



QuickStart

QUICKSTART for SAP B1
introducing a new module:

DEMAND FORECASTING FOR INVENTORY MANAGEMENT



Head Office

1111 Boul. Dr.-Frederik-Philips, Suite 600
Montreal, Quebec H4M 2X6



1-833-4COGNOS (426-4667)



newintelligence.ca



NewIntelligence At-A-Glance

Privately held company – Founded in **2008**

Global Headquarters in **Montreal** with sales offices in **Toronto**, Dallas, Rhode Island, Scottsdale, Boston and Sydney.

Team of certified **Business Intelligence Experts** with over 500 Successful Installations.

Key Verticals: **Distribution**, Manufacturing, **Industrial**, Retail, Pharmaceutical, **Transportation**, Hospitality, Entertainment & more.

Services : Reporting, Dashboarding, Planning & Forecasting leveraging **IBM Cognos Analytics & IBM Planning Analytics**.



Why This New Module?

Demand Forecasting for Inventory Management is the perfect add-on that will allow you to predict customer demand for inventory items over a defined period of time. Such an implementation has allowed our customers to:

- **Hold the right amount of stock**
- **Avoid over-stocking**
- **Avoid under-stocking**
- **Maintain optimal inventory control**



Inventory Management & Forecasting

What is the link between inventory management & inventory forecasting?

INVENTORY MANAGEMENT



INVENTORY FORECASTING



Our new module makes the link between these 2 important parts to give an accurate view of inventory to your organization.



Client Solution Overview – FoodClient

BEFORE THE SOLUTION

Working with SAP Business One presented challenges for FoodClient Company when it came to forecasting inventory usage over time. They needed a better **understanding** and **visibility** on **Forecasting Inventory by Item by Warehouse**. The goal was to get a sense of the weekly movement of the inventory. The reporting was difficult to accomplish because of the **volume of products** across **many warehouses**. The **reporting** was very **manual** and **time-consuming**.

CHALLENGES

- Tracking things manually in Excel spreadsheets was not ideal.
- Time-consuming and hard to maintain.
- Reporting this way was prone to human error.
- This long process was not streamlined enough to keep up with fast reporting needs.
- As a result, only a few key products were included in reports.

NEEDS IDENTIFIED

- The client needed Visibility on historical inventory movement, yet to be fulfilled upcoming orders and yet to be received but expected purchase orders.





Client Solution Overview – FoodClient (cont.)

KPIs – Metrics and their definitions

- **Average Usage per Week:** Last 12-week average of Qty Out. This would exclude any sort of Inventory Transfers.
- **Average Usage per Month:** This would be the KPI above of Average Usage per Week x 52 weeks divided by 12.
- **Inventory Target:** This would be the KPI above of Average Usage per Week x 3. As the target was to maintain at least 3 weeks of inventory.
- **Previous Year Average Weekly Sales:** This would be the KPI above of Average Usage per Week for the entire previous year. Which would give an indication of the average usage over a 52-week period of last year.
- **Weeks of Inventory:** This would take the current inventory on hand and divide by the KPI above of Average Usage per Week. This would result in the number of weeks of inventory based on average usage of the last 12 weeks.





Client Solution Overview – FoodClient (cont.)

Many transaction types that can affect quantities needed to be taken into consideration when analyzing inventory movement.

- A/R Invoice
- A/R Credit Memo
- Delivery
- Returns
- A/P Invoice
- A/P Credit Memo
- Goods Receipt PO
- Goods Return
- Goods Receipt
- Goods Issue
- Inventory Transfers
- Landed Costs
- Inventory Valuation



Some affect Qty In & others affect Qty Out



Client Solution Overview – FoodClient (cont.)

Additional information we included to provide accurate visibility

- Upcoming orders that have not yet shipped but promised to customers.
- Upcoming purchase orders that have not yet been received in the warehouse but promised to receive by a certain date.
- Buyer
- Customer
- Item
- Salesperson
- Supplier
- Warehouse
- Additional fields include: Reference Numbers and Journal Memo information

These fields can be customized to fit a clients' needs.



Application Design

The design of the application provides multiple ways of analyzing your data.

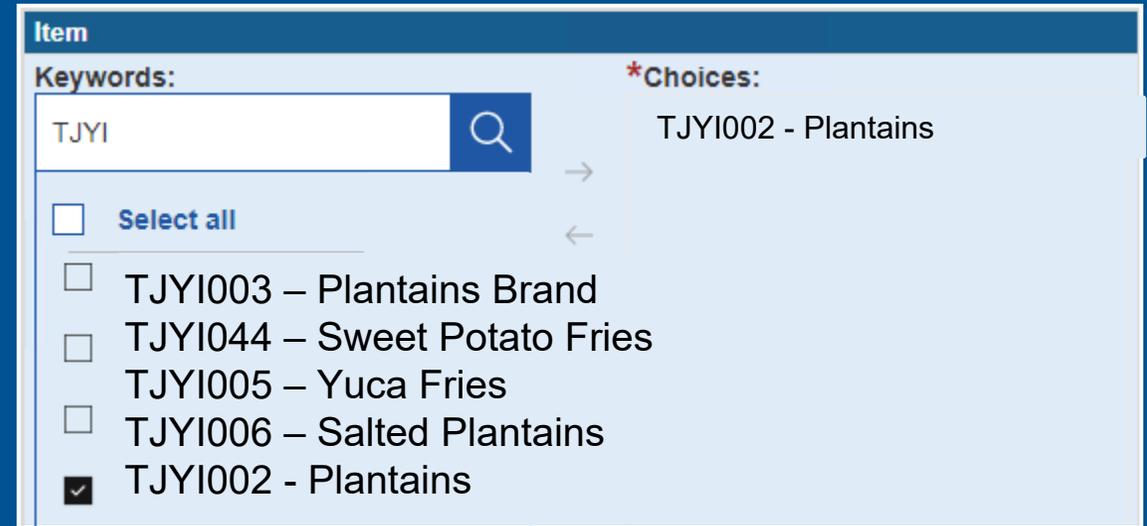
- ▼  Inventory History
 - abc Source Type
 - abc Transaction Type
 - abc Base Ref #
 - # Reference #
 - # Reference Line #
 - abc Comments
 - abc Journal Memo
 - abc Buyer
- ▼  Dates
 - 🕒 Posting Date
 - 🕒 Due Date
- ▼  Measures
 - 📊 Qty In
 - 📊 Qty Out
 - 📊 Qty Net
- ▼  Codes
 - abc Buyer Cd
 - # Date Cd
 - abc Customer Cd
 - abc Item Cd
 - # Salesperson Cd
 - abc Supplier Cd
 - abc Transaction Type Cd
 - abc Warehouse Cd
 - 🕒 Load Date

Additional Details

Ad-hoc reporting capability allowed for a closer, more detailed look on a weekly basis.

Item #	Calendar Year ISO Week #	Calendar ISO Week	Source Type	Transaction Type	Qty In	Qty Out	Qty Net	Running Total
TJYI102	202201	Week 01	Inventory Movement	Delivery	0	350	-350	-350
TJYI102	202201	Week 01	Inventory Movement	Delivery	0	160	-160	-510
TJYI102	202201	Week 01	Inventory Movement	A/P Invoice	0	0	0	-510
TJYI102	202201	Week 01	Inventory Movement	Goods Receipt PO	700	0	700	190
TJYI102	202202	Week 02	Inventory Movement	Delivery	0	620	-620	-430
TJYI102	202202	Week 02	Inventory Movement	Delivery	0	92	-92	-522
TJYI102	202203	Week 03	Inventory Movement	A/P Invoice	0	0	0	-522
TJYI102	202203	Week 03	Inventory Movement	Goods Receipt PO	1,500	0	1,500	978
TJYI102	202203	Week 03	Inventory Movement	A/P Invoice	0	0	0	978
TJYI102	202203	Week 03	Inventory Movement	Delivery	0	70	-70	908
TJYI102	202203	Week 03	Inventory Movement	Goods Receipt PO	720	0	720	1,628
TJYI102	202204	Week 04	Inventory Movement	Delivery	0	570	-570	1,058
TJYI102	202204	Week 04	Inventory Movement	Delivery	0	400	-400	658
TJYI102	202204	Week 04	Inventory Movement	Delivery	0	250	-250	408
TJYI102	202204	Week 04	Inventory Movement	Delivery	140	280	-140	268
TJYI102	202205	Week 05	Inventory Movement	Delivery	0	80	-80	188
TJYI102	202206	Week 06	Inventory Movement	Delivery	0	500	-500	-312
TJYI102	202206	Week 06	Inventory Movement	Delivery	0	80	-80	-392
TJYI102	202206	Week 06	Inventory Movement	A/P Invoice	0	0	0	-392
TJYI102	202206	Week 06	Inventory Movement	Goods Receipt PO	1,300	0	1,300	908

Filter and Find Item with Keywords



Item

Keywords: TJYI

*Choices: TJYI002 - Plantains

Select all

- TJYI003 – Plantains Brand
- TJYI044 – Sweet Potato Fries
- TJYI005 – Yuca Fries
- TJYI006 – Salted Plantains
- TJYI002 - Plantains

Additional Prompts

Ad-hoc reporting capabilities for one of our client implementations allowed for Item and Warehouse prompts.

Select Warehouse from Your List



Warehouse

- NYC – Yonder St. FoodClient Warehouse
- Warehouse 2 - Houston
- Rd. #12 – L.A.
- FoodClient Toronto Warehouse
- FoodClient Montreal Warehouse
- NYC – 2. FoodClient Warehouse



Opening Balance Record

Given the amount of inventory movement inside of SAP B1 could be more than 10 years, we decided to limit the detail to go back only 2 years and anything prior would show up as an Inventory Movement Opening Balance record for each item within a given warehouse.

Inventory Movement Report
FOODCLIENT

Item: TJYI002 - Plantains
Warehouse Code: NYC – Yonder St. FoodClient Warehouse

Item Preferred Vendor	Inalma	Average Usage per Week	544
Item Weight	20	Average Usage per Month	2,355
Case Pack Qty	80	Inventory Target	1,630
		Previous Year Average Weekly Sales	560
		Weeks of Inventory	3.31

Year	Week #	Week From-To	Qty In	Qty Out	Qty Adj	Qty Net	Running Total	Qty. Not Fulfilled
2020	Week 53	2020-12-28 to 2021-01-03	31,944	24,344	1,106	1,613	1,613	858
2021	Week 01	2021-01-04 to 2021-01-10	1,050	441	0	599	2,212	0
2021	Week 02	2021-01-11 to 2021-01-17	478	910	0	(440)	1,772	0
2021	Week 03	2021-01-18 to 2021-01-24	0	760	0	(760)	1,012	0
2021	Week 04	2021-01-25 to 2021-01-31	60	60	0	(60)	952	0
2021	Week 05	2021-02-01 to 2021-02-07	1,200	930	0	270	1,222	0
2021	Week 06	2021-02-08 to 2021-02-14	0	591	0	(591)	631	0
2021	Week 07	2021-02-15 to 2021-02-21	40	160	0	(160)	471	0



Average Usage Qty Out

Part of the requirements was to not only show inventory movement, orders and purchases, but also based on the average usage to push out that Qty Out for 12 weeks to see the impact on how things will look from that item in that particular warehouse. With no additional Inventory Transfers, Orders or Purchases, what would be the impact and when would you run out of inventory.

Year	Week #	Week From-To	Qty In	Qty Out	Qty Adj	Qty Net	Running Total	Qty. Not Fulfilled
2022	Week 09	2022-02-28 to 2022-03-06	1,920	930	0	990	1,800	0
2022	Week 10	2022-03-07 to 2022-03-13	0	544	0	(544)	1,256	0
2022	Week 11	2022-03-14 to 2022-03-20	0	544	0	(544)	713	0
2022	Week 12	2022-03-21 to 2022-03-27	1,480	544	0	936	1,650	0
2022	Week 13	2022-03-28 to 2022-04-03	0	544	0	(544)	1,106	0
2022	Week 14	2022-04-04 to 2022-04-10	1,200	544	0	656	1,762	0
2022	Week 15	2022-04-11 to 2022-04-17	0	544	0	(544)	1,219	0
2022	Week 16	2022-04-18 to 2022-04-24	1,760	544	0	1,216	2,436	0
2022	Week 17	2022-04-25 to 2022-05-01	0	544	0	(544)	1,892	0
2022	Week 18	2022-05-02 to 2022-05-08	0	544	0	(544)	1,348	0
2022	Week 19	2022-05-09 to 2022-05-15	800	544	0	256	1,605	0
2022	Week 20	2022-05-16 to 2022-05-22	0	544	0	(544)	1,062	0
2022	Week 21	2022-05-23 to 2022-05-29	0	544	0	(544)	518	0



Thank You!

CONTACT US TO KNOW MORE ABOUT OUR
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MANAGEMENT MODULE!

INFO@NEWINTELLIGENCE.CA



RUNCOGNOS.COM

NEWINTELLIGENCE.CA

+1-833-4COGNOS (426-4667)