



ZLPIs in SupplyOnTraining for Suppliers

Schaeffler Industrial

May 2024

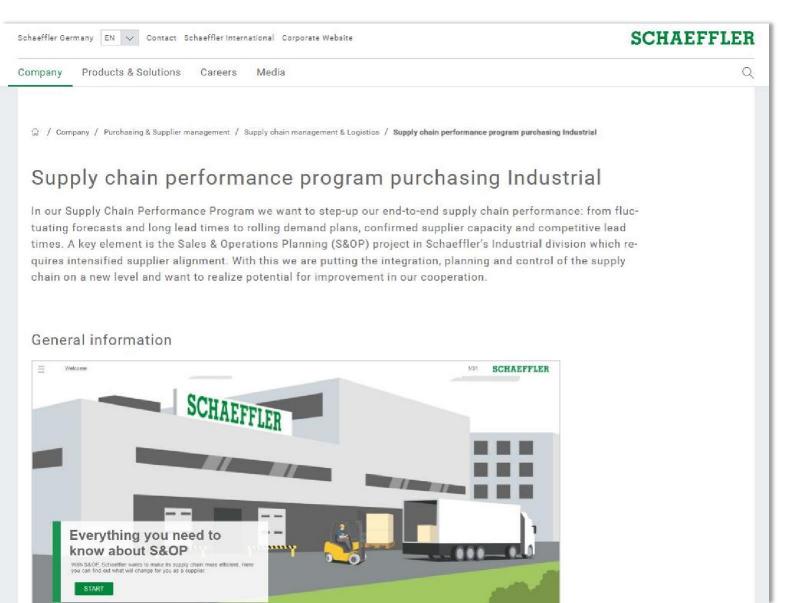
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Agenda

- **1** General information about S&OP and ZLPI
- 2 Training focus
- 3 Next steps



You get all information about the S&OP Program on our Supplier Landing Page!



Here you can find:

- Webinars for S&OP
- Communication material
- Information about the Supply Agreement

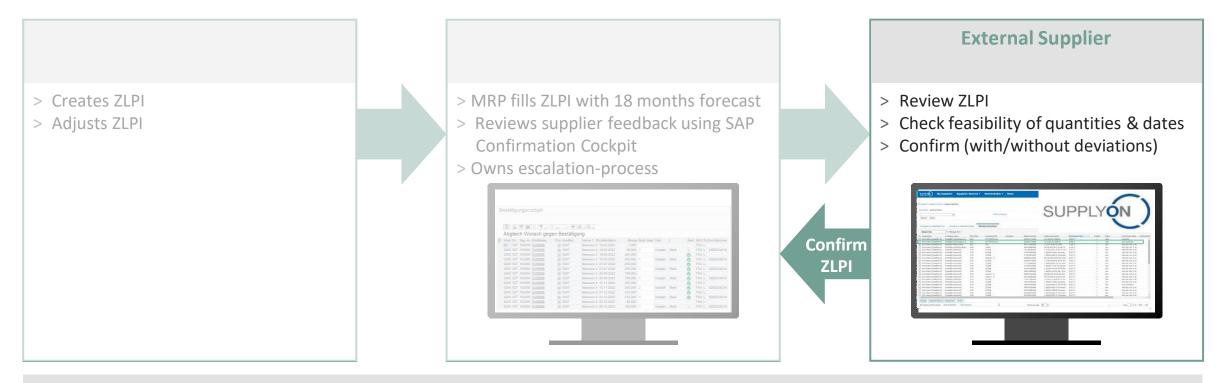
... and much more!



Supply chain performance program purchasing Industrial | Schaeffler Germany



New scheduling agreement (ZLPI) for Schaeffler Industrial provides a long-term forecast and longer frozen horizons for suppliers in exchange for delivery line confirmations





Early checking of alternatives (e.g., smoothening of demand peaks over a time period, insourcing) where feasible



"Give-and-take logic": We provide an 18-month forecast & longer frozen horizons and expect reliable confirmations



Better transparency in Scheduling due to feedback from suppliers on all ZLPI scheduling agreements (+ purchase orders)



Proactive steering and escalations if deviating supplier confirmations cannot be accepted by Schaeffler

ZLPI = new supply agreement with confirmation requirement; MRP = Material Requirement Planning



General process: From receiving ZLPIs to confirming scheduling lines

Receipt of Scheduling Agreements



Check of Feasibility



Confirmation of Scheduling
Lines

All scheduling lines of all scheduling agreements need to be reviewed as before. This procedure does not change.

If an **infeasibility** of an already confirmed scheduling line is **detected** by the supplier, an **adjustment of the confirmation** can be made subsequently to indicate bottlenecks early towards Schaeffler.

Initially, **all scheduling lines** need to be confirmed.

When the **ZLPI gets updated**, **only new and changed scheduling lines** need to be confirmed. Reasons for a changed scheduling lines can be the following:

- The horizon of the ZLPI is 18 months. Every month, the 19th month is added.
- Only the first 6 months are on a daily base, month 7-18 are cumulated on a monthly base. Every month, the 7th month is added with detailed scheduling lines.
- In case a deviating confirmation is accepted by Schaeffler, the ZLPI gets adapted to the deviation and therefore the correlating scheduling lines need to be reconfirmed.

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 - 2.4 Confirm scheduling lines with and without deviations
 - 2.5 Download and upload functionality for scheduling agreements
 - 2.6 Adjustment or integration of EDI interfaces
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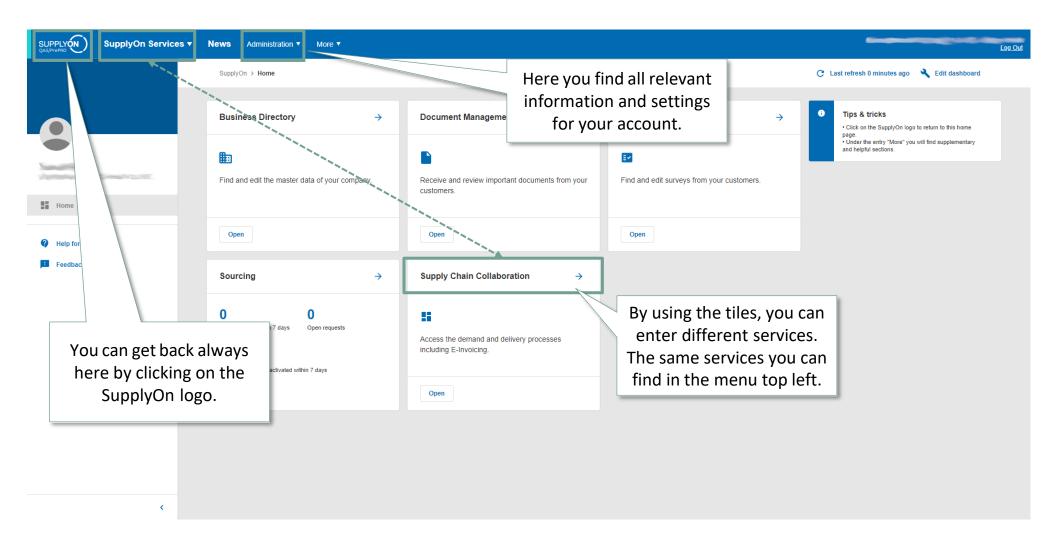
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Overview of SupplyOn web-interface



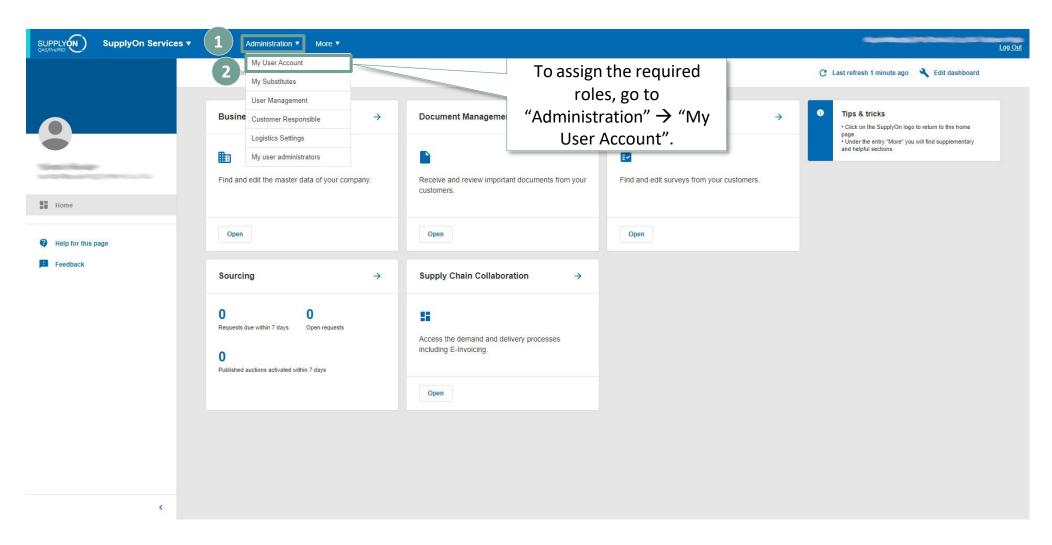
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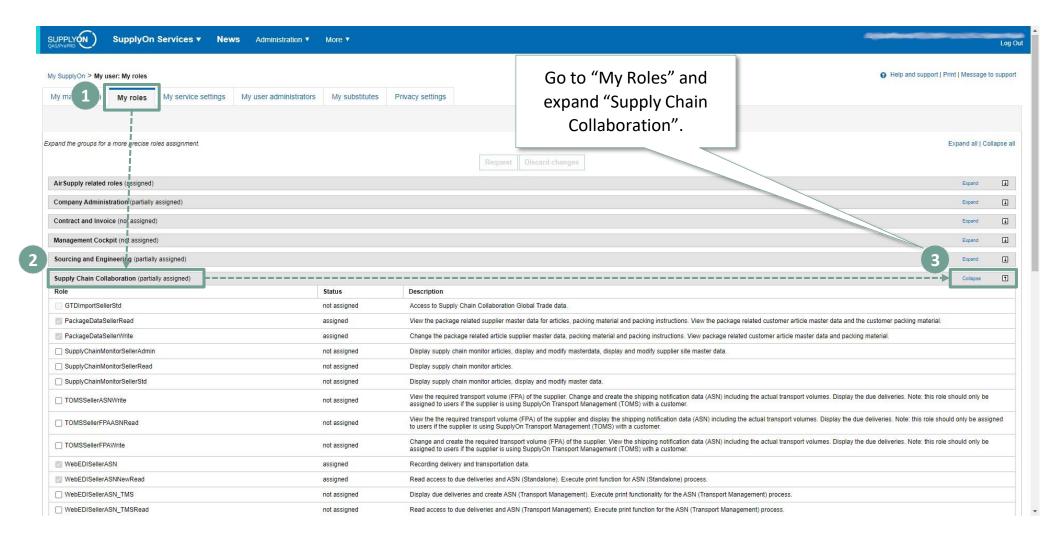


Assigning roles via user account settings



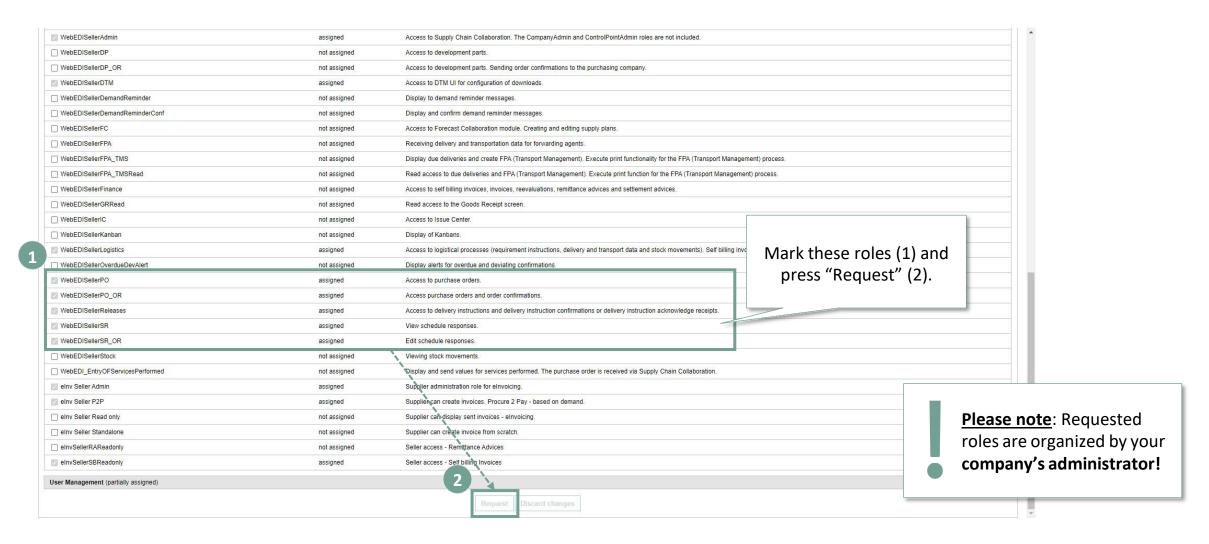


Assigning roles via user account settings





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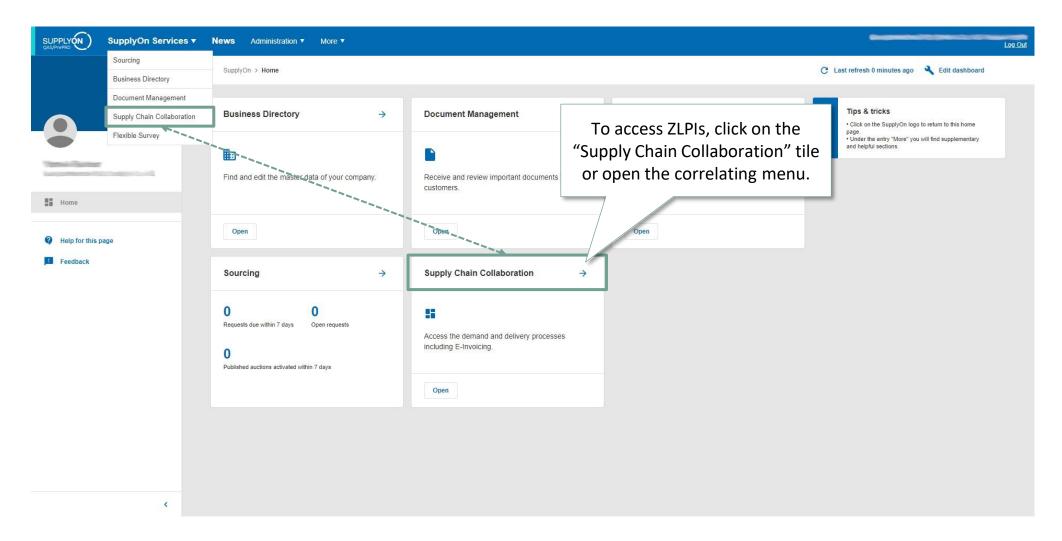
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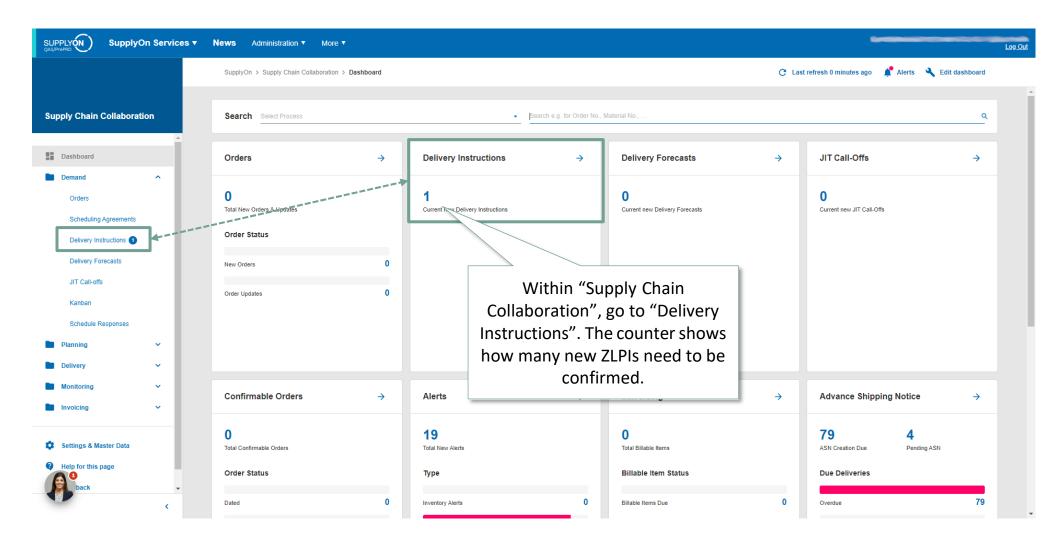


Access to ZLPI scheduling agreements and scheduling lines via Supply Chain Collaboration



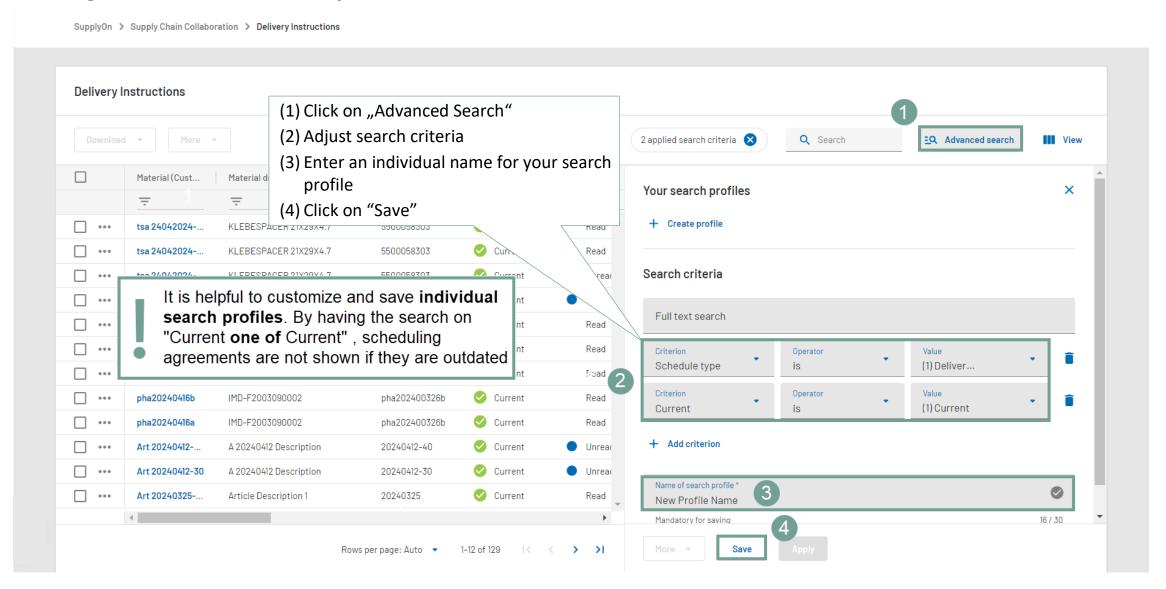


Access ZLPI scheduling agreements using the tile or menu



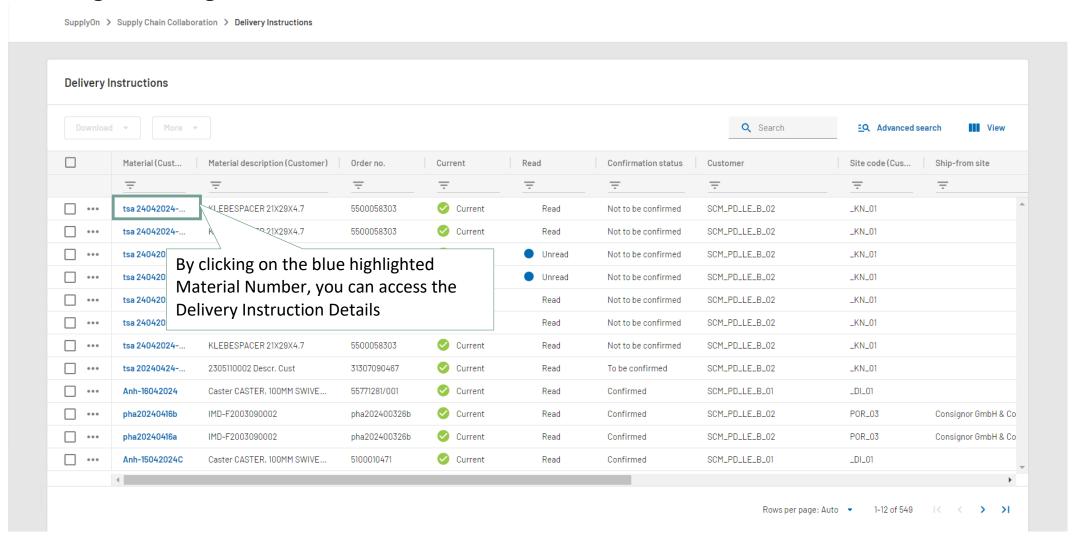


Creating new customized search profiles



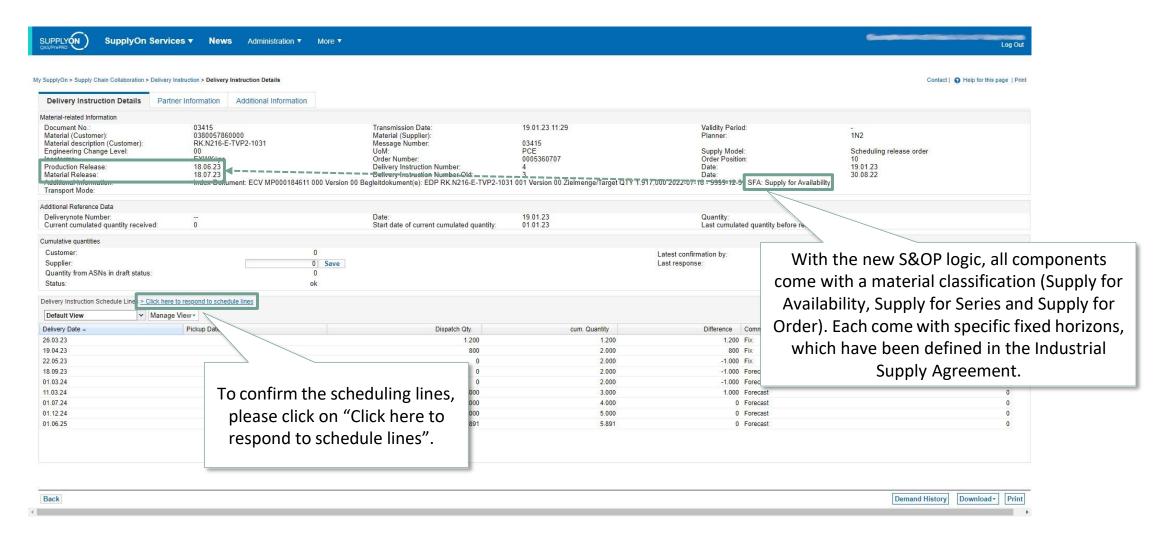


Accessing scheduling lines within a ZLPI to confirm



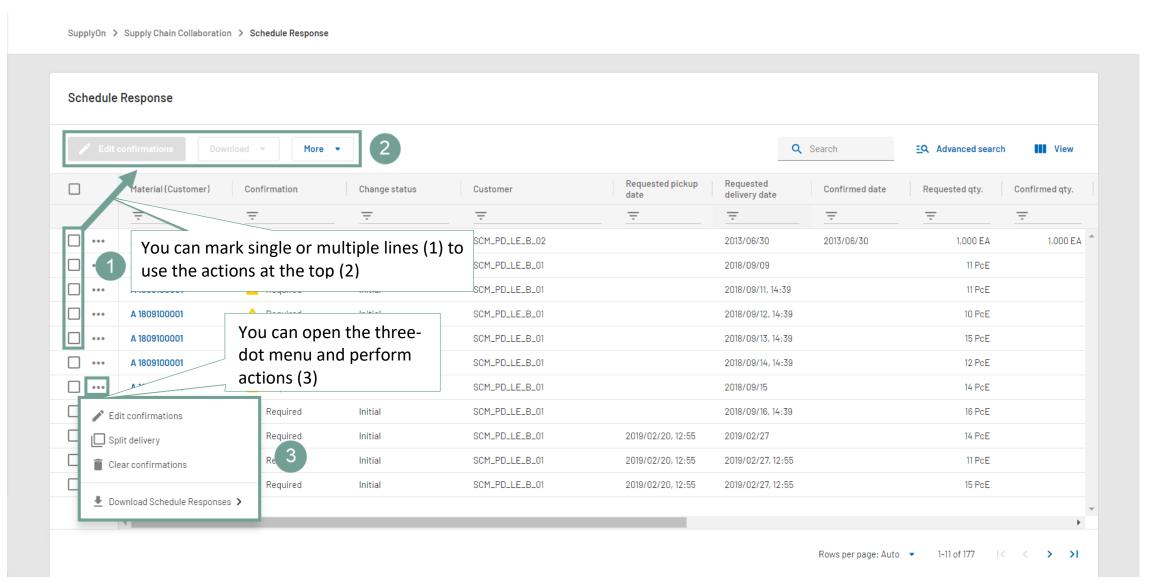


Overview of scheduling lines and access to confirmation view



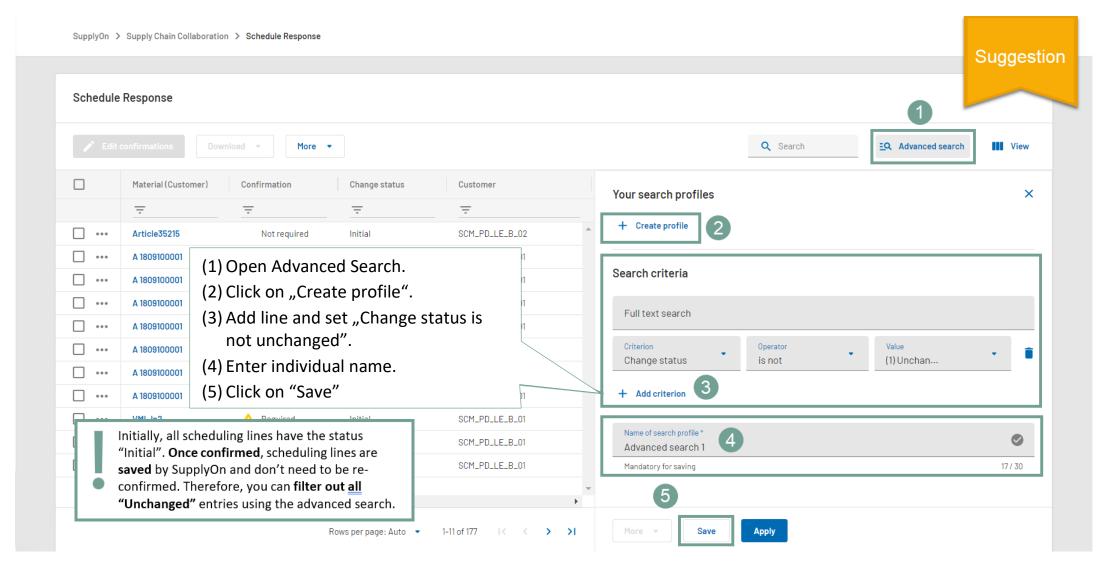


Default view for scheduling lines



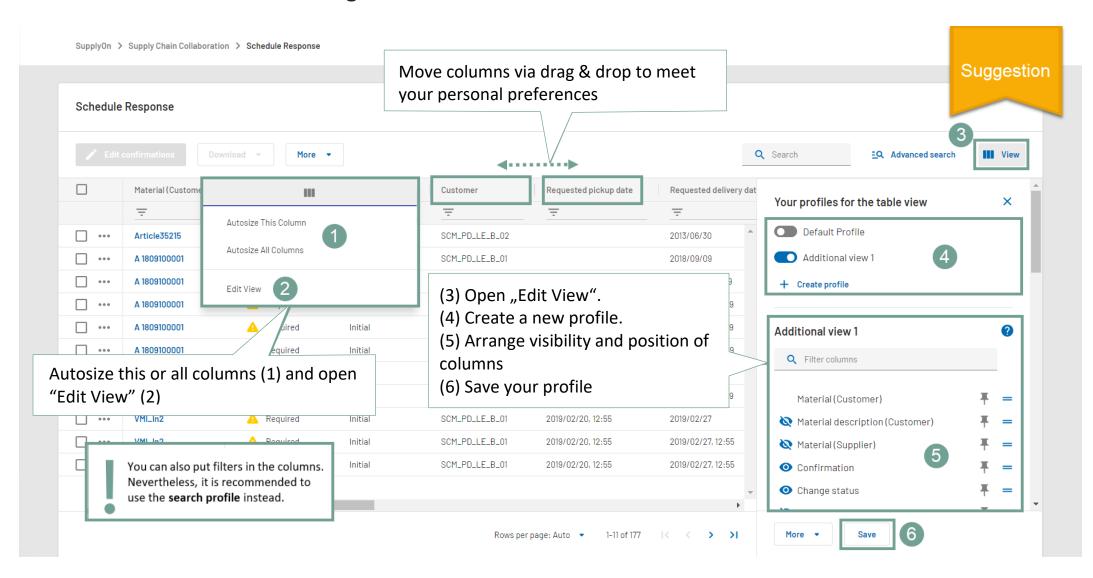


Editing the search profile for easy access to just new and adapted scheduling lines





Customize the view for scheduling lines



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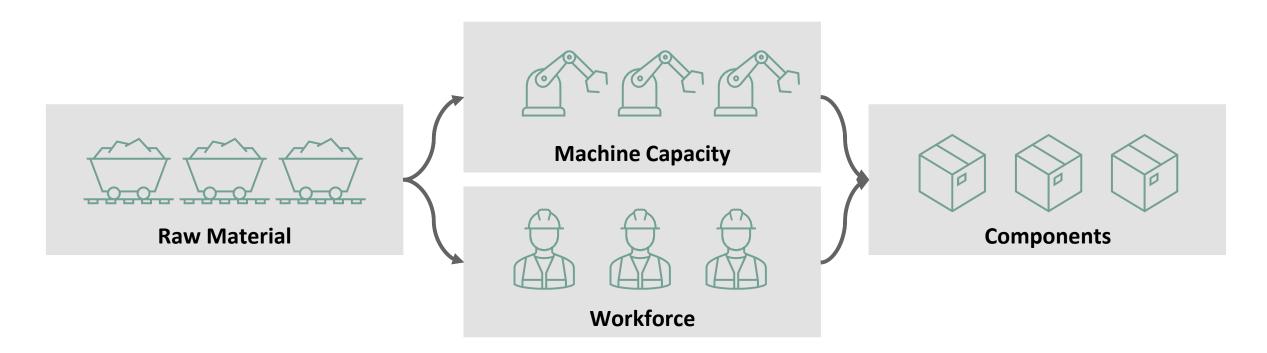
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Use case 1: Confirm requested quantities and dates

Enough capacity for the requested quantities and dates

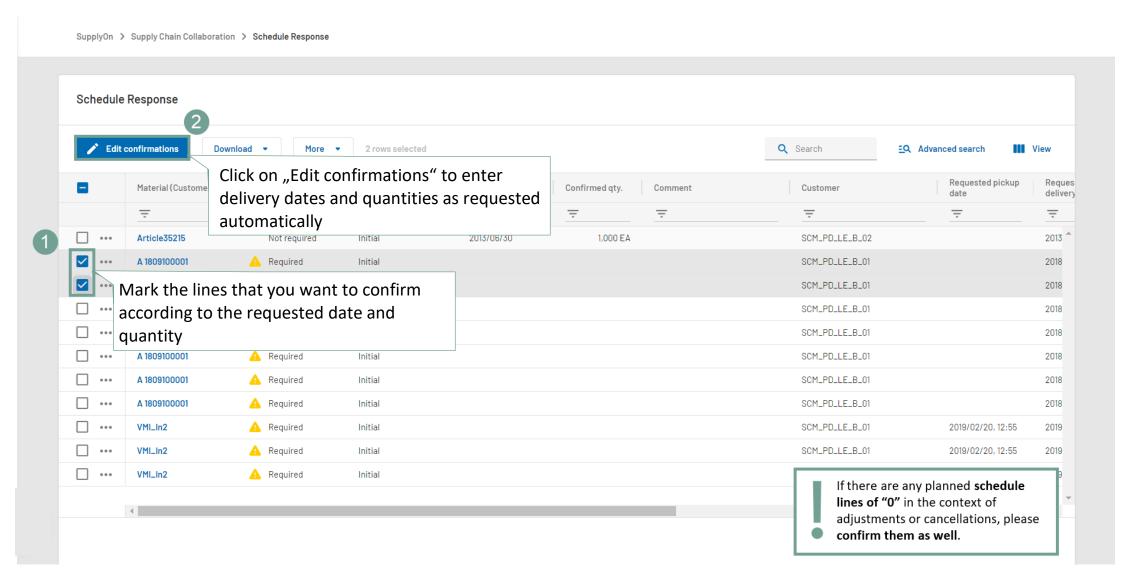


After checking the raw material, machine capacity and workforce, all components (1.200 & 800) can be made in time (26.03.2023 & 19.04.2023).

→ All requested dates and quantities are feasible.

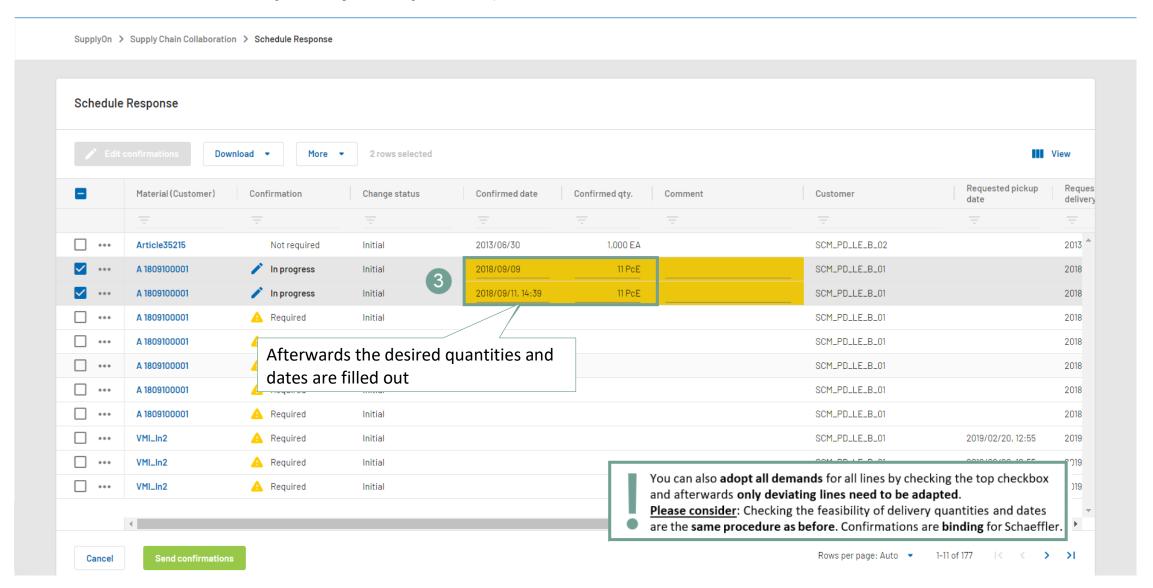


Case 1: Confirm date and quantity as requested (24)





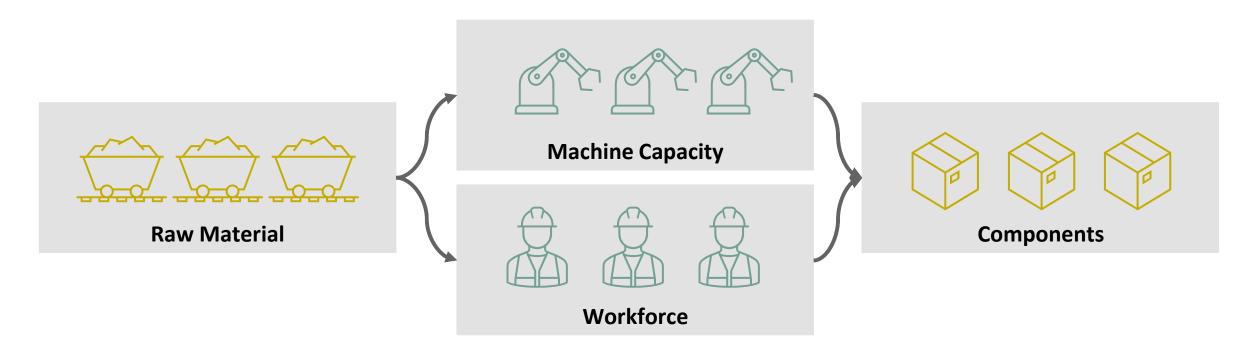
Case 1: Confirm date and quantity as requested (25





Use case 2: Adjustment of delivery date

Delivery needs to be postponed due to late arrival of raw material

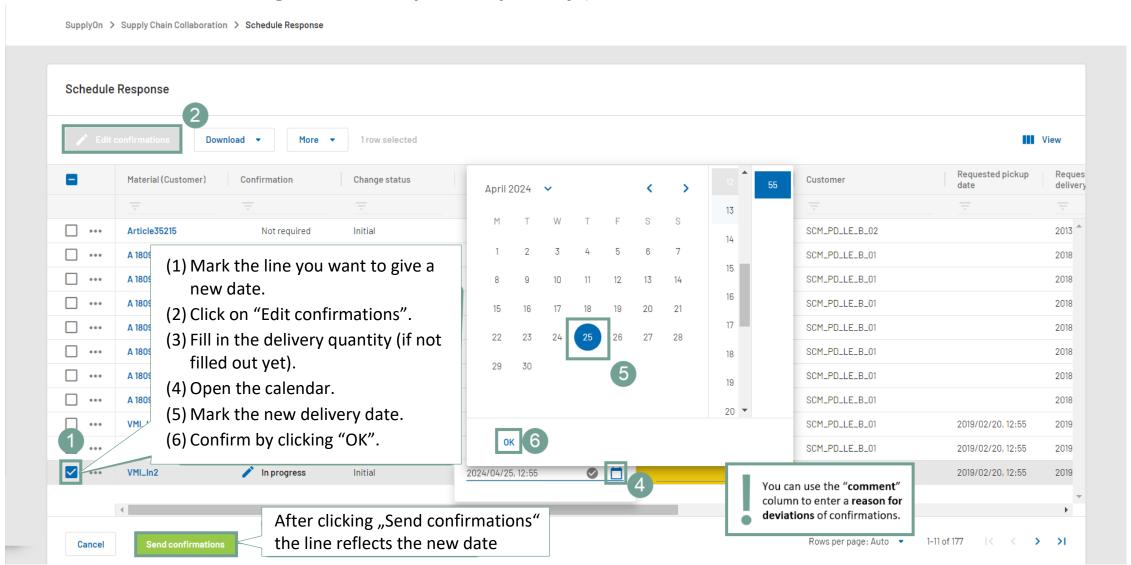


The machine capacity and workforce is enough for the requested quantities (1.000), but the raw material will be available too late to fulfill the requested delivery date (11.04.2024).

→ Requested quantities (1.000) can be made but can only be delivered later than requested (12.04.2024).

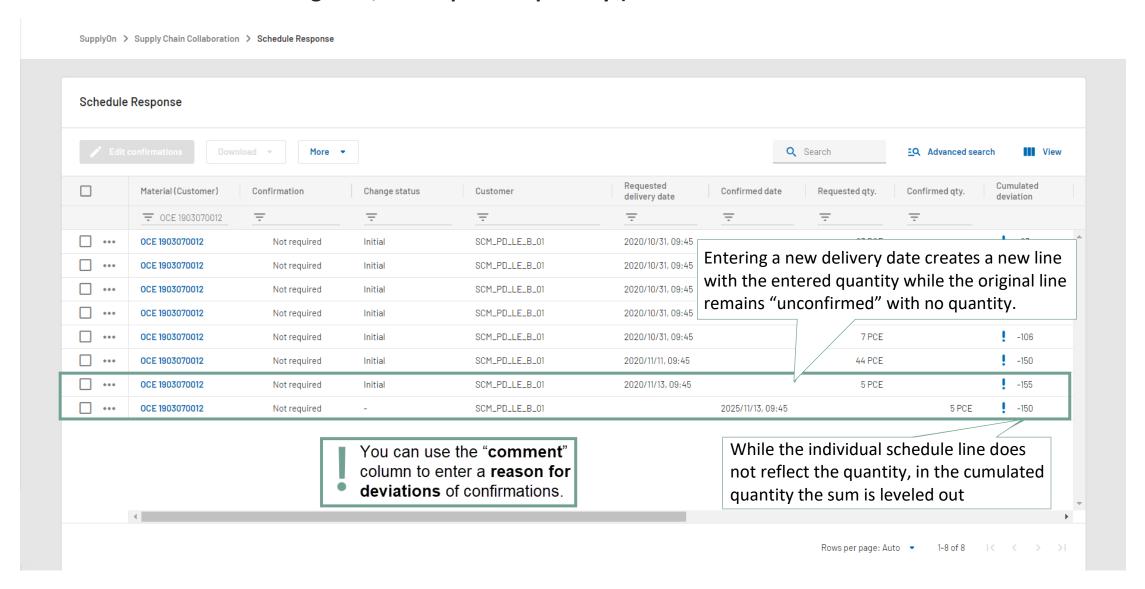


Case 2: Confirm with deviating date, but requested quantity (27





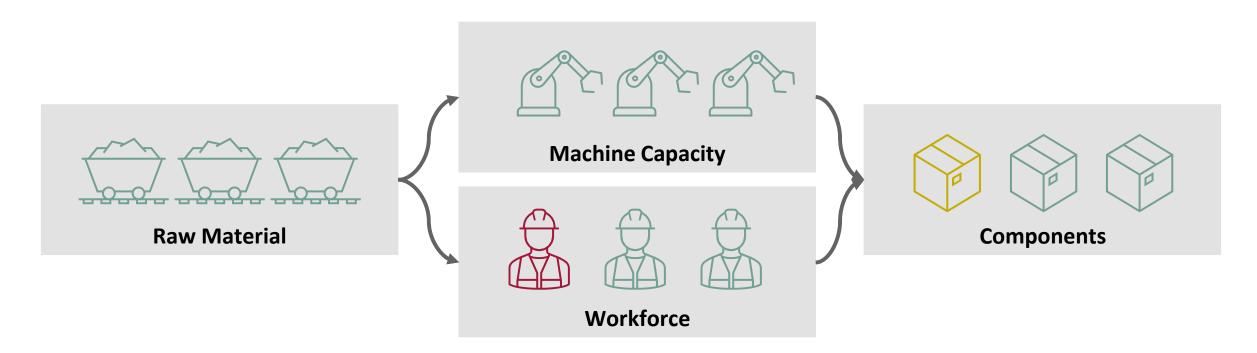
Case 2: Confirm with deviating date, but requested quantity (28





Use case 3: Partial delivery combined with next planned delivery

Worker hands in his notice short-term and needs to be replaced

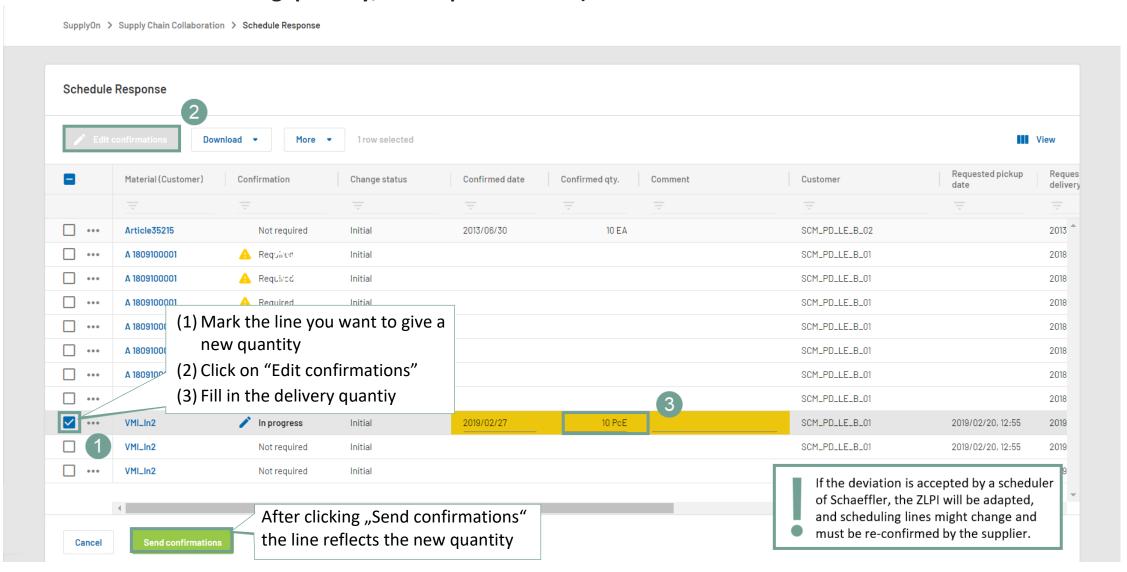


Even with raw material and machine capacity being available, a worker that has quit can only be replaced a week after the requested date. To compensate, people will work overtime.

→ The requested date (01.07.2024) will be held for a portion of the delivery (800 instead of 1.000). The missing parts (200) will be delivered with the following delivery (01.12.2024, 1.200 instead of 1.000).

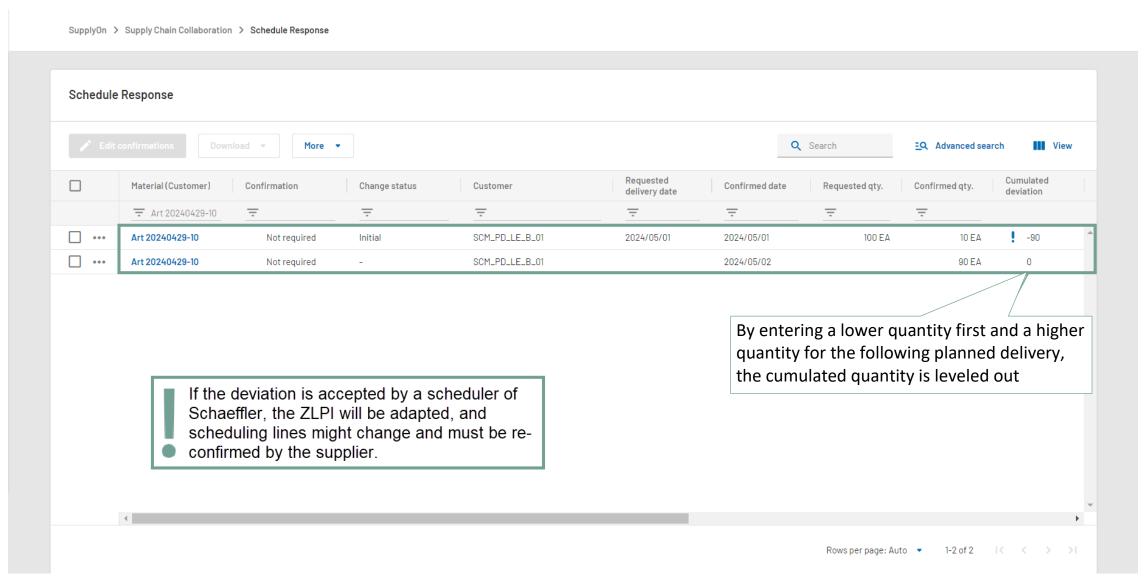


Case 3: Confirm with deviating quantity, but requested date (30



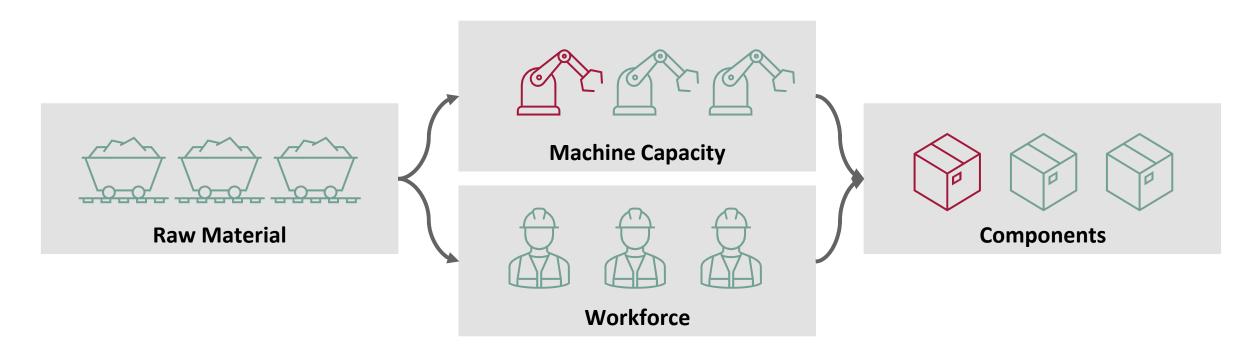


Case 3: Confirm with deviating quantity, but requested date (31





Use case 4: Partial delivery with extra delivery Machine capacity is not ready for a peak in demand

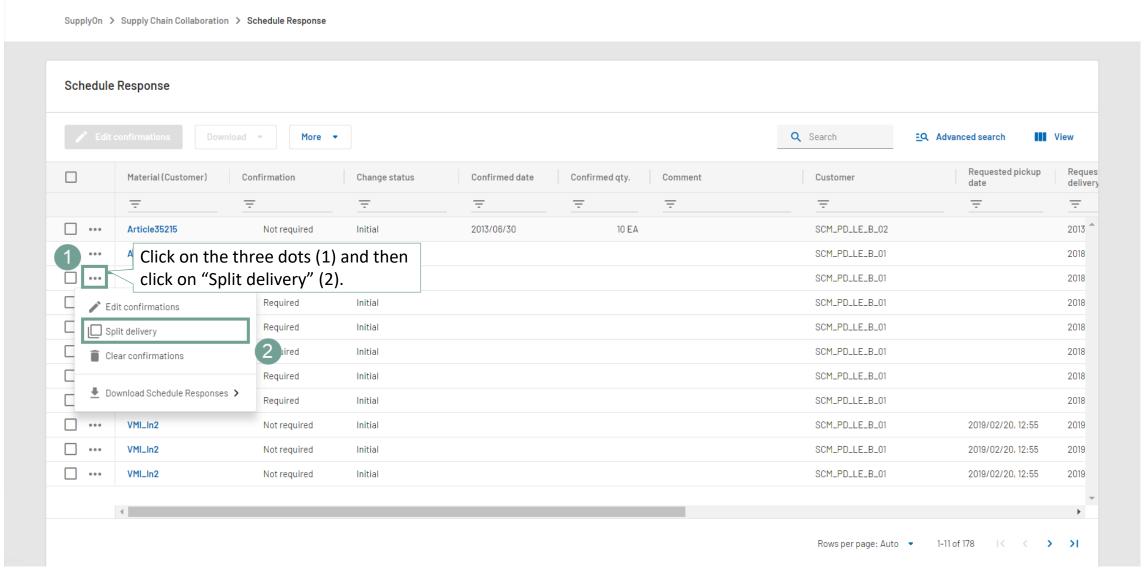


While raw material and workforce can be organized for a peak in demand (891), but the machine capacity can not be increased in time to enable the required date (01.06.2025).

→ The requested demand needs to be smoothened out over a period and therefore is split into multiple deliveries towards Schaeffler (500 on 01.06.2025 & 391 on 02.06.2025).

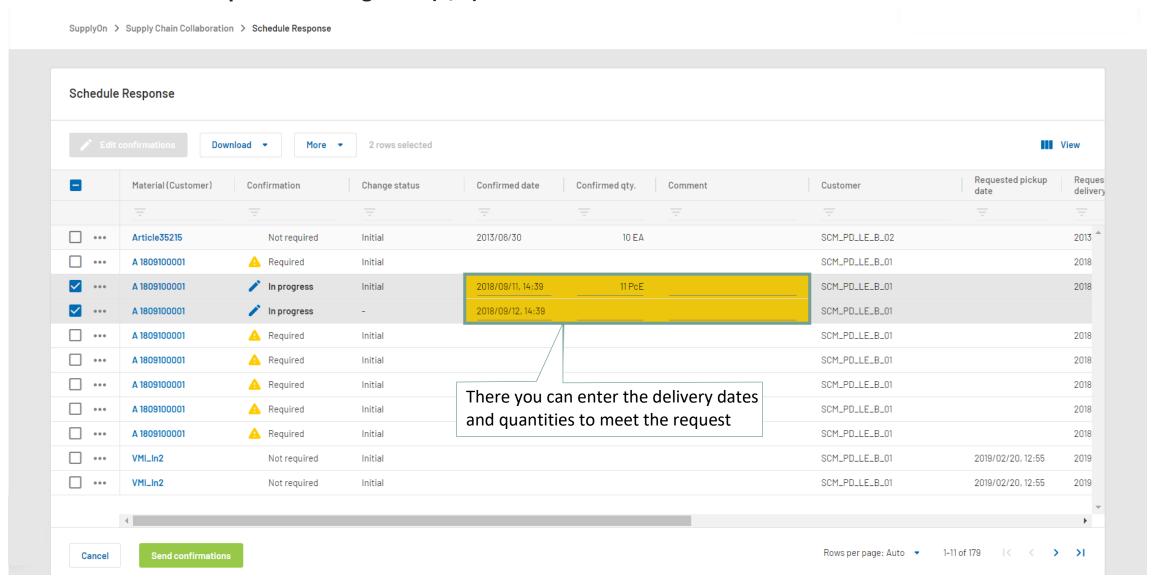


Case 4: Confirm with split scheduling lines (33



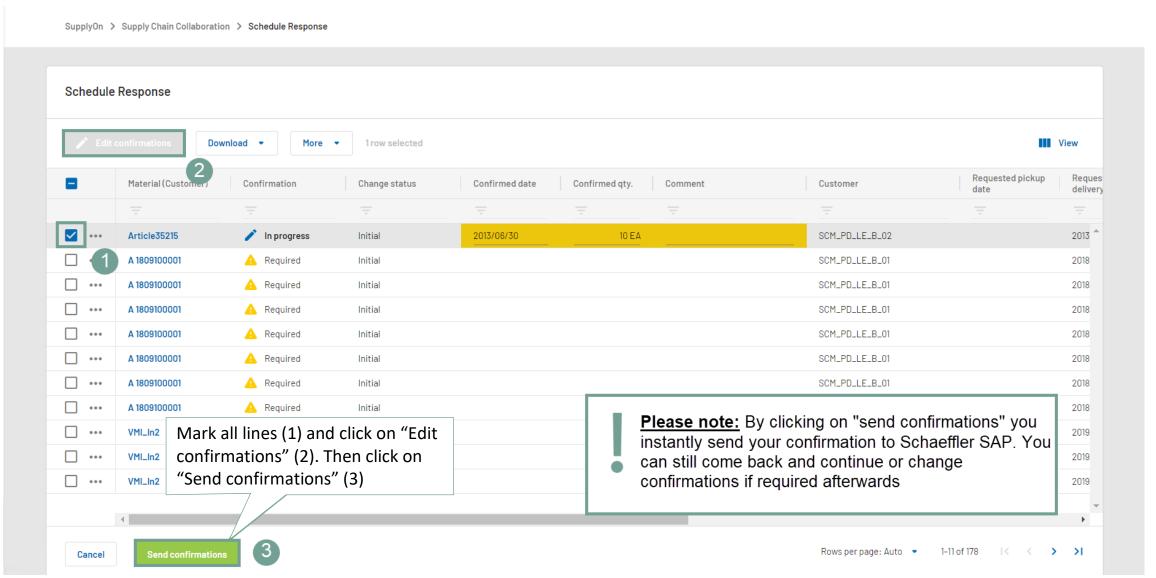


Case 4: Confirm with split scheduling lines (2/2)



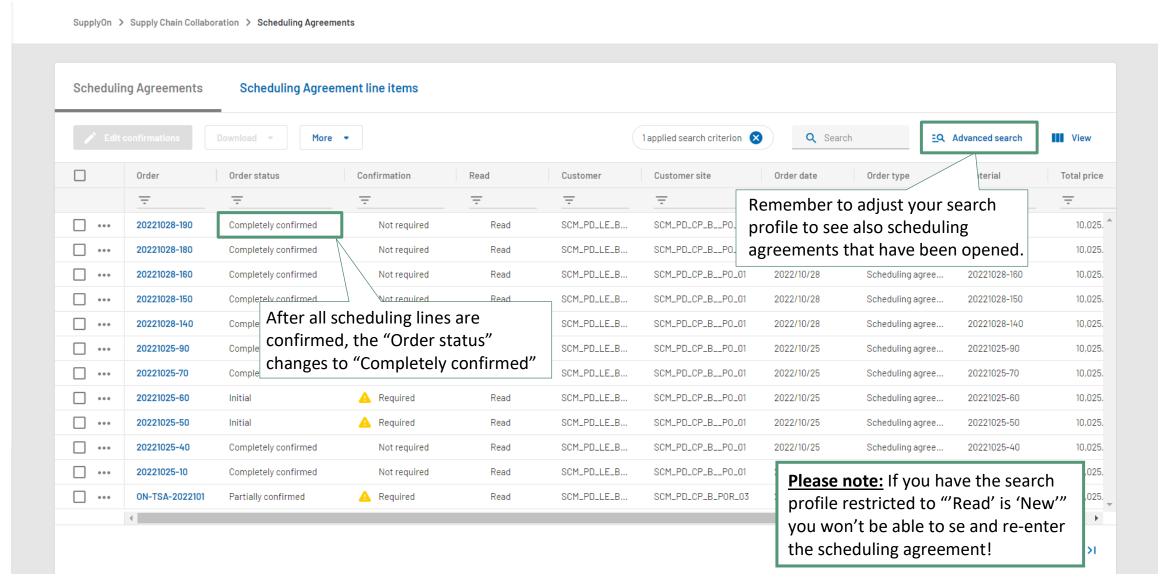


Save and send confirmations





Status of scheduling agreement ZLPI now has changed!



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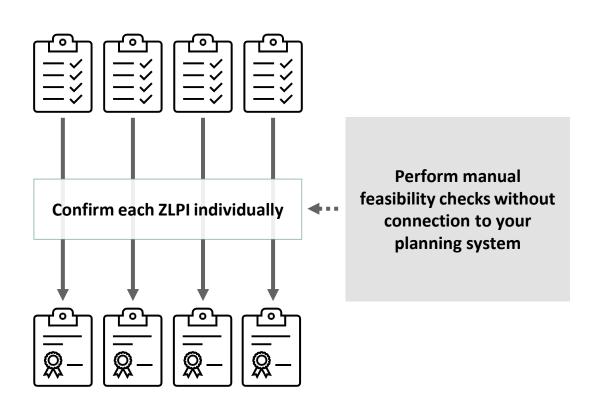
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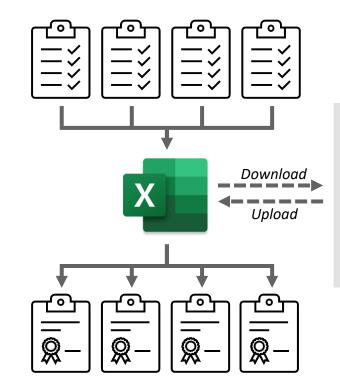


Interface of SupplyOn to download and upload scheduling agreements

Confirming each ZLPI one by one...



... or download multiple ZLPIs to process the data in your system.



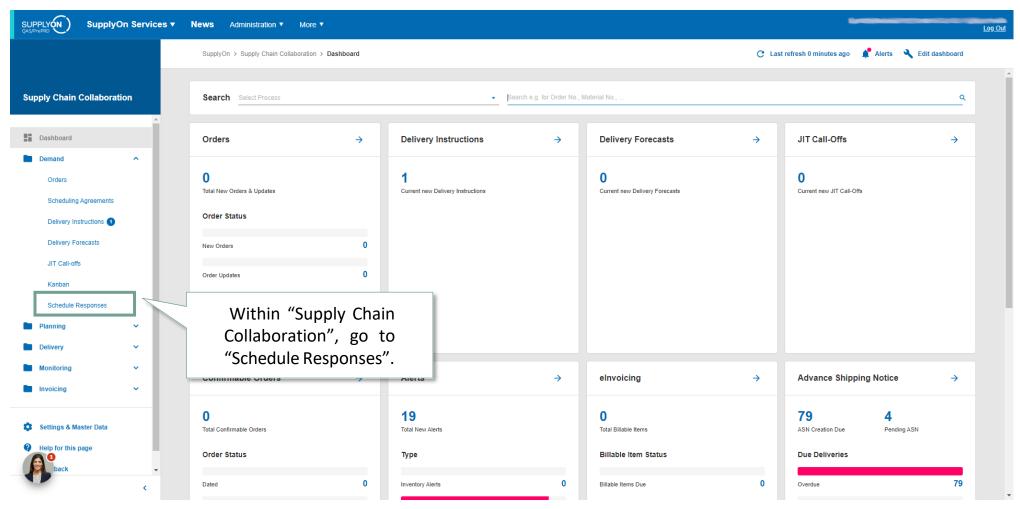
Import scheduling lines directly into your planning system

or

Fill the template with your data from your planning system more easily.

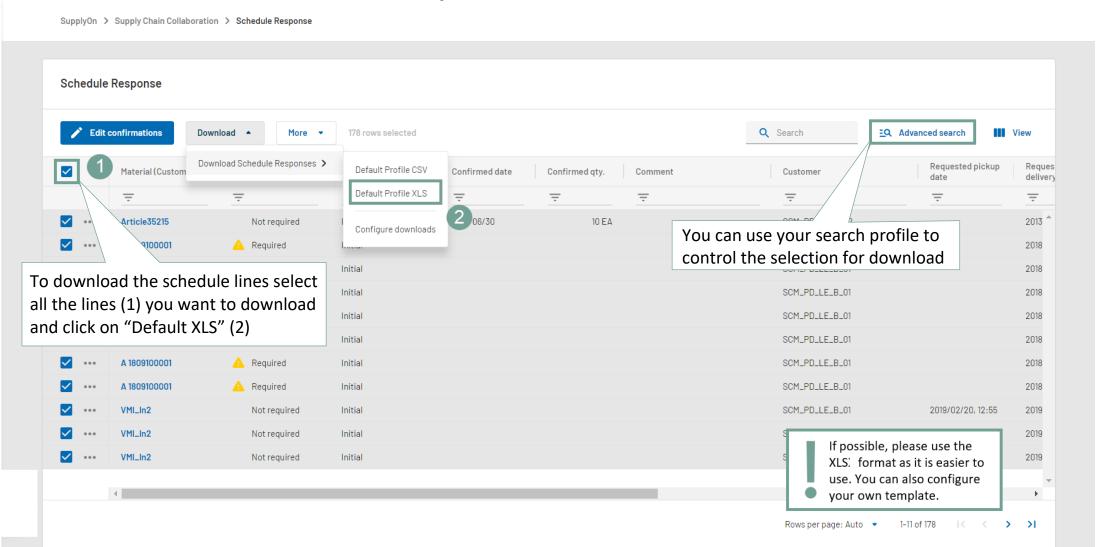


Download scheduling agreements Alternative 1: Direct access via Schedule Responses





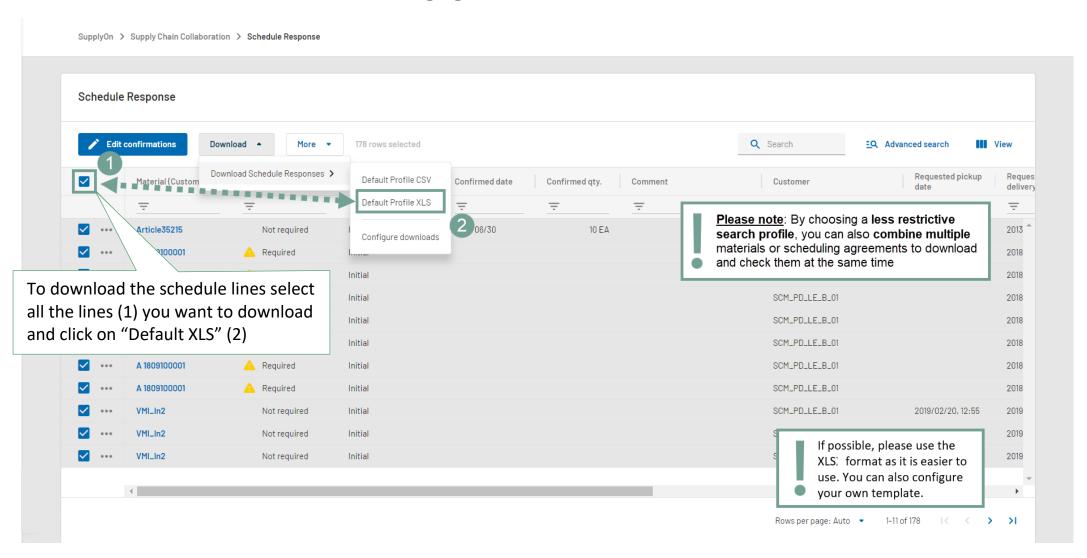
Download scheduling agreements Alternative 1: Direct access via Schedule Responses





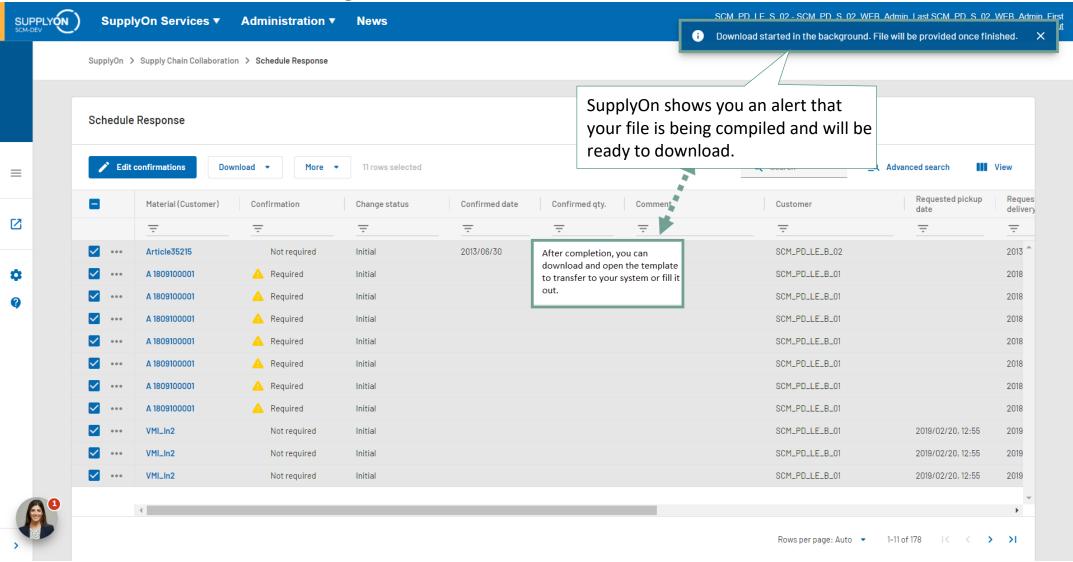
Download scheduling agreements

Alternative 2: Select individual scheduling agreements and customize the search criteria.



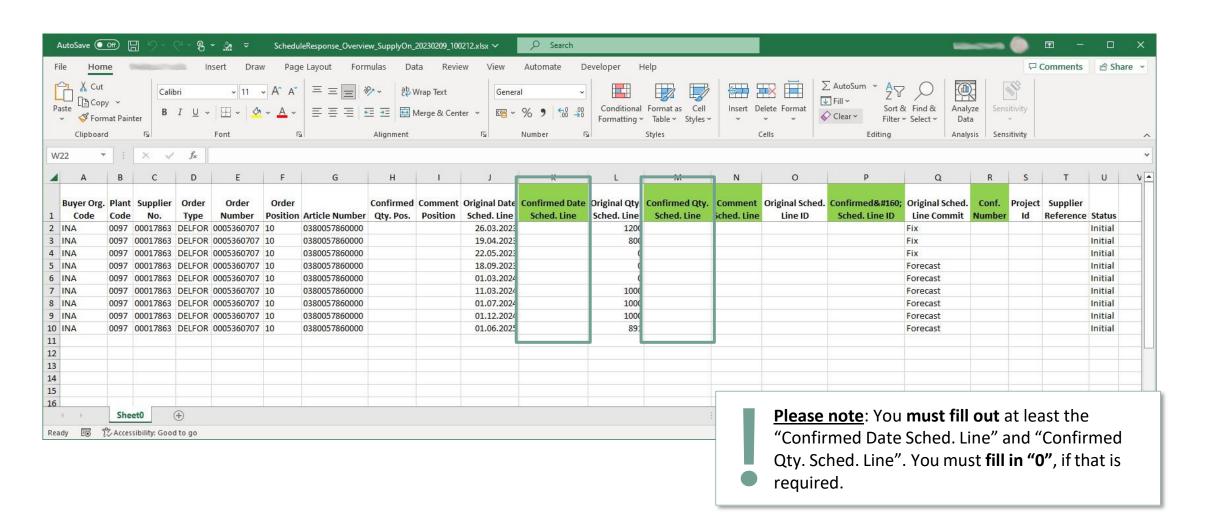


Download Excel file with scheduling lines



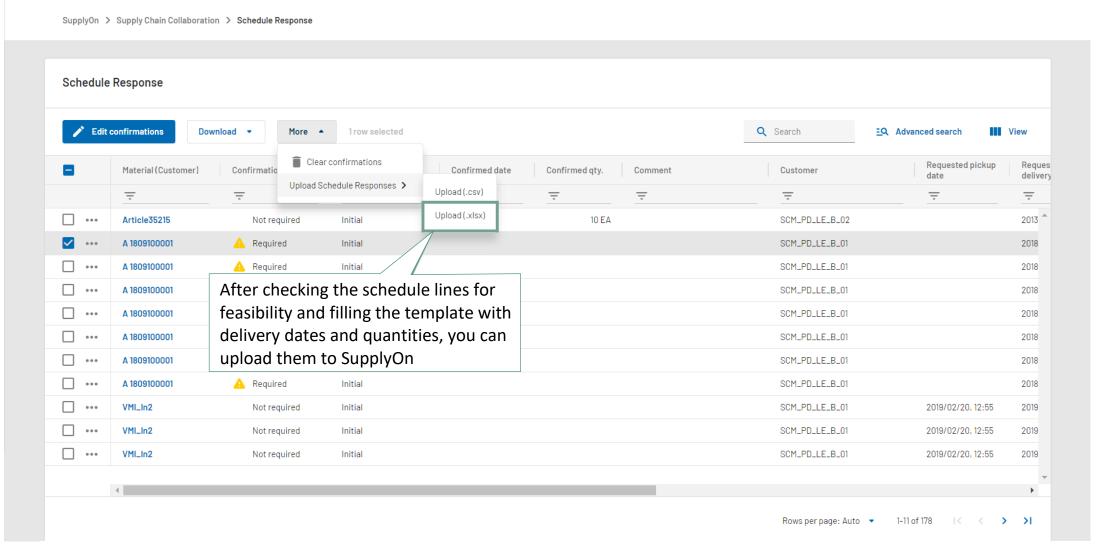


Overview of the Excel template



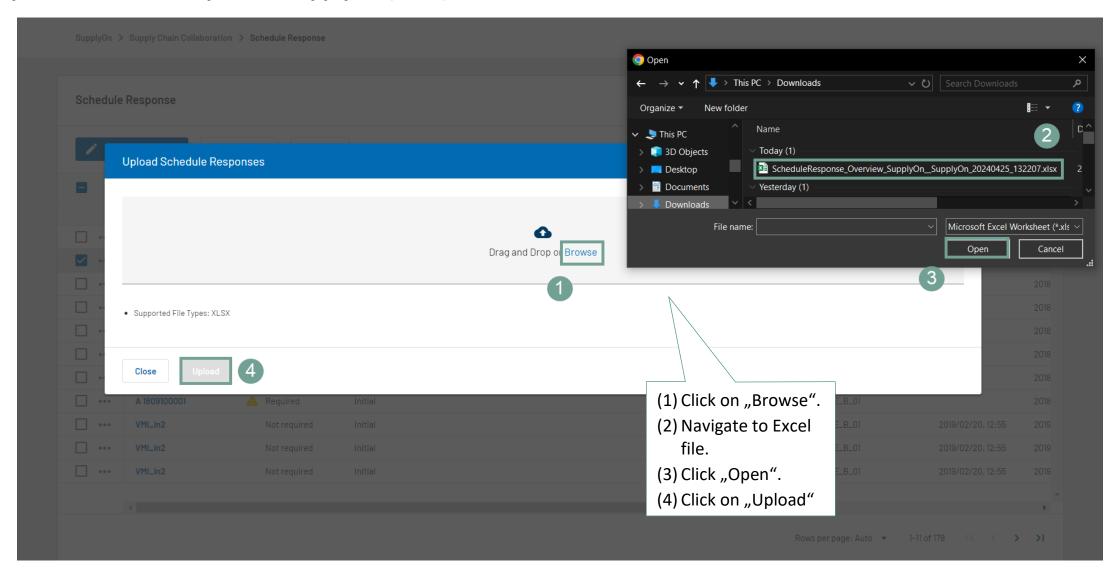


Upload the Excel template in SupplyOn (44/3)



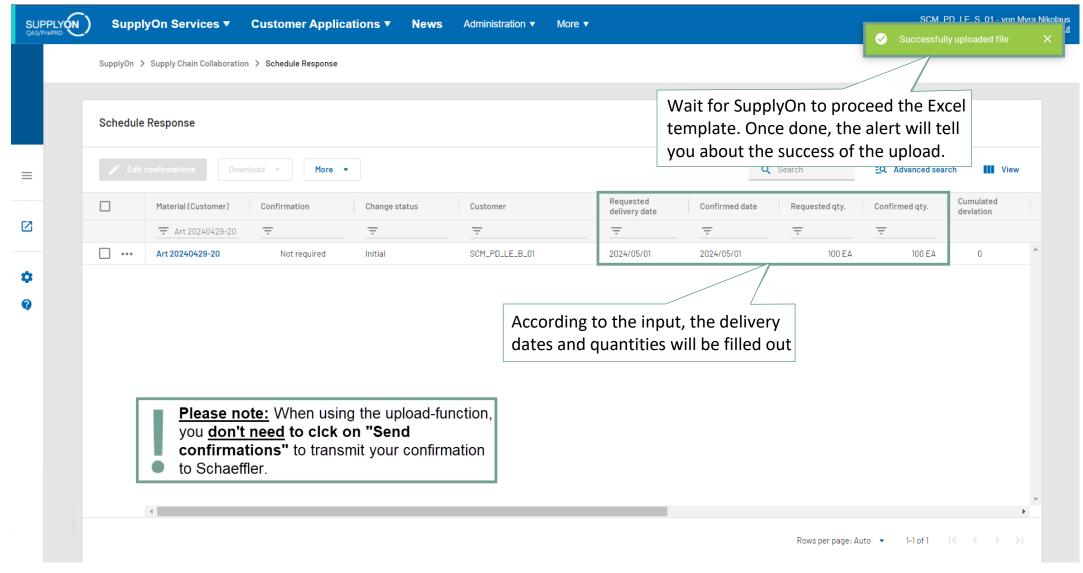


Upload the Excel template in SupplyOn (45/3)





Upload the Excel template in SupplyOn (46/3)



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Adapting existing EDI interface or new integration

→ Ordering via SupplyOn web-store

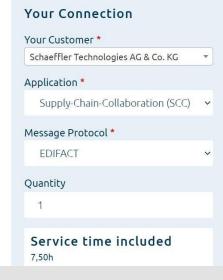
If you want to confirm ZLPI scheduling agreements via an EDI interface, you can order the necessary packages via the SupplyOn web-store.



Demand Forecast Response

Basic Service Package with limited included service time for Inbound message

- Agree on service tasks, dates and team
- · Message configuration on SupplyOn EDI system
- SupplyOn provides for some message types and customers a self-service test tool to validate message structure for e.g. Invoice or ASN. Per inbound message type one test coupon is included. Each coupon is valid for 90 days (starting from the first test). SupplyOn supports manual error analyses after successful syntax test.
- Alternatively support to meet required SupplyOn and customer data quality level
- Test support for defined use cases
- Go-Live and stabilization phase support
- Handover to SupplyOn operations team
- Language: English (French or German may be offered in some cases)
- Exchange via ticket system or e-mail



Procedure:

- Go to the web-store and log in.
- Search for the package "Demand Forecast Response" to be able to confirm ZLPI delivery agreements.*
- Enter "Schaeffler Technologies AG & Co. KG" as customer and purchase the package.

Notice:

"Demand Forecast Response" is necessary for confirming delivery schedules. Existing processes, such as the processing of "Purchase Orders", are not affected by this. Corresponding packages are still to be used.

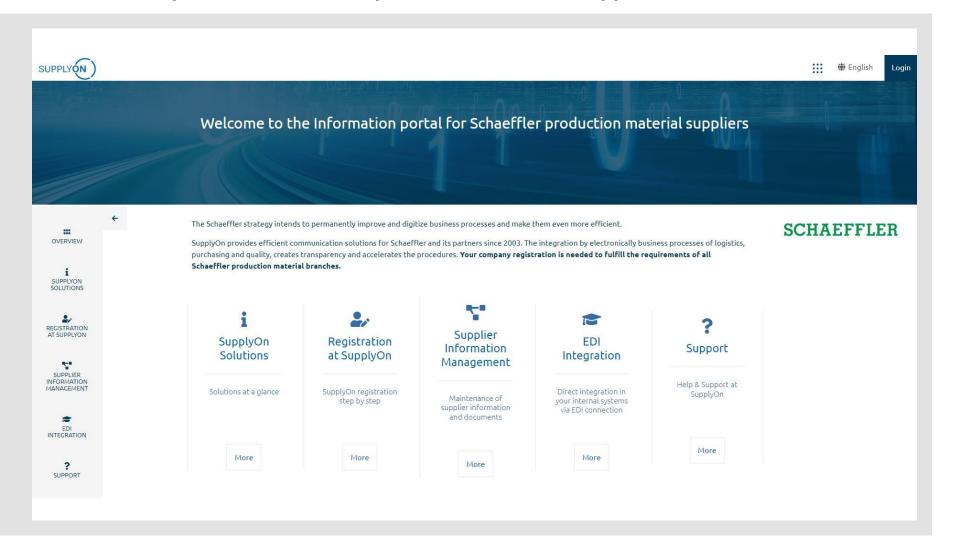


Please note: If you have not yet adjusted your EDI interface at the time of sending the Warm-Up-ZLPI, we still ask you to confirm the delivery agreement via SupplyOn's WebEDI service as described in this document!

^{*)} Direct product link: Demand Forecast Response

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For further training material and support also go to our SupplyOn Information portal for Schaeffler production material suppliers





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During ZLPI Rollout per segment

- Start with warm-up ZLPI please confirm according to this training.
- The scheduling agreement is valid and must be considered as a regular one!



Go Live of all ZLPIs

- After closing the warm-up phase, all remaining ZLPIs will be send.
- We are aware, that this will be a one-time high workload.



Regular contact with Scheduling of Schaeffler

• In case of deviating confirmations, Scheduling will try to find alternative together with you.



Support and information material

- Get more information regarding S&OP on our Supplier Landing Page
- For issues regarding SupplyOn, please contact the SupplyOn-Support







Next steps

Thank you!

