Sales and Operations Planning, Rough-cut planning & demand planning

Real-Time and Anytime

To date, the planning levels of supply chain management (SCM) are being organized separately and often hierarchically with regard to planning conceptions, personnel and software technology.

This separation leads to deficits in accuracy, reliability, flexibility, responsiveness and fulfillment of strategic goals.

ORSOFT Enterprise Workbench as an in-memory solution resolves these deficits. It supports sales and operations planning (SOP), demand planning, inventory optimization, strategic simulation for material and capacity availability and capacity leveling.

This ORSOFT solution allows to replace the common practice of static SOP cycles by keeping an up-to date plan that is always executable. It delivers reliable planning results in a short time that can be directly implemented in detailed scheduling. Interactive, simulation-based planning processes replace existing batch-oriented processes.

Rough-cut planning figures are balanced with detailed schedules. Strategic simulations of future resources and future products are enabled by use of modifiable copies of existing master data.

Next generation SCM and SOP:
Real-time planning and simulation at any time

INNOVATIVE SOLUTIONS TO CURRENT CHALLENGES

Increasingly volatile conditions of production logistics require increasingly precise and fast planning. It also needs to support what-if simulations and to integrate strategic planning with tactical planning and detailed scheduling.

ORSOFT Enterprise Workbench as an in-memory solution satisfies those requirements by a revolutionary approach. Other than most comparable solutions, planning in ORSOFT Enterprise Workbench is based neither on a separate business data model nor on an offline copy of ERP business data. Instead it is based on the live production logistics business data of SAP ERP or SAP S/4HANA. Capacity checks are not based just on a simplified volume-time-requirements model, they are based on detailed schedules that consider relationships, shift patterns and other restrictions.

ORSOFT GmbH

Certified Add-Ons for SAP® ERP

Benefits

RELIABILITY THROUGH CERTIFIED INTEGRATION WITH SAP ERP AND SAP S/4HANA

The solution uses a certified interface to SAP ERP and SAP S/4HANA and can be implemented and be put into productive use within just a few weeks. ORSOFT has been a close partner of SAP SE since 1997 and a Microsoft ISV Gold Partner since 2011. SAP-certified ORSOFT solutions can be obtained directly via SAP App Center.

ORSOFT software solutions are based on a standard system with a user-specific shell that is the basis for tailored, individual solutions.

LONG SUPPLY CHAIN

An integrative scheduling model helps to avoid „blow-up" effects on lead times. These could occur in other rough-cut planning models if each step in the supply chain needs to use a separate discrete buffer interval to guarantee consideration of relationships, thus causing unnecessary long lead time in a supply chain that has many steps. ORSOFT Enterprise Workbench delivers reliable and precise results with more compact lead times, in particular for a supply chain that has many steps.

INTEGRATED OPERATIONS AND ANALYTICS: IDENTICAL KPI ON ALL PLANNING LEVELS

Because the consequences of each simulative change regarding budget and margin are displayed immediately in ORSOFT Enterprise Workbench, planners can work orientated on strategic corporate objectives and can proactively create business plans that are particularly profitable.

INTEGRATED PLANNING OF PRODUCTION, MAINTENANCE AND QUALITY ASSURANCE

ORSOFT Enterprise Workbench not only allows to seamlessly integrate hierarchic levels such as rough-cut planning and detailed scheduling but also allows horizontal integration of business processes such as personnel planning, maintenance planning and planning of quality assurance operations. Even on a tactical horizon those processes may pose restrictions to production flexibility and hence should be taken into consideration in sales and operations planning.

ANYTIME: CURRENT PLANS AVAILABLE AT ANY TIME

The system is integrated online with SAP ERP or SAP S/4HANA, providing various modes of updating business data. As all modifications are being reintegrated into SAP business data in a short time, all information required is available there anytime reliably and precisely.

REAL-TIME: FAST PLANNING RESULTS

Users work interactively with ORSOFT Enterprise Workbench due to short response time, this allows to implement new business process procedures that were formerly not included in ERP or SCM planning conceptions. For example, capable-to-promise (CTP) and profitable-to-promise (PTP) checks can now be executed during sales order entry and as a result corresponding production orders can be created immediately. ORSOFT Enterprise Workbench contributes to a strong agile enterprise by replacing cyclic planning.

CONSISTENT AND PRECISE MODEL

ORSOFT Enterprise Workbench is based on business data from SAP ERP or SAP S/4HANA. This business data model can be enhanced by additional information or aggregated into a rough-cut plan visualization. This allows precise planning and scheduling results that result from seamless planning because even in overlapping planning horizons rough-cut figures and detailed scheduling will always be balanced precisely.

HIERARCHIC KEY FIGURE VISUALIZATION WITH IMPLICIT KNOWLEDGE ABOUT THEIR SOURCE HIERARCHY

Distribution functions can not only be used horizontally on a time level, such as distribution of annual to weekly quantities, but also vertically along hierarchies, such as distribution of product group to single item quantities in a given ratio. Modification of an aggregated figure in such a case will be distributed to its subordinate source figures.

PRICING AND IMPLEMENTATION EXPENSE

ORSOFT Enterprise Workbench is offered with an attractive user based pricing model.

It can be implemented in a short time due to the low expense to collect all necessary information because most data is usually already contained in the SAP ERP or SAP S/4HANA business data model.

SALES AND OPERATIONS PLANNING

ORSOFT Enterprise Workbench supports simultaneous planning of material, schedule, budget and capacity. Key figures can easily be defined, simulated and aggregated. Planning results are visualized in tabular and in graphic form. The consequences of all modifications on adherence to schedules, revenues and budget are immediately visible on various hierarchic levels.

Due to the use of a detailed model any created sales and operations plan can also be implemented in a feasible detailed schedule. Setups, recipe validity and resource capacity profiles are taken into consideration.

CAPACITY PLANNING WITH PROPER SCHEDULING INSTEAD OF LINEAR VOLUME-TIME-REQUIREMENT FORMULAS

The state of the art is often to calculate with volume-time-requirements (such as pieces per day). ORSOFT Enterprise Workbench provides the option to execute either infinite planning (fast, rough-cut) or capacity planning (weekly buckets) or scheduling (to the minute) in order to match capacity requirements with capacity availability that can be modelled on a detailed level. This considers validity intervals, resource formulas, shift patterns and setups. Resulting plans are already capacity-balanced so that they should not cause nasty surprises when being transformed into detailed schedules.

PLANNING AGAINST TARGET DAYS' SUPPLY INSTEAD OF MINIMUM STOCK LEVEL

In industry sectors with very volatile demand situations or with a very heterogeneous production portfolio planning against minimum stock levels is not sufficient. ORSOFT EWB additionally supports to plan against target days' supply. This avoids high unnecessary safety stock levels.

FOCUS FUNCTION FOR MORE THAN SIMPLE FILTERING

In addition to simple individual data filtering functions ORSOFT Enterprise Workbench provides a focus technology that allows to filter logically interrelated data based on their implicit relations, such as "display all materials that are components in any bill of materials of selected finished goods" or "display workload for all resources involved into production of selected orders, including alternative resource candidates".
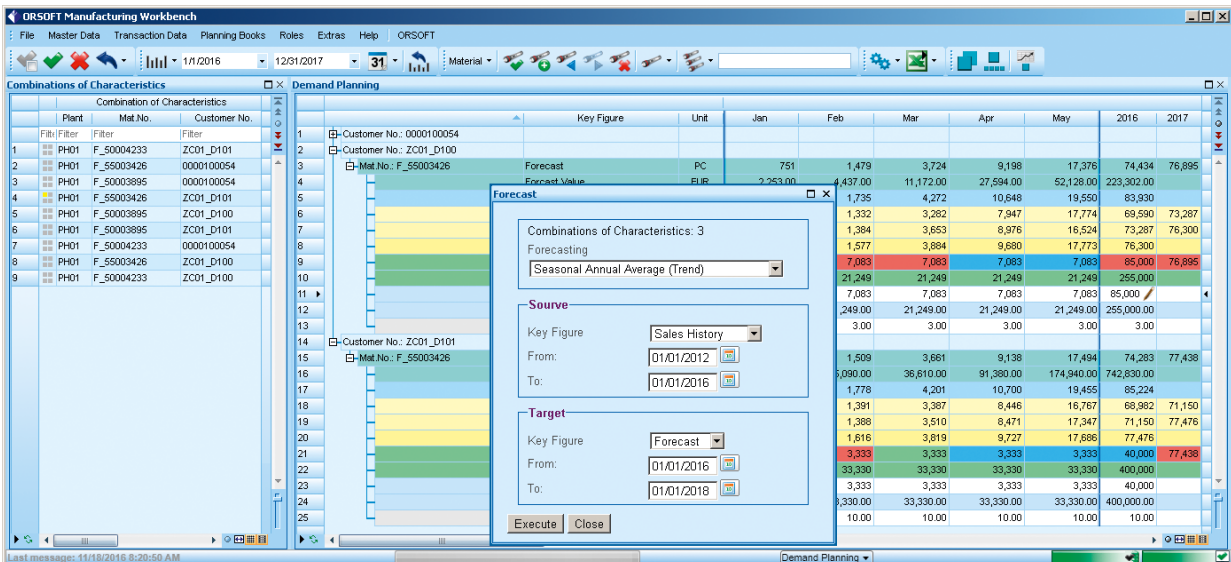
DEMAND ENTRY AND HIERARCHIES

ORSOFT Enterprise Workbench provides an attractive user interface for demand situation entry. It supports vertical hierarchic aggregation, for example to enter demands on product group level with a parametrized distribution method, as well as horizontal time aggregation and disaggregation. Key figures can be enabled or disabled at runtime. All key figures in a hierarchy will keep their relation.

DEMAND FORECAST

ORSOFT Enterprise Workbench supports demand forecast based on statistical forecast models. Variable definition of key figures can help to separate promotions and special effects. The program supports the automatic choice of the most suitable forecast function.

DEMAND SMOOTHING INSTEAD OF MANUAL CAPACITY LEVELING

In addition to demand planning and forecasting, demand smoothing is available to homogenize capacity planning.

ORSOFT
Enterprise
Workbench

Features

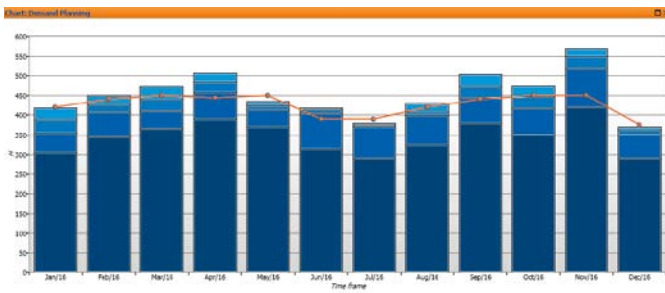### MICROSOFT EXCEL DATA IMPORT AND EXPORT OF RESULTS AS REPORTS

Required business data can be retrieved from SAP ERP or SAP S/4HANA as well as from Microsoft Excel. While integration with SAP ERP or SAP S/4HANA always provides current planning data, loaded data from Microsoft Excel allows to consider planning scenarios that are not fully represented in SAP systems.

CROSS-PLANT SCM PLANNING

Planning of cross-plant supply chains allows simulation and evaluation of shifting production between plants based on defined key figures.

STACKED LIKELYHOOD

The option to stack future demands based on their likelyhood can show at which assumed capacity overload it may be necessary to provide additional resources. The option to reschedule with these simulated additional resources will show the relief these additional resources can actually yield.

STRATEGIC SIMULATION THROUGH SIMULATED MODIFICATION OF RESOURCES AND MATERIALS

While sales and operations planning usually provide no opportunity to modify resource availability, ORSOFT Enterprise Workbench allows simulative creation of new resources or materials using existing master data as templates and simulative use of these new master data in routings or recipes. This allows to evaluate the necessity and profitability of investment into new resources.

COOPERATIVE WORK

ORSOFT solutions support cooperative planning by various user groups in various departments by making available all results and simulations to everyone without latency.

VERSIONING OF PLANNING SCENARIOS

Planning scenarios (such as worst case or best case) can be stored and compared even over different horizons (such as live planning, budget planning and rolling scheduling). All scenarios share common key figure definitions.

REPORTING

ORSOFT Enterprise Workbench provides extensive reporting with regard to controlling, purchasing, stocks, capacity, material flow etc. Reports can be structured by various criteria such as cost center, geographic units etc.

ABOUT ORSOFT

ORSOFT GmbH is one of the leading software and consultancy companies for advanced planning and supply chain management in Europe. ORSOFT employs more than 80 experts, has an annual turnover of about EUR 9 million and has been continually profitable since being founded in 1990.
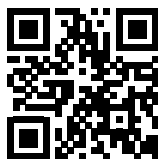
ORSOFT supplies high-quality solutions and consultancy services to optimise processes and is an SAP Services Partner of SAP Deutschland.

Its customers include Boehringer Ingelheim Pharma GmbH & Co. KG, Clariant Produkte (Deutschland) GmbH, Danone Group, Döhler GmbH, Hirschvogel Holding GmbH, NMC sa, HACO AG, Sanofi-Aventis Deutschland GmbH, Sasol Wax GmbH, TEVA ratiopharm GmbH, Zentis GmbH & Co. KG, ZF Friedrichshafen AG and many others.

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