DEMAND PLANNING

Umoja Demand Planning and Supply Network Planning Solution

Historical Data

UCS Training Team
Process of planning the Gross Demand

1. Historical Data (Consumption and Sales Data)
2. Classification
3. Data Cleansing
4. Segmentation
5. Statistical Forecast

Entity Priority Project
Additional Demand

GROSS DEMAND
Planning the Gross Demand 1 of 2

1. Historical Data. Analyze and Adjust (Consumption and Sales)

Consumption History from Umoja Production

Final History

2. Classification
   *Done by the system

Cleansed History

3. Data Cleansing
Planning the Gross Demand 2 of 2

Input

Cleansed History

4. Segmentation *Done by the system

5. Statistical Forecast

Output

Final Statistical Forecast

Entity Priority Project Demand

Gross Demand

Equipment Demand

Additional Demand

Gross Demand
1. Historical Data

Final History* consists of both Consumption and Sales (if any) Data.
Historical Data

- It is the first step in preparing the data for the Forecast. It allows the planner to analyze the Consumption History and make the proper adjustment if the existing data do not reflect real consumption.
### Historical Data

#### DPSNP Solution

(Ad Hoc Filter) (2 criteria):

**Plant = IL20**

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<th>Plant</th>
<th>Commodity ID</th>
<th>Product ID</th>
<th>Product Description</th>
<th>Product Type</th>
<th>Quantity/Value</th>
<th>Key Figure</th>
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</table>
What is Consumption History

Good issue
Material From Inventory

Good Receipt
Material order for consumption

Service Entry Sheet

CONSUMPTION HISTORY

Material Movement Documents
Goods receipts (Consumption)
Goods Issues (Inventory)
Service Entry Sheets
EFMS (Fuel)

*Other movements are considered (i.e. Reversal)
When and Where Products are considered consumed

**WHEN**

**POSTING DATE OF THE GOOD ISSUE:**
Non-asset materials acquired for inventory. This will reflect the actual time as to when the items are consumed.

**POSTING DATE OF THE GOOD RECEIPT:**
Non-asset materials directly acquired for consumption. There will not be any further goods issue step.

**POSTING DATE OF SERVICE ENTRY SHEET:**
Services or goods acquired as service (incl. Fuel and rations).

**WHERE**

Sub-location.
The sub-location is a combination of Plant and Storage Location/Fund Center.
Accurate Forecast needs an accurate baseline history for the Material and Services that reflects real consumption.

Consumption History from Umoja Production might differ from real consumption because:

- Incorrect Posting Data
- System Failure
- Consumption History
Why we adjust the Consumption Data

Incorrect Posting Data

The posting date in ECC is incorrect. For instance: Actual consumption of a product is spread over 3 months, but the recording is done in ECC only once at the end of the quarter or actual consumption of a product happens at the end of a month but is recorded in ECC at the start of the next month.

System Failure

Temporary interface failures due to reasons of data consistency or other dependent data. It can result in some products not having some or all consumption data.
Consumption History Adjustment

- The planner should indicate the *reason code* for adjustments performed and can add *notes* to justify the adjustment.
- It is recommended to adjust the Consumption History *at PID Level*.
- If you do an adjustment at the *Commodity level*, the system will distribute it to the various products in that commodity following the percentage distribution of the original data.
- If there is *no Historical Data*, the system will distribute the adjustment *equally among ALL the products of the commodity*!
Planning Levels

- Commodity
  - Product
  - Planning for the whole Mission

- Commodity
  - Planning for a group of Storage Locations or Fund Centers

- Product
  - Planning for a Storage Location or Fund Center
Next Step: Classification and Data Cleansing

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Entity Priority Project
Additional Demand

GROSS DEMAND
Thank you!