



**HEC MONTRÉAL**  
ERP SIMULATION GAME  
Manufacturing Game

powered by ERPsim

# Manufacturing Introduction Game

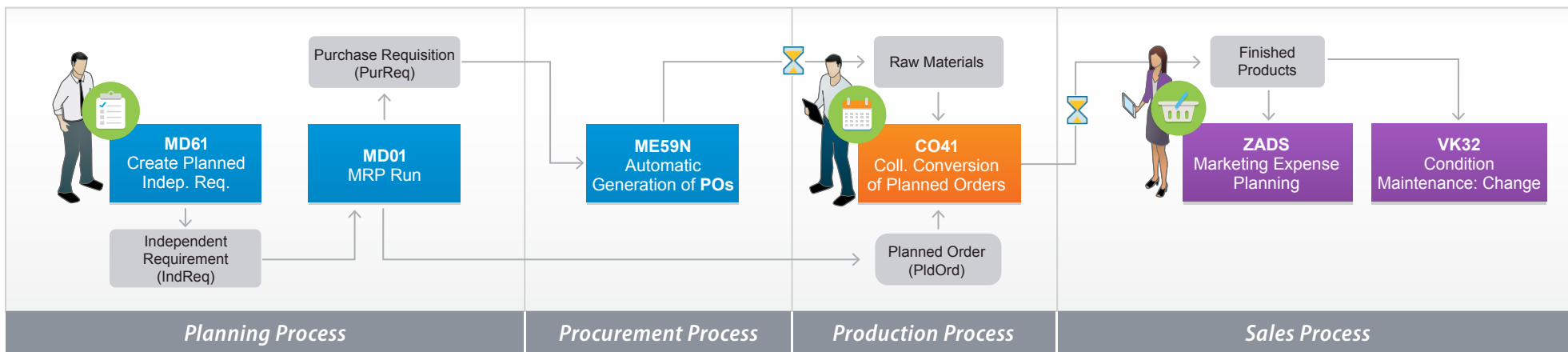
User: \$1 to \$9

Password: ERPSIM

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Last Update: August 28th 2017

FORECAST SALES	CALCULATE REQUIREMENTS	PURCHASING	RELEASE PRODUCTION	MARKETING EXPENSE	CHANGE PRICE
<b>Create Planned Indep. Req. (MD61)</b>	<b>MRP Run (MD01)</b>	<b>Automatic Gen. of POs (ME59N)</b>	<b>Coll. Conversion of Pld Orders (CO41)</b>	<b>Marketing Expense Planning (ZADS)</b>	<b>Condition Maintenance: Change (VK32)</b>
<ol style="list-style-type: none"> <li>1 Select Product group, then enter : \$\$-F</li> <li>2 </li> <li>3 Update forecasted quantities in the 2nd date column</li> <li>4 </li> </ol> <p>? The quantity corresponds to the replenishment level</p>	<ol style="list-style-type: none"> <li>1 </li> <li>2 Click once again on <b>Enter</b></li> <li>3 In the pop-up window, click </li> </ol>	<ol style="list-style-type: none"> <li>1 </li> <li>2 Purchase orders are created</li> </ol> <p>? If no open requisitions : No suitable requisitions found.</p>	<ol style="list-style-type: none"> <li>1 </li> <li>2 Select orders</li> <li>3 Click on <b>Convert</b>. Message confirms the conversion.</li> </ol> <p>? If conversion fails, click on  to see log</p>	<ol style="list-style-type: none"> <li>1 Enter the daily amount of marketing for each product and each area.</li> <li>2  To apply your marketing expense plan</li> </ol>	<ol style="list-style-type: none"> <li>1 Open <b>prices</b> folder and double click on <b>Price list</b></li> <li>2 In <b>Distribution channel</b>, enter 12</li> <li>3 </li> <li>4 Enter your prices</li> <li>5 </li> </ol>



FINANCIAL STATEMENT	STOCK LEVELS	PO TRACKING	PRODUCTION SCHEDULE	PRODUCTION COST	SALES AND MARKET DATA
<b>Financial Statements (F.01)</b>	<b>Inventory Report (ZMB52)</b>	<b>Purchase Order Tracking (ZME2N)</b>	<b>Production Schedule (ZC00IS)</b>	<b>Product Cost Analysis (ZCK11)</b>	<b>Sales Order Report (ZVA05)</b>
<ol style="list-style-type: none"> <li>1 In <b>company code</b>, enter your company code (\$\$)</li> <li>2 Select ALV Tree control (optional)</li> <li>3 </li> </ol> <p><b>Liquidity Planning (ZFF7B)</b></p> <p>Displays an estimate of your cashflow for the coming weeks</p>	Shows all stock levels	<p>Shows for each purchase order, the issue , arrival and payment dates.</p> <p><b>Vendor Pricing (ZME13)</b></p> <p>Shows material prices for each vendor.</p>	<p>Shows released production orders, past and future. For each order the time released, started and finished (or to start and finish if incomplete).</p> <p><b>Target Qty &gt; Conf. Qty</b> means still pending.</p>	<p>For each product, it shows variable and fixed costs.</p> <p><b>Summary Sales Report (ZVC2)</b></p> <p>Aggregates the daily sales orders by product.</p> <p><b>Price Market Report (ZMARKET)</b></p> <p>Shows market sales for lagging 5 days - revenues, units, and average price.</p>	<p>Shows sales transactions: time, sales revenues, boxes sold and price per box.</p>

# Products

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Nut	
\$\$-F01	500g
\$\$-F11	1kg
Starting Inventory	30,000 units each
35% wheat 35% oat 30% nut 1 box / 1 bag	



Blueberry	
\$\$-F02	500g
\$\$-F12	1kg
Starting Inventory	30,000 units each
35% wheat 35% oat 30% blueberry 1 box / 1 bag	



Strawberry	
\$\$-F03	500g
\$\$-F13	1kg
Starting Inventory	30,000 units each
35% wheat 35% oat 30% strawberry 1 box / 1 bag	



Raisin	
\$\$-F04	500g
\$\$-F14	1kg
Starting Inventory	30,000 units each
35% wheat 35% oat 30% raisins 1 box / 1 bag	

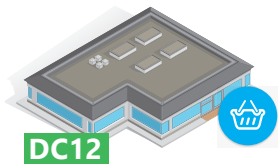


Original	
\$\$-F05	500g
\$\$-F15	1kg
Starting Inventory	None
50% wheat 50% oat 1 box / 1 bag	



Mixed	
\$\$-F06	500g
\$\$-F16	1kg
Starting Inventory	None
30% wheat 30% oat 40% fruits & nuts 1 box / 1 bag	

## CUSTOMERS



**DC 12: Grocery Chains**  
Payment Time : 10-20  
**Approximate Market Size**  
€220 000 per team per week

## SUPPLIERS

Lead time (days)	1-5
Payment time (days)	20

## PRODUCTION CONSTRAINTS

Capacity (units/day)	16,000
Setup Time (hours)	8

## STORAGE CAPACITY AND COSTS

Product type	Current space	Cost per additional 50,000 units*
Finished product	250,000 boxes	€500/day
Raw materials	250,000 kg	€1 000/day
Packaging (bags and boxes)	750,000 units	€100/day

## FIXED COSTS (€ paid each 5 days)\*

Direct labor	10 000
Factory overhead	7 500
S, G & A	20 000
Depreciation (Building)	1 250
Depreciation (Equipment)	33 333

\*Billed automatically

