

Functional Documentation - Budget Review

1.0 Overview

Business Context and Application Overview

To support monthly demand review and forecast follow-up compared to objectives (BFR6 / Budget) based on financial data. This report provides daily updates of forecast data, including Budget/BFR6 among different key figures : volume, value, unit price, contribution margin, gross margin (if available in Dynasys). The reference currency is €. Actual data are available such as Order Book and Invoiced history

Gross History and Invoiced History Net Sales are updated once a month (6th), whereas other forecast figures are updated 4 times a day (around 7am, 2pm, 6pm, 11pm)

If you want to be informed alerted by email when the BW load is fully done you can ask to be added to the distribution list (Service One => catalogue>Data services>Reporting and Dashboarding>Reporting Tools>Change distribution lists for BW update message)

Application User Profile

Describe the key User profiles that exist for the application.

General role/Viewer role:

Approver role:

Target Users:

As examples: Controllers / Accountants

VERSION	DATE	MODIFIED BY	DESCRIPTION
0.01	dd.mm.yyyy	Karen Oppong	Initial draft

Application Type

Data Product Type

- Dashboard
- Report
- Advanced analytics
- AI
- Others <specify which one>

Technologies

- BW
- Tableau
- QlikSense
- Talend
- Dataiku
- Others <specify which one>

Data Sources

Note: list of all applications and various environment

- SAP PF1 (Production environment)
- SAP WP1
- SAP PI1
- BW (versions)
- iCare CRM
- CORE CRM
- Others <specify the name of the source>

2.0 Business Process

Capture the business process that the application supports . This can be describe through a process diagram or a business capability model

xxxxxxx

3.0 Application Feature Overview

BW - DP - Demand Review (Core query) report is replaced by BW - DP - Budget Review (Core query). BW - DP - Demand Review (Core query) is not maintained anymore and will be decommissioned by **02.2023**. A procedure to migrate existing workbooks from Demand Review to Budget Review (Core query) is being writing.

Reports	Definition	Prompts	BW Workbook Query	Query Technical Name
BW - DP - Budget Review (Core Query)	This report provides daily updates of forecast data. It involves assessing whether the forecasted demand and supply chain activities are consistent with the financial resources allocated in the budget.		BW - DP - Budget Review (Core Query)	BW_QRY_MVDYN11_0001
BW - DP - Budget Review AROMA	Workbook is based on query BW - DP - Budget Review (Core query) /BW_QRY_MVDYN11_0001.		BW - DP - Budget Review AROMA	BW_WBK_DPS_0001
BW - DP - Budget Review SA&D (Workbook)	xxxx		BW - DP - Budget Review SA&D	BW_WBK_DPS_0002

4.0 Functional Specification

4.1 BW - DP - Budget Review (Core Query) General Data

This section approaches the concepts/definitions used in all the reports and required to understand the data from the reports.

4.1.1 Key Figures

Name	Description
Gross History	Gross History (Reference used for statistical forecast) Issued from Monthly snapshot (6th of each month)
Invoiced History Net Sales	
Invoiced Hist. & Order Book to be Invoiced	
Shipped Hist. & Open Order Book [ETA]	
Shipped Hist. & Open Order Book (ETD)	
Order Book (ETA)	
Order Book (ETD)	
OB Price CURR/UNIT	Order Book Price per Prompted Currency/Prompted Unit
[-] OB Price CURR/KG	Order Book Price per Prompted Currency/KG
Order Book (ETD) KG	
Invoiced Hist. & Order Book to be Invoiced Net Sales	Order Book Net Sales = Order Book (ETD) x Order Book Price
Open Order Book (ETA)	
Open Order Book (ETD)	
Statistical Forecast	Statistical Forecast
Stat. Forecast (ETD)	
Customer Forecast	Customer Forecast
CSR Forecast	CSR Forecast
CSR Forecast (ETD)	
Upside Forecast	Export parameter in KG for Upside Forecast
Sales Team Forecast	Forecast registered by the Sales Manager (ETA)
Sales Team Forecast (ETD)	Sales Team Forecast estimated in ETD (based on estimated transit time in month - Offset)

[-] Sales Team Price LC/KG	Sales Team Price (LC/KG) Price extracted from DynaSys at DFU/Month level. To be displayed at same level in BW to get the correct price (otherwise it corresponds to the sum of prices for each line aggregated)
Sales Team Net Sales	
Sales Team Price CURR/UNIT	Sales Team Price (CURR/UNIT)
[-] Sales Team Price CURR/KG	Sales Team Price (CURR/KG)
Sales Team Forecast ETD in KG	
Sales Team Forecast Net Sales	Sales Team Net Sales
Sales Team Contribution Margin	Estimated Contribution margin based on Final Sales Team forecast (ETD) Final Sales Team (ETD) x Estimated Unit Contribution Margin
Demand Review	Demand Review (ETA)
Demand Review (ETD)	Demand Review estimated in ETD (based on estimated transit time in month - Offset)
Demand Review Price CURR /UNIT	
[-] Demand Review Price CURR /KG	
Demand Review (ETD) in KG	
Demand Review Net Sales	
Demand Review Contribution Margin	Demand Review Contribution Margin
Final STF (ETA)	
Final STF (ETD)	
Final Sales Team Forecast Net Sales	
Sales Team Forecast M-1	
Sales Team Forecast M-2	
Final Forecast	Final Forecast = Last validated forecast (ETA)
Final Forecast (ETD)	Final Forecast estimated in ETD (based on estimated transit time in month - Offset)
Final Forecast M-1	
Final Forecast M-2	
[-] Final Sales Price LC/KG	Final Forecast Price LC/KG
Final Sales Price CURR/UNIT	Final Forecast Price CURR/UNIT
[-] Final Sales Price CURR/KG	Final Forecast Price CURR/KG
Final Forecast Net Sales	Final Forecast Net Sales
Final Forecast Net Sales (LC)	Final Forecast Net Sales (LC)
[-] Final Forecast NetBack Price CURR/UNIT	Final Forecast NetBack Price CURR/UNIT
Final Forecast NetBack Sales CURR/UNIT	
Final Forecast NetBack Sales(\$)	Final Forecast NetBack Sales \$
Final Forecast Contribution Margin	Estimated Contribution margin based on Final forecast (= Last validated forecast (ETD)) Final Forecast (ETD) x Estimated Unit Contribution Margin
Constrained Forecast	Constrained Forecast
Constrained Forecast Net Sales	Constrained Demand Net Sales

Constrained Forecast NetBack Sales(\$)	To be renamed Constrained Demand NetBack Sales (USD)
Constrained Forecast Contribution Margin	Constrained Demand Contribution Margin
Budget	Budget reference in quantity
Budget Price CURR/UNIT	Budget Price CURR/UNIT
[-] Budget Price CURR/KG	Budget Price CURR/KG
Budget qty in KG	
Budget Price \$/UNIT	Budget Price \$/UNIT
Budget Price \$/KG	Budget Price \$/KG
Budget Net Sales	Budget Net Sales
Budget Net Sales(\$)	Budget Net Sales (\$)
Budget Net Sales LC	
[-] Budget NetBack Price CURR /UNIT	Budget NetBack Price CURR/UNIT
Budget NetBack Sales	
Budget NetBack Sales(\$)	Budget NetBack Sales (\$)
Budget Contribution Margin	Budget Contribution Margin
Budget Contribution Margin(\$)	Budget Contribution Margin (\$)
BFR3	BFR3 reference in quantity
BFR6	BFR6 reference in quantity
BFR6 Price CURR/UNIT	BFR6 Price CURR/UNIT
[-] BFR6 Price CURR/KG	BFR6 Price CURR/KG
BFR6 qty in KG	
BFR6 Price \$/UNIT	BFR6 Price \$/UNIT
BFR6 Price \$/KG	BFR6 Price \$/KG
BFR6 Net Sales	BFR6 Net Sales
BFR06 Net sales LC	
BFR6 Net Sales(\$)	BFR6 Net Sales (\$)
[-] BFR6 NetBack Price CURR /UNIT	BFR6 NetBack Price CURR/UNIT
BFR6 NetBack Sales	
BFR6 NetBack Sales(\$)	BFR6 NetBack Sales (\$)
BFR6 Contribution Margin	BFR6 Contribution Margin
BFR6 Contribution Margin(\$)	BFR6 Contribution Margin (\$)
BFR9	BFR9 reference in quantity
Estimated Actuals (Qty)	Estimated Actuals = Reference for the GBU
Estimated Actuals (Amount)	
Estimated Actuals (Amount \$)	Estimated Actuals (Amount \$)
Delta Forecast	
Delta Forecast (Amount)	Delta Forecast
Delta Forecast (Amount \$)	Delta Forecast (Amount)

Upside Forecast (Amount)	Upside Forecast (Amount)
Upside Forecast (Amount \$)	Upside Forecast (Amount)
Delta EA	Delta EA
Delta EA (Amount)	Delta EA (Amount)
Delta EA (Amount \$)	Delta EA (Amount \$)
Sales Team Forecast vs Budget Volume	Sales Team Forecast vs Budget Volume
Sales Team Forecast vs Budget Net Sales	Sales Team Forecast vs Budget Net Sales
Sales Team Forecast vs Budget Contribution Margin	Sales Team Forecast vs Budget Contribution Margin
Final Forecast vs Budget Volume	Gap between Final Forecast (ETD) and Budget
Final Forecast vs Budget Net Sales	Final Forecast vs Budget Net Sales
Final Forecast vs Budget Contribution Margin	Final Forecast vs Budget Contribution Margin
Final Forecast vs Sales Team Forecast Volume	Gap between Final forecast (ETD) and Sales Team Forecast (ETD)
Final Forecast vs Sales Team Forecast Net Sales	Final Forecast vs Sales Team Forecast Net Sales
Final Forecast vs Sales Team Forecast Contribution Margin	Gap between Final forecast Contribution Margin and Sales Team Forecast Contribution Margin
WIP Budget Net Sales	
WIP Budget Net Sales (\$)	
WIP Budget	
Sales Team Forecast (REV)	Invoiced History and Final Sales Team Forecast in Invoicing Date <i>implemented mid-July 2023 (WO%285066)</i>
Final Forecast (REV)	Invoiced History and Final forecast in Invoicing Date <i>implemented mid-July 2023 (WO%285066)</i>

4.1.2. Currency Conversion

Exchange rates are a critical factor in demand planning and supply chain management for businesses with international operations or global supply chains. Effective management of exchange rate risks and considerations related to currency fluctuations are essential for maintaining profitability and competitiveness in global markets.

- Exchange Rate Type :
- Currency :
- Time Reference :

4.1.3. How To Convert Currency

How to reload historical TCURR:

To reload the historical value in TCURR table, it's necessary to use program ZBW_LOAD_EXCHANGE_RATES_CAR with option "Hist exchange rate server File". This option will get REEL rate from PREV_SIMUL_REEL_histo.txt to replace table TCURR on CAR1 - CAR6 basing on the period selection.

Integration of CARAT exchange rates

Choose the type fo file
 Exchange rate local file
 Exchange rate server File
 Hist exchange rate server File

Histo Exchange Rate File name
 TCURR Delete (X = Yes)

First Recurring Period

Be careful, the date in "first recurring period" in case of historical reload, it's the "until" date, not the "from" date.

Here, the exchange rate before 01.2020 will be reloaded, not after.

⚠ Flag TCURR Delete, if mark it = X, it will deleted all the TCURR of CAR1 - CAR6 that time < "First Recurring Period". We use this option only when we are sure that the history file from BFC can replace all CARs type.

The impact will be on the currency that is not in the file will be deleted in TCURR table.

How to create a backup (TCURF and CAR* currencies only)

1. Go to transaction SE38
2. Execute program ZBW_CURRENCY_BACKUP
3. Select the requested option

Unit Conversion

Unit conversion is necessary to ensure that the information is consistent and that different units of measurement can be effectively used for forecasting, inventory management, and other supply chain activities. Accurate unit conversion is particularly important for international businesses that operate in regions with varying measurement systems and regulatory requirements. The full explanation on how the quantity conversion works is explained below:

Standard Conversion (Based on material master data)

For the standard conversion, usually there will be a prompt with a variable selection that will allow you to select the Unit you want. BW will then try to convert the base quantity to this unit. In most cases the report will display a column with the base unit and another with the converted unit.

The conversion will be done material by material but **if the conversion cannot be done BW will display a warning message "No quantity conversion possible" and the "converted quantity" column will show the quantity in base unit instead of target unit.**

We can distinguish 2 cases based on if the base and target unit are in the same dimension or different dimension.

A Dimension is a grouping of units of measure for which the conversion rate is fixed internationally.

Length = centimeter (cm), inch (in), foot (ft), meter (m), kilometer (km)
 Mass = gram (g), kilogram (kg), Ton (TO), Us Ton (TON)

Conversion between 2 units from the same dimension

If the conversion it between 2 units from the same dimension BW will convert using the international rate without issue. Example :

1000 KG = 1 TO

Conversion between 2 units from the different dimensions

If the conversion is between 2 units from a different dimension then there is no international rate, so BW will try to look for the conversion information in the material master data in RCS. Example :

- KG to L
PC to KG

The conversion will work only if the target unit was set as an alternative unit of measure in the RCS material master data. Example :

Material Base Unit = KG
Alternative Unit h1.L with 1 L 1.2 KG
Conversion from KG to L will work.

Important Note : The conversion with an alternative unit of measurement will only work if converting directly between the base unit and alternative unit. It will not work if you try to convert to another unit from the same dimension.Example :

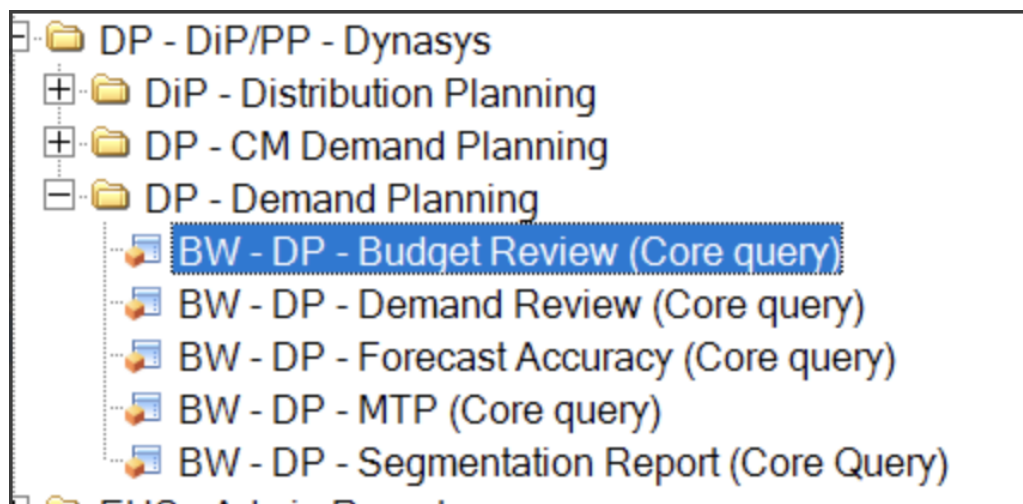
Material Base Unit = L
Alternative Unit h1.KG with 1 KG 0.8 L
Conversion from L to TO will NOT work.

Standard conversion summary

Context	Source Unit	Target Unit	Result	Explanation
Base Unit = KG	KG	TO	OK	Both units in same dimension
Base Unit = KG	KG	PC	NO !	Units not in the same dimension
Base Unit = PC Alternative Unit KG = 2 PC	PC	KG	OK	Material master data provides conversion rate
Base Unit = PC Alternative Unit KG = 2 PC	PC	TO	NO !	Only direct from base to alternative unit works

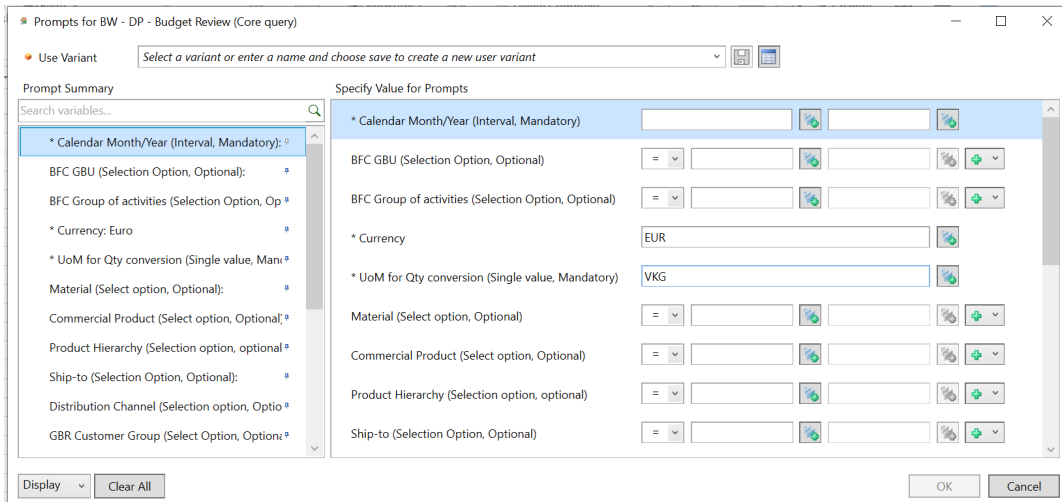
4.1.4. Access to the query

Go to BW Analysis > WBP > Role DP - DiP/PP - DynaSys > DP- Demand Planning



4.1.5. Variables and selection screen

1. Calendar Year/Month is mandatory (MM.YYYY) as well as currency and UoM for Qty conversion
2. Currency is by default "EUR" ; UoM is by default "VKG"
3. Other prompts are optional



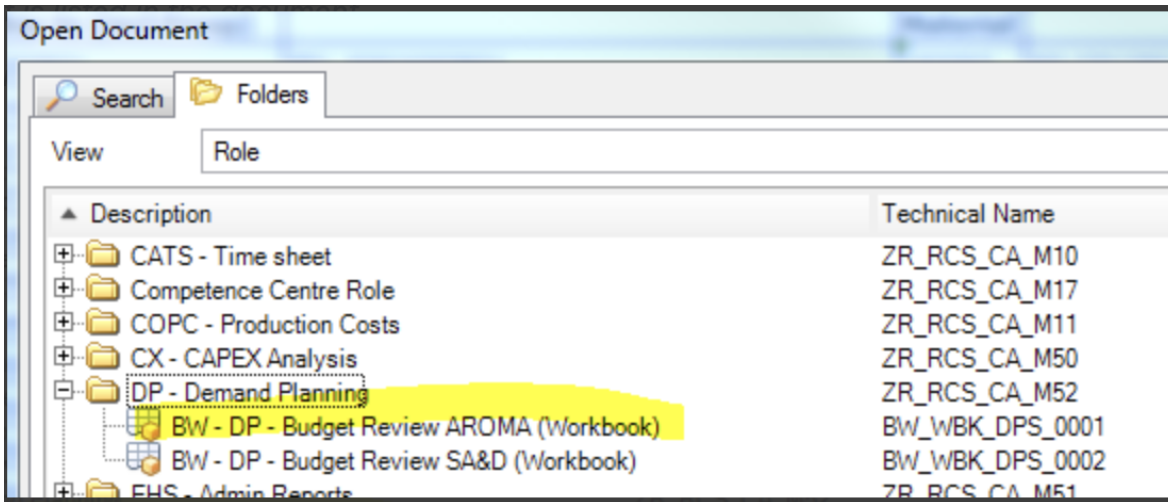
4.2. BW - DP - Budget Review AROMA General Data

Workbook is based on query *BW - DP - Budget Review (Core query) /BW_QRY_MVDYN11_0001*.

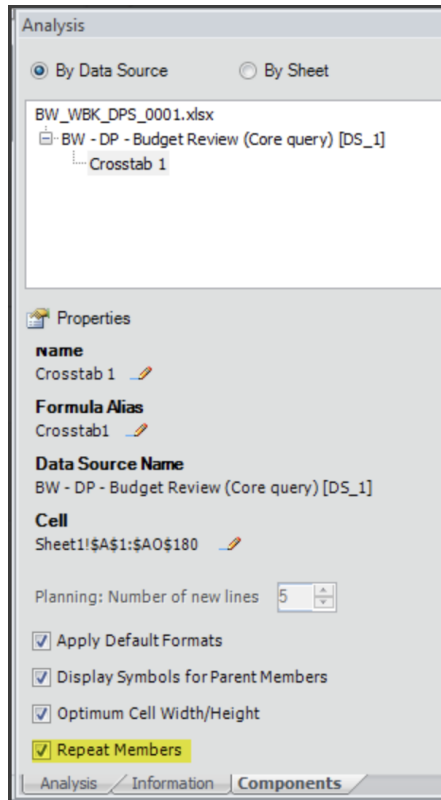
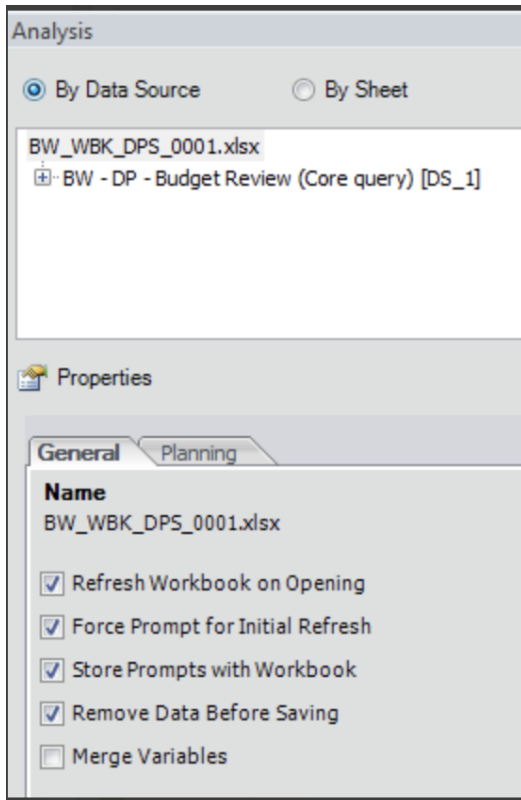
The layout is specific to AROMA (GBU PA) requirements.

Only default layout is listed in the document.

For free characteristics, KPI/Formula definitions, please refer to documentation on the core query.



4.2.1. General Parameters



4.2.2. Key Figures

All Key figures are displayed with 0 decimal.

Currency Conversion

Exchange Rate Type : CAR4

Currency : Variable, in selection screen

Time Reference : start of month, based on 0CALMONTH

Unit Conversion

Unit : Variable VBASE_UOM_05 in selection screen

Unit determination : T006, then reference object C_MATNR2

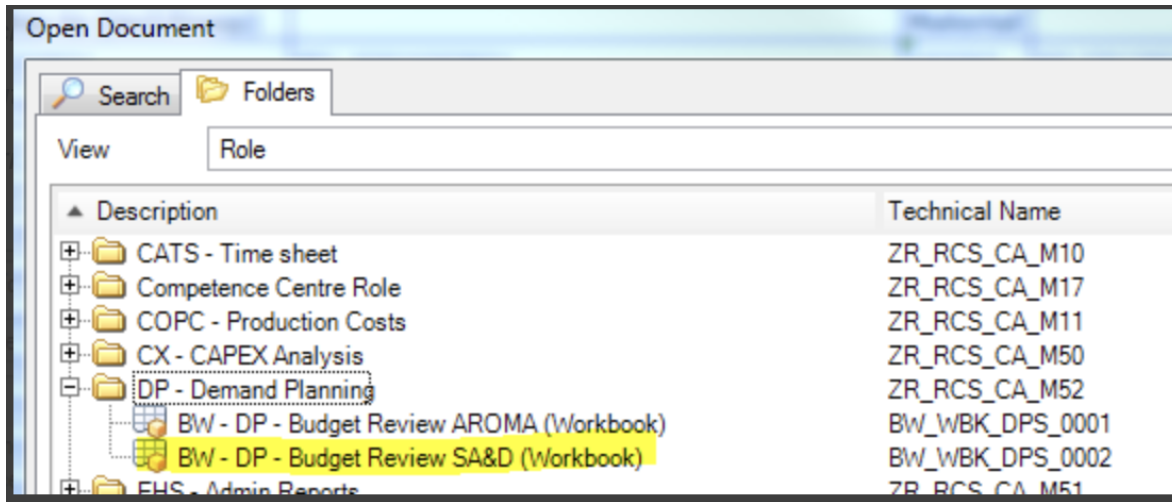
4.3. BW - DP - Budget Review SA&D General Data

Workbook is based on query *BW - DP - Budget Review (Core query) /BW_QRY_MVDYN11_0001*.

The layout is specific to SA&D (GBU SD) requirements.

Only default layout is listed in the document.

For free characteristics, KPI/Formula definitions, please refer to documentation on the core query.



4.4 Process Detail

4.4.1. Report/Process Definition

Description	<i>BW - DP - Budget Review (Core Query)</i>
Technical Name	BW_QRY_MVDYN11_0001
Application	<i>DP - Demand Planning</i>
Info-provider	<i>MultiProvider MVDYN11</i>
Usage type	<i>Direct execution via Analysis</i>
Expected users	

This section represents the process with detail information for the application. Can include specific or special cases, complex logics , calculations, flows, among others.

4.2.2. Data

5.0 Non-functional Descriptions

Please populate the relevant section and delete those that are not applicable.

5. Availability

Availability is the degree to which the solution is operable and accessible when required. It is a measure of time during which the system is fully operational e.g., available for use and sometimes included as a Service Level Agreement (SLA) considering its criticality to the business, e.g., the system shall be at least 99% available on weekdays between 09:00 to 18:30 Central European Time (CET).

5.1 Refresh of the Data

Demand Planning - Demand & Budget review volumes

 <p>DynaSys DP Export time</p>	 <p>BW Reports Refresh Time</p>	 <p>Customer 360</p>	 <p>Tableau Global Supply Chain Dashboard</p>
6:00 -> 6:45 am CET on Weekdays	7:00 -> 7:45 am CET on Weekdays	Two runs: (still ???) 1st run: from 5am to 7 am on Weekdays 2nd run: from 3pm to 5 pm on Weekdays	??
13:00 -> 13:45 pm CET on Weekdays	14:00 -> 14:45 pm CET on Weekdays		
17:00 -> 17:45 pm CET on Weekdays	18:00 -> 18:45 pm CET on Weekdays		
22:00 -> 22:45 pm CET on Weekdays	23:00 -> 23:45 pm CET on Weekdays		

Demand Planning - Forecast Accuracy

 <p>DynaSys DP Export time</p>	 <p>BW Reports Refresh Time</p>	 <p>Tableau E2E Dashboard Tableau Global Supply Chain Dashboard</p>	
03:00 to 05:00 am on Weekdays			