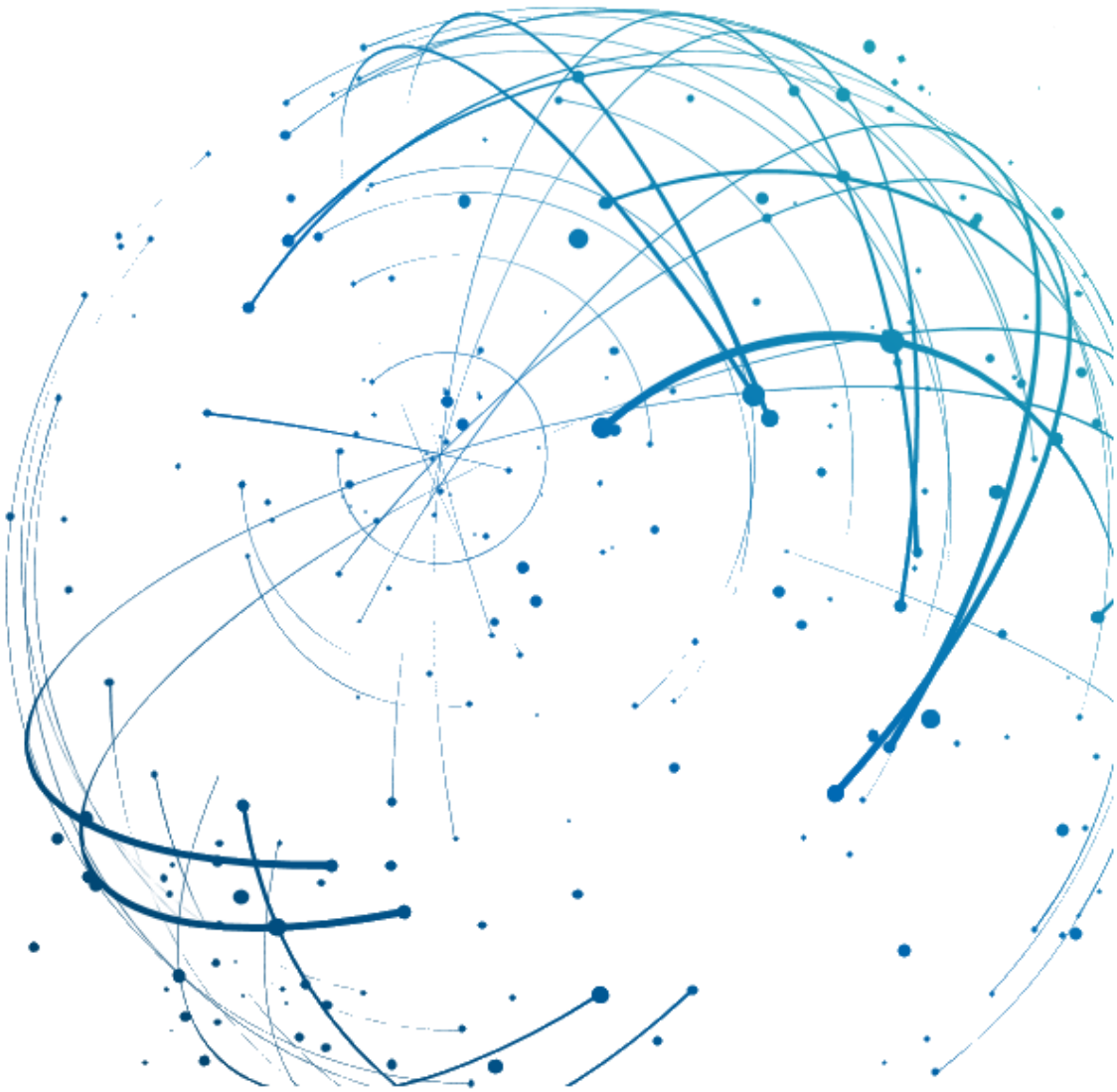
AirSupply

Training guide for users



Forecast

October 2024

BoostAeroSpace: an industrial cooperation of Airbus, Dassault Aviation, Airbus Group, Safran and Thales.

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CDT	Commitment Deviation Tolerance
CMN	Customer Material Number
CP	Control Point
CSV	Comma Separated Values
CTR	Customer to Review (exception)
DVT	Demand Variation Tolerance (aka DCT)
ERP	Enterprise Resource Planning
FC	Forecast
GR	Goods Receipt
MRP	Material Requirements Planning
MSN	Manufacturer Serial Number
PO	Purchase Order
Qty	Quantity
RD	Referenced Document
SMN	Supplier Material Number
STC	Supplier to Commit (exception)

Preamble

The AirSupply training guide is kept generic, and the supplier must comply with his customer scope and specificities. A document "Customer matrix" is available with the needs to be taken into account by the supplier.

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Training: www.supplyon.com/en/training

The AirSupply user training guide is composed of 13 modules, one customer matrix and one exercise book. This module is dedicated to Forecast.

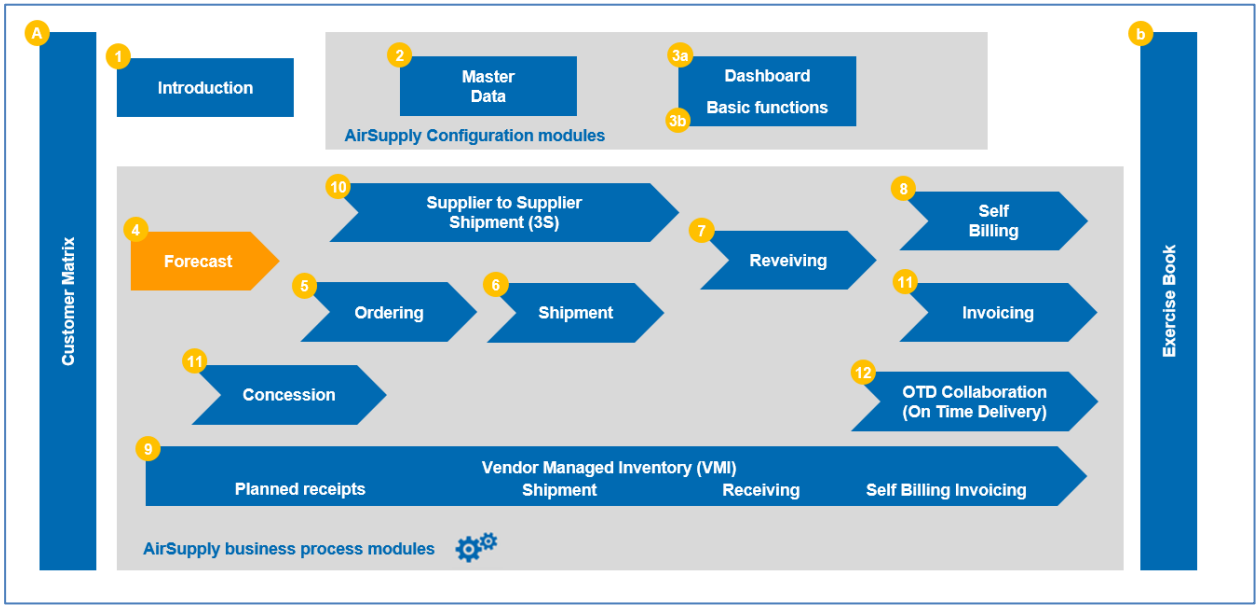


Figure 1: Training Modules Overview

Objectives of the *Forecast* module

The forecast training module explains in detail how to manage the forecast process within AirSupply in a collaborative way.

The forecast collaboration set, and cycle are described.

This module explains how to:

- Access standard, mid-term and long-term forecasts.
- Collaborate on a non-critical material.
- Collaborate on critical material.
- Do multi collaboration.
- Collaborate on standard, mid-term and long-term forecasts.
- Download and upload forecast data.
- Identify forecast data changes.
- Display and interpret forecast comparison data.

At the end of this module, the appendix presents:

- Tables corresponding to ‘Forecast’ pages in AirSupply with the name and description of each column.
- The list of the referenced documents (using the naming convention [RD, number of the referenced document, Title] for example [RD4, Forecast]).

1 General concepts

In AirSupply, a forecast is an estimation of future needs and deliveries shared between a supplier and a customer.

There are two types of forecasts in AirSupply the customer can use to publish estimations of future needs:

- Standard forecast relating to materials.
- Mid-and long-term forecasts relating to family of materials.

Forecasts published by a customer can be displayed on a maximum of 36 months period (customer specific setting), regardless of the forecast type.

The diagram below shows the main steps of the forecast process within AirSupply tool:

Figure 2: Forecast Process Overview

1.1 Forecast collaboration principles

The term “collaboration” is used to illustrate the relationship between a customer company and a supplier company and the process by which they can manage their forecasts.

The objective of collaboration is to have a commitment between a supplier and a customer on a quantity of material which has to be delivered in a future time period.

Collaboration is performed on demand to prevent potential delivery issues with the supplier using an efficient information flow. AirSupply tool eases the collaboration between a customer and a supplier.
Collaboration on forecast can be activated depending on the material and customer.
The collaboration model (full or no collaboration) can differ according to settings defined in the customer ERP.
In the “no collaboration” model, forecast is published in AirSupply but no commitment for the supplier is requested. Therefore, no exceptions are raised.
The “full collaboration” is the one described in this document.

The customer has to be transparent with his needs in order to ease the supplier’s delivery planning.
The supplier has to make sure that he can meet his commitment.

1.2 Collaboration horizons and time bucket

Figure 3: The different horizons

Forecast collaboration goes through different time frames called horizons. Horizon lengths are part of the contractual agreement between the customer and supplier. The length of each horizon is defined in the customer ERP.
The customer can decide to omit the display of some horizons. At least one horizon must be provided in order for the forecast publishing to be successful in AirSupply (for example, provisional horizon could be displayed alone).

There are three different horizons:

Firm Horizon: Contains data that relates to the present and short term. No change should happen within this time frame. In a just-in-time approach, this horizon is aligned with the delivery cycle and the data is linked to the Purchase Order cycle. No forecast collaboration is allowed within this horizon. However, the customer can decide to display forecast data not changed yet into Purchase Order. Firm horizon is usually represented as only one bucket, but this bucket can represent several days (1, 2, 7…). The customer can decide not to publish any data in the firm horizon and therefore omit its display.

Flexible Horizon: Contains data that relates to the near future. Based on customer ERP runs, forecast demand is generated and supplier has to commit to the customer demand. The forecast collaboration is mandatory within this horizon for standard and mid-term forecasts. The size of a bucket in this horizon is usually a week. The customer can decide not to publish any data in the flexible horizon and therefore omit its display. In this case, the forecast data would be displayed in the provisional horizon for the collaboration.

Provisional Horizon: Contains data that relates to the future. Based on customer ERP runs, future forecast demand is generated in this phase, but this is only an estimate. The information provided to the supplier allows him to order raw materials. There is no mandatory collaboration in the provisional horizon. The size of a bucket within this horizon is usually a month. The customer can decide not to publish any data in the provisional horizon and therefore omit its display. In this case, the forecast data would be displayed in the flexible horizon for the collaboration.

A **time bucket** (or bucket) is a period of time (a day, a week or a month) where the collaboration on forecast data can take place. A bucket always starts at the end of the previous bucket. The size of a bucket is defined in accordance with the horizon type and a bucket represents a time subset of the horizon.

Horizon type	Usual time bucket size	Horizon length	Forecast Collaboration?
Firm	One or several days	Usually only one bucket	No
Flexible	One calendar week	Multiple of weeks	Yes, mandatory
Provisional	One Month	Multiple of months	Yes, but not mandatory

Table 1: Horizon types

1.3 Forecast collaboration set

Forecasts are published to the supplier by collaboration sets. A collaboration set corresponds to a grouping of ‘Forecast’ data for one customer, one supplier and one material.

1.3.1 Material definition and concept of criticality level

A material is a basic item purchased by a customer from a supplier (in terms of date and quantity).

A material is identified by a Customer Material Number (CMN).

A material can be:

- “Critical”. Such material is recognized as critical by the customer. In the forecast process, a critical material is flagged with a ‘Critical’ criticality level.
- “Non-critical”. Such material is recognized as non-critical by the customer. In the forecast process, a non-critical material is flagged with a ‘Medium’ criticality level.

Any material may have a critical identifier assigned (for example Program/MSN).
If the material is flagged as critical, then the critical identifier (even if empty) is taken into account for collaboration and exception handling.
If the material is flagged as non-critical, then the critical identifier (even if published) is not taken into account for collaboration and exception handling. The system is only taking into account change of quantities (outside the tolerance) from the previous published forecast to raise exceptions.

1.3.2 The customer data

The customer data is the material need for a given bucket. It represents the customer demand.
There are two types of customer ‘Forecast’ data in AirSupply concerning forecast process:

- The published demand (named ‘Demand’ in Air Supply)
- The customer tuning (named ‘Commit tuning’ in Air Supply) is the agreement with the supplier

1.3.2.1 The published demand

The published demand results from the MRP processing and is followed by a manual check in case of critical demand variations from one period to the next period. Both steps are done on the customer ERP system. The published demand represents the initial forecasted requirement of a customer.
The published demand cannot be modified by a user in AirSupply.

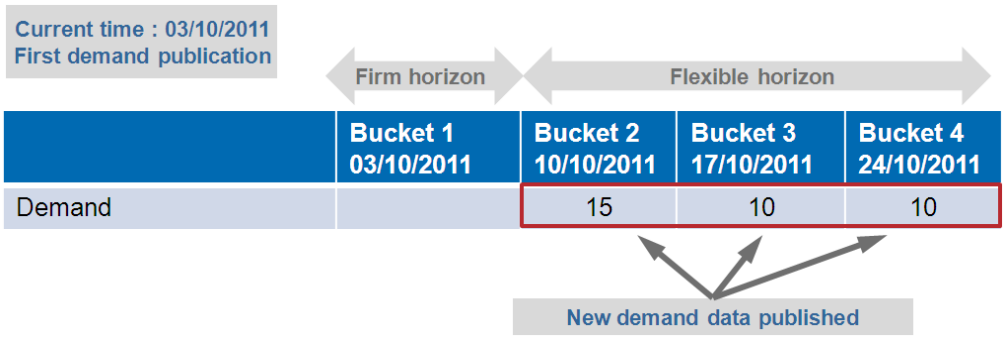
The initial demand coming from customer ERP is published for all buckets over the flexible and provisional horizon.
The demand is adjusted every new publication date by the customer ERP.

Therefore, change on demand can arrive in a bucket after each publication.

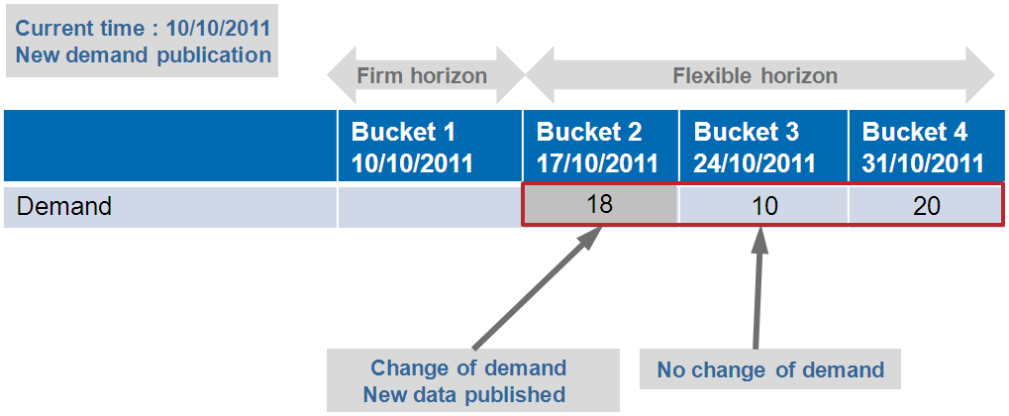
Example

In the following example, the bucket size in the flexible horizon is a week.

Step 1: First publication from customer ERP inside these three buckets of the flexible horizon.



Step 2: New publication from customer ERP.



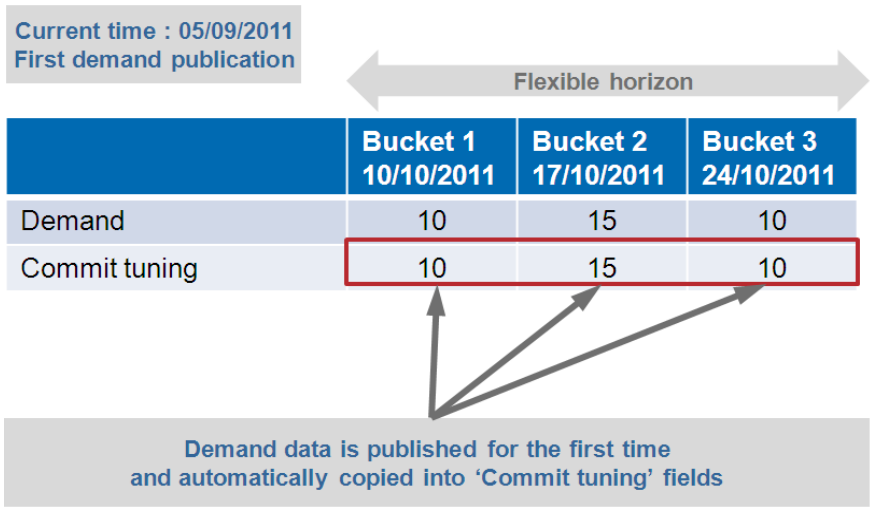
1.3.2.2 The customer tuning

The ‘Commit tuning’ represents the quantity of material agreed by the customer user.
When the ‘Demand’ data is published for the first time in a bucket, the published ‘Demand’ data is automatically copied into the ‘Commit tuning’ field.

‘Commit tuning’ data can be changed by the customer and may differ from the published demand.

Example

Step 1: First publication in AirSupply from Customer ERP. ‘Demand’ data is copied into each ‘Commit tuning’ field:



1.3.3 The supplier data

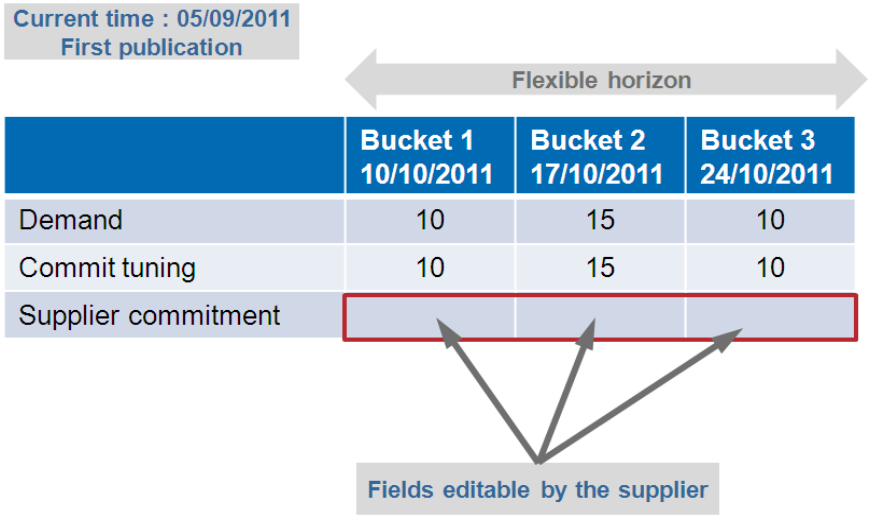
The supplier data is the confirmation of a material quantity for a given bucket from the supplier. It is called Supplier Commitment in AirSupply.

1.3.3.1 Supplier Commitment

The ‘Supplier Commitment’ represents the supplier agreed quantity to be delivered and is supposed to be equal to the ‘Commit tuning’. If it is not, collaboration takes place until the two commitments are equal or within a defined level of tolerance.
The forecast collaboration takes place between the supplier and the customer using the 'Supplier Commitment' field and the 'Commit tuning' field in flexible and/or provisional horizons.

Example

Step 1: After first demand publication, the supplier needs to fill the three fields.



1.3.3.2 Customer splits demand date within one bucket

If the customer splits the demand date within one bucket from one date into two dates, a Commit tuning quantity will be shown in date 1 and another commit tuning quantity will be shown in date 2. As long as the total quantity for the bucket has not changed or has changed within the tolerance, no supplier exception is raised. If the total quantity for the bucket is different and outside the tolerance defined, then a supplier exception is raised.

1.3.4 Levels of tolerance

In the forecast process, a level of tolerance is the size limit between two values which, if exceeded, leads to an action in AirSupply.

Levels of tolerance have been agreed upon between customer and supplier. There are two levels of tolerance in the forecast collaboration.

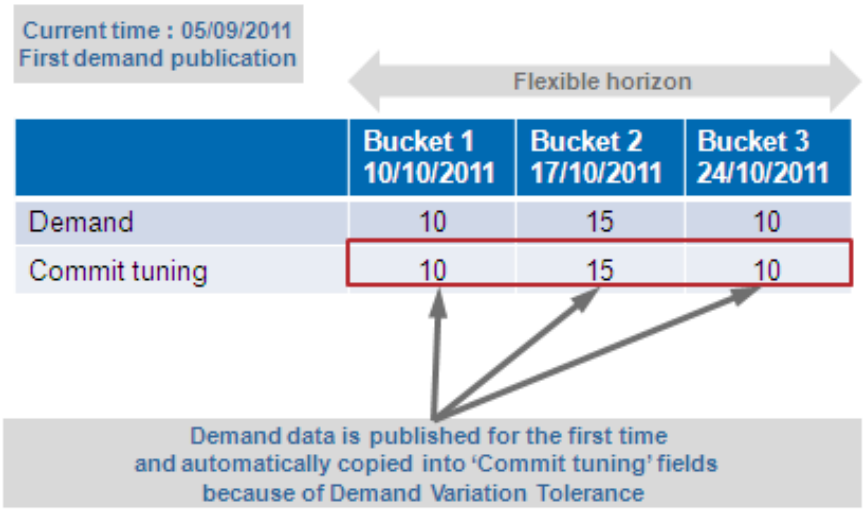
1.3.4.1 The Demand Variation Tolerance (DVT) level

The demand variation tolerance is applied between the 'Demand' data and the 'Commit tuning' data into a bucket. The demand variation tolerance level is expressed by a percentage.
When there is a new forecast publication from the customer ERP, the new 'Demand' data and the previous 'Demand' data for a given bucket are compared.
If the variation between previous demand and new demand is above Demand Variation Tolerance (DVT), the 'Commit tuning' gets replaced by the new demand. If not, the 'Commit tuning' data from the previous week is kept.

Example

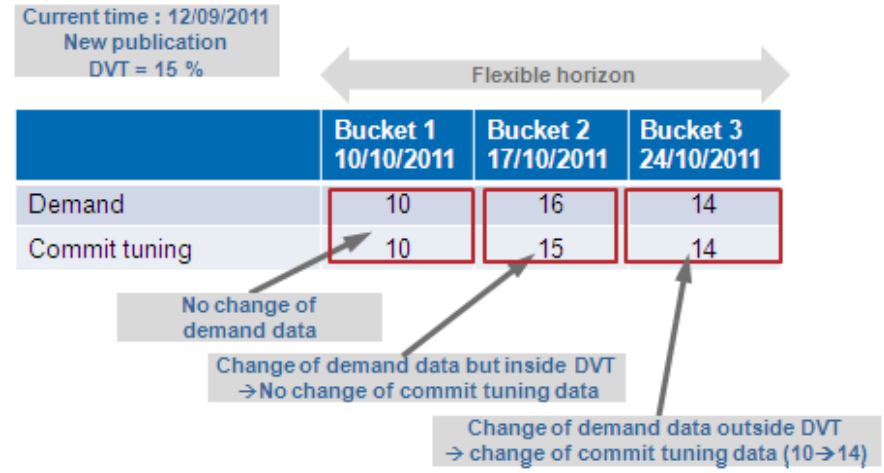
In this example the Demand Variation Tolerance is equal to 15%.

Step 1: This is a completely new publication of demand for the three buckets. It is assumed that no demand was published beforehand. The initial 'Commit tuning' data (equal to 0) differs by more 15 % than the published 'demand' data in each bucket. The consequence is that the published 'Demand' data is automatically copied into the 'Commit tuning' field.



The consequence is that the published demand data is automatically copied into the 'Commit tuning' field.

Step 2: There is a new demand publication dated the 12th September 2011 and two changes of 'Demand' data (bucket 2 and bucket 3):



In bucket 2, the difference between the new ‘Demand’ data (=16) and the initial ‘Commit tuning’ (=15) is less than 15 %, so the ‘Commit tuning’ data is not replaced by the ‘Demand’ data.

In bucket 3 as the difference between the new ‘Demand’ data (=14) and the initial ‘Commit tuning’ (=10) is more than 15 % (=DVT), the ‘Commit tuning’ data is automatically replaced by the ‘Demand’ data.

1.3.4.2 The Commitment Deviation Tolerance (CDT) level

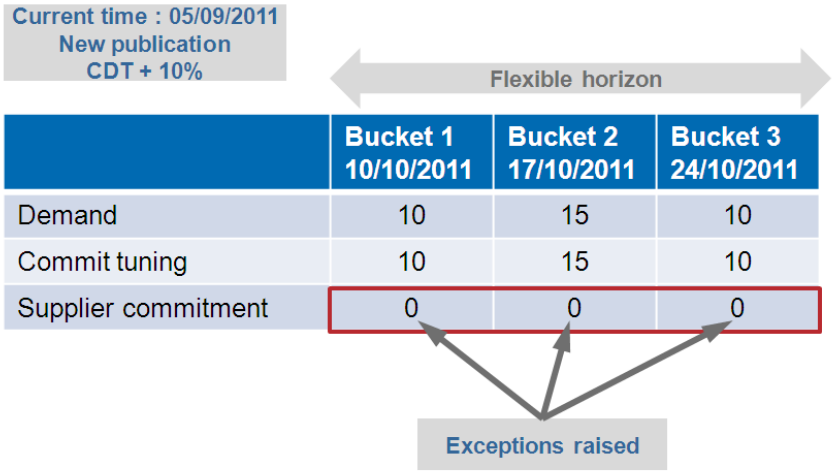
The Commitment Deviation Tolerance is applied between the ‘Commit tuning’ data and the ‘Supplier Commitment’ data into a bucket.

After publication of demand or new actions from a user, AirSupply compares the ‘Supplier Commitment’ data and ‘Commit tuning’ data.
If the difference between these is above Commitment Deviation Tolerance (CDT), it means that the collaboration process has to continue.

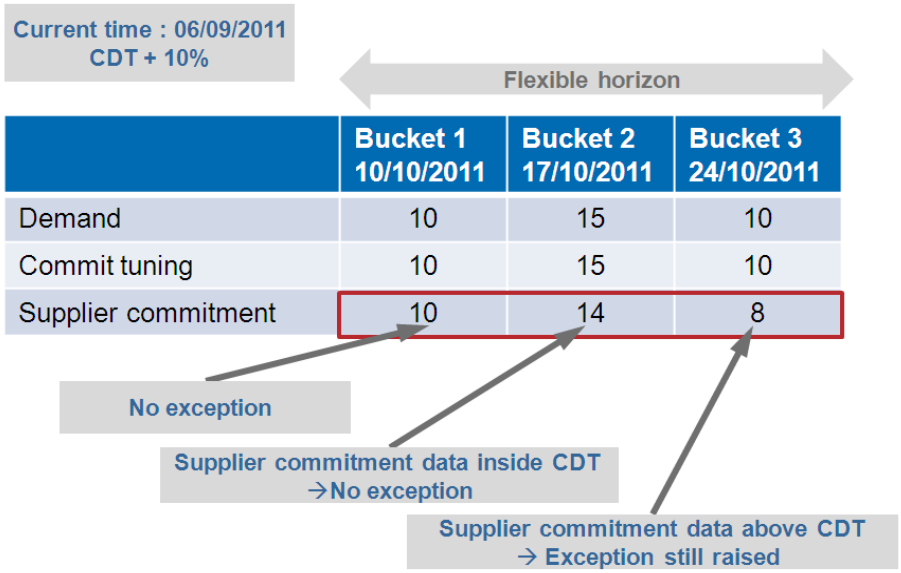
An exception is raised in AirSupply to inform that a commitment is needed to meet the tolerance.
(Forecast exceptions are explained in chapter [1.4_Exceptions and alerts in the forecast collaboration process]).

Example

Step1: After the initial demand publication, the ‘Commit tuning’ fields are automatically completed and compared with the ‘Supplier Commitment’ fields. The ‘Supplier Commitment’ fields are equal to 0 because the supplier has not had the chance to commit, so an exception is raised for each bucket:



Step 2: The supplier filled the three 'Supplier Commitment' fields the day after the exceptions had been raised by AirSupply:



In bucket 1, an exception is not raised because the supplier has made a commitment equal to the 'Commit tuning' (Difference between 'Supplier Commitment' and 'Commit tuning'=0% < 10 %).

In bucket 2, an exception is not raised because the supplier has made a commitment which is not equal to the 'Commit tuning' but it is inside the Commitment Deviation Tolerance level.
Difference between 'Supplier Commitment' and 'Commit tuning' is one, which equals 7% (CDT + 10 %) therefore the exception has disappeared.

In bucket 3, as the difference between 'Supplier Commitment' data and the 'Commit tuning' is two, which is 20 % (above CDT level), the exception still exists. The forecast collaboration has to continue in bucket 3.

1.4 Exceptions and alerts in the forecast collaboration process

Forecast collaboration is based on exception management. In the forecast collaboration process, the system creates exceptions (=alerts) which show the required commitment actions for the supplier or the customer. Exceptions are only generated in buckets belonging to the flexible horizon.

There are two different types of exceptions in the forecast collaboration process:

- The ‘Supplier to Commit’ exception requires a supplier commitment.
- The ‘Customer to Review’ exception requires a customer commitment.

The alert will be medium or critical depending on material criticality.

1.4.1 The ‘Supplier to Commit’ exception

This exception informs the supplier that he has to commit on the ‘Commit tuning’ data in one bucket in the flexible horizon.

In case the ‘Supplier Commitment’ data differs from the ‘Commit tuning’ data above the commitment deviation tolerance level and if the supplier has not yet committed since the last publication, the system raises a ‘Supplier to Commit’ exception to request the supplier to commit.

The supplier can commit exactly to the ‘Commit tuning’ data or make a new quantity proposal.

Example

> **Note**
>
> In this chapter the row order in the table is the same as in AirSupply.

Current time : 06/09/2011
New publication
CDT + 10%

Flexible horizon

	Bucket 1 10/10/2011	Bucket 2 17/10/2011	Bucket 3 24/10/2011
Demand	10	15	10
Supplier commitment	10	14	8
Supplier exceptions	no	no	yes
Commit tuning	10	15	10

1.4.2 The ‘Customer to Review’ (CTR) exception

The ‘Customer to Review’ exception informs the customer that he has to react to the ‘Supplier Commitment’ data in one bucket in the flexible horizon.

In case the ‘Supplier Commitment’ differs from the ‘Commit tuning’ above the Commitment Deviation Tolerance level, the system raises a ‘Customer to Review’ exception to ask for a customer action.

The customer can accept the ‘Supplier Commitment’ or make a counter-proposal. In this case the collaboration goes on until a final agreement is reached.

Example

Let’s go back to one of the previous examples.

Step 1:

- The 5th September, after the new demand publication three ‘Supplier to Commit’ exceptions have been raised.
- The 6th September, the supplier has made a commitment in the three buckets.

The 7th September, the situation is like this:

Current time : 07/09/2011
CDT + 10%

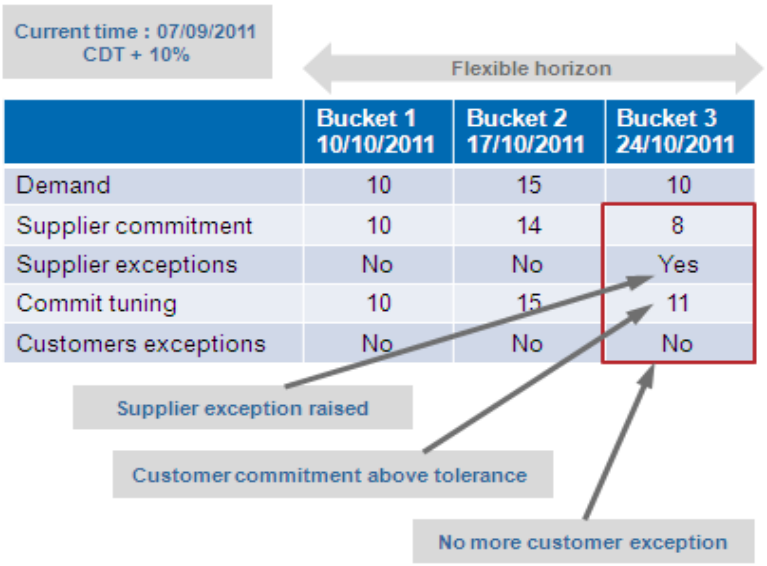
Flexible horizon

	Bucket 1 10/10/2011	Bucket 2 17/10/2011	Bucket 3 24/10/2011
Demand	10	15	10
Supplier commitment	10	14	8
Supplier exceptions	No	No	No
Commit tuning	10	15	10
Customers exceptions	No	No	Yes

In bucket 3, there is still a difference of more than Commitment Deviation Tolerance level between the ‘Supplier Commitment’ data and the ‘Commit tuning’ data. As a result, an exception is still raised by AirSupply.

This is a 'Customer to Review' exception because the supplier has committed but his commitment is not matching the 'Commit tuning' demand quantity.

Step 2: In bucket 3, the customer proposes a new commitment in the ‘Commit tuning’ field. The entered value of 11 differs by more than 10 % to the ‘Supplier Commitment’ data, so there is still an exception raised after the entered value is saved. It is a ‘Supplier to Commit’ exception.



Exceptions are only generated in the flexible horizon.

The ‘Supplier to Commit’ exception requires a ‘Supplier Commitment’ the ‘Customer to Review’ exception requires a customer commitment. The alert/exception is medium or high depending on material criticality.

There is no ‘Customer to Review' exception and ‘Supplier to Commit’ exception for a material in the same bucket at the same time.

The figure below shows the display of a ‘Forecast’ set in the tool.

	Firm Horizon	Flexible Horizon			
		07.03.2011	14.03.2011	21.03.2011	28.03.2011
Demand	0	100	200	100	150
Supplier Commitment		100	150	150	150
Supplier Exceptions			Medium	Medium	
Commit tuning		100	200	100	150
Customer Exceptions					
Cumulated Deviation		0	-50	0	0

The ‘Cumulated Deviation’ line shows the cumulated difference between the ‘Supplier Commitment’ and the demand.
“Cum Deviation Bucket n” = “Cum Deviation Bucket n-1” + (“Supplier Commitment Bucket n” - “Demand Bucket n”).

1.5 Forecast comparison data

Supplier and customer users can compare current values of the forecast with the values of the forecast published in the previous cycle.

This Forecast comparison is only available on ‘Demand’ and ‘Commit tuning’ data and is shown within the regular forecast ‘Collaboration View’ page via two expandable/collapsible boxes named:

- ‘Demand Delta’
- ‘Commit Tuning Delta’

Note

The forecast comparison boxes are located below the expandable/collapsible box called ‘Previous Data’.

When each box is expanded, it shows delta values, as follows:

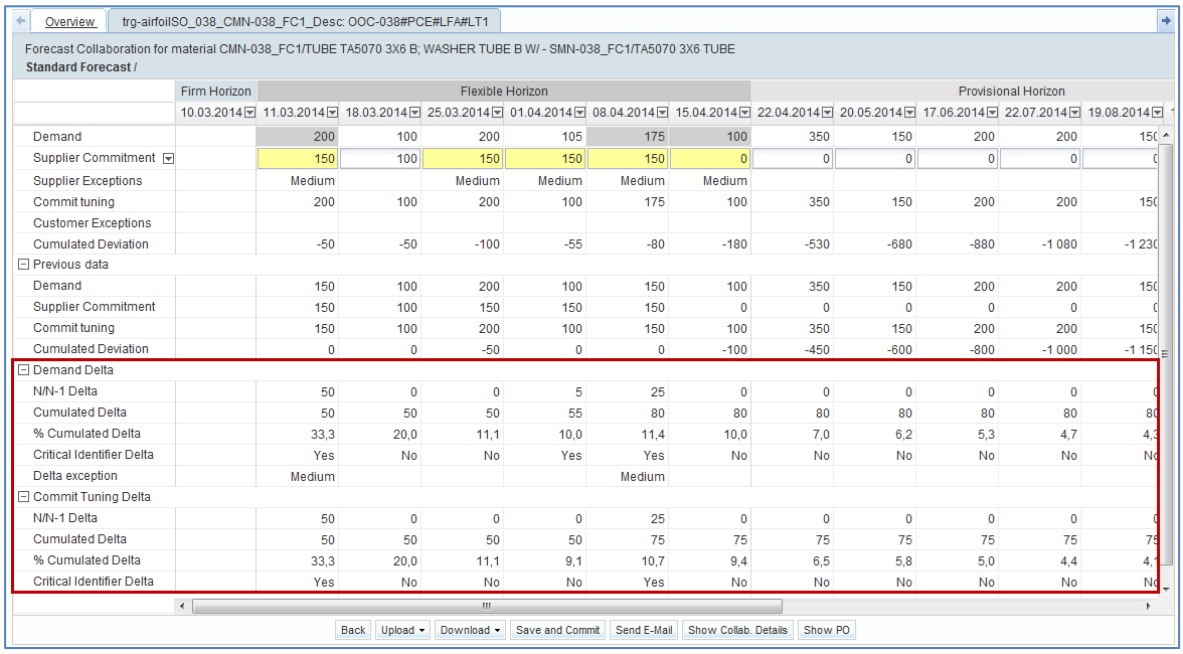
- N/N-1 Delta
- Cumulated Delta
- % Cumulated Delta
- Delta on critical identifier
- Delta exception (only applying to ‘Demand Delta’ and it is fully explained in chapter [1.6.1_The ‘Demand Delta’ exception]

The four common delta values between the two expandable/collapsible boxes are shown for each bucket in the flexible horizon. Within the provisional horizon, all buckets except the last one can show the four common delta values. No delta values are shown in the firm horizon.

Note

Further explanation is available in chapter [4.3_Forecast comparison data fields] within this module.

The figure below shows an example of forecast comparison data in AirSupply.

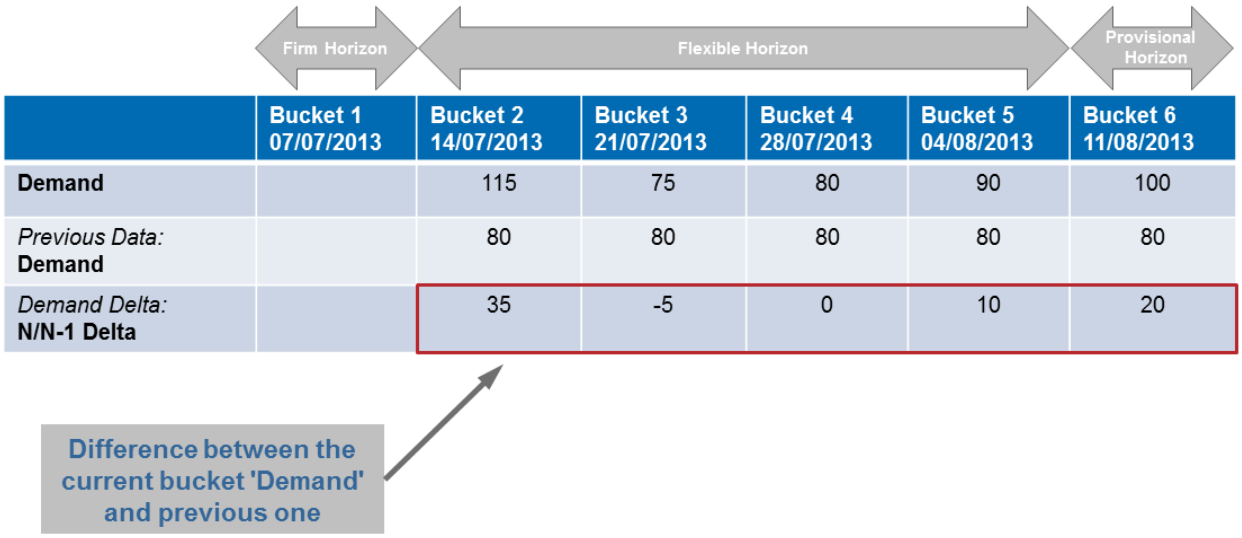


1.5.1 The 'Demand Delta'

'Demand Delta' values are calculated after each forecast publication and are based on the published demand also named 'Demand' in AirSupply tool.

1.5.1.1 'N/N-1 Delta'

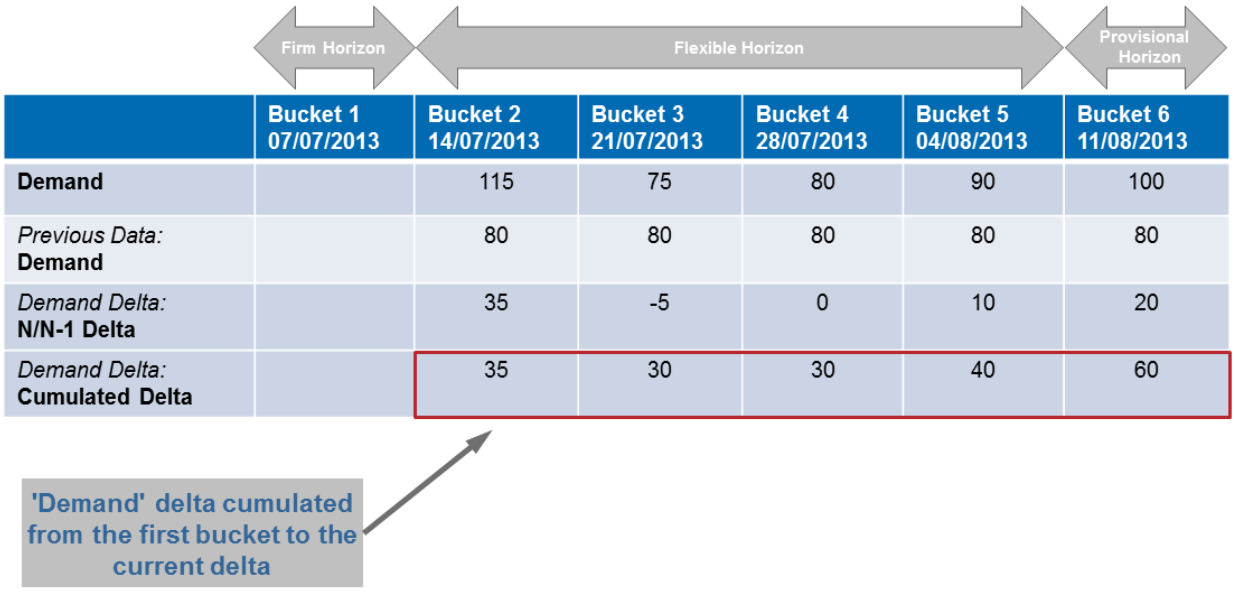
The 'N/N-1 Delta' is showing the difference between the current bucket 'Demand' and the previous one. You can see in the graphic below how the calculation is performed for the 'N/N-1 Delta' value. In bucket 2 for example, 35 corresponds to the calculation 115 – 80.



	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Previous Data: **Demand**		80	80	80	80	80
Demand Delta: **N/N-1 Delta**		35	-5	0	10	20

1.5.1.2 'Cumulated Delta'

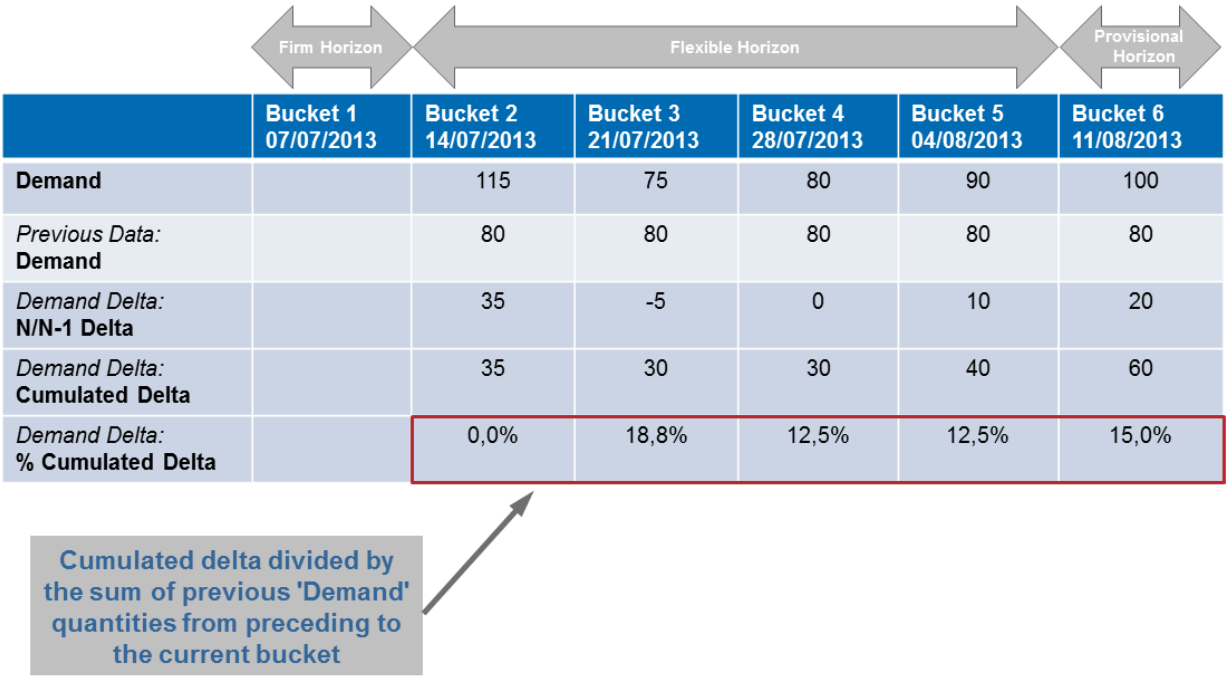
The 'Cumulated Delta' is showing a sum of 'Demand' delta cumulated from the first bucket to the current delta. You can see in the graphic below how the calculation is performed for the 'Cumulated Delta' value. In bucket 5 for example, 40 corresponds to the calculation 35 – 5 + 0 + 10.



	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Previous Data: **Demand**		80	80	80	80	80
Demand Delta: **N/N-1 Delta**		35	-5	0	10	20
Demand Delta: **Cumulated Delta**		35	30	30	40	60

1.5.1.3 '% Cumulated Delta'

The '% Cumulated Delta' is showing the cumulated delta divided by the sum of previous 'Demand' quantities from proceeding to the current bucket. You can see in the graphic below how the calculation is performed for the '% Cumulated Delta' value. In bucket 6 for example, 15% corresponds to the calculation (60 / (80 + 80 + 80 + 80 + 80))*100.



	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Previous Data: **Demand**		80	80	80	80	80
Demand Delta: **N/N-1 Delta**		35	-5	0	10	20
Demand Delta: **Cumulated Delta**		35	30	30	40	60
Demand Delta: **% Cumulated Delta**		0,0%	18,8%	12,5%	12,5%	15,0%

1.5.1.4 'Critical Identifier Delta' for the 'Demand'

This flag applies to both critical and non-critical materials.

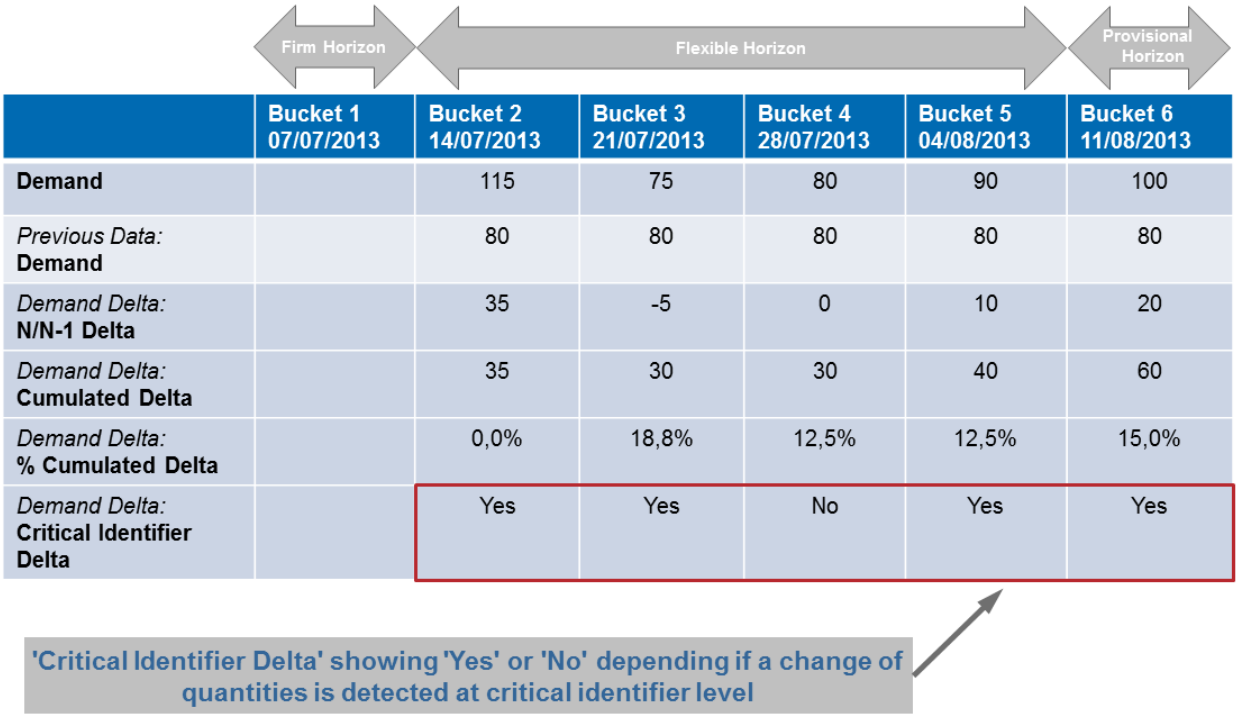
The 'Critical Identifier Delta' is showing 'Yes' (change detected) if at least one critical identifier (for example, Program/MSN) has a different 'Demand' between the current 'Demand' published and the previous one.

For customers not dealing with critical identifiers (for example, leaving the critical identifier empty), the system reads 'Yes' when the summed quantities within a bucket (a week for example) differ from the quantities of the same bucket published in the previous forecast and is outside the tolerance.

Otherwise, the 'Critical Identifier Delta' is showing 'No' (no change detected).

Notes

When a first forecast is published and no previous forecast exists, the critical identifier field will be empty and will not read 'No' (for example, last bucket of the provisional horizon). If a previous forecast exists, but there is a specific bucket that has no previous data, the critical identifier field will read 'Yes'.



	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Previous Data: **Demand**		80	80	80	80	80
Demand Delta: **N/N-1 Delta**		35	-5	0	10	20
Demand Delta: **Cumulated Delta**		35	30	30	40	60
Demand Delta: **% Cumulated Delta**		0,0%	18,8%	12,5%	12,5%	15,0%
Demand Delta: **Critical Identifier Delta**		Yes	Yes	No	Yes	Yes

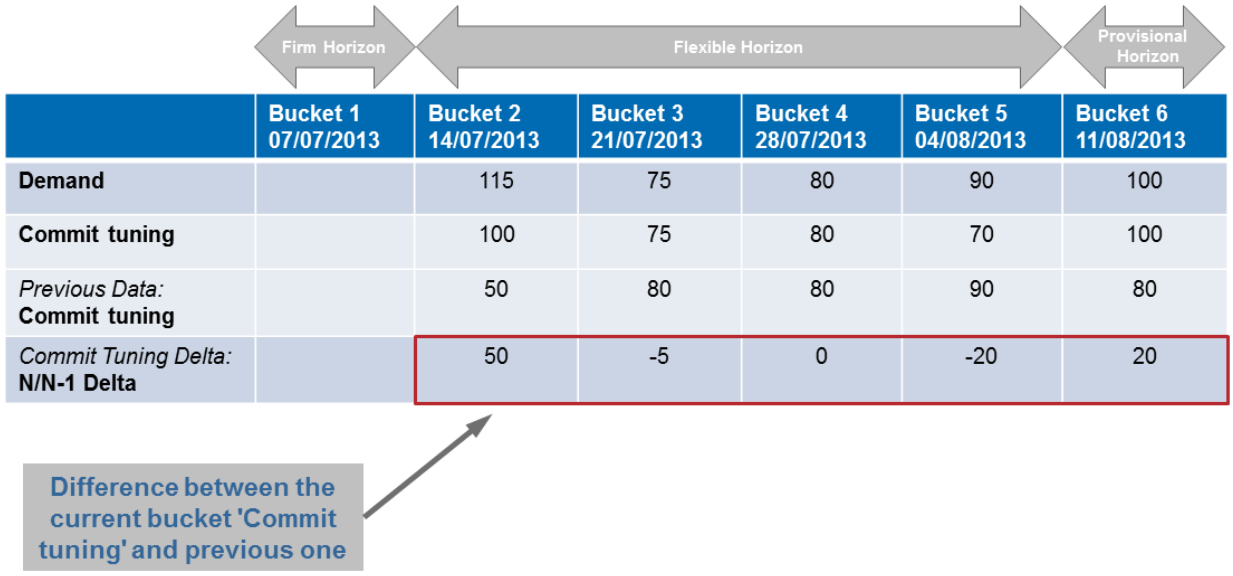
'Critical Identifier Delta' showing 'Yes' or 'No' depending if a change of quantities is detected at critical identifier level

1.5.2 The 'Commit Tuning Delta'

'Commit Tuning Delta' values are calculated after each forecast publication and are based on the customer tuning also named 'Commit tuning' in AirSupply tool.

1.5.2.1 'N/N-1 Delta'

The 'N/N-1 Delta' is showing the difference between the current bucket 'Commit tuning' and the previous one. You can see in the graphic below how the calculation is performed for the 'N/N-1 delta' value. In bucket 5 for example, -20 corresponds to the calculation 70 – 90.

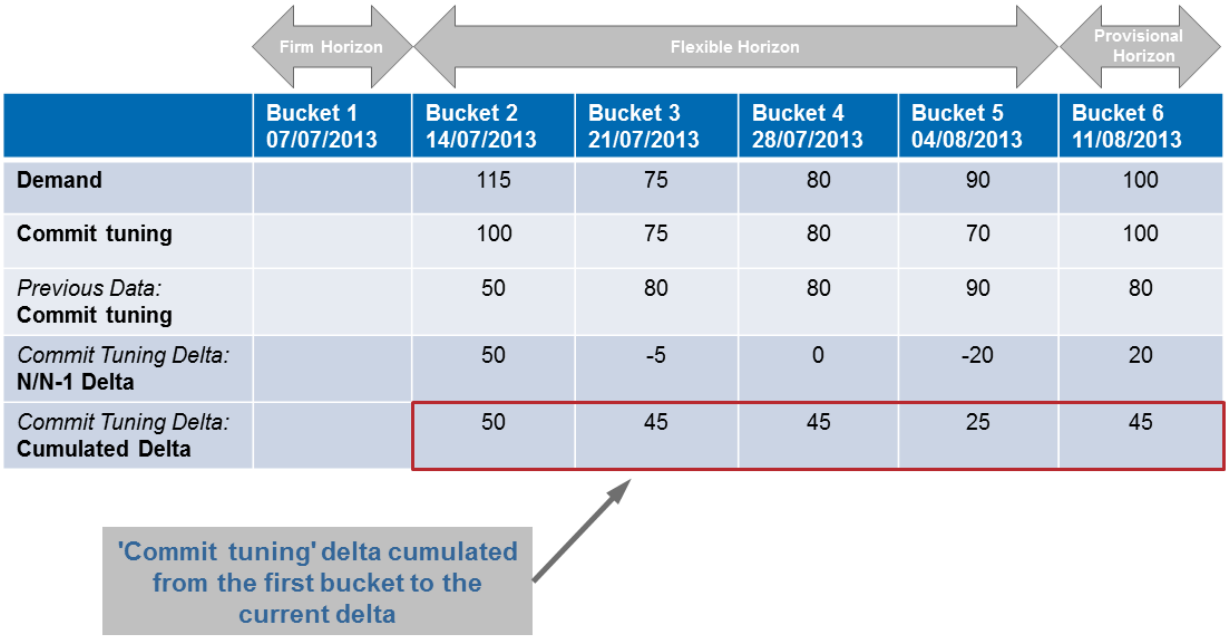


	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Commit tuning		100	75	80	70	100
Previous Data: **Commit tuning**		50	80	80	90	80
Commit Tuning Delta: **N/N-1 Delta**		50	-5	0	-20	20

Difference between the current bucket 'Commit tuning' and previous one

1.5.2.2 'Cumulated Delta'

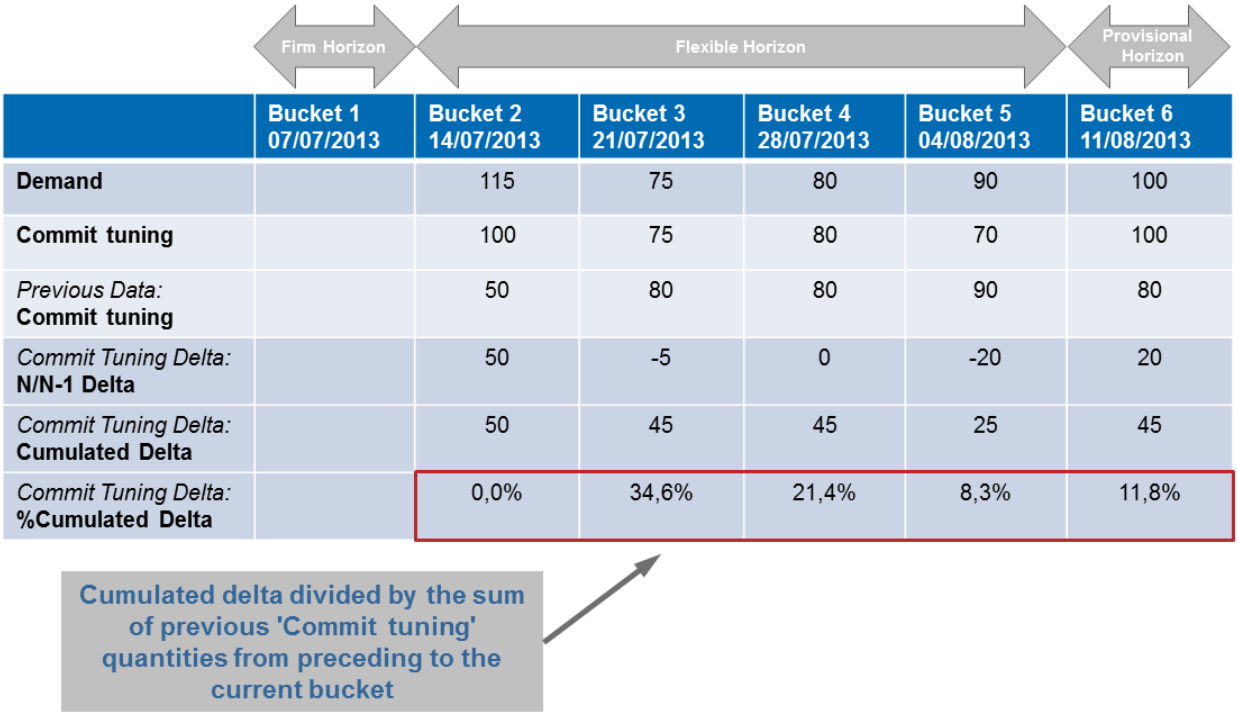
The 'Cumulated Delta' is showing a sum of 'Commit tuning' delta cumulated from the first bucket to the current delta. You can see in the graphic below how the calculation is performed for the 'Cumulated Delta' value. In bucket 5 for example, 25 corresponds to the calculation 50 – 5 + 0 - 20.



	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Commit tuning		100	75	80	70	100
Previous Data: **Commit tuning**		50	80	80	90	80
Commit Tuning Delta: **N/N-1 Delta**		50	-5	0	-20	20
Commit Tuning Delta: **Cumulated Delta**		50	45	45	25	45

1.5.2.3 '% Cumulated Delta'

The '% Cumulated Delta' is showing the cumulated delta divided by the sum of previous 'Commit tuning' quantities from preceding to the current bucket. You can see in the graphic below how the calculation is performed for the '% Cumulated Delta' value. In bucket 3 for example, 34,6% corresponds to the calculation (45 / (50 + 80))*100.



	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Commit tuning		100	75	80	70	100
Previous Data: **Commit tuning**		50	80	80	90	80
Commit Tuning Delta: **N/N-1 Delta**		50	-5	0	-20	20
Commit Tuning Delta: **Cumulated Delta**		50	45	45	25	45
Commit Tuning Delta: **%Cumulated Delta**		0,0%	34,6%	21,4%	8,3%	11,8%

1.5.2.4 'Critical Identifier Delta' for the 'Commit tuning'

This flag applies to both critical and non-critical materials.

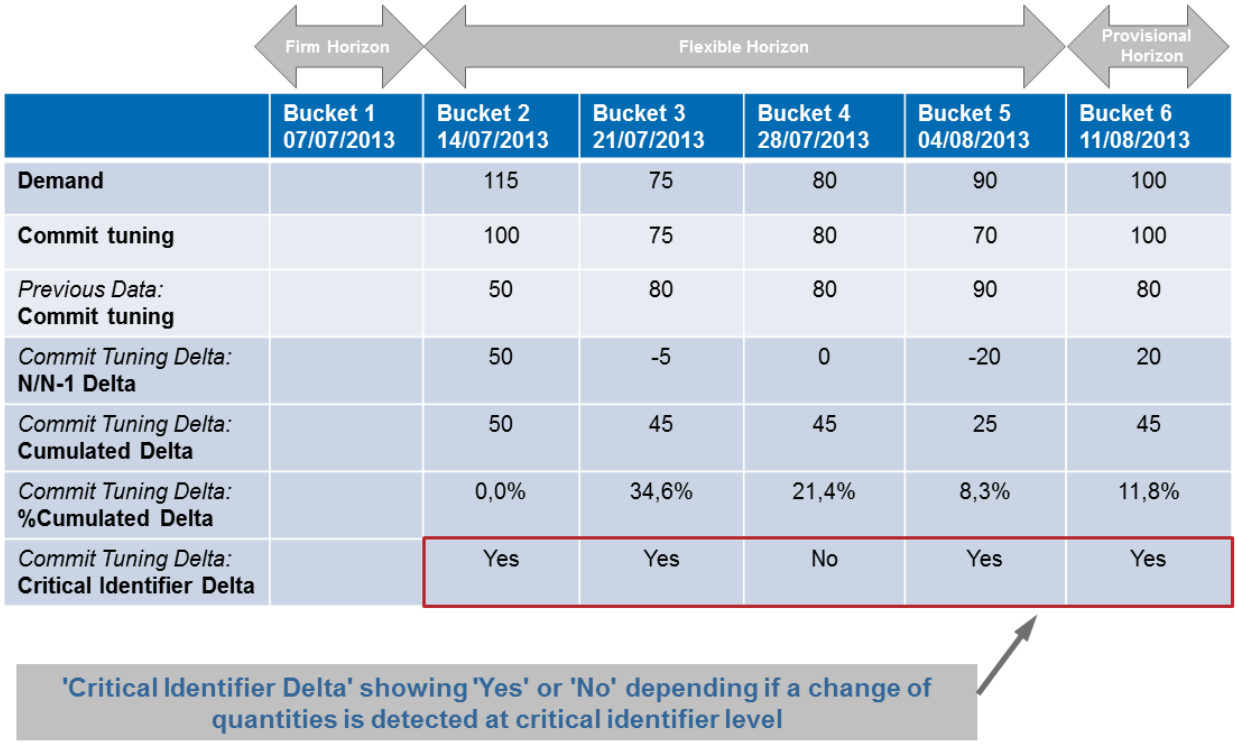
The 'Critical Identifier Delta' is showing 'Yes' (change detected) if at least one critical identifier (for example, Program/MSN) has a different 'Commit tuning' between the current 'Commit tuning' published and the previous one.

For customers not dealing with critical identifiers (for example, leaving the critical identifier empty), the system reads 'Yes' when the summed quantities within a bucket (a week for example) differ from the quantities of the same bucket published in the previous forecast and is outside the tolerance.

Otherwise, the 'Critical Identifier Delta' is showing 'No' (no change detected).

Note

When a first forecast is published and no previous forecast exists, the critical identifier field will be empty and will not read 'No' (e.g. last bucket of the provisional horizon). If a previous forecast exists, but there is a specific bucket that has no previous data, the critical identifier field will read 'Yes'.



	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Commit tuning		100	75	80	70	100
Previous Data: **Commit tuning**		50	80	80	90	80
Commit Tuning Delta: **N/N-1 Delta**		50	-5	0	-20	20
Commit Tuning Delta: **Cumulated Delta**		50	45	45	25	45
Commit Tuning Delta: **%Cumulated Delta**		0,0%	34,6%	21,4%	8,3%	11,8%
Commit Tuning Delta: **Critical Identifier Delta**		Yes	Yes	No	Yes	Yes

1.6 Exception and alerts in the forecast comparison process

Forecast comparison, the same as for forecast collaboration, is driven by exception management.

The difference with the forecast collaboration process, is that the system creates an exception called 'Demand Delta' without any commitment nor collaboration required between the supplier and the customer.

1.6.1 The 'Demand Delta' exception

The 'Demand Delta' exception is generated for information only for both customer and supplier users. It is based only on forecast buckets belonging to the flexible horizon.

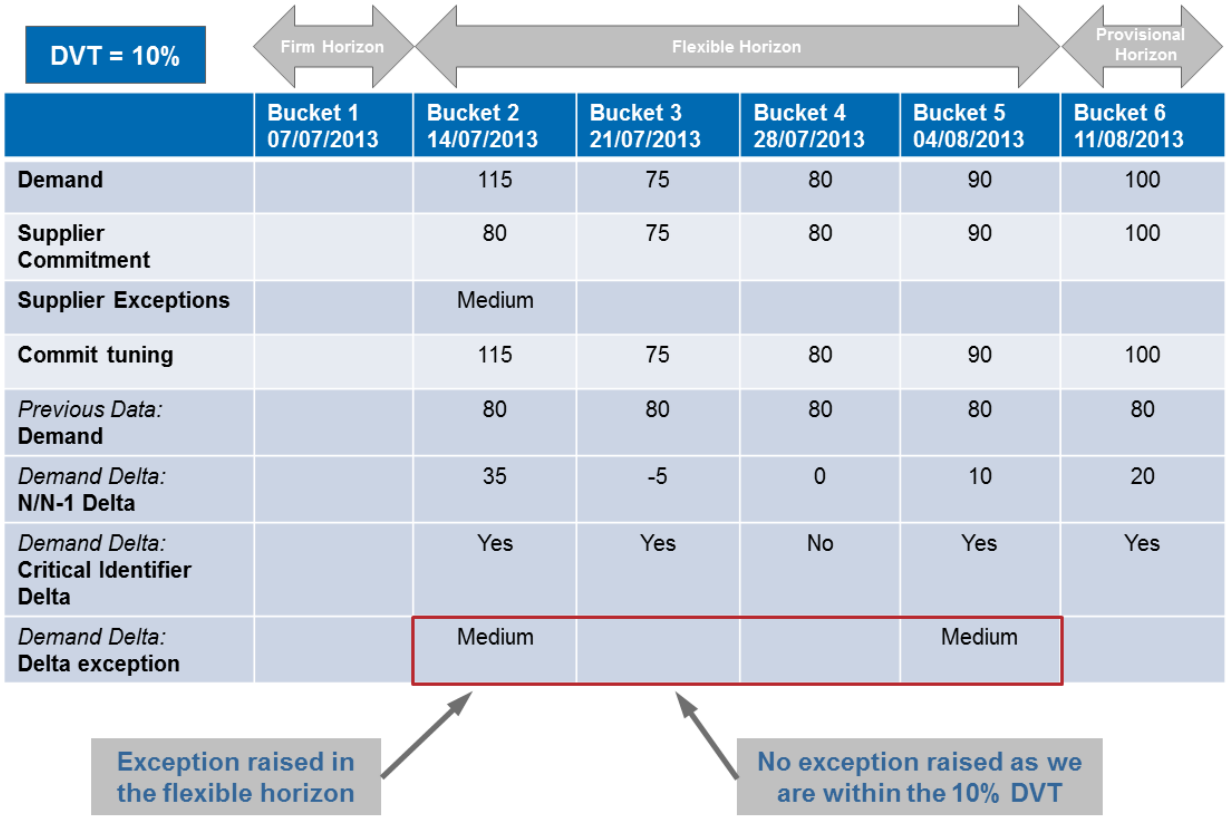
The exception raised in the 'Collaboration View' page is flagged 'Medium' or 'High' depending on material criticality.

Once it is raised, supplier users should verify demand changes and react accordingly in the collaboration process with their customer(s).

The E-mail notification functionality is explained in the 'Basic functions' module [RD3].

1.6.1.1 Non-critical materials

For non-critical materials, a 'Demand Delta' exception is raised as 'Medium' when the total demand delta of a bucket is outside the Demand Variation Tolerance (DVT) of the forecast.



	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Supplier Commitment		80	75	80	90	100
Supplier Exceptions		Medium				
Commit tuning		115	75	80	90	100
Previous Data: **Demand**		80	80	80	80	80
Demand Delta: **N/N-1 Delta**		35	-5	0	10	20
Demand Delta: **Critical Identifier Delta**		Yes	Yes	No	Yes	Yes
Demand Delta: **Delta exception**		Medium			Medium	

Note

Refer to chapter [1.3.4.1_The Demand Variation Tolerance (DVT) level] for more details on this level of tolerance.

For each bucket number, the graphic below shows you how a 'Demand Delta' exception is raised or not by the system.

Horizon	Bucket #	New Demand	Previous Demand	DVT	Absolute Deviation	Delta New Demand / Previous Demand	Exception raised?
Flexible	Bucket 2	115	80	10%	11,5	35	YES
Flexible	Bucket 3	75	80	10%	7,5	5	NO
Flexible	Bucket 4	80	80	10%	8	0	NO
Flexible	Bucket 5	90	80	10%	9	10	YES
Provisional	Bucket 6	100	80	10%	10	20	NO

No exception raised as the total demand delta of the bucket is inside the 10% DVT

No exception raised as we are within the provisional horizon

Note: Absolute Deviation is calculated by applying the DVT to the new published demand (e.g. 10% of 115 = 11,5)

1.6.1.2 Critical materials

For critical materials, a 'Demand Delta' exception is raised as 'Critical' when the total demand delta of a bucket per critical identifier (e.g. Program/MSN) is outside the Demand Variation Tolerance (DVT) of the forecast.

DVT = 10%

Firm Horizon | Flexible Horizon | Provisional Horizon

	Bucket 1 07/07/2013	Bucket 2 14/07/2013	Bucket 3 21/07/2013	Bucket 4 28/07/2013	Bucket 5 04/08/2013	Bucket 6 11/08/2013
Demand		115	75	80	90	100
Supplier Commitment		80	75	80	90	100
Supplier Exceptions		Critical				
Commit tuning		115	75	80	90	100
Previous Data: **Demand**		80	80	80	80	80
Demand Delta: **N/N-1 Delta**		35	-5	0	10	20
Demand Delta: **Critical Identifier Delta**		Yes	Yes	No	Yes	Yes
Demand Delta: **Delta exception**		Critical			Critical	

Exception raised regardless of critical identifier value

The calculation for critical parts is the same as for non-critical ones except that the Absolute Deviation explained in the previous chapter is now calculated for each critical identifier. The system compares per bucket the values for each and every critical identifier individually and raises an exception when there is a delta in the quantity outside the tolerance defined.

Note

There is only one ‘Demand Delta’ exception generated by bucket even if there are several gaps on multiple critical identifiers inside the corresponding bucket.

1.7 Exception and alerts for customer and supplier remarks

The modification of the fields ‘Customer Remark’ and ‘Supplier Remark’ on Forecast position level generate the following two alerts:

- Customer Remark Update
- Supplier Remark Update

The alerts follow the same standard rules as all the other existing Forecast alerts:

- for a critical material the alert category is HIGH is raised
- for all other not critical material the category is MEDIUM is raised

The alert handling takes place in the flexible horizon and in the provisional horizon.

2 The forecast collaboration workflow

Collaboration is the process performed by a customer and a supplier to reach an agreement on the quantity of a material in a given time bucket (for example, a week in the flexible horizon).

The forecast collaboration process is composed by three main steps:

- The demand publication
- The supplier commitment
- The customer commitment

The supplier is requested to commit to the customer demand by filling a quantity in the field ‘Supplier Commitment’, while the customer is required to agree (or disagree) if necessary, on the committed supplier quantities in the field ‘Commit tuning’.

In AirSupply an easy way to collaborate is to work with the exceptions.

The forecast collaboration is mandatory in the flexible horizon, but it is also possible to collaborate in the provisional horizon. This mandatory process applies to standard and mid-term forecasts only and not to long term forecasts.

2.1 Demand publication

The published demand is loaded from the customer ERP. Beforehand the customer can check the ‘Demand’ data in his ERP.
The published demand is loaded in AirSupply on a regular basis. The frequency may differ from one customer to another (weekly, monthly …).

To publish a new demand, the AirSupply system completes the following steps:

- Step 1: Copying of the previous period figures (if any) to the ‘Previous Data’ section.
- Step 2: Analyzing the demand variation.

After first publication of forecast, ‘Demand’ data is copied into ‘Commit tuning’ data and ‘Supplier to Commit’ exceptions are raised by AirSupply (because ‘Supplier Commitment’ = 0).
This is not the case when the supplier has chosen the auto-commit option. Please refer to chapter [3.4.1.1_Supplier commitment] for more details.

After new publication of forecast:

- If the variation between ‘Commit tuning’ and new demand is above Demand Variation Tolerance (DVT), the ‘Commit tuning’ gets replaced by the new demand. The demand quantities are indicated by a dark grey background color.

- If the supplier has already collaborated the previous week, the ‘Supplier Commitment’ is kept and the ‘Commit tuning’ is kept or updated depending on DVT. Therefore there are only the relevant exceptions raised by AirSupply and .we may have no ‘Supplier to Commit’ exception.

2.2 The collaboration cycle

In AirSupply, the forecast collaboration cycle is composed of supplier tasks and, if necessary, customer tasks. After demand publication, the supplier commits first in the ‘Supplier Commitment’ field.
If his commitment is not within the tolerances, the customer has to commit in the ‘Commit tuning’ field.
After collaboration, the ‘Supplier Commitment’ is kept, the ‘Commit tuning’ is kept or updated depending on DVT and therefore there are after this new publication only the relevant exceptions.

This chapter explains the main steps of the forecast collaboration.
Chapter 2.2.1 ‘Supplier commitment’ is dedicated to the supplier actions regarding single forecast collaboration on a non-critical material.
Chapter 2.2.2 ‘Customer commitment’ is dedicated to the customer actions regarding single forecast collaboration on a non-critical material.
The forecast collaboration set used is the same for the supplier and the customer.
In each of them, the bucket size in the flexible horizon is a week and the material is non-critical.

2.2.1 ‘Supplier Commitment’ (supplier)

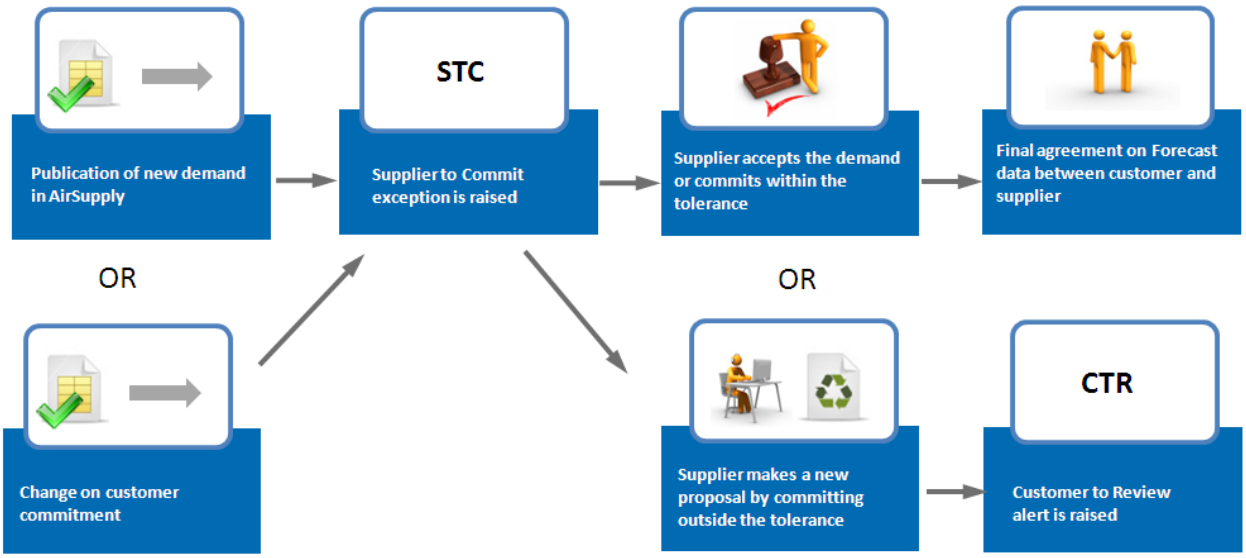


Figure 4: ‘Supplier Commitment’ Cycle

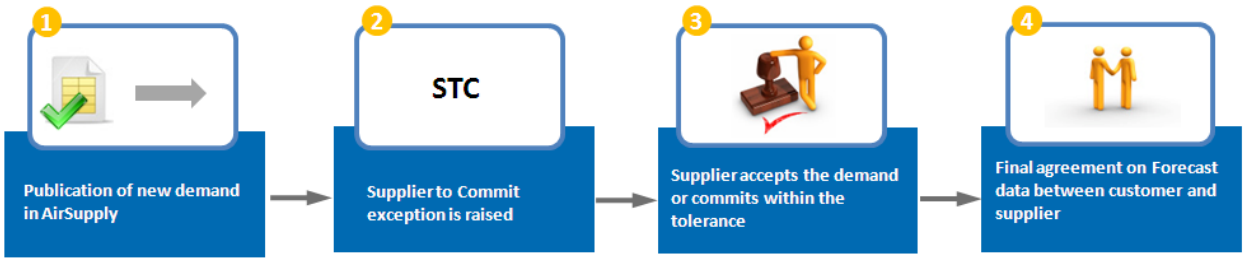
After a new publication of the demand or after change on ‘Commit tuning’ data, the difference between ‘Commit tuning’ and ‘Supplier Commitment’ quantity is analyzed by AirSupply. If the difference is above tolerance value in a bucket of flexible horizon, a ‘Supplier to Commit’ exception is raised (The exception can be critical in case of critical material).
If the supplier makes a commitment inside the “Commitment Deviation Tolerance”, there are no more exceptions, and the collaboration ends in this bucket.
If the supplier makes a commitment outside the “Commitment Deviation Tolerance”, there is a ‘Customer to Review’ exception raised in the bucket.

The two following scenarios describe these two different ‘Supplier Commitment’ types.

Note

In all following scenarios it is assumed that the bucket size is one week in the flexible horizon.

2.2.1.1 Scenario 1: The supplier is able to meet the demand within tolerance values *(supplier)*



1 The 12Th October, there is an initial 'Demand' data publication from the customer ERP in the four buckets of the flexible horizon. As it is a first publication, the 'Demand' data is automatically copied in the corresponding 'Commit tuning' fields.

Current time : 12/10/2011
Fist publication
CDT + 10%

Firm horizon | Flexible horizon

	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment					
Supplier Exceptions					
Commit tuning		100	100	50	80
Customer Exceptions					
Cumulated deviation					

2 As there are no 'Supplier Commitment', four 'Supplier Exceptions' are raised in the four buckets. Their criticalities are medium because the material is not critical.

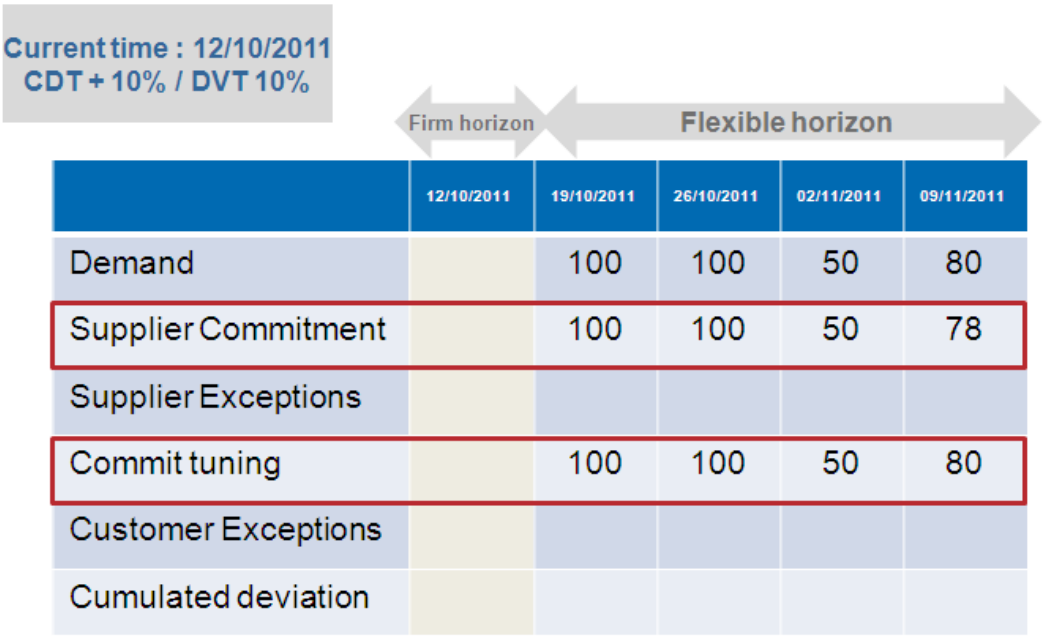
Current time : 12/10/2011
Fist publication
CDT + 10% / DVT 10%

Firm horizon | Flexible horizon

	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment					
Supplier Exceptions		Medium	Medium	Medium	Medium
Commit tuning		100	100	50	80
Customer Exceptions					
Cumulated deviation					

❸ The supplier makes a commitment equal to the ‘Commit tuning’ data in the buckets: 19/10/2011; 26/10/2011 and 02/10/2011. In the bucket 09/11/2011, the supplier makes a commitment not equal to the ‘Commit tuning’ but inside the tolerance.

The consequence is that the four exceptions disappear:

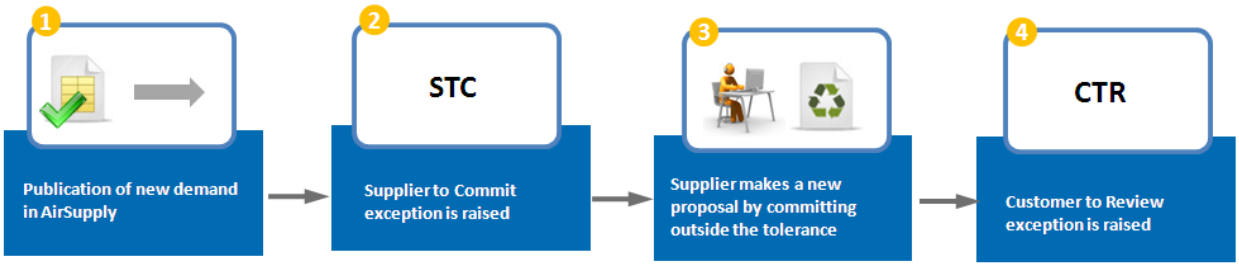


	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment		100	100	50	78
Supplier Exceptions					
Commit tuning		100	100	50	80
Customer Exceptions					
Cumulated deviation					

❹ The forecast collaboration cycle ends for this collaboration set as collaboration has been performed for the whole flexible horizon. No CTR exceptions are raised, and no customer action is needed. At the end of the week, the agreed quantity in the first bucket in the flexible horizon (19/10/2011) becomes a PO Call-up.

For more information regarding Purchase Order, please refer to the Ordering module [RD 5].

2.2.1.2 Scenario 2: The supplier is not able to meet the demand and makes a new proposal



1 On the 12th October, there is an initial 'Demand' data publication from the customer ERP in the four buckets of the flexible horizon. As it is a first publication, the 'Demand' data is automatically copied in the corresponding 'Commit tuning' fields.

Current time : 12/10/2011
Fist publication
CDT + 10%

Firm horizon | Flexible horizon

	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment					
Supplier Exceptions					
Commit tuning		100	100	50	80
Customer Exceptions					
Cumulated deviation					

2 As there are no 'Supplier Commitment', four 'Supplier Exceptions' are raised in the four buckets. Their criticalities are medium because the material is not critical:

Current time : 12/10/2011
Fist publication
CDT + 10% / DVT 10%

Firm horizon | Flexible horizon

	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment					
Supplier Exceptions		Medium	Medium	Medium	Medium
Commit tuning		100	100	50	80
Customer Exceptions					
Cumulated deviation					

❸ On the 13th September the supplier makes a commitment equal to the demand in the bucket 19/09/2011 and in the bucket 26/09/2011.
In the bucket 03/10/2011 and 10/11/2011 the supplier informs that he is not able to agree on the Customer demand by using the tool: The 'Supplier Commitment' in these two buckets are not equal to the 'Commit tuning' data and are outside tolerance values. In these two buckets, two 'Customer Exceptions' are raised:

Current time : 13/10/2011
CDT + 10% / DVT 10%

Firm horizon — Flexible horizon

	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment		100	100	40	55
Supplier Exceptions					
Commit tuning		100	100	50	80
Customer Exceptions				Medium	Medium
Cumulated deviation				-10	-35

❹ It is now the turn of the customer to answer.

2.2.2 Customer commitment on supplier proposal (customer)

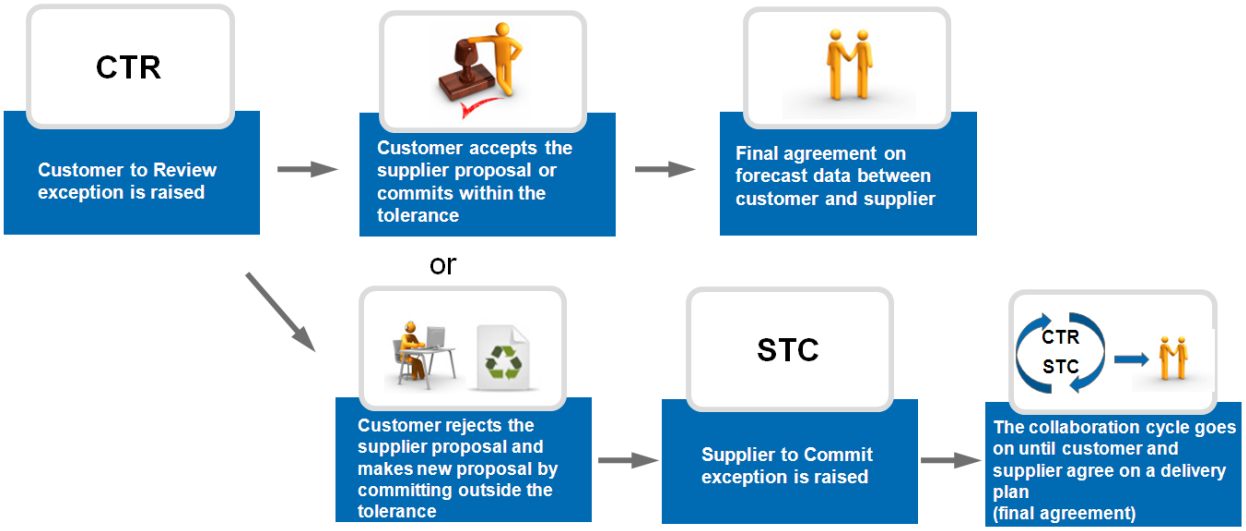


Figure 5: Customer Commitment Cycle

When the supplier makes a commitment outside the tolerance level, a new customer exception is raised in the bucket.
The customer can agree or disagree with the supplier proposal.

2.2.2.1 Scenario 1: the customer agrees on the supplier proposal (customer)

1 Go back to the scenario where the supplier has made a commitment outside tolerance:
On the 13th September the supplier makes a commitment equal to the demand in the bucket 19/10/2011 and in the bucket 26/10/2011.
In the bucket 02/11/2011 and 09/11/2011 the supplier indicates that he is not able to agree on the Customer demand: The 'Supplier Commitments' in these two buckets are not equal to the 'Commit tuning' data and are outside tolerance values. As consequence, two 'Customer Exceptions' are raised.

Current time : 13/10/2011
Supplier commitment
CDT + 10% / DVT 10%

Firm horizon | Flexible horizon

	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment		100	100	40	55
Supplier Exceptions					
Commit tuning		100	100	50	80
Customer Exceptions				Medium	Medium
Cumulated deviation				-10	-35

2 On the 14th September, the customer makes a commitment equal to the supplier proposal. He changes the data in the 'Commit tuning' field of the bucket 02/10/2011 and 09/11/2011. Two 'Customer Exceptions' disappear, as a result.

Current time : 13/10/2011
Customer commitment
CDT + 10% / DVT 10%

Firm horizon | Flexible horizon

	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment		100	100	40	55
Supplier Exceptions					
Commit tuning		100	100	40	55
Customer Exceptions					
Cumulated deviation				-10	-35

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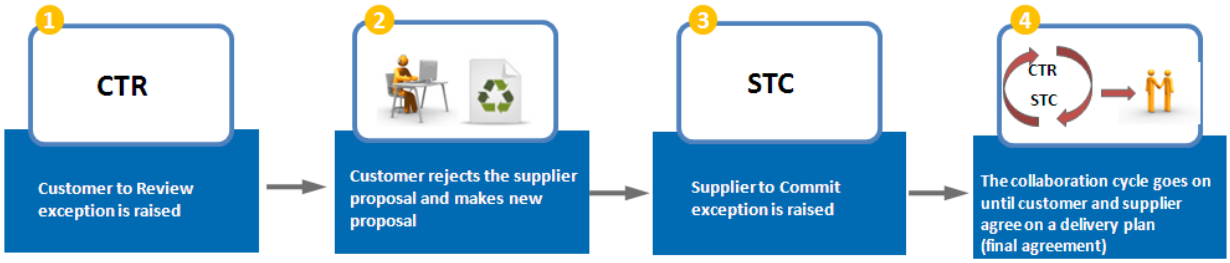
❸ The forecast collaboration cycle ends for this collaboration set as collaboration has been performed for the whole flexible horizon. 'Supplier Commitment' data and 'Commit tuning' data are the same in all buckets.
'Customer Exceptions' get resolved because 'Supplier Commitment' and 'Commit tuning' are the same. Therefore, there are no more alerts, and the collaboration ends.

Note

According to the implementation choice of the customer the 'Commit tuning' information can be sent back to the customer ERP.

2.2.2.2 Scenario 2: Customer does not agree on the supplier proposal



❶ Go back to the scenario where the supplier has made a commitment outside tolerance:
On the 13th September the supplier makes a commitment equal to the demand in the bucket 19/10/2011 and in the bucket 26/10/2011.
In the bucket 02/11/2011 and 09/11/2011 the supplier indicates that he is not able to agree on the Customer demand: The 'Supplier Commitments' in these two buckets are not equal to the 'Commit tuning' data and are outside tolerance values. As consequence, two 'Customer Exceptions' are raised.

Current time : 13/10/2011
Supplier commitment
CDT + 10% / DVT 10%

	Firm horizon		Flexible horizon		
	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment		100	100	40	55
Supplier Exceptions					
Commit tuning		100	100	50	80
Customer Exceptions				Medium	Medium
Cumulated deviation				-10	-35

❷ The customer makes a commitment in the two buckets not equal to the 'Supplier Commitment' and outside tolerance value.
❸ The consequence is that the two 'Customer Exceptions' disappeared and AirSupply raised two supplier exceptions:

Current time : 13/10/2011
Customer commitment
CDT + 10% / DVT 10%

Firm horizon | Flexible horizon

	12/10/2011	19/10/2011	26/10/2011	02/11/2011	09/11/2011
Demand		100	100	50	80
Supplier Commitment		100	100	40	55
Supplier Exceptions				Medium	Medium
Commit tuning		100	100	48	65
Customer Exceptions					
Cumulated deviation				-10	-35

4 The forecast collaboration has to continue for this collaboration set until an agreement between the customer and the supplier has been reached. At this point, a 'Supplier Commitment' is required.

2.2.3 Collaboration on critical material

For collaboration on a critical material, the objective is to have the correct delivery for a specific critical identifier (for example, Program/ MSN). The critical identifier can be empty as well.

Several forecast detail lines can be part of the same bucket. Each detail line corresponds to a customer need defined by a quantity, a date and a critical identifier.

When the commitment is not complete between the supplier and the customer, meaning that there is no agreement on quantity to be delivered for a specific critical identifier in the bucket, a high criticality exception is raised by AirSupply.

Note

Refer to the chapter [3.4.2_Collaboration on critical material] for more details.

2.2.4 Multi-collaboration

The forecast multi-collaboration takes place when one supplier commit on forecasts for the same material with several customers or when one customer commit on forecasts for the same material with several suppliers.

The collaboration process is the same for single forecast collaboration.

Note

Refer to the chapter [3.4.3_Multi-collaboration] for more details.

2.2.5 Collaboration on KIT components

The collaboration on forecast detailed lines that are labeled as KIT component is not possible.
Trying to collaborate on KIT components results in an error message.

Note

Refer to the chapter [3.4.5_Collaboration on KIT components] for more details.

3 Manage forecasts in AirSupply

3.1 Rights and permissions

The visibility of data depends on the defined data permission of the user.

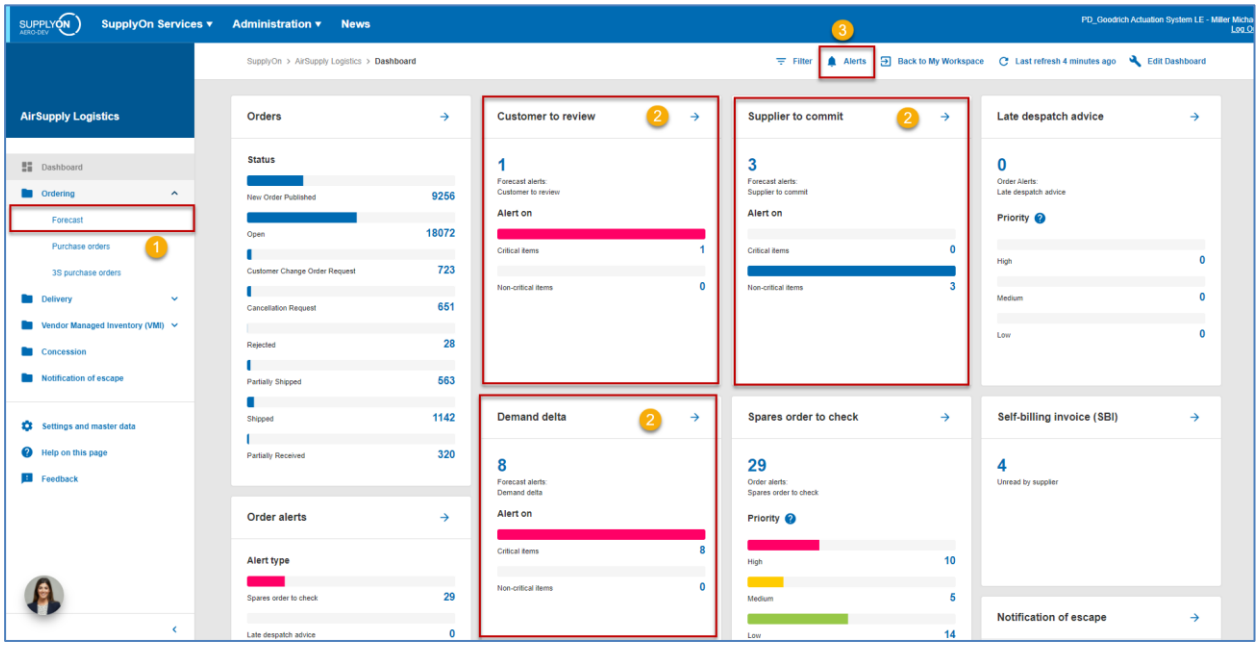
Each user needs to have the relevant AirSupply role(s) to manage forecast in AirSupply.

Note

For more information regarding AirSupply user rights and roles, refer to the Master Data module [RD2].

3.2 Access and search forecast information

You can access forecast information from the Dashboard in different ways.



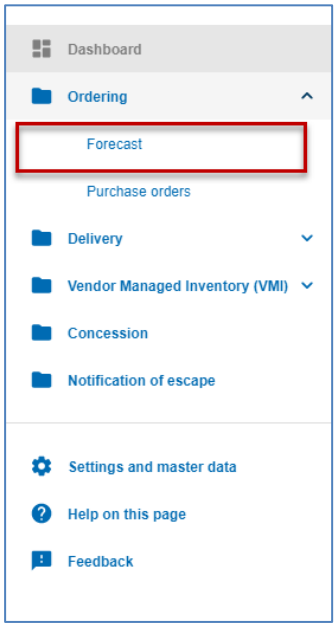
Note

The forecast data displayed differs with the filter selected.

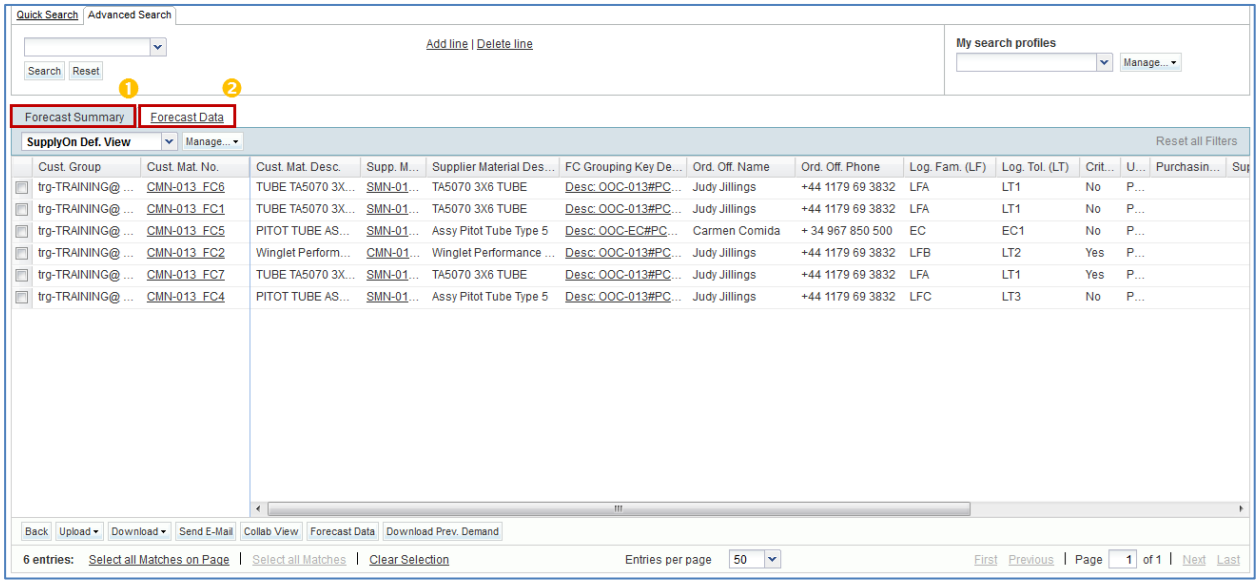
1. Access via the „Forecast“ link in the menu.
2. Access via the „Customer to review“, „Supplier to comit“, and „Demand delta“ cards.
3. Access via the „Alerts“ link the “Alert overview” page.

3.2.1 Access via the “Forecast” link in the menu

Clicking "Ordering" and then "Forecast" in the Dashboard menu takes you to the "Forecast" page with the Forecast Summary" and "Demand Data" tabs.



The figure below shows the ‘Forecast Summary’ tab displaying the list of collaboration sets (1). It is easy to access to the ‘Forecast Data’ tab displaying list of forecast details for all the materials (2):



This is the default view. The columns and the order of columns displayed can be customized as described in *‘Basic functions’* module *[RD3]*.

Note

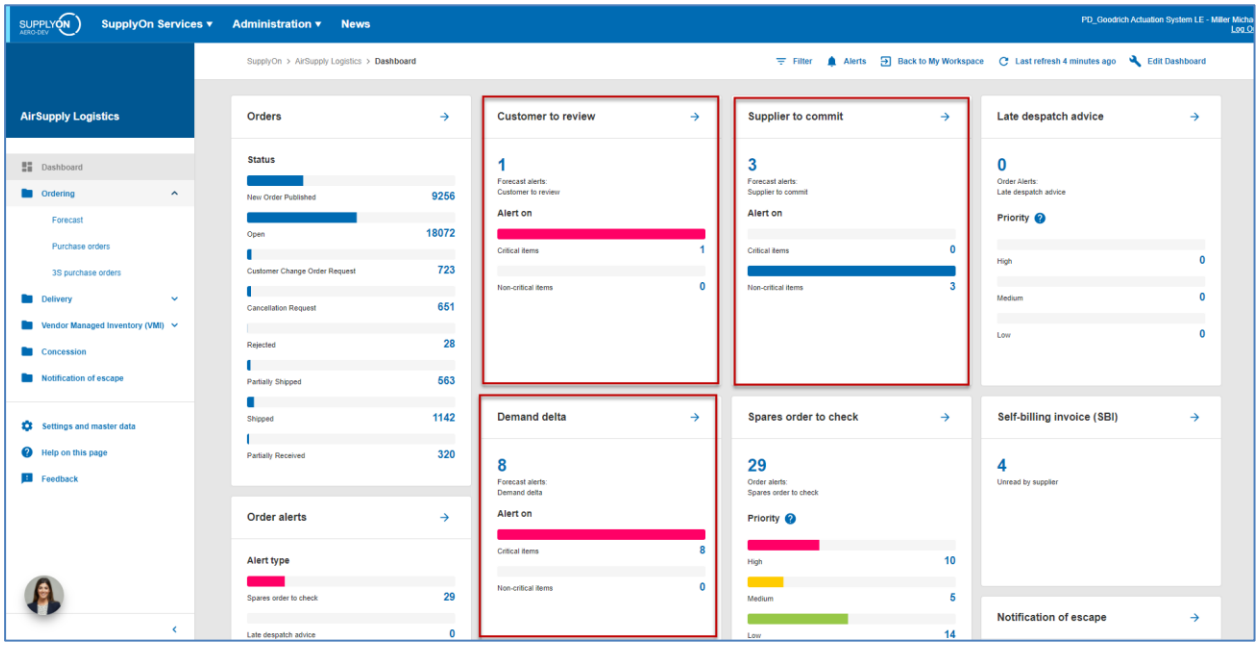
Refer to chapter [6_Appendix] for the complete list of the graphical user interface names of the columns and their description.

3.2.2 Access via cards

The following three forecast exception types are available in the Dashboard via cards:

- ‘Demand delta’
- ‘Customer to review’
- ‘Supplier to commit’

To access forecasts this way, click one of the exception types (‘New’, ‘High’ criticality or ‘Medium’ criticality, ‘Total’).

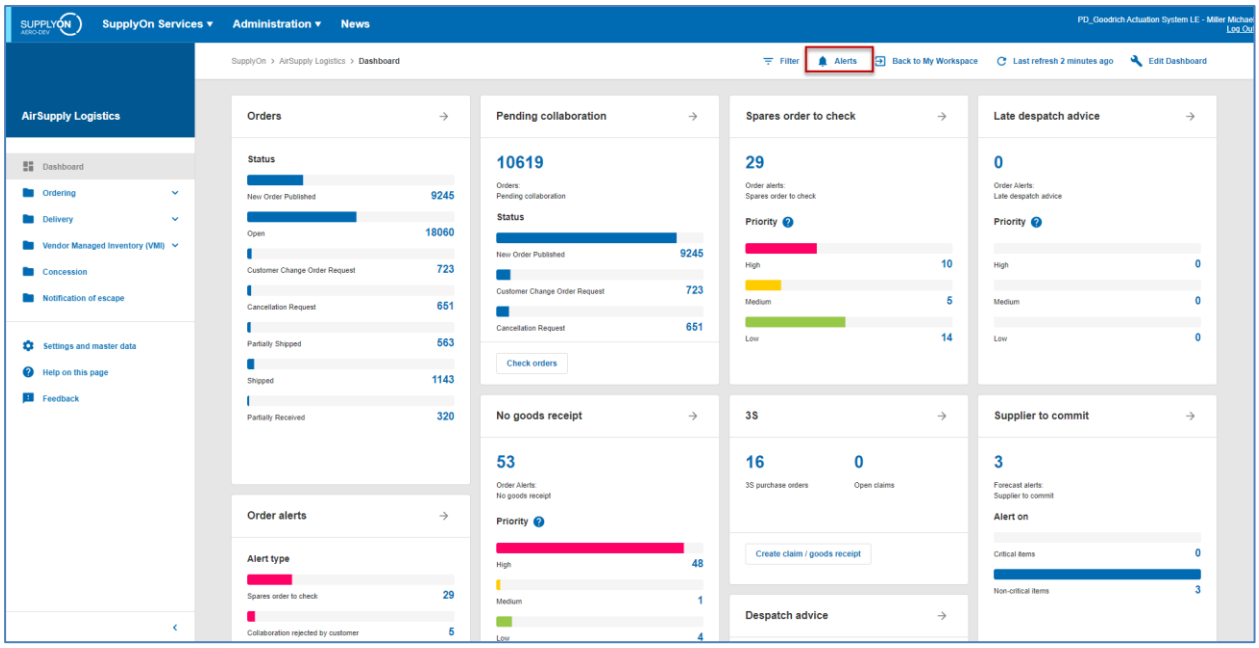


‘High’ exceptions concern exceptions on collaboration sets for critical materials.
‘Medium’ exceptions concern exceptions on a collaboration set for non-critical materials.

Note

Further explanation of the ‘Demand Delta’ exception is available in chapter [1.6.1_The ‘Demand Delta’ exception] within this module.

3.2.3 Access via the “Alerts” link the “Alert overview” page

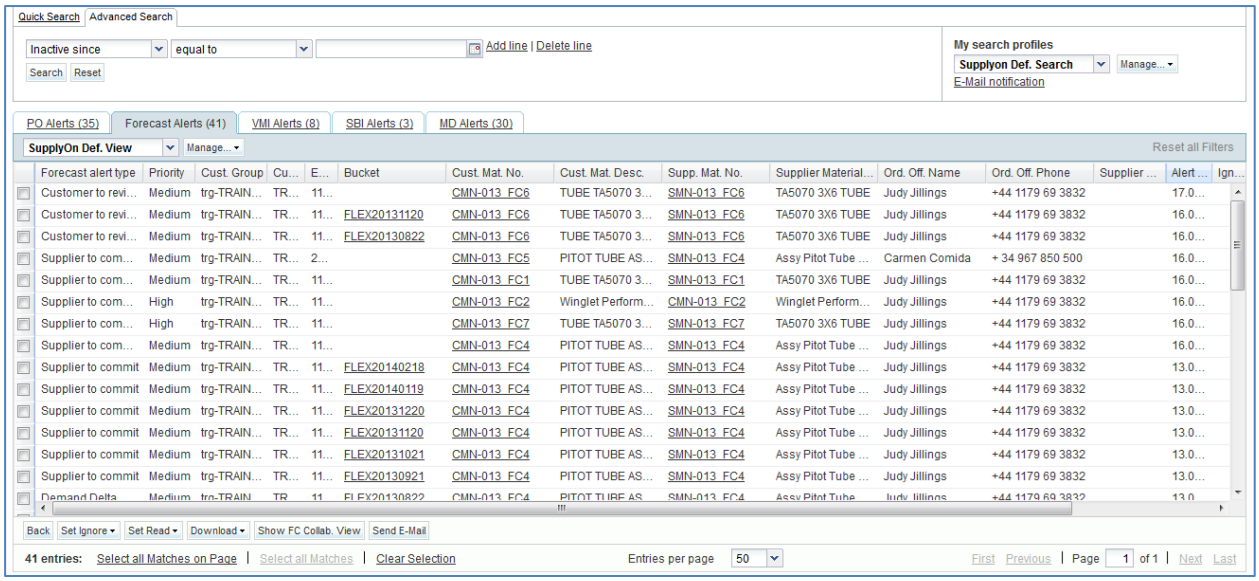


By clicking the ‘Alerts’ link, you go to the ‘Alert overview’ page.

Note

The ‘Alert overview’ page can also be accessed by clicking a forecast alert count in the appropriate cards. In this case the ‘Alert overview’ page is pre-filtered and the shown data fits to the alert count.

In the ‘Alert overview’ page, select the “Forecast Alerts” tab to see all forecast alerts.



Note

These four pages are described in the chapter [3.3_Forecast pages overview].

3.2.4 Searching for forecasts

It is useful to use exceptions raised by AirSupply to search and find a collaboration requiring user actions. You can also use the AirSupply search functions to search specific ‘Forecast’ data.

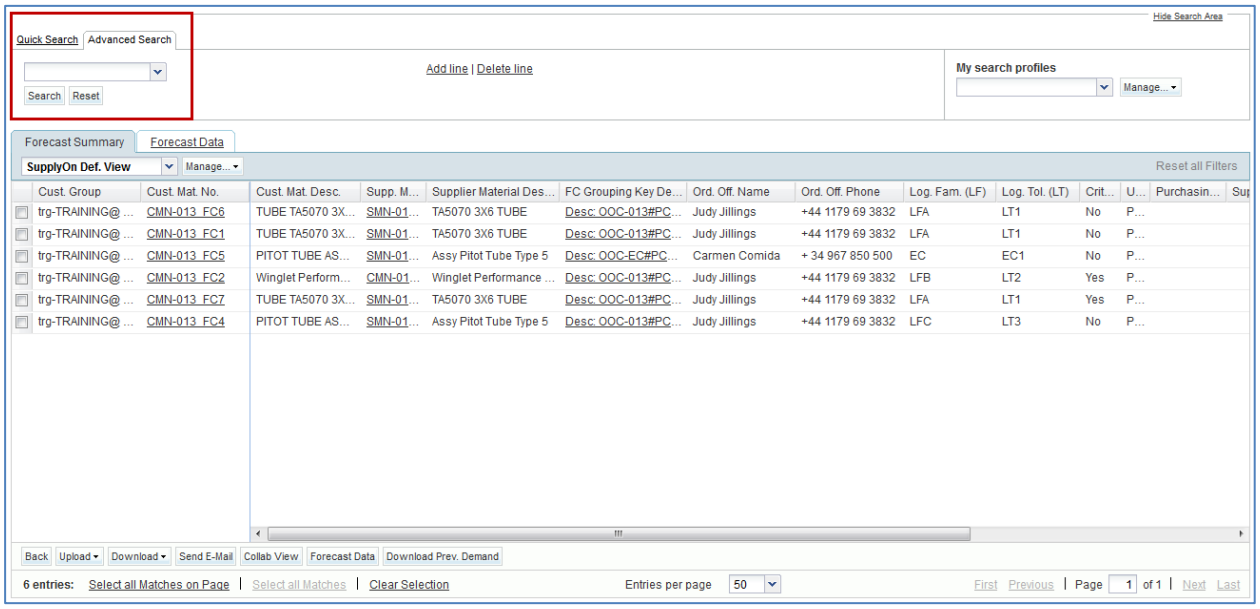
Note

The search functions are explained in the ‘Dashboard’ module [RD3].

You can use the search function in three tabs:

- ‘Forecast Summary’
- ‘Forecast Data’
- ‘Forecast Alert’ tab in the ‘Alert overview’ page

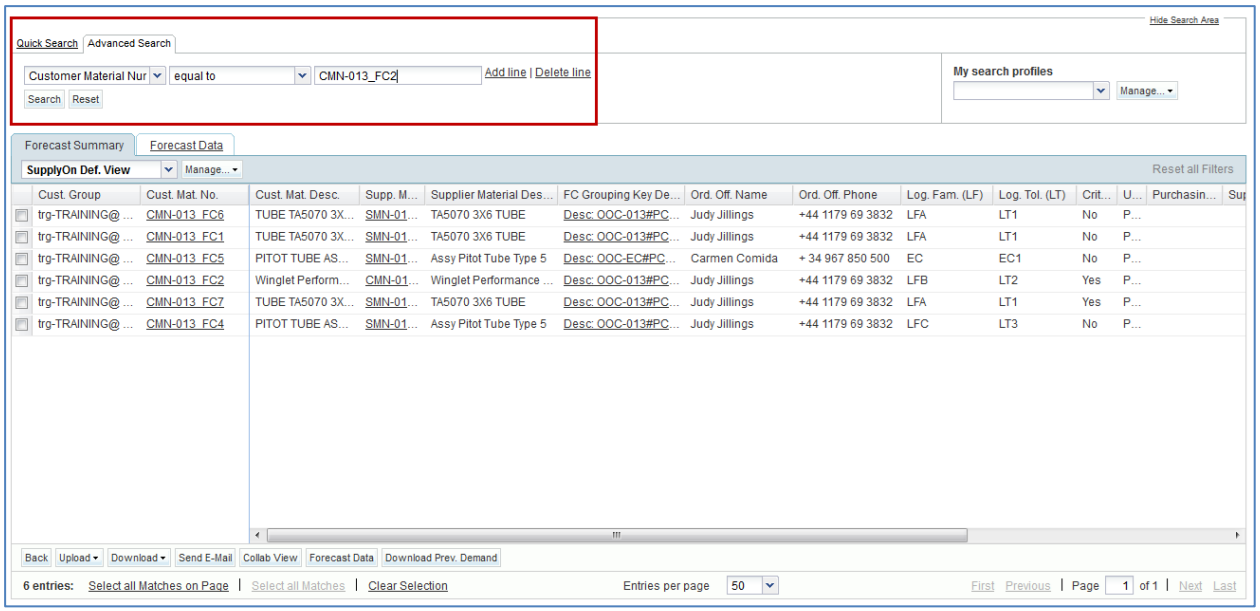
The figure below shows the ‘Forecast Summary’ page and the ‘Forecast Summary’ tab, at the top, the ‘Search’ section.



Example

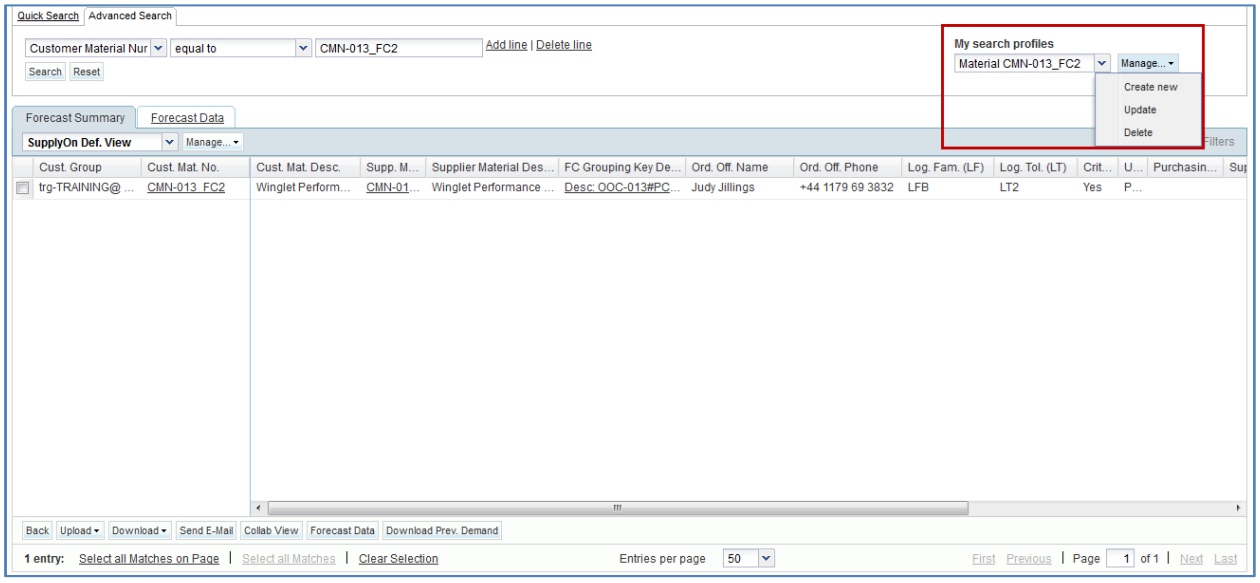
You are a supplier, or a customer and you want to find a collaboration set of a specific material named ‘CMN-013_FC2’.

You can go to the ‘Forecast Summary’ tab and use the search functionalities by conducting an advanced search:



You have, in this case, one ‘Forecast Summary’ line (row)

It is very useful to search a collaboration set using a search criterion like a specific supplier planner code or a specific ordering officer code. You can save your search criteria by using ‘My search profiles’.



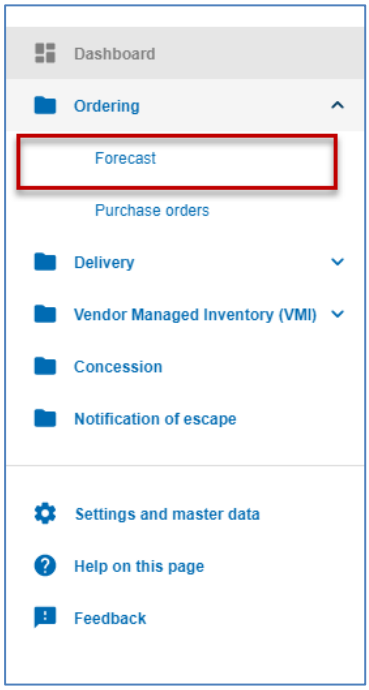
3.3 Forecast pages overview

There are thee pages regarding ‘Forecast’ data:

- ‘Forecast’ pages with the ‘Forecast Summary’ tab and the ‘Forecast Data’ tab
- ‘Collaboration View’
- ‘Collaboration Details’

3.3.1 Forecast page

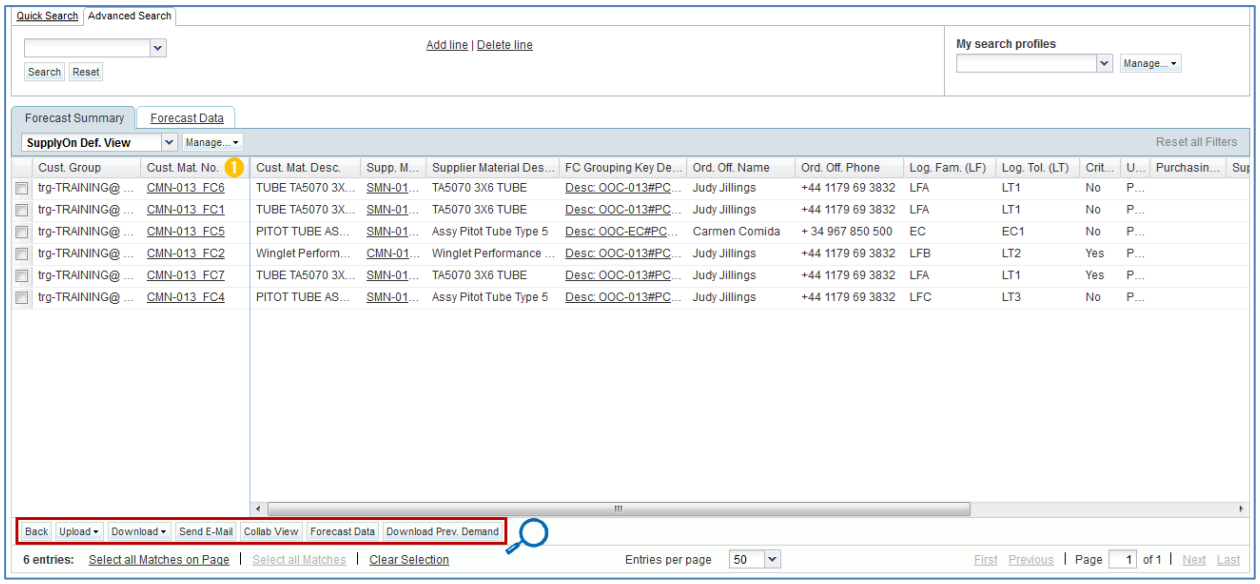
This page can be accessed via the Dashboard by clicking ‘Forecast’ in the menu.



This screen is composed of the ‘Forecast Summary’ tab and the ‘Forecast Data’ tab.

3.3.1.1 'Forecast Summary' tab

The 'Forecast Summary' displays a list of all forecast collaboration sets. In the 'Forecast Summary' tab, there is only information concerning the collaboration headers and no information concerning demand details lines.
One 'Forecast Summary' line is composed of one collaboration set.



Note

The description of each column in this table is available in chapter [6_Appendix] at the end of the module.

❶ In the 'Cust. Mat. No.' column you can find all materials that you have the right to see (depending of your AirSupply role and your active filter).
By clicking one material name, you can consult the material details information.

❷ Return to the last page by clicking 'Back'.

❸ and ❹ You can click here to upload or download forecast headers information.
Refer to chapter [3.5 Download / Upload a forecast] for more details.

❺ You can send an E-mail to the customer concerned with this forecast if you are a supplier or to the supplier if you are a customer. It is particularly useful to send an e-mail to your customer or supplier to inform him of some events regarding the commitment.
The functionality is explained in the '*Dashboard*' module [RD3].

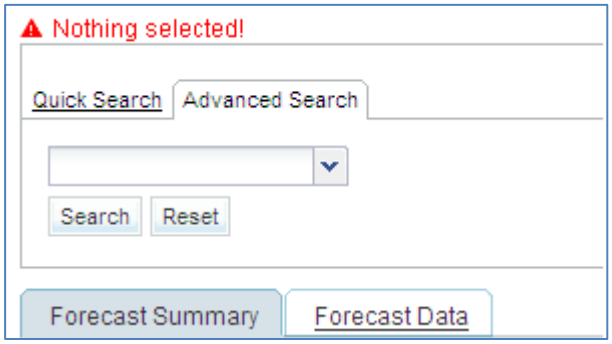
❻ After selecting a line by selecting the corresponding box, click this button to go to the "Collaboration" page of the corresponding collaboration set. You can also click 'FC Grouping Key Description' to go to the "Collaboration" page.

Refer to the chapter [3.3.2_The 'Collaboration View' tab] for more details.

This page is the default view. The columns and the order of columns displayed can be customized as described in the '*Dashboard*' module [RD3].

Note

If you do not select a line and you click ‘Collaboration View’, an error message is displayed.



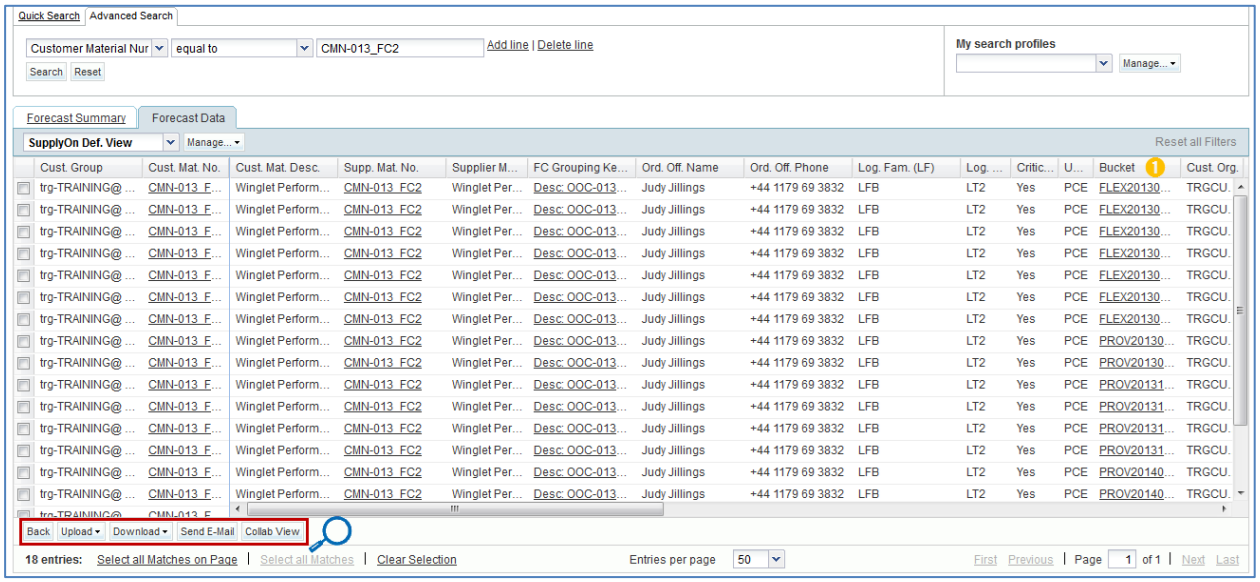
❼ After selecting a line by ticking the corresponding box, click this button to go to the ‘Forecast Data’ of the corresponding forecast header.

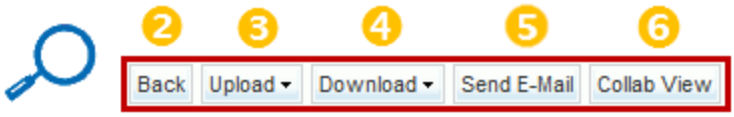
❽ You can click here to download forecast standard published demand up to one year in the past depending on the customer set up.

Refer to chapter [3.5.1.1_Download previous demand] for more details.

3.3.1.2 'Forecast Data' tab

The 'Forecast Data' tab lists forecast details lines for all the materials. Each line is a detail line of a forecast collaboration set. The figure below shows the 'Forecast Data' tab with all collaboration set lines of the material 'CMN-013_FC2'.





Note

The description of each column in this table is available in chapter [6_Appendix] at the end of the module.

❶ In the 'Bucket' column you can find all buckets in which there is forecast data.
By clicking one bucket name, you go to the 'Collaboration View' of the collaboration set.

❷ Return to the last page by clicking 'Back'.

❸ and ❹ You can click here to upload or download forecast detail line information.
Refer to chapter [3.5_"Download / Upload a forecast"] for more details.

❺ You can send an E-mail to the customer concerned by this forecast if you are a supplier, or to the supplier if you are a customer. It is particularly useful to send an e-mail to your customer or supplier to inform him of events regarding the commitment.
The functionality is described in the '*Dashboard*' module [RD3].

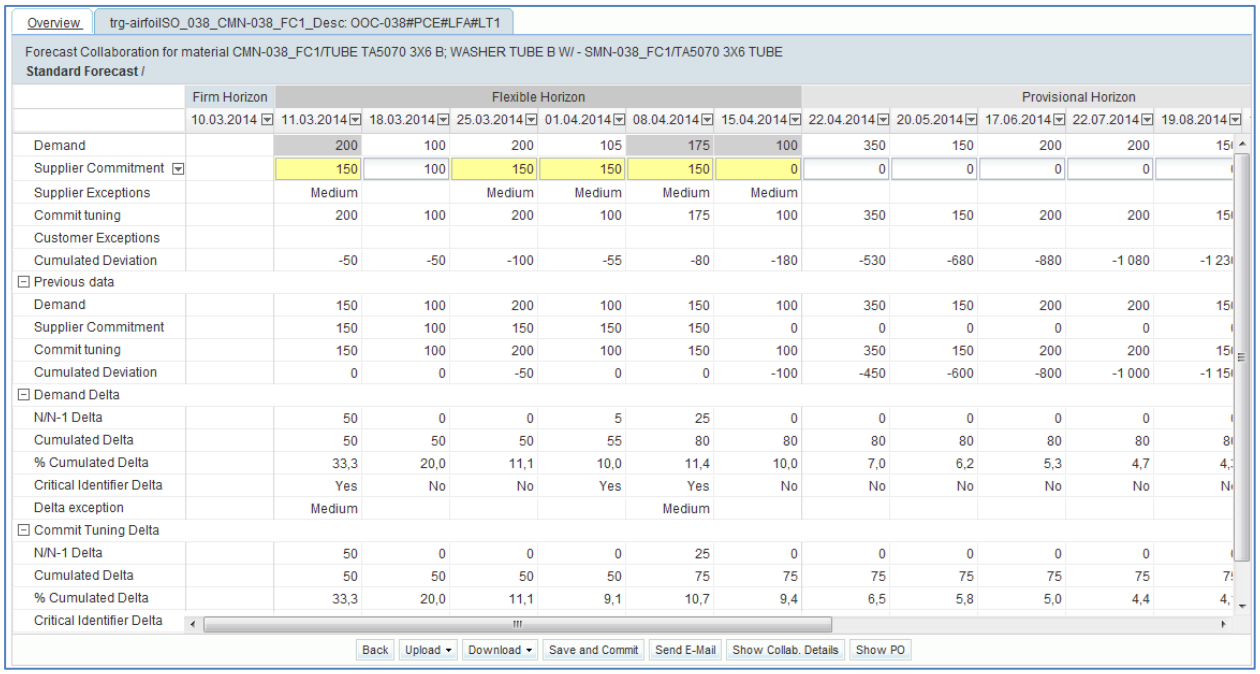
❻ After selecting a line by ticking the corresponding box, click this button to go to the "Collaboration" page of the corresponding collaboration set. The 'Collaboration View' is described in the next chapter.

This page is the default view. The columns and the order of columns displayed can be customized as described in the '*Dashboard*' module [RD3].

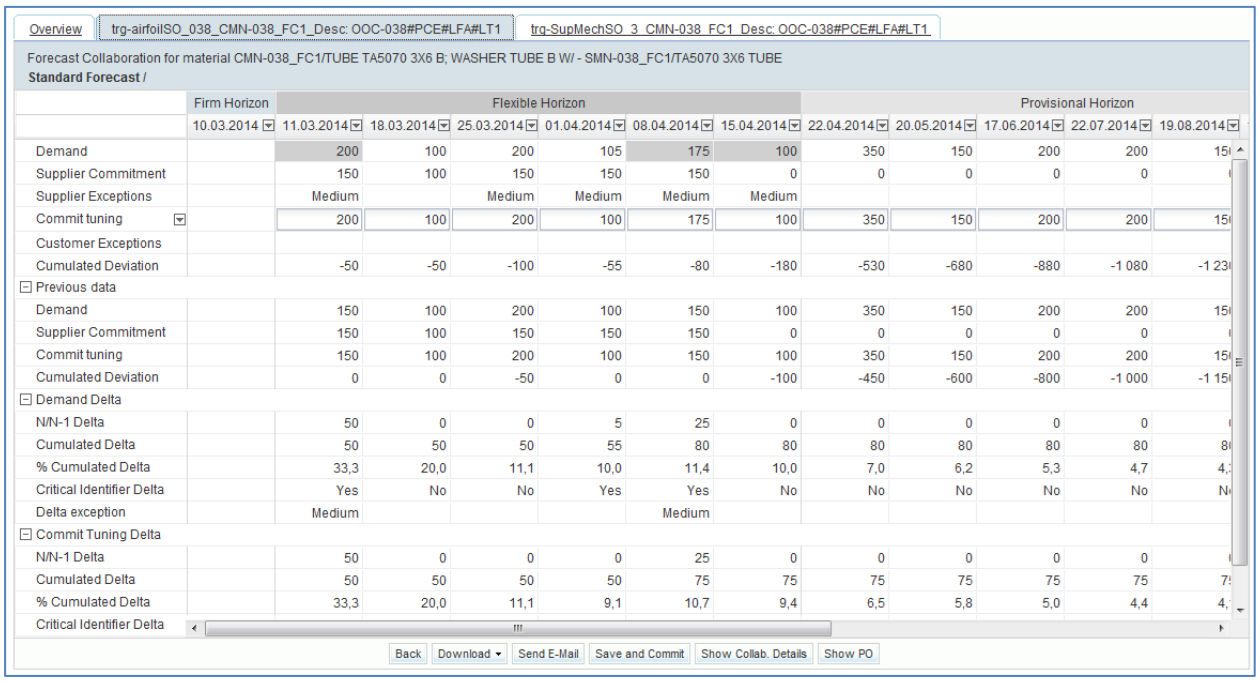
3.3.2 The ‘Collaboration View’ tab

The ‘Collaboration View’ tab contains all forecast data of one collaboration set. This tab allows collaboration by providing editable fields depending on the user.
The ‘Collaboration View’ displays the collaboration set organized into buckets. The user interface is the same for customers and suppliers, except that ‘Supplier Commitment’ is editable only by the supplier and ‘Commit tuning’ by the customer.

Supplier view



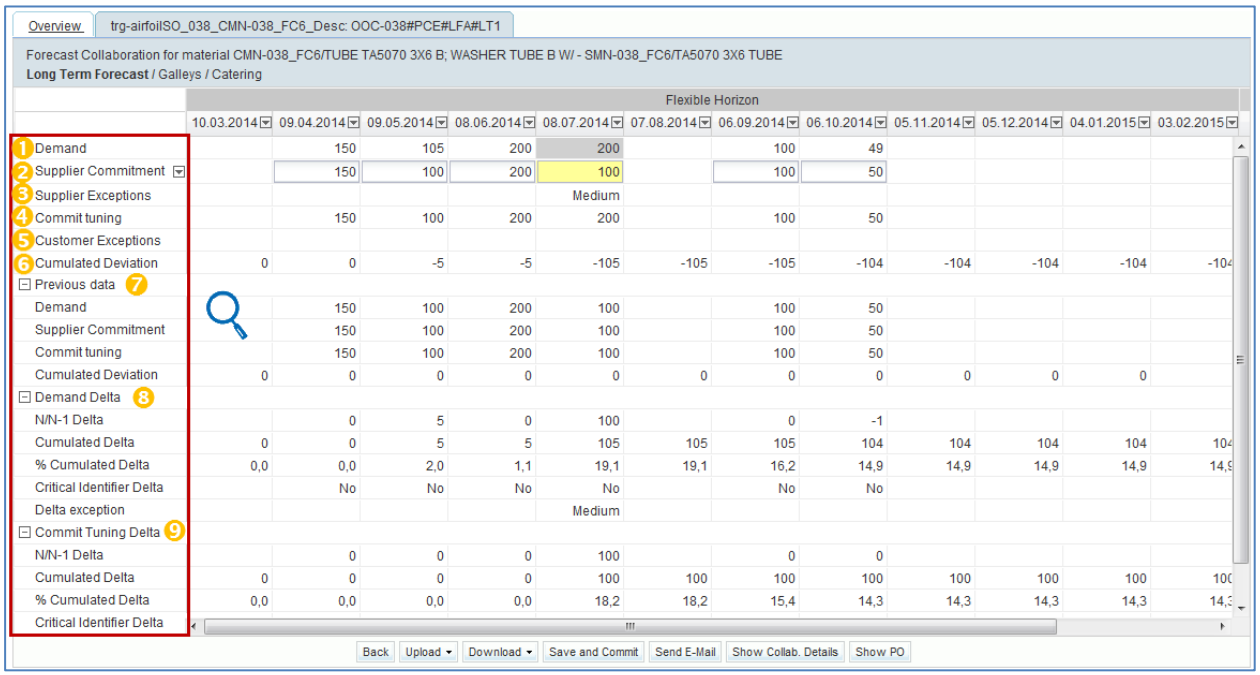
Customer view (for the same collaboration set)

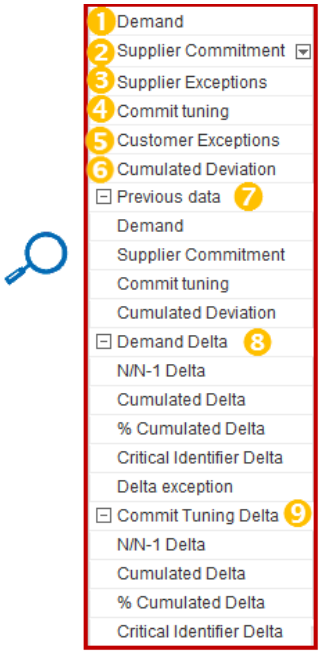


AirSupply provides a header for the “Forecast Collaboration” page containing three lines:

- 1st line - “Supplier Control Point Short Name”_”Customer Material Number”_Desc:”FC Grouping Key”
- 2nd line - it may differ:
  - A single supplier is displayed: “Forecast collaboration for material “Customer Material Number” / “Customer Material Description” – “Supplier Material Number” / “Supplier Material Description””.
  - Multiple suppliers are displayed: “Forecast on material number “Customer Material Number””
  - Multiple customers are displayed: “Forecast collaboration for material “Customer Material Number” / “Customer Material Description” – “Supplier Material Number” / “Supplier Material Description””.
- 3rd line – “Forecast mode” *(possible values are ‘Standard Forecast’ or ‘Mid Term Forecast’ or ‘Long Term Forecast’)* / “Commodity Group” / “Product Group”

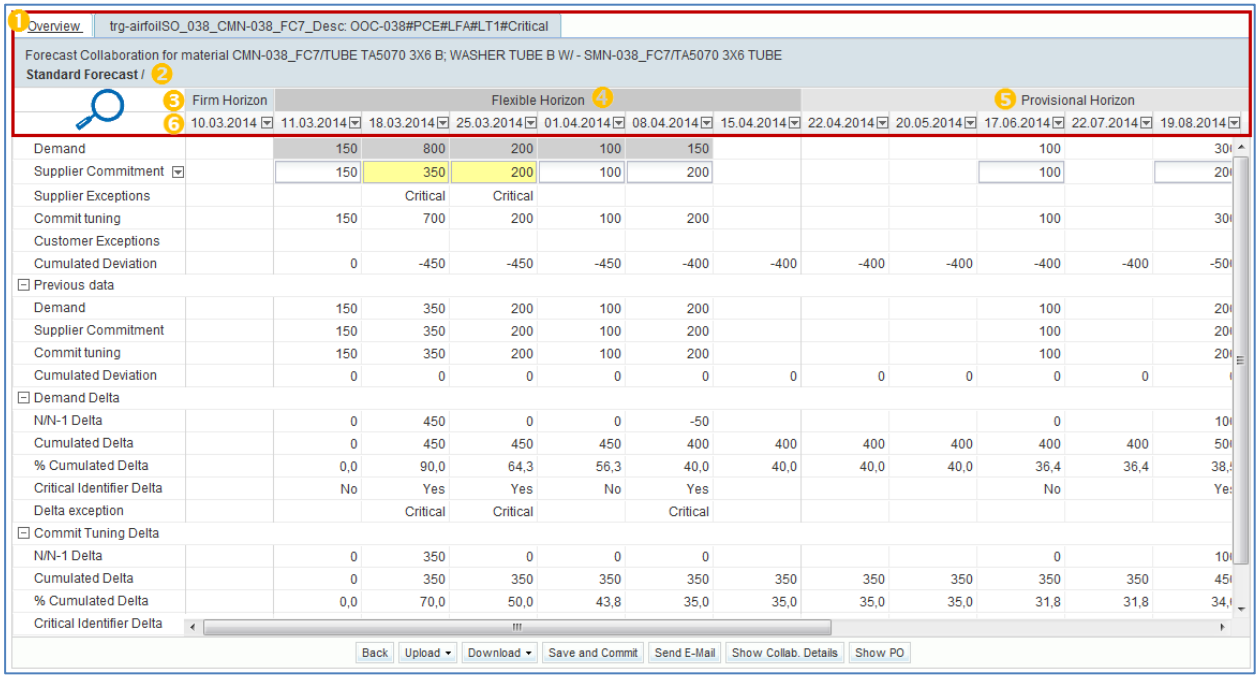
The figure below shows the “Supplier Collaboration” page of the collaboration set of the material ‘CMN-013_FC6’ and focus on the different lines of the tab.

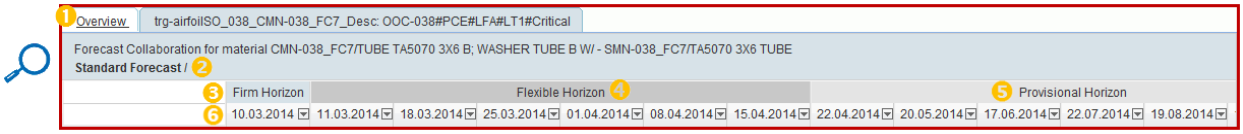




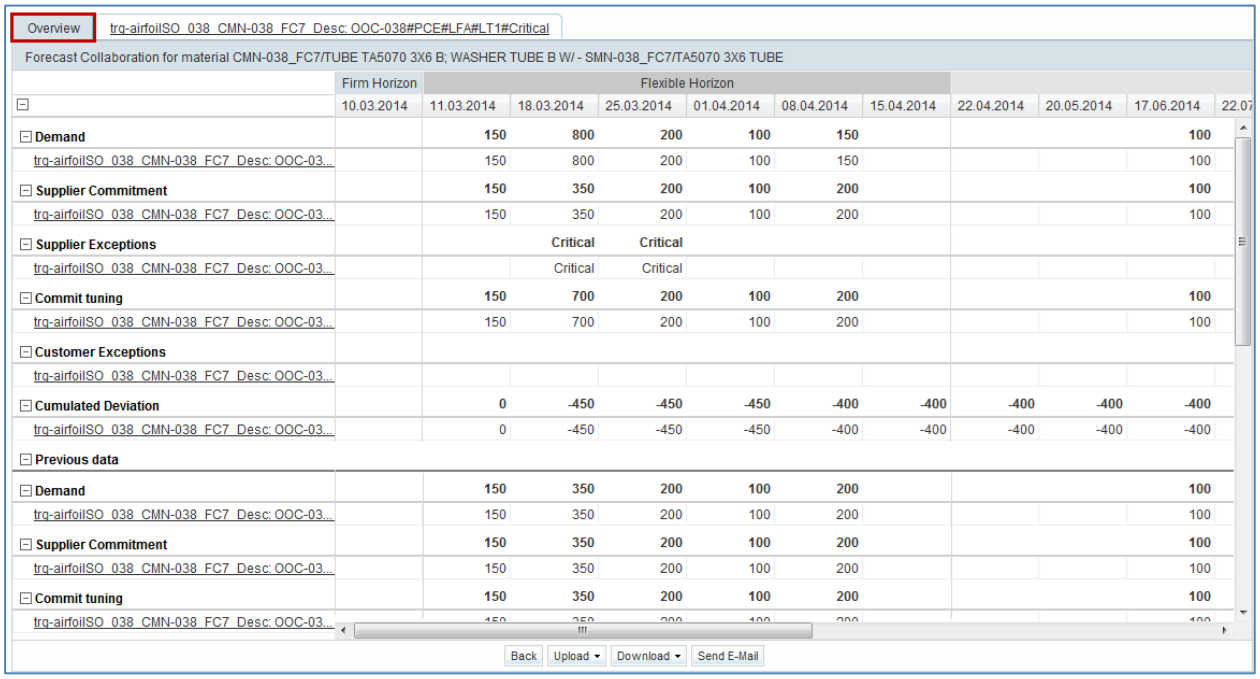
❶ Demand	This is the demand calculated by the customer ERP, also named published demand. The 'Demand' data cannot be changed by the user (supplier or customer). Demand fields with a dark grey background have been updated after the last publication because the Demand variation was above DVT.
❷ Supplier Commitment	This is the line in which the supplier commits. Fields highlighted with a yellow background need to be committed by the supplier. Fields highlighted with a grey background can be committed by the supplier. By clicking the little triangle on the right of the 'Supplier Commitment' button, you can access several functionalities. *Refer to document [3.4_Forecast collaboration] for more details.*
❸ Supplier Exceptions	This line shows the 'Supplier Exceptions' if there are any. If there is an exception in a bucket, the exception type is indicated ('Medium' or 'Critical').
❹ Commit tuning	This is the line in which the customer commits if necessary. Fields highlighted with a yellow background need to be committed by the customer. Fields highlighted with a grey background can be committed by the customer.
❺ Customer Exceptions	This line shows the 'Customer Exceptions' if there are any. If there is an exception in a bucket, the exception type is indicated ('Medium' or 'Critical').
❻ Cumulated Deviation	The 'Cumulated Deviation' shows the cumulated difference between the 'Supplier Commitment' data and the 'Commit tuning' data.
❼ Previous data	The 'Previous Data' shows what the data was before a change to the last publication.
❽ Demand Delta	The 'Demand Delta' shows forecast comparison data between current values of the published demand with the values of the demand previously published. 'Demand Delta' values are calculated after each forecast publication.
❾ Commit Tuning Delta	The 'Commit Tuning Delta' shows forecast comparison data between current values of the published customer tuning with the values of the customer tuning previously published. 'Commit Tuning Delta' values are calculated after each forecast publication.

The figures below show the collaboration page of the collaboration set of the material ‘CMN-013_FC7’ and focus on the different columns.





1 **Overview**: By clicking the overview tab, you go to the overview page.



This page shows an overview of the forecast collaboration set.

It is useful in the case of multi-collaboration. You cannot edit data in the “Overview” page.
Refer to chapter [3.4.3_Multi-collaboration] for more details.

❷ **Collaboration set header tab**: It corresponds to the title of the “Collaboration Set” tab and additional header information on the customer/supplier materials, the forecast mode, commodity group and product group. In this example, the collaboration header is defined as:

- 1st line - [Supplier control point] [Customer material number] [FC Grouping Key]
- 2nd line - [Customer material number] [Customer material description] [Supplier material number] [Supplier material description]
- 3rd line – [Forecast mode] [Commodity Group] [Product Group]

The definition of header title depends on the customer.
The three possible values for ‘Forecast mode’ are:

- ‘Standard Forecast’
- ‘Mid Term Forecast’
- ‘Long Term Forecast’

❸ **Firm Horizon**: All buckets in this horizon are not editable by the user. There is no forecast collaboration allowed in this horizon.

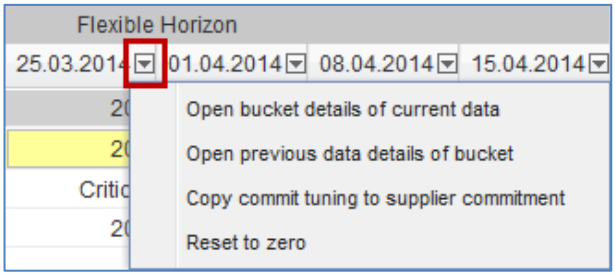
❹ **Flexible Horizon**: The forecast collaboration is mandatory within this horizon for standard and mid-term forecasts. Exceptions are raised in buckets of flexible horizon.

❺ **Provisional Horizon**: In this horizon the collaboration is possible on future forecast demand but not mandatory. There are no exceptions raised in buckets of Provisional horizon.

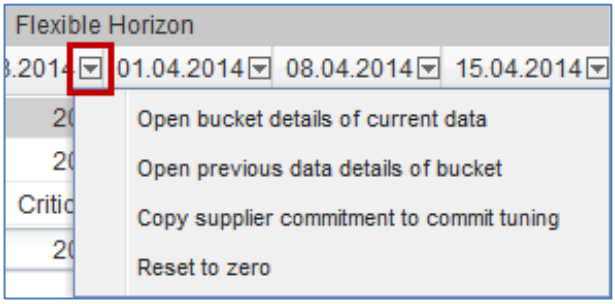
❻ **Bucket**: It is a period of time (a day, a week or a month) where the “Collaboration On Forecast” data can take place. By clicking the drop-down menu on the right of a bucket you can access several functionalities:

- You can open bucket details of current data.
- You can open previous data of bucket details (useful to check last commitment).
- You can copy ‘Supplier Commitment’ data to ‘Commit tuning’ data if you are supplier or copy the ‘Commit tuning’ to the ‘Supplier Commitment’ if you are a customer.
- You can also reset to zero the bucket value.

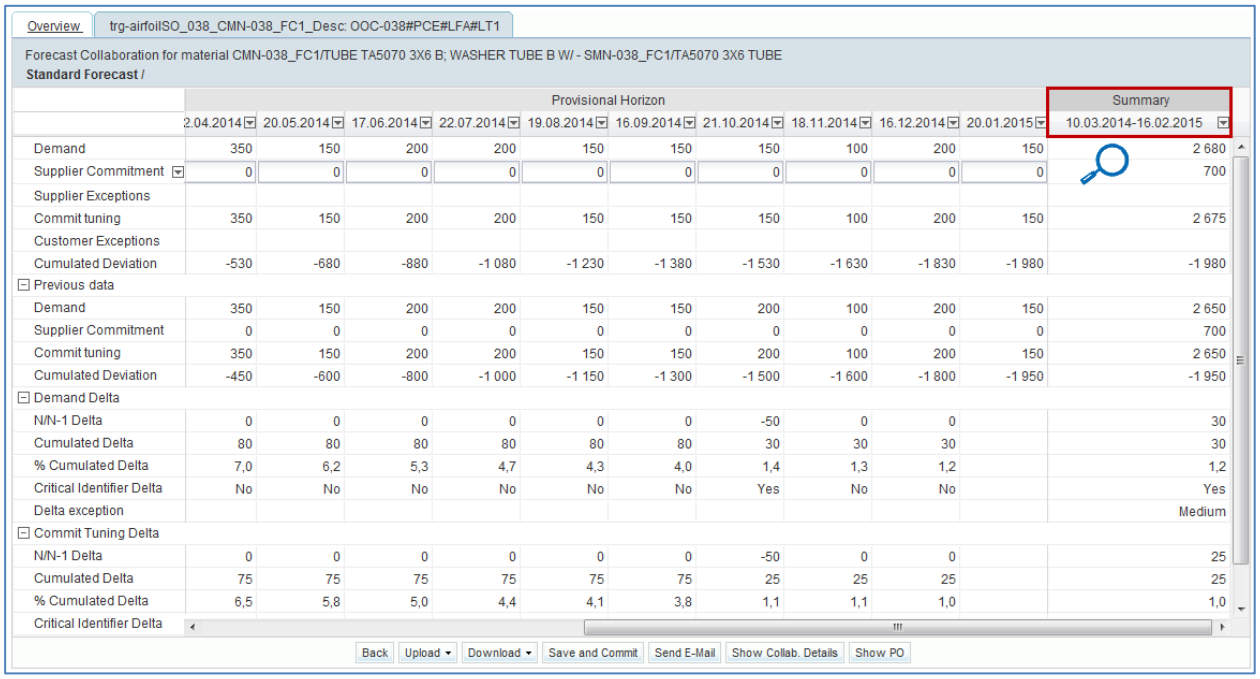
Supplier view

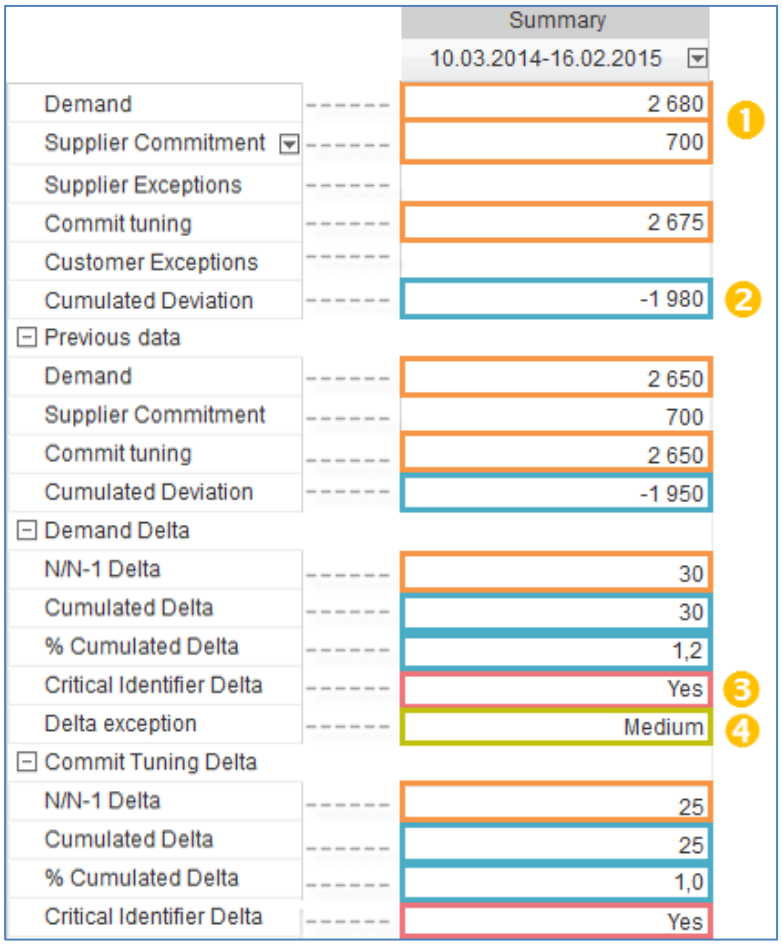


Customer view



‘Summary’ column





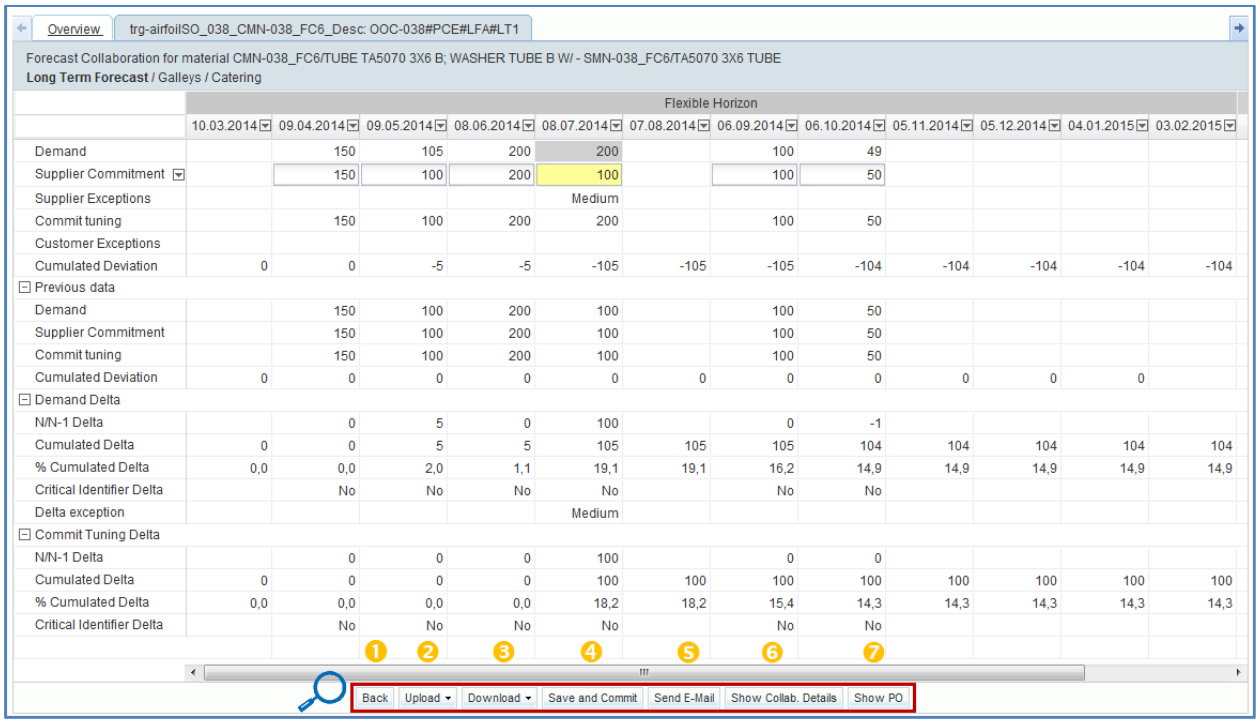
❶ Orange color box - Sum of values displayed on the left of ‘Summary’ column on this row.

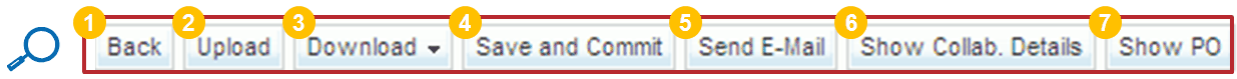
❷ Blue color box – Value of last bucket (it applies to cumulated rows).

❸ Purple color box - Maximum of values on this row (that is, “Yes” is _more_ than “No”).

❹ Green color box - Maximum of values on this row (that is, “medium” is _more_ than empty; “critical” is _more_ than “medium”).

The figure below shows the “Collaboration” page of the collaboration set of the material ‘CMN-013_FC6’ and focus on the different buttons.





❶ **‘Back’**: By clicking the back button you go to the ‘Forecast Summary’ page in which the corresponding collaboration header line is displayed.

❷ and ❸ **‘Upload’/’Download’** : You can click here to upload or download forecast detail line information.
Refer the chapter [3.5_Download / Upload a forecast] for more details.

❹ **‘Save and Commit’**: When you have finished collaborating click this button to save your commitment.
Refer to the chapter [3.4_Forecast collaboration] for more details on how to commit.

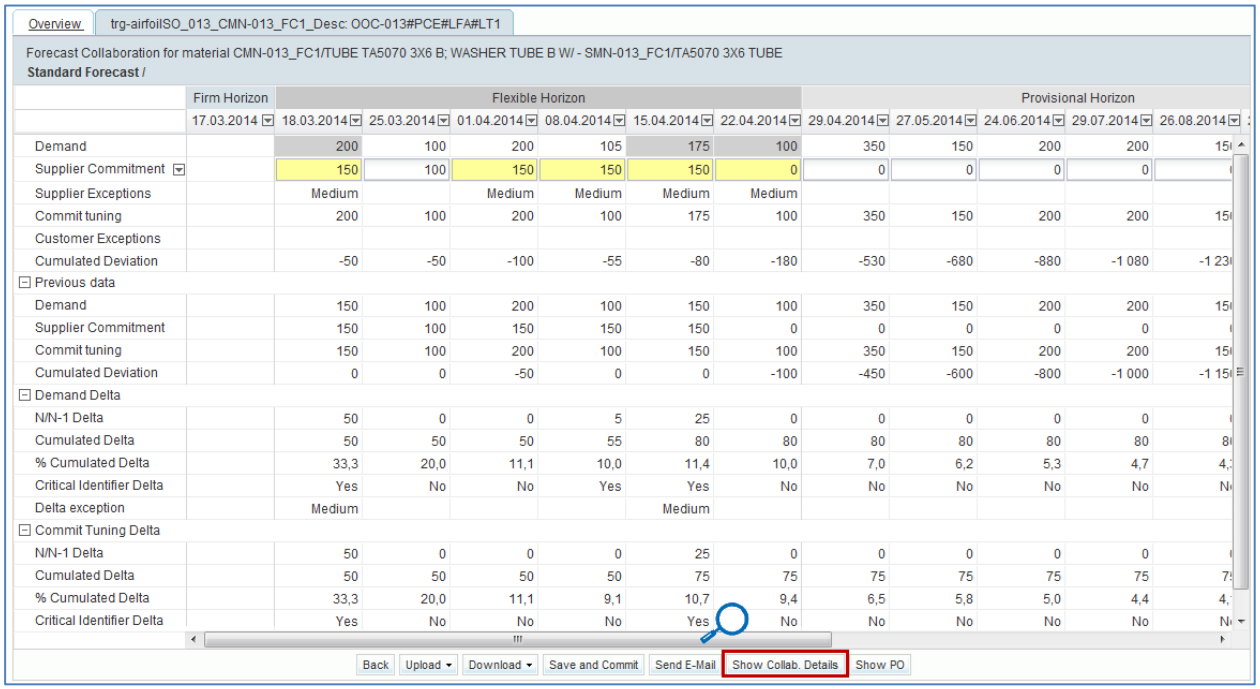
❺ **‘Send E-mail’**: You can send an E-mail to another AirSupply user. This functionality is explained in the *‘Basic functions’* module [RD3]. It is particularly useful to send an e-mail to your customer or supplier to inform him on events relating to the commitment.

❻ **‘Show Collab. Details’**: By clicking this button, you go to the ‘Collaboration Details’ page.
Refer to the chapter [3.3.3_’Collaboration Details’ page] for more details.

❼ **‘Show PO’**: By clicking this button, you access to the “Purchase Orders” page, and you are able to consult the corresponding PO to this collaboration set (an automatic search is done by AirSupply).

3.3.3 The ‘Collaboration Details’ page

In the collaboration page the ‘Collaboration Details’ page can be accessed by clicking the “Show Collab. Details” button.



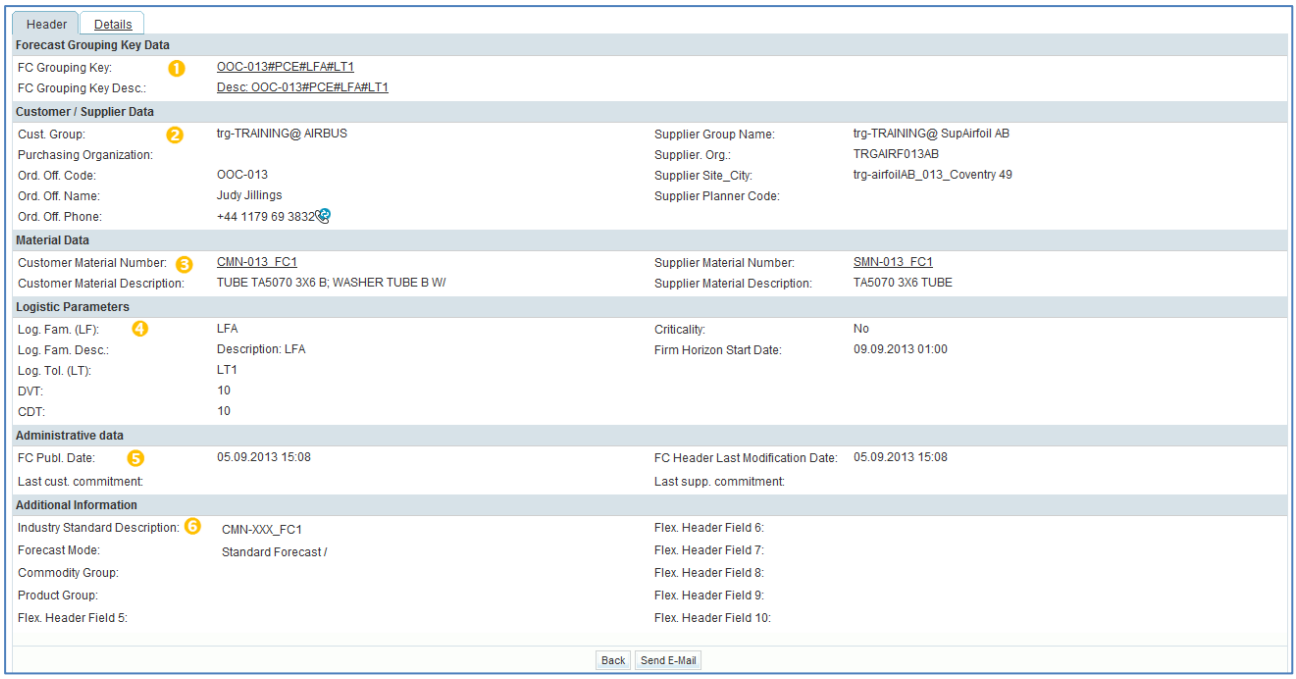
The ‘Collaboration Details’ page is composed of two tabs:

- ‘Header’
- ‘Details’

3.3.3.1 The ‘Header’ tab

The tab contains all forecast header data which was originally received by the customer ERP. They are shown under six different sections.

The header cannot be edited within AirSupply. The figure below shows an example of ‘Header’ tab.



1 **‘Forecast Grouping Key Data’**: This can contain any content defined by the customer in the customer ERP. In this example it is composed of logistic family, logistic tolerance, criticality, Ordering officer code, unit of measure.

2 **‘Customer/Supplier Data’**: This section displays information regarding customer and supplier organization.

3 **‘Material Data’**: This section displays information regarding material (for example, “Customer Material Number”).

4 **‘Logistic Parameters’**: In this section, you can find the logistic parameters for the criticality and the levels of tolerance.

5 **‘Administrative data’**: This section shows the date of the last forecast publication and the data of the last modification of the forecast header.

6 **‘Additional information’**: This section shows additional data linked to the selected forecast such as ‘Industry Standard Description’, ‘Forecast Mode’, ‘Commodity Group’ and ‘Product Group’.

The three possible values for ‘Forecast mode’ are:

- ‘Standard Forecast’
- ‘Mid Term Forecast’
- ‘Long Term Forecast’

The ‘Commodity Group’ and ‘Product Group’ data are linked to mid- and long-term forecasts.

Note

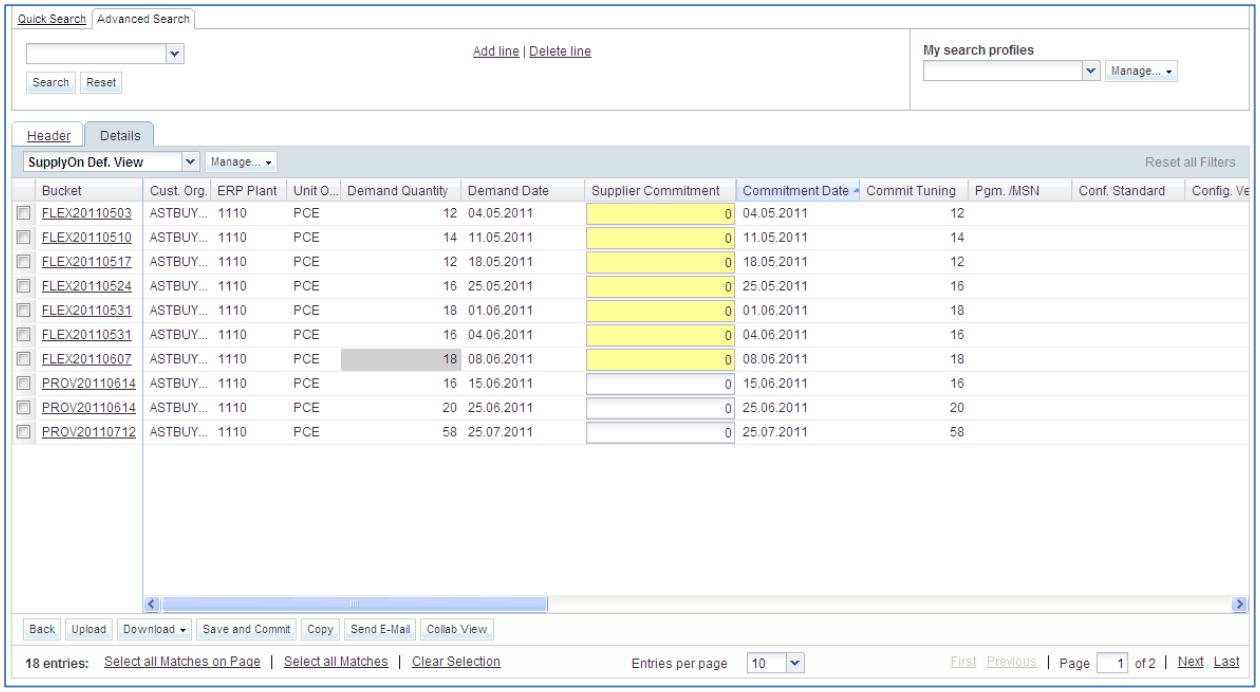
All the information shown in the above sections can be retrieved from ‘Forecast Summary’ and ‘Forecast Data’ pages by adding additional columns to the SupplyOn default view.

3.3.3.2 The ‘Details’ tab

The ‘Collaboration Details’ are available for customer and supplier editing.

The ‘Details’ tab shows all demand detail lines of the collaboration set. As with the ‘Collaboration View’ page, the interface is the same for customers and suppliers although the background color of some fields may differ.

The figure below shows an example of ‘Collaboration Details’ tab for a supplier. The material is critical in this case.



Note

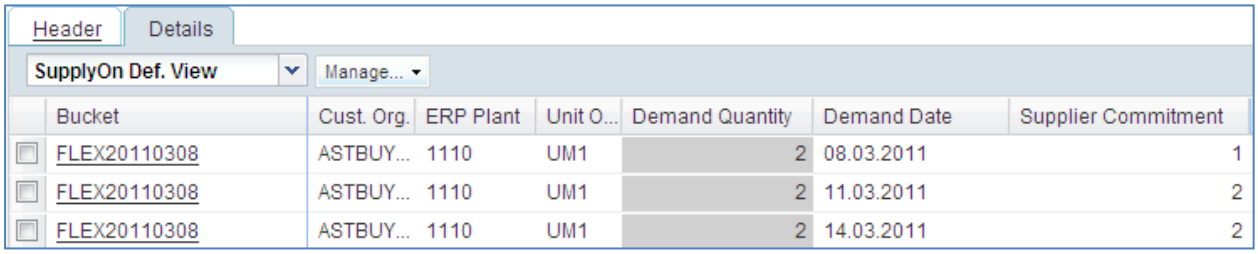
The description of each column in this table is available in chapter [6_Appendix] at the end of the module.

⚠ There could be several customers’ demands with different requested dates and quantities for the same bucket, especially when a demand line is linked to a specific critical identifier number.
That is why working in this tab is strongly recommended in the case of a critical material.

Note

How to commit on a critical material is explained in chapter [3.4.2_Collaboration on critical material].

Example

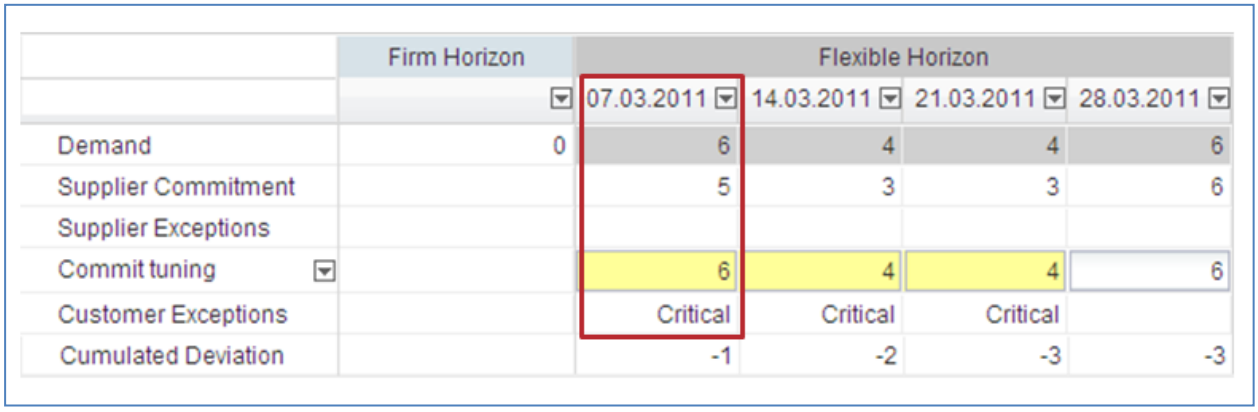


Header | Details

SupplyOn Def. View | Manage...

Bucket	Cust. Org.	ERP Plant	Unit O...	Demand Quantity	Demand Date	Supplier Commitment
FLEX20110308	ASTBUY...	1110	UM1	2	08.03.2011	1
FLEX20110308	ASTBUY...	1110	UM1	2	11.03.2011	2
FLEX20110308	ASTBUY...	1110	UM1	2	14.03.2011	2

In the detail tab, the bucket is split in three demand details lines with a specific ‘Demand’ data.



	Firm Horizon	Flexible Horizon			
		07.03.2011	14.03.2011	21.03.2011	28.03.2011
Demand	0	6	4	4	6
Supplier Commitment		5	3	3	6
Supplier Exceptions					
Commit tuning		6	4	4	6
Customer Exceptions		Critical	Critical	Critical	
Cumulated Deviation		-1	-2	-3	-3

The bucket FLEX20110308 corresponds to the column 07.03.2011 displayed in the ‘Collaboration View’ page.

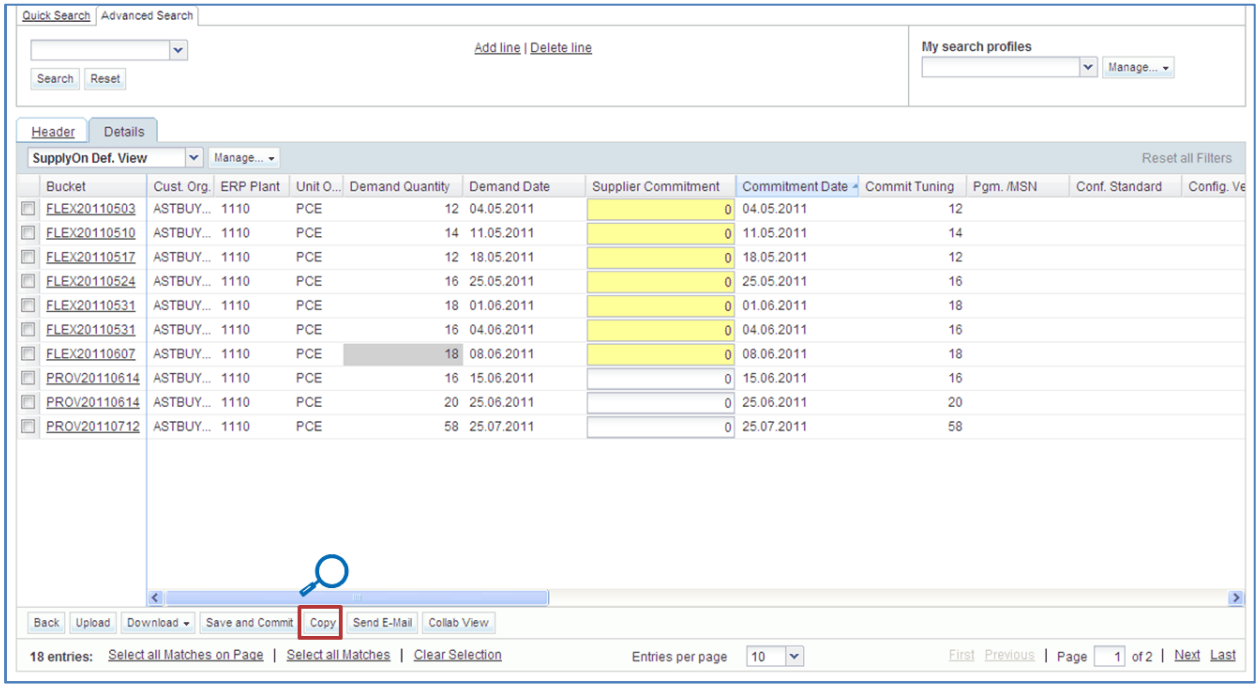
The ‘Collaboration Details’ data is updated automatically whenever the user commits in the ‘Collaboration View’. The system automatically inserts the bucket entered values into the ‘Collaboration Details’ lines.

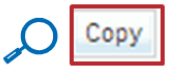
If a quantity committed higher than the demand is entered into a bucket and if there are several ‘Demand’ lines for the same bucket, the last ‘Demand’ line within the ‘Collaboration Details’ will receive all surplus counts. If the quantity is not high enough, the first ‘Demand’ line will be reduced accordingly.

In this example, the ‘Supplier Commitment’ in the bucket in the collaboration page is five.
This quantity is split in the three corresponding demand detail lines: One for the first, two for the second and two for the last one.

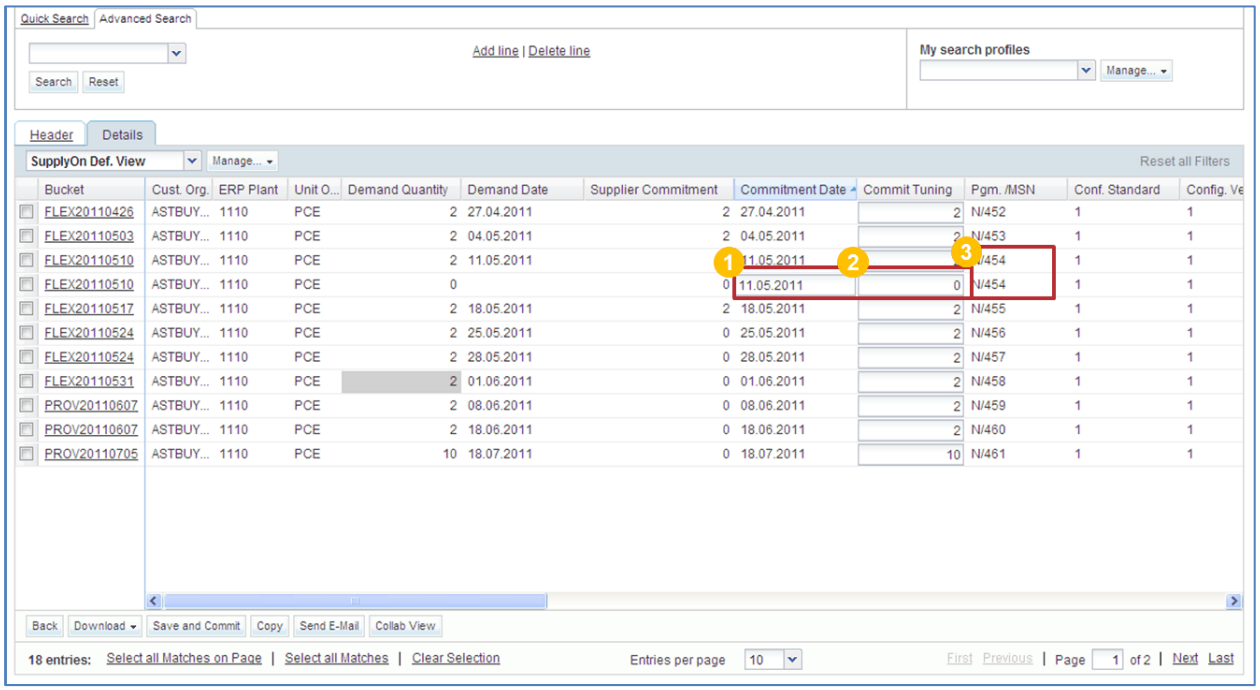
The ‘Collaboration Details’ are usually only edited if the material demand has high criticality. This is also used to generate a new demand line to define a delivery on a different date within a bucket.

If you need to commit a quantity on a different date, you need to create a new detail line in a bucket:
In the ‘Details’ tab, select a bucket and click the ‘Copy’ button.



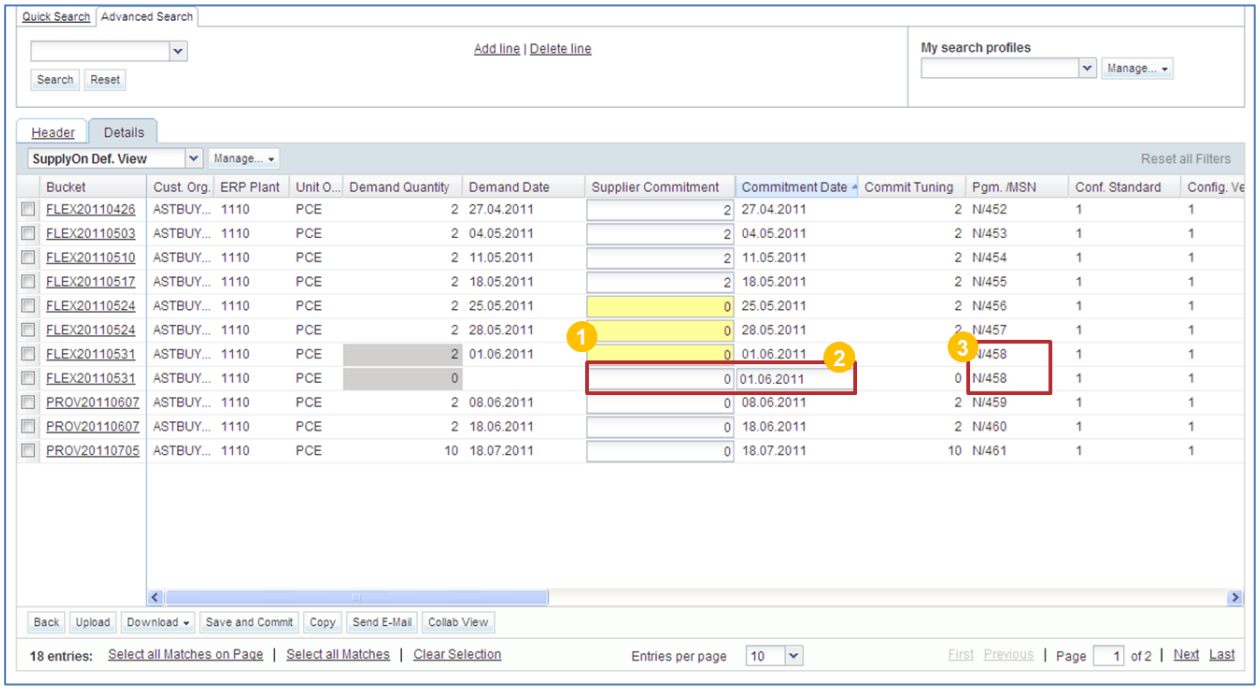


Customer view



If you are logged in as a customer, you can add a new commitment date (1) and complete the ‘Commit tuning’ field (2). The critical identifier number is automatically copied into the new line (3).

Supplier view



If you are logged in as a supplier, you can add a commitment date (1) and fill in the 'Supplier Commitment' field (2). The critical identifier number is automatically copied into the new line (3).

Note

When using the copy function on one or more lines where the critical identifier (for example, Program/ MSN) is not empty, a pop-up window is displayed requesting the user to confirm the line copy action. Only if the user confirms the copy action by clicking 'Yes', the line copy is performed, and the user can work on it. In case the user does not confirm the copy action by clicking 'Cancel', the line copy action is cancelled. When the critical identifier is empty for all lines that are to be copied, no pop-up window is shown.

3.3.3.2.1 Additional information for standard, mid-term and long-term forecasts

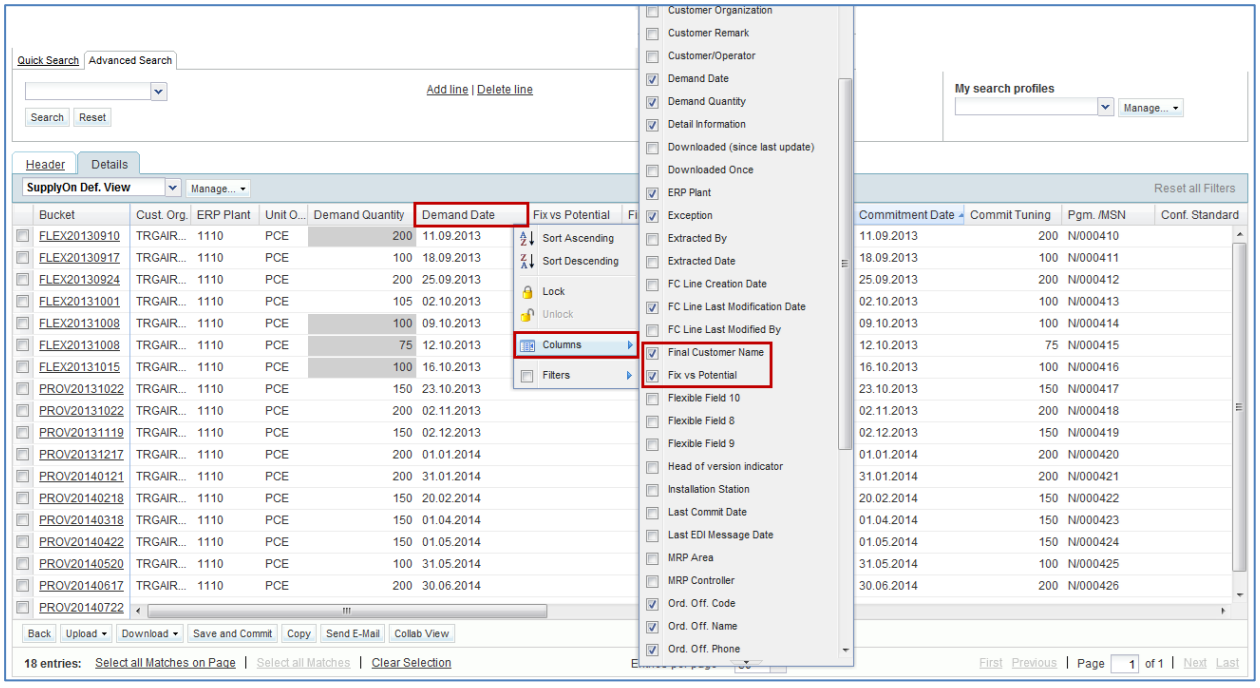
The following information relating to all forecast types can be displayed under the ‘Details’ tab by adding additional columns:

- ‘Final Customer Name’
- ‘Customer / Operator’
- ‘Installation Station’
- ‘Head of version indicator’
- ‘Fix vs Potential’
- ‘Customer Remark’

Note

All the above information can also be retrieved from ‘Forecast Data’ page by adding additional columns to the SupplyOn default view.

Example of ‘Collaboration Details’ page from which you can select additional columns by clicking the drop-down menu on the right side of any column title displayed.



Note

This functionality is fully described in the ‘Dashboard’ module [RD3].

3.4 Forecast collaboration

The forecast collaboration cycle is composed of supplier tasks and, if necessary, customer tasks. This chapter describes how to collaborate with the tool as a supplier and as a customer.

Note

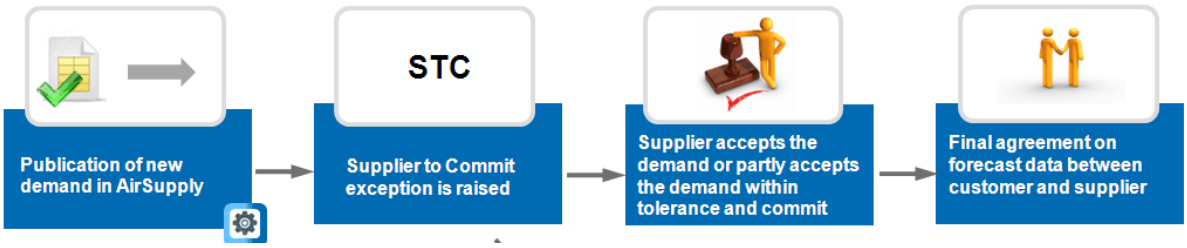
In business cases where the demand variation tolerance level and the commitment deviation tolerance level are equal to 10%, the bucket size in the flexible horizon is one week.

3.4.1 Collaboration on a non-critical material

3.4.1.1 Supplier commitment

After a new publication of the demand, or after change on 'Commit tuning' data, the difference between 'Commit tuning' and 'Supplier Commitment' quantity is analyzed by AirSupply. If the difference is above tolerance value in a bucket of flexible horizon, a 'Supplier to Commit' exception is raised.
(Note: The exception can be critical in the case of critical material).
If the supplier makes a commitment inside the Commitment Deviation Tolerance, there are no more exceptions, and the collaboration ends in this bucket.
If the supplier makes a commitment outside the Commitment Deviation Tolerance, there is a 'Customer to Review' exception raised in the bucket.

3.4.1.1.1 The supplier makes a commitment equal to the customer demand



Step 1: There is a new demand publication.
The Demand is automatically published and gets copied to 'Commit tuning' so the consequence is that six 'Supplier to Commit' exceptions (medium criticality) get raised.

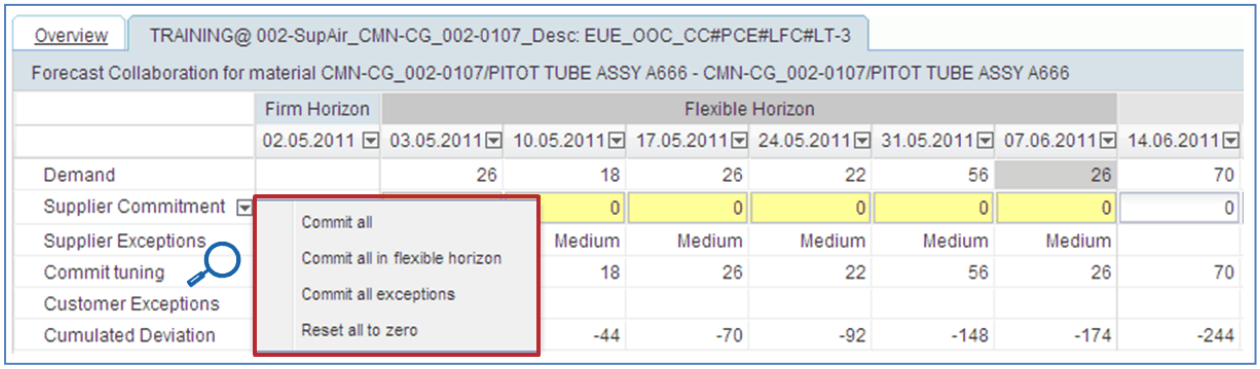
Overview | TRAINING@ 002-SupAir_CMN-CG_002-0107_Desc: EUE_OOC_CC#PCE#LFC#LT-3

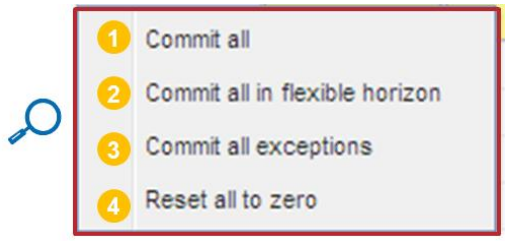
Forecast Collaboration for material CMN-CG_002-0107/PITOT TUBE ASSY A666 - CMN-CG_002-0107/PITOT TUBE ASSY A666

	Firm Horizon	Flexible Horizon						
	02.05.2011	03.05.2011	10.05.2011	17.05.2011	24.05.2011	31.05.2011	07.06.2011	14.06.2011
Demand		26	18	26	22	56	26	70
Supplier Commitment		0	0	0	0	0	0	0
Supplier Exceptions		Medium	Medium	Medium	Medium	Medium	Medium	
Commit tuning		26	18	26	22	56	26	70
Customer Exceptions								
Cumulated Deviation		-26	-44	-70	-92	-148	-174	-244

Step 2: To fill the 'Supplier Commitment' fields, a supplier has several possibilities:

- The supplier can fill each field one by one.
- The supplier can enter the 'Supplier Commitment' menu. By clicking the drop-down menu, the supplier is able to use the four functions.





1 **'Commit all'**: By clicking this button, an automatic commitment is done in all buckets in the flexible and provisional horizon. The 'Supplier Commitment' is set exactly to the same value as the 'Commit tuning'.

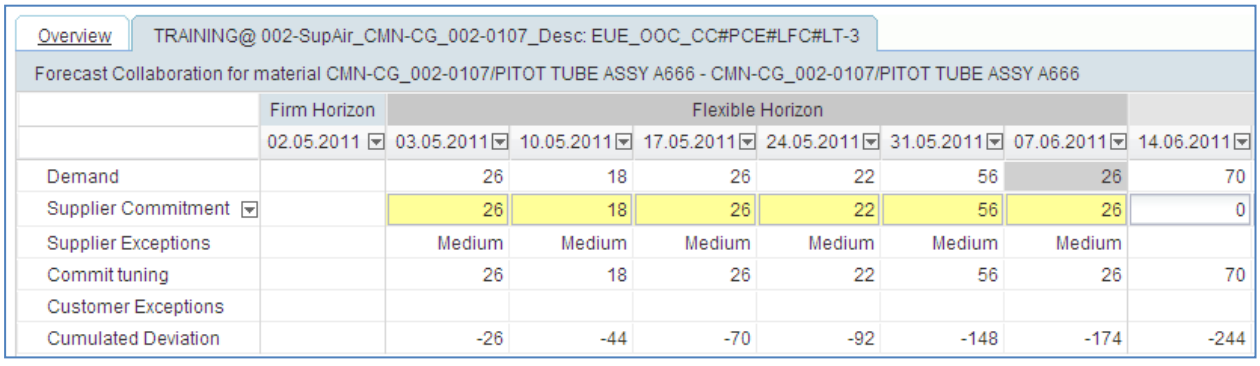
2 **'Commit all in flexible horizon'**: This button has the same functionality as the commit all button. The only difference is that by clicking there the commitment is done only for the flexible horizon. No commitment will be done in the provisional horizon.

3 **'Commit all exceptions'**: Click here to do an automatic commitment in buckets where 'Supplier to Commit' (STC) exceptions are raised. The 'Supplier Commitment' is set exactly to the same value as the 'Commit tuning'.

4 **'Reset all to zero'**: By clicking in this button, the quantity in all of the 'Supplier Commitment' fields becomes zero.

In this example, the supplier makes a commitment equal to the customer demand in the 6 buckets in which there is an exception raised. The supplier uses the "Commit all exceptions" button and clicks the 'Save and Commit' button.

The figure below shows the result of this supplier action.

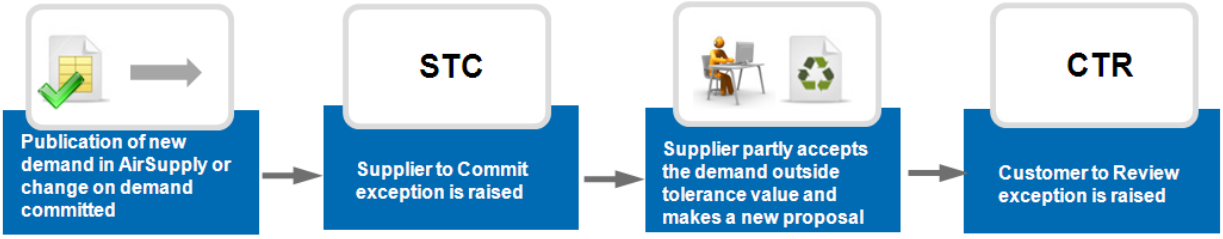


Step 3: There are no more suppliers or 'Customer Exceptions'. The mandatory "Forecast Collaboration" is finished in this forecast collaboration set. The alert counter is reduced by six.

Note

If the supplier has made a commitment not equal to the demand but inside tolerance value, the result will be the same. (No more exceptions will be raised).

3.4.1.1.2 Supplier makes a commitment outside tolerance value



Step 1: There is a new demand publication in the six buckets of the flexible Horizon.
Demand is automatically published and gets copied to 'Commit tuning' automatically. The consequence is that 6 'Supplier to Commit' (STC) exceptions get raised.

Overview | TRAINING@ 002-SupAir_CMN-CG_002-0107_Desc: EUE_OOC_CC#PCE#LFC#LT-3

Forecast Collaboration for material CMN-CG_002-0107/PITOT TUBE ASSY A666 - CMN-CG_002-0107/PITOT TUBE ASSY A666

	Firm Horizon	Flexible Horizon					
	02.05.2011	03.05.2011	10.05.2011	17.05.2011	24.05.2011	31.05.2011	07.06.2011	14.06.2011
Demand		26	18	26	22	56	26	70
Supplier Commitment		0	0	0	0	0	0	0
Supplier Exceptions		Medium	Medium	Medium	Medium	Medium	Medium	
Commit tuning		26	18	26	22	56	26	70
Customer Exceptions								
Cumulated Deviation		-26	-44	-70	-92	-148	-174	-244

In scenario 2, contrary to the scenario 1, the supplier cannot make a commitment equal to the demand (and inside the tolerance value) in all six buckets.

Overview | TRAINING@ 002-SupAir_CMN-CG_002-0107_Desc: EUE_OOC_CC#PCE#LFC#LT-3

Forecast Collaboration for material CMN-CG_002-0107/PITOT TUBE ASSY A666 - CMN-CG_002-0107/PITOT TUBE ASSY A666

	Firm Horizon	Flexible Horizon					
	02.05.2011	03.05.2011	10.05.2011	17.05.2011	24.05.2011	31.05.2011	07.06.2011	14.06.2011
Demand		26	18	26	22	56	26	70
Supplier Commitment		26	18	13	11	28	13	0
Supplier Exceptions								
Commit tuning		26	18	26	22	56	26	70
Customer Exceptions				Medium	Medium	Medium	Medium	
Cumulated Deviation		0	0	-13	-24	-52	-65	-135

In the buckets 03.05.2011 and 10.05.2011, the supplier makes a commitment, equal to the 'Commit Tuning'. (1)
In the buckets 17.05.2011, 24.05.2011, 31.05.2011 and 07.06.2011 the supplier makes a commitment not equal to the 'Commit tuning' and above tolerance value. (2):

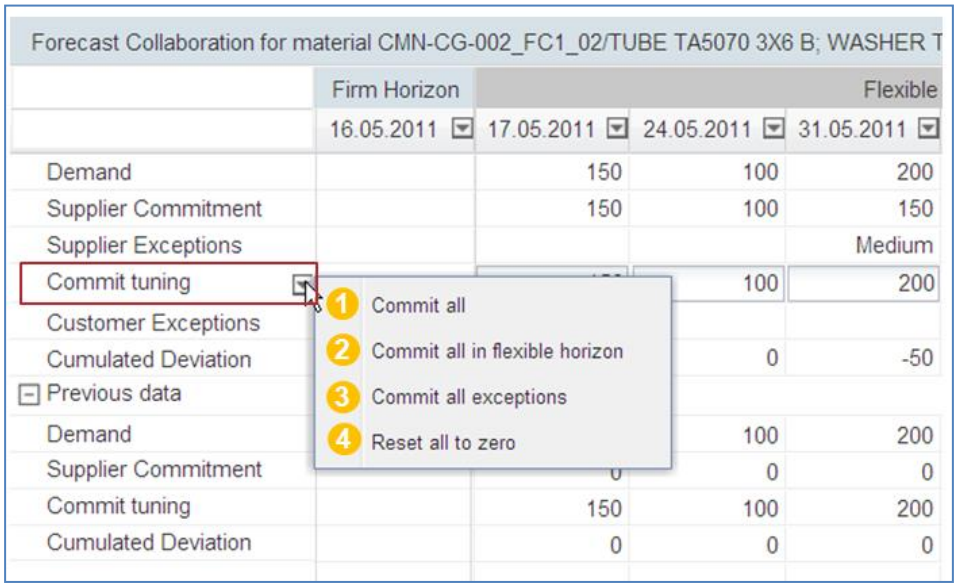
There are no further ‘Supplier Exceptions’ raised in the six buckets. But for ‘Customer Exceptions’ are raised in the buckets where the ‘Supplier Commitment’ is not equal to the ‘Commit tuning’ (and outside tolerance).
The supplier has completed the required tasks in all the Flexible Horizon.
The collaboration cycle has not finished in the last four buckets in where the customer needs to make a commitment.

3.4.1.2 Customer commitment

When a ‘Supplier Commitment’ is not equal to the customer demand in a bucket of the flexible horizon, a ‘Customer to Review’ exception is raised.
The forecast collaboration cycle has not ended, and the customer has to commit. The customer commitment always takes place in the ‘Commit tuning’ field.
There are two scenarios regarding the customer commitment:

- The customer makes a commitment equal to ‘Supplier Commitment’ and inside tolerance value. Therefore, he accepts the supplier proposal.
- The customer makes a commitment not equal to ‘Supplier Commitment’ and outside tolerance value. Therefore, he refuses the supplier proposal and makes a new one.

The customer can enter the ‘Commit tuning’ menu. By clicking the drop-down menu, the customer is able to use four functions.



1. **‘Commit all’**: By clicking this button, an automatic commitment is done in all buckets in the flexible and provisional horizon. The ‘Commit tuning’ is set exactly to the same value as the ‘Supplier Commitment’.
2. **‘Commit all in flexible horizon’**: This button has the same functionality as the commit all button. The only difference is that by clicking there the commitment is done only for the flexible horizon. No commitment will be done in the provisional horizon.
3. **‘Commit all exceptions’**: Click here to do an automatic commitment in buckets where ‘Customer to Review’ exceptions are raised. The ‘Commit tuning’ is set exactly to the same value as the ‘Supplier Commitment’.
4. **‘Reset all to zero’**: By clicking this button, the quantity in all of the ‘Commit tuning’ fields become zero.

3.4.1.2.1 The customer makes a commitment equal to the supplier proposal

Step 1: The supplier has made a commitment not equal to the demand and outside tolerance in three buckets. Three 'Customer to Review' exceptions are raised.

Overview | TRAINING@ 002-SupAir_CMN-CG-002_FC1_01_Desc: AUK_OOC_JJ#PCE#LFA#LT1

Forecast Collaboration for material CMN-CG-002_FC1_01/TUBE TA5070 3X6 B; WASHER TUBE B W/ - SMN-CG-002_FC1_01/TA5070 3X6 TUBE

	Firm Horizon	Flexible Horizon						
	16.05.2011	17.05.2011	24.05.2011	31.05.2011	07.06.2011	14.06.2011	21.06.2011	28.06.2011
Demand		150	100	200	100	150	100	500
Supplier Commitment		150	100	150	150	150	0	0
Supplier Exceptions								
Commit tuning		150	100	200	100	150	100	500
Customer Exceptions				Medium	Medium		Medium	
Cumulated Deviation		0	0	-50	0	0	-100	-600

Step 2: The customer makes a commitment equal to the supplier proposal in the three buckets in which there are a customer exception and clicks the 'Save and Commit' button.

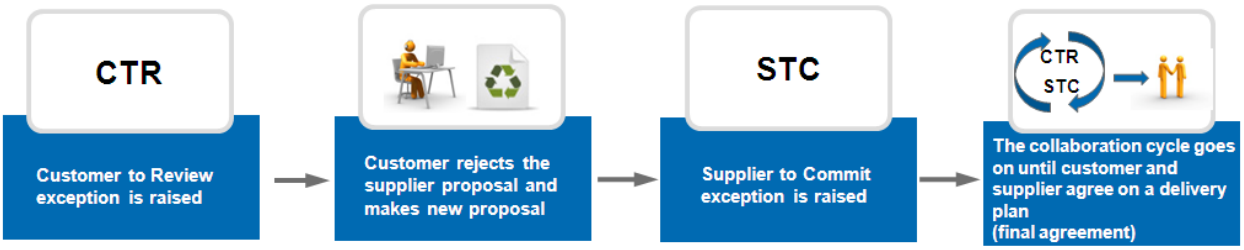
Overview | TRAINING@ 002-SupAir_CMN-CG-002_FC1_01_Desc: AUK_OOC_JJ#PCE#LFA#LT1

Forecast Collaboration for material CMN-CG-002_FC1_01/TUBE TA5070 3X6 B; WASHER TUBE B W/ - SMN-CG-002_FC1_01/TA5070 3X6 TUBE

	Firm Horizon	Flexible Horizon						
	16.05.2011	17.05.2011	24.05.2011	31.05.2011	07.06.2011	14.06.2011	21.06.2011	28.06.2011
Demand		150	100	200	100	150	100	500
Supplier Commitment		150	100	150	150	150	0	0
Supplier Exceptions								
Commit tuning		150	100	150	150	150	0	500
Customer Exceptions				Medium	Medium		Medium	
Cumulated Deviation		0	0	-50	0	0	-100	-600

The result is that there are no more customer or supplier exceptions. The count of 'Customer to Review' exceptions is decreased by three.

3.4.1.2.2 The customer makes a commitment not equal to ‘Supplier Commitment’



Step 1: The supplier has made a commitment not equal to the demand and outside tolerance in three buckets. Three ‘Customer to Review’ exceptions are raised. There are three more ‘New’, ‘Total’ and ‘Medium’ exceptions.

Overview | TRAINING@ 002-SupAir_CMN-CG-002_FC1_02_Desc: AUK_OOC_JJ#PCE#LFA#LT1

Forecast Collaboration for material CMN-CG-002_FC1_02/TUBE TA5070 3X6 B; WASHER TUBE B W/ - SMN-CG-002_FC1_02/TA5070 3X6 TUBE

	Firm Horizon	Flexible Horizon						
	16.05.2011	17.05.2011	24.05.2011	31.05.2011	07.06.2011	14.06.2011	21.06.2011	28.06.2011
Demand		150	100	200	100	150	100	500
Supplier Commitment		150	100	150	150	150	0	0
Supplier Exceptions								
Commit tuning		150	100	200	100	150	100	500
Customer Exceptions				Medium	Medium		Medium	
Cumulated Deviation		0	0	-50	0	0	-100	-600

Step 2: In these three buckets, the customer does not accept the supplier proposal and does not make a commitment equal to ‘Supplier Commitment’.
To do this, the customer can modify his ‘Commit tuning’ fields and can click the ‘Save and Commit’ button.

Overview | TRAINING@ 002-SupAir_CMN-CG-002_FC1_02_Desc: AUK_OOC_JJ#PCE#LFA#LT1

Forecast Collaboration for material CMN-CG-002_FC1_02/TUBE TA5070 3X6 B; WASHER TUBE B W/ - SMN-CG-002_FC1_02/TA5070 3X6 TUBE

	Firm Horizon	Flexible Horizon						
	16.05.2011	17.05.2011	24.05.2011	31.05.2011	07.06.2011	14.06.2011	21.06.2011	28.06.2011
Demand		150	100	200	100	150	100	500
Supplier Commitment		150	100	150	150	150	0	0
Supplier Exceptions								
Commit tuning		150	100	200	100	150	100	500
Customer Exceptions				Medium	Medium		Medium	
Cumulated Deviation		0	0	-50	0	0	-100	-600

Step 3: The customer has done his required task in all the buckets. ‘Customer Exceptions’ get resolved as the customer has made a new proposition (in this case: no commitment) but there are three new ‘Supplier Exceptions’ raised.
The collaboration cycle is not finished in three buckets where the supplier needs to make a commitment.

3.4.2 Collaboration on critical material

The forecast collaboration on critical material needs to be done very carefully. The schedule delivery date needs to be respected by the supplier. Usually, no tolerance levels exist for a critical material (DVT and CDT = 0%).

The collaboration takes place at the demand detail level in which the collaboration set is linked to a critical identifier. This identifier may be a Program/MSN number, but a critical material may be published without Program/MSN information and therefore with an empty critical identifier.

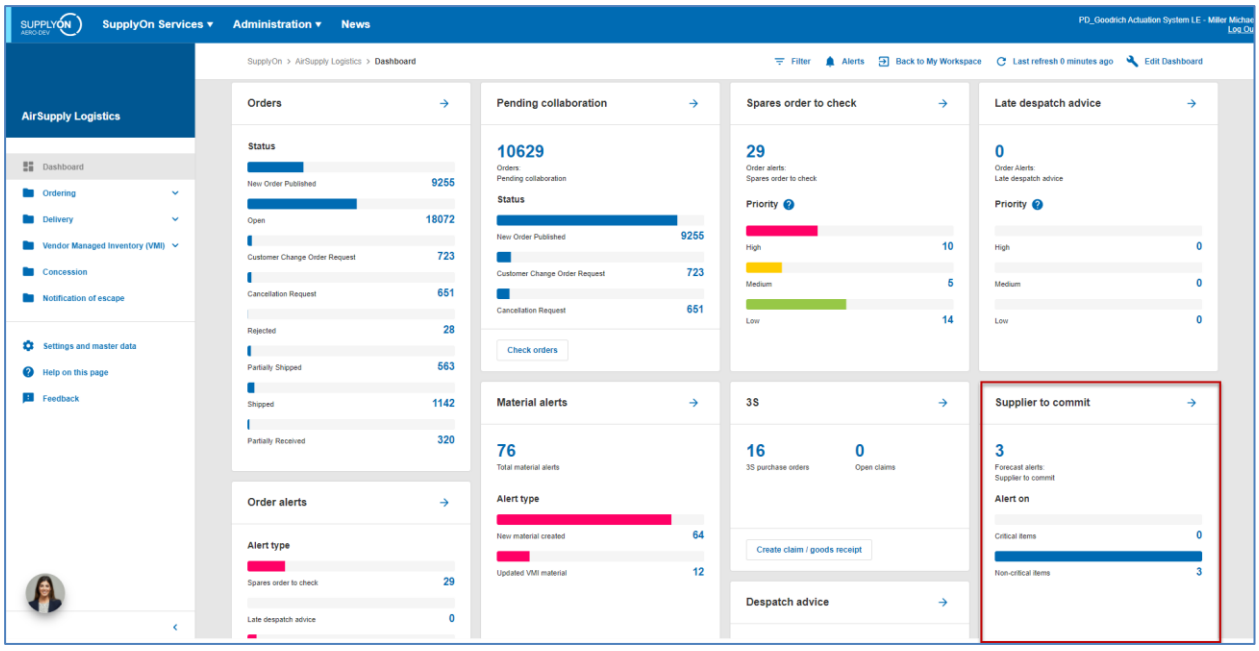
It could have several demand detail lines in the same bucket of the flexible horizon, and this is why the supplier and the customer have to work on the ‘Collaboration Details’ page.

When a ‘Supplier Commitment’ is required, a ‘Supplier to Commit’ exception with high criticality is raised.

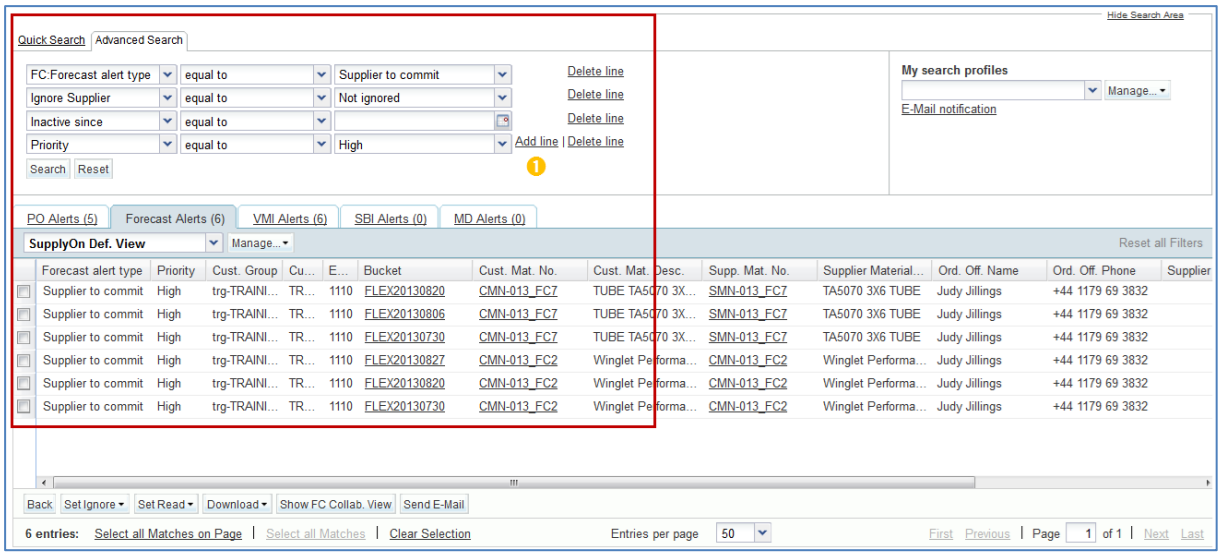
3.4.2.1 ‘Supplier Commitment’

When a ‘Supplier Commitment’ is required, a ‘Supplier to Commit’ exception with high criticality is raised. There is one exception per bucket but there may be several demand detail lines that have to be committed to remove the exception.

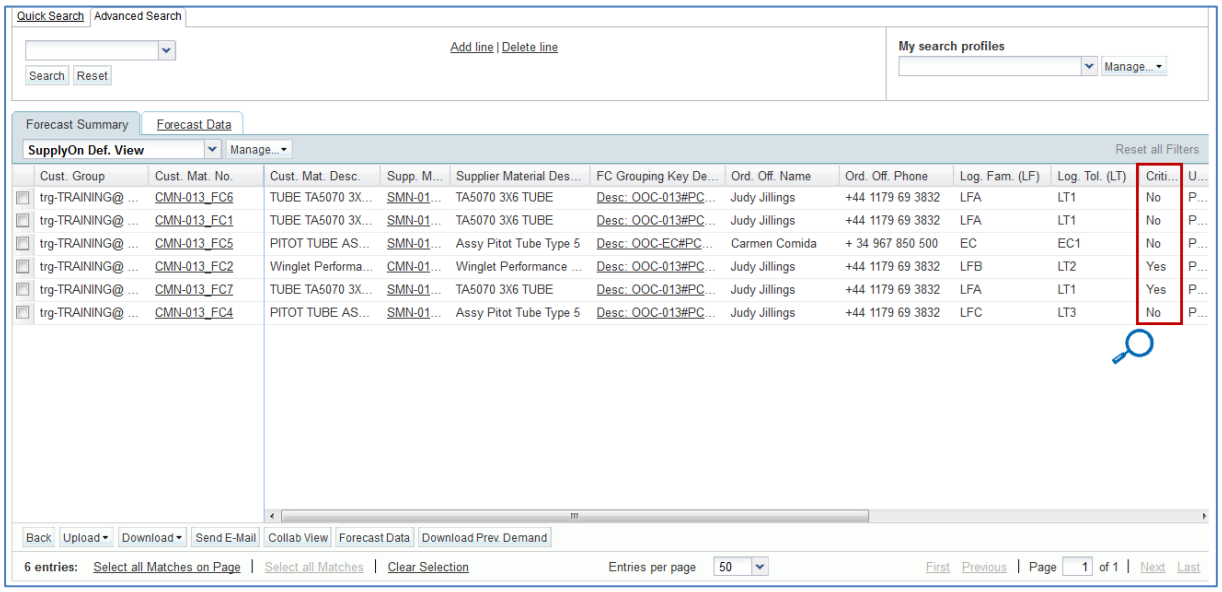
The supplier can click the quantity of high exceptions to go to the ‘Alert overview’ page, which shows all exceptions with high criticality.

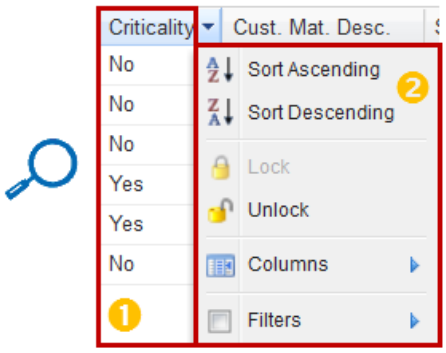


The list of ‘Supplier to Commit ’exceptions with high criticality is displayed automatically in the ‘Alert overview’ tab. The supplier can add a search criterion to refine the search results (as example a specific “Customer Material Number”)❶.



It is also possible to use the 'Forecast Summary' tab to search a collaboration set of a critical material. The figure below shows an example of the 'Forecast Summary' page. In the 'Criticality' column the word 'Yes' is displayed for collaboration sets of critical materials (1).

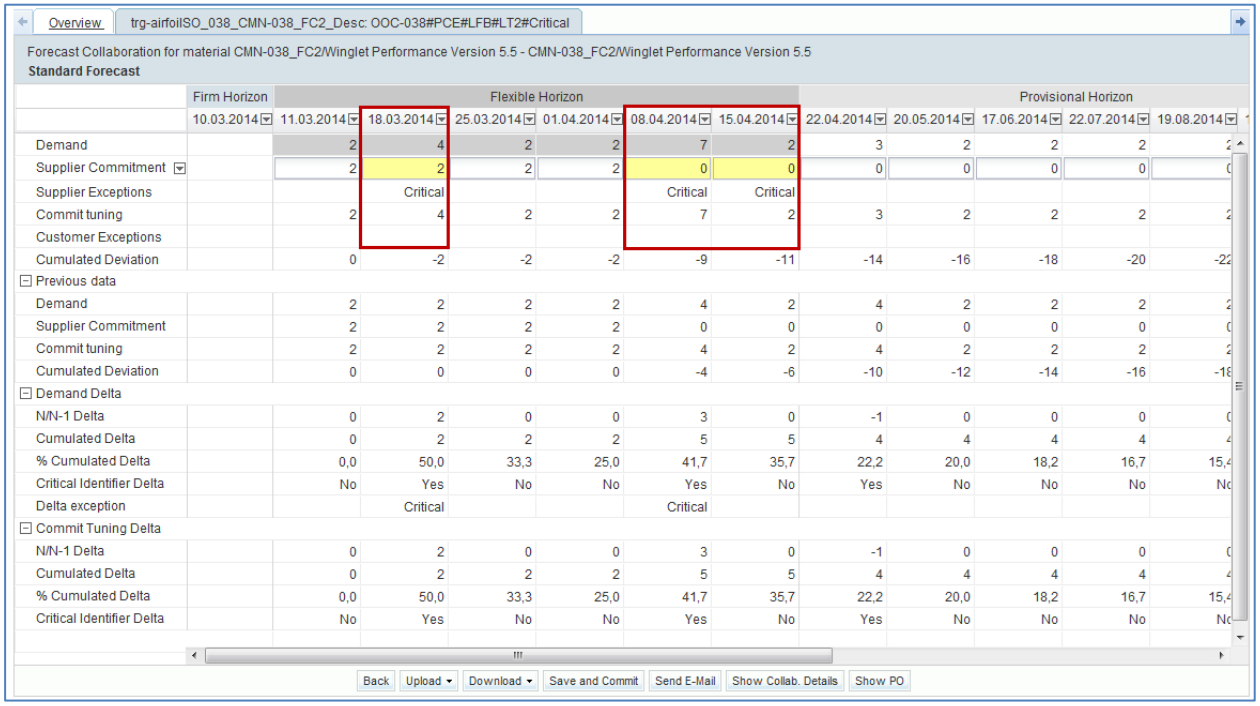




Use the table functionality to easily sort your collaboration set by criticality (2).

In order to commit, the supplier selects one collaboration set in the 'Forecast Summary' tab or selects one line in the 'Alert overview' tab and clicks the 'Collab. View' button to go to the 'Collaboration View' page.

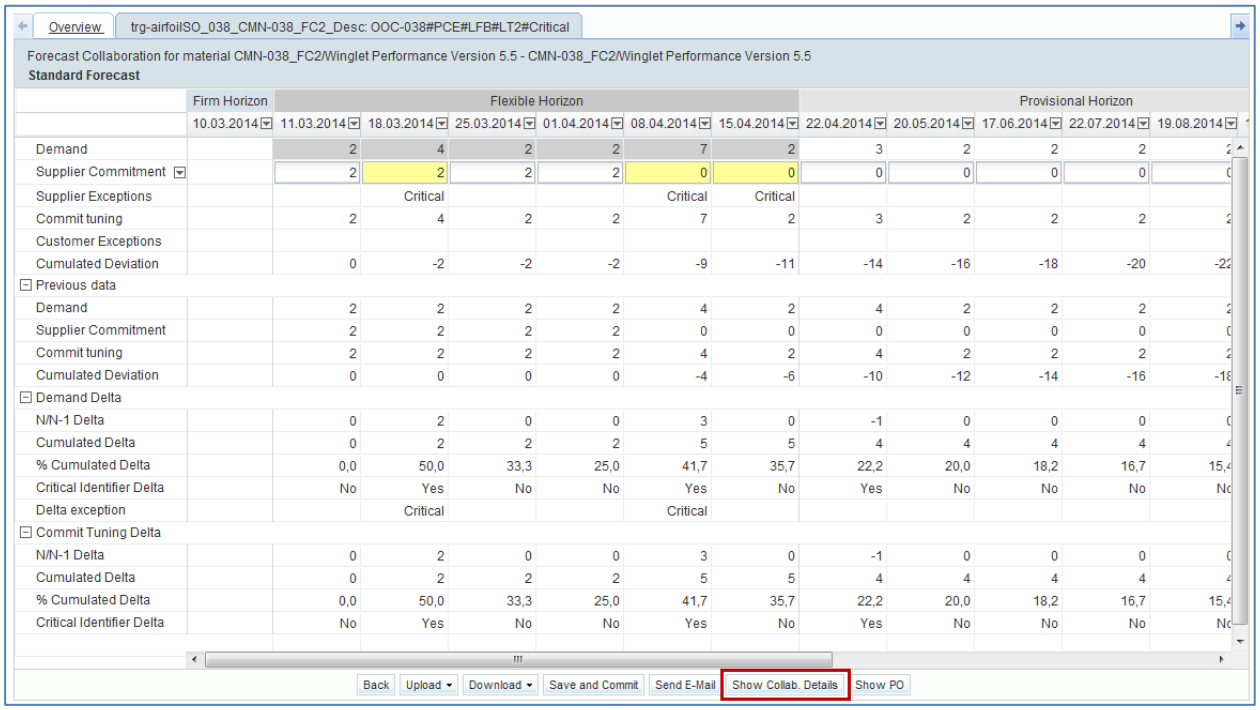
The figure below shows the supplier ‘Collaboration View’ of a collaboration. In this example, there are critical exceptions raised in three buckets.



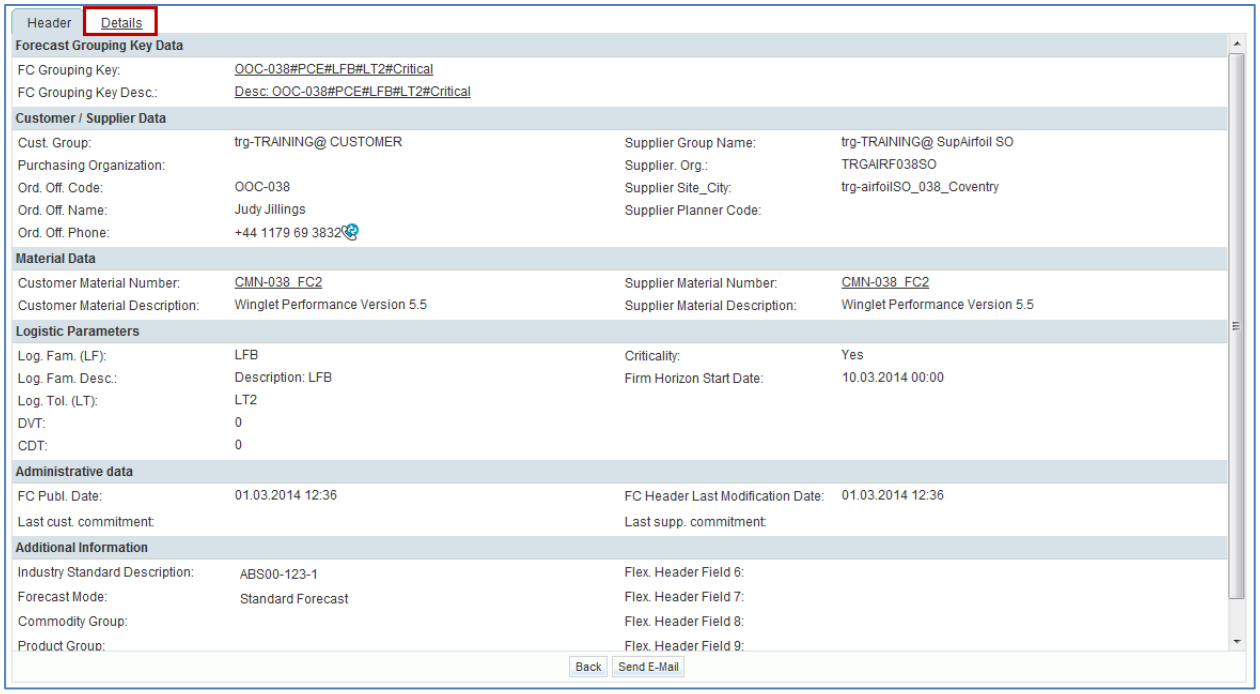
In the forecast collaboration of a critical material, the supplier can commit on bucket level in the ‘Collaboration View’ but before he has to check at demand detail level that he agrees on quantity to be delivered for a specific critical identifier in the bucket.

We recommend to always go to the ‘Collaboration Details’ page to commit on demand detail lines in case of critical material.

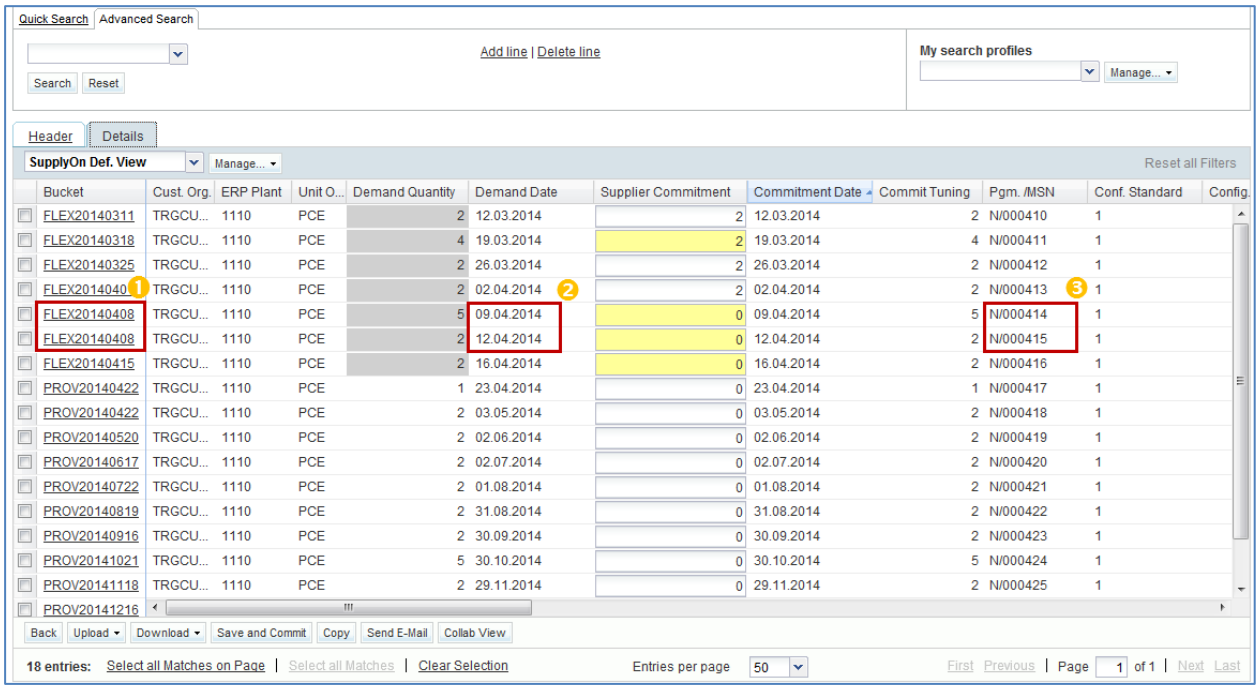
In this example, there are three buckets in which a ‘Supplier Commitment’ is required.
In order to commit on demand detail lines, the supplier goes to the ‘Collaboration View’ page and clicks the button ‘Show Collab Details’.



The first tab the supplier can see is the ‘Collaboration Details Header’ tab in which information on the collaboration set is shown. By clicking the ‘Details’ link, the supplier goes to the ‘Collaboration Details’ tab.



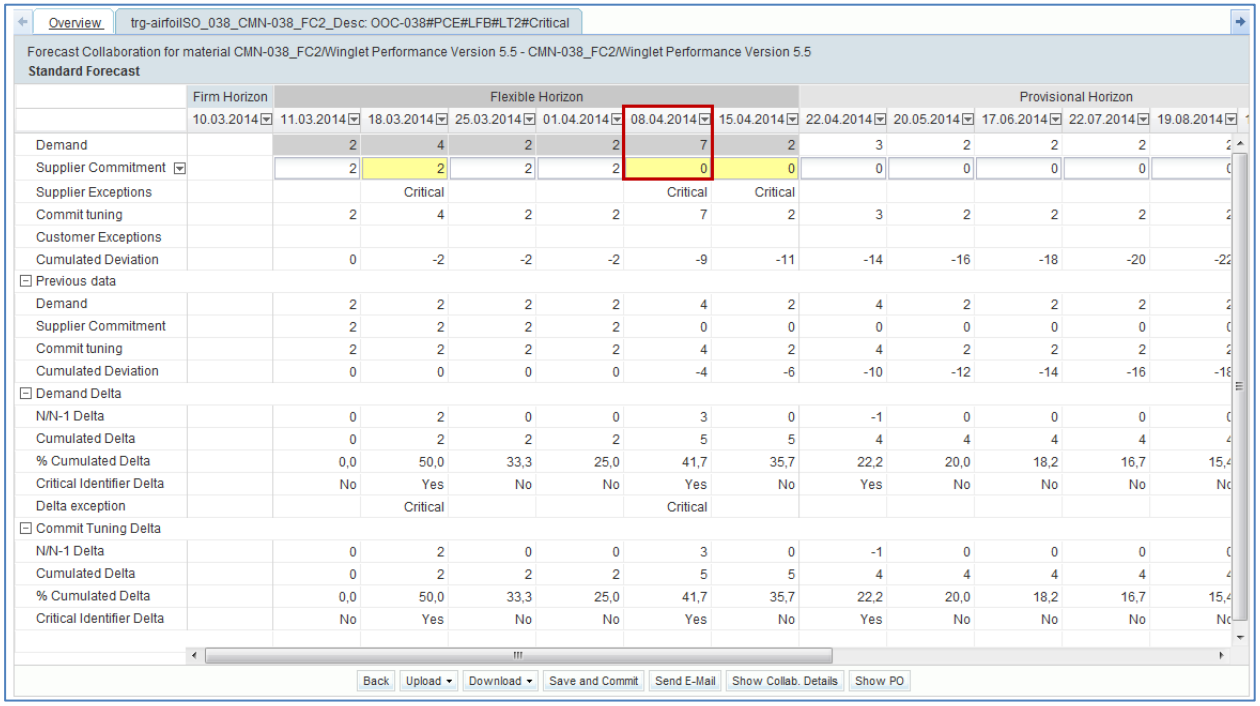
The figure below shows the ‘Details’ tab where the demand details lines are displayed.



The four demand detail lines where there is a ‘Supplier Commitment’ in yellow have to be completed by the supplier.

Note that the bucket FLEX20140408 (08.04.2014) contains 2 demand detail lines. (1) . These to detail lines have a different critical identifier number (3) and a different demand date (2). One has a demand quantity of five and the other one has a demand quantity of two. The sum of these two demand quantities is seven and this is the count displayed in the bucket (08.04.2014) of the ‘Collaboration View’.

The quantity of the bucket summarizes the total demand quantity of all these demand detail lines.



In the case of critical material, AirSupply tool does not allow the supplier to propose another delivery date. The supplier needs to copy a demand detail line to propose another delivery date.

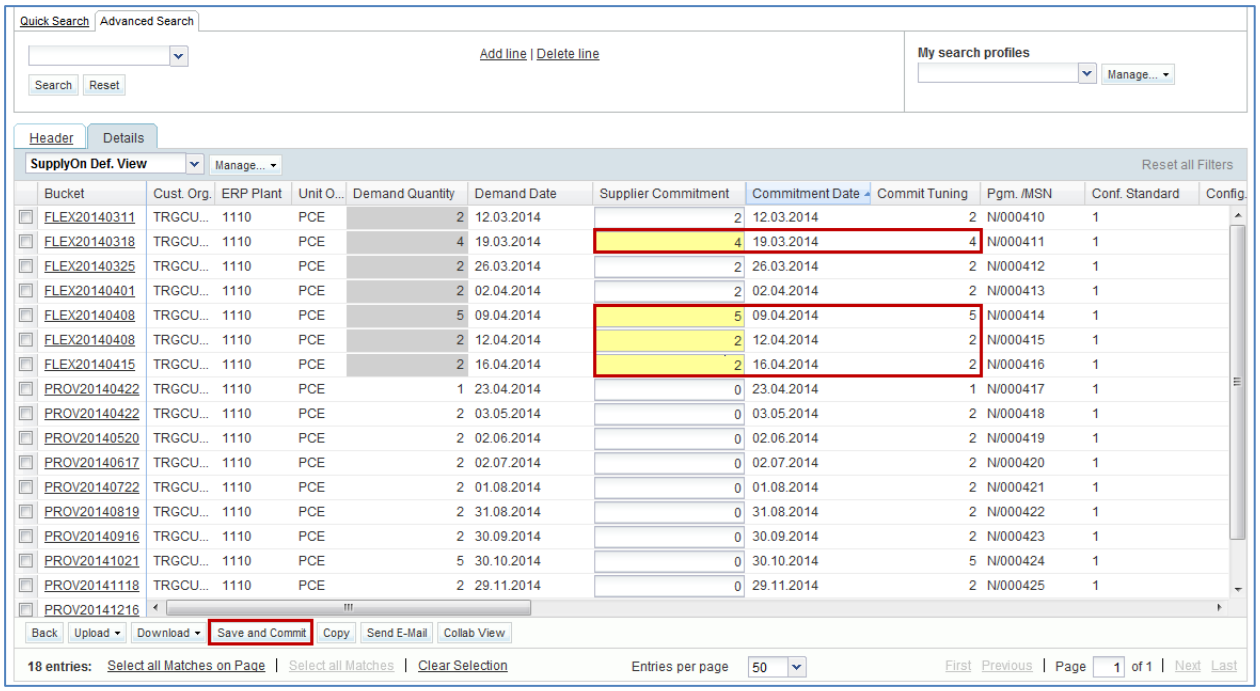
If the supplier does not make a commitment equal to the ‘Commit tuning’ for a specific critical identifier in the bucket, an exception is raised. The critical identifier may be empty.

Note

In this case we recommend that the supplier sends an E-mail by using the “Send E-Mail button” to warn the customer.

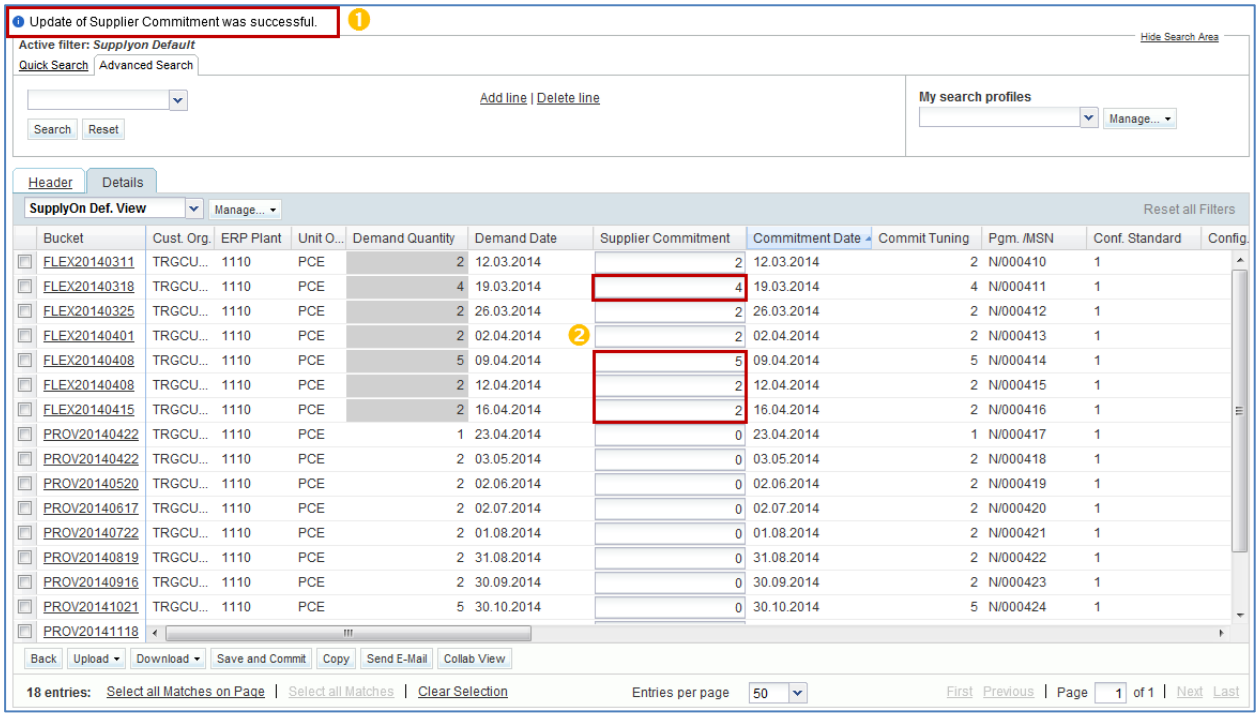
In the example below, the supplier agrees on the customer demand and makes a commitment equal to the ‘Commit tuning’ in the four relevant demand detail lines.

To do this in AirSupply, he fills the four ‘Supplier Commitment’ fields and clicks the ‘Save and Commit’ button:

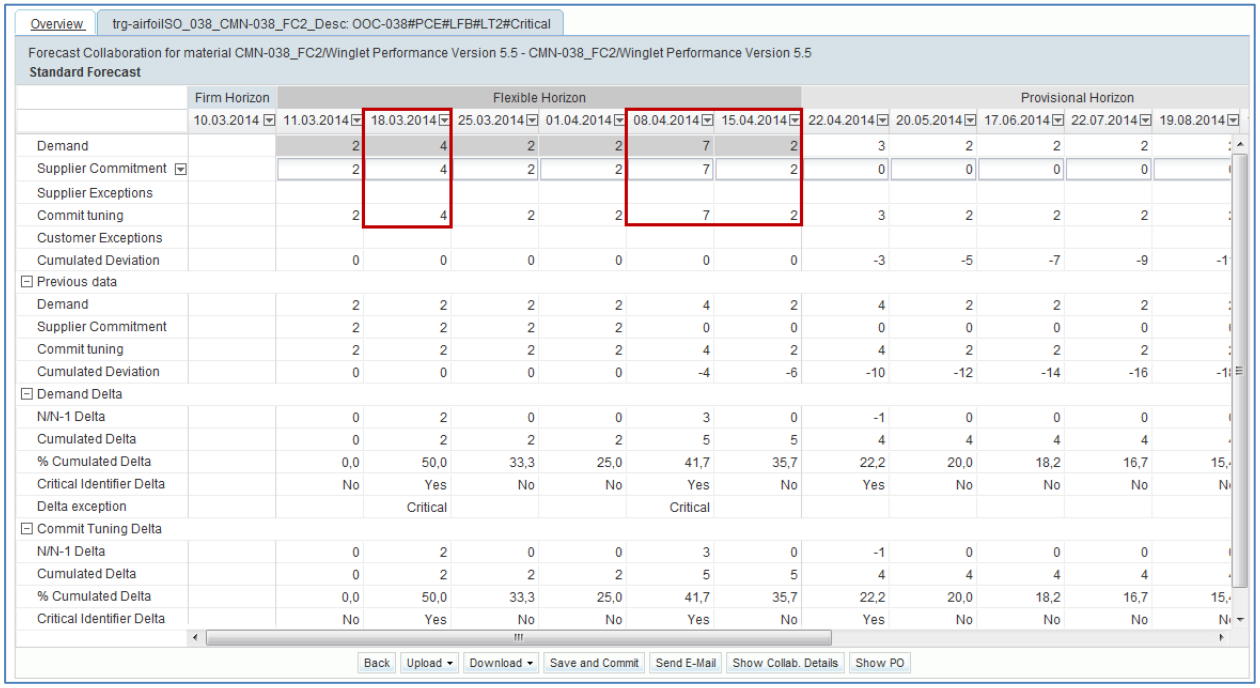


After clicking the ‘Save and Commit’ button, a message is raised by AirSupply in the top left of the page to confirm the ‘Supplier Commitment’ (1)

The four ‘Supplier Commitment’ fields have a white background now (2):



In the ‘Collaboration View’ page, the ‘Supplier Commitment’ are shown into the three committed buckets and there are no more ‘Supplier Exceptions’.



Overview | trg-airfoilSO_038_CMN-038_FC2_Desc: OOC-038#PCE#LFB#LT2#Critical

Forecast Collaboration for material CMN-038_FC2/Winglet Performance Version 5.5 - CMN-038_FC2/Winglet Performance Version 5.5
Standard Forecast

	Firm Horizon	Flexible Horizon						Provisional Horizon				
	10.03.2014	11.03.2014	18.03.2014	25.03.2014	01.04.2014	08.04.2014	15.04.2014	22.04.2014	20.05.2014	17.06.2014	22.07.2014	19.08.2014
Demand		2	4	2	2	7	2	3	2	2	2	
Supplier Commitment		2	4	2	2	7	2	0	0	0	0	
Supplier Exceptions												
Commit tuning		2	4	2	2	7	2	3	2	2	2	
Customer Exceptions												
Cumulated Deviation		0	0	0	0	0	0	-3	-5	-7	-9	-1
Previous data												
Demand		2	2	2	2	4	2	4	2	2	2	
Supplier Commitment		2	2	2	2	0	0	0	0	0	0	
Commit tuning		2	2	2	2	4	2	4	2	2	2	
Cumulated Deviation		0	0	0	0	-4	-6	-10	-12	-14	-16	-1
Demand Delta												
N/N-1 Delta		0	2	0	0	3	0	-1	0	0	0	
Cumulated Delta		0	2	2	2	5	5	4	4	4	4	
% Cumulated Delta		0,0	50,0	33,3	25,0	41,7	35,7	22,2	20,0	18,2	16,7	15,
Critical Identifier Delta		No	Yes	No	No	Yes	No	Yes	No	No	No	N
Delta exception			Critical			Critical						
Commit Tuning Delta												
N/N-1 Delta		0	2	0	0	3	0	-1	0	0	0	
Cumulated Delta		0	2	2	2	5	5	4	4	4	4	
% Cumulated Delta		0,0	50,0	33,3	25,0	41,7	35,7	22,2	20,0	18,2	16,7	15,
Critical Identifier Delta		No	Yes	No	No	Yes	No	Yes	No	No	No	N

Back | Upload | Download | Save and Commit | Send E-Mail | Show Collab. Details | Show PO

In the ‘Alert overview’, the count of ‘Supplier to Commit’ exceptions with a high criticality decreases by three.

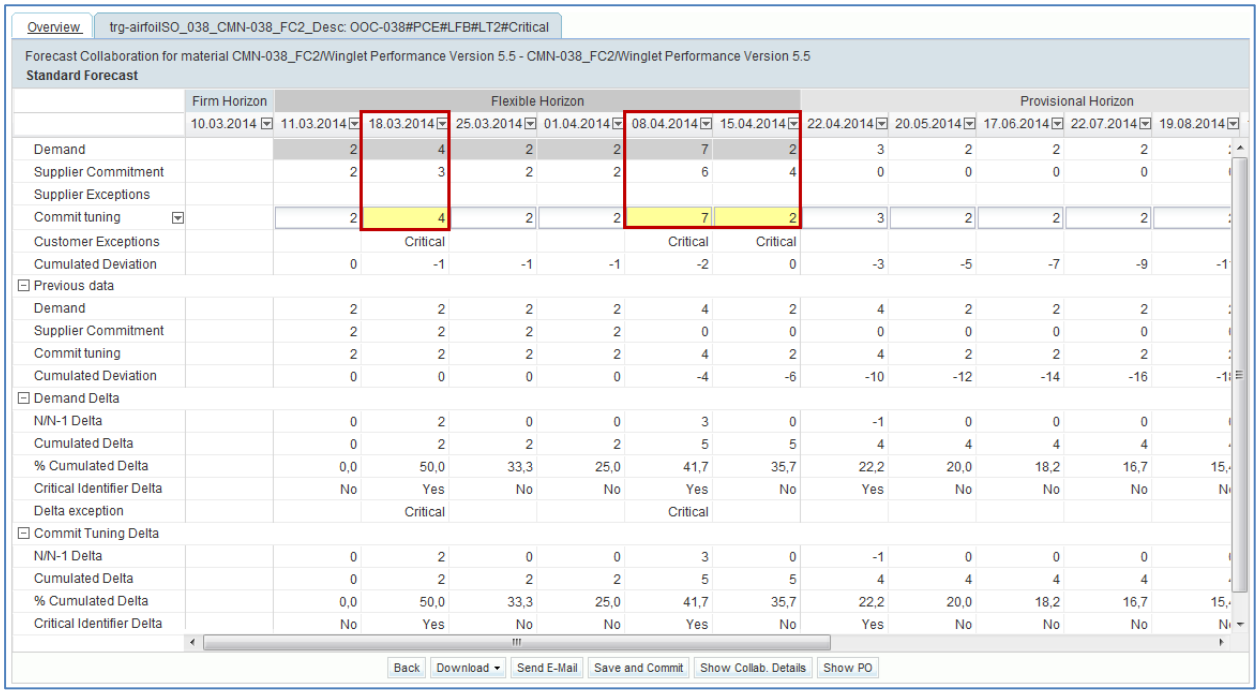
3.4.2.2 Customer commitment

The customer commitment is required when the supplier has not made a commitment equal to the 'Commit Tuning' for a specific critical identifier (for example, Program/MSN) in each bucket of the flexible horizon.

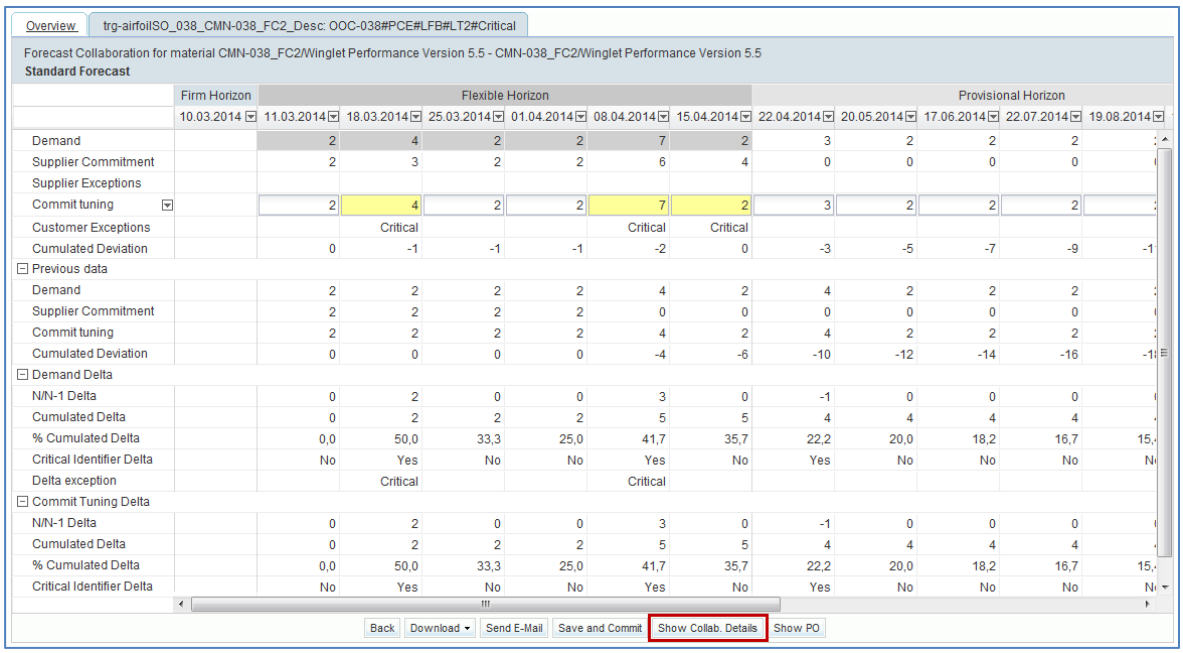
In this case, a 'Customer to Review' exception with high criticality is raised. The customer has to consult the exception regularly in the 'Alert Matrix'. He could be also informed on new critical exceptions by receiving an E- mail using the E-Mail notification functionality.

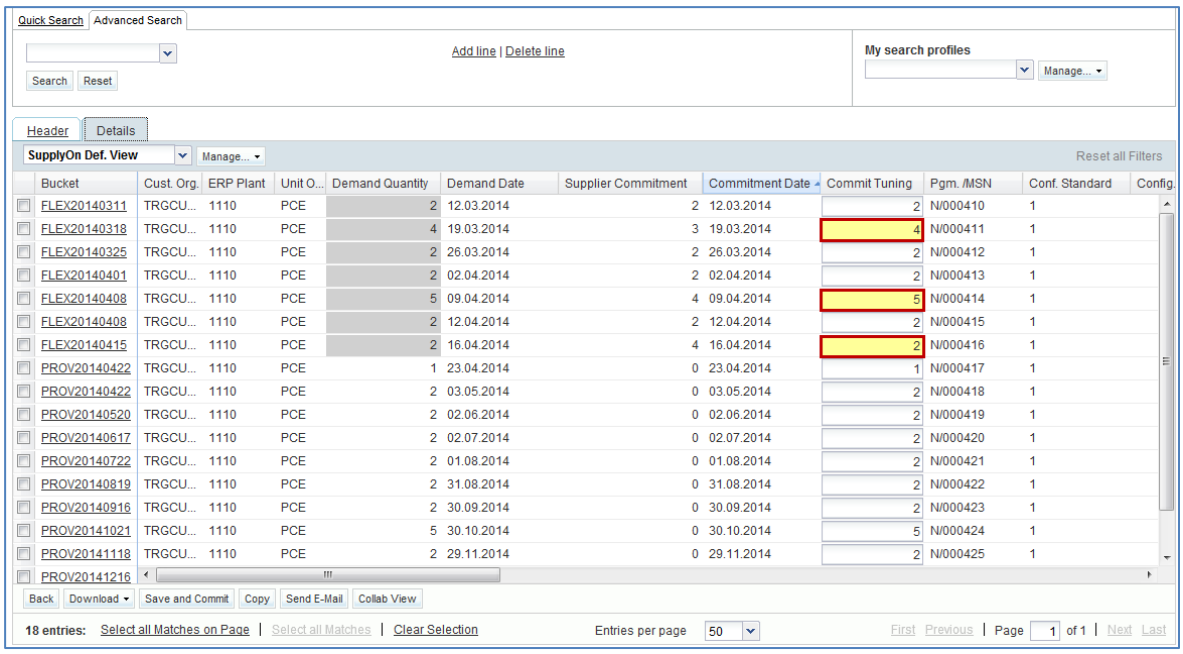
The E-mail notification functionality is explained in the 'Basic functions' module [RD3].

In the example below, the customer consults his 'Alert Matrix' section and sees that there are critical 'Customer Exceptions' raised in three buckets of the flexible horizon:



To commit, the customer goes to the ‘Collaboration Details’ tab by clicking the ‘Show Collab. Details’ button in the ‘Collaboration View’.





The customer can modify the ‘Commit tuning’ fields and make a commitment equal to the ‘Supplier Commitment’ to accept the quantities proposed by the supplier. To confirm, he clicks on the ‘Save and Commit’ button. In this case there are no more ‘Customer Exceptions’ or ‘Supplier Exceptions’ raised.
The customer can modify the ‘Commit tuning’ fields and make a new proposal not equal to the ‘Supplier Commitment’.

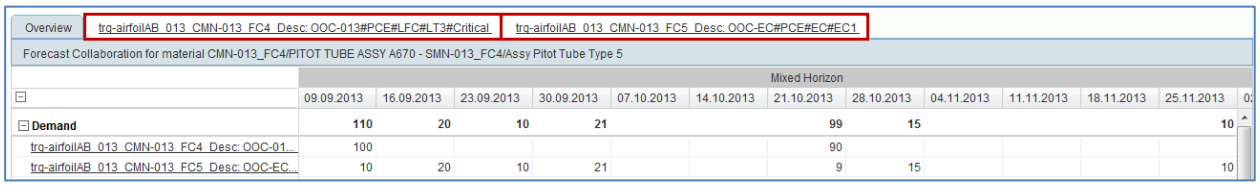
He can also make no changes on the ‘Commit tuning’ fields and keep the initial demand requirement.
In both cases, the customer has to validate his requirement by clicking the ‘Save and Commit’ button.

Then, there are no more ‘Customer Exceptions’ but there are three new ‘Supplier Exceptions’ (high criticality).

3.4.3 Multi-collaboration

The forecast multi-collaboration takes place when one supplier commits on forecasts for the same material with several customers or when one customer commit on forecasts for the same material with several suppliers.

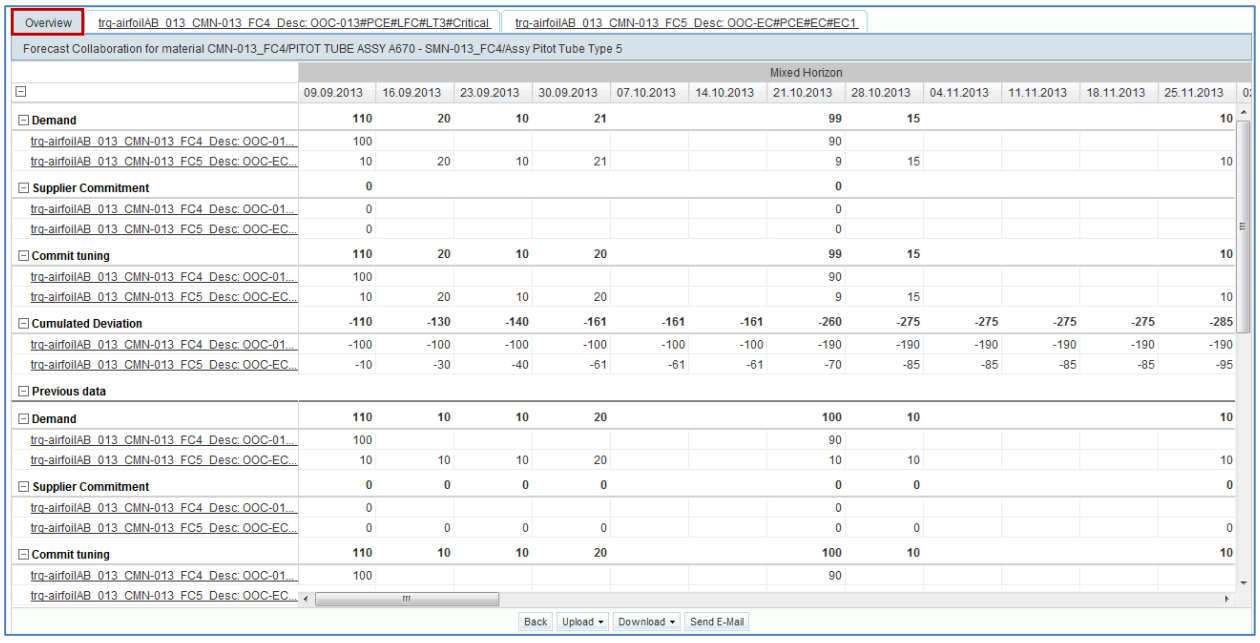
In AirSupply, a user knows that there is a multi-Collaboration View when there are several tabs which each stand for a different collaboration set:



The ‘Overview’ tab summarizes all collaboration sets (in the current data material) and allows users to access the overview data. This page is useful to see the sum of the ‘Demand’ lines, ‘Commit tuning’ and ‘Supplier Commitment’ of the different collaboration sets.

The collaboration has to be performed for each collaboration set. Multi collaboration is a summary view.

For instance, in case of two suppliers for the same customer and the same material, the customer is able to define his commitment in one collaboration set in function of his commitment in the other one. In this overview no changes can be made:



The forecast collaboration process in multi collaboration is the same, the supplier and the customer have to commit on each collaboration set.

It is possible to have multi-collaboration for a critical material.

3.4.4 Collaboration on mid-term and long-term forecasts

As explained earlier in this module, there are two types of forecasts in AirSupply:

- Standard forecast relating to materials.
- Mid- and long-term forecasts relating to family of materials (for example product groups relating to commodity groups).

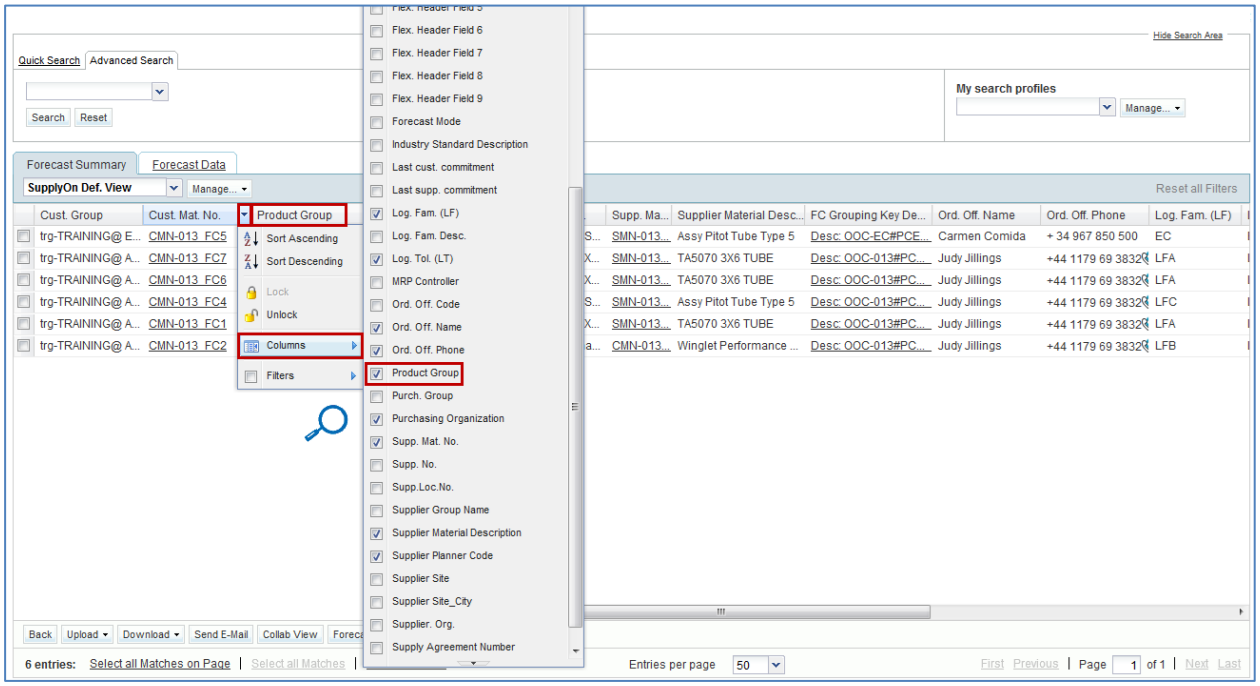
The forecast collaboration process on mid- and long-term forecasts is not different compared to the way you handle it for standard forecasts.

Note

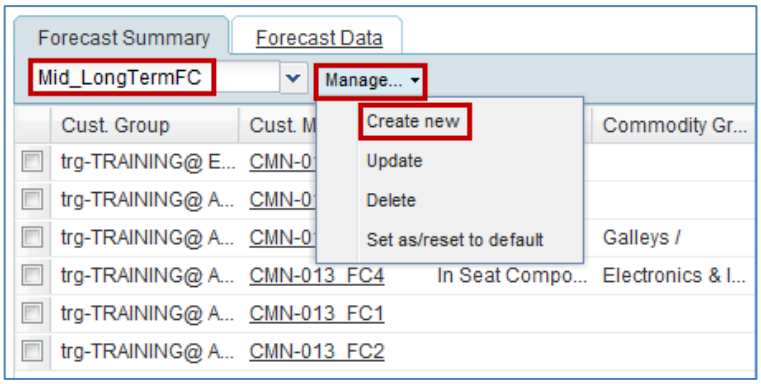
Refer to chapters [3.4.1_Collaboration on a non-critical material] and [3.4.2_Collaboration on critical material] for more details on this collaboration process.

The scenario below explains how to display mid- and long-term forecasts from the 'Forecast Summary' page by adding additional columns to the SupplyOn default view and by using advanced search criteria:

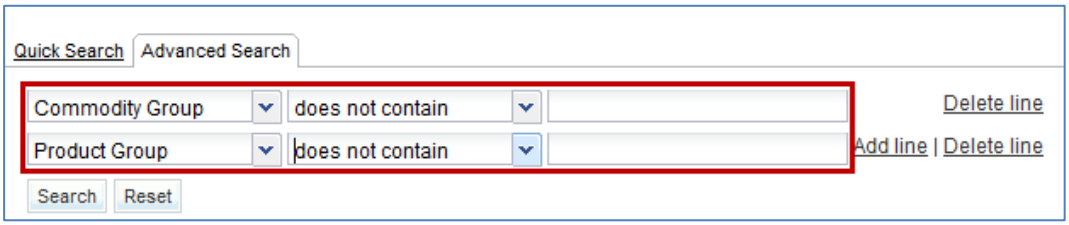
- Click the drop-down menu on the right side of any column title displayed.
- Tick the checkboxes of columns 'Commodity Group' and 'Product Group'.

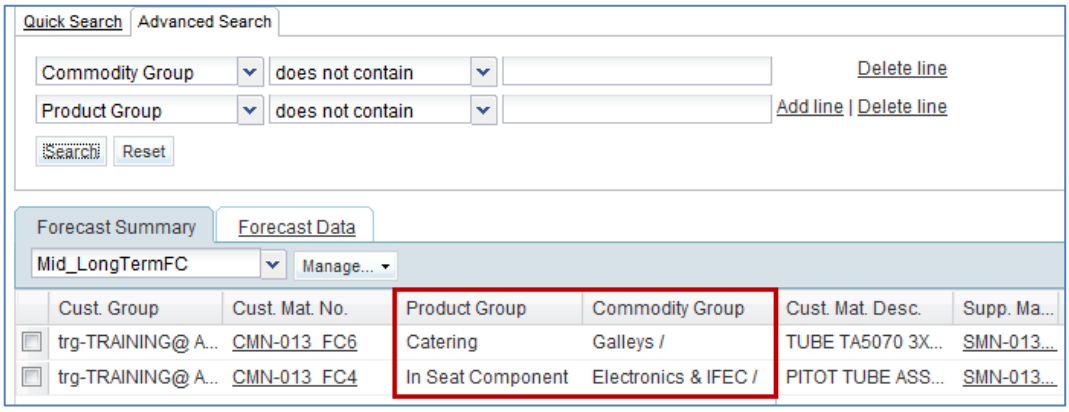


- Set up a new table profile by saving you layout preferences. Enter first a name for the new table profile in the drop-down menu field. Click 'Manage' to access the pulldown menu and then on 'Create new'.

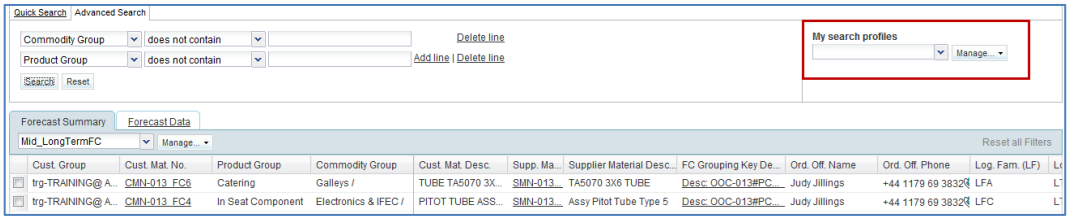


- Once the table profile is successfully created, use the advanced search functionality to display all materials with 'Commodity Group' and 'Product Group' information published by the customer, as follows:

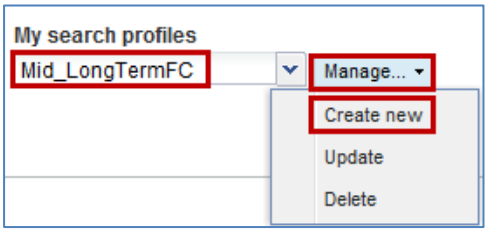




- Save the search profile by using 'My search profiles' function.



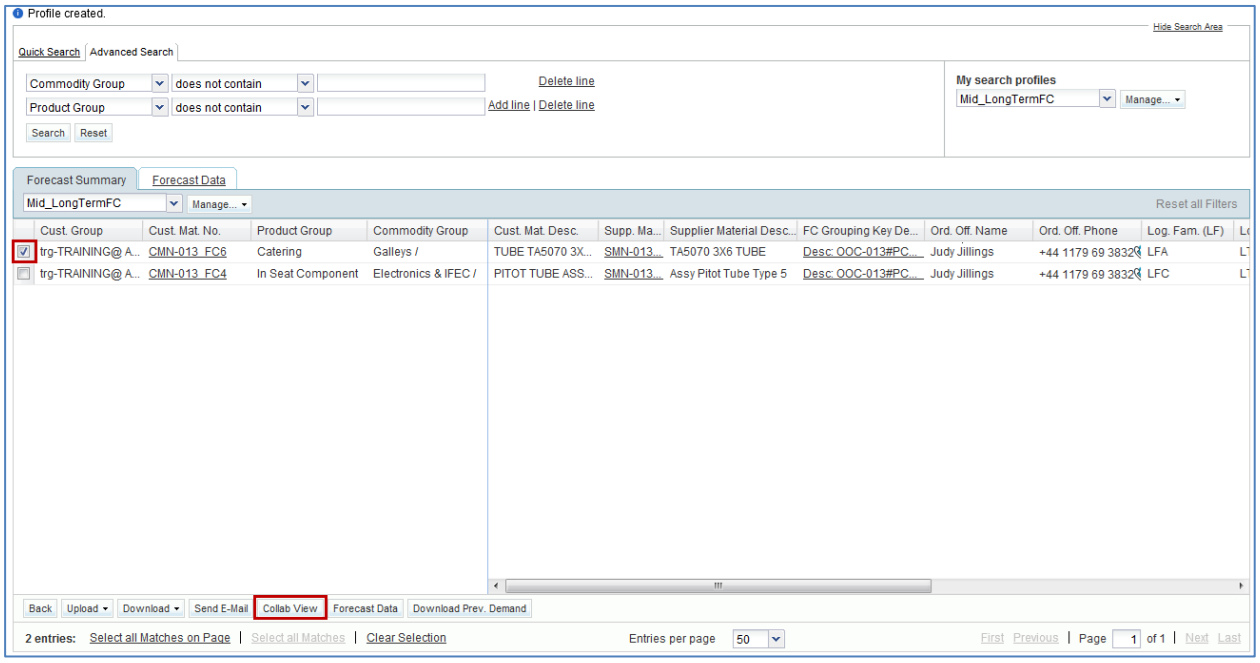
- Enter a name for the new search profile in the drop-down menu field. Click ‘Manage’ to access the pulldown menu and then on ‘Create new’.



As a result, you can now list all mid- and long-term forecasts published for a product group relating to the commodity group you searched for.

- Select material(s) by ticking the checkbox(s) of the line(s) you want the mid / long term forecast(s) to be displayed.

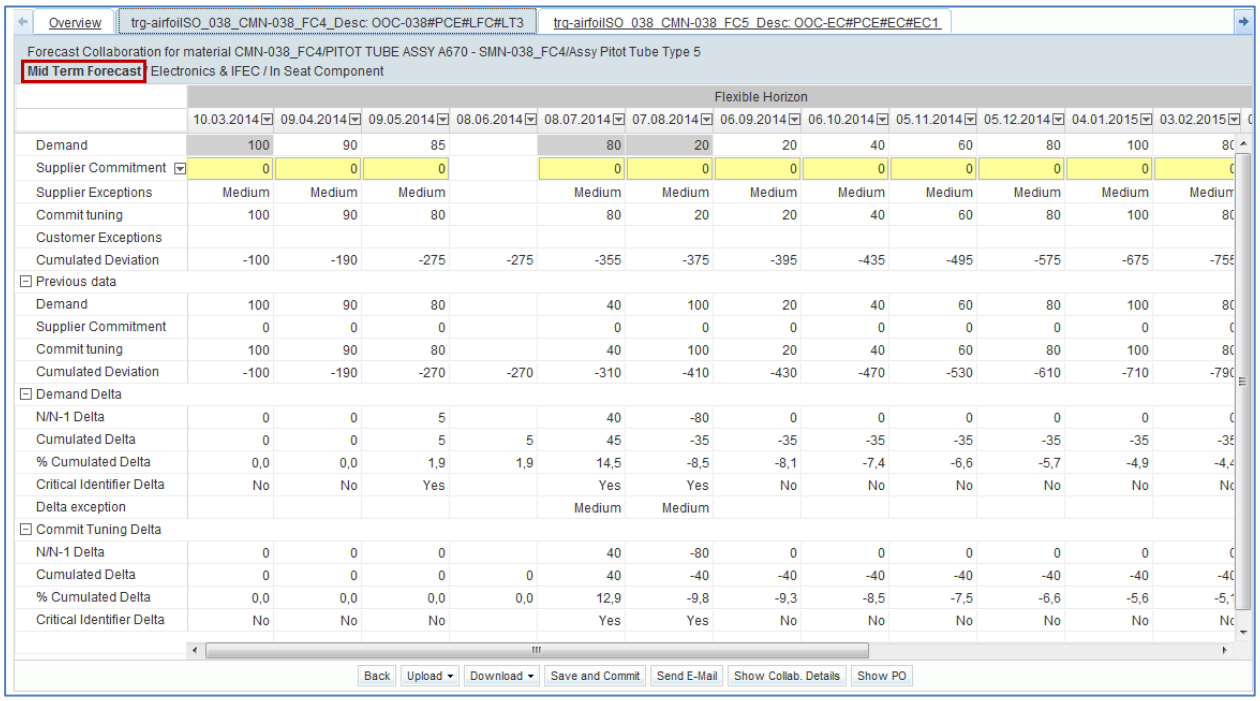
- Click ‘Collab View’.



The ‘Collaboration View’ page is displayed for the selected mid- or long-term forecast(s).

3.4.4.1 Mid-term forecast

Mid-term forecasts are usually shown in weekly or monthly buckets within the flexible horizon, as shown below.



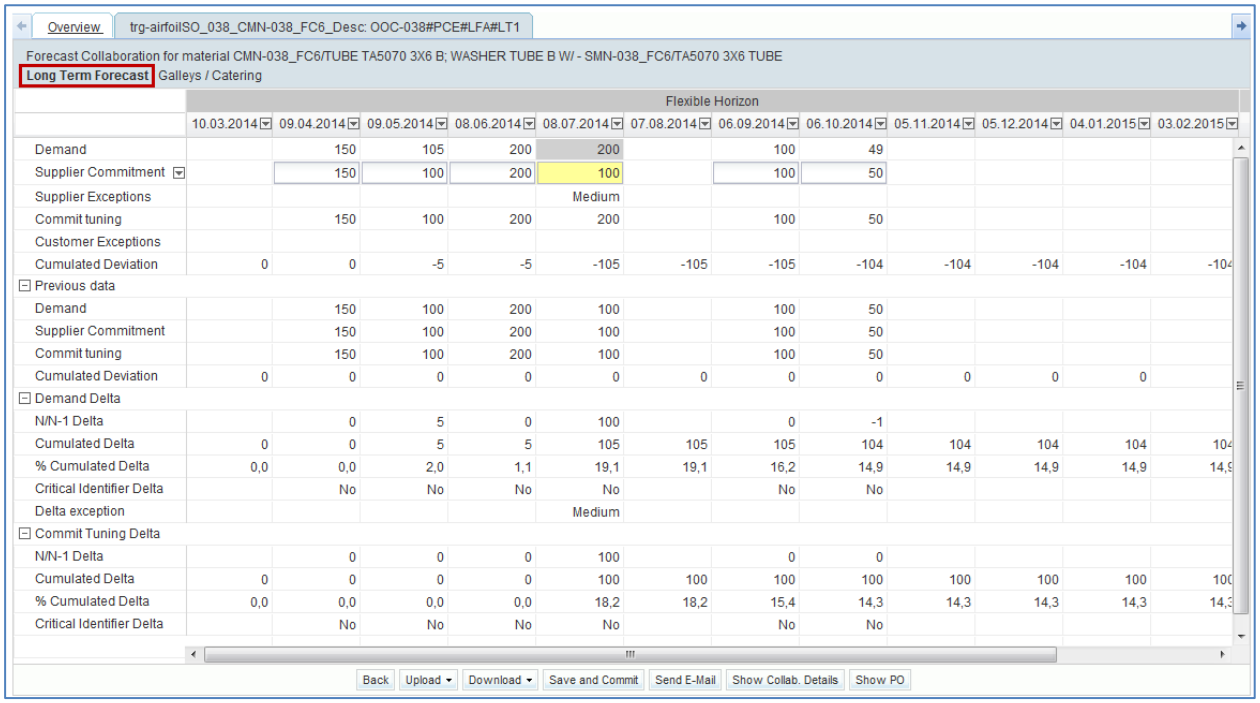
Mid-term forecasts published by a customer can be displayed on a maximum of 36 months period (customer specific setting).

Note

The way a mid-term forecast is displayed in AirSupply depends also on the customer choice and settings. The customer can decide to omit the display of some horizons. At least one horizon must be provided in order for the forecast publishing to be successful in AirSupply (for example provisional horizon could be displayed alone). Please refer to chapter [1.2_Collaboration horizons & time bucket] to get more details.

3.4.4.2 Long-term forecast

Long-term forecasts are usually shown in monthly buckets within the flexible horizon, as shown below.



Long term forecasts published by a customer can be displayed on a maximum of 36 months period (customer specific setting).

Note

The way a long-term forecast is displayed in AirSupply depends also on the customer choice and settings. The customer can decide to omit the display of some horizons. At least one horizon must be provided in order for the forecast publishing to be successful in AirSupply (e.g. provisional horizon could be displayed alone). Please refer to chapter [1.2_Collaboration horizons & time bucket] to get more details.

3.4.4.3 Supplier and customer dedicated remark fields

Both customer and supplier users can use a dedicated remark field to communicate information to each other on mid- and long-term forecasts.

The remark fields appear in AirSupply via two optional columns that the user will need to manually display from the ‘Collaboration Details’ page (‘Details’ tab).

The supplier user can enter a dedicated remark in AirSupply. The remark entered can be sent and integrated into the ERP system of his customer (customer specific setting). The remark entered can be updated at any time in AirSupply.

Note

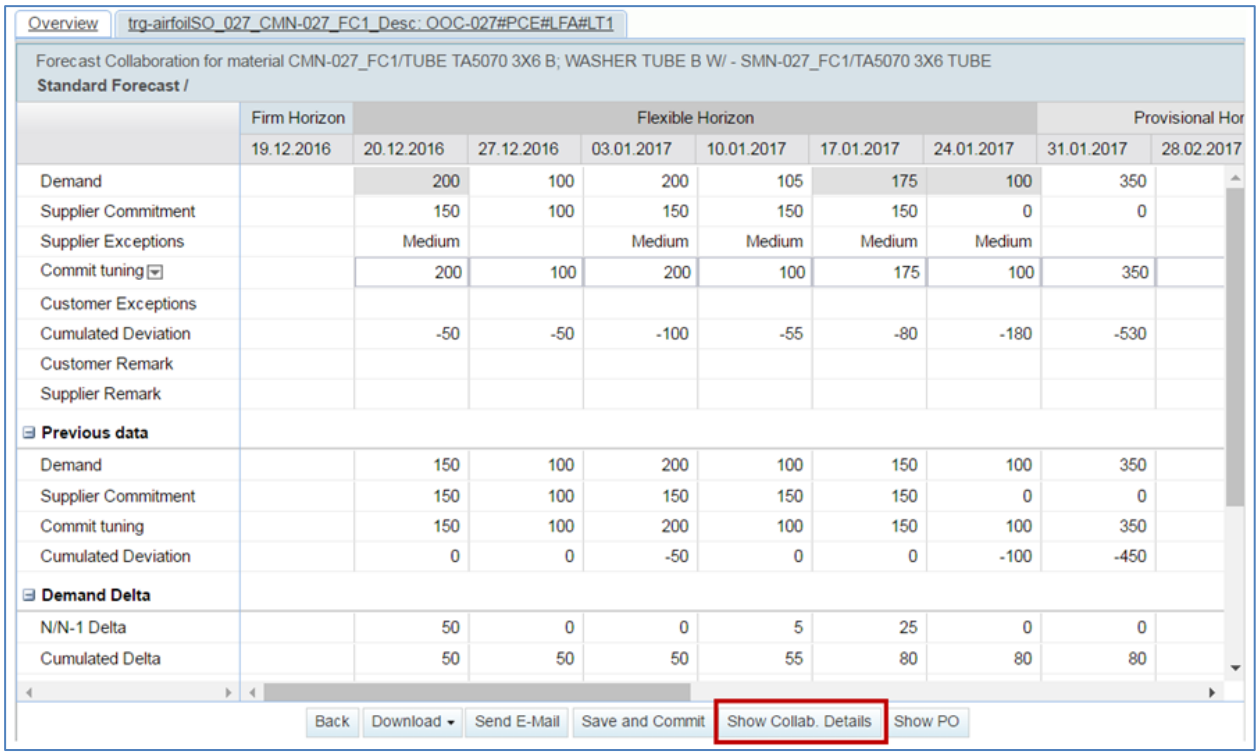
The usage of the dedicated remark field in edit mode by the supplier depends on his customer settings with SupplyOn.

The customer user can also enter a remark in AirSupply.

3.4.4.3.1 'Supplier Remark' column

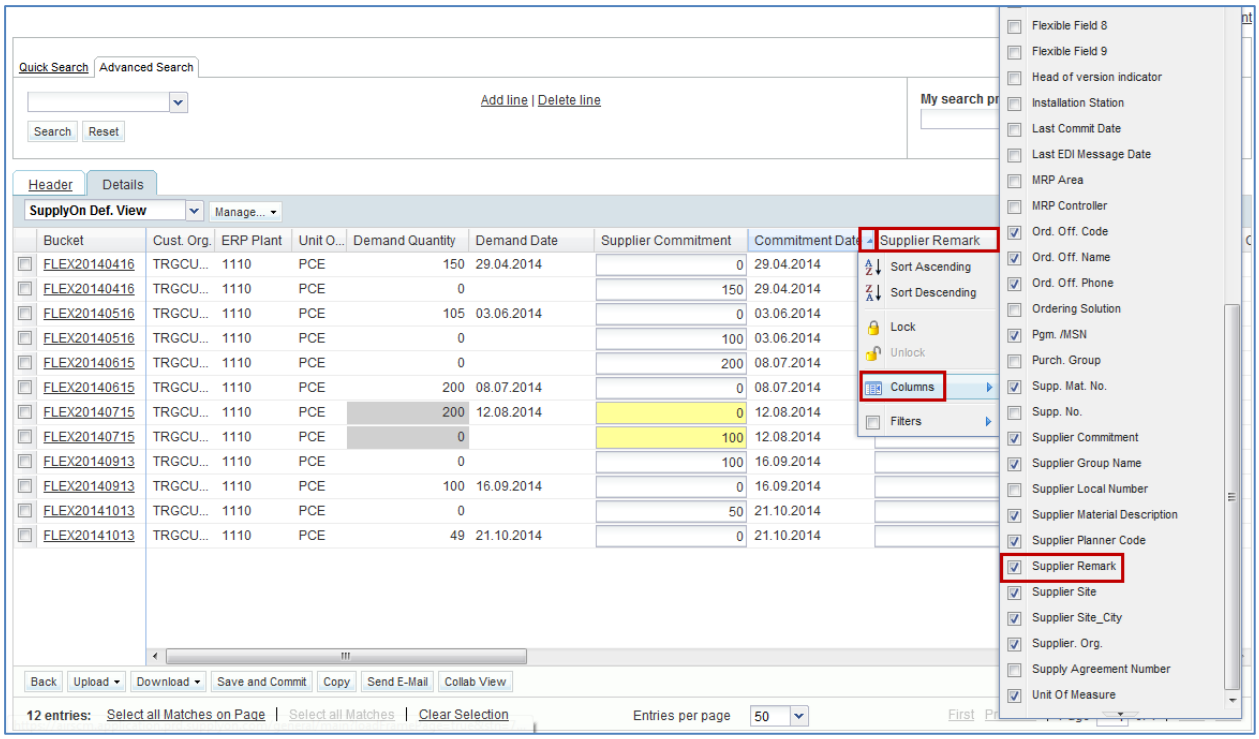
The scenario below explains how a supplier user can update the 'Supplier Remark' column (considering that the customer settings authorize this process):

- From a forecast 'Collaboration View' click on 'Show Collab. Details' button to display he forecast header data.

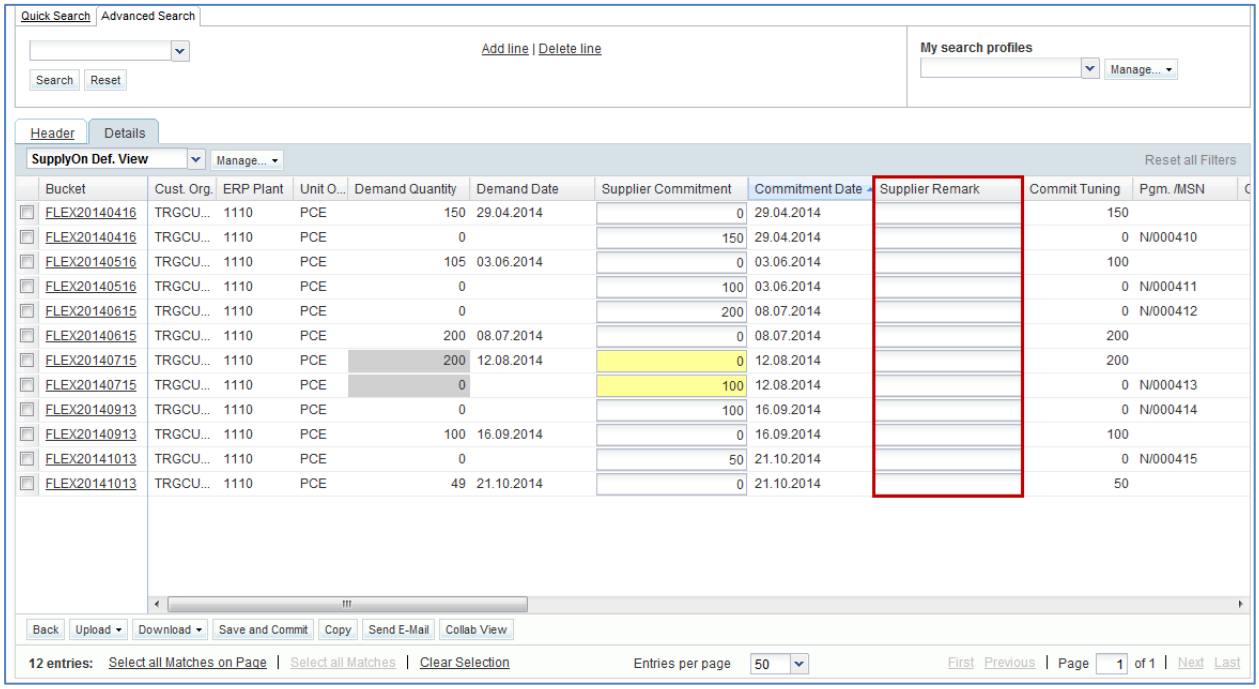


- Click the 'Details' tab to display all forecast positions and bucket details.

- Click the drop-down menu on the right side of one of the columns title displayed.
- Tick the checkbox of column 'Supplier Remark'.



The system displays the selected column:

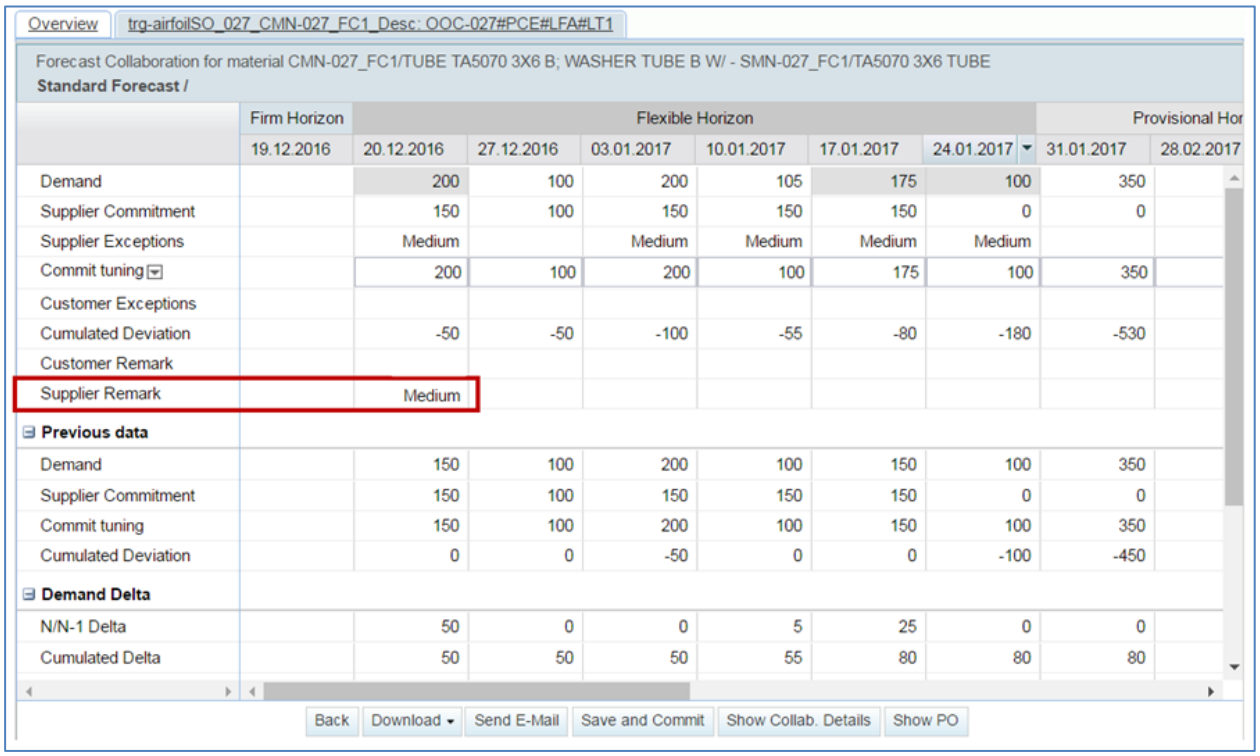


- Enter a remark in the editable text field (up to 140 characters maximum).
- Click the ‘Save and Commit’ button to save the remark.

Note

It is recommended to collaborate on the forecast data before entering a dedicated remark and save the work. Otherwise, the ‘Save and Commit’ action will also confirm Supplier Commitment values to 0 and create Customer To Review (CTR) exceptions accordingly.

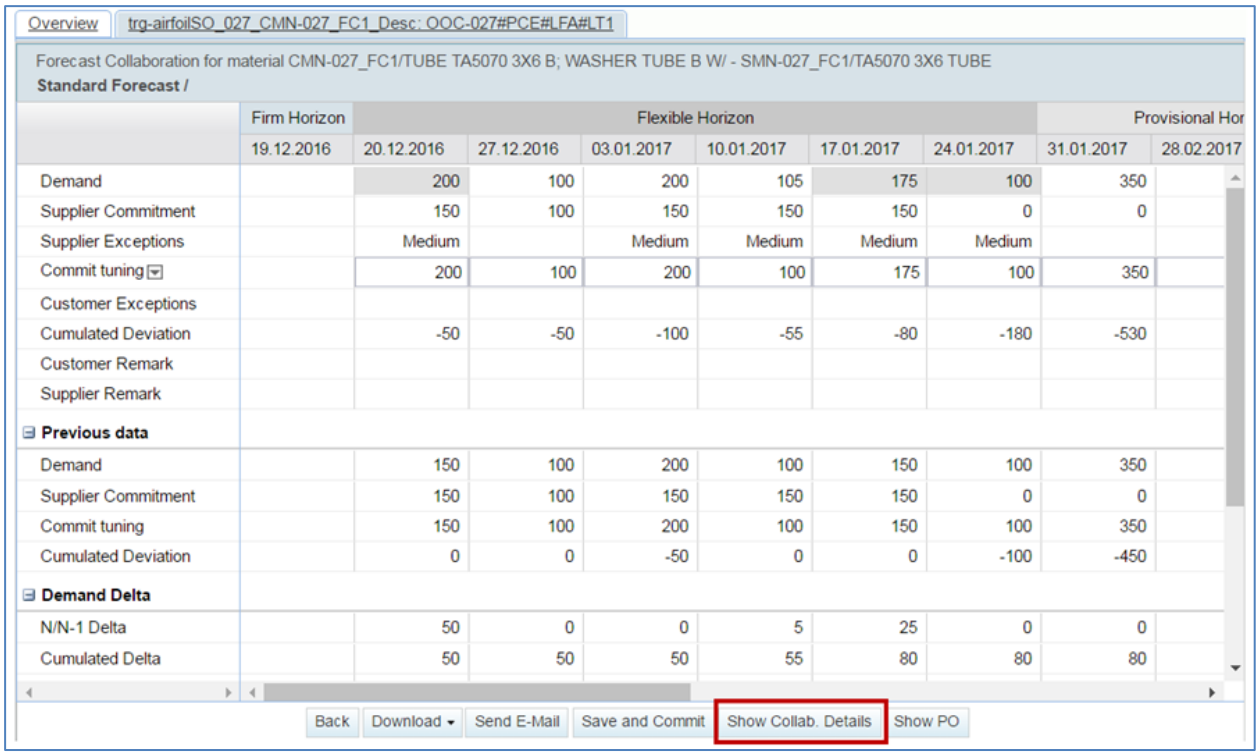
- The alert ‘Supplier Remark’ is raised for the corresponding period where a remark was entered.



3.4.4.3.2 'Customer Remark' column

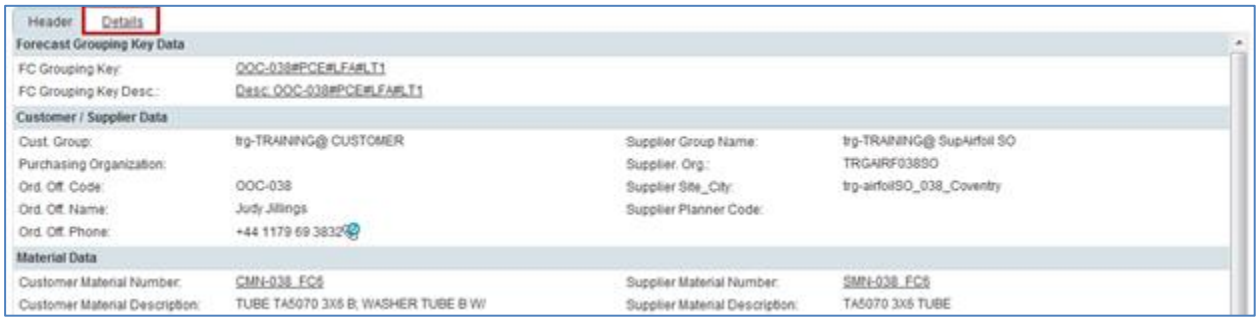
The scenario below explains how a customer user can enter a comment, and a supplier can see the 'Customer Remark' column:

- From a forecast 'Collaboration View' click the 'Show Collab. Details' button to display he forecast header data.

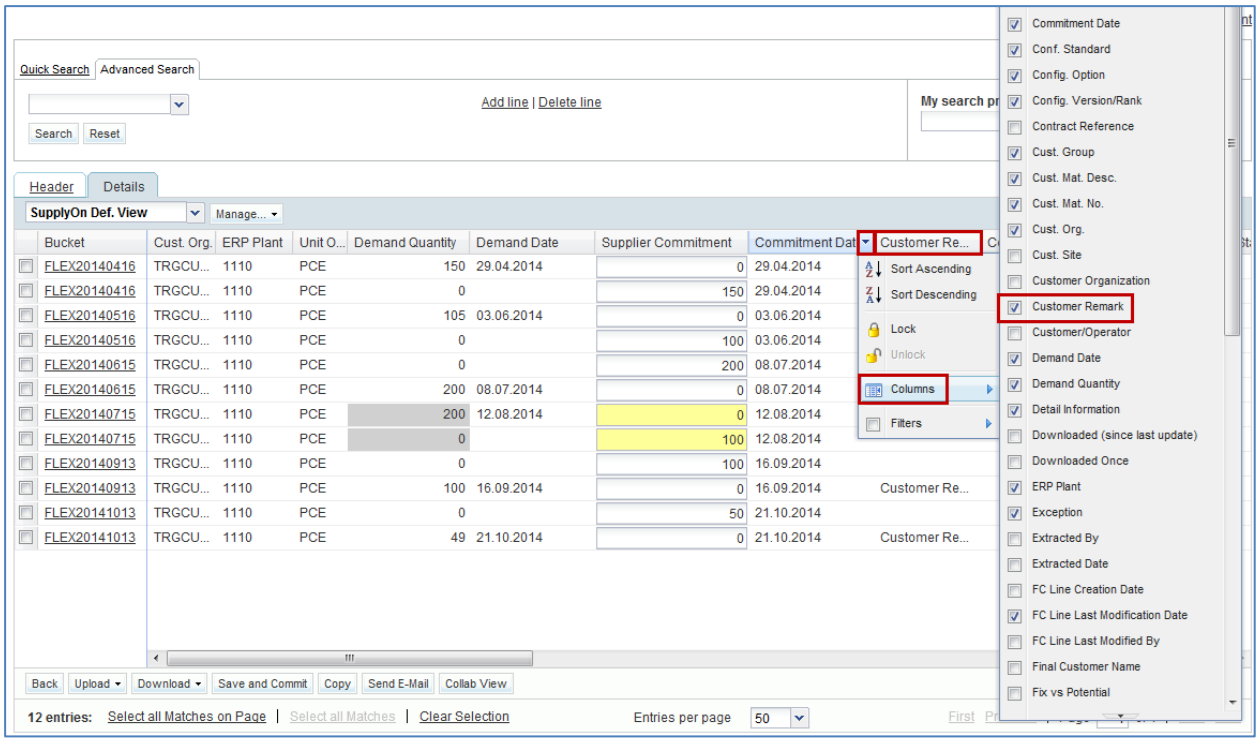


	Firm Horizon	Flexible Horizon						Provisional Hor
	19.12.2016	20.12.2016	27.12.2016	03.01.2017	10.01.2017	17.01.2017	24.01.2017	31.01.2017	28.02.2017
Demand		200	100	200	105	175	100	350	
Supplier Commitment		150	100	150	150	150	0	0	
Supplier Exceptions		Medium		Medium	Medium	Medium	Medium		
Commit tuning		200	100	200	100	175	100	350	
Customer Exceptions									
Cumulated Deviation		-50	-50	-100	-55	-80	-180	-530	
Customer Remark									
Supplier Remark									
Previous data									
Demand		150	100	200	100	150	100	350	
Supplier Commitment		150	100	150	150	150	0	0	
Commit tuning		150	100	200	100	150	100	350	
Cumulated Deviation		0	0	-50	0	0	-100	-450	
Demand Delta									
N/N-1 Delta		50	0	0	5	25	0	0	
Cumulated Delta		50	50	50	55	80	80	80	

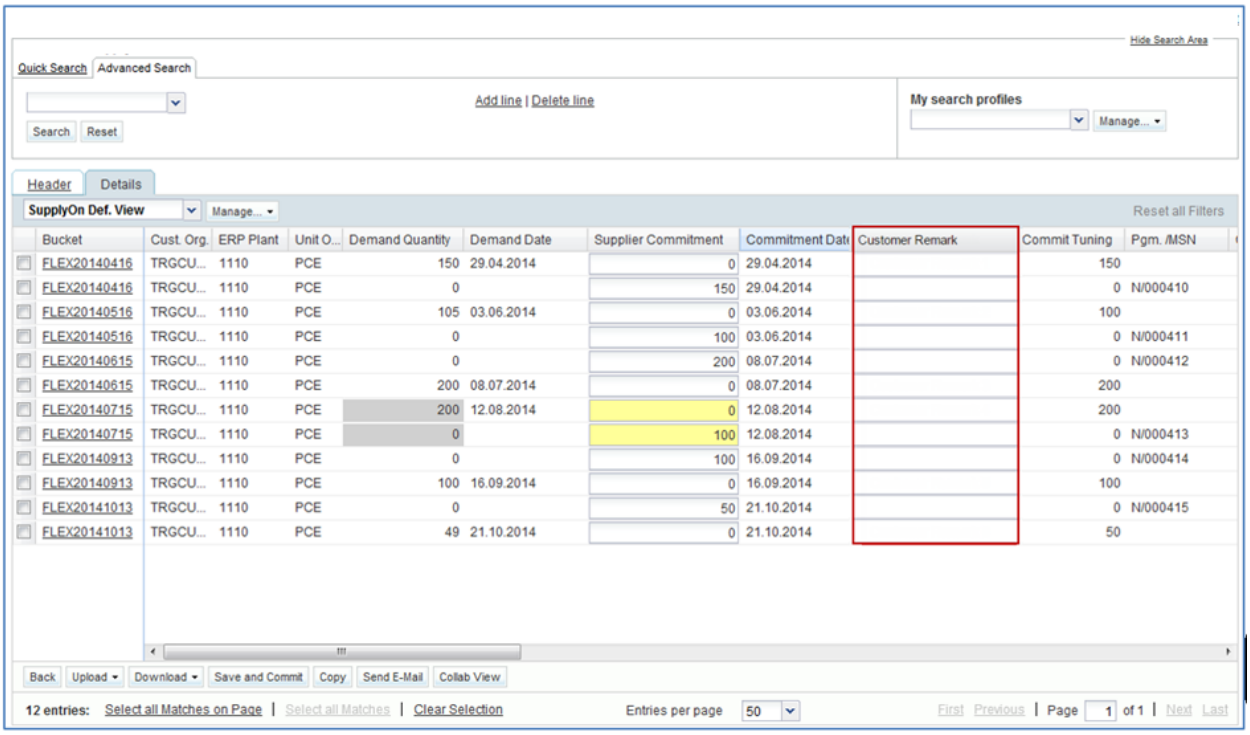
- Click the 'Details' tab to display all forecast positions and bucket details.



- Click the drop-down menu on the right side of one of the columns title displayed.
- Tick the checkbox of column 'Customer Remark'.

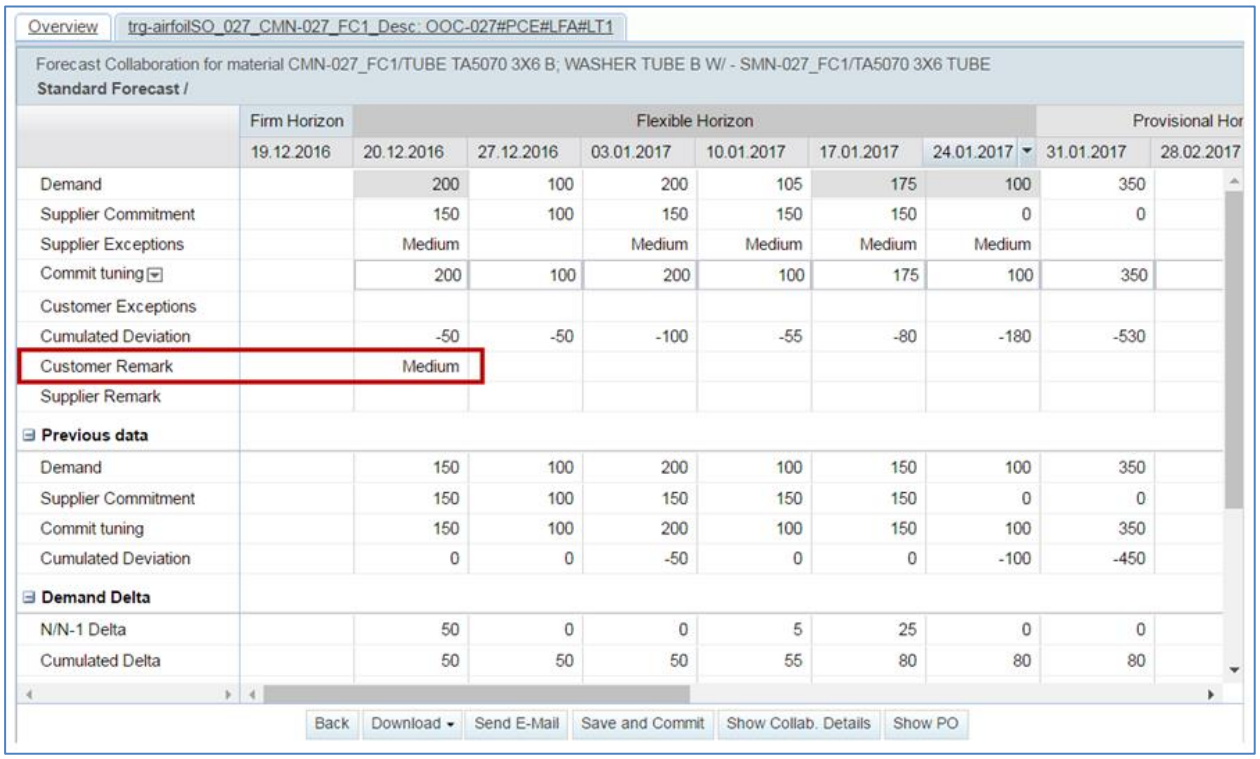


The system displays the selected column.



- Enter a remark in the editable text field (up to 140 characters maximum).
- Click ‘Save and Commit’ to save the remark.

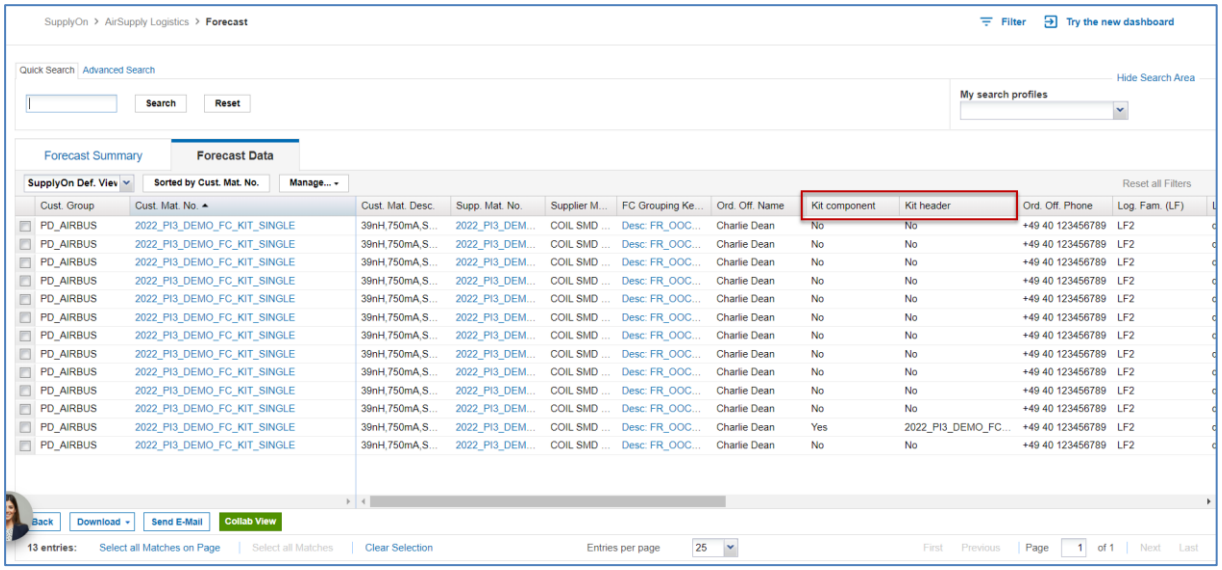
- The alert ‘Customer Remark’ is raised for the corresponding period where a remark was entered.



3.4.5 Collaboration on KIT components

For some customers, it is possible that the forecast also contains material demands for KIT components. These are transmitted in the same data set as the customer's regular material demands.
However, no collaboration (that is, manual modification) of material requirements is possible for KIT components.

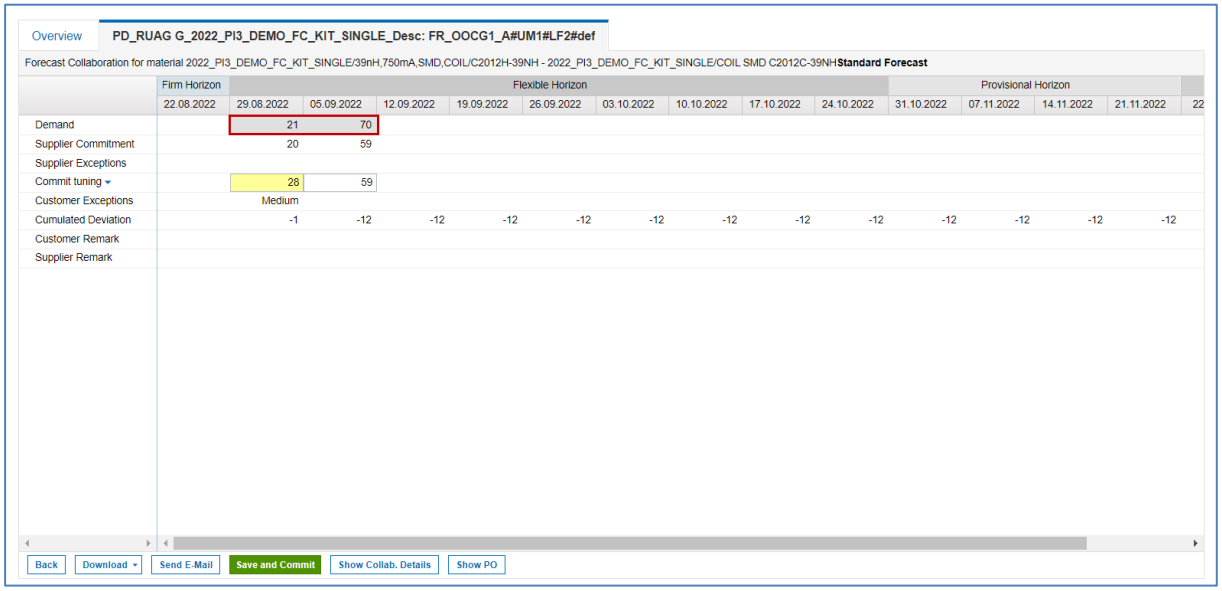
In the Forecast Data overview, demands belonging to a KIT component are marked with the fields "Kit header" and "Kit component".



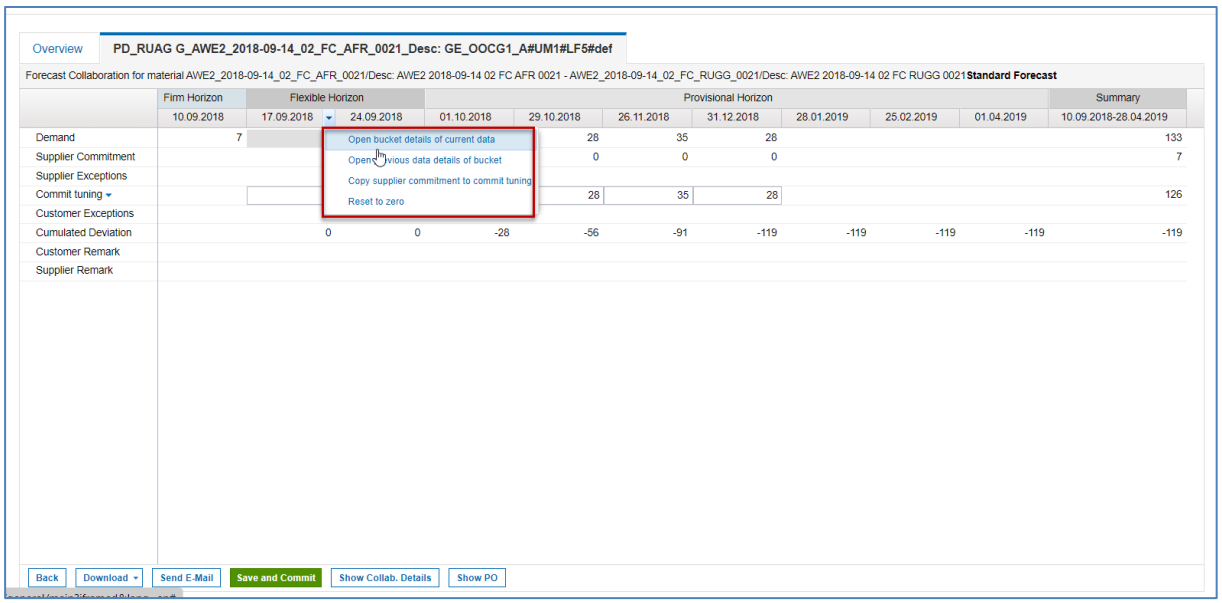
Kit component: Indicates if the detail line is part of a KIT component.
Possible values are **Yes** or **No**. Collaboration is not possible for “Kit component” = “Yes”.

Kit header: Informative field that usually displays the customer material number to which the KIT component belongs.

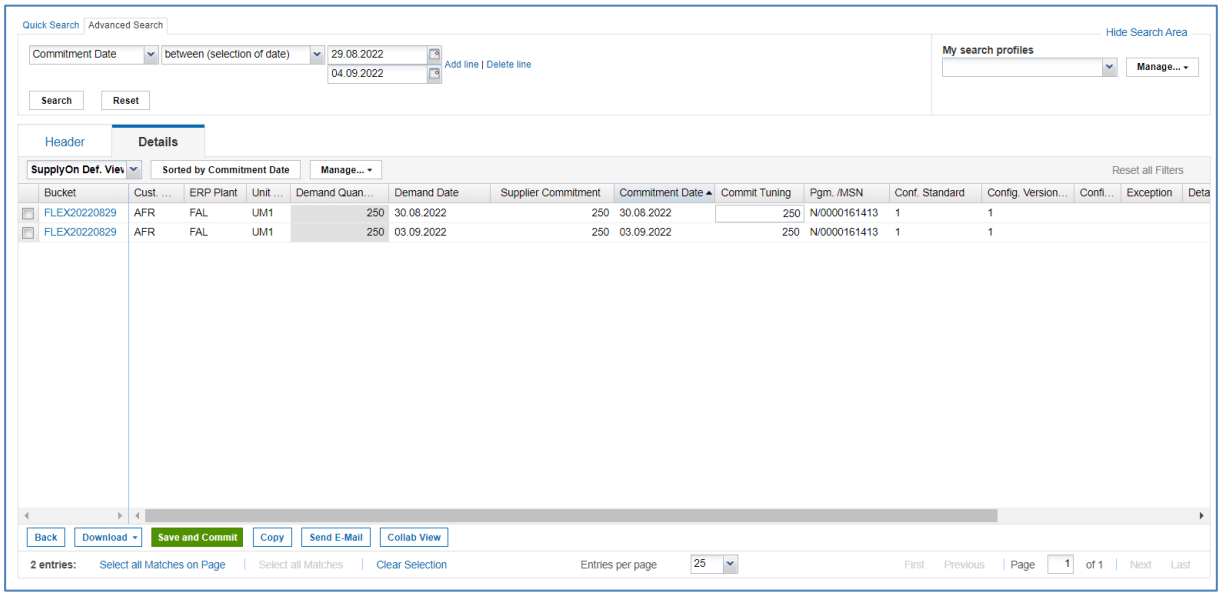
In the “Collaboration view”, is not possible to modify the consolidated demands of a period (bucket), if at least one KIT component demand is contained.



To change the possible other demand of a period (bucket) that do not belong to a KIT component, check the details of the period to see all the individual requirements.



Here you can modify all demands that do not belong to a KIT component.



3.5 Download / Upload a forecast

Forecasts can be downloaded and uploaded via the graphic user interface (GUI) in AirSupply.

You can either download forecasts from AirSupply in Comma Separated Values (.CSV) or in MS Excel™ (.XLSX) format. The download selection is limited to 5000 lines.

For downloads performed in Comma Separated Values (.CSV) format, you can retrieve these forecasts data in a spreadsheet application (such as Microsoft Excel™).

Some download types (for example‘ Collab View’ and ‘Collab Details full’) authorize you to perform changes to the downloaded Forecast data material and upload them later in AirSupply.

Note

Refer to the help online help for more information on Download / Upload functionality.

3.5.1 Download a forecast

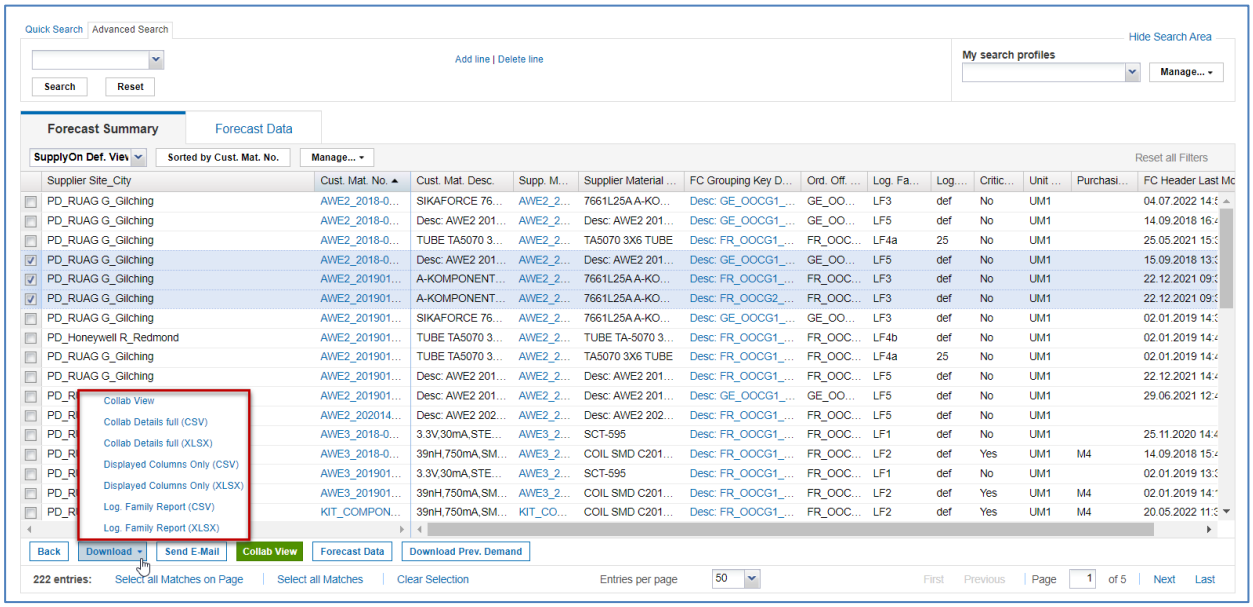
There are several pages from which it is possible to download forecast data, as follows:

- ‘Forecast Summary’
- ‘Forecast data’
- ‘Collaboration View’
- ‘Collaboration Details’

The scenario below explains how to access the download function from the ‘Forecast Summary’ page and the different download options available.

- Select materials by ticking the checkboxes of the lines you want to download.
- Click the ‘Download’ button and choose one of the download options.

Several download options are displayed after clicking ‘Download’, as follows.

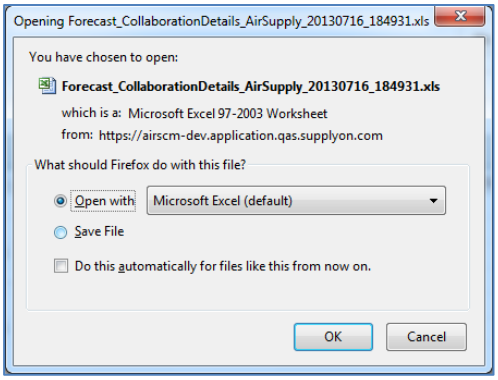


Explanation of the download options:

'Collab View'	Option to download the 'Collaboration View' without the Collaboration Details. You can collaborate in this offline version and then upload it back into AirSupply. Selection of several collaboration sets is not allowed. Download will be done in Comma Separated Values (.CSV) format.
'Collab Details full (CSV)'	Option to download all columns (which can be displayed) of the 'Collaboration Details' page. Selection of several collaboration sets is allowed. Download will be done in Comma Separated Values (.CSV) format.
'Collab Details full (XLSX)'	Same as the previous download option but the download will be done in Microsoft Excel™ (.XLSX) format.
'Displayed Columns Only (CSV)'	Option to download the displayed columns of the current page. Selection of several collaboration sets is allowed. The file cannot be used afterwards for upload. Download will be done in Comma Separated Values (.CSV) format.
'Displayed Columns Only (XLSX)'	Same as the previous download option but the download will be done in Microsoft Excel™ (.XLSX) format.
'Log. Family Report (CSV)'	Option to download the logistic family report. This report contains the logistic parameters (as the size of the horizons) of materials related to the selected collaboration set(s). It cannot be used afterwards for upload purpose. Selection of several collaboration sets is allowed. Download will be done in Comma Separated Values (.CSV) format.
'Log. Family Report (XLSX)'	Same as the previous download option but the download will be done in Microsoft Excel™ (.XLSX) format.

Once the download starts, the following message is displayed:
Download started in the background. File will be provided for download once finished.

Your browser (depending on its configuration) then either asks if the file shall be saved or directly starts the .CSV/.XLSX associated application, as the example shown below:



The figure below shows an extract of CSV forecast with Microsoft Excel. This sheet was downloaded by choosing the ‘Collab View’ download option.

	A	B	C	D	E	F	G	H	I	
1	Collaboration Set ID	FC Publ. Date	Customer Group Short Name	Supp. No.	Customer Material Number	Supplier Material Number	FC Grouping Key	ERP Plant	Pgm. /MSN	Dem
2	CollabSetKey	PublishingDate	CustomerGroupCode	SupplierNumber	CustomerMaterialNumber	SupplierMaterialNumber	FreeKey	CustomerPlantCode	Program/MSN	Dem
3	2878762	20130615105938	TECUS	L002	CMN-002_FC4	SMN-002_FC4	OOC-002#PCE#LFC#LT3			
4	2878762	20130615105938	TECUS	L002	CMN-002_FC4	SMN-002_FC4	OOC-002#PCE#LFC#LT3			
5	2878762	20130615105938	TECUS	L002	CMN-002_FC4	SMN-002_FC4	OOC-002#PCE#LFC#LT3			
6	2878762	20130615105938	TECUS	L002	CMN-002_FC4	SMN-002_FC4	OOC-002#PCE#LFC#LT3			
7										
8	CollabSetKey	PublishingDate	CustomerGroupCode	SupplierNumber	CustomerMaterialNumber	SupplierMaterialNumber	FreeKey	CustomerPlantCode	Program/MSN	Dem
9	2879956	20130615110212	TECLI	1002	CMN-002_FC5	SMN-002_FC4	OOC-EC#PCE#EC#EC1			
10	2879956	20130615110212	TECLI	1002	CMN-002_FC5	SMN-002_FC4	OOC-EC#PCE#EC#EC1			
11	2879956	20130615110212	TECLI	1002	CMN-002_FC5	SMN-002_FC4	OOC-EC#PCE#EC#EC1			
12	2879956	20130615110212	TECLI	1002	CMN-002_FC5	SMN-002_FC4	OOC-EC#PCE#EC#EC1			

Note

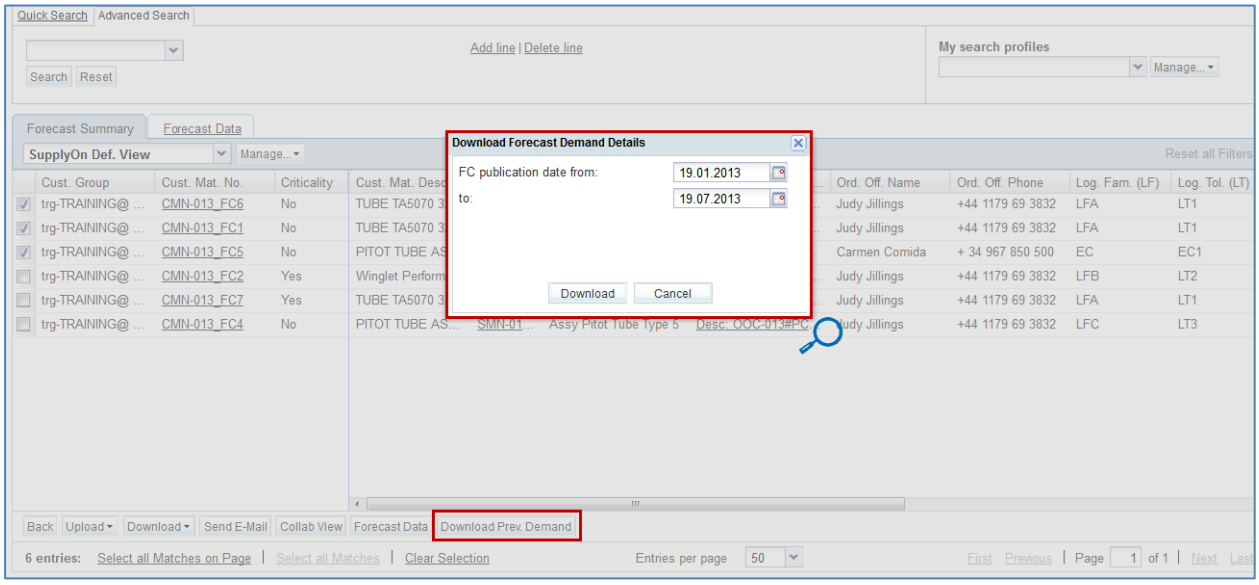
Forecast comparison data are not downloadable from AirSupply. Therefore, forecast comparison data will not be shown in .CSV nor Excel extracts.

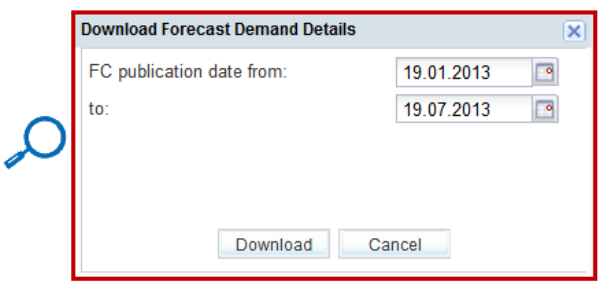
3.5.1.1 Download previous demand

All users (customer/supplier) with forecast access rights can download forecast standard published demand up to one year in the past depending on the customer set up.

The download can be performed only from the ‘Forecast Summary’ page.

From the ‘Forecast Summary’ page, select the lines corresponding to materials (up to 5000 maximum) and click the button ‘Download Prev. Demand’. It will open a dialog box with publishing period prefiltered to transfer data on the last six months, as shown below:





The default publishing date can be overwritten by entering the date or selecting a date via the calendar box.

Once you clicked ‘Download’, the download starts, and the system transfers the forecast data to a zip format file. This zip file contains the .CSV format file including all forecast demand details based on your selection.
Depending on the browser configuration, you will be asked to open the zip file or save it to your local computer.

The following is an example of .CSV file after using this previous demand download function:

```
Collaboration Set ID;FC Publ. Date;FC Header Last Modification Date;FC Header Creation date;Customer Group Short Name;Cust. Group;Cust. Org.;Customer Orga
CollabSetKey;PublishingDate;FCHeaderLastModificationDate;FCHeaderCreationDate;CustomerGroupCode;CustomerGroupName;CustomerOrgCode;CustomerOrgName;Customer
342028;20130713093334;20130713093334;20130713093334;TECUS;trg-TRAINING@ CUSTOMER;TRGCUSTUK;trg-TRAINING@ CUSTOMER UK;1110;CUS1;OOC-013;Judy Jillings;+44 1
342028;20130713093334;20130713093334;20130713093334;TECUS;trg-TRAINING@ CUSTOMER;TRGCUSTUK;trg-TRAINING@ CUSTOMER UK;1110;CUS1;OOC-013;Judy Jillings;+44 1
342028;20130713093334;20130713093334;20130713093334;TECUS;trg-TRAINING@ CUSTOMER;TRGCUSTUK;trg-TRAINING@ CUSTOMER UK;1110;CUS1;OOC-013;Judy Jillings;+44 1
342028;20130713093334;20130713093334;20130713093334;TECUS;trg-TRAINING@ CUSTOMER;TRGCUSTUK;trg-TRAINING@ CUSTOMER UK;1110;CUS1;OOC-013;Judy Jillings;+44 1
```

3.5.2 Upload a forecast

The upload function in forecast pages can only be used by the supplier to upload forecasts.

Those forecasts have to be downloaded first from AirSupply in .CSV or .XLSX format as explained in the previous chapter. You have then two ways to handle the updates of the downloaded file depending of the format type selected:

- By using a CSV editor or a spreadsheet processing software and by saving the changes in .CSV format.
- By using Microsoft Excel™ (.XLSX) and by saving the changes in .XLSX format.

You can then upload the changed forecast data into AirSupply by using the 'Upload' button.

Note

Forecast comparison data are not downloadable from AirSupply. Therefore, forecast comparison data will not be up loadable into AirSupply.

The example below highlights the main steps to process the upload successfully with AirSupply page shots:

- After downloading the file 'Collab View' or 'Collab Details full' be sure to update only the appropriate columns (for example Demand Quantity at SUPCOM line level) as you cannot update all columns of the downloaded file.

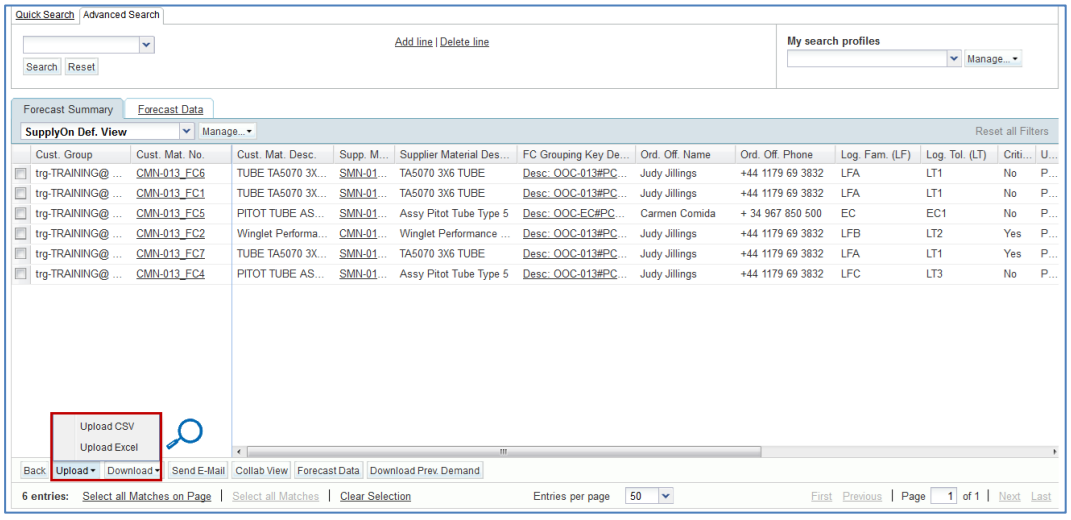
	AX	AY	AZ	BA	BB	BC	BD	BE	BF	BG
1	FC Line Last Modification Date	FC Line Last Modified By	FC Line Creation Date	Data Measure	Horizon Type	Bucket	Demand Date	Demand Quantity	Pgm. /MSN	Config. Version/Rank
2	FCLineLastModificationDate	FCLineLastModifiedBy	FCLineCreationDate	DataMeasure	HorizonType	Bucket	DeliveryDate(DemandDate)	DemandQuantity	Program/MSN	VersionNumber
3	2013-09-23 14:36:46	SMA0000N0NU3	2013-09-05 15:08:40	PRVDMD	FLEX	FLEX20130909	2013-09-12 01:00:00	100	N/000410	86Z03/002
4	2013-09-23 14:36:46	SMA0000N0NU3	2013-09-05 15:08:40	PUBDMD	FLEX	FLEX20130909	2013-09-12 01:00:00	100	N/000410	86Z03/002
5	2013-09-23 14:36:46	SMA0000N0NU3	2013-09-05 15:08:40	SUPCOM	FLEX	FLEX20130909	2013-09-12 01:00:00	0	N/000410	86Z03/002
6	2013-09-23 14:36:46	SMA0000N0NU3	2013-09-05 15:08:40	CUSTUN	FLEX	FLEX20130909	2013-09-12 01:00:00	100	N/000410	86Z03/002
7	2013-09-23 14:36:46	SMA0000N0NU3	2013-09-05 15:08:40	PRVDMD	FLEX	FLEX20131009	2013-10-26 01:00:00	10	N/000408	86Z03/002
8	2013-09-23 14:36:46	SMA0000N0NU3	2013-09-05 15:08:40	PUBDMD	FLEX	FLEX20131009	2013-10-26 01:00:00	10	N/000408	86Z03/002
9	2013-09-23 14:36:46	SMA0000N0NU3	2013-09-05 15:08:40	SUPCOM	FLEX	FLEX20131009	2013-10-26 01:00:00	0	N/000408	86Z03/002
10	2013-09-23 14:36:46	SMA0000N0NU3	2013-09-05 15:08:40	CUSTUN	FLEX	FLEX20131009	2013-10-26 01:00:00	10	N/000408	86Z03/002

Note

The first line has to be the header line. Be sure that the header data is not changed or that you do not change the order of the columns. If not, you will get an error message from the system at upload time.

- Save the updated file in .CSV or. XLSX format type.

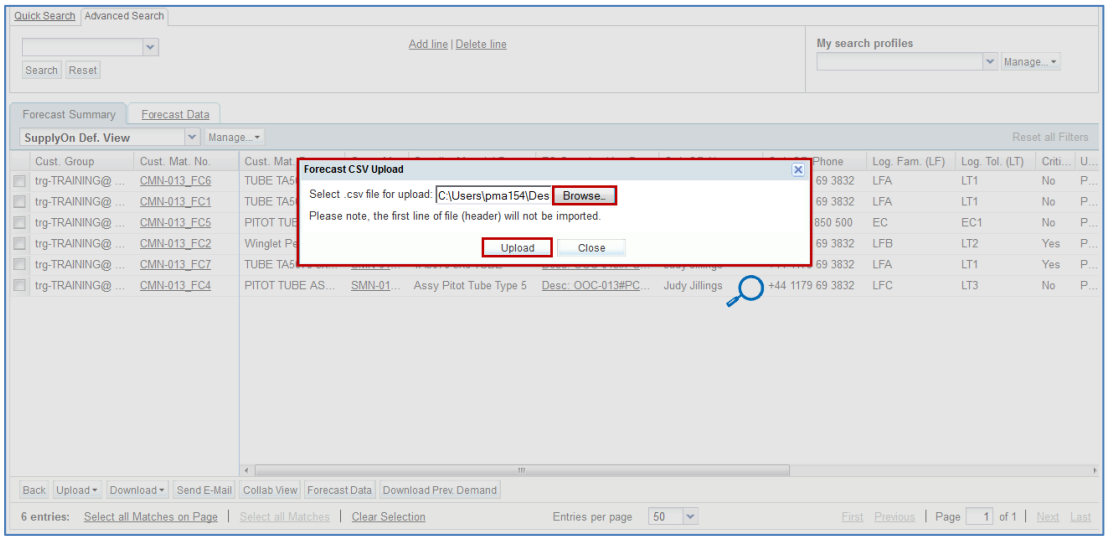
- Click the dropdown menu 'Upload' and choose one of the upload options.

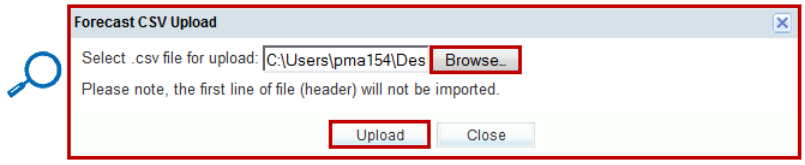


There are several upload options:

'Upload CSV'	Upload will be done based on a Comma Separated Values (.CSV) file format.
'Upload Excel'	Upload will be done based on a Microsoft Excel™ (.XLSX) file format.

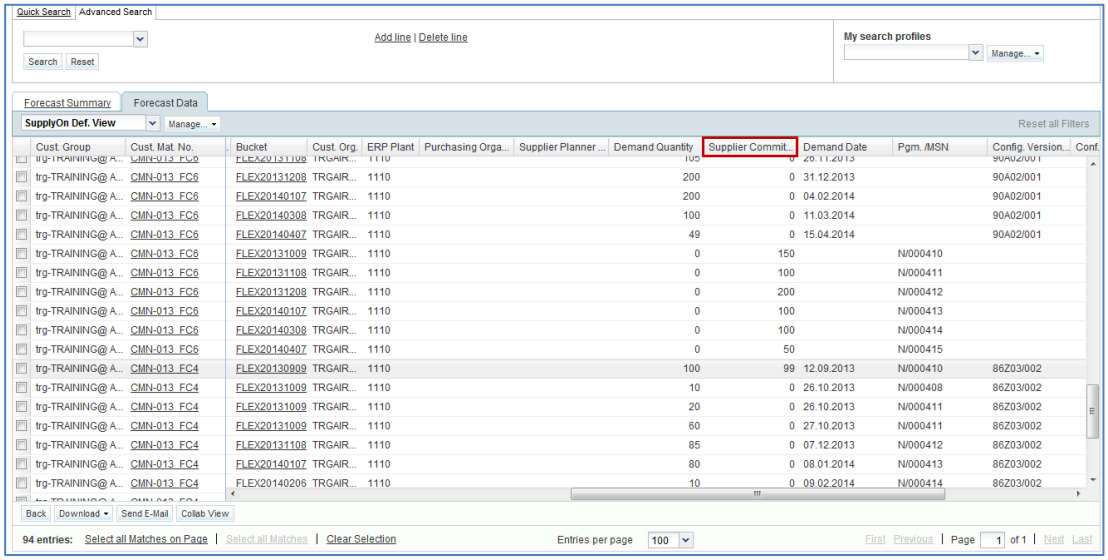
- Search for the file on your desktop and click 'Upload' to start uploading the forecast data.





Once the upload is performed by the system, the following message is displayed:
Upload process successfully finished.

You can then check the result of the upload on the 'Forecast Data' page.



Note

Refer to the online help for more information on Download / Upload functionality.

4 Identify forecast data changes in AirSupply

4.1 Forecast comparison overview

As explained in chapter [1.5_Forecast comparison data], supplier and customer users can easily identify forecast data changes between the current published data and the forecast data published in the previous cycle.

The identification of forecast data changes is only done on ‘Demand’ and ‘Commit tuning’ data measures via the ‘Collaboration View’ pages.

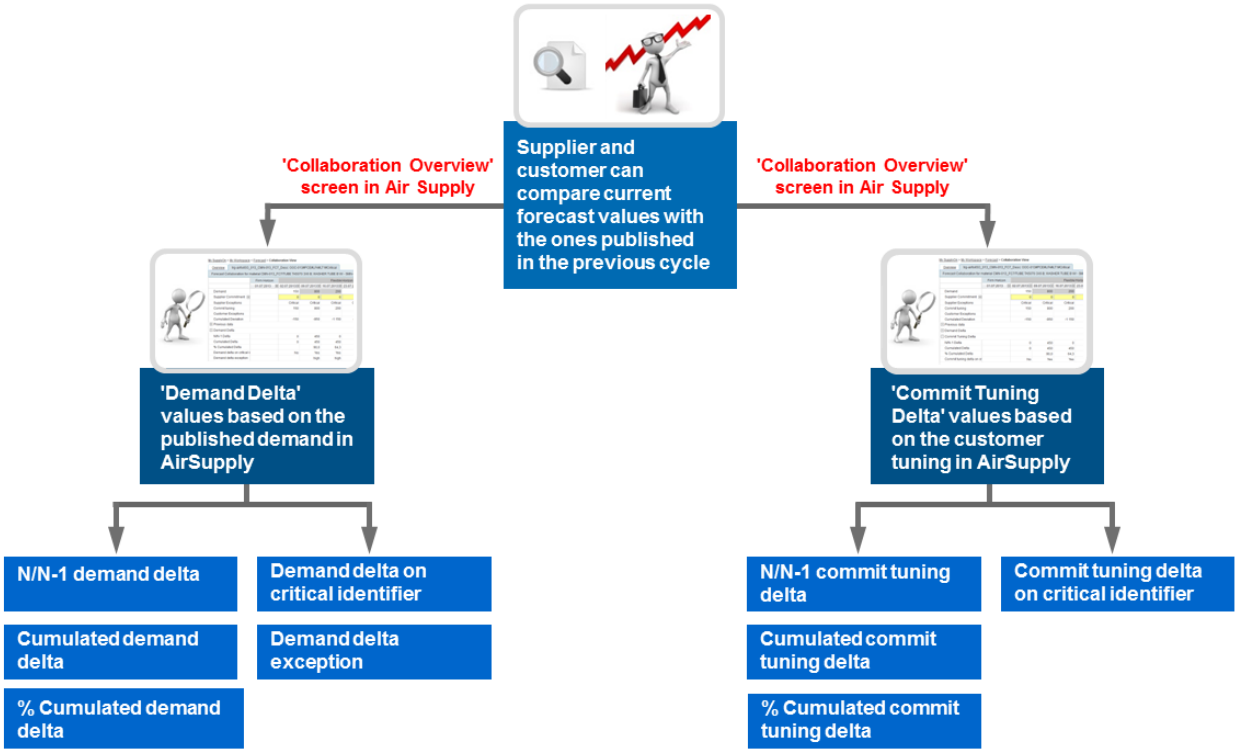


Figure 6: Forecast Comparison Overview

4.2 Access forecast comparison information

This chapter explains how to access to forecast comparison information in AirSupply as supplier or customer. Only page layouts may vary between customer and supplier users.

Note

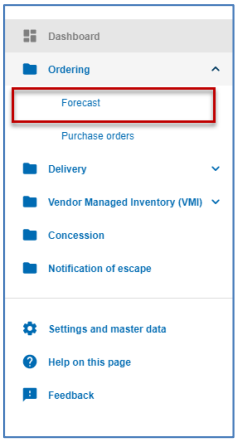
You can also refer to chapter [3.2_Access & search forecast information] to get more details on access and searching other forecast information types in AirSupply.

There are three ways from the Dashboard to access to forecast comparison information:

- via the 'Forecast' link
- via the 'Demand delta' card
- via the 'Alert Overview' page

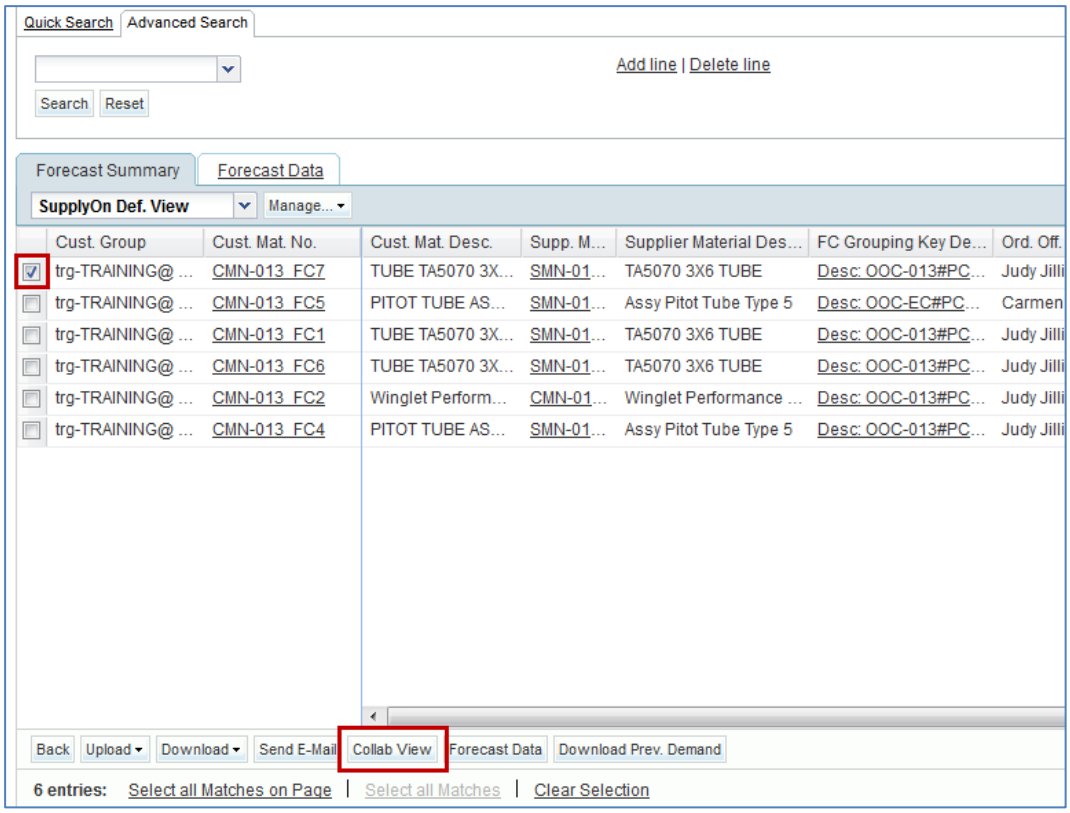
4.2.1 Access the forecast comparison data via the 'Forecast' process link

- On the Dashboard, click 'Forecast' in the menu.

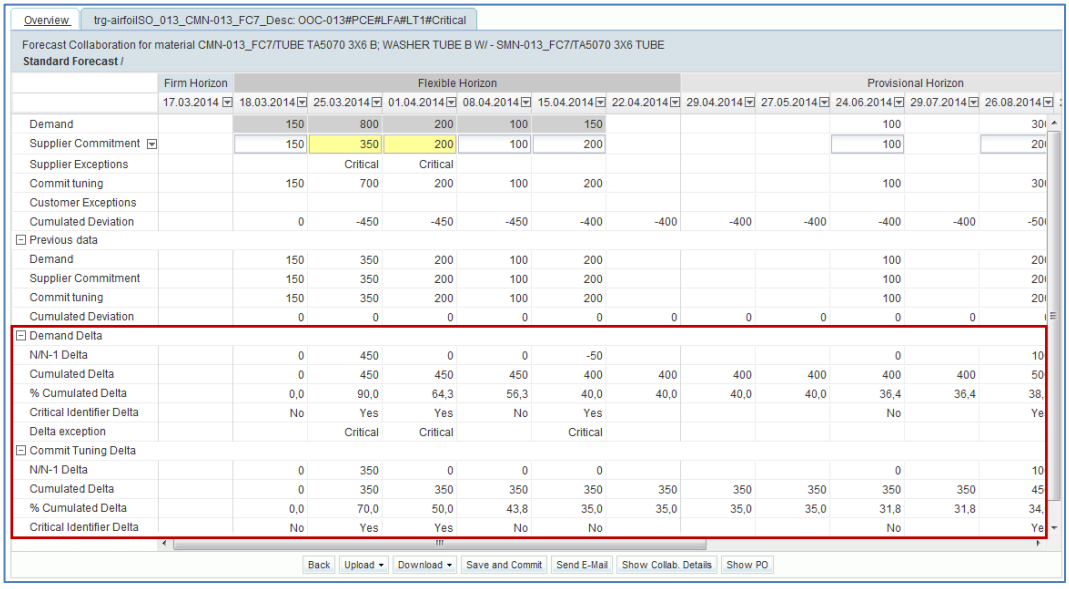


- From the ‘Forecast Summary’ page displayed, select material(s) by ticking the checkbox(es) of the corresponding line(s).

- Click ‘Collab View’, to access the forecast data.



You can then check the forecast comparison data from the displayed 'Collaboration View' page.



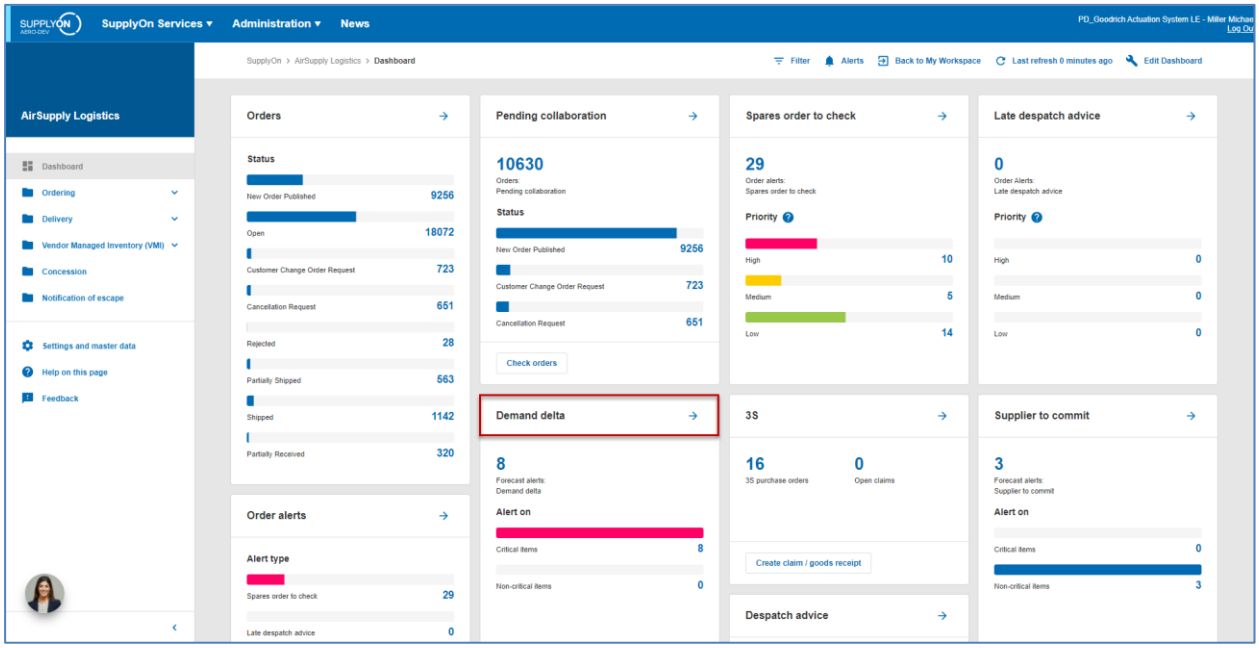
Note

You use the same access method from the 'Forecast Data' page

4.2.2 Access the forecast comparison data via the ‘Deman delta’ card

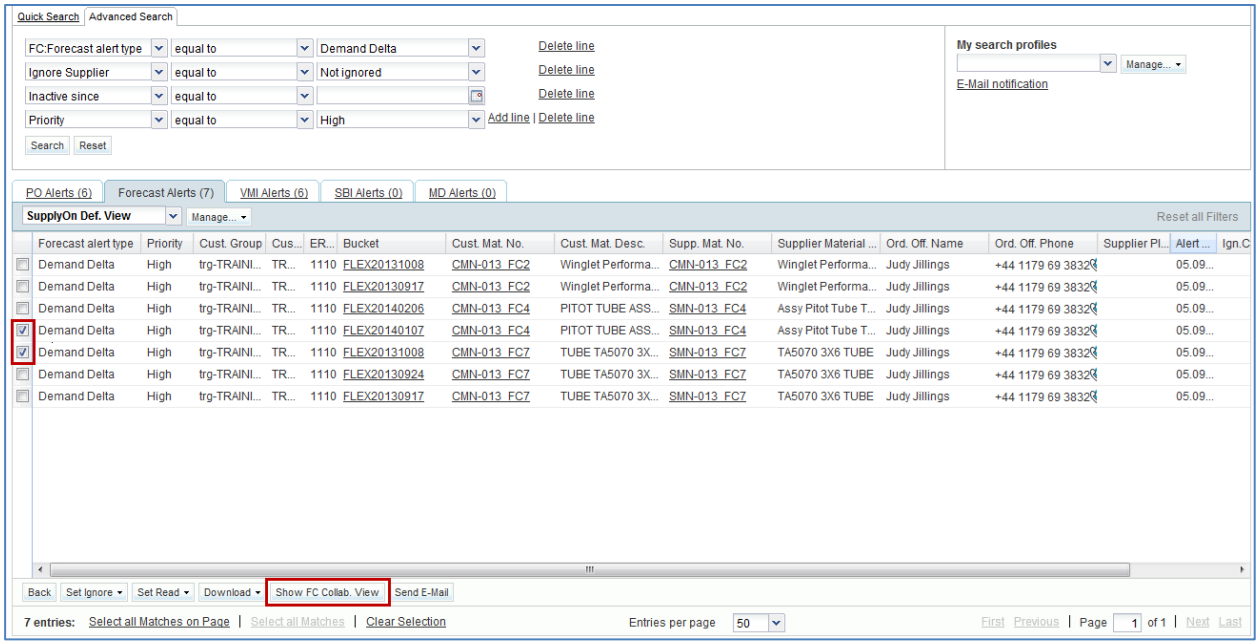
The scenario below explains how to access the forecast comparison data via ‘Demand delta’ card.

- In the Dashboard, click the arrow in the ‘Demand delta’ card.

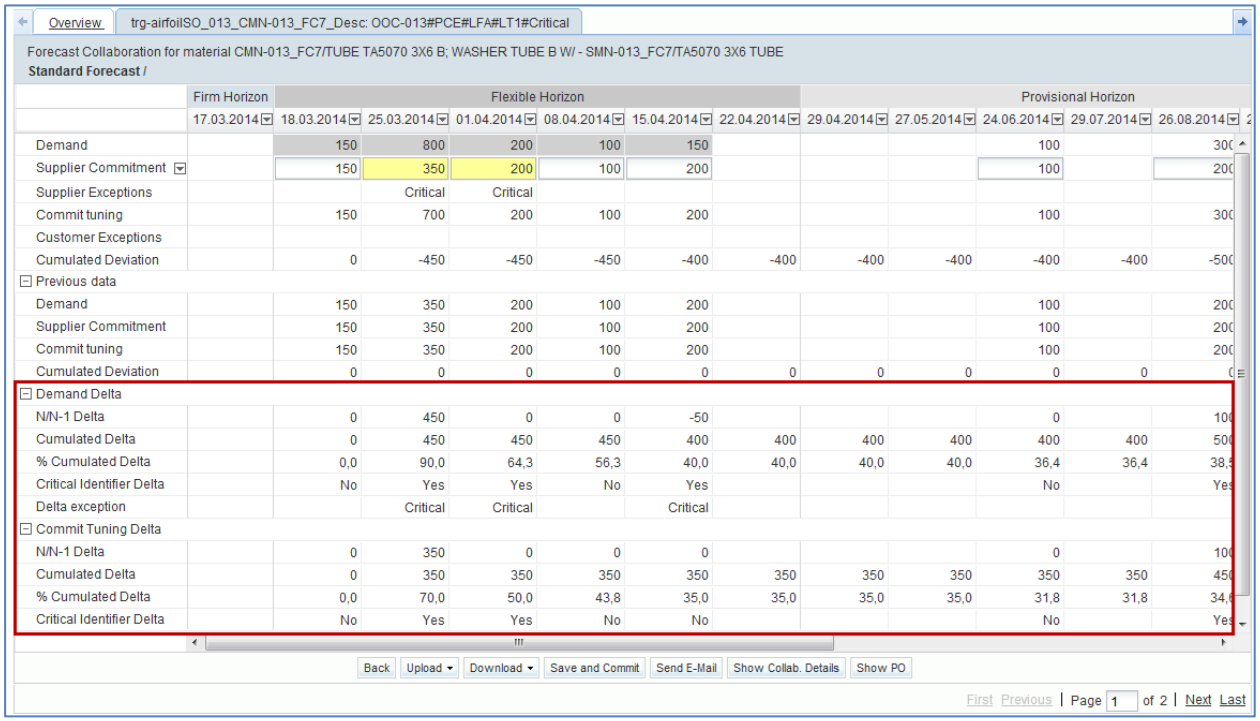


- From the ‘Alert Overview’ page displayed, select forecast alert(s) by ticking the checkbox(es) of the corresponding line(s).

- Click ‘Show FC Collab. View’ to access the forecast data.

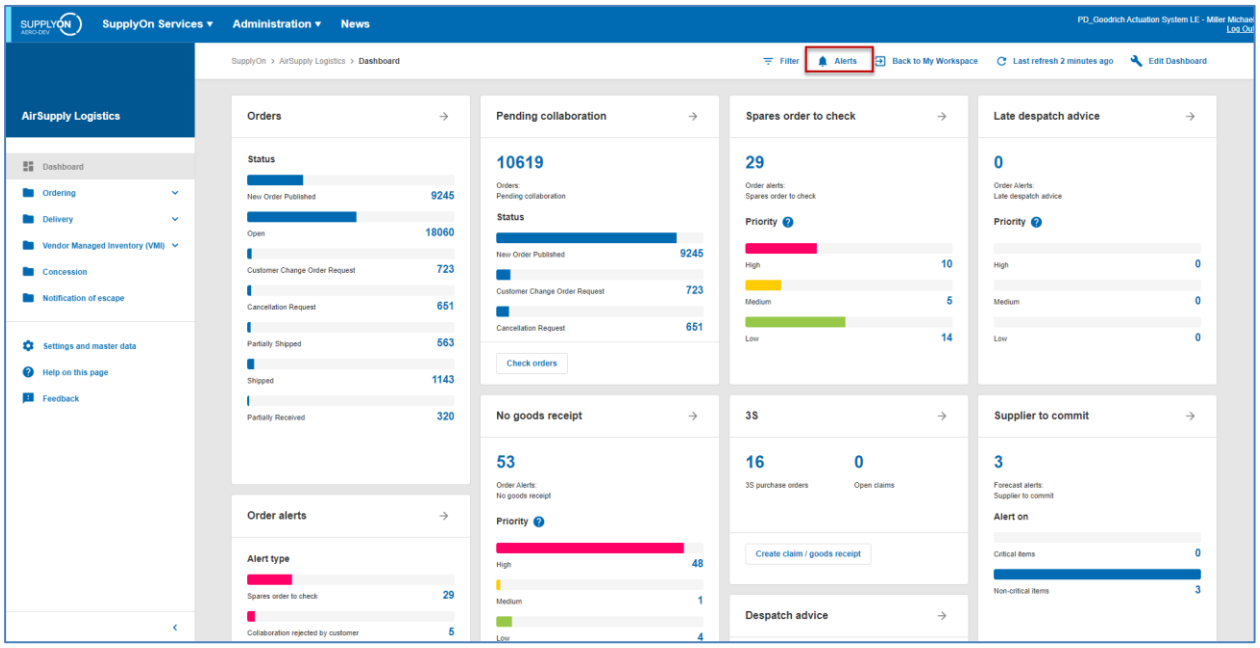


You can then check the forecast comparison data from the displayed ‘Collaboration View’ page.

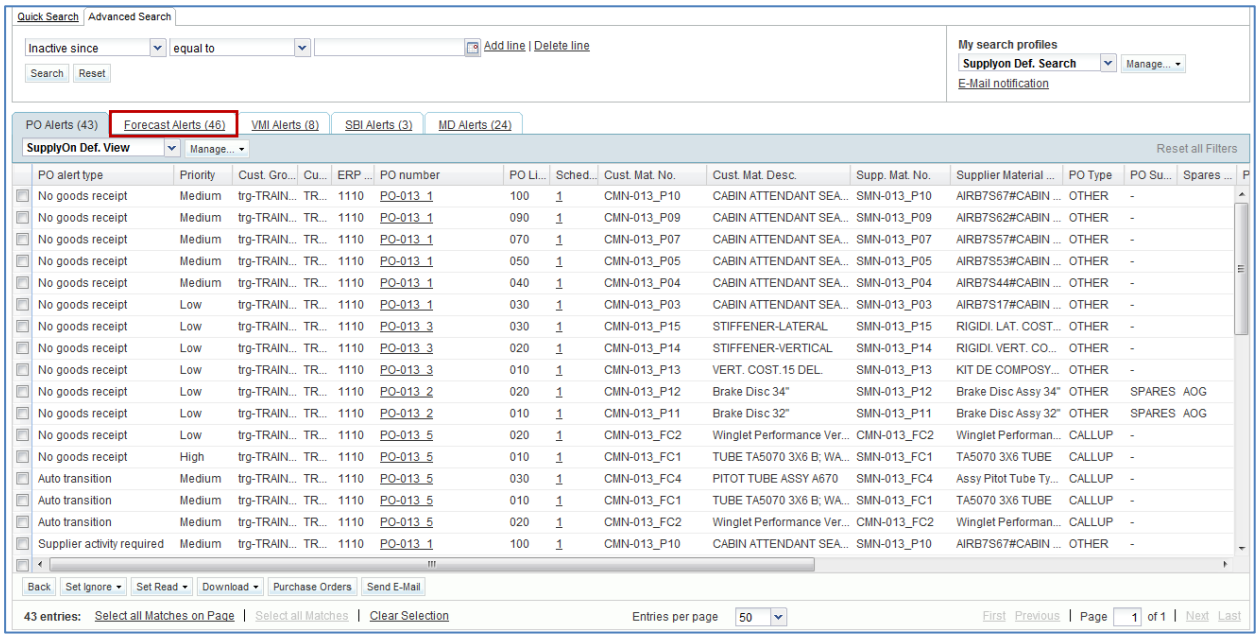


4.2.3 Access via the 'Alerts' link

- On the Dashboard, click 'Alerts‘.



- From the ‘Alert overview’ page displayed, select the ‘Forecast Alerts’ tab to see all forecast alerts.

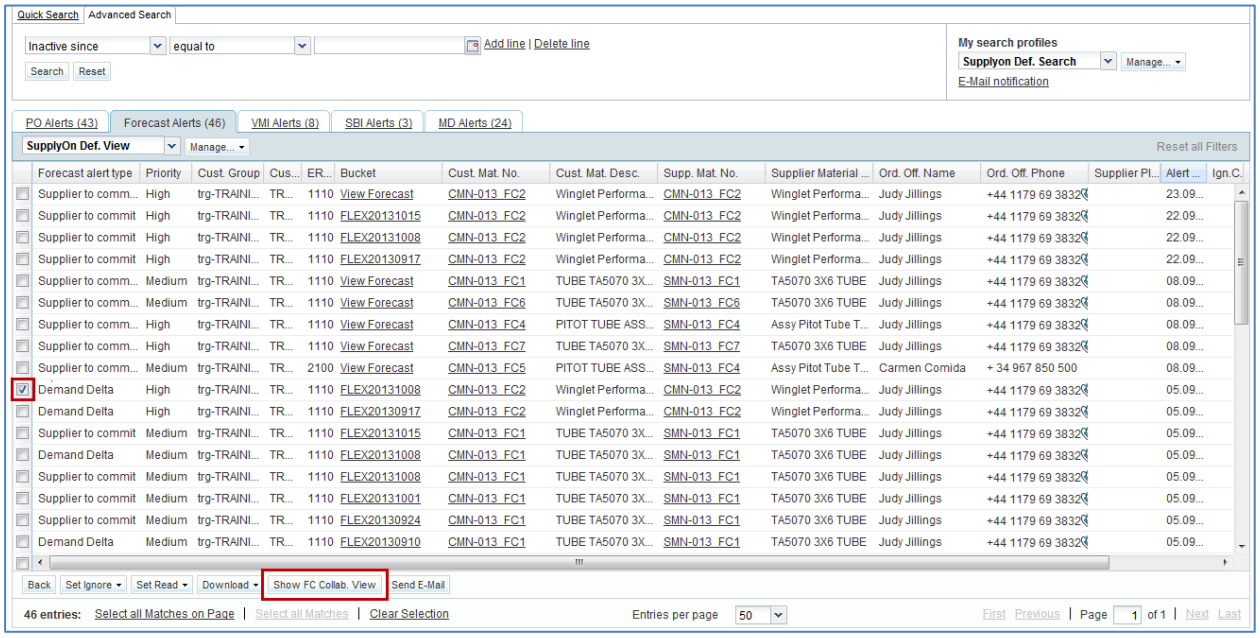


Note

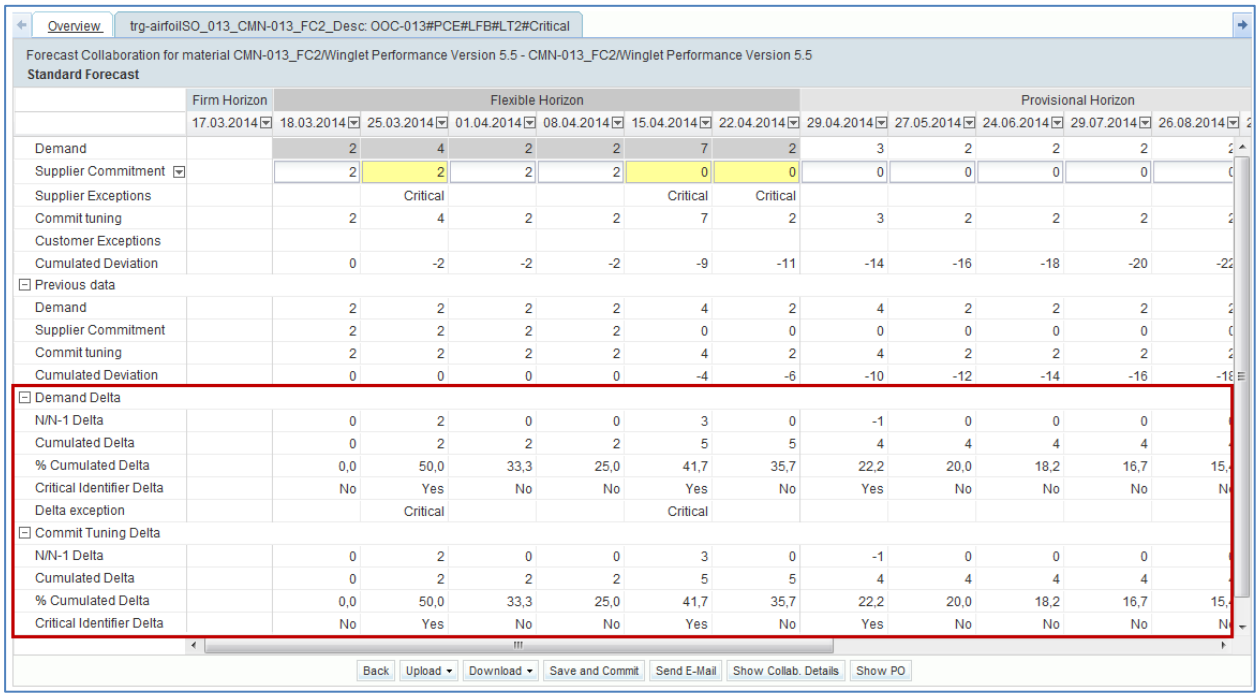
The ‘Alert overview’ page can also be accessed by clicking a forecast alert count in the “Alert Matrix”. In this case the ‘Alert overview’ is pre-filtered and the shown data fits to the alert count.

- Select forecast alert(s) by ticking the checkbox(es) of the corresponding line(s).

- Click ‘Show FC Collab. View’ to access the forecast data.



You can then check the forecast comparison data from the displayed ‘Collaboration View’ page.



4.3 Forecast comparison data fields

For each data measure, ‘Demand’ and ‘Commit tuning’, and without taking into account the ‘Demand Delta’ exception, the system displays four common delta values, as follows:

- N/N-1 delta
- Cumulated Delta
- % Cumulated Delta
- Delta on critical identifier

The four common delta values between the two expandable/collapsible boxes are shown for each bucket in the flexible horizon. Within the provisional horizon, all buckets except the last one can show the 4 common delta values. No delta values are shown in the firm horizon.

Notes

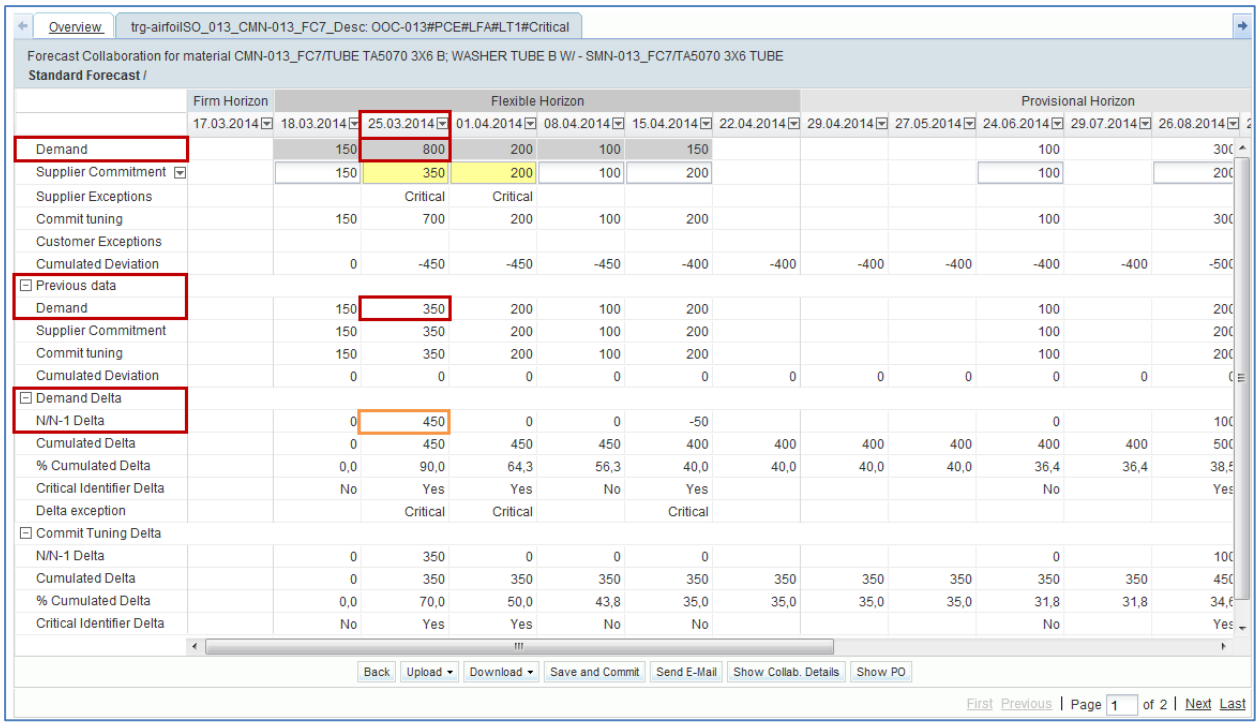
Further explanation is available in chapter [1.5_Forecast comparison data] within this module.

You can also refer to chapter [1.6 Exceptions and alerts in the forecast comparison process] to get more details on Forecast comparison and how it is driven by exception management in the ‘Dashboard’ guide.

4.3.1 ‘N/N-1 Delta’

The ‘N/N-1 Delta’ is showing the difference between the current bucket ‘Demand’ ‘or ‘Commit tuning’ and the previous one.

The fgure below shows the corresponding lines and the calculation details for the N/N-1 demand delta.



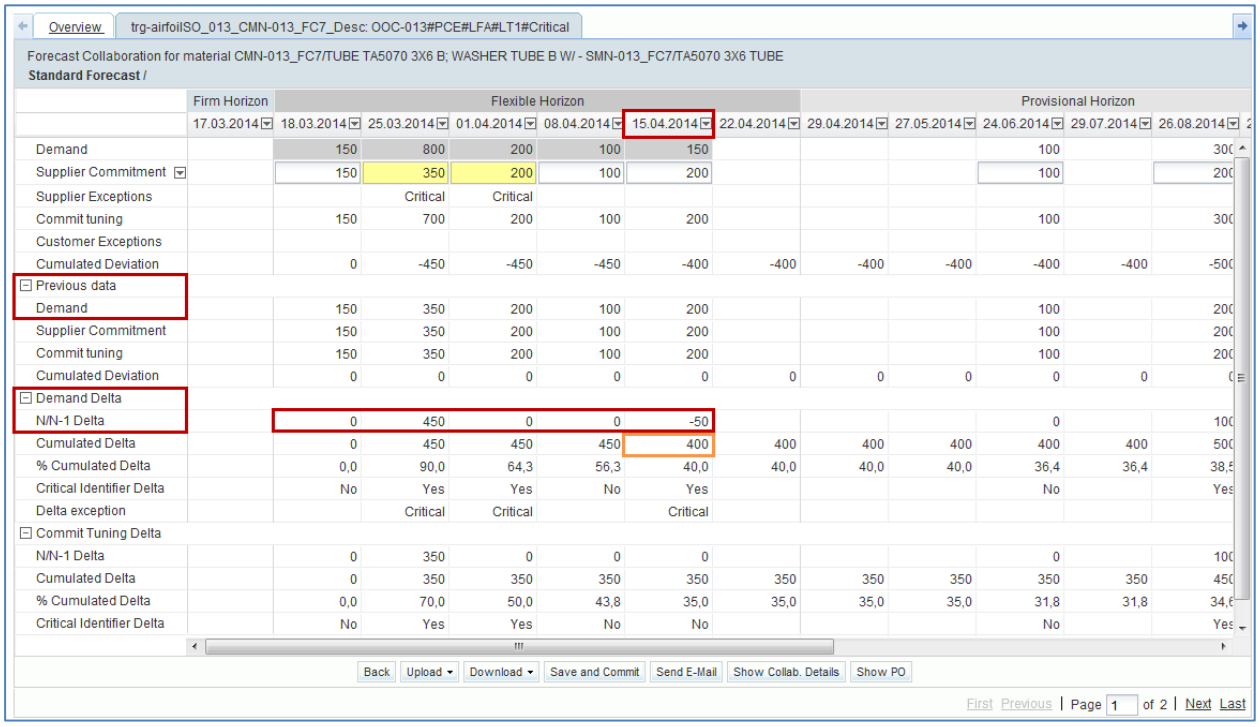
The calculation for the ‘N/N-1 Delta’ value of bucket ’25.03.2014’ is: 800 – 350 = 450.

It corresponds to **‘Total bucket demand of current forecast’ - ‘Total bucket demand of previous forecast’.**

4.3.2 ‘Cumulated Delta’

The ‘Cumulated Delta’ is showing a sum of cumulated delta for 'Demand Delta' or 'Commit Tuning Delta' from the first bucket to the current delta.

The figure below shows the corresponding lines and the calculation details for the cumulated ‘Demand Delta’.



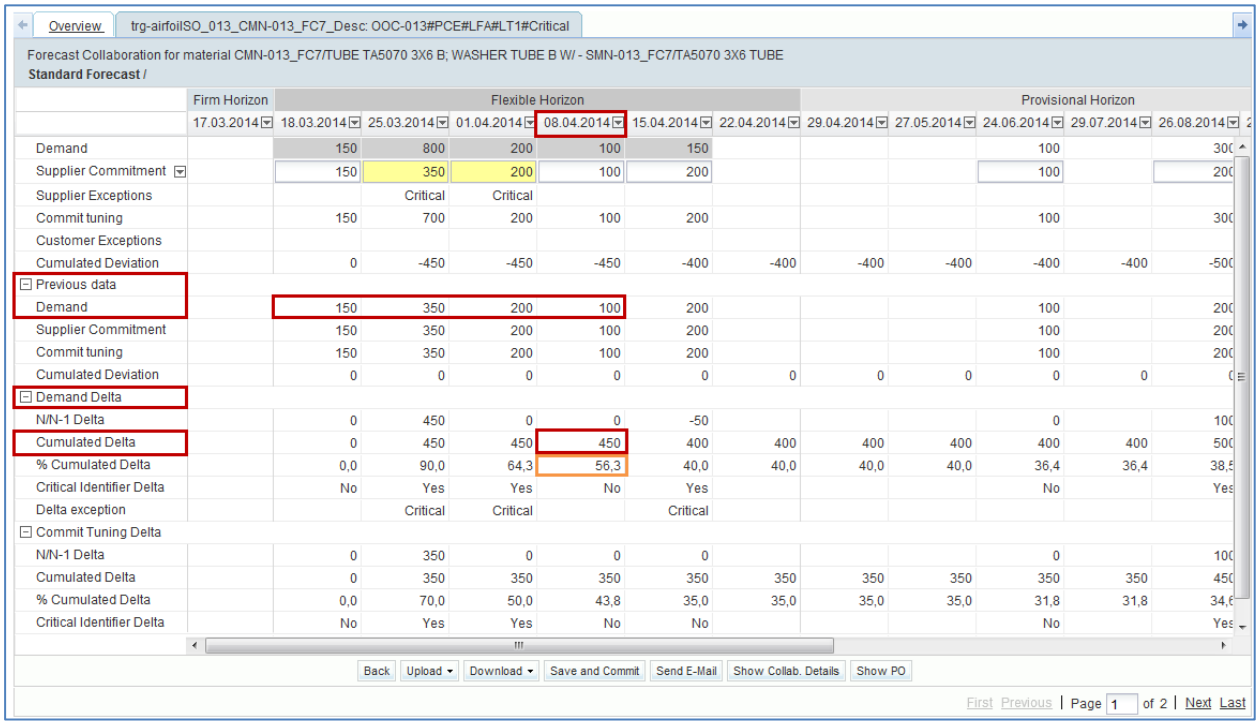
The calculation for the ‘Cumulated Delta’ value of bucket ’15.04.2014’ is: - 50 + 0 + 0 + 450 + 0 = 400.

It corresponds to **‘N/N-1 Delta of current bucket n’ + ‘N/N-1 Delta of preceding bucket n-1’ + ‘N/N-1 Delta of preceding bucket n-2’ …**

4.3.3 ‘% Cumulated Delta’

The ‘% Cumulated Delta’ corresponds to cumulated delta divided by the sum of previous ‘Demand’ or ‘Commit tuning’ quantities from preceding to the current bucket.

The figure below shows the corresponding lines and the calculation details for the % cumulated ‘Demand Delta’.



The calculation for the ‘% Cumulated Delta’ value of bucket ’08.04.2014’ is:
(450 / (100 + 200 + 350 + 150) * 100) = 56,3%.

It corresponds to **‘Cumulated delta value of current bucket n’ / (‘previous demand value of current bucket n’ + ‘previous demand value of preceding bucket n-1’ + ‘previous demand value of preceding bucket n-2’…) * 100** to get a percentage.

Note

The percentage value calculated is always rounded to one digit behind the comma.

4.3.4 Delta on critical identifier

This flag applies to both critical and non-critical materials. The delta on critical identifier applies to each bucket separately and occurs if a change is detected for a critical identifier (for example Program/MSN). A flag reads 'Yes' (change detected) or 'No' (no change detected).

A change is detected when the bucket from the previous forecast period published contains different critical identifiers with different quantities than the bucket of the current forecast period published in AirSupply.

If no critical identifier is used by the customer, the system reads 'Yes' when the summed quantities within a bucket (a week for example) differ from the quantities of the same bucket published in the previous forecast and is outside the tolerance.

The following two examples with the 'Demand' data measure illustrate the above process:

Example 1

Previous demand forecast data

Bucket	Demand date	Quantity	Critical Identifier (e.g. Program/MSN)
B1	Date 1	10	001
B1	Date 2	10	002
B1	Date 3	10	001
B1	Date 4	10	002
B1	Date 5	05	
B1	Date 6	05	
B1	Date 7	10	

Current demand forecast data

Bucket	Demand date	Quantity	Critical Identifier (e.g. Program/MSN)
B1	Date 1	10	001
B1	Date 2	10	001
B1	Date 3	10	002
B1	Date 4	10	002
B1	Date 5	00	
B1	Date 6	10	
B1	Date 7	10	

The critical identifier changes between the current and previous forecasts published are not detected as the quantities for each critical identifier (including the empty fields) are equal (i.e. bucket quantity for each critical identifier = 20).

Example 2

Previous demand forecast data

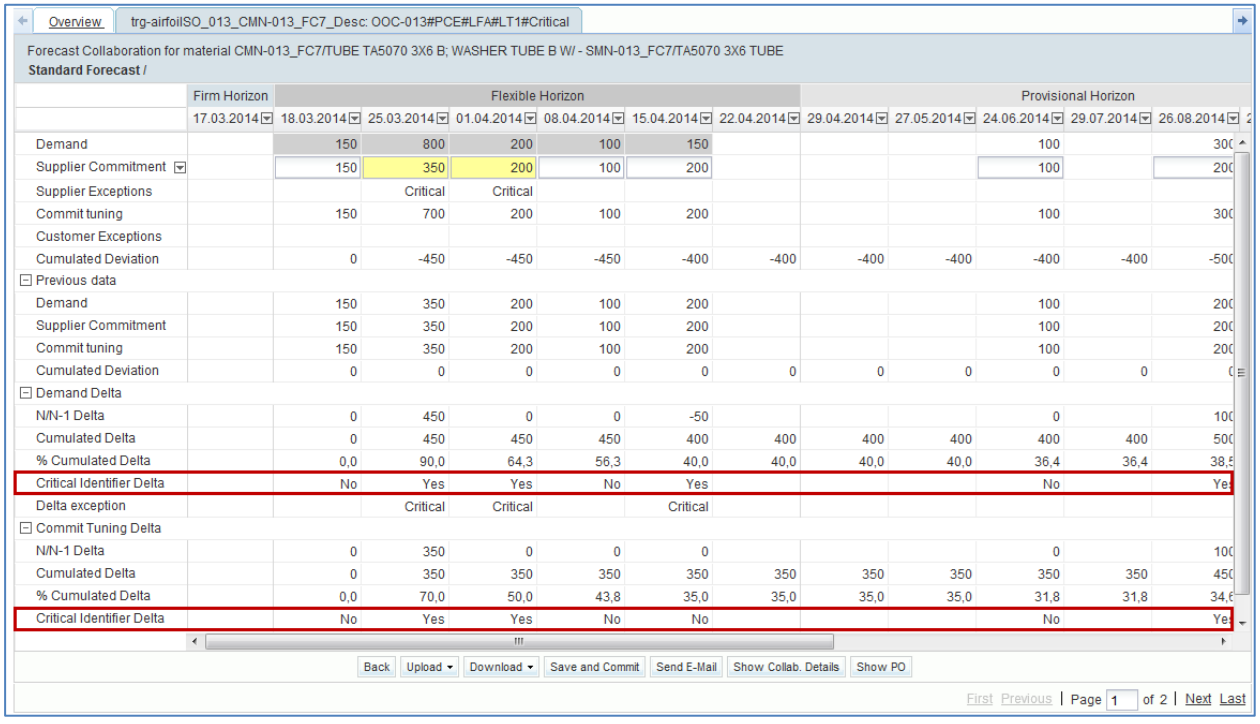
Bucket	Demand date	Quantity	Critical Identifier (e.g. Program/MSN)
B1	Date 1	10	001
B1	Date 2	10	002
B1	Date 3	10	001
B1	Date 4	10	002
B1	Date 5	10	
B1	Date 6	10	
B1	Date 7	10	

Current demand forecast data

Bucket	Demand date	Quantity	Critical Identifier (e.g. Program/MSN)
B1	Date 1	10	001
B1	Date 2	10	001
B1	Date 3	10	001
B1	Date 4	10	002
B1	Date 5	10	001
B1	Date 6	10	
B1	Date 7	10	

The critical identifier changes between the current and previous forecasts published are detected as the quantities for each critical identifier (including the empty fields) are different (i.e. bucket quantity critical identifier 001 is 40 compared to 20 for the previous forecast period).

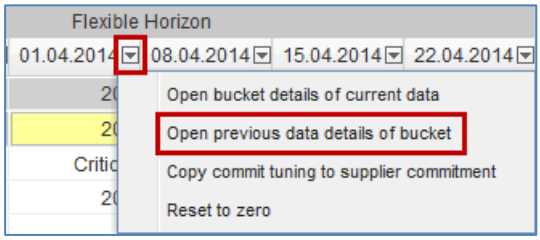
The figure below shows the corresponding lines for the delta on critical identifier.



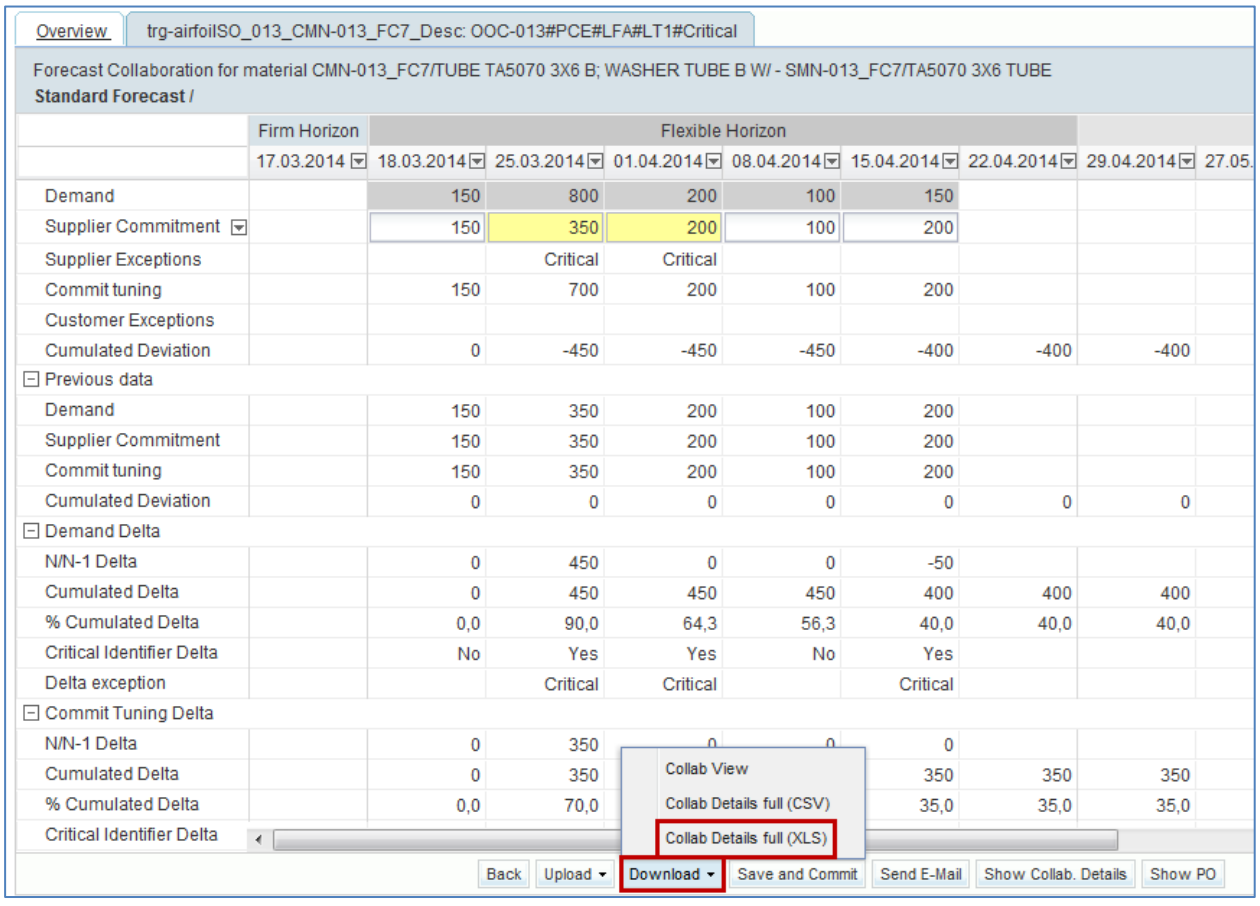
When the critical identifier flag is set to 'Yes', the 'Collaboration View' page does not allow you to identify the critical identifier changes from one period to another.

You can click 'Show Collab. Details' to display all demand detail lines for all buckets including the critical identifier information but it corresponds to the current period only.

To display the same information for the previous period, you need to click the drop-down menu on the right of a bucket and select 'Open previous data details of bucket' as follows:



In all cases, it is not possible to display collaboration details for the current and previous periods on the same page. Therefore, an easy way to identify critical identifier changes between the current and previous forecast periods is by using the download functionality as shown below.



Hereunder is an example of MS Excel™ (.XLS) file after using the forecast 'Collab Details full (XLS)' download option:

	AW	AX	AY	AZ	BA	BB	BC	BD	BE	BF
1	Flexible Field 10 (Header)	FC Line Last Modification Date	FC Line Last Modified By	FC Line Creation Date	Data Measure	Horizon Type	Bucket	Demand Date	Demand Quantity	Pgm. /MSN
2	FlexibleField10_H	FCLineLastModificationDate	FCLineLastModifiedBy	FCLineCreationDate	DataMeasure	HorizonType	Bucket	DeliveryDate(DemandDate)	DemandQuantity	Program/MSN
3		2014-03-08 12:40:05	1	2014-03-08 12:40:05	PRVDMD	FLEX	FLEX20140318	2014-03-19 00:00:00	150	N/000410
4		2014-03-08 12:40:05	1	2014-03-08 12:40:05	PUBDMD	FLEX	FLEX20140318	2014-03-19 00:00:00	150	N/000410
5		2014-03-08 12:40:05	1	2014-03-08 12:40:05	SUPCOM	FLEX	FLEX20140318	2014-03-19 00:00:00	150	N/000410
6		2014-03-08 12:40:05	1	2014-03-08 12:40:05	CUSTUN	FLEX	FLEX20140318	2014-03-19 00:00:00	150	N/000410
7		2014-03-08 12:40:05	1	2014-03-08 12:09:01	PRVDMD	FLEX	FLEX20140325	2014-03-26 00:00:00	100	N/000408
8		2014-03-08 12:40:05	1	2014-03-08 12:09:01	PUBDMD	FLEX	FLEX20140325	2014-03-26 00:00:00	0	N/000408
9		2014-03-08 12:40:05	1	2014-03-08 12:09:01	SUPCOM	FLEX	FLEX20140325	2014-03-26 00:00:00	100	N/000408
10		2014-03-08 12:40:05	1	2014-03-08 12:09:01	CUSTUN	FLEX	FLEX20140325	2014-03-26 00:00:00	100	N/000408
11		2014-03-08 12:40:05	1	2014-03-08 12:40:05	PRVDMD	FLEX	FLEX20140325	2014-03-26 00:00:00	0	N/000416
12		2014-03-08 12:40:05	1	2014-03-08 12:40:05	PUBDMD	FLEX	FLEX20140325	2014-03-26 00:00:00	100	N/000416
13		2014-03-08 12:40:05	1	2014-03-08 12:40:05	SUPCOM	FLEX	FLEX20140325	2014-03-26 00:00:00	0	N/000416
14		2014-03-08 12:40:05	1	2014-03-08 12:40:05	CUSTUN	FLEX	FLEX20140325	2014-03-26 00:00:00	100	N/000416
15		2014-03-08 12:40:05	1	2014-03-08 12:40:05	PRVDMD	FLEX	FLEX20140325	2014-03-26 00:00:00	50	N/000411
16		2014-03-08 12:40:05	1	2014-03-08 12:40:05	PUBDMD	FLEX	FLEX20140325	2014-03-26 00:00:00	300	N/000411
17		2014-03-08 12:40:05	1	2014-03-08 12:40:05	SUPCOM	FLEX	FLEX20140325	2014-03-26 00:00:00	50	N/000411
18		2014-03-08 12:40:05	1	2014-03-08 12:40:05	CUSTUN	FLEX	FLEX20140325	2014-03-26 00:00:00	300	N/000411
19		2014-03-08 12:40:05	1	2014-03-08 12:40:05	PRVDMD	FLEX	FLEX20140325	2014-03-27 00:00:00	200	N/000411
20		2014-03-08 12:40:05	1	2014-03-08 12:40:05	PUBDMD	FLEX	FLEX20140325	2014-03-27 00:00:00	400	N/000411

Note

Further explanation on how to download forecast data is available in chapter [3.5.1_Download a forecast] within this module.

5 Conclusion

In this module, the forecast collaboration set, and cycle has been described for standard, mid-term and long term forecast types.

AirSupply offers a useful display and functionalities to manage forecasts, and it enables a smooth collaboration. The forecast collaboration is very important to avoid delivery issues.
A forecast committed becomes a Purchase Order Call Up in the firm horizon.

You have also seen that supplier and customer users can easily identify forecast data changes between the current published data and the forecast data published in the previous cycle.

The following module is ‘Ordering’ [RD5].

6 Appendix

6.1 Description tables

6.1.1 'Forecast Summary' table

GUI Name	Description	Displayed by default (customer)	Displayed by default (supplier)
Alternative part	Alternative or interchangeable parts that can substitute the material		x
CDT	Commitment Deviation Tolerance in percentage		
Commodity Group	Commodity Group.		
Criticality	Demand Forecast material criticality flag (critical is equal to "true")	x	x
Cust. Group	Customer highest organisational level		x
Cust. Mat. Desc.	Customer Material Description	x	x
Cust.Mat. No.	Customer Material Number	x	x
Cust. Org.	Customer Organisation Short Name		
Cust. Site	Customer lowest organisational level (sub-unit od "Customer organisation")		
Customer Organization	Organisational sub-unit of "Customer Group"		
DPD (Digital Product Definition) requirement	Reference of the product definition requirements applicable to the material, also called design		x
DVT	Demand Variation Tolerance in percentage		
Downloaded (since last update)	Indicates that the forecast data has been downloaded by supplier since the last update/change		
Downloaded Once	Indicates that forecast data has been downloaded at least once		
Engineering data link URL/FTP	URL/FTP link to access the technical documentations applicable		x
Engineering requirement	Reference of the engineering requirements applicable to the material, also called technical specification		x
ERP Plant	ERP Plant Code		
FC Grouping Key	Parameter used as grouping key for forecast data	x	x
FC Grouping Key Desc.	Description of the parameter used as grouping key for forecast data	x	x
FC Header Last Modification Date	AirSupply forecast header last modification date and time	x	x
FC Publ. Date	AirSupply forecast header publication date and time		
Firm Horizon Start Date	Firm Horizon Start Date		
Flex. Header Field 5 *to* Flex. Header Field 30	Flexible fields not used yet by customers to publish data. For own use	x	x

Forecast Mode	Forecast mode with 3 possible values: 'Standard Forecast' or 'Mid Term Forecast' or 'Long Term Forecast'		
Industry Standard Description	Industry Standard Description		
International standard norm	Standard or international norm that defines the material		x
Last cust. commitment	Last customer commitment		
Last supp. commitment	Last supplier commitment		
Log. Fam. (LF)	Logistic Family Name: Parameter that defines flexible and provisional horizon and that is linked to a material	x	x
Log. Fam. Desc.	Logistic Family Description: Description of the parameter that defines flexible and provisional horizon and that is linked to a material		
Log.Tol. (LT)	Logistic Tolerance Name: Parameter that defines tolerances for exception management and that is linked to a material	x	x
Manufacturing requirements	Reference of the manufacturing requirements applicable to the material		x
Material/plan index	Index that specifies the material or plan		x
MRP Controller	ERP MRP controller		
Ord.Off. Code	Ordering Officer Code	x	
Ord. Off. Name	Ordering Officer Name		x
Ord. Off. Phone	Ordering Office Phone		x
Plan or drawing reference	Plan or drawing that specifies the material		x
Product Group	Product Group		
Purch. Group	ERP Purchasing Group		
Purchasing Organization	ERP Purchasing Organization	x	x
Supp. Mat. No.	Supplier Material Number	x	x
Supp. No.	Harmonised ERP supplier number		
Supp.Loc.No.	Local ERP supplier number		
Supplier Group Name	Supplier highest organisational level		
Supplier Material Description	Supplier Material Description	x	x
Supplier Planner Code	Supplier Planner Code		x
Supplier Site	Supplier lowest organisational level (sub-unit of "Supplier Organisation")		
Supplier Site_City	Concatenation of supplier site and city	x	
Supplier. Org.	Organisational sub-unit of "Supplier Group"		
Supply Agreement Number	Supplier Agreement Number		
TDP / Additional references	Other reference of requirements and documentations applicable		x
Unit of Measure	Material unit of measure	x	x

6.1.2 'Forecast Data' table

GUI Name	Description	Displayed by default (customer)	Displayed by default (supplier)
Alternative part	Alternative or interchangeable parts that can substitute the material		x
Bucket	Denotes a period of time	x	x
Collaboration Set ID	Collaboration Set ID		
Commit Tuning	Used to propose a reassessment of the commitment by the customer		
Commitment Date	Supplier / customer committed delivery date		
Commodity Group	Commodity Group		
Conf. Standard	Conf. Standard	x	x
Conf. Option	Conf. Option	x	x
Config. Version/Rank	Configuration Version / Rank	x	x
Contract Reference	Contract Reference		
Criticality	Demand Forecast material criticality flag (critical is equal to "true")	x	x
Cust. Group	Customer highest organisational level		x
Cust. Mat. Desc.	Customer Material Description	x	x
Cust.Mat. No.	Customer Material Number	x	x
Cust. Org.	Customer Organisation Short Name	x	x
Cust. Site	Customer lowest organisational level (sub-unit od "Customer organisation")		
Customer Commit Tuning Due Date	Date and time until the customer has to commit possible CTR Exceptions		
Customer Organization	Organisational sub-unit of "Customer Group"		
Customer Remark	Dedicated remark field for customer user (entered in customer ERP system)		
Customer/Operator	Customer/Operator		
Demand Date	ERP requested delivery date	x	x
Demand Quantity	ERP requested delivery quantity	x	x
Detail Information	Detail Information	x	x
DPD (Digital Product Definition) requirement	Reference of the product definition requirements applicable to the material, also called design		x
Engineering data link URL/FT	URL/FTP link to access the technical documentations applicable		x
Engineering requirement	Reference of the engineering requirements applicable to the material, also called technical specification		x
ERP Plant	ERP Plant Code	x	x
Exception	Exception		
Extracted By	ERP user who has extracted the forecast data		
Extracted Date	Date when the customer has extracted this forecast data		

FC Grouping Key	Parameter used as grouping key for forecast data		
FC Grouping Key Desc.	Description of the parameter used as grouping key for forecast data	x	x
FC line Creation Date	AirSupply forecast line creation date and time		
FC Line Last Modification Date	AirSupply forecast line last modification date and time	x	x
FC Line Last Modified By	AirSupply user who last modified forecast details		
FC Publ. Date	AirSupply forecast header publication date and time		
Final Customer Name	Final customer name		
Firm Horizon Start Date	Firm Horizon Start Date		
Fix vs Potential	Fix vs Potential		
Flex. Header Field 5 *to* Flex. Header Field 30	Flexible fields not used yet by customers to publish data. For own use	x	x
Flexible Field 8 *to* Flexible Field 30	Flexible fields not used yet by customers to publish data. For own use	x	x
Forecast Mode	Forecast mode with 3 possible values: 'Standard Forecast' or 'Mid Term Forecast' or 'Long Term Forecast'		
Head of version indicator	Head of version indicator		
Industry Standard Description	Industry Standard Description.		
Installation Station	Installation Station		
International standard norm	Standard or international norm that defines the material		x
Kit component	Indicates if the detail line is part of a KIT component	x	x
Kit header	Informative field that usually displays the Supp. Mat. No.	x	x
Last Commit Date	Last "Save and Commit date and time.		
Last EDI Message Date	Date and time of the EDI data import / export of these Forecast details		
Log. Fam. (LF)	Logistic Family Name: Parameter that defines flexible and provisional horizon and that is linked to a material	x	x
Log. Fam. Desc.	Logistic Family Description: Description of the parameter that defines flexible and provisional horizon and that is linked to a material		
Log.Tol. (LT)	Logistic Tolerance Name: Parameter that defines tolerances for exception management and that is linked to a material	x	x
Manufacturing requirements	Reference of the manufacturing requirements applicable to the material		x
Material/plan index	Index that specifies the material or plan		x

MRP Area	MRP area		
MRP Controller	ERP MRP Controller		
Message Number	Message Number		
Ord.Off. Code	Ordering Officer Code	x	
Ord. Off. Name	Ordering Officer Name		x
Ord. Off. Phone	Ordering Office Phone		x
Ordering Solution	Defines the most efficient way to place orders and send forecasts to the supplier		
Pgm./MSN	Critical identifier (e.g. Project/Program Name and Manufacturer Serial Number)	x	x
Plan or drawing reference	Plan or drawing that specifies the material		x
Product Group	Product Group		
Purch. Group	ERP Purchasing Group		
Purchasing Organization	ERP Purchasing Organization	x	x
Sent Date	Sent Date		
Supp. Mat. No.	Supplier Material Number	x	x
Supp. No.	Harmonised ERP supplier number		
Suppl.Loc.No	Local ERP supplier number	x	
Supplier Commitment	Used to respond to a forecast demand by the supplier		
Supplier Commitment Due Date	Date and time until the supplier has to commit possible STC		
Supplier Group Name	Supplier highest organisational level		
Supplier Material Description	Supplier Material Description	x	x
Supplier Planner Code	Supplier Planner Code		x
Supplier Remark	Dedicated remark field for supplier user (it could be entered in AirSupply based on customer settings)		
Supplier Site	Supplier lowest organisational level (sub-unit of “Supplier Organisation”)		
Supplier Site_City	Concatenation of supplier site and city	x	
Supplier. Org.	Organisational sub-unit of “Supplier Group”		
Supply Agreement Number	Supply Agreement Number		
System Origin	airsupply.fc.column.systemorigin.tooltip		
TDP / Additional references	Other reference of requirements and documentations applicable		x
Unit of Measure	Material unit of measure	x	x
UoM format	The count of decimal digits which are allowed on quantity		

6.1.3 'Collaboration Details' table

GUI Name	Description	Displayed by default (customer)	Displayed by default (supplier)
Alternative part	Alternative or interchangeable parts that can substitute the material		x
Bucket	Denotes a period of time	x	x
Collaboration Set ID	Collaboration Set ID		
Commit Tuning	Used to propose a reassessment of the commitment by the customer	x	x
Commitment Date	Supplier / customer committed delivery date	x	x
Conf. Standard	Configuration Standard	x	x
Config. Option	Configuration Option	x	x
Config. Version/Rank	Configuration Version / Rank	x	x
Contract Reference	Contract Reference		
Cust. Group	Customer highest organisational level	x	x
Cust. Mat. Desc.	Customer Material Description	x	x
Cust. Mat. No.	Customer Material Number	x	x
Cust. Org.	Customer Organisation Short Name	x	x
Cust. Site	Customer lowest organisational level (sub-unit od "Customer organisation")		
Customer Organization	Organisational sub-unit of "Customer Group"		
Customer Remark	Dedicated remark field for customer user		
Customer/Operator	Customer/Operator		
Demand Date	ERP requested delivery date	x	x
Demand Quantity	ERP requested delivery quantity	x	x
Detail Information	Detail Information	x	x
Downloaded (since last update)	Indicates that the forecast data has been downloaded by supplier since the last update/change		
Downloaded once	Indicates that the forecast data has been downloaded at least once		
DPD (Digital Product Definition) requirement	Reference of the product definition requirements applicable to the material, also called design		x
Engineering data link URL/FTP	URL/FTP link to access the technical documentations applicable		x
Engineering requirement	Reference of the engineering requirements applicable to the material, also called technical specification		x
ERP Plant	ERP Plant Code	x	x
Exception	Exception	x	x
Extracted By	ERP user who has extracted the forecast data		
Extracted Date	Data when the customer has extracted this forecast data		
FC line Creation Date	AirSupply forecast line creation date and time		

FC Line Last Modification Date	AirSupply forecast line last modification date and time	x	x
FC Line Last Modified By	AirSupply user who last modified forecast details		
Final Customer Name	Final customer name		
Fix vs Potential	Fix vs Potential		
Flexible Field 10	Field not used yet by customers to publish data		
Flexible Field 8	Field not used yet by customers to publish data		
Flexible Field 9	Field not used yet by customers to publish data		
Head of version indicator	Head of version indicator		
Installation Station	Installation Station		
International standard norm	Standard or international norm that defines the material		x
Last Commit Date	Last “Save and Commit date and time		
Last EDI Message Date	Date and time of the EDI data import / export of these Forecast details		
Manufacturing requirements	Reference of the manufacturing requirements applicable to the material		x
Material/plan index	Index that specifies the material or plan		x
MRP Area	MRP area		
MRP Controller	ERP MRP Controller		
Ord.Off. Code	Ordering Officer Code	x	x
Ord. Off. Name	Ordering Officer Name	x	x
Ord. Off. Phone	Ordering Office Phone	x	x
Ordering Solution	Defines the most efficient way to place orders and send forecasts to the supplier		
Pgm./MSN	Critical identifier (e.g. Project/Program Name and Manufacturer Serial Number)	x	x
Plan or drawing reference	Plan or drawing that specifies the material		x
Purch. Group	ERP Purchasing Group		
Supp. Mat. No.	Supplier Material Number	x	x
Supp. No.	Harmonised ERP supplier number		
Supplier Commitment	Used to respond to a forecast demand by the supplier	x	x
Supplier Group Name	Supplier highest organisational level	x	x
Supplier Local Number	Local ERP supplier number		
Supplier Material Description	Supplier Material Description	x	x
Supplier Planner Code	Supplier Planner Code	x	x
Supplier Remark	Dedicated remark field for supplier user (it could be entered in AirSupply based on customer settings)		
Supplier Site	Supplier lowest organisational level (sub-unit of “Supplier Organisation”)	x	x
Supplier Site_City	Concatenation of supplier site and city	x	x
Supplier. Org.	Organisational sub-unit of “Supplier Group”	x	x
Supply Agreement Number	Supply Agreement Number		

TDP / Additional references	Other reference of requirements and documentations applicable		x
Unit of Measure	Material unit of measure	x	x

6.1.4 ‘Forecast Alerts’ table

GUI Name	Description	Displayed by default (customer)	Displayed by default (supplier)
Alert Creation Date	Date and time alert was created.	x	x
Alert ID	Alert ID generated by system.		
Bucket	Bucket.	x	x
Cust. Group	Customer highest organisational level .		x
Cust. Mat. Desc.	Customer Material Description.	x	x
Cust.Mat. No.	Customer Material Number.	x	x
Cust. Org.	Customer Organisation Short Name.	x	x
Cust. Site	Customer lowest organisational level (sub-unit od ‘Customer organisation’).		
Customer Organization	Organisational sub-unit of ‘Customer Group’.		
ERP Plant	ERP Plant Code.	x	x
Forecast alert type	Forecast alert type.	x	x
Ign.C.	Ignored By Customer.	x	x
Ign.S.	Ignored By Supplier.	x	x
Inactive since	Date when alert situation was resolved.		
New/Read Customer	Customer Status New/Read.	x	
New/Read Supplier	Supplier Status New/Read.		x
Ord. Off. Code	Ordering Officer Code.	x	
Ord. Off. Name	Ordering Officer Name.		x
Ord. Off. Phone	Ordering Office Phone.		x
Priority	Priority of alert.	x	x
Supp. Mat. No.	Supplier Material Number.	x	x
Supp. No.	Harmonised ERP supplier number.		
Supp. Loc. No.	Local ERP supplier number.	x	
Supplier Group Name	Supplier highest organisational level.		
Supplier Material Description	Supplier Material Description.	x	x
Supplier Planner Code	Supplier Planner Code.		x
Supplier Site	Supplier lowest organisational level (sub-unit of ‘Supplier Organisation’).		
Supplier Site_City	Concatenation of supplier site and city.	x	
Supplier. Org.	Organisational sub-unit of ‘Supplier Group’.		

6.2 Related Change Requests from Release Notes

In this chapter, you will find the Release Notes for this module which have an impact on this training guide.

6.2.1 Release Notes 2016 – Wave 1 (Go-Live: June , 2016)

6.2.1.1 Change of text for Cabin Forecast mode

- **As-Is:**

Translation of values for the field Forecast Mode:

Value for the Forecast Mode	Mapped to...
empty	Standard Forecast
0	Standard Forecast
1	Standard Forecast
2	Mid Term Forecast
3	Long Term Forecast
4	any other value

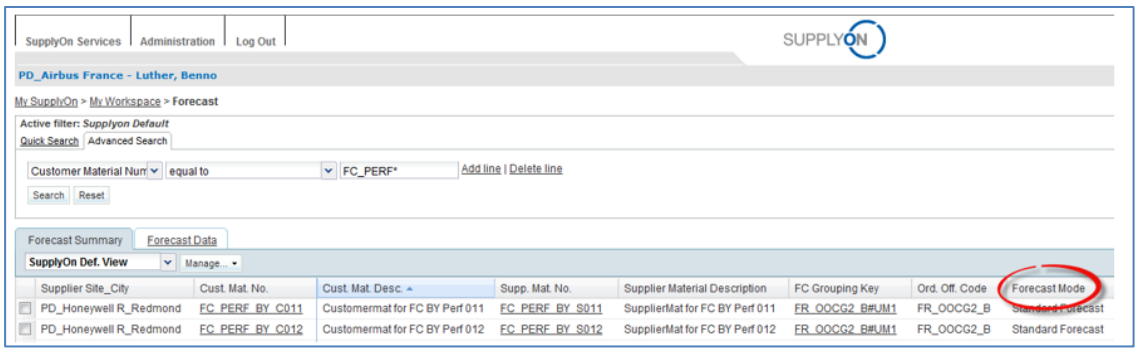
- **To-Be:**

Additional alerts are available in Alert Matrix and Alert Overview:

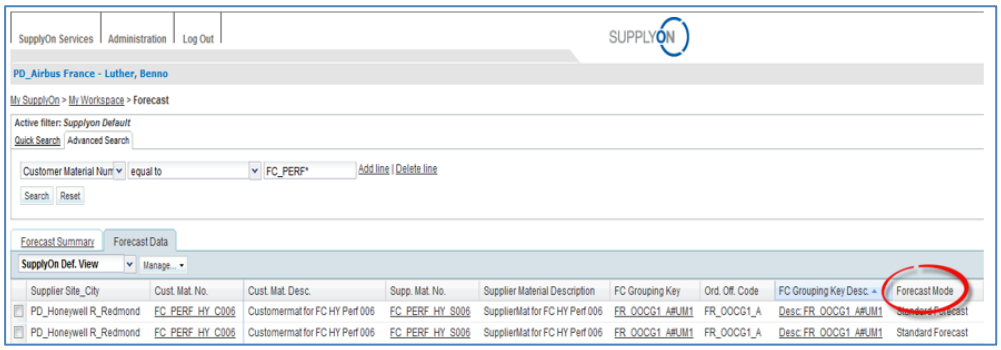
Value for the Forecast Mode	Mapped to...
empty	Standard Forecast
0	Standard Forecast
1	Standard Forecast
2	Mid Term Forecast **– Product Group**
3	Long Term Forecast **– Commodity Group – for information purpose only**
4	any other value

You find the “Forecast Mode” in following pages.

- Forecast Summary*:

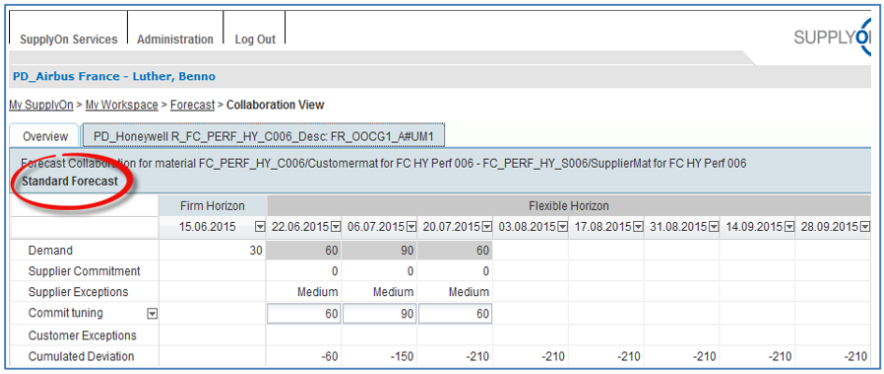


- Forecast Data*:



* The column “Forecast mode” is not in the Default Table view and has to be added manually.

Collaboration View:



6.3 Referenced documents

[RD2]: 02_Master_Data_training_guide.
[RD3]: 03_Dashboard_training_guide.
[RD5]: 05_Ordering_training_guide.