

Keeping Operational Metrics Under Control with APCC

APCC Implementation at Murad Inc.

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RapidflowApps



Murad at a glance

- Murad, Inc. was founded in 1989 by world-renowned dermatologist Howard Murad, M.D. Known globally for high performance topical and internal skincare, Murad has grown by introducing breakthrough products
- Today the Murad brand includes 91 consumer products and 45 professional products sold in 45 countries under 13 distinct product lines
- Murad products are available in over 3,000 leading-spas, salons and medical offices.



Rapidflow Apps Profile

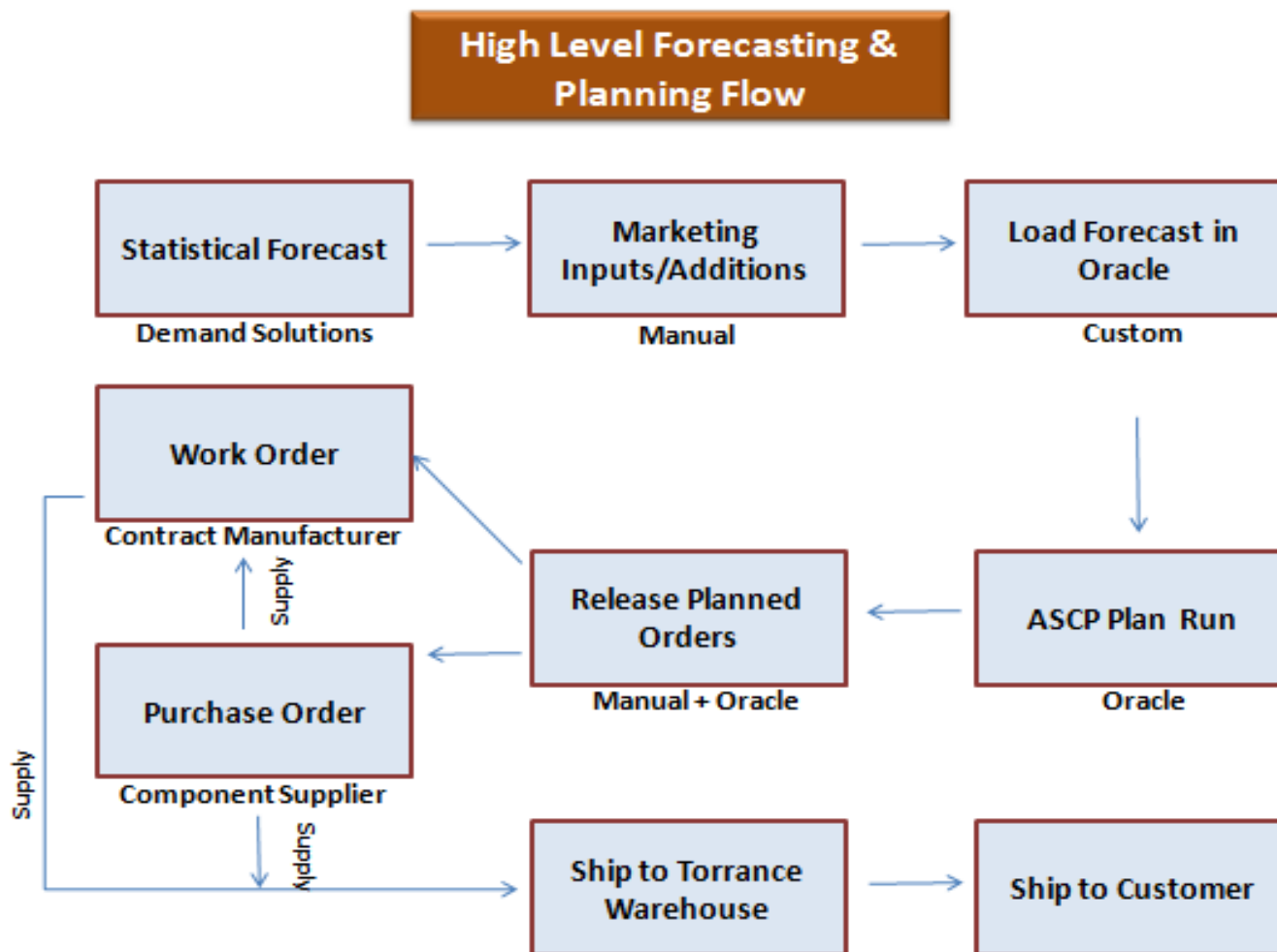
Rapidflow Apps was founded with the sole objective of providing high quality, innovative and practical solutions to the real world business problems for Oracle users in the areas of **Supply Chain Planning, Product Lifecycle Management, Master Data Management and Business Intelligence.**

Rapidflow Apps quality Business Flow based methodology significantly reduces the implementation time and cost of ownership.

Services

- Implementation and upgraded for Oracle Value Chain Planning, Oracle Agile PLM, PM Data Hub and OBIEE .
- Turnaround services for troubled/failed Implementations
- Third Party Validation :Configuration and Design Validation
- Offsite Support/Offshore support, Corporate Training

MURAD & APCC - WHY

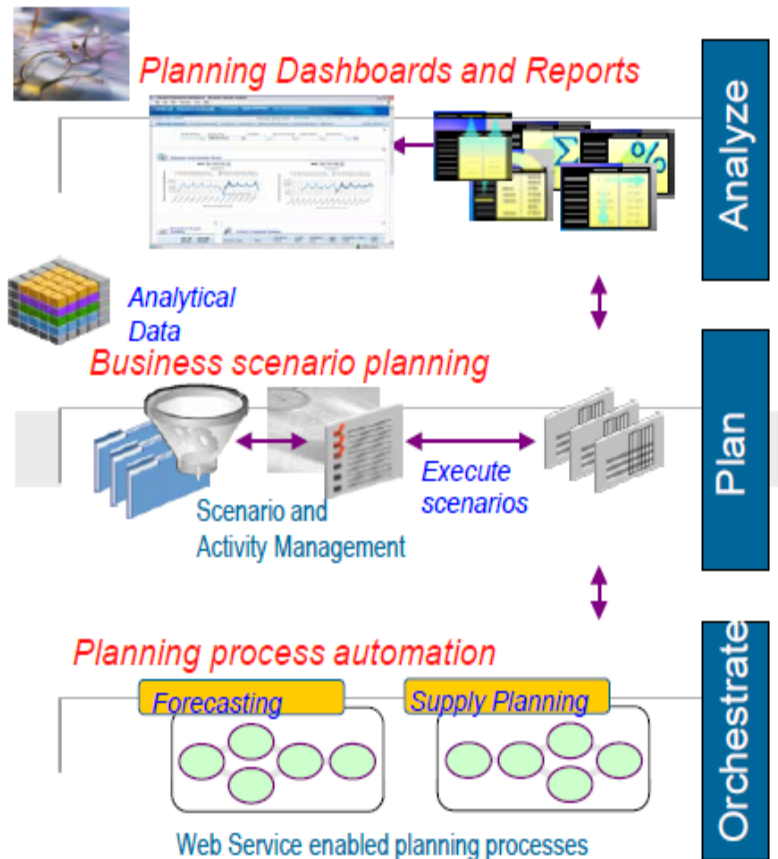


- Demand Changes
 - Flexible forecasts to follow market trends and demands
 - Rapid, short term and fairly unpredictable promotion results
- Supply Changes
 - Component and Raw material shortages
 - Bulk rejection due to quality issues at receipt
 - Variable product expiry based on sales region
- Product Changes
 - Very frequent new product introductions, and existing phase outs
 - Changes in raw material, containers, labels, packaging

- Multiple data sources for reports
 - Oracle EBS/ASCP
 - BI/Data Warehouse
 - Manual Excel updates
- Disconnect between planning system (ASCP) and reporting
 - Management reports need to be put together from multiple data sources
 - Manual effort and time lag (upto 10 days) to create reports
 - Reports have stale data and not refreshed with current data status
- Reports not flexible to handle what if scenarios
 - Manual effort needed to investigate and collect scenario effects
 - Management not sure on impact to metrics

APCC OVERVIEW

Enable holistic view of supply chain performance

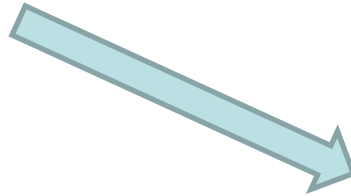


- Provide insight to key decision makers
 - Close the loop with embedded analytics
 - Bridge the gap between analytics and planning through seamless integration with operational planning applications
 - Leverage pre-built dashboards with rich content and KPIs
- Proactively respond to deviations in performance
 - Identify root cause
 - Define and evaluate alternative business scenarios
 - Manage execution of scenarios; assign tasks to planners and other stakeholders
- Reduce decision making cycle time through process automation
 - Use BPEL process flows to execute planning processes
 - Configure and adapt

Source: Oracle Corp.

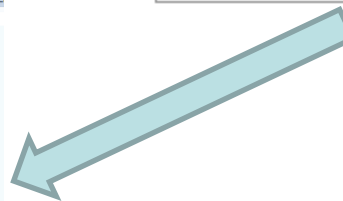
- Demand Pegged to Schedule
- (USD)
- Demand Variability Safety S
- Fill Rate
- Forecast in IO plan
- Inventory Turns
- Inventory Turns in IO Plan
- Inventory Value in IO plan
- (USD)
- Manufacturing LT Variability
- Maximum Inventory Level
- Mean Absolute Deviation
- Mean Absolute Percent Error
- Minimum Inventory Level
- On-Hand
- On-Hand - Days of Cover
- On-Hand - Value

Calculated Metrics and Facts

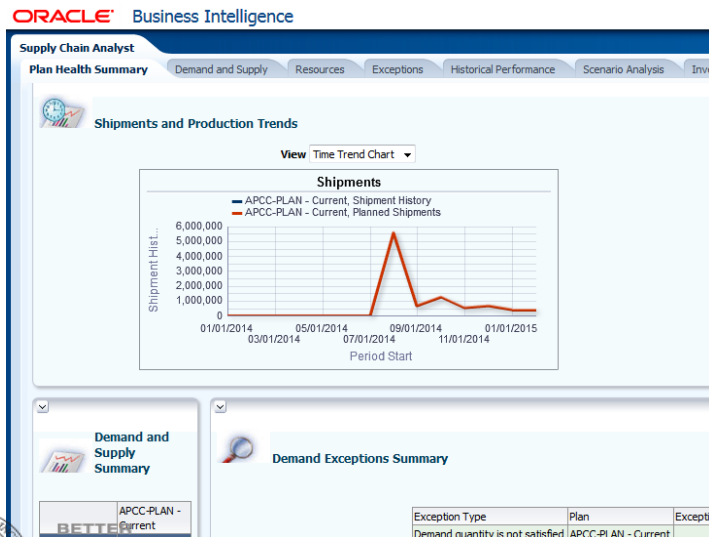


Choose to configure Reports

Plan	Organization	Exception - Count	Exception Type
APCC-PLAN - Current	PME: COS	5,721	Late supply pegged to forecast
		8,300	Late supply pegged to sales order
	PME: OSP	3,146	Late supply pegged to forecast
		3,059	Late supply pegged to sales order
	PME: TIB	2,647	Late supply pegged to sales order
	PME: TOR	389,063	Items with Overconsumption
		5,207	Items with no activity
		5,468	Late supply pegged to forecast
		16,360	Late supply pegged to sales order
		42,949	Past due sales orders



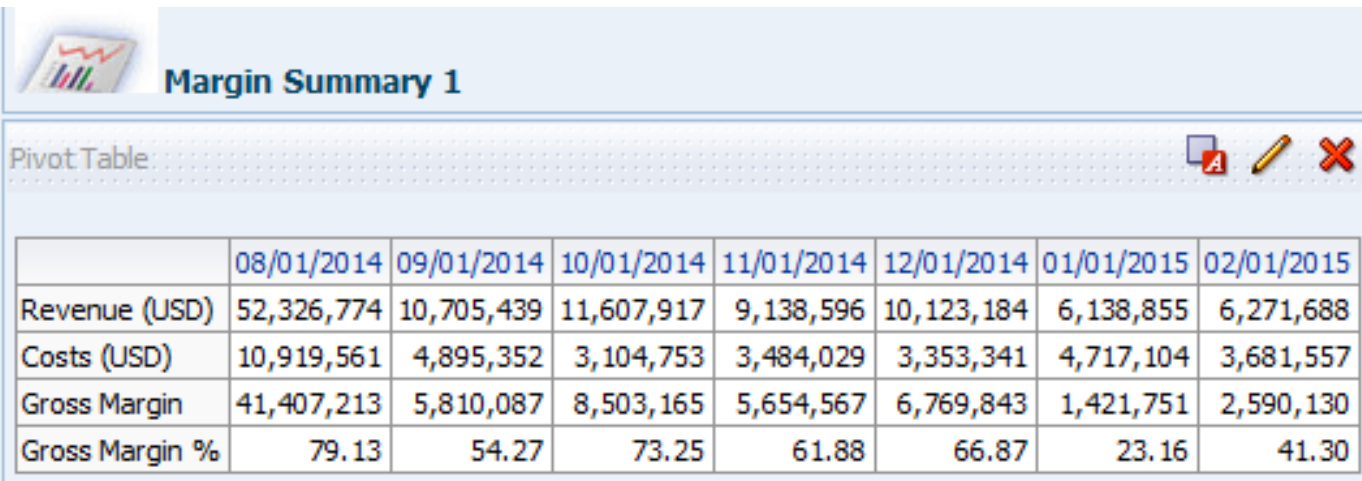
Build Dashboards out of Reports



The same Planning data set is aggregated differently to provide required analytical information to various business roles

- Executive
 - Monitor Financial, Sales & Operations Planning KPIs
 - Refreshed everyday with ASCP plan run
- Manager
 - Review and monitor Operational metrics and compare alternate scenarios for effect on metrics
 - Interlinked reports and metrics, presented in Dashboards
- Planner
 - Detailed planning reports provide insight on current deviations and allow planner to take actions

- Planning data rolls up to Revenue, Cost and Margin information
- Track actual to date performance with respect to Budgets and targets
- Any changes to supply – demand data and metrics can be viewed in terms of financial metrics



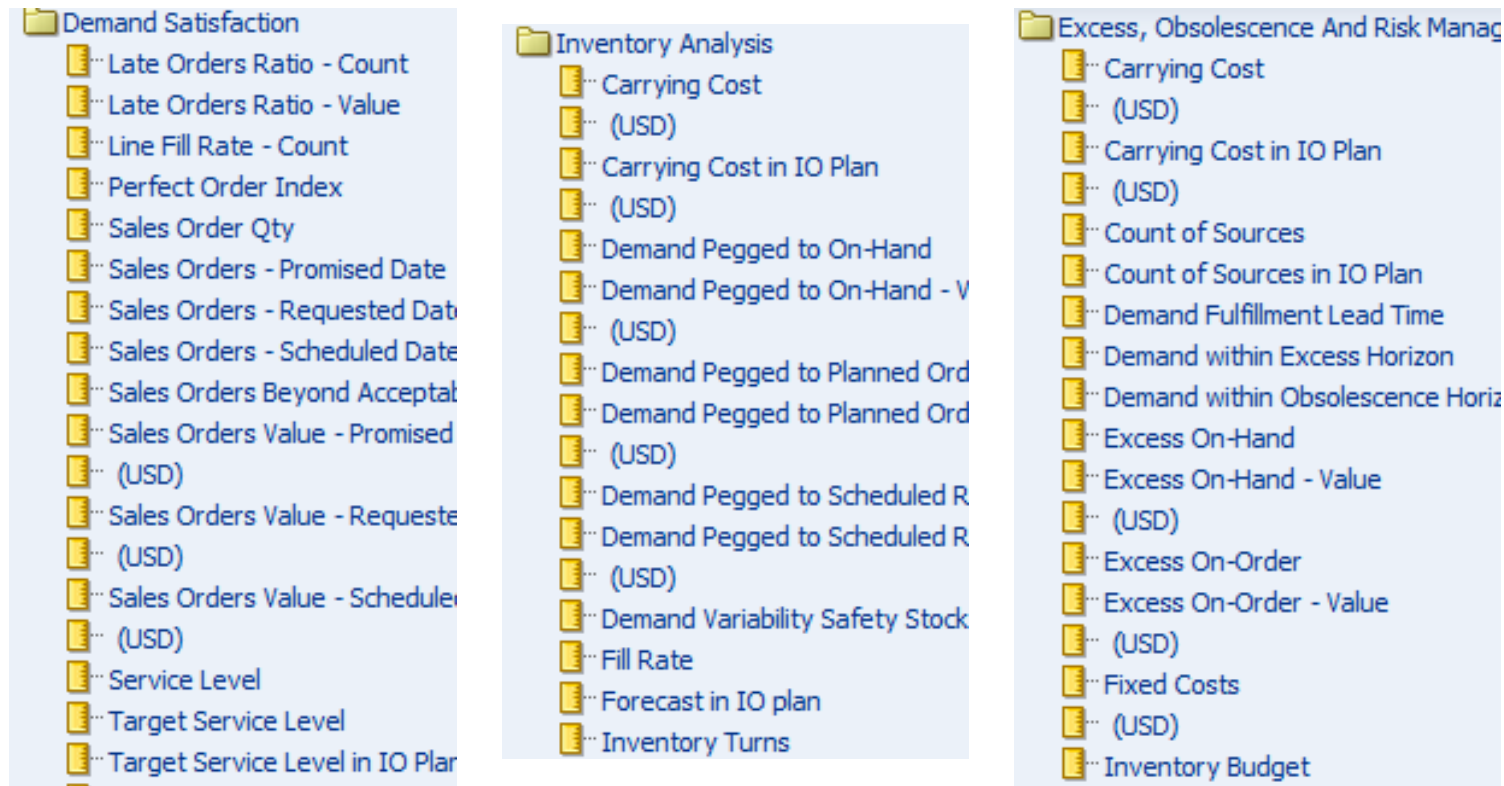
Margin Summary 1

Pivot Table

	08/01/2014	09/01/2014	10/01/2014	11/01/2014	12/01/2014	01/01/2015	02/01/2015
Revenue (USD)	52,326,774	10,705,439	11,607,917	9,138,596	10,123,184	6,138,855	6,271,688
Costs (USD)	10,919,561	4,895,352	3,104,753	3,484,029	3,353,341	4,717,104	3,681,557
Gross Margin	41,407,213	5,810,087	8,503,165	5,654,567	6,769,843	1,421,751	2,590,130
Gross Margin %	79.13	54.27	73.25	61.88	66.87	23.16	41.30

Operational Performance Metrics

- APCC provides out of the box set of Industry best practice metrics and reports
- We can create custom metrics to track and report



Detailed Reports & Drill Down



Inventory KPI

Manufacturing Period Start Date 08/01/2014 ▼

Item	PAB Value	Inventory Turns	Safety Stock	PAB Days of Cover	Independent Demand - Quantity
10051	9,086	9.14	0	44	4,248
10053	28,412	5.90	7,613	29	11,638
10061	28,791	4.91	8,075	31	11,606
10063	1,451	4.26	0	304	506

Planner	Item Status	Forecast Quantity (6 Months)	Wkly Fcast Avg	On-Hand	Wks Coverage (OH)
Jessica	Phase Out			12	
Jessica	Active	8,865	1,741	3,502	2
Jessica	Active	24,164	5,048	17,986	4
JorgeP	Active	24,888	5,893	19,581	3

APCC provides Detailed Reports at the lowest level – Item/Supplier/Customer for Planners to review and take actions



Demand Exceptions Summary

Exception Type	Plan	Exception - Count	Count Diff%	Exception - Days	Days Diff%
Demand quantity is not satisfied	APCC-PLAN - Current	626	0		
Past due orders	APCC-PLAN - Current	210	0	17283	
Past due sales orders	APCC-PLAN - Current	18,68			

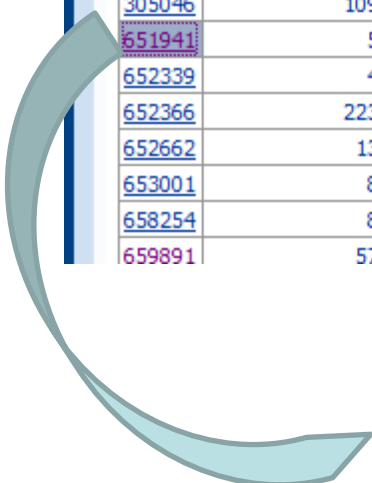
- ⚙ Exceptions Trend
- ⚙ Exceptions by Categories
- ⚙ Exceptions by Organizations
- ⚙ Exceptions by Customers
- ⚙ Exceptions by Items

Most APCC reports allow direct Drill down from summary reports to different level of Details



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APCC reports have context sensitive drill downs directly to the ASCP workbench – this allows Planners to action directly based on Analysis Reports



652366	27	Late supply pegged to forecast	Jessica	Late Sales Orders and Foreca
305046	109	Late supply pegged to sales order	Enrico	Late Sales Orders and Foreca
651941	5	Late supply pegged to sales order	Jessica	Late Sales Orders and Foreca
652339	4	Late supply pegged to sales order	Jessica	Late Sales Orders and Foreca
652366	223	Late supply pegged to sales order	Jessica	Late Sales Orders and Foreca
652662	13	Late supply pegged to sales order	Jessica	Late Sales Orders and Foreca
653001	8	Late supply pegged to sales order	Jessica	Late Sales Orders and Foreca
658254	8	Late supply pegged to sales order	Jessica	Late Sales Orders and Foreca
659891	57			

Exception Details

Plan **APCC-PLAN** APCC Plan Manufacturing

Action	Exception	Item	Org	Quantity
<input type="checkbox"/>	Late supply pegged to sales order	651941	PME: COS	3031
<input type="checkbox"/>	Late supply pegged to sales order	651941	PME: COS	3031
<input type="checkbox"/>	Late supply pegged to sales order	651941	PME: COS	3031
<input type="checkbox"/>	Late supply pegged to sales order	651941	PME: COS	3031
<input type="checkbox"/>	Late supply pegged to sales order	651941	PME: COS	3031
<input type="checkbox"/>				

HOW MURAD USES APCC

Monitoring Inventory Metrics

Management review of Inventory performance



Inventory KPI

Manufacturing Period Start Date 08/01/2014 ▼

Brand	PAB Value	Inventory Turns	Safety Stock	PAB Days of Cover	Independent Demand - Quantity	PAB - Units
ACNE	,399	17.19	44,886	106	2,018,833	3,022,245
AGE	,598	10.53	39,150	82	1,124,553	1,448,534
APS	483	0.00	0	79	490	142,527
BODY	,276	4.50	1,368	66	21,631	441,276
CMN	,157	0.90	0	130	86,015	4,705,232
CS	,236	0.04	0	427	37	19,444
ES	,251	20.63	60,310	86	825,116	1,645,491
HAIR	405	5.32	0	71	46	50
HYB	,413	0.15	0	992	476	90,275
MAN	,318	2.89	0	188	5,309	52,865
MIH	,070	0.09	0	2817	50	5,273
MPRO	,290	2.01	0	112	350	20,830
PR	,073	10.53	0	211	408,066	721,742
ROS	,237	4.89	3,423	57	23,985	110,616
RSG	,300	3.74	30,206	170	941,478	3,091,724
SUN	,182	2.66	0	78	16,696	87,387
TBD	,158		0	245	15,237	46,321
VT	,370	1.88	0	151	44,665	160,096
WB	,601	1.59	0	158	6,174	71,221
	,419	62.73	0	103	19,877	292,367
KPI	594	7.95	179,343	116	5,559,084	16,175,764

Inventory Turns by Brand

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Murad Planning Reports - Orac... x Inventory Value Brand 2n

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ORACLE Business Intelligence

Inventory Value Brand 2n

Inventory Value Brand 2n

Brand	On-Hand	On-Hand - Value
ACNE	4,615,426	5,713
AGE	2,049,460	5,520
APS	181,443	483
BODY	937,548	2,950
CMN	6,810,727	5,667
CS	0	0
DRB		
ES	2,357,220	3,414
HAIR	36	289
HYB	49,685	1,232

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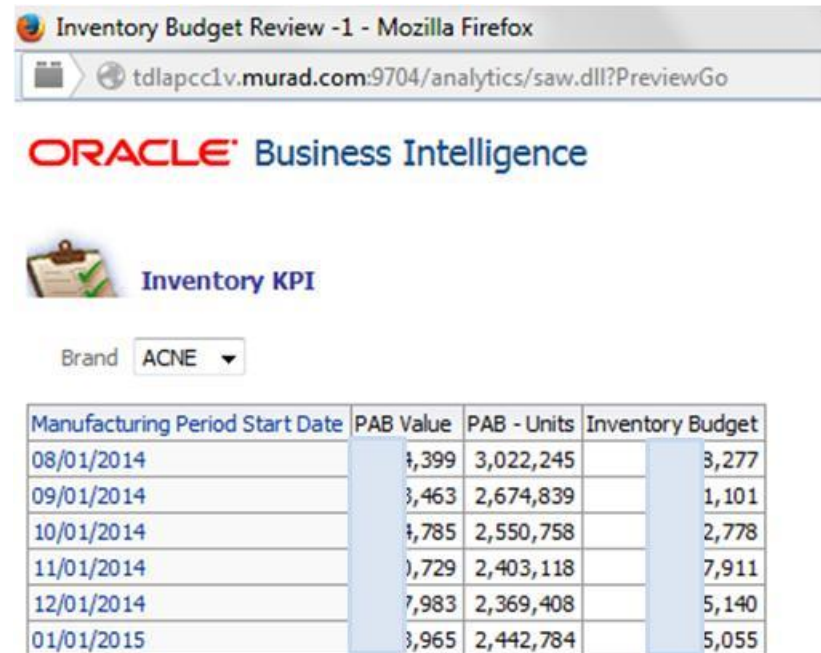
Inventory Value by Brand

Monitoring Inventory Metrics

Management review of Inventory performance



Inventory Value snapshot
by Time



*Inventory value is reported in

[Consolidated Plan Product Category, Weekly Worksheet](#)

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Projected Inventory vs. Budget

Monitoring Inventory Metrics

Supply Chain Manager looks at Organization level Inventory, and Planner can review and control inventory at Sub inventory level

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Murad Planning Reports - Orac... x Inventory Value Org 1n

tdlapcc1v.murad.com:9704/analytics/saw.dll?Porta

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ORACLE Business Intelligence

Inventory Value Org 1n

Inventory Value Org 1n

Organization Code	On-Hand	On-Hand - Value
PME:AM	111,452	9,043
PME:COS	6,326,483	2,342
PME:OSP	1,593,754	1,845
PME:PDA	1,071,654	2,664
PME:PHX		
PME:QVC		
PME:TIB	872,408	7,182
PME:TOR	11,391,814	4,963
PME:TRN	685,725	3,374
PME:WEP	864,055	4,507
Grand Total	22,917,345	1,921

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Manager View

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ORACLE Business Intelligence

Inventory Value Org 1n

Inventory Value Org 1n

Organization Code	Sub Inventory Description	On-Hand	On-Hand - Value
PME:TOR	Assembly Area	3,988	072
	Components Inventory	8,017,432	748
	Customer Returns/Rework Area	0	0
	Direct Picking Area	71,009	206
	Direct Picking Replenishment	102,047	495
	Finished Goods Inventory	3,038,700	396
	Kitting Area	5,427	950
	National Area	9,348	611
	Professional Picking Area	99,506	569
	Professional Picking Replenishment	29,881	240
	Reserved for Future orders	13,799	523
	Unassigned	677	152
Grand Total		11,391,814	963

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Planner View

Monitoring Inventory Metrics

Manager can review Inventory Turns, Days of Coverage and Inventory Value at Item level and work with Planner for any corrective actions

ORACLE Business Intelligence



Inventory KPI

Manufacturing Period Start Date 08/01/2014 ▼

Item	PAB Value	Inventory Turns	Safety Stock	PAB Days of Cover
10051	,086	9.14	0	44
10053	,412	5.90	7,613	29
10061	,791	4.91	8,075	31
10063	,451	4.26	0	304
10070	,247	0.07	0	695
10072	,746	4.48	2,311	38
10073	,199	5.20	15,013	27
10074	,004	1.75	0	357
10078	,829	4.67	8,142	43
10083	,082	9.17	0	61
10091	,478	8.63	0	36
10092	,592	15.54	0	21
10094	,539	14.25	0	12
10136	,247	0.02	0	12054
10159	,694	3.62	7,269	51

ORACLE Business Intelligence

Inventory Value Item Org 2n

Inventory Value Item Org 2n

Item	UOM code	Standard Cost	Organization Code	Intransit Receipt	PO in Receiving Qty	On-Hand	On-Hand - Value
101131	EA	.38	PME:COS			9,069	486
101159	EA	.27	PME:COS			91,686	601
			PME:TOR			7,136	915
101164	EA	.25	PME:COS			1,568	388
			PME:OSP			1,378	341
			PME:TOR			0	0
101270	EA	.35	PME:OSP			0	0
		.36	PME:TOR			0	0
101278	EA	.27	PME:OSP			630	172
101286	EA	.31	PME:OSP			1,375	423
			PME:TOR			11,654	585
101288	EA	.29	PME:OSP			22,493	635
			PME:TOR			14,677	329
101289	EA	.29	PME:OSP			10,695	155
			PME:TOR			22,857	742
101291	EA	.50	PME:OSP			2,980	475
101317	EA	.38	PME:TOR			0	0



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Monitoring Shortage & Excess

Item Coverage for Forecast 3n

Item	(SKU Class)	Forecast (12 Months)	Forecast (4 Months)	On-Hand	Scheduled Receipts	Pipeline Total	12 Months Coverage	4 Months Coverage
1037	MOIST	73,545	9,079	2,191	46,290	48,481	-25,064	39,402
1040	TREAT	35,478	4,506	3,945	10,000	13,945	-21,533	9,439
1040	TREAT	30,412	4,660	4,344	10,000	14,344	-16,068	9,684
1042	MERCH			76				
1045	CL	70,328	9,013	12,309	12,500	24,809	-45,519	15,796
1045	TREAT	26,161	3,435	4,923	11,000	15,923	-10,238	12,488
1045	MOIST	41,030	5,995	1,300	19,251	20,551	-20,479	14,556
1046	L.TREAT	0	0	21,225				
1046	L.MOIST	83,290	62,171	66,488	32,923	99,411	16,121	37,240

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Items with Safety Stock 1

(SKU Class)	Item	SafetyStock %	Safety Stock Days	Organization Code	Period	Safety Stock	Total Demand
ACNE	41	2000	90	PME:TOR	Aug-14	572	823
					Sep-14	566	588
					Oct-14	616	585
					Nov-14	582	568
					Dec-14	538	831
					Jan-15	543	503
					Feb-15	560	595
ACNE	17	2000	90	PME:TOR	Mar-15	549	687
					Aug-14	1,015	1,629
					Sep-14	988	1,043
					Oct-14	1,082	868
					Nov-14	909	1,439
					Dec-14	872	1,216
					Jan-15	893	828
					Feb-15	968	945

Managers/Planners can
monitor Pipeline
inventory coverage
&
Safety stock coverage
movement



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Monitoring Shortage & Excess

Planners can monitor and control Weeks of Coverage Metric

Critical Item Report 5

Item	Brand	Product Category	Type	Planner	Item Status	Forecast Quantity (6 Months)	Wkly Fcast Avg	On-Hand	Wks Coverage (OH)	Scheduled Receipts	Supply Source
100	NE	RTL	TREAT	Jessica	Phase Out			12			COS
100	E	RTL	MOIST	Jessica	Active	8,865	1,741	3,502	2	4	COS
100	NE	RTL	TNR	Jessica	Active	24,164	5,048	17,986	4		COS
100	G	RTL	TNR	JorgeP	Active	24,888	5,893	19,581	3	4	COS
100	NE	RTL	TREAT	Jessica	Phase Out	555	33	1,348	41		COS
100	3	RTL	TREAT	Enrico	Phase Out	47	3	2,275	789		COS
100	S	RTL	MOIST	Jessica	Active	7,275	1,606	5,035	3	2	COS
100		RTL	TREAT	Enrico	Active	50,854	10,582	40,400	4	4	COS
								1,620		45,000	

Critical Item Report - Planner Trend

Planner Jessica

Item	Brand	Wkly Fcast Avg	On-Hand	Wks Coverage (OH)	Plan
100	NE	5,733	15,118	2.64	APCC-PLAN 05/24(3)
100	S	1,606	5,035	3.14	APCC-PLAN - Current
		1,602	3,441	2.15	APCC-PLAN 04/23(0)
		1,624	4,364	2.69	APCC-PLAN 05/24(3)
100	E	5,783	20,298	3.51	APCC-PLAN - Current
		6,113	12,676	2.07	APCC-PLAN 04/23(0)
		6,160	14,315	2.32	APCC-PLAN 05/24(3)
100	E	2,910	10,112	3.48	APCC-PLAN - Current
100	NE	10,235	20,557	2.01	APCC-PLAN - Current
		11,080	37,273	3.36	APCC-PLAN 04/23(0)
		11,207	42,508	3.79	APCC-PLAN 05/24(3)
100	NE	2,293	6,633	2.89	APCC-PLAN - Current
		2,477	9,731	3.93	APCC-PLAN 04/23(0)
101	NE	4,862	18,389	3.78	APCC-PLAN - Current

While Managers can monitor performance of Planner in controlling the Weeks of Coverage metric over time



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Monitoring Shortage & Excess

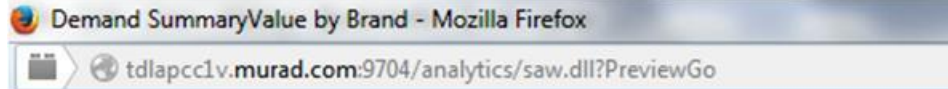
Manager/Planner can monitor Excess metrics by Item

Item	Organization Code	On-Hand	On-Order	Demand within Excess Horizon	Excess On-Hand	Excess On-Order	Total Excess	Excess On-Hand - Value	Excess On-Order - Value	Total Excess - Value
10	ME:TOR	695,658		3,151	692,507	0	692,507	349,391	0	349,391
	ME:TRN	27,000		0	27,000	0	27,000	17,292	0	17,292
62	ME:TOR	638,250		311,197	327,053	0	327,053	6,178	0	6,178
50	ME:TIB	295	200,000	66,511	0	133,489	133,489	0	53,396	53,396
	ME:TOR	151,290		91,509	59,781	0	59,781	23,912	0	23,912
90	ME:TOR	153,980		9,190	144,790	0	144,790	0	0	0
	ME:COS	19,500		1,010	18,490	0	18,490	0	0	0
	ME:WEP	688		0	688	0	688	0	0	0
10	ME:TOR	176,907		31,367	145,540	0	145,540	16,849	0	16,849
40	ME:TIB	214,484		116,818	97,665	0	97,665	10,412	0	10,412
	ME:COS	45,279		0	45,279	0	45,279	4,664	0	4,664
10	ME:TOR	154,743		13,370	141,373	0	141,373	48,850	0	48,850

This provides ability to reduce inventory costs by –

- Having visibility to excess on order can attempt to cancel orders
- Can redirect inventory within Organizations with demand
- Retain inventory at lower level and re route to common Kits
- Propose promotions for slow moving inventory

Monitor Supply & Demand



ORACLE Business Intelligence

Demand SummaryValue by Brand

Manufacturing Period Start Date 08/01/2014 ▼

Brand	Sales Order - Value	Forecast Value	Safety Stock Value	Total Demand Value
ACNE	,265	3,776	,462	7,503
AGE	,405	3,660	,101	8,165
BODY	,834	5,532	,621	11,987
CMN	,020	5,733	0	8,754
ES	,597	1,172	,474	7,243
HAIR	51	1,764	0	1,815
HYB	,249	1,332	0	3,581
MAN	,486	2,163	0	6,649
MPRO	,124	2,333	0	4,456
PR	,187	7,892	0	10,079
ROS	,326	0,950	,057	3,333
RSG	,589	5,445	,490	11,525
SUN	,303	7,632	0	8,936
TBD	104	9,845	0	10,950
VT	,264	2,623	0	2,888
WB	,845	2,108	0	3,953
	78	7,534	0	7,611
Grand Total	,727	5,198	194	11,119

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Management monitors current Demand details by Brand versus Budget

Monitor Supply & Demand

Managers monitor demand metrics, and planners further drill down the exception metrics by Item/Customer etc



Sales Order Exception Summary

Brand	Exception Type	Exception - Count	Exception - Days	Exception - Quantity	Exception Value (USD)
ACNE	Late supply pegged to sales order	1,169	1257	14,258,539	2,116
AGE	Late supply pegged to sales order	1,779	13834	67,639,834	5,972
BODY	Late supply pegged to sales order	97	97	104,559	5,053
CMN	Late supply pegged to sales order	568	586	96,528,724	7,531
CS	Late supply pegged to sales order	2	2	5,571	935
ES	Late supply pegged to sales order	1,145	7921	6,721,111	1,590
HYB	Late supply pegged to sales order	7	7	51,203	5,928
MAN	Late supply pegged to sales order	211	211	201,626	3,638
PR	Late supply pegged to sales order	149	1420	849,935	3,029
ROS	Late supply pegged to sales order	141	595	43,937	1,259
RSG	Late supply pegged to sales order	2,104	6351	14,760,859	5,631
SUN	Late supply pegged to sales order	28	28	45,349	0,462
TBD	Late supply pegged to sales order	1	1	1,577	1,257
VT	Late supply pegged to sales order	50	50	347,901	3,896
WB	Late supply pegged to sales order	32	32	74,491	5,701
ACNE	Past due sales orders	3,071	57515	-196,091	4,170
AGE	Past due sales orders	2,464	36409	-86,998	0,170
BODY	Past due sales orders	174	2571	-1,534	2,170
CMN	Past due sales orders	456	15900	-2,217	9,170
CS	Past due sales orders	3	78	-43	2,170
ES	Past due sales orders	2,213	41296	-58,911	2,170
HAIR	Past due sales orders	1	17	-1	2,170
HYB	Past due sales orders	4	26	-116	2,372

- Exceptions Trend
- Exceptions by Categories
- Exceptions by Organizations
- Exceptions by Customers
- Exceptions by Items

Monitor Supply & Demand

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Forecast Change Summary 2

Brand **ACNE** Product Category **PROF**

Item	Type	Manufacturing Period Start Date	Plan	Forecast Qty
7	TNR	May-14	APCC-PLAN 04/23(0)	1,019
			APCC-PLAN 05/24(3)	1,800
		Jun-14	APCC-PLAN 04/23(0)	1,592
			APCC-PLAN 05/24(3)	1,592
		Jul-14	APCC-PLAN 04/23(0)	456
			APCC-PLAN 05/24(3)	456
		Aug-14	APCC-PLAN - Current	1,532
			APCC-PLAN 04/23(0)	1,153
			APCC-PLAN 05/24(3)	1,153
		Sep-14	APCC-PLAN - Current	1,043
			APCC-PLAN 04/23(0)	1,046
			APCC-PLAN 05/24(3)	1,046
		Oct-14	APCC-PLAN - Current	868
			APCC-PLAN 04/23(0)	868
			APCC-PLAN 05/24(3)	868
		Nov-14	APCC-PLAN - Current	1,439
			APCC-PLAN 04/23(0)	1,439
			APCC-PLAN 05/24(3)	1,439

Forecast Change report provides planners visibility to Forecast changes which can cause Material shortages or Excess

Monitor Supply & Demand

Management can monitor Projected Purchase costs vs. Budgeted costs

Purchase vs Budget Supply Compare

		08/01/2014		09/01/2014		10/01/2014		11/01/2014		P
		Total Purchase Value	Purchase Budget	Total Purchase Value	Purchase Budget	Total Purchase Value	Purchase Budget	Total Purchase Value		B
SupplySource										
		1,723,657	2,464,830			5,370	7,679	42,030		
	ORIES, INC	23,289	33,303			10,695	15,294			
	ER	1,216,231	1,739,210	498,660	713,084	1,015,185	1,451,715	266,550		
	CONTAINERS, INC.	4,011,399	5,736,301	573,000	819,390	758,160	1,084,169	195,165		
		3,555,166	5,083,888	200,508	286,726	292,179	417,816	86,024		
						165,000	235,950	165,000		
	ORD	465,000	664,950							
	ITAINER CORPORATION	1,842,090	2,634,189	37,500	53,625			77,325		
	OMPOSITE CONTAINER CORP.	2,010	2,874	6,255	8,945	5,250	7,508	5,955		
	EL INT'L, INC	8,098,685	11,581,119							
		30,889	44,172							
	CKAGING	1,264,507	1,808,245	375,000	536,250	405,000	579,150			
	. CORPORATION	1,440	2,059	540	772	900	1,287	360		
	& DESIGN	3,287,175	4,700,660							
		43,861,395	62,721,795	5,815,241	8,315,795	9,261,204	13,243,521	6,998,524	1	
	HNOLOGIES	240	343							
		38,373	54,873	5,745	8,215	960	1,373	2,865		



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Monitor Supply & Demand

Horizontal Plan view in APCC, can be rolled up at any level and all data visible in the same page



1 Aggregate Horizontal Plann without graph

Brand	Organization Code		09/01/2014	09/08/2014	09/15/2014	09/22/2014	09/29/2014	10/06/2014	10/13/2014	10/20/2014	10/27/2014	11/03/2014	11/10/2014	11/17/2014
	PME:TOR	Total Demand	185,426	103,560	58,893	40,688	18,818	236,398	98,522	105,994	45,954	162,151	123,334	96,818
		Total Supply	136,634	80,862	45,600	33,885	18,484	281,700	80,832	94,626	63,458	151,199	117,974	87,730
		PAB - Units	1,247,568	1,224,869	1,211,576	1,204,773	1,204,439	1,249,741	1,232,051	1,220,863	1,238,368	1,227,416	1,222,056	1,212,967
		Safety Stock	42,597	42,722	43,385	42,829	46,304	43,497	42,980	41,357	45,710	43,385	42,444	42,754
	PME:TOR	Total Demand	109,112	41,342	120,937	18,454	99,897	216,917	57,789	71,179	26,321	103,858	102,676	109,483
		Total Supply	31,143	21,894	127,557	33,405	109,914	132,279	64,446	59,786	56,141	77,785	107,354	53,108
		PAB - Units	468,405	448,957	455,577	470,528	480,544	395,906	402,564	391,171	420,990	394,918	399,597	343,222
		Safety Stock	33,488	33,763	34,323	33,904	37,116	35,725	35,844	34,121	37,719	36,629	36,067	36,336
	PME:TOR	Total Demand	125	457	195	1,852	245	19,181	97	2,494	1,998	244	6,358	11,306
		Total Supply				2,000		25,000		2,000			4,475	6,500
		PAB - Units	57,594	57,137	56,942	57,090	56,845	62,664	62,568	62,073	60,075	59,831	57,949	53,143
		Safety Stock	0	0	0	0	0	0	0	0	0	0	0	0



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- Make informed decisions on factors affecting Planning, instead of reacting to changes
 - What is the affect of the sudden Promotion on Sales, Inventory & Margins
 - Can we meet the additional demand and at what cost
 - What is the potential effect of raw material shortage on Sales & Inventory
 - What is the lead time and cost changes for alternate sources
 - How soon can we phase in/phase out products
 - What is the excess/obsolescence cost impact

Creating Scenario

Create Scenarios in APCC to review and compare what if planning situations

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Scenarios Scenario Sets Planning Processes

Search Scenarios for Scenario name like Search Advanced Search

Scenarios

Views

View Go Personalize

Select Scenario: Create scenario Copy Archive Purge Analyze in Sales and Operations Go

Select	Scenario Name ▲	Description	Attachments	Version	Owner
<input checked="" type="radio"/>	Acne 2Q Change	Acne 2Q Change	+	Current	SNAIR
<input type="radio"/>	May05	May05	+	Current	SNAIR
<input type="radio"/>	Production Scenario	Production Scenario	+	Current	SNAIR
<input type="radio"/>	Test	Test	+	Current	SNAIR

Plans

Personalize Flow Layout: (flowLayoutRN)

Scenario Comment:

Select Plan: Remove Add a new plan

Select	Plan Type	Plan Name ▲	Status	Version	Run Date	Plan Horizon
<input type="radio"/>	Advanced Supply Chain Planning ▼	APCC-2		Current	12-May-2014	17-Apr-2016

Forecast Change Scenario

Create a set of simulation Forecast and ASCP plan, update the forecast changes and run the ASCP plan

Plan Options (PME:TOR)

Plan: APCC-2 APCC Plan 2 Plan Type: Manufacturing Plan

Main Aggregation Organizations Constraints

Global Demand Schedules

Name	Description	Type	Ship

Organizations

Org	Description	Net WIP	Net Reservations
PME:TOR	PME:Torrance Inventory C	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
PME:COS	PME:Cosway Inventory O	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
PME:TIB	PME:Thibiant Inventory Or	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Demand Schedules

Name	Description	Include Targets
ROLLINGST	Rolling Forecast Set	<input type="checkbox"/>
SIM_SET	Simulation Forecast	<input type="checkbox"/>
		<input type="checkbox"/>

Supply Schedules

Name	Description	Type

Forecast Entries (TOR)

Forecast Set: SIM_SET Forecast: 4Q_ACNE Item: 10408

Bucket	Date	End Date	Number of Buckets	Quantity
Weeks	06-OCT-2014		1	5000
Weeks	13-OCT-2014		1	805
Weeks	20-OCT-2014		1	805
Weeks	03-NOV-2014		1	10000
Weeks	10-NOV-2014		1	1164
Weeks	17-NOV-2014		1	1164
Weeks	01-DEC-2014		1	20000
Weeks	08-DEC-2014		1	1237
Weeks	15-DEC-2014		1	742

Forecast Change Scenario

Planner can review Supply –Demand across base and simulation ASCP plan and make necessary adjustments or issue warnings



Horizontal Plan Compare

View by Period Start ▼

Item	Plan	Item Status	Brand		10/06/2014	10/13/2014	10/20/2014	10/27/2014	10/27/2014	11/03/2014	11/10/2014	11/17/2014	11/24/2014	12/01/2014
10408	APCC-2 - Current			Forecast	5,000	805	804			10,000	1,164	1,163		20,000
				Sales Orders			1					1		
				Total Demand	5,000	805	805			10,003	1,164	1,164		20,000
				On Hand										
				Scheduled Receipts										
				Planned Orders	5,000	805	805			10,003	1,164	1,164		20,000
				Total Supply	5,000	805	805			10,003	1,164	1,164		20,000
				Safety Stock	0	0	0	0	0	0	0	0	0	0
				PAB - Units	0	0	0	0	0	0	0	0	0	0
	APCC-PLAN - Current	Active	ACNE	Forecast	1,611	805	804			2,329	1,164	1,163		2,473
				Sales Orders			1					1		
				Total Demand	1,611	805	805			2,332	1,164	1,164		2,473
				On Hand										
				Scheduled Receipts										
				Planned Orders	1,611	805	805			2,332	1,164	1,164		2,473
				Total Supply	1,611	805	805			2,332	1,164	1,164		2,473
				Safety Stock	0	0	0	0	0	0	0	0	0	0
				PAB - Units	0	0	0	0	0	0	0	0	0	0



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Alternate Sourcing Scenario

Create Item Simulation Set and update Cost and Lead time for Alternate Source. Attach simulation set to ASCP plan and execute

Item Attributes Mass Maintenance

Item Simulation Set Name: Description:

Scope: ☐ Organization ☒ Zone ☐ Customer

Find Items: ☒ Included ☐ Not Included ☐ All

Items

☐ Select All

Select	Item	Org	st	Forecast Control	Original Plannin	Planning T
<input type="checkbox"/>	101292	PME: COS	De		1	
<input type="checkbox"/>	101292	PME: MAS	De		1	
<input type="checkbox"/>	101292	PME: PDA	De		1	
<input type="checkbox"/>	101292	PME: TIB	De		1	
<input checked="" type="checkbox"/>	101292	PME: TOR	De		1	
<input type="checkbox"/>						

Item attributes available for update

Attribute Name	Condition	Attribute Value
Processing LT	Set Value To	35
Standard Cost	Set Value To	10.58

APCC Plan 2

Plan Type:

Organizations Constraints Optimization Decision Rules Reporting

Assignment Set:

Item Simulation Set:

Rapid Planning Simulation Set:

Demand Priority Rule:

Overwrite:

Demand Class:

☒ Append Planned Orders

☐ Move Work Orders to PIP

☐ Lgt for Lot

Alternate Sourcing Scenario

Manager can compare projected purchasing cost difference for alternate source and take decision or report to Management regarding sourcing budget

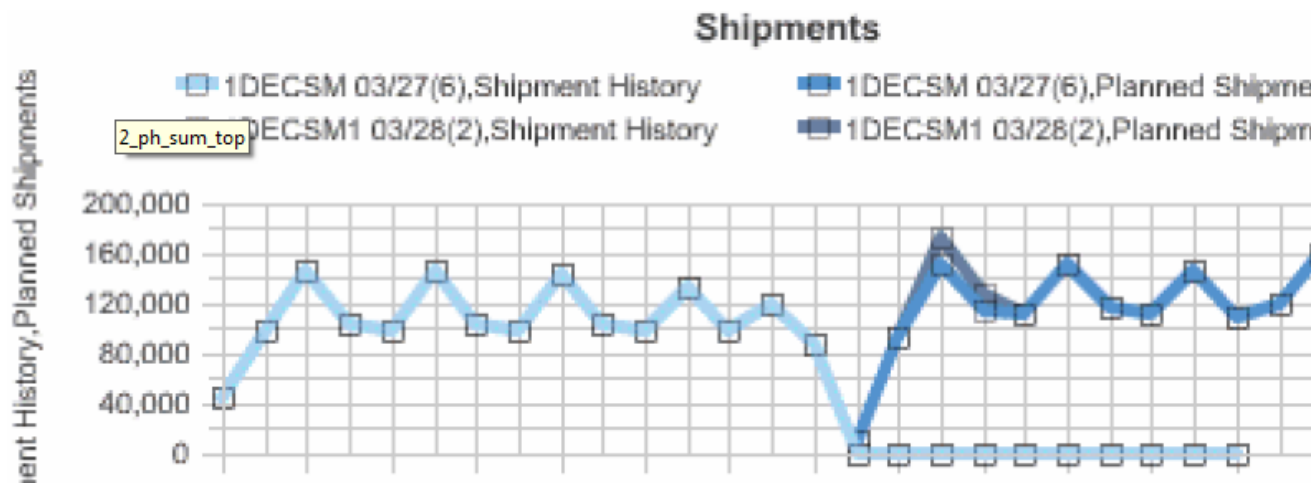
Supply Compare 1

Manufacturing Period Start Date	Item	Plan	Projected Purchasing Value	
08/01/2014	101292	APCC-2 - Current	1,450,794	<div>▲</div> <div>☰</div> <div>▼</div>
		APCC-PLAN - Current	58,358	
09/01/2014	101292	APCC-2 - Current	1,448,825	
		APCC-PLAN - Current	56,390	
10/01/2014	101292	APCC-2 - Current	1,447,972	
		APCC-PLAN - Current	55,536	
11/01/2014	101292	APCC-2 - Current	1,443,740	
		APCC-PLAN - Current	51,305	
12/01/2014	101292	APCC-2 - Current	1,443,740	

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APCC – OTHER FEATURES

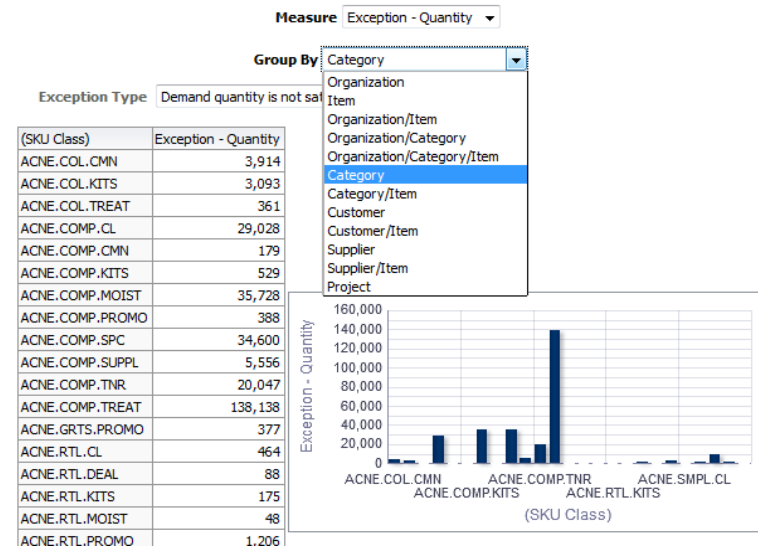
- Existing system reports are either Historical trends or future planned data. With APCC we can view both history and future trends in the same report for better insight and decision making



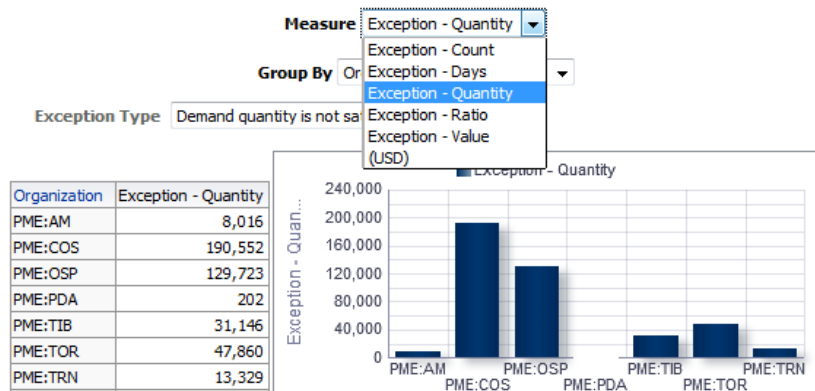
One Report, Many Views

This one report can be seen by selecting various filter data parameters

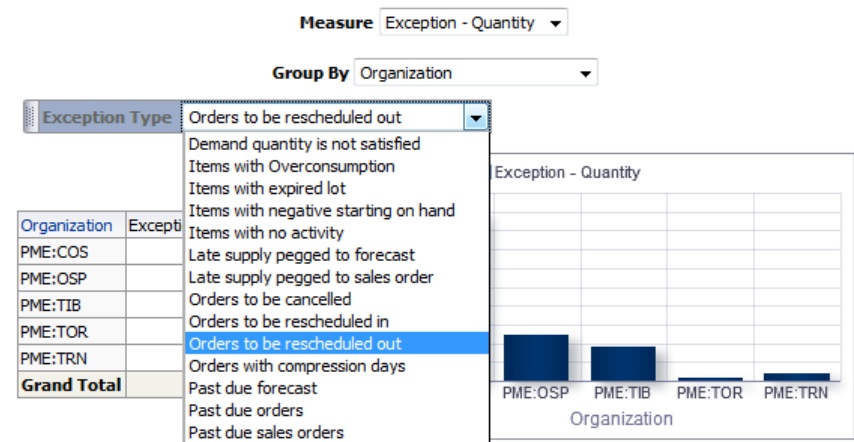
Item Exception Summary



Item Exception Summary



Item Exception Summary



Accessing Custom Dashboards

tdlascp1v.murad.com:8011/OA_HTML/OA.jsp?OAFunc=OAHOMEPAGE&akRegionApplicationId=0&

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ORACLE® E-Business Suite

Oracle Applications Home Page

Navigator

- Advanced Planning Administrator
- Advanced Planning Scenario Manager
- Advanced Supply Chain Planner
- Application Diagnostics
- APS Collections
- APS Release
- Sales and Operations Planning Analyst
- Supply Chain Analyst**
- Supply Chain Risk Analyst

Dashboards

- Supply Chain Analyst Dashboard
- MURAD Planner Dashboard**

Custom dashboards created can be accessed from regular ASCP responsibility

Planner Dashboards

Home Catalog Favorites

Exceptions Summary Exceptions Details Supply Demand Inventory Analysis Executive Reports & KPIs Glossary

Exceptions Summary by Category

Measure: Exception - Count

Exception Type: Demand quantity is not satisfied

Type	APCC-PLAN - Current	APCC-PLAN 04/23(0)	APCC-PLAN 05/24(3)
ACNE.COL.CMN	5	3	2
ACNE.COL.KITS	1	1	1
ACNE.COL.TREAT	2		
ACNE.COMP.CL	13	13	12


27 Exceptions Summary by Organ

Measure:

Exception Type: Demand

Organization	APCC-PLAN - Current
PME:AM	
PME:COS	1
PME:OSP	
PME:PDA	

- Plan data can be easily archived across many historical snapshots for easy comparison and trend tracking & analysis
- In ASCP you would need to copy plans to compare with historical plan data



Exceptions Summary by Category

Measure

Exception - Count

Exception Type

Demand quantity is not satisfied

Type	APCC-PLAN - Current	APCC-PLAN 04/23(0)	APCC-PLAN 05/24(3)
ACNE.COL.CMN	5	3	2
ACNE.COL.KITS	1	1	1
ACNE.COL.TREAT	2		
ACNE.COMP.CL	13	13	12

THANK YOU !

Sajeev Nair

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