

a. Catalog LT

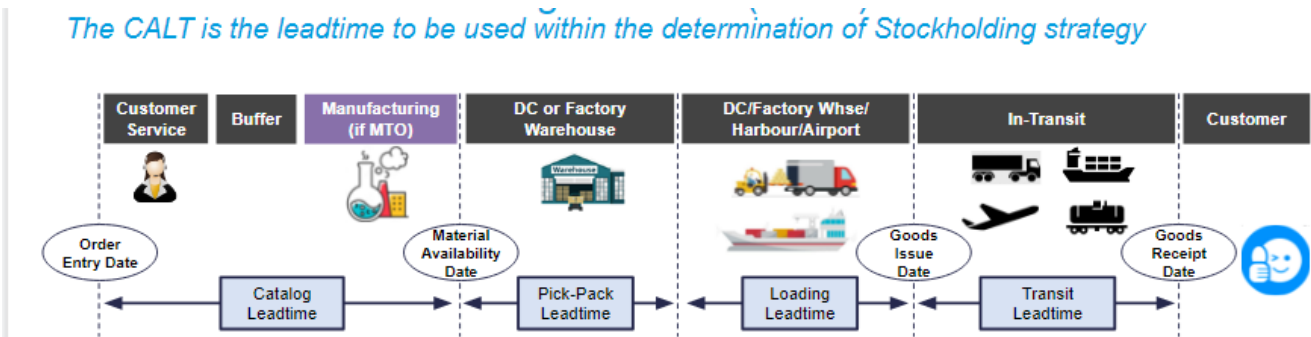
Catalog LT is at the center of P&I methodology, it represents the "Promised Lead time to customer".

P&I Lead Times	Level Required	Proposed SAP Field	Purpose in SAP	SAP Level
Catalog LT	Material / Plant	Dedicated new field	Catalog Lead Time from "Order Entry Date" until "Material Availability date"	Material / Plant Calendar days

This Catalog LT:

- Starts from "Order Entry Date" (=date of **creation of Sales Order in SAP**, does not take the date PO date of the customer)
- Runs until the goods are available in the warehouse and **ready to be picked**
- Covers the time for manufacturing the goods or not (MTO vs MTS)
- Its determination is mainly driven by the choice of **Archetype** (Cfr Archetype Playbook)
- Plays a major role in setting **SHS/Stock-Holding-Strategy**

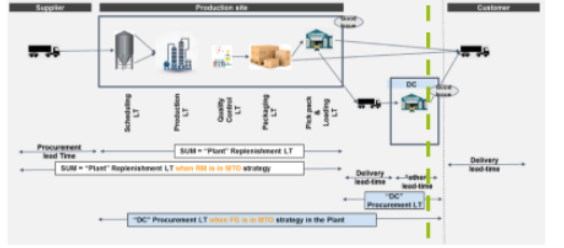
The Catalog LT, besides being used for P&I in DynaSys, is also used to determine the Customer Lead Time (CULT):



The Customer Leadtime is not part of P&I in DynaSys scope, it's put here below as a reference of what happens once we define the "Catalog Lead Time" at Material Availability date.

Stockholding strategy : The Lead-times

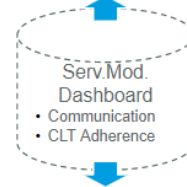
Several Lead-Times co-exists and need to be clearly identified to make the analysis



1. CLT Initial Determination
2. CLT Maintenance
S&OP Planner (Process Owner),
Product Mgr, Commercial

Front-Line

3. Customer Communication
(Order – Delivery Leadtime)
Commercial



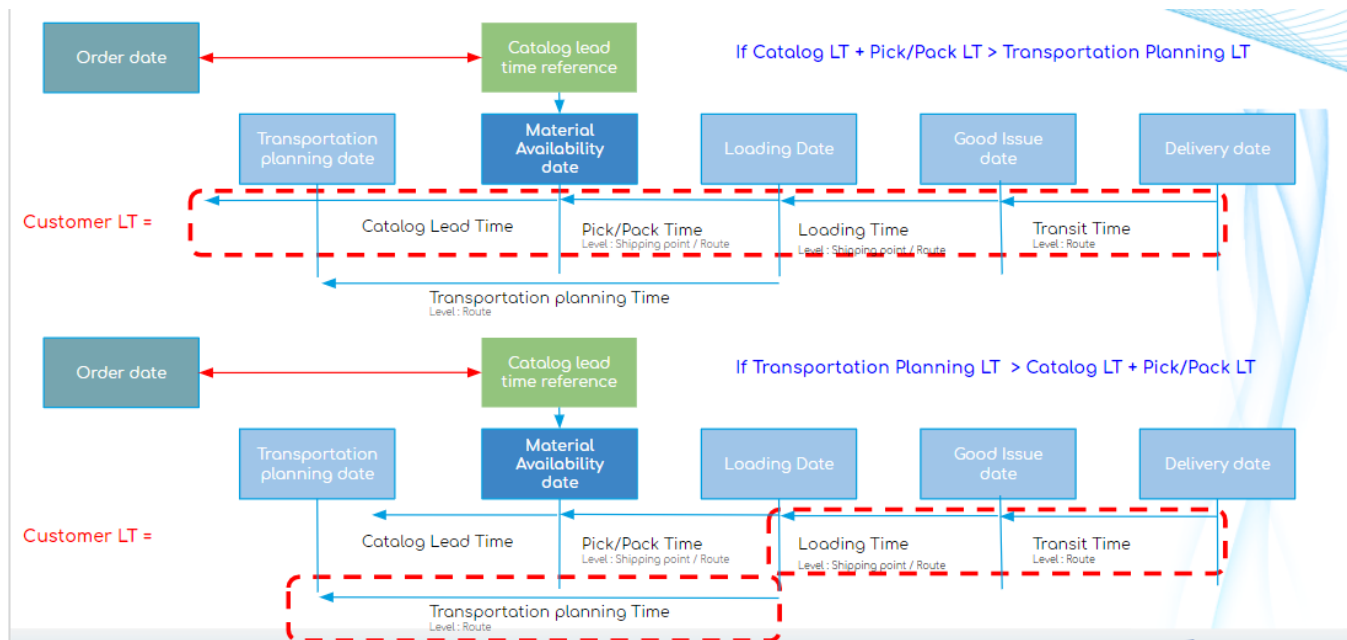
Customers

4. CLT Enforcement
Customer Service, Commercial

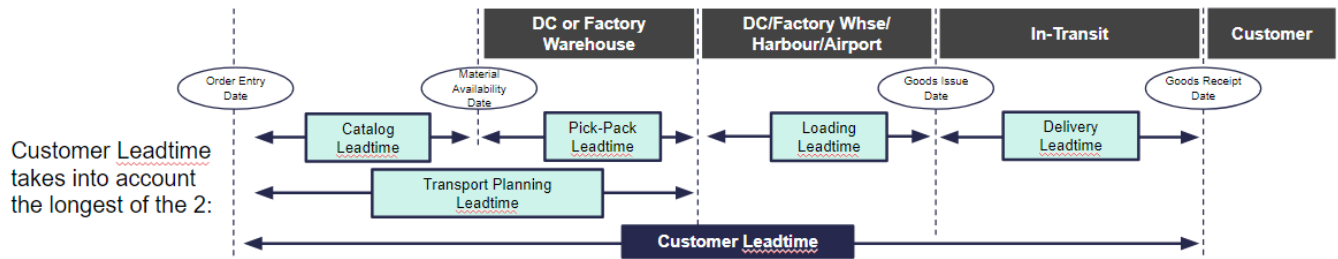
Addressed in the
previous slides

In progress

Customer Order → Delivery Leadtime	
Component	Source/Level
Catalog Leadtime (CLT) (Cust. Order → Availability)	Plant/SKU
Preparation Leadtime (Pick-Pack+Loading)	SKU/Plant/Transport Mode
Delivery Leadtime (DLT)	Transit time - Route MD



We can summarize below slide in following formula:



$$\text{Customer Leadtime} = \text{Max} \left(\text{Transport Planning Leadtime}, \text{Catalog Leadtime} + \text{Pick-Pack Leadtime} \right) + \text{Loading Leadtime} + \text{Delivery Leadtime}$$

Days	Customer Leadtime	Tr.Plan. Leadtime	Catalog Leadtime	Pick-Pack Leadtime	Loading Leadtime	Delivery Leadtime
Local (Road) with MTS	7	4	3	2	0	2
Export (Maritime) with MTS	45	15	3	3	4	26
Export (Maritime) with MTO	57	15	25	2	4	26

Transport Planning Leadtime

- This leadtime includes the following activities:
 - Booking the transportation
 - Preparing transportation as well as export checks and paperwork
- This leadtime ranges:
 - Road (Local): typically from 2 to 4 days
 - Maritime/Air (Export): typically from 10 to 20 days

User should consult an updated version of Supply Chain Excellence "Catalog LT" Playbook for latest information.