
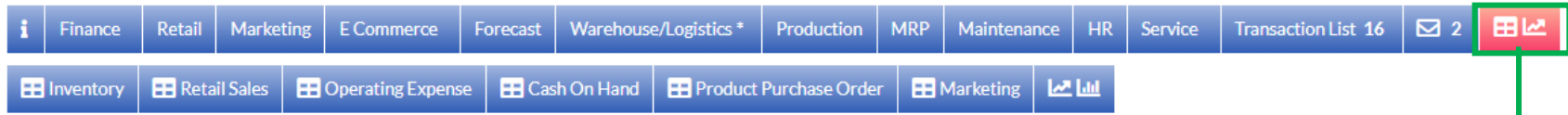


MonsoonSIM standard Configuration 8.x (Update Mar 2020) – **FOR THAILAND's Monsooner ONLY!!**


- This configuration is starting configurations in DAY 0 only in Standard Configurations. Please recheck with CT or Click 'info' to recheck changing of configurations. Once the game run some value are changeable. Please be notice in any factors before making transactions
- At your screen, You can check for Environment, Configurations, Map, Your team and Competitor by using 



- Recommended to [use BI; Business Intelligent](#) on second screen link to your assign job KPI, BTW the quality of experience depends on Internet signal quality and latency
- TIPS to use BI**
 - You may need to compare more than one data set by choosing relevant data to measure. For example, Marketing + Sales + Profit Margin + Price to proof that your marketing has positive ROI or not
 - Each role (duty), can be measured the quality of your decision. You can choose relevant Data Set in BI to proof your own duty in the virtual company. If your internet signal and processor are good enough, you can able to open 2 screens., one for transaction and another one for BI at the same time

Topic	Details	Note for changing
	This configuration based on normal configurations	Suggestion: You may have to think and make comparison on below changed configurations compare to standard configurations. What are the limitation of resources and conditions. How this will affect to your normal plan.

General

<p>Location</p> <p>Take a look at  To see Map in your screen</p>	<p>Important note: Since version 8. MonsoonSIM will have 7 locations which deactivated since day 0. Users will able to choose each location can be RETAILS Shop or WAREHOUSE. By consider Population Density in each location vs Distance (info in location as map in RTL & WHS) vs Rentals and Overflow fee. Each competitor in same game can choose their own business plan.</p>								
		Type Can by only one function	Location Name	Population Density	Product Trend If you can link up which group of product trend is which product. It will good for Inventory planning			FEE Now in V.8 still not allow to change these fee	
				Group 1 ()	Group 2 ()	Group 3 ()	Rental Charge per Square unit	Overflow charge per Square unit	
	Location 1:	○ RTL ○ WHS							
	Location 2:	○ RTL ○ WHS							
	Location 3:	○ RTL ○ WHS							
	Location 4:	○ RTL ○ WHS							
	Location 5:	○ RTL ○ WHS							
Location 6:	○ RTL ○ WHS								
Location 7:	○ RTL ○ WHS								

Rental and Overflow VS Area Utilization

- The rental will vary from rental plan
- The overflow charges will be calculated when you have exceeded the present area compare to excess inventory and working space (office space and assembly floor)
- **Learner may need to know UNIT Sold and Turn over rate before sign for long term contract**
- **The Rental and Overflow fee in Retail shop mostly higher than shipping fee which out the right quantity to ship**

Rental Plan

To renew rental plan, you are need to change contract before the last day of prior contract. If not the contract will be AUTO-RENEW

	Daily Contract	7 days contract	30 days contract
Flexibility	Most flexible	Less	Lesser
Cost	No Discount	Discount 20%	Discount 60%
PROs	Able to change space any time	Able to change every 7 days	Very fixes in changing rental area
CONs	Highest Rental Cost		Lowest Rental Cost

Capacity per m²

Capacity per Sq. meter of Finished Goods is 300 units (0.0033 m²)
 RAW Materials area usage per Sq. Meter
 Box 1 unit: 6 cm² (1m² = 1,667 units)
 Label 1 Unit: 2cm² (1m² = 5,000 units)
 Apple, Orange, Melon 1 unit: 10cm² (1m² = 1,000 units)

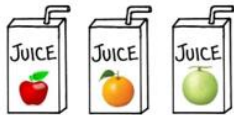
If Certified trainer has changed the size of finished goods or raw materials. The quantity which can fill in certain square unite of area., will able to be lesser or higher in quantity

Logistics

- The distance and shipment duration will take affect when Warehouse and Logistics module has been activated from your shipment requests (Manual Moving and Schedule Auto Replenishment)
- From Vendors shipment to your is only effect to you based on their inventory capacity and their on-time reliability not distances
- **TIPS:** You are need to measure Pros and Cons by these factors; **COST (= Logistics + Rental compare) to direct shipping from vendors to destination vs Your limitation in workflow** (like number of people in your team) vs **Lead Time** vs **Situation that your team are facing**

Travel time from Point to Point for 500 KMs: 1 Day
 Fixed Cost Per Trip: \$5,000
 Variable cost Per Kilometer: \$5

Travel time from Point to Point for 500 KMs:
 Fixed Cost Per Trip:
 Variable cost Per Kilometer:



Production BOM
 1 x Fruit
 2 x Label/Straw
 1 x Box

At DAY 0	Products 1	Product 2	Product 3
Product Name	Apple Juice	Orange Juice	Melon Juice
Forex	No	No	No
Price	26	29	31
FG COGS (Margin)	15 (11)	17 (12)	19 (12)
Produce COGS (Margin)	10 (16)	12 (17)	14 (17)
BOM 1: Fruit	Apple @6	Orange @8	Melon @10
BOM 2: Label/Straw	1.4	1.4	1.4
BOM 3: Box	1.2	1.2	1.2

Note: Products and BOM can be changed

	Products 1	Product 2	Product 3
Product Name			
Forex			
Price at Day 0			
FG COGS			
Produce COGS			
BOM 1:			
BOM 2:			
BOM 3:			

TIPS

- COGS; Cost Of Goods Sold will able to change based on; **1) Continuity of Bulks discount rate, 2) Procure methodology (Make of Buy) 3) affected from Foreign Exchange** which can be Gain/Loss when the currency has been changed **4) OEE and Actual number of production process**
- COGS in the game had used *FIFO Average costing methodology*. **Updated COGS = Prior average cost per unit vs New average cost per units**
- COGS is one of important cost (together with OPEX) will be affected to MARGIN and Net Profit
- To maintain good quality of procurement (=lower the COGS) is one of significant part of Operation Management and Business Continuity

Finance & Accounting

TIPS

- Money is one of Limited Resources that need to be managed. **The advice is always maintaining your cash (COH; Cash on Hands) level.**
- Inventory can be changed to CASH once able to sell. **Higher Inventory volume/level = Lower COH**, please make sure that you have inventory level match to your business plan & Requirement of market (Supply forecast)
- To have good MARGIN is good practice of doing business. **Make sure that you always gain Gross Profit Margin; Trading Profit (Price – Cost) by selling at appropriate price.**
- **Cash flow in > Cash flow out (Spend less Earn more)**, Cash flow in should be faster, stay with you longer, and Cash flow out should be very slow

Initial Cash

3,500,000 Units
(Unit will be change depends on the local currency)

TIPS

- If Initial Cash has been changed, you are needed to interpret how effect to your business plan when Initial cash getting higher or lower

Loan

TIPS

- To load money is normal practice **IF YOU ARE HAVING RIGHT PURPOSES; MAINTAIN or keep Business's Status or GROW your BUSINESS**
- Total interest of Loan will be based interest + Central bank rate
- In MonsoonSIM, **After Day 10th The Current Ratio will be calculated**. **Current Ratio = total asset divided by total liability**

	Loan 1	Loan 2
Name	Easy Money	Maxi Profit
Credit Rating	Not used	AAA
Current Ratio	2	5
Based Interest	1% per day	0.2% per day
Loan Terms	10 days	35 days
Amortization Type	Full amortized	Interest Only

	Loan 1	Loan 2
Name		
Credit Rating		
Current Ratio		
Based Interest		
Loan Terms		
Amortization Type		

OD (Overdraft) & Interest Rate

- When you remain cash on hand is not enough, the system will automatically use OD to subsidy the value. For example, Day50th, account payable amount to pay out is THB 550,000 but you remain COH; Cash on hand only available at THB 500,000. The system will automatically pull THB 50,000 from OD Value
- Once you have received cash back system will pay back the OD automatically
- If no OD allow or remain value of OD is not enough, your transaction will be on hold until you have enough CASH or OD

TIPS

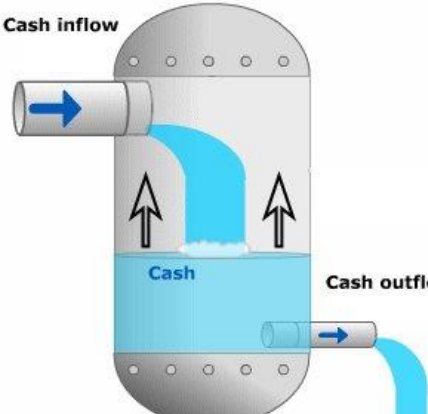
- *The OD Interest rate seems to be high rate, but in the game, interest will be calculate based on Yearly basis., which after calculated as daily charge will not be so high. **How to calculate DAILY Interest = Money that having interest x interest rate / 365***
- *OD and Interest will be paid as priority in MSIM system to reduce the financial cost. In the real life also need to be the first one to take care.*
- *Some game, The CT will not allow Overdraft. You must be more careful in investing.*

Overdraft allow: 2,500,000 Units
Interest rate of OD: 60% per Year

Depreciation

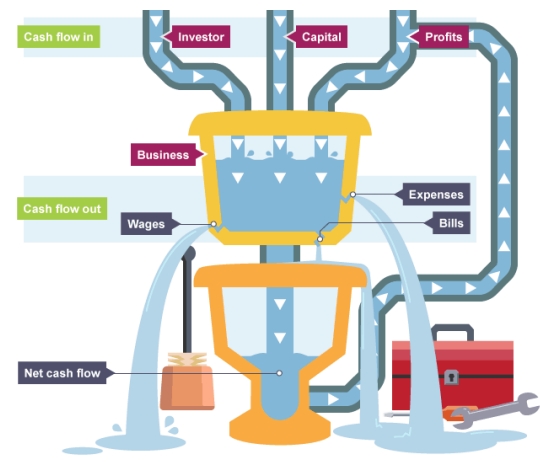
- **Calculated an ASSET (Machine) by:** 60 days
- How Depreciation will be memo in Accounting? They will be memo as per day depreciation which came from **Machine Cost / depreciation periods** Eg; 300,000 / 60 = 5,000 per day.
- Normal depreciation charge will be calculate based on YEARLY not Daily. And the calculation period in reality will be align on each country's tax law
- **The Book value will be calculated by** = Initial Machine cost – (Depreciation cost daily basis x number of utilize day)
- **Selling Machine will get 10% from remain book value**

<p>Foreign Exchange; Forex</p>	<p>Since MSIM version 8.0</p> <ul style="list-style-type: none"> the Forex will be activated when CT has set the vendor's role as IMPORTER The Forex value will be pulled up from real sources from google. To make the scenario more realistic. After the first input, MSIM algorithm will generate daily changes in foreign exchange <p>TIPS</p> <ul style="list-style-type: none"> Purchase FG/RM (which tied with foreign exchange) when the Forex is getting down and plan to SELL when the Forex is getting up
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<p>Accrual</p>	 <p>If "Yes" AP; Account Payable and AR; Account receivable will be integrated in accounting To be concerned; The Cash flow in and Cash flow out., as Entrepreneur you are needed to keep Cash on hand to remain the liquidity for business</p> <p>Account Payable (AP) will happen when you purchase Finished Goods/Raw Material from Vendors who given you Credit term; 5,7 and 10 days For example, you have purchased, and goods has arrived at date 7th, and credit term is 5 days. You will pay goods fee to vendors after you have received that goods 5 days which is Date 13th</p> <p>Account Receivable (AR) will happen when you sell Finished Goods to B2B customers. You must deliver the Goods to them first. And after the credit term which agreed in the contract over. B2B Customers will pay you for Goods fee. For example, you have sold the goods to Main Inc., and goods has been delivered at date 7th, and credit term is 5 days. Main Inc will pay goods fee to you after they have received that goods 5 days which is Date 13th</p>
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<p>Max Delinquent</p>	<ul style="list-style-type: none"> The game will consider mark as delinquent when your remain COH is not enough and You are unable to pay the "debt" out as 1 delinquent The system will cancel existing delinquent (by queue) once your pending payment had been paid If you are unable to pay to MAX delinquent limit, Your team will be announced as "Bankruptcy" and unable to perform any action Be careful about the CASH FLOW; COH, the balance of AP and AR and Timing <p style="text-align: center;">50 times</p>
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<p>Budgeting Allow</p>	<p>Every Quarter is 30 days, Closed budget quarter is 10th day of each quarter</p> <p style="text-align: center;">Yes</p>
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<p>TIPS</p>	 <ul style="list-style-type: none"> Cash on Hand (Cash Liquidity) is needed to keep as certain level to run the business. A quick check financial ratio will help the learner to run business well. Normally is GAIN / LOSS (for example, <ul style="list-style-type: none"> Revenue: Cost CASH: COGS Trading Profit: OPEX If you always check for OVERHEAD. You can measure the quality of management in each job roles. Not all OPEX needed to pay. For example, the overflow fee happens cause of You are not manage the area usage with good quantity. Or the rental which you have paid with lower utilization, considered as waste. If the AR is longer term than AP credit terms, make sure that you have very good financial management., If not, I will be recorded as Delinquent.
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Procurement

Important Note:

- Since Version 7, Procurement is not isolated module.
 - will be under RTL for procure for finished Goods for Retail
 - will be under WHS for procure finished Goods or Raw Material to production process

TIPS

- Try to get lowest COGS and maintain the lowest COGS of FG/RM as you could
- **COGS can be higher or lower by many causes;** 1) Quantity to get bulk discount, 2) The fluctuation of COGS, 3) In case of you own machine; the continuity of bulk discount purchase of Raw material and the ability to maintain OEE and actual machine outcomes, etc.
- **Made or Buy** is normal question regarding to Procurement process. To make decision you must consider which one able to gain more margin, the business process match to your virtual company limitation in resources like COH, number of your team, etc.

TIPS



- **Safety Stock** is one of principle know-how for Inventory Management. To calculate the safety stock are related to Unit Sold, Turnover ratio, Pricing, Business Plan and Marketing Plan
- **Schedule Auto replenishment** is related to safety stock which should have in Retail shop., and safety stock in Warehouse (B2B Demand + B2C Demand). To understand this may help to create semi-automation in workflow.
- Collaborative of **Auto replenishment + MRP** which need to understand ROP; Re-order Point, Lead Time, Inventory Management, Software Management and **Process Control** will generate automation experience to learner

Vendor out of Stock

- Normally, Vendor has limited ability in their inventory also. Users can notice that if the offer cost is getting higher, seem that they will have longer lead time
- BTW, CT able to activate vendor out of stock to show notification in news line

Vendors in MonsoonSIM

Please be noted that this configuration can be change any time

	FINISHED GOODS VENDOR		RAW MATERIAL VENDORS		Able to Change Type	
	Vendor 1	Vendor 2	Vendor 3	Vendor 4	Vendor 5	Vendor 6
Type	FG only	FG only	RM Only	RM Only	FG or RW	FG or RW
Pre assign Name	VFG1	VFG2	VRM1	VRM3	Vendor X	Vendor Y
Activated	Yes	Yes	Yes	Yes	No	No
Credit Limit	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	2,000,000
Fluctuating Pricing Allow	No	No	Yes	Yes	Yes	Yes
Leadtime <i>after PO has been approved</i>	1 day	1 day	1 day	1 day	3 day	1 day
Payment term	Cash, but If accrual has been activated default term will be 5 days					

TIPS

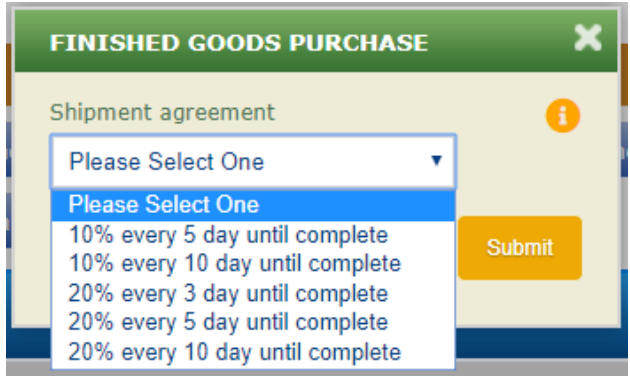
- Procurement manager need to compare vendors in many angles; Bulk discount offering, Lead Time, Payment Term, Credit limit cause of their KPI's had to cover **lower cost, right quantity** to reduce the waste and have enough goods/inventory to use, **right time, balance with COH and business plan**, etc.
- Payment term from vendors can be 5,7 and 10 days. Longer payment term is good for your cashflow

Future Delivery

- You can set the Future Delivery at **least 5 days from 'today in the game'** to schedule the shipment from vendor
- For example, today is day 91st, if you would like to use Future delivery for procurement process. At least you have to put day 96th or later than day 96th in dialogue box.
- It will depend on the payment method and your COH status as normal procurement process

Yes

Blanket Purchase Order (BPO)



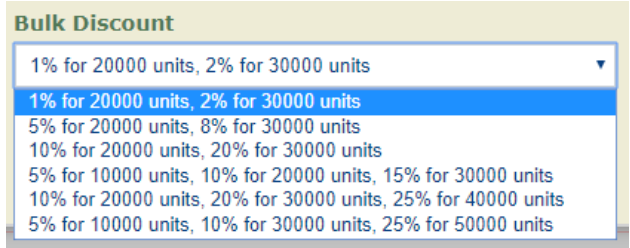
- Blanket purchase order will allow you to divided your big order into multiple time and portion, this may help you to organize your space, reduce rental cost, better manage CASH On Hands
- To choose the proper BPO shipment may need to required data to choose the plan

TIPS

- You can use other procurement method to add on goods **mix** with BPO

Yes

Bulk discount Level



- Bulk discount will be PER product Quantity NOT per lumpsum quantity in PO**
- If you have but hit of which in proposed condition from vendors, the system will show you a discount price to get approval from you.
- Each vendor able to change bulk discount offering at any time

TIPS

- Continuity of bulk discount can help you to maintain the lowest cost as you could. To purchase with different bulk discount will cause of swing COGS

Note: Bulk discount is changeable. Please recheck before make transaction (Initial cost of basic configurations)

	FINISHED GOODS (FG)			RAW MATERIALS (RW)				
	Apple Juice	Orange Juice	Melon Juice	Apple	Orange	Melon	Box	Label/Straw
Initial Cost	(15)	(17)	(19)	(6)	(8)	(10)	(1.2)	(1.4)
1% Discount	(14.85)	(16.83)	(18.81)	(5.94)	(7.92)	(9.9)	(1.18)	(1.38)
2% Discount	(14.70)	(16.66)	(18.62)	(5.88)	(7.84)	(9.8)	(1.17)	(1.37)
5% Discount	(14.25)	(16.15)	(18.05)	(5.7)	(7.6)	(9.5)	(1.14)	(1.33)
8% Discount	(13.8)	(15.64)	(17.48)	(5.52)	(7.36)	(9.2)	(1.10)	(1.28)
10% Discount	(13.5)	(15.3)	(17.1)	(5.4)	(7.2)	(9)	(1.08)	(1.26)
15% Discount	(12.75)	(14.45)	(16.15)	(5.1)	(6.8)	(8.5)	(1.02)	(1.19)
20% Discount	(12)	(13.6)	(15.2)	(4.8)	(6.4)	(8)	(0.96)	(1.12)
25% Discount	(11.25)	(12.75)	(14.25)	(4.5)	(6)	(7.5)	(0.9)	(1.05)

Marketing

Media (Media A, B and C)

3 Medias to select use, *Each Media has different ROI (Negative, Neutral, Positive) In Location and Product*
 In MonsoonSIM media promotion., will

- Effective to specific **Location** = every product in that location will able to sell more
- Effective to specific **Product** = some of product will able to sell more in every location
- No effective

Marketing Report

Cost \$20,000 per report

- The cost can be vary from standard configuration.
- In version 8, can able to filter for previous purchased marketing report

TIPS:	<ul style="list-style-type: none"> to buy marketing report will help you to make decision in change the price or invest in media Marketing report will show learner about; competitor price, competitor location and size of retails/Warehouse, Market share in B2C, B2B, Services and E-Commerce. Integration of Marketing Mix 4P (7P) is marketing strategy (= IMC; Integrated Marketing Communication)
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B2B

TIPS	<ul style="list-style-type: none"> Normally it quite hard to get 100% market share in the MonsoonSIM or Reality. Learner are needed to set the Goals which able to execute based on available Resources. For example, in the 1st stage of business plan., Team would like to conquer 25% of market share from B2B Demand forecast. 25% marketing share may need the Cash on Hand, Size or Warehouse, Vendor Leadtime, credit term, and Procurement condition. If team able to reach the goal. Team can raise up for new goal. BID will be considered as Real Demand when team WIN the bidding only. If team can have certain level of Safety Stock, may shorten decision process in Bid and Deal for B2B PULL / PUSH Strategy are related to B2B and become one of B2B strategy
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B2B Wholesales	Bidding			No	Bidding			
		Activated	Payment	Default Payment Terms		Activated	Payment Type	payment terms
	Client 1	BigCo - Yes	Credit	5 days	Client 1			
	Client 2	Broadway -Yes	Credit	5 days	Client 2			
	Client 3	Main - Yes	Credit	5 days	Client 3			
	Client 4	VIP - Yes	Credit	5 days	Client 4			

Production

Machine		Machines Serie 1	Machines Serie 2	Machines Serie 3		Machines Serie 1	Machines Serie 2	Machines Serie 3
	Activated	Yes	No	No	Activated			
	Capacity (Per unit per day)	10,000	6,000	15,000	Capacity (Per unit per day)			
	Cost of Machine	300,000	200,000	400,000	Cost of Machine			
	Machine Floor Space (m²) cost per day	200; \$2,000	150; \$1,500	300; \$3,000	Machine Floor Space (m²) cost per day			
	Staff Require per Machine	3	4	2	Staff Require per Machine			
	APQ Breakdown	65%	70%	75%	APQ Breakdown			
	Overhaul Day (day)	3	4	3	Overhaul Day (day)			
	Overhaul Fee	\$40,000	\$50,000	\$50,000	Overhaul Fee			
	Depreciation period	60 days Avg 5,000	60 days Avg 3,334	60 days Avg 6,667	Depreciation period			

Maintenance

Maintenance Cost	<ul style="list-style-type: none"> OEE is significantly in Production Process and also effected to COGS >> Margin >> Business Plan Maintenance Plan and Overhaul period will affect to level of Inventory and Supply ability to your business plan Asset Breakdown Level is level which Machine will stop their operation and need to do OVERHAUL. To prevent this must be maintain well. 					
	Asset Breakdown		No	Asset Breakdown		
	Periodical Order		10,000: time (3,5,7 or 9 days)	Periodical Order		
	Predictive Sensor		30,000 : Set: machine	Predictive Sensor		
	Single Work Order			Single Work Order		

• Availability	15,000
• Performance	15,000
• Quality	15,000

• Availability (Gear)	
• Performance (Power supply)	
• Quality (Engine)	

HCM

- An ordinary HCM will try to maintain and leverage the COMPETENCY of staffs
- Now a day OCEAN Factor; the personality factor match to job's environment is another factor to keep loyalty in job

HR Cost

OCEAN FACTOR	No
Planned Department head count	4 staffs
Salary (per day)	\$350
increasing X% every 10 days	5%
Hiring (per time)	\$500
Counselling (per time)	\$2,000
Dismissal (per each working day)	\$1000
Recruiting (per time)	\$15,000
Training (per time)	\$15,000
Transfer (per time)	\$15,000

OCEAN FACTOR	
Planned Department head count	
Salary (per day)	
increasing X% every 10 days	
Hiring (per time)	
Counselling (per time)	
Dismissal (per each working day)	
Recruiting (per time)	
Training (per time)	
Transfer (per time)	