

SAP Forecasting & Replenishment

Consultant Qualification Curriculum & Consultant Qualification Tracking



SAP Trading Industries



Goal:

This F&R consultant qualification curriculum helps you to find the right **training courses** and **self-studies** to prepare you well for your F&R implementation project. It takes into account different **levels of expertise** and shows you the required **competencies** and the recommended order of studies.

The **knowledge requirements** are rated regarding **importance** from “Mandatory” and “High importance” to “Recommended” and differentiated based on the **prior experience of a consultant** (new SAP consultant / experienced MM consultant / other experienced SAP consultant).

Levels of Expertise

Armed with the basic F&R knowledge of the "**F&R Competency Level 1**", you can start implementing this knowledge in a customer project when shadowed / coached by an experienced F&R consultant.

With increasing implementation knowledge (minimum 1 F&R project or ~1 year F&R experience), with additional knowledge on some more elaborate F&R topics and possibly some more technical topics, you will reach the "**F&R Competency Level 2**", which enables you to conduct many F&R implementation tasks on your own.

After having extended F&R customer implementation experience (several different customers, customer acceptance and acceptance as coach), you reach "**F&R Competency Level 3**" and are able to coach other consultants.



Goal:

For the benefit of our customers, we aim to ensure a good level of expertise of the F&R implementation consultants and a sufficient number of educated and experienced F&R consultants.

Therefore, we will start actively tracking the Level of Expertise of F&R Consultants according to this Curriculum starting from October 2008.

We also aim to ensure that our partners have a critical mass of educated F&R consultants (strongly recommended minimum are two Level 1 F&R consultants and one Level 2 F&R consultant) when starting an implementation project, or are shadowed by SAP F&R experts.

Consultant qualification tracking:

For "**F&R Competency Level 1**", this is automatically registered when attending the two mandatory F&R workshops.

For "**F&R Competency Level 2**" and 3, Consultants are asked to register themselves via e-mail to the F&R Competency Center (will start in October 2008)

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Level of Expertise	Competency	Specific Topic knowledge requirements	Training Courses	Self-Study	Comment	Importance for		
						New SAP Consultant	Experienced MM Consultant	Other experienced SAP cons.
F&R Competency Level 1	Business and Application knowledge: <ul style="list-style-type: none"> Cross component knowledge in ERP/F&R/BI (main F&R processes, sub-processes and components are listed on separate slides in this presentation) Understanding of customer processes Definition of gaps and additional requirements 	Function Overview SAP for Retail	SAPIRT (5 days)		Workshop schedule	mandatory	high	high
		Master Data in SAP for Retail	IRT310 (5 days)		Workshop schedule	mandatory	high	high
		Planning, Purchasing and Merchandise Distribution	IRT330 (5 days)		Workshop schedule	mandatory	recommended	high
		Brief overview on F&R		Document „ SAP Solution Brief “		recommended	recommended	recommended
		F&R Business Process and feature overview		Document „ SAP F&R Solution Overview (Short) “		recommended	recommended	recommended
		F&R Business Scenarios		SAP Library - F&R	Overview on F&R process flow	high	high	high
		Short overview on F&R in general and on selected key topics (e.g. diff. workbenches)		Online Knowledge Products with High-Level Overview on SAP F&R Topics	Ideal preparation for the detailed F&R workshops (e-learnings, tutorials, presentations, etc.)	recommended	recommended	recommended
		More practical High-Level insight into F&R processes		Executive Demo and Offline Demo: enter Scenario ID under advanced options: <ul style="list-style-type: none"> SAP Forecasting and Replenishment: Offline Demo, Scenario Id: 010000005052 SAP F&R: Executive Demo, Scenario Id: 010000005051 	Ideal preparation for the detailed F&R workshops	recommended	recommended	recommended
		SAP F&R: Functions	W26FRE (3 days)		Core F&R workshop Workshop schedule	mandatory	mandatory	mandatory
		SAP F&R: Technical Details	W26FRT (2 days)		Core F&R workshop Workshop schedule	mandatory	mandatory	mandatory
	Function wrap up and more practical insight into F&R features		More detailed F&R Demos 5.0 based on IDES: enter Scenario ID under advanced options: <ul style="list-style-type: none"> SAP F&R Distribution Center Replenishment, Scenario Id: 10000004616 SAP F&R: Store Replenishment, Scenario Id: 010000004614 SAP F&R Integrated Scenario, Scenario Id: 010000004613 	Wrap up and more practical insight into F&R features (e.g. Integrated Scenarios, Distribution Center Replenishment, Store replenishment)	recommended	recommended	recommended	
	F&R Connectivity tutors		Online Knowledge Products (Tutors) with more detailed connectivity topics, e.g. In-and Outbound, Initial Load, ...	Wrap up and more practical insight into F&R features	recommended	recommended	recommended	
	F&R product documentation 5.0		SAP Library - SAP F&R 5.0	Standard documentation in SAP Help Portal	mandatory	mandatory	mandatory	

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Level of Expertise	Competency	Specific Topic knowledge requirements	Train. Courses	Self-Study	Comment	Importance for		
						New SAP Consultant	Experienced MM Consultant	Other experienced SAP cons.
F&R Competency Level 1	See above	Overview F&R system landscape 5.0		F&R chapter in SCM master guide and in Retail master guide	Short chapter in SCM master guide and Retail master guide	recommended	recommended	recommended
		F&R configuration (business scenario config. docum.)		F&R configuration guide	Shall ideally be applied hands-on on a test system	mandatory	mandatory	mandatory
		Implementation Template by F&R CC		Not yet available	system based best practice for easy implementation (in process)	high	high	high
		F&R Solution Operation		Solution Operations Guide	Chapter in SCM Operations Guide	high	high	high
		Best Practices for F&R Solution Operations		Document "Run SAP for Retail F&R"	What needs to be considered in F&R implementation for smooth system operations Context: RUN SAP for Retail Roadmap	high	high	High

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Level of Expertise	Competency	Specific Topic knowledge requirements	Training Course	Self-Study	Comment	Importance for			
						New SAP Consultant	Experienced MM Consultant	Other experienced SAP cons.	
F&R Competency Level 2	Incremental competencies and experiences: Code analysis: •Writing of BAdI logic •Writing of reports •Mastering of all application reports as well as consistency reports •Re-organisation •House keeping, cleansing •Job scheduling concept •Writing of own queries and BI reports Technology: •Establishing and monitoring connectivity •Managing data from other party systems (shelf optimization, POS DM, POS) •Enhancement of interfaces to input new data F&R Implementation Experience assisted / shadowed by a coach (minimum 1 project/~1 year F&R experience)	ABAP for consultants with focus on debugging and Basic Interface knowledge	BC400 (5 days)		ABAP Workbench Foundation	high	high	high	
		SAP NetWeaver BI Analytics Workshop for SAP for Retail	W26BIC (2 days)		relevant for BI queries	recommended	recommended	recommended	
		F&R Security Aspects		Security Guide			high	high	high
		API information for F&R as Standalone system		Document "APIs of F&R"			high	high	high
		SAP BI content of F&R		SAP BI Content of F&R			high	high	high
		Connectivity POS DM		Document "Connectivity POS DM"			high	high	high
		Consultant notes on location (vendor, Distribution Center, store) and product BADIs		Notes 1063697 (2007) and 1069060 (2007)			high	high	high
		Further basic Consulting notes for 5.0		Consulting notes 890303 , 887098 , 937034 , 1060542			high	high	high

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Level of Expertise	Competency	Specific Topic knowledge requirements	Training Course	Self-Study	Comment	Importance for		
						New SAP Consultant	Experienced MM Consultant	Other experienced SAP cons.
F&R Competency Level 3	<p>Incremental competencies and experiences:</p> <p>Analysis/Strategic services/Coaching/first level support</p> <ul style="list-style-type: none"> * Advanced configuration knowledge * Ability to find workaround for complex business issues * Analysis of forecasting results with SAF toolbox * Support development and IMS in error analysis and problem solving <p>Project management and solution architecture</p> <ul style="list-style-type: none"> * Support in business re-engineering and development of best practise templates * System and team integration * Specification of customer requirements * Managing of custom-development projects <p>Extended F&R Customer implementation experience (several different customers, customer acceptance and acceptance as coach)</p>				<p>There is no special curriculum for this level of expertise. It is mainly based on extended implementation experience and coaching.</p> <p>A good basis for increasing knowledge and sharing experience is, however, studying BPX Blogs and Articles.</p>			

Cross component knowledge in ERP/F&R/BI

List of main processes, sub-processes and components



Main processes	Sub-processes and components	Work packages
Master Data		
	<i>1 System Sends Master Data</i>	
	ERP	
		1.1 Article
		1.2 Site
		1.3 Article Site
		1.4 Vendor
		1.5 Purchasing Info Record
		1.6 Reference Module
		1.7 Merchandise Category Hierarchy
		1.8 Procurement Cycles
		1.9 Layout Modules
		1.10 Release Profiles
		1.11 Rounding Profiles
		1.12 Unit of Measure Groups
		1.13 Processing Method in DC
		1.14 Purchasing Organization Assignment
		1.15 Substitution Assignment Information
	<i>2 System Sends Transactional Data</i>	
	ERP	
		2.1 Historical Consumption Data
		2.2 Daily Consumption Data
		2.3 Stock
		2.4 Purchase Orders
		2.5 Contracts
		2.6 Substitution Switchover Information
		2.8 Demand Influencing Factors
		2.9 Time-Dependent Promotion Data
	<i>3 System Prepares Data</i>	
	ERP/F&R	
		3.1 Inbound Processing and Monitoring
		3.2 Artificial History for Reference Modules
		3.3 Switchover Information Enrichment
	<i>4 F&R Specific Data Maintenance</i>	
	F&R	
		4.1 Master Data Enrichment
		4.2 Demand Influencing Factor Maintenance
		4.3 Release Profiles Maintenance
		4.4 Restriction Profiles Maintenance

Cross component knowledge in ERP/F&R/BI

List of main processes, sub-processes and components



Main processes	Sub-processes and components	Work packages
Store Replenishment	<i>5.1 System Performs Forecast Calculation</i>	
	F&R/FRP	5.1.1 Sales Forecast
		5.1.2 Order Forecast
		5.1.3 Demand Influencing Factors and Planning Data
		5.1.6 Reference Handling
	<i>5.2 System Performs Requirement Calculation</i>	
	F&R/FRP	5.2.1 Requirement Calculation
		5.1.5 Preallocation
		5.2.3 Source of Supply Determination
		5.2.4 Scheduling
		5.2.5 Temporary Blocking
		5.2.6 Initial Procurement
		5.2.7 Substitution Follow-Up Article
		5.2.8 Substitution Replacement Article
	<i>5.3 System Performs Requirement Quantity Optimization</i>	
	F&R/FRP	5.3.1 Logistical Rounding of the Net Requirement Quantity
		5.3.2 Economic Order Quantity Optimization
		5.3.3 Consideration of Vendor Restrictions
		5.3.4 Consideration of Maximum Shelf Capacity
		5.3.5 Order Balancing
	<i>5.5 Order Proposal Management</i>	
	F&R/ERP	5.5.1 Grouping of Order Proposals
		5.5.4 Order Proposal Release Management
	5.5.2 Review of Automatic Order Proposals	
	5.5.3 Manual Replenishment	
	5.5.5 System Sends Order Proposals	
	5.5.6 System Creates Purchase Orders	
	5.5.7 Purchase Order Processing	
<i>5.6 Exception Management</i>		
F&R		
<i>5.7 Analytics</i>		
BI		

Cross component knowledge in ERP/F&R/BI

List of main processes, sub-processes and components



Main processes	Sub-processes and components	Work packages
DC Replenishment		
	<i>6.1 System performs Forecast Calculation</i>	
	F&R/FRP	6.1.2 Sales Forecast
		6.1.1 Aggregated Order Forecast
		6.1.3 Demand Influencing Factors and Planning Data
		6.1.7 Reference Handling
	<i>6.2 System Performs Requirement Calculation</i>	
		6.2.1 Requirement Calculation
		6.1.6 Preallocation
		6.2.3 Source of Supply Determination
		6.2.4 Scheduling
		6.2.5 Temporary Blocking
		6.2.6 Initial Procurement
	<i>6.3 System Performs Requirement Quantity Optimization</i>	
		6.3.1 Logistical Rounding of the Net Requirement Quantity
		6.3.2 Economic Order Quantity Optimization
		6.3.3 Consideration of Vendor Restrictions
		6.3.4 Consideration of Maximum Shelf Capacity
		6.3.5 Order Balancing
	<i>6.5 Order Proposal Management</i>	
		6.5.1 Grouping of Order Proposals
		6.5.4 Order Proposal Release Management
		6.5.2 Review of Automatic Order Proposals
		6.5.3 Manual Replenishment
		6.5.5 System Sends Order Proposals
		6.5.6 System Creates Purchase Orders
		6.5.7 Purchase Order Processing
	<i>6.6 Exception Management</i>	
	<i>6.7 Analytics</i>	