



# Multinational Healthcare Corp: Delivering Advanced ATP & Allocation Management for Pharmaceuticals

*Solution & Implementation Case Study*

**Implementing gATP brought with it great promise but the actual usage of the advanced capabilities created usage issues and technical conflicts with downstream systems**

One of the worlds largest Pharmaceuticals companies had recently deployed SAP's Global Available to Promise (gATP) solution to enhance their Order to Cash responsiveness and accuracy but was not able to take full advantage of the capability. To leverage advanced ATP methods like substitutions, the system was introducing sub-items which were conflicting with downstream systems and the Product Allocation Management capabilities were slow and painful for the business team

When substitute locations and/or products were identifies by gATP, a subitem was set on the sales order to reflect the new value. Unfortunately downstream reporting systems could not handle that data element and pricing updates at that subitem level were not carried out properly

Using the standard Demand Planning interface (SDP94) to manage Product Allocation was very slow for the significant number of users and couldn't be setup for real-time updates due to the multi-user environment and sales order locking issues

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**SCMA's gATP Accelerators were deployed to solve the issues**

The company reached out to the SCMA team based on feedback from large, high transaction volume companies in the Pharma and High Tech industries to try their gATP Accelerators. SCMA deployed the Subitem Suppression and Allocation Management Cockpit products in a free trial and the benefits were seen immediately. The team quickly moved from trial into implementation mode and deployed the solutions into their production system within a few weeks

The Subitem Suppression Accelerator is code deployed on the ECC or S/4 system to turn any subitems generated by the substitution logic into unique line items, either replacing the existing line or adding new lines depending on the specific solution required. This works for both location and product substitution scenarios

The Allocation Management Cockpit (AMC) is a custom transaction that allows for a configurable xls-like user interface, transaction speed 10-12x faster than standard SAP, multi-user capability, real-time updates without impacting sales orders, and the ability to see real time Orders on the same screen but execute mini BOP to reschedule orders as Allocation changes

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The full capabilities of gATP were realized with the user of the Accelerators and have been managing millions of transactions without any support issues

Once deployed, millions of sales orders were running through the Accelerators without any support issues. The team has since done upgrades to their core SAP system with no impacts to the enhancements and they continue to be a key part of the overall Order to Cash success

Allocation Object	Material	Sales	Customer	Sales Distr.	Sold-To	Ship-To	Key Figure	2011	2011	2011	2011	2011	2011	2011	2011	2011	
GATP_ALL_OBJ	GATP-MAT-01	0001	02	US0001	G-SOLDTO-1	G-SHIPTO-1	Allocation	2	92	85	100	82	84	82	0	0	
							Incoming Orders	0	0	0	0	27	0	0	0	0	
							Allocation Adjustment	0	0	0	0	0	0	0	0	0	
							Remaining Allocation	2	92	85	100	55	84	82	0	0	
						G-SHIPTO-2	Allocation	0	82	84	83	84	83	84	0	0	
							Incoming Orders	0	0	0	0	0	0	0	0	0	
							Allocation Adjustment	0	0	0	0	0	0	0	0	0	
							Remaining Allocation	0	82	84	83	84	83	84	0	0	
						G-SHIPTO-3	Allocation	0	83	84	82	84	82	84	0	0	
							Incoming Orders	0	0	0	0	0	0	0	0	0	
							Allocation Adjustment	0	0	0	0	0	0	0	0	0	
							Remaining Allocation	0	83	84	82	84	82	84	0	0	
						G-SOLDTO-2	G-SHIPTO-1	Allocation	0	84	83	84	83	84	83	0	0
							Incoming Orders	0	0	0	0	0	0	0	0	0	
							Allocation Adjustment	0	0	0	0	0	0	0	0	0	

Easy to use Allocation Management screens for both transactional activities and visibility. Able to drill in to see and manage order confirmations in real time

**Forced confirmation cockpit**

Order confirmation name: Dejan's run 50  
 Order items total: 200  
 Order items to be processed: 142  
 Order items processed: 57  
 Order items updated: 57

Select	Order Num	Item	Sched	Product	Location	MAD	Req Qty	Conf Qty	UoM	PAC Im.	PAL Im.	Item status	BOP Result	BOP Status	Chk vol.	CVC
<input type="checkbox"/>	1	10	1	GATP-MAT-01	MQR1	07-08-2013	15	0	EA			Completed	Updated	B		
<input type="checkbox"/>	2	10	1	GATP-MAT-01	MQR1	07-08-2013	2	0	EA			Completed	Updated	B		
<input type="checkbox"/>	2	10	2	GATP-MAT-01	MQR1	07-08-2013	0	1	EA			Completed	Updated	B		
<input type="checkbox"/>	3	10	1	GATP-MAT-01	MQR1	07-08-2013	1	0	EA			Completed	Updated	B		
<input type="checkbox"/>	4	10	2	GATP-MAT-01	MQR1	07-08-2013	0	1	EA			Completed	Updated	B		
<input type="checkbox"/>	4	10	1	GATP-MAT-01	MQR1	07-08-2013	1	0	EA			Completed	Updated	B		
<input type="checkbox"/>	4	10	2	GATP-MAT-01	MQR1	07-08-2013	0	1	EA			Completed	Updated	B		
<input type="checkbox"/>	5	10	1	GATP-MAT-01	MQR1	07-08-2013	7	0	EA			Completed	Updated	B		

Additional enhanced order management features not possible in ECC or S/4 to quickly adjust confirmations with Allocation scenarios



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