

Oracle[®] Process Manufacturing Forecasting

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Enabling the Information Age™

Oracle® Process Manufacturing Forecasting

Part No. A69851-01

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Contents

Send Us Your Comments	1
Reader's Comment Form.....	1
Forecasting Preface	3
Oracle® Process Manufacturing Forecasting Welcome.....	3
About Oracle Process Manufacturing Forecasting.....	3
Audience for Oracle Process Manufacturing Forecasting.....	3
Conventions.....	4
Do Not Use Database Tools to Modify Oracle Applications Data.....	6
Information Sources Related Oracle Process Manufacturing Forecasting.....	6
Online Documentation.....	6
Other Information Sources.....	7
Other Sources.....	9
Training.....	9
About Oracle.....	9
Thank You.....	10
Forecasting Module	11
Forecasting Module Overview.....	11
Using the Forecast Maintenance Form.....	13
Find Forecast Maintenance Details.....	15
Associating a Forecast with a Schedule.....	16
Setting Up MPS to Include Sales Forecasts.....	17
Appendixes	19
Forecasting Navigator Paths.....	19
Setting Forecasting Profile Options.....	19
Glossary	21
Index	23

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Thank you for helping us improve our documentation.

Forecasting Preface

Forecasting Welcome

Welcome to *Oracle® Process Manufacturing Forecasting*.

This user's guide includes the information you need to work with Oracle® Process Manufacturing Forecasting effectively.

This preface explains how this user's guide is organized and introduces other sources of information that can help you.

About Forecasting

This guide contains overviews as well as task and reference information about Forecasting. This guide includes the following chapter:

- Forecasting Module

Audience for Forecasting

This guide assumes that you have a working knowledge of your business area's processes and tools. It also assumes that you are familiar with Forecasting. If you have never used Forecasting, we suggest you attend one or more of the Oracle Process Manufacturing training classes available through World Wide Education. For more information about Forecasting and Oracle training see Other Information Sources.

This guide also assumes that you are familiar with the Oracle Applications graphical user interface. To learn more about Oracle Applications graphical user interface, read the *Oracle Applications User's Guide*.

Conventions

Bolded Text

Buttons, fields, keys, menus, and selections are bolded in procedures only. For example: To access the next form click **OK**. Otherwise, references to these features appear in regular type.

Additional Menu Options

Only nonstandard menu options are discussed. Standard menu bar options (such as Save) are not discussed. These standard options are described in the Oracle Applications User's Guide. Only menu options unique to the use of the specific form are discussed.

Field References

References to fields within procedures are in bold type. References within the body of this guide appear in regular type.

Keyboard Mapping

Some keyboards have an Enter key, while some have Return key. All references to this key appear as Enter.

Required Fields

The word "Required" appears as the last word in the field descriptions of all required fields. When the field is required contingent on the entry in another field, or only in specific situations, "Required if..." is the last sentence of the field description.

Fields Reserved for Future Use

Fields with no current processing implications are referenced by the statement, "This field is not currently used" or "Reserved for future use" is shown. Do not use these fields for your own reference data, because there are plans to link future functionality to these fields. Fields intended for informational use only are referenced by the statement, "This field is for informational purposes only".

Pending/Completed Transactions

Discussions about processing transactions that use the words 'pending' and 'completed' refer to the status of a transaction. Pending and completed do not refer to the database tables that are updated as a result of transactions (for example, some completed transactions are stored in the Pending Transactions table).

Procedures

Each chapter contains a procedure with numbered steps. Any actions which are subordinate to a step are assigned letters.

Note: You can customize your Oracle Application, therefore, all procedures are suggestive only. Navigate to forms and between responsibilities in a way that works best for your particular setup. Also note that fields may appear on your screen in a different order than they are discussed in this guide.

Oracle Process Manufacturing Glossaries

A module-specific glossary is included.

Use of Word "Character"

The word "character" means an alphanumeric character. Characters that are numeric or alphabetic only are referenced specifically.

Note: Depending on your system security profile, you may not have access to all of the forms and functions described in this guide. If you do not see a menu option described in this guide, and you want access to it, contact your System Administrator.

Do Not Use Database Tools to Modify Oracle Applications Data

Because Oracle Applications tables are interrelated, any change you make using Oracle Applications can update many tables at once. If you modify the Oracle Applications data using anything other than Oracle Applications, you could change a row in one table without making corresponding changes in related tables. If your tables are synchronized with each other, you risk retrieving erroneous information and receiving unpredictable results throughout Oracle Applications.

When you use Oracle Applications to modify your data, Oracle Applications automatically checks that your changes are valid. Oracle Applications also track who changes information. If you enter information into database tables using database tools, you could store invalid information. You also lose the ability to track who has changed your information because SQL*Plus and other database tools do not keep a record of changes.

Consequently, we strongly recommend that you never use SQL*Plus or any other tool to modify Oracle Applications data unless otherwise instructed by Oracle Support Services.

Information Sources Related Forecasting

You can choose from many sources of information, including documentation, training, and support services, to increase your knowledge and understanding Forecasting.

Online Documentation

All Oracle Applications documentation is available online on CD-ROM, except for technical reference manuals.

All user's guides are available in HTML and paper. Technical reference manuals are available in paper only. Other documentation is available in paper and sometimes PDF format.

The content of the documentation remains the same from format to format. Slight formatting differences could occur due to publication standards, but such differences do not affect content. For example, page numbers are included in paper, but are not included in HTML.

The HTML documentation is available from all Oracle Applications windows. Each window is programmed to start your web browser and open a specific, context-sensitive section. Once any section of the HTML documentation is open, you can navigate freely throughout all Oracle Applications documentation. The HTML documentation also ships with Oracle Information Navigator (if your national language supports this tool) which enables you to search for words and phrases throughout the documentation set.

Other Information Sources

Forecasting shares business and setup information with other Oracle products. The following Oracle Applications guides might be useful when you are setting up and using OPM Forecasting.

- **Oracle Applications User's Guide**
This guide explains how to enter data, query, run reports, and navigate using the graphical user interface (GUI) available with this release. This guide also includes information on setting user profiles, as well as running and reviewing reports and concurrent processes.
- **Oracle Applications Flexfields Guide**
This guide provides flexfields planning, setup and reference information for the implementation team, as well as for users responsible for the ongoing maintenance of Oracle Applications product data. This manual also provides information on creating custom reports on flexfields data.
- **Oracle Workflow**
This guide provides information about the Oracle Workflow product. It provides guidance and assistance for automating and routing information of any type according to business rules.
- **Oracle Applications System Administrators Guide**
This guide provides planning and reference information for the Oracle Applications System administrator. It contains information on how to define security, customize menus and online help text, and manage processing.

Oracle Process Manufacturing Guides

The following is a list of the documentation in each product group of OPM release 11.0.

System Administration and Technical Reference

- *Oracle Process Manufacturing Implementation Guide*
- *Oracle Process Manufacturing Technical Reference Manuals*

OPM Inventory Control

- *Oracle Process Manufacturing Inventory Management User's Guide*
- *Oracle Process Manufacturing Physical Inventory User's Guide*
- *Oracle Process Manufacturing EC Intrastat User's Guide*

OPM Process Execution

- *Oracle Process Manufacturing Production Management User's Guide*
- *Oracle Process Manufacturing Process Operations Control User's Guide*

OPM Product Development

- *Oracle Process Manufacturing Formula Management User's Guide*
- *Oracle Process Manufacturing Laboratory Management User's Guide*
- *Oracle Process Manufacturing Quality Management User's Guide*

OPM Logistics

- *Oracle Process Manufacturing Order Fulfillment User's Guide*
- *Oracle Process Manufacturing Purchasing User's Guide*

OPM Process Planning

- *Oracle Process Manufacturing Forecasting User's Guide*
- *Oracle Process Manufacturing Capacity Planning User's Guide*
- *Oracle Process Manufacturing MPS/MRP User's Guide*

OPM Financials

- *Oracle Process Manufacturing Cost Management User's Guide*
- *Oracle Process Manufacturing Manufacturing Accounting Controller User's Guide*
- *Oracle Process Manufacturing Accounting Setup User's Guide*
- *Oracle Process Manufacturing and Oracle Financials Integration*
- *Oracle Process Manufacturing and Oracle Financials Implementation Guide*

Other Sources

Training

We offer a complete set of formal training courses to help you and your staff master Forecasting and reach full productivity quickly. We organize these courses into functional learning paths, so you take only those courses appropriate to your job's area of responsibility.

You have a choice of educational environments. You can attend courses offered by Oracle Education Services at any one of our many Education Centers, or you can arrange for our trainers to teach at your facility. In addition, Oracle training professionals can tailor standard courses or develop custom courses to meet your needs. For example, you may want to use your organization structure, terminology, and data as examples in a customized training session delivered at your own facility.

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Oracle products are available for mainframes, minicomputers, personal computers, network computers and personal digital assistants, allowing organizations to integrate different computers, different operating systems, different networks, and even different database management systems, into a single, unified computing and information resource.

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Thank You

Thank you for choosing Forecasting and this user's guide.

We value your comments and feedback. At the beginning of this guide is a Reader's Comment Form you can use to explain what you like or dislike about the Forecasting user's guide. Mail your comments to the following address or call us directly at (650) 506-7000.

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Forecasting Module

Forecasting Module Overview

Oracle® Process Manufacturing (OPM) Forecasting module gives you the option to allow Master Production Schedule (MPS) to include sales order forecast quantities as anticipated item demands.

The Forecasting module allows you to define sales forecasts, and enter appropriate forecast details (such as the item quantities and warehouses for which the forecasts are being defined). You may then link one or more sales forecasts to each schedule. This allows you to include numerous sales forecasts in each MRP run performed for a schedule.

Note: The Forecasting module is not actually a forecasting tool, in that it does not assist you in making sales forecasts. It does, however, allow you to enter and view forecasts, and represent their demands in your production planning activities.

Understanding OPM Dynamic Forecasting

OPM provides dynamic forecasting periods so that you can manage the near-term window of scheduling in a more detail than the long-term. The date of the forecast demand will specify the beginning of the period.

The forecast demand represents all the goods you plan to ship until the next forecast date. OPM does not evenly distribute that demand over the period, as the period is dynamic and could be anywhere from a day to years. OPM responds to forecast demand by arranging the supply for the period to be available at the *beginning* of that period.

Forecasting supports planning. If the forecast period is longer than the planning period, the planner must make a decision and manage the forecast data accordingly.

Carrying the Forecast Forward

When approaching the beginning of a forecast period, a planner must evaluate the supply and demand situation. If the sales order demand seems light, the planner may choose not to schedule production for the entire forecast demand. In this case, the planner must decide whether or not to carry-forward the remaining forecast demand. By simply adding a

row to the forecast, the planner can choose to carry it forward, (basically deferring it to later in that period).

Since forecasts in OPM are dynamic, the planner can manage the near-term window in weeks or days while the long term window is managed in months or years.

For example: Your forecast for July 1 is 4000 pounds for the month. Sometime in June, you decide you do not need all 4000 pounds on July 1, so you look at the Sales Order demand and decide to make 2000 pounds for July 1 and 2000 more by July 15. You edit the forecast data accordingly and let MRP schedule production carry-forward functionality.

Using the Forecast Maintenance Form

Use this form to enter those items that you want to be associated with the schedule named in the MPS setup.

Forecast Maintenance Form - Procedure

To use the Forecast Maintenance form:

1. Navigate to the **Forecast Maintenance** form.
2. Complete fields as described in the Fields topic.
3. Save the form.

Note: You can use Attachments and Folders with this form. See *Oracle Applications* for detailed information on attachments and folders.

Forecast Maintenance Form - Fields

Forecast

Enter the name of the forecast name. Required.

Description

Enter the description of the forecast.

Item

Specify the item for which you are entering forecasts.

Org

Specify the code for the organization from which the forecast originates. The default is the organization code linked to the user.

Whse

Specify the warehouse for which you are entering forecasts. This warehouse code becomes a default for the detail fields on the bottom of the form.

Date

Enter the forecast date for the line item displayed.

Quantity

Enter the forecasted quantity.

UOM

The default unit of measure for the Item is displayed in this field.

Item

(Description panel)

This field displays the description of the item selected.

Organization

(Description panel)

This field displays the organization description for the current record.

Warehouse

(Description panel)

This field displays the warehouse for the current record.

Find Forecast Maintenance Details

There are several options for locating a record and populating a form. The List of Values option displays a dialog box with the appropriate records. The Query Find option displays a separate block called the Find form, where you enter search criteria.

Find Forecast Maintenance Details - Procedure

To find forecast maintenance details:

1. Choose **Find** from the **Query** menu.
2. Complete the fields as described in the Find Forecast Maintenance Details - Fields topic.
3. Click **Find**.

Find Forecast Maintenance Details - Fields

Forecast

Enter the forecast name for which you wish to find maintenance details.

Organization

Enter the organization name for which you wish to find maintenance details.

Warehouse

Enter the warehouse name for which you wish to find maintenance details.

Item

Enter the item name for which you wish to find maintenance details.

Date

Enter the beginning date to find forecast maintenance details in the first field to the right of Date. Enter the ending date to find forecast maintenance details in the second field to the right of Date.

Marked for Deletion

- Select **Yes** to find forecast maintenance details marked for deletion.
- Select **No** to find forecast maintenance details not marked for deletion.

Associating a Forecast with a Schedule

Use the Forecast Association form to associate or link one or more forecasts to a schedule. This procedure determines which forecasts will be visible to that schedule and allows you to include numerous sales forecasts in each MRP run performed for a schedule.

Forecast Schedule Association - Procedure

To associate a forecast with a schedule:

1. Navigate to the **Forecast Schedule Association** form.
2. Complete the fields as described in the Fields topic.
3. Save the form.

Forecast Schedule Association - Fields

Schedule

(first field)

Enter the code for the organization that owns the schedule. Required.

Schedule

(second field)

Enter the schedule to which you are associating forecasts. Required.

Description

This field describes the schedule entered, and displays automatically. You cannot edit this field.

Forecast

Specify the forecast you are associating with this schedule. Required.

Description

This field describes the forecast to be associated with the named schedule. You cannot edit this field.

Forecast Schedule Association - What to do Next

Run MRP and query the MRP or MPS material activity or bucketed material activity. The forecasted requirements will appear in the Bucket Material Inquiry and Material Activity Inquiry forms. Refer to the *OPM MRP/MPS* user's guide for additional information.

Setting Up MPS to Include Sales Forecasts

Once you have completed Forecast Maintenance and associated the forecast with one or more schedules, you need to set up MPS so that the sales forecast quantities will appear as demand on the Material Activity and Bucketed Material Activity reports.

To set up MPS:

1. Navigate to the **MPS Schedule Parameters** form.
2. Use the Query Find option or other query feature to get your forecast schedule displayed in the **Schedule** form field.
3. Select **Include Sales Forecasts** in the **Indicators Make to Stock** field.
4. Save the form.

The sales forecast quantities will appear as demand on the Material Activity and Bucketed Material Activity reports. The forecast quantities also appear as demand on inquiries in the MPS and MRP modules.

Note: In all cases, the forecast demand is identified by the document type FCST.

Forecasting Navigator Paths

Although your System Administrator may have customized your Navigator, typical navigation paths are described in the following table. In some cases, there is more than one way to navigate to a form. This table provides the most typical default path.

Form	Path
Find Forecast Maintenance Details	OPM Process Planning > Forecasting > Forecast > Query > Find..
Forecast Maintenance	OPM Process Planning > Forecasting > Forecast
Forecast Schedule Association	OPM Process Planning > Forecasting > Schedule Association
MPS Schedule Parameters	OPM Process Planning > MPS > Setup > Schedule

Setting Forecasting Profile Options

There are no profile options for the Forecasting module.

Glossary

MRP

Materials Requirement Planning

B

Bucketed Material Activity Report
17

C

carry-forward functionality 11

D

demand 11
document type 17
dynamic forecasting 11

F

FCST document type 17
Find Forecast Maintenance Details
15
forecast details 11
forecast example 12
Forecast Maintenance form 13
Forecast Schedule Association form
16
forecasting
 general 11
 MPS 11

M

Material Activity Report 17
MPS setup 17
MPS, forecasting 11

P

planning period 11

S

sales forecasts 11
schedule, associating to a forecast 16
setup in MPS 17

