



Sales Planning System



SEMINAR 12TH JUNE 1989

SALES PLANNING SYSTEM

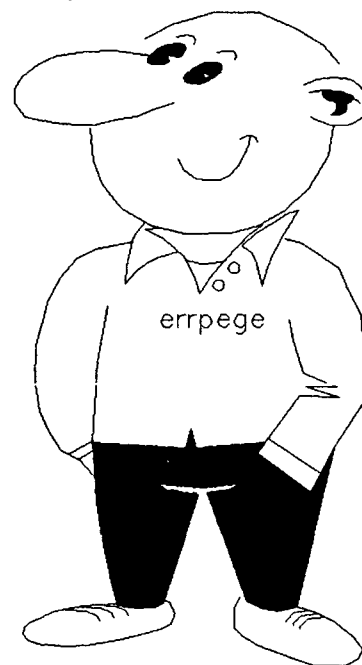
AGENDA

- 09:30 Introduction**
- 10:00 The SPS-SAF connection**
- 10:15 Coffee**
- 10:30 General overview SPS data flow**
- 11:15 SPS at the Sales Office**
- 12:00 Lunch**
- 12:30 SPS at the Sales Office**
- 13:00 SPS at the Business Centre**
- 13:15 SPS at the plant**
- 13:30 General overview SPS on screen**
- 14:15 Coffee**
- 14:30 Exercises**
- 15:30 End of seminar**

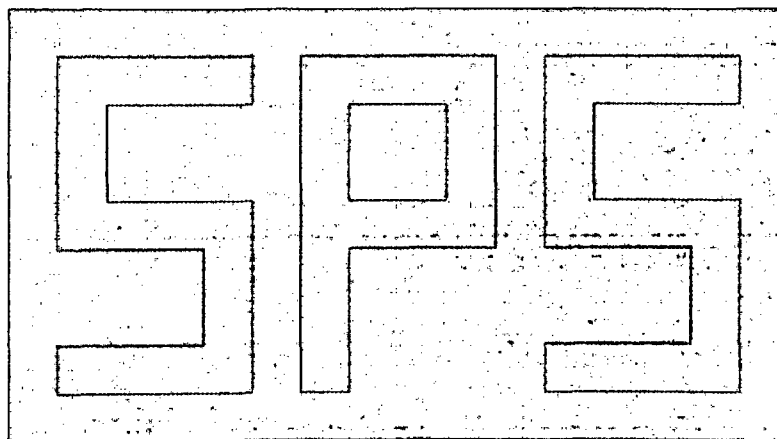
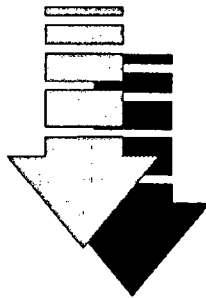
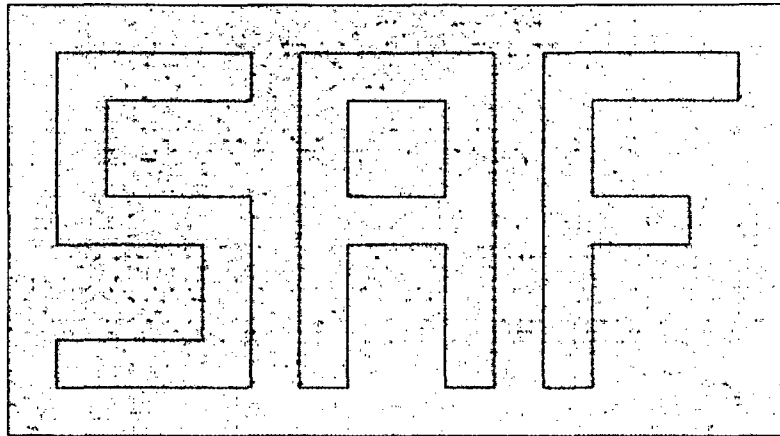
SALES PLANNING SYSTEM

THE SAF - SPS CONNECTION

**The Sales Planning System
is a modified version of
the Sales Forecast System**

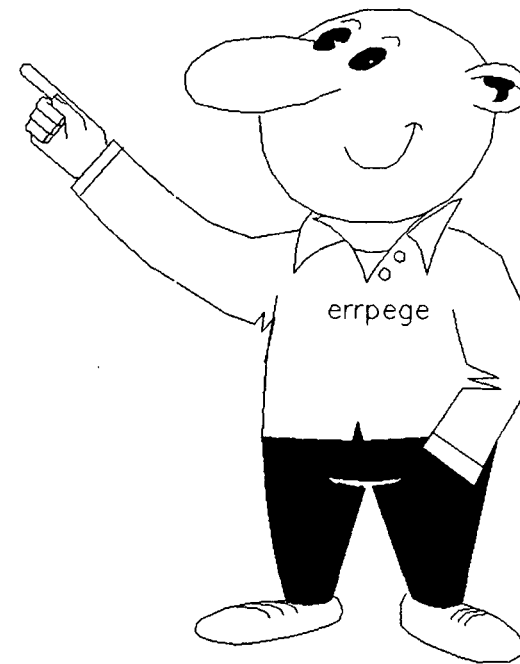


THE SAF - SPS CONNECTION

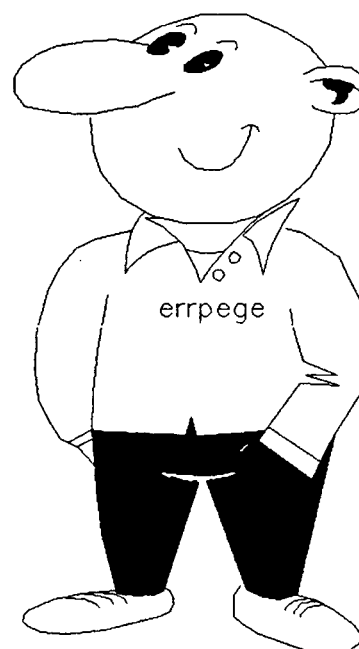


Advantages

- 1. Same logic**
- 2. Same procedures**
- 3. Connectivity**



**Coffee break,
see you in 15 minutes !**



SALES PLANNING SYSTEM

GENERAL OVERVIEW

DATAFLOW

GENERAL OVERVIEW

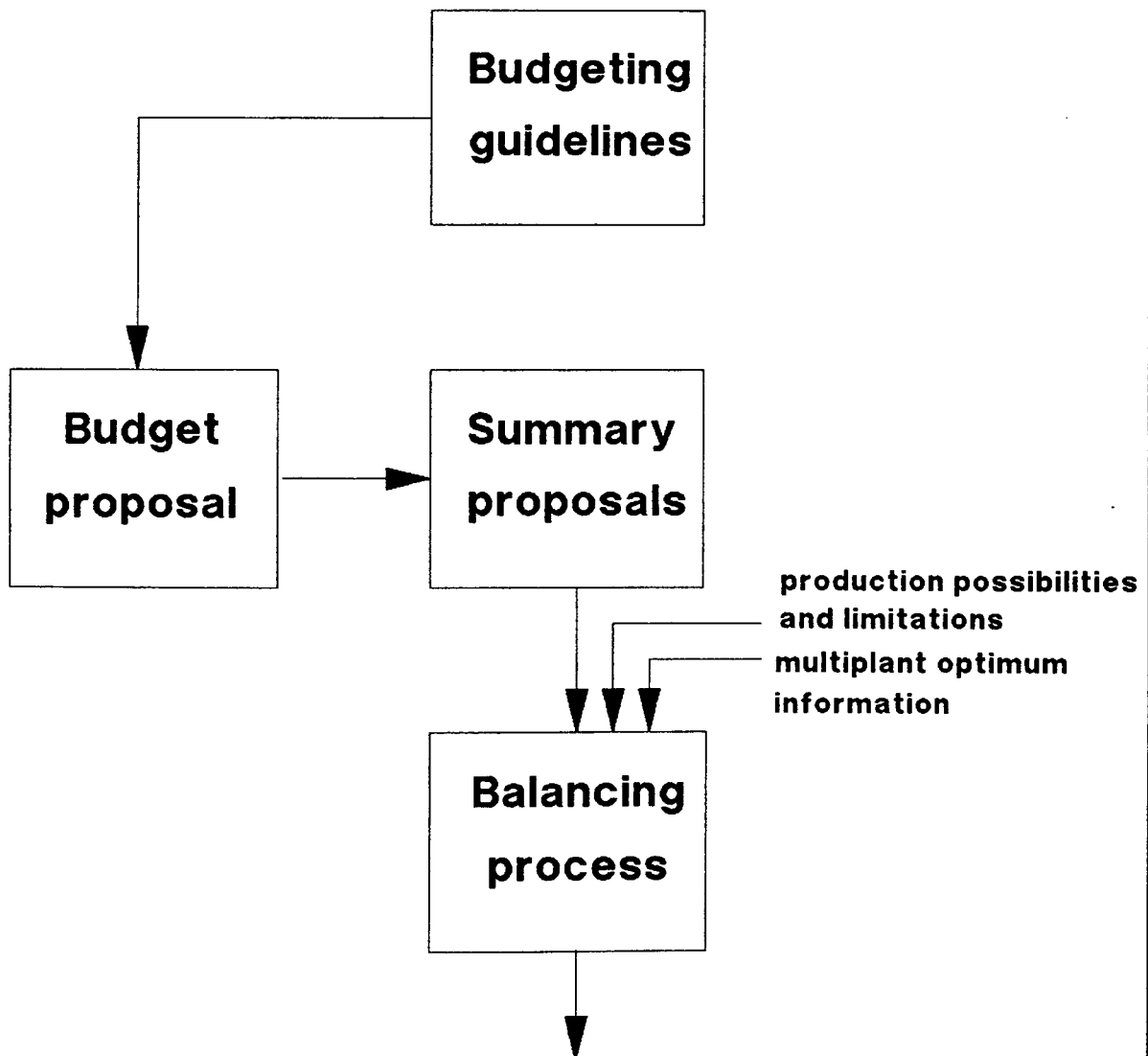
DATA FLOW

PHASES IN THE SALES PLANNING SYSTEM

- 1. Initial proposal phase**
- 2. Checking the preliminary version**
- 3. Balanced proposal phase**
- 4. Budgeting version**
- 5. Final budget phase**

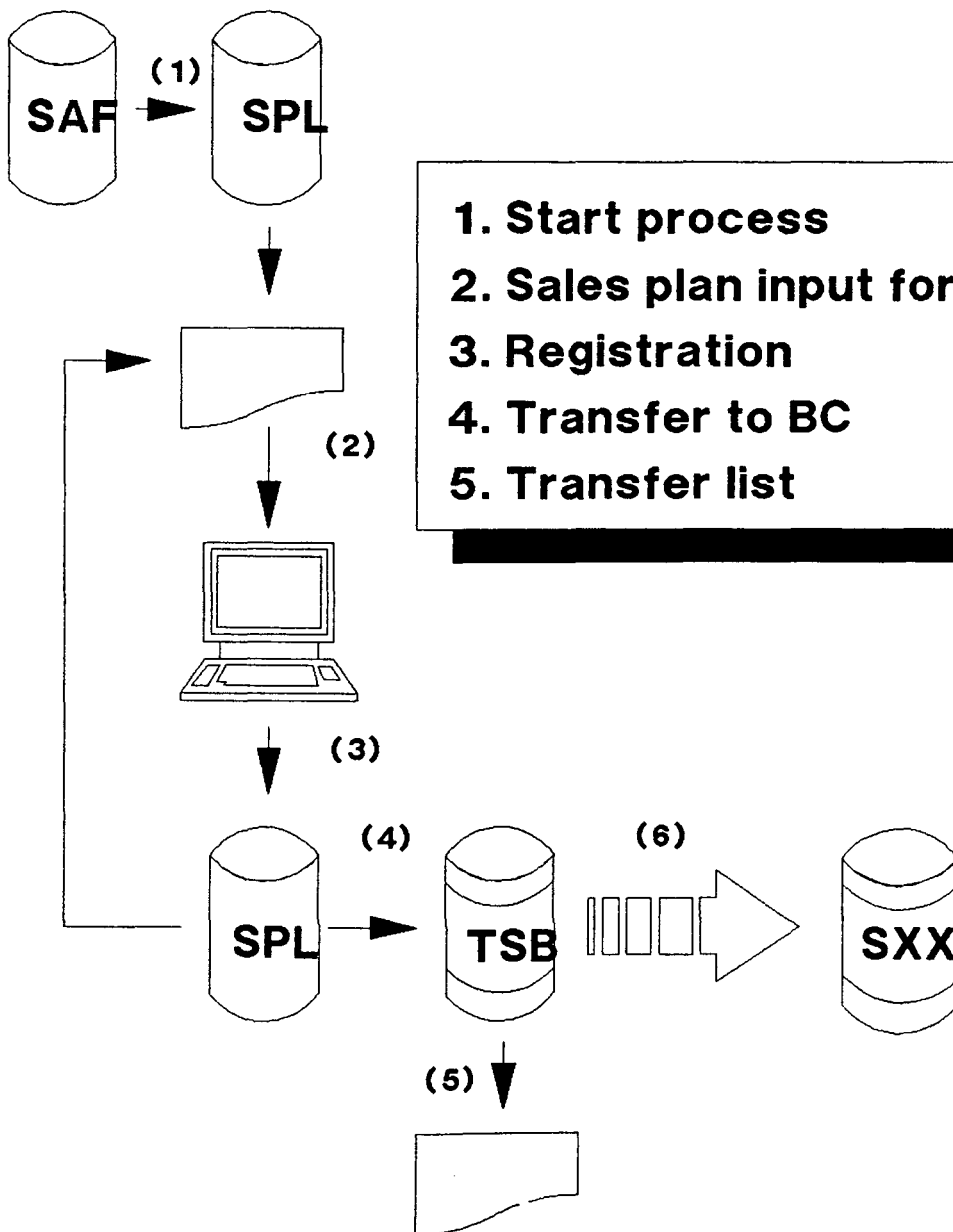
PHASES

1. Initial proposal phase



1. Initial proposal phase

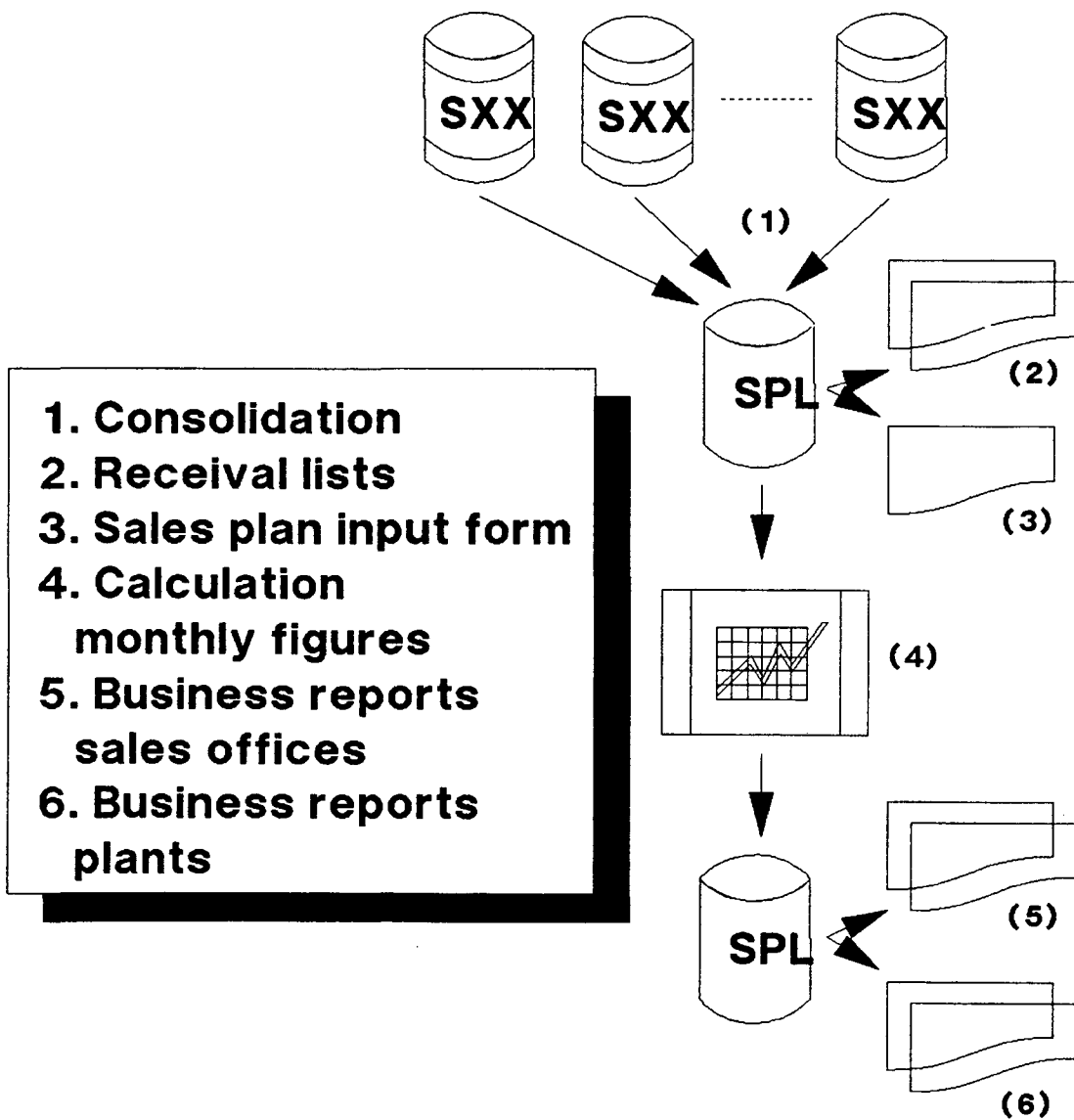
Budget proposal



1. Start process
2. Sales plan input form
3. Registration
4. Transfer to BC
5. Transfer list

1. Initial proposal phase

Summary proposals



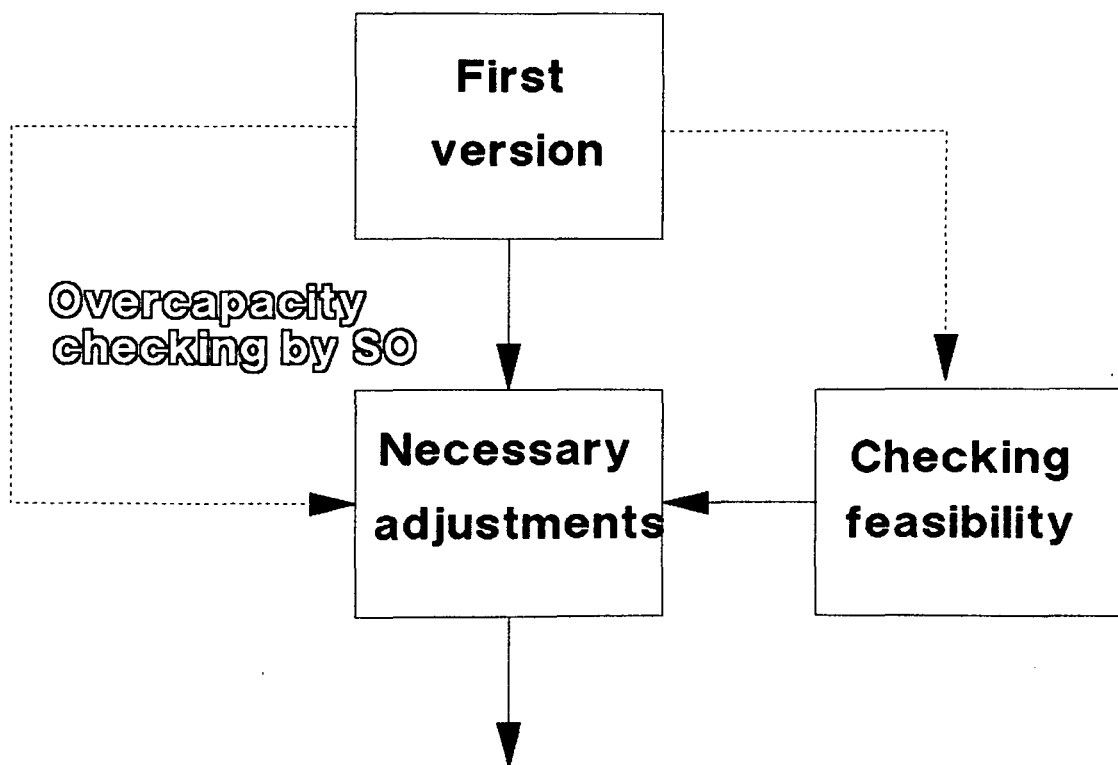
PHASES

2. Checking version

SO

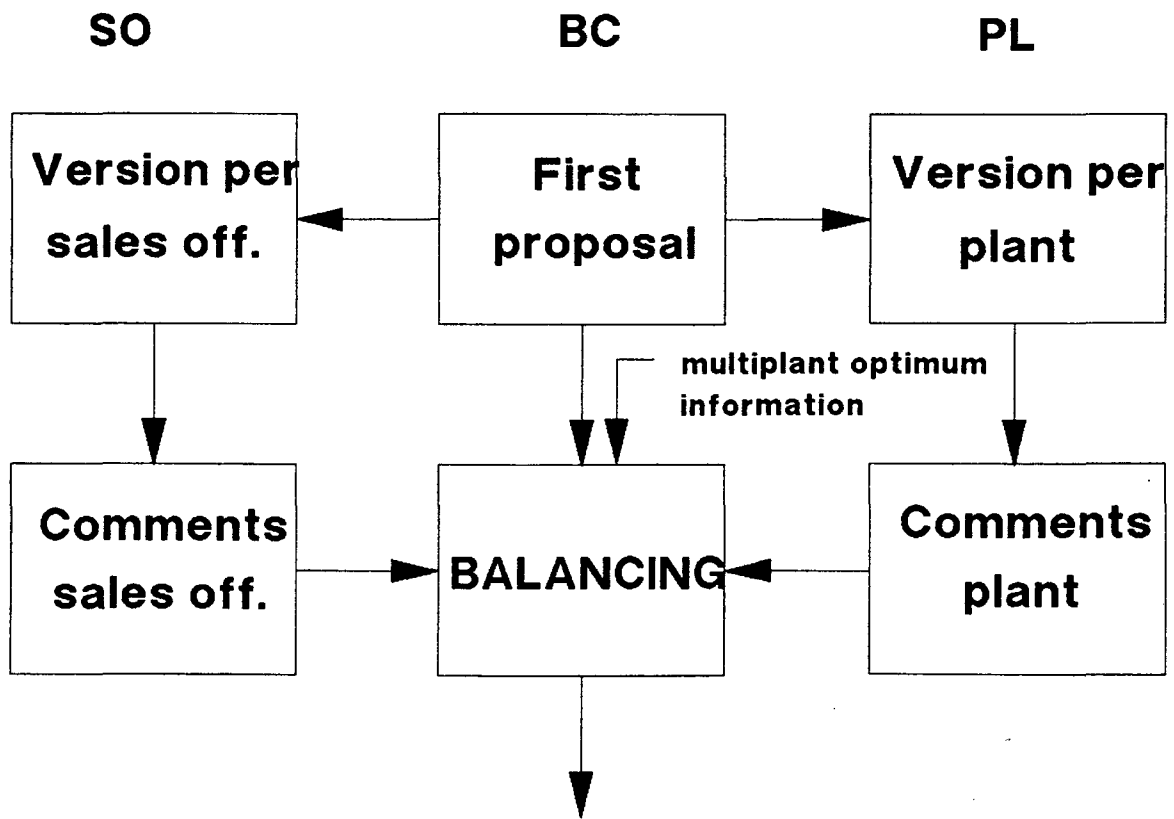
BC

PL



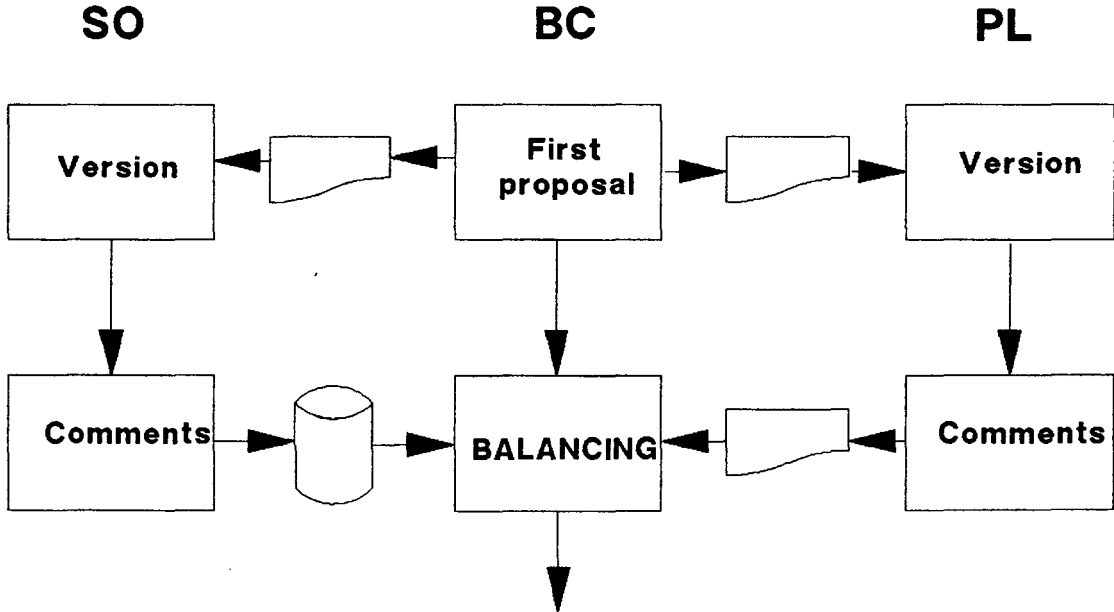
PHASES

3. Balanced proposal phase

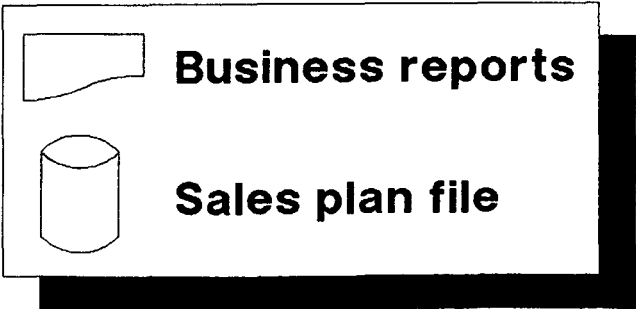


PHASES

3. Balanced proposal phase



BACKUP PROCEDURE



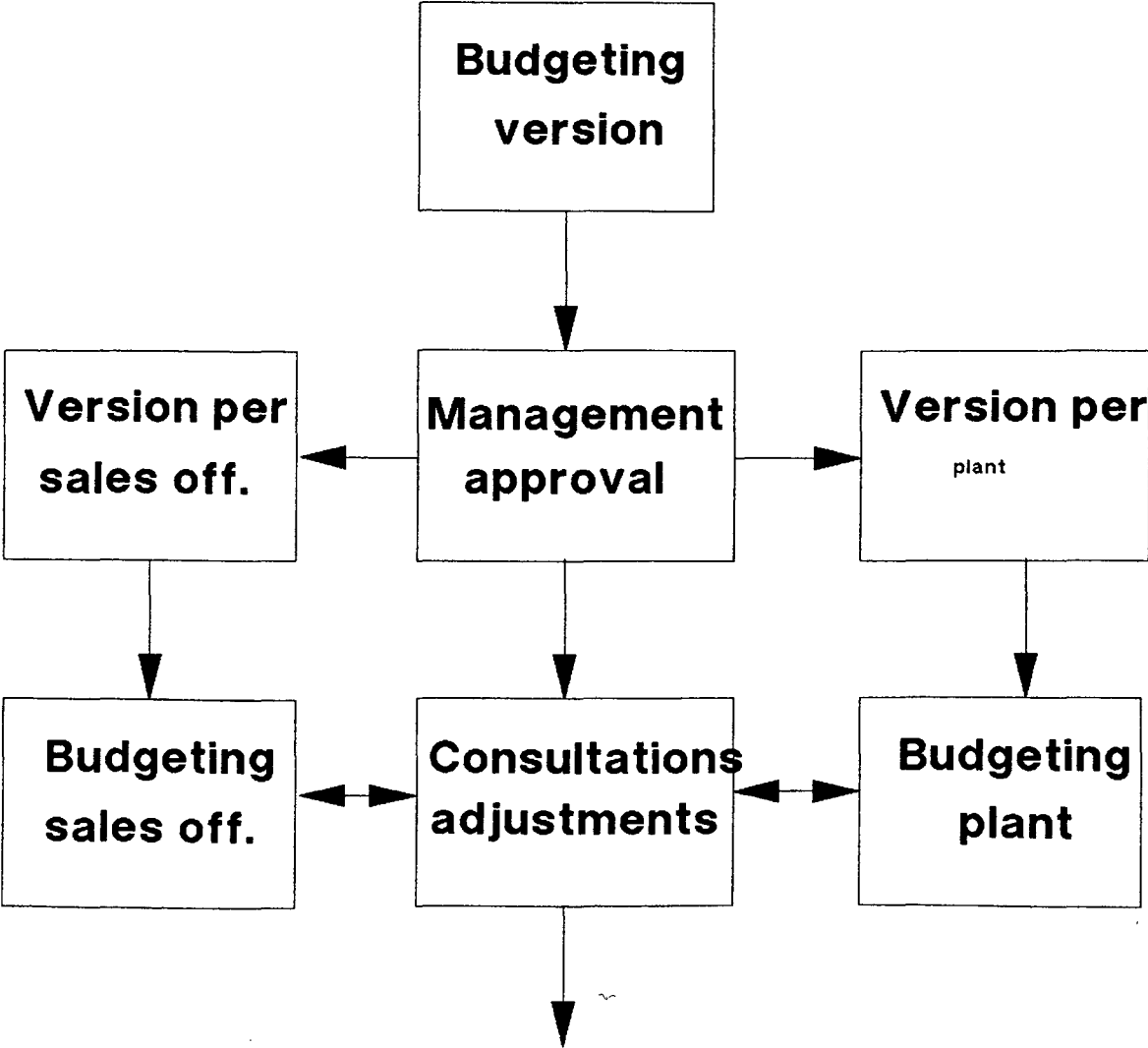
PHASES

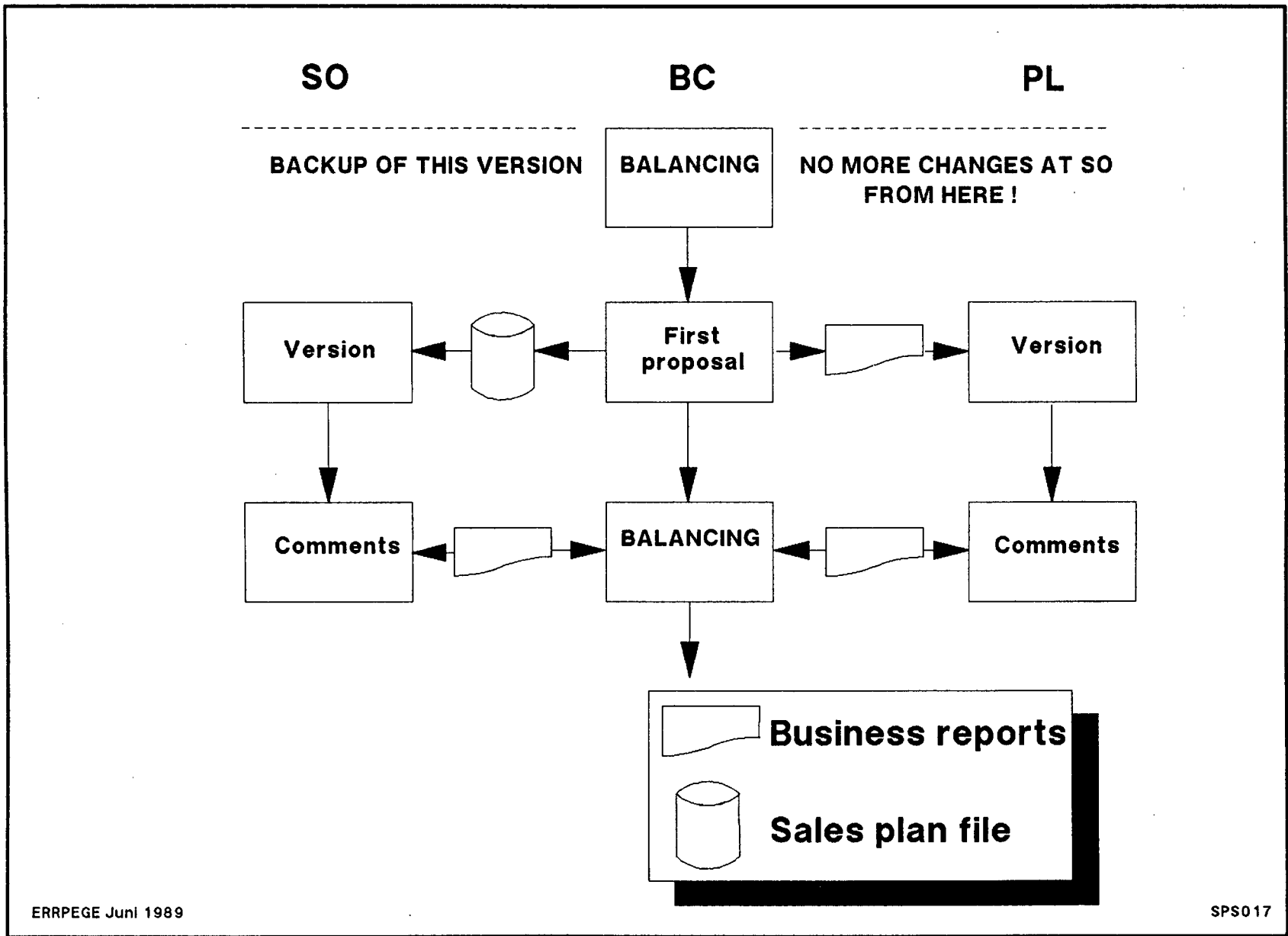
4. Budgeting version

SO

BC

PL





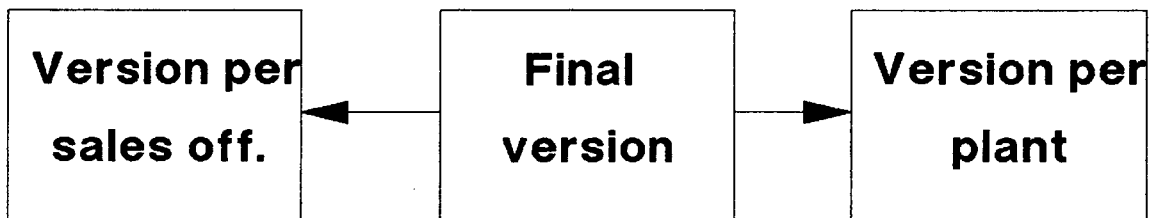
PHASES

5. Final budget phase

SO

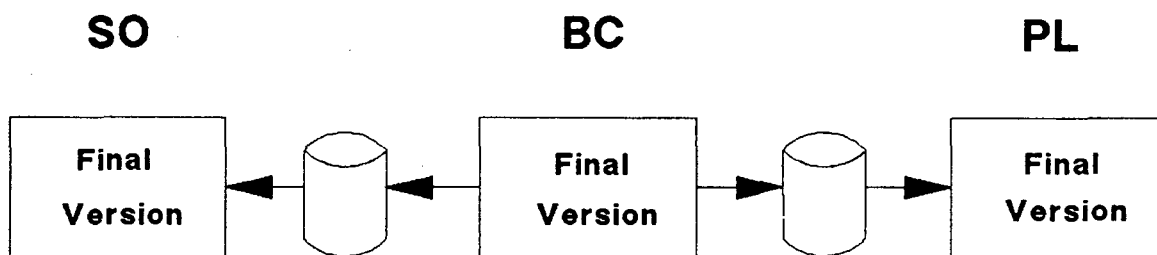
BC

PL



PHASES

5. Final budget phase



Sales plan file
(final version)

SALES PLANNING SYSTEM

GENERAL CONSIDERATIONS

SALES PLANNING SYSTEM

General considerations

- 1. Menu Structure**
- 2. File Transfer**
- 3. Maintenance Sales Plan**
- 4. Program Logic**
- 5. File Structure**
- 6. Printer Selections**

General considerations

1. MENU STRUCTURE

- 1. Service menu**
- 2. Inquiry menu**
- 3. Control menu**
- 4. User menu**
- 5. File maintenance**
- 6. Connection with SAF**

MENU STRUCTURE

1. Service menu

*** This menu gives you access to :**

- the inquiry menu**
- the control menu**
- the user menu**
- the file maintenance**
- the connection with SAF**

MENU STRUCTURE

2. Inquiry menu

- * If you have access to this menu,
you can look at the information**
- * You have no authority to change
the information**
- * You can take a hard copy of the
information**
- * you can make business reports**

MENU STRUCTURE

3. Control menu

- * If you have access to this menu,
you can look at the information**
- * You have authority to change the
information**
- * You can take a hard copy of the
information**
- * You have access to the programs that
control the process**

MENU STRUCTURE

4. User menu

- * If you have access to this menu,
you can look at the information**
- * You have authority to change the
information**
- * You can take a hard copy of the
information**

MENU STRUCTURE

5. File maintenance

*** DATA FILE UTILITY**

- possibility to change all the information in the sales plan file
- Caution !!
no checks on the validity of the entered data
- link a file to its description
- needed to use with query
- query = question reply program
= inquiry on paper or screen according a given set of selections

*** SAVE-RESTORE-OPEN**

- SAVE = take a copy of the sales plan file on diskette
- RESTORE = replace a previous saved sales plan file
- OPEN = create an initial set of files

MENU STRUCTURE

6. Sales Forecasting System

*** Connection to the service menu
of the sales forecasting system**

GENERAL CONSIDERATIONS

2. FILE TRANSFER

- 1. Transfer**
- 2. Install new sales plan file**
- 3. Transfer list**
- 4. Receivals list**

FILE TRANSFER

1. Transfer

- * **Selection**

 - > from

 - > to

- * **Jobqueue**

- * **Media**

 - N = network (X.25)**

 - D = diskette (8")**

 - T = tape cartridge**

FILE TRANSFER

Installation

- * When a file has been send to you,
you have to install this file**
- * There are two reasons for the procedure :**
 - 1. difference in communication
between AS/400 and S/36**
 - 2. Backup procedure**
 - * When a new file is installed, the
previous file is backuped (renamed)
so it is always possible to restart
from the previous file**

FILE TRANSFER

Transfer list

*** This list counts the number of records that have been transferred**

FILE TRANSFER

Receivals list

*** This list counts the number of records that you have received**

GENERAL CONSIDERATIONS

3. MAINTENANCE

*** Registration sales plan**

- add information**
- update information**

*** General input sales plan (non connected offices)**

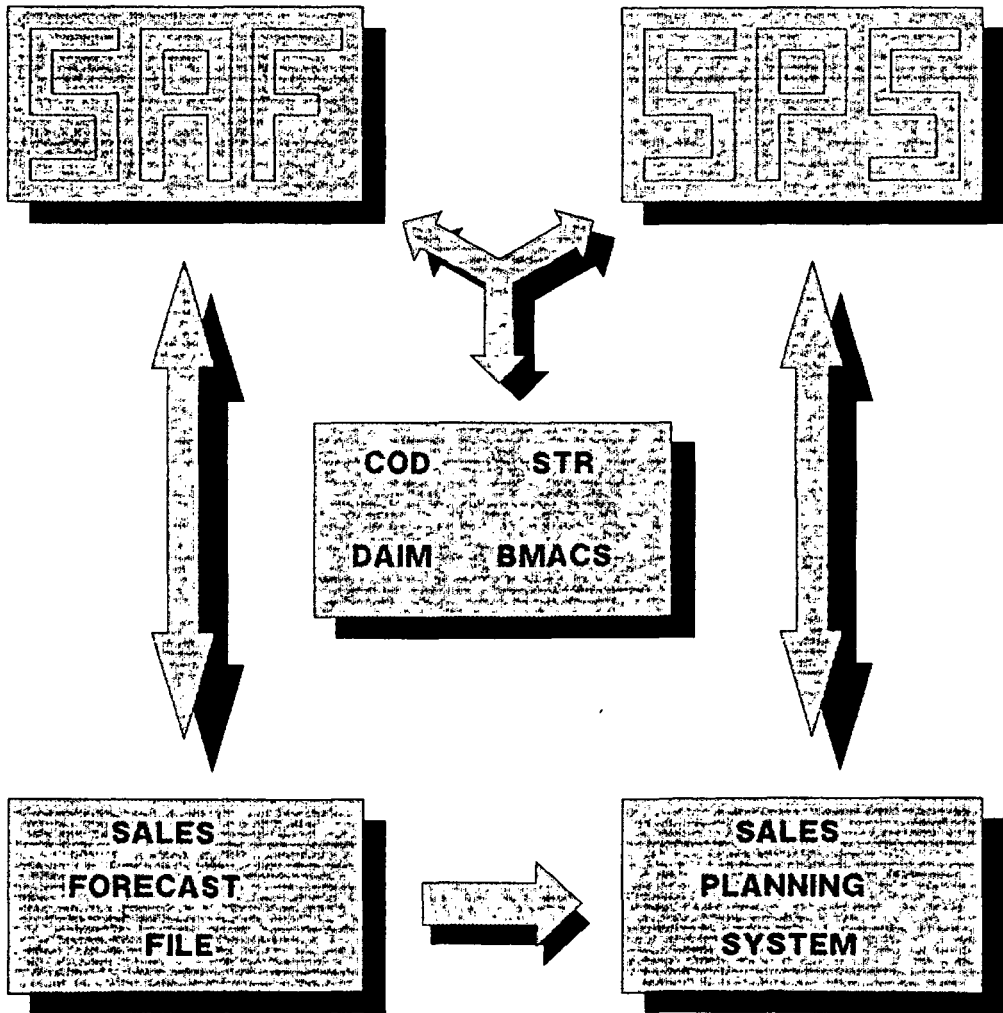
- add information**
- update information**
- delete information**

*** Inquiry sales plan**

- look at sales plan**

GENERAL CONSIDERATIONS

5. FILE STRUCTURE



PRINT DEFAULTS

PRINT

Printerid.....: P1

Lines.....: 66

Formsnumber...: STAN

Copies.....: 01

Hold Y/N.....: Y

Jobqueue Y/N...: Y

SALES PLANNING SYSTEM

AT THE SALES OFFICE

SPS AT THE SALES OFFICE

PROCEDURES

- * Start process**
- * Sales plan input form**
- * Registration**
- * Transfer to BC**
- * Transfer list**

- * Install new sales plan**
- * Receivals list**

SPS AT THE SALES OFFICE

Start Process

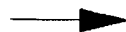
*** PROCESS :**

- makes an initial sales plan form starting from the last sales forecast file**
- possibility to print the sales plan input form**
- possibility to take a backup of the last sales plan file**

START PROCESS

SELECTION

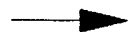
- * gets business centre and sales office from steering file**
- * planning year is current year + 1**
- * print sales plan input form default YES (X)**
- * backup last sales plan file default YES(X)**
- * press 2 x CMD 15 to start process**



START PROCESS

BACKUP

- * **copy of the last sales plan file is always made on diskette**
- * **CMD7 to skip backup procedure**



START NEW SALES PLAN YEAR : BACKUP

It is possible to take a copy of the last sales plan file.

Insert a diskette in the slot of the system and press <ENTER> to start the backup,

or

press Cmd-7 to continue processing without taking a backup of last sales plan year.

START NEW SALES PLAN YEAR : BACKUP

Insert a diskette in the slot of the system
and press <ENTER> to start the backup.

SPS AT THE SALES OFFICE

SALES PLAN INPUT FORM

*** PROCESS :**

- possible selection per :**
 - business unit**
 - business area**
 - sales man**
- form per sales man**
- compressed output**
 - = no blank lines added**

SALES PLAN INPUT FORM

SELECTION

- * gets business centre and sales office from steering file**
- * lists only records for selections**
- * lists all records if selections are left blank**
- * compressed ; default no ()**

not compressed : blank lines added

compressed : no blank lines added

- * you get also a list of your selections**



PRINT SALES PLAN INPUT FORM

Business centre...: 02 BRUSSELS OFFICE

Sales office.....: 56 BREDA

Select (all if blank) :

Business unit.....: PE

Business area.....: PEFI

Sales man.....: PAD

Compressed (X/)..: X

SUBJECT : PRINT SALES PLAN INPUT FORM : QUANTITIES IN TONS

SELECTIONS

Business centre..:	01
Sales office.....:	56
Business unit....:	
Business area....:	
Sales man.....:	
Compressed.....:	
User.....:	DWY
Time.....:	23h43
Date.....:	070689

SALES PLAN INPUT FORM

LAYOUT LIST

- 1. Planned quantity in TON**
- 2. Contribution in FIM/TON**
- 3. Total contribution per line**
- 4. Total quantity in TON**
- 5. Average contribution**
- 6. Total contribution per sales man**

SPS AT THE SALES OFFICE

REGISTRATION

*** PROCESS :**

- selection screen**
- paging screen with update possibility**
- add screen**

REGISTRATION

SELECTION

- * gets business centre and sales office from steering file
- * following selections must be filled in :
 - business unit : PE
 - business area : PE 10
 - sales man : PAD
- * add option :
 - 'X' if you want to add records to the sales plan

REGISTRATION SALES PLAN YEAR 90
SELECTION

Business centre.....: 02 BRUSSELS OFFICE
Sales office.....: 56 BREDA
Business unit.....: PE POLYETHYLENE
Business area.....: PEFI FILM
Sales man.....: PAD
Add option.....: X X/

REGISTRATION

PAGING I

SPS REGISTRATION SALES PLAN YEAR 90

SP001

Business centre...: 02 BRUSSELS OFFICE Date : 070689
Sales office.....: 56 BREDA
Business unit.....: PE POLYETHYLENE
Business area.....: PEFI FILM
Sales man.....: PAD

ROW	CUSTOMER	GRADE	PCK	SU	EU	SE	CONT.	CUR/QCD	QUANTITY	TOT.	CONT.
0130	5600230010	1000058	OCT	10	FI	70		1000	100		100000
0135	5600230010	2000188	BAG	20	FI	70		1250	100		125000
0140	5600230010	2000188	EXB	20	FI	70					
0145	5600230010	2000439	PBI	20	FI	66					
0150	5600230030	2000439	PBI	20	FI	66					
0155	5600231010	2000194	BAG	20	FI	30		1340	145		194300
0160	5600231010	2000439	PBI	20	FI	66					
0165	5600245010	2000234	BAG	20	FI	42					
0170	5600250010	1000134	BAG	10	FI	50					
0175	5600250010	1000159	BAG	10	FI	52					

Add option.....: X X/

First screen

REGISTRATION

PAGING II

*** Can not be changed :**
row, customer, grade and package
total contribution : multiplied by quantity

*** Can be changed per line :**
SU = sourcing unit
EU = end use code
SE = segment
contribution : in FIM/TON
quantity : in TON

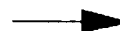
REGISTRATION

PAGING II

- * Add option :**
'X' if you want to add records to the sales plan
- * You can paginate through the sales plan file using the roll up and down, respectively page down and page up keys**
- * If you change information, the updated information is displayed again**
- * If you select the add option, the updates are performed and the adding screen is displayed**

REGISTRATION

ADDING I



SPS REGISTRATION SALES PLAN YEAR 90

SP001

Business centre...: 02 BRUSSELS OFFICE
Sales office.....: 56 BREDA
Business unit....: PE POLYETHYLENE
Business area....: PEFI FILM
Sales man.....: PAD

Date : 070689

	Quantity
Row number.....: 9999	JAN 1000
Customer search..: SEARCH	FEB 1000
code.....: 05600388010 accumalux s.a.	MAR 1000
Grade search...: SEARCH	APR 1000
code.....: 3096001 619094	MAY 1000
Packaging code...: BAG	JUN 1000
Sourcing unit....: 10	JUL 1000
End use.....: FB	AUG 1000
Segment.....: 14	SEP 1000
Quantity.....: 12000	OKT 1000
Contribution.....: 1000 FIM / TON	NOV 1000
No recalculation.: X	DEC 1000

Wrong option

0002

REGISTRATION

ADDING II

- * **Row number :**
filled in automatically by the system

- * **Customer search :**
 - **if you fill in this field and press enter, the information of the first customer corresponding to your selection is displayed**

 - **pressing enter you can see the following customer in alphabetical order until you reach the end of the file**

 - **if you have find the customer you were looking for, you can select him by simply erasing the search code**

REGISTRATION

ADDING II

*** Customer code :**

- you can select immediately the customer you want by filling in his code
- the first seven characters of the customer code is the code from DAIM. The last three characters indicate the delivery address.

REGISTRATION

ADDING III

- * **Grade search :**
the grade search works exactly like
the customer search
- * **Grade code :**
you can select the grade you want
immediately by filling in the code
- * **Packaging code :**
enter an existing package code
- * **Sourcing unit :**
enter an existing sourcing unit
- * **End use :**
enter an existing end use code
- * **Segment :**
enter an existing segment code

REGISTRATION

ADDING IV

*** Quantity and monthly quantities :**

- if you enter only the total quantity and no monthly quantities, you can continue
- if you entered some monthly quantities and the total quantity, then the sum of the twelve months is compared to the total quantity :
 - . if the sum of the 12 months is equal to the total quantity you can continue
 - . if the sum is not equal to the total quantity a message is displayed, and you will not be able to continue until the error is corrected

REGISTRATION

ADDING IV

- if you entered only some monthly figures and no total quantity, the total quantity is replaced by the sum of the twelve months ; a message is displayed and you can continue**

REGISTRATION

ADDING V

- * Contribution :**
here you must enter the total contribution in FIM/TON
- * No recalculation :**
 - allowed values are ' ' and 'X'
 - if the field is left blank the monthly quantities will be recalculated if the process 'recalculations monthly figures' is run
 - if this field contains 'X' the monthly quantities will be left unchanged if the process 'recalculation monthly figures' is run
- * Currency is default 'FIM' and can not be changed**
- * Quantity code is default 'TON' and can not be changed**

SPS AT THE SALES OFFICE

TRANSFER TO BC

- * Makes a copy of the sales plan file ready to transfer by network, diskette or tape cartridge**
- * If you use diskette, always 8" or tape cartridge, you have to initialize them before you start the transfer ; volume ID should always be 'IBMIRD'**
- * According the selection of the media you get a screen indicating the media you selected**

TRANSFER TO BUSINESS CENTRE

SELECTION

*** Gets business centre and sales office from steering file**

*** Jobqueue : default X (yes)**

*** Media :**

N = network

D = diskette

T = tape cartridge

TRANSFER TO BUSINESS CENTRE

Business centre...: 1 KEILANIEMI

Sales office.....: 56 BREDA

Jobqueue.....: X X/

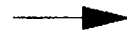
Media.....: N N = network
D = diskette
T = tape

TRANSFER TO BUSINESS CENTRE

MEDIA SELECTION

NETWORK

- * If you get this screen, you selected network as media**
- * CMD7 to cancel the transfer**



TRANSFER FROM SALES OFFICE TO BUSINESS CENTRE

You selected as media.

Execute the following instructions to continue :

Press <ENTER> to start the transfer

TRANSFER TO BUSINESS CENTRE

MEDIA SELECTION

DISKETTE

- * If you get this screen, you selected
diskette as media**
- * CMD7 to cancel the transfer**

TRANSFER FROM SALES OFFICE TO BUSINESS CENTRE

You selected as media.

Execute the following instructions to continue :

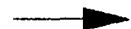
Insert a diskette in the slot of the system
and press <ENTER> to start the transfer

TRANSFER TO BUSINESS CENTRE

MEDIA SELECTION

TAPE CARTRIDGE

- * If you get this screen, you selected
tape cartridge as media**
- * CMD7 to cancel the transfer**



TRANSFER FROM SALES OFFICE TO BUSINESS CENTRE

You selected as media.

Execute the following instructions to continue :

Insert a tape cartridge in the tape drive of the system
and press <ENTER> to start the transfer

SPS AT THE SALES OFFICE

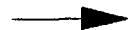
TRANSFER LIST

- * This list gives an overview of the number of records that are being send to the business centre**
- * He counts the number of records per plant and gives one grand total**

TRANSFER LIST

SELECTION

*** Gets business centre and sales office
from steering file**

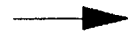


LIST TRANSFERS TO BUSINESS CENTRE

Business centre...:	1	KEILANIEMI
Sales office.....:	56	BREDA

TRANSFER LIST

LAYOUT



2.3.6.3 Layout

```
*****
* TRANSFER LIST : TRANSFERS TO BUSINESS CENTRE   User : ***** Page : ***** *
* NESTE BREDA                                     Date : **/**/** Time : **/** *
* Transfer date : **/**/**                       Sys : SPS *
* Planning year : ** *
* *
* PLANTS                NR RECORDS *
* 10 KULLOO             52 *
* 20 STENINGSUND       63 *
* ... *
* *
* TOTAL                 183 *
* *
*****
```

SPS AT THE SALES OFFICE

INSTALLATION

- * This procedure looks for a file coming from the business centre**
- * If a file is found, a backup is made (rename) of the old sales plan file and the new file is made active**
- * After installation of the new file, the original file is still on the system ; with a little intervention this file can be reactivated**
- * This procedure has no selection screen and runs from the jobqueue**

SPS AT THE SALES OFFICE

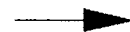
RECEIVALS LIST

- * After the balanced proposal phase, the business centre sends after the management approval an updated sales plan file back to the different sales offices**
- * This list gives after installation an overview of the number of records per plant in the file**

RECEIVALS LIST

SELECTION

*** Gets business centre from the steering information**



LIST RECEIVALS FROM BUSINESS CENTRE

Business centre...: 2 BRUSSELS OFFICE

RECEIVAL LIST

LAYOUT

2.3.14.3 Layout

```
*****  
* TRANSFER LIST : RECEIVALS FROM BUSINESS CENTRE   User : ***** Page : ***** *  
* NESTE BERINGEN                                     Date : **/**/**   Time : **/**   *  
* Transfer date : **/**/**                           Sys : SPS          *  
* Planning year : **                                  *  
*                                                    *  
*OFFICES                NR RECCRDS                *  
* 53 BREDA                70                      *  
* 54 DUSSELDORF          60                      *  
* ...                    *  
* ...                    *  
* ...                    *  
* TOTAL                470                      *  
*                                                    *  
*****
```

SALES PLANNING SYSTEM

AT THE BUSINESS CENTRE

SPS AT THE BUSINESS CENTRE

PROCEDURES

- * Process control**
- * Transfers and installation**
- * Transfer and receivals list**
- * Non connected offices**
- * Inquiry sales plan**
- * PC download**

PROCEDURES

PROCESS CONTROL

- * **Consolidation office results**
- * **Calculate monthly figures**
- * **Final transfer**

PROCESS CONTROL

CONSOLIDATION

- * All the sales plans from all the sales offices are gathered on one system at the business centre**

- * The business centre wants an overview of all the information from all the sales offices together, so all files are put together in one file ; we call this process 'consolidation'**

CONSOLIDATION OFFICE RESULTS

SELECTION

- * Gets business centre from steering file**
- * Sales office :**
 - select one sales office to add to the sales plan, or leave blank to look for all files coming from the sales offices**
- * Print list :**
 - print sales plan input form, default yes (X)**
- * Jobqueue :**
 - put the process on the jobqueue, default yes (X)**

CONSOLIDATION OFFICE RESULTS

Business centre...: 2 BRUSSELS OFFICE

Select (all if blank) :

Sales office.....: 56

Print list.....: X X/

Jobqueue.....: X X/

PROCESS CONTROL

CALCULATION MONTHLY FIGURE

- * This process makes it possible to calculate the monthly quantities per line in the sales plan**
- * This monthly figures can be used to check if no wrong information was entered or to make detailed business reports**
- * The monthly figures are calculated in function of the variation curve connected to the business area (see further)**

PROCESS CONTROL

CALCULATION MONTHLY FIGURE

- * For some reasons it can occur that when you run the process, you want some lines not to be recalculated : note that for this lines the recalculation code has to be filled in (see registration sales plan)**
- * After the process running it is possible that due to some errors the total quantity is not equal to the sum of the twelve months**
- * For that reason there is a special report named quantity control ; this list gives an overview of all the lines in the sales plan where the sum of the twelve months is not equal to the total quantity**

CALCULATION MONTHLY FIGURES

SELECTION

- * Gets business centre and sales office from steering file**
- * Selects all if sales office code is left blank**
- * Jobqueue : default yes (X)**

CALCULATION OF THE MONTHLY SALES PLAN FIGURES.

Business centre...: 1 KEILANIEMI

Select (all if blank) :

Sales office.....: 56 BREDA

Jobqueue.....: X X/

SPS AT THE BUSINESS CENTRE

FINAL TRANSFER

- * This process runs when the sales plan has reached its final version**
- * After the process running, it is not possible anymore to modify the sales plan file**
- * The whole sales plan file gets a final status**
- * The reason for this process is that when the final version has been reached and has been send to the sales offices and plants, no more changes can be done and the version is the same everywhere**

SPS AT THE BUSINESS CENTRE

FINAL TRANSFER

*** NOTE :**

In the business centre it is possible to deactivate this 'final' status so that changes can be made ; if the final sales plan file should be changed, this new version should be made final again and retransmitted to the different sales offices and plants

FINAL TRANSFER

SELECTION

- * Gets business centre from steering file**
- * Jobqueue : default yes (X)**

FINAL TRANSFER SALES PLAN

Business centre...: 02 BRUSSELS OFFICE

Jobqueue.....: X X/

FINAL TRANSFER

WARNING

*** You get this screen when you try to
update or change the sales plan file**

*** press enter to continue**

WARNING

THE SALES PLAN FILE HAS REACHED IT'S FINAL STATUS

NO MORE CHANGES ARE ALLOWED ANYMORE !

You can only look at the final sales plan through
the inquiry program.

You can also take business reports and
the sales plan input form.

Press <ENTER> to continue

SPS AT THE BUSINESS CENTRE

TRANSFER AND INSTALLATION

- * Transfer to the plants**
- * Transfer to the sales office**
- * Installation new sales plan file**

TRANSFER AND INSTALLATION

TRANSFER TO THE PLANTS

- * When the final version of the sales plan is reached, it is send to the different plants**
- * According to the media you selected, you get a screen indicating which media you have selected (see before)**

TRANSFER TO THE PLANTS

SELECTION

*** Gets business centre from the steering file**

*** Select plant you want to transfer or
leave blank if you want them all**

*** Jobqueue : default yes (X)**

*** Media :**

N = network (default)

D = diskette

T = tape cartridge

TRANSFER SALES PLAN TO PLANTS

Business centre...: 1 KEILANIEMI

Select (all if blank) :

Plant.....: 10

Jobqueue.....: X X/

Media.....: N N = network
D = diskette
T = tape

TRANSFER AND INSTALLATION

TRANSFER TO SALES OFFICE

- * At several moments in the process, the sales file is retransmitted from the business centre to the different sales offices**
- * According to the media you have selected, you get a screen indicating which media you have selected (see before)**

TRANSFER TO SALES OFFICE

SELECTION

*** Gets business centre and sales office from steering file**

*** Jobqueue : default yes (X)**

*** Media :**

N = network (default)

D = diskette

T = tape cartridge

TRANSFER SALES PLAN TO SALES OFFICES

Business centre...: 2 BRUSSELS OFFICE

Select (all if blank) :

Sales office.....: 56

Jobqueue.....: X X/

Media.....: N N = network
D = diskette
T = tape

TRANSFER AND INSTALLATION

INSTALLATION NEW SALES PLAN FILE

- * This procedure looks for the files that were transmitted from the sales offices to the business centre**
- * If a file is found, a backup is taken (rename) of the previous sales plan file that came from the sales office, and the file will be replaced by the new version**
- * When the new file has been installed, the previous sales plan file from the sales office is still on the system ; with a little intervention this file can be reactivated**
- * This procedrue has no selection screen and runs from the jobqueue**

PROCEDURES

TRANSFER AND RECEIVALS LIST

- * Transfer list to the plants**
- * Transfer list to the sales office**
- * Receivals list**

TRANSFER LIST TO THE PLANTS

SELECTION

- * Gets the business centre from the steering file**
- * This list gives an overview of the number of records in the sales plan file for each plant/sales office combination**

LIST TRANSFERS TO PLANTS

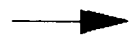
Business centre...: 2 BRUSSELS OFFICE

Select (all if blank) :

Plant.....:

TRANSFER LIST TO THE PLANTS

LAYOUT



TRANSFER LIST TO THE SO

SELECTION

- * Gets the business centre and the sales office from the steering file**
- * This list gives an overview of the records in the sales plan file for each plant/sales office combination**

LIST TRANSFERS TO SALES OFFICES

Business centre..: 1 KEILANIEMI

Select (all if blank) :

Sales office.....: 56 BREDA

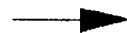
TRANSFER LIST TO THE SO

LAYOUT

RECEIVALS LIST

SELECTION

*** Gets business centre from the steering file**



LIST RECEIVALS FROM SALES OFFICE

Business centre...: 02 BRUSSELS OFFICE

Select (all if blank) :

Sales office.....: 56

RECEIVALS LIST

LAYOUT

PROCEDURES FOR THE BC

NON CONNECTED OFFICES

- * Some sales offices do not have a computer ;
so their sales plan has to be registered
at the business centre**
- * Because all information has to be entered,
the registration program is not sufficient
to fill in the sales plan**
- * If you want to delete some records from
the sales plan you can only delete them
through this program**

NON CONNECTED OFFICES

SELECTION

*** Gets business centre and sales office from the steering file**

*** Row number :**

if you fill in the row number, the system looks for it in the sales plan file

if you do not select a row number, the system will propose one

GENERAL INPUT SALES PLANNING 90
SELECTION

Business centre.....: 01 KEILANIEMI
Sales office.....: 56 BREDA
Rownumber.....: 140

NON CONNECTED OFFICES

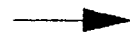
UPDATE/ADD/DELETE SCREEN

*** See registration program for detailed description of the screen**

*** Extra fields :**

- country code**
- department code**

*** Press twice CMD 11 to delete the record**



SPS GENERAL INPUT SALES PLAN YEAR 90

SP022

Business centre...: 01 KEILANIEMI
 Sales office.....: 56 BREDA
 Rownumber.....: 140

Date : 070689

Business unit.....: PE		Quantity
Business area.....: PEFI		JAN 1000
Sales man.....: PAD		FEB 1000
Customer search...: SEARCH		MAR 1000
code.....: 5600190010 NC TRADING BV		APR 1000
Grade search...: SEARCH		MAY 1000
code.....: 1000174		JUN 1000
Packaging code....: BAG		JUL 1000
Sourcing unit.....: 10		AUG 1000
End use.....: FI		SEP 1000
Segment.....: 90		OKT 1000
Quantity.....: 12000		NOV 1000
Contribution.....: 1000 FIM / TON		DEC 1000
No recalculation.: X		
Department.....: 001		
Country code.....: NL		

PROCEDURES AT THE BC

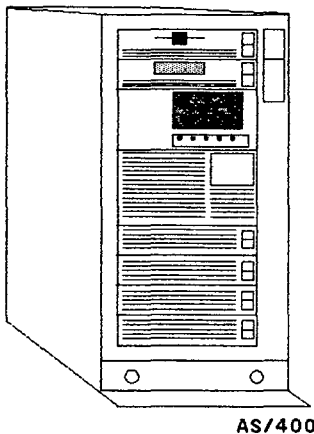
INQUIRY SALES PLAN

*** This program is almost the same as the sales program, with only two differences :**

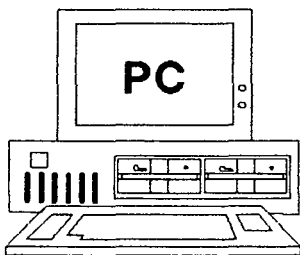
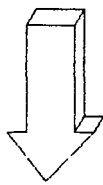
- you can select an existing line that will be displayed on the screen**
- you can only select existing lines ; all screens are identically to the general input program (= non connected offices)**

SPS AT THE BUSINESS CENTRE

PC DOWNLOAD



AS/400



It is possible to transfer the sales plan file or a part of the sales plan file from the system at the business centre (AS/400) to a PC or a PS to be used in a spreadsheet

SALES PLANNING SYSTEM

AT THE PLANT

SPS AT THE PLANT

PROCEDURES

*** Receivals list**

*** Installation new sales plan file**

PROCEDURES

RECEIVALS LIST

- * When the final sales plan has been transmitted from the business centre to the plant, you can take a receivals list from this file**
- * After installation, this list gives an overview of the number of records per sales office in the file**

RECEIVALS LIST

SELECTION

*** Gets the business centre from the steering file**

LIST RECEIVALS FROM BUSINESS CENTRE

Business centre...: 2 BRUSSELS OFFICE

Plant.....: 10

PROCEDURES AT THE PLANT

INSTALLATION NEW SPF

- * When the final sales plan file has been send from the business centre to the plant, you have to install the file**
- * The previous file, if any, is backuped (= renamed) and replaced by this new file**
- * This procedure has no selection screen**

SALES PLANNING SYSTEM

GENERAL OVERVIEW

ON SCREEN

GENERAL OVERVIEW

ON SCREEN

*** SALES OFFICE**

- menu's
- link SAF
- procedures

*** BUSINESS CENTRE**

- menu's
- link SAF
- procedures

*** PLANT**

- menu's
- link SAF
- procedures

SALES OFFICE ON SCREEN

MENU'S

- * INQUIRY MENU**
- * CONTROL MENU**
- * USER MENU**
- * FILE MAINTENANCE**

COMMAND

SALES PLANNING SYSTEM

Service menu

1. Inquiry menu
2. Control menu
3. User menu

11. File maintenance

23. Sales forecast system
24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

Inquiry menu

BUSINESS REPORTS

1. Reports sales office
2. Special reports

SALES PLAN REPORTS

10. Sales plan input form
11. Transfer list
12. Receivals list

INQUIRY

15. Sales plan

24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

Control menu

REGISTRATIONS

1. Sales plan figures

CONTROL PROCESSES

5. Start process sales plan year
6. Transfer to business centre
7. Install new sales plan file

SALES PLAN REPORTS

10. Sales plan input form
11. Transfer list
12. Receivals list

INQUIRY

15. Sales plan

23. Service menu
24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

User menu

REGISTRATION

1. Sales plan figures

SALES PLAN REPORTS

10. Sales plan input form
11. Transfer list
12. Receivals list

INQUIRY

15. Sales plan

24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

File maintenance

DFU

1. Sales plan file

IDDU

5. Link files

GENERAL

10. Save

11. Restore

12. Open

23. Service menu

24. Sign off

Ready for option number or command

SALES OFFICE ON SCREEN

PROCEDURES

- * START PROCESS**
- * SALES PLAN INPUT FORM**
- * REGISTRATION**
- * TRANSFER TO BUSINESS CENTRE**
- * TRANSFER LIST**
- * INSTALLATION NEW SALES PLAN**
- * RECEIVALS LIST**

BUSINESS CENTRE

ON SCREEN

- * INQUIRY MENU**
- * CONTROL MENU**
- * USER MENU**
- * FILE MAINTENANCE**

COMMAND

SALES PLANNING SYSTEM

Service menu

1. Inquiry menu
2. Control menu
3. User menu

11. File maintenance

23. Sales forecasting system
24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

B1

Inquiry menu

BUSINESS REPORTS

1. Reports plant
2. Reports sales office
3. Reports business centre
4. Special reports

SALES PLAN REPORTS

10. Sales plan input form
11. Transfer list to plant
12. Transfer list to sales off.
13. Receivals list

INQUIRY

15. Sales plan

24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

B1

Control menu

REGISTRATIONS

1. Sales plan figures
2. Non connected offices
3. PC-download

CONTROL PROCESSES

4. Consolidation office results
5. Calculate monthly figures
6. Transfer to plants
7. Transfer to sales offices
8. Install new sales plan files
9. Final transfer

SALES PLAN REPORTS

10. Sales plan input form
11. Transfer list to plants
12. Transfer list to sales off.
13. Receivals list

INQUIRY

15. Sales plan
23. Service menu
24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

B1

User menu

REGISTRATION

1. Sales plan figures
2. Non connected offices

SALES PLAN REPORTS

10. Sales plan input form
11. Transfer list to plants
12. Transfer list to sales off.
13. Receivals list

INQUIRY

15. Sales plan
24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

B1

File maintenance

DFU

1. Sales plan file

IDDU

5. Link files

GENERAL

10. Save
11. Restore
12. Open

23. Service menu
24. Sign off

Ready for option number or command

BUSINESS CENTRE ON SCREEN

PROCEDURES

*** PROCESS CONTROL**

- consolidation office results
- calculate monthly figures
- final transfer

*** TRANSFER AND INSTALLATION**

- transfer to the plant
- transfer to the sales office
- installation

*** TRANSFER AND RECEIVALS LIST**

- transfer list to plants
- transfer list to sales offices
- receivals list

*** NON CONNECTED OFFICES**

*** INQUIRY SALES PLAN**

*** PC DOWNLOAD**

PLANT ON SCREEN

MENU'S

- * INQUIRY MENU**
- * CONTROL MENU**
- * FILE MAINTENANCE**

COMMAND

SALES PLANNING SYSTEM

Service menu

1. Inquiry menu
2. Control menu

11. File maintenance .

23. Sales forecasting system
24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

Inquiry menu

BUSINESS REPORTS

1. Reports plant

SALES PLAN REPORTS

10. Sales plan input form

INQUIRY

15. Sales forecast

24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

Control menu

CONTROL PROCESS

SALES PLAN REPORTS

1. Install new sales plan file

10. Receival list

24. Sign off

Ready for option number or command

COMMAND

SALES PLANNING SYSTEM

File maintenance

DFU

1. Sales plan file

IDDU

5. Link files

GENERAL

10. Save
11. Restore
12. Open

23. Service menu
24. Sign off

Ready for option number or command

PLANT ON SCREEN

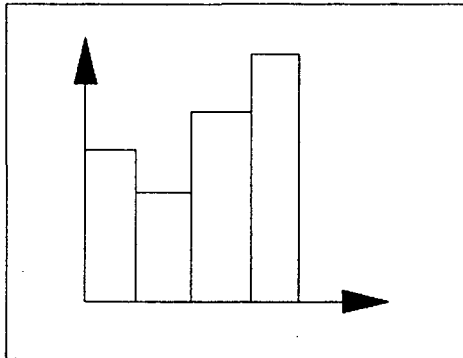
PROCEDURES

- * INSTALL NEW SALES PLAN FILE**
- * RECEIVALS LIST**

APPENDIX

CHANGES TO SAF

**VARIATION CURVE
ADDED
IN CODE FILE**



**PER BUSINESS AREA
A VARIATION CURVE**

INPUT CODES BUSINESS AREA

VARIATION CURVE

*** You can enter a value for each month**

**jan: 100 feb: 100 mar: 100 apr: 100
may: 60 jun: 60 jul: 50 aug: 60
sep: 70 oct: 80 nov: 90 dec: 100**

*** The total for the twelve months = 970**

*** We can calculate the figure for one month
with the following formula :
(total year / sum 12 months) x figure month
For september this would be :
 $72 = (1000 / 970) \times 70$**

INPUT CODES
BUSINESS AREAS

Business area.: PE20

Description...: MOULDING

Variation curve

Jan	100
Feb	100
Mar	100
Apr	100
May	60
Jun	60
Jul	50
Aug	60
Sep	70
Okt	80
Nov	90
Dec	100

SALES PLANNING SYSTEM

EXERCISES

EXERCISES

NOTES

SALES PLANNING SYSTEM

USER ID'S AND PASSWORDS

	SO	BC	PL
PASSWORDS	SOSO	BCBC	PLPL
USER ID	SALES OFF.	BUS. CENTRE	PLANT

BUSINESS