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Icons

Icon	Meaning
	Caution
	Example
	Note
	Recommendation
	Syntax
	External Process
	Business Process Alternative/Decision Choice

Typographic Conventions

Type Style	Description
<i>Example text</i>	Words or characters that appear on the screen. These include Field names, screen titles, pushbuttons as well as menu names, paths and options. Cross-references to other documentation.
Example text	Emphasized words or phrases in body text, titles of graphics and tables.
EXAMPLE TEXT	Names of elements in the system. These include report names, program names, transaction codes, table names, and individual of a programming language, when surrounded by body text, for example, SELECT and INCLUDE.
Example text	Screen output. This includes file and directory names and their paths, messages, source code, names of variables and parameters as well as names of installation, upgrade and database tools.
EXAMPLE TEXT	Keys on the keyboard, for example, function keys (such as F2) or the ENTER key.
Example text	Exact user entry. These are words or characters that you enter in the system exactly as they appear in the documentation.
<Example text>	Variable user entry. Pointed brackets indicate that you replace these words and characters with appropriate entries.

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SOP through Long Term Planning Transfer to LIS/PIS/Capacity

1 Purpose

Businesses typically have an annual planning exercise known as Annual Operating Planning (AOP). In this planning all aspects of the business are planned, namely: revenue, production, direct procurement, and indirect procurement, capacity, and product/overhead costs.

The AOP planning is also sometimes referred to as the Annual budget. The plan is prepared for the next fiscal year, and data collection for the plan / budget is usually started in the last quarter of the current fiscal year.

The AOP exercise generally begins with forecasting the sales quantities and revenue for the coming fiscal year.

The sales managers review and adjust the sales quantities based on their information and judgment. The revised sales quantity plans are loaded into CO-PA. The sales quantities are again reviewed, adjusted manually if necessary and then valued. This results in valued sales revenue and cost of sales for the planned sales quantities.

The process details up to this step are described in *172 – Revenue Planning*.

The current business process description deals with the process steps starting from this point of the AOP process.

The accepted sales quantities are then transferred to Sales and Operations Planning (SOP). In SOP rough cut capacity planning of the budget sales quantities occurs to verify whether the goods to be sold can run through the company's bottleneck resources that are needed to produce these goods.

After the production plan has been roughly proven feasible by SOP, it is transferred to a planning scenario in Long Term Planning module (LTP) by creating planned independent requirements (PIR), which reflect the production plan generated by SOP.

Based on these PIRs Materials requirements, planning (MRP) is run in a simulated mode to create and review planned requirements for all the materials (components, raw materials) and all resources required to execute the production plan created in SOP. Simulation of MRP also allows review of capacities of the plants. Capacity leveling can then be carried out to smooth out the bottlenecks in the capacities.

After having run MRP as described above the prerequisites are given to carry out one of the key objectives of the logistics part of AOP: to calculate the total utilization of the activity types assigned to the manufacturing work centers that are allocated by the production plan. The

utilization is based on the consumption of activity types being defined in the routings of the (semifinished and finished) products being derived from the production plan.

The aggregated utilization of the work center's activity types is the basis for the budgeting process of the manufacturing cost centers.

2 Prerequisites

2.1 Master Data

A range of indispensable master and organizational data was created in your ERP system in the implementation phase, such as the data that reflects the organizational structure of your

company, as well as master data that suits its operational focus, for example, master data for materials, vendors, customers, and so on.

This master data usually consists of standardized SAP Best Practices default values and enables you to go through the process steps of this scope item.



Note that you can test the scope item with other material, or organizational data for which you have created master data. To find out how to create master data, refer to the *Master Data Procedures* documentation.

Use the following master data in the process steps described in this document:

Manufacturing / Trading

Production Plant = Planning Plant

Master data	Value	Other mat.	Comments
Plant	1000		In this demo script the planning plant is the production plant
Product Group Level 1	00001B001		
Product Group Level 2	00001B 00001		MTO products – all finished MTO products may be assigned
Product Group Level 2	00001B 00002		MTS products – all finished MTS products may be assigned
Product Group Level 2	00001B 00003		Parts – all trading material and semifinished materials may be assigned.

Other important data	Value	Other mat.	Bus. cond.	Comments
SOP version	002			Use these versions in the demo script
LTP Version	002			Use these versions in the demo script

2.2 Roles

Use

The following roles must have been installed to test this scope item in the SAP NetWeaver Business Client (NWBC). The roles in this Business Process Documentation must be assigned

to the user or users testing this scope item. You do not need these roles if you are not using the NWBC interface, but the standard SAP GUI.

Prerequisites

The business roles have been assigned to the user who is testing this scope item.

Business role	Technical name	Process step
Employee (Professional User)	SAP_NBPR_EMPLOYEE_S	Assignment of this role is necessary for basic functionality.
Strategic Planner	SAP_NBPR_STRATPLANNER_S	MC76 Break Down PG Plan
		MC75 Transfer Product Group to Planning
		MS31 Create Planning Scenario
		MS01 Long-term planning run
		CM38 Capacity Planning

2.3 Business Conditions

The business process described in this *Business Process Documentation* is part of a bigger chain of integrated business processes or scope items. As a consequence, you must have

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