

ERPsim Team

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Was ist ERPsim?

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Einführung in das Distribution Game

HEC MONTRÉAL
ERP SIMULATION GAME
powered by ERPsim

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ERP-Simulations-Spiel – pädagogische Aspekte

- Um zu zeigen, wie ERP-Systeme Geschäftsstrategien unterstützen
- Um ein praktisches Verständnis der Konzepte zu entwickeln, die den untergeordneten Systemen zugrunde liegen
- Um die konkreten Vorteile der Unternehmens-integration aus erster Hand zu erleben
- Entwicklung von technischen Fähigkeiten durch die Arbeit mit einer Enterprise-Software

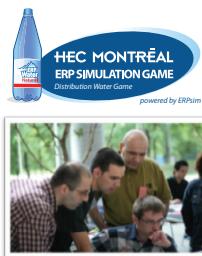
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Distribution Game (Vertriebsspiel)

- In Gruppen von 4 Personen betreibt jedes Team einen Wasserproduzenten mit eigenem Vertrieb
- Mit Hilfe von Standardberichten müssen die Teilnehmer geschäftliche Entscheidungen treffen, um die Rentabilität ihres Betriebes zu gewährleisten



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Der Deutsche Markt



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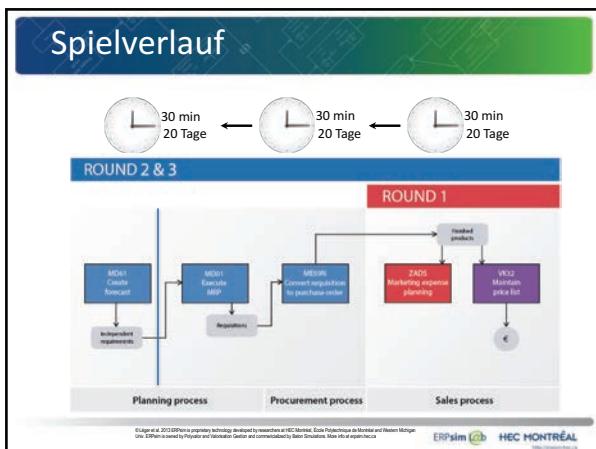
6 products

Product Code	Product Description	Units in box	Cost of boxes
\$\$-B01	1L ClearPure	12 bottles	11.99
\$\$-B02	1L Spritz	12 bottles	14.99
\$\$-B03	1L Lemon Spritz	12 bottles	16.99
\$\$-B04	500mL ClearPure	24 bottles	16.99
\$\$-B05	500mL Spritz	24 bottles	19.99
\$\$-B06	500mL Lemon Spritz	24 bottles	22.99

Das Spiel wird in englischer Sprache gespielt. Es empfiehlt sich, auch das ERP-System in englischer Sprache zu öffnen.

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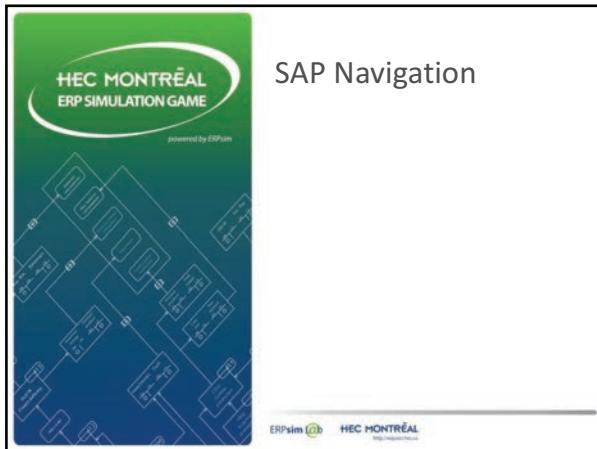


Spielregeln

- Jede Runde wird 20 Tage (1,5 min je Tag) gespielt
- Das vorhandene Inventar am Ende einer Runde wird in die nächste Runde übertragen
- Sie können ein Produkt nur verkaufen, wenn Sie es auf Lager haben
- Sie konkurrieren gegen die anderen Teams und gegen Importeure (Computer)
- Ihr Ziel ist es, den Gewinn zu maximieren

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SAP Navigation

ABC eines ERP-Systems

- Ein ERP-System setzt auf einer zentralen integrierten **Datenbank** auf
- Ein System wie das SAP ERP-System enthält Zehntausende **Datentabellen**
- Wenn ein Benutzer im ERP-System Daten eingibt oder ändert, führt er eine **Transaktion** aus
- Daten, die von einem Benutzer eingegeben oder geändert werden, können von anderen Benutzern weiter verwendet werden – **keine** Neueingabe erforderlich
- Alle Transaktionen sind **nachvollziehbar**, Transaktionen mit finanziellen Auswirkungen können storniert, jedoch **niemals gelöscht** werden

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Benutzeroberfläche

- Benutzer interagieren mit dem ERP-System über **Transaktionen (Programmen)**
- Im SAP-System gibt es eine Vielzahl von vor-programmierten Transaktionen
- Jede Transaktion hat einen Transaktionscode - man kann eine Transaktion anrufen, wenn man den Transaktionscode kennt
- Im SAP-Menü können Sie die gewünschte Transaktion suchen und finden
- Sie können ein Benutzermenü oder eine Liste von Favoriten mit den gängigen Transaktionen erstellen

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SAP Menu & Navigation

Extras / Settings / Display technical names

The screenshot shows the SAP menu structure. On the left, under 'User menu for 21', there are three main sections: 'Round 1', 'Round 2 & 3', and 'Reports'. 'Round 1' contains items like 'Condition Maintenance: Change', 'ERPsim: Marketing Expense Planning', and 'ERPsim: Inventory Report'. 'Round 2 & 3' contains items like 'Create Planned Index Requirements', 'Automatic generation of POs', and 'ERPsim: Marketing Expense Planning'. 'Reports' contains items like 'ERPsim: Inventory Report', 'ERPsim: Price Market Report', and 'ERPsim: Sales Report'. On the right, under 'User menu for 21', there are three main sections: 'Round 1', 'Round 2 & 3', and 'Reports'. 'Round 1' contains items like 'VX22 - Condition Maintenance: Change', 'ZADS - ERPsim: Marketing Expense Planning', and 'ZMHS2 - ERPsim: Inventory Report'. 'Round 2 & 3' contains items like 'ZMHS2 - ERPsim: Inventory Report', 'ZNAHNE - ERPsim: Price Market Report', 'ZV22 - ERPsim: Summary Sales Report', 'ZV405 - ERPsim: Sales Report', and 'F.01 - ABAP Report: Financial Statements'. 'Reports' contains items like 'ZMHS2 - ERPsim: Inventory Report', 'ZNAHNE - ERPsim: Price Market Report', 'ZV22 - ERPsim: Summary Sales Report', 'ZV405 - ERPsim: Sales Report', and 'F.01 - ABAP Report: Financial Statements'.

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Berichte und Abfragen

- Berichte und Abfragen sind Transaktionen, die es Benutzern ermöglichen, vorhandene Daten anzuzeigen
- Eine typische Abfrage wird wie folgt durchgeführt: In der ersten Maske der Transaktion müssen Sie die Selektionskriterien für die Abfrage eingeben (z.B. Buchungskreis, Produktcode etc.) Dann klicken Sie auf um die Abfrage auszuführen
- Eine Tabelle mit den angeforderten Daten erscheint
- Die Anzeige und das Layout können manchmal geändert werden

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Dateneingabe

- Einige Transaktionen sind dazu bestimmt, neue Daten zu ändern oder zu erstellen (Prognose ändern, Einkaufsaufträge freigeben, Verkaufspreis ändern usw.)
- Das System erlaubt Ihnen nicht, Informationen zu speichern, wenn nicht alle Pflichtfelder gefüllt sind
- Sie müssen vor dem Beenden der Transaktion speichern / freigeben / bestätigen

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Andere nützliche Buttons

- Verwenden Sie die Navigationsbuttons für die Öffnung einer Transaktion oder aus ihr herauszugehen



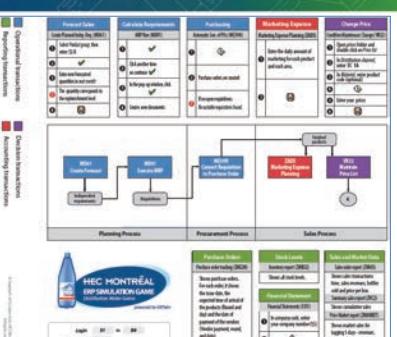
- Sie können bis zu 6 Fenster parallel öffnen. Klicke Sie dazu auf , um ein neues Fenster zu öffnen.

- Löschen , suchen , alles auswählen , anzeigen , enter .

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Teilnehmerkarten



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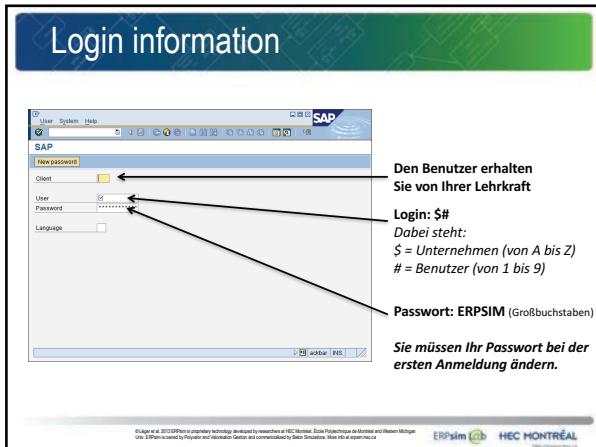
Let's get started!

- Teameinrichtung:
 - Max 4 Personen : Benutzer 1 bis Benutzer 4
 - Bis zu 26 Unternehmen: A bis Z
- Melden Sie sich mit Ihrem Benutzernamen und Passwort am ERP-System an.



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Material	\$\$-B01	\$\$-B02	\$\$-B03	\$\$-B04	\$\$-B05	\$\$-B06
Name	1L ClearPure	1L Spritz	1L Lemon Spritz	500mL ClearPure	500mL Spritz	500mL Lemon Spritz
Size	1L	1L	1L	500mL	500mL	500mL
Number of bottles in package	12	12	12	24	24	24
Cost	€11.99	€14.99	€16.99	€16.99	€19.99	€22.99
Initial price	€14.99	€17.99	€19.99	€19.99	€22.99	€25.99
Initial stock	1,000	1,000	1,000	1,000	1,000	1,000

Das Distribution Game: Round 1 (30 Tage)

- Sie müssen den Preis Ihrer 6 Produkte festlegen und Marketingausgaben tätigen.
- Was müssen Sie tun, um Entscheidungen zu treffen ?
Sie müssen wissen, wie Sie:
 - die Preisliste pflegen,
 - den Bestand prüfen,
 - die Verkaufszahlen überwachen und
 - die Konkurrenten überwachen.

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Teilnehmerkarte & Menu

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Einstiegspreise für den Vertriebsweg 18

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Marketingausgaben

Marketing Expense Planning (ZADS)

Enter the daily amount of marketing for each product and each area.

Marketing Plan (Daily Amounts)

Material	Description	North	South	West
ZZ-801	1L ClearPure			
ZZ-802	1L Spritz			
ZZ-803	1L Lemon Spritz			
ZZ-804	500mL ClearPure			
ZZ-805	500mL Spritz			
ZZ-806	500mL Lemon Spritz			

Clear Daily Total: 0

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Informationen zum Marketing

- Geben Sie Ihr tägliches Marketingbudget für jedes Produkt, jeden Tag und jede Region ein.
- Die Auswirkungen des Marketings in einer Region hängen von Ihrem Anteil aller Marketing-aufwendungen in dieser Region ab.
- Marketing veranlasst Kunden, Ihr Produkt "wünschenswerter" zu finden.
- Das tägliche Marketingbudget kann jederzeit geändert werden.

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Bestandsüberblick

Stock Levels

Inventory report (ZMBS2)

Shows all stock levels.

Inventory Report

Warehouse Capacity

SLoc	Material	Material Description	Stock	Unit
04	ZZ-801	1L ClearPure	1,000	ST
	ZZ-802	1L Spritz	1,000	ST
	ZZ-803	1L Lemon Spritz	1,000	ST
	ZZ-804	500mL ClearPure	1,000	ST
	ZZ-805	500mL Spritz	1,000	ST
	ZZ-806	500mL Lemon Spritz	1,000	ST

Inventory Report: Round 1 Day 01

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Kontrolle der Kundenaufträge

Sales and Market Data

- Sales order report (ZVA05)
- Shows sales transactions: time, sales revenues, bottles sold and price per box.
- Summary sales report (ZVC2)
- Shows cumulative sales
- Price Market report (ZMARKET)
- Shows market sales for lagging 5 days - revenues, units, and average price.

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Kontrolle der Verkaufsmengen (summiert)

Sales and Market Data

- Sales order report (ZVA05)
- Shows sales transactions: time, sales revenues, bottles sold and price per box.
- Summary sales report (ZVC2)
- Shows cumulative sales
- Price Market report (ZMARKET)
- Shows market sales for lagging 5 days - revenues, units, and average price.

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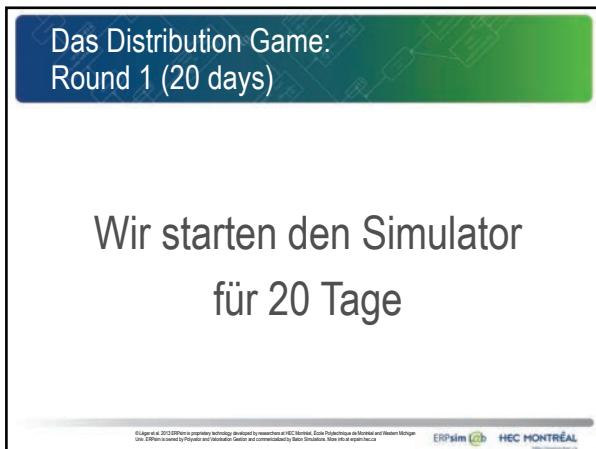
Kontrolle der Marktdaten

Sales and Market Data

- Sales order report (ZVA05)
- Shows sales transactions: time, sales revenues, bottles sold and price per box.
- Summary sales report (ZVC2)
- Shows cumulative sales
- Price Market report (ZMARKET)
- Shows market sales for lagging 5 days - revenues, units, and average price.

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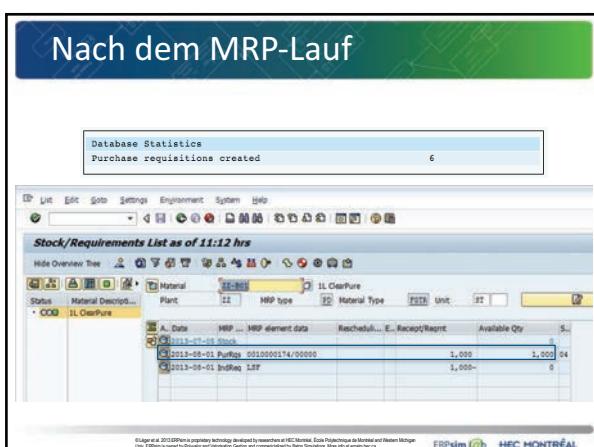
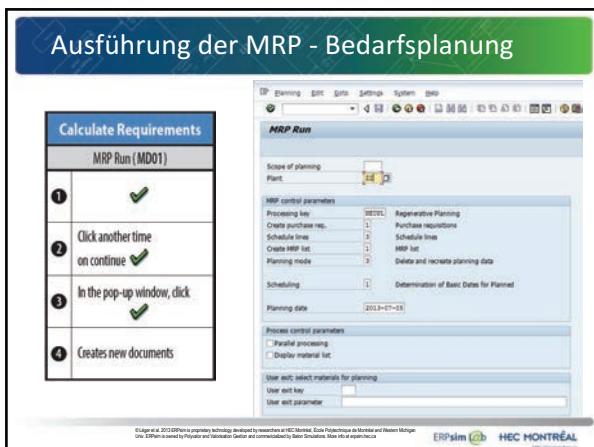
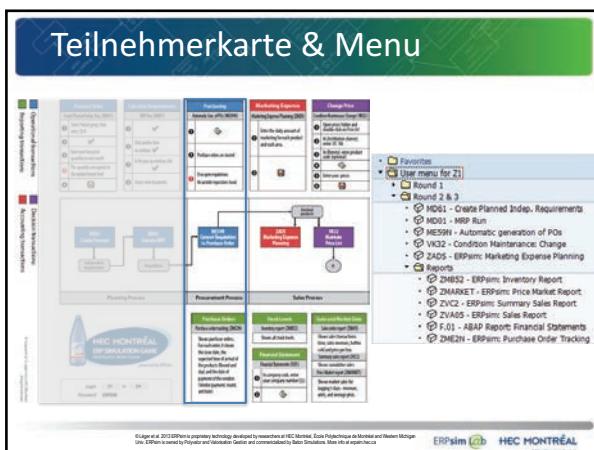
Es ist Zeit zu erweitern!

- Sie müssen Ihre Lagerbestände wieder auffüllen. Der Nachschub ermöglicht es Ihnen, die gleiche Menge nachzukaufen, die Sie verkauft haben.

Material	\$-\$B01	\$-\$B02	\$-\$B03	\$-\$B04	\$-\$B05	\$-\$B06
Name	1L ClearPure	1L Spritz	1L Lemon Spritz	500mL ClearPure	500mL Spritz	500mL Lemon Spritz
Initial forecast	1,000	1,000	1,000	1,000	1,000	1,000
Replenishment lead time	Up to 3 days	Up to 3 days	Up to 3 days	Up to 3 days	Up to 3 days	Up to 3 days

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Umwandlung der Bedarfsplanung in Bestellungen

Purchasing
Automatic Gen. of POs (ME59N)

1 Purchase orders are created
2 If no open requisitions:
3 No suitable requisitions found.

Automatic Creation of Purchase Orders from Requisitions

Purchasing Group: 22
Purch. Organization: 10
Fixed Vendor: 10
Contract: 10
Plant: 10
Supplying Plant: 10

Automatic Creation of Purchase Orders from Requisitions

Vendor VDS Bubbly's Bottling Company

Order	Material Description	Quantity	Price	Delivered	Goods	Payment
45000000038	1L ClearPure	1,000	11.99	X	3/01	3/11
	1L Spritz	1,000	14.99	X		
	1L Lemon Spritz	1,000	16.99	X		
	500ml. ClearPure	1,000	16.99	X		
	500ml. Spritz	1,000	19.99	X		
	500ml. Lemon Spritz	1,000	22.99	X		

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Verfolgung der Beschaffungen

Purchase Orders
Purchase order tracking (ZME2N)

Shows purchase orders. For each order, it shows the issue date, the expected time of arrival of the products (round and day) and the date of payment of the vendors. (Vendor payment, round, and date)

Purchase Order Tracking

Purchase Order Tracking: Round 3 Day 02

Order	Material Description	Quantity	Price	Delivered	Goods	Payment
45000000038	1L ClearPure	1,000	11.99	X	3/01	3/11
	1L Spritz	1,000	14.99	X		
	1L Lemon Spritz	1,000	16.99	X		
	500ml. ClearPure	1,000	16.99	X		
	500ml. Spritz	1,000	19.99	X		
	500ml. Lemon Spritz	1,000	22.99	X		

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The Distribution Game: Round 2 (20 days)

Wir starten den Simulator
für 20 Tage

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Es ist Zeit zu erweitern!

- Sie müssen wieder Ihre Bestände auffüllen. Ändern Sie Ihre Prognose, um die Bestellmengen an Ihre Bedürfnisse anzupassen.
- Was müssen Sie wissen, um diese Entscheidung zu treffen ?

Material	\$\$-B01	\$\$-B02	\$\$-B03	\$\$-B04	\$\$-B05	\$\$-B06
Name	1L ClearPure	1L Spritz	1L Lemon Spritz	500mL ClearPure	500mL Spritz	500mL Lemon Spritz
Initial forecast	1,000	1,000	1,000	1,000	1,000	1,000
Replenishment lead time	3 days	3 days	3 days	3 days	3 days	3 days

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Teilnehmerkarte & Menu

The menu includes:

- Planning: Planning, Requirements Planning, Planning Process, Planning Process Flowchart
- Purchasing: Purchasing, Requirements Planning, Purchasing Process, Purchasing Process Flowchart
- Marketing: Marketing, Marketing Process, Marketing Process Flowchart
- Sales: Sales, Sales Process, Sales Process Flowchart
- Favorites: Round 1, Round 2 & 3, ZHNS2 - ERPsim: Inventory Report, ZMBS1 - MRP Run, MESW1 - Automatic generation of POs, VKS2 - Condition Maintenance: Change, ZADS - ERPsim: Marketing Expense Planning, ZHNS2 - ERPsim: Inventory Report, ZV1C2 - ERPsim: Summary Sales Report, ZV405 - ERPsim: Sales Report, F.01 - ABAP Report: Financial Statements, ZME2H - ERPsim: Purchase Order Tracking

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Forecast Sales
Create Planned Indep. Req. (MD61)

- Select Product group, then enter: ZZ-B
- Enter new forecasted quantities in next month
- The quantity corresponds to the replenishment level
- Print

Plnd Ind. Reqmts Create: Planning Table

Product group ZZ-B Product Group Z - Beverages
Planning start 2013-07-01 Planning End 2014-06-09

ID	Material	Plnt	V	A	BU	M 07-2013	M 08-2013	M 09-2013	M
ZZ-B01	ZZ	00				✓ ST			1,000
ZZ-B02	ZZ	00				✓ ST			1,000
ZZ-B03	ZZ	00				✓ ST			1,000
ZZ-B04	ZZ	00				✓ ST			1,000
ZZ-B05	ZZ	00				✓ ST			1,000
ZZ-B06	ZZ	00				✓ ST			1,000
									1,000
									1,000

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The Distribution Game:
Round 3 (20 days)

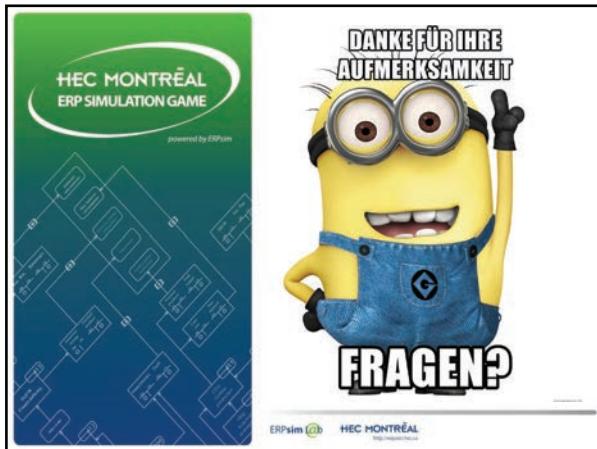
Wir starten den Simulator
für 20 Tage.

Summary Sales Order Report: Round 4 Day 01

Rnd	Day	SOrg.	Description	Orders	Qty	Value	Price
1	1	EE	1l_Spritz	1	44	791,56	17,99
1	1	BB	500ml_ClearPure	3	78	1.559,22	19,99
1	1	DD	1l_ClearPure	2	86	1.289,14	14,99
1	1	CC	500ml_ClearPure	3	103	2.058,97	19,99
1	1	DO	500ml_ClearPure	4	109	2.178,91	19,99
1	1	CC	1l_ClearPure	3	124	1.858,76	14,99
1	1	EE	1l_ClearPure	4	164	2.458,36	14,99
1	1	FF	1l_ClearPure	5	195	2.923,05	14,99
1	1	AA	1l_ClearPure	5	230	3.447,70	14,99
1	1	EE	500ml_ClearPure	10	334	6.676,66	19,99
1	1	FF	500ml_ClearPure	19	566	11.314,34	19,99
1	1	AA	500ml_ClearPure	19	594	11.874,06	19,99

Auswertung

ERPsim Lab HEC MONTRÉAL



A card for Multi Media Berufsbildende Schulen. It features the school's logo, which is a stylized 'M' with the text "Multi Media Berufsbildende Schulen". The contact information is as follows:

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