Welcome to Module 2, exploring the fiori luanchpad.

This module focuses on

* distinguishing between the rows and tiles embedded in the SAP Fiori ERPsim Launchpad
* features and functions (e.g. reports, filters) available to users.
* Troubleshooting potential roadblocks

Keep in mind, a practice space has been made available for you to explore the launchoad, as it is presented in this module. Use it regularly, the more familiar you are with the launchpad the easier it will be to facilitate and deliver meaningful ERPsim sessions.

And, Don’t forget to complete the quiz at the end of the module.

Now lets start with the Fiori Launchpad. As you can see here, it is composed of the following six rows. Each row corresponds to a specific role and set of tasks. Some scenarios, for example, have different rows (like public sector) or additional rows (like manufacturing). We review those scenarios in detail in their respective modules. As for now, here is a quick overview of what the launchpad looks like in the distribituion simulation:

1. The first row is the Simulation Overview row: Current status of the simulation, including profit trend, leaderboard and compiled rewards.
2. The second row is the Sales row: in includes inventory and sales analysis, so users can price products accordingly.
3. The third row is reserved for Marketing: here is where you can Control investment in publicity and product promotion as well as review your marketing plan’s impact on expenses and revenues.
4. The fourth row is the Finance row: where partici[pants may review financial statements for their companies to determine revenues, expenses, and ultimately–profitability.
5. Planning and Procurement: allows users to plan for the replenishment of their inventory
6. Advanced Analytics: Access to more in-depth analytics to determine market trends.

AS we moved to 1909 for our ERPsim scenarios, we have also included overview tiles for each major role. We will discuss overview tiles in detail when we explore our distribution, manufacturing and public sector scenarios, but in short the entire simulation can be played simply through the use of these overview tiles. They include all the necessary transactional elements and reports required to make accurate decisions.

It is recommended that you review each tile open the launchpad, play around with them, so you can determine the function of each tile. Clicking on each tile is important as this will allow you to review the tile’s content (e.g. various filters, reports and graphs).

Also, take the time to review and apply the various filters available. Specific tiles include powerful analytic capabilities which can improve decision-making (e.g. inventory trends provide historical data about your products’ inventory levels).

As mentioned, the first row of the ERPsim Launchpad is the simulation overview. Let’s look at it in detail:

Simulation day refers to the current date of the simulation. This is important if you’re looking at the Fiori dashboard for other information, but need to act on something by a certain simulated day (e.g. Running MRP or receiving products from your vendors). You can also find current round/day here at the top of your screen, as well as the game state.

The profit trend tile shows the profit/net income earned by day and round for your team. With this you can monitor your daily performance in terms of revenue and expenses and adapt your strategy if necessary.

On the surface of the this tile, as with all then KPIs provided in the launchpad, a graph representing an overview of the daily profit is displayed. Based on a few pre-set targets, your profit performance will appear in the red area if it’s low, in the orange area if it’s average and in the green area if you are doing well.

The leaderboard ranks the different teams in the game based on their profitability/net income. An overview of the data is displayed on the tile and shows the top 3 teams in the competition, the 3 companies with the highest profit. Clicking the leaderboard will show and expanded table including the ranking for each team, displayed through a histrogram for their overall revenue.

The rewards tile quickly displays the teams ranking, so they need not enter the leaderboard tile if they are not within the top 3.

The sales row combines the analysis of your inventory and sales, the profitability of each product, and inventory trends. This information will help you forecast, price, and market your products more effectively.

The sales overview tile contains all the necessary information extracted from the other tiles associated to this role and row. Using the sales overview tiles, you can set prices, monitor your product profitability and keep an eye out for expected stock depletion.

The “Prices and Inventory” tile is where users change product prices while looking at current inventory. Pricing is a very important decision because it affects all your other components. Indeed, by lowering the price of the products, you may sell products more quickly. Eventually, your inventory may suffer from low or depleted stock. However, if you choose a high pricing strategy, you may obtain a larger margin on your products, but you may not sell as many. It is the prime determinant factor in the distribution simulation, so choose your pricing strategy carefully.

In order to help you determine pricing points for your products, three pieces of information are given to you: the product costs, the current stock level of your products and the estimated number of days before each product may stock out. This is a responsive graph, it will adjust the expected days before stockout using the price points users input.

The sales trend shows the sales revenues earned by day and round for your team. With this report, you can analyze your daily revenues and make better decisions about your business.

When looking at the tile, a graph representing an overview of the daily sales is displayed. Based on a few targets, your sales performance will appear in the red area if it’s low, in the orange area if it’s average and in the green area if you are doing well.

The Sales Analysis tile will help you assess your sales quantity and revenues for each product in every region and visualize the impact of your pricing on those sales. An overview of the data is displayed on the tile and shows the top 3 products that you are selling. Remember this is displayed as revenue, not profit.

The Product Profitability trend tile is shows your team’s profit and sales revenues, earned by day, by round, and by product. With this report, you can determine which of your products is the most profitable.

When looking at the tile, a graph representing an overview of the daily product profitability is displayed. Based on a few targets, your profitability will, once again, appear in the red area if it’s low, in the orange area if it’s average, and in the green area if you are doing well. While the color coding is pre-set, teams may have different visualizations. For example, if they are consistenyl in the red, that means they are not doing well…consistently…and are therefore not profitable (profitable enough to be in the green).

The “Inventory Trend” tile is an extremely powerful report to monitor the stock level of all your products throughout the simulation. It gives you historical data about your inventory, by product, from the beginning of the game until the current simulated day.

When looking at inventory trend, a mini graph representing an overview of the overall stock level is displayed on the tile. While each team’s inventory strategy may differ, the graph is color coded to give a “general” low, medium, and high inventory level. Your level of inventory will appear in the red area if it’s low, in the orange area if it’s medium and in the green area if it is high.

The Geospatial Analytics tile is a sales report superimposed on an map or geographical information. With this report, you can pinpoint, on the map, your revenues by region, city and customer. This information may be helpful when strategically deciding on marketing within certain regions. Play with the filters, we find that grouping in the following manner, works best.

Marketing has an impact on your sales performance, however it’s an investment that needs to be measured. The information within this row will help you understand the impact of marketing expenses on your company’s profitability.

You can choose to invest in product-based marketing within each region.

What kind of marketing is your company engaging in? Primarily, we see it as advertising, or, the promotional portion of marketing. What kind of advertising? All of them. Whatever you can think of is what it is—billboards, TV and radio commercials, advertisements on social media, and whatever the latest trend in advertising may be.

When considering marketing (advertising) don’t think about the type of advertising it is, just realize that its effectiveness is based on investment. The marketing decision is not about what type of advertising, it’s how much you invest in marketing. At the proper investment levels, each marketed product is advertised using the most appropriate advertising for that region. For example, if the region responds well when a product is promoted in a magazine, it will be promoted within a magazine, and more customers are enticed to buy the product.

Marketing Expenses is a transaction that gives you the ability to advertise your products, in different regions, to make them more appealing to the market.

Just as in real life, there could be little or no impact on sales. Marketing is a decision that must be quantified. Tips on marketing:

* + - * Investing in all products at the same time is not recommended. If you were to invest in many products in the same region, those products would be competing against each other and would therefore nullify the effect of marketing.
			* Check inventory levels before promoting the item. Don’t invest in marketing products that you do not have in stock.
			* Until you know the market’s reaction to your product’s advertising, you should not invest more **than 2-3%** of your revenues. Too much, or ineffective, marketing will have a direct impact on your profitability.
			* Monitor your sales and marketing expenses of each product. Remember, too much, or, ineffective marketing can affect your profitability.

The “Marketing and Revenues” report is a 5 day analysis of revenues and marketing expenses for each of your products in the 3 regions. An overview of the data is displayed on the tile and shows the top 3 products that you are selling for the last 5 days of simulation.

The report within the tile shows your current inventory levels. This is important for marketing as you do not want to invest in marketing for a product that is low in inventory or completely stocked out.

The finance role is a strategic observation role. Look into the “Financial Statements” transaction to get detailed information about the balance sheet and the profit and loss statement of your company. The reports will help you track your cash balance and net profit through time.

The financial statements tile is a transaction that provides data on your company’s balance sheet and profit and loss statement. You will get information about each of your accounts (assets, liabilities, revenues, expenses etc.). Like all financial statements, the balance sheet and income statement (profit and loss) is current at the time of the statement’s request.

How to use this tile:

1. In company code, enter your team’s letter twice. If you are team A, enter ‘’AA’’.
2. In Financial Statement Version, enter ‘’SIM1’’ for the financial statement of the ERPsim simulations.
3. In End Period, check the current month of the simulation on the ‘’Simulation Overview’’ tile and enter it here. For example, if the simulation has reached the month of December, enter "12".
4. Click on Go to generate the report.

Under “ALL ACCOUNTS” you can see a combined Balance Sheet and Income Statement (Profit and Loss).

Click on the “Balance Sheet” or the “PROFIT & LOSS” headers to see individual financial statements. Click on the arrow pointing down to expend all.

Remember, all financial statements are a snapshot of a point in time. They do not automatically update, and there is no refresh button.

The "Cash Balance report" displays the historical balance of your bank account. This report simply follows the trend of your bank account as it’s growing or decreasing based on customers paying for their sales orders or your company paying vendor invoices or other expenses (such as marketing)

The "Net profit/loss report" displays the daily and cumulative net profit or net loss of your company. Follow the trend of your profit and see if you are making money (or not).

Planning and replenishing your inventory are key strategic decisions within the simulation. This row will help you both plan and procure your inventory as needed.

The “Requirements and MRP” tile is a transaction for planning and procurement. As part of the replenishment process, you will have to define your independent requirements and run MRP (materials requirement planning).

The independent requirements represent the sales forecast. The sales forecast itself is not how much you will sell, nor how much you intend to sell per round or day, it’s the level at which you wish to replenish stock from MRP run to MRP run.

Here you will see that, Requirements is the per product ‘sales forecast’. For the listed product, the sales forecast, or requirements, are set for 1000. You may change and click “Save Requirements” to save any changes in the forecast, or “Execute MRP Run” to create a procurement plan. Always click Save before running the MRP if you made any changes.

Once executed, MRP calculates the quantity of stock to order based on your current stock level, orders which have not yet been delivered, and the sales forecast. This calculation creates purchase requisitions, or planned purchase orders, based on the stock requirements. The purchase requisition’s order quantity is the independent requirements amount minus the current stock level minus any products currently on order from the vendor.

Remember that MRP is nothing more than a plan. Updating the forecast and executing MRP does not order any additional stock. Running MRP more than once replaces the previous plan with the current plan (based on current stock levels, orders, and the sales forecast). MRP is just a plan. Within the ERPsim Distribution Game, MRP does nothing but create purchase requisitions which are *planned* purchase orders.

The “Manage Purchase Requisitions” transaction is part of the procurement process. It converts the purchase requisitions, created by the MRP run, into actual purchase orders. Purchase orders are actual orders to your vendor for the required stock.

How to use this tile:

1. In the first screen, you see all the purchase requisitions created by the MRP Run.
2. Check the top box to select all the purchase requisitions.
3. Click on “Create Purchase Order” to convert the purchase requisitions into purchase orders.
4. On the next screen, select all of your created purchase orders and click “Submit”.
5. DO NOT EDIT OR MODIFY ANY INFORMATION ON THE SCREEN! Changing the vendor will result in a error message. No other vendor can deliver your orders! Changing the quantity ordered means you will not be able to meet your requirements.

The “Purchase Order Tracking” tile is a report that gives the status of your orders. An overview of the data is displayed on the tile and it always shows 3 products. If the numbers associated with them are zero, those are the last 3 products you received from the vendor and therefore there are no orders in progress.

However, if the numbers associated with the products are different than zero, it means that those products haven’t been delivered yet. The numbers represent the remaining quantity to be received.

In addition to the reports found in the other rows, advanced analytics reports can be used for further market analysis used to make strategic decisions.

“Competitive Analytics” is a market report available to all companies and is the only way that you can see what your competition is doing in terms of product profitability, prices and revenues. Therefore, you will get to know each competitor’s most profitable product, how the other teams are pricing their most profitable products, and in which region they are successful. To use this report, you must apply filters in order to be able to get to the information relevant to you.

Use the data to your advantage and win over the market!

Here are some useful filter settings.

The Price Market tile is a report that presents information about prices in the whole market over a period of time. The data you get from this report is the average price based on the total revenues and the number of teams. You can therefore compare your pricing strategy to the market and see if you sell your products above or below the average market price

Recent versions of ERPsim will include DAS, our Digital Accelleration Solution – a suite of tools, such as step-by-step help, just in time notifications, end to end process flows, FAQs and more. This hopefully will support users through the navigation and interpretation of ERPsim but also help instructors in training as they learn to navigate the ERPsim environment.

To access this version of the ERPsim augmented with DAS, simply setup the simulation in the controller as usual. You can then access the Fiori + DAS launchpad by using the link provided. You can always switch between the standard (no DAS) and the extended (with DAS) version with the Fiori Launchpad by entering the URLs in different tabs of the same browser. The login information is the same and the game will continue in the different versions of the launchpad.

* + - * Right-click on any tile to get step-buy-step guidance on how to execute the transaction or interpret the report
			* Use the FAQ inside any type to get help or launch the FAQ from the main launchpad and get information relevant to the scenario currently running
			* Get just in time notifications alerting you of important event affecting your company
			* The Process and IoT viewer lets you get an overview of the whole process and alerts you of anything that requires your attention