

Case Study 3: Run Manufacturing Company with ERPSIM**Table 1: Tasks for running manufacturing company (Introduction) in Quarter 1**

Simulation Role	Function	Transaction Code
CEO (Team Leader)	Watch financial statement	F.01 (page 2)
	Check price market report	ZMarket (page 3)
	Check summary sales report	ZVC2 (page 3)
	Check sales order report	ZVA05 (page 4)
	Check inventory report	ZMB52 (page 4)
Marketing & Sales Manager	Change product selling prices	VK32 (page 5)
	Make marketing expense planning	ZADS (page 6)
	Check price market report	ZMarket (page 3)
	Check summary sales report	ZVC2 (page 3)
	Check sales order report	ZVA05 (page 4)
Production & Planning Manager	Check individual stock level	MD04 (page 7)
	Check inventory report	ZMB52 (page 4)
MM Manager	Check individual stock level	MD04 (page 7)
	Check inventory report	ZMB52 (page 4)

Note:

If your team has only three members, then your team may combine the roles for CEO and Production & Planning Manager together.

1. Watch Financial Statement

(Transaction Code F.01)

- Enter your company code: \$\$
- Select SIM1 for "Financial Statement Version"
- Select ALV Tree Control



(ENTER)

Financial Statements

WFL account selection

Chart of accounts to

G/L account to

Company code to XX

Selection using search help

Search help ID

Search string

Search help

Transaction Figures Selection

Business area to

Currency type

Ledger

Further selections Special evaluations Output control

Financial statement version SIM1 Language EN

Reporting year 2010

Reporting periods 1 to 16

Comparison year 2009

Comparison periods 1 to 16

Plan version (ledger 00 only)

List output

☐ Classical list

☐ ALV grid control

☒ ALV Tree Control

Layout

Layout

Click

(EXECUTE)

F.S. item/account	Tot.rpt.pr	tot.cmp.pr	Abs. diff.
Balance Sheet	0.00	0.00	0.00
Assets	20,674,850.00	0.00	20,674,850.00
Current assets	2,674,850.00	0.00	2,674,850.00
113300 Bank Cash Account	9,700.00	0.00	9,700.00
300000 Raw materials	995,150.00	0.00	995,150.00
792000 Finished goods	1,670,000.00	0.00	1,670,000.00
Long-term assets	18,000,000.00	0.00	18,000,000.00
001000 Land	2,000,000.00	0.00	2,000,000.00
002000 Buildings	10,000,000.00	0.00	10,000,000.00
011000 Machinery and equipment	6,000,000.00	0.00	6,000,000.00
Liabilities and Owners' Equity	20,674,850.00	0.00	20,674,850.00
Liabilities	12,000,000.00	0.00	12,000,000.00
Current liabilities	12,000,000.00	0.00	12,000,000.00
113101 Bank Loan	12,000,000.00	0.00	12,000,000.00
Equity	8,674,850.00	0.00	8,674,850.00
Shareholders Equity	8,000,000.00	0.00	8,000,000.00
070000 Common stock	8,000,000.00	0.00	8,000,000.00
Retained Earnings	674,850.00	0.00	674,850.00
Net Income	674,850.00	0.00	674,850.00
Calculated profit	674,850.00	0.00	674,850.00
Income Statement	674,850.00	0.00	674,850.00
Cost of Goods Sold	674,850.00	0.00	674,850.00
Cost of Goods Manufactured	995,150.00	0.00	995,150.00
400000 Consumption Raw Materials	995,150.00	0.00	995,150.00
Ending Inventory	1,670,000.00	0.00	1,670,000.00
895000 Total Finished Products Prod	1,670,000.00	0.00	1,670,000.00
Net Income(Loss)	674,850.00	0.00	674,850.00
Calculated profit	674,850.00	0.00	674,850.00

2. Check Price Market Report (for all companies)

(Transaction Code ZMarket)

ERPsim: Price Market Report as of Qtr 0 Day 00

Quarter	D	Product	Minimum	Average	Maximum
4	10	Strawberry Muesli 1.0 kg.	5,02	5,02	5,02
		Raisin Muesli 1.0 kg.	3,70	3,70	3,70
		Blueberry Muesli 1.0 kg.	4,80	4,80	4,80
		Mixed Fruit Muesli 1.0 kg.	4,52	4,52	4,52
		Nut Muesli 1.0 kg.	3,90	3,94	4,00
	12	Original Muesli 1.0 kg.	3,60	3,60	3,60
		Mixed Fruit Muesli 1.0 kg.	4,90	4,90	4,90
		Original Muesli 1.0 kg.	4,00	4,00	4,00
		Strawberry Muesli 1.0 kg.	5,10	5,10	5,10
		Blueberry Muesli 1.0 kg.	4,90	4,90	4,90
3	10	Nut Muesli 1.0 kg.	3,95	3,96	4,00
		Raisin Muesli 1.0 kg.	4,00	4,00	4,00
		Original Muesli 1.0 kg.	3,60	3,60	3,60
		Raisin Muesli 1.0 kg.	3,70	3,70	3,70
		Nut Muesli 1.0 kg.	4,00	4,00	4,00
	12	Strawberry Muesli 1.0 kg.	5,02	5,02	5,02
		Blueberry Muesli 1.0 kg.	4,80	4,80	4,80
		Mixed Fruit Muesli 1.0 kg.	4,52	4,52	4,52
		Raisin Muesli 1.0 kg.	4,00	4,00	4,00
		Mixed Fruit Muesli 1.0 kg.	4,90	4,90	4,90
2	10	Original Muesli 1.0 kg.	4,00	4,00	4,00
		Strawberry Muesli 1.0 kg.	5,10	5,10	5,10
		Nut Muesli 1.0 kg.	4,00	4,00	4,00
		Blueberry Muesli 1.0 kg.	4,90	4,90	4,90
		Blueberry Muesli 1.0 kg.	4,80	4,86	5,18

3. Check Summary Sales Report (only for your company)

(Transaction Code ZVC2)

ERPsim: Summary Sales Report as of Quarter 0 Day 00

Qtr	Day	Material Description	Orders	Qty	Value
2	16	Original Muesli 1.0 kg.	4	3.738	15.008,06
		Strawberry Muesli 1.0 kg.	1	1.231	6.376,58
		Nut Muesli 1.0 kg.	3	2.897	12.646,78
		Mixed Fruit Muesli 1.0 kg.	2	1.916	9.262,25
		Raisin Muesli 1.0 kg.	1	724	3.019,08
	15	Blueberry Muesli 1.0 kg.	2	1.871	9.834,53
		Raisin Muesli 1.0 kg.	1	758	3.160,86
		Original Muesli 1.0 kg.	2	3.060	11.842,20
		Nut Muesli 1.0 kg.	1	736	3.304,64
		Mixed Fruit Muesli 1.0 kg.	2	2.044	9.890,00
	14	Strawberry Muesli 1.0 kg.	1	671	3.643,53
		Nut Muesli 1.0 kg.	4	4.928	21.070,72
		Mixed Fruit Muesli 1.0 kg.	4	3.141	15.399,00
		Raisin Muesli 1.0 kg.	2	1.481	6.175,77
	13	Original Muesli 1.0 kg.	1	712	2.933,44
		Strawberry Muesli 1.0 kg.	3	3.082	16.132,76
		Blueberry Muesli 1.0 kg.	1	1.014	5.252,52
		Mixed Fruit Muesli 1.0 kg.	1	680	3.400,00
		Nut Muesli 1.0 kg.	1	617	2.770,33
12		Raisin Muesli 1.0 kg.	2	2.193	8.772,06
		Nut Muesli 1.0 kg.	2	2.352	10.154,48
		Original Muesli 1.0 kg.	2	2.265	8.934,05
		Blueberry Muesli 1.0 kg.	1	581	3.154,83
		Mixed Fruit Muesli 1.0 kg.	1	1.360	6.460,00
		Strawberry Muesli 1.0 kg.	4	3.067	16.350,06

4. Check Sales Order Report(for your company)

(Transaction Code ZVA05)

System Help

SAP

ERPsim: Sales Order Report as of Qtr 0 Day 00

Qtr	Day	Dchl	Area	Material Description	Sold-to party	Price	Qty	Value	A/R Qtr	A/R Day
4	55	10	NORTH	Mixed Fruit Muesli 1.0 kg.	80108	4,52	1.469	6.639,88	5	30
			SOUTH	Mixed Fruit Muesli 1.0 kg.	80104	4,52	1.401	6.332,52	5	30
				Original Muesli 1.0 kg.	80103	3,60	1.967	7.081,20	5	30
			WEST	Strawberry Muesli 1.0 kg.	80110	5,02	1.289	6.470,78	5	30
		12	NORTH	Blueberry Muesli 1.0 kg.	80144	4,90	700	3.430,00	5	16
				Original Muesli 1.0 kg.	80166	4,00	787	3.148,00	5	19
				Strawberry Muesli 1.0 kg.	80147	5,10	562	2.866,20	5	19
			SOUTH	Original Muesli 1.0 kg.	80121	4,00	764	3.056,00	5	17
			WEST	Original Muesli 1.0 kg.	80148	4,00	929	3.716,00	5	19
	54	10	NORTH	Original Muesli 1.0 kg.	80108	3,60	1.976	7.113,60	5	29
			SOUTH	Original Muesli 1.0 kg.	80106	3,60	1.904	6.854,40	5	29
				Nut Muesli 1.0 kg.	80103	3,90	1.389	5.417,10	5	29
				Original Muesli 1.0 kg.	80106	3,60	1.833	6.598,80	5	29
		12	NORTH	Strawberry Muesli 1.0 kg.	80133	5,10	559	2.850,90	5	17
				Raisin Muesli 1.0 kg.	80144	4,00	849	3.396,00	5	16
			SOUTH	Mixed Fruit Muesli 1.0 kg.	80113	4,90	672	3.292,80	5	18
				Original Muesli 1.0 kg.	80112	4,00	899	3.596,00	5	16
			WEST	Strawberry Muesli 1.0 kg.	80158	5,10	582	2.968,20	5	18
				Nut Muesli 1.0 kg.	80164	3,95	807	3.187,85	5	16
				Nut Muesli 1.0 kg.	80150	3,95	846	3.341,70	5	16
				Original Muesli 1.0 kg.	80160	4,00	908	3.632,00	5	19
	53	10	NORTH	Raisin Muesli 1.0 kg.	80105	3,70	1.867	6.907,90	5	28
			SOUTH	Original Muesli 1.0 kg.	80103	3,60	1.887	6.793,20	5	28
			WEST	Original Muesli 1.0 kg.	80109	3,60	1.916	6.897,60	5	28
				Blueberry Muesli 1.0 kg.	80109	4,80	1.485	7.128,00	5	28

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5. Check Inventory Level

(Transaction Code: ZMB52)

Inventory Report

Warehouse Capacity

Finished Goods:	182,017 /	Unlimited
Raw Materials:	0 /	Unlimited
Packaging:	0 /	Unlimited

Inventory Report: Quarter 4 Day 01

SLoc	Material	Material Description	Stock	Unit
02	YY-F01	1 Kg Nut Muesli	0	ST
	YY-F02	1 Kg Blueberry Muesli	25,158	ST
	YY-F03	1 Kg Strawberry Muesli	72,556	ST
	YY-F04	1 Kg Raisin Muesli	26,434	ST
	YY-F05	1 Kg Original Muesli	22,767	ST
	YY-F06	1 Kg Mixed Fruit Muesli	35,102	ST
88	YY-P01	Large box 1kg	0	ST
	YY-P02	Large plastic bag 1kg	0	ST
	YY-P03	Small box 0.5kg	0	ST
	YY-P04	Small plastic bag 0.5kg	0	ST
	YY-R01	Nut	0	KG
	YY-R02	Blueberry	0	KG
	YY-R03	Strawberry	0	KG
	YY-R04	Raisin	0	KG
	YY-R05	Wheat	0	KG
	YY-R06	Oat	0	KG

6. Change Product Sales Prices

(Transaction Code VK32)

- Select Price -> Price List and click on it

Change Condition Records

Prices:

- Material Price
- Price List**
- Individual Price
- Discounts/Surcharge
- Freight
- Taxes
- Conditions

- Enter your company code: \$\$
- Enter distribution channel: 10 - 12
- Condition Type: PR00
- Document Currency: EUR



(ENTER)



(EXECUTE)

Price List with Release Status

Sales Organization	YY	to		Up Down Left Right Refresh Print
Distribution Channel	10	to	12	
Price List		to		
Condition Type	PR00	to		
Document Currency	EUR	to		
Material		to		
Release status		to		
Valid On	2011-12-08			

Change your prices for your products in channels 10 and 12.

Change Condition Records: Overview

Prices
 Material Price
 Price List
 Individual Price
 Discounts/Surcharge
 Freight
 Taxes
 Conditions

Sales Organization YY Sales Org. Y
 Price List 01 Wholesale
 All Fields

S	Variable key	Amount	Unit	per	UoM	CCon	NumC	B	P	Valid F
	Entry 001 Curr Material Rest									
	PR00 10 EUR YY-F01	1 Kg	EUR	5.60	1 ST					2009-
	PR00 10 EUR YY-F02	1 Kg	EUR	6.10	1 ST					2009-
	PR00 10 EUR YY-F03	1 Kg	EUR	5.90	1 ST					2009-
	PR00 10 EUR YY-F04	1 Kg	EUR	4.50	1 ST					2009-
	PR00 10 EUR YY-F05	1 Kg	EUR	4.80	1 ST					2009-
	PR00 10 EUR YY-F06	1 Kg	EUR	5.80	1 ST					2009-
	PR00 12 EUR YY-F01	1 Kg	EUR	5.90	1 ST					2009-
	PR00 12 EUR YY-F02	1 Kg	EUR	6.30	1 ST					2009-
	PR00 12 EUR YY-F03	1 Kg	EUR	5.99	1 ST					2009-
	PR00 12 EUR YY-F04	1 Kg	EUR	5.10	1 ST					2009-
	PR00 12 EUR YY-F05	1 Kg	EUR	5.20	1 ST					2009-
	PR00 12 EUR YY-F06	1 Kg	EUR	6.20	1 ST					2009-



(ENTER)



(SAVE)

7. Make Market Expense Planning

(Transaction Code: ZADS)

- Enter your amount in your selected areas (total three) and products (total six)
- (ENTER)

Marketing Expense Planning

Marketing Plan (Daily Amounts)

Material	Description	North	South	West
YY-F01	1 Kg Nut Muesli	5		
YY-F02	1 Kg Blueberry Muesli		6	
YY-F03	1 Kg Strawberry Muesli			10
YY-F04	1 Kg Raisin Muesli			
YY-F05	1 Kg Original Muesli	15		
YY-F06	1 Kg Mixed Fruit Muesli			

Clear

Daily Total: 80



(ENTER)



(SAVE)

8. Review Individual or Collective Stock level

(Transaction Code MD04)

1.) For checking individual stock level:

- Select “Individual Access” TAB
- Enter your material (either finished product or raw material)
- Enter plant: \$\$

Stock/Requirements List: Initial Screen

Individual access Collective access

Material: AA-F01 1 Kg Nut Muesli

Plant: AA Factory A

☐ With filter

- (ENTER)

Stock/Requirements List as of 10:36 hrs

Hide Overview Tree

Material: AA-F01 1 Kg Nut Muesli

Plant: AA MRP type: PD Material Type: FERT Unit: ST

A	Date	MRP e	MRP element data	Reschedull	E	Receipt/Reqmt	Available Qty	S
	2011-12-09	Stock					11,373	
	2011-10-02	PrdOrd	000001000165/PP01	07		20,000	31,373	02
	2011-10-02	PldOrd	0000001190/STCK	07		50,000	81,373	02
	2011-10-02	PldOrd	0000001191/STCK	07		18,627	100,000	02
	2011-10-02	IndReq	LSF			100,000-	0	

2.) For checking collective stock level:

- Select “Collective Access” TAB
- Enter your plant : \$\$
- Enter MRP Controller:101

Stock/Requirements List: Initial Screen

Individual access Collective access

Plant ☐ Factory T

Selection by

- ☒ MRP controller Dairy Controller
- ☐ Product group
- ☐ Vendor
- ☐ Production line
- ☐ Class
- ☐ Class Type

Restrict Selection

Material Data Flags

Procurement type ☐ ABC Indicator ☐ MRP Type ☐

Special procurement ☐ Plant-sp.mat status ☐

☒ Set up lists in background

☐ With Filter

➤  (ENTER)

Stock/Requirements List: Material List

 Selected stock/requirements lists Define traffic light  Exception groups

Plant Factory Z

MRP Controller Muesli Controller

Light	Material	Material Description	A	StckDS	1st R...	2nd R	1	2	3	4	5	6	7	8	Pl...	B...	M...	P...	S...	A...	M.	Cde	C
	ZZ-F01	1kg Nut Muesli		999.9	€ 1st RDS	99.9									0	ST	FERT	X			PD	000	
	ZZ-F02	1kg Blueberry Muesli		999.9	999.9	999.9									0	ST	FERT	X			PD	000	
	ZZ-F03	1kg Strawberry Muesli		999.9	999.9	999.9									0	ST	FERT	X			PD	000	
	ZZ-F04	1kg Raisin Muesli		999.9	999.9	999.9									0	ST	FERT	X			PD	000	
	ZZ-F05	1kg Original Muesli		999.9	999.9	999.9									0	ST	FERT	X			PD	000	
	ZZ-F06	1kg Mixed Fruit Muesli		999.9	999.9	999.9									0	ST	FERT	X			PD	000	
	ZZ-P01	Large Box (1kg)		999.9	999.9	999.9									0	ST	ROH	F			PD	001	
	ZZ-P02	Large Bag (1kg)		999.9	999.9	999.9									0	ST	ROH	F			PD	001	
	ZZ-P03	Small Box (500g)		999.9	999.9	999.9									0	ST	ROH	F			PD	001	
	ZZ-P04	Small Bag (500g)		999.9	999.9	999.9									0	ST	ROH	F			PD	001	
	ZZ-R01	Nuts		999.9	999.9	999.9									0	KG	ROH	F			PD	001	
	ZZ-R02	Blueberries		999.9	999.9	999.9									0	KG	ROH	F			PD	001	
	ZZ-R03	Strawberries		999.9	999.9	999.9									0	KG	ROH	F			PD	001	
	ZZ-R04	Raisins		999.9	999.9	999.9									0	KG	ROH	F			PD	001	
	ZZ-R05	Wheat		999.9	999.9	999.9									0	KG	ROH	F			PD	001	
	ZZ-R06	Oats		999.9	999.9	999.9									0	KG	ROH	F			PD	001	

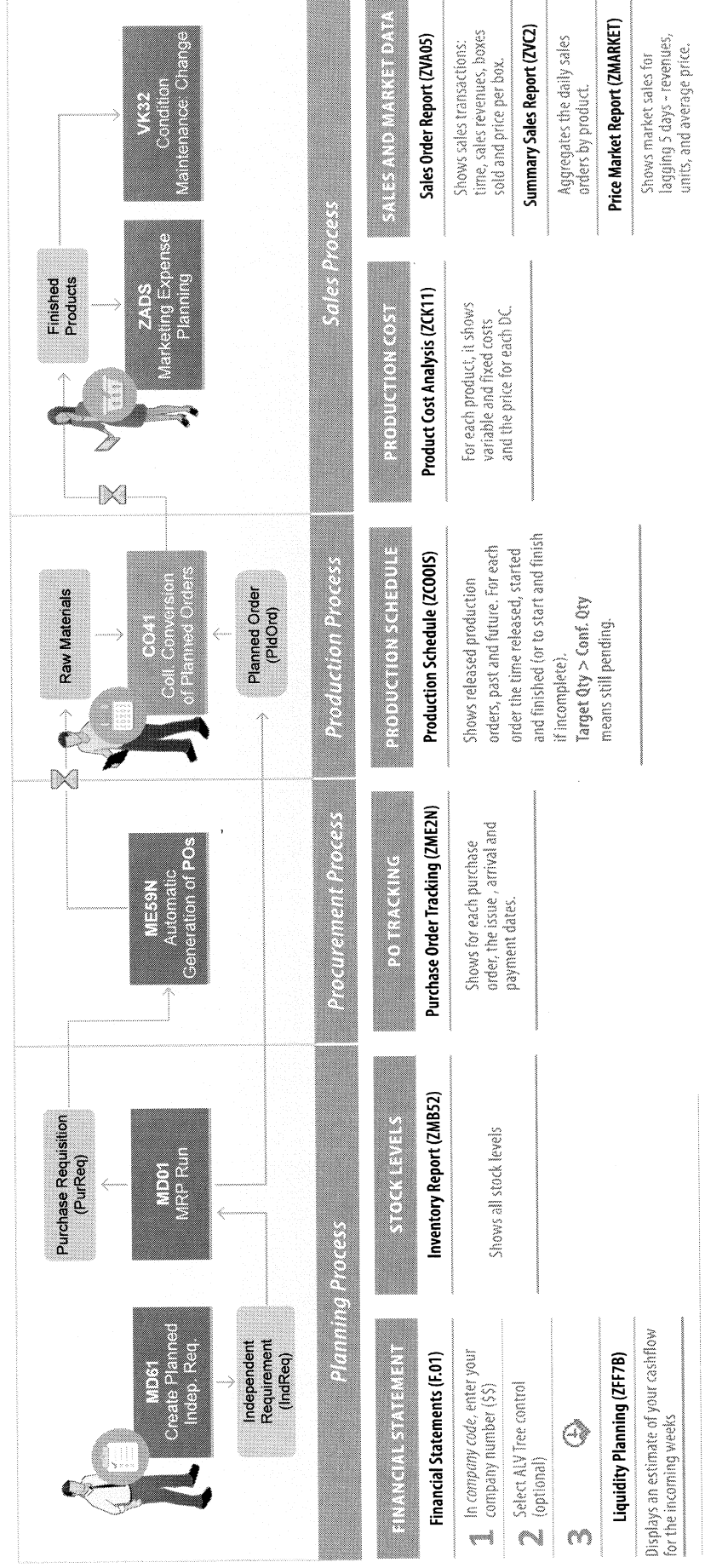
Manufacturing Introduction Game

Login: \$1 to \$9

Password: ERPSIM



FORECAST SALES	CALCULATE REQUIREMENTS	PURCHASING	RELEASE PRODUCTION	MARKETING EXPENSE	CHANGE PRICE
Create Planned Indep. Req. (MD61)	MRP Run (MD01)	Automatic Gen. of POs (ME59N)	Coll. Conversion of Pld Orders (CO41)	Marketing Expense Planning (ZADS)	Condition Maintenance: Change (VK32)
1 Select Product group, then enter : \$\$-F	1	1	1	1 Enter the daily amount of marketing for each product and each area.	1 Open prices folder and double click on <i>Price list</i>
2			? If no planned order: <i>Planned order could not be selected</i>		2 In <i>Distribution channel</i> , enter DC 10 to 12
3 Update forecasted quantities in the 2nd date column	2 Click once again on <i>Enter</i>	2 Purchase orders are created	2 Select orders		3
4	3 In the pop-up window, click	? If no open requisitions : <i>No suitable requisitions found.</i>	3 Click on <i>Convert</i> . Message confirms the conversion.	2 To apply your marketing expense plan	4 Enter your prices
? The quantity corresponds to the replenishment level			? If conversion fails, click on to see log		5



Product Design



Nut	\$\$-F01
40% wheat	
40% oat	
20% nut	
1 box / 1 bag	



Blueberry	\$\$-F02
40% wheat	
40% oat	
20% blueberry	
1 box / 1 bag	



Strawberry	\$\$-F03
40% wheat	
40% oat	
20% strawberry	
1 box / 1 bag	



Raisins	\$\$-F04
40% wheat	
40% oat	
20% raisins	
1 box / 1 bag	



Original	\$\$-F05
50% wheat	
50% oat	
1 box / 1 bag	



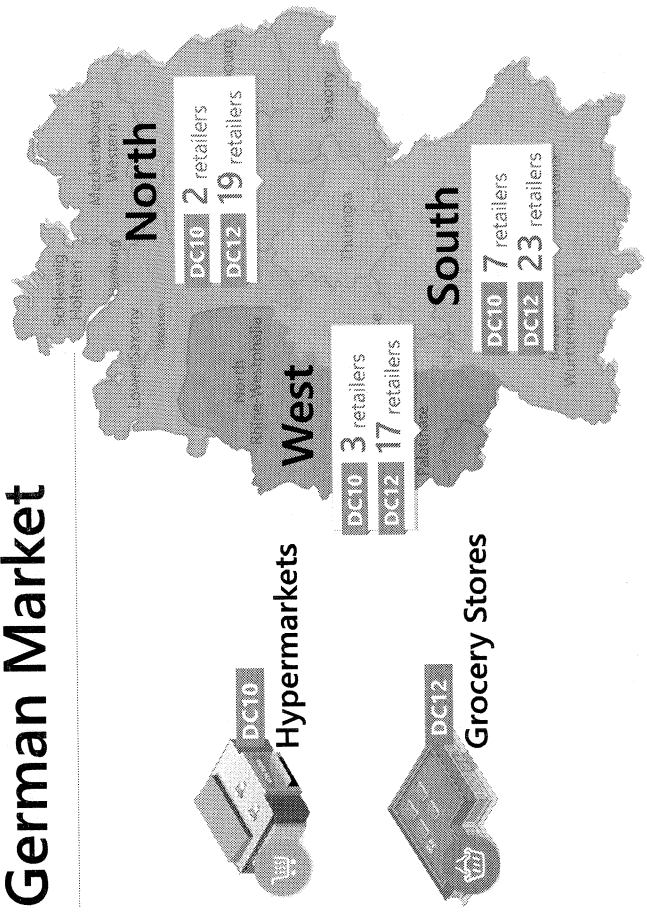
Mixed	\$\$-F06
35% min wheat	
35% min oat	
30% fruits & nuts*	
1 box / 1 bag	
*10% nuts, 5% blueberries, 5% strawberries, 10% raisins	

General Information

CUSTOMERS		SUPPLIERS	
Payment time (days)	DC10	Lead time (days)	3-5
	20	Payment time (days)	15

Total Market Size	Production Capacity	Starting Inventory
Approx. €80 000 in revenue per team per day	25,000 units / day	100,000 units of each finished product

German Market



Cost, inventory & initial pricing

1

ROUND 1



	NUTS	BLUEBERRY	STRAWBERRY	RAISINS	ORIGINAL	MIXED
Raw material Cost	€1,53	€1,97	€1,97	€1,38	€1,36	€1,76
Standard cost	€2,48	€3,09	€3,09	€2,50	€2,65	€2,89
Initial price DC 10	€4,24	€5,18	€5,18	€3,92	€3,87	€4,75
Initial price DC 12	€4,49	€5,43	€5,43	€4,17	€4,12	€5,00
Initial stock	100,000	100,000	100,000	100,000	100,000	100,000