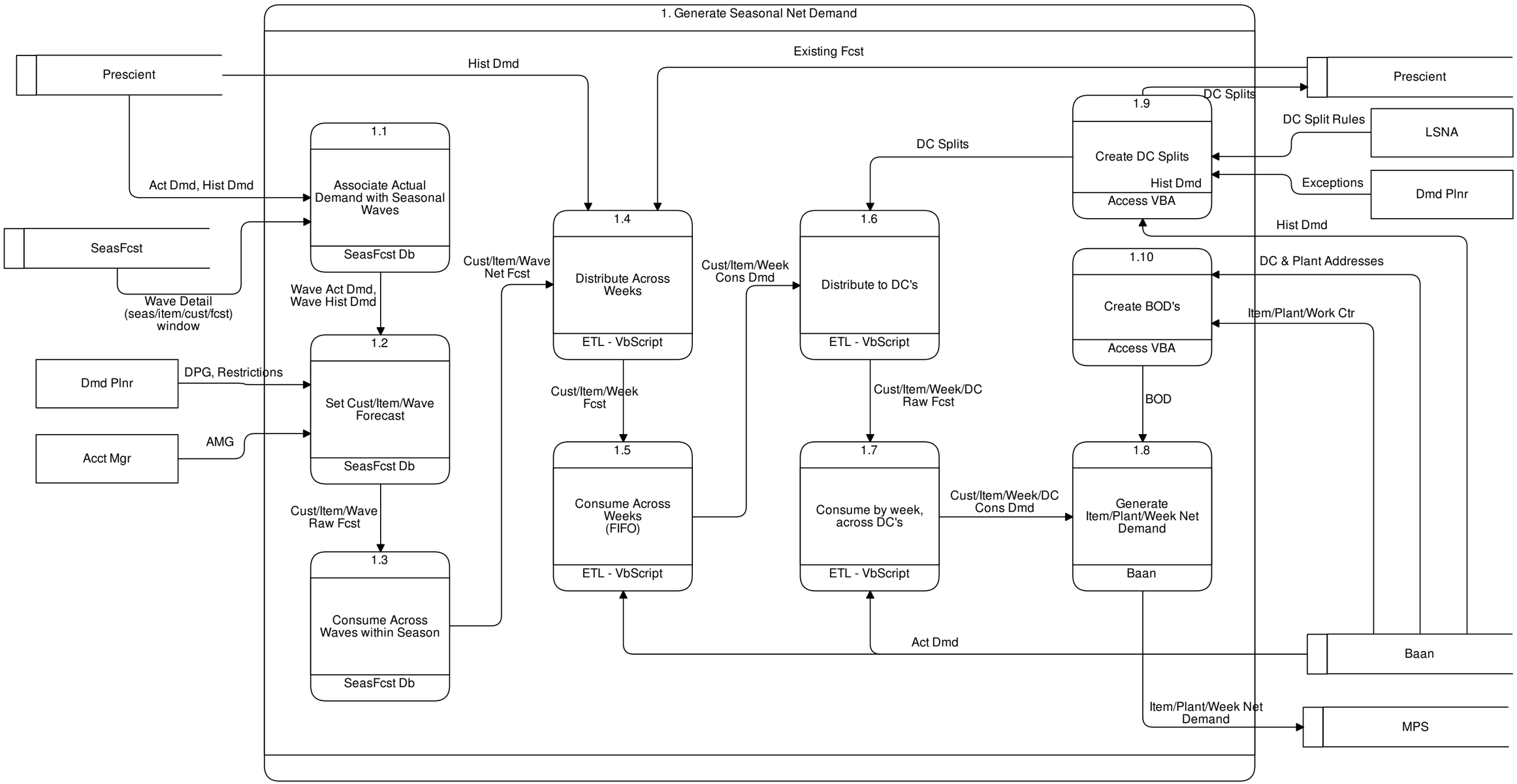
SAP Process Mapping - Generate Seasonal Net Demand



SAP Process Mapping - Process Descriptions

1.1 Associate Actual Demand with Seasonal Waves.
Account Manager Guidance (AMG) is associated with a window of time called a wave. A wave has a consumption window and a relatively narrower forecast window. In this step, the consumption window is defined, and actual demand that falls within it is associated with the wave.

1.2 Set Cust/Item/Wave Forecast.
Account Manager and Demand Planner provide input to the forecast, and the system chooses the appropriate "raw" forecast source: DPG, AMG, or HIST (in that order of precedence). Restrictions imposed by demand planning may override this order of precedence or set the FCST equal to ACT_DMD.

1.3 Consume Across Waves within Season.
Where there is more than one wave in the same season, forecast is netted to actual demand within the season. If after this netting, ACT_DMD is greater than FCST in a given wave, then FCST is set equal to ACT_DMD.

1.4 Distribute Across Weeks.
The balance of forward forecast is distributed across the Forecast Window by ratios: cust/item existing forecast, cust/item prev yr demand, or cust prev yr demand (in that order of precedence).

1.5 Consume Across Weeks.
Forecast is netted to actual demand across all weeks of the consumption window using FIFO method (i.e., forecast in earlier weeks is decremented first).

1.6 Distribute to DC's.
Each cust/item/wk forecast qty is matched to a record in the the RSC_DC_SPLIT table (Prescient), which contains splits phased for each cust/item in different effectivity windows. Each DC Split is multiplied by the cust/item/wk forecast to yield the forecast at a DC. This forecast is "raw" (i.e., un-consumed).

1.7 Consume by week across DC's.
Each cust/item/wk forecast is netted to actual demand across DC's using a proportional method (i.e., more forecast is decremented from a DC if that DC has more un-ordered forecast).

1.8 Generate Item/Plant/Week Net Demand.
This process is not completely understood, as it happens in Baan. I believe that it basically assigns the demand at a given DC to the closest producing plant, as determined by the BOD's (which we feed to Baan).

1.9 Create DC Splits.
DC Splits [CUST,ITEM,DC,START_PD,END_PD,SPLIT_PCT] are produced from a combination of LSNA sourcing rules, item/cust demand history, and exception rules. LSNA rules assign a DC to a cust/item based on "demand class" (DSD, Whse-Seasonal, Whse-Everyday) and state (AK,AR,AZ,etc.). We project these rules on 12 month demand history at the account level, then aggregate the results up to customer group level. If there is no history for a given cust/item, then a ratio is used that approximates the customer history for all seasonal items or all regular items, as the case may be. Exception rules are applied, and the result is a 2 million record table containing a ratio for each DC at each cust/item.

1.10 Create BOD's.
BOD's assign forecast from a given item/DC to a plant. This is done with a simple distances table that records the distance between every plant and every DC. The closest producing plant is assigned to a given DC/item. We feed a BOD update to Baan twice per week upon receiving and update to the "critical work center" data.