

ORCHESTRA

Purchasing | Spirits

This guide will introduce you to the purchasing roadmap, core functionality & additional purchasing scenarios within Orchestrated!



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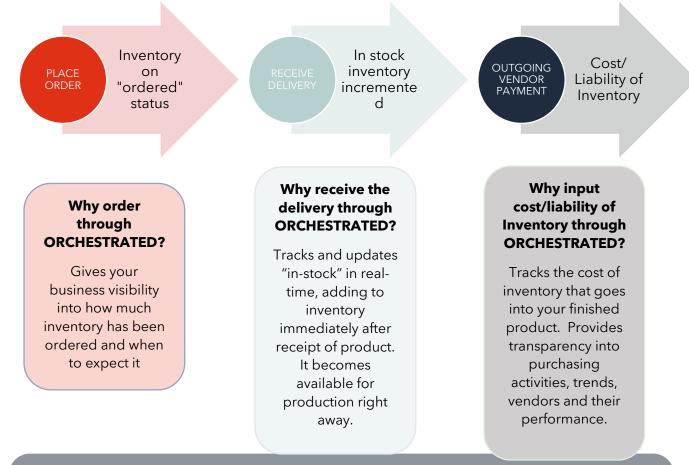


Purchasing Roadmap

Overview

During the purchasing process, you will be ordering ingredients & supplies, ensuring receipt of your orders, and verifying you are being billed correctly. ORCHESTRATED helps you manage the entire procurement process, mimicking the real world. From purchase order to vendor invoice payment, utilizing these functions will integrate your Business Partner and Item Master Data with all other business transactions. You will have full visibility to make purchases based on informed inventory, track your items via batch number, and know you are being billed correctly.



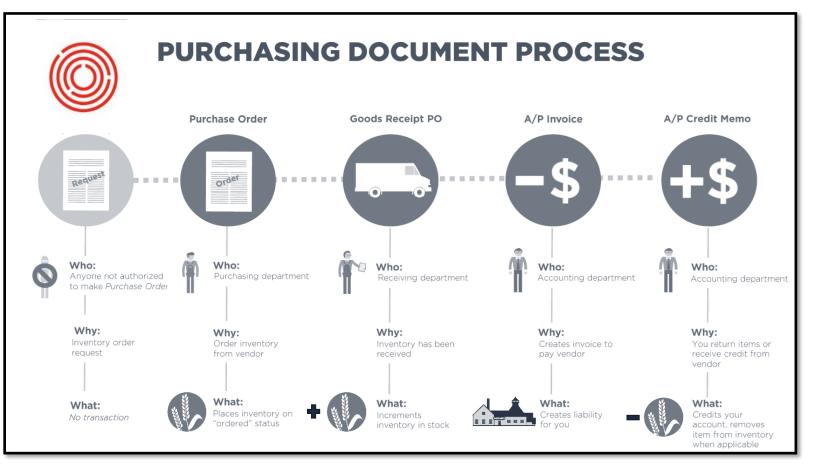


Batch Tracking!

Any consumable item must have an associated batch/lot number. A batch number aids with tracking inventory all the way back to Vendor, and can be audited. The batch number is entered at time of receipt.



Process Flow



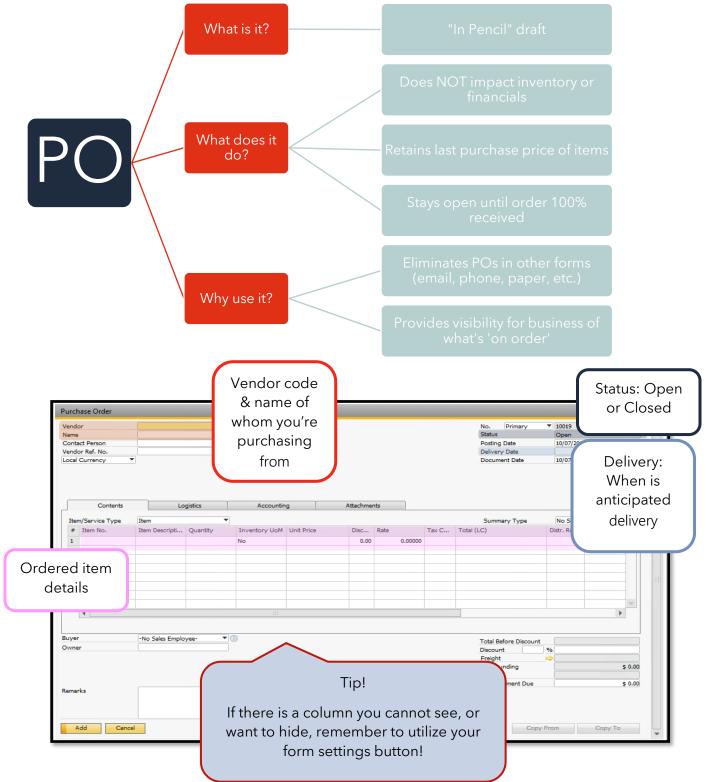
Purchase Order (PO)	Goods Receipt PO (GRPO)	A/P Invoice (<u>MANDATORY</u>)	
Order goods from a supplier/vendor Puts inventory "on order" Can print/email/save	Brings inventory into stock <i>Typically</i> happens before A/P Invoice is received from vendor Item Batch # is captured Can print/email/save	Books the payable/financial side of purchase <i>Outgoing payment</i> will eventually be applied Can be print/email/save A/P Credit Memo	

Used for goods return or credit back from vendor



Core Purchasing Functions

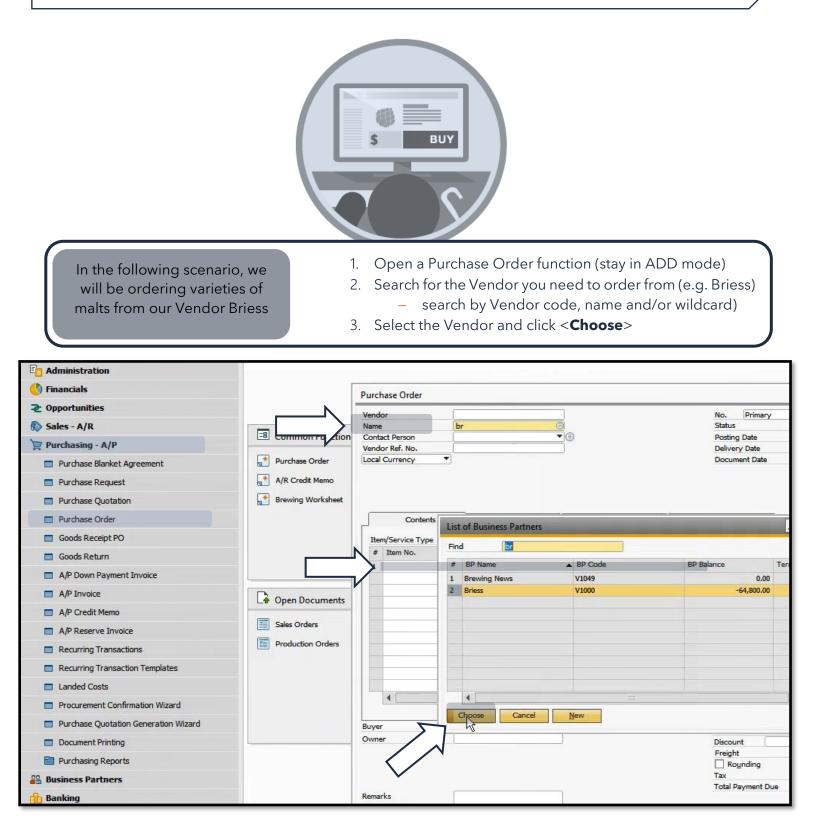
Purchase Order (PO)





Adding a PO

Modules > Purchasing - A/P > Purchase Order





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-	or Ref. No.						Deliver	y Date	-	03/29/17		
SP Cu	rrency	▼ <u>\$</u>					Docum	ent Date	2	03/22/17		
			List	of Item	15							
<u> </u>		Log	Find		rm							
	Viterite		#	Item No.		Item Descript	tion		In Stock		Process T	DRO Report As Type
Iten	/Service Type	Item	97	RM2000		Malted Rye				20,534.780	None	
#	Item No.	Item Description	98	RM2001		Smoke Cherr	ywood			12,028.221	None	
1			99	RM2002		Distiller's Malt				14,456.500	None	
			100	RM2003		Extra Special	Malt			9,270.000	None	
			101	RM2004		Pale Ale Malt			:	10,053.667	None	
			102	RM2005		Raw Rye			:	13,247.500	None	
			103	RM2006		Brewer's Malt				39,000.000	None	
			104	RM2007		Yellow Corn				5,321.000	None	
			105	RM2008		Aromatic Mal	B			8,714.442		
			106	RM2009		Caramel Malt				6,712.996	None	
	4		107	RM2010		Dark Chocola	ite Malt			14,614.332	None	
			108	RM2011		2-Row Pale M				10,551.556	None	
				RM2012		Green Unmal	ed Rye		:	15,707.110		
uyer		-No Sales Employ		RM2013		Munich Malt				4,841.000		
wne	r			RM2031		Malted Rye #	2			20,000.000		
			_	RS2000		Cane Sugar				21,898.000	None	
				RX2001		Grain Neutral	Spirit -	GNS		270.000		Alcohol & Neutral Spirits
			114	RY2000		Yeast				9,915.682	None	
emar	ks	5	C	hoose	Cancel	New						

- 4. Enter 'Delivery Date' when will the item be delivered?
- 5. Search for 'Item No.' (e.g. We need malt from Briess, search 'rm' to bring up malt options)
 To add multiple items, hold Ctrl button and click to select
- 6. Click **<Choose**>



- 7. Specify/update the quantity of each item
- 8. Specify the unit price
 - Unit price will pre-populate if this item has been ordered before
- 9. Click <**Add**> to enter the Purchase order

/end	or	⇒[\1000				No. Prim	nary 🔻 1	025	- 0	
Vame		Bhess				Status		pen		
	act Person	John Funnington				Posting Date		8/22/17		
	or Ref. No.					Delivery Date		8/29/17		
SP CI	urrency	▼ ş	_	_		Document D	ate ju.	8/22/17		
<u></u>	Contents	Log	istics	count	ing	Attachn	nents			
Iter	n/Service Type	Item		∇		Summary T	ype N	o Summary		-
#	Item No.	Item Description	Quantity	Unit Price	Discount %	Tax Code	Total (LC)	UoM Code	в.,	
1	-> RM2000	Malted Rye	500	\$ 0.8900	0.00	📫 EX	\$ 445.0	Manual		
2	📫 RM2007	Yellow Corn	500	\$ 1.5000	0.00	📫 EX	\$ 750.0	Manual		
3	📫 RM2009	Caramel Malt	500	\$ 0.8100	0.00	📫 EX	\$ 405.0	0 Manual		
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						Freight				
						Rounding	9 L		5	\$ 0.00
						Tax				
	rks	(-				Total Paymer	nt Due		\$ 1,6	00.00

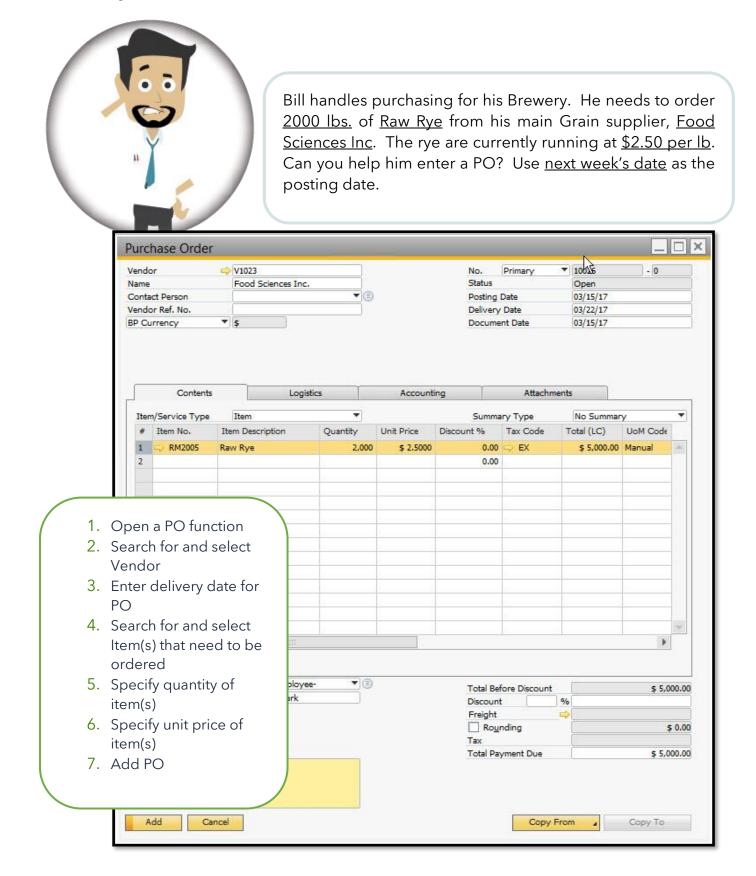


10. Preview,	, Print and/or E	mail the PO directly	/ from the	OSPIRIT	S Toolbar	!		
Main Report LogoSubReport2.r	1/1_@%	@, •					SAP CRYS	TAL REPORTS®
	1400 NW/ Suite 210 Hillsboro Tet: 877-66 Bill Tα Pay To USA	OR 97006 3-2648	Suite 21	V Compton Dr.		Order #: 10025 Date: 3/22/2017 Page 1 of		<
	Company ID# V1000	Ref Number	Shiping Typ		Terms et 30 Days	Due Date 3/29/2017		
	Item Code	Description		Quantity	Unit Price	Ext Price		
	RM2000 0.00	Malted Rye		500.00	\$ 0.89	\$ 445.00		
	RM2007 0.00	Yellow Corn		500.00	\$ 1.50	\$ 750.00		
	RM2009 0.00	Caramel Malt		500.00	\$ 0.81	\$ 405.00		



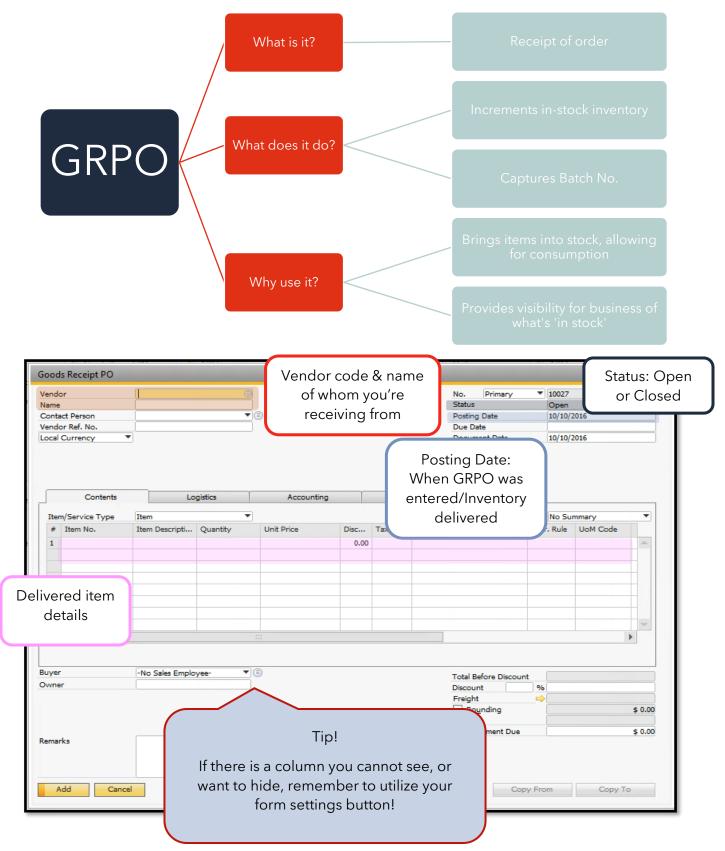


Real life practice scenario





Goods receipt purchase order (GRPO)





Adding a GRPO

Modules > Purchasing - A/P > Goods Receipt PO

Cockpit > Open Documents > Purchase Orders

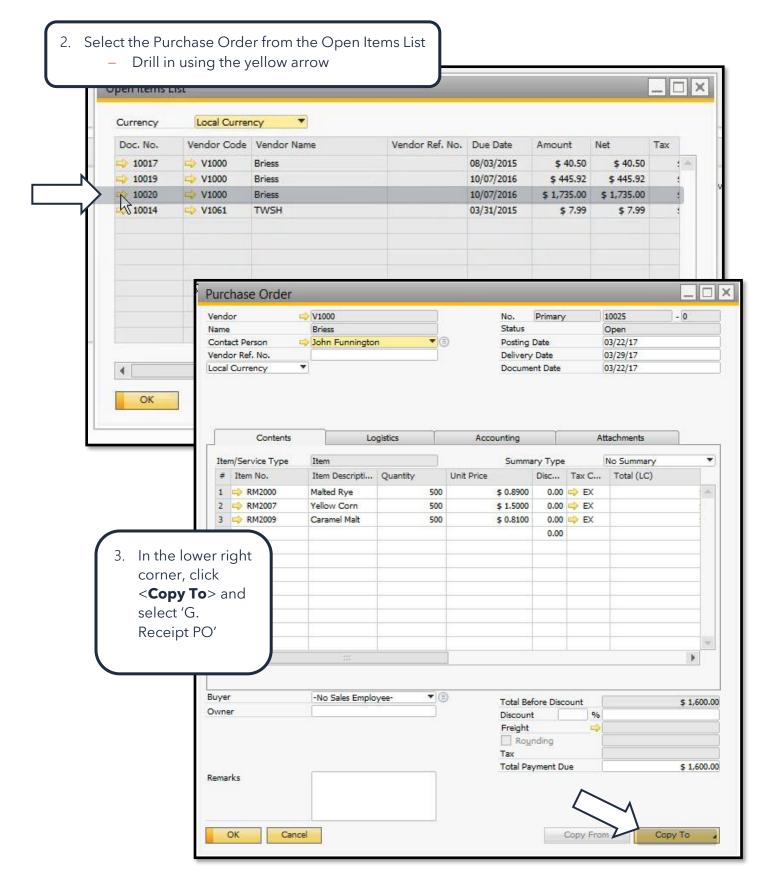


In the following scenario, we will be receiving varieties of malts from our Vendor Briess

- 1. Open the Purchase Order related to the goods being received
 - Find the PO via Open Documents

C Administration								
🕙 Financials								
∂ Opportunities								
🔊 Sales - A/R	Common Functions							2
🙀 Purchasing - A/P								
Purchase Blanket Agreement	Purchase Order	🔮 Goods Receipt PO	A/P Invoice	A/P Credit Mer	mo Sales Orde	r 🚽 A/R Invoice	Delivery	
Purchase Request	A/R Credit Memo	Chart of Accounts	Journal Entry	📌 Item Master Da	ata Business P	artner Mas 📑 PdO Creation Wizard	PdO Close Wizard	
Purchase Quotation	Brewing Worksheet	Cellar Worksheet	Packaging Worksheet	Bill of Materials	Scheduler			
Purchase Order								
Goods Receipt PO								
Goods Return					•			
A/P Down Payment Invoice								
A/P Invoice	Open Documents							2
A/P Credit Memo		_	_		_			
A/P Reserve Invoice	Sales Orders (24)	Deliveries (5)	A/R Invoid	es (40)	Purchase Orders (4)	Goods Receipt POs (2)	A/P Invoices (5)	
Recurring Transactions	Production Orders (124)				v			
Recurring Transaction Templates								
Landed Costs								
Procurement Confirmation Wizard								
Purchase Quotation Generation Wizard								
Document Printing								
Purchasing Reports								
2 Business Partners								
🔥 Banking								
Inventory								
Resources								
" Production								
₩ MRP								
🔎 Service								
Human Resources								
III Reports								
& Integrations								







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Nam		Briess				Status		pen		
-		John Funnington	•			Posting Date		/27/17		
	dor Ref. No. al Currency	-				Due Date Document Date		/27/17 /27/17		
	Contents	ogistics	Ĩ	Acco	unting	Attachments	6			
Ite	em/Service Type	Item	•			Summary Type	No	Summary		•
#	Item No.	Quantity Unit	Price	Disc	Tax C	Total (LC)		UoM Code	Bl	
1	-> RM2000	500	\$ 0.8900	0.00	🔿 EX	\$ 44	5.00	Manual		100
2	📫 RM2007	500	\$ 1.5000	0.00	📫 EX	\$ 75	0.00	Manual		
3	📫 RM2009	500	\$ 0.8100	0.00	📫 EX	\$ 40	5.00	Manual		
										v
		12							•	
Buye	er	-No Sales Employee-	•			Total Before Discount			\$ 1,6	-00
Own	ner	1					%		\$ 1,t	500.0
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						Tax				4.9
		Based On Purchase O				Total Payment Due			\$ 1,6	500.0

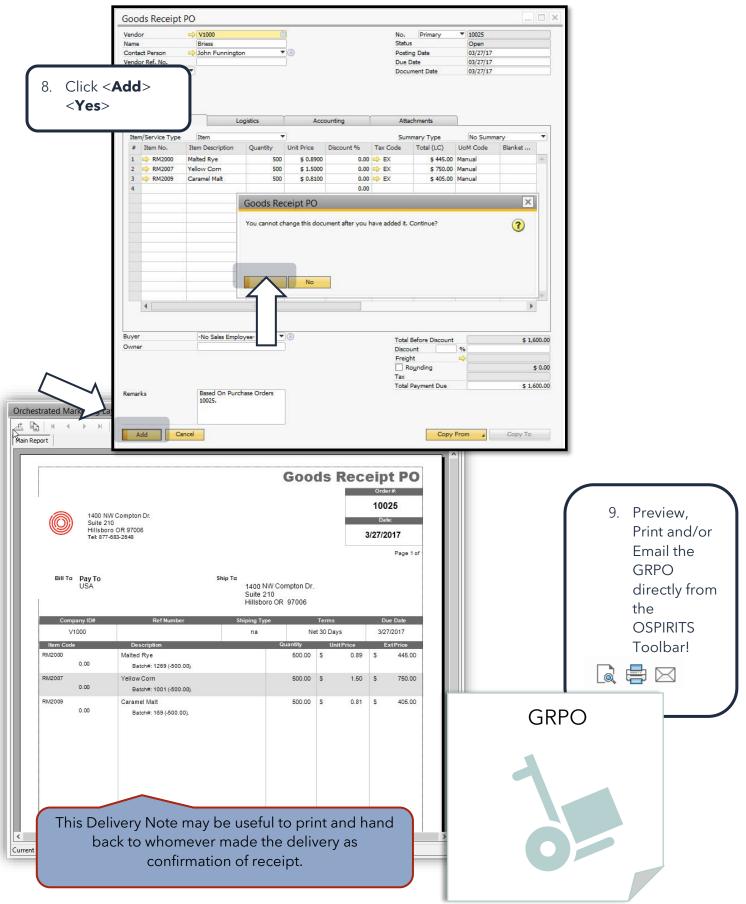
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	ect Person	Sohn Funning	ton		•			Posting			3/27/17			E
	or Ref. No.							Due Dat			3/27/17		-	
cal	Currency	•						Docume	ent Date	la	3/27/17		-	
	Contents		Logist	ics		Accounting	1	Attach	ments					
		Item			*			C		-	No Summar	v •		
#	n/Service Type Item No.	Item Item						Summ	ary Type		vo summar	y		
			Bat	tches	- Setup	,							_ 🗆	
1	RM2000	Malted Rye	Du	conco.	berup									
2	RM2007	Yellow Corn Caramel Malt	Rov	vs from	Document	5								
1	-V 1012003	Caramermait	#	Doc. N	lo.	Item Number	Item Description	wh	se Code	Total Ne	eded	Total Created		
			1	PD	10025	RM2000	Malted Rye	=2.1	A1		500		500	l
			2	PD	10025	RM2007	Yellow Corn	-	A1		500			
			3	PD	10025	RM2009	Caramel Malt	🔿 I	A1		500			
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			Cre	ated Bat	ches									
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nar	·ks	Based On Pt 10025.										E.		
		10025.												
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- 6. Enter batch number for each item
 - If item ordered is consumable, a batch number will be required
 - This can be the pack number from the Vendor, the date, or use your own batch number methodology
 - If multiple items, highlight rows one by one, input the batch number and click <**Update**> after each one







Real life practice scenario

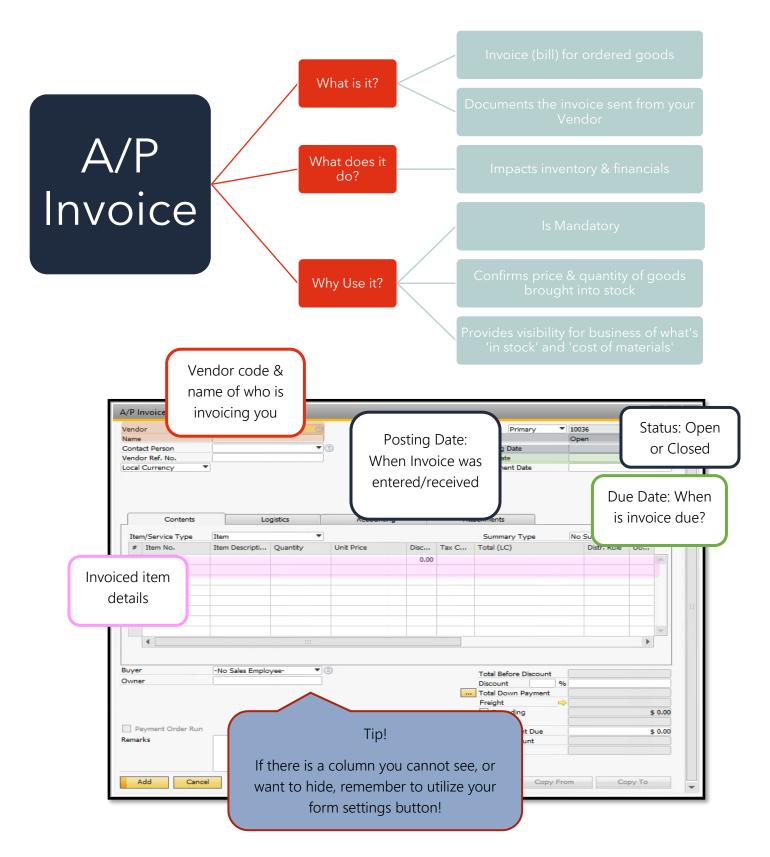


Peter handles inventory for the distillery, and the order of <u>Raw Rye</u> has arrived! He has yet to receive an invoice from Food Sciences Inc., but he does want to ensure his distillery's inventory is up to date and includes this delivery. After double-checking the delivery, he notes he received everything as ordered on the PO. The delivery had a pack number from Food Sciences Inc. of <u>ZT22655</u>. Can you help him enter the GRPO?

You are in the Home cockpit of OnD_OSpirits_Trainin	g.	Goods Receipt PO		_ _ X
on Functions		Vendor VI023 Name Food S Contact Person Vendor Ref. No.	Ciences Inc.	No. Primary V 10026 Status Open 03/27/17 Due Date 03/27/17
kar Data 📑 Business Partner 📑	Vendor V1023 Name Food 1	Local Currency 💌		Document Date 03/27/17
Ĵ	Contact Person Vendor Ref. No. Local Currency	Contents Item/Service Type Item # Item No. Item Des 1 - RM2005 Raw Rye	Batches - Setup Rows from Documents # Doc. No. Item Number Item Description 1 PD 10026 RM2005 Rev. Page	Whse Code Total Needed Total Created
Orders (6) Goods Receipt POs (13)	Contents Item/Service Type Item # Item No. Item Desc 1	2 RM2005 Raw Rye		
Open Items List Currency Local Currency Doc. No. Vendor Code Vendor Name 10016 V100 Briess 10017 V100 Briess 10017 V101 Country Malt 10015 V1013 Food Sciences Inc. 10004 V1013 Food Sciences Inc. 10026 V1013 Food Sciences Inc. 10026 V1013 V101 V101	2	Buyer No :	Created Batches # Batch Qty Batch Attribute 1 Batch Attri 1 ZT22655 2,000 1 4	nbute 2 Expiration Date Mfr Date Admission Date 03/27/17
	Buyer -No Sa Owner		On Burchase Orders	Rounding \$ 0.00 Tax
СК ОК	 From the P Verify quan <add> <y< li=""> </y<></add>	f open POs and select correc O, < Copy To > '(ntities actually rec 'es > n No. (for any cor	ct PO G. Receipt PO' ceived	Copy From Copy To



AP invoice





Adding and A/P invoice

Modules > Purchasing - A/P > A/P Invoice

Cockpit > Open Documents > Goods Receipt POs



In the following scenario, we will be invoiced for the varieties of malts we received from our Vendor Briess

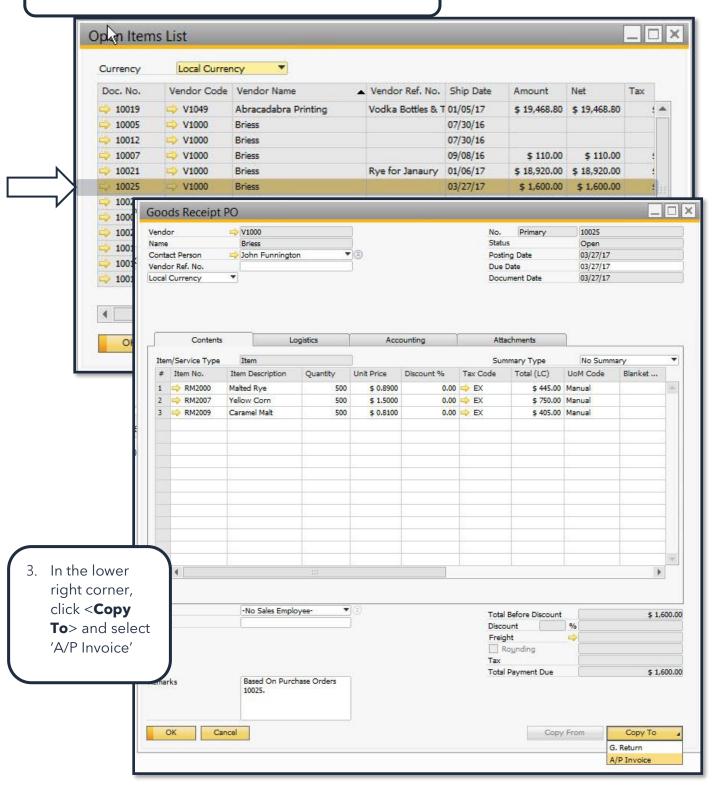
- 1. Open the Goods Receipt PO related to the goods being invoiced
 - Find the GRPO via Open Documents

📜 Purchasing - A/P	Common Functions			
Purchase Blanket Agreement	Purchase Order	📌 Goods Receipt PO	A/P Invoice	A/P Credit Memo
 Purchase Request 	A/R Credit Memo	Chart of Accounts	📌 Journal Entry	👫 Item Master Data
 Purchase Quotation 	* Brewing Worksheet	📌 Cellar Worksheet	Packaging Worksheet	者 Bill of Materials
 Purchase Order 				
Goods Receipt PO				
🗖 Goods Return				
A/P Down Payment Invoice				
A/P Invoice	Open Documents			3
A/P Credit Memo		-		
A/P Reserve Invoice	Sales Orders (24)	Deliveries (5)	A/R Invoid	ces (40)
Recurring Transactions	Purchase Orders (4)	Goods Receipt POs	(2) A/P Invoid	ces (6)
Recurring Transaction Templates	Production Orders (124)			
Landed Costs				
Procurement Confirmation Wizard				
Purchase Quotation Generation Wizard				
Document Printing				



2. Select the Goods Receipt PO from the Open Items List

- Drill in using the yellow arrow





- 4. Verify the quantities being invoiced match with what you received
 - Make adjustments if necessary
- 5. Verify the unit price is correct– Make changes if necessary

	A/P Invoid		(the second		220					-			0000				
	Vendor		V1000 Briess		6				No. Status	Prin	mary	v 1				_	
	Name Contract Doors				-					Data			pen			_	
	Contact Perso Vendor Ref. N		John Funn	ington	•				Posting Due Da				4/06/17 5/08/17			-	
													and the state of the second				
	Local Current	LY 1	1	-	-				Docum	ent D	ate	0	4/06/17				
	Item/Servic # Item N 1 😅 RM 2 📫 RM	No. I 12000 M 12007 Y	Item Item Description faited Rye fellow Corn Caramel Malt	Lac on Qua	ntity Unit 500 500		nting Discount % 0.00 0.00 0.00 0.00	Tax Code EX EX EX EX	\$ 445 \$ 750	1 00. 1 00.	'ype UoM Co Manual Manual Manual		lo Summ Blanket		ent		
A/P Invc	oice																
Vendor				6			No. [0.4	mary 🔻	10046	1						-	
	⇒ V: Br		6												•		
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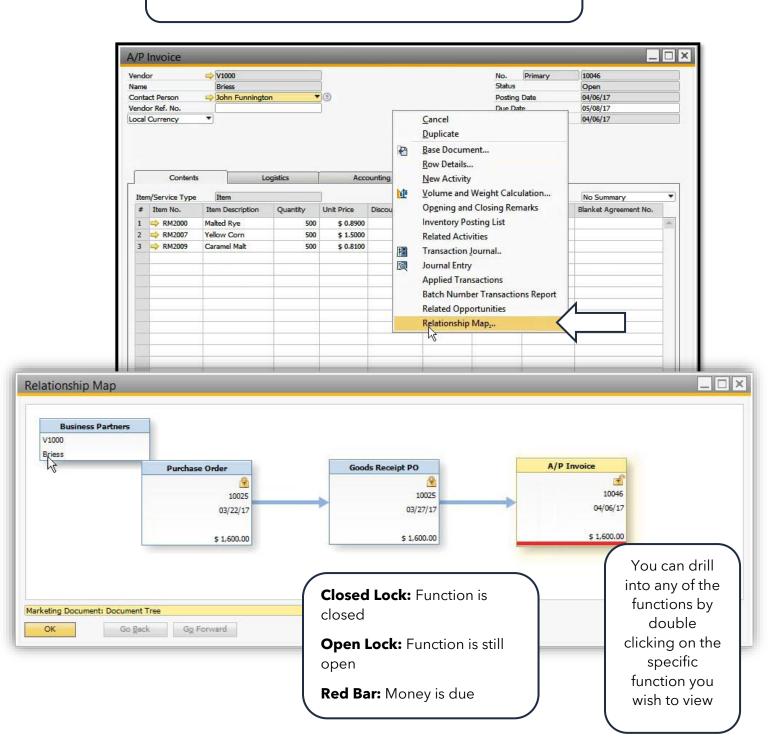
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	X Pay To USA	Ref Number	Ship To: 1400 NW C Suite 210 Hillsboro C Shiping Type	Compton Dr. DR 97006	Terms		D	Page 1 of
	V1000		na	N	et 30 Days			8/2017
item Cod	10	Description		Quantity	Unit P	TICE		xt Price
RM2000	0.00	Maited Rye		500.00	\$	0.89	s	445.00
RM2007	0.00	Yellow Corn		500.00	S	1.50	S	750.00
RM2009	0.00	Caramel Mat		500.00	S	0.81	S	405.00

A/P INVOICE	



Relationship map

To view how the Core Purchasing Functions correlate, simply open a function (i.e. A/P Invoice), <**right click**>, and choose Relationship Map.

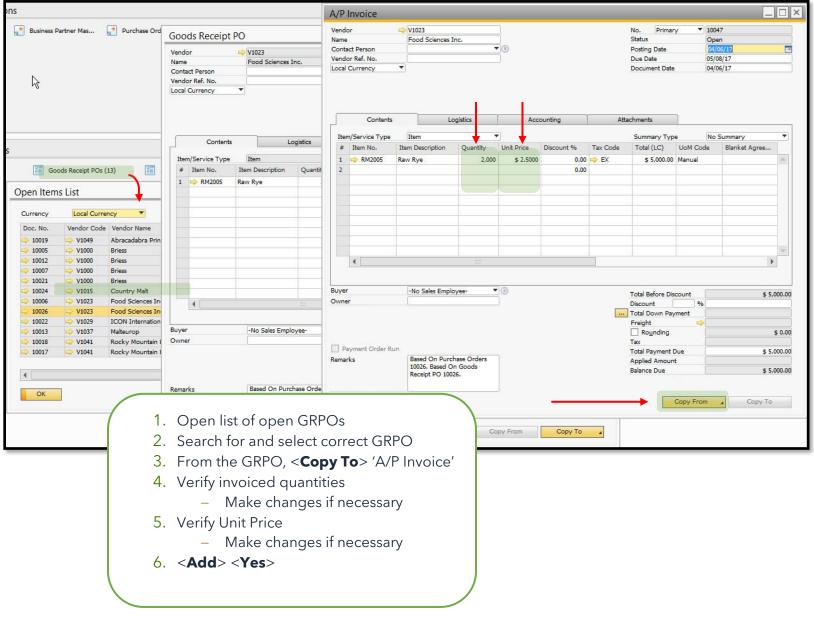




Real life practice scenario



Penny handles accounting for the Brewery. She just checked her inbox and notices she received an invoice from Hopunion for Z-Type Hops. Can you help her create an ORCHESTRATED A/P Invoice?





Additional Scenarios

A/P invoice-service type

F

What happens when an expense that doesn't impact inventory needs to be paid for? You'll utilize an A/P Invoice, and choose **Service Type**! Examples: Rent, utilities, subscriptions etc.

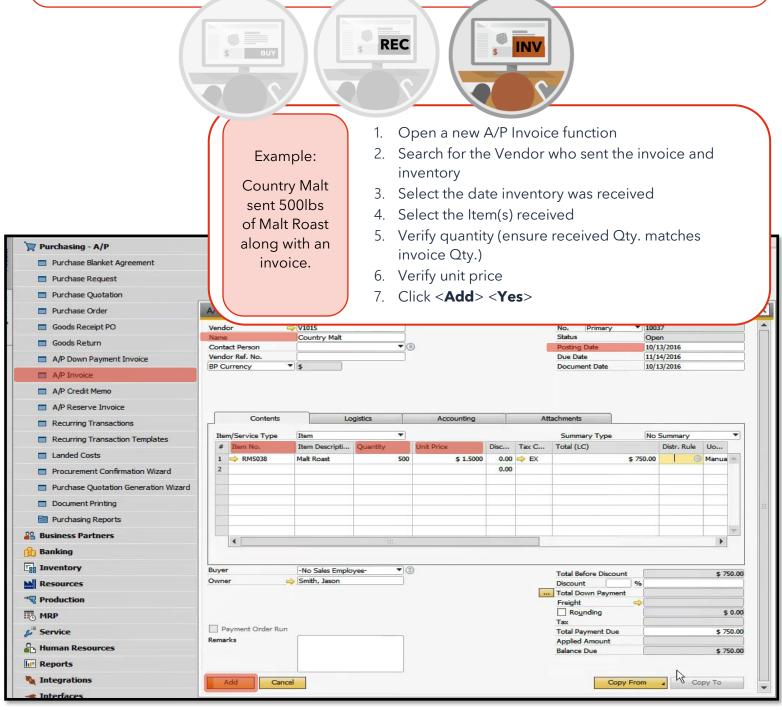
Modules > Purchasing - A/P > A/P Invoice

A/P Invoice					
Vendor ➡V1069 Name Western Square Industries Contact Person ♥ Vendor Ref. No. BP Currency ♥ \$	Due D	g Date ate	10040 Open 10/31/2016 11/30/2016 10/31/2016		
Contents Logistics Accounting Attachments					_
Item/Service Type Service	Sumr	mary Type	No Summary		•
# Description G/L Distr. Rule G/L Acco Unit Price Tax Code Total (LC) Blanket Agreement No.	Variance Reason	Available To Promis	e Comments	Bill	
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2 Keep in mind: You will be	•				-
selecting the G/L Account					
during this step. When it					-
comes time to pay the					
Invoice, you will then select					
the checking account.				Þ	
Buyer Mark Anderson ▼ (Ξ) Owner Smith, Jason	Total E Discou	Before Discount			
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Remarks 2. Search 1					
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No PO or GRPO? No Problem

During real-life, there may be times that a PO or GRPO may not be needed, or might duplicate work. *Perhaps someone ran to the store and grabbed supplies before there was a chance to enter a PO. Maybe the inventory arrived along with an invoice.* So, in case these one off scenarios occur, no problem! We want the software to match what happens in your day to day! The important (*mandatory*) step is to capture the A/P Invoice.





Purchasing - A/P		L= Cor	nmon Fu	nctions								
Purchase Blanket Agreement		Pur	hase Orde	r	Goods Receipt PO	5	A/P Invoice		A/P Credit Mem	ю	Sales Order	
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Purchase Quotation			ing Work	sheet	Cellar Worksheet		Packaging Workshe	et 📑	Bill of Materials		Scheduler	
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Goods Return	Name			ntry Malt				Status		Open		ίſ
A/P Down Payment Invoice		r Ref. No.	_		•			Posting [Due Date		10/13/2016		
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Purchasing Reports												
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Freight Charges

Getting charged for freight? Add it to the A/P Invoice!

- From the current A/P Invoice (<u>before</u> it's added)
- 2. Click the yellow arrow next to the Freight field

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A/P credit memo

Cockpit > Open Documents > A/P Invoices

Purchase Order	leed to return inver andle it with an A/P Memo!	-	2. In the	e lower righ	ted A/P Invoice t corner, click < C Credit Memo'	Copy To>	
A/R Credit Memo	Worksheet	Bill of Materials	A/P Invoice Vendor Name Vendor Ref. No. Local Currency	V1015 Country Mait	•@	No. Primary 10037 Status Open Open Posting Date 10/13/2016 Due Date Due Date 11/14/2016 Document Date 10/13/2016	
Purchase Orders (3) Production Orders (124) Open Items List Currency Local Currency Doc, No. Installment No. Vendor >> 10030 1 of 1 >> 1003 >> 1 of 1 >> 1003 1 of 1 >> 1003	Beer Packaging Supplies Int'l 491 Briess 468	(7) Vendor Ref. No. Due Date 06/10/2015 07/03/2015	Contents Item/Service Type # Item No. 1	Logistics Item Item Descripti Quantity Mait Roast	Accounting A Unit Price Disc Tax C 500 \$ 1.5000 0.00 ➡ EX	Summary Type No Summary Total (LC) Detr. Rule \$ 750.00	Vo Manua
⇒ 10036 1 of 1 ⇒ 1003 ⇒ 10033 1 of 1 ⇒ 1013 ⇒ 10034 1 of 1 ⇒ 1013 ⇒ 10037 1 of 1 ⇒ 1013 ⇒ 10032 1 of 1 ⇒ 1013 → 10032 1 of 1 ⇒ 1012 A/P Credit Vendor	Country Mait 434 Country Mait 416 Country Mait 0 Hopunion 479	11/09/2016 08/06/2015 08/24/2015 11/14/2016 06/22/2015		-No Sales Employee-		Total Before Discount Discount % Total Down Payment Freight Roynding Tax Total Payment Due	\$ 750.00
Name Contact Person Vendor Ref. No. OK Local Currency	Country Malt	Status Posting Date Due Date Document Dat	Open 10/13/2 10/13/2 te 10/13/2	016		Applied Amount Balance Due	\$ 750.00
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Buyer Owner Payment Or Remarks	Smith, Jason	 Total Before Discount Discount Total Down Pa Freight Rogunding Tax Total Credit Applied Amou Open Balance 	ayment	5.	returned) Right Row Click < Add > <	-click > Delete	
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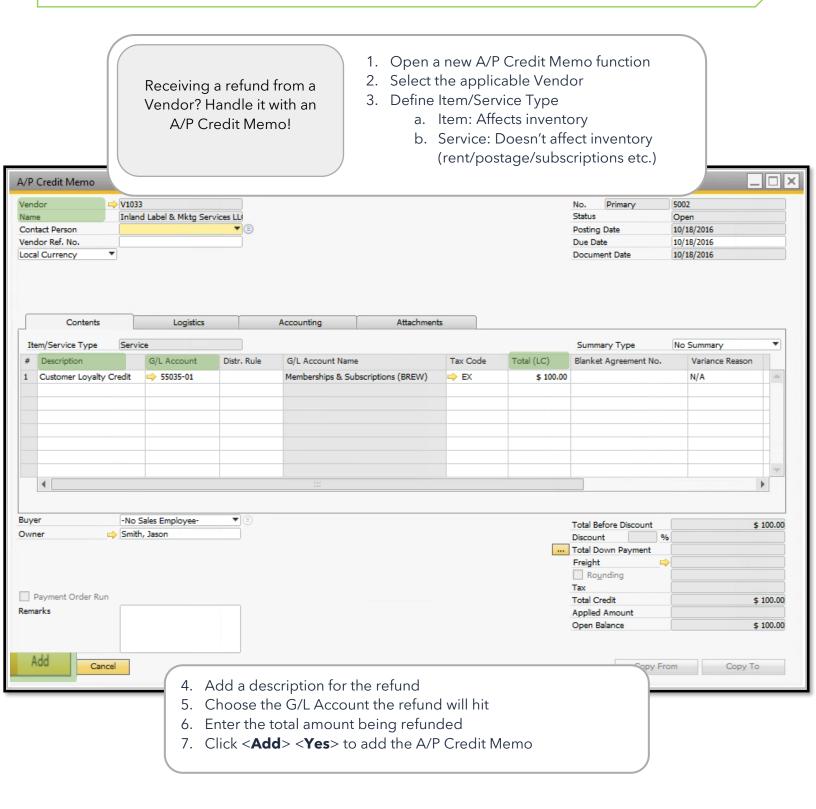
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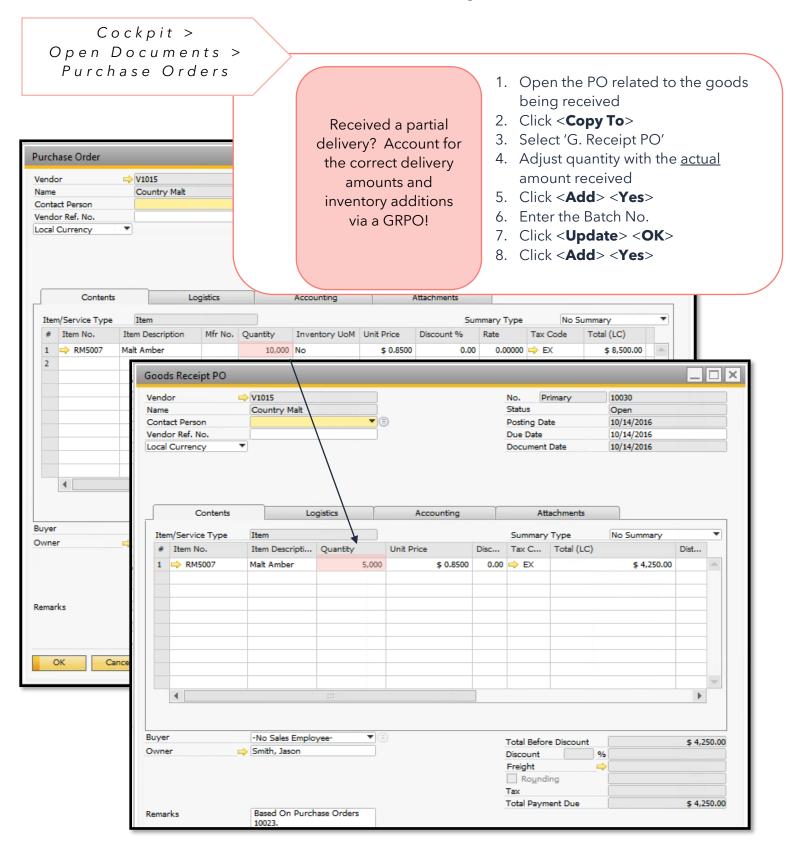
Modules > Purchasing - A/P > A/P Credit Memo



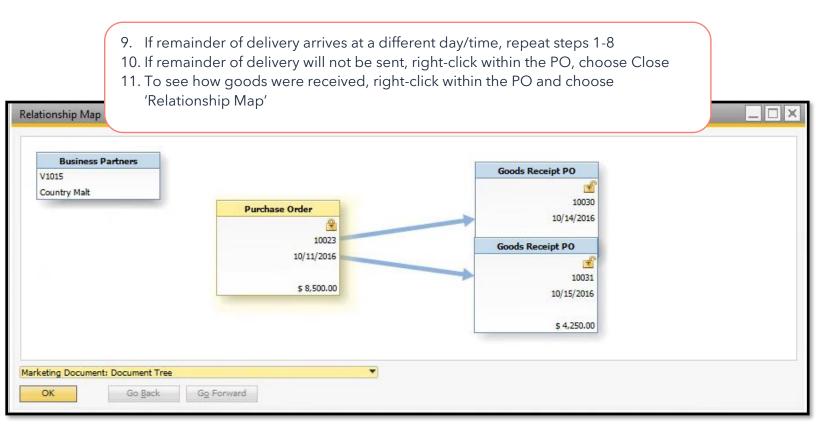
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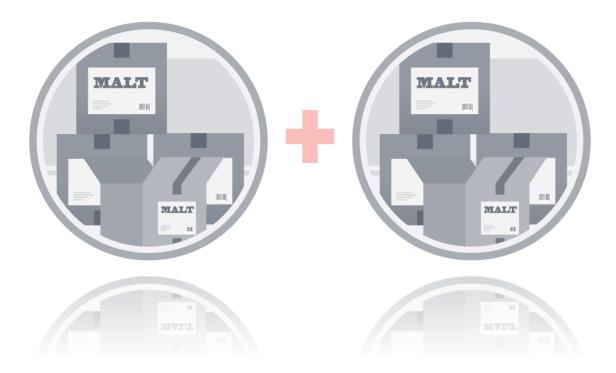


Partial Delivery





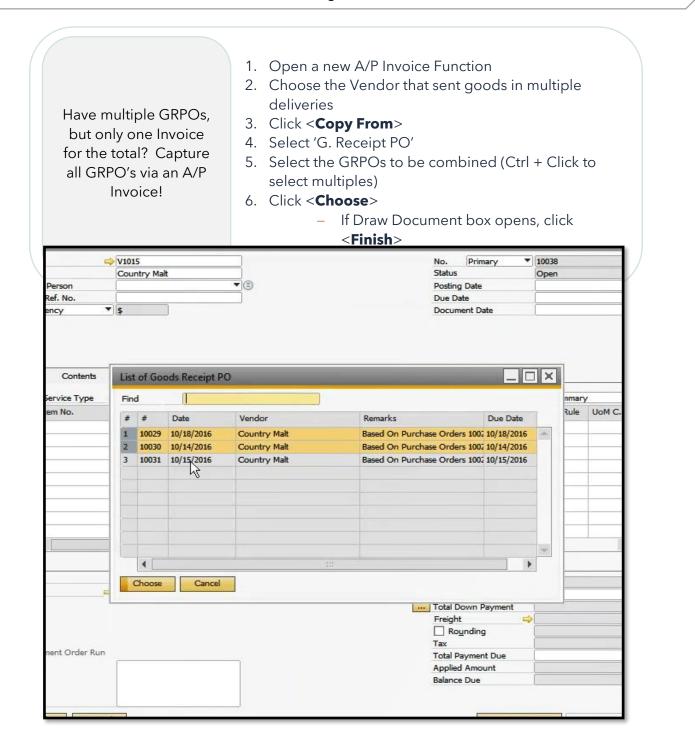




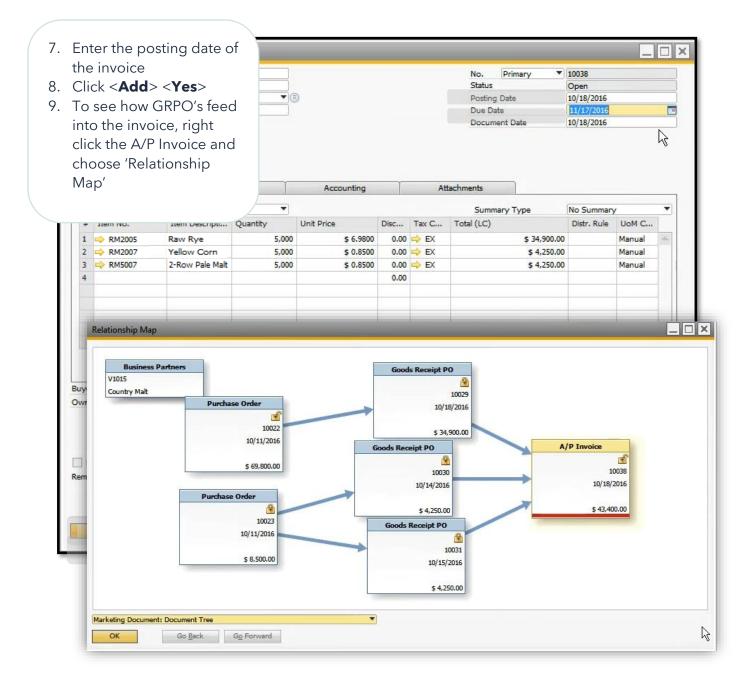


Combining multiple deliveries

Modules > Purchasing - A/P > A/P Invoice









Price Changes

- 1. Open existing GRPO for invoiced inventory
- 2. Click <**Copy To**>
- 3. Select A/P Invoice
- 4. Updated Posting Date
- 5. Update Unit Price

Did you receive an Invoice

reflecting a different price?

via an A/P Invoice!

Capture any price adjustments

- 6. Click <**Add**> <**Yes**>
- 7. To double check price adjustment, open entered A/P Invoice
- 8. Right Click and select 'Journal Entry'
- 9. Will reflect original 'Debit' price and the 'Credit' price adjustment

Goods Receipt PO	Ś										×		٩,-	Look up
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Name	Abracadabra Printing						Status	0	Open					
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	Vodka Bottles & Tamper Strips						Due Da		01/05/17			<u></u>		
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Name	Abracadabra Printing	1				Blar	nket Ac	reement						
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Local Currency 💌						Exp	pand Ed	liting Mode						
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Reports by persona

http://support.orchestratedbeer.com/hc/en-us/articles/219972028-Reports-by-Persona

Inventory > Inventory Reports > Inventory in Warehouse Report

Inventory in Warehouse Report

- Quickly pull all current inventory levels for items
- Filter by code, vendor, item group, location and/or warehouse

Inventory > Inventory Reports > Batch Number Transaction Report

Batch Number Transaction Report

- Shows a list of batches for items
- Used to show what batches are currently in stock

Inventory > Inventory Reports > Orchestrated Reports > Future Inventory Status Analysis

Future Inventory Status Analysis

• Supply/Demand of inventory 3 weeks (21 days) into the future

Provides guideline for what and when to order more inventory

Inventory > Inventory Reports > Orchestrated Reports > Quick Raw Inventory Planning Sheet

Quick Raw Inventory Planning Sheet <u>"MRP Lite"</u>

• Gives an idea of deficiencies found within supply & demand

Purchasing - A/P > Purchasing Reports > Orchestrated Reports > Open Purchase Order Expedite List

Open Purchase Order Expedite List

- Quick snapshot of *past due* items by Vendor
- Includes contact phone number & email link

Inventory > Inventory Reports > Inventory Audit Report

Inventory Audit Report

- Can be pulled via Item Master Data (right-click)
- Find where specific items are deficient
- Quick display of all increases/decreases within inventory

Inventory > Inventory Reports > Orchestrated Reports > Available to Promise

Available to Promise

- Shows specific reasons there are commitments or orders placed on items
- Supply/Demand changes

Inventory > Inventory Reports > Orchestrated Reports > Inventory Count Variance Analysis

Inventory Count Variance Analysis

 Analysis of inventory counts and determining variance patterns