



Oracle Fusion Cloud SCM: Demand planning implementation

Student Guide
D99780GC10

Copyright © 2025, Oracle and/or its affiliates.

Disclaimer

This document contains proprietary information and is protected by copyright and other intellectual property laws. The document may not be modified or altered in any way. Except where your use constitutes "fair use" under copyright law, you may not use, share, download, upload, copy, print, display, perform, reproduce, publish, license, post, transmit, or distribute this document in whole or in part without the express authorization of Oracle.

The information contained in this document is subject to change without notice and is not warranted to be error-free. If you find any errors, please report them to us in writing.

Restricted Rights Notice

If this documentation is delivered to the United States Government or anyone using the documentation on behalf of the United States Government, the following notice is applicable:

U.S. GOVERNMENT END USERS: Oracle programs (including any operating system, integrated software, any programs embedded, installed or activated on delivered hardware, and modifications of such programs) and Oracle computer documentation or other Oracle data delivered to or accessed by U.S. Government end users are "commercial computer software" or "commercial computer software documentation" pursuant to the applicable Federal Acquisition Regulation and agency-specific supplemental regulations. As such, the use, reproduction, duplication, release, display, disclosure, modification, preparation of derivative works, and/or adaptation of i) Oracle programs (including any operating system, integrated software, any programs embedded, installed or activated on delivered hardware, and modifications of such programs), ii) Oracle computer documentation and/or iii) other Oracle data, is subject to the rights and limitations specified in the license contained in the applicable contract. The terms governing the U.S. Government's use of Oracle cloud services are defined by the applicable contract for such services. No other rights are granted to the U.S. Government.

Trademark Notice

Oracle®, Java, MySQL, and NetSuite are registered trademarks of Oracle and/or its affiliates. Other names may be trademarks of their respective owners.

Intel and Intel Inside are trademarks or registered trademarks of Intel Corporation. All SPARC trademarks are used under license and are trademarks or registered trademarks of SPARC International, Inc. AMD, Epyc, and the AMD logo are trademarks or registered trademarks of Advanced Micro Devices. UNIX is a registered trademark of The Open Group.

Third-Party Content, Products, and Services Disclaimer

This documentation may provide access to or information about content, products, and services from third parties. Oracle Corporation and its affiliates are not responsible for and expressly disclaim all warranties of any kind with respect to third-party content, products, and services unless otherwise set forth in an applicable agreement between you and Oracle. Oracle Corporation and its affiliates will not be responsible for any loss, costs, or damages incurred due to your access to or use of third-party content, products, or services, except as set forth in an applicable agreement between you and Oracle.

200602202525B

Contents

1 Basic Concepts of Demand Planning

- Learning Objectives 1-2
- Topics 1-3
- Workflow Design Overview for Demand Management 1-4
- Demand Plans: Process Overview 1-5
- Defining Demand Plan Options: Plan Header 1-6
- Defining Demand Plan Scope: Plan Organizations 1-7
- Defining Demand Plan Scope: Forecasting Items 1-8
- Defining Demand Plan Scope: Example 1-9
- Defining Demand Plan Options: Plan Parameters 1-10
- Summary 1-12

2 Analyzing a Demand Plan

- Learning Objectives 2-2
- Analyzing Demand Plan 2-3
- Shipments History Comparison 2-4
- Shipments Forecast MAPE 2-5
- New Product Forecast 2-6
- Forecast Comparison 2-7
- Budget vs Plan 2-8
- Lock Cells When Editing or Allocating Values 2-9
- Audit Trail of Measure Updates 2-11
- Practice: 2-1 2-15
- Summary 2-16

3 Analyzing Forecast Methods, Levels, and Outliers

- Learning Objectives 3-2
- Topics 3-3
- Analyzing Forecast Methods 3-4
- Analyzing Forecast Methods Example 3-6
- Monitor Planning Process to Improve Data Quality 3-7
- Practice: 3-1 3-8
- Topics 3-9
- Analyzing Forecast Levels Overview 3-10
- Analyzing Forecast Levels 3-11

Analyzing Forecast Levels Example 3-12
Topics 3-13
Identifying and Viewing Outliers 3-14
Identifying and Viewing Outliers Example 3-16
Summary 3-17

4 Analyzing Forecast Decomposition and Simulating Forecast Scenarios

Learning Objectives 4-2
Topics 4-3
Forecasting Decomposition 4-4
Model Decomposition 4-5
Total Shipments Forecast Example 4-6
Total Shipments Forecast Graphical Example 4-7
Causal Decomposition 4-8
Total Shipments Forecast Causal Factors Example 4-9
Decomposition Considerations 4-10
Demonstrations 4-11
Topics 4-12
Simulation Overview 4-13
Using Simulation 4-14
Summary 4-16

5 Configure Demand Plan

Learning Objectives 5-2
Topics 5-3
Defining Demand Plan: Key Parameters 5-4
Plan Options: Store Plan Data at Aggregate Time Levels 5-6
Plan Options: Choose Profiles 5-7
Plan Options: Forecast Internal Sales Orders 5-8
Demand Planning Process: Best Practices 5-9
Run Plan: Data Refresh Options 5-10
Demand Plan Run Options 5-11
Topics 5-12
Configuring Forecasting Profiles: Overview 5-13
Manage Forecasting Profiles 5-14
Forecast Using External Machine Learning Models 5-17
Topics 5-18
Defining Forecast Levels: Overview 5-19
Defining Forecast Levels: Setup 5-20
Topics 5-21
Configuring Causal Factors: Overview 5-22

Configuring Causal Factors: Decomposition Group Setup 5-23
Configuring Causal Factors: Setup 5-24
Topics 5-25
Configuring Forecasting Parameters: Overview 5-26
Configuring Forecasting Parameters: Key Parameters 5-27
Topics 5-29
Hyperparameter Tuning 5-30
Forecasting Parameters: Hyperparameter Tuning 5-31
Hyperparameter Tuning Forecasting Parameters 5-32
Hyperparameter Tuning Output Measures 5-33
Topics 5-34
Troubleshooting 5-35
Demonstrations and Practices 5-37
Summary 5-38

6 Forecast Configure to Order Products

Learning Objectives 6-2
Topics 6-3
Configure To Order Products 6-4
Terminology 6-5
Setting Up Item Structure 6-7
Viewing Component Hierarchy 6-8
Collections Options History 6-9
Topics 6-10
Calculating Dependent Demand 6-11
Forecasting Configure-to-Order Products 6-12
Planning Percentage Type 6-14
Planning Percentage Calculation 6-15
Topics 6-16
Analyzing BOM Model, Option Demand 6-17
Analyzing BOM Model: Filter Tables by CTO Model 6-19
Analyzing BOM Model: Link End Item to Its Configured Item Structure 6-20
Practices: 6-21
Topics 6-22
Troubleshooting 6-23
Questions 6-24
Summary 6-25

7 Implementing Demand Management

Learning Objectives 7-2

Topics 7-3

Positioning of Demand Management 7-4

Topics 7-5

Integrating with External/Internal Source 7-6

Collecting Historical Data 7-7

Loading CTO from Flat Files 7-8

Supply Chain Planning Key Customer Options Template 7-9

Supply Chain Planning Key Customer Options 7-11

Plan at Flexible Levels for the Customer Dimension 7-12

Aggregate and Store Measure Data 7-13

Enabling Planning at Flexible Levels 7-14

Increase Performance of Aggregate Collected Planning Data
Scheduled Process 7-15

Creating a Plan with Aggregate Data for Non-Key Customers 7-16

Topics 7-18

Integrating with Sales and Operation Planning 7-19

Using Load Measures from Demand Plan to S&OP Plan 7-20

Topics 7-21

Integrating with Supply Planning 7-22

Topics 7-23

Use Deep Links to Speed Navigation 7-24

Topics 7-25

Troubleshooting 7-26

Quiz 7-27

Summary 7-29

8 Shape Demand

Objectives 8-2

Topics 8-3

Overview of New Products Management 8-4

Forecasting New Products 8-6

Topics 8-7

Managing Product Launch: Define Relationship 8-8

Managing Product Launch: Copy Measure Data 8-11

Generate Forecast Starting from Product Launch Date 8-12

Stop Forecast on Product Discontinuation Date 8-14

Manage Product Lifecycle Forecast 8-16

Practice: 8-1 8-17

Quiz 8-18

Topics 8-20
Foresee Impact of Events 8-21
Topics 8-28
Troubleshooting 8-29
Summary 8-31

