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Planned order transactions

A planned order is a system-generated proposal created within Enterprise Resource Planning (ERP) systems—such as SAP—or Advanced Planning Systems (APS), to signal the anticipated need to manufacture or procure a specific quantity of a pharmaceutical product or raw material at a specific time.

Planned orders are typically generated automatically during Material Requirements Planning (MRP) runs, using real-time inputs such as sales forecasts, customer orders, and inventory levels. Planned orders help pharmaceutical companies efficiently balance supply with demand, align production schedules, and maintain regulatory compliance.

In a digitally integrated environment like MINT, the ERP system of a pharmaceutical manufacturer is continuously updated with demand data. During MRP runs, the system creates planned orders that represent short-term, actionable needs. These planned orders are then shared with Contract Manufacturing Organizations (CMOs) or suppliers via MINT, providing them with timely and specific requirements that support better planning, responsiveness, and coordination across the supply chain.

While planners can manually create planned orders, they are most often generated automatically. They serve as preliminary production or procurement instructions—not yet final commitments, but essential for forward planning. Once

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reviewed and approved, planned orders can be converted into production orders (for in-house manufacturing) or purchase orders (for external sourcing), enabling smooth execution of supply chain activities.

Planned order sharing provides suppliers with detailed, short-term procurement proposals based on actual Material Requirements Planning (MRP) runs. These proposals include precise quantities and delivery dates that are often directly tied to production or process orders, making them more actionable and reflective of immediate operational needs. In contrast, forecast sharing communicates broader, long-term demand expectations derived from historical data and market trends. Forecasts are less specific and inherently more flexible, serving as strategic guidance for long-term capacity planning rather than firm commitments. As a result, planned orders carry a higher level of urgency and reliability, whereas forecasts are best viewed as directional indicators of future demand.

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