

## Customer Demand Fluctuations - Week 06

Demand from current week 06 is compared with demand from previous week 05 for next 4 weeks.

**SD document category** is added to differentiate between **Scheduling agreement** and **Sales order**.

Other fields can be added as an example **Customer PO** and longer periods as 3 months.

| No | Sales Document | Document category | Demand for week 07<br>(13.Feb - 19.Feb 2023) |                     |         |       | Demand for week 08<br>(20.Feb - 26.Feb 2023) |                     |        |      | Demand for week 09<br>(27.Feb - 05.Mar 2023) |                     |       |      | Demand for week 10<br>(06.Mar - 12.Mar 2023) |                     |         |       |
|----|----------------|-------------------|--|---------------------|---------|-------|--|---------------------|--------|------|--|---------------------|-------|------|--|---------------------|---------|-------|
|    |                |                   | Demand from week 05                          | Demand from week 06 | Diff    | %     | Demand from week 05                          | Demand from week 06 | Diff   | %    | Demand from week 05                          | Demand from week 06 | Diff  | %    | Demand from week 05                          | Demand from week 06 | Diff    | %     |
| 1  | 23003619       | Scheduling agree  | 31,680                                       | 0                   | -31,680 | -100% | 0  | 52,800              | 52,800 | 0    | 0%   | 0                   | 0     | 0    | 0  | 0                   | 0       | 0     |
| 2  | 23003624       | Scheduling agree  | 34,560                                       | 43,200              | 8,640   | 25%   | 25,920                                       | 25,920              | 0      | 0%   | 25,920                                       | 25,920              | 0     | 0%   | 17,280                                       | 0                   | -17,280 | -100% |
| 3  | 23010803       | Scheduling agree  | 1,800  | 1,400               | -400    | -22%  | 6,800  | 3,400               | -3,400 | -50% | 1,600  | 5,400               | 3,800 | 238% | 3,000  | 2,200               | -800    | -27%  |
| 4  | 23025581       | Scheduling agree  | 10,000                                       | 10,000              | 0       | 0%    | 0  | 0                   | 0      | 0%   | 0  | 0                   | 0     | 0%   | 0  | 0                   | 0       | 0%    |
| 5  | 23034618       | Scheduling agree  | 600  | 1,200               | 600     | 100%  | 0  | 0                   | 0      | 0%   | 0  | 600                 | 600   | 0%   | 0  | 0                   | 0       | 0%    |
| 6  | 23034651       | Scheduling agree  | 500  | 500                 | 0       | 0%    | 0  | 0                   | 0      | 0%   | 0  | 0                   | 0     | 0%   | 500  | 500                 | 0       | 0%    |
| 7  | 23034694       | Scheduling agree  | 22,800                                       | 18,252              | -4,548  | -20%  | 27,354                                       | 27,354              | 0      | 0%   | 27,372                                       | 27,372              | 0     | 0%   | 22,788                                       | 22,788              | 0       | 0%    |
| 8  | 23034703       | Scheduling agree  | 80   | 0                   | -80     | -100% | 0  | 0                   | 0      | 0%   | 0  | 0                   | 0     | 0%   | 0  | 87                  | 87      | 0%    |
| 9  | 23034728       | Scheduling agree  | 14,850                                       | 14,720              | -130    | -1%   | 9,890  | 8,970               | -920   | -9%  | 11,270                                       | 11,500              | 230   | 2%   | 13,340                                       | 14,260              | 920     | 7%    |
| 10 | 23034766       | Scheduling agree  | 144  | 144                 | 0       | 0%    | 48   | 48                  | 0      | 0%   | 96   | 48                  | -48   | -50% | 96   | 144                 | 48      | 50%   |

The main purpose of this report is to analyze changes in customer demands.

For big increases that cannot be met, the company should inform customers.

For decreases, there should be an assessment if there is an impact on cost/stock.

Other reports are proposed based on master data that can be used to evaluate risks, as an example:

Sales Document, Sales Organization, Sold-To Party, Sales Unit, Sales Document Type

Destination Country, Usage, Order reason, Delivery block, Net value and Document Currency