

# Customer > Leadtime

## General Description

Organization should always strive to cut **order lead time** to minimum. Shorter order lead time will increase customer satisfaction and on other dimension it increases organization ability and flexibility to handle dynamic order scenarios.

KPI:

4 Order Leadtime:

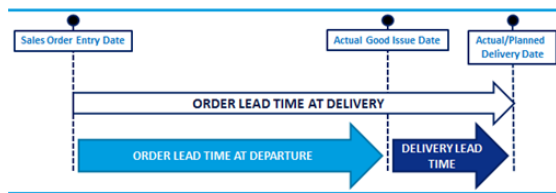
At Departure Requested & At Departure Achieved

At Destination Requested & At Destination Achieved

Granularity:

Order Lines

Order Lead Time	Definition
At Departure	Good issue date – Sales entry date
At Destination	Delivery date – Sales entry date



Perimeter:

Included in calculation	Excluded from calculation
<ul style="list-style-type: none"> <li>Outbound deliveries to Customers. This includes :                             <ul style="list-style-type: none"> <li>Deliveries to final customer</li> <li>Customer Pick-up</li> <li>Deliveries to warehouses / storages as long as the inventory belongs to the customer</li> </ul> </li> <li>Inter-GBU flows</li> <li>Swap</li> <li>Intra-GBU flows</li> </ul>	<ul style="list-style-type: none"> <li>Advanced Storage                             <ul style="list-style-type: none"> <li>Samples</li> <li>Return flows</li> <li>Toll</li> <li>Pipe delivery</li> </ul> </li> </ul>



## 4 Lead Time

Lead Time At Departure Requested: The Lead-time is the difference, in days, between the customer PO Date, and the requested material availability date.

Lead Time At Departure Achieved: The Lead-time is the difference, in days, between the customer PO Date, and the achieved GI date

Lead Time At Destination Requested: The Lead-time is the difference, in days, between the customer PO Date, and the requested delivery date.

Lead Time At Destination Achieved: The Lead-time is the difference, in days, between the customer PO Date, and the achieved delivery date

[More details](#)

## Technical Documentation

Source:

Global Sales - QVSCE\_BW\_QRY\_MVSDSO51\_0001

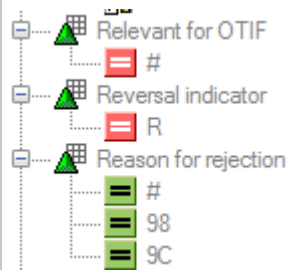
Update:

Daily

Order Types included:

KB - Kb Consian. Fill-Up  
KBCC - Kbcc Cc Consian.Sto.  
LP - Scheduling Agreement  
ORB - Br Standard Order  
RCM - Br Cta.&Ord. Sales  
SB - Sb Third-P.Dir Order  
TA - Standard Order  
TD - Td Standard Order  
TDIV - Tdiv Misc Op  
ZEXP - Br Export  
ZFAC - Br Standard Order  
ZOR - Immediate Delivery  
ZORB - Standard Order Br  
ZOUT - Other Outputs Br

Query filters applied:



Dimensions:

[Global Overview of Dimensions](#)

			Leadtime
Global Filters	Period	Month Year	Actual GI dt (month) [C_ACT_GI]
	Organization	GBU	BFC GBU [CPFCTR1_2]
		Group of Activity	BFC BU [CPFCTR2_2]
		Sub-Activity	BFC Activity 1 [0G_CWWE01_C_MAGNITU]
		Company	[C_COMPCODE] Company_code
	Plant	Zone	Plant Zone [C_GZONE]
		Country	Plant Country [0COUNTRY]
		Plant	IF Source System = PF1: [C_MATNR2] Material\Attributes\[C_MATGR1] Industrial origin IF Source System = WP1: [C_MATPNT2__C_PRPLANT] Production Plant
	Ship Destination	Zone	Ship-to Geo Zone [C_SHIPTID__C_GZONE]
		Country	Ship-to Country [C_SHIPTID__0COUNTRY]
		Corporate Group	Corporate group [C_SHIPTID__C_CORPGR]
		Ship Destination	Ship-to [C_SHIPTID]
	Product	Product Hierarchy	Prod.hierarchy [C_MATNR2__0PROD_HIER]
		Product	Comm. Prd / Material [C_MATNR2__C_PROD]
		Bulk/Packed	Transportation Group [C_MATNR2__C_BULPAC]
		Transport Mode	Transportation mode [C_SHIPCD2__C_TR_MODE]
Specific Filters	Intra-GBU	Intra-GBU Flag [C_ITM_GS__C_INGBUF2]	
	Sales /Replenishment	QV Mapping	
	Order Doc. Type	Order Document Type	
	Cause	Non OTIF Family [C_AUGRU__C_NOTIFGP]	
	Non-OTIF Reason	Non OTIF Reason [C_AUGRU]	