
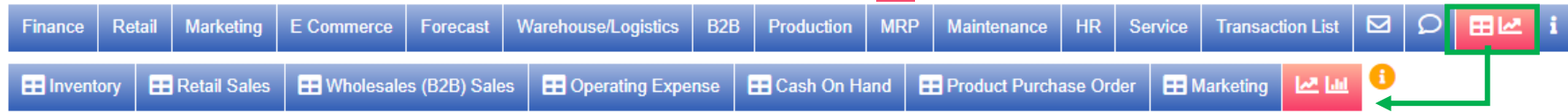


MonsoonSIM standard Configuration 9.x & a Quick Guide for new learner (Update JUN 2020) – FOR THAILAND's Monsooner ONLY!!



- 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 values 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

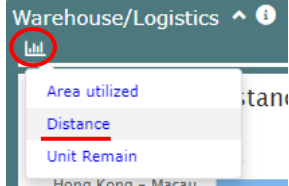
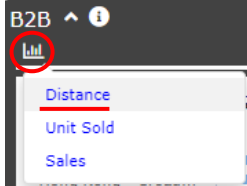
Topic	Details This configuration based on normal configurations	Note for changing. Suggestion: You may have to think and make comparison on below changed configurations compare to standard configurations. What are the limitation of resources and conditions. How this will affect to your normal plan.
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

<p>Location</p> <p>Take a look at  </p> <p>To see map in your screen.</p> <p>If your model cover B2B market., Marked show B2B Client Location in Map. To make strategic plan on location selection</p> <p><input checked="" type="checkbox"/> Show B2B Client</p>	<p>Important note: MonsoonSIM have 7 locations which deactivated since day 0. Users will be able to choose each location can be RETAILS Shop or WAREHOUSE. By consider Population Density, Population in Total (Combine 3 groups together) 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>									
			<p>Type Can by only one function</p>	<p>Location Name</p>	<p>Population Density</p>	<p>Product Trend If you can link up which group of product trend is which product. It will be good for Inventory planning</p>			<p>FEE Now in V.8 still not allow to change these fee</p>	
		<p>Group 1 ()</p>				<p>Group 2 ()</p>	<p>Group 3 ()</p>	<p>Rental Charge per Square unit</p>	<p>Overflow charge per Square unit</p>	
	<p>Location 1:</p>	<p><input type="radio"/> RTL <input type="radio"/> WHS</p>								
	<p>Location 2:</p>	<p><input type="radio"/> RTL <input type="radio"/> WHS</p>								
	<p>Location 3:</p>	<p><input type="radio"/> RTL <input type="radio"/> WHS</p>								
	<p>Location 4:</p>	<p><input type="radio"/> RTL <input type="radio"/> WHS</p>								
	<p>Location 5:</p>	<p><input type="radio"/> RTL <input type="radio"/> WHS</p>								
	<p>Location 6:</p>	<p><input type="radio"/> RTL <input type="radio"/> WHS</p>								
<p>Location 7:</p>	<p><input type="radio"/> RTL <input type="radio"/> WHS</p>									

Rental and Overflow VS Area Utilization	<ul style="list-style-type: none"> The rental will vary from rental plan. The overflow charges will be calculated when you have exceeded the present area compared 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 <u>The Rental and Overflow fee in Retail shop mostly higher than shipping fee which out the right quantity to ship</u> 			
	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 m ²	Capacity <u>per Sq. meter</u> of Finished Goods is 300 units (0.0033 m ²) RAW Materials area usage per Sq. Meter Box 1 unit: 6 cm ² (1m ² = 1,667 units) Label 1 Unit: 2cm ² (1m ² = 5,000 units) Apple, Orange, Melon 1 unit: 10cm ² (1m ² = 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
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Distance Info	You can take a look from Micro chart in Warehouse/Logistics and B2B KPI Box for distance. You will exactly know how far from point-to-point in kilometers/miles which effect to shipping cost and delivery lead time (DLT); by refer to how far that can be travel in MonsoonSIM in one day (See Logistics as below table).	
		

Logistics	<ul style="list-style-type: none"> 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:

TIPS:	<ul style="list-style-type: none"> To understand the Map, distances will make you plan for location's strategy. To understand the Population will be considered as market size in retails. Normally, we will choose the place which market is big size = more chance to sell
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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 *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

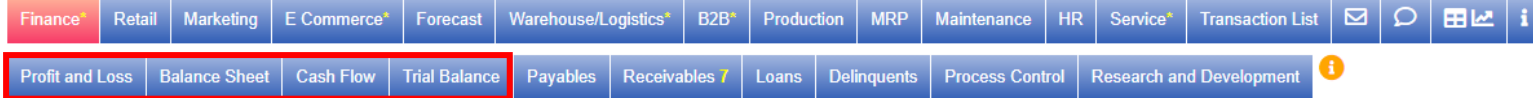
- To load money is normal practice **IF YOU ARE HAVING RIGHT PURPOSES; MAINTAIN or keep Business's Status or GROW your BUSINESS.**
- Total interest of Loan will be based interest + Central bank rate.
- In MonsoonSIM, **After Day 10th The Current Ratio will be calculated. Current Ratio = total asset divided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

<p>OD (Overdraft) & Interest Rate</p>	<ul style="list-style-type: none"> 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 <p>TIPS</p> <ul style="list-style-type: none"> 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 divided by 365 days 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. <p>Overdraft allow: 2,500,000 Units Interest rate of OD: 60% per Year</p>
<p>Depreciation</p>	<ul style="list-style-type: none"> 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>	<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
<p>Accrual</p>	<div data-bbox="360 863 808 1289" data-label="Diagram"> </div> <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 those 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 those goods 5 days which is Date 13th</p>
<p>Max Delinquent</p>	<ul style="list-style-type: none"> The game will consider mark as delinquent when you 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>

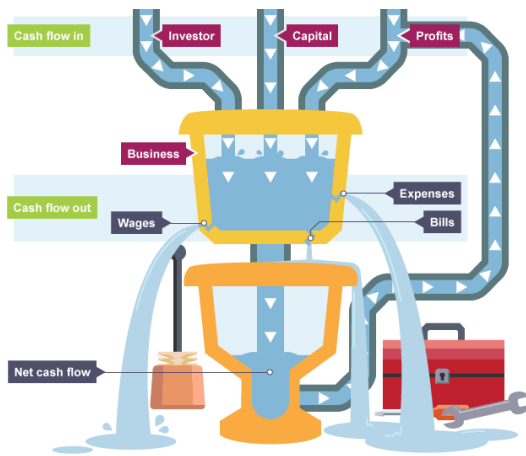
Accounting and Financial Statement



In MonsoonSIM, the action and quality of action/decision will be reflected as Financial Measurement. We do have 4 types of accounting and Financial statements.

- **Profit and Loss (P/L)** will be given you the Total Revenue from all the incoming revenue channel and Total Cost from all type of cost; (COGS+OPEX) to give you a financial status as Profit or Loss
- **Balance Sheet** will be given you in Asset, Liability and Owner's Equity approach.
- **Cash flow** will show you the Flow in and Flow out match to performed activities in certain period. (In MonsoonSIM you can adjust the period to monitor your cash flow)
- **Trial Balance** will be given breakdown details in each account activities. To monitor in activity and relationship with account.

TIPS



- **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,
 - 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.

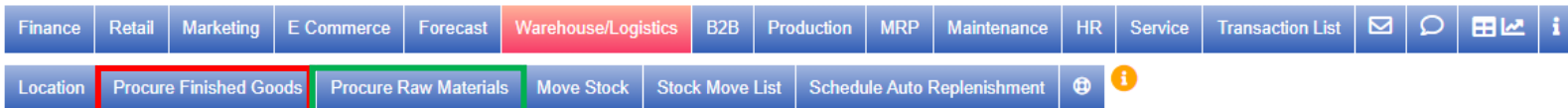
Procurement

Important Note:

- If you want to purchase Finished Good to your Retail shop, must procure under Retail menu.



- If you want to purchase either Finished Goods or Raw Material to Warehouse/Factory., Must procure under Warehouse and Logistics menu.



TIPS

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 considers which one able to gain more margin, the business process match to your virtual company limitation in resources likes COH, number of your team, etc.
- The payment condition and credit limit also important factors to be catered when you make decision.
- Last action of each procure methodology, condition will be memo as the way you would like to purchase and pay. If they are Preferred Vendors, which you choose in MRP. Once MRP had run. The payment method will me aligned on last action which you have procured.
- You can also procure finished goods/raw material from e-commerce. But the quantity which you had purchased will be calculated as AVERAGE COST COGS. To buy from e-commerce as less quantity, will raise your average COGS.
- Every purchasing request., the system will prompt to get APPROVAL to confirm your action. **You are needed to approve the PO**, Purchase Order. Once vendor got the Approved PO., they will start sending the Goods or Raw Material to you based on Leading and another factors (Not exceed credit limit, vendor's capacity etc.)
- The offering price from vendor may fluctuated. The price may not stable offering as same price through of the game.
- The offering price in foreign currency, you are needed to monitor the Foreign Exchange rate in Forecase menu.



- **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

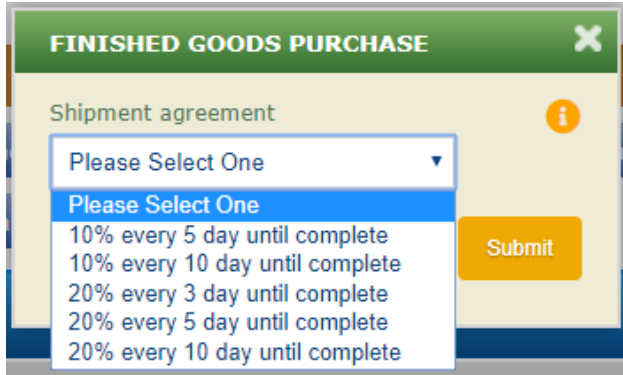
- Procurement managers need to compare vendors in many angles; Bulk discount offering, Lead Time, Payment Term, Credit limit because of their KPI's had to cover **lower cost, right quantity** to reduce the waste and have enough goods/inventory to use, **right time, balance with COH; Cash on Hands and 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 vendors.
- For example, today is day 91st, if you would like to use Future delivery for procurement process. At least you must 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 divide 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)

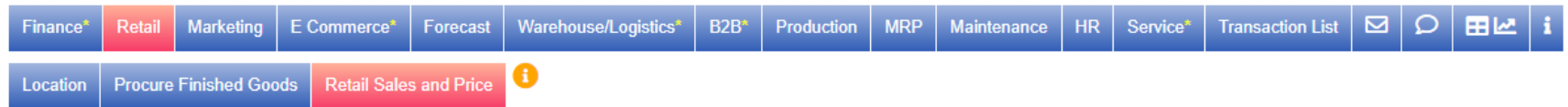
TIPS:

- COGS will be different on quality of procurement; Get continuity discount and methodology of procurement (the proportion of Outsourcing (Purchase Finished Goods from vendor) or Produce (Purchases raw material to fill the machine)
- Credit Limit and Credit Term are other factors which effect the procurement process and related processes. Not only for discount rate and lead time.
- COGS is part of MARGIN and Profit Margin Calculation. To have higher margin, Lower COGS is needed!!
- The average COGS of each product in MonsoonSIM can be founded at last 3 rows in Finance KPI Box. The calculation is Average Method Costing.

Retail

Starting price

- In Day 0, the starting price for Retail will be same price level for all the teams (competitor in the game)
- You are able to change the price in each location differently based on situation, your plan, etc. by choose Retail Sales and Price in Retail menu.



TIPS

- The new price which you have submitted will be affect to sales/unit sold the day after.
- Lower the price may increase ability to sell more. But in the other hands will reduce your margin.
- If you want to know your competitor price level, please buy marketing report.
- Price is one of factors which affect to sales/unit sold. BTW, Promotion, Place, Process also affected. Do not only use Price to strategize your marketing plan. Use Marketing Mix and integrated them to be your valid action and decision.

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

Learners must do A/B testing to see the results of each media. And choose the proper one.

Marketing Report



Cost \$20,000 per report

- The cost can be varying from standard configuration.
- Each purchased marketing report will be given 10 days back information. All purchased report will be kept in system for you to track the data in every report.
- The marketing report will be shown at View Marketing Report next day after the PO; Purchase Order has been approved.
- You will see market share in each market, Location of competitor and Price that they had used. This info is very good information to generate new action plan.



TIPS:

- 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)
 - **Products:** in MonsoonSIM will be same product and may not see this aspect much in MonsoonSIM. In reality, to add the value/ customer's problem-solving solution in product and services will make differentiation from yourself and your competitor. At least Learners understand when the product having chance to sell as demand meets supply.
 - **Price** is most well-known as the first frontier to compete in market. To use price to lead, make sure that you have enough margin to compensate your total cost.

- **Place:** Now a day is physical place which customers travel for goods at specific time and place and virtual place which goods travel to customers at any time any place (e-Commerce). So, place is market which problems meet their solutions. In MonsoonSIM you may see this concept in selection of Location and their demand in forecast.
- **Promotion:** In MonsoonSIM reflect in choosing the right media to increase more sales/revenue. Promote means make it dominance that the rest. You can convert this idea for reality like AdWords, SEO, etc. to make your product and service remarkable than others.
- **People:** In marketing perspective people will acting like representative of product/ service to gain trust and covert to be sales/revenue from prospect or existing customers as know as Influencer in Digital Marketing, Brand Ambassador. In MonsoonSIM this coverage is rare. But the people behind the game (which you and your team) is part for people to marketize. – (Related to HR Modules)
- **Process:** is the method to deliver goods/service to supply customer's need. In MonsoonSIM, Learner will understand internal process & factors (Value Chain) and external processes & factors (Supply Chain) even micro-process of each department.
- **Physical Evidence:** In marketing will be considered as given touchable good experience to customers. This quote difficult as software algorithm. BTW, MonsoonSIM has considered as VALID Data. To be a good evidence to make decision to marketize.

E-Commerce

E-commerce



- Web market is the virtual place which demand may meet supply can convert to be sales and revenue.
 - We sell, is a channel to sell your product in MonsoonSIM.
 - We buy, is another channel to procure Finished Goods/Raw material as optional in MonsoonSIM.
- Learners need to understand escrow system from the Agent who provide the e-market.
 - When you buy, the money will be transferred to escrow system., the seller will get the money once you get all the goods after certain period; in MonsoonSIM is 3 day for the lead time.
- If you sell and have someone bought., the following process is **Allocate, Pack, and Ship** (Applicable for B2B also)
 - Allocate is the process to block the certain specific quantity in the warehouse. The goods which allocated will be blocked from other purpose.
 - You can allocate the finished goods from multiple warehouse/stores in MonsoonSIM.
 - Pack and Ship are following process once Finished Goods have been **FULLY ALLOCATED**

E Commerce ^ i

Performance Rating ★★★★★

Completed Transactions - Sales 26

Completed Transactions - Procurement 12

Rating Stars = Trust (more stars is more trustworthy) is most of the concepts which e-market platform had used.

- as buyer, you will evaluate the seller. If you have got right product in right quantity and On-time.
- as seller, escrower will collect the feedback from customer's evaluation, and show your Stars which mean level of trust for other buyers to make decision to make agreement to you. If getting less star. You may not good in e-commerce as trusted seller.

3301318	Surgical Mask	Trinity ★★	42.10 HKD	1596	4 day	We sell					
3301319	Surgical Mask	Neo ★★★★★	36.70 HKD	600	4 day	We sell					
3301320	Surgical Mask						Bolo ★★	34.40 HKD	1068	5 day	We buy

TIPS:

- You are need to monitor **Web Sales Order** if you acting as Seller. Make sure that you able to deliver right product, right quantity with right time
- **Web Purchase Order** is for monitoring whatever you have buy from web market.

B2B

- The B2B needs will be fulfilled by inventory in Warehouse as major stock.
- To put the Warehouse Location strategically match to B2B Client Location, will reduce the cost of shipping, Reduce the delivery Lead Time.
- For Winning Bid and Deal, You are need to commit further action which are **Allocate, Pack, and Ship** (see above details)



From Nakhon Ratchasima 🏠 (Inventory On Hand : 21,800 Unit)
 Distance : 54 km
 Shipment Fee : 5,270 THB
 Shipment Day : 1

Allocate (Unit)

TIPS

- 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.
- If you have chosen BID., please be noted for Minimum Bidder, and Bis result announcement as relate conditions.
- If you have chosen DEAL., You are unable to make cancellation.
- If you can not deliver the goods with right quantity match to the day need of B2B client., you will get penalty of delay shipping.
- The credit terms is another conditions which you need to be considered. Cause of it will affect to your cash liquidation.
- Please maintain good conduct with B2B client. In case of you have multiple pending shipping bid/deal by can not deliver on time. They are able to reject you bid/deal in the future.

B2B Wholesales

Bidding		No	
	Activated	Payment	Default Payment Terms
Client 1	BigCo - Yes	Credit	5 days
Client 2	Broadway -Yes	Credit	5 days
Client 3	Main - Yes	Credit	5 days
Client 4	VIP - Yes	Credit	5 days

Bidding			
	Activated	Payment Type	payment terms
Client 1			
Client 2			
Client 3			
Client 4			

- Late Penalty will be occurred if you are unable to ship required goods within time.
- Please notice for Minimum Bidders. Bidding will be announced if align on the conditions of minimum bidder. Lesser bidder than minimum., bidding will be cancelled.
- B2B Client having Credit Rating (AAA-DDD) which reflect to ability to pay you when finished the credit term. If the credit rating to low (CCC,DDD) the payment will be delayed.

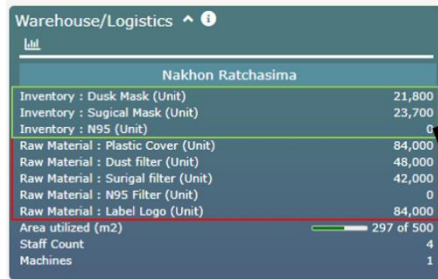
Production

Machine

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

	Machines Serie 1	Machines Serie 2	Machines Serie 3
Activated			
Capacity (Per unit per day)			
Cost of Machine			
Machine Floor Space (m ²); cost per day			
Staff Require per Machine			
APQ Breakdown			
Overhaul Day (day)			
Overhaul Fee			
Depreciation period			

TIPS




- The production priority must be aligned on your B2B Marketing plan and Wholesales forecasting.
- The safety stock of Raw material must be aligned with Machine Capacity, Number of Machine, Production Bill of Materials.
- Once you have Raw Material and Machine, The production will start as available Ram Materials (the number of Raw Material which had pulled to Machine to produce will be deducted in Quantity and become Finished Quantity)

Maintenance

Maintenance Cost

Fixed Asset	Production Count	OEE	Predictive Maintenance	Periodic Maintenance
AssetsID:1307	126,000 (Unit)	100%	Set Predictive Maintenance	Set Periodic Maintenance

- OEE; Overall Equipment Efficiency, is significantly in Production Process and effected to COGS >> Margin >> Business Plan
- We have 2 types of Maintenance Concepts in MonsoonSIM;
 - **Predictive Maintenance** (Censor will be installed and notify which part need maintenance; For this case the maintenance fee may cheaper)
 - **Periodic Maintenance** which will schedule to down the machine time to maintenance in every 3,5,7 and 9 days. To maintain machine often is good to keep OEE at high level. but may raise up maintenance cost.
- When machine is under maintenance will spend 1 day lead time. During the maintenance, Machine will not able to produce any product.
- Every maintenance will improve the machine performance up., BTW one time maintenance may not keep OEE as 100%. Learners may need to set you own criteria on how much OEE% level which you are ok with.
- 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 maintaining well.

Asset Breakdown	No
Periodical Order	10,000: time (3,5,7 or 9 days)
Predictive Sensor	30,000: Set: machine
Single Work Order	
• Availability	15,000
• Performance	15,000
• Quality	15,000

Asset Breakdown	
Periodical Order	
Predictive Sensor	
Single Work Order	
• 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)	

TIPS

- By default, each module will have 4 staffs. (25% x 4 people = 100% department competency) in case of staff had resigned 1 person. The department competency slightly reduces 25% and the performance of that department may close to 75%. For example, The retails selling is 1000 units, if average competency of that branch is 75%. The unit sold will be close to 750 units instead of 1,000 units
- If staff having low personal competency, you can give them a training to boost up their competency.
- If staff having issue. you can give them a counselling.
- To hire staff., you need to choose the one that have competency match to job (Roles/Responsibilities). If not, you are needed to train them to leverage competency which they do not have.
- For Production, will have 4 staffs as planned staff., but will add more staffs when you have purchased machine.
- For Service Staffs, you will have 12 staffs for 3 outsourcing services. If you need more staffs, you can hire more.
- In case of you DISMISS staff., You will need to pay dismissal fee x number of day that staff had work for you.

Service Management

Service Management

Outsourcing Services

- You will see incoming service request to see the requirement from B2B Client.
- You are needed to plan a quote by offering price to compete with bigging system, and schedule your staffs match customer requirement.

RFQ16453

Client: Broadway Inc [Credit Rating : AAA]
Technical Srv : 4 Day
Franchise Srv : 12 Day
Max bid price allowed : 237,600 THB
Minimum bidders : 2 Team
Evaluated based on : Price
Late penalty : 400 THB / Day
Terms of Payment : 5 Day

Day published : 100
Bid Result Day : 105
Need Day : 112

Plan a quote

- You will see the Total cost to quote a price. Please be noted that service having good margin.
- The system will be blocked the staff schedule, until the bidding result has been announced. If you are loss the bidding. System will release your staff blocked and free their schedule for you.

Handling Complaint: In case of you had commit the bid and deal either in B2B Wholesales (If shipping is delay) and send the inactive staff to outsource the service. B2B Client may complain back to you. You need to handle the case. If not B2B Customers will put you as black list and make cancellation of the rest of bid and deal.

Related Framework

