

# Demand Stream Dictionary

**Commented [WS1]:** "We should build a dictionary that explains are the fields in The S&OP Tool. All of the terms in the dictionary should be hot spotted on the text in the e Learning." - Duncan

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## Demand Stream Types

Going through the S&OP Cycle requires knowledge of the types of Demand Streams as this determines the steps taken. There are 5 different calculation methods for demand streams. The calculation methods will help to develop the demand future demand plans. The Calculation Codes are:

- 1) **CB = Calculated Bookings:** User enters a forward-looking forecast for the shipping plan. A bookings forecast will be calculated based on the backlog profile (standard lead time) for the demand stream and the current backlog spread.
- 2) **CS = Calculated Shipments:** User enters a forward-looking forecast for the booking plan. A shipping forecast will be calculated based on the backlog profile (standard lead time for the demand stream and current backlog spread).
- 3) **M = Manual:** Both a booking and shipping forecast must be entered for this demand stream.
- 4) **P = Project:** The booking and shipping forecast will be calculated from the Opportunities managed in the Tool. This is used for Abnormal or project demand.
- 5) **T = Translated:** A translated demand stream will automatically calculate a bookings and shipping forecast based on the supply plan calculated from a requesting family/site. This is used when one location supplies product to another location. Calculation is based on standard lead-time, shipping lead-time and a translation factor (if required).

**Commented [AK2]:** Backlog Spread?

**Commented [AK3]:** Backlog Spread?

## Demand Stream Data Source

There are 3 ways that the initial demand plan for each Demand Stream can be entered into the Tool. The Demand Source Code supports integration with other demand forecasting tools. The Demand Source Code only applies to CB, CS, and M [type demand streams](#). All pre-loaded forecasts can be overridden as part of the cycle. The Demand Source Codes are:

1. **HIST = Historical:** The initial demand plan for the family will be the demand plan from the last S&OP period. The plan can then be modified during the cycle.
2. **CSV = Comma Separated Value** (externally created): The initial demand plan is loaded as part of the month opening activities and must be generated outside the tool. For CB demand streams, only a shipping forecast is required, for CS a booking forecast is required, and for M demand streams both a booking and shipping forecast must be loaded.
3. **M = Manual:** No forecast is loaded at the beginning of the cycle. The initial forecast for shipments will be the current aged backlog.

## Site Status

DBM					
Site Status: 90					DBM
Site	Unconstrained Demand Plans Approved	Supply Plan Approved	Demand Constraining Required	Constrained Demand Plans Approved	S&OP Plan Approved
	Approved	Approved	Required	Approved	In-Progress
Family Site	Unconstrained Demand Plans	Supply Planning	Constraining Required	Constrained Demand	S&OP Plan
Consulting	Approved	Approved	Not-Required	Approved	In-Progress
The Tool-The Tool Subscriptions	Approved	Approved	Not-Required	Approved	In-Progress
Virtual Accelerator	Approved	Approved	Required	Approved	In-Progress

The S&OP Tool uses status codes to track the progression through S&OP Planning for the Site:

- 00 – Month Opening Activities have not been completed and are required to begin S&OP Planning in the S&OP Tool.
- 10 – Month Opening Activities has been started. Actuals have been entered.
- 20 – Month Opening Activities are in progress. Actuals have been approved.
- 30 – Month Opening Activities are completed. S&OP Planning in the S&OP Tool can begin. Start with creating the Demand Plans.
- 40 - Demand Plans have been approved. Begin Supply Planning.

Family Site?

Commented [AK4]: Do we want Family Site Status?

## Demand Stream Status

1 - Europe Calc Bookings	CB	CSV	80
Shipping Budget	5,450	0	1,100
Shipment Last Plan Constrained	12,800	5,450	8,800
Shipment Current Plan Unconstrained	12,800	5,100	8,800
Shipment Current Plan Constrained	12,800	5,100	8,800
Backlog Spread			

Each demand stream displays a status code to the right of its [demand stream data source](#) type.

- 10 – Month Opening activities are complete. Begin Demand planning.
- 10 – Initial entry of the demand plan. ([Update](#))
- 20 – Demand plan has been completed and is awaiting approval. ([Complete](#))
- 30 – Demand plan is approved. ([Approved.](#))

## Planning Table Headers

Summary	CYE	YTD	Rolling 12	Feb (M-2)	Mar (M-1)	Apr (M0)	May (M1)	Jun (M2)
Booking Budget	644,200	198,400	685,800	50,000	50,000	50,000	50,000	51,800
Booking Last Plan	411,750	235,500	149,250	136,500	99,000	79,500	49,500	22,500
Booking Current Plan	458,750	183,000	275,750	0	99,000	0	162,500	22,500

**Commented [W55]:** The terms in the Demand Hub that should be in the dictionary include:

- CYE
- YTD
- Rolling 12
- M0
- Duncan

Headers from Left to Right:

- **Section Headers** (dark green) – identifies the type of data in the rows below the header (i.e., Summary data, Demand Stream data)
- **CYE/Current Year End** – This column shows the sum of values in the row, starting from the first month of the current fiscal year to the last month in the fiscal year.
- **YTD/Year to Date** – This column shows the sum of values in the row, starting from the first month of the current fiscal year to the most recently completed month (M0).
- **Rolling 12** – This column shows the sum of values in the row for the next 12 months into the future (M1 to M12).
- **Historical Months** (grey) – These columns show historical data (actual or a past forecast) for the months in the past. The number following M indicates its distance from M0. Negative numbers following the “M” indicate past months (i.e., M-2 is two months prior to M0) and positive numbers indicate months into the future (M2 is two months after M0).
  - **Last Month (M0)** (dark grey) – This is the most recent completed S&OP month. This column shows historical data (actual or a past forecast) for last month.
- **Future Months** (white) - These columns show values for the upcoming months. The number following M indicates its distance from M0. Negative numbers following the “M” indicate past months (i.e., M-2 is two months prior to M0) and positive numbers indicate months into the future (M2 is two months after M0).
- **Family-Site Constraining Zone** (orange months) – This is the time in which shipments must be constrained at the demand stream level. **This is the time it takes for a new order to be completed.** This value is set in the **File Maintenance App** in File Settings for the Family Site.

## The Demand Hub

Duncan's required terms. Definitions on next page

**Green** = defined terms below

**Yellow** = terms added to the list below

- Booking Budget
- Booking Last Plan
- Booking Current Plan
- Shipping Budget
- Shipment Last Plan Unconstrained
- Shipment Last Plan Constrained
- Shipment Current Plan Unconstrained
- Backlog Spread
- Shipment Per Day Unconstrained
- UPDATE
- COMPLETE
- APPROVE
- DASHBOARD
- COMPLETE ALL
- APPROVE ALL

## Demand Hub Buttons

Virtual Accelerator - DBM									
Dashboard		Complete All			Approve All				
12									
Summary	CYE	YTD	Rolling 12	Jul (M3)	Aug (M4)	Sep (M5)	Oct (M6)	Nov (M7)	Dec (M8)
Booking Budget	644,200	198,400	685,800	53,600	55,200	56,800	58,400	60,000	60,000
Booking Last Plan	411,750	235,500	149,250	62,250	0	7,500	7,500	0	0
Booking Current Plan	458,750	183,000	275,750	43,500	0	7,500	39,750	0	0
Shipping Budget	570,000	170,000	640,000	50,000	50,000	50,000	50,000	50,000	50,000
Shipment Last Plan Unconstrained	506,875	118,000	383,750	43,250	40,375	46,625	47,875	42,875	42,875
Shipment Current Plan Unconstrained	529,250	155,500	424,500	51,500	41,500	47,750	49,000	50,250	44,250
Backlog Spread				25,000	11,000	11,000	11,000	11,000	11,000
Backlog Target				234,400	239,600	246,400	254,800	264,800	274,800
Backlog Current Plan Unconstrained				242,500	201,000	160,750	151,500	101,250	57,000
<b>1 - Beza VA</b>	P	P	90	Update	Complete	Approve			Details

In the Demand Hub window, there are the following buttons: (left to right, top to bottom)

- **Dashboard** – This returns you to the Dashboard window.
- **Complete All** – This saves the current plans for all the Demand Streams, **except for P (project) and T (translated) Demand Stream types**. This qualifies the plan to be approved.
- **Approve All** – This locks the plan for all the Demand Streams. No more changes can be made. This is a required step to finalize the final Demand Plan before moving on to the next step – Supply Planning.

In the header of each Demand Stream, are the following buttons: **(Note: Supply Planning uses Update and Approve buttons too)**

- **Update** – This saves any changes made to the current plan.
- **Complete** – This saves the plan and qualifies to be approved.
- **Approve** – This locks in the final plan. No more changes can be made.

## Demand Hub rows

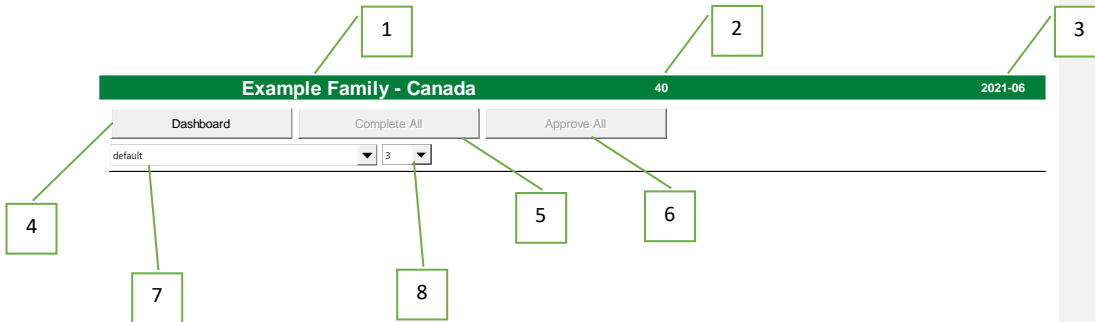
Summary	CYE	YTD	Rolling 12
Booking Budget	0	0	0
Booking Last Plan	27,300	6,850	20,350
Booking Current Plan	27,850	12,450	21,450
Shipping Days	242	97	242
Shipping Budget	0	0	0
Shipment Last Plan Unconstrained	25,800	9,950	20,900
Shipment Last Plan Constrained	116,800	9,950	108,600
Shipment Current Plan Unconstrained	25,800	10,400	22,000
Shipment Target Constrained Shipment Plan (TCSP)	25,800	10,400	20,000
Shipment Current Plan Constrained	25,800	10,400	20,000
Shipment Cumulative Constrained Delta			
Backlog Spread			
Shipment Per Day Unconstrained			
Shipment Per Day Constrained			
Backlog Target			
Backlog Last Plan Constrained			
Backlog Current Plan Unconstrained			
Backlog Current Plan Constrained			
1 - Europe Calc Bookings	CB	CSV	80
Booking Budget	0	0	0
Booking Last Plan	14,100	2,950	8,800

- Headers (dark green) - indicate sections of data:
  - **Summary** section are the topmost rows and display the total sum of the Demand Stream values.
  - **Demand Stream** data are separated sections that are numbered and show the Demand Stream name.
- **Bookings:**
  - **Booking Budget** indicates the allotted value of orders for each S&OP period
  - **Booking Last Plan** shows the plan from the previous S&OP cycle
  - **Booking Current Plan** (often blue) shows the current booking plan
- **Shipments**
  - **Shipping Days** indicates
  - Shipment Budget
  - **Shipment Last Plan Unconstrained** indicates
  - **Shipment Last Plan Constrained** indicates the shipment plan from the previous S&OP plan
  - **Shipment Current Plan Unconstrained** (blue) indicates

- **Shipment Target Constrained Shipment Plan (TCSP)** indicates
- **Shipment Current Plan Constrained** (blue) shows the constrained shipment plan
- **Shipment Cumulative Constrained Delta** indicates
- **Shipment Per Day Unconstrained** indicates
- **Shipment Per Day Constrained** indicates
- **Backlog**
  - **Backlog Spread** indicates
  - **Backlog Target** indicates
  - **Backlog Last Plan Constrained** indicates
  - **Backlog Current Plan Unconstrained** indicates
  - **Backlog Current Plan Constrained** indicates



## Text for Demand Hub Header



1. The [Family/Site](#) Selected from the [Dashboard](#)
2. The [Family/Site Status](#) for the current [S&OP Cycle](#)
3. The date of for the [current period \(M1\)](#) in the [S&OP Cycle](#)
4. Button to return to the [dashboard](#)
5. Button to [Complete](#) all the [Demand Streams](#) for this [Family/Site](#). [Project demand](#) streams must be completed in the [detail screen](#).
6. Button to [Approve](#) all the [Demand Streams](#) for this [Family/Site](#). [Project demand](#) streams must be approved in the [detail screen](#).
7. The [configuration settings](#) for the [Demand Hub](#)
8. The number of months of history displayed

## Video for Demand Hub Header

This would be a Camtasia Video using the e-Learning database. Start from Dashboard and then explain the fields on the header in video

Text For Demand Hub Summary

# Dictionary

- Family/Site

Constraining in Demand Hub

- **Shipments**
  - Shipping Days
  - Shipment Budget
  - **Shipment Last Plan Unconstrained**
  - **Shipment Last Plan Constrained** indicates the shipment plan from the previous S&OP plan
  - **Shipment Current Plan Unconstrained** (blue) indicates
  - **Shipment Target Constrained Shipment Plan (TCSP)** indicates
  - **Shipment Current Plan Constrained** (blue) shows the constrained shipment plan
  - **Cumulative Constrained Delta**