

Accelerating Essity's Digital Transformation

FORECAST PROCESS



Audience: Essity Suppliers



Direct Materials



Forecast Process

Course Objectives

By the end of this course, you should be able to:

- 1 Describe the Forecast Process flow and considerations
- 2 Search and identify Forecast Data
- 3 Identify key figures of Forecast Process
- 4 Demonstrate how to submit a Forecast Commit



Forecast Process

Topic

1

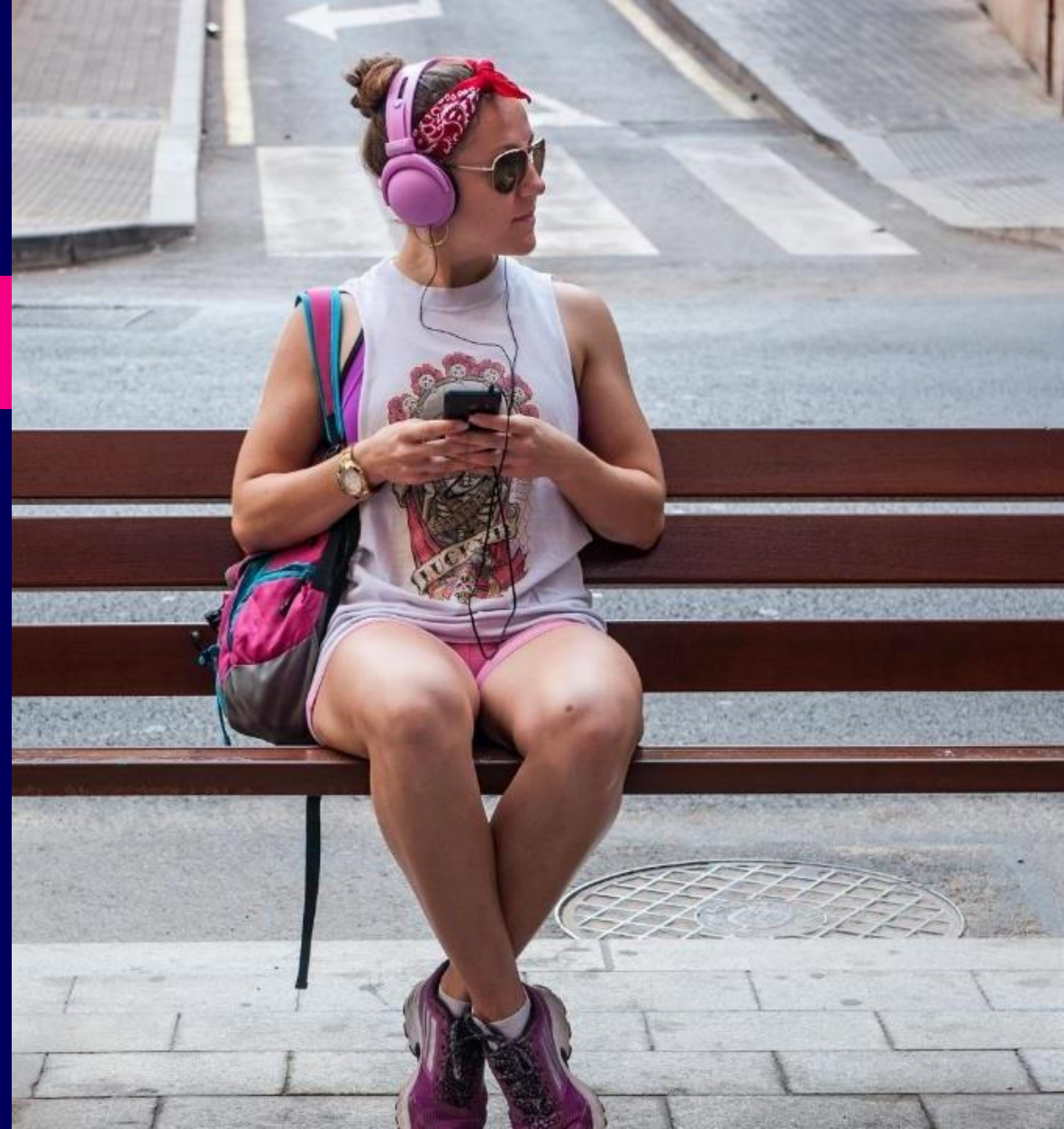
Introduction

Forecast Process Flow

View Forecast Data

Forecast Commit

Course Summary



Forecast Process

Introduction

Forecast collaboration plays an essential role in ensuring that suppliers have the right information beforehand to plan their inventory so they can meet customer demand. Material Planners can share Forecasts and receive Forecast Commits for direct materials from their suppliers.

The Forecast Process features:

Sharing the forecast demand based on Requisitions to Suppliers in SAP Business Network

Daily, weekly, monthly, and yearly time-bucket views of forecast demand

The ability for suppliers to commit to forecast quantities based on their capacity and inventory

Forecast Process Topic

Introduction

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Forecast Process Flow

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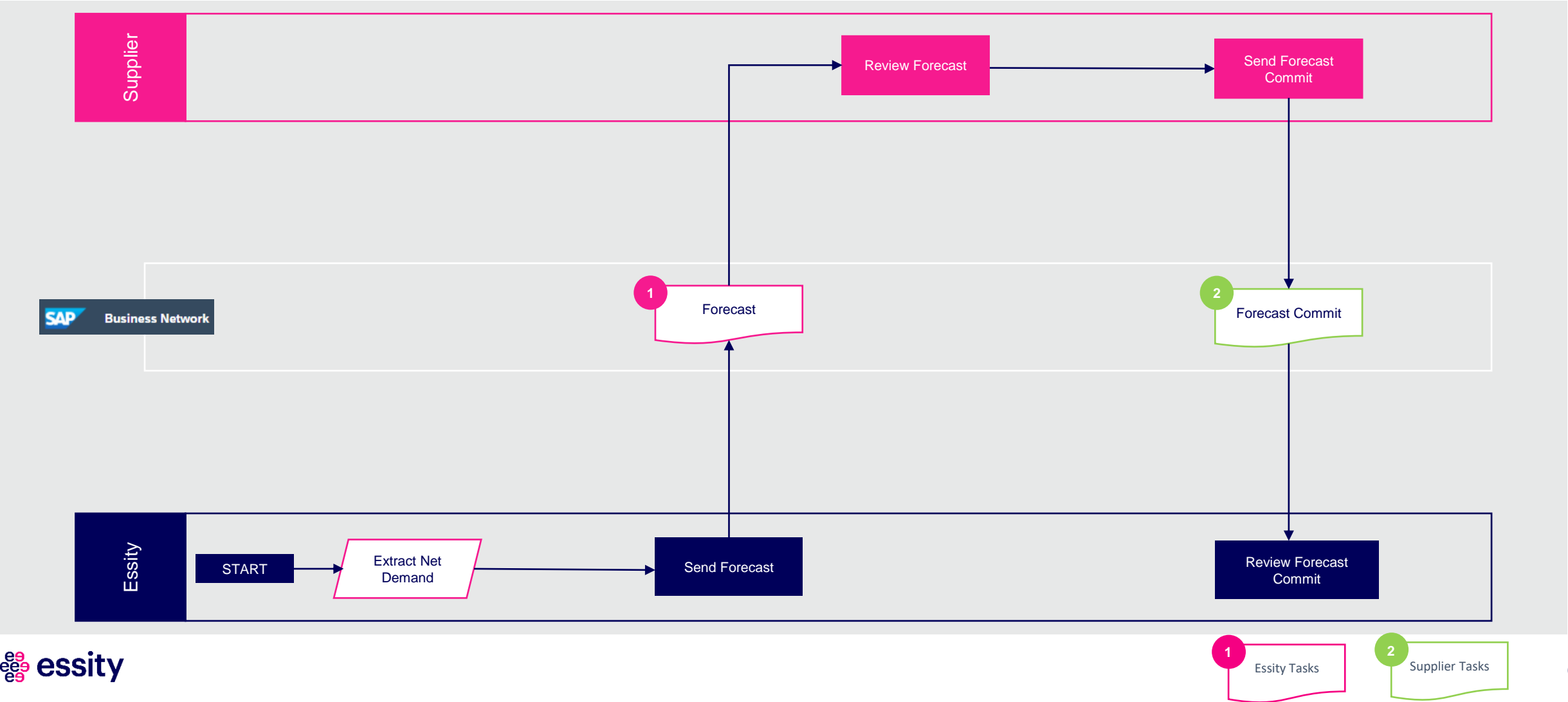
Course Summary



Forecast Process

Forecast Process Flow

Given below is the process flow for Forecast.



Forecast Process

Other Considerations

1

Forecast data will be shared
for raw and packaging
materials

2

Forecast horizon will
encompass 10 weeks for
short-term horizon and 16
weeks for long-term horizon

3

Forecast data will be shared
weekly

Forecast Process Topic

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Forecast Collaboration Process Flow

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View Forecast Data

Forecast Commits

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Forecast Process

Search and Identify Forecast

The screenshot shows the SAP Business Network interface in 'TEST MODE'. The top navigation bar includes 'Home', 'Workbench', 'Planning', 'Orders', 'Fulfillment', 'Quality', 'Invoices', 'Payments', 'Catalogs', and 'Reports'. A red box labeled '1' highlights the 'Planning' tab. A dropdown menu is open under 'Planning', with a red box labeled '2' highlighting the 'Planning Collaboration' option. Below this, the 'Planning Collaboration' section is visible. A large red box labeled '3' encompasses the 'Search filters' section, which contains two columns of input fields: Customer, 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, Process type (set to 'Forecast'), and Part status (with 'Active' selected). A checkbox for 'Show unique part and plant' is at the bottom left of the filters. A red box labeled '4' highlights the 'Search' button at the bottom right of the filters, next to a 'Reset' button.

1 Click the **Planning** tab.

2 From the dropdown list, select the **Planning Collaboration** option.

3 Search filters allow to identify specific forecast. Enter the search criteria into any of the filter fields as desired.

4 Click the **Search** button.

Forecast Process

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

Forecast Process

View Forecast Data

Customer	Customer part no.	Supplier part no. ↑	Customer location	Lead time	Part status	Last customer update	Last supplier update	Process type
Essity Health and Hygiene - TEST			SEF2 (OWN_EU_PCF_SE_FBG_Falkenberg)	5	Active	5 Apr 2021 9:28:27 AM	21 Jul 2021 11:38:35 PM	Forecast
Essity Health and Hygiene - TEST			SEF1 (OWN_EU_MIL_SE_EDE_Edet)		Active	16 Nov 2021 2:00:09 AM	9 Nov 2021 8:34:59 PM	Forecast
Essity Health and Hygiene - TEST			FIF1 (OWN_EU_MIL_FI_NOK_Nokia)		Active	16 Nov 2021 2:00:06 AM		Forecast
Essity Health and Hygiene - TEST						16 Nov 2021 2:00:06 AM		

Forecast details

Forecast view

Buyer name

Customer location

Part no.

Part description

Essity Health and Hygiene - TEST

OWN_EU_MIL_SE_EDE_Edet

View by:

Daily

Starting from:

11/16/2021

>

Chart

Stock on hand: 0 (COM)

Part details

Key figures	16 Nov 2021	17 Nov 2021	18 Nov 2021	19 Nov 2021	20 Nov 2021	21 Nov 2021	22 Nov 2021	23 Nov 2021	24 Nov 2021	25 Nov 2021
Order forecast	0		144							72
Forecast commit										
Forecast deviation	0	0	-144	0	0	0	0	0	0	-72
Previous forecast commit										

Refresh data

Copy Forecast to Commit

Lead time

Customer

Essity Health and Hygiene - TEST

Customer part no.

Supplier part no.

Product family

Product type

Description

Stock on hand

0

Customer planner

SEF1 (MRP Controller 001)

Phone

Email

Customer location

SEF1 (OWN_EU_MIL_SE_EDE_Edet)

Goods receiving time

Lead time

Customer last update

16 Nov 2021 2:00:09 AM

Unit price

Planning horizon

1095 days

Last commit time bucket

Daily

Manufacturer name

Manufacturer part ID

Last sent 9 Nov 2021 8:35:02 PM

Send Data

Once the filtering data were selected then you will be able to display the forecast data for assigned category.

- 1 Click on this icon to display the details.
- 2 View the forecast data for a material.
- 3 Click the **View by** dropdown arrow to choose desired time series granularity to view the forecast in Daily, Monthly, Weekly, or Yearly time buckets.
- 4 Review the details of the material by clicking the **Part Details** button.
- 5 The **Order Forecast** key figure shows the quantity of the forecasted demand on the specified date.

Forecast Process

Key Figures

Here are the key figures present in the forecast collaboration.

Key Figures	Description	Data Source
Order forecast	Displays the Forecast Quantity in the specified date view (daily, weekly, monthly, yearly)	Buyer standard
Forecast commit	Quantity committed to the customer	Supplier standard
Forecast deviation	Calculates the difference between forecast quantity vs the supplier's committed quantity Formula: Forecast commit – Order forecast	Network calculated
Previous forecast commit	If supplier changes the quantity commit. This will hold the previous value communicated.	Network standard

Forecast Process

Topic

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Forecast Process Flow

View Forecast Data

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Forecast Commit

Course Summary



Forecast Process

Forecast Commit (1/2)

Forecast details - Forecast view

Buyer name: Essity Health and Hygiene - TEST
Customer location: OWN_EU_MIL_SE_EDE_Edet
Part no.:
Part description:

View by: **Daily** (dropdown arrow)
Starting from: 11/15/2021

Starting from: 15 Nov 2021

Last sent 9 Nov 2021 8:35:02 PM [Send Data](#)

Key figure	Yearly	15 Nov 2021	16 Nov 2021	17 Nov 2021	18 Nov 2021	19 Nov 2021	20 Nov 2021	21 Nov 2021	22 Nov 2021	23 Nov 2021	24 Nov 2021
Order forecast		0	0		144						
Forecast commit											
Forecast deviation			0	0	-144	0	0	0	0	0	0
Previous forecast commit											

[Refresh data](#) [Copy Forecast to Commit](#)

Last customer updated 16 Nov 2021 2:00:09 AM

Lead time

Forecast details - Forecast view

Buyer name: Essity Health and Hygiene - TEST
Customer location: OWN_EU_MIL_SE_EDE_Edet
Part no.:
Part description:

View by: **Daily** (dropdown arrow)
Starting from: 11/15/2021

Starting from: 15 Nov 2021

Last sent 9 Nov 2021 8:35:02 PM [Send Data](#)

Stock on hand: 0 (CON) [Part details](#)

Key figures	15 Nov 2021	16 Nov 2021	17 Nov 2021	18 Nov 2021	19 Nov 2021	20 Nov 2021	21 Nov 2021	22 Nov 2021	23 Nov 2021	24 Nov 2021
Order forecast	0	0								
Forecast commit				144						
Forecast deviation		0	0	-144	0	0	0	0	0	0
Previous forecast commit										

[Cancel](#) [Save](#)

Last customer updated 16 Nov 2021 2:00:09 AM

Lead time

- 1 View the forecast data for a material.
- 2 Click the **View by** dropdown arrow to choose the desired time series granularity to see the forecast in Daily, Monthly, Weekly, or Yearly view.
- 3 Click the pencil icon in the **Forecast Commit**.
- 4 Entries can now be entered in the **Forecast Commit** row.
- 5 Enter the committed quantity for the specified period.
- 6 Click the **Save** button.

Forecast Process

Forecast Commit (2/2)

Forecast details - Forecast view

Buyer name: Essity Health and Hygiene - TEST
Customer location: OWN_EU_MIL_SE_EDE_Edet
Part no.: [redacted]
Part description: [redacted]

View by: Daily Starting from: 11/15/2021

Chart

Stock on hand: 0 (CON) | Part details

Last sent 9 Nov 2021 8:35:02 PM [Send Data](#)

Key figures	15 Nov 2021	16 Nov 2021	17 Nov 2021	18 Nov 2021	19 Nov 2021	20 Nov 2021	21 Nov 2021	22 Nov 2021	23 Nov 2021	24 Nov 2021
Order forecast	0	0		144						
Forecast commit				144						
Forecast deviation		0	0	0	0	0	0	0	0	0
Previous forecast commit										

Refresh data Copy Forecast to Commit

Last customer updated 16 Nov 2021 2:00:09 AM

Lead time

Forecast details - Forecast view

Buyer name: Essity Health and Hygiene - TEST
Customer location: OWN_EU_MIL_SE_EDE_Edet
Part no.: [redacted]
Part description: [redacted]

View by: Daily Starting from: 11/15/2021

Chart

Stock on hand: 0 (CON) | Part details

Last sent 16 Nov 2021 5:02:35 AM [Send Data](#)

✓ Your data for the next 1095 days has been sent to the customer.

Ok

Key figures	15 Nov 2021	16 Nov 2021	17 Nov 2021	18 Nov 2021	19 Nov 2021	20 Nov 2021	21 Nov 2021	22 Nov 2021	23 Nov 2021	24 Nov 2021
Order forecast	0									
Forecast commit										
Forecast deviation		0	0	0	0	0	0	0	0	0
Previous forecast commit										

Refresh data Copy Forecast to Commit

Last customer updated 16 Nov 2021 2:00:09 AM

Lead time

7 Entry on the **Forecast Commit** has been saved and the **Forecast Deviation** key figure shows the difference between the forecast quantity vs supplier committed quantity.

8 Click the **Send Data** link to submit the forecast commits to Essity.

9 The forecast commit for the next 1,095 days is submitted.

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Course Summary

The key points to remember from this course are:

- 1 Forecast Process plays an essential role in ensuring that suppliers have the right information beforehand to plan their inventory so they can meet customer demand.
- 2 Forecast Data, Forecast Commit and Forecast deviation are the key figures in Forecast Process.



Thank you for your
participation. Join us in
shaping our future!



