



BLUEPRINT

embark. explore. embrace.



Agenda

What are Projections

Keys to Proper Projections

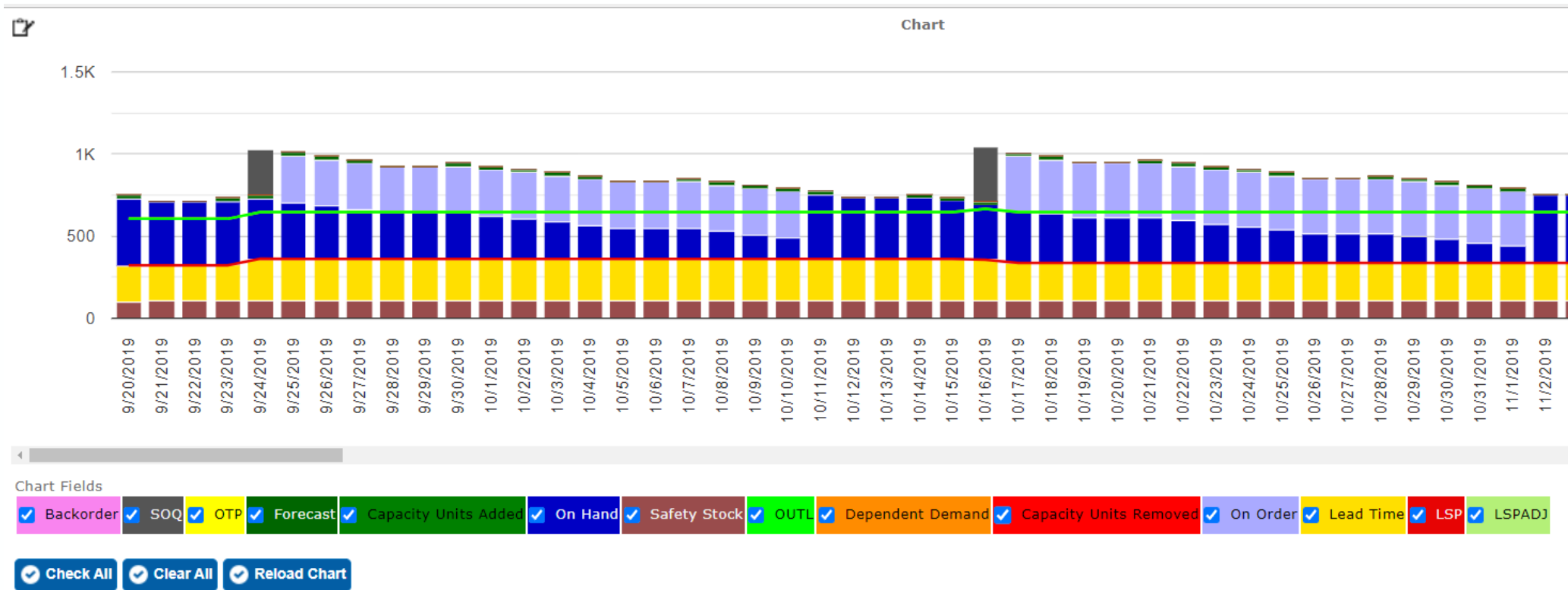
Understanding Projections

Calculating Projections

Projecting for Success

Projections

Order Item Detail



Projections

Projections Grid

On Hand	On Order	OUTL	Econom Order Cycle	OTP	Vendor Order Cycle	LSP	LSPADJ	SS	LT	SOQ	Backord	Receipt Quantity	Forecast	On Hold	On Reserve	Balance	Delay Days	Depend Demanc Units	Availab On Hand
404.66	0	605	0	604.789	0	321.575	0	101.297	220.277	0	0	0	20.6791	0	0	404.66	4		404.66
383.980	0	605	0	604.789	0	321.575	0	103.095	220.277	0	0	0	0	0	0	383.980	3		383.980
383.980	0	605	0	604.789	0	321.575	0	104.894	220.277	0	0	0	0	0	0	383.980	2		383.980
383.980	0	605	0	604.789	0	321.575	0	106.692	220.277	0	0	0	20.6791	0	0	383.980	1		383.980
363.301	0	646	0	646.147	0	362.933	0	108.490	254.443	283	0	0	20.6791	0	0	363.301	0		363.301
342.622	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	20.6791	0	0	625.622	21		342.622
321.943	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	20.6791	0	0	604.943	20		321.943
301.264	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	20.6791	0	0	584.264	19		301.264
280.585	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	0	0	0	563.585	18		280.585
280.585	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	0	0	0	563.585	17		280.585
280.585	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	20.6791	0	0	563.585	16		280.585
259.906	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	18.8809	0	0	542.906	15		259.906
241.025	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	18.8809	0	0	524.025	14		241.025
222.144	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	18.8809	0	0	505.144	13		222.144
203.263	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	18.8809	0	0	486.263	12		203.263
184.382	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	0	0	0	467.382	11		184.382
184.382	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	0	0	0	467.382	10		184.382
184.382	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	18.8809	0	0	467.382	9		184.382
165.501	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	18.8809	0	0	448.501	8		165.501
146.620	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	18.8809	0	0	429.620	7		146.620
127.739	283	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	18.8809	0	0	410.739	6		127.739
391.858	0	646	0	646.147	0	361.135	0	108.490	252.644	0	0	283	18.8809	0	0	391.858	5		391.858
372.977	0	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	0	0	0	372.977	4		372.977
372.977	0	646	0	646.147	0	361.135	0	108.490	252.644	0	0	0	0	0	0	372.977	3		372.977

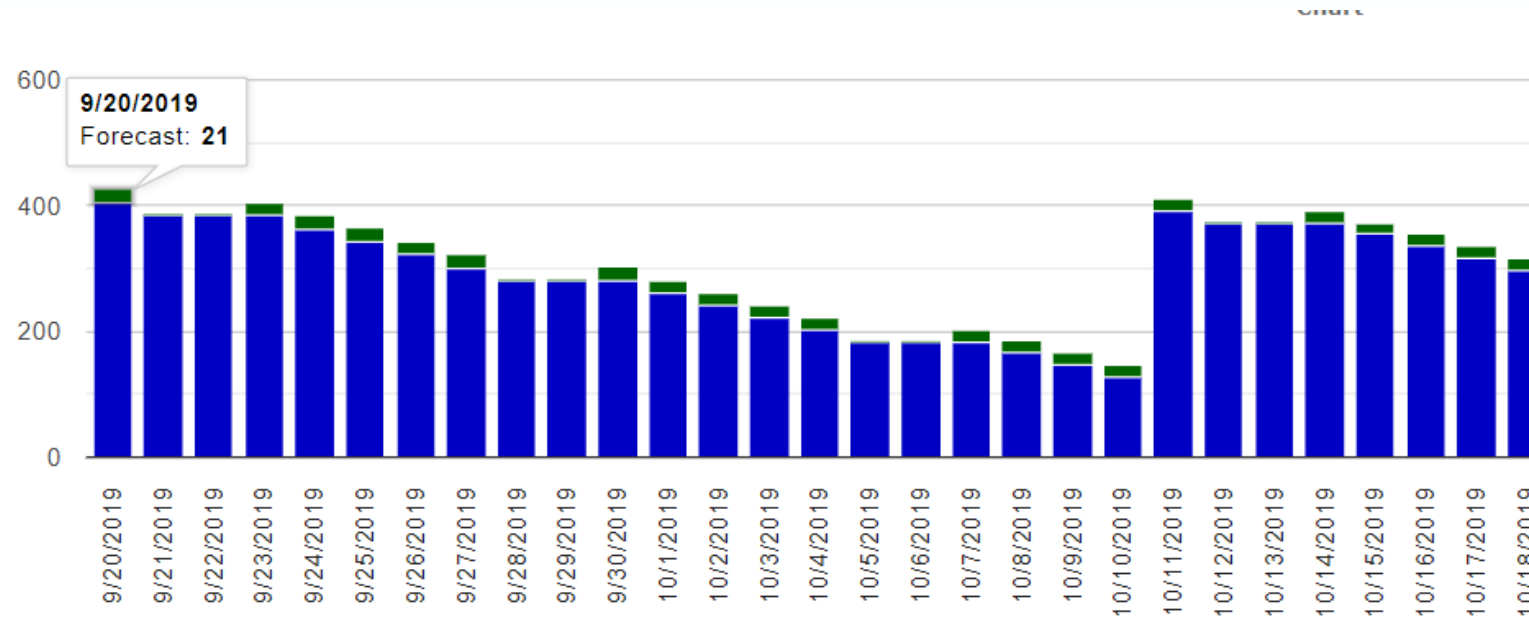
Projections

7 Essential Elements

1. Demand Forecast
2. Lead Time Forecasting
3. Order Cycle Optimization
4. Safety Stock & Service Level Management
5. Demand Planning & Replenishment
6. Special Orders
7. Order Constraints Validation

Projections

Demand Forecast



Item Details

434.26 Monthly Forecast
 None **Seasonal Monthly Forecast**
97.00 Service Level Goal
\$274.37 Selling Unit Cost
274.37 **Alternate Cost**
\$274.37 Effective Cost
0 Dependent Demand

Recent Demand History 13 +

157.90 Demand MTD

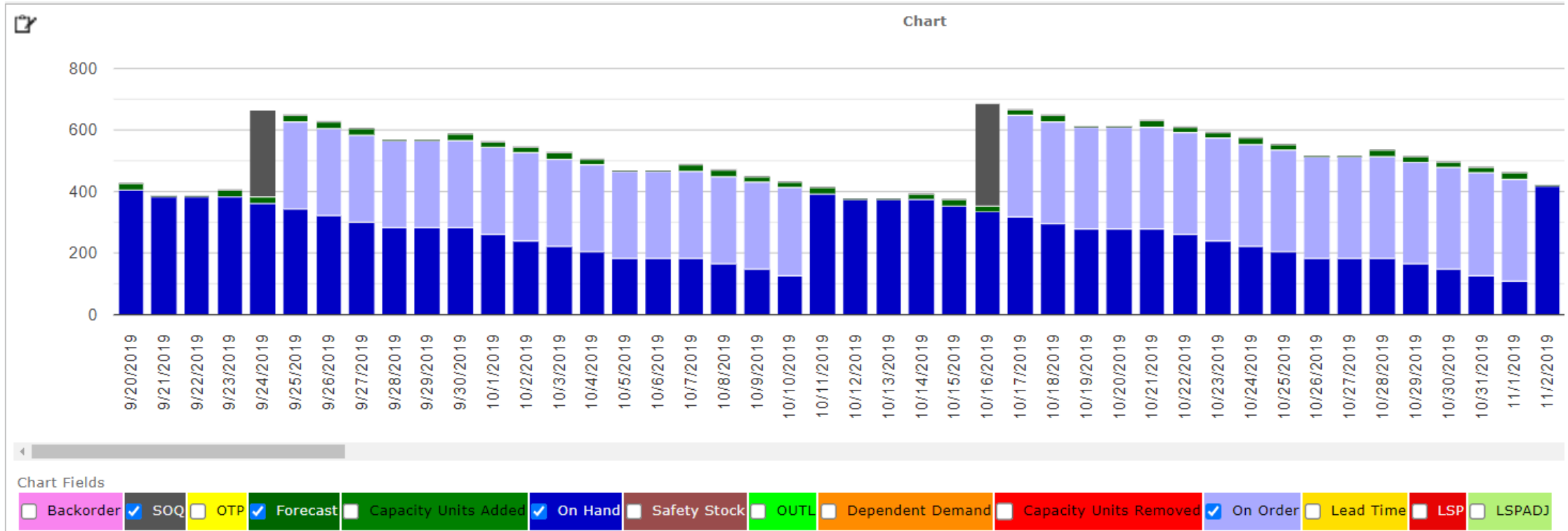
338.82 8/1/2019
347.73 7/1/2019
326.37 6/1/2019
489.17 5/1/2019

- Fields
- Backorder
 - SOQ
 - OTP
 - Forecast
 - Capacity Units Added
 - On Hand
 - Safety Stock
 - OUTL
 - Dependent Demand
 - Capac

Projections

Lead Time

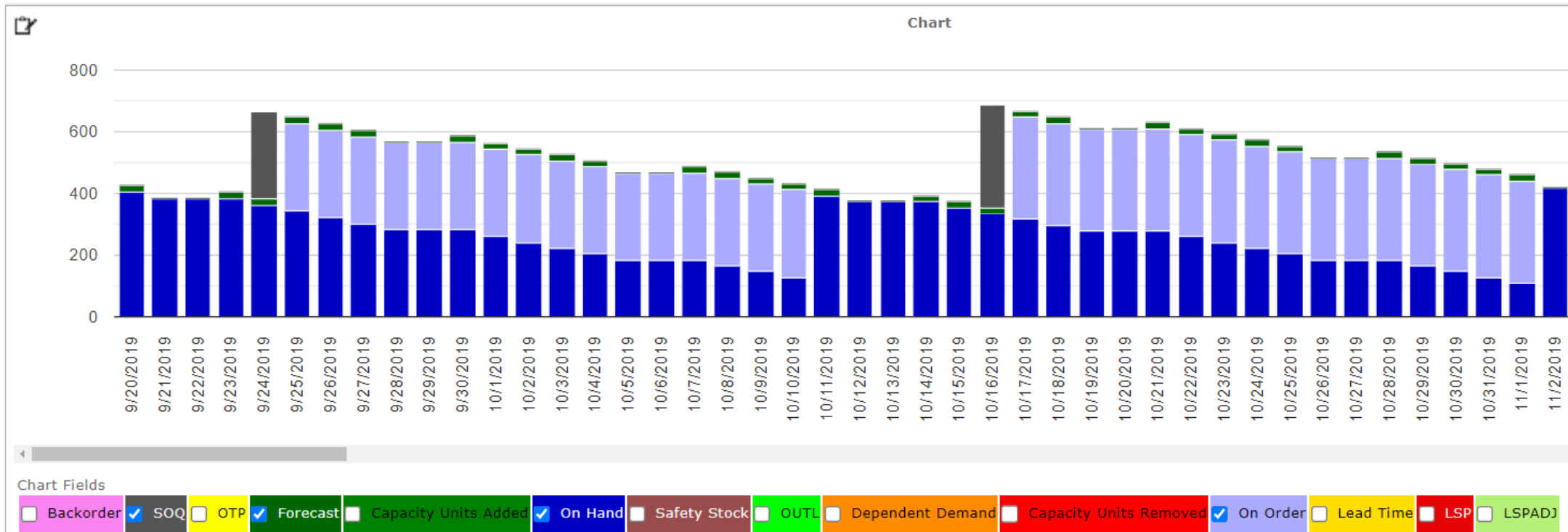
605	45	31	Order Up To Level
0	0	0	Shelf Life (0)
283	21	15	Effective Order Cycle (0)
605	45	31	Order Trigger Point
283	21	15	Supplier Order Cycle
322	24	16	Low Stock Point
220	17	11	Lead Time
101	7	5	Safety Stock



Projections

Order Cycle

605	45	31	Order Up To Level
0	0	0	Shelf Life (0)
283	21	15	Effective Order Cycle (0)
605	45	31	Order Trigger Point
283	21	15	Supplier Order Cycle
322	24	16	Low Stock Point
220	17	11	Lead Time
101	7	5	Safety Stock



Projections

Safety Stock

605	45	31	Order Up To Level
0	0	0	Shelf Life (0)
283	21	15	Effective Order Cycle (0)
605	45	31	Order Trigger Point
283	21	15	Supplier Order Cycle
322	24	16	Low Stock Point
220	17	11	Lead Time
101	7	5	Safety Stock



Chart

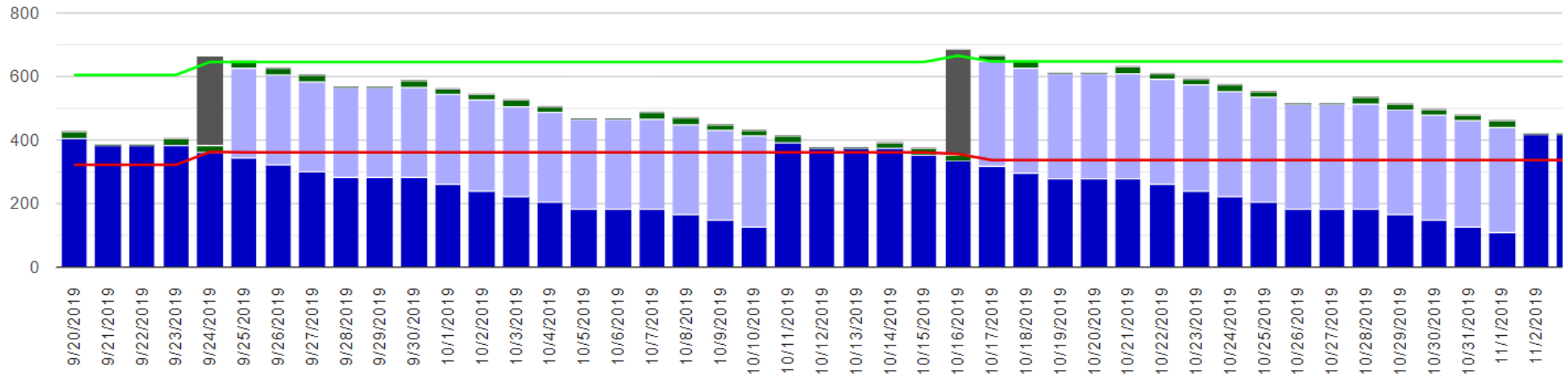


Chart Fields

- Backorder
- SOQ
- OTP
- Forecast
- Capacity Units Added
- On Hand
- Safety Stock
- OUTL
- Dependent Demand
- Capacity Units Removed
- On Order
- Lead Time
- LSP
- LSPADJ

Projections

Demand Planning & Replenishment

605	45	31	Order Up To Level
0	0	0	Shelf Life (0)
283	21	15	Effective Order Cycle (0)
605	45	31	Order Trigger Point
283	21	15	Supplier Order Cycle
322	24	16	Low Stock Point
220	17	11	Lead Time
101	7	5	Safety Stock



Chart

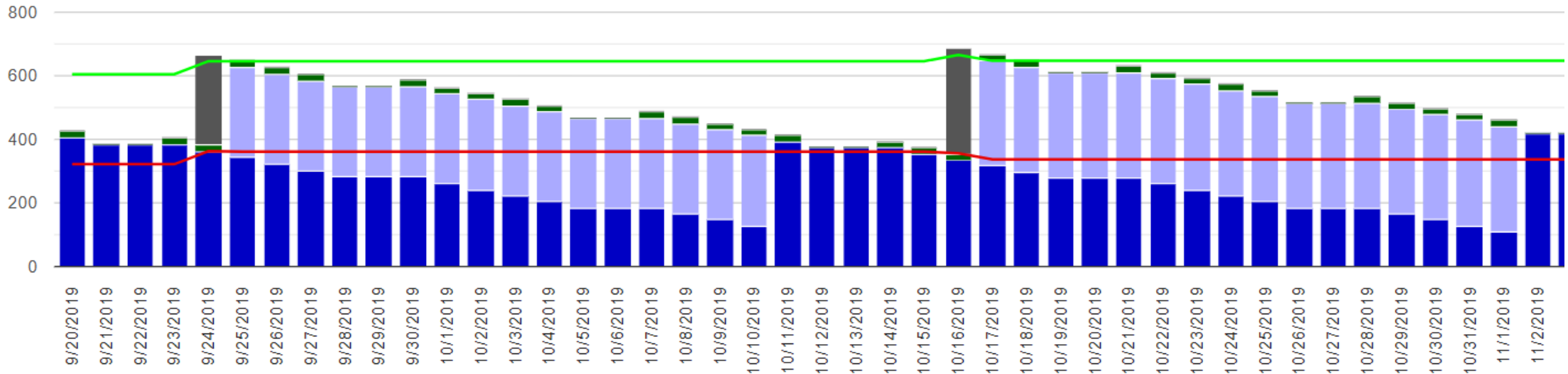


Chart Fields

- Backorder
- SOQ
- OTP
- Forecast
- Capacity Units Added
- On Hand
- Safety Stock
- OUTL
- Dependent Demand
- Capacity Units Removed
- On Order
- Lead Time
- LSP
- LSPADJ

Projections

Calculating SOQ

SOQ grid is the result of our projections

Projections are used to calculate the selling days, calendar days, and units needed.

Units	Cal Days	Sell Days	
201	15	11	SOQ
0	0	0	Capacity
0	0	0	Maximum Qty (0)
0	0	0	Precision
0	0	0	Warehouse Multiple (0)
1	0	0	Buying Multiple (1)
0	0	0	Minimum Qty (1)
0	0	0	Days Adjusted (0)
0	0	0	Special Orders
0	0	0	Event (0)
0	0	0	Fwd Buy (0)
200	14	10	Need
405	29	21	Balance
405	29	21	On Hand
0	0	0	On Order
0	0	0	Backorder
0	0	0	Reserved
0	0	0	Held Qty (0)
605	45	31	Order Up To Level
0	0	0	Shelf Life (0)
283	21	15	Effective Order Cycle (0)
605	45	31	Order Trigger Point
283	21	15	Supplier Order Cycle
322	24	16	Low Stock Point
220	17	11	Lead Time
101	7	5	Safety Stock

Projections

Order Building

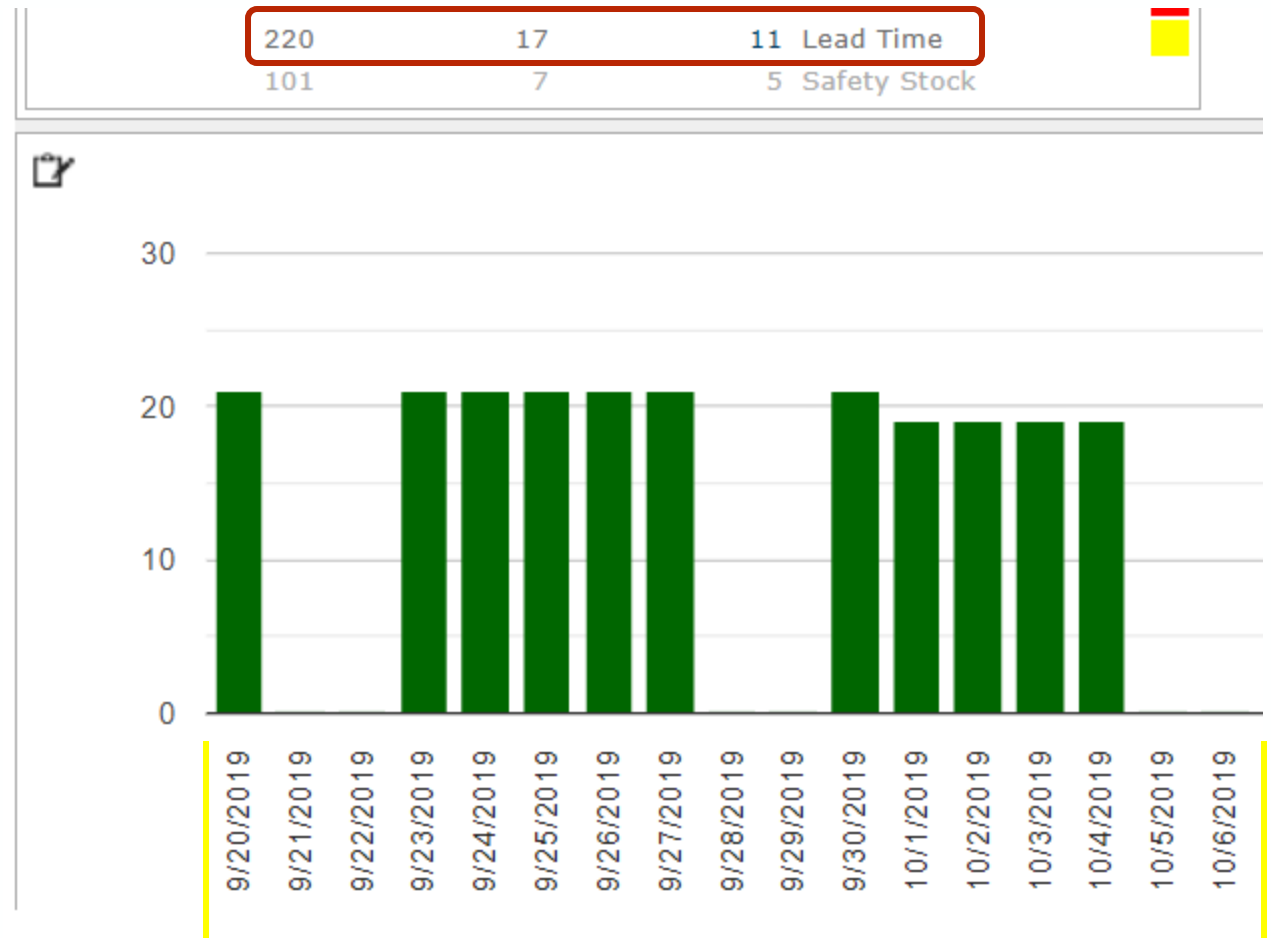
- Projections are used to calculate all the components in the order build.
- OUTL is the amount of inventory we need to buy up to.
- System calculates Lead Time, Effect Order Cycle, and Safety Stock in that order.

Units	Cal Days	Sell Days		
201	15	11	SOQ	
0	0	0	Capacity	
0	0	0	Maximum Qty (0)	
0	0	0	Precision	
0	0	0	Warehouse Multiple (0)	
1	0	0	Buying Multiple (1)	
0	0	0	Minimum Qty (1)	
0	0	0	Days Adjusted (0)	
0	0	0	Special Orders	
0	0	0	Event (0)	
0	0	0	Fwd Buy (0)	
200	14	10	Need	
405	29	21	Balance	
405	29	21	On Hand	
0	0	0	On Order	
0	0	0	Backorder	
0	0	0	Reserved	
0	0	0	Held Qty (0)	
605	45	31	Order Up To Level	
0	0	0	Shelf Life (0)	
283	21	15	Effective Order Cycle (0)	
605	45	31	Order Trigger Point	
283	21	15	Supplier Order Cycle	
322	24	16	Low Stock Point	
220	17	11	Lead Time	
101	7	5	Safety Stock	

Projections

Lead Time

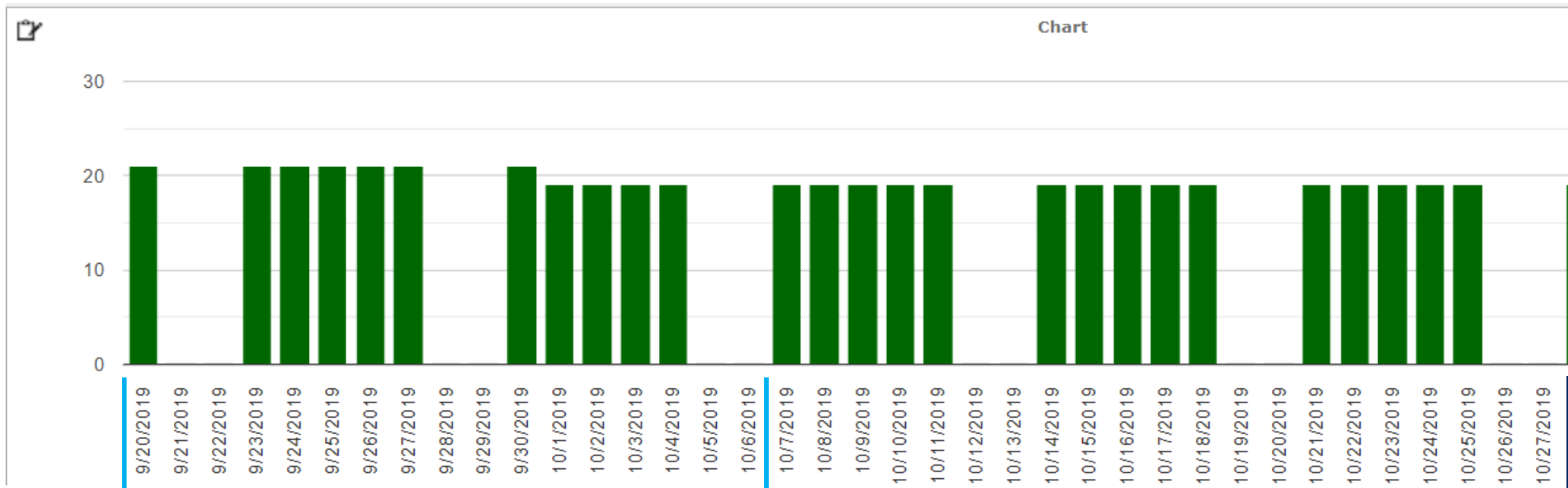
- 11 Selling Days
- 17 Calendar days
- 220 Total Units



Projections

Lead Time + Effective Order Cycle

605	45	31	Order Up To Level	
0	0	0	Shelf Life (0)	
283	21	15	Effective Order Cycle (0)	
605	45	31	Order Trigger Point	
283	21	15	Supplier Order Cycle	
322	24	16	Low Stock Point	
220	17	11	Lead Time	
101	7	5	Safety Stock	

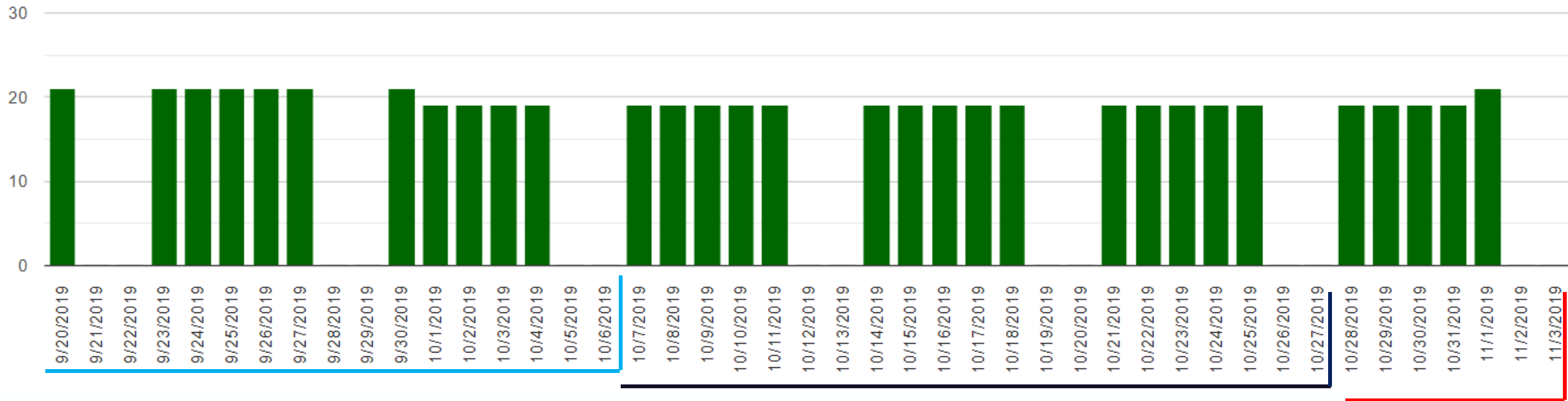


Projections

Lead Time + Effective Order Cycle + Safety Stock

605	45	31	Order Up To Level	
0	0	0	Shelf Life (0)	
283	21	15	Effective Order Cycle (0)	
605	45	31	Order Trigger Point	
283	21	15	Supplier Order Cycle	
322	24	16	Low Stock Point	
220	17	11	Lead Time	
101	7	5	Safety Stock	

Chart



Projections

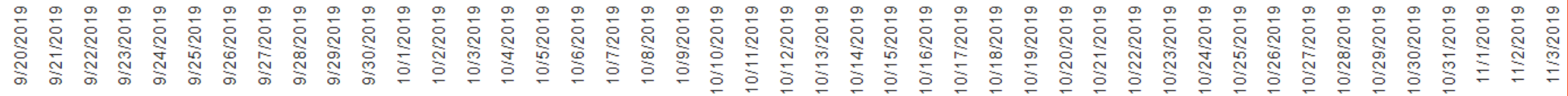
Order Up To Level

30

20

10

0



200	14	10	Need
405	29	21	Balance
405	29	21	On Hand
0	0	0	On Order
0	0	0	Backorder
0	0	0	Reserved
0	0	0	Held Qty (0)
605	45	31	Order Up To Level
0	0	0	Shelf Life (0)
283	21	15	Effective Order Cycle (0)
605	45	31	Order Trigger Point
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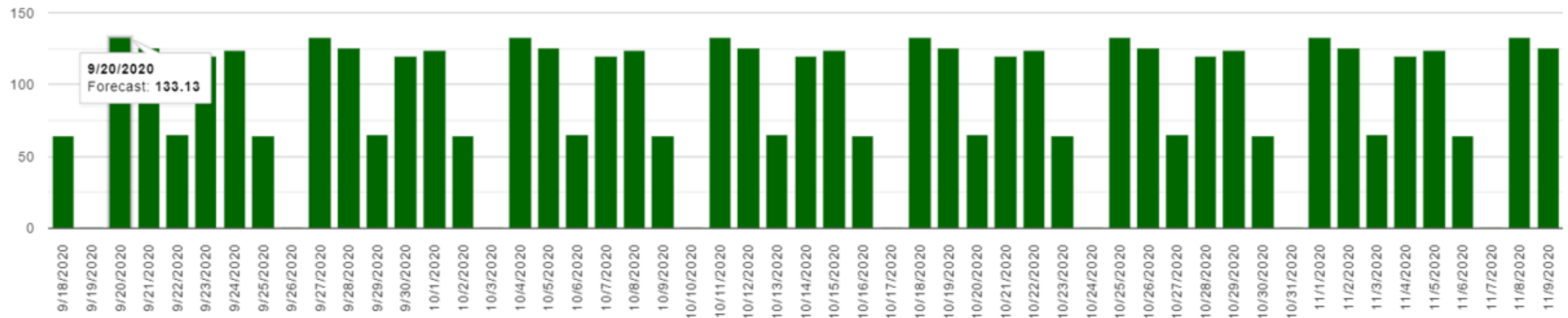
Projections

Daily Forecast

Date	Units
Sun 13	133.13
Mon 14	125.93
Tue 15	65.25
Wed 16	119.45
Thu 17	124.25
Fri 18	64.53

Daily seasonalized forecast in the item projections

Chart



Projections

Projections Grid

Item Number	Order Id	On Hand	On Order	OUTL	Economic Order Cycle	OTP	Vendor Order Cycle	LSP	SS	LT	SOQ	Backorder	Receipt Quantity	Forecast	On Hold	On Reserve	Balance	Delay Days	Dependen Demand Units	Available On Hand	Days On Hand
00892008	5006815	31	400	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	64.529157	0	0	431	2		31	0
00892008	5006815	0	400	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	0	0	0	400	2		0	0
00892008	5006815	190	210	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	190	133.12762	0	0	400	1		190	1
00892008	5006815	266.87237	0	373	0	372.75313	0	188.05278	62.125522	125.92726	110	0	210	125.92726	0	0	266.87237	1		266.87237	3
00892008	5006815	250.94510	0	373	0	373.48055	0	184.70034	0	184.70034	130	0	110	65.246030	0	0	250.94510	1		250.94510	3
00892008	5006815	185.69907	130	504	0	504.32577	0	371.19815	62.963632	308.23452	190	0	0	119.45431	0	0	315.69907	2		185.69907	2
00892008	5006815	196.24476	190	504	0	504.32577	0	371.19815	62.963632	308.23452	0	0	130	124.25104	0	0	386.24476	1		196.24476	2
00892008	5006815	71.993715	190	356	0	356.20706	0	230.27979	32.623015	197.65678	100	0	0	64.529157	0	0	261.99371	3		71.993715	1
00892008	5006815	197.46455	100	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	190	0	0	0	297.46455	2		197.46455	2
00892008	5006815	197.46455	100	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	133.12762	0	0	297.46455	1		197.46455	2
00892008	5006815	164.33693	0	373	0	372.75313	0	188.05278	62.125522	125.92726	210	0	100	125.92726	0	0	164.33693	1		164.33693	2
00892008	5006815	248.40966	0	373	0	373.48055	0	184.70034	0	184.70034	130	0	210	65.246030	0	0	248.40966	1		248.40966	3
00892008	5006815	183.16363	130	504	0	504.32577	0	371.19815	62.963632	308.23452	200	0	0	119.45431	0	0	313.16363	2		183.16363	2
00892008	5006815	193.70931	200	504	0	504.32577	0	371.19815	62.963632	308.23452	0	0	130	124.25104	0	0	393.70931	1		193.70931	2
00892008	5006815	69.458272	200	356	0	356.20706	0	230.27979	32.623015	197.65678	90	0	0	64.529157	0	0	269.45827	3		69.458272	1
00892008	5006815	204.92911	90	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	200	0	0	0	294.92911	2		204.92911	2
00892008	5006815	204.92911	90	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	133.12762	0	0	294.92911	1		204.92911	2
00892008	5006815	161.80148	0	373	0	372.75313	0	188.05278	62.125522	125.92726	220	0	90	125.92726	0	0	161.80148	1		161.80148	2
00892008	5006815	255.87422	0	373	0	373.48055	0	184.70034	0	184.70034	120	0	220	65.246030	0	0	255.87422	1		255.87422	3
00892008	5006815	190.62819	120	504	0	504.32577	0	371.19815	62.963632	308.23452	200	0	0	119.45431	0	0	310.62819	2		190.62819	2
00892008	5006815	191.17387	200	504	0	504.32577	0	371.19815	62.963632	308.23452	0	0	120	124.25104	0	0	391.17387	1		191.17387	2
00892008	5006815	66.922830	200	356	0	356.20706	0	230.27979	32.623015	197.65678	90	0	0	64.529157	0	0	266.92283	3		66.922830	1
00892008	5006815	202.39367	90	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	200	0	0	0	292.39367	2		202.39367	2
00892008	5006815	202.39367	90	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	133.12762	0	0	292.39367	1		202.39367	2
00892008	5006815	159.26604	0	373	0	372.75313	0	188.05278	62.125522	125.92726	220	0	90	125.92726	0	0	159.26604	1		159.26604	2
00892008	5006815	253.33878	0	373	0	373.48055	0	184.70034	0	184.70034	120	0	220	65.246030	0	0	253.33878	1		253.33878	3
00892008	5006815	188.09275	120	504	0	504.32577	0	371.19815	62.963632	308.23452	200	0	0	119.45431	0	0	308.09275	2		188.09275	2

Projections

Projections Grid Calculation

Item Number	Order Id	On Hand	On Order	OUTL	Economic Order Cycle	OTP	Vendor Order Cycle	LSP	SS	LT	SOQ	Backorder	Receipt Quantity	Forecast	On Hold	On Reserve	Balance	Delay Days	Dependen Demand Units	Available On Hand	Days On Hand
00892008	5006815	31	400	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	64.529157	0	0	431	2		31	0
00892008	5006815	0	400	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	0	0	0	400	2		0	0
00892008	5006815	356.00			4.50		3.50		Order Up To Level			190	133.12762	0	0	0	400	1		190	1
00892008	5006815	0.00			0.00		0.00		Shelf Life (3.00)			210	125.92726	0	0	0	266.87237	1		266.87237	3
00892008	5006815	125.93			1.00		1.00		Effective Order Cycle (0.00)			110	65.246030	0	0	0	119.45431	1		250.94510	3
00892008	5006815	356.21			4.50		3.50		Order Trigger Point			0	119.45431	0	0	0	266.87237	2	0.50 Day SS	185.69907	2
00892008	5006815	125.93			1.00		1.00		Supplier Order Cycle			130	124.25104	0	0	0	386.24476	1		196.24476	2
00892008	5006815	230.28			3.50		2.50		Low Stock Point			0	64.529157	0	0	0	261.99371	3		71.99371	1
00892008	5006815	197.66			3.00		2.00		Lead Time (DOW)			190	0	0	0	0	297.46455	2		197.46455	2
00892008	5006815	32.03			0.49		0.49		Safety Stock			0	133.12762	0	0	0	297.46455	1		197.46455	2
00892008	5006815	32.62			0.50		0.50		Safety Stock Minimum			100	125.92726	0	0	0	164.33693	1		164.33693	2
00892008	5006815	32.62			0.50		0.50		Safety Stock Maximum			210	65.246030	0	0	0	248.40966	1		248.40966	3
00892008	5006815	193.70931	200	504	0	504.32577	0	371.19815	62.963632	308.23452	0	0	130	124.25104	0	0	393.70931	1		193.70931	2
00892008	5006815	69.458272	200	356	0	356.20706	0	230.27979	32.623015	197.65678	90	0	0	64.529157	0	0	269.45827	3		69.45827	1
00892008	5006815	204.92911	90	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	200	0	0	0	294.92911	2		204.92911	2
00892008	5006815	204.92911	90	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	133.12762	0	0	294.92911	1		204.92911	2
00892008	5006815	161.80148	0	373	0	372.75313	0	188.05278	62.125522	125.92726	220	0	90	125.92726	0	0	161.80148	1		161.80148	2
00892008	5006815	255.87422	0	373	0	373.48055	0	184.70034	0	184.70034	120	0	220	65.246030	0	0	255.87422	1		255.87422	3
00892008	5006815	190.62819	120	504	0	504.32577	0	371.19815	62.963632	308.23452	200	0	0	119.45431	0	0	310.62819	2		190.62819	2
00892008	5006815	191.17387	200	504	0	504.32577	0	371.19815	62.963632	308.23452	0	0	120	124.25104	0	0	391.17387	1		191.17387	2
00892008	5006815	66.922830	200	356	0	356.20706	0	230.27979	32.623015	197.65678	90	0	0	64.529157	0	0	266.92283	3		66.92283	1
00892008	5006815	202.39367	90	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	200	0	0	0	292.39367	2		202.39367	2
00892008	5006815	202.39367	90	356	0	356.20706	0	230.27979	32.623015	197.65678	0	0	0	133.12762	0	0	292.39367	1		202.39367	2
00892008	5006815	159.26604	0	373	0	372.75313	0	188.05278	62.125522	125.92726	220	0	90	125.92726	0	0	159.26604	1		159.26604	2
00892008	5006815	253.33878	0	373	0	373.48055	0	184.70034	0	184.70034	120	0	220	65.246030	0	0	253.33878	1		253.33878	3
00892008	5006815	188.09275	120	504	0	504.32577	0	371.19815	62.963632	308.23452	200	0	0	119.45431	0	0	308.09275	2		188.09275	2




Projections

Projections Export

[Projection List](#) > [Projection Detail](#)

Export 

Update 

Projection Name: <input type="text" value="Projected Inventory"/>		Description: <input type="text" value="Warehouse Unit Totals"/>	
Projection Type <input checked="" type="checkbox"/> Sales <input type="checkbox"/> On Order <input checked="" type="checkbox"/> Purchases <input type="checkbox"/> Backorder <input checked="" type="checkbox"/> Receipts <input type="checkbox"/> On Hand	Projection Rollup <input type="text" value="Item"/> Accumulate By <input type="text" value="Week"/>	Projection Unit <input type="text" value="Unit"/> Output <input type="text" value="Excel"/>	Projection Time Frame Start Date <input type="text" value="10/1/2022"/>  End Date <input type="text" value="4/1/2023"/>  Or Next <input type="text" value="52"/> <input type="text" value="Weeks"/>
Item(s) 			

Projections

Dashboard

▼ Open Order Alerts

Past Due	<u>17</u>
Short Shipments	<u>2</u>
Orders to Expedite	<u>31</u>
Suspended Orders	<u>0</u>
All Open Orders	<u>82</u>
Open Order Items	<u>470</u>



▼ Orders

Due for Service	<u>27</u>
Scheduled	<u>0</u>
Forward Buy	<u>0</u>
Event	<u>0</u>
Transfer	<u>0</u>
Uncalculated	<u>0</u>
Schedule Conflict	<u>0</u>
All Orders	<u>94</u>



▼ Low Stock Alert

"A" Low Stock Point	<u>0</u>
Low Stock Point	<u>7</u>
Out Before Delivery	<u>11</u>
Unresolved Capacity	<u>0</u>
Backorder	<u>0</u>
Holiday Calendar	<u>0</u>



▼ Demand Exceptions

Demand High	<u>15</u>
Demand Low	<u>2</u>
Trending Up	<u>11</u>
Trending Down	<u>1</u>
Missed Service	<u>63</u>
Infinity Check	<u>4</u>



▼ Item Alerts

Out of Stock	<u>51</u>
Overstock on Order	<u>9</u>
Overstock	<u>82</u>
New Items	<u>46</u>
No Forecast	<u>224</u>
Simulated Profiles	<u>42</u>
New Seasonal Profiles	<u>0</u>



Projections

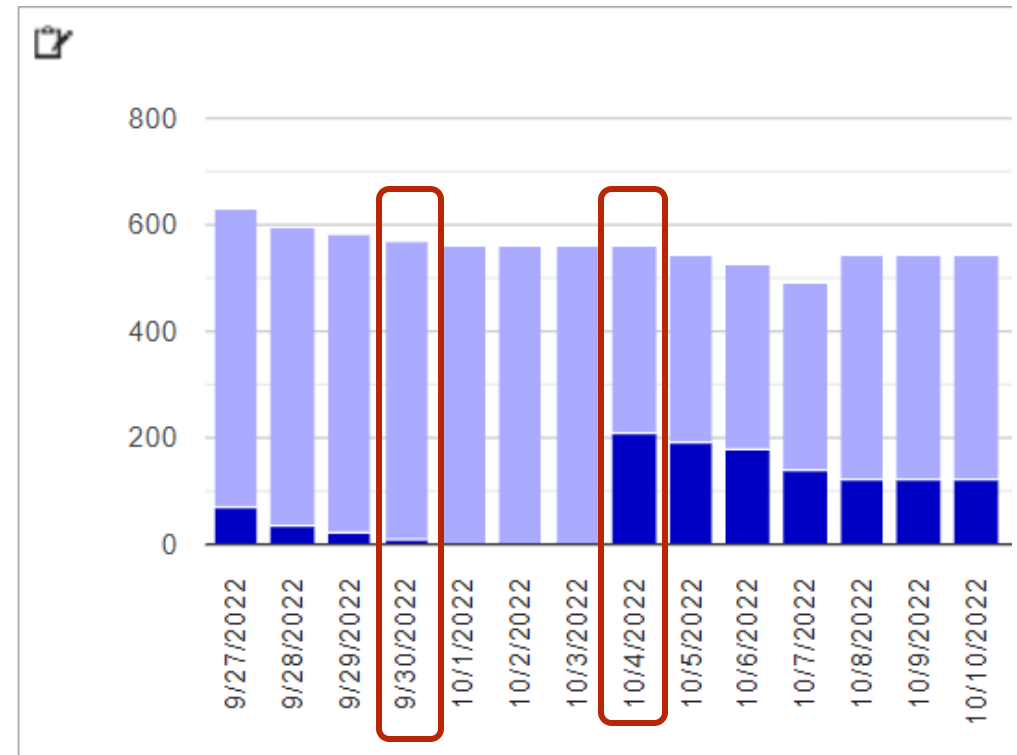
Orders to Expedite

Open Order Alerts

Past Due	<u>17</u>
Short Shipments	<u>2</u>
Orders to Expedite	<u>31</u>
Suspended Orders	<u>0</u>
All Open Orders	<u>82</u>
Open Order Items	<u>470</u>

<u>On Order</u>	<u>Projected Out of Stock Date</u>
630.00	
7420.00	
2040.00	
408.00	
210.00	9/30/2022



Projections

Dashboard

▼ Open Order Alerts

Past Due	<u>17</u>
Short Shipments	<u>2</u>
Orders to Expedite	<u>31</u>
Suspended Orders	<u>0</u>
All Open Orders	<u>82</u>
Open Order Items	<u>470</u>



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BLUEPRINT

embark. explore. embrace.