DEMAND PLANNING

Umoja Demand Planning and Supply Network Planning Solution

Equipment and Additional Demand

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)

Input

Consumption History from Umoja Production

Output

Final History

2. Classification *Done by the system

Input

3. Data Cleansing

Output

Cleansed History
4. Segmentation
*Done by the system

5. Statistical Forecast

Cleansed History

Input

Output

Final Statistical Forecast

Gross Demand

Entity Priority Project Demand

Additional Demand

Equipment Demand
Additional Demand

It allows to capture **new requirements** for which there is **no historical consumption** to use as baseline for forecasting.

It also includes **Equipment replacement**.

- **Events**
- **Products without historical Data**

**Equipment Demand**

**Additional Demand**
Equipment: 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)*
Consumption History includes **Goods Receipt for** consumption POs and **Goods issues from inventory**.

The Final History **does not include** the Equipment “in Inventory” and “in Use” that will soon cease to be used and therefore needs to be replaced.

The Final History **does not include** Equipment that will be **Written-off** or **In-Repair** in future months.

The **Statistical Forecast** might need to be cross-checked with the **Additional Demand** derived from this Equipment review.
Equipment Template

- Equipment nearing useful life
- Write off Projected
- In Repair Projected

EQUIPMENT demand

Additional Demand
## DPSNP Solution

(Ad Hoc Filter) (2 criteria):
Serialization Profile = UN Owned machines

### 50 - Equipment

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Operational useful life information

Equipment in **USE**
- nearing useful life

Equipment in **Stock**
- nearing useful life

They indicate how many serialized items are approaching the end of their operational useful life.
Write-off and Repair information

Write-Off Projected

It shows the monthly average of past 12 months of History of Write-off Equipment.

In-Repair Projected

It shows the average of 12 months of History of Equipment in Repair.
Process of planning the Gross Demand

- Final Statistical Forecast
- Additional Demand
  - Equipment
  - Other products/services
- Entity Priority Project Demand
Process of planning the Gross Demand

1. Historical Data (Consumption and Sales Data)
2. Classification
3. Data Cleansing
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Entity Priority Project
Additional Demand
GROSS DEMAND
Thank you!