



Demand Planning

Innovia Customer Day

April 19, 2018

Andrew Bing, Sr. Consultant



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Demand Planning Advantages

- Reduced inventory, improved turns
- Improved customer service levels
- Demand Planning production forecasting
- Method for purchasing:
 - Low usage items
 - Assembly components based on Assembly forecast and Assembly BOM
 - Manufacturing components based on the finished good forecast and manufacturing BOM
- Multiple procurement methods and safety stock methods provided
- Multi-warehouse supply chain replenishment
- Best-fit formula, custom formulas
- Frozen controls
- Forecast adjustments and Historical Data Adjustments

Forecasting

Forecasting

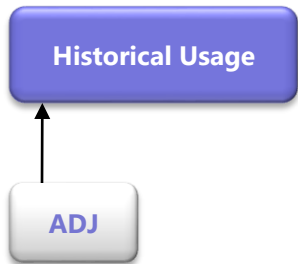
Historical Usage



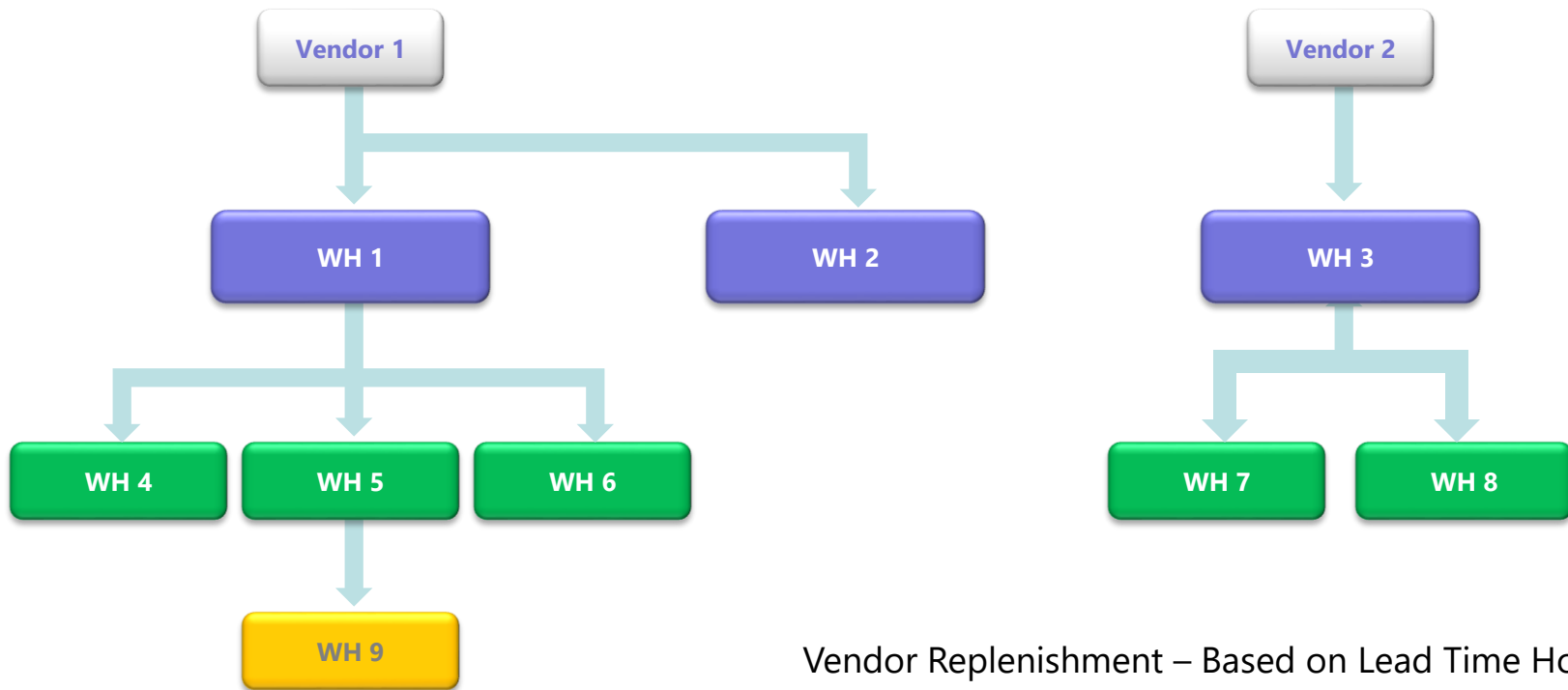
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Forecasting

Forecasting



Hub & Spoke Replenishment



Vendor Replenishment – Based on Lead Time Horizon

Warehouse Replenishment – Based on Days Supply

Example:

WH 1, WH2 = Lead Time Horizon 90 Days

WH 3 = Lead Time Horizon 30 Days

WH 4, WH 5, WH6 = Min Days 14 Max Days 21

WH 9 – Min Days 10 Max Days 14

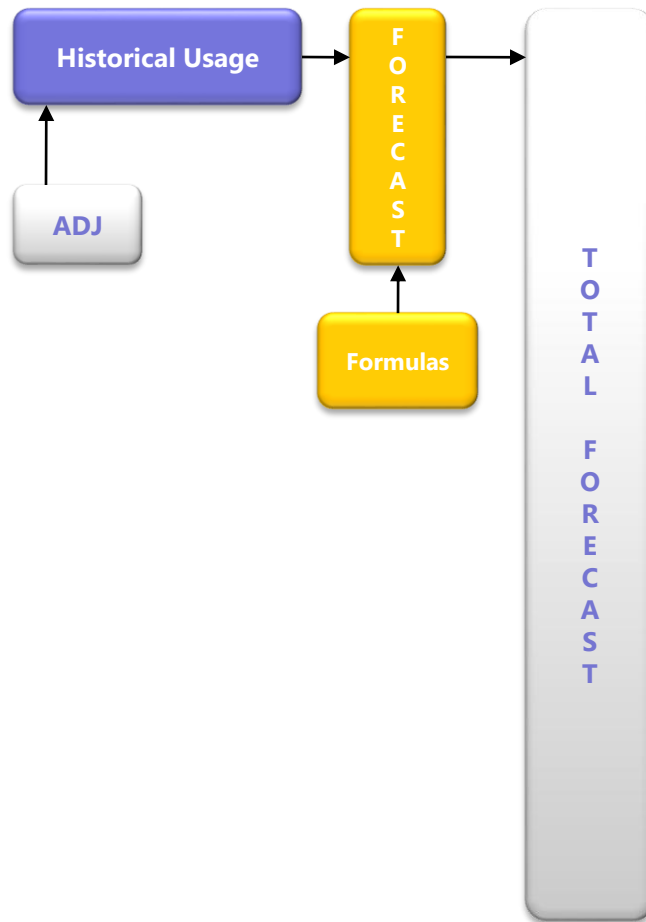
WH 7, WH 8 – Min Days 10 Max Days 14



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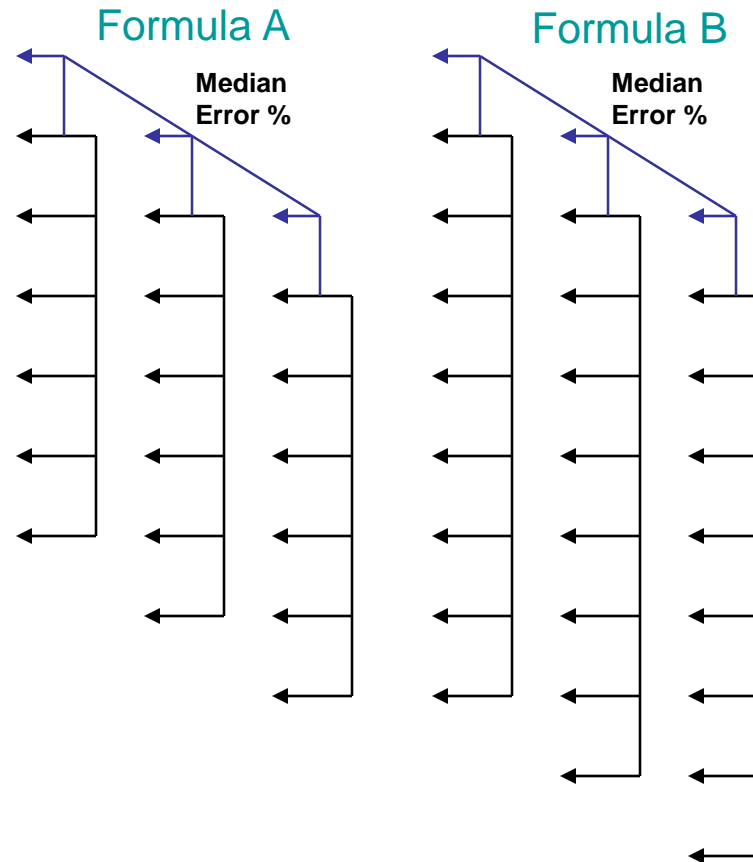
Forecasting

Forecasting



Best-Fit Formula

Last Closed Period
LCP – 1
LCP – 2
LCP – 3
LCP – 4
LCP – 5
LCP – 6
LCP – 7
LCP – 8
LCP – 9
LCP – 10



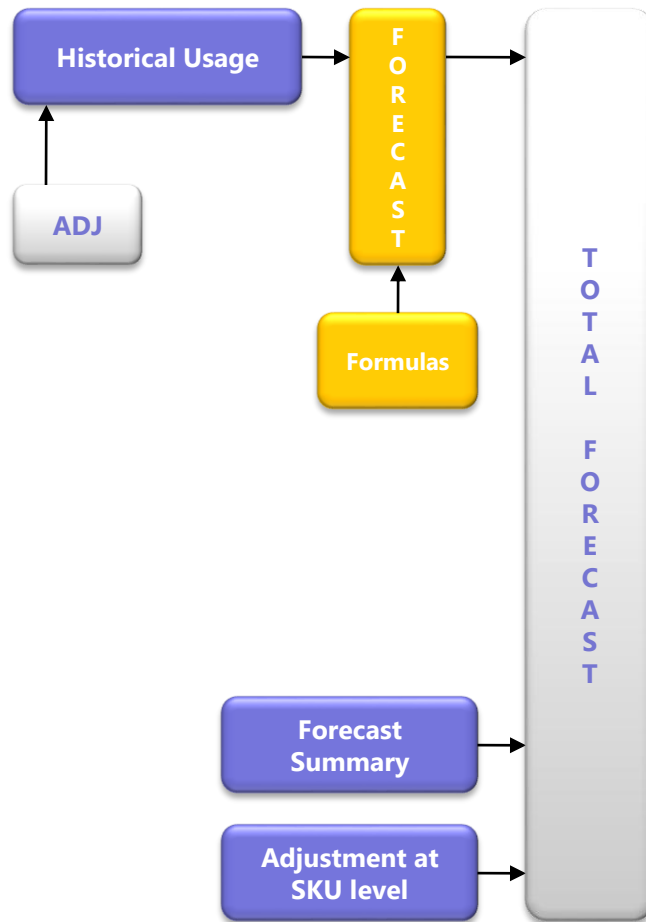
Choose Best Formula

- Reforecast x Periods
- Establish Error %
- Establish Median Error %
- Choose Formula With Lowest Median Error %



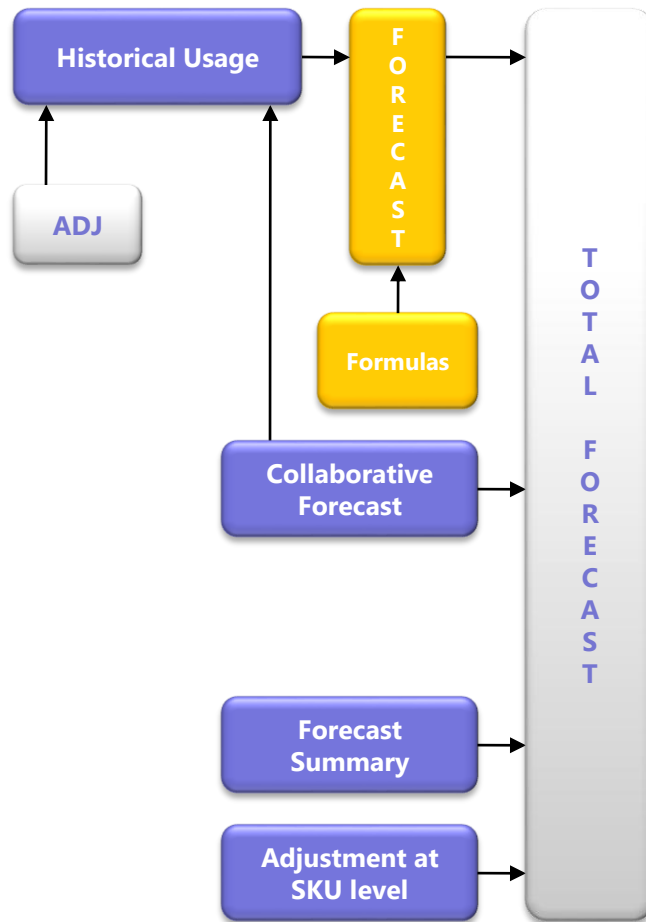
Forecasting

Forecasting

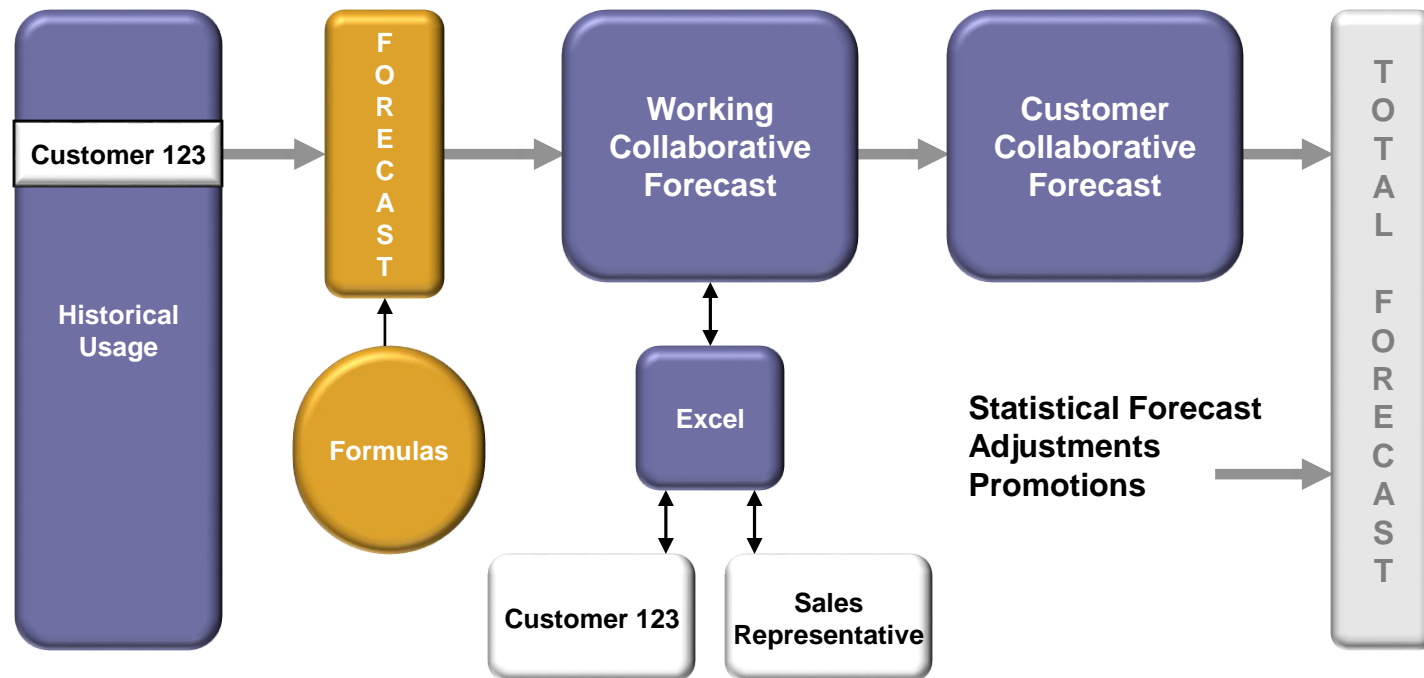


Forecasting

Forecasting

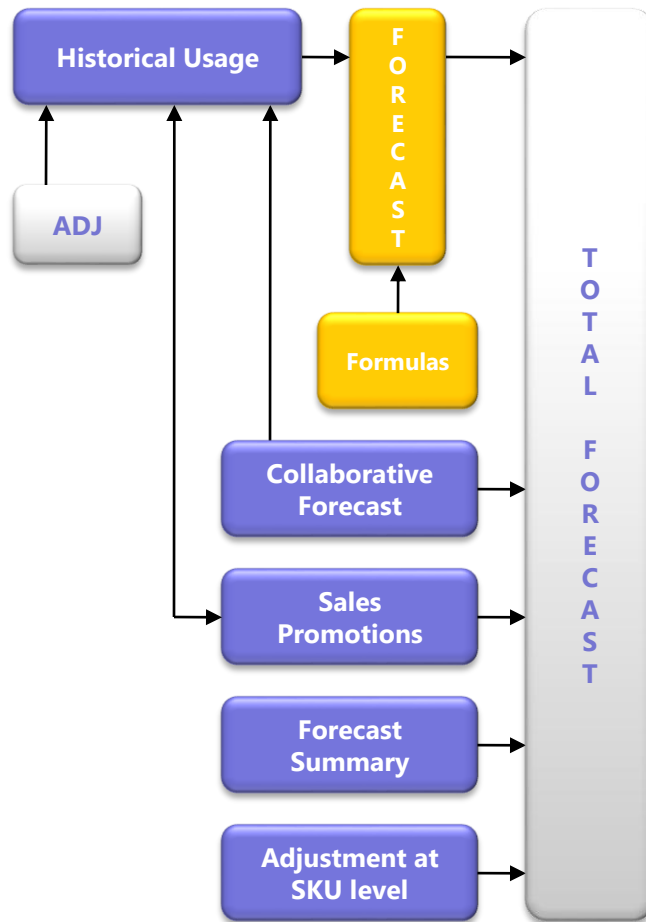


Collaborative Forecasting



Forecasting

Forecasting

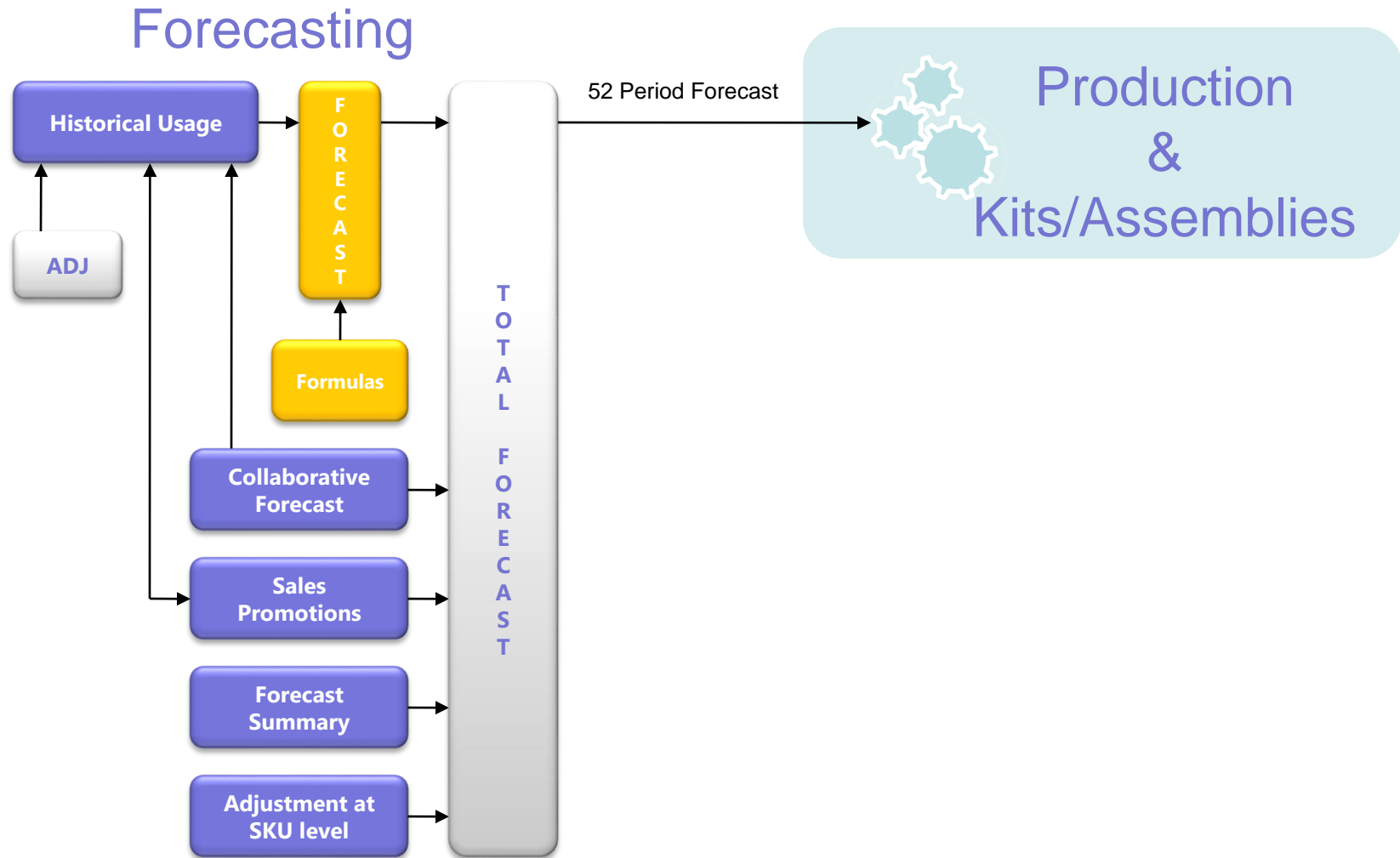


Replenishment

- Types of Inventory:
 - Purchased – buy and resell (domestic and foreign vendors)
 - Kits/Assemblies
 - Production
 - Location replenished
- Do I need to buy?
- How much?
- Where do I need to stock the inventory?



Forecasting & Replenishment



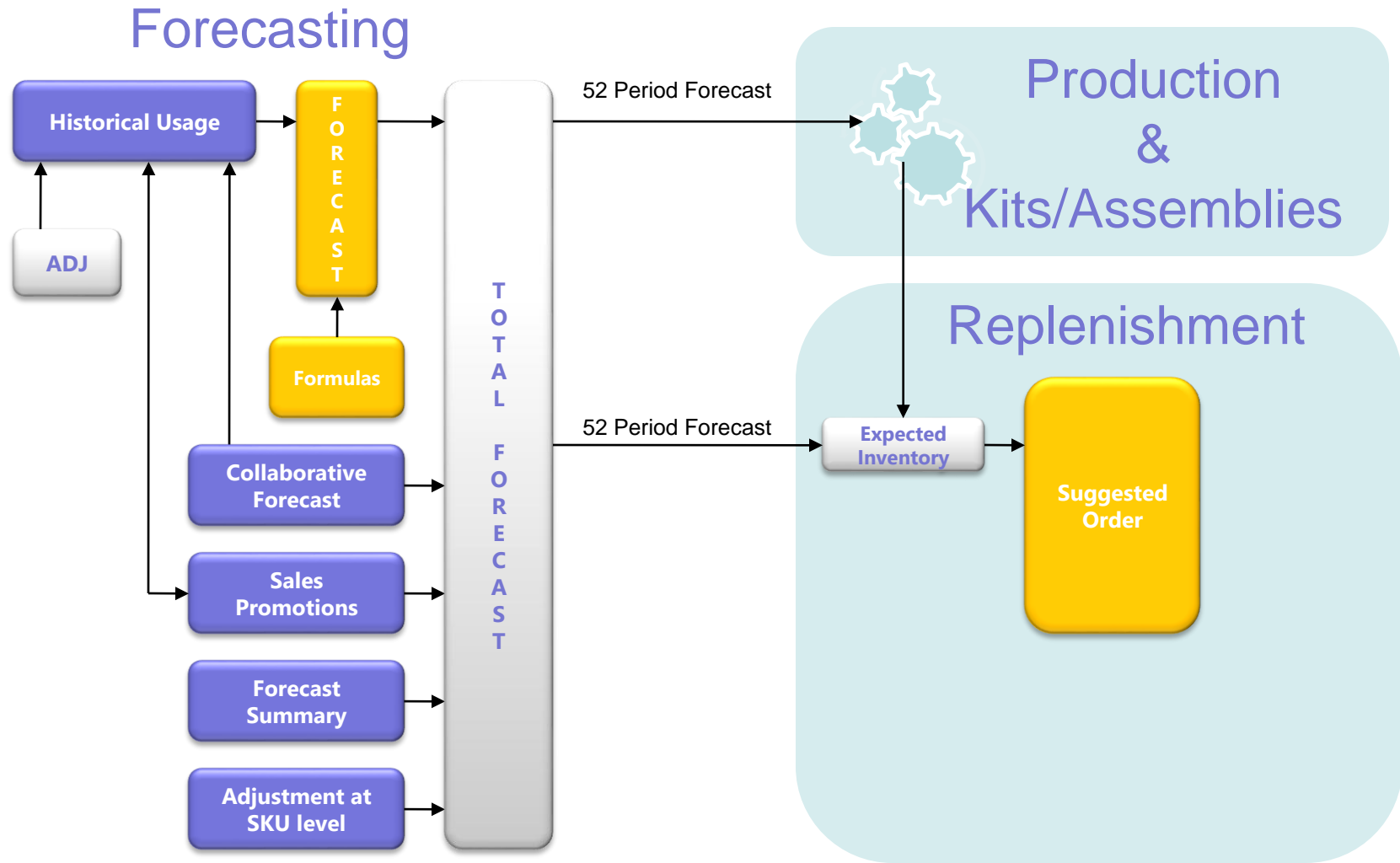
Simulated Production Orders – Kits or Assemblies

Incr. Days	Jan 1	Jan 8	Jan 15	Jan 22	Jan 29	Feb 5	Feb 12	Feb 19
Exp. Inv.	100	45	-10	-55	-110	-155	-210	-245
Need	0	0	10	45	55	45	55	35
Prod. Order			55		100		90	

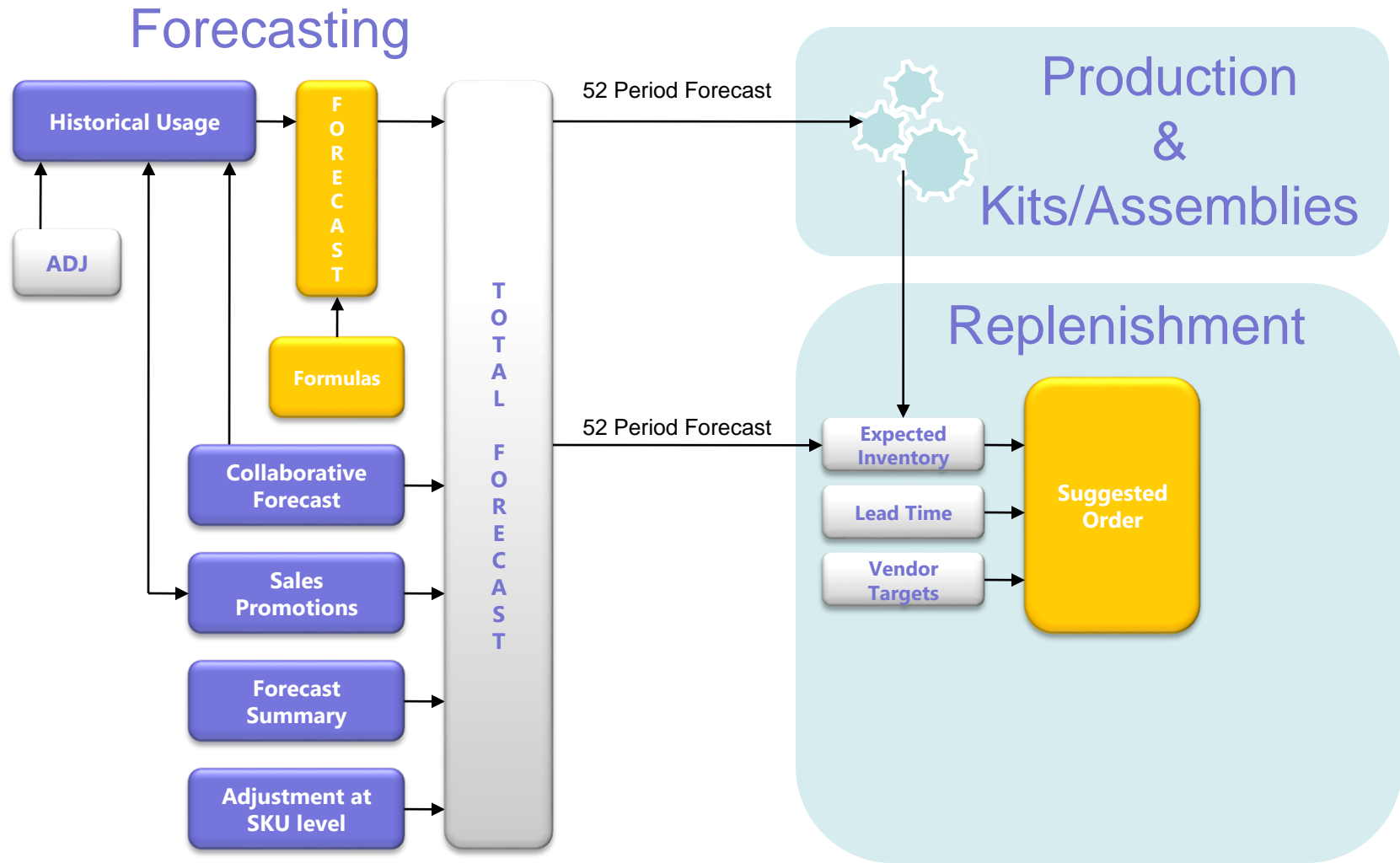
- Time-phased expected inventory for each increment
- Calculate need for each increment
- Consolidate need to create either simulated production orders or assembly/kit requirements



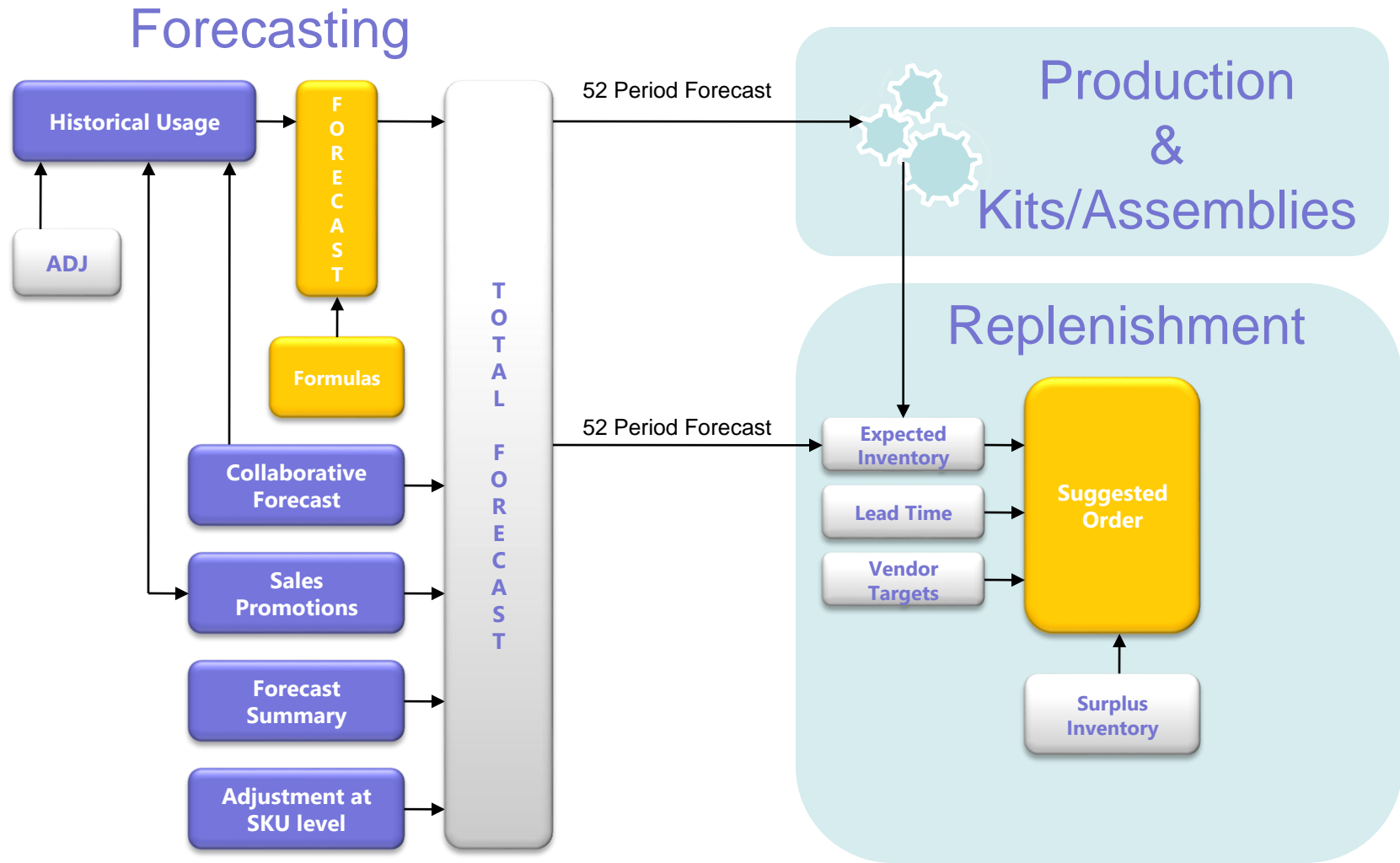
Forecasting & Replenishment



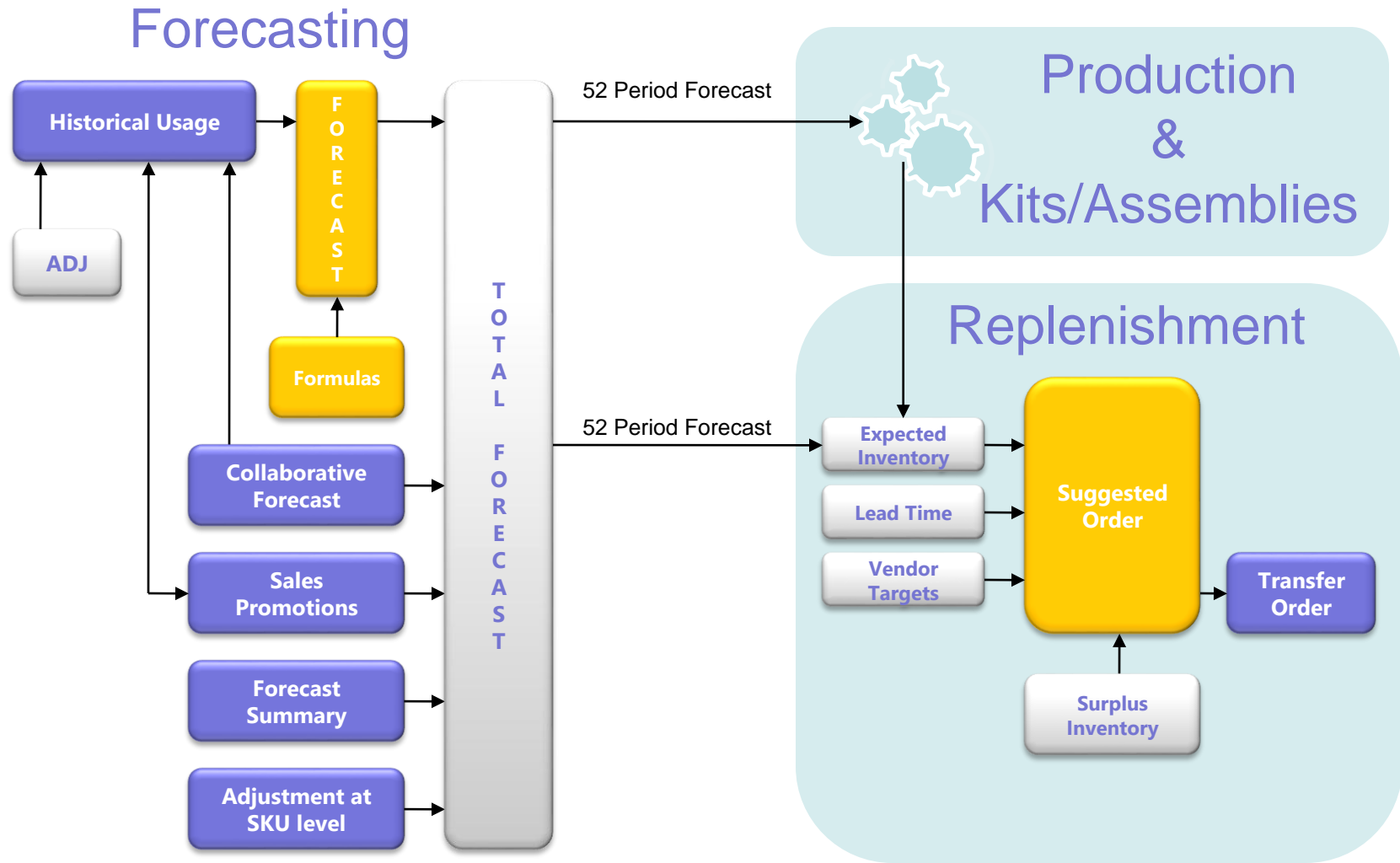
Forecasting & Replenishment



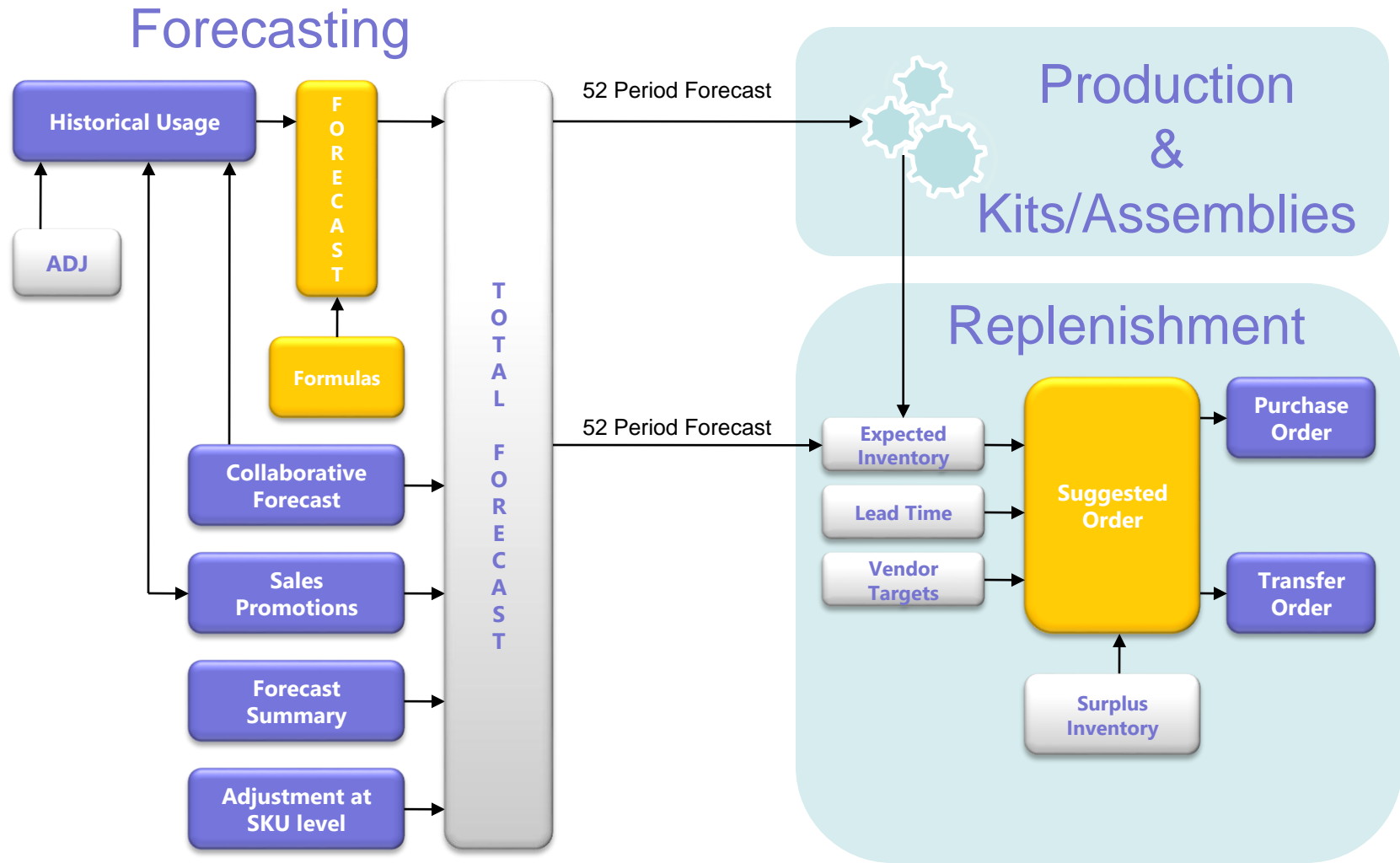
Forecasting & Replenishment



Forecasting & Replenishment

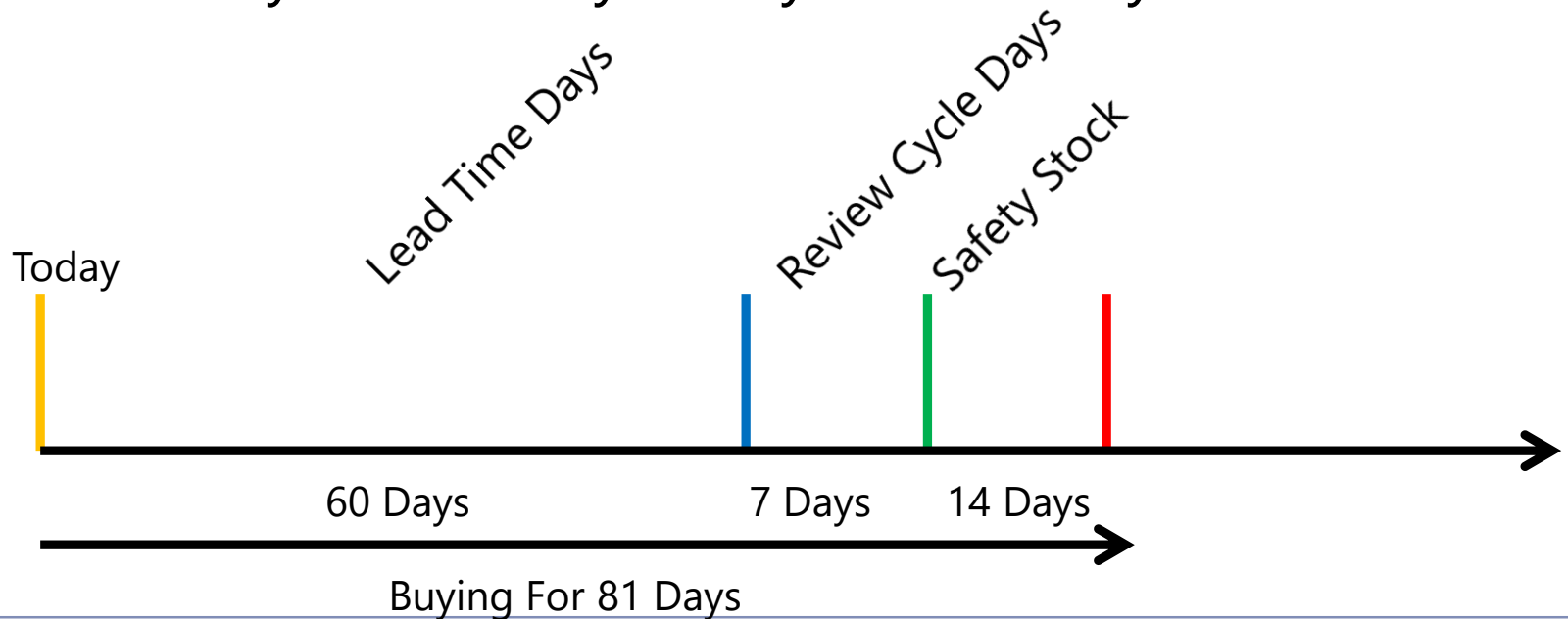


Forecasting & Replenishment



Vendor Replenishment

- Lead Time Horizon calculation
 - Lead time - days
 - Review cycle - days
 - Safety stock – days or dynamic safety stock



Demand Planning Gold Service

- Direct phone and e-mail support
- Access to the most current software updates
- Processing optimization
- Periodic educational webinars
- One free registration to annual users meeting



Thank You!



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E-Receive



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Management



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Container
Tracking



Outbound
Warehouse
Request



POS
Data Analytics



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