

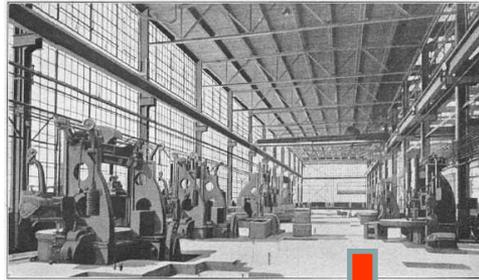
# Very concise introduction MPH\_AOMA

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Task  
(Project assignment)

ERP, Excel, ...



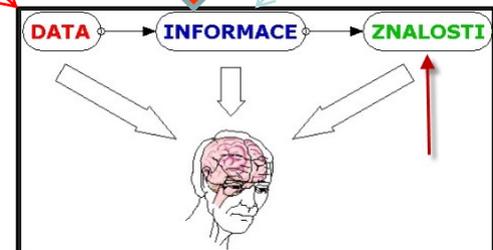
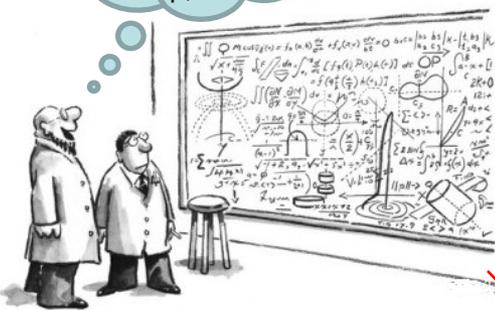
Questions



Profit goes down,  
Costs go up, ...

Data 1

Information Knowledge



Data 2

Goal



$$\text{DELTA} = |\text{Data1} - \text{Data2}| \text{ !!!!!}$$

# Chosen key words

- Methodology-needs (what we want to do and change and how we will do act)
- Effectiveness, performance, margin, costs, delay..... – TOC metrics (T,OE,I,KPI,..., definitions)
- Theory of Constraints – tools, Critical Chain , CPM a PERT
- MRP, MRP-II, JIT, DBR a CONWIP - tools
- MS Dynamics NAV (ERP system) – tools
- Production planning and logistics – processes
- Capacity constraint of resources– parameters (machines, workers, material, external resources,....)
- Quality management and chosen tools related to QM (Ishikawa, Kaizen,..)
- Workflow – tools
- Balanced Score Card
- Prospect Theory
- OLAP
- Kepner-Tregoe methodology

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# Expectations of students

## MPH\_AOMA

- Good perspective (on the market you can see a constant lack of educated resources sharing knowledge of IT, OM and economics)
- Basic knowledge of ERP processes and decision making methods using standard ERP data
- ERP and accounting (reporting, controlling)
- **Practical issues** – experience from real life
- BI – use of business Intelligence- better decision making
- ERP in general – characteristics a functions
- Using key ERP functions you can see basics of accounting, logistics, purchase, sales and production
- Sweet sides of the ERP

# Expectations of students

## MPH\_AOMA

- To distinguish differences among function description and knowledge of using ERP and knowledge of using and benefits if used correctly.
- Market place and opportunities connected to NAV knowledge
- TOC principles and other chosen methods which can be very easily used in practice (Kepner-Tregoe, Hurwitz, ...)

# Supply Chain Management I



- Manufacturing**
- Capacity planning
  - MPR,MRPII,JIT,DBR
  - CONWIP
  - APS,Shop floor
  - Quality,Logistics
  - Optimization



- Supplier**
- CRM
  - TQM
  - Payables

- Transport**
- Routing
  - TQM

- Purchase**
- Netting
  - EOQ
  - JIT
  - Batch numbers
  - Input control
  - Replacement
  - Payables
  - Logistics



- Despatch**
- Packaging
  - Delivery Lists
  - Batches
  - Logistics



- Accounting**
- Invoices
  - Delivery lists
  - Payables
  - Receivables
  - Reporting
  - Stock value



- Customer**
- CRM
  - Receivables
  - Communication
  - Project Management



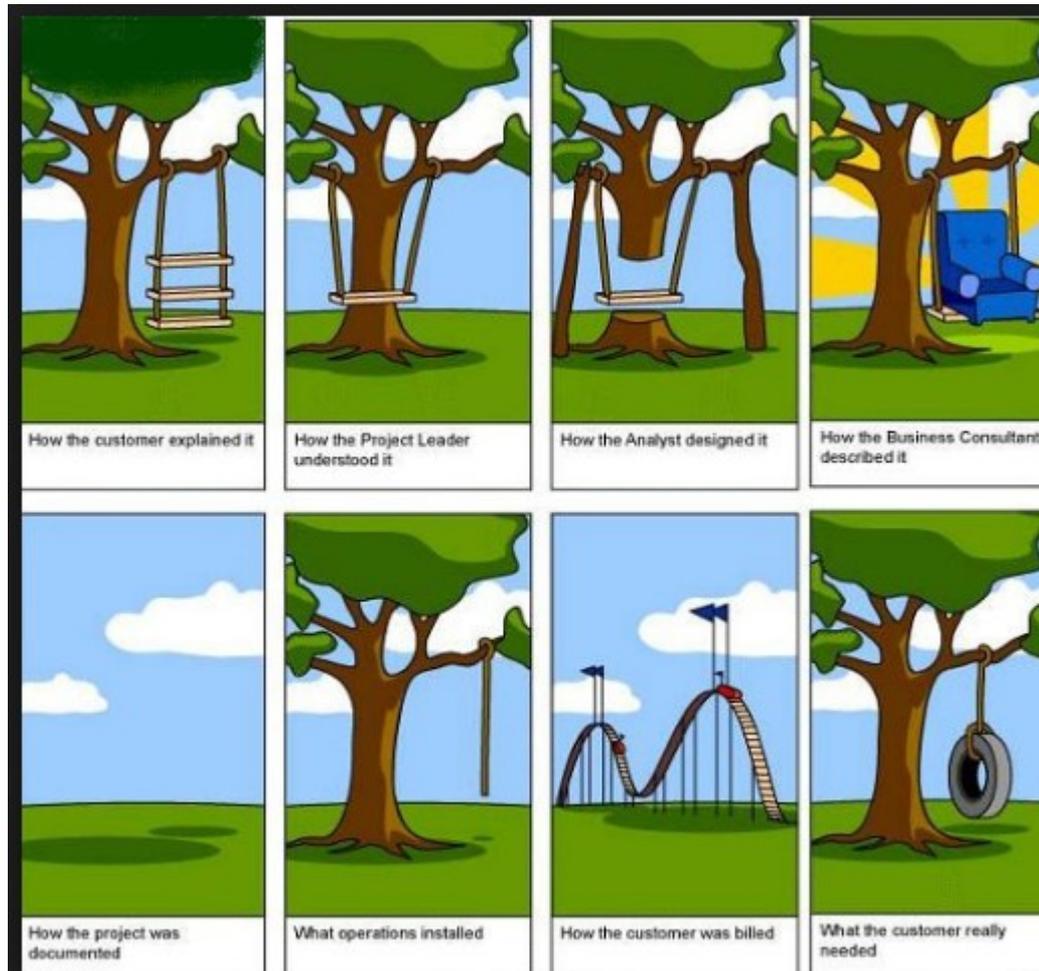
- Transport**
- Routing
  - TQM



- Quality**
- Statistics
  - FBD, Pareto
  - 5 Why
  - 8D reports
  - Tracking

# Project management

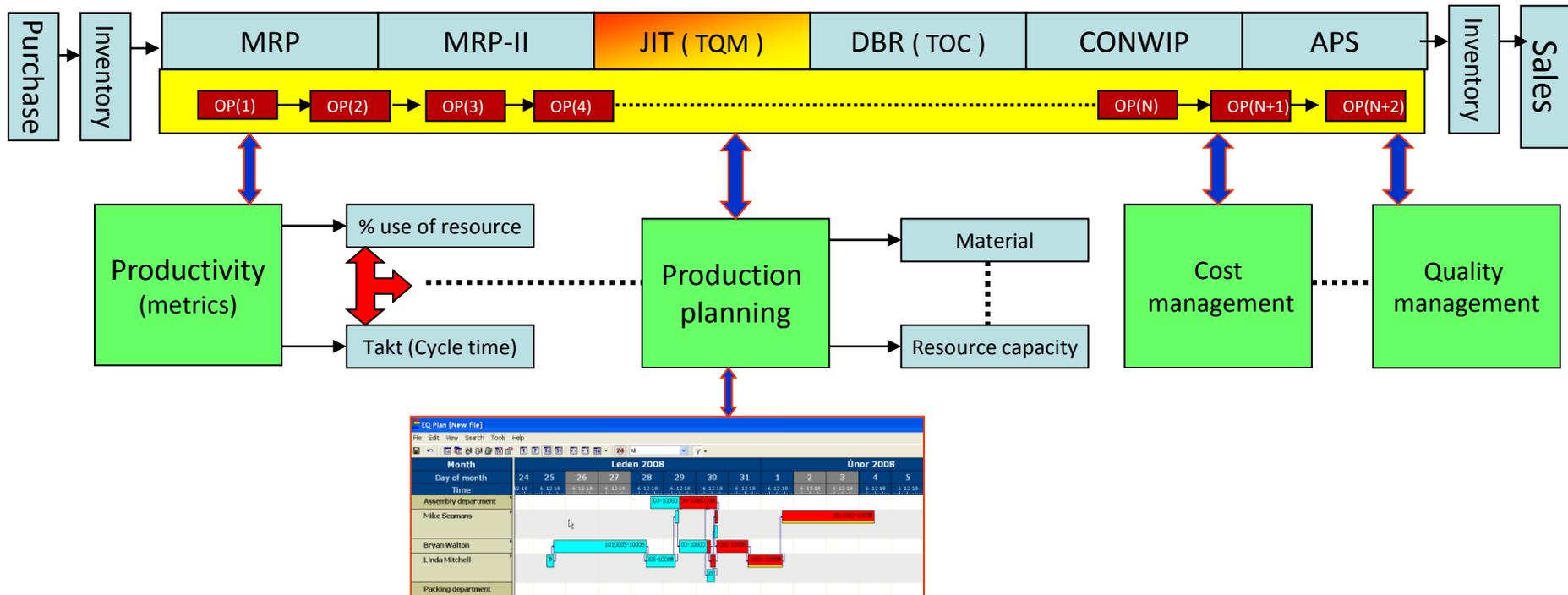
will be explained by tutor (his experiences from real ERP projects)



# Supply Chain Management II



# SCM- another angle of view



Takt =  $AT/CR$ , where AT=available time and CR=customer requirement  
 Takt is maximum allowed time to produce one unit in order to meet CR

# MS Dynamics NAV (ERP system)

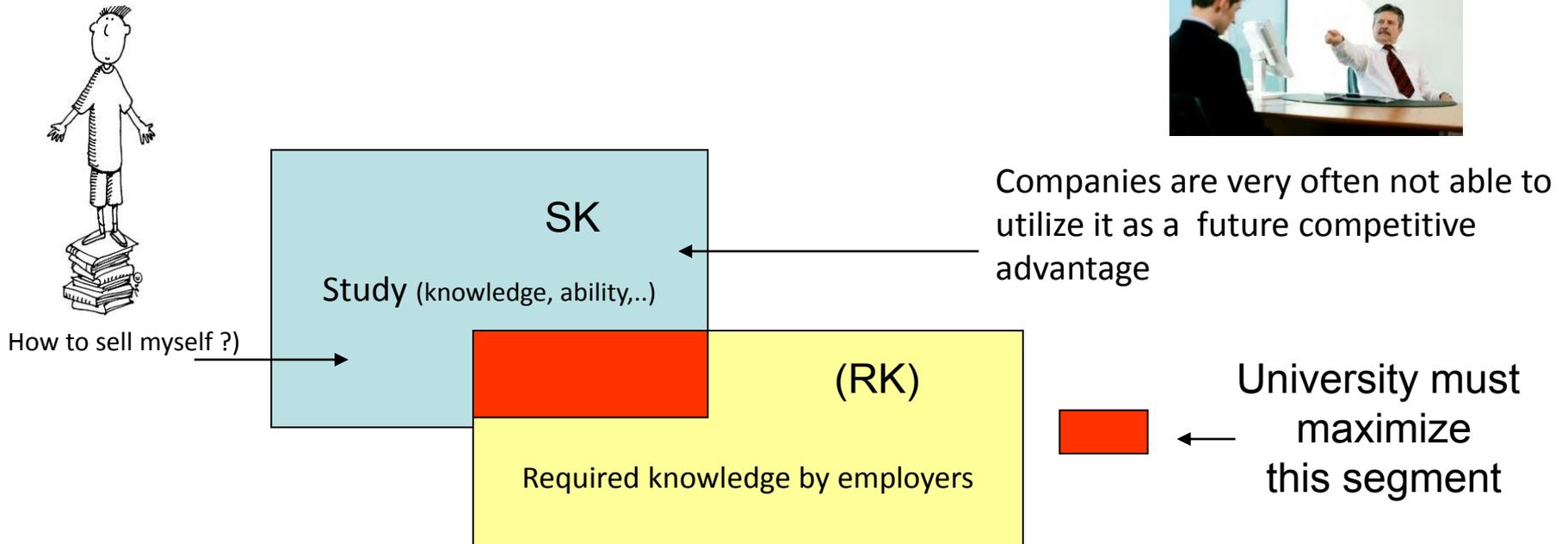
The screenshot displays the Microsoft Dynamics NAV 5.00 SP1 interface. The main window is titled "Učební osnova" (Chart of Accounts) and shows a list of accounts with columns for "Číslo" (Number), "Název" (Name), "V.Ú." (Debit), "T.Ú." (Credit), "Součet" (Total), "Pohyb" (Movement), and "Saldo" (Balance). A red arrow points from the "Učební osnova" window to the "601020 Vlastní výroby - Věcné položky" (Own Production - Material Items) window, which displays a list of material items with columns for "Datum ÚZP" (Date of Acquisition), "Číslo dok." (Document Number), "Číslo účtu" (Account Number), "Popis" (Description), "T.Ú." (Credit), "O.Ú." (Debit), and "Částka" (Amount). A red arrow points from the "601020 Vlastní výroby - Věcné položky" window to the "103071 Optika - Účtovaná prodejní faktura" (Optics - Billed Sales Invoice) window, which shows invoice details such as "Číslo" (Number), "Zúčtovací datum" (Due Date), "Datum ÚZP" (Date of Acquisition), "Datum dokladu" (Document Date), "Zákazník-číslo" (Customer Number), "Zákazník-název" (Customer Name), "Zákazník-adresa" (Customer Address), "PSC/město" (Postal Code/City), "Zákazník-kontakt" (Customer Contact), and "Text položky" (Item Text). A red arrow points from the "103071 Optika - Účtovaná prodejní faktura" window to the "Přehled zboží" (Goods Overview) window, which displays a list of goods with columns for "Číslo" (Number), "Popis" (Description), "Zásoby" (Inventory), "Náhrada..." (Replacement), "Kusovník" (Part Number), "Číslo výr..." (Production Number), "Číslo TN..." (TN Number), and "Základní..." (Basic...). The interface also includes a left-hand navigation pane with "Správa financí" (Financial Management) selected, and a top menu bar with "Soubor" (File), "Úpravy" (Edit), "Zobrazit" (View), "Nástroje" (Tools), "Okno" (Window), and "Nápověda" (Help).

# Needed abilities and knowledge

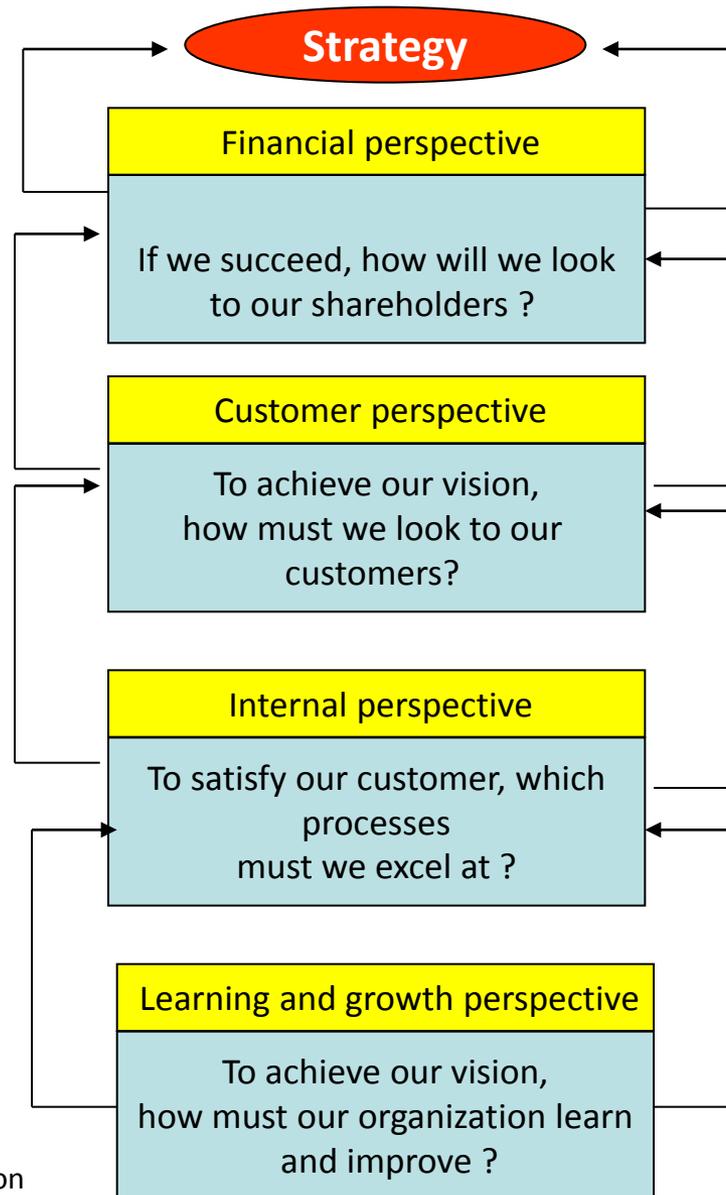
- Team leader
- Confidence
- Creativity !!!!!
- Flexibility
- IQ
- Languages
- Self-dependency

# Abilities and knowledge

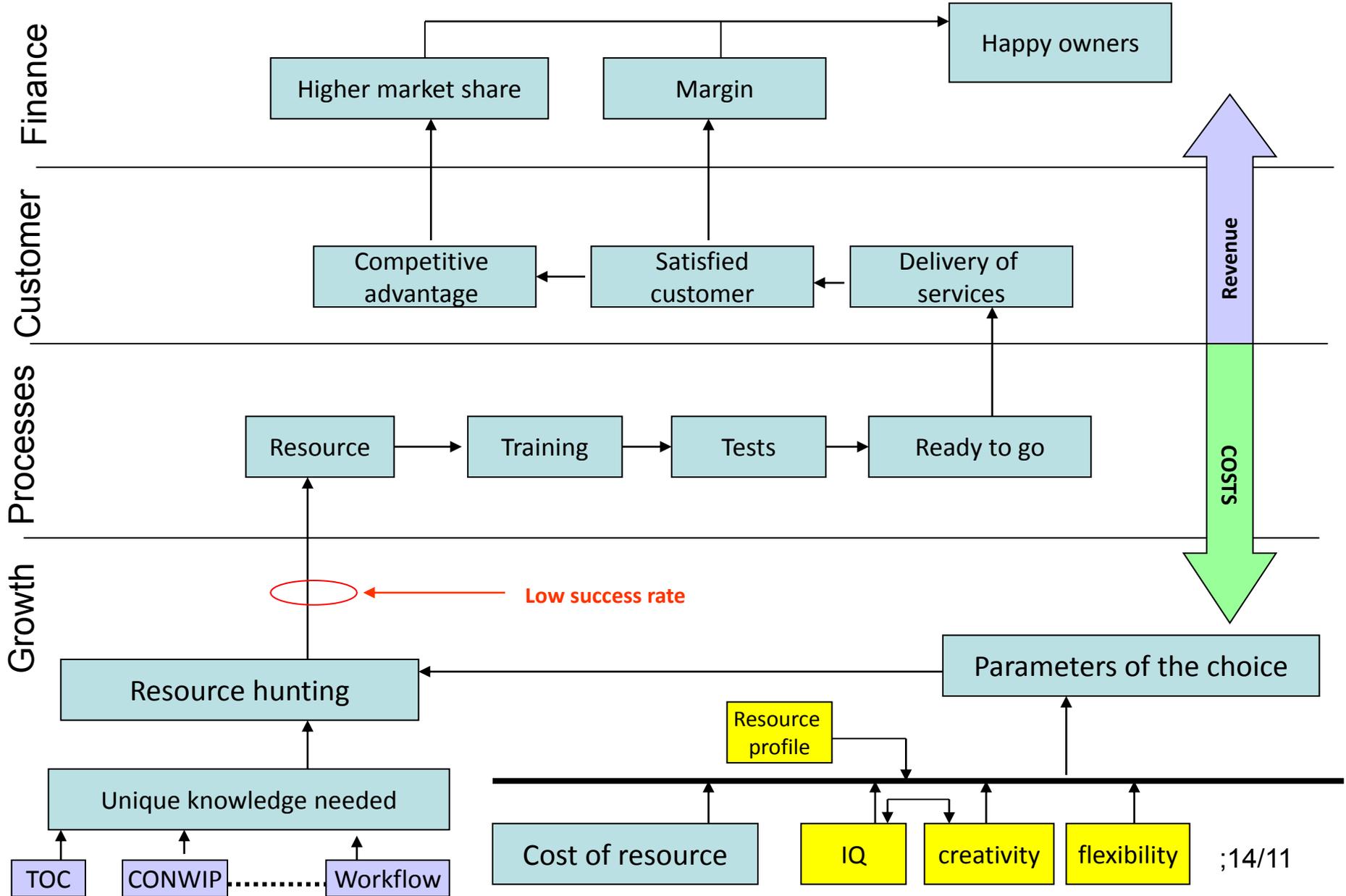
- Difference between SK and RK



# Strategy Map-The Simple Model of Value Creation



# Strategic map (BSC)- very simplified



## Increase of effectiveness by canceling coffee breaks



Thanks for understanding...

