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# JD Edwards EnterpriseOne Fulfillment Management

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# Business Challenges

How can we...

Reduce costs?

Prioritize customer demand?

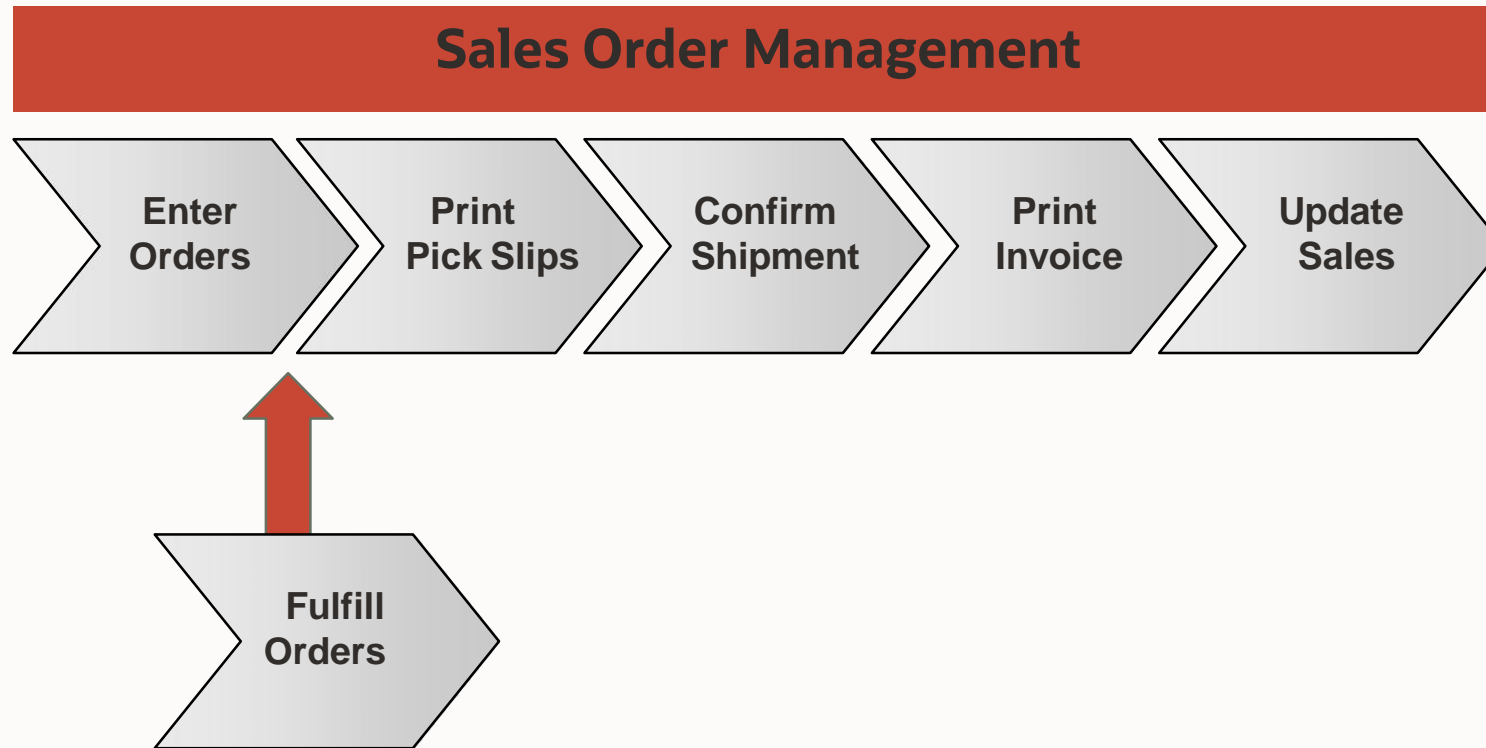
Provide the best service?

Reduce penalty fees?

Improve order fill rates?



# Order Management Process



# Fulfillment Management Process



# Fulfillment Management Process

## Unfulfilled Customers

Records 1 - 2 Customize Grid > Basic

<input type="checkbox"/>	<input type="checkbox"/>	Sold to Address Number	Sold To Address name	Priority	Credit Message
<input checked="" type="radio"/>		4242	<a href="#">Capital System fmWBChange</a>	0	.
<input type="radio"/>		4244	<a href="#">Creekside Warehouse</a>	2	.

## Sales Order Lines--for-Capital System fmWBChange

Records 1 - 7 Customize Grid > Basic

<input type="checkbox"/>	<input type="checkbox"/>	+	Order Number	Or Ty	Customer Sold To	Customer Sold To Name	Customer Ship To	Customer Ship To Name	Quantity Ordered	UM	Fulfilled Quantity	Unfulfilled Quantity	Order Score	Request Date	Promised Delivery
<input type="checkbox"/>	<input type="checkbox"/>		1945	SO	4242	<a href="#">Capital System...</a>	13756		8.0000	EA	8.0000		.000	09/07/10	09/07/10
<input type="checkbox"/>	<input type="checkbox"/>		1939	SO	4242	<a href="#">Capital System...</a>	13756		3.0000	EA		3.0000	2.800	09/07/10	09/07/10
<input type="checkbox"/>	<input type="checkbox"/>		1947	SO	4242	<a href="#">Capital System...</a>	13756		25.0000	EA	25.0000		2.800	09/17/10	09/17/10
<input type="checkbox"/>	<input type="checkbox"/>		1939	SO	4242	<a href="#">Capital System...</a>	13756		5.0000	EA		5.0000	3.800	09/07/10	09/07/10
<input type="checkbox"/>	<input type="checkbox"/>		1947	SO	4242	<a href="#">Capital System...</a>	13756		15.0000	EA	15.0000		3.800	09/17/10	09/17/10
<input type="checkbox"/>	<input type="checkbox"/>		1942	SO	4242	<a href="#">Capital System...</a>	13756		12.0000	EA		12.0000	5.950	09/13/10	09/13/10
<input type="checkbox"/>	<input type="checkbox"/>		1942	SO	4242	<a href="#">Capital System...</a>	13756		10.0000	EA		10.0000	6.950	09/13/10	09/13/10

Other Row Actions: -- Select One --



# Fulfillment Management Process

Show

- Unfulfilled Items with Sales Order Lines
- Unfulfilled Customers with Sales Orders
- Sales Order Lines Only

Find

Clear QBE

## Unfulfilled Items

Records 1 - 3 Customize Grid > Basic

	Description	2nd Item Number	Business Unit	Quantity Available	Quantity Unfulfilled	Dual Item	Kit Parent Item
<input checked="" type="radio"/>	<a href="#">Touring Bike_Red</a>	220DEMO	30	63.0000	72.0000	<input type="checkbox"/>	<input type="checkbox"/>
<input type="radio"/>	<a href="#">Mountain Bike_Red</a>	210DEMO	M30	120.0000	50.0000	<input type="checkbox"/>	<input type="checkbox"/>
<input type="radio"/>	<a href="#">Mountain Bike_Red</a>	210DEMO	30	48.0000	23.0000	<input type="checkbox"/>	<input type="checkbox"/>

## Fulfillment Shortfall



## Sales Order Lines--for-Touring Bike, Red

Records 1 - 7 Customize Grid > Basic

	Order Number	Or Ty	Customer Sold To	Customer Sold To Name	Customer Ship To	Customer Ship To Name	Quantity Ordered	UM	Fulfilled Quantity	Unfulfilled Quantity	Order Score	Request Date	Promised Delivery
	1939	SO	4242	<a href="#">Capital System...</a>	13756		3.0000	EA		3.0000	2.800	09/07/10	09/07/10
	1947	SO	4242	<a href="#">Capital System...</a>	13756		25.0000	EA	25.0000		2.800	09/17/10	09/17/10
	1941	SO	4244	<a href="#">Creekside War...</a>	4244	<a href="#">Creekside War...</a>	50.0000	EA		50.0000	5.500	09/08/10	09/08/10
	1942	SO	4242	<a href="#">Capital System...</a>	13756		12.0000	EA		12.0000	5.950	09/13/10	09/13/10
	1944	SO	4244	<a href="#">Creekside War...</a>	4244	<a href="#">Creekside War...</a>	7.0000	EA		7.0000	8.650	09/16/10	09/16/10
	1940	SO	4243	<a href="#">Custom Brokers</a>	4243	<a href="#">Custom Brokers</a>	15.0000	EA	15.0000		10.150	09/10/10	09/10/10
	1943	SO	4243	<a href="#">Custom Brokers</a>	4243	<a href="#">Custom Brokers</a>	3.0000	EA	3.0000		10.150	09/17/10	09/17/10

Other Row Actions: -- Select One --



# Fulfillment Management Process

## Fulfillment Workbench - Fulfillment Workbench - Edit



Save and Close

Cancel

### Item Availability

Item Number:

Branch Plant:  Quantity Available Primary:  EA Quantity On Hand:

Safety Stock:  Transactional:  EA

Included in Availability Calculation

Edit Fulfillment

Change Branch/Plant

Records 1 - 6

Customize Grid

Demo



	+/-	Branch Plant	Item Number	Description	UM	Fulfill Qty	Unfulfilled Qty	Quantity Ordered	Promised Delivery	Request Date	Order Score	% Profit Margin	Sold To	Sold To Name
<input checked="" type="radio"/>		30	<a href="#">220DEMO</a>	Touring Bike, Red	EA		3.0000	3.0000	09/07/10	09/07/10	2.800	48.880	<a href="#">4242</a>	Capital System fmWBC
<input type="radio"/>		30	<a href="#">220DEMO</a>	Touring Bike, Red	EA	25.0000		25.0000	09/17/10	09/17/10	2.800	48.880	<a href="#">4242</a>	Capital System fmWB...
<input type="radio"/>		30	<a href="#">220DEMO</a>	Touring Bike, Red	EA	.0000	12.0000	12.0000	09/13/10	09/13/10	5.950	48.880	<a href="#">4242</a>	Capital System fmWB...
<input type="radio"/>		30	<a href="#">220DEMO</a>	Touring Bike, Red	EA	.0000	7.0000	7.0000	09/16/10	09/16/10	8.650	48.880	<a href="#">4244</a>	Creekside Warehouse
<input type="radio"/>		30	<a href="#">220DEMO</a>	Touring Bike, Red	EA	15.0000		15.0000	09/10/10	09/10/10	10.150	48.880	<a href="#">4243</a>	Custom Brokers
<input type="radio"/>		30	<a href="#">220DEMO</a>	Touring Bike, Red	EA	3.0000		3.0000	09/17/10	09/17/10	10.150	48.880	<a href="#">4243</a>	Custom Brokers



Change Branch Plant

Other Row Actions

-- Select One --



# Fulfillment Management

## Drives Operational Improvements



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### Prioritize Demand

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- Score sales orders lines
- Assign inventory based on priority and service level rules
- Assign partial quantities based on customer
- Cancel open balance quantities based on user defined fill rates rules

### Improve Customer Service

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- Improve order and line fill rates for priority customers
- Enforce targeted service levels
- Reduce late orders for priority customers
- Reduce backorders and lost sales
- Track reasons for overriding standard service level rules

### Decrease Administrative Costs

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- Enforce fill rates automatically
- Reduce costly penalty fees and fines
- Cancel open balances automatically based on rules
- Reduce transportation costs by enforcing number of releases (shipments)



# Title

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