



QuickStart Guide

Analyzing & Editing Stock Orders

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ARKONA QuickStart Guide

Use this QuickStart Guide for help understanding the system recommended orders.

- Before stock order analysis can begin, a system recommended order must be created as follows:
 1. Take option **11=Stock Orders** from the Parts Inventory & Invoicing menu.
 2. Use function **F6=Add** to start the order.
 3. Select Regular Order and the manufacturer.
 4. Press [ENTER] to generate the order and display the Stock Order Edit screen.
 5. Use function **F18=Print** to print a Stock Order Edit List
- Below is a table of the Stock Order Edit screen characteristics and their meaning:

Characteristic	Meaning
# Parts	The number of part numbers (not pieces) on the order.
Value	The total dollar amount of the order (quantity × cost)
Dmnd/Days	The number of demands (from stock, LS, SO, EP) that occurred in the 'previous' # of days as defined in the stock order criteria for the part's stocking group.
WDA	Weighted Daily Average – The average demand per day for the part applying the weights to specific periods as defined in the stock order criteria for the part's stocking group.
DDS	Dynamic Days Supply – The target number of days supply of the part number to have on hand based on the movement of the part as defined in the stock order criteria for the stocking group.
BSL	Best Stocking Level – This is the product of the WDA × DDS rounded at .200 parts. For example if the computed BSL is 1.188 parts, the system will recommend 1; if the computed BSL is 1.228 parts, the system will recommend 2.

O/H	The quantity currently on hand.
O/O	The quantity currently on order on another stock order.
Order	The recommended order is computed as follows: $Order = BSL - O/H - O/O + NG$ (negative on hand). The number of parts (or if followed by Q) the number of packs of a part that should be ordered.

- Additional information appears on the printed Stock Order Edit List that will assist you in analyzing your stock order.

Column	Meaning
S	Status. A = Active, N = Non-stock
SGP	Stocking Group
Order	The recommended order is: $Order = BSL - O/H - O/O + NG$. The number of parts or, if followed by PK, the number of packs of a part that should be ordered.
Pack Qty	Packing quantity – the number of parts that come in a pack.
In Proc	The quantity of the part that is in process, i.e., on hold, or on a ticket at the cashier screen.
On B/O	The quantity of the part that is on back order on another stock order.
Last 12 Months Demand	The number of demands (from stock, lost sale, special order, emergency purchase) that occurred in each of the last 12 months.

- **To analyze why the system recommended a certain quantity**, take option **3=Stock Order Criteria** by a part number on the Stock Order Edit screen to display the Stock Reorder Criteria screen.

PD1200DA	A R K O N A	6/07/04
JIM	Stock Reorder Criteria	
=====		
17220-P8C-A00 : ELEMENT, AIR CLEANER		Understocked: 5
Demand for prior 365 days, open 279.0		101
Demand for prior 90 days, open 69.5		101
Weight Demand 40% on 365 days and 60% on recent 90 days		
Weighted Daily Demand: .40(101/279.0) + .60(101/69.5)		1.017
Dynamic Days Supply		5
Best Stocking Level (Reorder @ 2 Days Supply)		5
Less:, On B/O (1)		1-
Recommended Order		5
Cost of Part 13.06, Order Investment		65.30
Days supply with current on hand		.0
In Inventory 3/16/03, 449 days Last Demand 6/04/04, 3 days		
Function* __		
F3=Exit F12=Cancel		

Stock Reorder Criteria Screen

- Below is a table of Stock Reorder Criteria screen characteristics and their meaning

Characteristic	Meaning
Demand for Prior # of Days	The # is dynamic and pulls from the stock order criteria for the stocking group of the part. The first demand line shows the # of 'previous' days; the second demand line shows the # of 'recent' days.
Open	The # of days the parts department was open for business is dynamic and is computed by subtracting the number of holidays and closed weekend days (or half days) from the # of 'previous' or 'recent' days. The holidays and closed weekend days are indicated in Initial Values in the Parts Department Application Environment Preferences.
Weight Demand	Shows how the 'previous' and 'recent' days demand is weighted.
Weighted Daily Demand	The average number of this part sold per day. The formula shows how the daily demand is computed
Dynamic Days	The target number of days supply of the part number to have

Supply	on hand based on the movement of the part as defined in the stock order criteria for the stocking group.
Best Stocking Level	This is the product of the Weighted Daily Demand × Dynamic Days Supply rounded at .200 parts. For example if the computed BSL is 1.188 parts, the system will recommend 1; if the computed BSL is 1.228 parts, the system will recommend 2.
Reorder @	The reorder point as defined in the stock order criteria for the stocking group. The system will not recommend an order for a part whose days supply on hand has not dropped below this # of days.
Less:	Lists the quantity of the part currently on hand, on order, and on back order to subtract from the best stocking level. If Less: is hidden, the quantity shown to the right is negative on hand being added to the best stocking level.
Recommended Order	The recommended order is: $Order = BSL - O/H - O/O + NG$. The number of parts (or number of packs indicated in parenthesis) that should be ordered.
Order Investment	The cost of the part × the recommended order.

- To analyze supporting information for the stock order criteria screen, hit F4 on the Function* line and take use one of the following functions:

Function	Result
1=Demand for prior # days	Display the sales history for the 'previous' number of days
2=Demand for prior # days	Display the sales history for the 'recent' number of days
3=Demand Summary	Display the Monthly Demand screen which is a summary of the demand for each month going back to the current month last year. From this screen you can drill into each month's sales history for lost sales, special orders, emergency purchases, and sales from stock and returns.
4=Dynamic Days Supply	View the DDS table in the stocking group stock order criteria to see the recommended days supply of the part for each level of movement.
5=On Hand Parts	Display the part status (active or non-stock), the quantity on hand for the active part, the replacement part if it has been superseded, and the quantity on hand for the replacement part.
6=On Order	Display the order number, order status, and quantity on order for all of the orders that the part number is on.
7=On Back Order	Display the order number, order status, and quantity on order for all of the orders that the part number is on backorder.