DEMAND PLANNING
Umoja Demand Planning and Supply Network Planning Solution

Dollarization and Final Gross 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

Output
Cleansed History

3. Data Cleansing

Output
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

Additional Demand

Equipment Demand
Formulating the Gross Demand

Dollarization

GROSS DEMAND
reviewed and adjusted

Final Statistical Forecast

Additional Demand
- Equipment
- Other products/services

Entity Priority Project Demand

Snapshot
The final Gross Demand is calculated in quantity and as USD value. It facilitates the management of the unit price to calculate the dollar value of the Gross Demand.
Dollarization

- The DPSNP Solution facilitates the management of the unit price to calculate the dollar value of the Gross Demand.

- The system retrieves different unit prices from multiple sources and determines the final price according to the below order (Fair Market Value, Fixed/variable, Contract, Purchase Order, Moving Average Price).

![Diagram showing the calculation of Final Price]

Final Price

- FMV (Fixed/Var)
- Contract
- PO
- MAP

\[ \text{Unit of Measure} \times \text{Quantity} = \$ \]
The system retrieves different unit prices from multiple sources as described below: (Fair Market Value, Fixed/variable, Contract, Purchase Order, Moving Average Price)
### Dollarization template

**DPSNP Solution**

(Ad Hoc Filter) (2 criteria): Plant = IL20

<table>
<thead>
<tr>
<th>Plant</th>
<th>Product ID</th>
<th>Product Description</th>
<th>Product Type</th>
<th>Quantity/Value</th>
<th>Key Figure</th>
<th>Calc, Final Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>IL20</td>
<td>16000000005</td>
<td>Gloves:Exam</td>
<td>MATERIAL</td>
<td>QTY</td>
<td>Contract Unit Price</td>
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<td>PO Unit Price</td>
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<td>MAP Unit Price</td>
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<td></td>
<td></td>
<td></td>
<td>Fixed Unit Price</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Variable Unit Price</td>
<td>8</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Fair Market Value</td>
<td>8</td>
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</table>

For another product:

<table>
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<tr>
<th>Plant</th>
<th>Product ID</th>
<th>Product Description</th>
<th>Product Type</th>
<th>Quantity/Value</th>
<th>Key Figure</th>
<th>Calc, Final Price</th>
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</thead>
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<td>1600000174</td>
<td>Gloves:Exam, 5ml</td>
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<td>Calc, Final Price</td>
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</tbody>
</table>
Dollarization template
It presents the total Gross Demand as the sum of the Final Statistical Forecast, the Entity Priority Project Demand, and the Additional Demand, so it can be reviewed and adjusted to avoid double or missing demand.
Review Gross Demand

Statistical Forecast

EPP Demand

Calculated Demand

Adjust

Final Gross Demand

Value

Additional Demand

Quantity
Review Gross Demand

- The total gross demand includes the result of the final Statistical Forecast, the Entity Priority Project Demand and the Additional Demand.

- Some product IDs or commodities may have been considered in different planning steps, it is important then to review the Final Gross Demand to avoid double or missing demand and adjust if needed.

- The final gross demand is calculated in quantity and as USD value.
It allows to save the 24 months Gross Demand Plan monthly and yearly, so it is possible to see the evolution of the Rolling Plan.
# Gross Demand Snapshot

**DPSNP Solution**

(0 criteria):

<table>
<thead>
<tr>
<th>Plant</th>
<th>Commodity ID</th>
<th>Product ID</th>
<th>Key Figure</th>
<th>Gross Demand</th>
</tr>
</thead>
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<td>IL10</td>
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<td>1600000007</td>
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User: VALEN
Once the Final Gross Demand is completed and reviewed, the DPSNP Solution allows to save up to 9 snapshots of the plan for future comparisons.

The DPSNP solution allows to capture and save the 24 months Gross Demand Plan monthly and yearly, so it is possible to see the evolution of the Rolling Plan month after month, year after year.
Process Summary

Historical Data from Umoja Production

1. Historical Data (Consumption & Sales) -> Final History
2. Classification (Done by system)
3. Data Cleansing

Cleansed History
Process Summary

Main process

Sub-process / Output

Final History (from Historical Data)

2 Classification

3 Data Cleansing

Substitute Missing Values

Outlier Correction

Cleansed History
Process Summary

Cleansed History

5. Statistical Forecast
4. Segmentation

- Final Statistical Forecast
- Additional Demand (Equipment)
- Entity Priority Project Demand

Gross Demand
Thank you!