

# SAFIR

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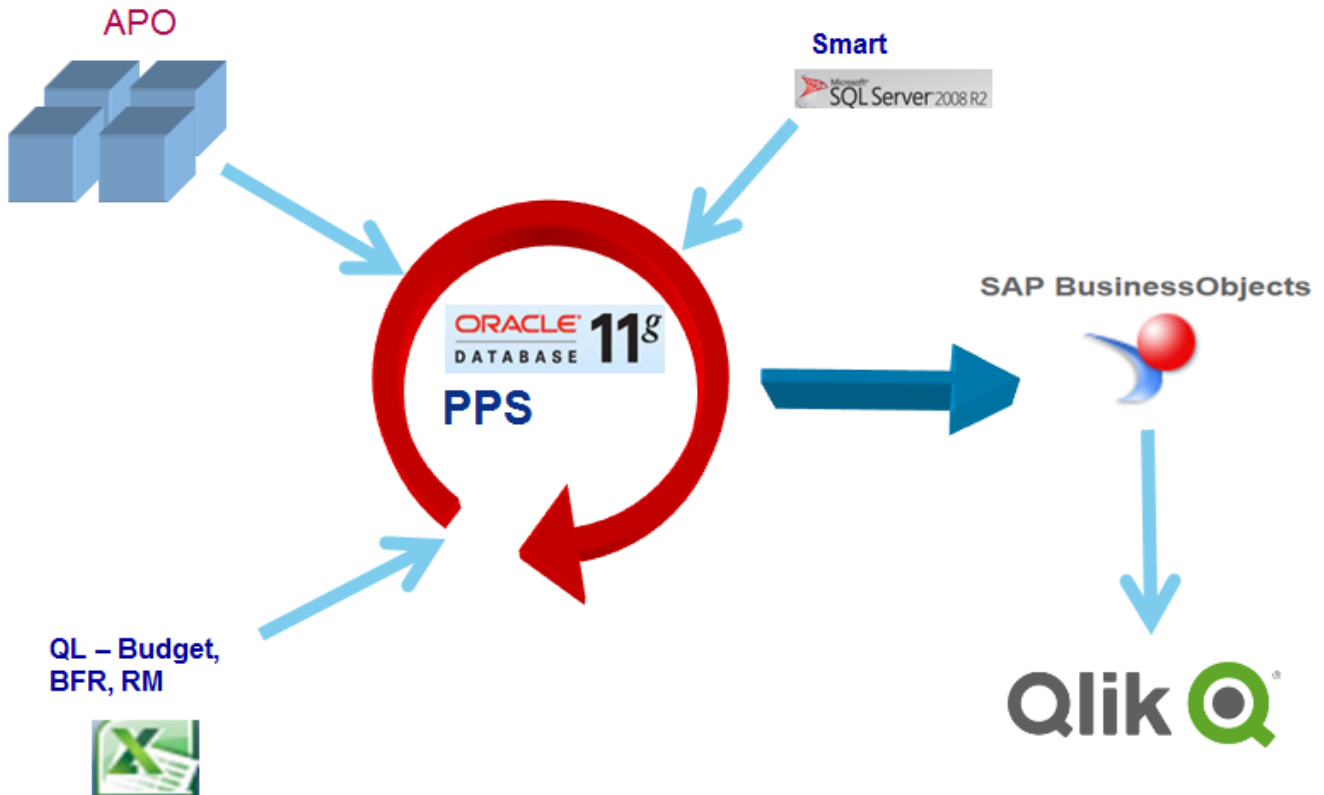
## SAFIR OVERVIEW

- **Universe: GL\_SAFIR.unx**

SAFIR : Spring Actual Forecast Integrated Reporting (Spring = Budget; Actual = Realized)

Regarding the forecast data, SAFIR is focus on the Finances, Sales, and Manufacture data in future, this function is orientate by GBU

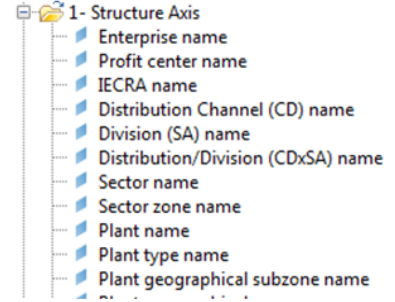
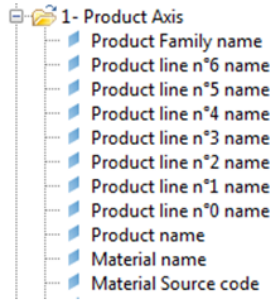
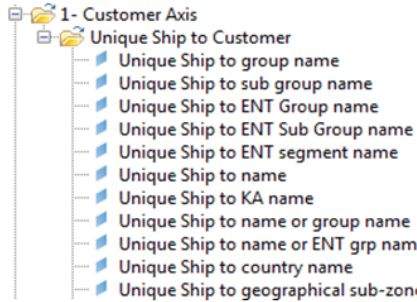
Since 2018, for PEPOL only, forecast also sent from DYNASYS (source code ZD30)



- **Available objects in BI4**

**GBR master data, Structure data:**

Unique Ship to: Material: Structure Data



**BUDGET (SPRING)** Finance function, usually data will be entered in the beginning of each year.  
Fields: Budget Qty, Budget Sales, Budget CM,

**BFR (CASH REVIEW)** Finance function, For short term forecast, usually data will be entered quarter by quarter  
Fields: BFR Qty, BFR Sales, BFR CM,

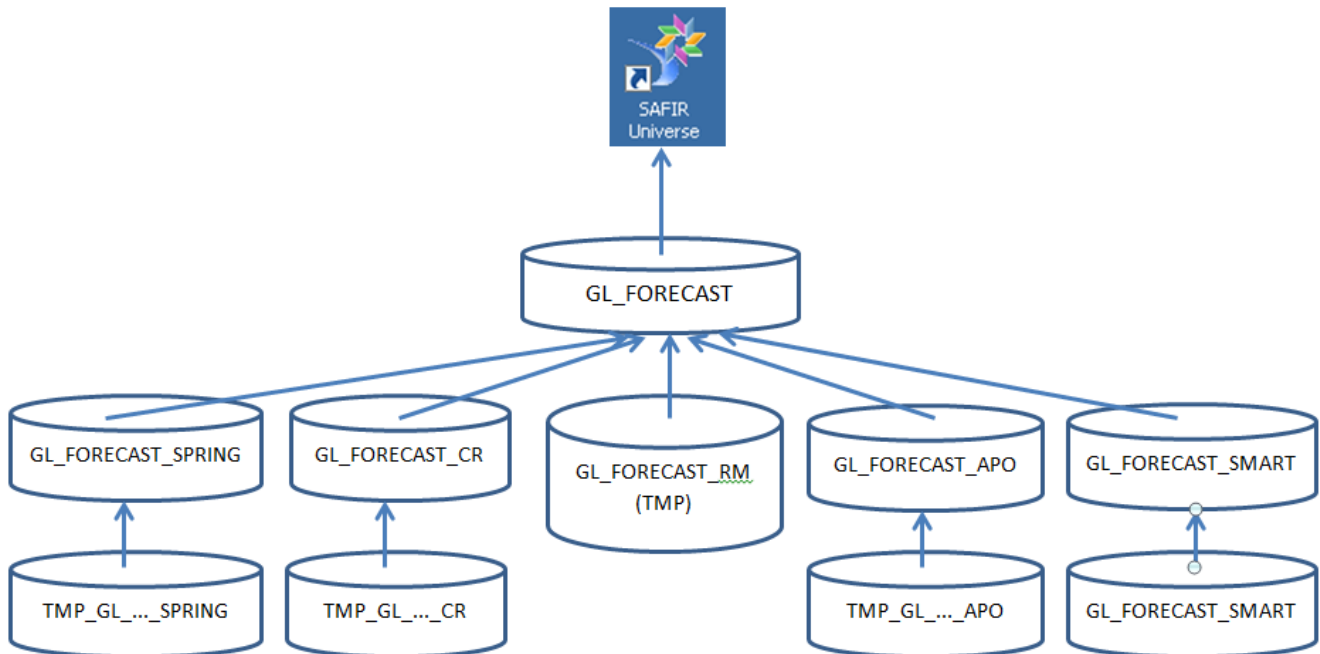
**Road Map** Finance and Sale function, For long term(5 year) forecast.  
Fields : Forecast Qty, Forecast Sales, Forecast CM

**SMART** CRM function, data come from SMART-Forecast module  
Fields: Smart Qty, Smart Sales

**APO** DPS function, data come from APO system

Fields: APO Sales Qty, APO statistical Qty, APO Budget Qty, APO DP Qty, APO DPC Qty

**DATA STRUCTURE & INTERFACES**



**QUIKLOAD**

- **Budget Data**

==> upload by QuikLoad(TMP\_GL\_FORECAST\_BUDGET), the format as below:

Nom_Table		TMP_GL_FORECAST_BUDGET																				
L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC					
1	FR	TMP_GL_F	Copie en Masse														Date ij/mm/aaaa	Date mm/jj/aaaa	Accueil - Saisie	Contrôler	Envoyer	Trier la colonne
2	UK	BUDGET FORECAST*																				
3		C_ANNEE	C_MOIS	C_SOC	C_ENT_LOC	C_TYP_MVT	C_PART_M AG3_RSB	C_GRP_VE ND	C_CD_LOC	C_CLI_UNI QUE	C_APPLI_GBR _CLI	C_ARTICLE	C_UF	N_QTE_SPRI NG	C_DEV	N_CA_SPRI NG	N_CM_SPRI NG	C_DEV_SPRI G				
4	ES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
5		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
6	BR	VARCHAR	VARCHAR	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR	VARCHAR	VARCHAR2	VARCHAR	VARCHAR2	VARCHAR	VARCHAR	NUMBER	VARCHAR	NUMBER	NUMBER	VARCHAR2				
7		4	2	4	10	2	12	5	2	10	10	18	3	22	3	22	22	3				
8		Year of forecast	Month of forecast	Company code	Enterprise code	Intra Group sales code	Intra zone Flag	Sales Group code	Local Distribution Channel	Unique Ship to code	Unique Customer system source(RCS, APO,	Material code	Unit Quantity code	BUDGET Forecast quantity	Currency code	BUDGET forecast sales	BUDGET Forecast CM	Invoicing reporting currency				
9		0																				
10		0																				

BFR data\* is upload by QuikLoad(TMP\_GL\_FORECAST\_BFR), the format as below:

Nom_Table		TMP_GL_FORECAST_BFR																				
L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB						
1	FR	TMP_GL_F	Copie en Masse														Date ij/mm/aaaa	Date mm/jj/aaaa	Accueil - Saisie	Contrôler	Envoyer	Trier la colonne
2	UK	BUSINESS FORECAST REVIEW*																				
3		C_ANNEE	C_MOIS	C_SOC	C_ENT_LOC	C_TYP_MVT	C_PART_M AG3_RSB	C_GRP_VE ND	C_CD_LOC	C_CLI_UNI QUE	C_APPLI_GBR _CLI	C_ARTICLE	C_UF	N_QTE_FCS T_CR	C_DEV	N_CA_FCS T_CR	N_CM_FCS T_CR					
4	ES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
5		1	1	1	1	0	0	1	1	1	0	1	0	0	1	0	0					
6	BR	VARCHAR	VARCHAR	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR	VARCHAR	VARCHAR2	VARCHAR	VARCHAR2	VARCHAR	VARCHAR	NUMBER	VARCHAR	NUMBER	NUMBER					
7		4	2	4	10	2	12	5	2	10	10	18	3	22	3	22	22					
8		Year of Forecast	Month of forecast	Company code	Enterprise code	Intra Group sales code	Intra Zone flag	Sales Group	Local Distribution Channel	Unique Ship to code	Unique Customer system source	Material Code	Unit Quantity code	BFR Quantity	Currency code	BRF Sales	BFR Contributi on Margin					
9		0																				
10		0																				
11		0																				

Road Map is upload by Quikload(TMP\_GL\_FORECAST\_RM)

Nom_Table		TMP_GL_FORECAST_RM																				
L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA							
1	FR	TMP_GL_FORECAST_RM	Copie en Masse														dd/mm/yyyy	mm/dd/yyyy	Accueil - Saisie	Contrôler	Envoyer	Trier la colonne
2	UK	Forecast On Road Map*																				
3		C_VERSION	C_ANNEE	C_ENT_LOC	C_SOC	C_GRP_VEND	C_CD_LOC	C_CLI_UNIQU E	C_APPLI_GBR _CLI	C_COMMENT	C_PRD	C_INNOVA	C_PROSP	C_NEW_BUSI N	C_UF	C_DEV						
4	ES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
5		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
6	BR	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2	VARCHAR2						
7		3	4	10	4	5	2	10	10	40	18	20	1	1	3	3						
8		Version of Forecast	Year of forecast	Enterprise code	Company Code	Sales Group	Distribution Channel	Ship to Code	Customer System Source	Comments	Product Code	Forecast Innovation	Forecast Prospect (Y/N)	New Business (Y/N)	Unit Quantity Code	Currency code						
9		0																				

SMART data\* is come from SMART system, data flat file will have following format:

C_CLI_UNIQUE	C_ARTICLE	C_ANNEE	C_MOIS	N_QTE_FCST_SMART	C_UF	N_PRIX_FCST_SMART	C_DEV	D_CHANGE_SMART	C_ENT_LOC
Unique Ship to code	Material	Year	Month	Qty of Smart	UOM	Price	Currency	Change date	Enterprise code

D_EXTRACT_SMART	C_FORECAST	C_USER	C_IECRA_LOC	C_CD_LOC	F_CREA	F_SUPP	C_CD	C_GRP_VEND
		User ID	IECRA Code	DC code				Sales Group

Note: no company code in the SMART-SAFIR interface.

APO data\* is come from APO system, data flat file will have following main format:

C_ANNEE_MOIS	C_UF	C_CD	C_ENT	C_USINE	C_ARTICLE	C_CLI_UNIQUE	C_SA	C_GRP_VEND	C_OC	C_PART_ZI
Year Month	UOM	DC code	Enterprise code	dispatch Plant code	Material code	Unique Ship to code	Division	Sales Group	Sales Org	Customer service office

N_QTE_FCST_SALES	N_QTE_FCST_STAT	N_QTE_FCST_SPRING	N_QTE_FCST_DP	N_QTE_FCST_DPC
Sales QTY	Statistical Qty	Budget Qty	DP Qty	DPC Qty

## EXCHANGE RATE

BFC will send 2 exchange rate to SAFIR which will save in table TTX\_CARAT, For Prompt Currency objects

- 1, Budget exchange rate
- 2, BFR exchange rate, It also user for Smart, Road Map

## SAFIR EXPLOITATION

When the user upload the Budget, BFR data via QuikLoad, data file will be saved into BOXI server immediately, and wait for next SAFIR exploitation. When APO generated the SAFIR data, system will send a message to BOXI, BOXI will start the SAFIR Exploitation. BOXI will go to APO and SMART get the data file, and upload Budget, BFR, SMART & APO data into SAFIR. Usual SAFIR Exploitation start around 10:00AM SG time.

Check Error in REC table

Core report BUDGET & BFR CONTROL CWWSAFIR\_001 in folder "10 – Data administration" or RUL [http://pilotcwebpp.priv.rhodia.com/exploit/errors\\_pe.htm](http://pilotcwebpp.priv.rhodia.com/exploit/errors_pe.htm)

### Data in SAFIR

#### Budget and BFR,

Usually BU will have a report to extract the previous year sales data, download into excel, fill in the forecast data and upload it into SAFIR.

QL format is flexible for finance controlling:

They can enter the all detail on combination of Unique Ship to \* Material

Like Novecare, one zone select one company, and they upload the detail of Ship to And Material.

They can only focus on the sales of company.

Like EP, there are only 96 records in 2013, for one company they only choose one ship to code and material code to upload the data



GL\_FORECAST\_SPRING(2013)

C_ENT	COUNT(*)
ENTRP00002	669
ENTRP00108	3390
ENTRP00003	4080
ENTRP00030	96
ENTRP00020	37211
ENTRP00162	518
ENTRP00163	36

GL\_FORECAST\_CR(2013)

C_ENT	COUNT(*)
ENTRP00020	34757

□

**SMART**, Not every Enterprise and every Zone use the Forecast function in SMART, if you compare the Forecast Sales in SMART and Budget, you have a huge discrepancy.

GL\_FORECAST\_SMART(2013)

C_ENT	COUNT(*)
ENTRP00167	84
ENTRP00030	22860
ENTRP00108	11697
ENTRP00020	5244
ENTRP00162	756

APO,

Most of Enterprises are maintaining the forecast with APO:

GL\_FORECAST\_APO(2013)

C_ENT	COUNT(*)
ENTRP00002	33480
ENTRP00061	4080
ENTRP00030	117708
ENTRP00108	44640
ENTRP00003	14280
ENTRP00156	10224
ENTRP00020	248712
ENTRP00031	25380

# BI4 CORE REPORTS

In Enterprise BOXI Core Report In QV

## NOVE CARE ORDER BOOK - NORTH&CENTRAL AMERICA - BU

Last refresh 1/11/13

Month 01	01/2012		01/2013 Total		2013 vs 2012		Spring		Cash Review		Total vs Cash Review	
	QTY (M.LB)	SALES (M.USD)	QTY (M.LB)	SALES (M.USD)	QTY %	SALES %	QTY (M.LB)	SALES (M.USD)	QTY (M.LB)	SALES (M.USD)	QTY (M.LB)	SALES (M.USD)
BU HOME & PERSONAL CARE	22.5	23.1	18.0	17.3	-20 %	-25 %	25.2	25.0	27.2	25.8	-9.2	-8.5
BU AGRO	6.2	7.3	6.7	8.5	8 %	16 %	7.0	9.8	7.3	10.1	-0.6	-1.7
BU OIL & GAS	6.6	18.9	5.5	13.3	-17 %	-30 %	8.8	29.1	9.4	31.9	-3.9	-18.6
BU COATING	6.7	8.8	5.9	8.1	-13 %	-8 %	7.3	10.0	7.4	10.2	-1.6	-2.1
BU INDUSTRIAL	4.4	8.3	3.1	5.6	-28 %	-33 %	6.3	8.7	6.4	9.1	-3.2	-3.5
BU PHOSPHORUS	4.8	4.7	3.9	3.2	-20 %	-32 %	5.3	5.7	5.3	5.8	-1.5	-2.6
<b>TOTAL</b>	<b>51.3</b>	<b>71.0</b>	<b>43.1</b>	<b>55.9</b>	<b>-16 %</b>	<b>-21 %</b>	<b>59.7</b>	<b>88.3</b>	<b>63.0</b>	<b>93.0</b>	<b>-19.9</b>	<b>-37.1</b>

Month 01/2013	Total		Invoiced		Shipped not billed		Open-Orders confirmed		Extrapolation (non RCS)		Open-Orders unconfirmed	
	QTY (M.LB)	SALES (M.USD)	QTY (M.LB)	SALES (M.USD)	QTY (M.LB)	SALES (M.USD)	QTY (M.LB)	SALES (M.USD)	QTY (M.LB)	SALES (M.USD)	QTY (M.LB)	SALES (M.USD)
BU HOME & PERSONAL CARE	18.0	17.3	7.3	7.4	0.5	0.6	10.2	9.3			0.9	1.3
BU AGRO	6.7	8.5	1.7	2.3	0.0	0.0	5.1	6.2			0.4	0.9
BU OIL & GAS	5.5	13.3	2.1	4.3	0.1	0.1	3.3	8.8			1.6	4.8
BU COATING	5.9	8.1	2.3	3.6	0.4	0.2	3.2	4.3			0.2	0.4
BU INDUSTRIAL	3.1	5.6	1.2	1.9	0.0	0.1	1.9	3.6			0.5	1.0
BU PHOSPHORUS	3.9	3.2	1.2	1.1	0.0	0.0	2.6	2.1			0.4	0.4
<b>TOTAL</b>	<b>43.1</b>	<b>55.9</b>	<b>15.8</b>	<b>20.6</b>	<b>1.0</b>	<b>1.0</b>	<b>26.3</b>	<b>34.3</b>			<b>4.0</b>	<b>8.8</b>