



M3 Demand Planner

Andreas Vist

*Specialized by industry.
Engineered for speed.*

Fast Facts: What is M3 DMP used for?

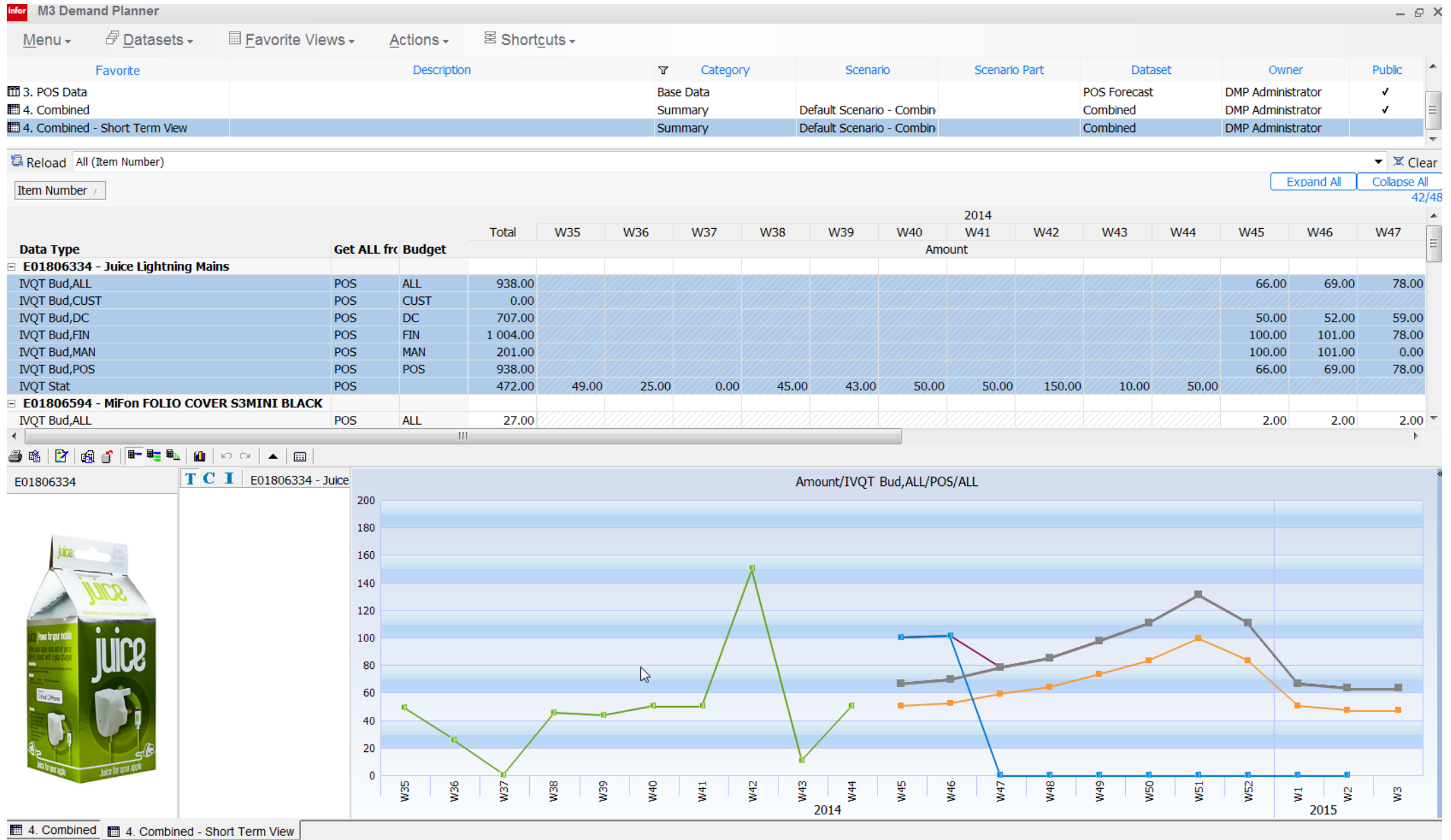
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- Collaborative Demand Planning
- Automatic Sales forecast
- General Budgeting
- Safety Stock Calculations
- ABC Classifications
- Stock Profiling the Future and the Past
- Collection, Season or Store Planning
- Open to buy plan

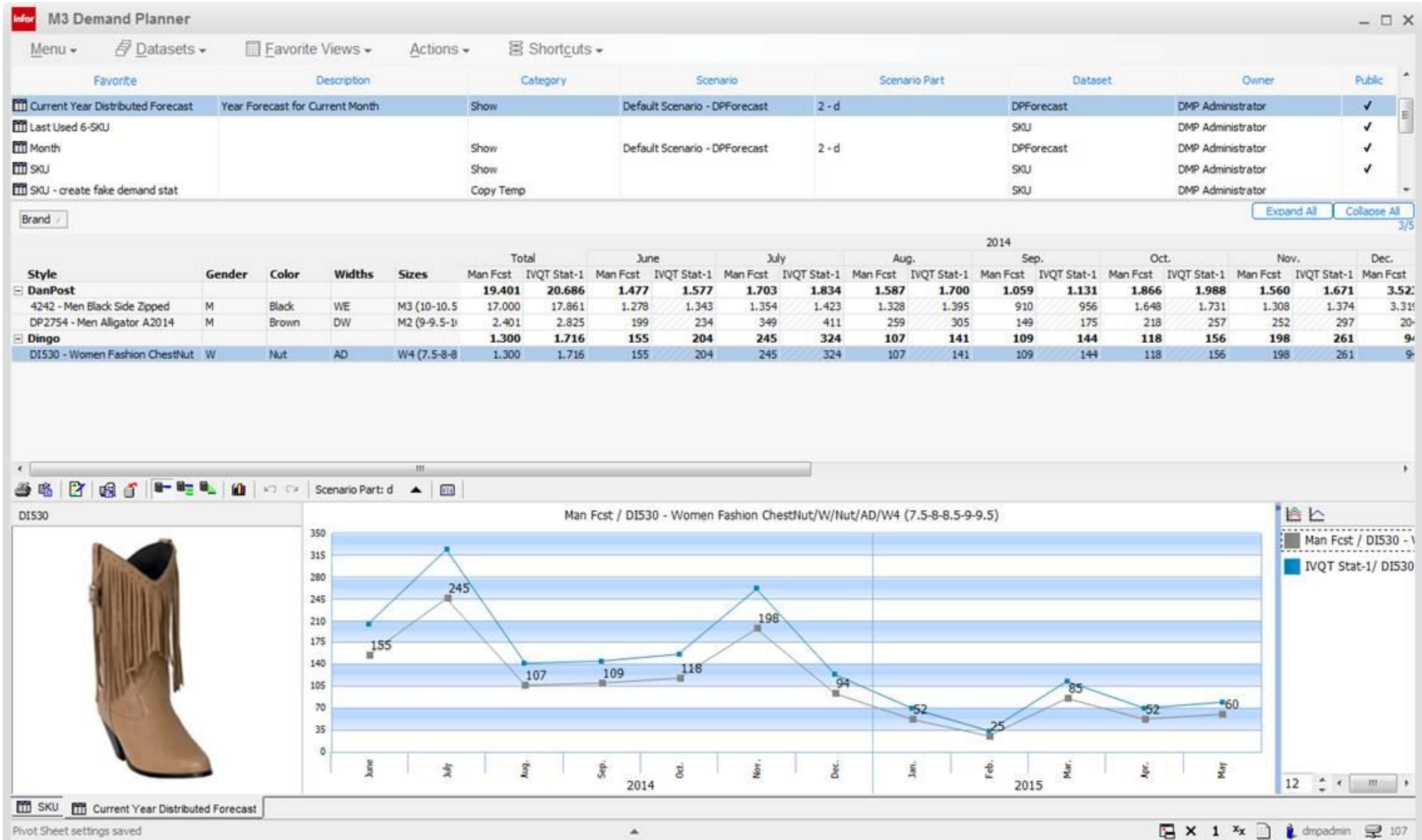
Collaborative Demand Planning

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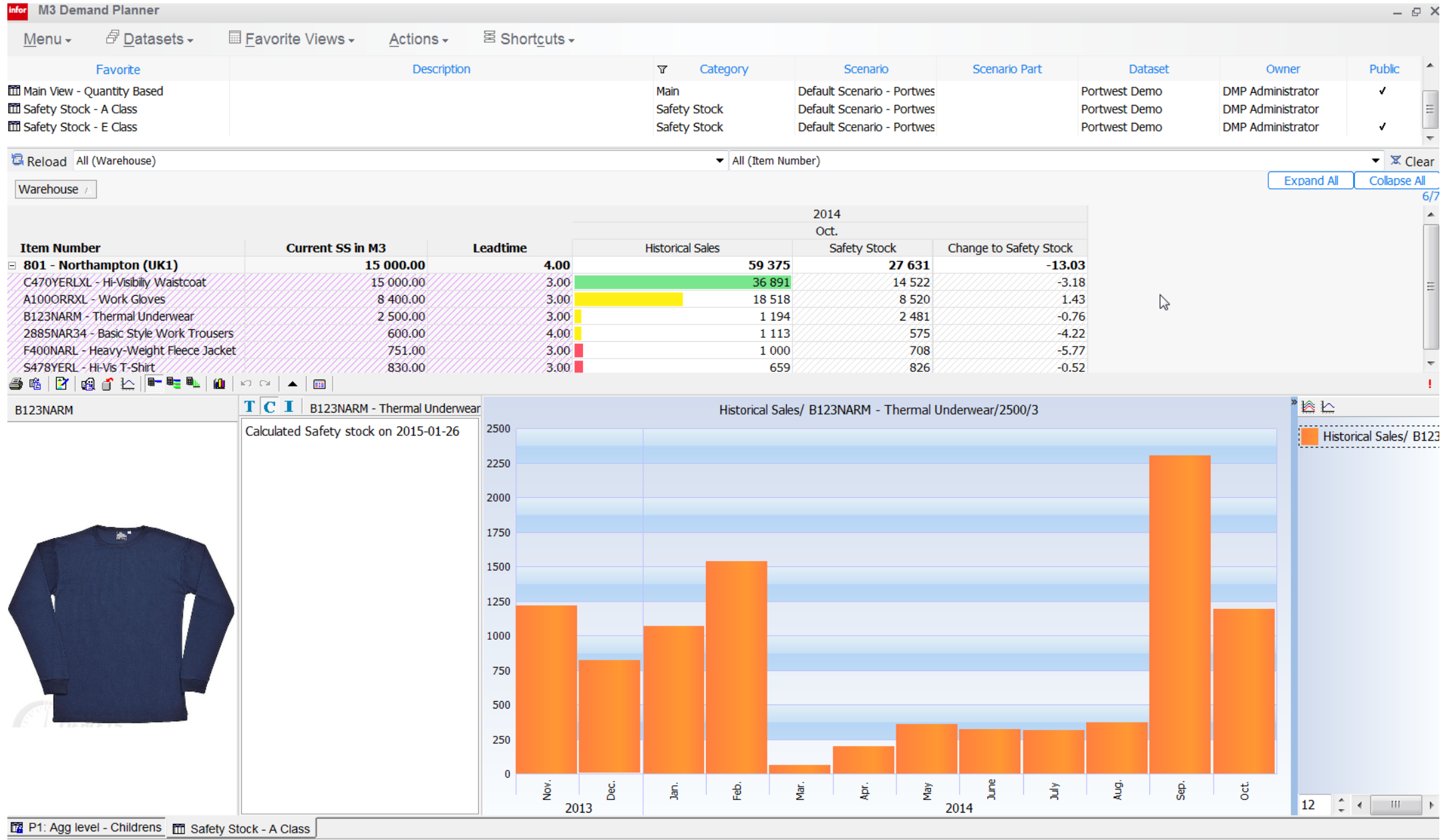


Automatic Sales Forecasting

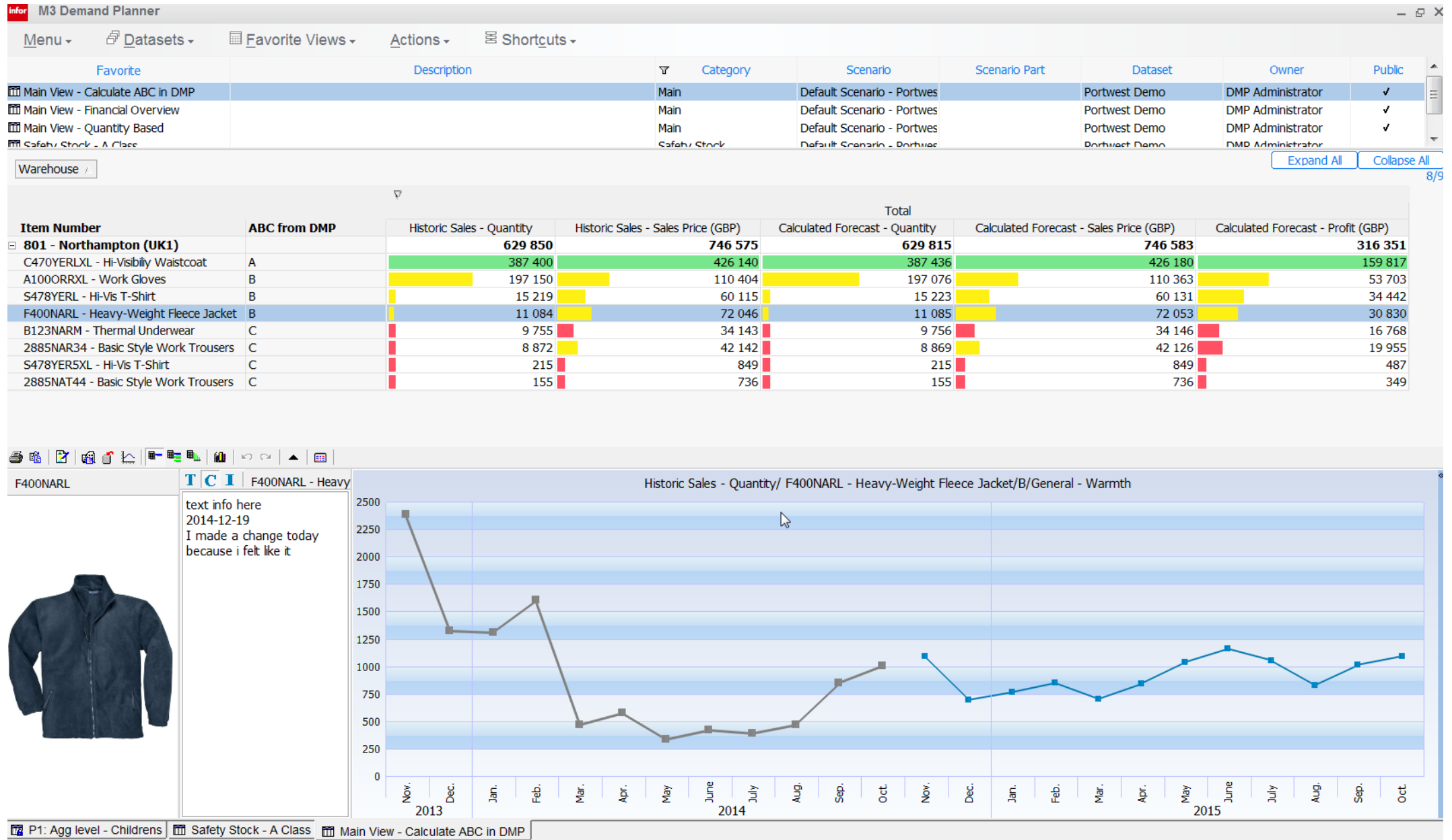
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Safety Stock Calculations



ABC Classifications



Collection, Season or Store Planning



infor M3 Demand Planner

Menu Datasets Workbench Actions Shortcuts

Reload All (Season) All (Retail Store) All (Category) All (SubCategory) All (SubSubCategory) All (Style) Clear

Season Category SubCategory SubSubCategory Retail Store Expand All Collapse All 150/186

Style	Initial Style	Sales Price	Purchase Price	Target Qty	Target Cost	Target Revenue	Target Margin	Total Manual Qty	Total Manual Cost	Total Manual Revenue	Total Manual Margin	Margin Gap
SPRING - Spring / Summer				119 011	902 231	1 509 831	40.2%	17 500	195 334	243 479	19.8%	20.5%
CHI - Childrens				119 011	902 231	1 509 831	40.2%	17 500	195 334	243 479	19.8%	20.5%
JUMP - Jumpers				119 011	902 231	1 509 831	40.2%	17 500	195 334	243 479	19.8%	20.5%
COTTO - Womens - Dresses - Cotton				46 507	406 007	614 881	34.0%	17 500	195 334	243 479	19.8%	14.2%
S02 - JAKARTA, Indonesia				17 578	153 459	232 406	34.0%	17 500	195 334	243 479	19.8%	14.2%
D0264 - LOUIE	D0264	16.99	12.39					5 048	62 546	85 767	27.1%	6.9%
D0418 - SEBASTIAN	D0418	8.99	8.84					6 731	59 500	60 510	1.7%	32.3%
D0925 - OWEN	D0925	16.99	12.81					5 721	73 288	97 202	24.6%	9.4%
Style 4												
Style 5												
S04 - SEOUL, South Korea				3 061	26 722	40 128						
S05 - MANILA, Philippines				9 750	85 116	128 361						
S10 - OSAKA, Japan				2 794	24 391	36 125						
S24 - NAGOYA, Japan				1 895	16 543	25 161						
S28 - BANGKOK, Thailand				1 256	10 965	16 561						
S37 - TIANJIN (Tientsin), China				4 307	37 600	56 451						
S38 - HONG KONG, China - Hong Kong				3 413	29 795	45 329						
S39 - TAIPEI, Taiwan (China ROC)				246	2 147	3 291						
S41 - HO CHI MINH CITY (Saigon), Viet N				2 207	19 269	29 577						
KNITT - Knitted				43 164	332 799	577 941						
S02 - JAKARTA, Indonesia				7 026	54 171	81 194						
S04 - SEOUL, South Korea				5 111	39 406	58 681						
S05 - MANILA, Philippines				3 893	30 014	44 521						
S10 - OSAKA, Japan				4 670	36 006	54 621						
S24 - NAGOYA, Japan				3 166	24 410	36 421						
S28 - BANGKOK, Thailand				2 107	16 246	24 281						
S37 - TIANJIN (Tientsin), China				7 182	55 373	82 961						
S38 - HONG KONG, China - Hong Kong				5 690	43 873	66 761						
S39 - TAIPEI, Taiwan (China ROC)				637	4 912	6 549						
S41 - HO CHI MINH CITY (Saigon), Viet N				3 682	28 388	42 491						
WOVEN - Woven				29 340	163 425	317 317						
S02 - JAKARTA, Indonesia				10 542	58 720	89 114						
S04 - SEOUL, South Korea				2 034	11 327	17 221						
S05 - MANILA, Philippines				5 841	32 535	49 631						
S10 - OSAKA, Japan				1 862	10 370	15 201						
S24 - NAGOYA, Japan				1 256	6 995	10 131						
S28 - BANGKOK, Thailand				837	4 663	6 991						

Scenario Part: 2015-01-08

P5: Placeholders - APAC Stores - Childrens Jump

P5: Style Master Data - Childrens Jumpers

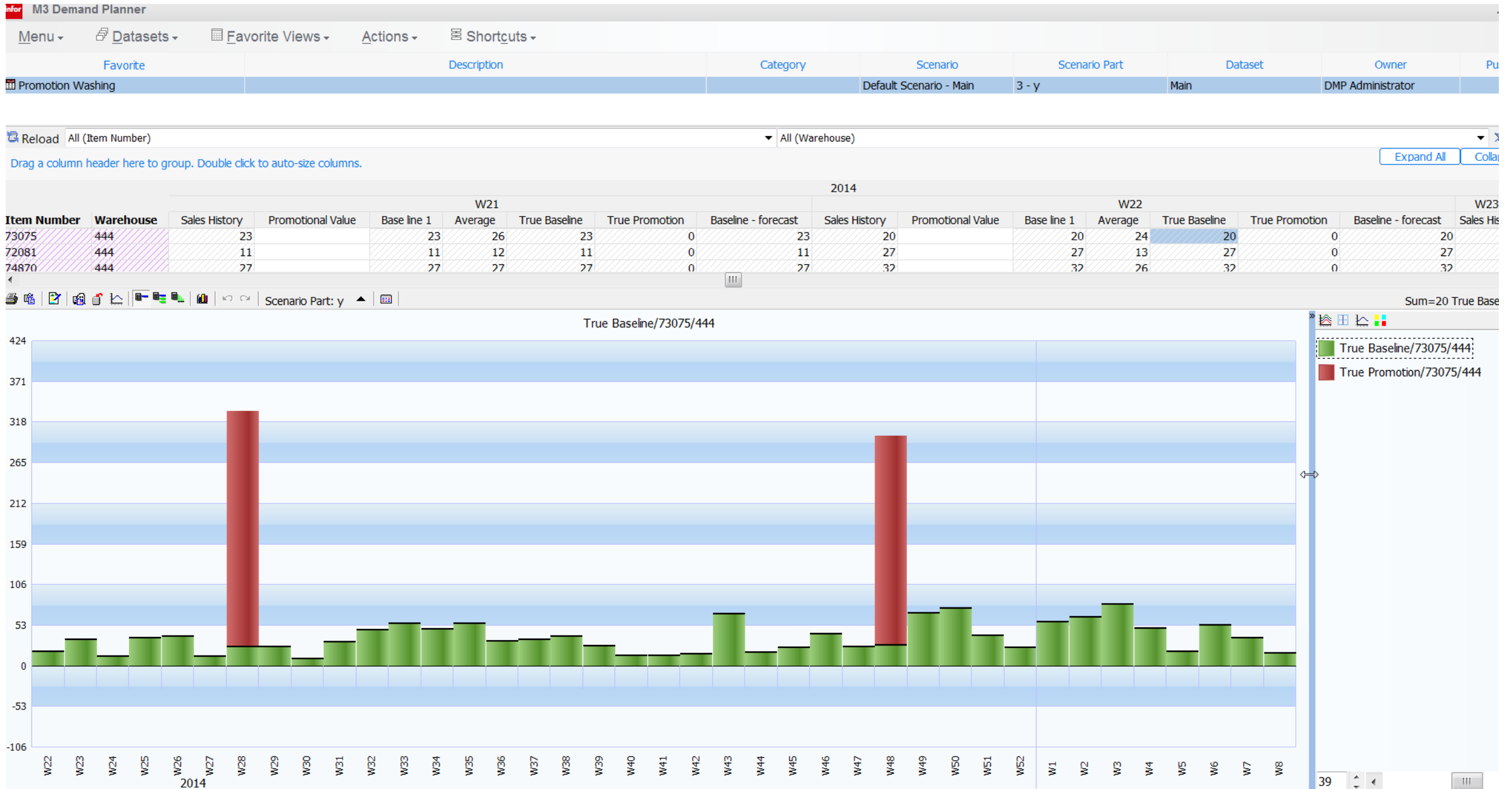
Reload All (Category) All (SubCategory) All (SubSubCategory) All (Style) Clear

Category SubCategory SubSubCategory Development Stage Expand All Collapse All 29/43

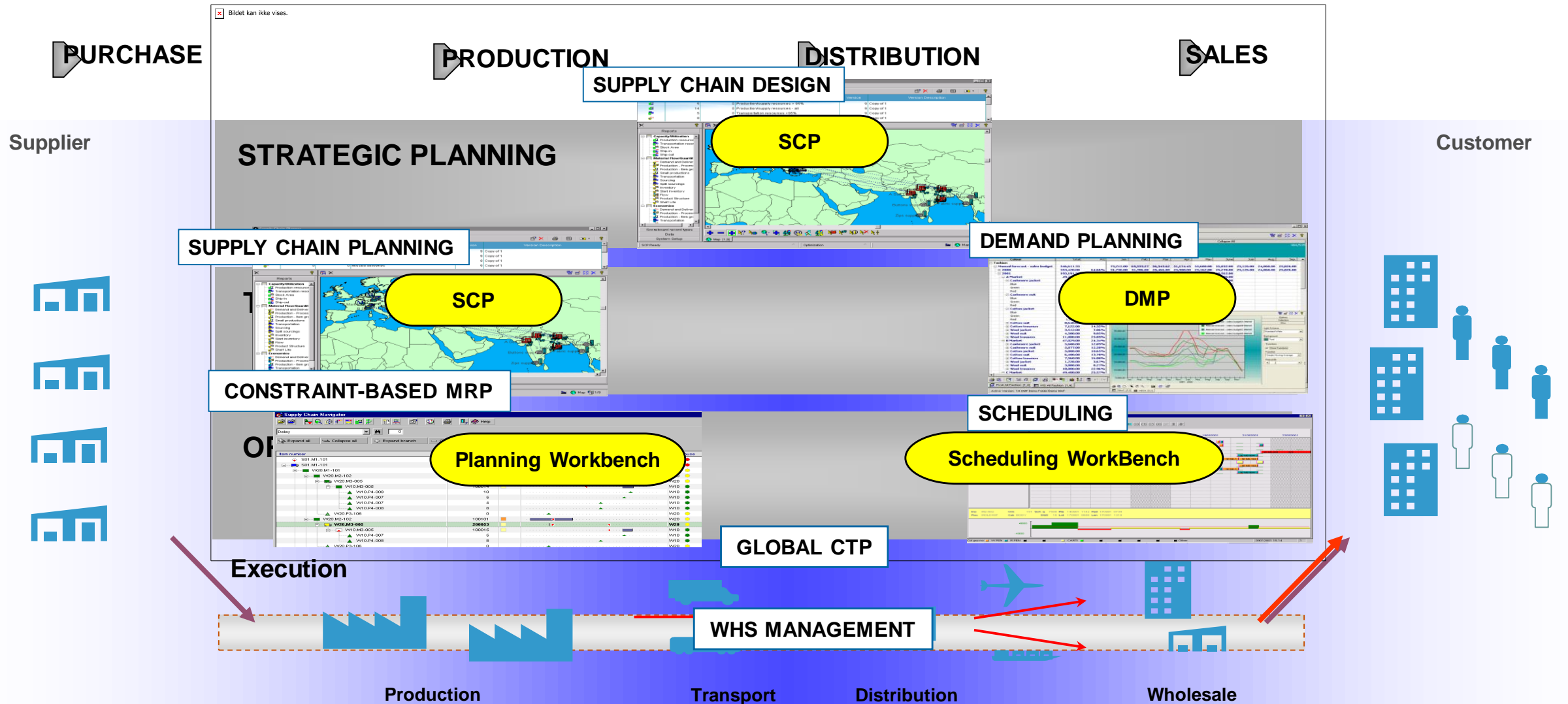
Style	Sales Price	Cost Price	Style Margin
CHI - Childrens			
JUMP - Jumpers			
COTTO - Womens - Dresses - Cotton			
Carry-over			
D0264 - LOUIE	16.99	12.00	29.4%
D0371 - CAMERON	16.99	12.00	29.4%
D0554 - GABRIEL	16.99	10.00	41.1%
D0925 - OWEN	16.99	12.00	29.4%
New			
D0418 - SEBASTIAN	8.99	8.00	11.0%
D0434 - ZACHARY	13.99	6.00	57.1%

D0089

Promotion Washing

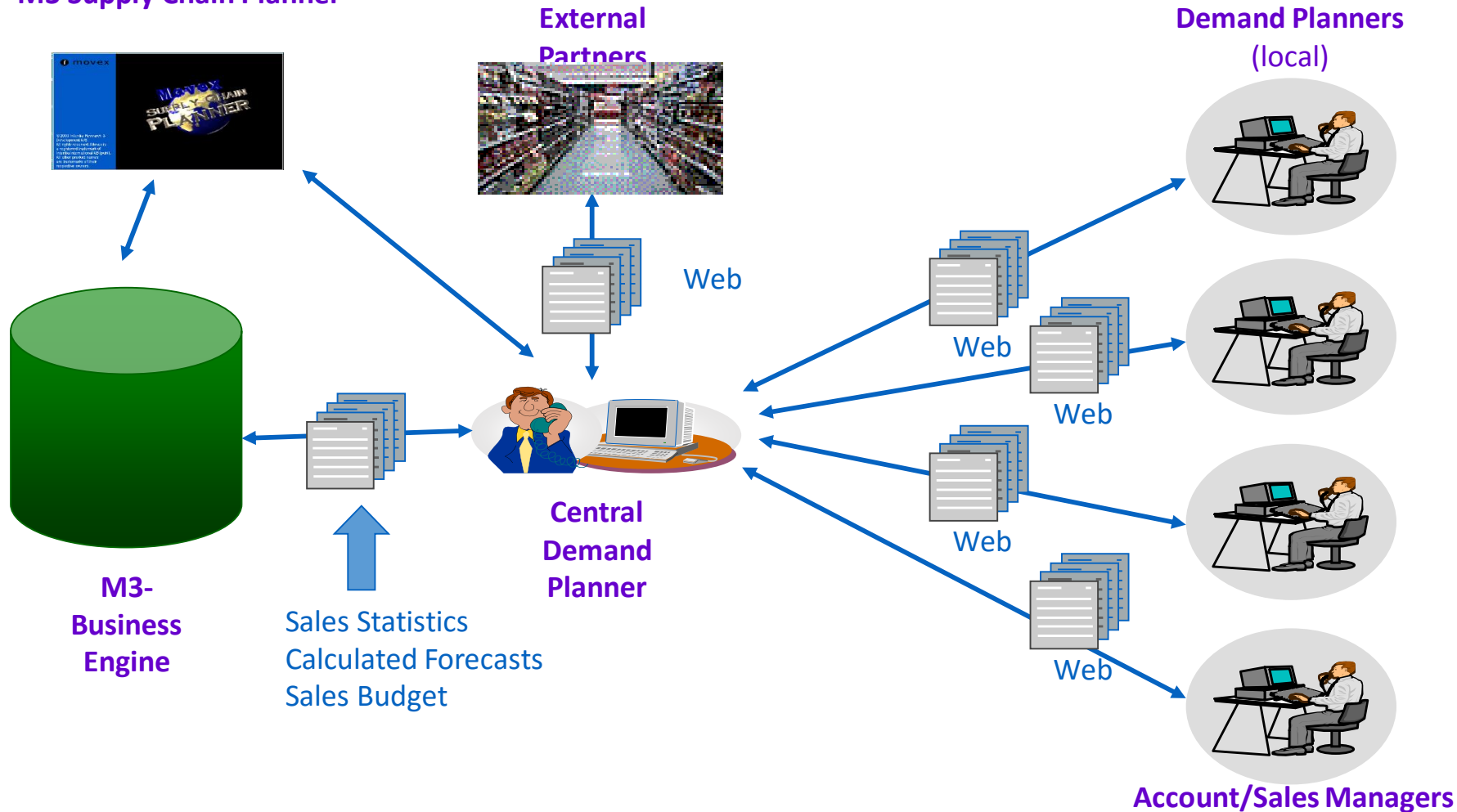


Supply Chain Planning a'la M3



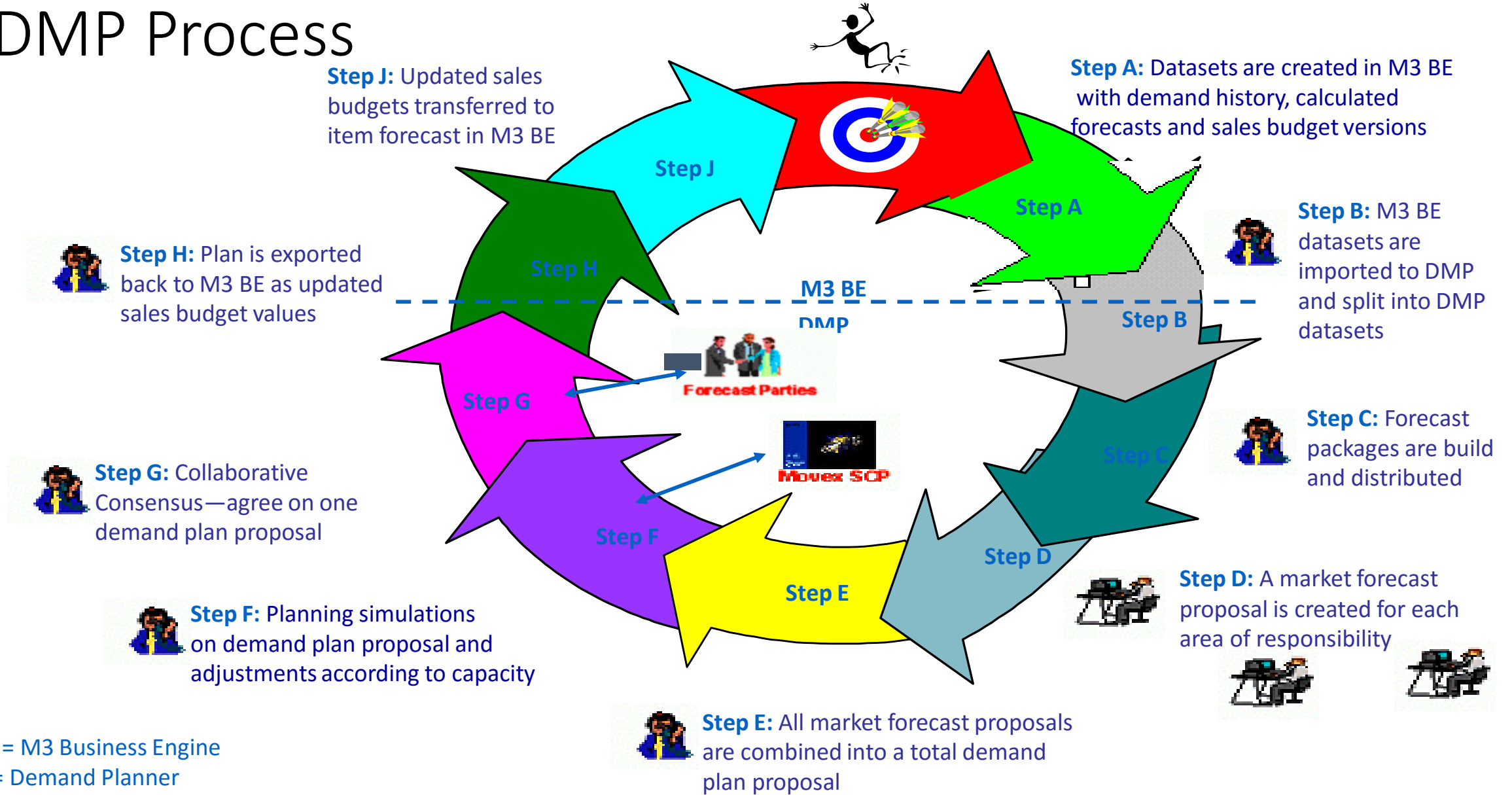
M3 Demand Planner – Overview

M3 Supply Chain Planner



- Fast to implement, requiring limited resources
- Consolidation of demand input from various forecasters
- Controlled, distributed forecasting workflow
- Reduced forecasting time

DMP Process



Demand Types at V14.1.2 onwards

Transaction Type	UCORQT	UCIVQT	UCDEMA (31)	UCDEMA (32)	UCDMA2
31 – Order entry statistics	Order Entry Date from OSASTD	N/A	N/A	N/A	N/A
32 – Sales statistics	N/A	Invoice Date from OSBSTD	N/A	N/A	N/A
33 – Sales budget	Budget	Budget	Budget	Budget	Budget
34 – Calculated sales forecast	N/A	N/A	Requested Delivery Date from OSASTD	Requested Delivery Date from OSBSTD	Requested Delivery Date from OSASTD
35 - Lost	Order Qty from lost Sales	N/A	N/A	N/A	N/A



M3 Scheduling Workbench

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M3 SWB

