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# Using Oracle ASCP Engine in Developing a Successful Global Sourcing Strategy

# Agenda

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- Introduction
- Global Supply Chain Management
- Advanced Supply Chain Planning (ASCP)
  - Demand and Supply
  - Planners Workbench
- Other Production Procurement Modules
  - Purchasing and e-Commerce Gateway
  - iSupplier and iProcurement
  - The “Virtual MRB” using Oracle Quality
- Question & Answer



# Paul Kirch Qualifications

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- B.A. Spanish/ Economics from Dartmouth College
- Certificate, European Studies, the University of Coimbra, Portugal
- MBA in International Finance; CPA (licensed in the State of Maryland); Stanford's "Global Supply Chain Management" program; CFA candidate.
- 7 years experience with the Big 4 and 5 years experience with Oracle Consulting as a Practice Manager in Oracle's global consulting practice
- Director, Oracle Consulting at The Hackett Group
- More than 5 years experience living and working "in-country" in Europe, the Middle East, North and South America, and Asia
- More than 12 years experience with Oracle applications and more than 15 years experience in consulting. 20 years experience overall

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  - The “Virtual MRB” using Oracle Quality
- Best Practices Applied
- Question & Answer



# Global Supply Chain Context

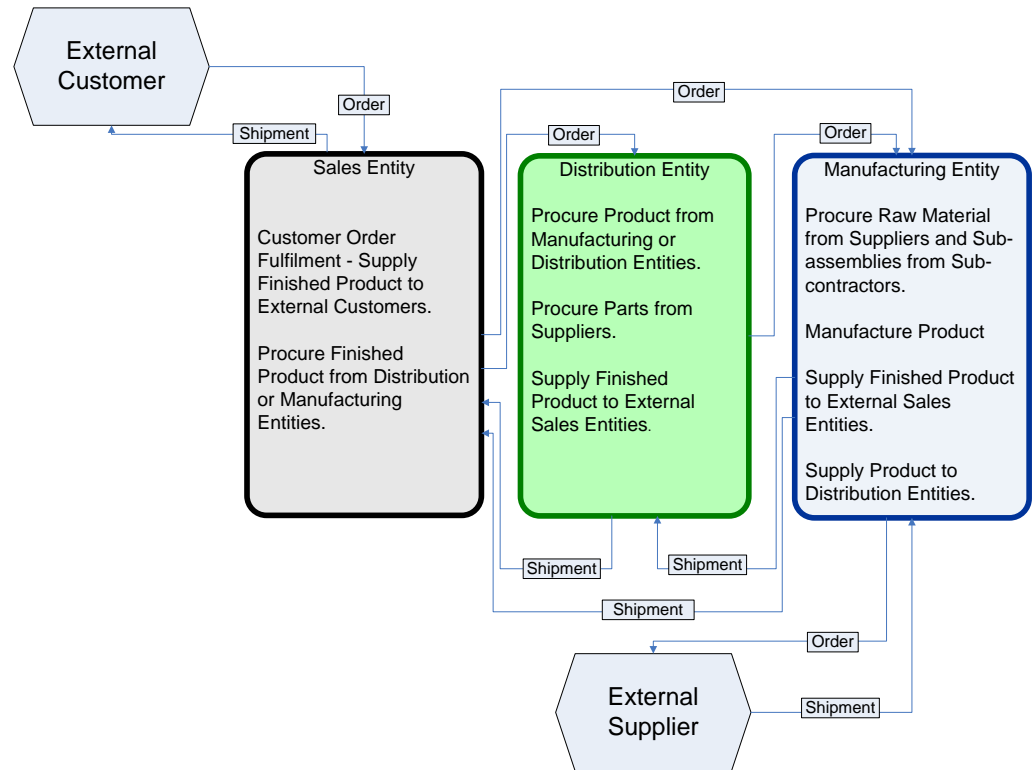
- A Supply Chain describes the facilities and systems that support the flow of information between a company and its suppliers – and their suppliers – and itself; as well as the flow of information between a company and its customers
- As supply chains become more global, companies find themselves challenged managing sales, manufacturing and distribution across companies and region
- The typical multinational looks like this:

Sales entities	Distribution Entities	Manufacturing Entities
North America	Houston	
Mexico		San Luis Potosi
UK/Mechelen	Big Blue	Stamford
	Mechelen	
Norway	Oslo	
Italy	Milan	
Spain	Madrid	
Dreieich		Ingolstadt
		Craiova
India		Ahmednagar
Singapore	Singapore	
Australia	Australia	
China		Wuxi

# Definition of Terms



- A company's operations may be divided into sales, distribution and manufacturing operations
- Sometimes these operations can be found within one facility, oftentimes for the modern MNC, these facilities are scattered around the world



# Global Supply Chain Issues

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- How do you manage reliable delivery lead times to the customers, in the face of varying supply lead times from factory?
- How do you manage inventory required to respond to fluctuating customer demand, so that the inventory is available when you need it, but it is not necessarily “on the books”?
- How do you provide supply chain visibility to internal and external supply chain partners?
- How can you automate the entire Supply Chain process from initial Sourcing through PO generation, material receipt, quality inspection, to create the “touchless PO” (Cisco) or “virtual supply chain” (Qualcomm)?

# Identification of “Push” vs. “Pull” Point

FROM:

TO:

Predominately **“Push”**

**“Pull”** from the Customer

Build to Stock

Kanbans (mostly), Safety Stock Demand Triggers

Sales/ Manu disconnected

Sales forecast drives Manu

Poor Information Flow

Defined Information Flow

**Complex Processes**

**Simplified Processes**

McDonalds

“We do it for you”



Wendy's

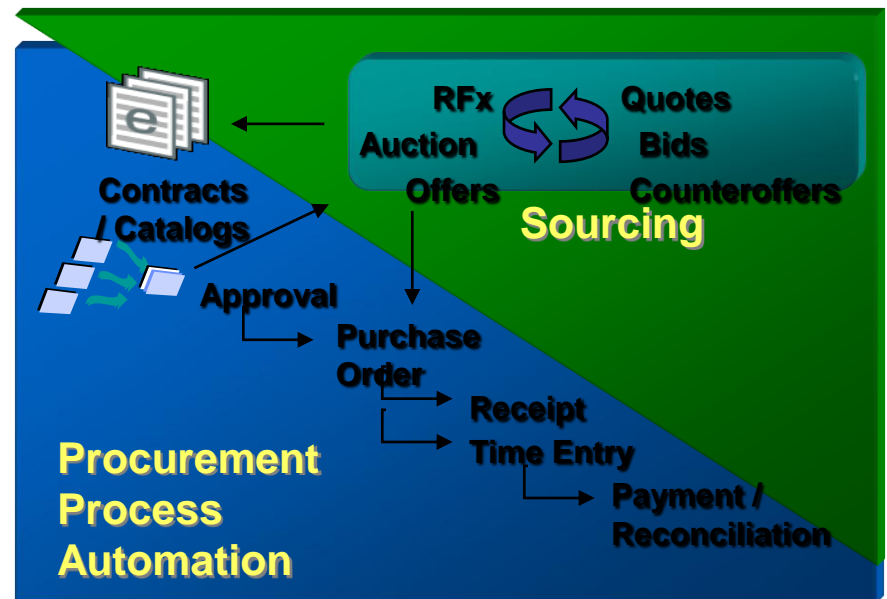
“We do it your way”





# Global Supply Chain Management

- Oracle Sourcing module works in tandem with Oracle Procurement
- Once a supplier has been identified and the contract negotiated, the relationship with the supplier is maintained through the Approved Supplier List (ASL) functionality in Oracle
- Oracle Sourcing allows users to:
  - Source globally
  - Conduct auctions on-line
  - Rank responses
  - Qualify winner
  - Negotiate contracts



# Global Supply Chain Management

## Assess Needs

- Identify opportunity
- Establish sourcing strategy

## Gather Info

- Identify sources
- Qualify supplier
- Develop Bidder's List

## Optimize Decisions

- Weight attributes
- Rank bids
- Evaluate scores



# Agenda

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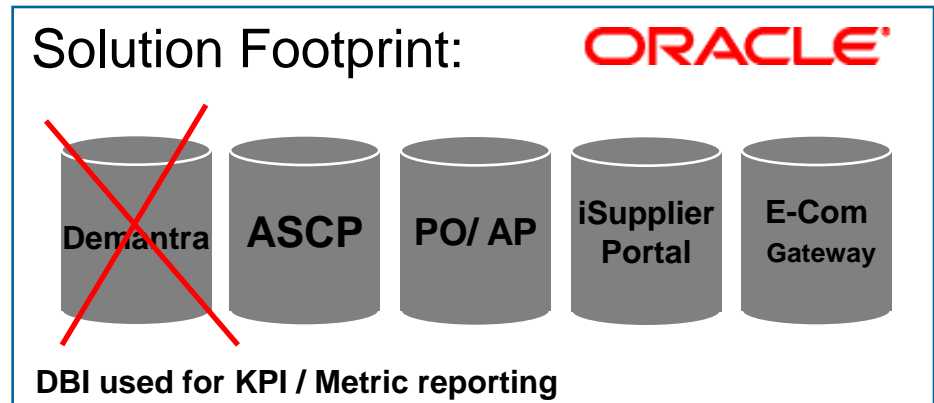
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# Functional Footprint

- Demand driven by forecasts and Sales Orders
- Business Process: Demand drops into the Planners Workbench, Planners route “make” orders to the Shop Floor Control System and Buyers “buy” items to the supplier; PO’s are created and transmitted to Suppliers via EDI
- Entire production procurement process is automated, end-to-end

Generate Baseline Forecast	Generate Constrained Long Term Supply Plan
Collaborative Demand Planning	Generate Short Term Manufacturing Plan
Generate Consensus Forecast	Release Work Orders to Contract Manufacturer
Capture Inventory Visibility	Release Purchase Orders to Component Vendor(s)
Collaborate with Contract Manufacturer	Check Availability & Capacity (ATP)



# Demand Management

Sales Forecast

	FEB 08	MAR 08	APR 08	MAY 08	JUN 08	JUL 08	AUG 08	SEP 08	OCT 08
Actual Revenue	10,200,000	10,200,000	10,200,000	10,200,000	10,200,000	10,200,000	10,200,000	10,200,000	10,200,000
Actual Units	10,200	10,200	10,200	10,200	10,200	10,200	10,200	10,200	10,200
Actual ASP	798.00	798.00	798.00	798.00	798.00	798.00	798.00	798.00	798.00
Starting Inventory	100	100	100	100	100	100	100	100	100
Starting Order	100	100	100	100	100	100	100	100	100
Actual Order	100	100	100	100	100	100	100	100	100
Plan Order	100	100	100	100	100	100	100	100	100
Plan ASP	798.00	798.00	798.00	798.00	798.00	798.00	798.00	798.00	798.00
Plan Revenue	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000
Plan Units	100	100	100	100	100	100	100	100	100
Plan ASP	798.00	798.00	798.00	798.00	798.00	798.00	798.00	798.00	798.00
Plan Revenue	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000
Plan Units	100	100	100	100	100	100	100	100	100
Plan ASP	798.00	798.00	798.00	798.00	798.00	798.00	798.00	798.00	798.00
Plan Revenue	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000	79,800,000
Plan Units	100	100	100	100	100	100	100	100	100

Demand Plan

Demand Forecast Loaded to Inventory

ASCP Planning Engine

Internal Sourcing Inventory Sourcing Supplier

Incoming Orders

Planned Orders

Planned Orders

WIP

Purchasing

iSupplier Portal/ EDI Gateway

# ERP Module(s) vs. ASCP Module

## ERP

(Dynamic Data)

- Sales Orders
- Customers
- Forecast
- Items
  - Master Data
- BOM
- WIP
- Inventory
- PO
- Suppliers
- Cost
- Shipping Networks
- Sourcing Rules

## ASCP

(Static Data)

- Plan (MFG-REGEN)
- Material Scheduling Method
- Plan Horizon
- Forecast Spreading
- Consumption Rules
- Organizations
  - Forecasts
  - Netting Rules
- Planner's Workbench
- Data Collection

# Plan Names

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## **ASCP Plans defined to the Planners WB ...**

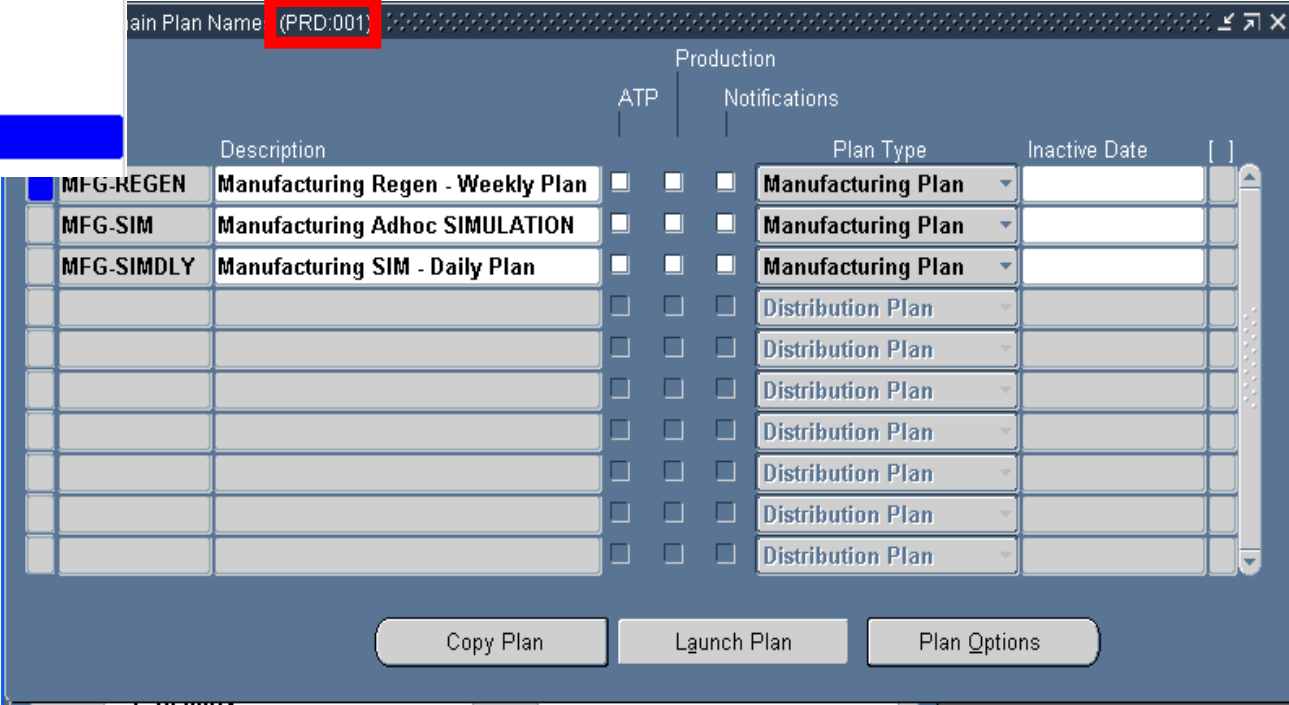
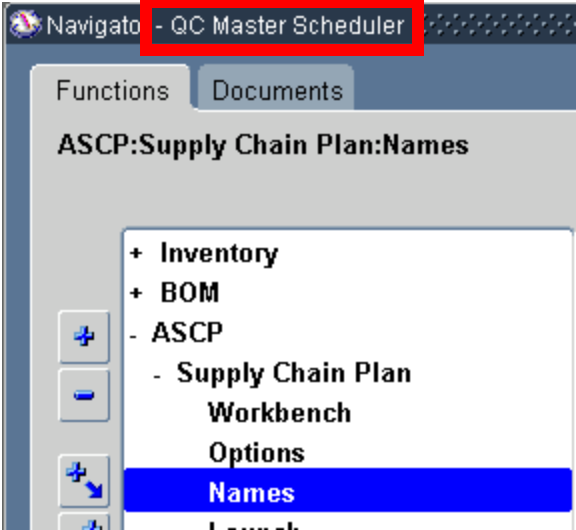
**MFG-REGEN:** Weekly Regen  
Weekly Production run

**MFG-SIMDLY:** Nightly Plan  
Weekly inventory, order status changes

**MFG-SIM:** Simulations, 'what-if' scenarios

# Plan Creation

Plan is created by the Master Scheduler





# ASCP Plan Definition

Plan Options (PRD:001)

Plan **MFG-REGEN** **Manufacturing Regen - Weekly Plan** Plan Type **Manufacturing Plan**

Main | Aggregation | Organizations | Constraints | Optimization | Decision Rules

Planned Items: **All planned items**

Material Scheduling Method: **Order Start Date**

End Item Substitution Set: [ ]

Assignment Set: **PRD:QC SOURCING**

Demand Priority Rule: **Schedule Date**

Overwrite: **All**

Demand Class: [ ]

Demand Time Fence Control

Planning Time Fence Control

Display Key Performance Indicators

Append Planned Orders

Move Jobs to PIP

**Forecast Allocation and Consumption**

Do Not Spread Forecast

Spread Forecast Evenly

Consume by Forecast Bucket

Backward Days: **120**

Enable Pegging

Peg Supplies by Demand Priority

Material Scheduling Method, Forecast Spreading, Organizations to include and Netting are defined (to name a few plan attributes)

Plan Options (PRD:001)

Plan **MFG-REGEN** **Manufacturing Regen - Weekly Plan** Plan Type **Manufacturing Plan**

Main | Aggregation | Organizations | Constraints | Optimization | Decision Rules

**Organizations**

Add All Authorized Orgs

Org	Description	Net WIP	Net Reservations	Net Purchases	Plan Safety Stock	Include Sales Ord
<input checked="" type="checkbox"/> PRD:050	PRD:QWBS SAN DIEGO	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input type="checkbox"/> PRD:125	PRD:QGOV	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input type="checkbox"/> PRD:100	PRD:QWS	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

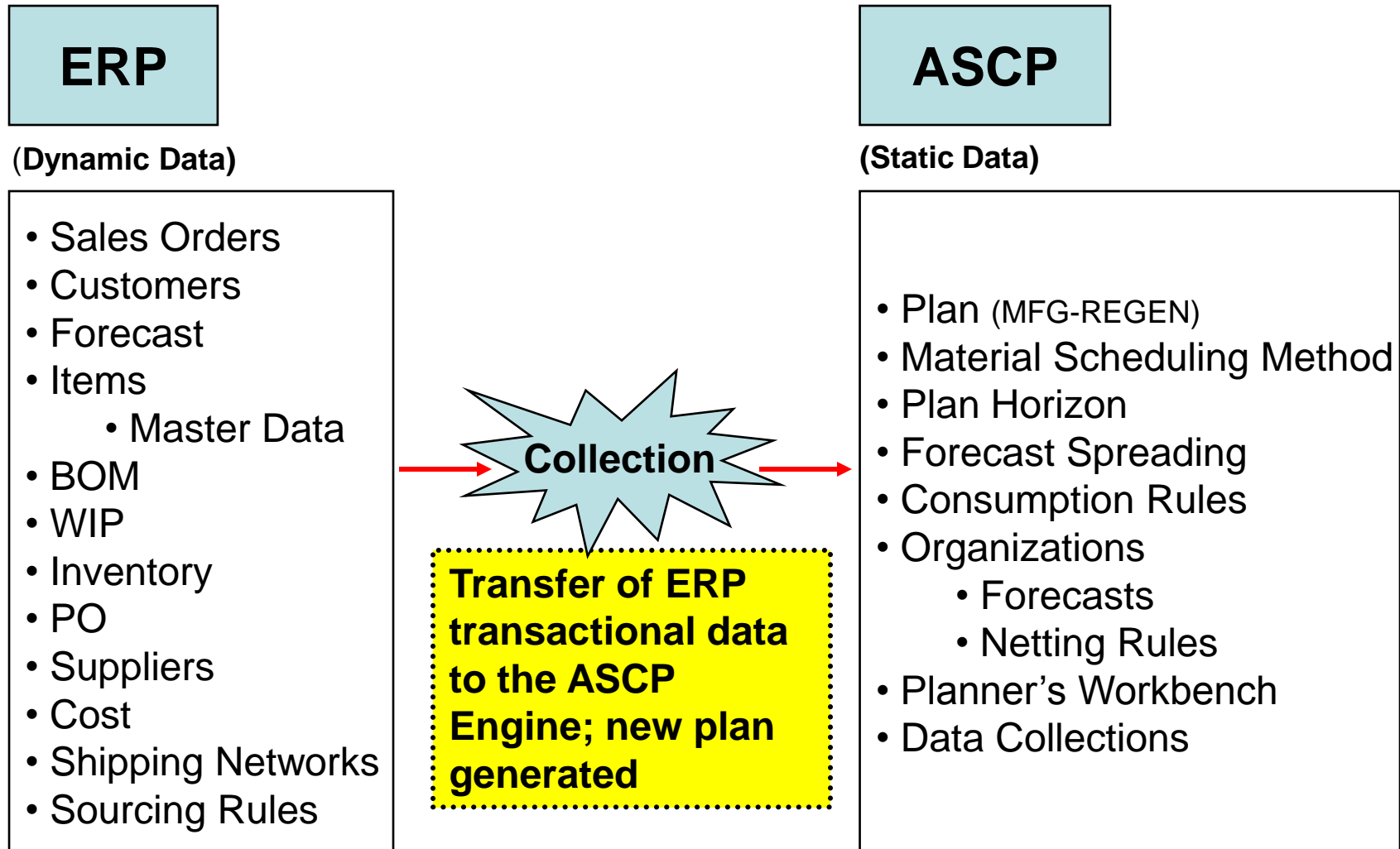
**Demand Schedules**

Name	Description	Type	Inter Plant
<input checked="" type="checkbox"/> MFG-FS	QWBS MANUFACTURI	FCST	<input type="checkbox"/>

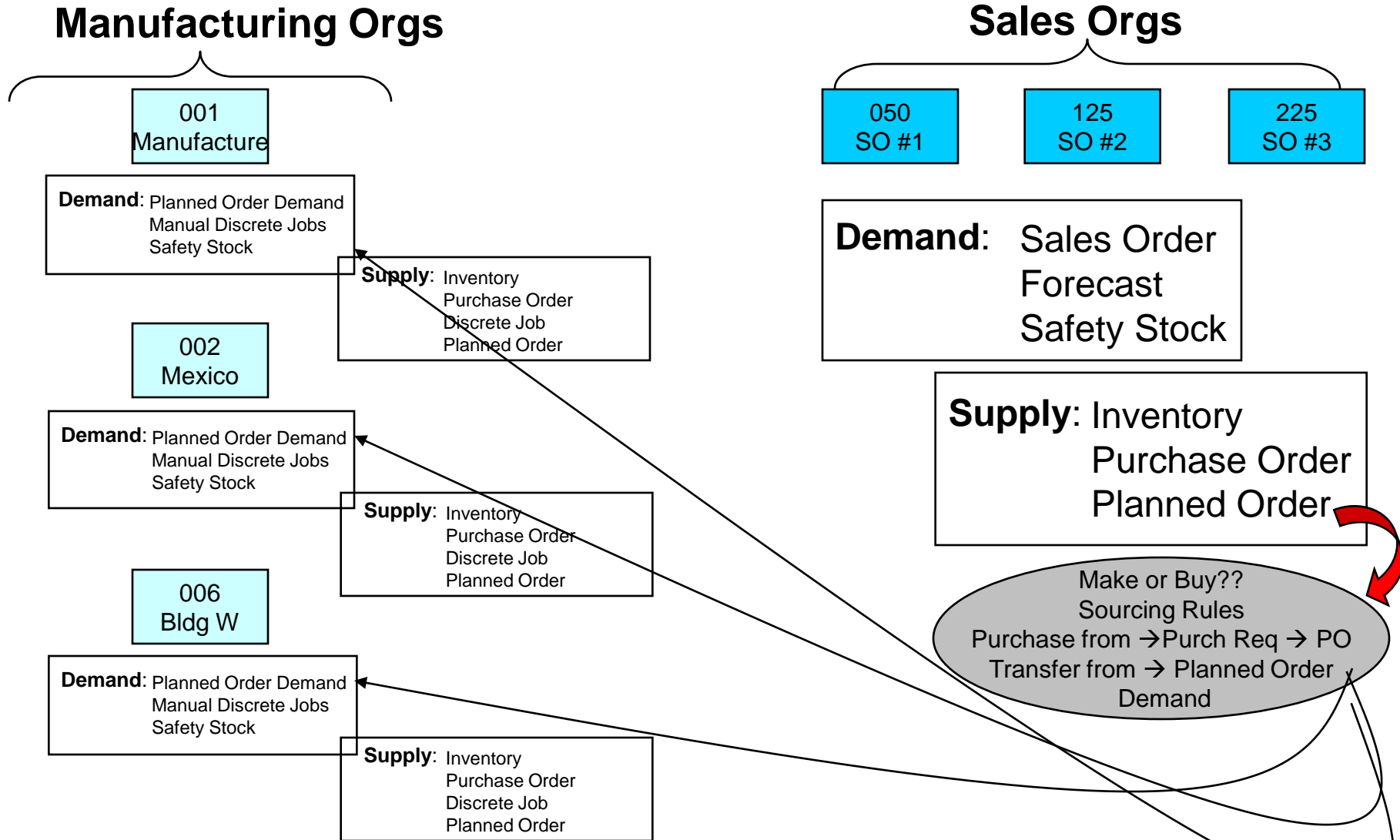
**Supply Schedules**

Name	Description	Type
<input type="checkbox"/>		

# How does the data get from ERP to ASCP?



# ASCP Supply / Demand



# ASCP Output

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## Supply Demand View

D: Org 225 – Sales Order/Forecast **10-V6991-210**

S: Org 225 – Planned Order **10-V6991-210**

D: Org 006 – Planned Order Demand **10-V6991-210**

S: Org 006 – Planned Order **10-V6991-210**

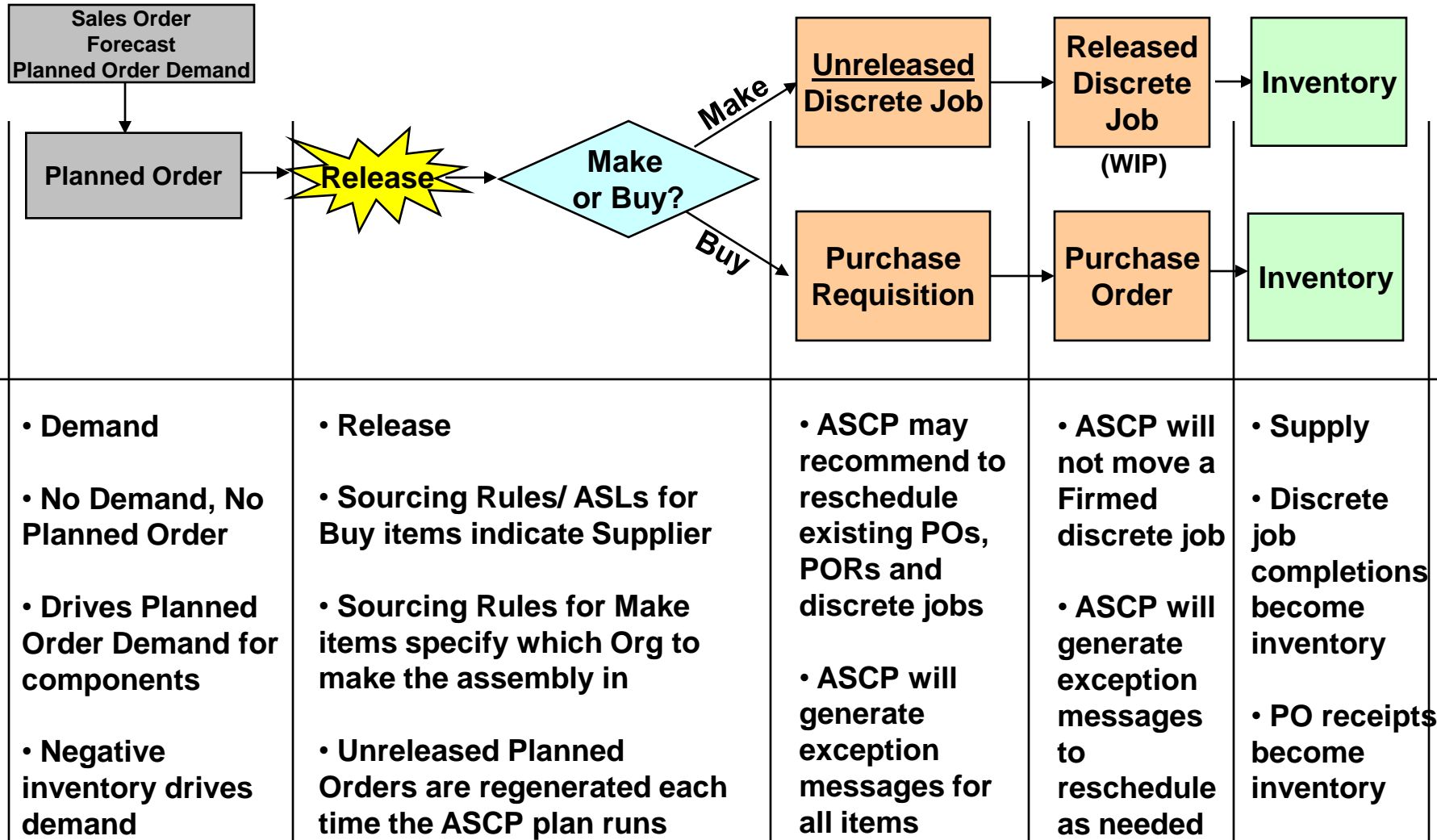
D: Org 006 – Planned Order Demand **20-V9900-1**

S: Org 006 – Planned Order **20-V9900-1**

D: Org 001 – Planned Order Demand **20-V9900-1**

S: Org 001 – Planned Order **20-V9900-1**

# Planned Order Life Cycle

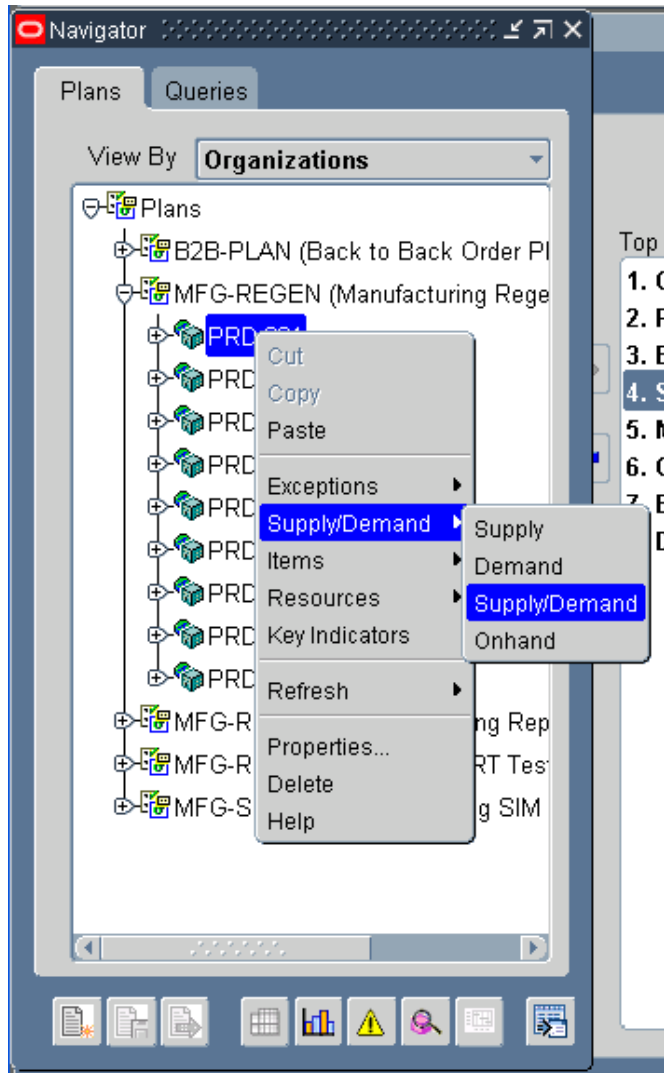


# Discrete Job Definitions

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- Assembly:** Item to be stocked at completion of Discrete Job
- BOM:** Creates the Discrete Jobs Parts List (11 levels deep)
- Routing:** Applies the Discrete Jobs Lead Time
- Supply Type:** Dictates how components are issued to the Job
- A) **Push** = issue components to job at job start
  - B) **Assy Pull** = backflush components at job completion
  - C) **Bulk** = 'as required' components, no issue
  - D) **Operation Pull** = not in use in phase 2
- WIP Acct Class:** Contains accounting information for the discrete job

# Querying in Planner's Workbench



Right click over the plan or organization, select Supply/Demand and Supply/Demand

# Querying in Planner's Workbench

Enter your search criteria:

Criteria	Condition	From	To
Order Type..	Among	Non-standard job, Disc	
Planner	Equals	M1	

Find Clear

Condition

Among

Equals

## Conditions:

Equals  
Is Not  
Less Than



# Querying in Planner's Workbench

You can search for the following Criteria:

BOM Item Type

Buyer

Category

Compression Days

Day from Today

Demand Satisfied Date

Disposition Status Type

Firm

First Unit Start date

Implemented Quantity

Item

Last Unit Completion Date

Last Unit Start Date

Lending Project Number

Lending Task

Line

MRP Planning Method

Make or Buy

New Date

New Qty

Old Due Date

Old Order Quantity

Order Number

Order Priority

Order type

Organization

Original Item

Po Line No

Planner

Planning Group

Project

Quantity in Process

Primary Supplier

Repetitive

Standard Cost

WIP Supply Type

Selected for Release

Source Organization

Source Supplier

Suggested Dock Date

Suggested Due Date

Suggested Order Date

Suggested Start Date

Supplier

Task

Using Assembly

VMI Flag

WIP Supply Type

Criteria

Order Type..

Planner

# View Planned Orders Current Week

Find Supply/Demand

Criteria	Condition	From	To
Order Type..	Equals	Planned order	
Suggested Start Date	Days From Today	5	
Org	Equals	PRD:001	
Planner	Equals	CE	

Find Clear

# View Planned Orders Current Week

Supply/Demand (PRD:001) Plan **MFG-REGEN** **Manufacturing Regen - Weekly Plan** Type **Manufacturing**

Order Release Properties Sourcing Line Project

Org	Item	For Release	Firm	Order Type	Sugg Start Date	Sugg Due Date	Qty/Rate	Order Number	Action
PRD:001	10-6501-2	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	09-22-2006 00:00:00	09-29-2006 00:00:00	2	18062840	Release
PRD:001	10-6518-2	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	09-22-2006 00:00:00	09-29-2006 00:00:00	1	18062842	Release
		<input type="checkbox"/>	<input type="checkbox"/>						
		<input type="checkbox"/>	<input type="checkbox"/>						
		<input type="checkbox"/>	<input type="checkbox"/>						
		<input type="checkbox"/>	<input type="checkbox"/>						
		<input type="checkbox"/>	<input type="checkbox"/>						
		<input type="checkbox"/>	<input type="checkbox"/>						

Pegging for 10-6501-2/PRD:001 Qty 2 on 09-29-2006 00:00:00 (Planned order)

- 10-6501-2/PRD:001 Qty 1 Pegged Qty 1 on 09-29-2006 00:00:00 (Planned order demand)
  - 10-6501-2/PRD:050 Qty 1 Pegged Qty 1 on 09-29-2006 00:00:00 (Planned order)
    - 10-6501-2/PRD:050 Qty 1 Pegged Qty 1 on 09-29-2006 23:59:00 (Forecast MFG-FS/MFG-FCST)
- 10-6501-2/PRD:001 Qty 1 Pegged Qty 1 on 09-29-2006 00:00:00 (Planned order demand)

# Actions and Exceptions

Navigator

Actions (PRD:001)

Action Type	Version	Count
<b>- Late Sales Orders and Forecasts</b>	current	905
<b>Past due sales orders</b>	current	291
<b>Past due forecast</b>	current	614
<b>- Shortages and Excess</b>	current	16682
<b>Items with excess inventory</b>	current	16682
<b>- Reschedules</b>	current	3889
<b>Past due orders</b>	current	1026
<b>Orders to be rescheduled out</b>	current	629
<b>Orders to be cancelled</b>	current	1381
<b>Orders to be rescheduled in</b>	current	853
<b>Item Exceptions</b>	current	103902
<b>Items with negative starting or</b>	current	27
<b>Items with no activity</b>	current	88753
<b>Items with Overconsumption</b>	current	15122

# Supply and Demand

Supply/Demand (PRD:001) Plan **MFG-REGEN** Manufacturing Regen - Weekly Plan Type **Manufacturing**

ALL\_ARROW\_PORs\_VE

Order Release Properties Sourcing Line Project

Org	Item	For Release	Firm	Order Type	Sugg Due Date
PRD:001	201-15059-1014	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	09-28-2007 00:00:00
PRD:001	201-15059-1014	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	12-28-2007 00:00:00
PRD:001	105-11236-0102	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	08-24-2007 00:00:00
PRD:001	105-11236-0102	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	12-28-2007 00:00:00
PRD:001	252-23404-3977	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	03-23-2007 00:00:00
PRD:001	252-23404-3977	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	07-27-2007 00:00:00
PRD:001	252-23404-3977	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	10-26-2007 00:00:00
PRD:001	202-01105-0164	<input type="checkbox"/>	<input type="checkbox"/>	Planned order	02-14-2007 00:00:00

Pegging for 201-15059-1014/PRD:001 Qty 10932 on 09-28-2007 00:00:00 (Planned order)

# Vertical Plan

The screenshot displays the SAP Supply/Demand (PRD:001) interface. The window title is "Supply/Demand (PRD:001)". The plan is identified as "MFG-REGEN" (Manufacturing Regen - Weekly Plan) with a Type of "Manufacturing".

The interface includes several tabs: "Order", "Release Properties", "Sourcing", "Line", and "Project". The "Order" tab is currently selected.

The main data area is a table with the following columns: Org, Item, For Release, Firm, Order Type, and Sugg Due Date. The data is as follows:

Org	Item	For Release	Firm	Order Type	Sugg Due Date
PRD:001	25-V9361-1	<input type="checkbox"/>	<input type="checkbox"/>	Purchase order	02-23-2007 00:00:00
PRD:001	25-V9361-1	<input type="checkbox"/>	<input type="checkbox"/>	Planned order demand	02-23-2007 00:00:00
PRD:001	25-V9361-1	<input type="checkbox"/>	<input type="checkbox"/>	Discrete job demand	02-27-2007 23:59:00
PRD:001	25-V9361-1	<input type="checkbox"/>	<input type="checkbox"/>	Discrete job demand	02-27-2007 23:59:00
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		
		<input type="checkbox"/>	<input type="checkbox"/>		

Below the table, there is a toolbar with several icons for navigation and actions. At the bottom of the window, a status bar displays the text: "Pegging for 25-V9361-1/PRD:001 Qty 264 on 02-23-2007 00:00:00 (Purchase order 100001793(1))".

# Planning Time Fence Setup

Master Item (000)

Organization: 000 ITEM MASTER  
Item: 110-06810-0123  
Description: INDUCTOR,CHIP FLAT-TOP 12UH 5% PD/PT/A [ 85 ]

Display Attributes:  Master  Org  All

Physical Attributes | General Planning | **MPS/MRP Planning** | Lead Times | Work In Process | Order Management

Planning Method: **MRP/MPP Planned** | Exception Set: **DEFAULT**  
Forecast Control: **Consume and derive** | Shrinkage Rate:   
Pegging: **End Assembly Pegging** | Acceptable Early Days: **10**

Round Order Quantities  Planned Inventory Point  Create Supply  
 Exclude From Budget  Critical Component

Repetitive Planning

Overrun:  %  
Acceptable Rate +:  0  
Acceptable Rate -:  0

**MPS Planning**

Calculate ATP  
Reduce MPS:

Planning Time Fence: **User-Defined** | Days: **1**  
Demand Time Fence:  | Days:   
Release Time Fence: **User-Defined** | Days: **28**

# Item Master Planning Tab

Organization **001** QSCO SD1 INV  
Item **100-46316-0511**  
Description **RES 510 200PPM 5% 0.25W 1210 PBFREE** [-Y]

Display Attributes  
 Master  Org  All

Physical Attributes | General Planning | **MPS/MRP Planning** | Lead Times | Work In Process | Order Management

Planning Method **MRP/MPP Planned** Exception Set **DEFAULT**  
Forecast Control **Consume and derive** Shrinkage Rate   
Pegging **End Assembly / Soft Pegging** Acceptable Early Days **10**  
 Round Order Quantities  Planned Inventory Point  Create Supply  
 Exclude From Budget  Critical Component

Repetitive Planning  
Overrun  %  
Acceptable Rate +  **0**  
Acceptable Rate -  **0**

**MPS Planning**  
 Calculate ATP  
Reduce MPS

Planning Time Fence **User-Defined** Days **1**  
Demand Time Fence  Days   
Release Time Fence **User-Defined** Days **20**

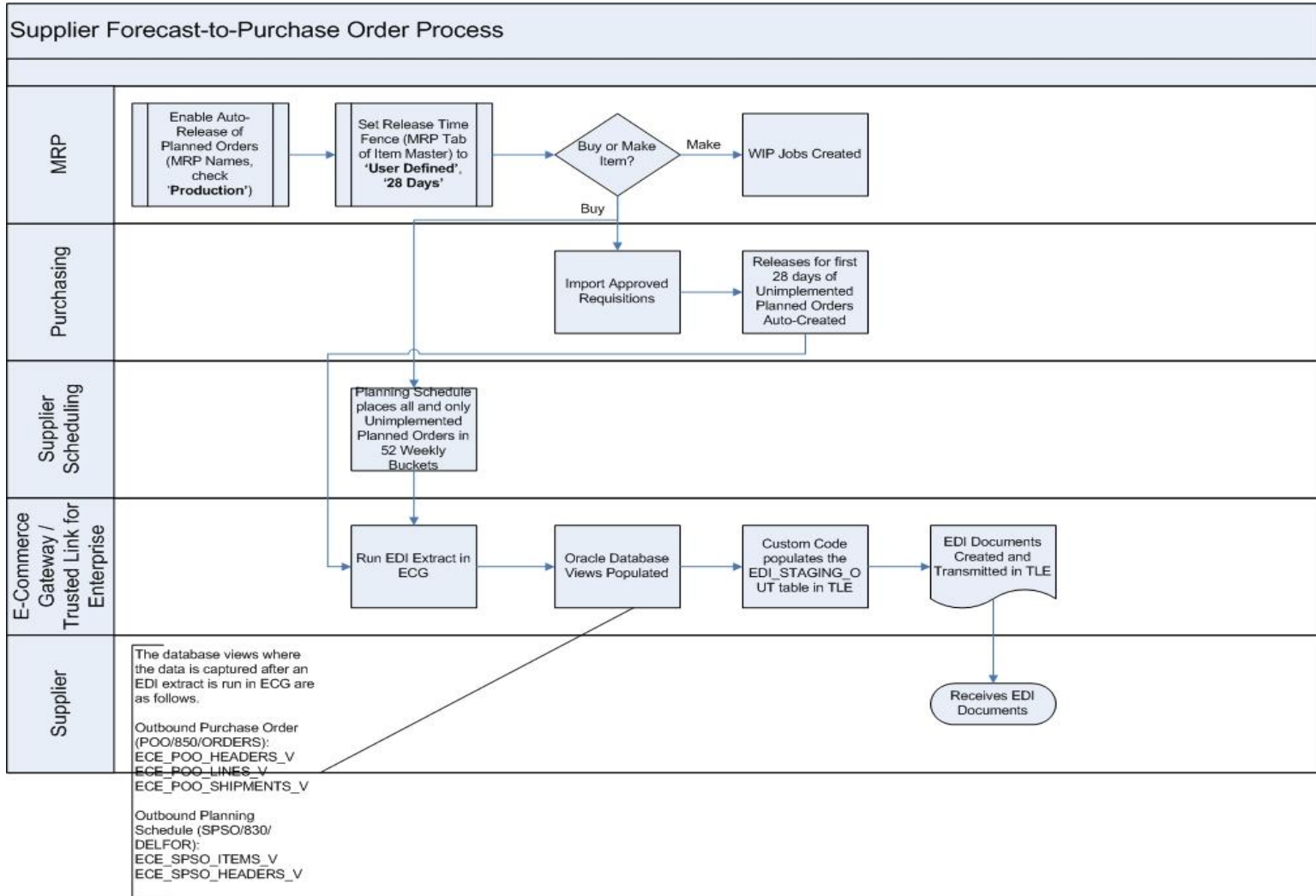
Indicates an  
"Active Item"

Create Supply  
to Match  
Demand

Defines period  
for which  
releases created



# ASCP Process Overview



# Agenda

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- Question & Answer



# iSupplier Functionality Overview

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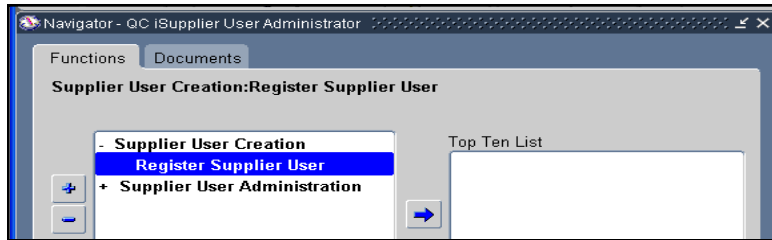
- Self-Managed Supplier Profile
- On-line Invoicing
- View and Acknowledge Purchase Orders
- Supplier Change Requests
- Audit Purchase Order Changes
- Access Attachments
- Advanced Shipment Notices (ASNs)
- Advanced Shipment Billing Notices (ASBNs)
- Supplier Owned & Vendor Managed Inventory
- Supplier Forecast

# Oracle iSupplier Registration

## Register Existing Supplier

Responsibility: iSupplier User Administrator

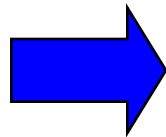
Navigation: Supplier User Creation > Register Supplier User



The screenshot displays the 'Register a Supplier User' form in the Oracle iSupplier Portal. The form includes fields for Supplier Name, Supplier Number, User Information (Email, Username, Contact Title, First Name, Middle Name, Last Name, Job Title), and Phone information (Phone, Phone Extension, Fax, Note). Below the form is the 'User Access' section, which includes a table for Responsibilities and sections for User Access Restrictions (Supplier, Site, and Contact).

Responsibility	Application
<input type="checkbox"/> QC iSupplier Portal Full Access	iSupplier Portal
<input type="checkbox"/> QC iSupplier Profile Manager	iSupplier Portal
<input type="checkbox"/> QC iSupplier Portal View Only Access	iSupplier Portal

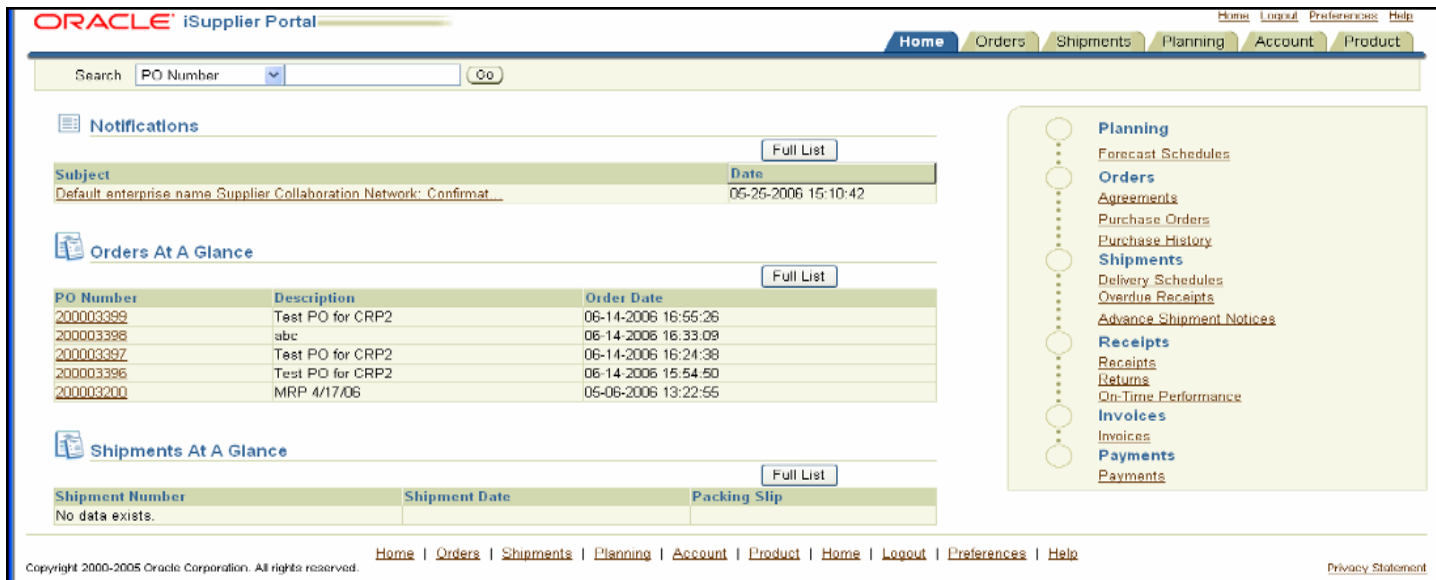
The iSupplier User Registration portal will open



# Oracle iSupplier Functionality

## Purchase Order Summary Screen

One of the benefits of the iSupplier portal is the ability to view Purchase Orders and Releases. The **Orders At A Glance** region will display the 10 most recently submitted Purchase Orders.



**ORACLE iSupplier Portal** Home Logout Preferences Help

Home Orders Shipments Planning Account Product

Search PO Number (GO)

**Notifications** Full List

Subject	Date
Default enterprise name Supplier Collaboration Network: Confirmat...	05-25-2006 15:10:42

**Orders At A Glance** Full List

PO Number	Description	Order Date
200003399	Test PO for CRP2	06-14-2006 16:55:26
200003398	abc	06-14-2006 16:33:09
200003397	Test PO for CRP2	06-14-2006 16:24:38
200003396	Test PO for CRP2	06-14-2006 15:54:50
200003200	MRP 4/17/06	05-06-2006 13:22:55

**Shipments At A Glance** Full List

Shipment Number	Shipment Date	Packing Slip
No data exists.		

Copyright 2000-2005 Oracle Corporation. All rights reserved. Home | Orders | Shipments | Planning | Account | Product | Home | Logout | Preferences | Help Privacy Statement

**Planning**  
Forecast Schedules

**Orders**  
Agreements  
Purchase Orders  
Purchase History

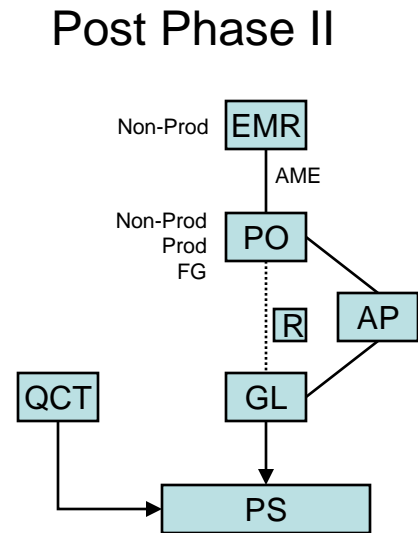
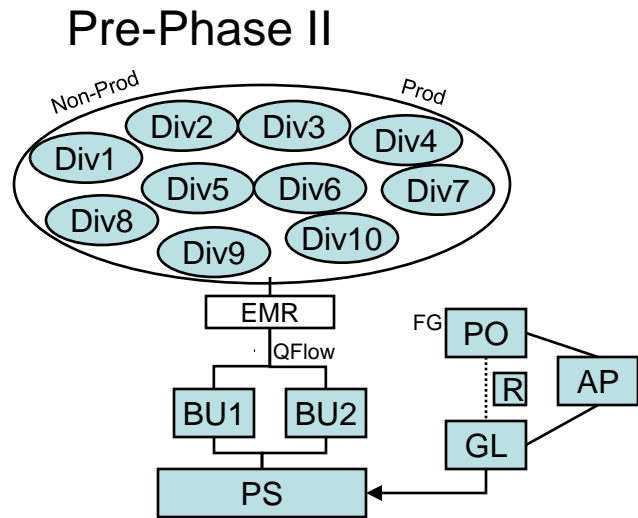
**Shipments**  
Delivery Schedules  
Overdue Receipts  
Advance Shipment Notices

**Receipts**  
Receipts  
Returns  
On-Time Performance

**Invoices**  
Invoices

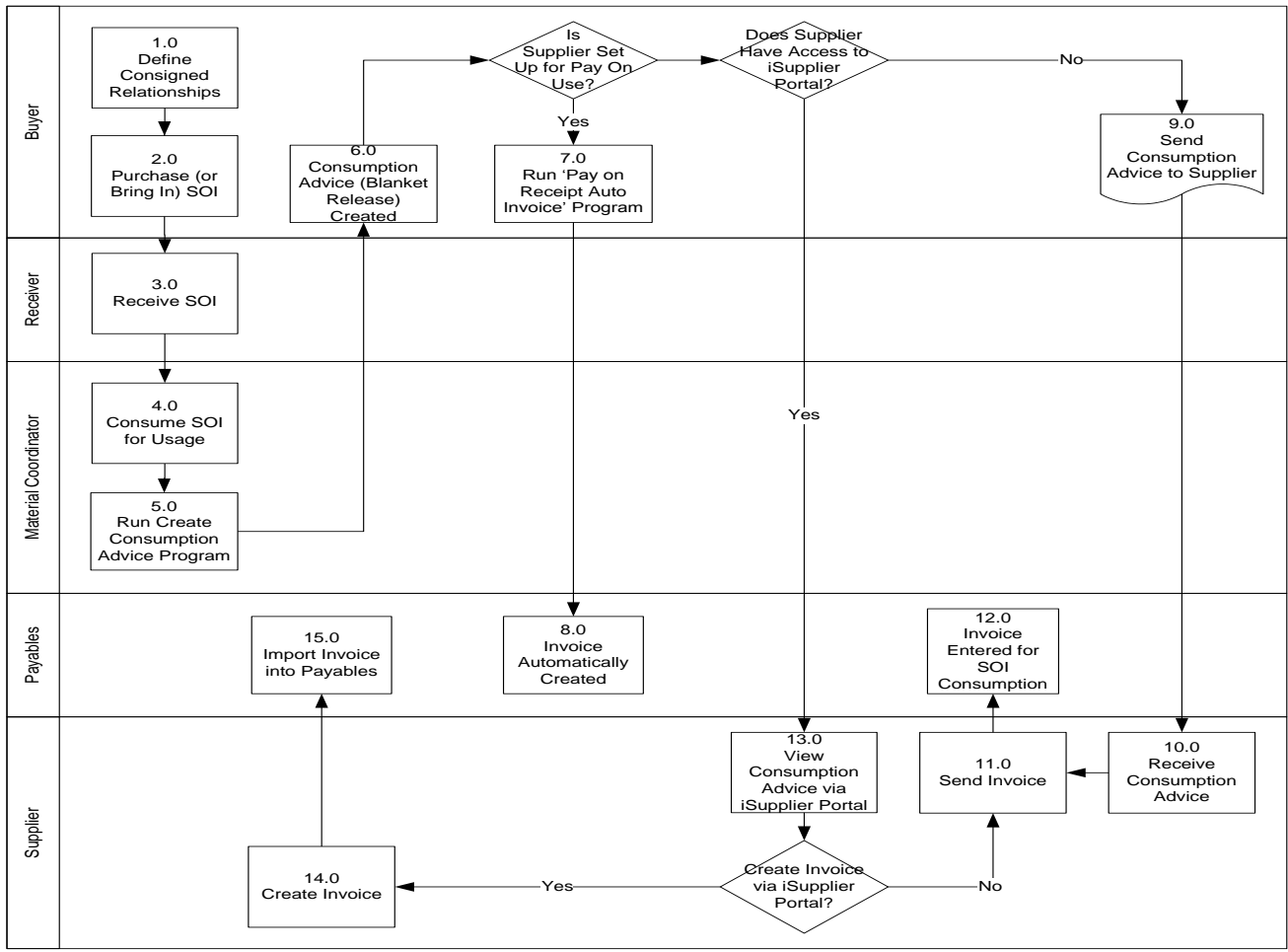
**Payments**  
Payments

# iProcurement Implementation

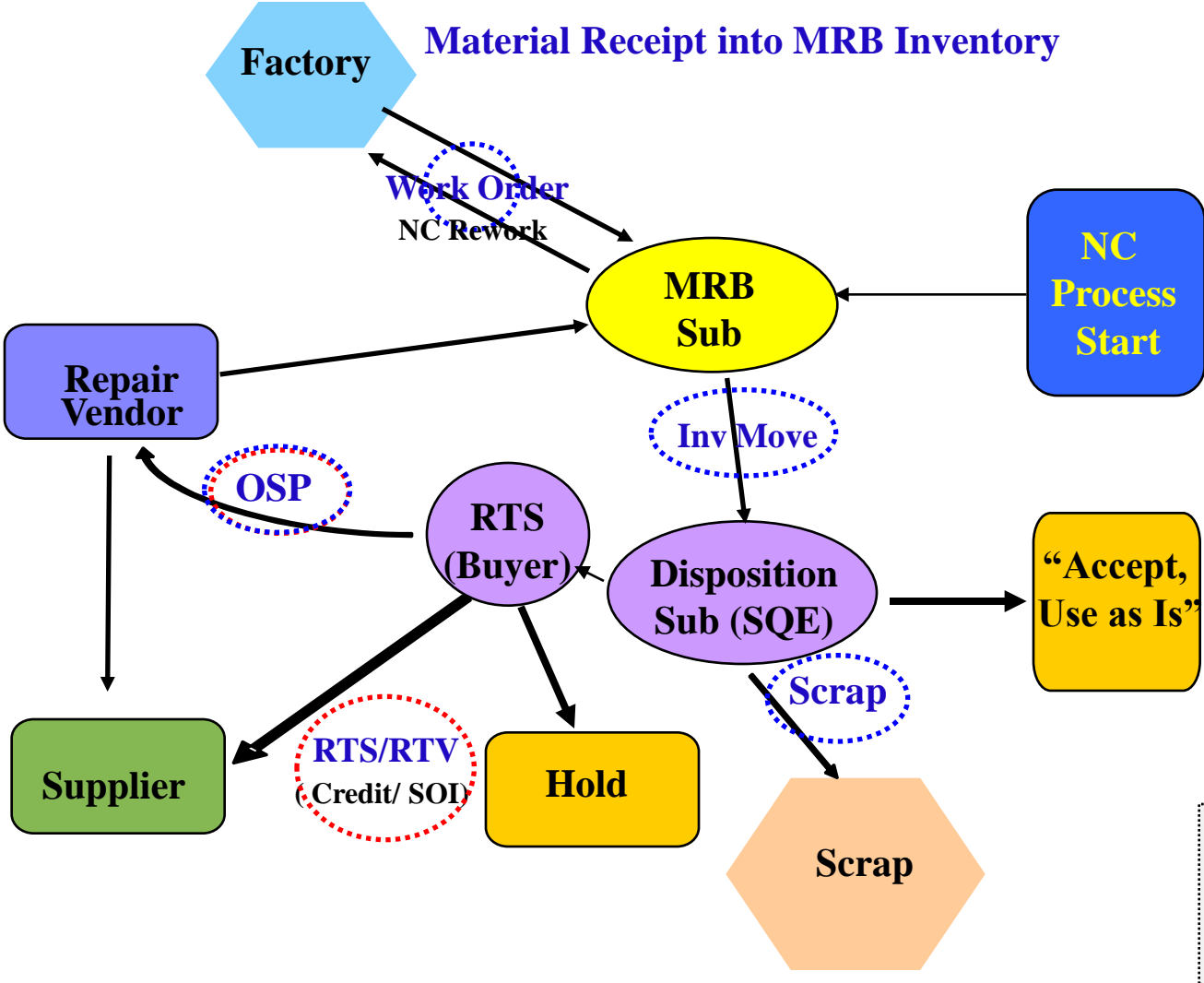


- Used EMR as iProcurement “stand in”
- iProcurement rollout potentially complex
- “Chicken and the egg” problem

# Supplier Owned/ Vendor Managed Inventory



# “Virtual” MRB Process/ Oracle Quality



**Key**

- ⊙ Automated
- ⊙ Manual



# Agenda

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- Introduction
- Global Supply Chain Management
- Advanced Supply Chain Planning (ASCP)
  - Demand and Supply
  - Planners Workbench
- Other Production Procurement Module
  - Purchasing and e-Commerce Gateway
  - iSupplier and iProcurement
  - The “Virtual MRB” Using Oracle Quality
- Question & Answer



# Conclusion

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- Q: How do you manage reliable delivery lead times to the customers, in the face of varying supply lead times from factory?
- A: Delivery lead times can be managed setting the delivery time fence parameter and ASL parameters.
- Q: How do you manage inventory required to respond to fluctuating customer demand, so that the inventory is available when you need it, but it is not necessarily “on the books”?
- A: Use SOI/ VMI to manage vendor inventory and ensure that inventory from critical suppliers is available when needed.
- Q: How do you provide supply chain visibility to internal and external supply chain partners?
- A: iSupplier Portal

# Next Steps

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- Copy of presentation → business card
- Needs assessment → meeting
- More information → e-mail

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# Q & A

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