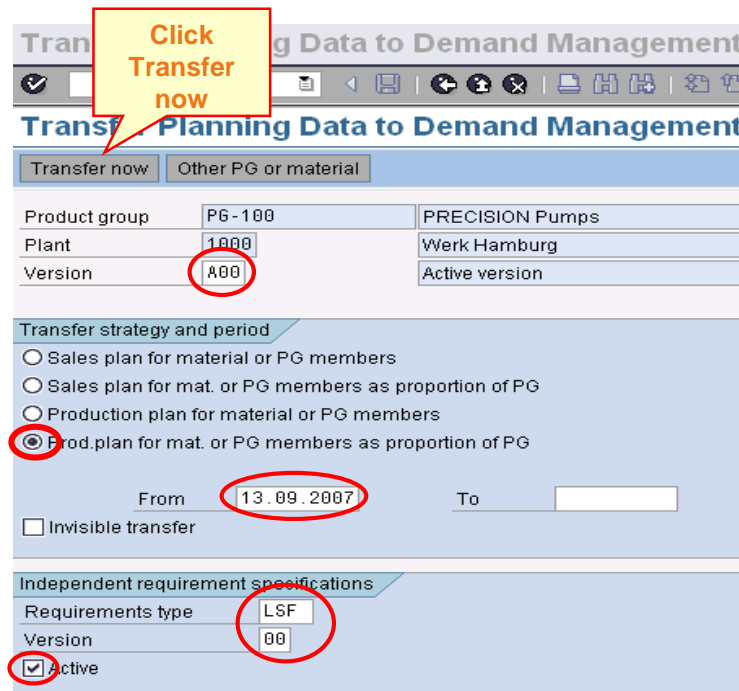
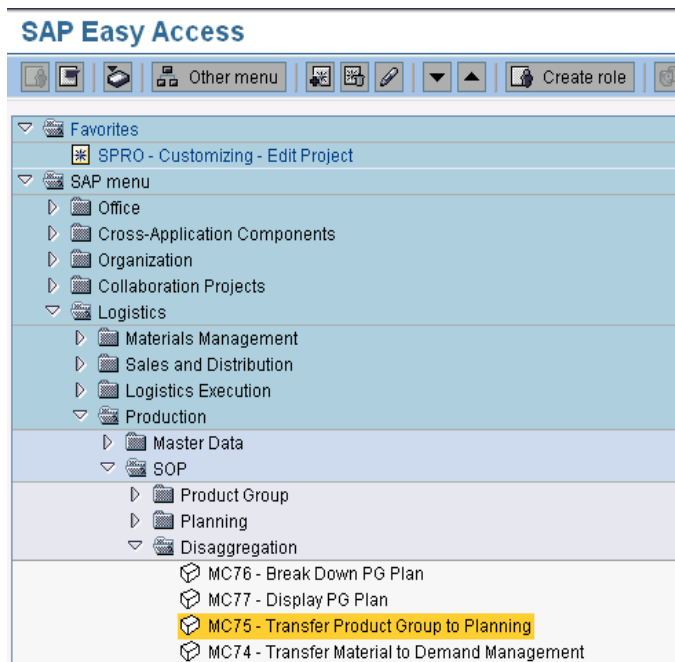
Show Me...

Procedure for Standard SOP

T.Code-MC75

4) Transfer plan to Demand Management:

Menu Path: Logistics → Production → SOP → Disaggregation → MC75 Transfer product group to planning



Show Me....

Procedure for Standard SOP

T. code: MC75

Plnd ind. reqmts: Planning Table

Plnd ind. reqmts: Planning Table

Planning start 13.09.2007 PIng finish

Table Items Sched. lines

Materi...	MRP...	V	A	BU	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008	M 05.2008	M 06.2008
P-100	1000	00	<input checked="" type="checkbox"/>	PC	56	141	169	198	226	254	282	310	339	367
		00	<input checked="" type="checkbox"/>											
		00	<input checked="" type="checkbox"/>											

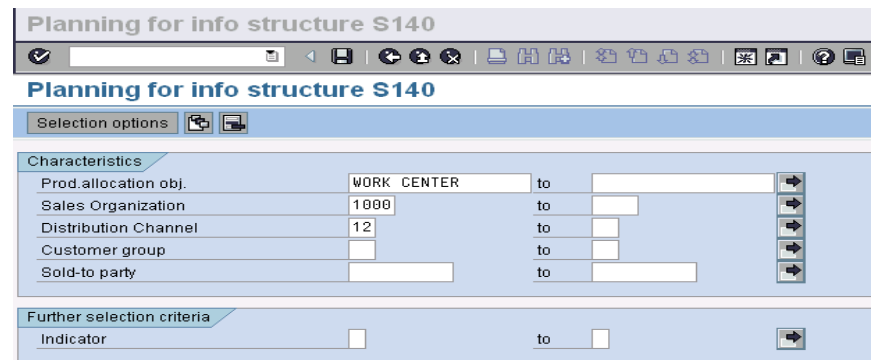
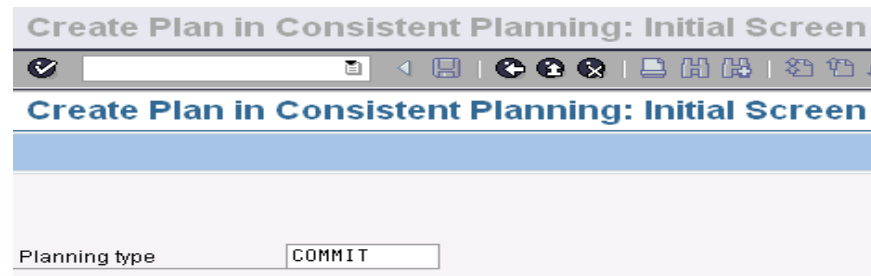
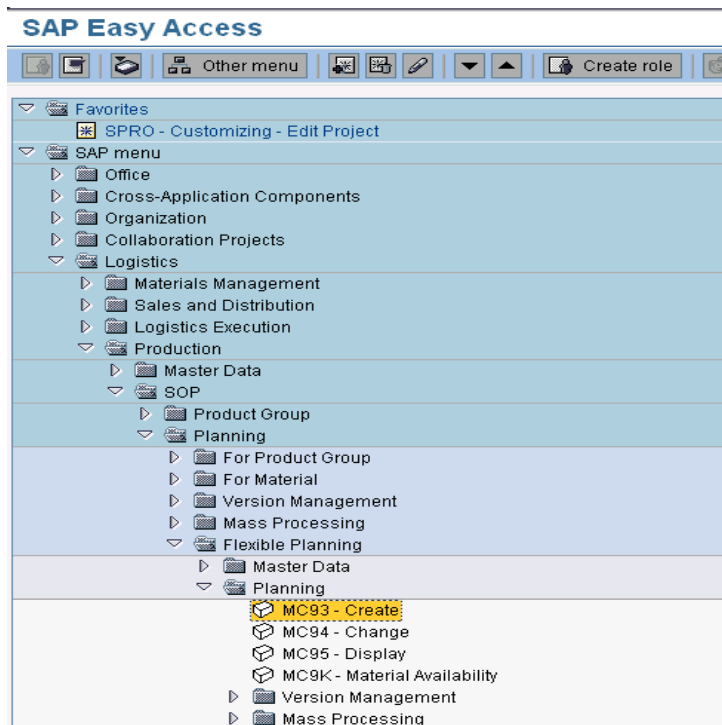
Now the plan is transferred to Demand Management. Similar to Disaggregation & Aggregation can also be done

Show Me...

Procedure for Flexible Planning

1. Create Plan in Inactive version:

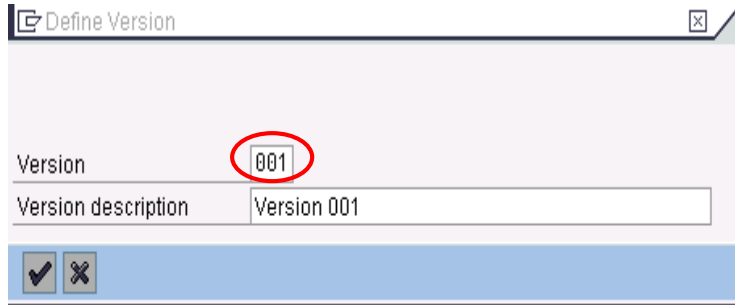
Menu path: Logistics → Production → SOP → Planning → Flexible planning → Planning → MC93 Create



Show Me...

Procedure for Flexible Planning

T.code: MC95

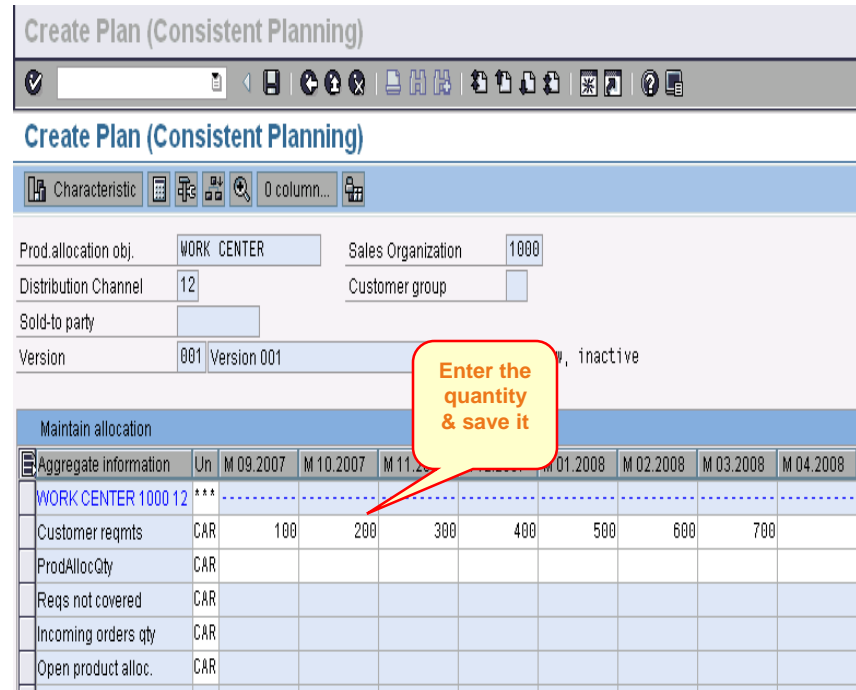


Define Version

Version: 001

Version description: Version 001

Buttons: [Checkmark] [X]



Create Plan (Consistent Planning)

Characteristics: 0 column...

Prod.allocation obj.: WORK CENTER Sales Organization: 1000

Distribution Channel: 12 Customer group:

Sold-to party:

Version: 001 Version 001, inactive

Maintain allocation

Aggregate information	Un	M 09.2007	M 10.2007	M 11.2007	M 12.2007	M 01.2008	M 02.2008	M 03.2008	M 04.2008
WORK CENTER 1000 12	***								
Customer reqmts	CAR	100	200	300	400	500	600	700	
ProdAllocQty	CAR								
Reqs not covered	CAR								
Incoming orders qty	CAR								
Open product alloc.	CAR								

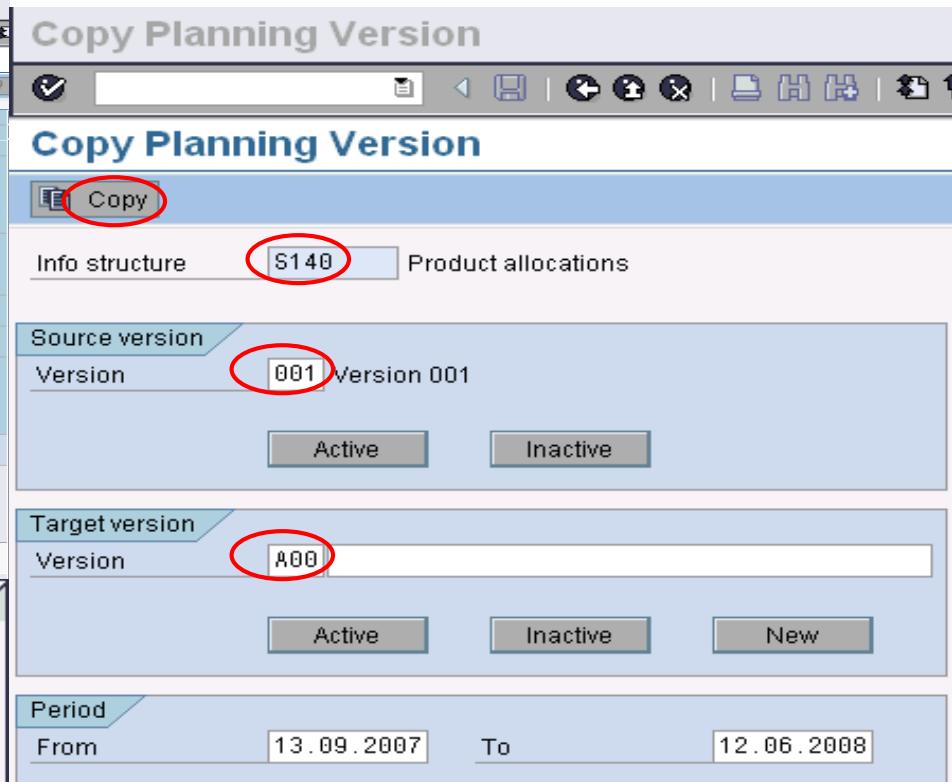
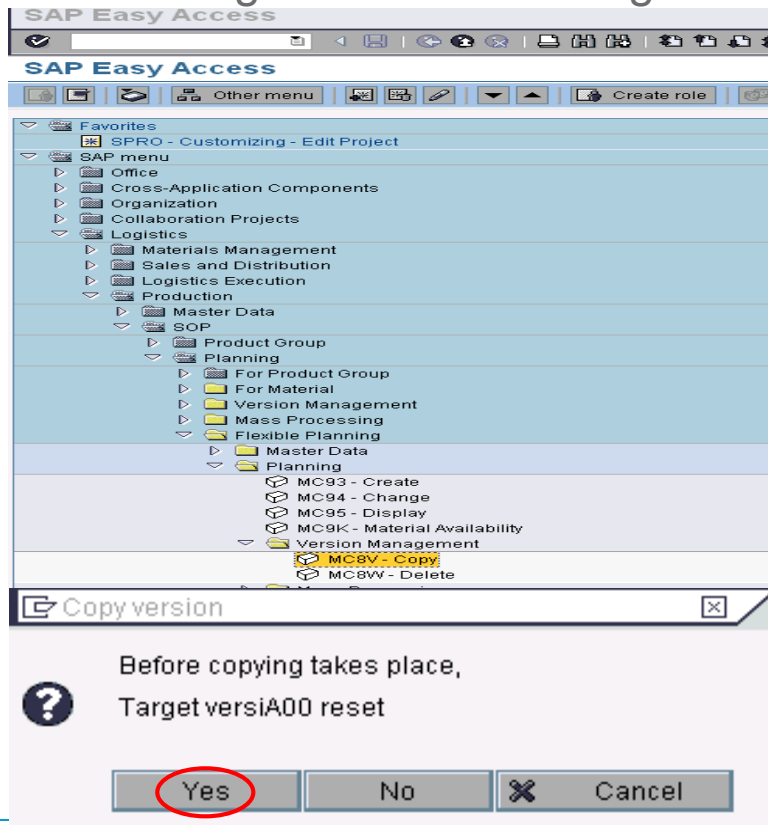
Enter the quantity & save it

Show Me...

Procedure for Flexible Planning

2) Convert plan into Active version (MC8V-Copy)

Menu Path: Logistics → Production → SOP → Planning → Flexible planning
→ Planning → Version management → MC8V copy

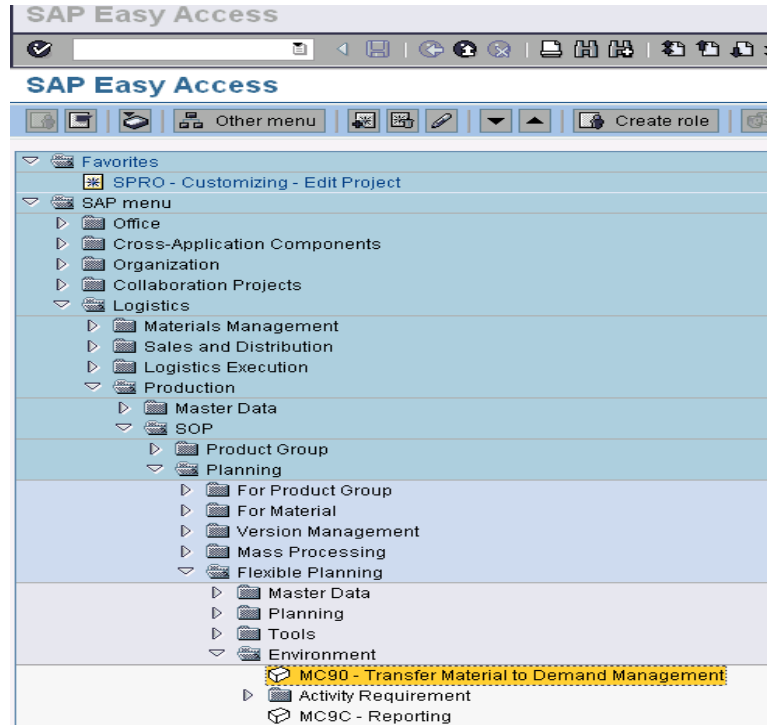


Show Me...

Procedure for Flexible Planning

3) Transfer Material to Demand Management (MC90)

Menu Path: Logistics → Production → SOP → Planning → Flexible planning
→ Environment → MC90 Transfer Material to Demand management



The screenshot shows the 'Transfer Planning Data to Demand Management' dialog box. The 'Transfer now' button is circled in red. The input fields are as follows:

Field	Value
Material_number	100-100
Plant	1000
Info structure	S140
Version	000
Key figure	KCQTY
From	13.09.2007
To	
Requirements type	LSF
Version	00

The 'Invisible transfer' checkbox is unchecked. The 'Active' checkbox is checked.

Show Me...

Procedure for Flexible Planning

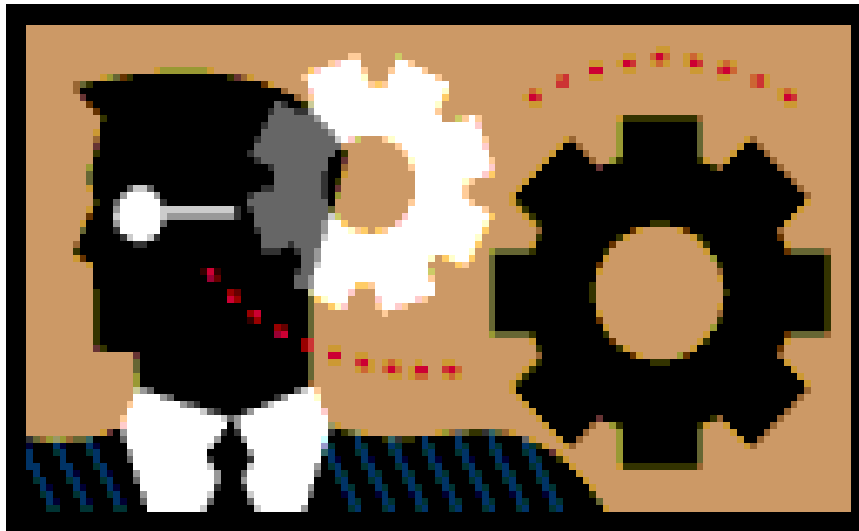
T.code: MC90

The screenshot displays the SAP MC90 transaction interface. The title bar reads "Plnd ind. reqmts: Planning Table". The main area shows the planning start date as 01.01.2004 and the planning finish date as 01.01.2007. Below this, there are tabs for "Table", "Items", and "Sched. lines". The "Table" tab is active, showing a table with columns for Material, Plnt, DV, Ac, B..., and planning dates M 01.2005, M 02.2005, and M 03.2005. The first row of data is for material TEST-SOP-001, with plant 01, DV 00, and a checkmark in the Ac column. The planning quantities are 1.000 for M 01.2005, 1.400 for M 02.2005, and 2.000 for M 03.2005. A second row shows plant 0001 with a checkmark in the Ac column.

Material	Plnt	DV	Ac	B...	M 01.2005	M 02.2005	M 03.2005
TEST-SOP-001	01	00	<input checked="" type="checkbox"/>	EA	1.000	1.400	2.000
	0001	00	<input checked="" type="checkbox"/>				

Show Me...

Configuration of SOP



Show Me...

Configuration of SOP

Standard SOP does not require much configuration. Only SOP master data like Product group and rough-cut planning profile is sufficient for standard SOP.

The following steps involved in the configuration.

- Create info structure (MC23)
- Set parameter for info structure and key figure (MC7F)
- Define Transfer Profile
- Define Activity
- Define Key figure assignment
- Define copy profile

Show Me...

Configuration of SOP

1) Create Information Structure:

IMG → Logistics-General → Logistics Information system (LIS) → Logistics Data Warehouse → Data basis → Information structure → Maintain self defined information structure (MC23)

2) Set parameter for info structure and key figure:

IMG → Logistics-General → Logistics Information system (LIS) → Planning → Master data → Set parameters for info structure and key figures (MC7F)

3) Maintain Transfer profile:

IMG → Production → Sales and Operations Planning → Functions → Mass processing → Maintain Transfer profiles.

Show Me...

Configuration of SOP

4. Define Activity:

IMG → Production → SOP → Planning → Functions → Mass processing → Define Activity

5. Define Key Figures:

SAP Menu → Logistics → Production → SOP → Settings → Mass processing → MC8Z-Key Figures Assignments

6. Define Copy Profile:

SAP Menu → Logistics → Production → SOP → Settings → Mass processing → MC9D-Copy Profiles

These are steps mostly involved in the configuration of SOP.

Sales and Operation Planining



Let Me...

- Understand the Basic Business scenario of SOP
- Understand the Process of SOP, Integration with other modules
- Understand two different processes such as Standard SOP & Flexible Planning as discussed in previous slides



References

- Tips and Tricks
- Additional Info



Tips & Tracks...

Comparison of the Different Planning Methods in SOP :

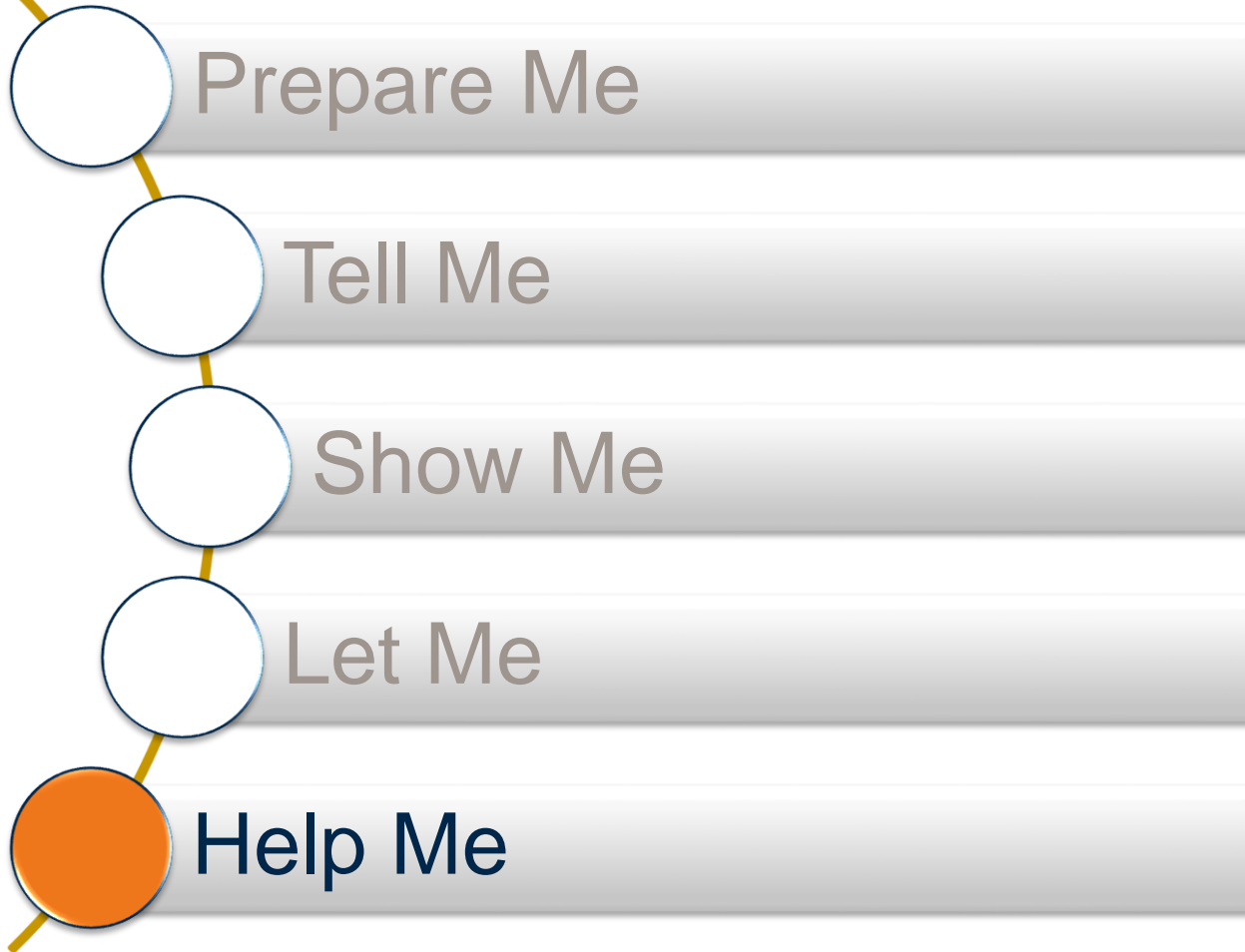
Function	Consistent	Level by Level	Delta
1. Automatic Aggregation	Yes	No	Yes
2. Automatic disaggregation based on factors saved in Database	Yes	No	No
3. Create Planning hierarchy	Yes	Yes	Not required
4. Forecast	Yes	Yes	Yes
5. Resource Leveling	Yes	Yes	No
6. Background Processing	Yes	Yes	No
7. Fix Key figure values in the planning table	Yes	No	No
8. Standard Analysis for Info Structure	Yes	No	No
9. Transfer to Demand Management	Yes	Yes	No

Additional Information....

LIS Structure/Control Table:

TMC4 – Global Control Elements: LIS Info Structure

PP1009 -SOP



Frequently Used Transactions for SOP

Practice the following transactions generally used for Sales & Operations Planning

- MC21/MC22 Create/Change Information Structure
- MC7F Planning parameters of the Information structure
- MC84/MC85 Create/Change Product Groups
- MC91 Graphical presentation of Product Groups
- MC61 Create Planning Hierarchy
- MC62 Planning Hierarchy –Edit proportional factors
- MC9A Generate Master Data for Flexible Planning
- MC8A/MC8B Create/Change Planning Type
- MC87/MC88 Create/Change Standard SOP (Material)
- MC81/MC82 Create/Change Standard SOP (Product Group)
- MC93/MC94 Create/Change Flexible Planning
- MC96 Forecast Profile
- MC35/MC36 Create/Change Rough-cut profile
- MC74 Transfer Standard SOP to Demand Management (Material)
- MC75 Transfer Standard SOP to Demand Management (Product Group)
- MC90 Transfer Flexible Planning to Demand Management

Summary

- The main purpose of sales and operations planning is to define the product types and quantities to be sold for a medium- to long-term planning period.
- The goals of SOP is to obtain the corresponding planning data for production.
- Sales & Operations Planning is a flexible forecasting and planning tool with which sales, production, and other supply chain targets can be set on the basis of historical, existing, and estimated future data.
- SOP can be done at all level of finished products or using product groups.
- Any combinations of materials or even of product groups can be grouped together into other product groups.
- Flexible Planning provides detailed way of planning based on our own characteristics.



Review Questions

1. The result of sales and operations planning is the operations plan

Check whether the statement is true or false

- a. True
- b. False

2. Sales and operations planning first carries out the individual steps for creating sales plan

Check whether the statement is true or false

- a. True
- b. False

3. The interface with the profitability analysis (CO-PA) enables you to use the sales and profit plan as a basis for the sales plan.

Check whether the statement is true or false

- a. True
- b. False



Thank You

