Distribution and manufacturing companies always need the right stuff at the right time.

One way to always have enough inventory is to **buy a lot of it.**

The solution is to use MPS, MRP and DRP to control inventory (note the TLA)

- **MPS = Master Production Schedule**
- **MRP = Material Resource Planning**
- **DRP = Distribution Resource Planning**
- **TLA = Three Letter Acronym**

OoTB Business Central good for SMB manufacturers not for SMC manufacturers.

Primary Users of Planning

Distribution Industries

- Distribution
- Wholesale Distribution
- Retail
- Agents

Manufacturing Industries

- Make to Order
- Make to Stock
- Job Shop*
- Engineer to Order
- Configure to Order

Inventory and Forecasting Requirements by Type

Business Type	Inventory Maintained			Planning/Forecasts	
	Raw Materials	Components	Finished Goods	Raw/ Component	Finished Goods
Distributer	NO	NO	YES	NO	SOMETIMES
Wholesale	NO	NO	YES	NO	YES
Retail	NO	NO	YES	NO	YES
Agent	NO	NO	SOMETIMES	NO	SOMETIMES
Make to Stock	YES	SOMETIMES	YES	YES	YES
Make to Order	YES	SOMETIMES	YES	YES	YES
Job Shop	SOMETIMES	SOMETIMES	SOMETIMES	NO	NO
Engineer to Order	SOMETIMES	YES	SOMETIMES	NO	NO
Configure to Order	SOMETIMES	YES	NO	YES	SOMETIMES

DYNAMICS MINDS

Job Shops are "weird" because they sell services to other manufacturers (usually)
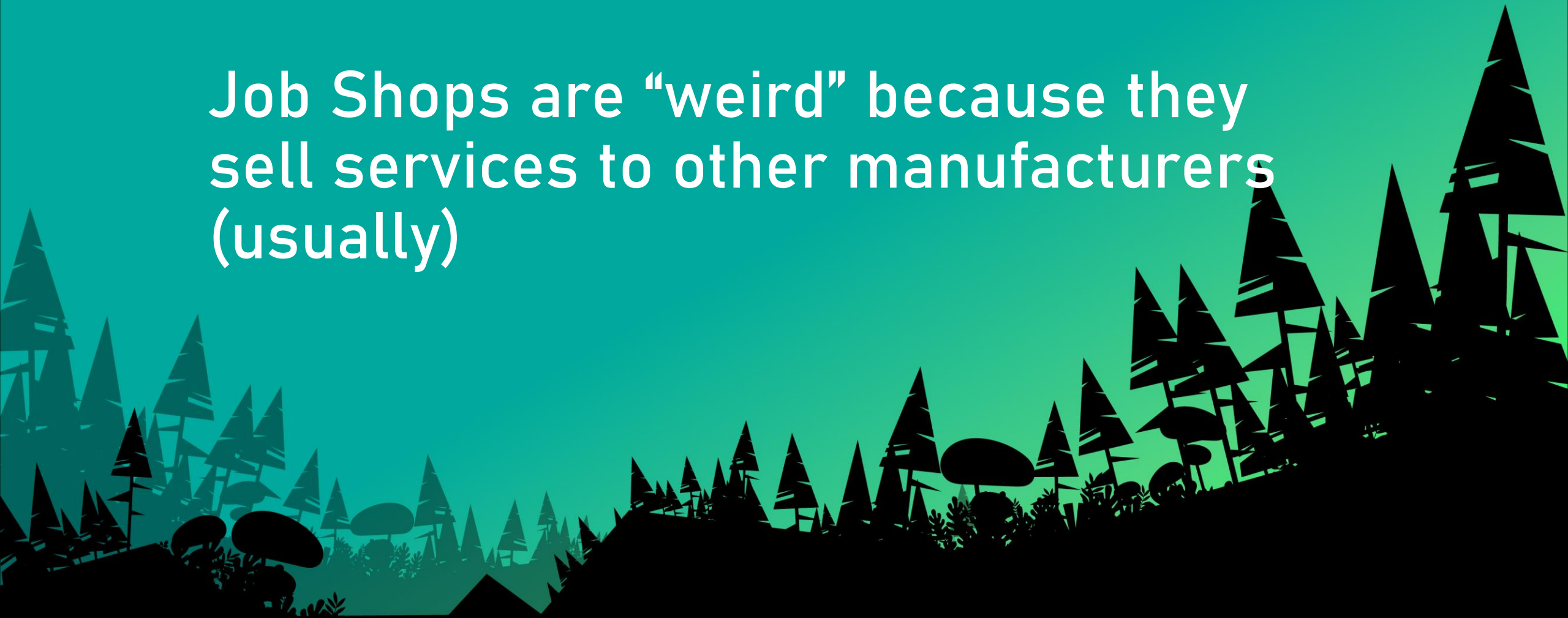
ETO (Engineer to Order) are "weird" because they have heavy post sale design and purchase only after designs are made

Inventory and Forecasting Requirements by Type

Business Type	Inventory Maintained			Forecasts	
	Raw Materials	Components	Finished Goods	Raw/ Component	Finished Goods
Distributer	NO	NO	YES	NO	SOMETIMES
Wholesale/Retail	NO	NO	YES	NO	YES
Agent	NO	NO	SOMETIMES	NO	SOMETIMES
Make to Stock	YES	SOMETIMES	YES	NO	YES
Make to Order	YES	SOMETIMES	YES	YES	YES
Configure to Order	SOMETIMES	YES	NO	YES	NO

DYNAMICS MINDS

Planning from 10K Meters aka 40K Feet

To understand planning we need to understand Supply Chain

THE CUSTOMER

RFQ → **Purch Quote** → **Decide** → **Purchase Order** → **Receiver** → **AP Invoice** → **Payment**

3 Way Match

Estimate → **Quote** → **Sales Order** → **Ship** → **AR Invoice** → **Deposit**

YOU

Another Warehouse

Warehouse Transfer To

Warehouse Transfer From

Inventory

Prod. Order

Output

Components

THE SUPPLIER

RFQ → **Purch Quote** → **Decide** → **Purchase Order** → **Receiver** → **AP Invoice** → **Payment**

3 Way Match

Estimate → **Quote** → **Sales Order** → **Ship** → **AR Invoice** → **Deposit**
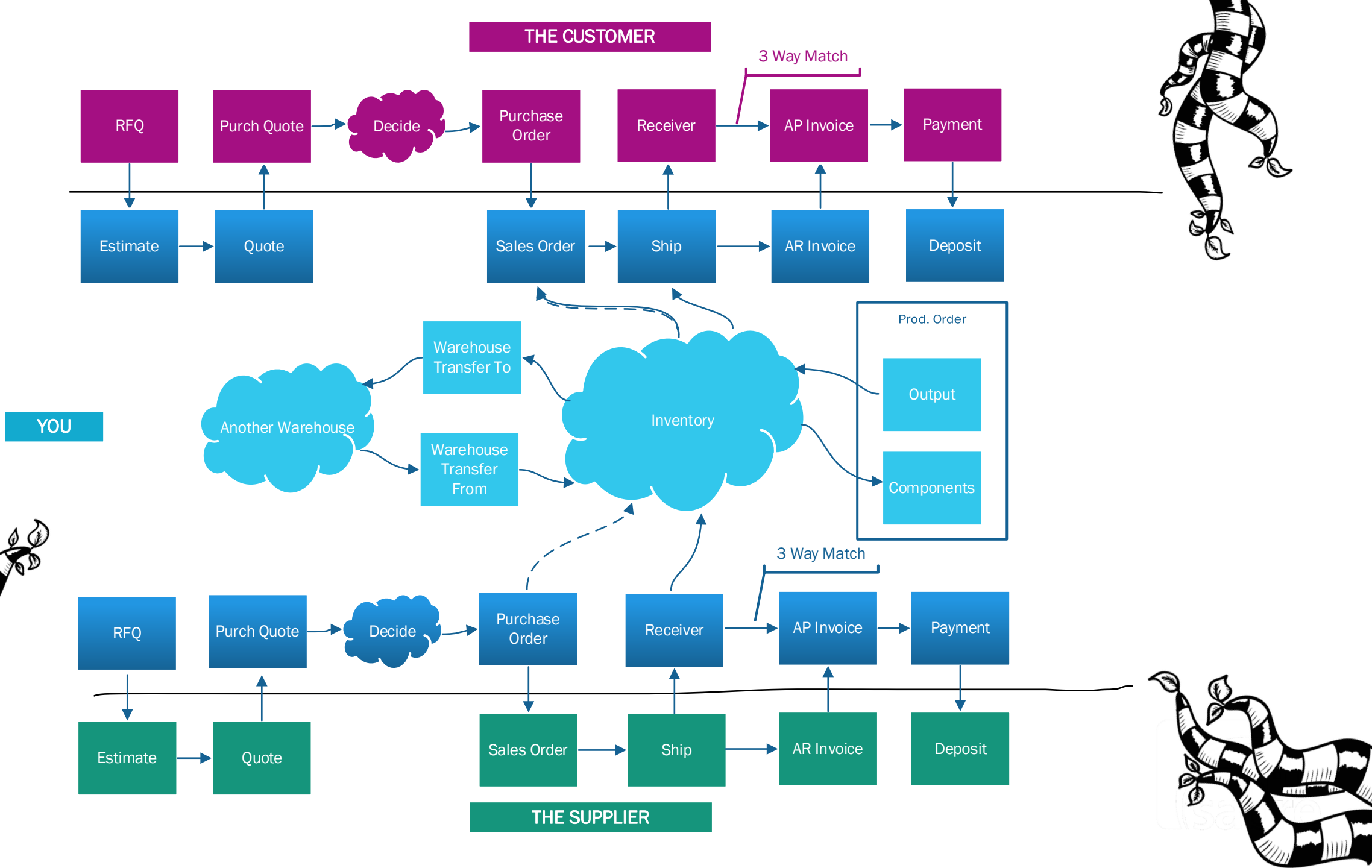
We make this very simple part
Let's assume it's October 20, 2023
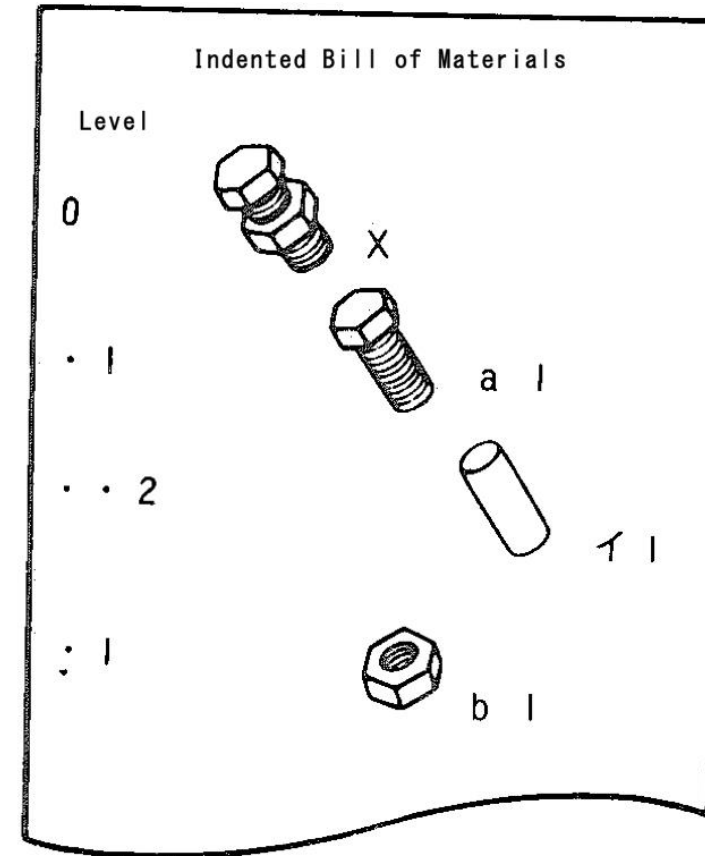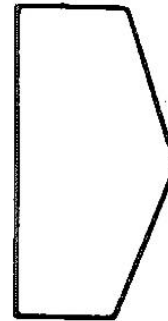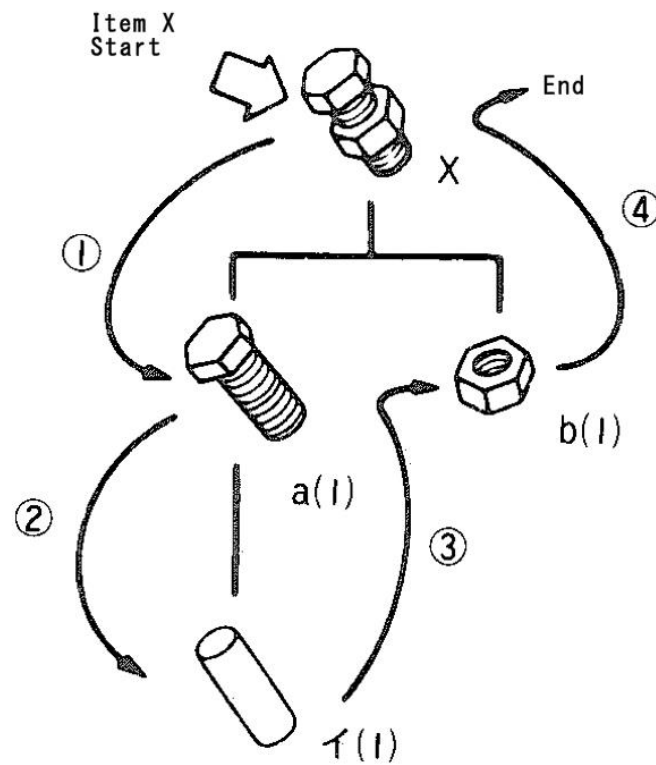
Let's consider just part X and part a
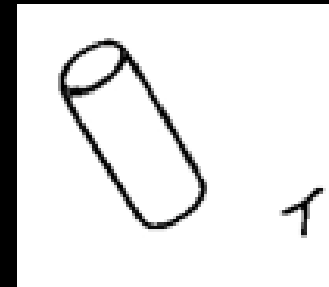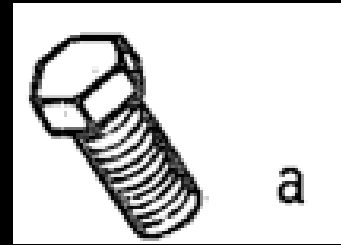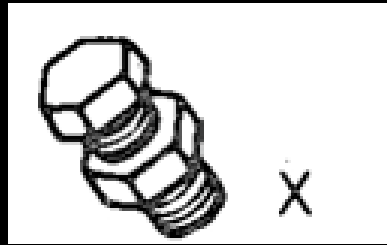
PART ID	ITEM X (100 Pack)		Stock QTY	200

Source	Date	Demand Qty	Supply Qty	Net Avail Qty
SO 3221	Oct 22, 2023	100	0	100
WO 1234	Nov 1, 2023	0	500	600
SO 3333	Nov 11, 2023	150	0	450
SO 3346	Nov 13, 2023	300	0	150
SO 3401	Nov 22, 2023	150	0	0
SO 3409	Nov 24, 2023	200	0	-200

Need an order here

PART ID	ITEM a (100 Pack)		Stock QTY	50

Source	Date	Demand Qty	Supply Qty	Net Avail
WO 1234	Nov 1, 2023	500	0	-450

Need an order NOW

PART ID	ITEM a (100 Pack)		Stock QTY	50
Source	**Date**	**Demand Qty**	**Supply Qty**	**Net Avail**
WO 2345	Oct 25, 2023		500	550
WO 1234	Nov 1, 2	500	0	50

Is this a bit small?

Do we have time?

Do we have raw materials?

How Big an Order?
When Exactly?
How long does it take to make these?
Do I have materials?
Will this cause another shortage elsewhere?

Practical Planning Example in BC

Let's simulate this for a Bicycle

Basic Bike Parts

Saddle

Seatpost

Handlebar

Spoke

Bottom bracket

Rim

Spacer

Chain

Tyre

Chain

Disc Brake

Air Chamber

Crank

Pedal

Rear sprocket

Chain ring

Spacer

Spacer

Rear sprocket

Wheel hub

I purchase some and make others

Purchased Parts Examples

Fabricated Parts Examples

Frame
Chain Links
Break Cables
Tyre (rubber tire)
Handle bars

Rear Tire Assembly
Front Tire Assembly
Wheel Hubs
Brakes

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?company=Cronus%20USA%20Demo%20-%20JD&dc=0

Dynamics 365 Business Central

Sandbox

Training Company (Demo) | Sales ⌄ | Purchasing ⌄ | Inventory ⌄ | Posted Documents ⌄

Sales Orders   Items   Customers   Item Journals   Sales Journals   Cash Receipt Journals   Transfer Orders

Insight from last week

The largest posted sales invoice was for $150,239

Actions

+ Sales Quote   + Sales Return Order   > Sales
+ Sales Invoice   + Sales Credit Memo   > Reports
+ Sales Order   > Tasks   > History

Activities ⌄

For Release

Sales Quotes - Open	Sales Orders - Open
0	3
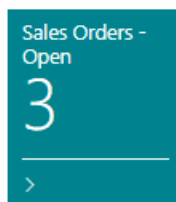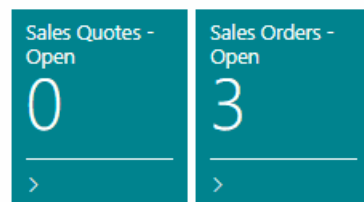
Sales Orders Released Not Shipped

Ready To Ship	Partially Shipped	Delayed	Average Days Delayed
0	0	0	0

Returns

Sales Return O... - Open	Sales Credit M... - Open
0	1
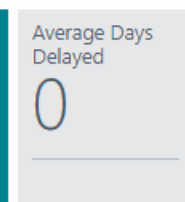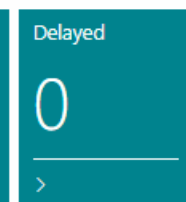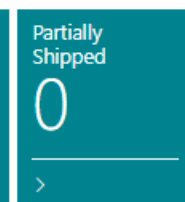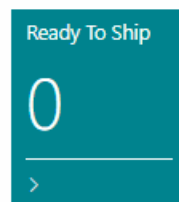
User Tasks
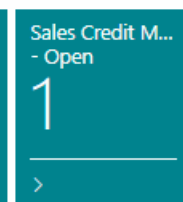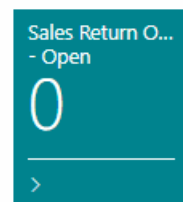
My User Tasks

Pending User Tasks
0
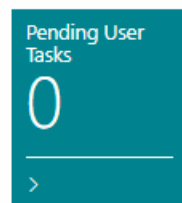
Email Status

Email Activities

Failed Emails in Outbox	Draft Emails in Outbox	Sent Emails Last 30 Days
0	0	0
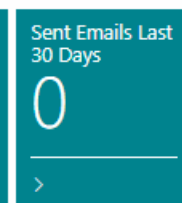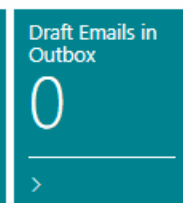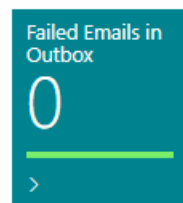
Approvals

Pending Approvals

Requests Sent ... Approval	Requests to Approve
0	0

Self-Service

Dynamics 365 Business Central

Sandbox
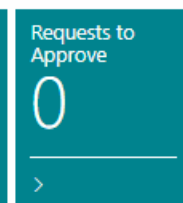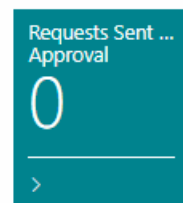
BOM Cost Shares | Work Date: 2/2/2022   ✓ Saved

Item Filter ....   '1000'   ...

📊 Show Warnings   📊 BOM Cost Share Distribution | More options

Type	No.	Description	Warni...	Qty. per Parent	Qty. per Top Item	Qty. per BOM Line	Unit of Measure Code	BOM Unit of Measure Code	Replenish... System	Rolled-up Material Cost	Rolled-up Capacity Cost	Rolled-up Subcontracted Cost	Rolled-up Mfg. Ovhd Cost	Roll Capacity
∨ Item	**1000**	**Bicycle**		1	1		PCS	PCS	Prod. Order	266.476	58.56			
> Item	**1100**	**Front Wheel**		1	1	1	PCS	PCS	Prod. Order	105.312	24.36			
> Item	**1200**	**Back Wheel**		1	1	1	PCS	PCS	Prod. Order	105.322	13.20			
> Item	**1300**	**Chain Assy**		1	1	1	PCS	PCS	Prod. Order	13.157				
Item	1500	Lamp		1	1	1	PCS		Purchase	5.20				
Item	1600	Bell		1	1	1	PCS		Purchase	2.70				
> Item	**1700**	**Brake**		1	1	1	PCS	PCS	Prod. Order	9.765				
Item	1800	Handlebars		1	1	1	PCS		Purchase	2.12				
Item	1850	Saddle		1	1	1	PCS		Purchase	7.20				
Item	1900	Frame		1	1	1	PCS		Purchase	15.70				
Work Ce...	100	Wheel assembly		122	122		MINUTES		Transfer		21.00			
Machine...	120	Chain assembly		30	30		MINUTES		Transfer					
Machine...	130	Final assembly		30	30		MINUTES		Transfer					
Machine...	110	Control		18	18		MINUTES		Transfer					

Let's focus on the frame

PART ID	ITEM 1000 – Bike	Stock QTY	28

Source	Date	Demand Qty	Supply Qty	Net Avail Qty
SO 1006	Feb 6, 2023	20	0	8
WO 101002	Feb 8, 2023	0	20	28
SO 1006	Feb 10, 2023	30	0	-2
SO 1007	Feb 22, 2023	24	0	-26

Need an order here
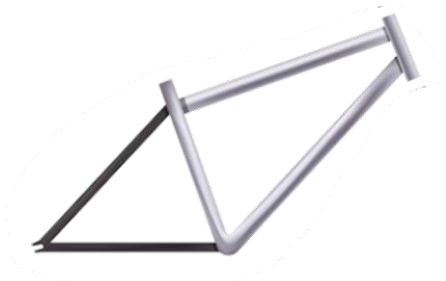
PART ID	ITEM 1900 - Frame	Stock QTY	52

Source	Date	Demand Qty	Supply Qty	Net Avail Qty
WO 101002	Feb 8, 2023	20	0	32

Lesson 1 – MPS

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&company=Cronus%20USA%20Demo%20-%20J...

Dynamics 365 Business Central

Sandbox

Training Company (Demo) | Production Orders ⌄ | Sales & Purchases ⌄ | Journals ⌄ | Worksheets ⌄ | Product Design ⌄ | Capacities ⌄ | ☰

Demand Forecast | Transfer Orders

Headline

Want to learn more about Business Central?

○ ●

Actions

+ Item	+ Production BOM	› Administration
+ Planned Production Order	+ Routing	› History
+ Firm Planned Production Order	+ Purchase Order	🗐 Capacity
+ Released Production Order	› Tasks	🗐 Production

Activities ⌄

Production Orders

Simulated Prod. Orders	Planned Prod. Orders	Firm Plan. Prod. Orders	Released Prod. Orders
0	0	2	0
›	›	›	›

Planning - Operations

My Purchase Orders
0
›

Design

Prod. BOMs un... Development	Routings under Development
0	0
›	›

Activities

Production Orders

Released Prod. Orders	Released Prod... Until Today
0	0
›	›

Operations

Prod. Orders R... Queue	Prod. Orders R... Prog.
7	0
›	›

Warehouse Documents

Invt. Picks to Production	Invt. Put-aways... Prod.
0	0
›	›

User Tasks

My User Tasks

Pending User Tasks
0
›

Email Status | Approvals | Self-Service

Why didn't anything happen?

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central   Sandbox

Planning Worksheets | Work Date: 2/2/2023

Name .... | NOFORECAST |

Manage   Process   Prepare   Line   Item Availability by | More options

	Warning	No.	Action Message	Accept Action Mess...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	Emergency			☐							☐	0			

Item Description   Routing Description

PART ID	ITEM 1000 – Bike	Stock QTY	28

Source	Date	Demand Qty	Supply Qty	Net Avail Qty
PLN 101151	Feb 3, 2023	0	20	48
SO 1006	Feb 6, 2023	20	0	28
~~FP 101002~~	~~Feb 8, 2023~~	~~0~~	~~20~~	~~28~~
PLN 101152	Feb 9, 2023	0	30	58
SO 1006	Feb 10, 2023	30	0	28
PLN 101153	Feb 21, 2023	0	24	42
SO 1007	Feb 22, 2023	24	0	28

This order is cancelled

PART ID	ITEM 1000 – Bike	Stock QTY	28

Source	Date	Demand Qty	Supply Qty	Net Avail Qty
PLN 101151	Feb 3, 2023	0	20	48
SO 1006	Feb 6, 2023	20	0	28
PLN 101152	Feb 9, 2023	0	30	58
SO 1006	Feb 10, 2023	30	0	28
PLN 101153	Feb 21, 2023	0	24	42
SO 1007	Feb 22, 2023	24	0	28

Three orders seems

A bit inefficient

So why is it like this?

PART ID	ITEM 1900 - Frame	Stock QTY	52

Source	Date	Demand Qty	Supply Qty	Net Avail Qty
PLN 101151	Feb 6, 2023	20	0	32
PLN 101152	Feb 9, 2023	30	0	2
PLN PO	Feb 13, 2023	0	25	27
PLN 101153	Feb 21, 2023	24	0	3

Why isn't this 22?

Why isn't this 0?

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2023

Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by   More options

	Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	Attention	1000	New	☐		2/6/2023	2/1/2023 11:15 AM	2/3/2023 4:00 PM	Bicycle		☑	20	Prod. Order	101182	Planned
		1000	New	☑		2/10/2023	2/6/2023 10:05 AM	2/9/2023 4:00 PM	Bicycle		☑	30	Prod. Order	101183	Planned
		1000	New	☑		2/22/2023	2/16/2023 3:35 PM	2/21/2023 4:00 PM	Bicycle		☑	24	Prod. Order	101184	Planned
		1000	Cancel	☑		2/8/2023	2/3/2023 11:15 AM	2/7/2023 4:00 PM	Bicycle	20	☐	0	Prod. Order	101002	Firm Planned
	Attention	1900	New	☐		2/16/2023	1/9/2023 8:00 AM	2/13/2023 11:00 ...	Frame		☐	25	Purchase		

Item Description

Routing Description

Bicycle

Bicycle

Anyone want to guess what will happen?

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2023

Name ....

| Manage | Process | Prepare | Line | Item Availability by | More |

Calculate Plan - Plan. Wksh.

Use default values from .... | Last used options and filters ▼ |

Options

Calculate

MPS .... 🟢

MRP .... 🟢

Starting Date .... | 2/1/2023 📅 |

Ending Date .... | 2/28/2023 📅 |

Stop and Show First Error .... ⚪

Use Forecast .... | ▼ |

Exclude Forecast Before .... | 📅 |

Respect Planning Parameters fo... 🟢

Filter: Item

✕ No. .... | 1000|1900 ▼ |

✕ Item Category Code .... | BIKE ▼ |

✕ Description .... | |

| OK | Cancel |

| Warning | No. | Action Message | | | | | Original Quantity | MPS Order | Quantity | Ref. Order Type | Ref. Order No. | Ref. Order Status |

Attention

Item Description

Let's change things again.

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central   Sandbox

Planning Worksheets | Work Date: 2/2/2023   ✓ Saved

Name ····································· NOFORECAST

Manage   Process   Prepare   Line   Item Availability by   More options

	Warning		No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	_	⋮	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	2/2/2023 12:25 PM	2/3/2023 4:00 PM	Bicycle	20	☐	10	Prod. Order	101002	Firm Planned
			1000	New	☑		2/10/2023	2/6/2023 2:40 PM	2/9/2023 4:00 PM	Bicycle		☑	25	Prod. Order	101185	Planned
			1000	New	☑		2/22/2023	2/16/2023 2:40 PM	2/21/2023 4:00 PM	Bicycle		☑	25	Prod. Order	101186	Planned
	Attention		1900	New	☐		2/16/2023	1/9/2023 8:00 AM	2/13/2023 11:00 ...	Frame		☐	10	Purchase		

Item Description

Bicycle

Routing Description

Bicycle

PART ID	ITEM 1900 - Frame		Stock QTY	52

Source	Date	Demand Qty	Supply Qty	Net Avail Qty
PLN PO	Jan 31, 2023	0	8	60
PLN 101151	Feb 6, 2023	60	0	0

This is an emergency order

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?page=30&company=Cronus%20USA%20Demo%20-%20JD&dc=0&filter=Item.%27It...

Dynamics 365 Business Central

Sandbox

Item Card | Work Date: 2/2/2022

✓ Saved

1900 · Frame

✕ If you want, we can assign attributes based on the images you import for items and contacts.   Enable | Don't ask again

Process   Item   Prices & Discounts   Request Approval | Actions   Related   Reports   Fewer options   ⓘ

🗐 Item Journal   🗐 Item Reclassification Journal

Assembly BOM · · · · · · · · · · · No

Planning   Show more

Reordering Policy · · · · · · ·	Lot-for-Lot ▾	
Order Tracking Policy · · · · ·	None ▾	
Stockkeeping Unit Exists · · ·	No	
Critical · · · · · · · · · · · ·	⬤ (off)	
Safety Lead Time · · · · · · ·	3D	
Safety Stock Quantity · · · · ·	0	

Lot-for-Lot Parameters

Include Inventory · · · · · · ·	⬤ (on)
Lot Accumulation Period · · · ·	7D
Rescheduling Period · · · · · ·	7D

Reorder-Point Parameters

Reorder Point · · · · · · · · ·	100
Reorder Quantity · · · · · · · ·	100
Maximum Inventory · · · · · · ·	0

Order Modifiers

Minimum Order Quantity · · · · ·	5
Maximum Order Quantity · · · · ·	50
Order Multiple · · · · · · · · ·	5

Order Multiple

Item Tracking ›

Details   📎 Attachments (0)

Picture ⌄

...tes ⌄

Attribute	Value
(There is nothing to show in this view)	

Forecast

Set a Maximum Order Qty.

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2023

✓ Saved

Name .... NOFORECAST ...

| Manage | Process | Prepare | Line | Item Availability by | | More options |

	Warning		No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	Attention	⋮	1000	Resched. & Chg. Qty.	☐	2/8/2023	2/6/2023	1/25/2023 1:47 PM	2/3/2023 4:00 PM	Bicycle	20	☐	60	Prod. Order	101002	Firm Planned
	Emergency		1900	New	☐		1/31/2023	12/24/2022 8:00 ...	1/28/2023 11:00 ...	Frame		☐	8	Purchase		

Item Description

Bicycle

Routing Description

Bicycle

Lessons from Part 1

- Various Factors impact how MRP works.
- Reordering Policy
  - Order | Fixed Reorder | Maximum | Lot-for-Lot
- Lead Time
- Lot Accumulation Period
- Rescheduling Period
- Min, Max ORDER Qty
- Order Multiple
- Safety Stock
- Safety Lead Time

Lot for Lot tries to end with Qty 0. If Safety Stock is present it tries to end with Qty of [Safety Stock] after MRP Runs

Safety Leadtime deducts it's days/weeks value from when to order.

Eg: If a normal order is due 28.5.2025 a 7D Safety Leadtime order would be due 21.5.2025

Lesson 2 – MRP

Let's add some more parts

- 1001 – Racing Bike
- 1800 – Handle Bars
- 1901 – Racing Bike Frame

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2022

✓ Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by | More options

	Warning		No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	-	⋮	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
			1000	New	☑		2/6/2023	2/1/2023 11:15 AM	2/3/2023 4:00 PM	Bicycle		☐	20	Prod. Order	101216	Planned
			1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101217	Planned
			1800	New	☑		2/2/2023	2/1/2023 8:00 AM	2/1/2023 11:00 PM	Handlebars		☐	100	Purchase		
			1900	New	☑		2/1/2023	1/15/2023 8:00 AM	1/29/2023 11:00 ...	Frame		☐	20	Purchase		
			1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...			9	Purchase		

Handlebars

Item Description

Bicycle

Routing Description

Bicycle

Policy = Fixed Reorder
Reorder Point = 50
Reorder Quantity = 100
Qty on Hand = 74

PART ID	ITEM 1800 - Handlebars	Stock QTY	74
Source	Date	Demand Qty	Supply Qty	Net Avail Q
FP 101002	Jan 26, 2023	50	0	24
PO	Feb 5, 2023	0	100	124
PLN 101210	Feb 1, 2023	20	0	104
PLN 101199	Feb 27, 2023	9	0	5

Reorder Point is 50

Reorder Qty is 100

Planning Worksheets | Work Date: 2/2/2022   ✓ Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by   More options

	Warning		No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	_	⋮	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
			1000	New	☑		2/6/2023	2/1/2023 11:15 AM	2/3/2023 4:00 PM	Bicycle		☐	20	Prod. Order	101216	Planned
			1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101217	Planned
			1800	New	☑		2/2/2023	2/1/2023 8:00 AM	2/1/2023 11:00 PM	Handlebars		☐	100	Purchase		
			1900	New	☑		2/1/2023	1/15/2023 8:00 AM	1/29/2023 11:00 ...	Frame		☐	20	Purchase		
			1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	9	Purchase		

What???

Item Description

Routing Description

Bicycle

Bicycle

Why is this scheduled in the past?

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central   Sandbox

Planning Worksheets | Work Date: 2/2/2022   Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by   More options

	Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	-	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
		1000	New	☑		2/6/2023	2/1/2023 11:15 AM	2/3/2023 4:00 PM	Bicycle		☐	20	Prod. Order	101216	Planned
		1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101217	Planned
		1800	New	☑		2/2/2023	2/1/2023 8:00 AM	2/1/2023 11:00 PM	Handlebars		☐	100	Purchase		
		1900	New	☑		2/1/2023	1/15/2023 8:00 AM	1/29/2023 11:00 ...	Frame		☐	20	Purchase		
		1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	9	Purchase		

Item Description   Routing Description

Bicycle   Bicycle

Let's add some extra sales and see what happens.

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?node=0000232e-71d1-0000-0c2a-2300836bd2d2&page=9305&company=Cronus%2...

Dynamics 365 Business Central

Sandbox

Training Company (Demo) | Sales ⌄ Purchasing ⌄ Inventory ⌄ Posted Documents ⌄ ☰

Sales Orders: All ⌄ | 🔍 Search + New 🗑 Delete Process ⌄ Report ⌄ Order ⌄ Release ⌄ Posting ⌄ Print/Send ⌄ Navigate ⌄ More options

Views ✕

All ⋮

Filter list by...

Filter totals by:

✕ Date Filter

"..02/02/22

+ Filter...

No. ↑		Sell-to Customer No.	Sell-to Customer Name	External Document No.	Location Code	Assigned User ID	Document Date	Shipment Date
1005		01121212	Spotsmeyer and Sons	BIKE03			2/6/2023	2/6/2023
1006		01454545	New Concepts Recreation				2/2/2023	2/10/2023
1007	⋮	01905893	Candoxy Canada Inc.				2/2/2023	2/22/2023

ⓘ **Details** | 📎 Attachments (0)

Customer Statistics

Customer No.	01905893
Balance ($)	100,000.00
Balance (LCY) As Vendor	0.00
Sales	
Outstanding Orders ($)	21,565.57
Shipped Not Invd. ($)	0.00
Outstanding Invoices ($)	0.00
Service	
Outstanding Serv. Orders ($)	0.00
Serv Shipped Not Invoiced($)	0.00
Outstanding Serv.Invoices($)	0.00
Payments	
Payments ($)	0.00
Refunds ($)	0.00
Last Payment Receipt Date	—
Total ($)	**121,565.57**
Credit Limit ($)	0.00
Overdue Amounts ($)	100,000.00
Total Sales ($)	100,000.00
Invoiced Prepayment Amount ($)	0.00

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2022

✓ Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by | More options

	Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
		1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/25/2023 8:36 AM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
		1000	New	☑		2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101234	Planned
		1000	New	☑		2/6/2023	2/2/2023 12:25 PM	2/3/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101235	Planned
		1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9		101236	Planned
→	Emergency	1800	New	☐		1/31/2023	1/30/2023 8:00 AM	1/30/2023 11:00 ...	Handlebars		☐	26	Purch...		
		1800	New	☑		2/2/2023	2/1/2023 8:00 AM	2/1/2023 11:00 PM	Handlebars		☐	100	Purchase		
	Emergency	1900	New	☐		1/31/2023	1/14/2023 8:00 AM	1/28/2023 11:00 ...	Frame		☐	48	Purchase		
		1900	New	☑		2/2/2023	1/16/2023 8:00 AM	1/30/2023 11:00 ...	Frame		☐	10	Purchase		
		1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	9	Purchase		

New Orders

Item Description   Routing Description

Handlebars

All the bike "builds" are packed at the start of the month.

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central   Sandbox

Planning Worksheets | Work Date: 2/2/2022   ✓ Saved

Name .... NOFORECAST   ...

Manage   Process   Prepare   Line   Item Availability by   More options

	Warning		No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
			1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/25/2023 8:36 AM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
			1000	New	☑		2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101234	Planned
			1000	New	☑		2/6/2023	2/2/2023 12:25 PM	2/3/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101235	Planned
			1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101236	Planned
→	Emergency	⋮	1800	New	☐		1/31/2023	1/30/2023 8:00 AM	1/30/2023 11:00 ...	Handlebars		☐	26	Purchase		
			1800	New	☑		2/2/2023	2/1/2023 8:00 AM	2/1/2023 11:00 PM	Handlebars		☐	100	Purchase		
	Emergency		1900	New	☐		1/31/2023	1/14/2023 8:00 AM	1/28/2023 11:00 ...	Frame		☐	48	Purchase		
			1900	New	☑		2/2/2023	1/16/2023 8:00 AM	1/30/2023 11:00 ...	Frame		☐	10	Purchase		
			1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	9	Purchase		

Item Description   Routing Description

Handlebars

What if the Reorder Point is 25 with a 50 Reorder Qty?

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2022   ✓ Saved

Name ··   NOFORECAST

Manage   Process   Prepare   Line   Item Availability by | More options

	Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	_	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
		1000	New	☑		2/22/2023	2/13/2023 2:57 PM	2/21/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101237	Planned
		1000	New	☑		2/22/2023	2/20/2023 12:25 ...	2/21/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101238	Planned
		1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101239	Planned
		1800	New	☑		2/2/2023	2/1/2023 8:00 AM	2/1/2023 11:00 PM	Handlebars		☐	100	Purchase		
		1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	50	Purchase		
		1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	10	Purchase		
		1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	9	Purchase		

Item Description   Routing Description

Bicycle   Bicycle

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2022

Saved

Name .... NOFORECAST   ...

Manage   Process   Prepare   Line   Item Availability by   More options

	Warning		No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
			1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
			1000	New	☑		2/22/2023	2/13/2023 2:57 PM	2/21/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101240	Planned
			1000	New	☑		2/22/2023	2/20/2023 12:25 ...	2/21/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101241	Planned
			1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101242	Planned
			1800	New	☑		2/2/2023	2/1/2023 8:00 AM	2/1/2023 11:00 PM	Handlebars		☐	50	Purchase		
→	Exception	⋮	1800	New	☐		2/28/2023	2/27/2023 8:00 AM	2/27/2023 11:00 ...	Handlebars		☑	7	Purchase		
			1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	50	Purchase		
			1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	10	Purchase		
			1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	9	Purchase		

Item Description   Routing Description

Handlebars

Lessons from Part 2

- As you add more items it gets more complicated
- Errors in setup might not appear at first
- Adjusting is a constant process
- Start small and build out

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Lesson 3 – Forecast

The 12 Week Leadtime is a Problem!

- Means we need 15 Weeks to ship

- Customers would look elsewhere

- Need to make sure we address this somehow

- What are the choices?

Safety Stock

Dynamics 365 Business Central

Sandbox

Training Company (Demo) | Sales ⌄ | Purchasing ⌄ | Inventory ⌄ | Posted Documents ⌄

Items: BIKE PARTS ⌄ | 🔍 Search | + New | 🗑 Delete | Process ⌄ | Item ⌄ | Prices & Discounts ⌄ | Request Approval ⌄ | Inventory ⌄ | Attributes ⌄ | More options

✕ You can get the sales forecast updated automatically every week. Set Up Scheduled Forecasting | Don't ask again ⌄

Views ✕

All

BIKE PARTS ⋮

Filter list by:

✕ Item Category Code

[BIKE ⌄]

+ Filter...

Filter totals by...

No. ↑	Description	Description 2	Type	Quantity on Hand	Substi... Exist	Assem... BOM	Production BOM No.	Routing No.	Base Unit of Measure	Cost is Adj...	Unit Cost	Unit Price
1250	Back Hub		Inventory	200	No	No	1250		PCS	☑	1.292	22
1251	Axle Back Wheel		Inventory	10,000	No	No			PCS	☑	0.33	0
1255	Socket Back		Inventory	200	No	No			PCS	☑	0.90	0
1300	Chain Assy		Inventory	152	No	No	1300		PCS	☐	13.157	80
1310	Chain		Inventory	100	No	No			PCS	☑	1.99	0
1320	Chain Wheel Front		Inventory	100	No	No			PCS	☑	4.66	0
1330	Chain Wheel Back		Inventory	100	No	No			PCS	☑	5.88	0
1400	Mudguard front		Inventory	152	No	No			PCS	☐	3.90	0
1450	Mudguard back		Inventory	152	No	No			PCS	☐	3.90	0
1500	Lamp		Inventory	152	No	No			PCS	☐	5.20	0
1600	Bell		Inventory	152	No	No			PCS	☐	2.70	0
1700	Brake		Inventory	152	No	No	1700		PCS	☐	9.765	45
1710	Hand rear wheel Brake		Inventory	200	No	No			PCS	☑	4.50	0
1720	Hand front wheel Brake		Inventory	200	No	No			PCS	☑	4.80	0
1800	Handlebars		Inventory	74	No	No			PCS	☐	2.12	0
1850	Saddle		Inventory	152	No	No			PCS	☐	7.20	0
1851	Racing Bike Saddle		Inventory	0	No	No			PCS	☑	0.00	0
1900	Frame		Inventory	52	No	No			PCS	☐	15.70	290
1901	Carbon Fibre Racing Bike Frame		Inventory	0	No	No			PCS	☑	2,000.00	3,950

Run again.

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?view=aa49406f-6f68-4565-b857-496faa0e77aa_BIKE%20PARTS36117&node=0000232...

Dynamics 365 Business Central

Sandbox

Training Company (Demo) | Sales ⌄ | Purchasing ⌄ | Inventory ⌄ | Posted Documents ⌄ | ☰

Items: | BIKE PARTS ⌄ | 🔍 Search | + New | 🗑 Delete | Process ⌄ | Item ⌄ | Prices & Discounts ⌄ | Request Approval ⌄ | Inventory ⌄ | Attributes ⌄ | More options

✕ You can get the sales forecast updated automatically every week. | Set Up Scheduled Forecasting | Don't ask again ⌄

Views ✕

All

BIKE PARTS ⋮

Filter list by:

✕ Item Category Code

BIKE ⌄

+ Filter...

Filter totals by...

No. ↑		Description	Description 2	Type	Quantity on Hand	Substi... Exist	Assem... BOM	Production BOM No.	Routing No.	Base Unit of Measure	Cost is Adj...	Unit Cost	Unit Price
1250		Back Hub		Inventory	200	No	No	1250		PCS	☑	1.292	22
1251		Axle Back Wheel		Inventory	10,000	No	No			PCS	☑	0.33	(
1255		Socket Back		Inventory	200	No	No			PCS	☑	0.90	(
1300		Chain Assy		Inventory	152	No	No	1300		PCS	☐	13.157	80
1310		Chain		Inventory	100	No	No			PCS	☑	1.99	(
1320		Chain Wheel Front		Inventory	100	No	No			PCS	☑	4.66	(
1330		Chain Wheel Back		Inventory	100	No	No			PCS	☑	5.88	(
1400		Mudguard front		Inventory	152	No	No			PCS	☐	3.90	(
1450		Mudguard back		Inventory	152	No	No			PCS	☐	3.90	(
1500		Lamp		Inventory	152	No	No			PCS	☐	5.20	(
1600		Bell		Inventory	152	No	No			PCS	☐	2.70	(
1700		Brake		Inventory	152	No	No	1700		PCS	☐	9.765	45
1710		Hand rear wheel Brake		Inventory	200	No	No			PCS	☑	4.50	(
1720		Hand front wheel Brake		Inventory	200	No	No			PCS	☑	4.80	(
1800		Handlebars		Inventory	74	No	No			PCS	☐	2.12	(
1850		Saddle		Inventory	152	No	No			PCS	☐	7.20	(
1851		Racing Bike Saddle		Inventory	0	No	No			PCS	☑	0.00	(
1900		Frame		Inventory	52	No	No			PCS	☐	15.70	290
1901	⋮	Carbon Fibre Racing Bike Frame		Inventory	20	No	No			PCS	☐	2,000.00	3,950

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central   Sandbox

Planning Worksheets | Work Date: 2/2/2022   ✓ Saved

Name ··················   NOFORECAST

Manage   Process   Prepare   Line   Item Availability by | More options

Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→ _	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
	1000	New	☑		2/22/2023	2/13/2023 2:57 PM	2/21/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101249	Planned
	1000	New	☑		2/22/2023	2/20/2023 12:25 ...	2/21/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101250	Planned
	1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101251	Planned
	1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	50	Purchase		
	1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	10	Purchase		
	1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	10	Purchase		

Item Description   Routing Description

Bicycle   Bicycle

Let's add a Demand Forecast.

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2022

✓ Saved

Name .... | NOFORECAST

Manage   Process   Prepare   Line   Item Availability by   More options

	Warning		No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	–	⋮	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
			1000	New	☑		2/22/2023	2/13/2023 2:57 PM	2/21/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101261	Planned
			1000	New	☑		2/22/2023	2/20/2023 12:25 ...	2/21/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101262	Planned
			1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101263	Planned
			1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	50	Purchase		
			1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	10	Purchase		
			1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	10	Purchase		

Item Description

Routing Description

Bicycle

Bicycle

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2022 ✓ Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by | More options

Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. O Type	Ref. Order No.	Ref. Order Status
_	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	P	101002	Firm Planned
	1000	New	☑		2/22/2023	2/13/2023 2:57 PM	2/21/2023 4:00 PM	Bicycle		☐	50	er	101267	Planned
	1000	New	☑		2/22/2023	2/20/2023 12:25 ...	2/21/2023 4:00 PM	Bicycle		☐		der	101268	Planned
	1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑		Order	101269	Planned
	1001	New	☑		5/1/2023	4/20/2023 2:57 PM	4/28/2023 4:00 PM	Racing Bicycle		☑	50	Order	101270	Planned
	1001	New	☑		6/1/2023	5/19/2023 2:57 PM	5/29/2023 4:00 PM	Racing Bicycle		☑	50	Prod. Order	101271	Planned
	1001	New	☑		7/1/2023	6/26/2023 11:15 ...	6/28/2023 4:00 PM	Racing Bicycle		☑	20	Prod. Order	101272	Planned
	1001	New	☑		8/1/2023	7/26/2023 11:15 ...	7/28/2023 4:00 PM	Racing Bicycle			20	Prod. Order	101273	Planned
	1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame			50	Purchase		
	1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	10	Purchase		
	1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐		Purchase		
	1901	New	☑		4/20/2023	1/23/2023 8:00 AM	4/17/2023 11:00 ...	Carbon Fibre ...		☐		Purchase		
	1901	New	☑		4/20/2023	1/23/2023 8:00 AM	4/17/2023 11:00 ...	Carbon Fibre ...		☐	5	Purchase		
	1901	New	☑		6/26/2023	3/31/2023 8:00 AM	6/23/2023 11:00 ...	Carbon Fibre ...		☐	40	Purchase		

Remember 50

MPS Orders

MRP Orders

Item Description

Routing Description

Bicycle

Bicycle

What does a Sales order do?

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2022

✓ Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by   More options

	Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	_	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
		1000	New	☑		2/22/2023	2/13/2023 2:57 PM	2/21/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101286	Planned
		1000	New	☑		2/22/2023	2/20/2023 12:25 ...	2/21/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101287	Planned
		1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101288	Planned
		1001	New	☑		5/1/2023	4/20/2023 2:57 PM	4/28/2023 4:00 PM	Racing Bicycle		☑	50	Prod. Order	101289	Planned
		1001	New	☑		6/1/2023	5/19/2023 2:57 PM	5/29/2023 4:00 PM	Racing Bicycle		☑	50	Prod. Order	101290	Planned
		1001	New	☑		7/1/2023	6/26/2023 11:15 ...	6/28/2023 4:00 PM	Racing Bicycle		☑	20	Prod. Order	101291	Planned
		1001	New	☑		8/1/2023	7/26/2023 11:15 ...	7/28/2023 4:00 PM	Racing Bicycle		☑	20	Prod. Order	101292	Planned
		1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	50	Purchase		
		1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	10	Purchase		
		1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	10	Purchase		
		1901	New	☑		4/20/2023	1/23/2023 8:00 AM	4/17/2023 11:00 ...	Carbon Fibre ...		☐	50	Purchase		
		1901	New	☑		4/20/2023	1/23/2023 8:00 AM	4/17/2023 11:00 ...	Carbon Fibre ...		☐	50	Purchase		
		1901	New	☑		6/26/2023	3/31/2023 8:00 AM	6/23/2023 11:00 ...	Carbon Fibre ...		☐	40	Purchase		

Item Description   Routing Description

Bicycle   Bicycle

https://businesscentral.dynamics.com/44063296-c0b0-4b2f-985b-323036e944d7/sandbox?profile=PRODUCTION%20PLANNER&page=99000852&company=Cronus%20USA%2...

Dynamics 365 Business Central

Sandbox

Planning Worksheets | Work Date: 2/2/2022

✓ Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by | More options

BEFORE

Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
→	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
	1000	New	☑		2/22/2023	2/13/2023 2:57 PM	2/21/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101286	Planned
	1000	New	☑		2/22/2023	2/20/2023 12:25 ...	2/21/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101287	Planned
	1001	New	☑		2/27/2023	2/23/2023 1:20 PM	2/24/2023 4:00 PM	Racing Bicycle		☑	9	Prod. Order	101288	Planned
	1001	New	☑		5/1/2023	4/20/2023 2:57 PM	4/28/2023 4:00 PM	Racing Bicycle		☑	50	Prod. Order	101289	Planned
	1001	New	☑		6/1/2023	5/19/2023 2:57 PM	5/29/2023 4:00 PM	Racing Bicycle		☑	50		101290	Planned
	1001	New	☑		7/1/2023	6/26/2023 11:15 ...	6/28/2023 4:00 PM	Racing Bicycle		☑	20		101291	Planned
	1001	New	☑		8/1/2023	7/26/2023 11:15 ...	7/28/2023 4:00 PM	Racing Bicycle		☑	20		292	Planned
	1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	50	Purchase		
	1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	10	Purchase		
	1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Carbon Fibre ...		☐	10	Purchase		
	1901	New	☑		4/20/2023	1/23/2023 8:00 AM	4/17/2023 11:00 ...	Carbon Fibre ...		☐	50	Purchase		
	1901	New	☑		4/20/2023	1/23/2023 8:00 AM	4/17/2023 11:00 ...	Carbon Fibre ...		☐	50	Purchase		
	1901	New	☑		6/26/2023	3/31/2023 8:00 AM	6/23/2023 11:00 ...	Carbon Fibre ...		☐	40	Purchase		

50 in June

Item Description

Routing Description

Bicycle

Bicycle

AFTER

Planning Worksheets | Work Date: 2/2/2022   ✓ Saved

Name .... NOFORECAST

Manage   Process   Prepare   Line   Item Availability by   More options

Warning	No.	Action Message	Acc... Acti... Mes...	Original Due Date	Due Date	Starting Date-Time	Ending Date-Time	Description	Original Quantity	MPS Order	Quantity	Ref. Order Type	Ref. Order No.	Ref. Order Status
_	1000	Resched. & Chg. Qty.	☑	2/8/2023	2/6/2023	1/26/2023 2:57 PM	2/3/2023 4:00 PM	Bicycle	20	☐	50	Prod. Order	101002	Firm Planned
	1000	New	☑		2/22/2023	2/13/2023 2:57 PM	2/21/2023 4:00 PM	Bicycle		☐	50	Prod. Order	101293	Planned
	1000	New	☑		2/2...		2/21/2023 4:00 PM	Bicycle		☐	10	Prod. Order	101294	Planned
	1001	New	☑		2/2...			ng Bicycle		☑	9	Prod. Order	101295	Planned
	1001	New	☑		6/2...			ng Bicycle		☑	30		101296	Planned
	1001	New	☑		5/1...			ng Bicycle		☑	50		101297	Planned
	1001	New	☑		6/1...			ng Bicycle		☑	20		101298	Planned
	1001	New	☑		7/1...	6/26/2023		ng Bicycle			20	Prod. Or		Planned
	1001	New	☑		8/1/2023	7/26/2023 11:15 ...	7/2...	Racing Bicycle			20	Prod. Order		Planned
	1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	50	Purchase		
	1900	New	☑		2/13/2023	1/27/2023 8:00 AM	2/10/2023 11:00 ...	Frame		☐	10	Purchase		
	1901	New	☑		2/23/2023	11/28/2022 8:00 ...	2/20/2023 11:00 ...	Ca...		☐	10	Purchase		
	1901	New	☑		4/20/2023	1/23/2023 8:00 AM	4/17/2023 11:00 ...	Carb...re ...		☐	50	Purchase		
	1901	New	☑		5/25/2023	2/27/2023 8:00 AM	5/22/2023 11:00 ...	Carbon Fibre ...		☐	50	Purchase		
	1901	New	☑		6/26/2023	3/31/2023 8:00 AM	6/23/2023 11:00 ...	Carbon Fibre ...		☐	40	Purchase		

There is still just an MPS for 50 in June

And 20 in June

30 in June

Item Description

Routing Description

Bicycle

Bicycle

Lessons from Part 3

- Safety stock isn't a good choice for LONG lead time items
- Forecast is basically a rolling safety stock (sort of)
- MPS and MRP combine with Forecasts
- The Forecast and Sales are NOT added together
  - The larger of the 2 is used
- You CAN forecast intermediate components in the recent versions of BC
  - Real production orders that consume forecasted parts are ignored

Questions?

DYNAMICS MINDS
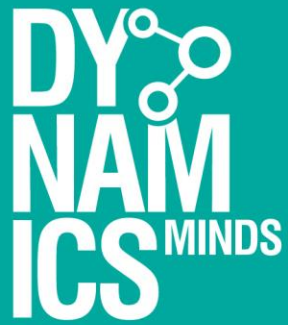
Microsoft Dynamics 365 and Power Platform Community Conference

MAY 26 – 28, 2025
Portorož, Slovenia, Europe

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