

DynaSys - Glossary

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Authorized flow	Is often referred to as the assignment table, that is, who must send which goods to a given site.
Active BFR	Active Working Capital Requirements WCR = Besoin en Fonds de Roulement (BFR)
Active DFUs:	Active DFU is the results of the default automatic activation with the manual activate/deactivate option. By default, a DFU coming from SAP is active
Actual shipped & Remaining Demand	In the <u>past</u> : Shipped history (departure date) In the <u>future</u> : Order Book to be issued (confirmed quantity in ETD , Departure Date)
Alert : Demand Order Book	Sum of Order book (requested departure date)
Assignment %:	Who must send how much percentage of which goods to a given site.
Approval (homologation)	To substitute a product by the same one but not produced at the same site
BW	Business Warehouse
BU	Business Unit
Batch Size (or incremental quantity)	Production must be a multiple of indicated quantity.
BFR 03	Working Capital Requirements WCR = Besoin en Fonds de Roulement (BFR) of 3 months
BFR 06	Working Capital Requirements WCR = Besoin en Fonds de Roulement (BFR) of 6 months
BFR 09	Working Capital Requirements WCR = Besoin en Fonds de Roulement (BFR) of 9 months
Budget	Budget uploaded in DynaSys
BOM (Bill of Material)	A bill of material is applied to a production plan (with finite or infinite capacity) to calculate a dependant requirement
Bulk	Type of a packaging: amount of production in volumes
Big bags	Type of packaging

Backorder	Orders that can't be fulfilled at the moment but still taken into account so it will be fulfilled later
Calculation history and raw forecast	In the <u>past</u> : Demand history corrected (review past sales) In the <u>future</u> : forecast calculated
Catalog LT	Promised LT to Customer (as defined by Solvay, not by Market). It's part of 'Product mix'. It's a 'Solvay' Catalog LT, agreement between Supply Chain and Market team. Difference between SO creation date and reference date (GI date or Avail date, to be defined, most probably: Avail date).
CSR Collaborative review	Each month, the CSR has the possibility to indicate to the demand planner that he reviewed his forecast by ticking the collaborative button in the Web
CSR Comment for Demand Planner	Comment sent from CSR to demand planner
CSR Forecast	Forecast entered by the Customer Sales Assistant
CSR Forecast M-1	CSR Forecast archived at the 6th of current year
CSR Overall comment	Comment entered at CSR level in the Web by sales rep for each run of forecast
Datafield	Data type (ex: sales requirements / initial inventory / actual production...)
DC	Distribution channel
DFU (Demand Forecast Unit)	It is the smallest demand management unit which is Material x Shipto@DC combination = <u>Material@shipto@DC</u> in DynaSys
DFU created (last 3 months)	Indicator if the DFU has been created for the last 3 months by the interface
Deactivate DFU	True or False in order to force the deactivation of a DFU. Then, the DFU will not visible anymore by anyone in the system and the historical data/budget/forecasts will be lost (except if you made a supersession)
Deactivation Comment	Comment put at the deactivation of DFU
Demand Order Book	Open order book in SAP (MD04) in ETA
Demand Review	Demand Review is fed by the sales team forecast and can be amended before final validation
Detailed firm shipping requirement updated	It refers to the Firm Sales Requirements (ETA). NB : In SILICA model, these volumes do not take into consideration the order book volumes if the option "Kill order book" has been flagged.
DIP-PP	Distribution & production planning
DoS (Days of Supply)	Cover stock converted into duration that says how long you can hold with that stock
DP	Demand planning

Deployment strategy	• Pull: the requirement is shipped as late as possible, that is during its requirement period • Push: the requirement is shipped as soon as possible, that is during its production period • Push beyond requirement: the requirement is shipped as soon as possible, including excess production
DRP (Distribution Requirement Planning)	Allocating the demand from the distribution sites to the production sites. This calculation is cascaded by going upstream the distribution network
ETA (Estimated time of arrival)	Usually is used in the customer view Example: Merchandise release in ETA: ▪ Actuals received in ETA: actuals <u>received</u> on this day (previously shipped from a shipping site)
ETD (Estimated time of departure)	Usually is used in the shipper view Example: Merchandise release in ETD: ▪ Actuals shipped in ETD = merchandise shipped on this day (supposed to arrive at the customer's later)
External sales	Sales into the same S&OP Zone.
Final net price	Result of forcing loop : Net Price > forced net price
Flag new DFU	Flag new DFU
Forecast	• Statistical forecast: theoretical forecast based on sales history + demand planners' inputs, • Customer forecast: from the customer himself • Sales team forecast: commercials inputs, usually with the web access • Final forecast: last validated Forecast [current month , futur] • Invoice forecast: forecast billed • Unconstrained forecast: forecast without any logistical / production constraints (comes out from DP) • Constrained demand: new forecast after taking into account production constraints (comes out from DiP-PP) • Forecast override: forecast priority onto another
Forced history and forecast	History & final forecast
Forecast Consumption - SIL	ratio = Shipped History (GI) + Order Book (ETD) / Gross history and final forecast
Forecast instability	ratio = Gap last month fcst vs new fcst / Forecast validated last month
Forecast validated last month	Forecast validated last month recovered from archives
To kill a forecast	Cancel actual production and leave it as it is at the moment
Firm shipment in shipping	Shipped volumes from the shipping site point of view (ETD)
GBU	Global Business Unit
Gap Final Fcst vs Budget	= Gross history and final forecast - Budget
Gap last month fcst vs BFR	= Gross history and final forecast - active BFR

Gap last month fcst vs new fcst	= Gross history and final forecast - Forecast validated last month
Gap Order Book vs Final Forecast	= Shipped History (ETA) and Customer Request (ETA) - Gross history and final forecast
Gap Potential x Order Book	= Actual shipped & Remaining Demand - Gross history and final forecast
Gap Volume (Forecast vs BFR6)	= Gross history and final forecast - BFR
Gap Volume (Forecast vs Budget)	All GBU except PA : = Gross history and final forecast - Budget PA : = Final Forecast (ETD) - Budget
Gross history and final forecast	In the <u>future</u> (include current month) : Final Forecast In the <u>past</u> : PA , SI, TS, Perox except NA : Sales history (arrival date) EP : Sales history (departure date) SAD , Perox NA: Shipped history (departure date)

Intercos	Products shipped from a zone to another. There are 2 types of intercos: • Direct intercos: direct shipment to the client in another zone • Indirect intercos: indirect shipments to the client in another zone (goes to a warehouse then to the client's)
Intersite	Trades between sites from the same continent (ex: sites at Livorno and Collonges)
Incorrect CSR	Check box if the DFU is assigned to the wrong CSR
Incorrect Sales Rep	Check box if the DFU is assigned to the wrong Sales rep
Invoiced History and Demand Review	in the <u>future</u> : Demand review in the <u>past</u> : invoiced history
Invoiced History and Final Forecast	in the <u>future</u> : Demand review in the <u>past</u> : Final Forecast
Invoiced Net Sales	Invoiced history net sales
Invoiced Qty	Invoiced history quantity

KPI	Key Performance Indicators
Lead time	Time from the moment the customer places an order (the moment the supplier learns of the requirement) to the moment it is ready for delivery + the time required to ship the parts from the supplier
Last update BUDGET - SILICA	Date of last time the budget was validated by Demand Planner
LC (Local Currency)	The Local Currency is the currency used for recording the sales price for each DFU, not affected by the exchange rate. It can be forced in DynaSys
Manual ABC lvl1	DFU Classification (A,B,C,N)
Minimum receipt plan	It is taken into account both by DRP calculation and deployment calculation, which enables to specify a minimum amount to be deployed, and to leave it up to DynaSys DSCP to calculate what remains.

Maximum distribution quantity	Can be useful for limiting deployment
Monol level RLT	Represents the total time between placing a production / replenishment order and the availability date. It's "monolevel" since it only considers the product's own lead times (scheduling / production lead time / ...), does not consider other BOM level. It's independent of SHS (Stock Holding Strategy)
NIOP (Network Inventory & Optimization Planning)	Calculates the optimum sourcing rule, which is then used in DIP to determine the plan
Netting = net requirements calculation	Difference between unconstrained demand and actuals + taking into consideration in transit & orderbook.
Order Book To Be Issued (Confirmed - ETA)	Order Book To Be Issued (Confirmed arrival date)
Order Book To Be Issued (Confirmed - ETD)	Order Book To Be Issued (Confirmed departure date)
Order book diff	= Shipped History (ETA) and Order Book (ETA) - Gross history and final forecast
Proposition to activate	Alert checked when : DFU is not active & "Activation Alert checked" is not checked & Future Demand
Proposition to deactivate	Alert checked when : DFU is active & "Deactivation Alert checked" is not checked & No: History & Final forecast [Y-2,Y+2] Actual Demand [current Month] CRM Value [Future] Demand Order Book [M+1, end Y+2] Budget [Y-1, end Y+2] BFR 6 [Y-1, end Y+2]

RTP (Ready To Plan)	It is a setup pre-configured, ready to use data set, implementing good practices and standardized indicators. It allows a production plan to be calculated complying with the capacities of all resources.
Reporting	To report results and data and major information, usually on a dashboard with KPI
Requirement	= need Different types of requirement: • Independent Requirement: flat requirement from firm orders • Dependant Requirement: requirement from bill of material (ex: product A requires 2 of product B. We want to produce 2 x A 2x2 product B = 4 dependant requirements) • Sales Requirement: this is the direct requirement for sale to a customer. The sold item disappears from the inventory. • Shipping Requirement: requirement to ship to another site. It is indirect because the sale will not be made on the site but rather downstream in the logistic network • Gross Requirement: it is the sum of Independent Requirement and Dependent Requirement • Net Requirement: it is achieved by Gross Requirements corrected by taking into account inventories (Initial inventory, safety stock variation, etc ...) This is the minimum theoretical quantity to be received to meeting the gross requirements • Receipt Requirement: it complies with all the technical constraints
Ship-to	Customer / receiver
Ship to KA	Group of Ship-to (ex : Michelin is a ShiptoKA and Michelin France= Shipto, Michelin Poland= Ship-to)
SKU	Stock Keeping Unit (used DIP-PP) = Material@site in DynaSys

Site	• Production sites: This is where production happens, or more generally stock inputs. It may correspond to a plant, a supplier, a warehouse, to which purchased items are delivered. • Shipping sites: These are sites sending out items. Typically, they are plants, warehouses or intermediate distribution centers. • Receiving sites: These are sites liable to receive items, like customer warehouses or distribution centers. • Selling sites: These sites operate direct sale activity, i.e., locations where customer requirements are debited from the inventory
Sourcing	Where products are supplied from. There are 2 types of sourcing: • Monosourcing: a site is supplied by one location • Multisourcing: a site can be supplied by more location (ex: from St-Fons & Collonges)
Shippings [...]	Shippings met: packages delivered Shippings met on time: packages delivered on time Shippings met late: delay authorized for a delivery, once this delay is exceeded = shortage Shippings not met: packages not delivered
Shipped not billed	Delivery that was received and is not billed yet
SOB (sales of order book)	Sales orders ventilated by customer requested date in the futur
Sales history (arrival date)	Sales history (arrival date)
Sales Team Forecast	Input from the sales Rep
Sales Team Forecast consolidated	Result of forcing loop , the sales forecast copied in demand review
Sales Team Forecast M-1	Recovered from archive of Sales Team Forecast consolidated M-1
Shipped history (arrival date - current month)	Shipped history (arrival date)
Shipped History (ETA) and Customer Request (ETA)	In the past : Shipped history (arrival date) In the future : Order Book To Be Issued (Requested - ETA)
Shipped History (ETA) and Order Book (ETA)	In the past : Shipped history (arrival date) In the future : Open Order Book (Confirmed - ETA)

Shipped History (ETD) and Demand Review	In the past : Shipped history (departure date) In the future : Demand Review
Shipped History (ETD) and Final Forecast	In the past : Shipped history (departure date) In the future : Gross History and Final Forecast
Shipped History (GI)	Shipped history (departure date)
Shipped History (GI) + Order Book (ETD)	In the past : Shipped history (departure date) In the future : Order Book To Be Issued (Confirmed - ETD)
SHS	Stock Holding Strategy (MTO / MTS / MTF). Used specially in P&I module Note: MTF are considered as SHS
SHS RLT	Represents the total time between placing a production / replenishment order and the availability date. It considers other BOM levels lead times (multi level) + distribution network (multi sites) and stock holding strategies. It's a Multilevel LT and dependent on the Stock Holding Strategy (SHS).
Specific AP	Check box to force the S&OP Zone to AP
Specific EU	Check box to force the S&OP Zone to EU
Specific LA	Check box to force the S&OP Zone to LA
Specific NA	Check box to force the S&OP Zone to NA
SRep Collaborative review	Each month, the sales rep has the possibility to indicate to the demand planner that he reviewed his forecast by ticking the collaborative button in the Web
SRep Comment for Demand Planner	Comment sent from SRep to demand planner
SRep Overall comment	Comment entered at Sales rep level in the Web by sales rep for each run of forecast
Statistical Forecast-M-01	Archive of last month of Statistical Forecast
Statistical history and forecast	Calculation history and Raw forecast
Substituted reference	Check box to activate supersession between two DFU
S&OP	Sales & Operation Planning = SOIP (I for inventory) = it covers demand management, and mid-term distribution and production planning (3-18 months horizon).
Shortage	forecast not fulfilled after a given delay

T R L T (S A P T R L T)	Name of SAP Field which contains data for ATP check. Use always this term to avoid confusion and if possible avoid to use "TRLT" instead of "SAP TRLT" Represents the total time between placing a production / replenishment order and the availability date. In the context of P&I Project, it could stock the 'SHS RLT' calculated in DynaSys P&I module.
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Workflow	Sequence of many activities aligned
Workshop	Place where goods are manufactured

Yearly trend	Relative yearly growth = average of the 12 next month sales divided by average of the 12 last month sales.	
Zone	Geo Zone of ship to	
Zone S&OP L3	Zone S&OP at level 3 = ProductGroup:ShipTo@BU	