Finished Goods Demands

Forward visibility into what finished goods you need to make or buy next

Introduction

Finished Goods Demands doesn't create or change anything by itself. It pulls together everything already sitting in Data Fusion — stock on hand, open Purchase Orders, open Sales Orders, Sales Forecasts and Job Cards — and lays it out item by item, so you can see at a glance what's coming, what's going, and where you're heading for a shortfall on the products you sell.

Before You Begin — Prerequisites

- Available to everyone; if your company also uses Module 2 (Planning, Job Cards, Kits & Finished Goods Demands), your administrator must additionally switch on the "Can See FG Demands" permission for your user.
- The screen is only as useful as the data feeding it — keep Purchase Orders, Sales Orders/Picking Slips, Sales Forecasts and Job Cards up to date and the picture stays accurate.
- It uses a drag-and-drop pivot table (the same idea as an Excel pivot table) — a little familiarity with dragging fields between Rows, Columns and Values goes a long way.

Key Terms — Glossary

Term	What It Means
Finished Good	An item you sell or manufacture — the end product, as opposed to a component that goes into it.
Demand	Anything that will increase or reduce an item's stock in future — an open Purchase Order, an unfulfilled Sales Order, an open Job Card, or a Sales Forecast.
Pivot Table	The drag-and-drop grid the screen uses. Drag a field into Rows, Columns or Values to reshape what you're looking at — nothing you do here changes the underlying data.
Trn (Type)	A short code on each line identifying what kind of document created it — see the table below.

Reading the Codes

Finished Goods Demands groups every line by a short type code. The screen itself explains what increases stock and what decreases it:

Code	Direction	Source
OH	Increase	Quantity currently on hand.
PO	Increase	Open Purchase Orders still to arrive.
PS	Decrease	Picking Slips (Sales Orders) still to be fulfilled.
JC	Decrease	Open Job Cards.
FC	Decrease	Sales Forecasts.

Anything you enter yourself on a manual production-planning line is deliberately left out of this screen — Finished Goods Demands only ever reflects demand that's already recorded elsewhere in the system.

Where This Happens

Screen	How You Get There	Requires
Finished Goods Demands	Dashboard → Finished Goods Demands tile	"Can See FG Demands" (when Module 2 is active)

The Full Workflow

1. From the Dashboard, open Finished Goods Demands. The screen loads automatically — one row per finished item, with columns for each demand type (On Hand, Purchase Orders, Picking Slips, Job Cards, Sales Forecasts) and the summed quantity in each.
2. Look for items where the decreasing types (Picking Slips, Job Cards, Sales Forecasts) outweigh the increasing types (On Hand, Purchase Orders) — those are your shortfalls.
3. Drag and drop fields in the pivot to filter down to a category or bring in extra detail such as due dates — every field collected is available to drag in, even if it isn't shown by default.
4. Decide how to cover a shortfall: raise a Purchase Order for a bought item or create a Works Order to manufacture more of a produced item (see the Works Orders guide).
5. Use "Pivot In Excel" any time you want to work offline or share the figures as a spreadsheet.

Understanding the Screen

- **It recalculates live, every time you open it.** Nothing is a saved snapshot — the figures reflect whatever is in the system at that moment.
- **It breaks itself down by type automatically.** It arrives already split into columns by On Hand / Purchase Orders / Picking Slips / Job Cards / Sales Forecasts.
- **It's a forward-looking comparison, not a stock report.** On Hand and Purchase Orders add to the total; Picking Slips, Job Cards and Sales Forecasts subtract from it.

Common Mistakes to Avoid

- **Reading it as a stock report.** It's a forward-looking comparison of what's coming in against what's going out, not a single on-hand number.
- **Misreading which way a figure points.** On Hand and Purchase Orders add to the total; Picking Slips, Job Cards and Sales Forecasts subtract from it. A large negative figure is a shortfall, not spare stock.