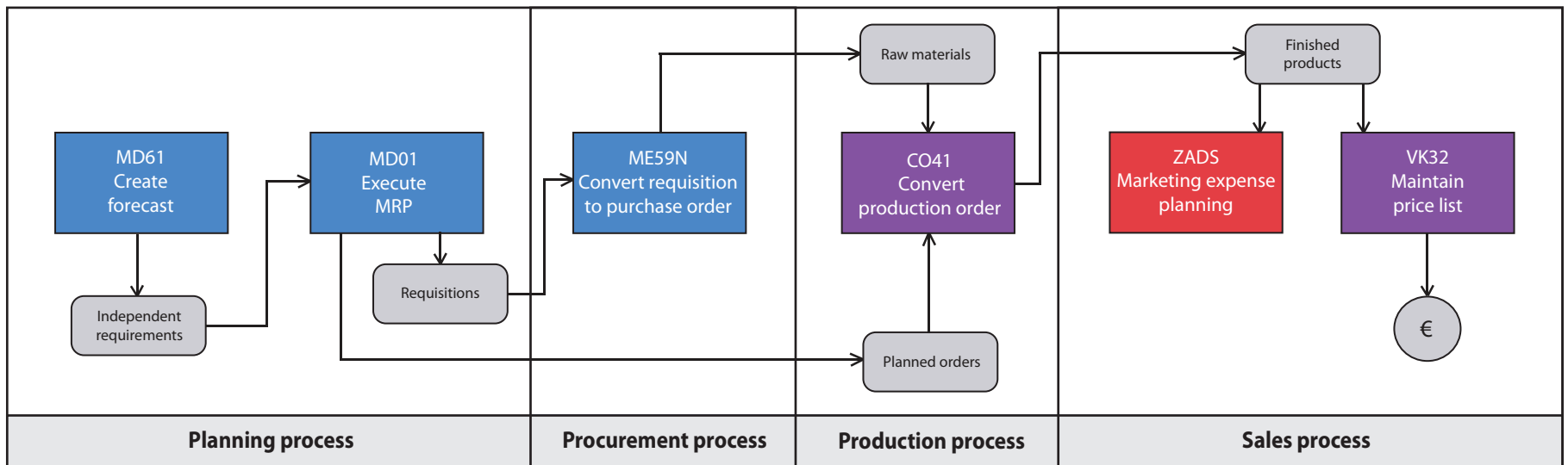


forecast sales	calculate requirements	purchasing	release production	marketing expense	change price
Create Planned Indep. Req. (MD61)	MRP Run (MD01)	Automatic Gen. of POs (ME59N)	Coll. Conversion of Pld Orders (CO41)	Marketing Expense Planning (ZADS)	Condition Maintenance: Change (VK32)
1 Select <i>Product group</i> , then enter team: \$\$	1	1	1	1 Enter the daily amount of marketing for each product and each area	1 Open <i>prices</i> folder and dbl click on <i>Price list</i>
2	2 Click another time on continue	2 Purchase orders are created	2 Select orders	2	2 In <i>Distribution channel</i> , enter DC 10 to 12
3 Enter new forecasted quantities in <i>next month</i>	3 In the pop-up window, click	3 If no open requisitions : <i>No suitable requisitions found.</i>	3 Click on <i>Convert</i> . Message confirms the conversion.		3 In <i>Material</i> , enter product code (optional)
7 The quantity corresponds to the replenishment level.	4 Creates new documents	4	4 If no planned order: <i>Planned order could not be selected</i>		4
4			4 If conversion fails, click on to see log		5 Enter your prices
					6



HEC MONTRÉAL
ERP SIMULATION GAME
Manufacturing Game

powered by ERPsim

Username **intro_\$1** to **intro_\$9**
Password **ERPSIM**

purchase orders	production schedule	stock levels	sales and market data
Purchase order tracking (ZME2N)	Production Schedule (ZCO0IS)	Inventory report(ZMB52)	Sales order report (ZVA05)
Shows for each purchase order, the issue , arrival and payment dates.	Shows released production orders, past and future. For each order the time released, started and finished (or to start and finish if incomplete). Target Qty > Conf Qty means still pending.	Shows all stock levels	Shows sales transactions: date, sales revenues, boxes sold and price per box.
financial statement		production cost	Summary sales report (ZVC2)
Financial Statements (F.01)		Product Cost Analysis(ZCK11)	Shows daily sales activity
1 In <i>company code</i> , enter your company number (\$\$)		For each product, it shows variable and fixed costs and the price for each DC.	Price Market report (ZMarket)
2			Shows market sales for lagging 5 days - revenues, units, and average price.

Product design



Nut - 1 kg \$\$-F01	
Wheat	40%
Oat	40%
Nuts	20%
Box	1
Bag	1



Blueberry - 1 kg \$\$-F02	
Wheat	40%
Oat	40%
Blueberries	20%
Box	1
Bag	1



Strawberry - 1 kg \$\$-F03	
Wheat	40%
Oat	40%
Strawberries	20%
Box	1
Bag	1



Raisin - 1 kg \$\$-F04	
Wheat	40%
Oat	40%
Raisins	20%
Box	1
Bag	1



Original - 1 kg \$\$-F05	
Wheat	50%
Oat	50%
Box	1
Bag	1



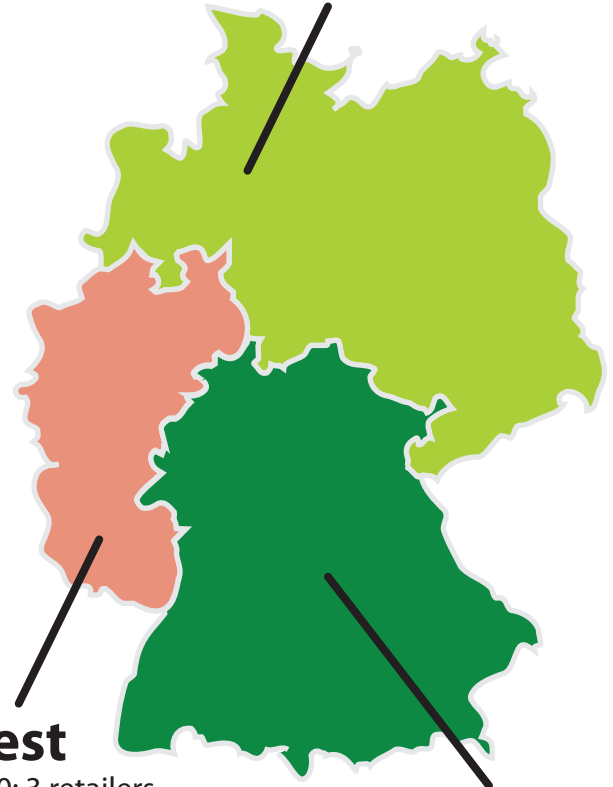
Mixed - 1 kg \$\$-F06	
Wheat	35%
Oat	35%
Fruits* and nuts	30%
Box	1
Bag	1

*must include all fruits

German Market

North

DC10: 2 retailers
DC12: 19 retailers



West

DC10: 3 retailers
DC12: 17 retailers

South

DC10: 7 retailers
DC12: 23 retailers

Legend

DC10: Large Hypermarkets
DC12: Grocery Stores

General information

Customers		
	DC 10	DC 12
Lead time (days)	0	0
Payment time (days)	20	10-15

Suppliers	
Lead time (days)	3-5
Payment time (days)	15

Days / Quarter

30

Total Market Size

Approx. €80,000 per team per day

Production Capacity

25,000 / day