# 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 past : Shipped history (departure date)<br>In the future : 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 |

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| **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 past : Demand history corrected (review past sales)<br><br>In the future : 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 = Material@shipto@DC 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).<br><br>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 |

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| **Deployment strategy** | • **Pull:** the requirement is shipped as late as possible, that is during its requirement period<br>• **Push:** the requirement is shipped as soon as possible, that is during its production period<br>• **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<br>Example:<br>Merchandise release in ETA:<br>▪ Actuals received in ETA: actuals received on this day (previously shipped from a shipping site) |
| **ETD (Estimated time of departure)** | Usually is used in the shipper view<br>Example:<br>Merchandise release in ETD:<br>▪ 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,<br>• **Customer forecast:** from the customer himself<br>• **Sales team forecast:** commercials inputs, usually with the web access<br>• **Final forecast:** last validated Forecast [current month , futur]<br>• **Invoice forecast:** forecast billed<br>• **Unconstrained forecast:** forecast without any logistical / production constraints (comes out from DP)<br>• **Constrained demand:** new forecast after taking into account production constraints (comes out from DiP-PP)<br>• **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 |

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| **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<br>PA : = Final Forecast (ETD) - Budget |
| **Gross history and final forecast** | In the future (include current month) : Final Forecast<br>In the past :<br>PA , SI, TS, Perox except NA : Sales history (arrival date)<br>EP : Sales history (departure date)<br>SAD , Perox NA: Shipped history (departure date) |

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| **Intercos** | Products shipped from a zone to another.<br>There are 2 types of intercos:<br>• **Direct intercos:** direct shipment to the client in another zone<br>• **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 future : Demand review<br>in the past : invoiced history |
| **Invoiced History and Final Forecast** | in the future : Demand review<br>in the past : Final Forecast |
| **Invoiced Net Sales** | Invoiced history net sales |
| **Invoiced Qty** | Invoiced history quantity |

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| **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. |

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| **Maximum distribution quantity** | Can be useful for limiting deployment |
| **Monolevel 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:<br>History & Final forecast [Y-2,Y+2]<br>Actual Demand [current Month]<br>CRM Value [Future]<br>Demand Order Book [M+1, end Y+2]<br>Budget [Y-1, end Y+2]<br>BFR 6 [Y-1, end Y+2] |

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| **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<br><br>Different types of requirement:<br><br>• **Independent Requirement:** flat requirement from firm orders<br>• **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)<br>• **Sales Requirement:** this is the direct requirement for sale to a customer. The sold item disappears from the inventory.<br>• **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<br>• **Gross Requirement:** it is the sum of Independent Requirement and Dependent Requirement<br>• **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<br>• **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 |

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| **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.<br>• **Shipping sites:** These are sites sending out items. Typically, they are plants, warehouses or intermediate distribution centers.<br>• **Receiving sites:** These are sites liable to receive items, like customer warehouses or distribution centers.<br>• **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.<br>There are 2 types of sourcing:<br>• **Monosourcing:** a site is supplied by one location<br>• **Multisourcing:** a site can be supplied by more location (ex: from St-Fons & Collonges) |
| **Shippings [ ... ]** | **Shippings met:** packages delivered<br><br>**Shippings met on time:** packages delivered on time<br><br>**Shippings met late:** delay authorized for a delivery, once this delay is exceeded = shortage<br><br>**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)<br>In the future : Order Book To Be Issued (Requested - ETA) |
| **Shipped History (ETA) and Order Book (ETA)** | In the past : Shipped history (arrival date)<br>In the future : Open Order Book (Confirmed - ETA) |

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| **Shipped History (ETD) and Demand Review** | In the past : Shipped history (departure date)<br>In the future : Demand Review |
| **Shipped History (ETD) and Final Forecast** | In the past : Shipped history (departure date)<br>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)<br>In the future : Order Book To Be Issued (Confirmed - ETD) |
| **SHS** | Stock Holding Strategy (MTO / MTS / MTF). Used specially in P&I module<br><br>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 |

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| **TRLT (SAPTRLT)** | 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 |

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| **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 |