 

RD.030

Business Requirement Definition

Sales & Marketing

**JDE Enterprise E9.1**

FOSKOR

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# Document Control

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# INTRODUCTION

The RD030 Business Requirement document provides a formal statement of the business process requirements and forms part of the Definition phase of The Foskor project.

The RD030 document details the “As Is”, High level “To Be processes”, requirements and identified gaps. The requirements will be linked to the BF045 document that details the JD Edwards business flows.

# Overview

The Definition phase activity consists of obtaining the system functionality requirements from the business, comparing this to the standard JD Edwards’ process flows and identifying gaps between the business requirement and JD Edwards’ functionality.

# Modules

The following JD Edwards Application modules are covered in this document.

* Sales Order Management
* Fulfillment Management
* Advanced Pricing

# Responsibilities

Foskor Process Owner : Musa Xulu

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# Customer Orders

The current sales process is manual with certain steps being processed in JDE XE in order to have a system order number to facilitate logistics, invoicing and sales update. JDE Sales Order Management is not used to manage the sales process; all management is done through Excel spread sheets.

1. Finished Goods inventory is not accurate on the JDE system. When the month end is complete and the quantity surveyor driven adjustments have been processed to give an accurate month end figure, the two weeks physical transactions that have taken place must be caught up on the system.
2. Orders have to be loaded onto Trekscale and the loading plan manually. Production completions are processed through Excel ontoJDE. This is time consuming and any check of available stock has to be done manually.
3. Local customers that do not have accounts have to pay for the goods prior to the order being processed. The proforma invoices are typed in Word and mailed or faxed to the customer as the current JDE set up does not allow for processing of a proforma without committing inventory.
4. The current JDE set up does not allow for management of stock reservation and prioritisation of customers.
5. Credit checks on customers are done manually.

### Local Sales

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| **High Level “As Is” Business Processes**  [Customer Order Processes - Local.pdf](file:///C:\Users\sueb\AppData\Local\Microsoft\Windows\Temporary%20Internet%20Files\Content.Outlook\AFFPQD6O\Customer%20Order%20Processes%20-%20Local.pdf)  An inquiry is received from a customer.  Account Customer:   1. Perform a manual credit check 2. Capture order on JDE. 3. The order is held pending a price and quantity check. 4. The order is released. 5. The sales advice is printed from JDE 6. The sales advice is checked 7. The sales advice together with a copy of the customer purchase order is sent to logistics.   Cash Customer   1. A proforma invoice is typed as a word document and either mailed or faxed to the customer. 2. The customer makes payment against the proforma invoice. 3. The customer sends proof of payment to sales and marketing. 4. Sales & Marketing check that the payment has been received 5. The order is captured on JDE 6. The sales advice is printed from JDE 7. The sales advice is checked 8. The sales advice together with a copy of the customer purchase order is sent to logistics.   The following processes are performed by Logistics (Cash and Account Customers)  Note: The customer purchase order specifies the quality of and quantity of product required. This is why Logistics requires a copy of the customer purchase order.   1. A quality check document is prepared (Incl Foskor Order #, Transporter, total order approved & tonnage per truck). 2. A daily loading plan is prepared on Excel from the sales advice and customer purchase order. 3. The details of the customer order are captured on Trekscale. 4. Trekscale generates loading numbers for each order. An order may require multiple loads. 5. The loading numbers are sent to the customer in order for them to arrange transport.   After the orders are despatched:   1. Copies of weighbridge tickets from the previous day are handed to logistics. 2. Logistics prints a summary report from Trekscale. The weighbridge tickets are matched to the summary report to prepare a Loading Pack. 3. The pack is sent back to the Logistics Administrator for production report capturing. 4. The order is confirmed on JDE. 5. Two additional copies of the despatch note are printed. One is sent to Sales together with the weighbridge tickets, the other is sent to Finance together with the gate register (Frik Els uses this to update his stock report).   When Sales receives the despatch note:   1. The sales flash report is completed in Excel. 2. The despatch note is converted to an invoice. 3. The invoice is printed in proof and the output deleted. 4. The invoice is printed and sent to the customer with the copies of the weighbridge tickets. 5. Sales Update is run. The batches have to be approved. |

The recommendations section has been moved to under the “As-Is” process. This was done to make it easier to read the recommendations in conjunction with the “As-Is” process.

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| **Recommendations**  The recommendations below are applicable to cash, account and export orders and to dry and liquid product.  Correct set up of Customer and Item Master Data will address many of the reasons for manual processes and reduce duplication of tasks:   1. Although cash customers do not have credit terms they do have address book records. Load a R1 credit limit against these customers with cash payment terms. The sales order entry program will then automatically place the order on credit hold. No further processing is possible while the order is on hold. When the payment is received by AR, the order can be released and further processing can continue. The release program has an audit trail identifying who and when the order was released. 2. Cash Customers have a limited time to accept and pay for their orders. If the end date of the time limit is captured into the cancel date on order entry the system can be set up to run a job in scheduler that will automatically cancel the orders that are out of time. This will significantly reduce maintenance on open orders. 3. Pricing is not loaded on JDE. If pricing is loaded correctly the system can be set up so that marketing and sales do not have access to change prices or if a price is changed the order can be put on hold and the system can send a workflow message to the relevant managers. 4. Open orders are cancelled at month end because of price changes. Pricing is loaded in JDE with effective dates and the system can automatically reprice sales orders based on dates. The reprice can be run manually on demand or the invoice print can both reprice and recost the order. A system constant determines whether the price effective date is the order date, the delivery date or the invoice date. 5. One of the major challenges facing logistics and sales is the visibility of available stock. If the tanks and stockpiles are correctly set up and the production completions and despatches are timeously and accurately processed, the available stock figures will be trustworthy. In Richards Bay, this alone will remove the need for the production plan spread sheet and the available stock spread sheet produced by Frik Els. 6. A further challenge facing sales and logistics is the balancing of customer demand with existing supply of product. The fulfilment management module is specifically designed to address issues such as prioritising customer demand and managing how inventory is filled to orders. [..\..\..\9.1 Data Sheets\fulfillment-management-172778.pdf](file:///C:\Users\sueb\AppData\Local\Microsoft\Windows\9.1%20Data%20Sheets\fulfillment-management-172778.pdf). This module will also allow for cancelling of order balances when allocating product to orders. 7. The product strength or potency should be loaded into the item master. This will allow Foskor to price on the potency of the product but deliver solution, or gross mass in the case of rock. [..\Inventory\Grade and Potency.docx](file:///C:\Users\sueb\AppData\Local\Microsoft\Windows\Temporary%20Internet%20Files\Content.Outlook\Inventory\Grade%20and%20Potency.docx) 8. Printing of proof invoices is superfluous if the order entry processes and prices are verified and controlled during the sales cycle. 9. Sales updates should be run daily. 10. It is not advisable have batch approval switched on for sales batches. The checks and balances on the sales process should be managed during the sales process. Correct set up of items and automatic accounting instructions will ensure that sales, AR, inventory and cost of sales are processed to the correct accounts. |

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| **High Level “To Be” Business Processes**  The process proposed below will apply to Foskor Richards Bay and to Foskor Phalaborwa.   1. A requirement from sales is that inventory should not be committed to an order until the customer has paid. “Typically, when you enter a sales order, the system performs availability checking for items and then commits inventory to the items. Because item availability checking occurs during sales order entry, the system commits inventory using a first-in, first-served model. The JD Edwards EnterpriseOne Fulfillment Management system enables you to bypass availability checking at sales order entry and defer soft commitments against inventory. The fulfilment process integrates seamlessly within the sales order management process while not affecting the downstream processes for sales orders.” JDE E9.1 Fulfilment Management Implementation Guide. 2. It is important to note that orders on hold do not enter the fulfilment cycle. Therefore, all orders that are held pending customer payment or for pricing issues will not commit inventory. 3. When payment is received a batch program will run to put the order into the fulfilment cycle. This cycle can be as simple as managing allocation of product and balance of order cancellations or we can set up scoring to ensure that priority customers are given preferential treatment. 4. When product allocation is complete and the orders are released (this release could replace the current load plan), a consolidated pick slip will run for all orders that are due for delivery based on the requested date. This document will be the trigger the interface to Trekscale. The interface to Trekscale replaces the current step of manually loading the orders into Trekscale. 5. The sending of load numbers to customers for them to organise transport will remain a manual process. 6. After despatch the Trekscale interface will automatically update the order with the actual quantity loaded. 7. The weighbridge tickets and the summary report from Trekscale will be used to confirm that all deliveries have successfully interfaced into JDE. 8. Invoices can either be submitted manually or be set up to run in scheduler. 9. Sales Update can either be submitted manually or be set up to run in scheduler.   The diagram below is taken from the E9.1 Fulfilment User Guide to illustrate how the process should flow. |

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| **GAPS**   1. Fulfilment management is a new module and has not been implemented before by EOH. |

### Export Orders

Export orders have a far longer lead time than local orders because arranging for letters of credit, vessels and clearing documentation takes time and is labour intensive. These activities are done by third parties. All of the documentation must be done prior to loading. Loading must be done at the time specified or demurrage charges are raised by the port.

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| **High Level “As Is” Business Processes**   1. Export orders are governed by contracts and are usually processed in US Dollars. 2. The contracts specify the quantities. Penalties are incurred if Foskor does not meet the quantity requirement. 3. The estimated value of the contract is the customer’s annual credit limit. 4. Based on analysis of the production plan and forecast a determination is made of the quantity available for export. 5. The shipping company (ODJFELL) is approached to determine availability of a vessel. 6. On advice that a vessel is available the vessel details are forwarded to Foskor’s agent in the applicable country. The agents are paid a commission. 7. The agent informs the customer of the quantity available and the vessel details. 8. The agent then confirms that the customer will accept the quantity, vessel and dates. 9. On receipt of the confirmation from the customer the order is captured on JDE. 10. The customer must arrange the LC 11. The sales advice is sent to logistics who prepares the loading instruction based on the quality checks done by the lab. 12. A word document (Bill of Lading) is prepared instructing Phosfert Marine to arrange the clearing. 13. A pro-forma commercial invoice is prepared according the Sales Advice. This accompanies the Bill of Lading. 14. The F178 form is prepared. 15. The documents are sent to Phosfert Marine. 16. Phosfert Marine does the clearing. 17. The loading instruction is prepared and sent to Material Handling. Material Handling is responsible for the loading. 18. The vessel is loaded and a draught survey done by the external quantity surveyor. 19. This quantity is reconciled with the final tank dips. The final quantity is confirmed on JDE. 20. A Tax/ Commercial invoice is prepared according the Letter of Credit requirements.  This is done in Word 21. Phosfert Marine prepare a voucher of correction for customs 22. The JDE invoice is processed and filed. It is not sent to the customer as the information does not conform to the LC requirements. 23. The sales update is processed. 24. A voyage statement is prepared showing the clearing and shipping costs. 25. Manual journals are prepared allocating the revenue value according to the values for shipping, clearing, etc from the voyage statement. |

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| **High Level “To Be” Business Processes**   1. Create a blanket order for the agreed contract quantity at the beginning of the contract. 2. Release the agreed quantity per shipment to create an export sales order. Use the dates available on JDE together with the delivery instructions and freight handling to indicate vessel names, loading dates and other specific information as required. Templates can be set up for the attachment information to facilitate speedy processing. 3. Manage the export sales order through the fulfilment process. 4. Create the documents for clearing. (See gaps) 5. Print a pick slip (loading instruction) in Material Handling. The information captured in point 2 must print on the pick slip. 6. Confirm the actual quantity loaded using Ship Confirm program 7. Print final invoice 8. Process sales update. 9. Draw the voyage statement |

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| **GAPS**   1. Clearing documentation requires customisation 2. Loading Instruction for export orders requires customisation 3. Document management will not be adequately managed by media objects. |

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| **Recommendations**   1. Set up the order activity rules to enable highlighting of delays and gaps in the documentation process. 2. Set up advanced pricing to automatically produce the journals for the allocation of shipping costs. 3. Document Management is a key requirement of the Export department as every order has unique documentation. While JDE media objects can go some way to addressing this requirement, a document management system would be a more effective tool in order to manage this. |

### Credit Notes

Credit notes are processed for stock returns and pricing issues.

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| **High Level “As Is” Business Processes**  Sales and Marketing are notified by the customer of either a stock or pricing issue.   1. Sales advise logistics of the nature of the customer problem. 2. Logistics does an investigation by drawing the weighbridge tickets and certificate of analysis. 3. If the analysis is wrong Foslims is interrogated to draw the correct analysis. Information required is the vehicle registration, the load number and the loading date. 4. Depending on the nature of the problem a decision is taken to reverse the entire invoice or just the order lines regarding the incorrect load. 5. The credit note is processed on JDE. 6. The correct stock is re-invoiced at the correct price. |

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| **High Level “To Be” Business Processes**   1. Investigate the issue based on the customer request. 2. Create a credit note from history for either the full order or the order line. 3. For price related credits the order activity rules will be set to not update inventory. 4. Reason codes will be set up against the order entry versions to facilitate reporting on credits. 5. Create a new order for the full order or the order line. 6. The order activity rules will bypass the logistics processes if stock does not have to be re-delivered. 7. Reason codes will be set up against the order entry versions to facilitate reporting on re-debits. 8. Print the credit note and send to customer. 9. Print the re-invoice and send to customer. 10. Process sales update. 11. AR will off-set the credit note and invoices to correctly reflect amounts owing. |

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| **GAPS**  No gaps identified. |

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| **Recommendations**  Credits and re-debits must be processed through the sales order processing system in order to ensure that sales quantities and sales values are correctly updated in the history files. This will ensure that sales’ reporting is accurate and that integrity between sales and GL is constant. |

# Zirconia Customer Orders

Zirconia sales orders are processed manually not on JDE.

All Zirconia orders are manufactured according to customer requirements. Therefore the standard lead time quoted to a customer is four to six weeks.

The majority of the orders are for export and are processed in the customer currency.

The pricing is determined by the manufacturing process.

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| **High Level “As Is” Business Processes**   1. An inquiry is received from the customer. The inquiry must specify the composition of the product. 2. A quote is sent out to the customer. 3. If the customer accepts the quote they send through a purchase order. 4. The CCS (customer controlled specification) document is prepared. This document specifies the PSD (particle size distribution) and the chemical specification required by the customer. The CCS may be standard for each customer but could also be unique per order. The chemical specification is normally standard. The PSD defines the fractions of size of particle required by the customer in the product and is different for every customer. 5. The CCS number must be quoted on the production order received by the plant. 6. Logistics and production work closely to monitor the progress of the order in production in order to determine the timing of shipments. 7. Logistics arranges clearing and transport for each order. (Refer to export orders above). 8. The orders are normally shipped from Durban. 9. Robin Shipping does the clearing for Zirconia. 10. Once the order has been shipped, the applicable documents are forwarded to finance. 11. A Sundry invoice is processed on JDE. 12. Cost of sales is processed by journal entries from production numbers. |

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| **High Level “To Be” Business Processes**   1. Capture a customer cross reference item that has the description of the product that the customer requires 2. Create the quote using the cross reference item. 3. Attach the CCS document to the quote. 4. On acceptance of the quote, convert the quote to a sales order that automatically creates a works order. 5. Ensure the CCS document is attached to the works order. 6. Prepare clearing documentation. 7. Receive batch controlled product from production 8. Despatch product 9. Print invoice 10. Run sales update |

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| **GAPS**  The Zirconia product is complex – JDE configurator may be required. |

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| **Recommendations** |

# New Processes

### Transfer Orders between Warehouses

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| **High Level “As Is” Business Processes**   1. Rock is transferred from Phalaborwa to Richards Bay on a regular basis. 2. The entire process runs outside JDE. 3. At month end the stock is reconciled from to dispatch summary from Foskor PBW and Navitrade report. 4. A receipt is processed in Richards Bay. 5. Phalaborwa raises an invoice based on the reconciled summary. |

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| **High Level “To Be” Business Processes**   1. Create a transfer order to move rock from Phalaborwa to Richards Bay. 2. The order should be processed for the full month’s requirement as driven by the capacity plan and requirements plan in RBY. The transfer order process simultaneously generates a sales order in the sending warehouse and a purchase order in the receiving branch. 3. Transfer order pricing should be set up so that revenue is correctly recorded in PBH books and costs are correctly recorded in RBY books. 4. The planning process for deliveries to RBY will be processed through the fulfilment module with the lines splitting to indicate the number of shipments. 5. The actual product loaded in PBH will be interfaced into JDE from Trekscale or Verspan. 6. This will update the JDE order with the actual shipped quantity. 7. Print the invoice. 8. Run sales update setting the automatic accounting instructions to facilitate recording goods in transit. 9. On receipt of the product in Richards Bay process the receipt in JDE based on the tonnages advised by Navitrade applying a landed cost rule to accrue the costs for transport. 10. The receipt automatic accounting instructions must facilitate clearing of the goods in transit. 11. At month end reconcile the Goods In Transit account and close the balance of the monthly order.   A similar process should be set up for the daily intakes of ammonia and for sulphur moving to and from the rented storage. Foskor needs to decide on whether landed costs for transport should be applied on these types of transfers.  A version of the process should be set up for consignment stock sent to Zambia. The consignment stock process will be set up with receipt routing to enable tracking of the process of the shipment. |

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| **GAPS**  An interface needs to be developed from the train wagon weighing system to record the actual quantities loaded in Phalaborwa. |

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| **Recommendations** |

### Consignment Billing

Consignment billing is required at month end to record the revenue from consumption of product by customers.

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| **High Level “As Is” Business Processes**   1. A consumption report is received from the consignment customer. This report should be based on a physical count by the customer. 2. An AR invoice is processed for the value of the usage. |

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| **High Level “To Be” Business Processes**   1. Enter a consignment billing order for the quantity reflected on the customer’s consumption report. 2. Print the invoice 3. Run sales update |

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| **GAPS**  No gaps identified. |

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| **Recommendations**   1. Set up a consignment billing order type that reduces the quantity of inventory in the consignment warehouse. 2. Ensure that the consignment billing is correctly reported in sales reports. 3. Ensure that the consignment pricing is correctly set up to charge the customer the current price. 4. Reprice orders where applicable. |

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| ***Requirements***   |  |  | | --- | --- | | 19 | Ability to link Debtor invoices with sales orders |  |  |  | | --- | --- | | 20 | Must cater for Trade and Sundry Invoices (Invoices must be customisable to accommodate Payment terms, SARS and Export requirements) |  |  |  | | --- | --- | | 21 | Must have ability to create multiple invoice templates to cater for different customers |  |  |  | | --- | --- | | 28 | Ability to create Pro-forma Invoices |  |  |  | | --- | --- | | 29 | Must support various shipping terms and have ability to add additional terms as required |  |  |  | | --- | --- | | 290 | Sales orders must be linked to logistics and dictate the loading and dispatch activities |  |  |  | | --- | --- | | 291 | Ability to view status of orders throughout the lifecycle of the order |  |  |  | | --- | --- | | 292 | Ability to generate report on which orders have been dispatched and enable automatic generation of invoices and sending the invoice to the customer |  |  |  | | --- | --- | | 287 | Must have an alert function and flag accounts that have not been paid when due |  |  |  | | --- | --- | | 288 | Must allow a user to set a credit limit for each customer as part of customer master file. An additional Finance requirement. |  |  |  | | --- | --- | | 289 | Electronic approval of changes made to credit limits |  |  |  | | --- | --- | | 277 | Support Sales Order process including generation of a proforma invoice | | 278 | Full visibility of customer orders to production and other non-sales functions |  |  |  | | --- | --- | | 279 | Support allocation of stock to clients based on historical data and customer buying trends. (This is necessary since Foskor customers always order more than what Foskor can produce) |  |  |  | | --- | --- | | 280 | Ability to adjust allocations of stock to a client according to the budget |  |  |  | | --- | --- | | 281 | Must maintain a record of hourly sellable stock-on-hand |  |  |  | | --- | --- | | 301 | Support submission of the certificate of analysis (from the lab) back to the sales department and automatic forwarding to the relevant customer |  |  |  | | --- | --- | | 254 | Ability to support customs clearing processes (e.g. generation and archiving of documentation required) |  |  |  | | --- | --- | | 257 | Must be able to calculate and track transport and shipping costs |  |  |  | | --- | --- | | 293 | Must support monitoring of what stock has been dispatched as opposed to stock that has been ordered and the differences between the two |  |  |  | | --- | --- | | 294 | Freight rates and commissions costs must be reflected on the sales advice |  |  |  | | --- | --- | | 295 | Allow for closing of orders at Foskor month end (but Price will be valid for the calendar month) with capacity to override |  |  |  | | --- | --- | | 296 | Notifications of orders that will be closed due to end of calendar month (No orders are allowed to overlap calendar months due to product market price implications) |  |  |  | | --- | --- | | 297 | Must support prevention of overloading of orders (logistics) and tracking of all overloads |  |  |  | | --- | --- | | 298 | Freight rates and commission costs must be filtered from the sales advise through to the General Ledger |  |  |  | | --- | --- | | 305 | Support e-mail notifications to be sent out to customers to update them on sales prices (e-mail integration). Email must be personalised to the customer. |  |  |  | | --- | --- | | 282 | Automated notification to supervisor when proforma invoices have been created |  |  |  | | --- | --- | | 283 | Electronic approval of proforma invoices on the system |  |  |  | | --- | --- | | 284 | Ability to fax/e-mail the proforma invoice to the customer after it has been approved | | ***Detail Level Solution***  Standard functionality of sales system  Development/customisation of standard invoice  Multiple templates are possible provided fixed layouts and rules can be defined for each template  Set up of order activity rules  Freight rates field is a user defined code. See general recommendations below.  Set up of order activity rules  Standard orders inquiry  Standard orders report.  Automatic invoicing is driven by status codes and sending of invoices is standard functionality  Credit manager and account manager functionality will enable easy access to this information  Standard AR functionality  Standard AR functionality  Multiple processes with unique order activity rules are standard.  Visibility of information is controlled by JDE security  Historical/trend reporting inquiry will require customisation.  Fulfilment management  Correct set up of stock piles and finished goods together with timeous processing of documents will facilitate this.  Provided the quality management module is implemented the billing instruction provides for printing of the COA. Customised workflow will be required to provide automatic forwarding to the customer.  JDE provides for attachments to orders, order lines etc. It is not a document management system suitable for management of the requirements for export documents  Advanced pricing or standard freight rates will provide this.  Inquiries and reports using order activity rules as criteria. Shipped and open quantity are standard fields.  Driven on flag set in advanced pricing or standard freight rates.  Fulfilment management will allow for closing. However, repricing sales orders will ensure that the correct price is charged based on the date of order, invoice or sales update.  See point above  Transport management module facilitates this but as this is the only requirement that cannot be addressed by other modules, we recommend that we develop a small application to verify weights and give an error message in fulfilment management prior to interfacing to Trekscale. This will be far simpler than implementing a whole module to address one requirement.  Standard functionality of automatic accounting instructions.  BI Publisher  Workflow.  Status code driven  Workflow |
| Process Owner/s: Musa Xulu; Arleen Calitz | Module: Order Processing |
| Responsible Consultant: Jane Morison | Category: JDE E9.1 Sales Order Management  JDE E9.1 Fulfilment Management |
| Business Rules: Standard Foskor Policies | Assumptions: Item Master and Branch Plants will be clearly and accurately defined. Transactions from Production and Warehouse will be timeously and accurately processed. |

# Pricing

|  |
| --- |
| **High Level “As Is” Business Processes**  See attached policy document [Policy and Procedure Marketing as approved by Board on 25 11 2009.docx](file:///C:\Users\sueb\AppData\Local\Microsoft\Windows\Temporary%20Internet%20Files\Content.Outlook\AFFPQD6O\Policy%20and%20Procedure%20Marketing%20%20as%20approved%20by%20Board%20on%2025%2011%202009.docx)   1. Pricing is determined by finance 2. The calculation is based on market acceptable prices in US Dollars 3. The price calculation uses an average exchange rate published in Business Day for the month. 4. Orders are priced manually. 5. Prices are checked and approved |

|  |
| --- |
| **High Level “To Be” Business Processes**  **Base Prices**   1. Load price determined by finance as the base price for each product. 2. Set the effective dates for the period 3. Allow orders to price automatically 4. Set up workflow to force approval of any automatic price overridden by the data capturer.   **Shipping Charges**  Set up all additional charges and costs using advanced pricing.  Advanced pricing has choices of whether to print on the invoice and how to update the general ledger. |

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| --- |
| **GAPS**  No gaps identified |

|  |
| --- |
| **Recommendations**  Fulfilment management will assist with management of penalties that may be incurred by Foskor for non-delivery of product in instances when a decision is taken not to deliver because the margins on export are lower than the margins for local sales. |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Requirements**   |  |  | | --- | --- | | 302 | Foreign currency conversion must be system-driven based on the average exchange rate for the "Business Day" published rates |  |  |  | | --- | --- | | 303 | System must maintain a price history (e.g. to determine price of stock five years back) |  |  |  | | --- | --- | | 304 | Provide cost of production amounts and cost of sales information per a day | | ***Detail Level Solution***  Standard functionality of foundation system. Currency rates are UDC and therefore Foskor can add their own code for the month’s average exchange rate which is used for pricing.  Base prices are date driven. The system maintains records of prices and currencies.  Sales update writes revenue and cost of sales entries every time it is run. |
| Process Owner: | Module: Pricing |
| Responsible Consultant: Jane Morison | Category: Sales Order Management  Advanced Pricing. |
| Business Rules: Standard Foskor Policy | Assumptions: Item Master and Branch Plants will be clearly and accurately defined. Transactions from Production and Warehouse will be timeously and accurately processed |

# Reporting

All reporting for sales is currently done by re-typing information into spread sheets or onto word documents.

The month end reports are all produced in this manner.

Flexible, manageable and user driven reporting is essential for the sales and marketing team. We strongly recommend that One View reporting and BI Publisher are implemented in order to address these requirements.

# Appendix A – customisations / Interfaces Required

| Task ID | Description | Data Requirement /Validations | Volume | Oracle Functionality | GAP/CHG |
| --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |
|  | Trekscale for all despatch and receipt transactions passing over the weighbridge. |  | To be Identified in phase 2b |  |  |
|  | System that weighs train wagons loaded at Phalaborwa. |  | To be Identified in phase 2b |  |  |
|  | Truck weight check application |  | To be Identified in phase 2b |  |  |
|  | LAS |  |  |  |  |
|  |  |  |  |  |  |

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# Appendix B – Reporting Required

| Task ID | Description | Data Requirement /Validations | Volume | Oracle Functionality | GAP/CHG |
| --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |
|  | | | | | |
|  | Loading Instruction (Pickslip) | Standard layout may require changes |  |  |  |
|  | Delivery Note | Standard layout may require changes |  |  |  |
|  | Invoice |  |  |  |  |
|  | Month End Reports for Management and Exco |  |  | One View Reporting  BI Publisher |  |
|  | Clearing documentation |  |  |  |  |
|  | Export Loading Instruction |  |  |  |  |
|  | | | | | |

# Open and Closed Issues for this Deliverable

### Open Issues

| ID | Issue | Resolution | Responsibility | Target Date | Impact Date |
| --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |
|  | | | | | |
|  | Item Master data  Item Branch data |  |  |  |  |
|  | | | | | |
|  |  |  |  |  |  |
|  | | | | | |
|  |  |  |  |  |  |

### Closed Issues

| ID | Issue | Resolution | Responsibility | Target Date | Impact Date |
| --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |
|  | | | | | |
|  | Barcoding | H Teitger and J Fraser advised that barcoding is out of scope for the current ERP project. |  |  |  |
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