SNC Supplier Guide – Scheduling Agreement (Release) Process

Scope and Field of Application:
This document is meant for SNC suppliers and describes the steps and procedure on how to work on Scheduling Agreement (Release) process in SNC.
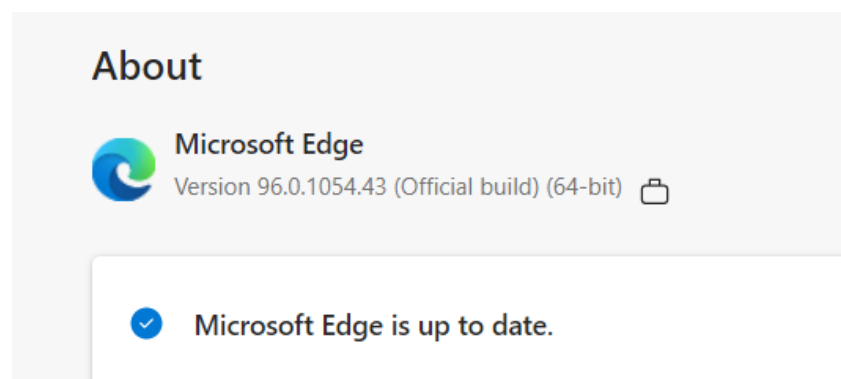
1. How do I log on?

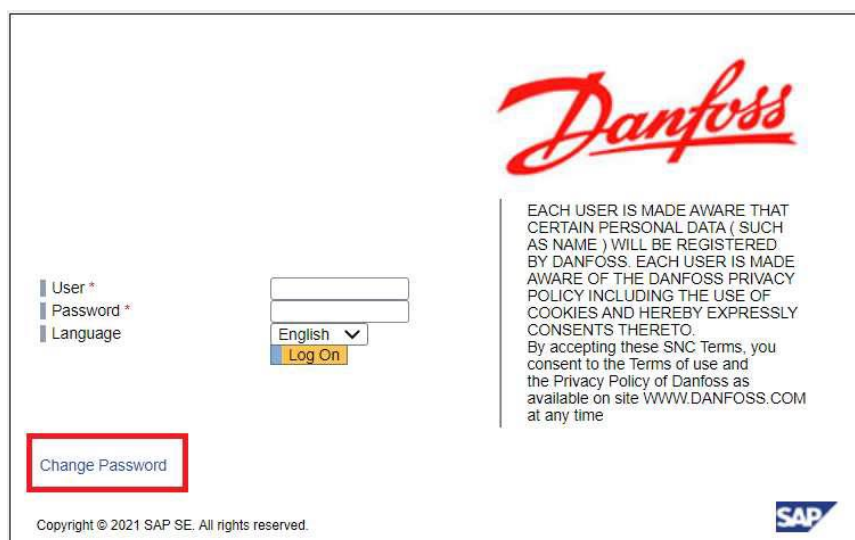Use the following link:
https://suppliers.danfoss.com/ or suppliers.danfoss.com/
The recommended browser is Microsoft Edge or Google Chrome. Make sure your are using the latest versions of these web browsers

The SNC logon screen comes up. Read the text regarding terms for using SNC. Enter User id and password and click 'Log on'

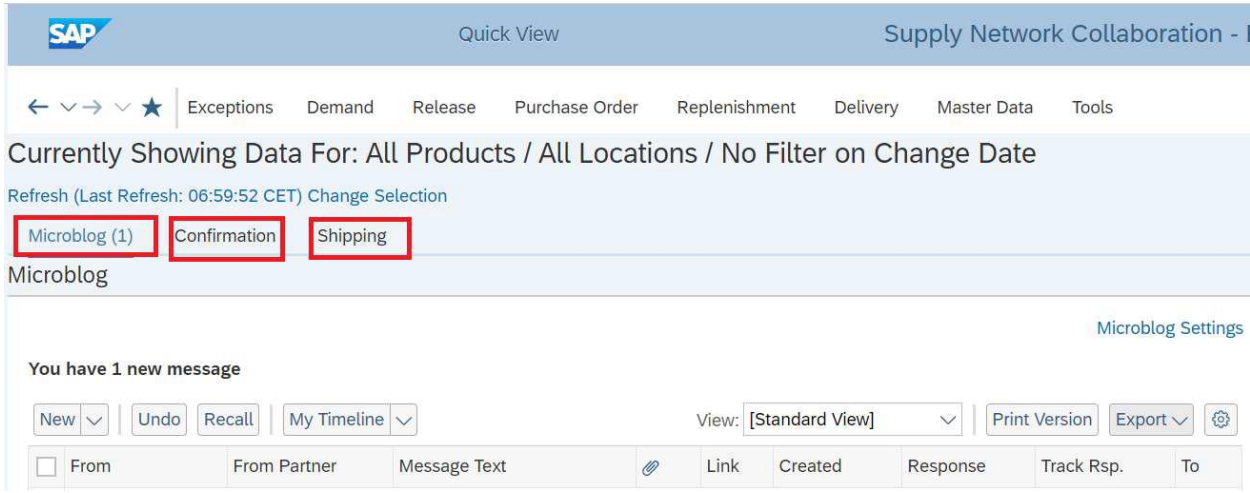You can change password from this screen anytime.

2. General navigation in SNC.

2.1 Quick View:

Menu → Exceptions → Quick View.

When you enter SNC 'Quick view screen', you can see 3 tabs as standard settings done by Danfoss
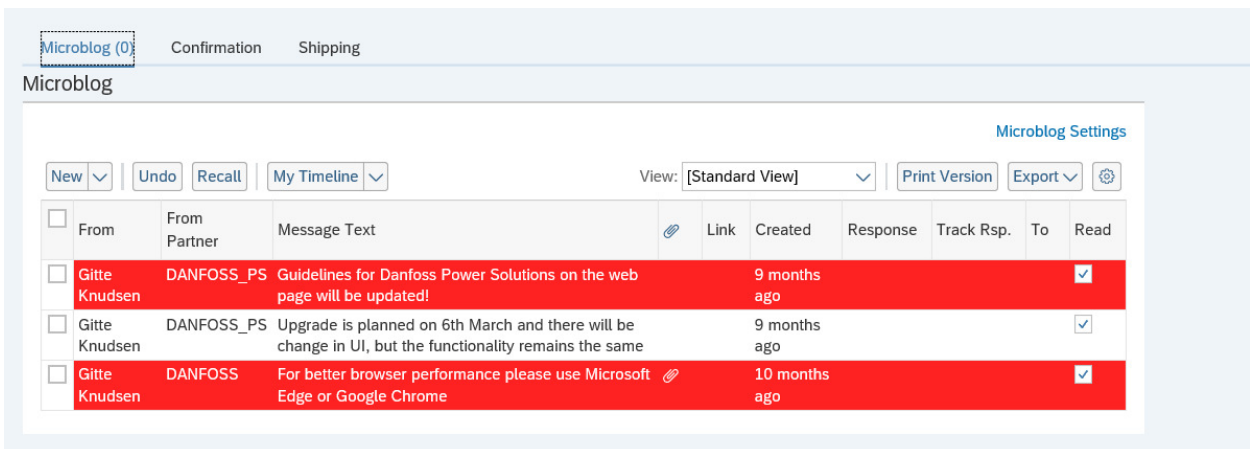
Microblog:
The Microblog is used to communicate short "Twitter" type messages of 140 characters or less between Danfoss and our Suppliers. Microblog will be used to send communication only from Danfoss side to suppliers. Danfoss person will mostly contact you via Email or Phone.

Confirmation: (Optional)

In the confirmation tab, you can see the SA releases which are not acknowledged yet by the supplier. This functionality is optional (Depends on business requirement)
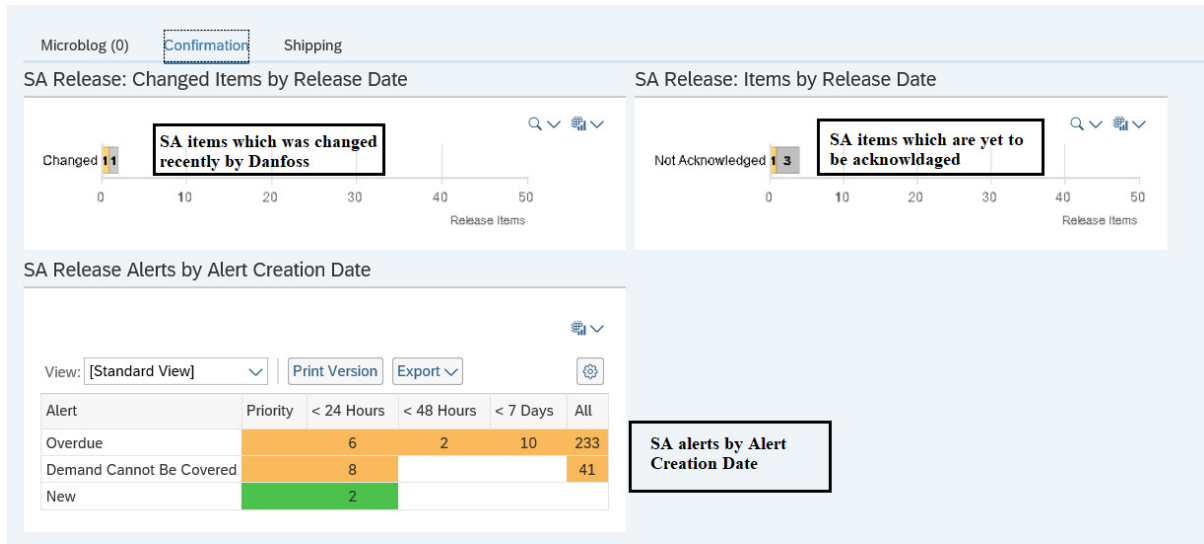

Shipping:
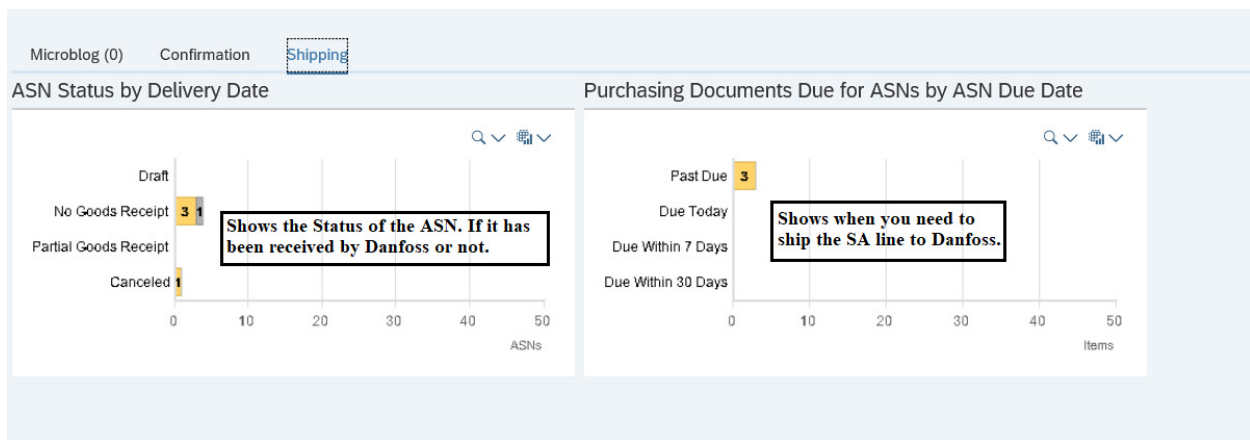
Please be aware of the "*Refresh*" link (here it is at the top left of the screen). SNC will only update the screens you work on if you press this link.

So, if you cannot find an order or similar, you will probably have to press the "Refresh" link. This goes for all screens in SNC.

2.2 Navigation between Screens:

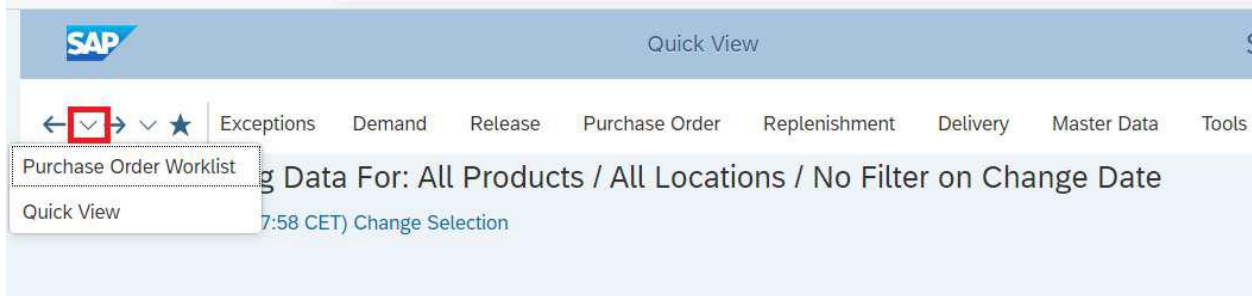At any point of time, you can go to any of the previous screens by selecting the drop down next to arrow mark at the top left of Quick view.

You can also navigate to immediate previous or next screen by selecting the arrow mark as per below screen
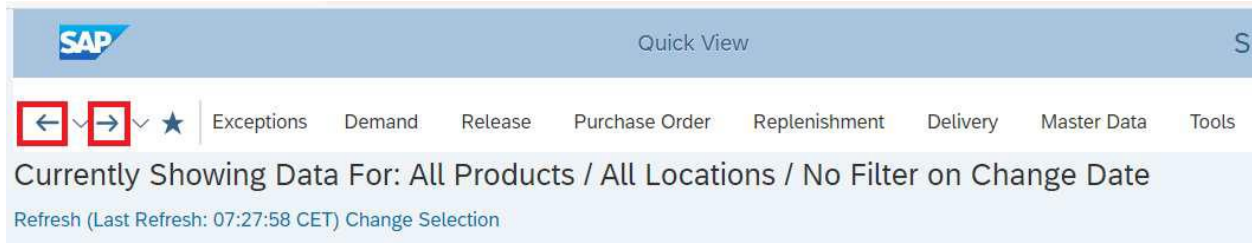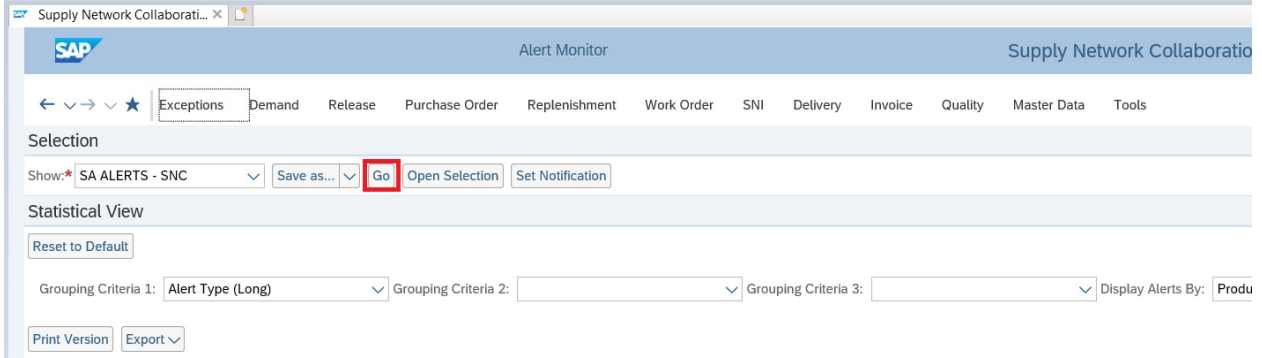
To set as standard entry screen, press the star button in the upper left corner ★
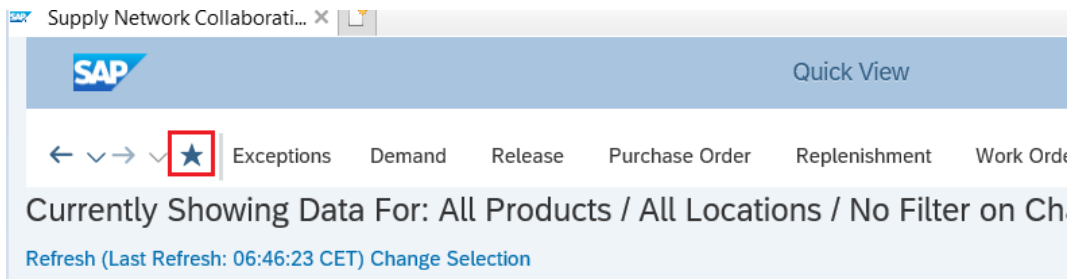
3. How to View New Release in SNC

Once you Login to the SNC web portal, you will be taken to the Alert Monitor screen by default.

Alert Monitor: On the Alert Monitor window, click Go to view the latest alerts.

Alert Monitor: Alerts are grouped by *Alert Type*. Supplier Should check for alerts in the *New SA Release* row to check for new releases which needs their action.

Clicking on the *New SA Release* will display the list of SA which are changed by our MRP run.

These SA lines require supplier action.

To view a SA line, select the line then click on see details tab. This will take the user to the **Release detail screen.**

Show:* SA ALERTS - SNC ▾ | Save as... ▾ | Go | Open Selection | Set Notification
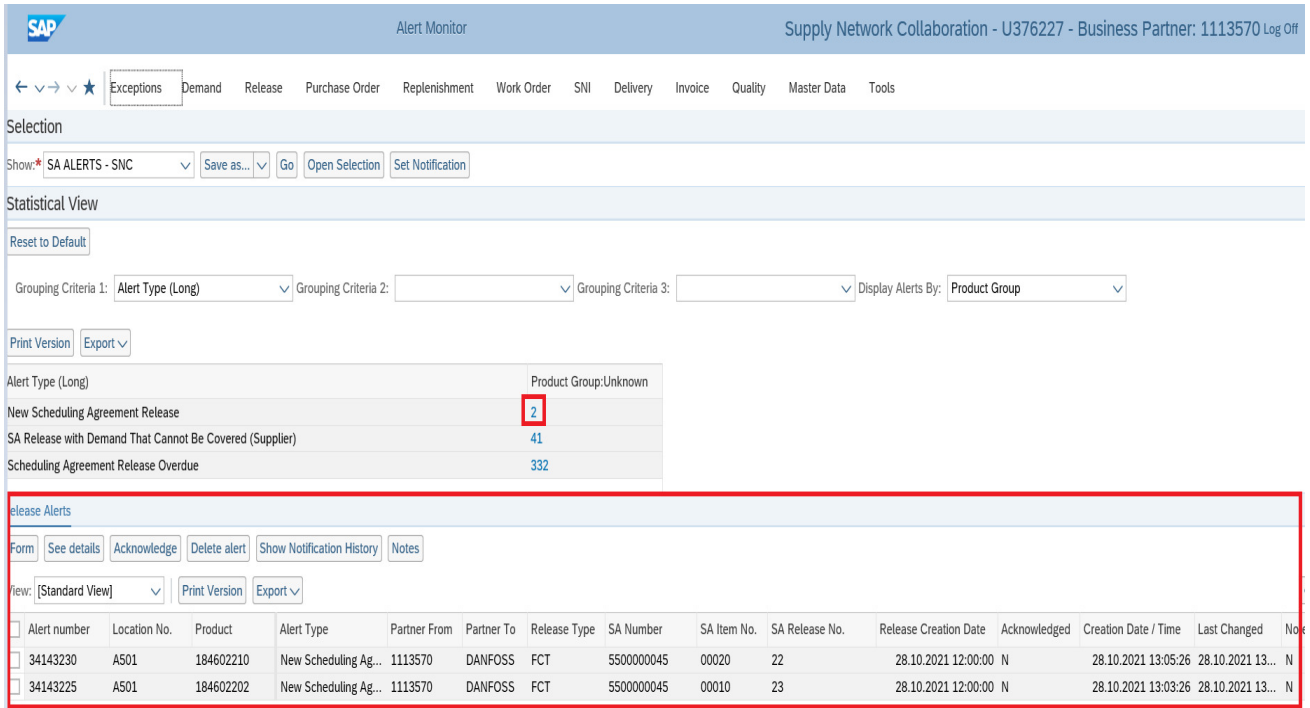
Statistical View

Reset to Default

Grouping Criteria 1: Alert Type (Long) ▾   Grouping Criteria 2: ▾   Grouping Criteria 3: ▾   Display Alerts By: Product Group ▾

Print Version | Export ▾

Alert Type (Long)	Product Group:Unknown
New Scheduling Agreement Release	3
SA Release with Demand That Cannot Be Covered (Supplier)	44
Scheduling Agreement Release Overdue	332

Release Alerts

Form | See details | Acknowledge | Delete alert | Show Notification History | Notes

View: [Standard View] ▾ | Print Version | Export ▾

	Alert number	Location No.	Product	Alert Type	Partner From	Partner To	Release Type	SA Number	SA Item No.	SA Release No.	Release Creation Date	Acknowledged	Creation Date / Time	Last Changed	Notes
☐	34489471	A501	184000059	New Scheduling Ag...	1113570	DANFOSS	FCT	5500000046	00010	21	07.12.2021 12:00:00	N	07.12.2021 10:42:20	07.12.2021 10...	N
☐	34489473	A501	184602210	New Scheduling Ag...	1113570	DANFOSS	FCT	5500000045	00020	23	07.12.2021 12:00:00	N	07.12.2021 10:42:20	07.12.2021 10...	N
☑	34489469	A501	184602202	New Scheduling Ag...	1113570	DANFOSS	FCT	5500000045	00010	24	07.12.2021 12:00:00	N	07.12.2021 10:42:19	07.12.2021 10...	N

4. Working on Release Details screen.

The release details screen can also be accessed from Release menu.

Release → Release detail

SAP   Release Details (Supplier View)   Supply Network Co

← ▾ → ▾ ★ | Exceptions | Demand | **Release** | Purchase Order | Replenishment | Work Order | SNI | Delivery | Invoice | Quality | Master Data | Tools

Release Overview
Release Details
Release Comparison

Selection

Show:* -------------------------------- ▾   ...se Selection

Release detail (Supplier -View) screen short

Important sections of Release detail screen:

A. Selection:

This section has useful parameters which can be used to search any scheduling agreement based on its number, product(material number), Customer Location (plant code)..etc

B. Release History

This section has the history of all the releases for the selected product.

Release History - Product 184000059 (Scheduling Agreement 5500000046 Item 10) Ship-To Location : A501

	SA Release No.		Release Date	Cumulative Qty.		Unit	Release Horizon	Last ASN No.		Dlv. Date (Last ASN)	Qty (Last ASN)		Supplier CQ	
○	20		28.10.2021	1,710	ST		30.12.9999	TEST 2 - 13.10		26.10.2021	300			0
○	19		28.10.2021	1,710	ST		30.12.9999	TEST 2 - 13.10		26.10.2021	300			0
○	18		28.10.2021	1,710	ST		30.12.9999	TEST 2 - 13.10		26.10.2021	300			0

C. SA Schedule Line details screen

To view the schedule line details of a given release select the latest release number (which appears at the top) and click on *Display SL*

The Release detail section specifies the quantities of the material required and the date for delivery, commitment level etc.

SA Schedule Lines for Release Number - 21

	Period	Shipping Date	Delivery Date	Schedule Line Quantity	Due Quantity		UoM	Commitment Level	Cml. Sched. Qty	Change No.
☐	Day	24.11.2021	25.11.2021	50	50		ST	Production and Material Go-Ahead	2,880	
☐	Day	24.11.2021	25.11.2021	50	50		ST	Production and Material Go-Ahead	2,930	
☐	Day	15.12.2021	16.12.2021	100	100		ST	Production and Material Go-Ahead	3,030	
☐	Day	21.12.2021	22.12.2021	130	130		ST	Production and Material Go-Ahead	3,160	
☐	Day	12.01.2022	13.01.2022	100	0		ST	Forecast	3,260	

5. How to compare releases of SA lines.

With SNC, supplier can compare any two release lines.

This can be done from the release details screen, by clicking on the compare release tab.

	SA Release No.		Release Date	Cumulative Qty.		Unit	Release Horizon	Last ASN No.		Dlv. Date (Last ASN)	Qty (Last ASN)
●	21		07.12.2021	1,710		ST	30.12.9999	TEST 2 - 13.10		26.10.2021	300
○	20		28.10.2021	1,710		ST	30.12.9999	TEST 2 - 13.10		26.10.2021	300
○	19		28.10.2021	1,710		ST	30.12.9999	TEST 2 - 13.10		26.10.2021	300

Release History - Product 184000059 (Scheduling Agreement 5500000046 Item 10) Ship-To Location : A501

By default, the last two releases are selected, and comparison is made based on the delivery date.

However, user can select any two release and compare them by clicking on the *compare release tab*

	SA Release No.		Release Date	Cumulative Qty		UoM	Release Horizon
☐	22		07.12.2021	1,710		ST	30.12.9999
☐	21		07.12.2021	1,710		ST	30.12.9999
☐	20		28.10.2021	1,710		ST	30.12.9999
☐	19		28.10.2021	1,710		ST	30.12.9999
☐	18		28.10.2021	1,710		ST	30.12.9999

The delta quantity will show difference between the two release.

Comparison of SA Releases - New Release No.22 and Old Release No.21

| Period	Ship. Date	Delivery Start Date	Release No.21 Quantity	Release No.21 Cumulative Quantity	Release No.22 Quantity	Release No.22 Cumulative Quantity	Delta Quantity	Delta Cumulative Quantity
Day	03.11.2021	04.11.2021	900	2,610	820	2,530	80-	80-
Day	05.11.2021	06.11.2021	0	2,610	50	2,580	50	30-
Day	06.11.2021	07.11.2021	0	2,610	50	2,630	50	20
Day	18.11.2021	19.11.2021	120	2,730	120	2,750	0	20
Day	24.11.2021	25.11.2021	200	2,780	200	2,800	0	20
Day	15.12.2021	16.12.2021	100	3,030	100	3,050	0	20
Day	21.12.2021	22.12.2021	130	3,160	130	3,180	0	20
Day	12.01.2022	13.01.2022	100	3,260	100	3,280	0	20

6. How to create ASN (Advance Ship Notification) for a schedule line item in due.

There are multiple ways to create ASN for a scheduling line item.

    A. From Due list of purchasing document screen:

    Using this option, one ASN can be created for multiple products.

    In the Menu go to Delivery → Receipts and Requirements → Due list of Purchasing documents
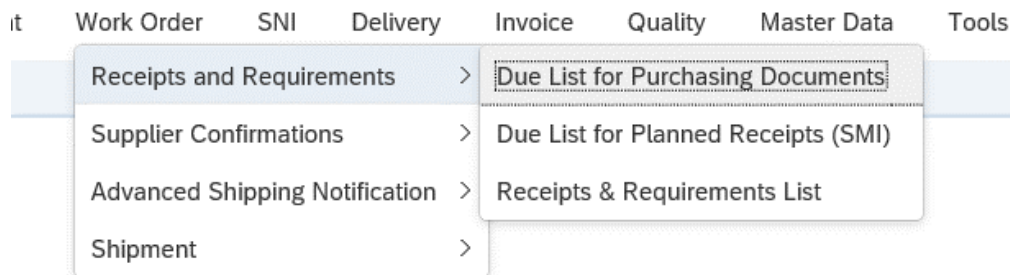
In the Active Queries, make sure *Due list Overview* is selected as shown.

Once the query is loaded, click on the *refresh* link on the bottom of the screen. This will refresh the PO due list screen with up-to-date data.

	Purchasing Group	SL No.	Item No.	Order Type	Order Number	Product	Product Description	Due Quantity	UOM	Net Price
☐		4	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	190	ST	0.00
☐		5	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	100	ST	0.00
☐		1	20	Forecast Delivery Schedule	5500000045	184602210	Vzmet nastavlj.	30	ST	0.00
☐		6	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	130	ST	0.00
☐		7	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	260	ST	0.00
☐		8	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	390	ST	0.00
☐		2	20	Forecast Delivery Schedule	5500000045	184602210	Vzmet nastavlj.	100	ST	0.00
☐		9	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	120	ST	0.00
☐		10	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	130	ST	0.00
☐		11	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	390	ST	0.00
☐		3	20	Forecast Delivery Schedule	5500000045	184602210	Vzmet nastavlj.	50	ST	0.00
☐		4	20	Forecast Delivery Schedule	5500000045	184602210	Vzmet nastavlj.	120	ST	0.00
☐		12	10	Forecast Delivery Schedule	5500000045	184602202	013U1317 Vzmet nastavlj.	390	ST	0.00
☐		5	20	Forecast Delivery Schedule	5500000045	184602210	Vzmet nastavlj.	600	ST	0.00
☐		6	20	Forecast Delivery Schedule	5500000045	184602210	Vzmet nastavlj.	600	ST	0.00
☐		7	20	Forecast Delivery Schedule	5500000045	184602210	Vzmet nastavlj.	600	ST	0.00

Last Refresh **07.12.2021 18:49:21 CET** Refresh

Use *the Quick Criteria Maintenance* screen to filter the list based on product(material) and customer location.

Use advance option (shown below) to input multiple product numbers/inputs.

Don't forget to click on apply, which will filter the search results.

Note: The input which you provide in the *Quick criteria Maintenance* will act as the default parameter. Each time you enter the Due list screen, these parameters will stay and filters the search results. So, make sure to click on the *clear* button each time when you use the due list screen.

ASN can be created for single line item or multiple line items in the due list screen.

Use the filter option in the delivery date column, to filter the due list based on the delivery date.

Note: Using the *User-Defined Filter,* you can enter multiple values (delivery dates) for the search. To use multiple values in a search, you can copy them from a table or a text editor and paste them into the select options. You can also enter a range of values. You can use standard copy and paste clipboard functions (CTRL-C and CTRL-V).

Finally, to create the ASN, select the line items which are ready to ship.

Please make one ASN per delivery note you send to Danfoss. If you send more purchase orders on the same delivery note, you must select more Scheduling agreement lines. This is done by clicking the check box on the left side of each line.

When all lines are selected, press the "Create ASN" button. The ASN window will open.

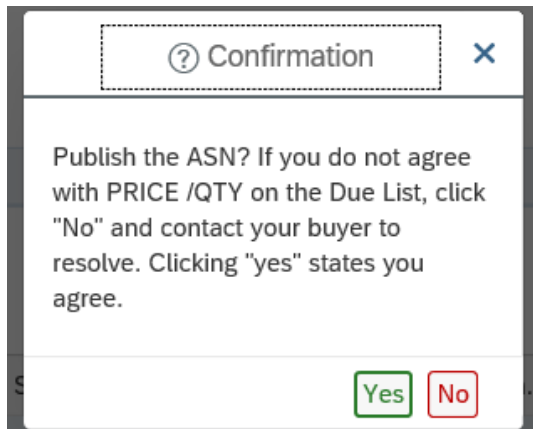Fill in the Delivery Note number or Invoice number whichever is sent along with the shipment in the ASN number field. Please check, that the shipping date and the delivery date at Danfoss are correct.

By default, shipping date and document date should be current date which is not supposed to be changed and Delivery date will be calculated with respect to transportation time from Current Shipping date.

If you want to change the Shipping date then remove the Delivery date, change Shipping date and click 'Check' which will update the delivery date according to Transportation time from Shipping date.

Finally, click on the button "*Publish ASN*" to send ASN to update Danfoss PO.

Now, you will see a new window pop up for your confirmation on the price & quantity. Please click on 'YES' to agree for price & quantity. ASN will now get published and sent to Danfoss.

Once ASN is published successfully, you can see the ASN status as – *PB Published*

B. Create ASN from *Release details* screen.

ASN can also be created from the release details screen as well. However, this will allow you to create ASN for a particular product.

- Click on the Due List in release history:

  This option will take you to the due list screen, with the product pre-selected.
  You can create ASN by following the steps mentioned in the previous section.

- Select the delivery schedule lines directly from Release details:

  User can directly select any delivery schedule lines which does not have commitment level as 'Forecast' and click on create ASN.

7. How to Monitor shipments from ASN.

Once the ASN is created for a shipment, a user can monitor its status in SNC. This can be done in the quick view screen.

In the menu Go to Exceptions → Quick view .
Then click on the shipping tab. The *ASN status by delivery date* gives us the status of the open ASN.
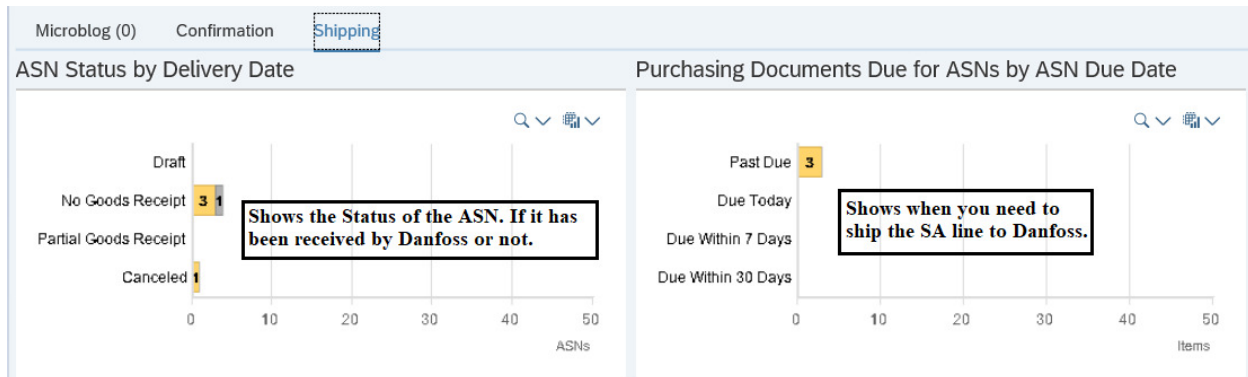
Draft   – ASN is created but not published by supplier.
No Goods Receipt   – Parts in transit / goods not received.
Partial goods receipt – Parts are received partially
Cancelled   – ASN was cancelled by the supplier

8 . How to Cancel the wrong ASN and Create New ASN?

To view the created ASNs, in the menu go to Delivery → Advance Shipping Notification → ASN details.
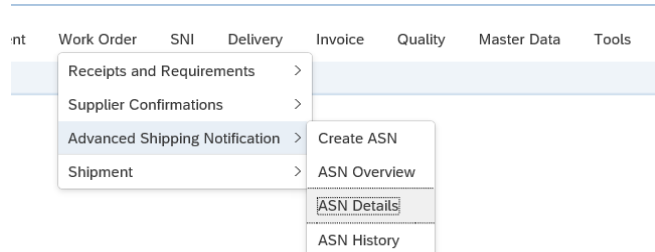
Enter the ASN number details and click on Go

Click on the button "Cancel ASN". This will cancel the ASN in SNC and will remove the ASN (LA line) from Danfoss system.

If Danfoss has already used the SNC ASN for Goods receipt, then this ASN cancellation will not update in our system even if SNC allows it to cancel.

Note: SNC will not accept same ASN no. even after the ASN has been cancelled. You must add extra character in the old ASN no., example: '-1', etc.

Or else you can add the letter "A" to the end of your previously used ASN number when creating the new ASN. This way it's clear that the ASN is a revision of a previously published ASN.

Example:
Original ASN: 123 this is the ASN that will be cancelled.
Revised ASN: 123A this is the revised ASN.

9. How do I view Forecast

Please be aware, that forecast in SNC represents Danfoss best guess of future requirements on code number level. It changes Daily or Weekly depending on Danfoss order situation, production orders and purchase orders.

If you suspect there is drastic change in forecast , contact planner or purchaser for clarification.

Danfoss has a daily production planning process and normally the production forecasts are updated to SNC daily or weekly.

How do I see forecasts?

Select the menu Demand →Order Forecast Monitor → Order Forecast Details.
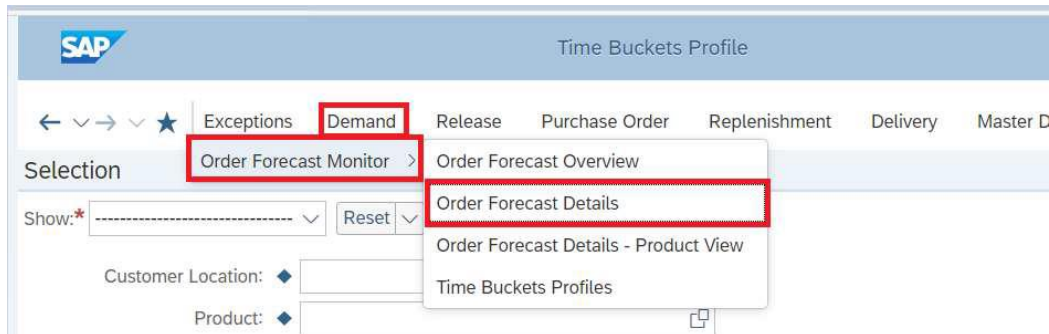
Select the Plant for which you need to view the forecast from the field "Customer location" and press the "**Go**" button.
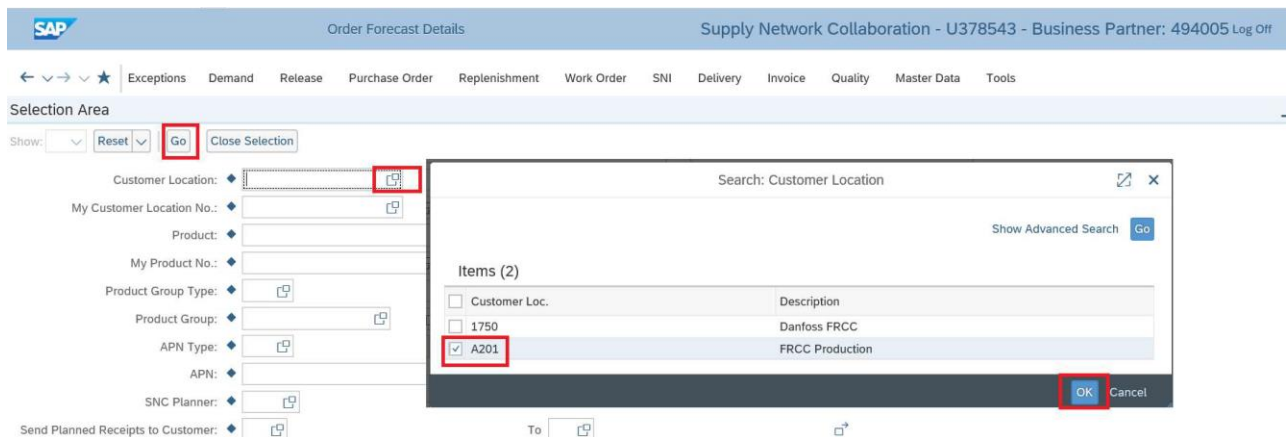
Note: If you want to view forecast for all the plants together enter * key in "Customer Location" and press "Go"

The forecast detail displayed depends on the Firm and Trade of zone maintained in the Scheduling agreement.
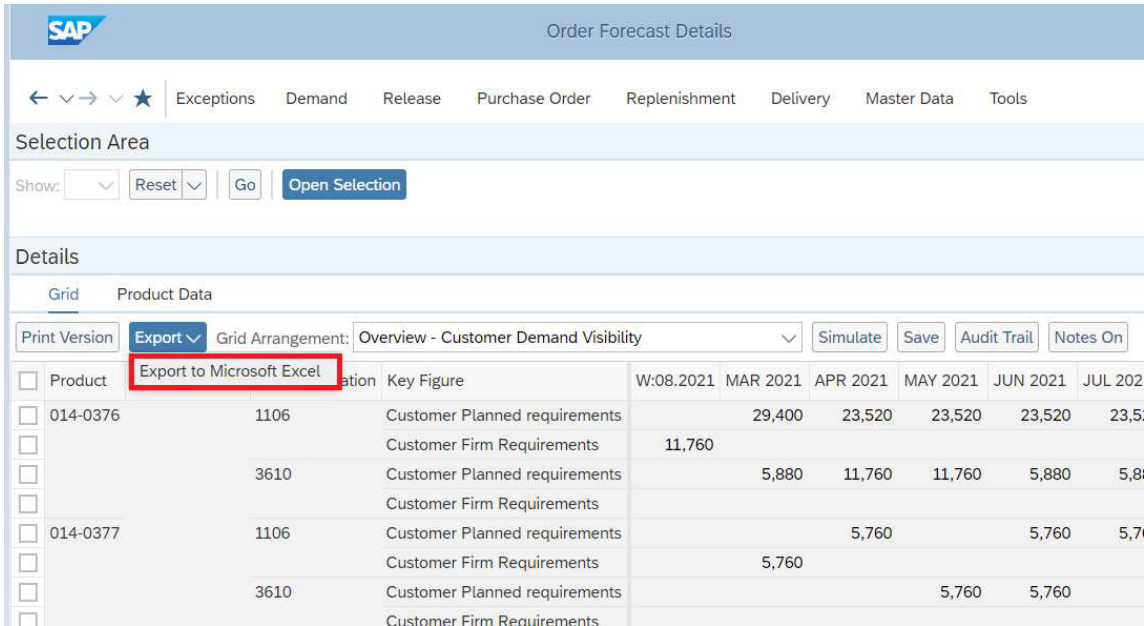
- *Firm zone* is the time frame in which you cannot change your orders (schedule lines) that you have ordered from a vendor in any way (Date change nor quantity change).

- *Trade off zone* is time frame within which you can make changes to your procurement proposals, these changes are acceptable from vendor's side.

All the requirement inside the Firm and Trade of zone are considered as Firmed receipts and will be displayed under "*Customer Firm Requirements*"

Any requirements outside Trade of zone will be considered as Forecast and will be displayed under the "*Customer Planned Requirements*".

"Personalize" button at the right side above months can be used to increase or decrease the displayed rows/columns.

If you want to export the forecast to Microsoft Excel, press the button "Export" and select "Export to Microsoft Excel.

The selected data will be extracted in .xls format and can be opened with Microsoft Excel.

Note: When you want to change the view of the forecast period, please contact your respective Danfoss planner/Buyer.
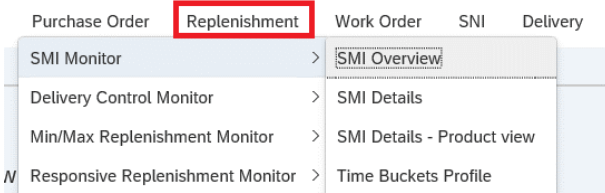
10. How to view Demand using SNC – SMI

The SMI Monitor is a function on the Web user interface (Web UI) of the SAP Inventory Collaboration Hub that supports the business scenario Supplier-Managed Inventory (SMI). Customer (Danfoss) and supplier can use the SMI Monitor to monitor the demand and stock situation of selected products at the customer location.

The SMI Monitor also gives a quick overview of stock situations. The stock information displayed in SMI screen depends on what Danfoss Planners wants to show.

The customer transfers demand and stock data from his or her back-end system to SAP SNC. The SMI Monitor gives a period-orientated, time-series-based view of this data

In the Menu, go to Replenishment → SMI Monitor →SMI Overview

Colours Description:

If the stock projected of a period shows a critical value, this period will be color-coded. As a supplier you will immediately recognize where problems occur.

The colour code indicates the character of the problem, e.g. "**RED**" for out of stock level, "**Blue**" for exceeding the minimum stock level & "**Orange**" for below minimum stock level in Time Bucket (TB).

To add column in the above screen, select Settings with symbol ⚙ at the right side.
Here you select the column you need and move it to Displayed Columns.

You can also move the column up and down here and then 'Save as' with any Name. Now click 'Initial view' to always see this view and click 'Ok' and Click 'Apply'

You can also export to excel the same data from here as highlighted above and use it as needed.

10.1 SMI Detail View:

If you need see the details of single product then select a line and click '*Detail*'.

Note: You can also view demand for multiple or all products by selecting the corresponding lines and clicking on *Details.*

The *Product Data* section has useful information about the product. Here you can see what Stock on Hand at Danfoss for the selected product is.

The first red box Unrestr./Cons Stock shows what is the Danfoss Stock On Hand and the stock on hand at consignment location respectively.

This data is refreshed every data. To make sure the latest data is visible please check the last update section (2nd red box) this should show the current date.

If there is discrepancy in the date, please contact your Danfoss planner.

Click on Personalize at the right side of the Key Figures and tick unwanted rows like Average and Raw Net Demand and 'Save as' in your name with tick as initial view.

SMI Details screen

Key Figures in SMI Detail -Product View Screen

Initial

This key figure represents the demand in past due (before current date).

Demand

This key figure represents the quantity of Planned independent requirement, which is same as in ERP, exclusion of Planned orders.

In-Transit Quantity

This key figure represents the total quantity in a period that is on the way to a customer but which the customer has not yet received.

Once supplier creates ASN and the shipment is not received yet by Danfoss, they can see the ASN quantity appearing here.

Minimum stock

This key figure represents the minimum quantity that must be in stock at the customer in a period. Minimum stock is taken from **safety stock** maintained in Danfoss ERP and this is transferred to SNC. SNC will trigger alert to supplier when stocks below this limit.

Maximum stock

This key figure represents the quantity that the supplier must deliver to the customer in a period so that the projected stock reaches the agreed minimum stock level at the end of the period.
Maximum stock is transferred from Danfoss backend ERP to SNC. SNC will trigger alert to supplier when stocks above this limit.

Projected Stock:

The system calculates the Projected stock(SMI) as follows:

$(Projected\ stock)_i = (projected\ stock)_{i-1} + (in\text{-}transit\ quantity)_i + (planned\ receipts)_i - demand_i$

We can trigger alert for this too i.e. below or above projected stock.

Calculation Procedure for Projected Stock

To calculate projected stocks for a location product, the system starts with the situation on the current day and first calculates the projected stock for this day. This is the stock that is expected to be available in the location at the end of this day. Based on this value, the system calculates the projected stock for the following day by subtracting the demands and adding the receipts from the current day. Based on this value, the system calculates the projected stock for the day after next, and so on. The following provides an overview of the calculation steps.

11. How do I logoff from SNC Portal?

You can logoff from SNC portal by pressing 'Logoff' on top right of screen and click 'Yes'.