
DSM640 Target Maintenance

<i>Overview</i>	This program is used to maintain target file. Sales targets are estimated based on a comparison of items. One item is selected as the priority item and the other is selected as comparative item. Sales accumulated for the priority item are recorded and then used to estimate the sales targets for the comparative item.
<i>Purpose</i>	This panel allows you to: Maintain sales targets for selected items.

Examples

This section illustrates examples concerning:

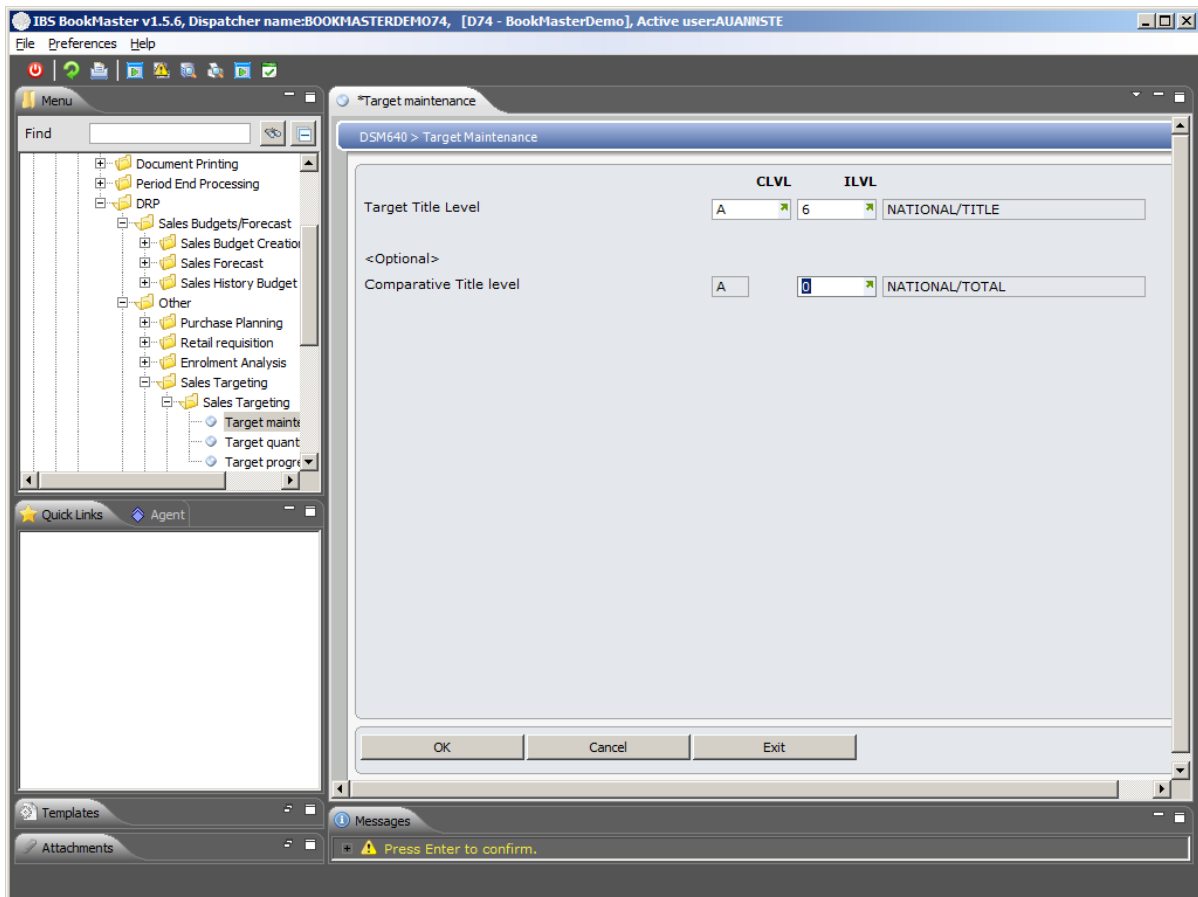
[Example 1: To Maintain Sales Targets](#)

[Example 2: To Inquire on Sales Targets](#)

Example 1: To Maintain Sales Targets

This example describes how to maintain sales targets for primary and comparative items.

1. Select option **Target Maintenance** from Base Modules> Distribution> Other> DRP> Other> Sales Targeting> Sales Targeting menu. Following panel is displayed.



Relevant Fields

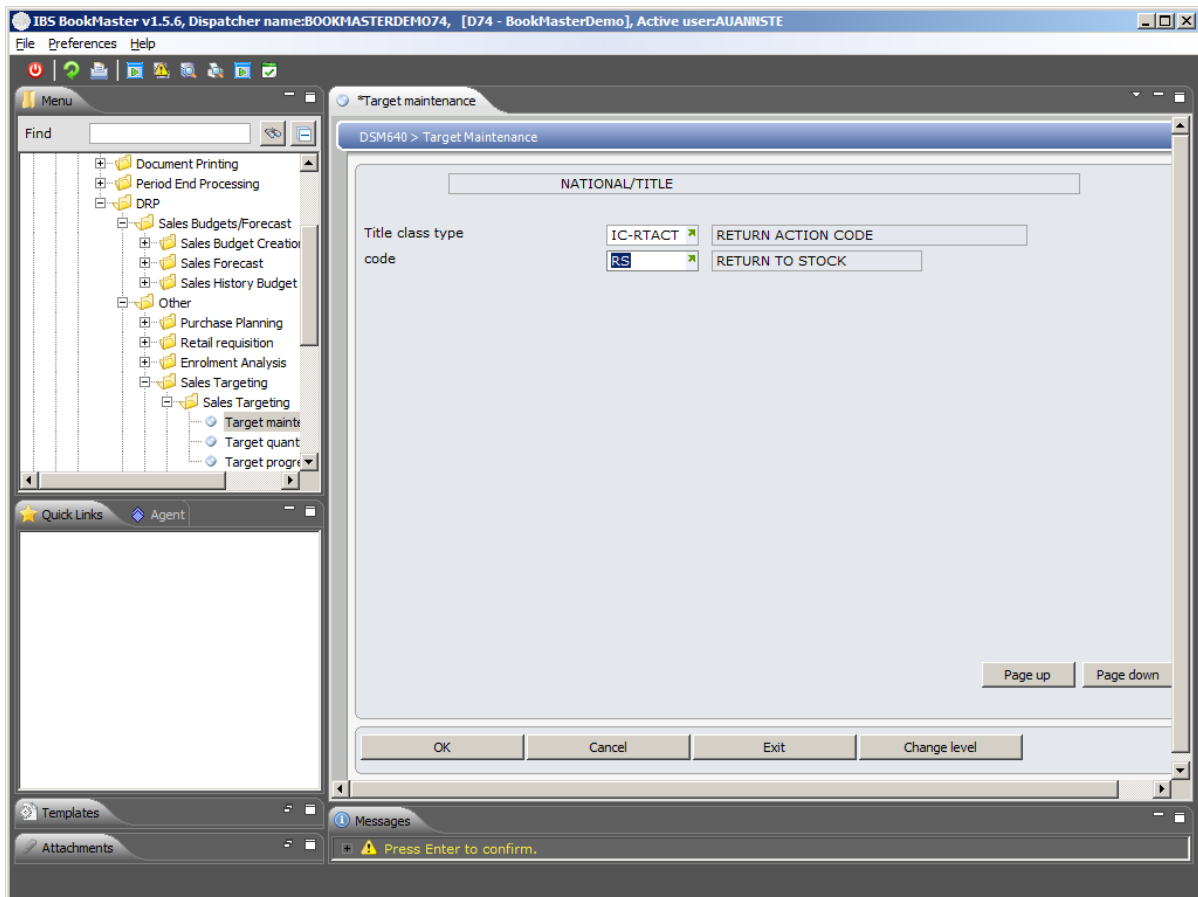
Target item level

The current customer and item level for the target item level default and may be overridden. Enter the sales analysis level applicable to the item selected as the target item.

Comparative item level

This field is optional and defaults to the current customer and the item level for the comparative item level. Only the item level may be overridden.

2. Select target item level and comparative item level and click **OK** to confirm the selection. Following panel is displayed. Note that the comparative item levels must be within the range of the target level previously selected and the target level must be of higher value than the comparative item level.



Functions

Change level

This function is used to change previously selected target level. This function displays previous panel.

Relevant Fields

Item class type

Items can be categorized into several Classification Types.

These classification codes are not part of the on-line sales analysis. For example forecasting requirements could be different to sales analysis and therefore the forecasting requirements can be established using one of these classifications (Forecast Profile IC-FCSTP).

These classifications can also be used to record instructions or parameter checks during transaction processing. For example a quantity warning can be setup so that if a sales order is processed and the quantity entered exceeds the quantity ceiling, the order pends for investigation and authorization.

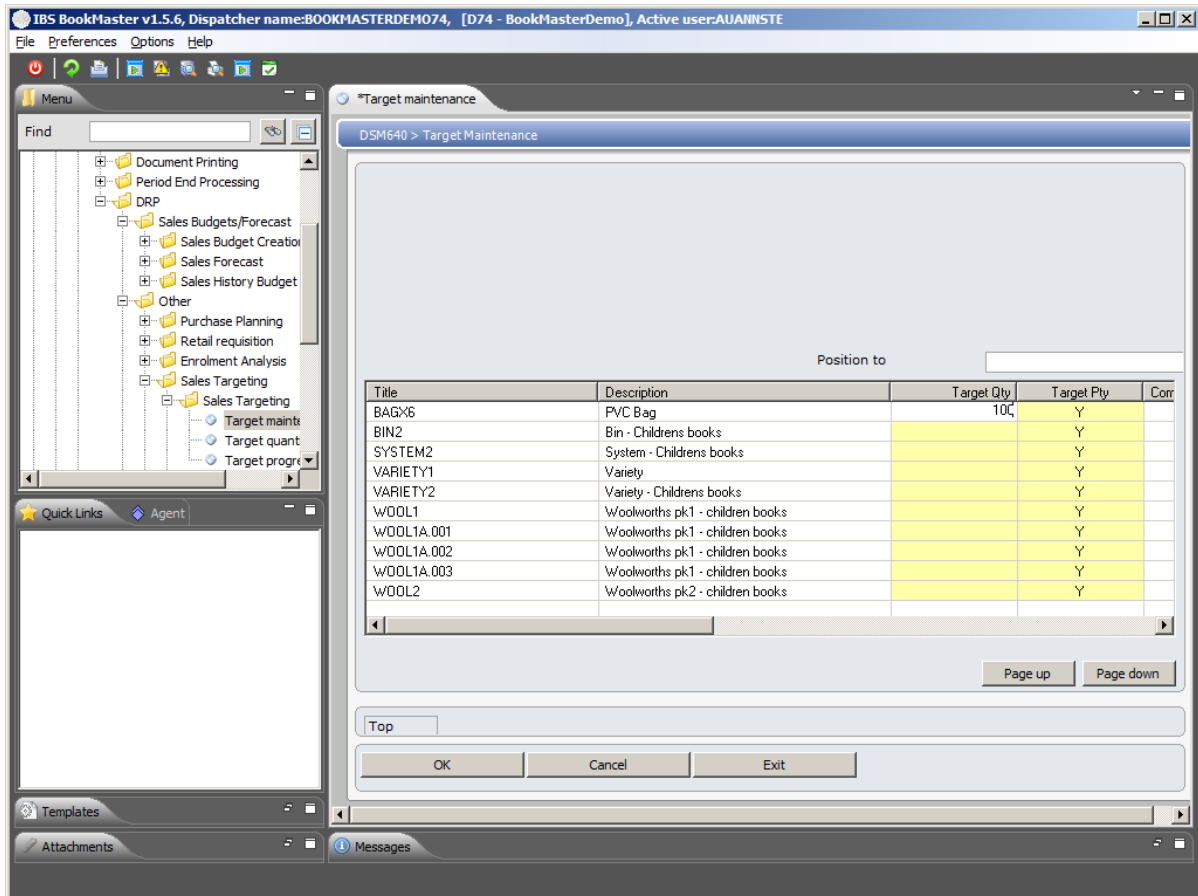
Item class code

Once a Classification Type has been selected, an individual code belonging to the Type is selected.

Customer

This is customer against which target maintenance is to be done.

- Key in item classification code, type and customer number. Click **OK** to confirm the details. Following panel is displayed.



Functions

Detail

This function is used to display item description (title) for the displayed list of ISBNs.

Relevant Fields

Target Item

This is target item as per target levels selected.

Target Qty

This is targeted quantity.

Pty

If the priority field is flagged as 'Y', then it indicates that the item is a priority target item. If the field is flagged as 'N', then it indicates that an item is a comparative item.

Comparative item

This is comparative item hierarchy levels. Item level one identifies the comparative items from item masterfile.

MAT Sales

This field displays moving annual total sales.

- Maintain the target quantity and click **OK** to confirm the changes made in target quantity.

This completes the process of target maintenance.

Example 2: To Inquire on Sales Targets

All steps and process is same as explained in [Example 1: To Maintain Sales Targets](#). Only difference is all panels are displayed in inquiry mode and no change is permitted.