

# How to build a workbook for planning and inventory analysis

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# Purpose

The purpose of this is to either monthly or quarterly to create a workbook with which you can have information available for planning and inventory analysis.

You may have a tableau report or other tool created already, but I would still recommend you run through this exercise at least once to understand where a lot of our data resides.

# Steps to build the workbook

## Step 1 Forward looking forecast

We start by identifying parts you are interested in. In the following example we will work purchased parts with forecasted demand. Here we will use tcode Z\_MRP\_LIST.

## Step 2: Backwards looking consumption

Run tcode MC.9 for the prior 12 months. This tells about inventory behaviors such as stock levels, turns by part number, consumption, usage frequency, etc.

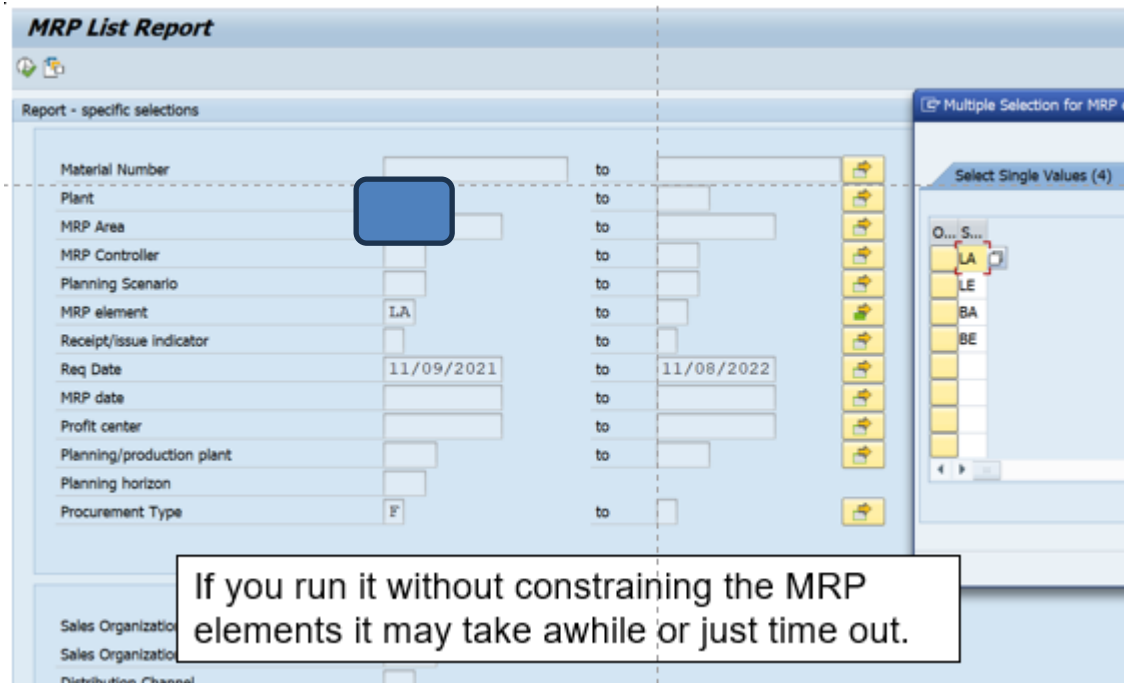
## Step 3: Materials master data

Run MARC and/or MMUSERS. Here will get information on price, lot size, buffers, etc.

Step 4: Run MRP Monitor for segmentation. Key segments can vary, but we will always use ABC (financial valuation), XYZ (part variation) and HIJ (frequency of picks or usage).

# Forward looking forecast (mrp\_list)

MRP\_LIST is an extract of MRP by site and MRP Area. If I want to see what the external supply for an MRP Area, I populate Plant, MRP Area, MRP Elements LA, LE, BA, BE, procurement type “F” and date range and execute. It takes a little while to run, but I have run complex plants for three-year windows in less than an hour.



The screenshot displays the SAP MRP List Report interface. The main window is titled "MRP List Report" and shows a "Report - specific selections" section. The selection criteria are as follows:

Field	Value	Operator	Field	Value
Material Number		to		
Plant		to		
MRP Area		to		
MRP Controller		to		
Planning Scenario		to		
MRP element	LA	to		
Receipt/issue indicator		to		
Req Date	11/09/2021	to	11/08/2022	
MRP date		to		
Profit center		to		
Planning/production plant		to		
Planning horizon		to		
Procurement Type	F	to		

A pop-up window titled "Multiple Selection for MRP element" is open, showing a list of MRP elements: LA, LE, BA, and BE. The "Select Single Values (4)" option is selected. A blue box highlights the "Plant" field in the main form.

If you run it without constraining the MRP elements it may take awhile or just time out.

# Output

My list default layout includes 52 elements, but you can make the listing smaller by changing the layout and saving it as something else. See highlighted icon.

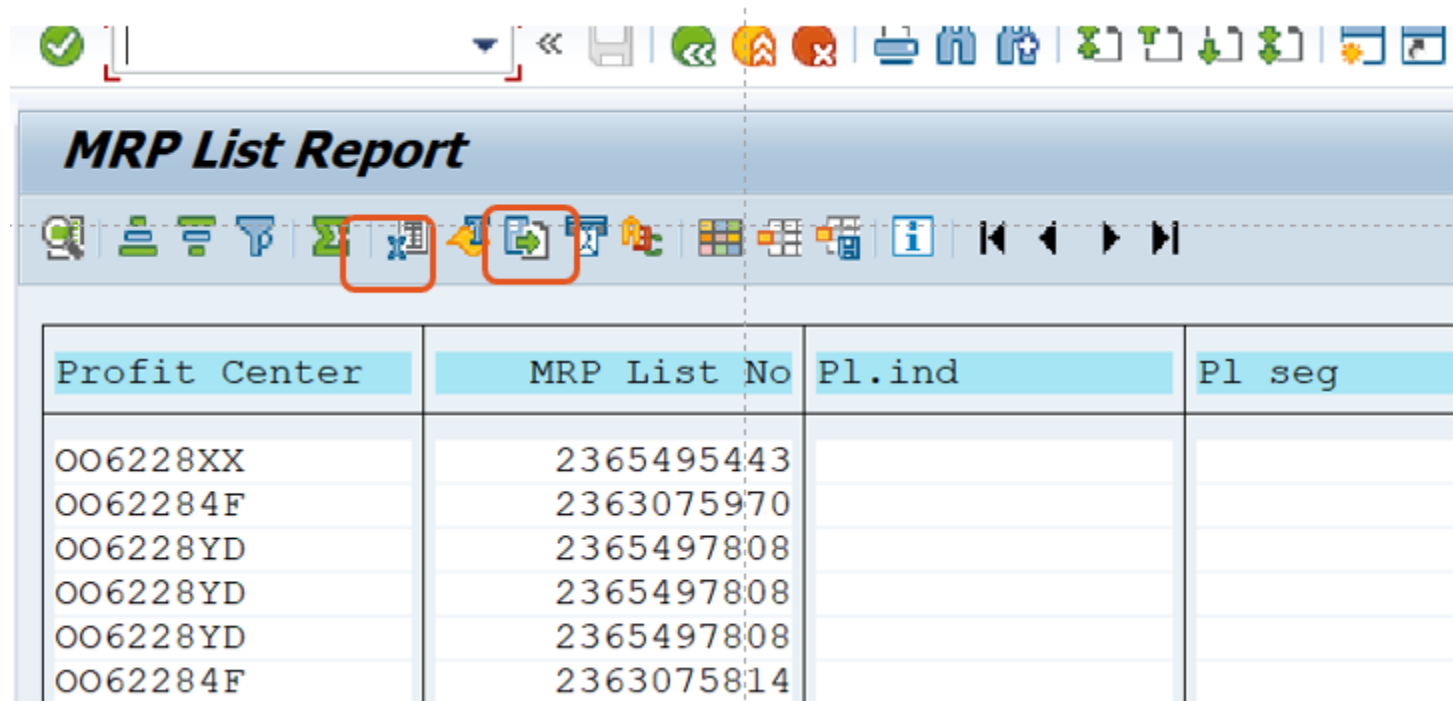
The screenshot displays the SAP MRP List Report interface. The main window shows a table with columns: Typ, Material, Material Desc, and Bunit. The table contains multiple rows of material data. A 'Change Layout' dialog box is open, showing a list of 12 fields for Line 1. The fields and their positions and lengths are:

Column content	Pos.	Length
Profit Center	1	15
MRP List No	2	15
PLInd	3	15
Pl seg	4	15
Req Date	5	15
MRP Element	6	15
Plus/Minus	7	15
Rec./reqd.qty	8	15
Scrap	9	15
Shhg Qty	10	15
Date	11	15
St / RelDate	12	15

The dialog also shows a 'Hidden fields' section with columns for Content and Length. At the bottom, the 'Line width' and 'List Width' are both set to 877. A highlighted icon in the top toolbar indicates the 'Change Layout' function.

# Exporting MRP\_LIST

If you run MRP\_LIST and hit the first (excel) icon it will go into excel. If you select the second icon it will give you text file options.



The screenshot shows the SAP MRP List Report interface. The title bar reads "MRP List Report". Below the title bar is a toolbar with various icons. Two icons are highlighted with red boxes: the first is the Microsoft Excel icon, and the second is the "Export to Text File" icon (a document with a plus sign). Below the toolbar is a table with the following data:

Profit Center	MRP List No	Pl.ind	Pl seg
006228XX	2365495443		
0062284F	2363075970		
006228YD	2365497808		
006228YD	2365497808		
006228YD	2365497808		
0062284F	2363075814		

# Text Extract

It looks like the first view when I run it and extract it. The second view is how it looks when I clean it up. To make analytics easier, I add year and month columns.

The columns in yellow are often the most interesting, also note even though I ran it by request, the MRP date is still available on the right side.

Year	Month	Req Date	MRP Element	Rec/req	Date	St / RelDate	Material	Material Desc	Bunit	Plnt	MRP Area Name	PS MRP date
2022	4	4/13/2022	BE	6	4/13/2022		36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2022	11	11/11/2022	BA	2	11/11/2022	7/12/2022	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	1	1/11/2023	BA	1	1/11/2023	9/12/2022	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	2	2/15/2023	BA	2	2/15/2023	10/17/2022	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	4	4/13/2023	BA	1	4/13/2023	12/8/2022	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	5	5/16/2023	BA	2	5/16/2023	1/13/2023	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	7	7/11/2023	BA	1	7/11/2023	3/10/2023	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	8	8/15/2023	BA	1	8/15/2023	4/14/2023	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	10	10/11/2023	BA	1	10/11/2023	6/12/2023	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	9	9/13/2023	BA	1	9/13/2023	5/12/2023	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2023	11	11/13/2023	BA	2	11/13/2023	7/13/2023	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2024	1	1/10/2024	BA	1	1/10/2024	9/11/2023	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022
2024	3	3/14/2024	BA	2	3/14/2024	10/16/2023	36218	STUD,FLANGED		2735	PRO Electronics	1/1/2022

# Using it for projecting monthly receipts

Adding cost to it allows you to use it for monthly inventory projections or allows you to quickly quantify the values of exceptions messages, by putting it into a pivot table.

STOs for GOS plants are included and are part of the BE MRP element.

If you get “crooked” numbers in specific when you sum it up, look for things like blanket orders (qty=999,999) and other oddities. To find these numbers, I will take the quantities by month and convert them to \$, then I will graph the dollars by month. If you always bring in \$10 million in components but see a month in the future where you are bringing in \$110 million, you probably have a crooked number.

You may have some formatting work to do depending on how you export it. And remember SAP does not always download parts numbers in the same format screen to screen so you often must fix that.



# Inventory Analytics

- MC.9 is a standard method of doing inventory analysis in SAP.
- Information on number of times an item is used, the quantity used, and the type of consumption (planned or unplanned) can be built into standard extracts.
- Questions that the standard inventory screens can help answer include:
  - What is my consumption history?
  - This can help you determine how many days/weeks/months on hand you have. It can help you determine you ABCXYZ based on usage.
  - When did I last receive and item? When did I last consume and item?
  - A last receipt or consumption long ago may indicate excess and potential obsolescence.
  - What are my inventory turns? Days of Coverage based on consumption?

# INVENTORY ANALYTICS

After making selections hit the execute button.

For items that get put to a stock location, MC.9 can help you determine the vitality and trends of your inventory.

You can run it by MRP controller, wide open by plant, or by any other maintained value listed on the selection screen.

MC.9 always defaults to the last 90 days for a date range, but you can modify that just by changing the date range.

The screenshot shows the SAP 'Material Analysis: Stock Selection' interface. It features a top toolbar with various icons, including a green checkmark. Below the toolbar, the title 'Material Analysis: Stock Selection' is displayed, followed by navigation options like 'SelectVers.', 'User settings', and 'Standard drilldown'. The main area is divided into several sections: 'Characteristics' (Plant, Storage Location, Material, MRP Controller), 'Material Groupings' (Material Type, Material Group, Valuation Class), 'Period to Analyze' (Month, 03/2017 to 05/2017), and 'Valuation' (Standard, Std w/o Distrib., MaterialLedger Active, Current Price). Annotations include a blue box around the Plant field, a red box around the execute button (green checkmark), and arrows pointing from the text blocks to the Plant field, the execute button, and the date range field.

Characteristics			
Plant	<input type="text"/>	to	<input type="text"/>
Storage Location	<input type="text"/>	to	<input type="text"/>
Material	<input type="text"/>	to	<input type="text"/>
MRP Controller	<input type="text"/>	to	<input type="text"/>

Material Groupings			
Material Type	<input type="text"/>	to	<input type="text"/>
Material Group	<input type="text"/>	to	<input type="text"/>
Valuation Class	<input type="text"/>	to	<input type="text"/>

Period to Analyze			
Month	<input type="text" value="03/2017"/>	to	<input type="text" value="05/2017"/>

Valuation	
<input checked="" type="radio"/> Standard	
<input type="radio"/> Std w/o Distrib.	
<input type="radio"/> MaterialLedger Active	
<input type="radio"/> Current Price	

# Inventory Analytics

If this screen pops up, just hit the green check mark and move through it.

The screenshot shows the SAP Inventory Analytics configuration interface. The main window has a title bar with icons and text: "SelectVers.", "User settings", and "Standard drilldown". The interface is divided into several sections:

- Characteristics:** Fields for Plant (2745), Storage Location, Material, and MRP Controller, each with a "to" field and a green arrow icon.
- Material Groupings:** Fields for Material Type, Material Group, and Valuation Class, each with a "to" field and a green arrow icon.
- Period to Analyze:** Month field set to 03/2017, with a "to" field set to 05/2017 and a green arrow icon.
- Valuation:** Radio buttons for Standard, Std w, Material, and Current.
- Parameters:** Fields for Analysis Currency and Exception.

An "Information" dialog box is overlaid on the screen, displaying the message: "Authorization check: Scope of selection 'Plant' was restricted". The dialog has a blue header, a close button (X), and a green checkmark icon at the bottom right.

# INVENTORY ANALYTICS

- This should bring you here

This is a very important Button that lets you add a lot of power to this view

No. of Material: 17475

Material	ValStockValue	Valuated stock	CnsgtStock
<b>Total</b>	<b>36,620,325.17 USD</b>	<b>8,633,948.471 ***</b>	<b>0.000 ***</b>
MS20659-130	0.00 USD	0 EA	0 EA
MS21044N04	0.00 USD	0 EA	0 EA
MS21044N06	0.00 USD	0 EA	0 EA
MS21083C08	0.00 USD	0 EA	0 EA
MS21209C0421	0.00 USD	0 EA	0 EA
MS21209C0615	0.00 USD	0 EA	0 EA
MS21209C0615L	12.48 USD	2 EA	0 EA
	0.00 USD	0 EA	0 EA
	0.00 USD	0 EA	0 EA
	0.00 USD	0 EA	0 EA
	0.08 USD	8 EA	0 EA
	0.38 USD	64 EA	0 EA
	0.00 USD	0 EA	0 EA

This is your part number  
This is your current \$ value  
This is your current in stock



# Inventory Analytics

Now we have some information

**Material Analysis: Stock: Basic List**

Switch dropdown... Top N...

No. of Material: 608

Material	ValStockValue	Valuated stock	CnsgtStock	Last consumptn	Last Receipt	% total usage	Total usage
<b>Total</b>	<b>4,746,541.97 USD</b>	<b>146,930.000 ***</b>	<b>0.000 ***</b>			<b>9,136</b>	<b>167,826.000 ***</b>
BCR07G103JS	0.00 USD	0 EA	0 EA	10/05/2016	01/03/2016	1	2 EA
BNC65H1913BS	0.00 USD	0 EA	0 EA	10/09/2016	10/17/2016	4	98 EA
BNC50H9532FE	0.00 USD	0 EA	0 EA	09/22/2016	08/20/2016	1	98 EA
BCR07G271JS	0.00 USD	0 EA	0 EA	10/08/2016	01/03/2016	1	8 EA
BCR07G202JS	0.00 USD	0 EA	0 EA	10/05/2016	01/03/2016	1	5 EA
JANTX1M5647A	0.00 USD	0 EA	0 EA	05/12/2017	02/23/2017	2	3 EA
M38510/10101BGX	0.00 USD	0 EA	0 EA	11/23/2016	11/23/2016	4	4 EA
M39015/3-008PM	0.00 USD	0 EA	0 EA	02/22/2016	01/29/2016	1	1 EA
M38510/12802BGX	0.00 USD	0 EA	0 EA	09/27/2016	01/03/2016	1	3 EA
BCR07G390JS	0.00 USD	0 EA	0 EA	10/08/2016	01/03/2016	1	4 EA
M38510/55501BEX	2,007.69 USD	1 EA	0 EA	01/10/2017	07/31/2016	2	27 EA
BCR20G302JS	0.00 USD	0 EA	0 EA	10/08/2016	01/03/2016	1	4 EA
M21038/27-02	0.00 USD	0 EA	0 EA	05/11/2017	03/31/2017	32	127 EA

# Inventory Analytics

**Step 2**

**Material Analysis: Stock: Basic List**

Switch drilldown... Top N...

No. of Material: 608

Material	ValStockValue	Valuated stock	ChngtStock	Last consumptn.	Last Receipt	No. total usage	Total usage
<b>Total</b>	<b>4,746,541.97 USD</b>	<b>146,930.000 ***</b>	<b>0.000 ***</b>			<b>2,124</b>	<b>167,826.000 ***</b>
RCR07G103JS	0.00 USD	0 EA	0 EA	10/05/2016	01/03/2016		2 EA
RNC55H1913BS	0.00 USD	0 EA	0 EA	10/09/2016	10/17/2016		98 EA
RNC50H9532FS	0.00 USD	0 EA	0 EA	09/22/2016	08/20/2016		98 EA
RCR07G271JS	0.00 USD	0 EA	0 EA	10/08/2016	01/03/2016	1	8 EA
RCR07G202JS	0.00 USD	0 EA	0 EA	10/05/2016	01/03/2016	1	5 EA
JANTX1N5647A	0.00 USD	0 EA	0 EA	05/12/2017	02/23/2017	2	3 EA
M38510/10101BGX	0.00 USD	0 EA	0 EA	11/23/2016	11/23/2016	4	4 EA
M39015/3-008FM	0.00 USD	0 EA	0 EA	02/22/2016	01/29/2016	1	1 EA
M38510/12802BGX	0.00 USD	0 EA	0 EA	09/27/2016	01/03/2016	1	3 EA
RCR07G390JS	0.00 USD	0 EA	0 EA	10/08/2016	01/03/2016	1	4 EA
M38510/55501BZX	2,007.69 USD	1 EA	0 EA	01/10/2017	07/31/2016	2	27 EA
RCR20G302JS	0.00 USD	0 EA	0 EA	10/08/2016	01/03/2016	1	4 EA
M21038/27-02	0.00 USD	0 EA	0 EA	05/11/2017	05/31/2017	32	127 EA

**Step 1**

Keep this little icon in mind.  
When I click into a table field (step 1), and then click the icon (Step 2), the next slide shows up.









# Inventory Analytics

I can also export the higher-level current state snapshot. Note the export arrow is in the upper left corner for this one.

Material Analysis: Stock Basic List

Switch drilldown... Top N...

No. of Material: 608

Material	ValStockValue	Valuated stock	CnsgtStock	Last consumptn.	Last Receipt	No. total usage	Total usage
RBR52L10002BR	0.00 USD	0 EA	0 EA	01/15/2017	01/03/2016	2	69 EA
RBR52L63401BR	0.00 USD	0 EA	0 EA	10/23/2016	01/03/2016	1	11 EA
RBR54L12102BR	0.00 USD	0 EA	0 EA	09/19/2016	01/03/2016	1	136 EA
RBR54L15002BR	0.00 USD	0 EA	0 EA	09/28/2016	01/03/2016	1	23 EA
RBR54L20500FR	0.00 USD	0 EA	0 EA	09/28/2016	01/03/2016	1	18 EA
RBR54L243R0FR	0.00 USD	0 EA	0 EA	10/05/2016	01/03/2016	1	17 EA
RBR54L63401BR	2,833.20 USD	120 EA	0 EA	03/07/2017	03/06/2017	3	11 EA
RBR56L10000BR	0.00 USD	0 EA	0 EA	12/28/2016	07/30/2016	3	16 EA
RBR56L10002AR	0.00 USD	0 EA	0 EA	01/15/2017	01/03/2016	3	22 EA
RBR56L16201BR	0.00 USD	0 EA	0 EA	12/28/2016	12/23/2016	4	104 EA
RBR56L22101BR	0.00 USD	0 EA	0 EA	03/09/2017	03/09/2017	1	1 EA
RBR56L24301BR	220.05 USD	9 EA	0 EA	0 EA	07/30/2016	0	0 EA
RBR56L30101BR	0.00 USD	0 EA	0 EA	11/03/2016	01/03/2016	1	14 EA
RBR56L42200BR	25.08 USD	1 EA	0 EA	10/31/2016	07/30/2016	2	24 EA
RBR56L51101BR	0.00 USD	0 EA	0 EA	12/28/2016	07/30/2016	3	157 EA

# Inventory Analytics

You may choose different defaults, these are the ones I typically use.

Note, when running analysis, I typically specify a 12-month date range as well.

After saving, if you want to add more dimensions, go ahead. As long as you don't save it, the default should stay the same.

**Material Analysis: Stock: Basic List**

No. of Material: 6896

Material	ValStockValue	Valuated stock	AnItStIn-V	AvoRC ISck	Tot. usage val
<b>Total</b>	<b>21,730,311.85</b>	<b>USD</b>			
0646C624-18	0.00	USD			
MS21209C0815L	70.72	USD			
MS24693S26	0.00	USD			
MS39086-125	0.00	USD			
MS39086-126	0.00	USD			
MS39086-128	0.00	USD			
MS39086-129	0.00	USD			
MS39086-130	638.00	USD			
MS39086-135	0.00	USD			
MS39086-137	-0.00	USD			
MS39086-4	0.00	USD			
NAS1149E0463R	124.68	USD			
NAS1291C02M	21.41	USD			
NAS1351-3-14	0.77	USD			
NAS1351-3-14P	0.00	USD			
NAS1352-04-6P	0.00	USD			
NAS1352-08-8P	0.00	USD			
NAS1352N04-6	0.00	USD			
NAS1611-028A	1				
M23053/5-104-0	25				
M23053/5-106-0	1				
MS3248/1-010	1,124				
MS3248/1-109	214.92	USD			
MS3248/1-113	9.10	USD			
MS3248/1-120	0.00	USD			
MS14101-10	200.75	USD			
MS16535-498	22.18	USD			

**Choose Key figures**

Selection criteria

Valuated Stock Value

Valuated stock

Anl.ttl.stcktrm-value

Avg. RC total stock

Total usage value

Total consumption

No.val.stock zero

No. total usage

Pool

Anl.val.stcktrm-value

Annual cons.stocktrm

Annual ttl.stocktrm

Annual val.stocktrm

Average consumption

Avg CostQty turnover

Avg InTurnQty- ValSt

Avg. ttl usage value

Avg. unplanned usage

Avg.cnsrgt.coverage

Avg.cvg.tl.stk-value

Maximum number 30

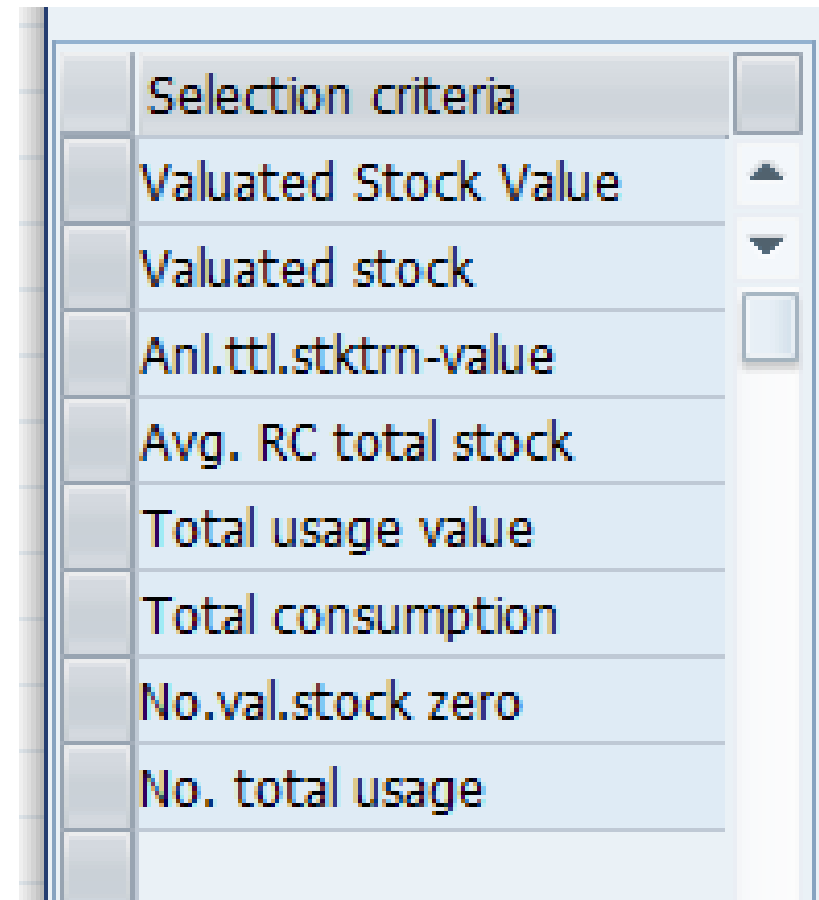
24 EA | 0.001 99,999 | 0.00 USD

1. Select the dimensions

2. Use the little buttons to select or deselect the dimensions you want.

# MC.9

- Valuated Stock Value is the value in the currency your plant uses, by part number.
- Valuated Stock is the quantity by part number.
- Annual Total Stock Turn Value is the turns by part number for the year.
- Average Range of Coverage is the number of days of the FORECAST covered (does not include past due).
- Total Usage Value is the value of the materials consumed in plant currency.
- Total consumption is the consumption quantity.
- Number of times the stock went to zero is the number of times an SAP location went to zero units.
- Number of total usage is the number of times a part was used (regardless of the number of pieces used each time).

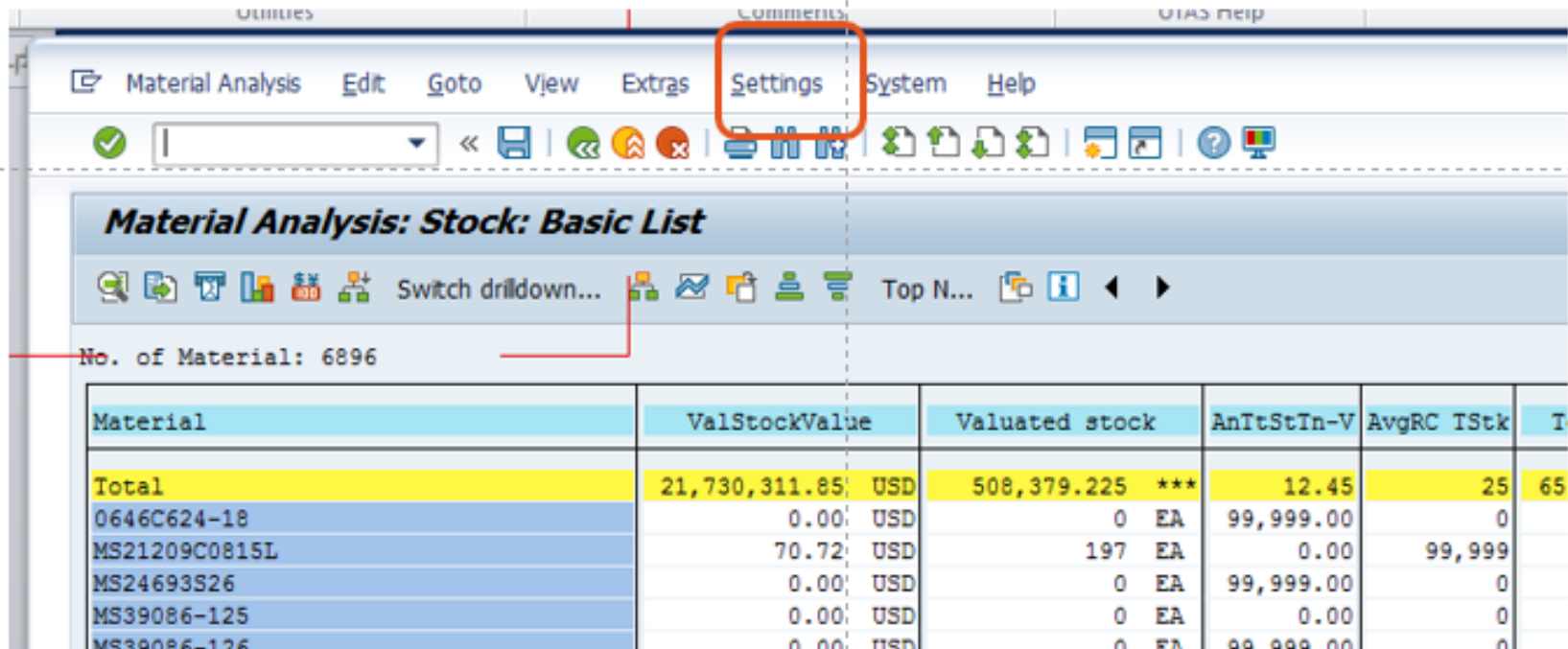


A screenshot of a SAP selection criteria list. The list is displayed in a table-like format with a light blue background. The items are listed in a column, and there are small icons to the right of each item. The items are:

Selection criteria	
Valuated Stock Value	▲
Valuated stock	▼
Anl.ttl.stktrn-value	
Avg. RC total stock	
Total usage value	
Total consumption	
No.val.stock zero	
No. total usage	

# MC.9

To save the key dimensions you like, so when you come back to MC.9 view you want, go to “Settings” and select save settings.



The screenshot displays the SAP Material Analysis: Stock: Basic List interface. The 'Settings' menu item is highlighted with a red box. A red line points from the 'Settings' menu to the 'No. of Material: 6896' label. The table below shows stock data for various materials.

Material	ValStockValue	Valuated stock	AnItStIn-V	AvgRC	IStk	I
<b>Total</b>	<b>21,730,311.85 USD</b>	<b>508,379.225 ***</b>	<b>12.45</b>	<b>25</b>	<b>65</b>	
0646C624-18	0.00 USD	0 EA	99,999.00	0		
MS21209C0815L	70.72 USD	197 EA	0.00	99,999		
MS24693S26	0.00 USD	0 EA	99,999.00	0		
MS39086-125	0.00 USD	0 EA	0.00	0		
MS39086-126	0.00 USD	0 EA	99,999.00	0		

# MARC Table

The MARC table is one of the key tables for understanding the Materials Master. Information includes:

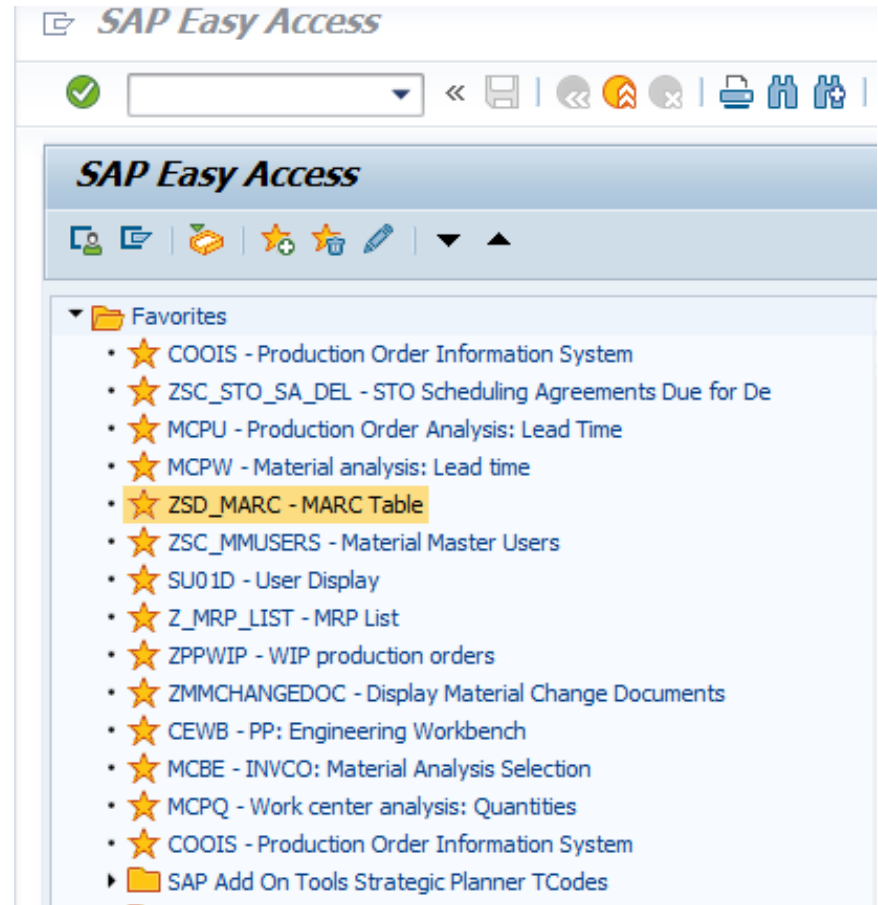
- Lot sizes
- Minimum Order quantity
- Plan type
- Buffer information (Safety stock, Safety Lead time, Coverage profiles)
- And a whole lot more....

The information is specific to plants and MRP Areas.

**THE INFORMATION IS FROM YESTERDAY.** It is not live at this moment.

# Accessing the MARC Table

- I have mine saved to favorites so I can just double click on it.



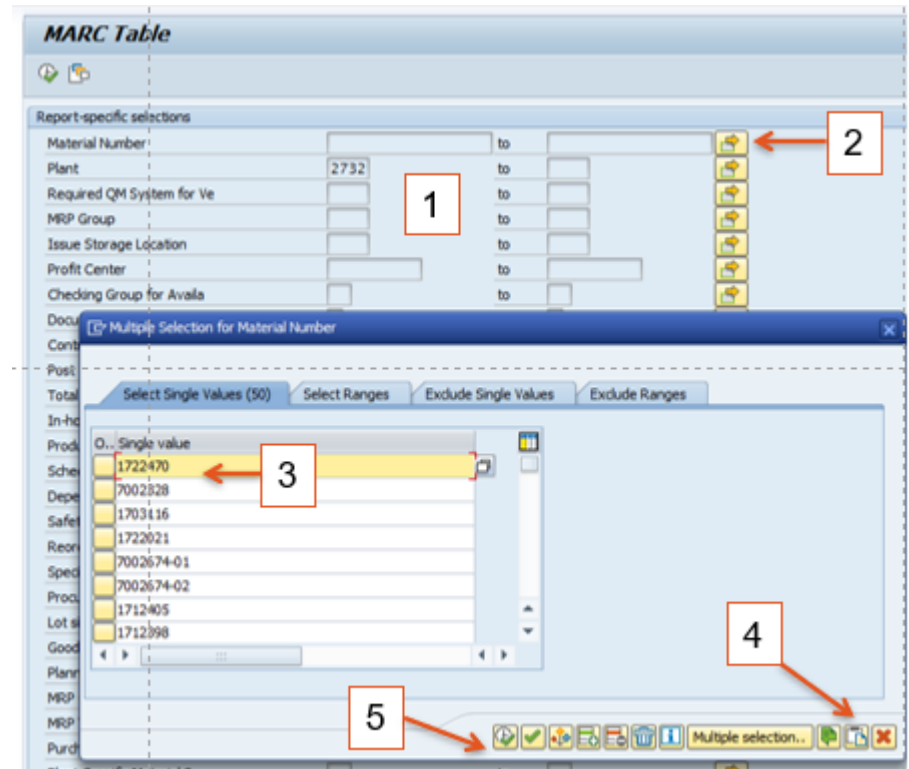


# Running the Report

You can run it wide open for the whole plant or MRP Area, or you can just do a set of parts.

To do a set of parts:



- (1) Enter the plant.
- (2) Click on the drop down to open a new tile.
- (3) Take your part list and click into the first space
- (4) Then hit the clip board
- (5) Then check the green arrow











# MARC

That should bring you back here. Now hit the green check mark with the clock in the left-hand corner.

**MARC Table**

Report-specific selections

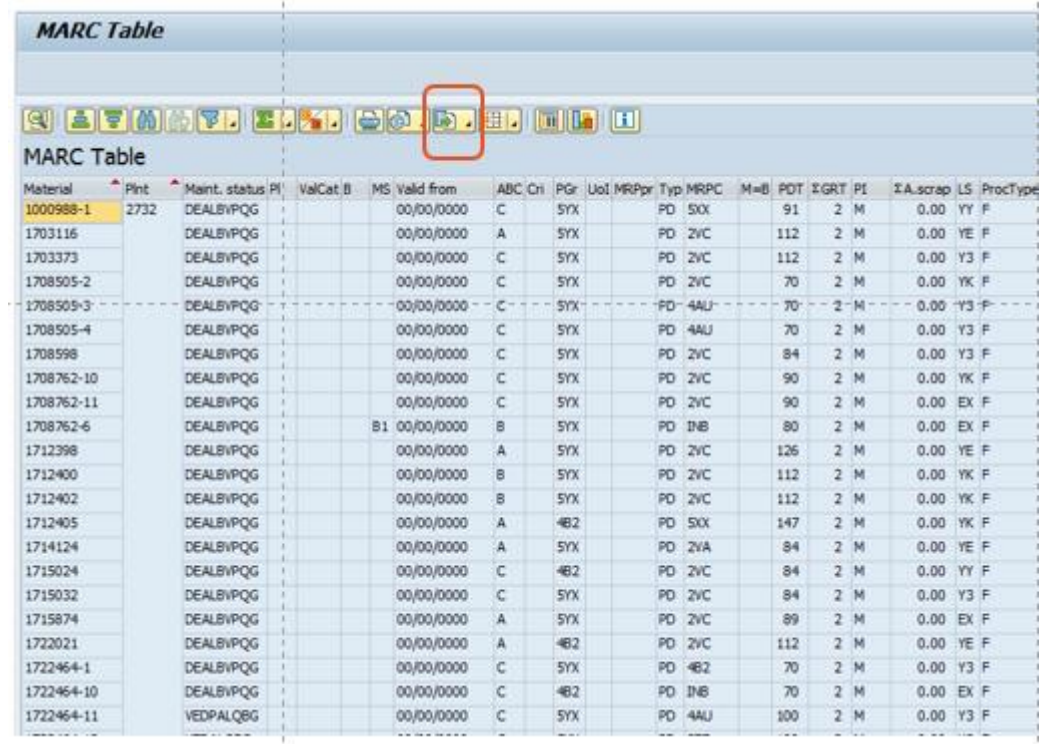
Material Number	<input type="text" value="1722470"/>	to	<input type="text"/>	
Plant	<input type="text" value="2732"/> 	to	<input type="text"/>	
Required QM System for Ve	<input type="text"/>	to	<input type="text"/>	
MRP Group	<input type="text"/>	to	<input type="text"/>	
Issue Storage Location	<input type="text"/>	to	<input type="text"/>	
Profit Center	<input type="text"/>	to	<input type="text"/>	
Checking Group for Avail	<input type="text"/>	to	<input type="text"/>	

# MARC

Now we are here.

To export, select the export option and select spreadsheet.

Sometimes it exports quickly, other times it takes few minutes.



The screenshot shows the 'MARC Table' interface. At the top, there is a title bar 'MARC Table' and a toolbar with various icons. The 'Export' icon, which looks like a document with a downward arrow, is highlighted with a red rectangle. Below the toolbar is a table with the following columns: Material, PInt, Maint. status Pl, ValCat B, MS, Valid from, ABC, Cri, PGr, UoI, MRPPr, Typ, MRPC, M=B, POT, XGRT, PI, XA, scrap, LS, ProcType. The table contains 20 rows of data, with the first row highlighted in yellow.

Material	PInt	Maint. status Pl	ValCat B	MS	Valid from	ABC	Cri	PGr	UoI	MRPPr	Typ	MRPC	M=B	POT	XGRT	PI	XA	scrap	LS	ProcType
1000988-1	2732	DEALBVPQG			00/00/0000	C	5YX				PD	5XX		91	2	M		0.00	YY	F
1703116		DEALBVPQG			00/00/0000	A	5YX				PD	2VC		112	2	M		0.00	YE	F
1703373		DEALBVPQG			00/00/0000	C	5YX				PD	2VC		112	2	M		0.00	Y3	F
1708505-2		DEALBVPQG			00/00/0000	C	5YX				PD	2VC		70	2	M		0.00	YK	F
1708505-3		DEALBVPQG			00/00/0000	C	5YX				PD	4AU		70	2	M		0.00	Y3	F
1708505-4		DEALBVPQG			00/00/0000	C	5YX				PD	4AU		70	2	M		0.00	Y3	F
1708598		DEALBVPQG			00/00/0000	C	5YX				PD	2VC		84	2	M		0.00	Y3	F
1708762-10		DEALBVPQG			00/00/0000	C	5YX				PD	2VC		90	2	M		0.00	YK	F
1708762-11		DEALBVPQG			00/00/0000	C	5YX				PD	2VC		90	2	M		0.00	EX	F
1708762-6		DEALBVPQG		B1	00/00/0000	B	5YX				PD	INB		80	2	M		0.00	EX	F
1712398		DEALBVPQG			00/00/0000	A	5YX				PD	2VC		126	2	M		0.00	YE	F
1712400		DEALBVPQG			00/00/0000	B	5YX				PD	2VC		112	2	M		0.00	YK	F
1712402		DEALBVPQG			00/00/0000	B	5YX				PD	2VC		112	2	M		0.00	YK	F
1712405		DEALBVPQG			00/00/0000	A	4B2				PD	5XX		147	2	M		0.00	YK	F
1714124		DEALBVPQG			00/00/0000	A	5YX				PD	2VA		84	2	M		0.00	YE	F
1715024		DEALBVPQG			00/00/0000	C	4B2				PD	2VC		84	2	M		0.00	YY	F
1715032		DEALBVPQG			00/00/0000	C	5YX				PD	2VC		84	2	M		0.00	Y3	F
1715874		DEALBVPQG			00/00/0000	A	5YX				PD	2VC		89	2	M		0.00	EX	F
1722021		DEALBVPQG			00/00/0000	A	4B2				PD	2VC		112	2	M		0.00	YE	F
1722464-1		DEALBVPQG			00/00/0000	C	5YX				PD	4B2		70	2	M		0.00	Y3	F
1722464-10		DEALBVPQG			00/00/0000	C	4B2				PD	INB		70	2	M		0.00	EX	F
1722464-11		VEDPALQBG			00/00/0000	C	5YX				PD	4AU		100	2	M		0.00	Y3	F

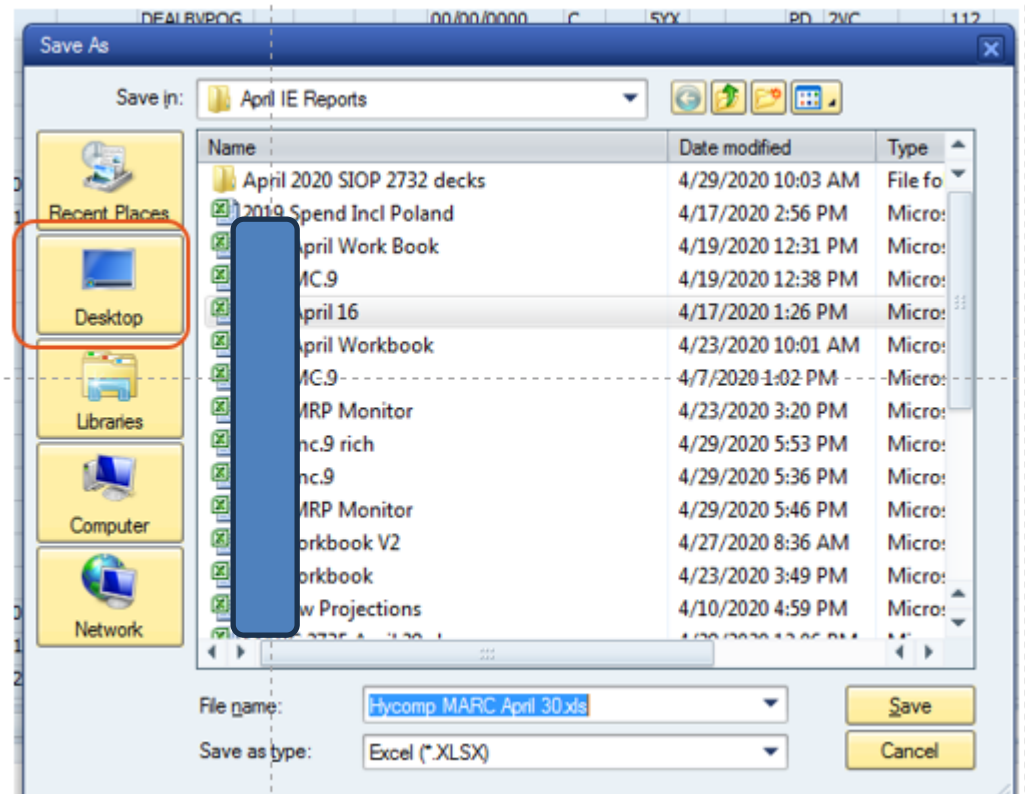
# MARC

Now we are here.

It will want to go to your SAP GUI but I prefer to send it to me desktop.

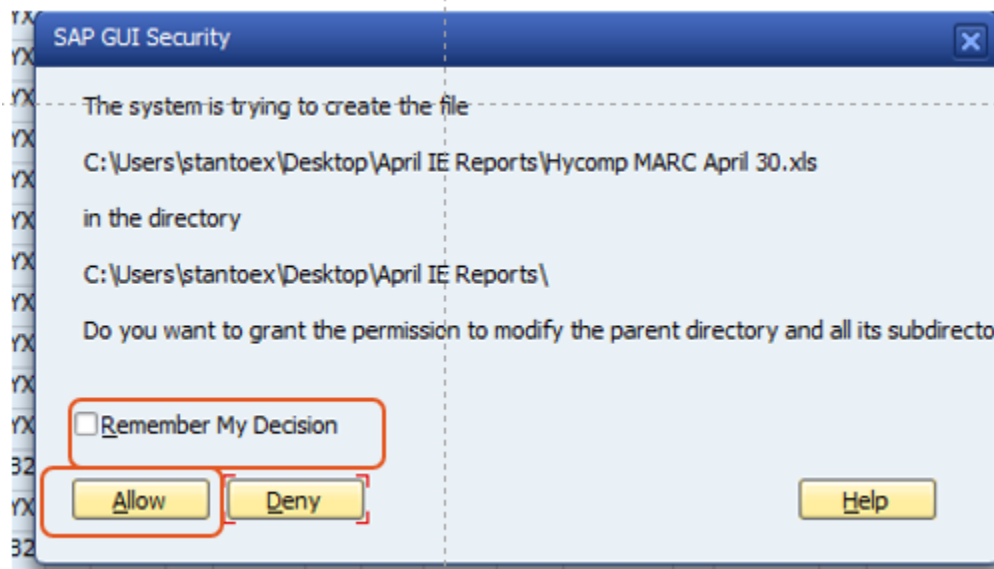
Name it and I highly recommend assigning a date to help you know when you pulled it.

Remember this is yesterday's snap-shot, not live this minute.



# MARC

Two variations of this will pop up, select allow both times. On some set ups, if you select remember my decision it will stop popping up. It might also warn you the file is going to pop up in a different format and just approve/agree.



# MARC

This is a big file. One thing you could do with it is validate your lot sizing is standardized.

To do this I would add a filter and go over to column U and just look to see how many I had. I would also do this on other files. Note the min, the max, rounding values, etc. are all grouped together in the table.

The screenshot shows an Excel spreadsheet with a data table. The columns are labeled with letters from P to AN. Column U is highlighted. A filter menu is open on the left side of the spreadsheet, showing options like 'Sort A to Z', 'Sort Z to A', 'Sort by Color', and 'Filter by Color'. A text box with an arrow points to the filter options, containing the text: 'Are five lot sizes too many? It depends on segmentation and other factors. Ten would be too many.'

P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN						
Pl	IA	scrap	LS	Proc.Type	SPT	Reorder	Point	BLin	Safety	Stack	BLin	Min	Lot size	BLin	Max	Lot size	BLin	Fix	lot size	BLin	Rounding	val	BLin	Max	level	BLin	Cnt	costs	Crcy	IC
								0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72		
								0.000		72.000		150.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		2.000		5.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		18.000		100.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		28.000		50.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		13																				72
								0.000		1																				72
								0.000		1,278																				72
								0.000		184																				72
								0.000		0																				72
								0.000		10																				72
								0.000		19																				72
								0.000		0																				72
								0.000		12																				72
								0.000		55.000		50.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		5.000		5.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		6.000		5.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		10.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		32.000		100.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		37.000		15.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		0.000		15.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		21.000		1.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72
								0.000		19.000		1.000		0.000		0.000		0.000		0.000		0.000		0.000		0.000		0.00		72

# Understanding Lot Size

Go to the materials master for one part.

(1) Go to MRP 1 tab

(2) Click on the toggle next to lot size. It will show up when you click in it.

(3) This should pop up.

Remember these values are in workdays so 5 days = 1 week.

POS=10 means ten days, or two weeks.

The screenshot shows the SAP Material Master MRP 1 tab for material 1708505-2. The 'Lot size data' section is highlighted with a red box and a '2'. The 'Lot size' is set to 'YK' (workdays) and 'POS=10 thru horizon'. The 'Minimum Lot Size' is 100. A pop-up window titled 'Lot size (materials planning) 108 Entries' is open, showing a table with columns LS, LT, Pds, LLP, LLI, LPer, and Description. The table lists various lot sizes (e.g., POS=15, POS=16, etc.) and their corresponding parameters. A red box and a '3' are placed over the table.

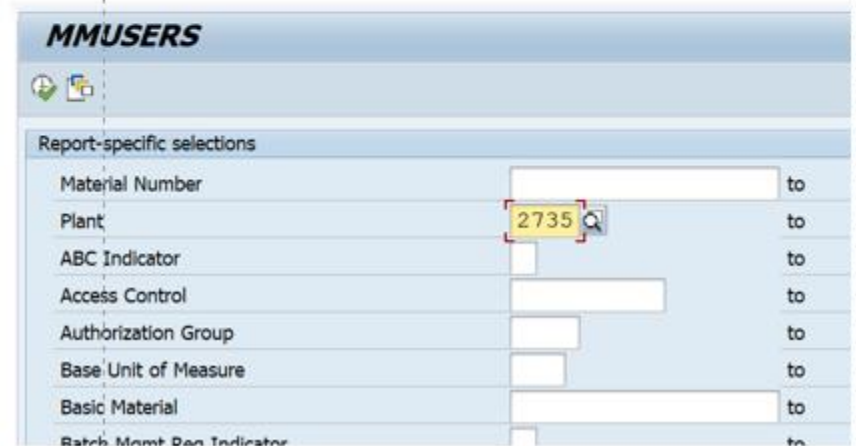
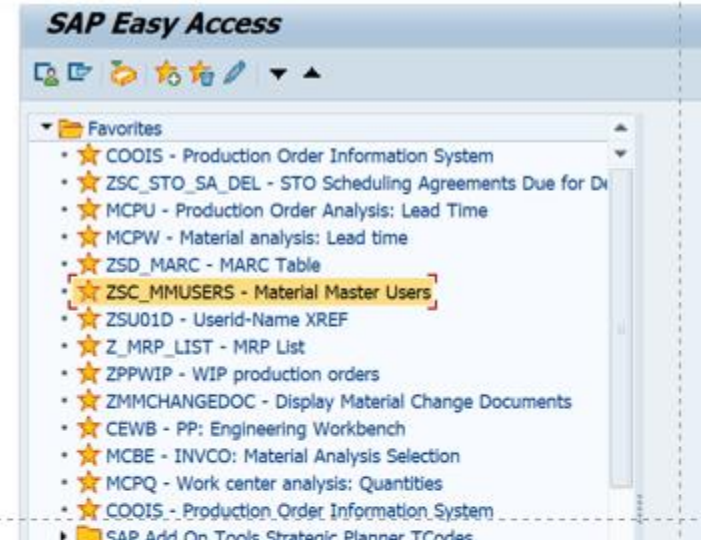
LS	LT	Pds	LLP	LLI	LPer	Description	
W5	P	T	15	P	M	1	POS=15
W6	P	T	16	P	M	1	POS=16
W7	P	T	17	P	M	1	POS=17
W8	P	T	18	P	M	1	POS=18
W9	P	T	19	P	M	1	POS=19
WB	P	W	1	P	M	1	Weekly lot size
WI	O	W	0			0	Least unit cost procedure
X4	P	T	55			0	POS=55
X6	P	T	75			0	POS=75
X8	P	T	115			0	POS=115
Y1	P	T	240			0	POS=240
Y2	P	T	140			0	POS=140
Y3	P	T	20			0	POS = 20 through Horizon
YA	P	T	1			0	POS=1 thru horizon
YB	P	T	2			0	POS=2 thru horizon
YC	P	T	3			0	POS=3 thru horizon
YD	P	T	4			0	POS=4 thru horizon
YE	P	T	5			0	POS=5 thru horizon
YF	P	T	6			0	POS=6 thru horizon
YG	P	T	7			0	POS=7 thru horizon
YH	P	T	8			0	POS=8 thru horizon
YJ	P	T	9			0	POS=9 thru horizon
YK	P	T	10			0	POS=10 thru horizon
YM	P	T	11			0	POS=11 thru horizon
YN	P	T	12			0	POS=12 thru horizon
YP	P	T	13			0	POS=13 thru horizon
YQ	P	T	14			0	POS=14 thru horizon
YR	P	T	15			0	POS=15 thru horizon
YS	P	T	16			0	POS=16 thru horizon
YT	P	T	17			0	POS=17 thru horizon
YU	P	T	18			0	POS=18 thru horizon
YV	P	T	19			0	POS=19 thru horizon
YW	P	T	21			0	POS = 21 thru horizon
YX	P	T	45			0	POS = 45 thru horizon

# Finding Price - MMUSERS

MMUSERS is a table with quite a bit of information in it, much of it from other tables such as MARC, MARA.

I use this to get standard cost.

After selecting the tcode, go populate the plant and execute.



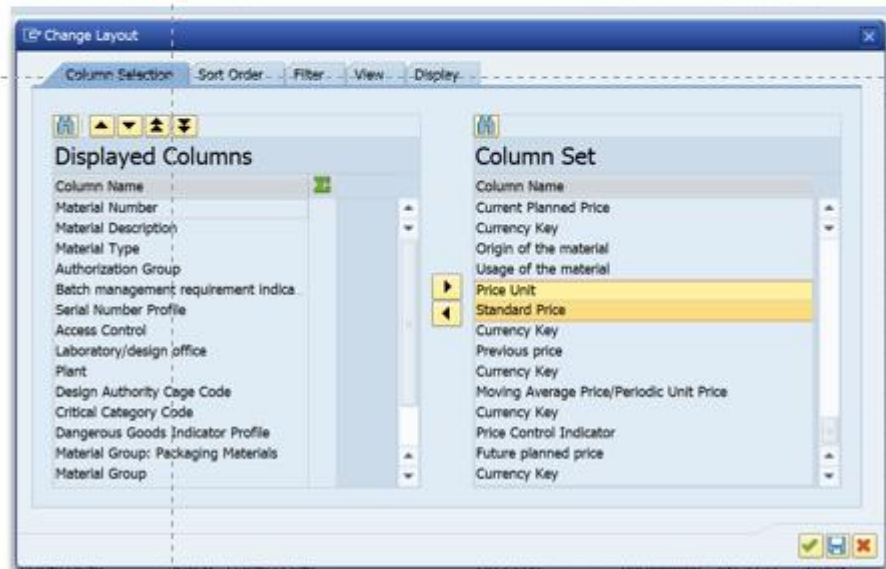


# MMUSERS

Once here select change layout from the layout icon.

Now from column selection select standard price and pricing unit and click the small sideways triangles to bring them over.

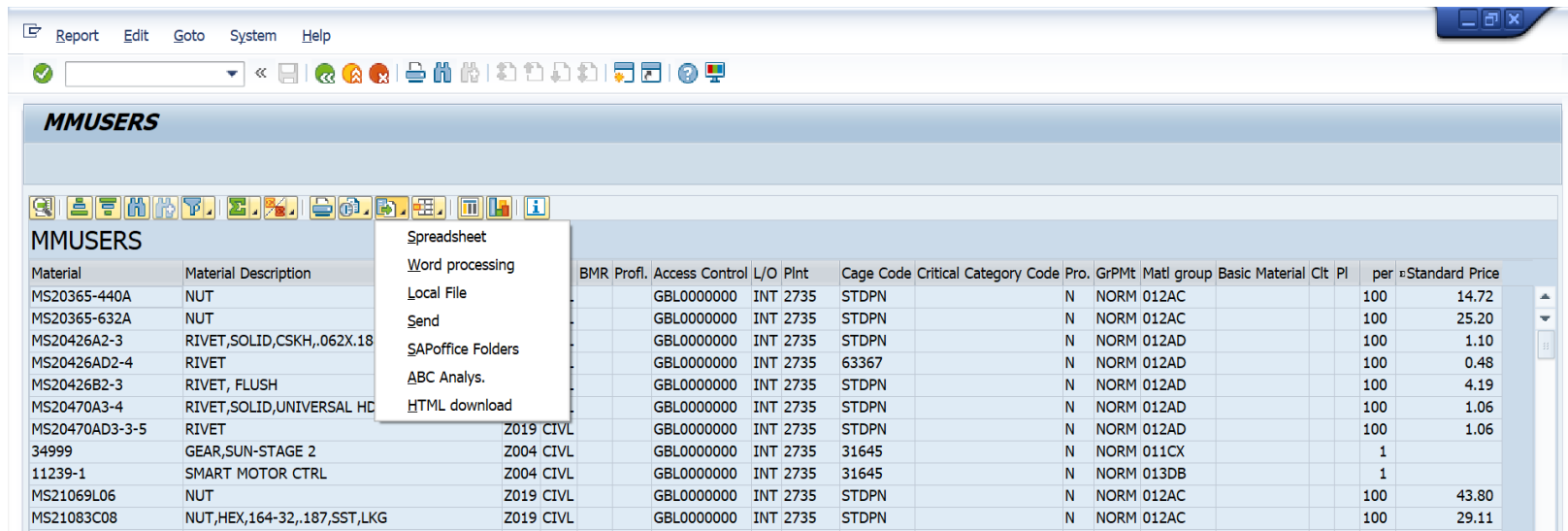
This is important because we do not always price/cost in pieces. We often may buy 100 pieces at a time, and the price is for the 100 pieces, not one piece.



# MMUSERS

We should be able to export this now and have the price and pricing units available for the workbook. To get the piece price divide the standard price by the pricing unit.

NOTE: this information, other than price, should have all the information from MARC, so you could just use this. Typically, though price only changes once a year, so I run this once or twice a year, but the MARC every month. This is not necessarily the best way to do it.



The screenshot shows the SAP MMUSERS report interface. At the top, there is a menu bar with 'Report', 'Edit', 'Goto', 'System', and 'Help'. Below the menu bar is a toolbar with various icons. The main area displays a table with columns: Material, Material Description, BMR, Profi., Access Control, L/O, Plnt, Cage Code, Critical, Category Code, Pro., GrPmt, Matl group, Basic Material, Ctt, Pl, per, and Standard Price. A context menu is open over the table, showing options: Spreadsheet, Word processing, Local File, Send, SAPoffice Folders, ABC Analys., and HTML download. The table data includes materials like NUT, RIVET, and GEAR, with their respective pricing and material group information.

Material	Material Description	BMR	Profi.	Access Control	L/O	Plnt	Cage Code	Critical	Category Code	Pro.	GrPmt	Matl group	Basic Material	Ctt	Pl	per	Standard Price
MS20365-440A	NUT			GBL0000000	INT	2735	STDPN			N	NORM	012AC				100	14.72
MS20365-632A	NUT			GBL0000000	INT	2735	STDPN			N	NORM	012AC				100	25.20
MS20426A2-3	RIVET,SOLID,CSKH,,062X.18			GBL0000000	INT	2735	STDPN			N	NORM	012AD				100	1.10
MS20426AD2-4	RIVET			GBL0000000	INT	2735	63367			N	NORM	012AD				100	0.48
MS20426B2-3	RIVET, FLUSH			GBL0000000	INT	2735	STDPN			N	NORM	012AD				100	4.19
MS20470A3-4	RIVET,SOLID,UNIVERSAL HD			GBL0000000	INT	2735	STDPN			N	NORM	012AD				100	1.06
MS20470AD3-3-5	RIVET		Z019	CIVL	GBL0000000	INT	2735	STDPN		N	NORM	012AD				100	1.06
34999	GEAR,SUN-STAGE 2		Z004	CIVL	GBL0000000	INT	2735	31645		N	NORM	011CX				1	
11239-1	SMART MOTOR CTRL		Z004	CIVL	GBL0000000	INT	2735	31645		N	NORM	013DB				1	
MS21069L06	NUT		Z019	CIVL	GBL0000000	INT	2735	STDPN		N	NORM	012AC				100	43.80
MS21083C08	NUT,HEX,164-32,,187,SST,LKG		Z019	CIVL	GBL0000000	INT	2735	STDPN		N	NORM	012AC				100	29.11

# Putting the workbook together

Starting with the MRP list, I put the part numbers in the first column then will typically put demand in monthly buckets for 12 months out.

To do this I open the file, remove columns I do not need and then add month and year columns so I can work it into a pivot table.

Year	Month	Req Date	MRP Elem	Rec./req	Date	St / RelDate	Material	Material D	Bunit	Plnt	MRP Area	Name	PSc	MRP date
2022	4	4/13/2022	BE	6	4/13/2022		36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2022	11	11/11/2022	BA	2	11/11/2022	7/12/2022	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	1	1/11/2023	BA	1	1/11/2023	9/12/2022	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	2	2/15/2023	BA	2	2/15/2023	10/17/2022	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	4	4/13/2023	BA	1	4/13/2023	12/8/2022	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	5	5/16/2023	BA	2	5/16/2023	1/13/2023	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	7	7/11/2023	BA	1	7/11/2023	3/10/2023	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	8	8/15/2023	BA	1	8/15/2023	4/14/2023	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	10	10/11/2023	BA	1	10/11/2023	6/12/2023	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	9	9/13/2023	BA	1	9/13/2023	5/12/2023	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2023	11	11/13/2023	BA	2	11/13/2023	7/13/2023	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2024	1	1/10/2024	BA	1	1/10/2024	9/11/2023	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022
2024	2	2/14/2024	BA	2	2/14/2024	10/16/2023	36218	STUD,FLANGED		2735		PRO Electronics		1/1/2022



# Next import the segmentation, usage history, price, and buffers

- Using the MRP monitor I will bring in the ABCXYZ and ABCHIJ (Orange).
- Using the MMUSERS report I will bring in standard price (no color).
- MARC give us the lot size, and information on things like minimum order quantities, rounding values, and buffers (yellow). This is also in MMUSERS.
- MC.9 gets us the historical usage information (blue).

Material	ABCXYZ	ABCHIJ	Typ	LS	Safety Stock	Min. Lot Size	Rounding val.	Max. level	Planning time fence	Prof.	SafetyTime	Safety Stock	Piece Price							12 month Total MRP
														ValStock	Value stock	Tot. usage val.	Total usage	NoTotUsa ge	AnTtStTn V	
29103 CZ	CJ	PD	Y3	0.000	141.000	0.000	0.000	0	0	25	0	0	24.01 \$	840	35 \$	624	26	7	0.45	88
29562 CZ	CJ	PD	EX	0.000	152.000	0.000	0.000	0	0	0	0	0	22.36 \$	-	0 \$	402	18	7	2.22	93
32155 CY	CJ	PD	YZ	0.000	0.000	165.000	0.000	0	0	0	0	0	3.2303 \$	-	0 \$	194	60	6	4.14	317
32764 CY	CJ	PD	Y3	0.000	0.000	0.000	0.000	0	0	20	0	0	9.88 \$	692	70 \$	1,166	118	33	2.69	136
32906 CZ	CJ	P1	YK	0.000	0.000	0.000	0.000	5	0	0	0	0	7.08 \$	312	44 \$	262	37	11	0.78	44
32945 CY	CJ	PD	YK	0.000	0.000	0.000	0.000	0	0	0	0	0	85.41 \$	1,110	13 \$	3,331	39	12	2.87	75
32946 CY	CJ	PD	YK	0.000	0.000	0.000	0.000	0	0	0	0	0	106.22 \$	1,275	12 \$	4,143	39	12	2.46	77
32950 CX	CJ	PD	Y3	0.000	20.000	20.000	0.000	0	0	25	0	0	18.07 \$	614	34 \$	2,385	132	33	9.3	131
32960 CY	CJ	PD	YZ	0.000	100.000	100.000	0.000	0	0	0	0	0	4.38 \$	600	137 \$	517	118	33	1.98	100
33787 BZ	BJ	PD	YZ	0.000	0.000	0.000	0.000	0	0	0	0	0	687.31 \$	1,375	2 \$	10,996	18	5	3.15	18
34329 BY	BJ	PD	YK	0.000	85.000	0.000	0.000	0	0	15	0	0	44.24 \$	3,318	75 \$	15,050	353	47	3.38	85
34350 CY	CI	PD	Y3	0.000	250.000	250.000	0.000	0	0	20	0	0	4.38 \$	1,086	248 \$	1,428	326	112	1.16	250
34480 BX	BI	PD	Y3	0.000	0.000	10.000	0.000	0	0	25	0	0	10.95 \$	2,310	211 \$	5,672	518	114	3.76	610
34672 CZ	CJ	PD	EX	0.000	23.000	0.000	0.000	0	0	0	0	0	150.65 \$	1,055	7 \$	1,205	8	3	0.65	23
34742 CZ	CJ	PD	YZ	0.000	25.000	0.000	0.000	0	0	0	0	0	4.38 \$	1,314	3 \$	876	2	1	0.52	3
34824 CZ	CJ	PD	YZ	0.000	0.000	0.000	0.000	0	0	15	0	0	236.72 \$	-	0 \$	517	3	2	153.46	4
34927 CZ	CJ	PD	Y3	0.000	0.000	0.000	0.000	0	0	0	0	0	547.5 \$	-	0 \$	68	1	1	6.41	6
35667 CZ	CJ	P1	YZ	0.000	0.000	0.000	0.000	5	0	0	0	0	16.7 \$	33	2 \$	33	2	1	1.6	4
36217 CZ	CJ	PD	EX	0.000	0.000	0.000	0.000	0	0	0	0	0	465.38 \$	-	0 \$	2,792	6	2	5.13	10
36218 CY	CJ	PD	Y3	0.000	0.000	0.000	0.000	0	0	30	0	0	193.27 \$	580	3 \$	3,439	18	11	6.58	17
36219 CY	CJ	PD	YK	0.000	2.000	2.000	0.000	0	0	15	0	0	254.07 \$	9,147	36 \$	4,573	18	18	0.67	32
36222 BY	BJ	PD	YK	0.000	0.000	1.000	0.000	0	0	15	0	0	216.1 \$	4,322	20 \$	5,835	27	10	2.98	37
36223 BY	BJ	PD	YK	0.000	0.000	1.000	0.000	0	0	15	0	0	216.1 \$	4,970	23 \$	5,835	27	10	2.19	33
36350 CY	CJ	PD	YK	0.000	229.000	0.000	0.000	0	0	10	0	0	3.6026 \$	1,174	326 \$	3,419	949	36	2.19	1374
36474 CY	CJ	PD	Y3	0.000	30.000	0.000	0.000	0	0	25	0	0	97.37 \$	2,337	24 \$	4,284	44	11	3.17	30
36647 CY	CJ	PD	Y3	0.000	0.000	17.000	0.000	0	0	25	0	0	15.88 \$	127	8 \$	889	56	14	4.43	51
36657 BY	BJ	P1	Y3	0.000	8.000	4.000	0.000	5	0	25	0	0	96.85 \$	-	0 \$	5,424	56	14	9.97	48

# Now What?

We will need to add more columns based on the detail we have, but we will need a nine block either way.

Things you might be interested in doing:

- Add a column dividing the 12 month Forecast against consumption history. Is forecast increasing or decreasing compared to consumption history?
- How are your buffers set?
- What segment is holding all your money. Why don't we care about inventory \$ in some segments, such as the CH segment?
- What are your turns? Are high turns a good thing or a bad thing?

Calculated columns I like to add:

- 12 month forecast divided by 12-month consumption
- Average daily forecast
- Buffer units and value (this might take a couple of columns)

# The Nine Block

Consider:

- % of part numbers in each segment
- Frequency of usage/# of times used by segment
- % of total usage value (consumption history)

What does each segment look like?

Row Labels	Count of Material Number	% of Parts #'s	Sum of NoTotUsage	% of Times Used	Sum of Tot. usage val.	% of Usage Value
AH	232	2%	268,293	22%	\$20,399,697	17%
AI	521	4%	58,039	5%	\$52,370,200	43%
AJ	661	6%	16,417	1%	\$31,877,027	26%
BH	189	2%	153,027	12%	\$1,472,550	1.2%
BI	325	3%	37,555	3%	\$2,617,550	2.1%
BJ	973	8%	17,556	1%	\$7,941,710	6.5%
CH	535	5%	438,206	36%	\$568,926	0.5%
CI	1,351	12%	146,315	12%	\$1,234,757	1.0%
CJ	6,865	59%	91,465	7%	\$4,571,427	3.7%
Grand Total	11,652	100%	1,226,873	100%	\$123,053,843	100%

# Nine Block

What can I tell about my buffer cost? Do I see a standard approach by segment?

And what is my MOQ doing to my inventory costs?

What are my turns by segment?

Row Labels	Count of Material Number	% of Parts #'s	Sum of NoTotUsage	% of Times Used	% of Usage Value	Sum of Cost of Buffer	Buffer in Days of FC	Average of LS in Days	MOQ cost in days	Turns
AH	232	2%	268,293	22%	17%	\$1,207,950	14	7	9	2.11
AI	521	4%	58,039	5%	43%	\$1,951,280	8	7	24	2.04
AJ	661	6%	16,417	1%	26%	\$1,548,856	9	7	36	1.72
BH	189	2%	153,027	12%	1.2%	\$268,718	37	10	46	1.23
BI	325	3%	37,555	3%	2.1%	\$215,911	14	13	67	1.28
BJ	973	8%	17,556	1%	6.5%	\$728,496	14	13	86	0.96
CH	535	5%	438,206	36%	0.5%	\$157,733	49	20	81	0.91
CI	1,351	12%	146,315	12%	1.0%	\$210,752	30	20	200	0.76
CJ	6,865	59%	91,465	7%	3.7%	\$696,148	24	19	365	0.35
Grand Total	11,652	100%	1,226,873	100%	100%	\$6,985,843	11	17	50	1.53



# At a part number level

Comparing forecasted demand with historical consumption can give you insight into what part numbers are growing, or declining.

Can your supplier support the growth or decline? Should other SAP parameters, such as safety stock, be reviewed?

You could also use it for a supplier SIOp process.

Material Number	Material Description	Avg Daily FC	AVG Daily FC in \$	Avg Daily Consumpt ion	FC compared to Usage
1024408-0001	MICROCIRCUIT - HYBRID, LVDT SIGNAL CONDI	18.296	\$11,570.39	19.40	94%
4P8061-259-0001	MICROCIRCUIT, 208 PIN FPGA, FL	19.88	\$ 8,866.08	6.95	286%
819279-2	TRANSDUCER, PRESSURE	8.976	\$ 3,895.94	7.06	127%
1016734-1	OSCILLATOR, LOW VOLTAGE, GULL-	22.212	\$ 2,917.55	9.78	227%
4P8061-314-0001	MICROCIRCUIT, 3.3V, FPGA, 450,	21.576	\$ 2,637.02	7.20	300%
93026-48KS	CAPACITOR	66.736	\$ 2,082.16	44.37	150%
813249-1	INDUCTOR, POWER	53.448	\$ 1,988.27	15.92	336%
5917375-1	DC-DC, QUAD, 3.3/5/15/-15V,35W	8.292	\$ 1,640.82	9.85	84%
CDR33BX104AKWS	CAP, FIXED, CHIP CERM, BX,.1UF 10%,50V	4385.828	\$ 1,570.13	3,226.75	136%

# Analyzing a segment: CX Parts

C items are low value materials that make up 5% to 10% of your inventory value (depending on how you set it). Typically, there are many materials that make up the low value 5% segment.

X Items are materials with low variation, and therefore more predictable, often due to steady usage.

CX items are worth looking at for opportunities to:

- Avoid a low value stock out that prevents us from shipping high value products.
- Reduce transactional costs by ordering larger lot sizes.

# CX Parts

Information that helps with analytics is available in a number of areas, with MC.9 being a primary source for good historical information on transactions and inventory levels.

Good dimensions to review for improvement:

- Inventory and Inventory Value.
- Number of total usage (how many times did an item get used/issued, regardless of the number of pieces in the usage).
- Average Range of Coverage in Days.
- Average Value of Stock Receipts (number of pieces in each receipt).
- Number of stock receipts (the number of times an item was received).
- Total Usage (Number of pieces used)

# Common Buffers

Buffers can be any SAP Parameter that may cause you to hold more material than the MRP requires. The ones most commonly used at UTAS are listed below.

## Lot Size

- If an item is low value and is being received two to three times a week, you may want to increase lot size or period of supply to reduce transactions.
- Higher lot sizes will also reduce the risk of stock outs by creating a bigger days range of coverage.
- Lot size changes can be either a fixed lot quantity, or a range of coverage. If a common item comes in a common container, often it is easiest to set the fixed lot size to the container quantity.

## Safety Stock and Safety Time

- A static Safety stock causes MRP to want to maintain an inventory to at least that level.
- Safety time causes MRP to move the receipt or stock date for a requirement forward in MRP. It does not change the requirement date, just the date components are to be received.

# Common Buffers

## Range of Coverage (in Days)

- This is a dynamic safety stock  $n$  that the quantity the system wants to hold in inventory changes based on the forward looking requirements.
- You must have forward requirements for this to work.
- You should look at historical consumption and validate that it lines up with future requirements, or understand why it does not, to effectively use this.

# MC.9 Inventory Analytics

To do an analysis on CX items, I used an SAP extract and added some calculated cells in Excel.

Below is an extract of MC.9.

- The yellow headers are SAP extracts, the grey are columns that I added and had some calculations done on.
- The data is based on a 12 month period.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	Material	ValStockV alue	Valuated stock	No. total usage	Avg. RC ttl stk	AvgValSto ckRecs				Total usa	Avg Monthly Usage	NoValSto ckZero	No.val stk rcpt	Short to usage	Inv Coverage I n Days
2	AMS5659-070TESTPIECE	160.8 PLN	3 EA	160	30	1.867 EA				161	13	43	226	26.88%	4
3	AMS5659-072TESTPIECE	98.94 PLN	3 EA	145	190	2.188 EA				142	12	31	154	21.38%	5
4	AMS5659-090TESTPIECE	621.46 PLN	7 EA	77	42	1.616 EA				75	6	29	125	37.66%	22
5	788086-12	1,401.44 PLN	19 EA	350	28	8.688 EA				350	29	23	77	6.57%	13
6	788085-9	1,930.18 PLN	17 EA	186	35	4.767 EA				186	16	23	73	12.37%	22
7	AS3510-0215K	3,918.00 PLN	600 EA	811	34	123.306 EA				3,426	286	59	72	7.27%	42
8	812946-7	304.5 PLN	64 EA	890	33	119.029 EA				4,023	335	47	69	5.28%	4
9	MS24665-1010	1.62 PLN	36 EA	230	75	6.147 EA				229	19	30	68	13.04%	38
10	1001359-1	410.66 PLN	2 EA	120	35	3.477 EA				119	10	21	65	17.50%	4
11	0711526-210	4,918.83 PLN	177 EA	938	47	31.452 EA				938	78	27	62	2.88%	45
12	85053-82	16,441.00 PLN	164 EA	204	143	18.15 EA				198	17	5	60	2.45%	199
13	NAS1130-3L20D	1,673.85 PLN	2,198 EA	167	121	382.586 EA				6,239	520	2	58	1.20%	85
14	MS24665-82	20.56 PLN	318 EA	2,299	67	111.389 EA				3,078	257	30	54	1.30%	25
15	MS27488-20	35.7 PLN	340 EA	690	81	82.296 EA				1,620	135	29	54	4.20%	50
16	NAS1102E08-8	248.6 PLN	216 EA	298	73	41.245 EA				1,176	98	24	53	8.05%	44
17	83841-82	4,730.93 PLN	1,524 EA	6,632	82	348.943 EA				6,839	570	20	53	0.30%	53
18	NAS1130-3L15	499.92 PLN	718 EA	129	88	187.692 EA				4,517	376	11	52	8.53%	38
19	ASP6YELLOW	3,765.51 PLN	973 EA	27	4,115	38.25 EA				27	2	2	52	7.41%	8649
20	1001354-1	406.8 PLN	2 EA	120	35	3.941 EA				119	10	23	51	19.17%	4

# How to Approach the Analytics

Start with a review of items that are frequent service offenders..

Step one is to add a column called “Short to Usage”. Here I am going to divide the number of times the item went to zero by the number of times it was used. While this does not capture shortages to all requirements, it is a place to start when trying to identify problem parts.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	Material	ValStockV value	Valuated stock			No. total usage	Avg. RC ttl stk	AvgValSto ckRecls		Total usag	Avg Monthly Usage	NoValSto ckZero	No val stk rcpt	Short to usage	Inv Coverage in Days
2	83841-82	4,730.93 PLN	1,524 EA			6,632	82	348,943 EA		6,839	570	20	53	0.30%	53
3	NAS1149CN432R	123.07 PLN	2,661 EA			5,648	93	698,761 EA		24,035	2003	25	46	0.44%	27
4	NAS620A10	288.53 PLN	4,079 EA			5,627	116	1,740.90 EA		32,893	2741	23	20	0.41%	30
5	MS16632-4025	448.66 PLN	869 EA			5,565	108	211,722 EA		5,502	459	16	36	0.29%	39
6	LC026CD11S316	4,070.15 PLN	802 EA			5,563	142	328,612 EA		5,474	456	12	49	0.22%	35
7	81625-82	4,871.45 PLN	1,480 EA			5,563	100	397,355 EA		5,499	458	11	31	0.20%	65
8	SSR-0112	1,109.62 PLN	807 EA			5,558	100	520,441 EA		6,670	556	7	34	0.13%	29
9	80923-82	3,698.24 PLN	1,456 EA			5,554	125	607,867 EA		5,563	464	6	30	0.11%	63
10	MS24685-18	197.29 PLN	4,905 EA			4,952	80	697,977 EA		9,770	814	21	43	0.42%	120
11	732249-6	1,521.17 PLN	611 EA			4,472	61	303,316 EA		5,757	480	23	38	0.51%	25
12	NAS620C8L	183.96 PLN	4,672 EA			4,096	63	1,996.93 EA		42,274	3523	28	45	0.68%	27
13	69494J10	933.55 PLN	523 EA			3,917	65	591,067 EA		5,173	431	12	15	0.31%	24
14	NAS620C3	24.67 PLN	713 EA			3,777	106	223 EA		4,221	352	28	46	0.74%	41
15	69494J11	1,949.27 PLN	1,041 EA			3,608	58	651,762 EA		6,737	561	17	21	0.47%	37
16	NAS620C10L	614.2 PLN	15,286 EA			3,419	148	1,656.29 EA		21,799	1817	21	42	0.61%	168
17	NAS1352N08-14	1,962.01 PLN	1,043 EA			3,285	76	525,216 EA		10,035	836	21	37	0.64%	25

# Analysis

In general you want to minimize shortages on CX parts so you can manage them less, to resource and manage other higher value items more.

Looking at frequently used materials that stock out often is a good place to start.

Material	ValStockV value	Valuated stock	No. total usage	Avg. RC ttl stk	AvgValSto ckRecs	Total usa	Avg Monthly Usage	NoValSto ckZero	No.val stk rcpt	Shortto usage
9 753665-1	569.24 PLN	14 EA	186	70	10.167 EA	185	15	14	24	7.53%
0 1001356-1	40.16 PLN	2 EA	120	46	10.118 EA	119	10	9	17	7.50%
1 ASP6YELLOW	3,765.51 PLN	973 EA	27	4,115	38.25 EA	27	2	2	52	7.41%
2 814323-1	5,230.04 PLN	53 EA	178	134	9.577 EA	222	19	13	26	7.30%
3 800611-1	1,050.90 PLN	6 EA	151	38	10.773 EA	151	13	11	22	7.28%
4 AS3510-0215K	3,918.00 PLN	600 EA	811	34	123.306 EA	3,426	286	59	72	7.27%
5 814323-2	3,749.84 PLN	38 EA	181	131	20.85 EA	221	18	13	20	7.18%
6 793489-1	225.4 PLN	28 EA	371	60	15.537 EA	371	31	26	41	7.01%
7 732048-56	230.76 PLN	9 EA	59	139	18.667 EA	57	5	4	3	6.90%
8 753660-2	1,070.02 PLN	14 EA	189	40	15.042 EA	188	16	13	24	6.88%
9 MS16562-192	8.37 PLN	54 EA	372	81	17.239 EA	374	31	25	46	6.72%
0 MS21209C0415	531.92 PLN	503 EA	30	788	302 EA	284	24	2	3	6.67%
1 799753-5	2,385.44 PLN	547 EA	167	70	331.75 EA	2,659	222	11	24	6.59%
2 780086-12	1,401.44 PLN	19 EA	350	28	8.688 EA	350	29	23	77	6.57%
3 774558-4	742.96 PLN	37 EA	261	65	13.875 EA	261	22	17	32	6.51%
4 69291C6P3-34	1,186.50 PLN	75 EA	200	75	32.4 EA	204	17	13	15	6.50%
5 69344F1-15-N	740.98 PLN	186 EA	124	63	273.778 EA	5,481	457	8	36	6.45%
6 NAS1351N4-24	345.03 PLN	53 EA	203	87	52.84 EA	668	56	13	25	6.40%
7 732066-56	523.6 PLN	140 EA	204	57	270.391 EA	3,961	330	13	23	6.37%



# Frequent CX stock out items

CX items need to be looked at based on what you have used historically, and what you are planning to replenish. If you historically have consumed more than plan, the risk of stock out is high. Consumption can be caused by both planned and unplanned usage.

Planned usage is consumption associated with general normal backflush activity such as consumption in BOMs or shipments. Planned consumption can exceed forecast when actual requirements come in higher than expected.

Unplanned consumption captures unplanned scrap, cycle counts, and any other consumption that is not expected to be typical.

# Range of Coverage based on Requirements and Consumption

What if planned consumption exceeds forecasted requirements?

- One common analytic is to look at what you are using compared to what is being forecasted.
- Usage can vary from forecast for several reasons. Forecast may be wrong, there could be an inventory cycle count error, there could be a quality issue, or an item maybe a good substitute for another item, and therefore have unplanned usage.
- If consumption is higher than planned, we will likely stock out.
- We cannot always immediately correct the requirements forecast, or solve the issues causing consumption to exceed plan, so we may choose to a buffer.

# Consumption compared to Forecasted Requirements

Range of coverage in Days based on Requirements (Forecast/orders) is column H.

Range of Coverage based on historical consumption is column Y.

Column J divides H into I and tells us that the forecasted value is projected to be in stock for more days than history expected it to be in stock.

	A	B	C	D	H	I	J	K	L	AA	
	Material	ValStockValue			Valuated stock	Avg. RC tttl stk	AVG RC divided by Consumption Range of Coverage calculation Based	No. total usage	Total usage	Stock outs to Usage frequency	
4	732048-60	258.39 PLN			9	50	16	303%	123	131	22.76%
5	MS51990E105P	3,965.33 PLN			292	71	100	71%	22	704	22.73%
6	2211021-101-022	2,244.47 PLN			19	53	39	138%	138	117	21.74%
7	AMS5659-072TEST	98.94 PLN			3	190	5	3747%	145	142	21.38%
8	69344F4-10-N	1,044.00 PLN			75	63	17	370%	92	1,057	20.65%
9	821194-1	989.34 PLN			6	60	24	246%	60	59	20.00%
0	825339-7	3,492.99 PLN			153	51	33	156%	61	1,721	19.67%
1	MS124655	55.96 PLN			86	63	43	148%	119	485	19.33%
2	1001354-1	406.8 PLN			2	35	4	868%	120	119	19.17%
3	1001553-2	387.4 PLN			2	38	4	942%	121	119	18.18%
4	2211011-100-114	1,715.28 PLN			21	45	53	86%	106	96	17.92%
5	1001359-1	410.66 PLN			2	35	4	868%	120	119	17.50%
6	ALK2-116	0 PLN			0	317	0	0%	6	51	16.67%
7	69452A5	820.89 PLN			9	82	12	668%	18	176	16.67%
8	1000391-1	936.84 PLN			6	127	48	265%	30	30	16.67%
9	PNRP2-295	37,888.85 PLN			95	71	556	13%	6	41	16.67%

This item has 9 pieces in stock.  
 The 9 pieces are 50 days of supply based on forecast.  
 Based on historical consumption, the 9 pieces are 16 days of supply.  
 If you purchase based on the assumption you have 50 days of supply,  
 And it really only lasts 16 days, what will happen to service.

# Using the SAP Add on Tools

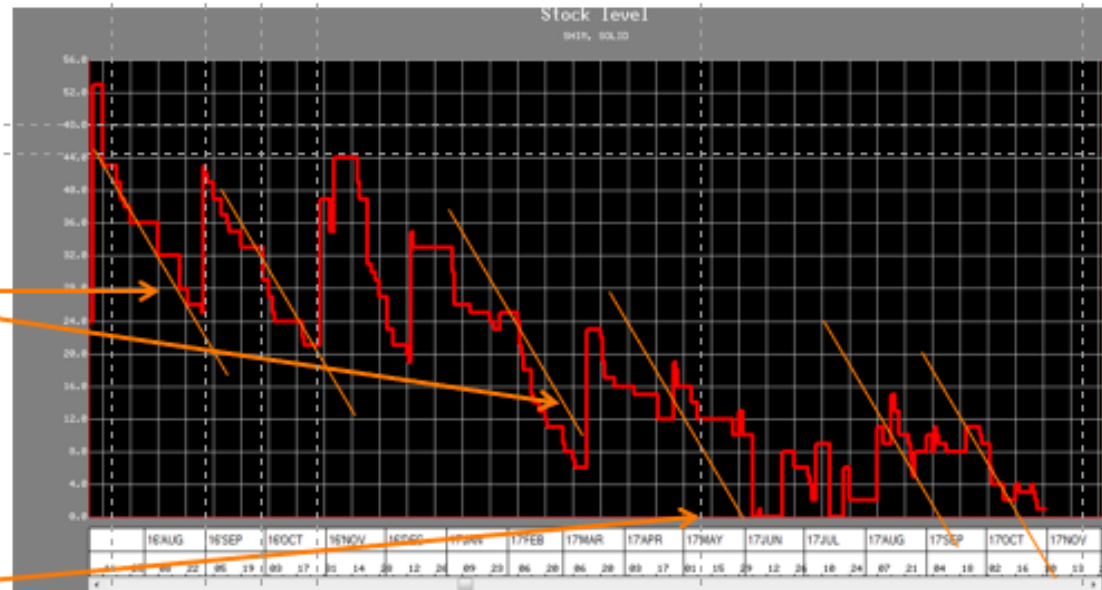
Looking at the column we inserted that compares consumption (history) to Requirements (forecast) in days, we see consumption is 303% of future requirements. If the future actual turns out to look like the past, we have under forecasted our requirements and will stock out.

Material	ValStockV alope	Valuated stock	Avg RC ttl stk	Consumption Based Range of Coverage calculation n	AVG RC divided by Consump tion Based	No. total usage	Total usage	Stock outs to Usage frequen..
4 732048-60	258.39 PLN	9	50	16	303%	123	131	22.76%
5 MS51990E105P	3,965.33 PLN	292	71	100	71%	22	704	22.73%
3 2211021-101-022	2,244.47 PLN	19	53	39	136%	138	117	21.74%
7 AMS5659-072TEST	98.94 PLN	3	190	5	3747%	145	142	21.38%
	1,044.00 PLN	75	63	17	370%	92	1,057	20.65%
	989.34 PLN	6	60	24	246%	60	59	20.00%
	3,492.99 PLN	153	51	33	156%	61	1,121	19.67%
	55.96 PLN	86	63	43	148%	119	485	19.33%
	406.8 PLN	2	35	4	868%	120	119	19.17%
	387.4 PLN	2	38	4	942%	121	119	18.18%
	1,715.28 PLN	21	45	53	86%	106	96	17.92%
	410.66 PLN	2	35	4	868%	120	119	17.50%
	0 PLN	0	317	0	0%	6	51	16.67%
	820.89 PLN	9	82	12	668%	18	176	16.67%
3 1000391-1	936.84 PLN	6	127	48	265%	30	30	16.67%
3 PNRP2-295	37,888.85 PLN	95	71	556	13%	6	41	16.67%

Also is important to note that if you are under forecasted for any reason, a dynamic range of coverage safety stock will give you less coverage than you might think you have.

# CX Stocking Level

- This item is consuming at 303% of forecast.
- Looking at the stock we can see nice consistent consumption by looking at the slope of the saw tooth.
- We can also see it is stocking out frequently.



# CX Example

My requirements between now and June are 25 units.

My Period of Supply (lot size is five days).

My safety time is five days (so we are driving perhaps one more each month).

My consumption is 131 in the last 12 months (11 a month).

Do I have enough Supply?

Individual List Cross-Plant View

Days Weeks Months

Period/seg...	Pnd ind.re...	Requirement	Receipts	Aval. Qua...	ATP quan...	Actu...
Stock				1	0	6.0
M 11/2017	0	1-	1	1	0	15.0
M 12/2017	0	2-	3	2	0	7.0
M 01/2018	0	7-	6	1	0	2.0
M 02/2018	0	1-	2	2	0	5.0
M 03/2018	0	6-	4	0	0	0.0
M 04/2018	0	4-	4	0	0	0.0
M 05/2018	0	2-	4	2	0	5.0
M 06/2018	0	2-	0	0	0	0.0

Material	ValStockV alue PL	Valuated stock	CnsgtSto ck	Avg. RC ttl stk	Consump tion Based Range of Coverage calculation	No. total usage	Total usage
732048-60	258.39 PLN	9 EA	0 EA	50	Based AVG RC divided by Consump tion	123	131 EA

# CX Example

From the above review, we know we are under supply in terms of what we are actually using versus what the system requirements are. What else do we know?

- We check the cost of the part, and know that the cost is 29 \$ each.
- We receive it 3.2 times a month, with an average receipt value of 91 \$.

Do we know anything else? Is there a phase out of this part?

What should we do?

If we do not know why this is overconsumption exist, but do want to stop stocking out, we could decide to run a service level calculation and put in a safety stock. Since it is a “C” item cost will be small.

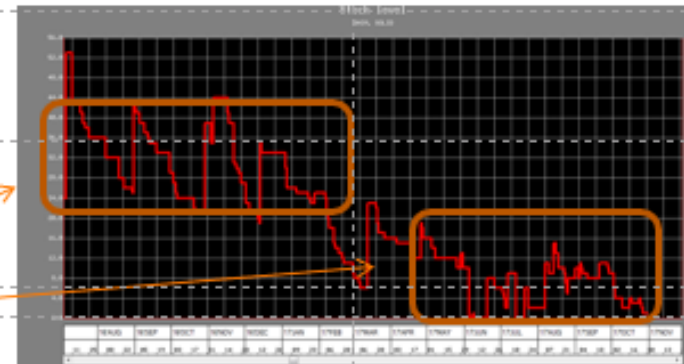
# CX Example

One additional thing to look at on this part is around item changes. Notice from the graphic that the part's behavior has changed over time.

Using transaction ZMMCHANGEDOC and by selecting a date to capture the historical changes, you may see a change in the MARC table that impacted this part's behavior.

On this item I did not see any changes to explain the overall change. I looked for safety stock, lead times, lot sizes, etc., during the period of change and did not find anything obvious.

Still, always worth a look.



**Change Documents for Object Class MATERIAL**

Object class	MATERIAL
Plant	2760
Material Number	732048-60
Last Changed By	
From Date	01/01/2016
From Time	00:00:00
Change document number	
Table Name	MARC
Table Key	
To Date	10/31/2017
To Time	23:59:59
Plant-sp.matl status	<input type="checkbox"/>



# Tracking Performance

There are 544 CX items in this particular analysis. 23 are at 0 stock, and 34 do not have enough stock to cover all requirements.

Is this good or bad? Are we getting better or worse? How can we know these things?

As part of the process, we need to establish min and max stocking levels by part, and track our status to them.

With CX Parts, being below a minimum is going to be typically much worse than being above the maximum.

# Closing Comments

- You need to check your parts behaviors to manage them.
- Quick checks include looking at the number of times a part goes to zero and comparing the consumption history to forecasted requirements.
- Looking at the graphics is very helpful. How is the part behaving? Did its behavior change?
- If you can not quickly understand why you are stocking out, on CX items especially, placing a safety stock in the system to contain the issue may be necessary.
- When running safety stock calculations using a service factor, running a higher service factor on C items as compared to A items, can get you better overall results at a lower total cost.