

SNC Supplier quick guide

SAP SNC Version 7.5

Revision - 4th March 2021

Approved by Kumar Sivashanmugam

Language: EN

Scope and Field of Application

This document is meant for SNC suppliers and describes the steps and procedure on how to work with SNC Forecast, PO, ASN etc. in SNC web portal.

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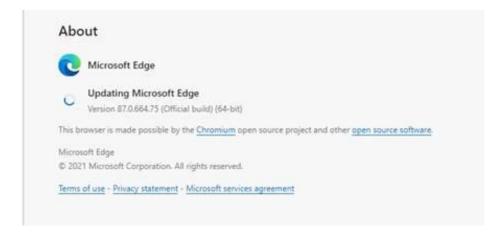


1 How do I log on?

Use the following link:

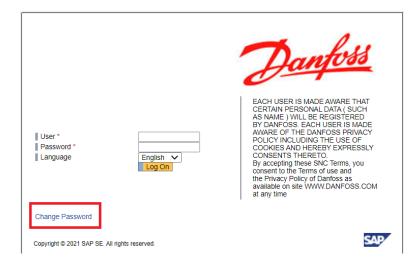
https://suppliers.danfoss.com/ or suppliers.danfoss.com/

The recommended browser is Microsoft Edge and version as below



The SNC logon screen comes up. Read the text regarding terms for using SNC. Enter User id and password and click 'Log on'

You can change password from this screen anytime.



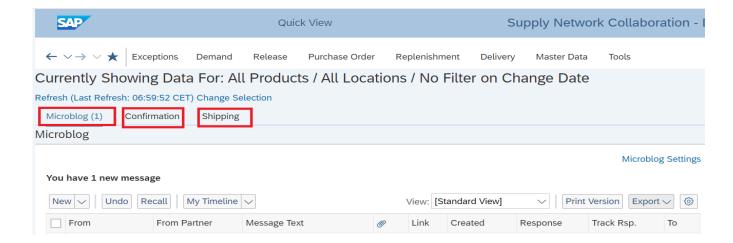


2 General navigation in SNC.

2.1 Quick View

Menu \rightarrow Exceptions \rightarrow Quick View.

To set as standard entry screen, press the star button in the upper left corner *. When you enter SNC 'Quick view screen', you can see 3 tabs as standard settings done by Danfoss.



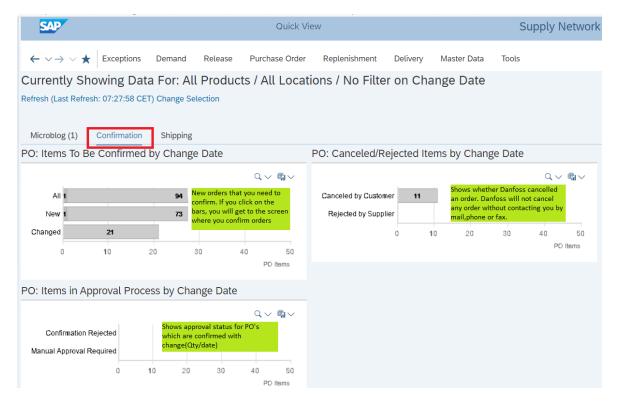
Microblog:

The Microblog is used to communicate short "Twitter" type messages of 140 characters or less between Danfoss and our Suppliers. Microblog will be used to send communication only from Danfoss side to suppliers. Danfoss person will mostly contact you via Email or Phone

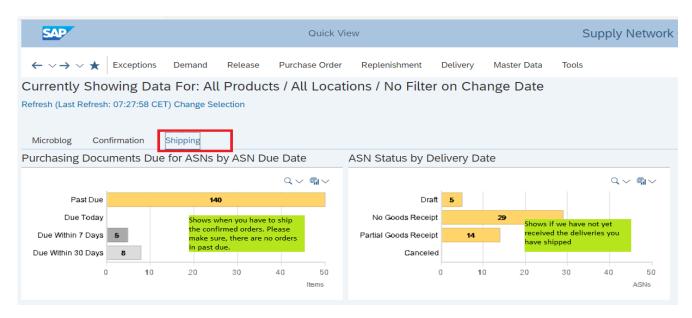
Confirmation:

Go to next tab 'Confirmation' where you will see Purchase orders categorized into three tables as below. The green boxes explain the content of each part.





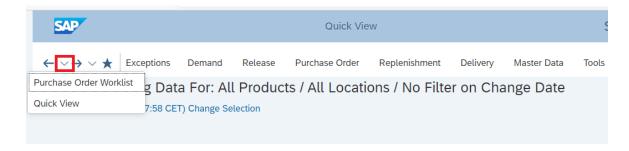
Shipping:



Please be aware of the "Refresh" link (here it is at the top left of the screen). SNC will only update the screens you work on if you press this link. So, if you cannot find an order or similar, you will probably have to press the "Refresh" link. This goes for all screens in SNC.

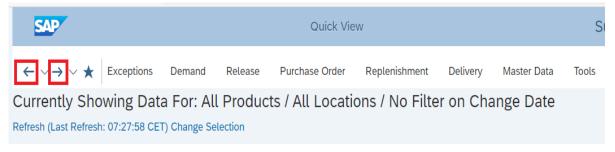


2.2 Navigation between Screens:



At any point of time, you can go to any of the previous screens by selecting the drop down next to arrow mark at the top left of Quick view.

You can also navigate to immediate previous or next screen by selecting the arrow mark as per below screen



3 Forecast

Please be aware, that forecast in SNC represents Danfoss best guess of future requirements on code number level. It changes Daily or Weekly depending on Danfoss order situation, production orders and purchase orders. It is the "raw data" from our ERP system and can contain errors. If you suspect the forecast is wrong, contact planner or purchaser for clarification.

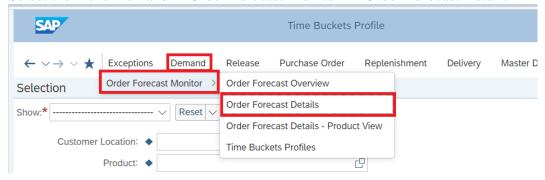
Danfoss has a daily production planning process and normally the production forecasts are updated to SNC daily or weekly.

The first time you log on to SNC and want to see the forecasts, you have to define exactly how you want to see it. This is done by creating a forecast period (Time Buckets Profile)

3.1 How do I see forecasts?

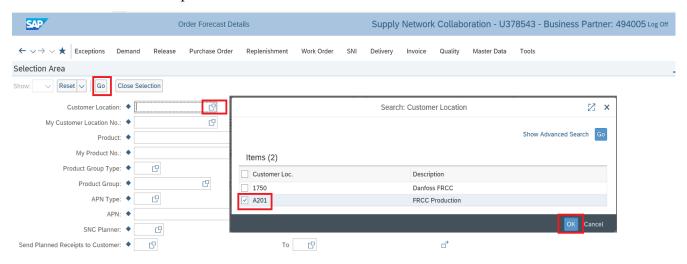


Select the menu Demand \rightarrow Order Forecast Monitor \rightarrow Order Forecast Details

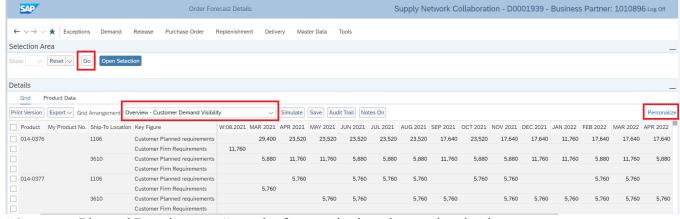


Select the Plant for which you need to view the forecast from the field "Customer location" and press the "Go" button.

Note: If you want to view forecast for all the plants together enter * key in "Customer Location" and press "Go"



You can now see the forecasts for all code numbers.



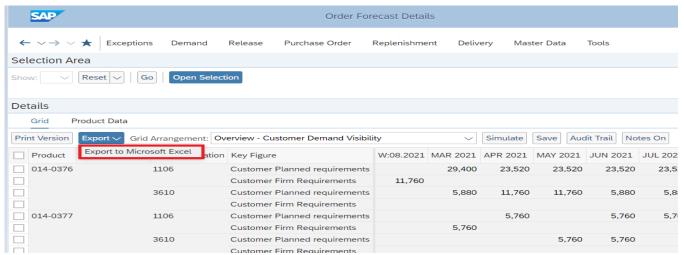
"Customer Planned Requirements" are the forecast in the relevant time bucket.

[&]quot;Customer Firm Requirements" are actual open orders – NOT FORECAST!



"Personalize" button at the right side above months can be used to increase or decrease the displayed rows/columns.

If you want to export the forecast to Microsoft Excel, press the button "Export" and select "Export to Microsoft Excel.



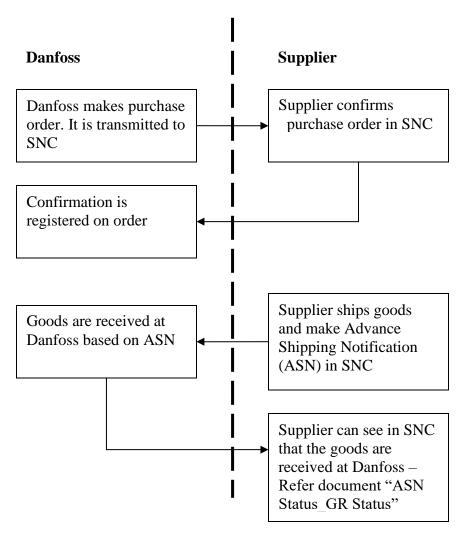
The selected data will be extracted in .xls format and can be opened with Microsoft Excel.

<u>Note:</u> When you want to change the view of the forecast period, please contact your respective Danfoss planner/Buyer.



4 How is the normal order flow in SNC?

The drawing below shows the normal order flow.



SNC provides the most updated order status. Basically, the supplier and Danfoss see the same.

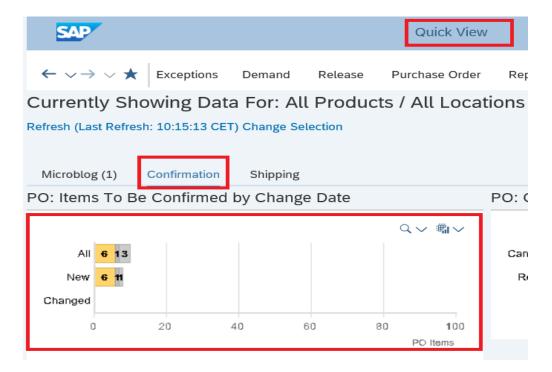
Note: Please keep the initial confirmed delivery date. If not able to keep it, check the section Order Changes.



5 How to see and confirm new Orders?

There are two ways on how to view Purchase order in SNC. If you use either of the way, you will be redirected to Purchase order Worklist session. They are given below:

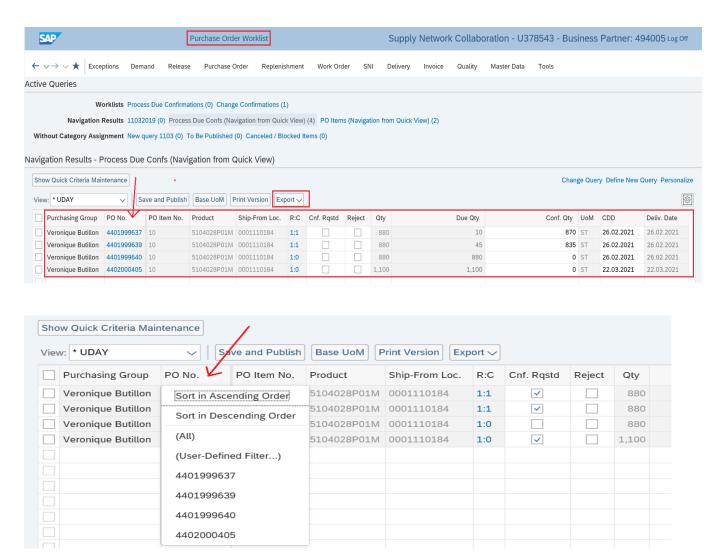
1. Go to Quick view screen → Go to 'Confirmation' tab → Click on the list of PO's available in table 'PO: Items To Be Confirmed by Change Date'



You will now get the Purchase Order Worklist screen where it is possible to download Excel sheet of the orders by pressing 'Export' as well as confirm the PO's. If you want to filter the orders by any variable or arrange the orders to your preference, just press the column title, e.g. 'PO No.' and choose the PO No. or the action you want the system to perform.

You can sort the orders in ascending or descending order from this menu. The same method applies in all screens in SNC that have table of variables that can be filtered:





Note: If you want to search a particular PO, select "User-defined Filter" from the above screen and enter the PO number

2. **Menu** \rightarrow Purchase order \rightarrow Purchase Order Worklist



The purchase order worklist screen will open.



Use every time the "**Refresh**" link which is on the right bottom of the page before you confirm an order

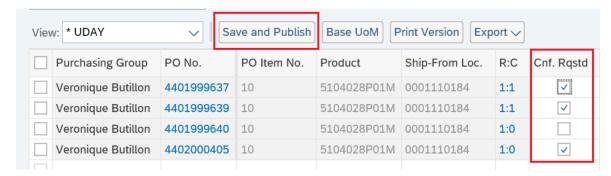
Now, Confirm the order by putting a checkmark in "Cnf. Rqstd" and press "Save and publish". See below. The order is now confirmed as requested.

How to Confirm Purchase order in SNC

5.1 Confirm as Requested:

Confirm multiple PO lines as requested by Danfoss then click 'Save and Publish'.

Note: PO lines with changes like quantity and delivery date - refer to chapter 5.1(b)



To refresh this page, go back to the quick view page and click refresh.

5.2 What if I cannot confirm as requested?

If you want to make any change of delivery date or/and quantity before confirming the PO, use any of the below two option

Option 1 is used when you don't want to split the PO line but only Quantity/Delivery date changes need to be done.

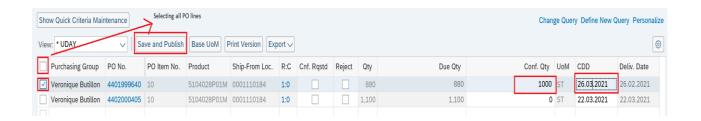
Option 2 is used when you want to Split the PO line with multiple Delivery dates and Quantity.



<u>OPTION 1(Not as Requested): Menu \rightarrow Purchase Order \rightarrow PO Worklist.</u>

Please make sure **not** to put check mark in the field 'Conf.Reqtd' as you are not confirming as requested by Danfoss.

Select the PO line where you want to change delivery date / quantity and update new quantity or date or both and click on 'Save and Publish'



OPTION 2 (Split Confirmation): Menu →Purchase Order → PO Worklist

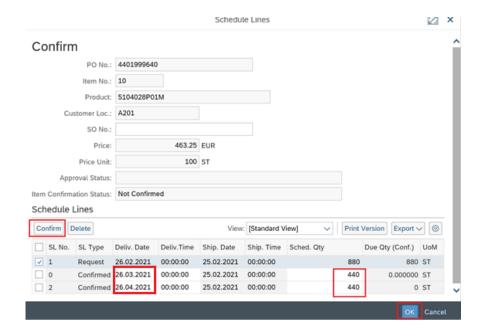
If you want to deliver an order on two different delivery dates, then you need to split the quantity by clicking on the link 1:0 on the PO line.



A new window will appear (Schedule Lines), where you have the option to create a new confirmation line by pressing the button "Confirm".

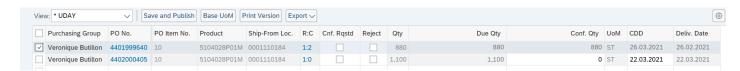
Edit Qty and delivery date for both the lines(confirmation) shown below to make split confirmation.





In the picture above the supplier can deliver 440 pieces on 2021.03.26 and the last 440 pieces on 2021.04.26.

Press the "Confirm" button 2 times to make 2 confirmation lines. Please be aware, that total confirmed quantity should be equal to requested quantity when you make a split.



To finish the confirmation, press the "OK" button and then in the purchase order worklist press the "Save and publish" button.

Note: Whenever a Danfoss purchase order is not confirmed as requested, it needs to be reviewed and approved by the Danfoss Planner/Buyer.

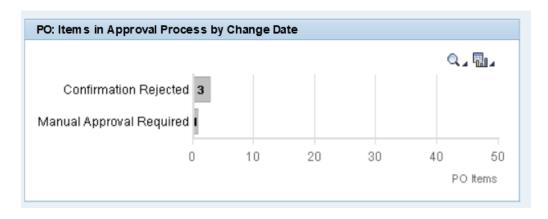
Only after the Danfoss planner/buyer approval, the delivery date field changes to your Confirmed Delivery date (CDD) and the PO will disappear from Quick view screen upon clicking 'Refresh'.





5.3 To View the Approval Status of PO's which are not confirmed as requested

You can track the approval status of the PO's which are confirmed not as requested in the table "PO Items in approval process by Change date" present in the confirmation tab of the quick view screen.



Manual Approval required:

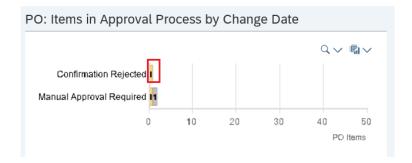
This gives the list of purchase orders which are yet to be reviewed by your Danfoss planners. If a PO is not approved for a long time, you may contact your corresponding Danfoss planner to approve the PO in SNC.

Confirmation Rejected:

This gives the list of purchase order which are reviewed and **rejected** by the Danfoss planner. Suppliers need to contact their Danfoss planners regarding these orders & must work at their end to improve the ETA (Dock date) further.

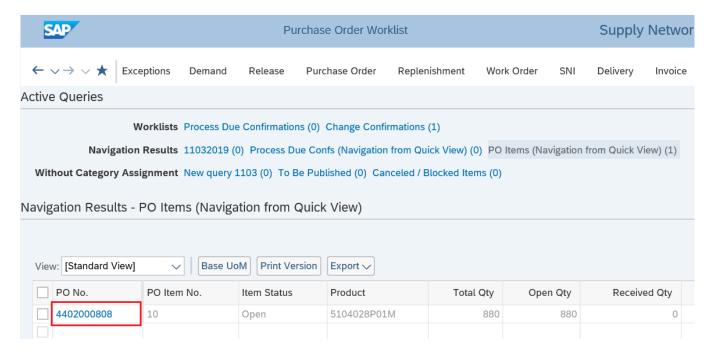
5.3.1 How to reconfirm purchase orders rejected by planners.

To reconfirm the rejected purchase order, click on the confirmation reject chart

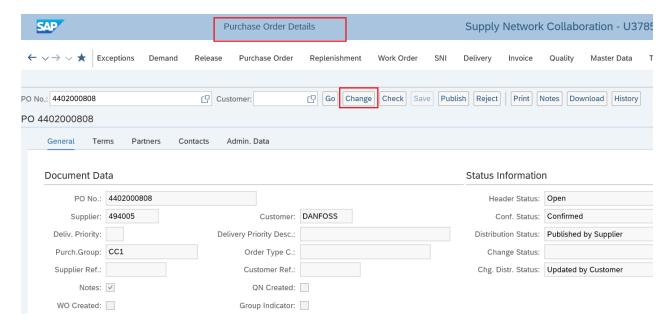




Click on the PO which you need to re-confirm, this will open purchase order details screen.



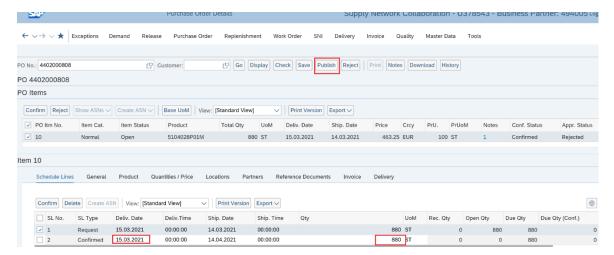
In the purchase order details screen, click "Change" button



Now go to the Item details area (bottom of the screen), You can see your current delivery date & Qty in the "confirmed" schedule line.

Update this delivery date or Qty with the new date (Improvised date) and click on **Publish** (top of the screen).



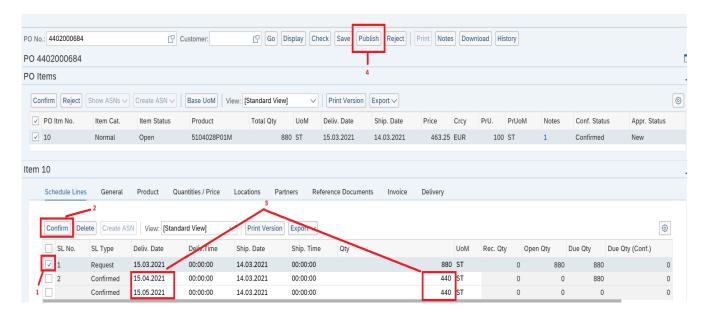


A Pop up window will appear as below, click on Yes.



Split Confirmation (If required)

If you want to split the quantity to two dates, click on the **request line** (1), then click **confirm** (2). A new schedule line will be created, enter your **new commit date and Qty** (3) Then click on **publish** (4), to finish your split confirmation.

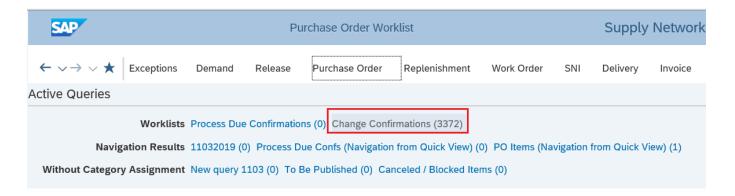




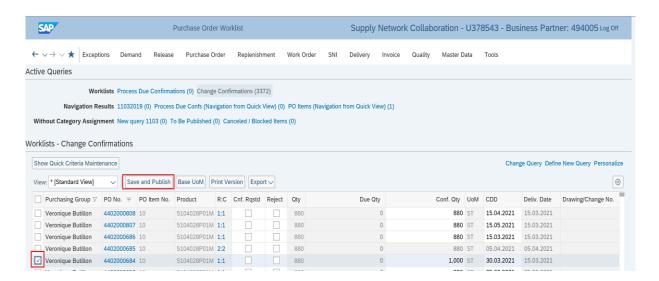
5.4 How to Change Order Confirmation in PO which is already confirmed

Menu → Purchase Order → Purchase Order Worklist

In the Worklists Queries select **Change Confirmation** as shown below.



Click the 'Refresh' button at the right bottom of the screen.



Now change the order confirmation as needed, select the line and click 'Save and Publish' to send the changed confirmation to Danfoss which must be approved to see back the changes in SNC.

Note: If this approved then you can see in the PO detail page, the request line delivery date or quantity will be changed as you confirmed.



Call the Danfoss respective person to approve immediately or will be approved when the planner /Buyer see the message.

5.5 What to do when there is Price Variance?

Confirm after changing the PO price

If the Purchase order price need to be changed, please contact your respective Danfoss purchaser / Inbound planner and request to change the PO price in their ERP system before confirming the order.

Once the correct price is updated, it will be immediately reflecting in SNC. After verifying the new price proceed further with the confirmation steps.

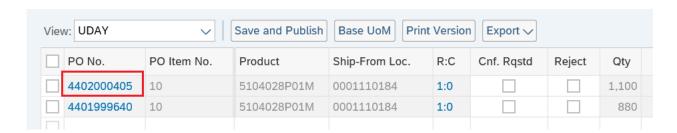
This is the recommended practice.

Confirm without changing the price (With Price variance)

Supplier should contact the responsible Danfoss Purchaser and if the price discussion takes longer time, Supplier can confirm the order, create ASN and send the Goods. If Invoice comes with more than the PO price, then this will be taken care from Danfoss.

5.6 How to check the drawing number of the specific product in PO?

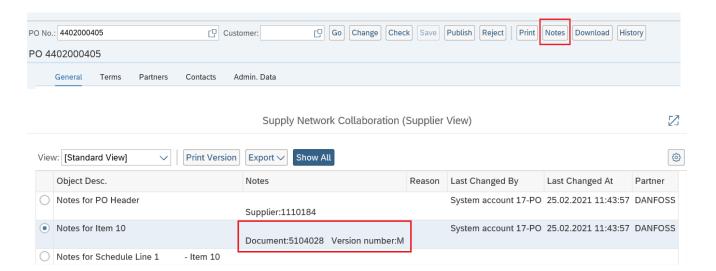
It is your responsibility as a supplier to deliver according to the correct drawing number. The drawing number can be found by clicking the PO number.



The purchase order detail screen will open.

If you click the "Notes" button, the purchase order notes window will open. Here you can see the drawing number.

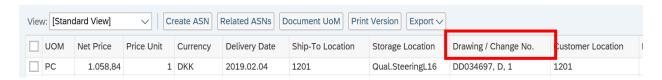




DPS Supplier can see Revision Level/Drawing No from both Purchase order details \Diamond Notes as well as on "Due list for Purchasing Document" session. Path: Menu \Diamond Delivery \Diamond Receipts and Requirements \Diamond Due list for Purchasing Document



Here you can see the Revision level on the field "Drawing / Change No"



5.7 How do I Print an order?

Use either option 1 or option 2 at your convenience to print out an order.

OPTION1:

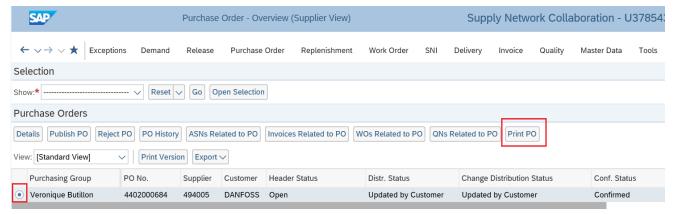
Menu → Purchase order → Purchase order details → Enter PO no. and Click 'GO' then Print or save the order





OPTION 2:

Go to Menu → Purchase order → Purchase order overview → Enter PO no and click 'GO', Select PO line → Click on 'PRINT PO' button to print order.



6 How do I make Advance Shipping Notifications (ASN)?

Points to be noted before ASN creation:

If there is any change in ASN Quantity (more or less than confirmed), please change order confirmation before creating ASN. This change of confirmation must be approved by Danfoss person before you create ASN for this order.

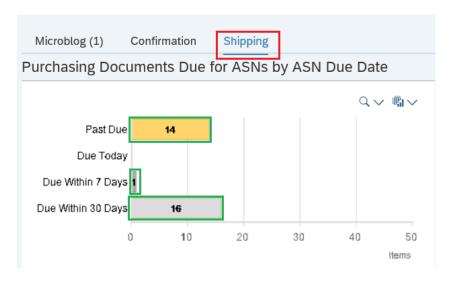
ASN needs to be created when shipping the goods from your location, so that Danfoss will do 'Goods receipt' with respect to this ASN.

Option 1:



ASN Creation from Quick View:

ASN can be created from Quick view by clicking on corresponding category: Go to Shipping tab where you can see category: Due today, **Due within 7 days & Due within 30 days** (Marked in green color)



Option 2:

ASN Creation from Menu

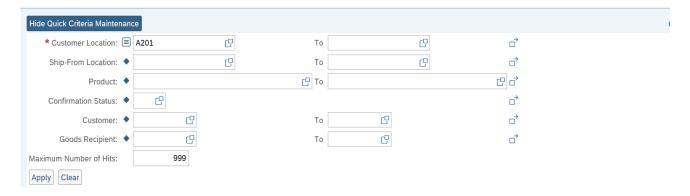
Select the menu Delivery → Receipts and requirements → Due list for purchasing document



If you are not able to see the PO for which ASN to be created after selecting the above screen, then use "**Refresh**" button at the right bottom of the screen.

If it is not visible, then follow the below steps:

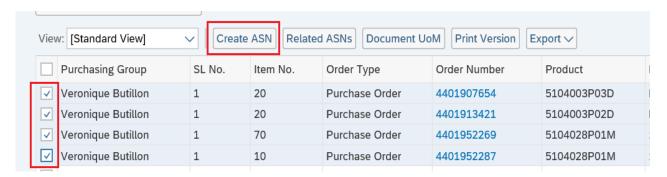




Enter Customer location as required (eg.A201 for France) and select Apply. By doing this you will be able to see the list of POs for ASN to be created and refresh the page.

If you don't see the required PO's, please contact respective Danfoss person (Planner) immediately when you have this kind of issue.

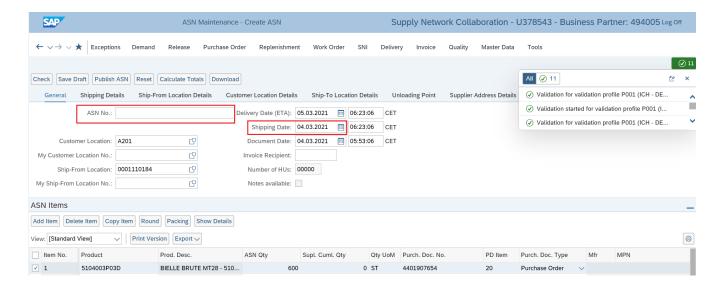
Select the purchase order you are going to ship by clicking the check box on the left side.



Please make one ASN per delivery note you send to Danfoss. If you send more purchase orders on the same delivery note, you must select more purchase order lines. This is done by clicking the check box on the left side of each line

When all lines are selected, press the "Create ASN" button. The ASN window will open.





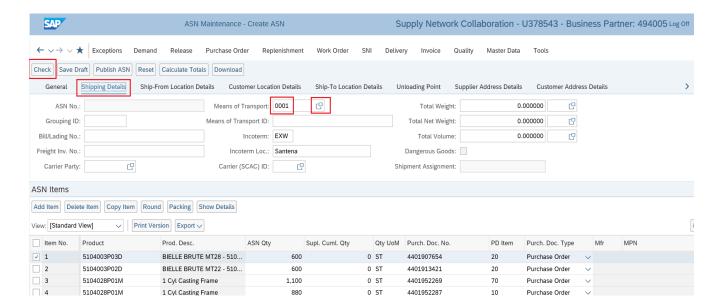
Fill in the **Delivery** Note **number or Invoice number** whichever is sent along with the shipment in the **ASN number field**. Please check, that the shipping date and the delivery date at Danfoss are correct.

By default, shipping date and document date should be current date which is not supposed to be changed and Delivery date will be calculated with respect to transportation time from Current Shipping date.

If you want to change the Shipping date then remove the Delivery date, change Shipping date and click 'Check' which will update the delivery date according to Transportation time from Shipping date.

If Danfoss wants the supplier to send the material faster than normal mode of transport, then select 'Shipping Detail' tab and change the 'Means of Transport' as needed.

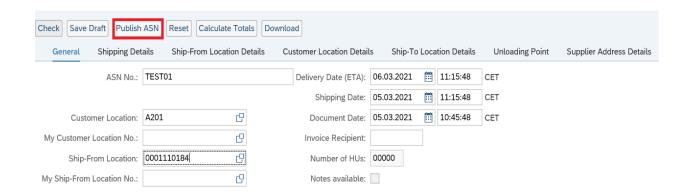




Whenever you do any changes in the means of Transport, remove the delivery date in General tab and Click on "Check button" once.

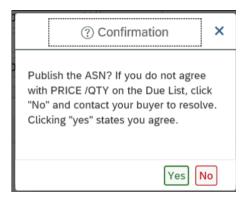
SNC will pick the Delivery date automatically according to the transport duration time maintained in the background.

Finally, click on the button "Publish ASN" to send ASN to update Danfoss PO



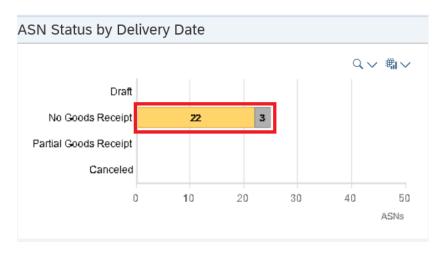


Now, you will see a new window pop up for your confirmation on the price & quantity. Please click on 'YES' to agree for price & quantity. ASN will now get published and sent to Danfoss.

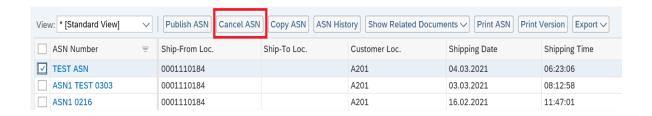


7 How to Cancel the wrong ASN and Create New ASN?

To view the created ASNs, click here in Quick view



Select the line with corresponding ASN number and click on the button "Cancel ASN" This will cancel the ASN in SNC and will remove the ASN (LA line) from Danfoss system also.





If Danfoss has already used the SNC ASN for Goods receipt, then this ASN cancellation will not update in our system even if SNC allows it to cancel.

Note: SNC will not accept same ASN no. even after the ASN has been cancelled. You must add extra character in the old ASN no., example: '-1', etc.

Or else you can add the letter "A" to the end of your previously used ASN number when creating the new ASN. This way it's clear that the ASN is a revision of a previously published ASN.

Example:

Original ASN: 123 this is the ASN that will be cancelled.

Revised ASN: 123A this is the revised ASN.

8. How do I logoff from SNC Portal?

You can logoff from SNC portal by pressing 'Logoff' on top right of screen and click 'Yes'.

