Chapter XIII

Conclusion

Current Problems

The implementation of the Production Planning and Control (PP) module of the SAP system uncovered a need to provide an effective computer support to related managerial decisions not covered by typical SAP applications. Examples are given in subsequent paragraphs.

The manufacturing process requires an updated short-term forecast each week. Sales managers must produce the forecast, and then it is automatically processed within the master production scheduling. Sales figures for individual products have to be provided on a weekly basis for the current month and the next month. Actual sales made each week are captured and available for reporting on the following morning (after actual sales completion). Sales staff compare actual sales with long-term forecasts and, using judgment, make necessary adjustments. Currently forecasts are prepared manually and then put into the database. The process needs computer support to relieve sales personnel and to eliminate data entry.