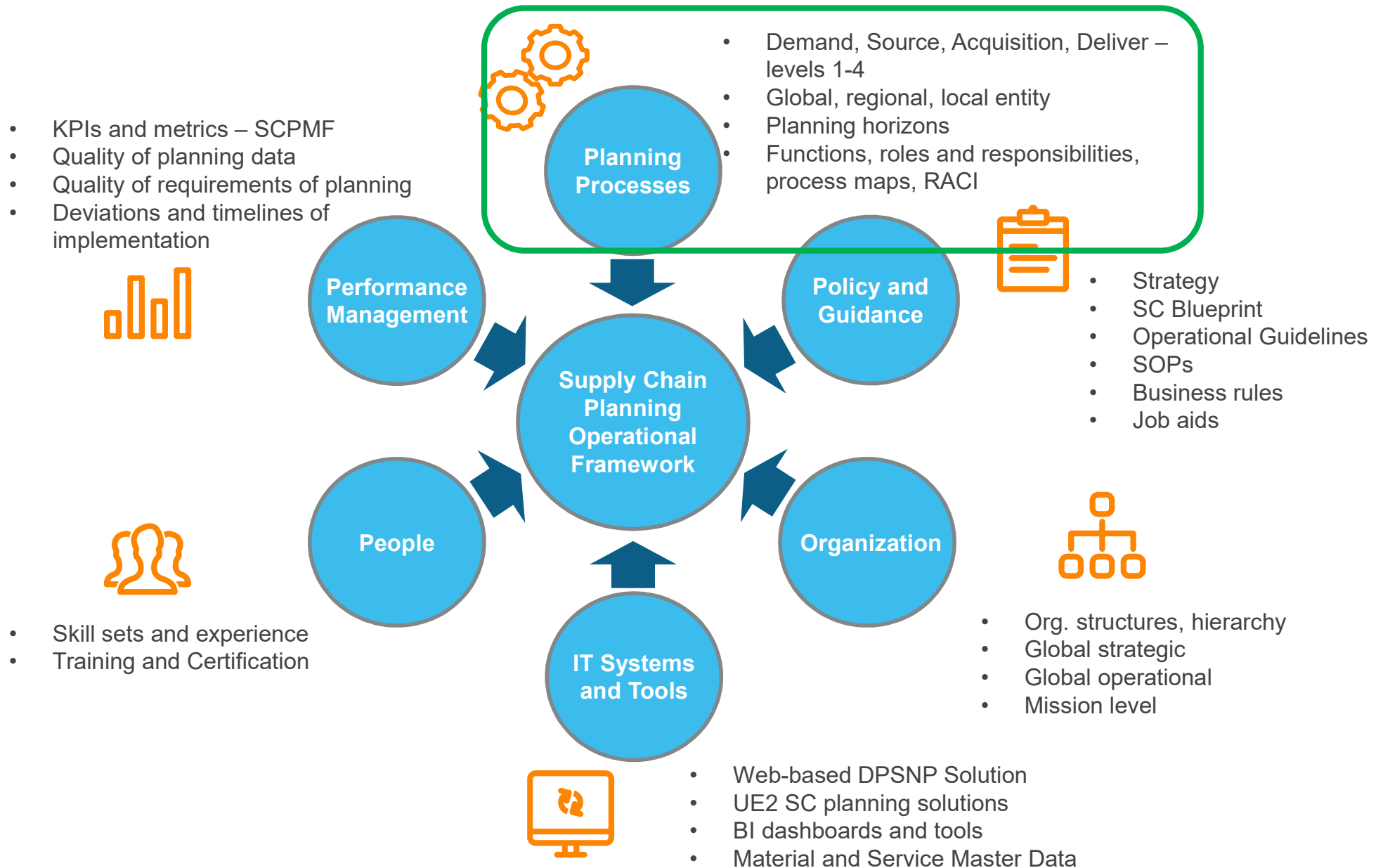




DEMAND PLANNING

Umoja Demand Planning and Supply Network Planning Solution

Overview





PLAN

Planning activities associated with determining requirements to achieve supply chain operations (Gross Demand, Net Demand, Sourcing, Acquisition and Delivery)

Source

Order and receipt of goods

- Establishing contracts for purchase of goods and supplies
- Ordering, scheduling deliveries, and receiving products

Deliver

Inbound and outbound logistics

- Creating, maintaining, and fulfilling orders
- Managing receipts, invoices, and shipments

Return

Reverse flow of goods back from the customer

- Identifying, scheduling, and receiving returned goods
- Does not include actions such as repair and refurbish

Enable

Manage Supply Chain

- Business rules, human resources, performance reporting, data and information
- Supply chain network, contracts, assets, regulatory compliance and risk



PLAN

Plan Supply Chain

- Establishment of course of action over a specific time periods that represent a projected appropriation of Supply Chain resources to meet supply chain requirements (Identify, Prioritize and Aggregate Supply Chain Requirements)

Plan Source

- Establishment of course of action over a specific time periods that represent a projected appropriation of Materials resources to meet sourcing requirements (modalities of fulfilling the demand, sourcing plans)

Plan Deliver

- Establishment of course of action over a specific time periods that represent a projected appropriation of Delivery resources to meet delivery requirements (delivery plans)

Plan return

- Establishment of course of action over a specific time periods that represent a projected appropriation of Return resources and assets to meet anticipated and unanticipated return requirements (establish and communicate return plans)



Strategic Supply Chain Planning = Planning performed at global level to meet the long-term SCM vision, goals and objectives.

- The strategic supply planning identifies the overall requirements for goods and services with a long-term outlook of 2 to 5 years.
- It takes into consideration the historic consumption data, and the SCM updated policies, guidelines, Priority Project Demand, and planner insights.
- Stakeholders are: Local Entities, UNGSC, and UNHQ Supply Chain and Acquisition Planners,

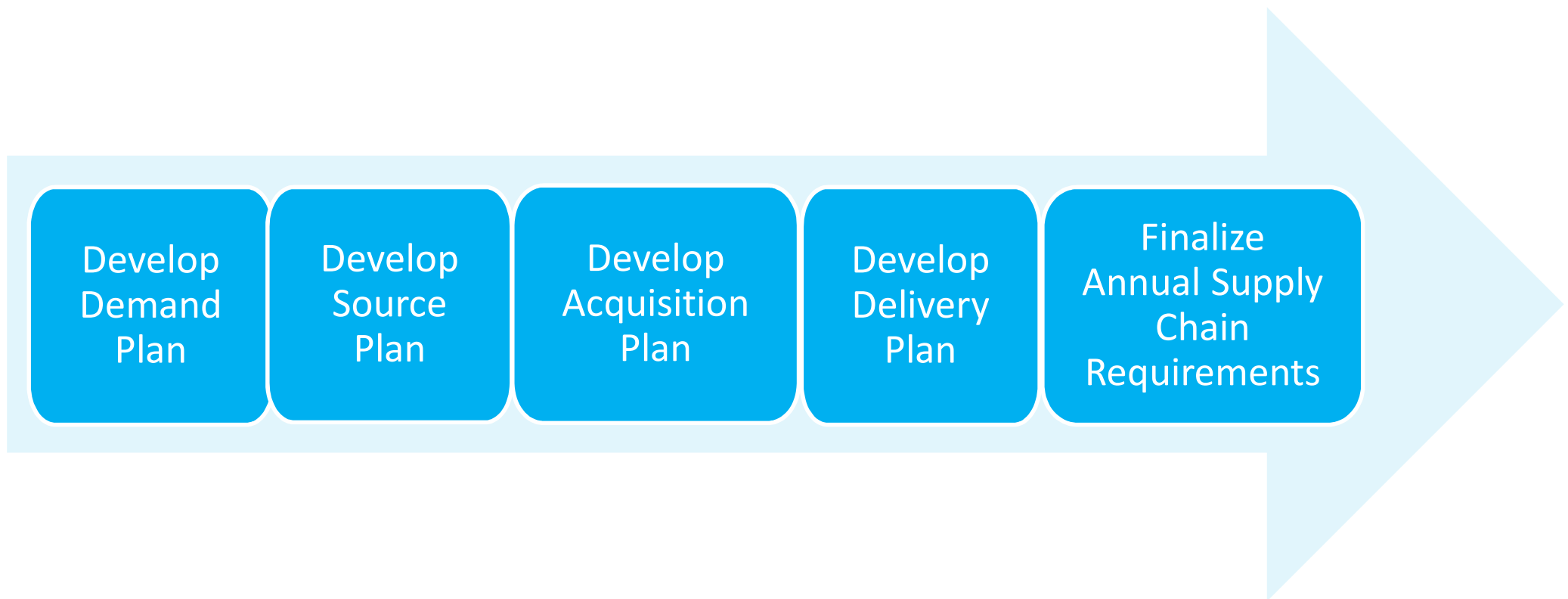
Annual Supply Chain Planning = Planning performed at local, regional, and global level to meet the **mid-term** SCM vision, goals and objectives.

- The Annual Supply Chain planning aims at meeting the local entities' **anticipated requirements for goods and services for a given fiscal year**.
- It takes into consideration the **historic consumption data**, adjustments and the OSCM updated policies, guidelines, priority project demand, Equipment and planner insights
- Stakeholders are : Local Entities, UNGSC, and UNHQ Supply Chain and Acquisition Planners, UNHQ Category Managers, and UNHQ Budget Formulation

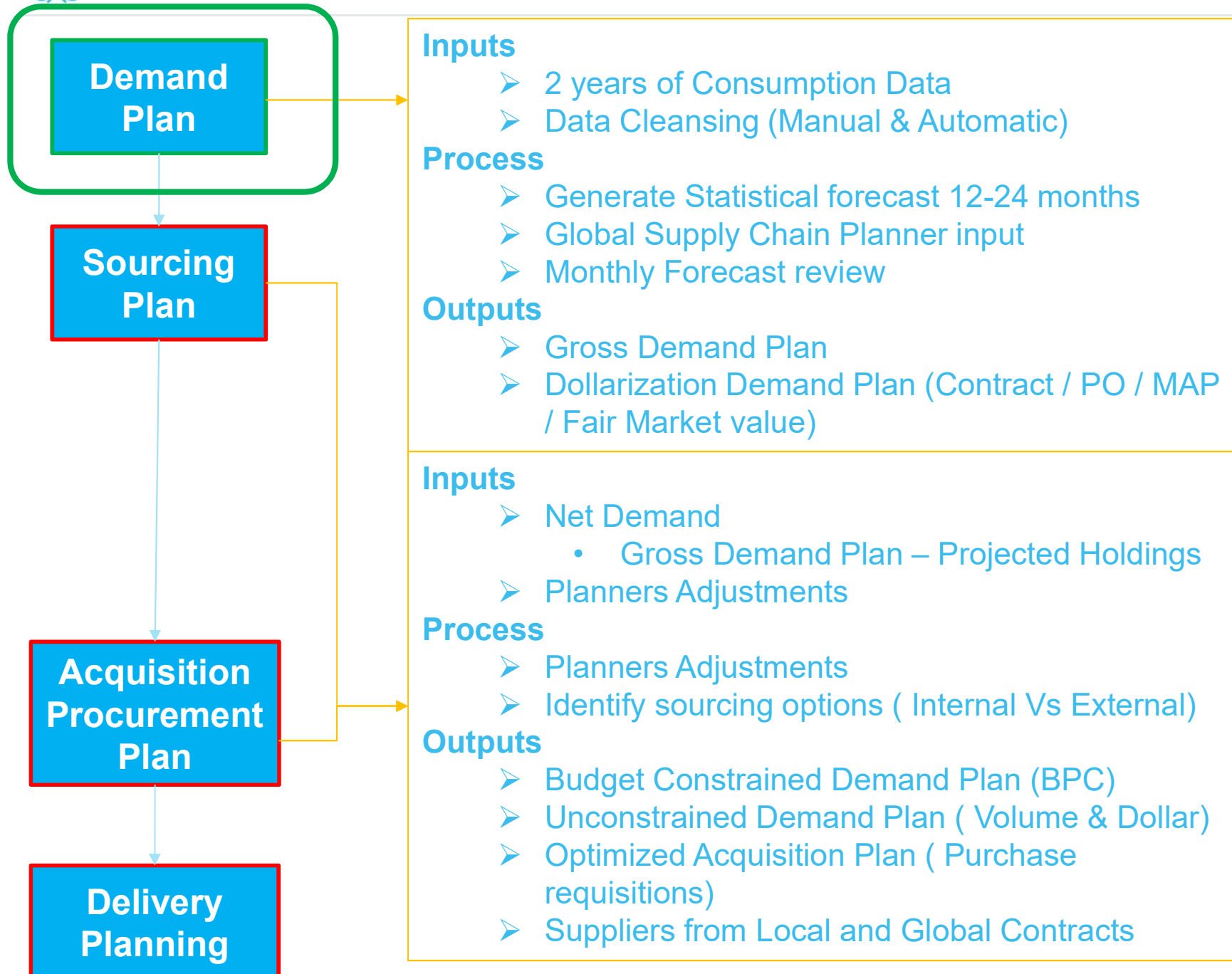


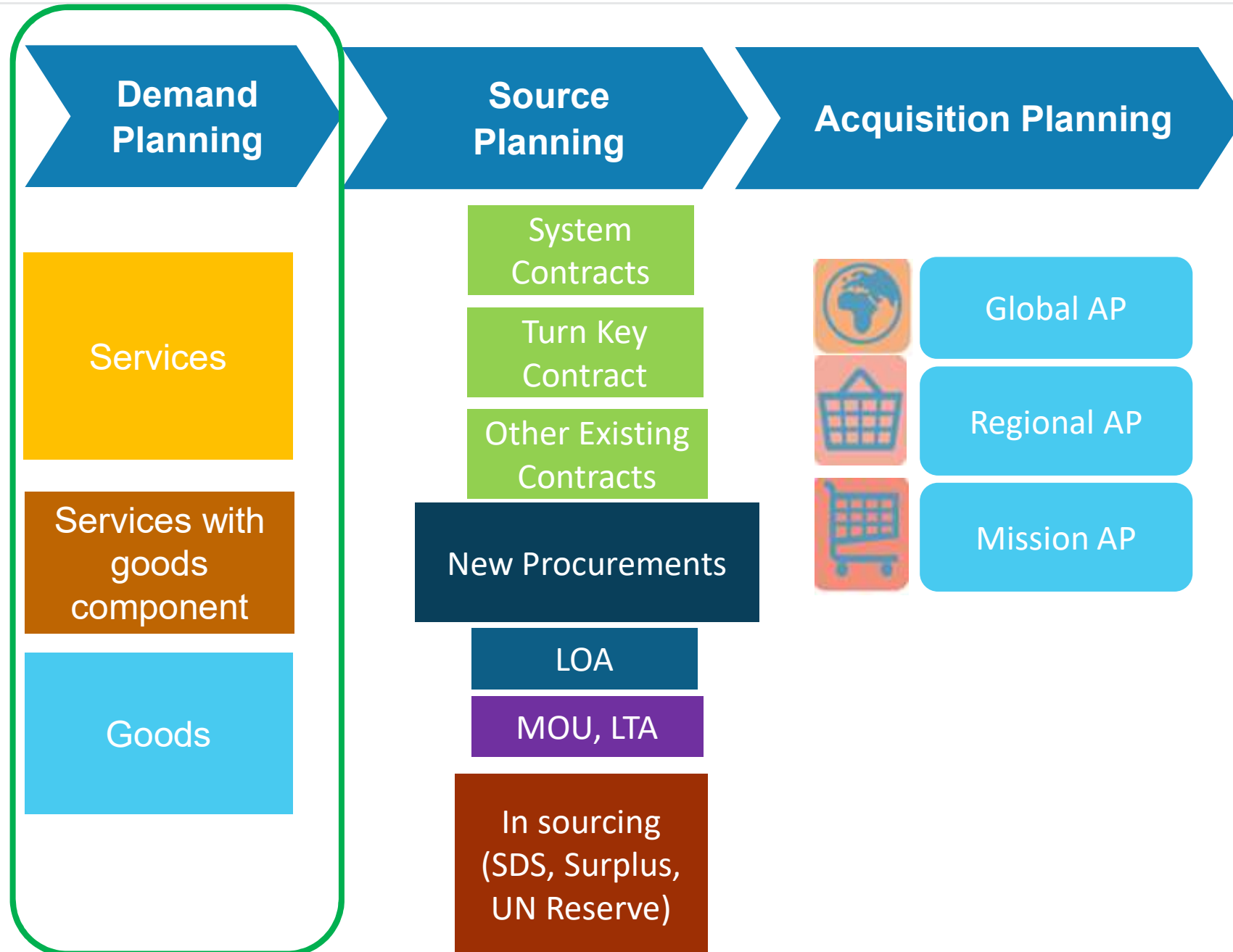
Monthly Supply Chain Planning = Planning performed at local, regional, and global level to meet the **short-term** SCM vision, goals and objectives

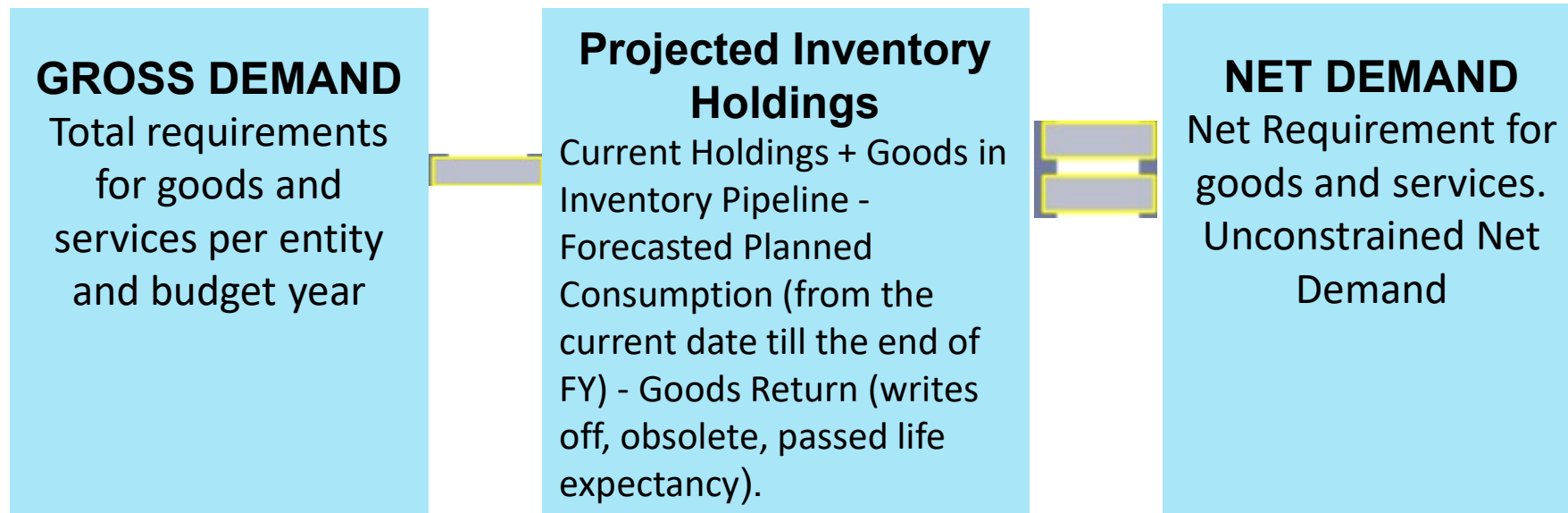
- The Monthly Supply Chain planning aims at continuously update annual demand, source and delivery plans based on change requirements and evolving priority.
- It takes into consideration the historic consumption data, adjustments and the OSCM updated policies, guidelines, priority project demand, Equipment and planner insights
- Stakeholders are : Local Entities, UNGSC, and UNHQ Supply Chain and Acquisition Planners, UNHQ Category Managers, and UNHQ Budget Formulation



Planning Phases Flow







- **Gross Demand reflects:**
 - Total requirements for goods and services
 - Alignment with mandate activities
- **Net Demand reflects:**
 - Net requirements for goods and services
 - Unconstrained

Source = Modalities to prioritize and fulfill demand according to available sourcing options

Source is done from the following sourcing options

Commercial:

System
Contracts

Turn Key
Contract

Existing
Contracts

New
Procurements

Non-Commercial:

LOA

MOU, LTA

LTA

In Sourcing:

SDS

Surplus

UN reserve

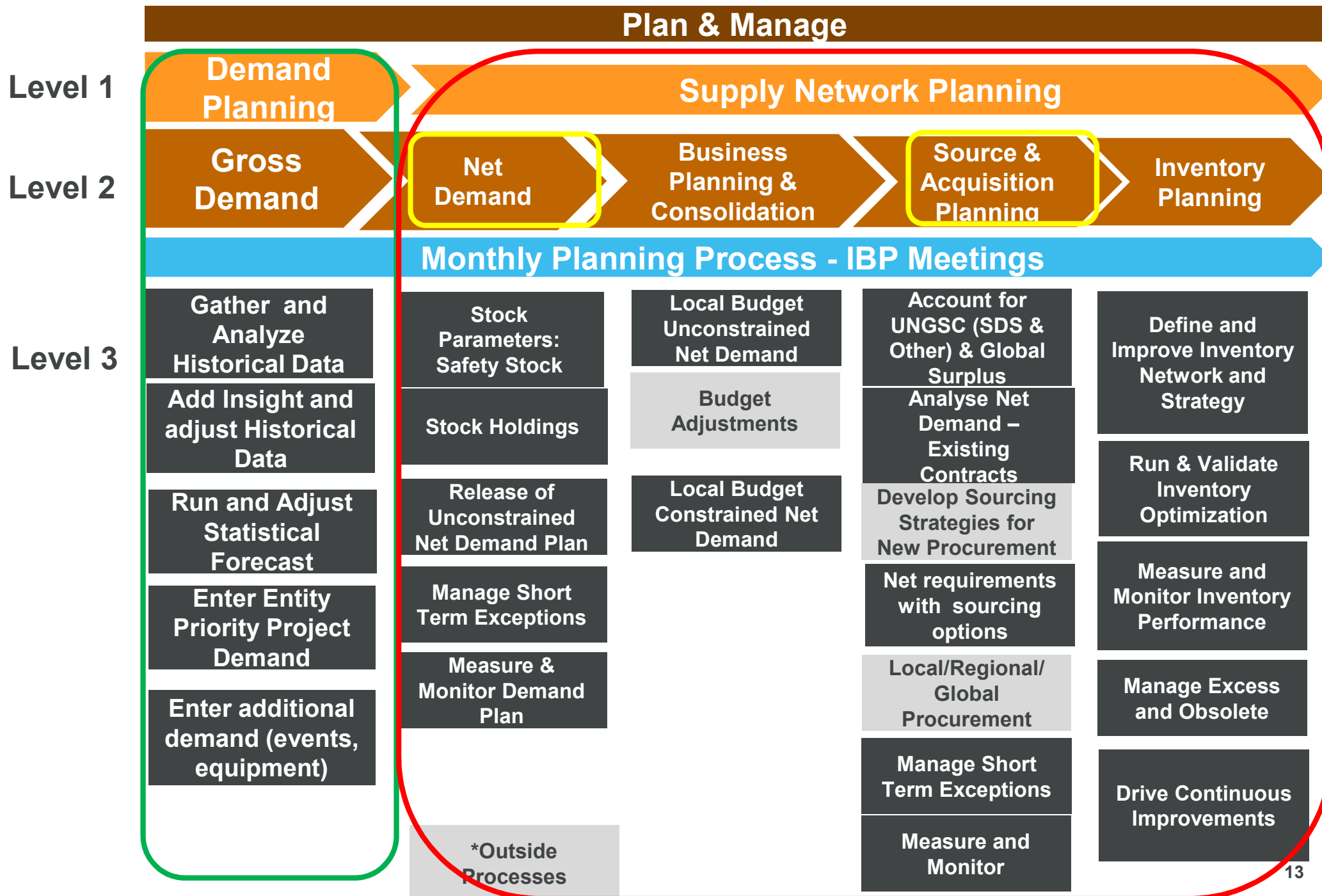
Acquisition = Execution of the source plan through procurement and acquisition of products according to sourcing requirements. Starts when UNQ and Entity agree on the source plan after review, recommendations, IBP Meeting etc.

Acquisition is done for the following Acquisition Plans

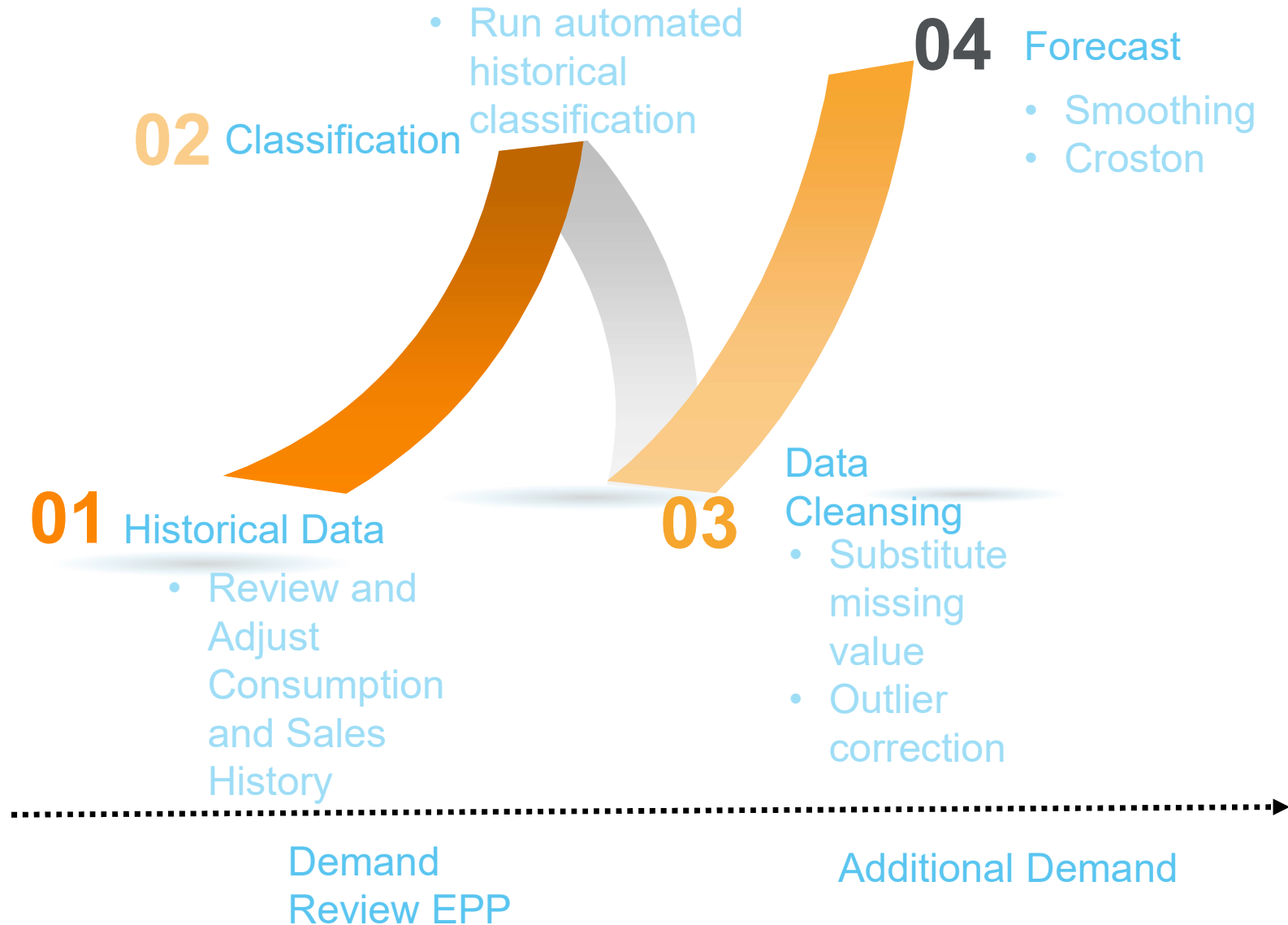
Global AP

Regional AP

Mission AP



Demand = Total Requirements for goods and services including correct calculation for headcount or associated ratio



Can happen at any time during process steps

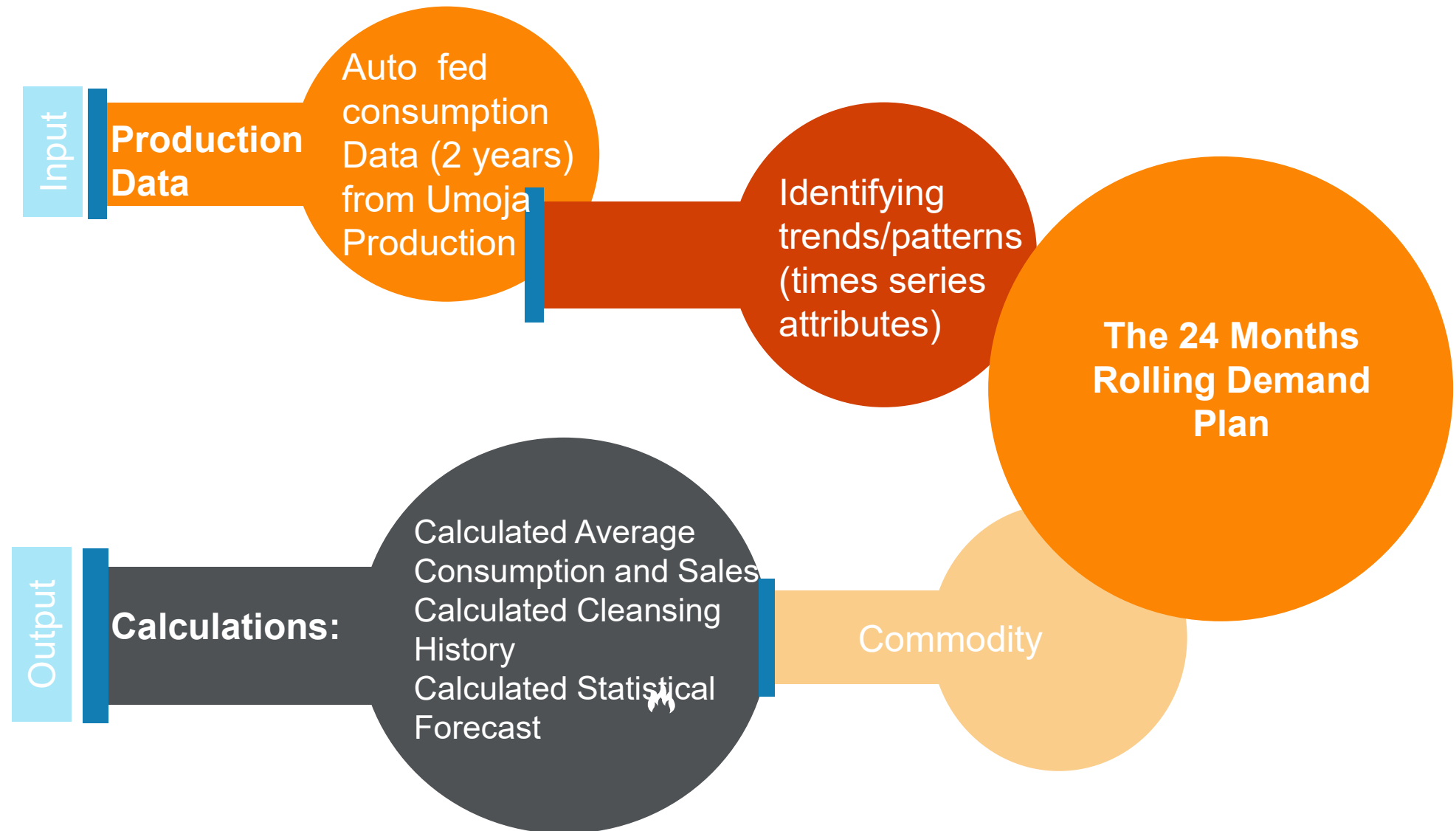
DPSNP Tool Key Elements

Definition:

- The IBP meeting is a decision- making forum where stakeholders from the Demand (often Service Delivery Units) and Supply Chain Management Pillar and Procurement are convening
- The IBP meetings take place at local, global and HQ level.

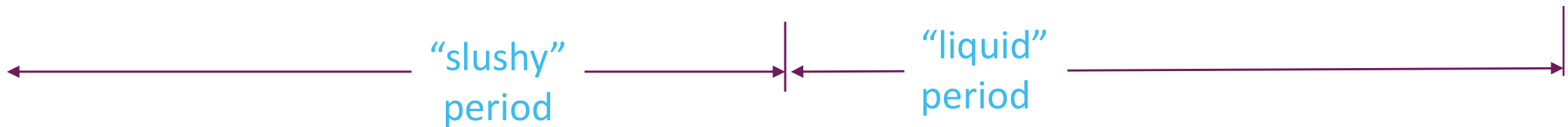
Goals:

- To review and agree on a consensual Net Demand and ensure alignment between forecast and reality.



Period in Months

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24



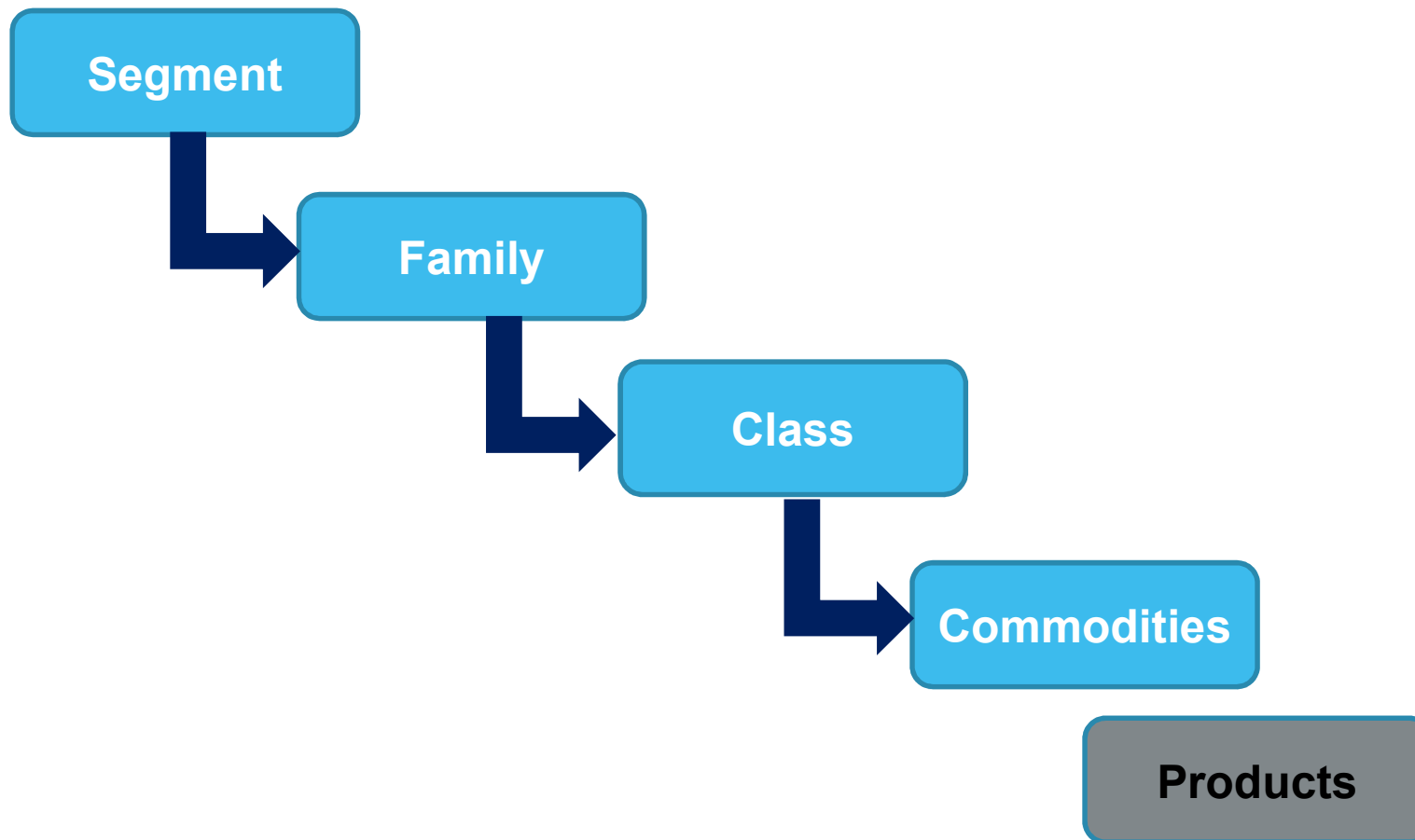
Slushy: 1-12 months planning horizon. **Sufficient certainty and accuracy , and enough flexibility**

Liquid: 12-24 months planning horizon. **Less certainty, but most flexibility**

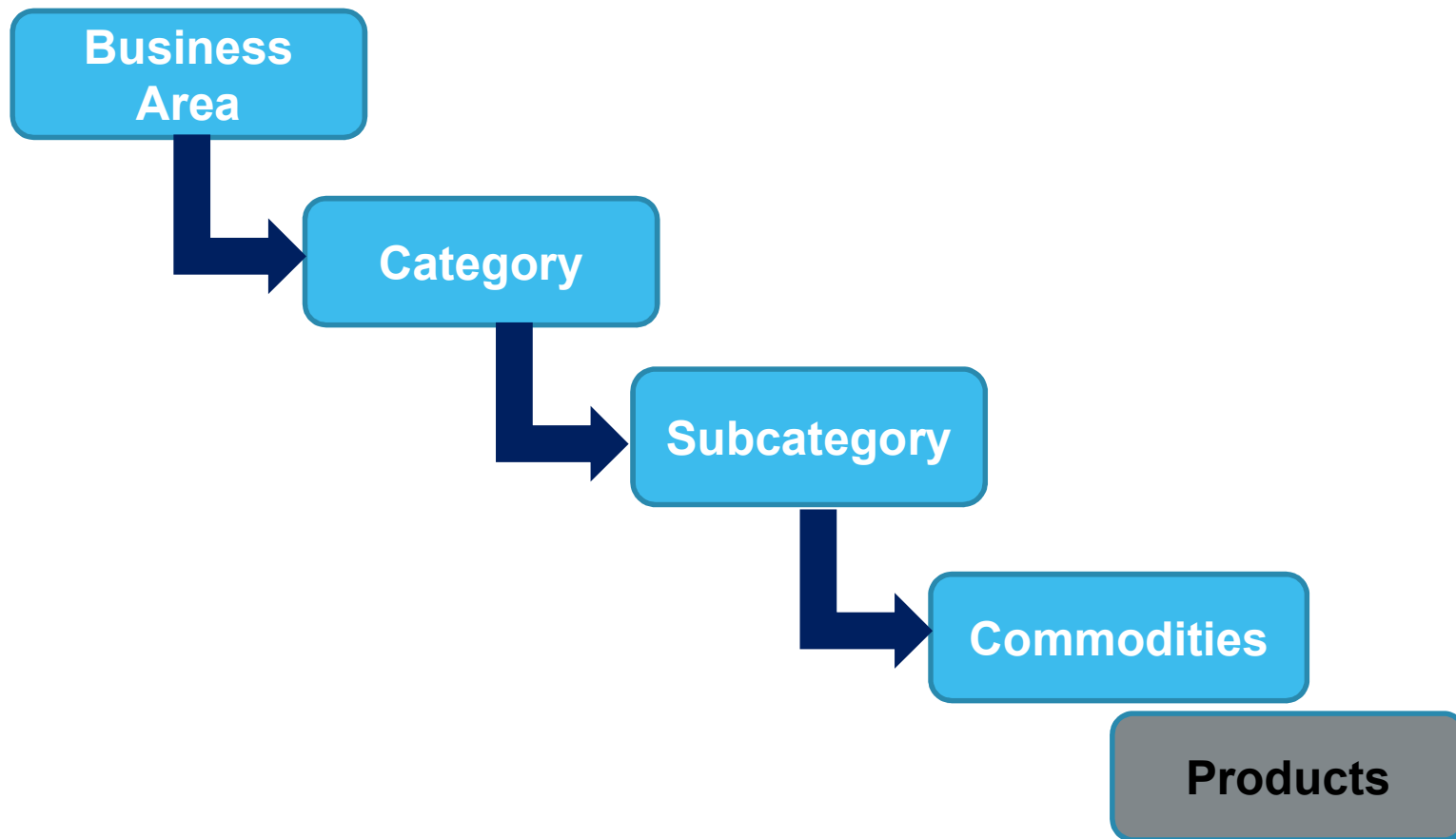


Material Master Data and Demand Planning

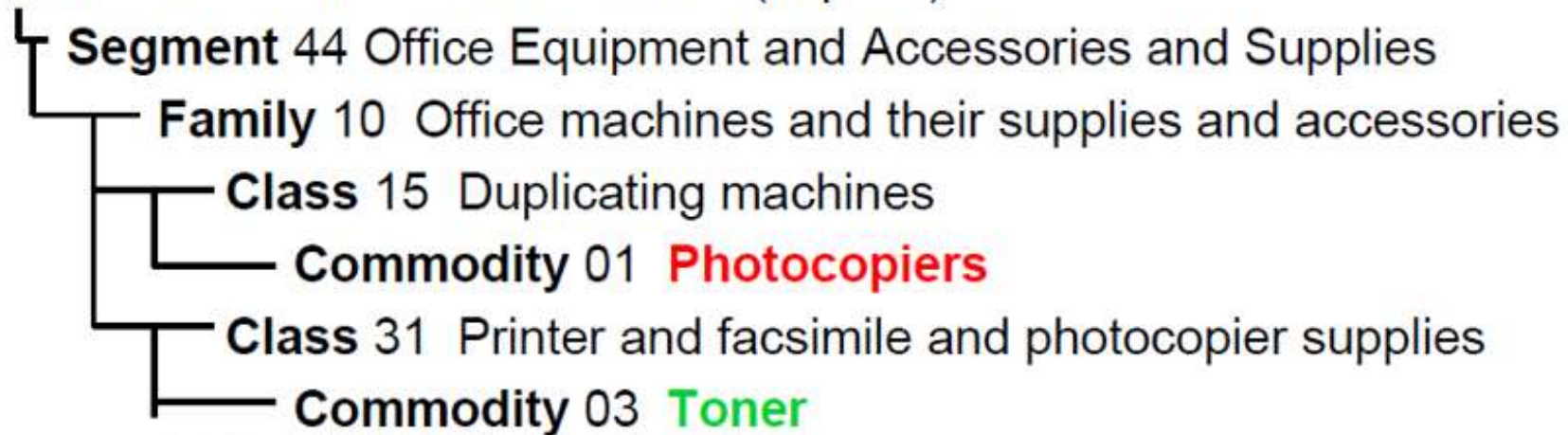
Demand Planning is done at the fourth Levels Hierarchy of UN Standard Products and Services Code



Demand Planning can be done at category, subcategory or commodities level



“root” = All Products and Services (implied)

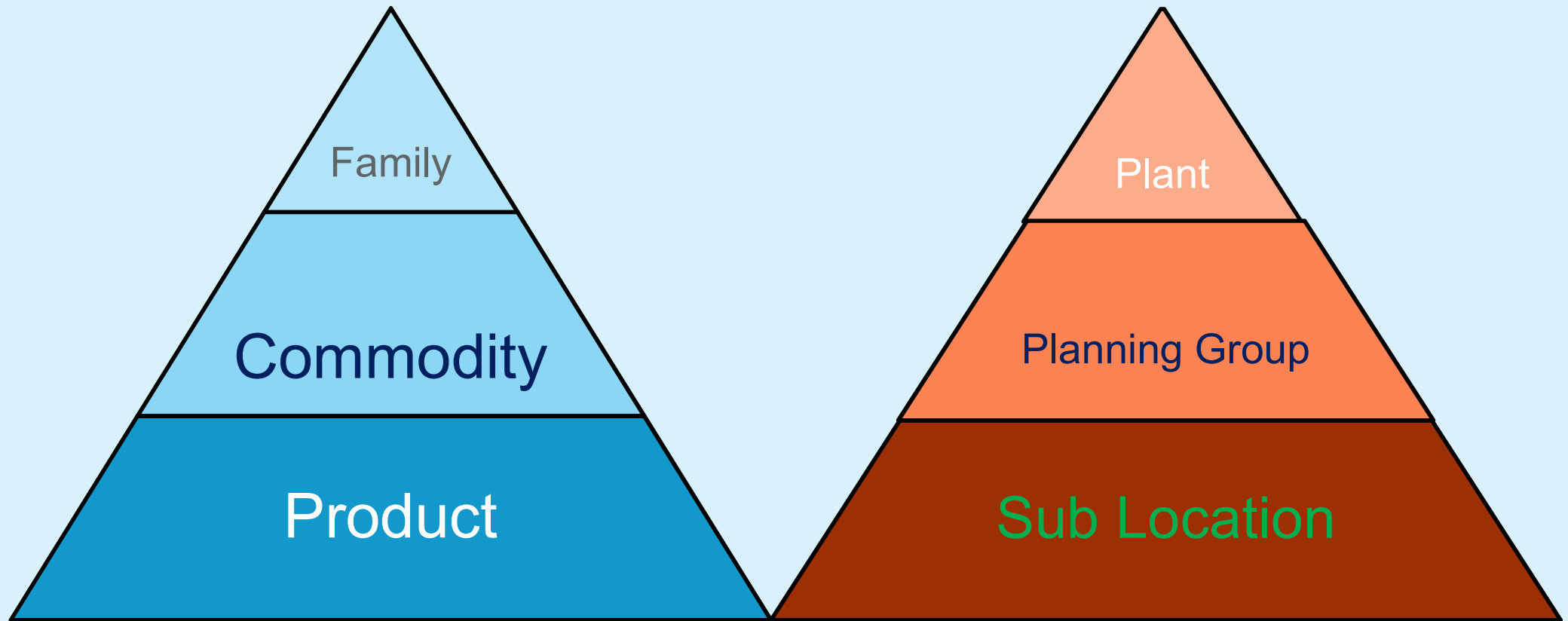


44101501 **Photocopiers**

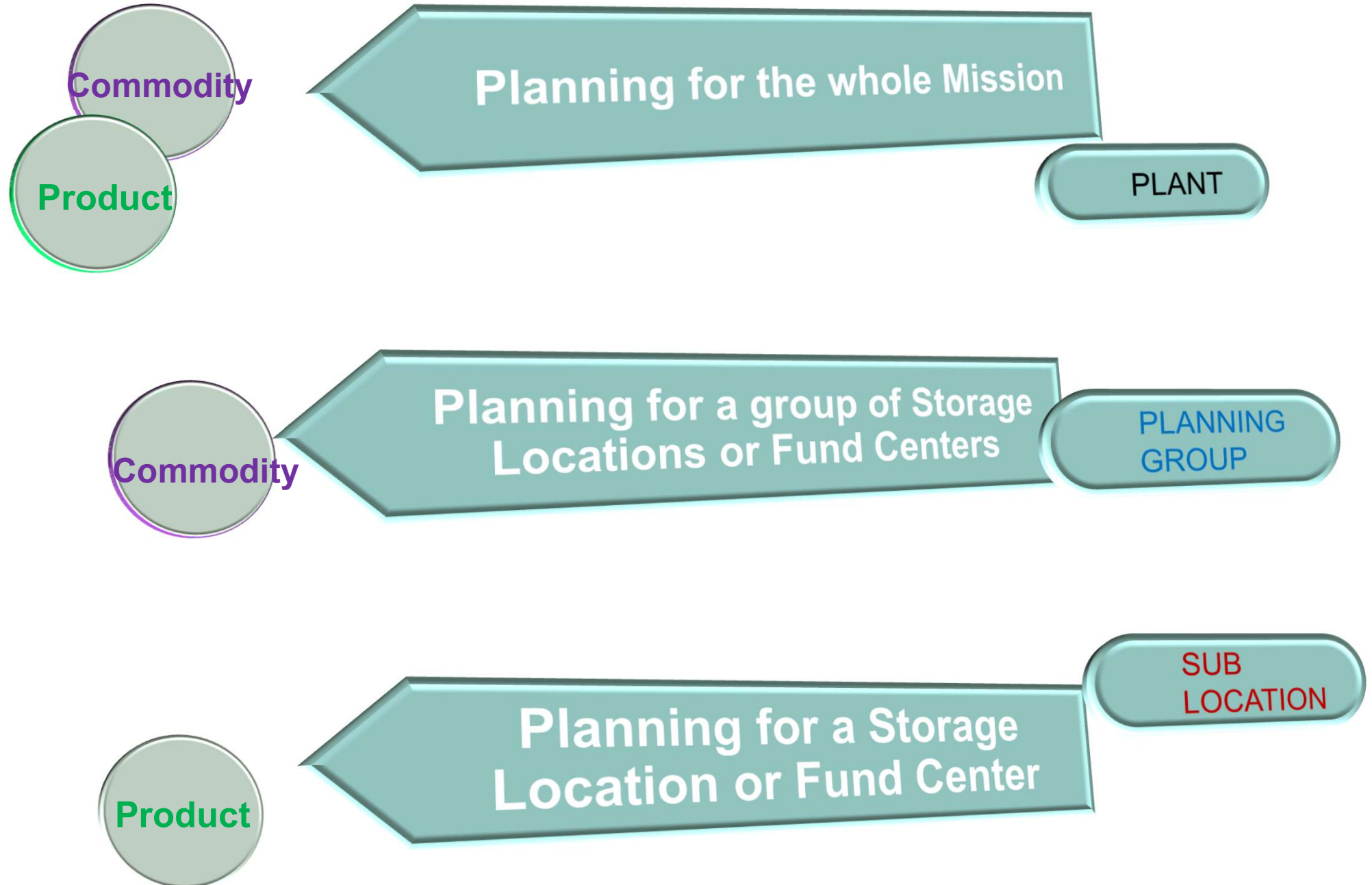


44103103 **Toner**





Planning Levels



- SAP IBP is a cloud based solution that provides planning functionalities in Excel.
- IBP is the process of matching demand and supply throughout the supply chain with financial plans by product and by mission demand to deliver one seamless planning process.

Architecture

Supply Chain Control Tower

In Build

Exception Handling and
Business Network
Collaboration

Sales and Operations **In Build**

Strategic and Tactical Decision Process.
Manage S&OPS process from product and
demand review to supply balancing with
financial integration and scenario analysis

<p>In implementation</p> <p>Demand Planning</p> <p>Manual and automatic adjustment and Statistical forecast</p>	<p>In Build</p> <p>Inventory Management</p> <p>Optimization</p>	<p>In Build</p> <p>Supply and Response</p> <p>Constrained and Unconstrained Supply Planning. Allocation and Deployment Planning</p>
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HANA

Underlying Data Repository flowing
from ECC



Local Demand Planner	Senior Demand Planner	Local Demand Plan Analyst	Supply Chain Manager	HQ Demand Planner
<ul style="list-style-type: none">❖ Adjust consumption and sales history❖ Adjust cleansed data history, Forecast override❖ Maintain EPP and Additional demand	<ul style="list-style-type: none">❖ Adjust and Override Gross Demand❖ Final authority in approving entities Gross Demand for group of commodities	<ul style="list-style-type: none">❖ Formulate entities Demand Plan❖ Visibility to data across entities	<ul style="list-style-type: none">❖ Adjust and Override Gross Demand❖ Final authority in approving entities Gross Demand for ALL group of commodities	<ul style="list-style-type: none">❖ View across entities demand plan (HQ and UNGSC roles)



Price Planner

- ❖ Review and update fixed and variable unit price (Contract & PO price, MAP)
- ❖ Ensure accuracy of price used for dollarization

Statistical Forecast Planner

- ❖ Review and analyze statistical models
- ❖ Override data output if needed

DP & SNP Admin

- ❖ Configure (profiles, run snapshots, manage templates create shared favorites)
- ❖ Schedule jobs, customs alerts
- ❖ Technical role

DP & SNP Master Data

- ❖ Manage master data customs table
- ❖ Technical role for MMDM

DP & SNP Display all

- ❖ View only access to system templates

Hard Benefits

- Scalable statistical models for forecasting
- Best Fit of simulation scenarios

Soft Benefits

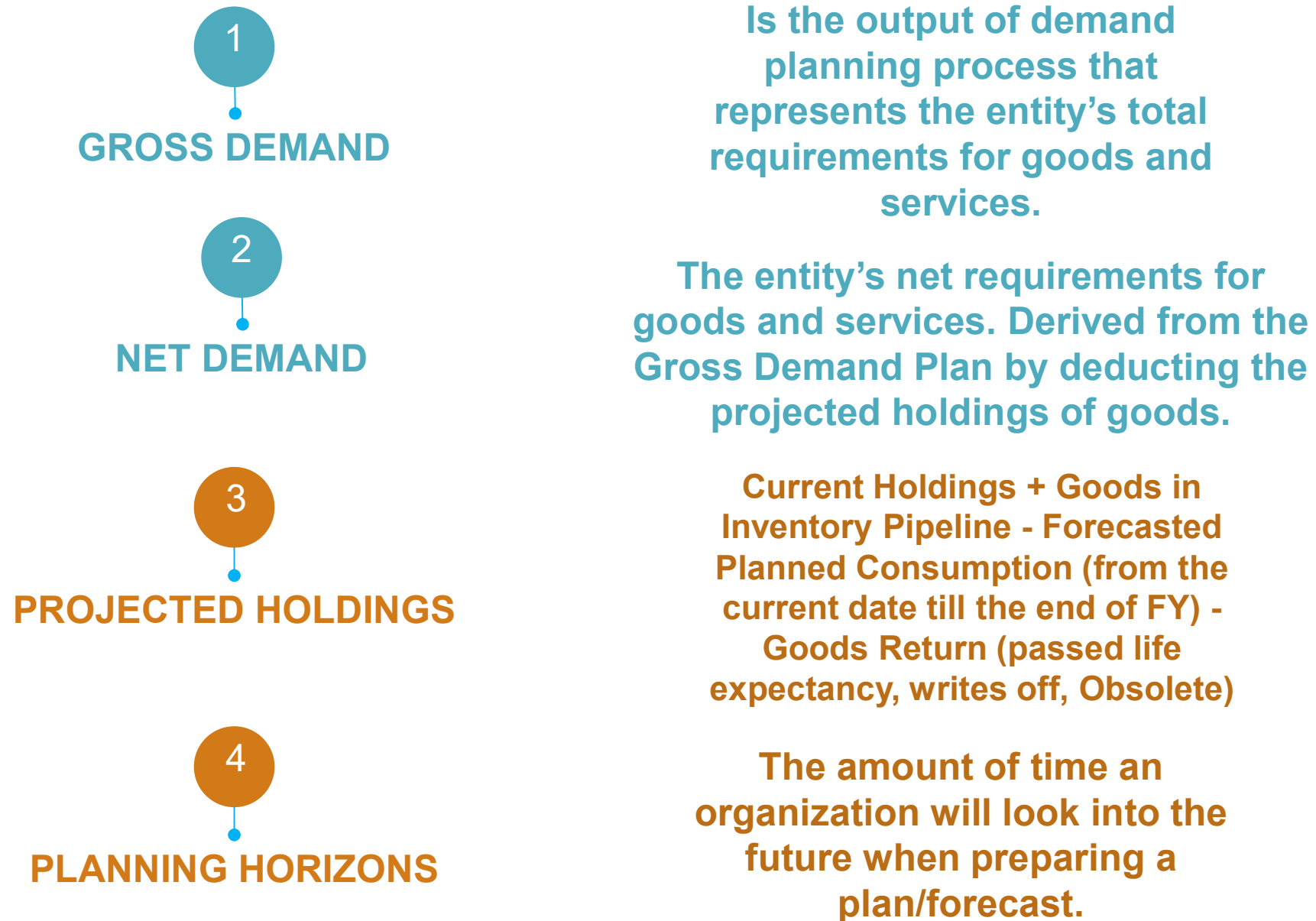
- Eliminate manual excel sheets hand offs
- Transparent and Efficient collaboration
- Reporting and Analytics

ACTIONS TO TAKE /DOs

- Involve budget holders in changes to the planning process
- Base your forecasting on the key drivers of the business. If there is major change, react accordingly

ACTIONS TO AVOID /DON'Ts

- Forget to understand all levels business requirements
- Wait for the end of year cycle to start preparing the planning





- Umoja Material Master Data
 - LMS-1929 [Umoja Material Master Data Overview](#)
- Umoja Logistics
 - LMS-1920 [Umoja Logistics Overview](#)
- Umoja Property Management
 - LMS-1775 [Umoja Property Management Overview](#)