



FORECAST COLLABORATION

SUPPLIER TRAINING GUIDE

Honeywell

SAP

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INTRODUCTION

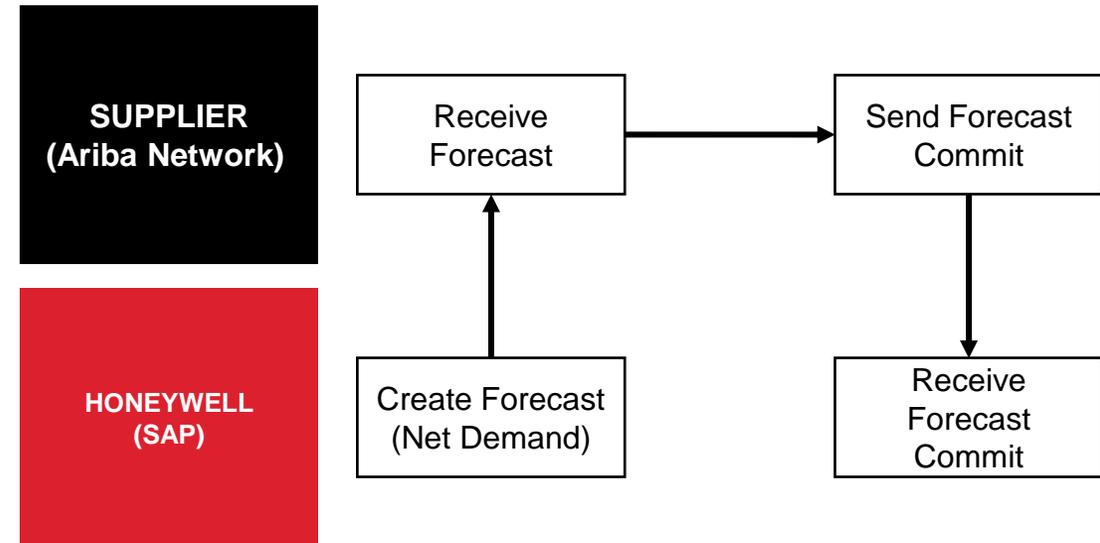
INTRODUCTION

- The forecast collaboration feature enables Buyers to share their forecast with their suppliers. This then allows the suppliers to schedule operations, purchase raw materials and plan capacity accordingly.
- Additionally, the feature enables Suppliers to make commitments. The Buyer can use those commitments for their planning.
- The forecast collaboration feature provides the following to suppliers:
 - A simple table view of buyer forecast demand.
 - The ability to commit to forecast quantities based on supplier capacity and inventory.
 - Daily, weekly, monthly, quarterly and yearly time-bucket views of forecast demand.
 - Integration with other ERP and planning systems in B2B integration, both for buyers and for suppliers.

FORECAST WORKFLOW

FORECAST WITH COMMITMENT

1. Honeywell extracts net demand data after material requirements planning or forecast planning and transmits this data to Ariba Network.
2. The supplier logs on to Ariba Network to view forecast demand data or download the forecast demand data to an Excel file.
3. The supplier can edit the quantities to show supply commitments.
4. Honeywell receives forecast commit.



MODES OF INTEGRATION AND AUTOMATION

Ariba allows suppliers to work in different modes:



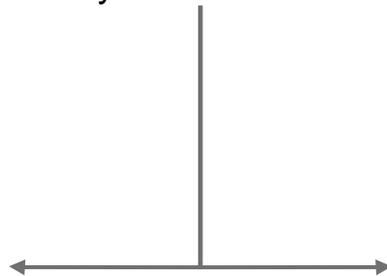
Ariba Portal: The Supplier works online through a Web Browser. Data entry can be on screen or using download and upload functionality.



Full System Integration: Ariba Network allows to electronically integrate with the network. For technical details please refer to your trainer.



Manual: The Supplier can manually enter the data in Portal and upload



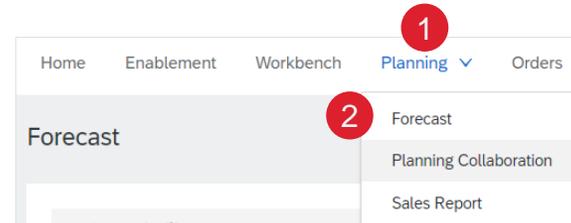
Excel: The Supplier can utilize Excel options to upload data.

PORTAL USER INTERACTION

VIEW FORECAST DATA

SEARCH AND IDENTIFY FORECAST

1. Click on **Planning** tab.
2. From the dropdown list select **Forecast**.
3. Search filters allow to identify specific forecast. Enter search criteria into any of the filter fields as desired.
4. Click **Search**
5. Review the search results.
6. You can configure the view by clicking the **configure** button.
7. To view forecast details, click the icon on the right-hand side of you screen.



A screenshot of a 'Search filters' form. It contains several input fields: Customer * (filled with 'BP SCC Buyer - TEST'), Customer part no., Supplier part no., Customer location, Planner code, Part category, Customer view, Line of business, Product family, Product subfamily, Program code, Part type, and Part status (with radio buttons for Active and Inactive). A red circle 3 is next to the 'Search filters' title. A red circle 4 is next to the 'Search' button.

A screenshot of a search results table. At the top left is a 'Filter' button with 'All customers' selected. At the top right is a pagination control showing 'Page 1' and a 'configure' icon (highlighted with a red circle 6). The table has columns for Customer, Customer part no., Lead time, Part status, Stock on hand, Unit, and a magnifying glass icon (highlighted with a red circle 7). The table contains two rows of data.

Customer	Customer part no.	Lead time	Part status	Stock		
				Stock on hand	Unit	
SCC ANK - TEST BUYER	BP-CIG-2	2	Active	0	EA	
BP SCC Buyer - TEST	2937	5	Active	0	EA	

Note:

- Refer Appendix for [Search Filters Option description](#)
- Refer Appendix for [Configure Options List](#)

VIEW FORECAST DATA

SEARCH AND IDENTIFY FORECAST – MATERIAL DETAIL SCREEN

8. Detail forecast screen for selected material will appear
9. You can **view** the forecast in each time series views (weekly, monthly, quarterly and yearly)
10. You can start from specific **date** and scroll dates from the arrow buttons at right side
11. You can **Commit / Edit** forecast data only using the time series fixed by Honeywell (i.e weekly)
12. When the supplier saves data using a different time series granularity than the previous one used, a pop-up warning appears.
13. Supplier can provide **reason code** from following options whenever they are committing quantity different from the forecast

Note: Suppliers are always encouraged to reply with reason codes whenever the commit is different from the forecast

8 Forecast details - Forecast view

Buyer name: Honeywell - TEST | Customer location: HPSS APAC | Part no.: VLC-305 | Part description: LaserCOMPACT - VN CYMER

9 View by: Weekly | Starting from: 08/08/ | **10** Starting from: 8 Aug

> Chart

Stock on hand: 0 (EA) | Part details | Last sent 27 Jul 2022 3:59:27 AM | Send Data

Key figures	8 Aug Week32	15 Aug Week33	22 Aug Week34	29 Aug Week35	5 Sep Week36	12 Sep Week37	19 Sep Week38	26 Sep Week39	3 Oct Week40	10 Oct Week41
Order forecast										
Cumulative forecast	0	0	0	0	0	0	0	0	0	0
Forecast commit	50									
Cumulative forecast commit	50	50	50	50	50	50	50	50	50	50
Previous forecast										
Cumulative previous forecast	0	0	0	0	0	0	0	0	0	0
Forecast deviation	50	0	0	0	0	0	0	0	0	0
Previous forecast commit										

11 (Pencil icon next to Forecast commit)

12 You are saving commit in a time bucket that is different from the time bucket in which commit was saved last time. This might lead to overwriting of previously committed data. Do you want to proceed?

13 Reason codes:

- Transition Issues
- Engineering Changes / Redesign
- Part Phasing Out/ Phased Out (Last Time Buy)
- Government Source GSI
- Supplier Quality Issues
- Outside Process Issues
- Part Pricing/ Contract Issues
- Maximum Capacity
- Forecast deviation perc
- Labor Capacity Constraint
- Sub-Tier Supplier Labor Capacity Constraint
- Machine Capacity Constraint
- Sub-Tier Supplier Machine Capacity Constraint
- Sub-Tier Supply Shortage
- HON Consigned/Subcon Material Flow

FORECAST COMMIT VIA PORTAL

FORECAST UPDATE

Supplier can edit and send updated key figures quantities or copy forecast to commit

Edit Forecast:

From **Planning > Forecast > View document**

1. Click the **pencil icon** next to key figure you desire to update & update the quantities as needed or
2. If the commit is same as forecast, then copy forecast to commit option can be used
2. Click **Save**
3. Click **Refresh data** to update the key figures quantities
4. Click **Send data** on the right-hand side of your screen
5. Confirmation notice will appear

Stock on hand: 36 (EA) | [Part details](#)

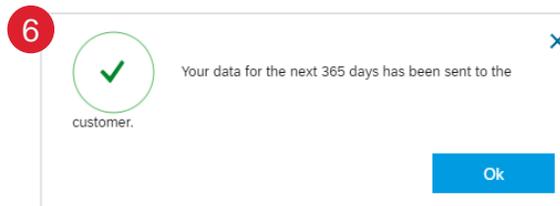
Key figures	21 Nov	22 Nov	23 Nov
Order forecast			3
Cumulative forecast	0	0	3
Forecast commit 			0
Cumulative forecast commit	0	0	0

Forecast commit

<input type="text"/>	<input type="text"/>	<input type="text" value="4"/>	<input type="text"/>	<input type="text"/>
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Stock on hand: 36 (EA) | [Part details](#)

Key figures	21 Nov	22 Nov	23 Nov
Order forecast			3
Cumulative forecast	0	0	3
Forecast commit 			2



FORECAST COMMIT VIA EXCEL

CREATE A JOB

From the Home page:

1. Click “...” button and select **Upload/Download** from the drop down
2. In the Jobs sub-tab click **Create** in the bottom of the screen to create a new Job. New window will appear
3. Set **job type** as Forecast
 - Job name
 - Customer name
 - Time period
4. Minimum required is to fulfill all mandatory fields marked with an asterisks
5. Click **Save**

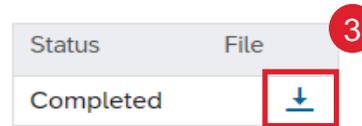
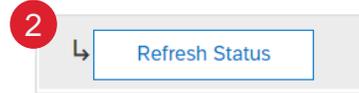
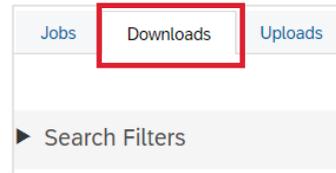
The screenshot displays the SAP Business Network Enterprise Account interface. The top navigation bar includes 'Home', 'Enablement', 'Workbench', 'Planning', 'Orders', 'Fulfillment', and 'More'. A 'Create' button and a three-dot menu are visible. The three-dot menu is open, showing 'Excel Files' and 'Upload/Download' options. A red circle '1' is placed over the 'Upload/Download' option. Below the navigation bar, a 'Create' button is highlighted with a red circle '2'. The 'Create/Edit Job' form is shown with several fields highlighted by red boxes and numbered circles: 'Name' (4), 'Type' (3), 'Customer' (4), and 'Time period' (3). The 'Time period' dropdown is set to 'Weekly'. At the bottom right of the form, a 'Save' button is highlighted with a red circle '5'. The form also includes fields for 'Supplier part number', 'Buyer part number', 'Product family', 'Product sub-family', 'Location', 'Customer view', 'Minimum Order Quantity', 'Program code', 'Planner code', 'Part category', 'Part type', 'Manufacturing type', 'Line of business', 'Years to download', 'Buyer last modified', and 'Supplier last modified'. There are also checkboxes for 'Download planning item attributes on all rows' and 'Prepopulate Commit time series quantities with Forecast quantities'.

FORECAST COMMIT VIA EXCEL

DOWNLOAD A JOB

From “...” > Upload/Download > Create

1. Select the job you created and click **Run**. You will be transferred to Downloads sub-tab
2. Click **Refresh** status to update job status to Completed.
3. **Download** a job by clicking the icon
4. Save Excel file on your computer. Update the qualities you desire within the file.



Note: Suppliers can edit and commit Excel files only in the preferred time series i.e. weekly fixed by Honeywell.

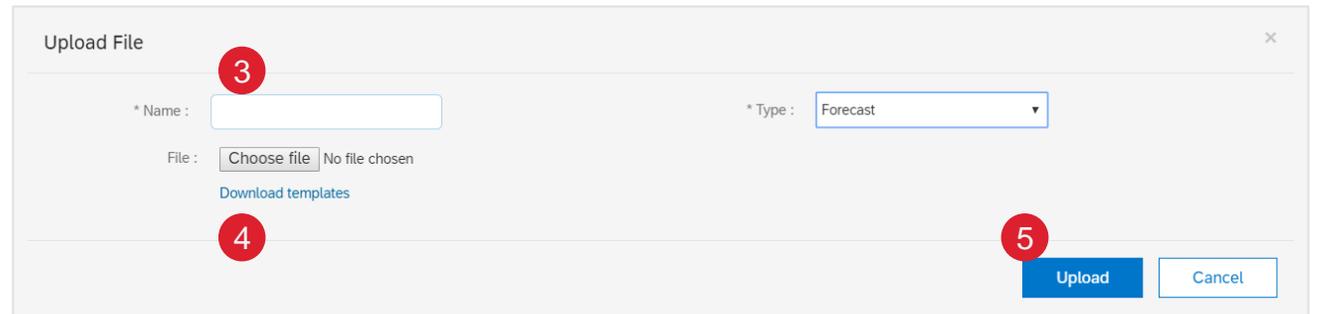
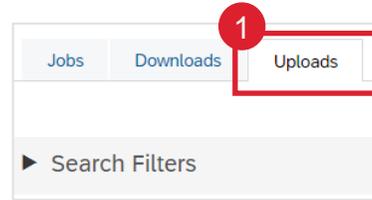
A screenshot of the SAP Ariba interface. At the top, there is a blue header with the SAP Ariba logo and the text 'Ariba Supply Chain Collaboration - Forecast'. Below the header is a table with the following columns: Customer ANID, Customer Name, Customer part no., Supplier part no., Description, Plant ID, Location, Lead Time, Last updated, Line of business, Product family, and Product subfamily. The first row of data is highlighted in yellow. A red circle with the number '4' is positioned above the table.

Customer ANID	Customer Name	Customer part no.	Supplier part no.	Description	Plant ID	Location	Lead Time	Last updated	Line of business	Product family	Product subfamily
AN01055993515-T	BP SCC Buyer - TEST	2918		BP TST 2918	8540	Czech Rep 0		8 Oct			

FORECAST COMMIT VIA EXCEL

UPLOAD A JOB

1. To upload updated Excel file, go to **Uploads** sub-tab
2. Click **Upload**. New window will appear
3. Enter a job name and set the type as Forecast
4. Browse the file from your computer
5. Click Upload
6. Status indicates whether upload was successful:
 - **Failed** – upload failed due to errors. Download Log file, fix the errors and reupload
 - **Completed with errors** – the lines without errors were submitted. Download Log file, fix the lines with errors and reupload
 - **Completed** – the file has been successfully submitted



Uploads		6		
Name	Type	Status	File	Log
		Failed	↓	↓
		Failed	↓	↓
		Completed With Errors	↓	↓
		Failed	↓	↓
		Completed	↓	↓

APPENDIX

FORECAST DATA

SEARCH FILTERS DESCRIPTION

Field	Description
Customer	Customer identification.
Customer Part Number	Customer's material number.
Supplier Part Number	Vendor's material number.
Customer Location	Customer Plant.
Planner Code	Customer planner identification.
Show Unique Part and Plant	Once checked, the result screen will show key figures for both supplier managed inventory and forecast data.
Part Category	Part Category as aligned with the customer.
Line of Business	Line of Business as aligned with the customer.
Product Family	Product Family as aligned with the customer.
Product Sub-Family	Product Sub-Family as aligned with the customer.
Program Code	Program Code of Business as aligned with the customer.
Part Type	Part Type as aligned with the customer.
Process Type	Specifies whether the part is using Replenishment Order for SMI (can be combined with Forecast).
Part Status	Specifies if the part is active or inactive.
Customer View	Buyers are allowed to create views, referred to as custom views, for planning processes and set conditions for their display

CONFIGURE OPTIONS

LIST

Supplier Part No.	Quantity	Line of business
Description	Status	Product family
Min Order Qty	Min Stock Level	Product subfamily
Customer Location	Part Category	External program code
Lead Time	Planner Code	Part type
Part Status	Customer View	Unit
Last Customer Update	Manufacturer name	Min Days of Supply
Last Supplier Update	Manufacturing part ID	System ID

VIEW FORECAST DATA

KEY FIGURES DESCRIPTION

Key Figures	Description	Data Source
Order forecast	Customer shared demand	Honeywell standard
Cumulative forecast	Customer previous + current demand	Honeywell calculated
Forecast commit	Quantity committed to the customer	Supplier standard
Cumulative forecast commit	Supplier previous + current commitment	Supplier calculated
Previous forecast	Historic demand	Honeywell standard
Cumulative previous forecast	Cumulative historic demand	Honeywell calculated
Forecast deviation	Forecast commit – Order forecast	Network calculated
Previous forecast commit	Historic commit	Supplier standard
Upside forecast	Additional quantity available for the customer	Honeywell standard
Firmed orders	Buyer confirmed orders within the firm zone.	Network calculated
Order received	Quantity received by the buyer based on orders, within each of the user-selected time bucket.	Network calculated
Goods received	Cumulated received quantity per period	Network calculated
Total shipment	Based on total receipts by the Buyer for each time bucket.	Network calculated