



# B&R guideline for suppliers

## Information related to Excel forecast

Version 1.0



Version information

Version	Date	Comment	Responsible
1.0	2016-12-27	First edition	Helmut Schmitzberger

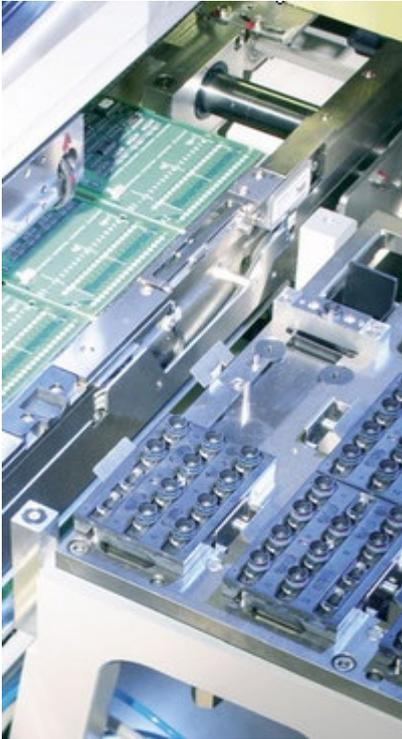
Table 1: Version information

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## 1. Guiding principles



**Perfection in Automation** – This motto has shaped our business activities for over 30 years. At its heart, it means ensuring availability of the most innovative technologies at any time and place around the world, as well as working closely with customers to develop the best possible solutions. The development of integrated industrial automation is the primary focus of our business.

B&R's position as a technologically advanced industrial automation specialist is based largely on the reliability and innovative strength of our products.

According to this philosophy, we will work together with our best suppliers to ensure delivery of production supplies using jointly defined forecast systems.

On this basis, our goal is a long-term and planned strategy for cooperation. To remain on top in the global marketplace, it's important to be ready and able to implement ongoing improvements and optimizations.

An economic advantage for both sides is only possible based on trust and cooperation, and where costs, quality, innovation and delivery performance are all given particular importance.

For this reason, our purchasing team will be conducting open dialog with you to determine optimization potential.

These guidelines will help you understand our Excel forecast system.

A handwritten signature in blue ink, which appears to read 'Peter Schuch'.

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Peter Schuch  
General Manager – Drive Technologies/Global Sourcing



## 2. General information

In addition to the conventional SAP forecast / delivery schedule, B&R also offers its suppliers a forecast as an EXCEL file (on a weekly basis as a cumulative value).

All quantities in the "additional demand" lines are intended to assist you with your planning and have not yet been permanently defined. Changes are possible within the framework of the agreements (e.g. logistics agreements, Appendix 2 "Logistics forecast" for framework supply contract, etc.).

Specifying the quantities and dates always occurs using individual order documents. The forecast period can be selected individually; all quantities will be output on a weekly basis as a cumulative value, but the agreed upon delivery schedules defined in the order documents must be met and are a decisive factor for B&R supplier assessment.

Forecast quantities can change after every B&R planning run.

## 3. Data shown in Excel forecast

The order / forecast quantities will be listed as a cumulative as follows.

B&R Item-No.	HTN-Material	Manufacturer Item-No.	Demand	UNIT	Delayed	CW 52	CW 01	CW 02	CW 03	CW 04	CW 05	CW 06
060007665-01	060007665-01-H01	sample ABC123	Orders confirmed	PC.	0,000	225,000	0,000	150,000	150,000	75,000	0,000	0,000
060007665-01	060007665-01-H01	sample ABC123	orders BR requested date	PC.	0,000	225,000	0,000	150,000	150,000	75,000	0,000	0,000
060007665-01			additional demand	PC.	0,000	0,000	0,000	0,000	0,000	150,000	150,000	150,000

### 3.1 Descriptions of fields

The Excel file contains the following data in the table lines and columns:

B&R Item No.:	Internal B&R model number used to identify the product in stock (inventory model number)
MPN Material:	Internal B&R MPN model number for managing the manufacturer's order code
Manufacturer Item No.	Item number (optional) specified by the manufacturer
Demand	
Orders confirmed	A cumulative value per calendar week for all quantities you have confirmed for B&R order documents that have already been submitted
Orders BR requested date	A cumulative value per calendar week for all quantities B&R has already submitted for the requested date
Additional demand	A cumulative value of the forecast quantities for all addition requested quantities not yet ordered by B&R
UNIT:	Quantity unit
Delayed	A cumulative value for all confirmed quantities / request dates prior to the current calendar week
CW xx	Calendar week (e.g. CW 52)



### 3.2 Example view

The following examples should help provide clarification:

Example of cumulated value view – Forecast is generated in CW 52

B&R Item No.: 060007665-01  
 Model No: 45xxx pos. 10 schedule line 1  
 MPN Material: 060007665-01-H01  
 Manufacturer Item No.: abcd1234  
 Requested quantity / date 100 pcs requested for . Dec 21 (CW 51)  
 Confirmed quantity / date 100 pcs. confirmed for Dec 21 (CW 51) --> Delivery delay

B&R Item No.: 060007665-01  
 Model No: 45xxx pos. 10 schedule line 1  
 MPN Material: 060007665-01-H01  
 Manufacturer Item No.: abcd1234  
 Requested quantity / date 100 pcs requested for Jan 11 (=CW 02)  
 Confirmed quantity / date 100 pcs. confirmed for week of Jan 18 (=CW 03)

B&R Item No.: 060007665-01  
 Model No: 45xxx pos. 10 schedule line 1  
 MPN Material: 060007665-01-H02  
 Manufacturer Item No.: xyz5678  
 Requested quantity / date 100 pcs requested for Jan. 18 (CW 03)  
 Confirmed quantity / date 100 pcs. confirmed for week of Jan. 18 (CW 03)

Additional FC quantities: 50 pcs. requested for Jan. 18 (CW 03)  
 150 pcs. requested for Jan. 25 (CW 04)

View in the EXCEL file

B&R Item-No.	HTN-Material	Manufacturer Item-No.	Demand	UNIT	Delayed	CW 52	CW 01	CW 02	CW 03	CW 04	CW 05
060007665-01	060007665-01-H01	abcd1234	Orders confirmed	PC.	100,000	0,000	0,000	0,000	100,000	0,000	0,000
060007665-01	060007665-01-H01	abcd1234	orders BR requested date	PC.	100,000	0,000	0,000	100,000	0,000	0,000	0,000
060007665-01	060007665-01-H02	xyz5678	Orders confirmed	PC.	0,000	0,000	0,000	0,000	100,000	0,000	0,000
060007665-01	060007665-01-H02	xyz5678	orders BR requested date	PC.	0,000	0,000	0,000	0,000	100,000	0,000	0,000
060007665-01			additional demand	PC.	0,000	0,000	0,000	0,000	50,000	150,000	0,000



Example of position splitting – Forecast is generated in CW 52

B&R Item No.: 060007665-01  
 Model No: 45xxx pos. 10 schedule line 1  
 MPN Material: 060007665-01-H01  
 Manufacturer Item No.: abcd1234  
 Requested quantity / date 200 pcs. requested for . Dec 21 (CW 51)  
 Confirmed quantity / date 50 pcs. confirmed for Dec 21 (CW 51) --> Delivery delay  
 50 pcs. confirmed for Jan. 11 (CW 02)  
 100 pcs. confirmed for Jan. 18 (CW 03)

B&R Item No.: 060007665-01  
 Model No: 45xxx pos. 10 schedule line 1  
 MPN Material: 060007665-01-H01  
 Manufacturer Item No.: abcd1234  
 Requested quantity / date 100 pcs. 01/18 (=CW 03)  
 Confirmed quantity / date 100 pcs. week of CW 01/18 (=CW 03)

Additional FC quantities: 150 pcs. requested for Jan. 25 (CW 04)

View in the EXCEL file

B&R Item-No.	HTN-Material	Manufacturer Item-No.	Demand	UNIT	Delayed	CW 52	CW 01	CW 02	CW 03	CW 04	CW 05
060007665-01	060007665-01-H01	abcd1234	Orders confirmed	PC.	50,000	0,000	0,000	50,000	200,000	0,000	0,000
060007665-01	060007665-01-H01	abcd1234	orders BR requested date	PC.	200,000	0,000	0,000	0,000	100,000	0,000	0,000
060007665-01			additional demand	PC.	0,000	0,000	0,000	0,000	0,000	150,000	0,000