

**Prognosinformativskvalitet**

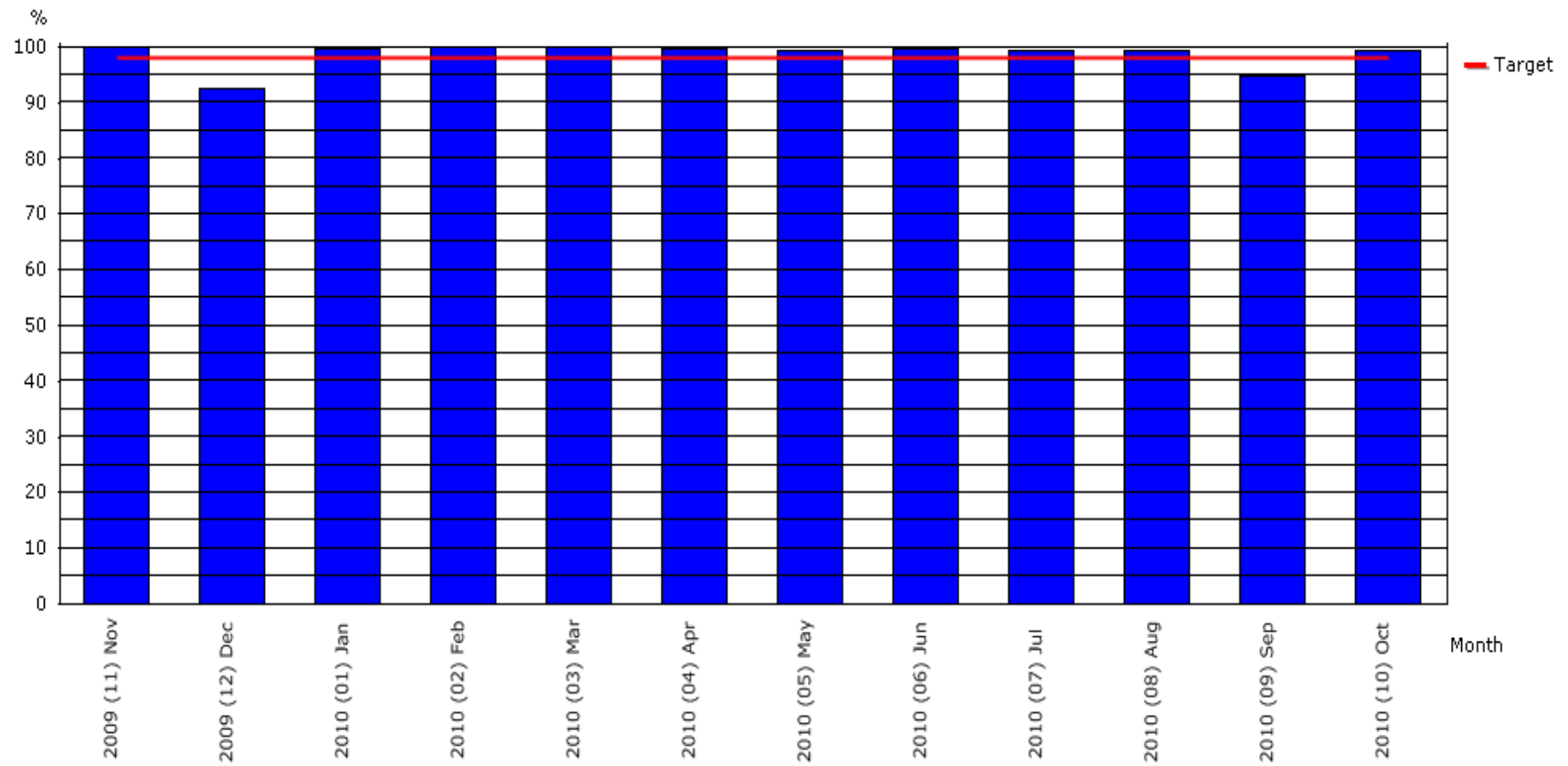
## Leveransprecision. Nyckel faktorer.

- Kapacitet och behov i balans.
- Flexibilitet i alla led.
- Aktiv Planering/Materialförsörjning.
- Bra Produktkvalitet.
- Bra Prognoskvalitet.

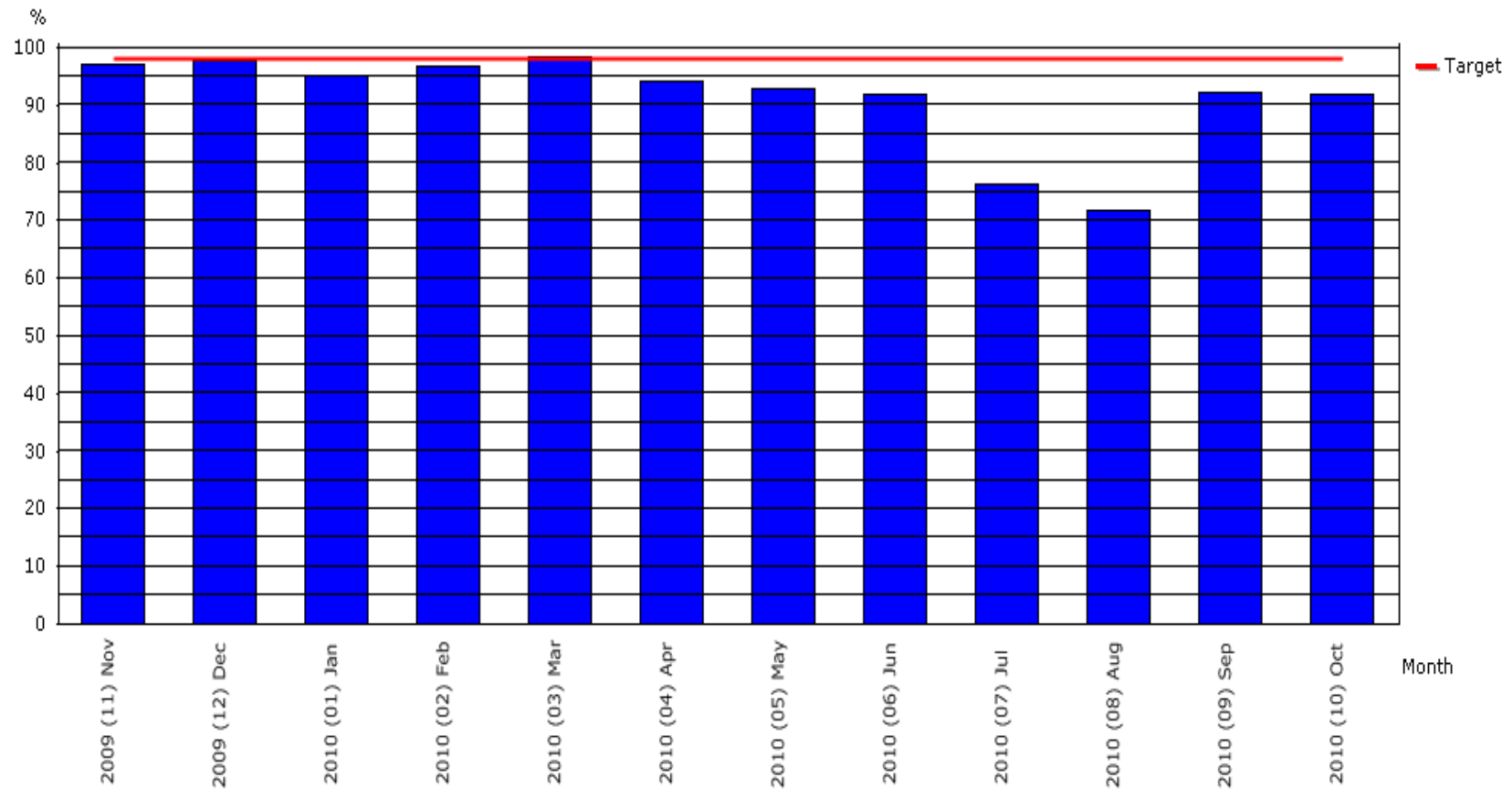
## Leveransprecision. Mätmetod.

- Rätt levererade order (antal och tid) jämfört med Totalt antal order.
- Mål: min. 98% rätt levererade order.

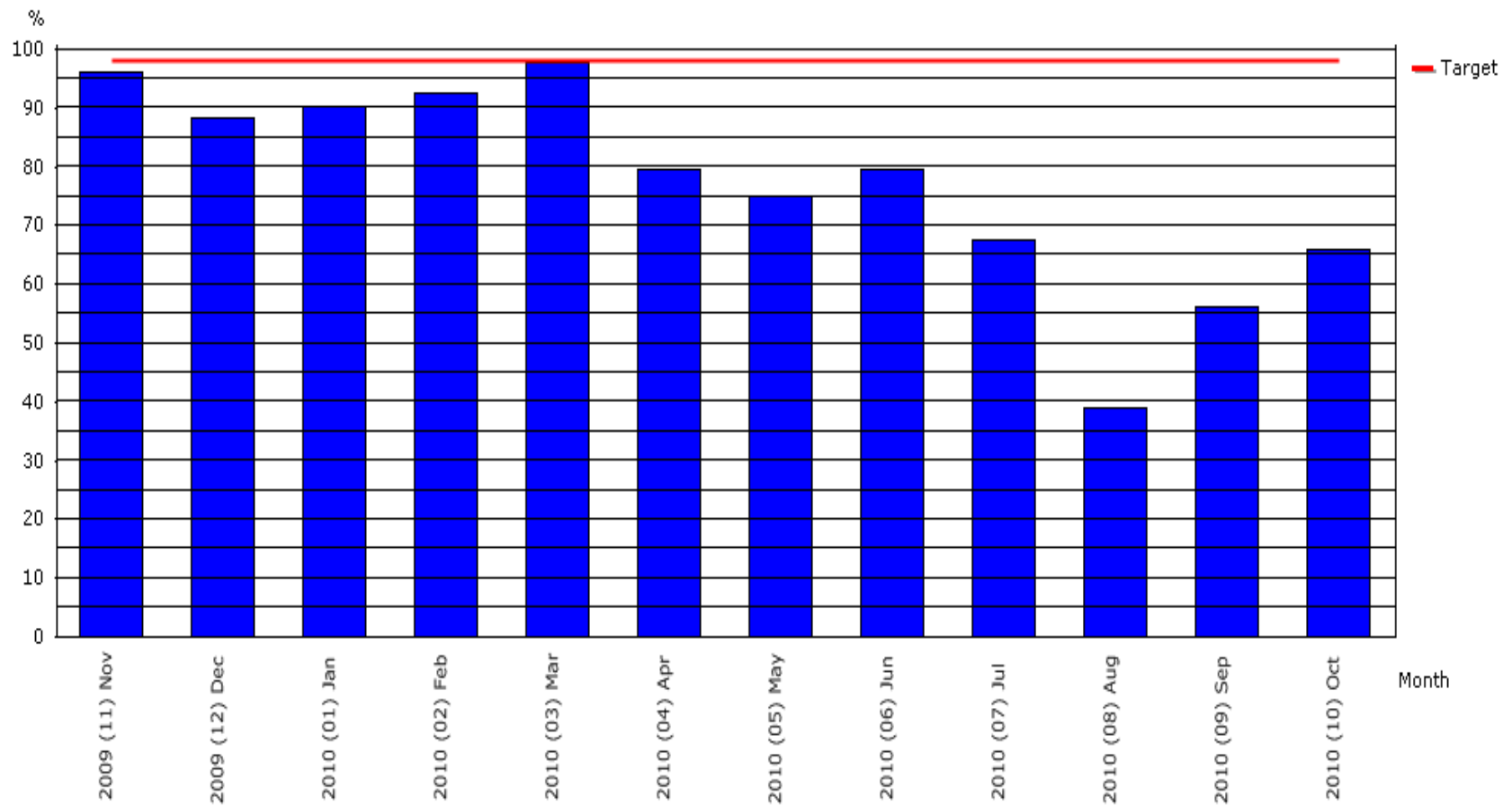
# Leveransprecision. Kund A



# Leveransprecision. Kund B



# Leveransprecision. Kund C

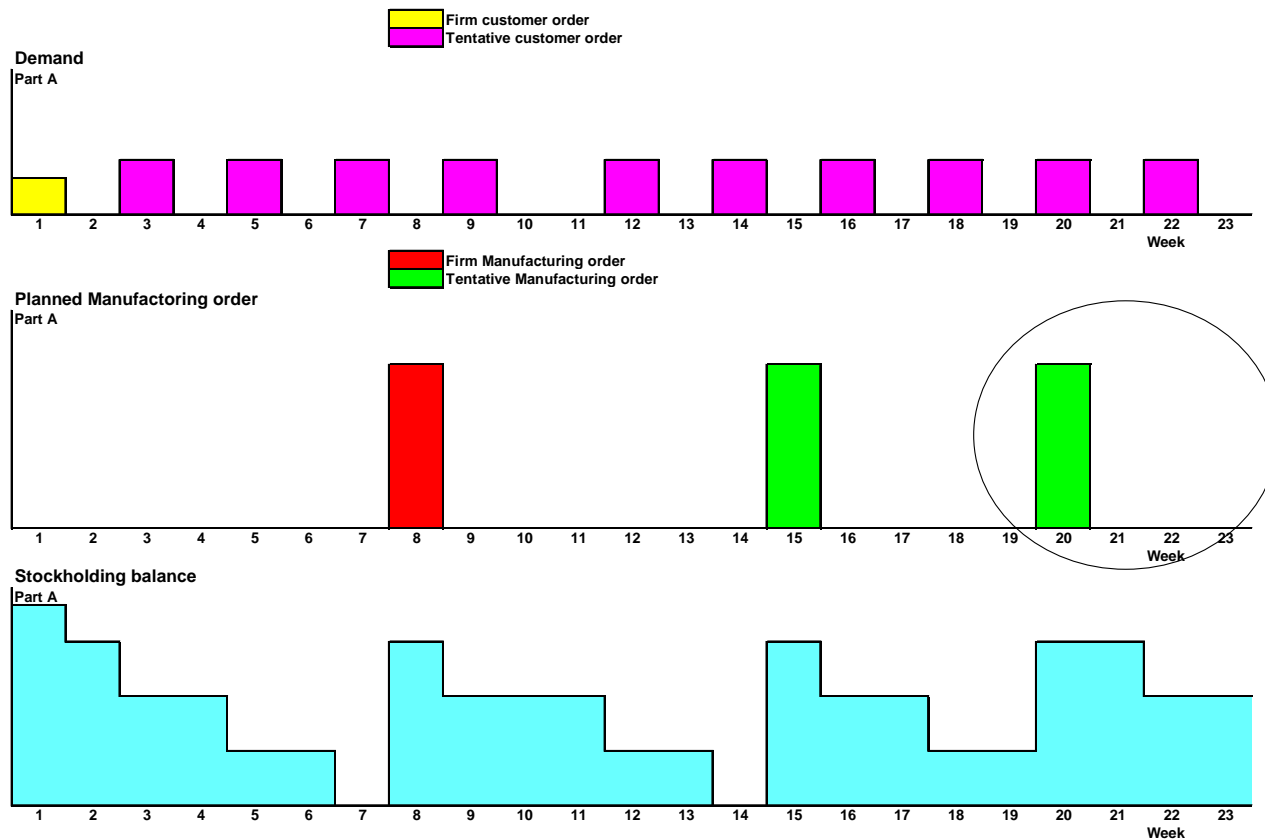


## Prognoskvalitet. Viktiga ledtider.

- Beställning av Råmaterial och Verktyg.
- Start av Tillverkningsorder.
- Leverans.

# Beställning Råmaterial och Verktyg.

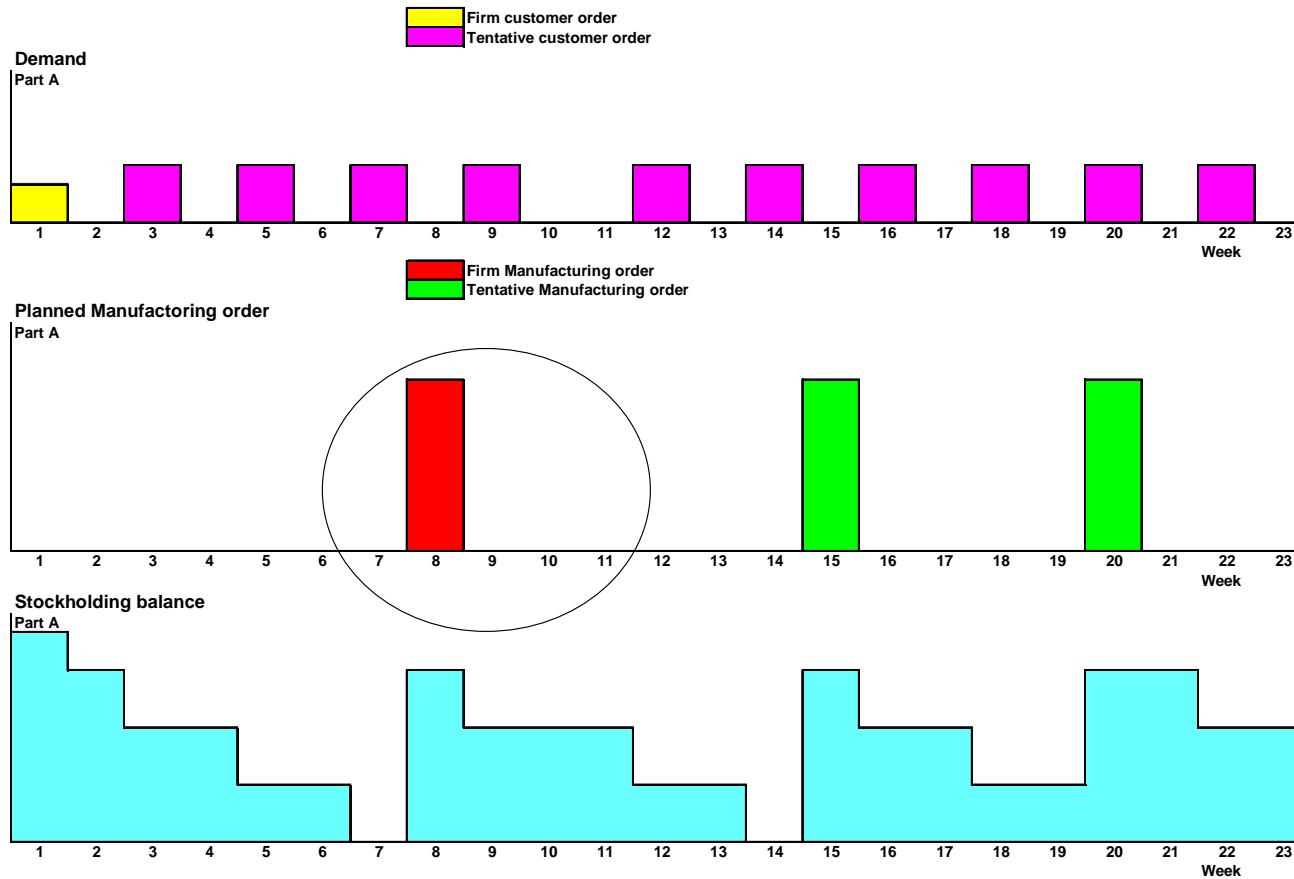
Relation: Demand, Planned Manufacturing orders/ Customer orders and Stockholding balance.





# Start av Tillverkningsorder.

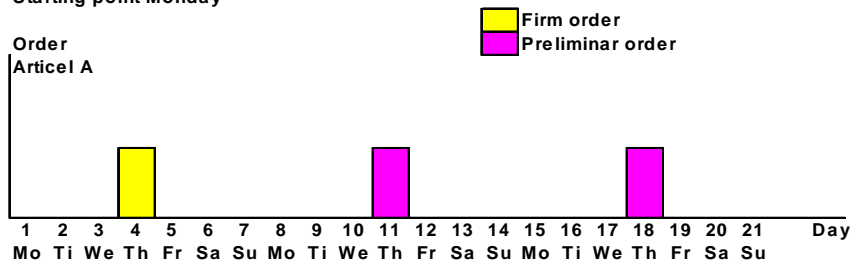
Relation: Demand, Planned Manufacturing orders/Customer orders and Stockholding balance.



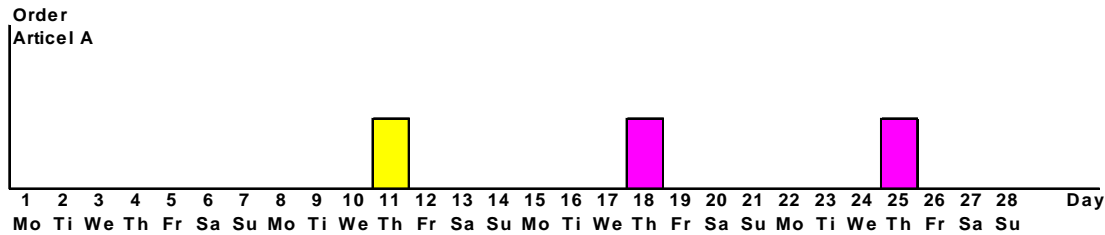
# Leverans.

## Call off

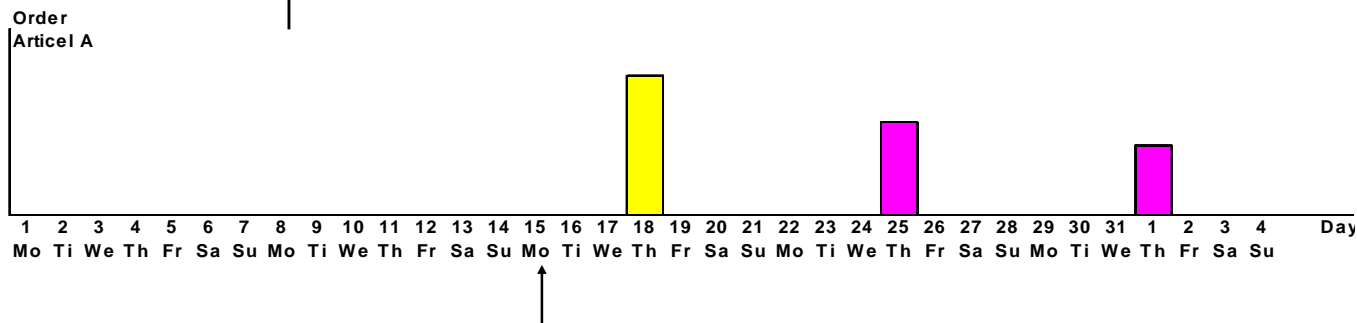
Starting point Monday



Call-off on Monday

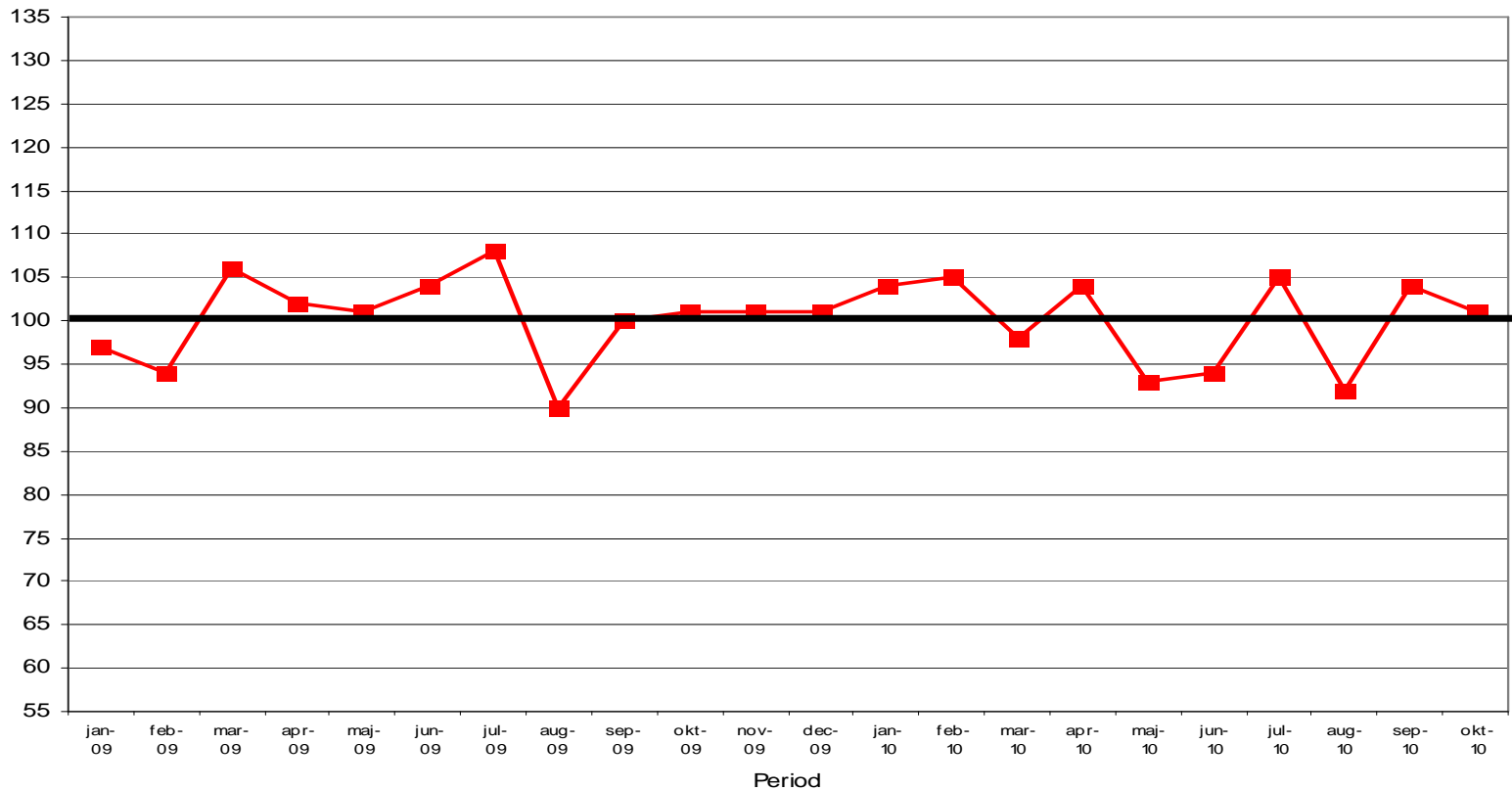


Call-off on next Monday



# Prognos kvalitet. Total försäljning.

**Order stock First day in the month vs. actual sales**



## Prognoskvalitet Månad 1. Bultens mätmetod.

Item No	Delivery schedule June Total pcs	Firm orders June Total pcs	Forecast Quality %
1	364 000	335 000	-8%
2	40 500	40 500	0%
3	350 000	325 000	-7%
4	12 000	10 500	-13%
5	125 000	111 000	-11%
6	52 000	56 000	8%
7	26 000	35 000	35%
8	29 000	29 000	0%
9	125 000	185 000	48%
10	15 000	13 500	-10%
11	250 000	245 000	-2%
12	12 000	12 000	0%
13	26 000	38 000	46%
14	35 000	42 000	20%
15	159 000	115 000	-28%
16	12 500	12 500	0%
17	125 500	145 000	16%
18	12 000	5 000	-58%
19	17 000	16 000	-6%
20	1 500	2 000	33%

Group	Number of items	Share
>-20%	2	10%
-20-- -11%	2	10%
-10-- -6%	4	20%
-5-- +5%	5	25%
-6-- +10%	1	5%
-11-- +20%	2	10%
>+20%	4	20%
	<b>20</b>	<b>100%</b>

## Prognoskvalitet. 15 artiklar 10 kunder

Customer	>-20%	-20% -- -11%	-10% -- -6%	-5% -- +5%	+6% -- +10%	+11% -- +20%	>+20%	TOTAL
1	1	1	0	10	3	0	0	15
2	0	1	2	9	1	1	1	15
3	0	0	0	7	4	2	2	15
4	3	0	5	6	0	1	0	15
5	0	0	1	6	6	2	0	15
6	1	0	0	5	0	5	4	15
7	2	2	1	4	1	3	2	15
8	0	1	1	4	1	4	4	15
9	1	1	0	2	0	5	6	15
10	4	6	2	1	1	0	1	15
<b>TOTAL</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>54</b>	<b>17</b>	<b>23</b>	<b>20</b>	<b>150</b>

Customer	>-20%	-20% -- -11%	-10% -- -6%	-5% -- +5%	+6% -- +10%	+11% -- +20%	>+20%	TOTAL
1	7%	7%	0%	67%	20%	0%	0%	15
2	0%	7%	13%	60%	7%	7%	7%	15
3	0%	0%	0%	47%	27%	13%	13%	15
4	20%	0%	33%	40%	0%	7%	0%	15
5	0%	0%	7%	40%	40%	13%	0%	15
6	7%	0%	0%	33%	0%	33%	27%	15
7	13%	13%	7%	27%	7%	20%	13%	15
8	0%	7%	7%	27%	7%	27%	27%	15
9	7%	7%	0%	13%	0%	33%	40%	15
10	27%	40%	13%	7%	7%	0%	7%	15
<b>TOTAL</b>	<b>8%</b>	<b>8%</b>	<b>8%</b>	<b>36%</b>	<b>11%</b>	<b>15%</b>	<b>13%</b>	<b>150</b>

55%

79%

## Resultat av Låg Prognoskvalitet.

- Dålig Leveransprecision.
- Lägre effektivitet pga ständiga omplaneringar.
- Extra kostnader frakter.
- Ökade lager.
- Ökade inkuranser.