

Term	Definition	Romanian
actively synchronized replenishment	The initial name given to DDMRP	Reaprovizionare sincronizată activ (RSA)
ADU	Acronym of Average Daily Usage	CMZ (Consum mediu zilnic)
ADU alert	An alert indicating a significant change in ADU within a defined set of parameters (quantity and time).	Alertă CMZ
ADU alert horizon	A defined shorter rolling range within the broader rolling horizon used to calculate ADU.	Orizont de alertă CMZ
ADU alert threshold	A defined level of change in ADU that triggers the alert within the ADU alert horizon.	Pragul de alertă CMZ
ADU-based recalculation	A process of dynamically adjusting strategically replenished buffers incorporating a rolling horizon.	Recalculare bazată pe CMZ
artificial batch	Any batch that is not a function of actual demand.	Lot artificial
ASR	Acronym of Actively Synchronized Replenishment	RSA
average daily usage (ADU)	Average usage of a part, component, or good on a daily basis.	Consum Mediu Zilnic (CMZ)
average inventory range	the red zone plus the green zone quantity from a planning perspective	Interval în care se situează stocul mediu

average on-hand position	the red zone plus half the green zone quantity from a planning perspective	Stocul mediu
blended ADU	ADU calculated based on a combination of history and forecast	CMZ mixt
buffer penetration	The amount of remaining buffer, typically expressed as a percentage.	Penetrare tampon
buffer profile	A globally managed group of parts with similar lead time, variability, control, and order management characteristics.	Profil tampon
buffer status alerts	show the current and projected status of the decoupling point positions across the network of dependencies	Alerte de situație pentru tampon
buffer zone	A stratification layer within a stock buffer. Typically, buffer zones are color coded with red, yellow, and green assignments.	Zonă a tamponului
CDDL	Acronym for Certified Demand Driven Leader	CDDL
CDDP	Acronym for Certified Demand Driven Planner	CDDP
Certified Demand Driven Planner	A professional certificate from the Demand Driven Institute (DDI) and International Supply Chain Education Alliance (ISCEA)	Certified Demand Driven Planner

	proclaiming that a person has successfully tested for proficiency in the DDMRP method.	
Certified Demand Driven Leader	A professional certificate from the Demand Driven Institute (DDI) and International Supply Chain Education Alliance (ISCEA) proclaiming that a person has successfully tested for proficiency in the aspects of the Demand Driven Operating Model.	Certified Demand Driven Leader
control points	Strategic location in the logical product structure for a product or family that simplify the planning, scheduling and control functions (ref APICS dictionary)	Puncte de control
current on-hand alert	An execution alert generated by current on-hand penetration into the red zone of the buffer.	Alertă de stoc existent
customer tolerance time	The amount of time potential customers are willing to wait for the delivery of a good or a service	Termen acceptat de client

DDAS	Acronym of Demand Driven Adaptive System	DDAS
DDMRP	Acronym of Demand Driven Material Requirements Planning	DDMRP
DDOM	Acronym of Demand Driven Operating Model	DDOM
DDS&OP	Acronym of Demand Driven Sales and Operations Planning	DDS&OP
decoupled explosion	The cessation of bill of material explosion at any buffered/stocked position.	Explozie decuplată / calcul de necesar decuplat
decoupled lead time	A qualified cumulative lead time defined as the longest unprotected/unbuffered sequence in a bill of material.	Durață decuplată
demand adjustment factor	The Demand Adjustment Factor (DAF) is a manipulation to the ADU input at a specific time period.	Factor de ajustare a cererii (FAC)
demand driven adaptive system	A management and operational system designed for complex and volatile manufacturers and supply chains. A Demand Driven Adaptive System uses a constant system of feedback that connects the business strategy to the settings and performance of a Demand Driven Operating Model through a Demand Driven Sales and Operations	Sistem adaptiv dirijat prin intermediul cererii

	<p>Planning Process (DDS&amp;OP).  A Demand Driven Adaptive System focuses on the protection and promotion of the flow of relevant information and materials in both the strategic (annual, quarterly and monthly) and tactical (hourly, daily and weekly) relevant ranges of decision making in order to optimize return on equity performance as change occurs</p>	
<p>demand driven material requirements planning (DDMRP)</p>	<p>A method to model, plan and manage supply chains to protect and promote the flow of relevant information and materials. DDMRP is the supply order generation and management engine of a demand driven operating model</p>	<p>calcul de necesar de materiale dirijat de cerere - (DDMRP)</p>
<p>demand driven operating model</p>	<p>A supply order generation, operational scheduling and execution model utilizing actual demand in combination with strategic decoupling and control points and stock, time and capacity buffers in order to create a predictable and agile system that promotes and protects the flow of relevant information and materials within the tactical relevant operational range (hourly, daily and weekly). A Demand Driven Operating Model's key parameters are set through the Demand Driven Sales and Operations Planning process to meet the stated business and market objectives while minimizing working capital and expedite related expenses.</p>	<p>Model de operare dirijat de cerere</p>

demand driven sales and operations planning.	<p>a bi-directional integration point in a Demand Driven Adaptive System between the strategic (annual, quarterly and monthly) and tactical (hourly, daily and weekly) relevant ranges of decision making. DDS&amp;OP sets key parameters of a Demand Driven Operating Model based on business strategy, market intelligence and key business objectives (strategic information and requirements). DDS&amp;OP also projects the model performance based on the strategic information and requirements and various model settings. Additionally, DDS&amp;OP uses variance analysis based on past model performance (reliability, stability and velocity) to adapt the key parameters of a Demand Driven Operating Model and/or recommend strategic alterations to the model and project their respective impact on the business.</p>	Planificare de vânzări și operațiuni dirijată de cerere
DLT	Acronym of decoupled lead time	DLT
dynamic buffers	Buffer levels that are adjusted either automatically or manually based on changes to key part traits.	Tampoane dinamice
execution horizon	The life cycle of orders from the time the order is created and/or released to the time it is closed.	Orizont de execuție
flow index	average order frequency	Indice de flux

	compared across all parts	
forward ADU	ADU calculated based on forecast	CMZ previzionat
green zone	The top layer of a replenished and replenished override buffer. If available stock is in this zone, then no additional supply is created.	Zona verde
lead time adjustment factor	A multiplicative factor applied to part's lead time.	Factor de ajustare a duratei
lead time alert	An alert/warning generated by an LTM part. An alert will be triggered whenever the part enters a different time zone from its buffer. Green is the first alert to be encountered, followed by yellow and then red.	Alertă pentru durată
lead time alert zone	The zone associated with the percentage of lead time that provides the definition for lead-time alerts. The LTM alert zone has three equal sections color coded green, yellow, and red.	Zona de alertă pentru durată
lead-time-managed (LTM) part	A critical non-stocked part that will have special attention paid to it over its execution horizon. Typically, LTM parts are critical, long-leadtime components that do not have sufficient volume to justify stocking. A portion of the lead time of the part (typically 33 percent) will have a three-zoned warning applied to it. That portion is typically divided into three equal	Articol gestionat după durată (AGD)

	sections.	
LTM part	Acronym of Lead-Time-Managed part	Articol AGD
market potential lead time	The lead time that will allow an increase in price or the capture of additional business either through existing or new customer channels.	Durata ce permite exploatarea unor avantaje de piață
material synchronization alert	An alert generated by the earliest occurrence of a negative on-hand balance (current or projected) within at least one DLT.	Alertă de sincronizare a materialelor
matrix bill of material	a chart made up from the bills of material for a number of products in the same or similar families. It is arranged in a matrix with components in columns and parents in rows (or vice versa) so that requirements for common components can be summarized conveniently (ref APICS dictionary)	Rețeta produsului exprimată în formă matricială
net flow equation	A planning calculation to determine the planning status of a buffered item. The equation is on-hand + on-order (also referred to as open supply) – unfulfilled qualified actual demand. Also known as the "available stock equation".	Ecuție a fluxului disponibil
net flow position	The position yielded by the net flow equation against a part's buffer values. Also known as "available stock	Poziție a fluxului disponibil

	position".	
nonbuffered part	All parts that are not stocked.	Articol fără stocare tampon
occurrence-based recalculation	A method to adjust buffers based on the number and severity of specific occurrences in predefined fixed interval.	Recalculare bazată pe ocurențe
on-hand alert level	The percentage of the red zone used by buffer status alerts in order to determine a yellow or red color designation.	Nivel de alertă de stoc
order spike horizon	A defined future time frame used to qualify order spikes in combination with an order spike threshold. Typically, order spike horizon is set to one ASRLT.	Orizont de vârf al cererii
order spike threshold	A defined amount used to qualify order spikes in combinations with an order spike horizon. Typically, the order spike threshold will be expressed as a percentage of the total red zone (or min value) of a part's buffer.	Prag de vârf al cererii
OTOG	Acronym of Over Top of Green	Exces peste vârful zonei verzi (EpVZV)
over top of green (OTOG)	A situation in which either available stock or on-hand stock is over the top of defined green zone, indicating an excessive inventory position.	Exces peste vârful zonei verzi (EpVZV)

PAF	acronym for Planned Adjustment Factor	FAP (factor de ajustare planificată)
past ADU	ADU calculated based on history	CMZ istoric
Planned Adjustment Factor	Buffer manipulations based on certain strategic, historical, and business intelligence factors.	Factor de ajustare planificată.
planned adjustments	Manipulations to the buffer equation that affect inventory positions by raising or lowering buffer levels and their corresponding zones at certain points in time. Planned adjustments are often based on certain strategic, historical, and business intelligence factors.	Ajustări planificate
Prioritized share	An allocation schema utilizing the net flow positions of a group of parts in order to accommodate a specific limitation or requirement.	Alocare după prioritatea relativă
projected on-hand alert	An alert generated by a projected on-hand positions over a part's DLT based on on-hand, open supply, and either actual demand or ADU.	Alertă de stoc previzionat
qualified actual demand	The demand portion of the available stock equation comprised of qualified order spikes, past-due demand, and demand due today.	Cerere calificată
qualified order spike	A quantity of combined daily actual demand within the order spike horizon and over	Vârf calificat al cererii

	the order spike threshold.	
ramp-down adjustment	Manipulations to the buffer equation that affect inventory positions, lowering buffer levels and their corresponding zones at certain points in time. Ramp-down adjustments typically are used in part deletion.	Ajustare descrescătoare
ramp-up adjustment	Manipulations to the buffer equation that affect inventory positions, raising buffer levels and their corresponding zones at certain points in time. Ramp-up adjustments typically are used for part introduction.	Ajustare crescătoare
red zone	The lowest-level zone in a replenished and replenished override part buffer. The zone is color-coded red to connote a serious situation. The red zone is the summation of red zone safety and red zone base.	Zona roșie
red zone base	The portion of the red zone sized by lead-time factors.	Zona roșie de bază
red zone safety	The portion of the red zone sized by variability factors.	Zona roșie de siguranță
relative priority	The priority between orders filtering by zone color (general reference) and buffer penetration (discrete reference).	Prioritate relativă
replenished override part	A strategically determined and positioned part using a static (buffer zones are	Articol reprovizionat static

	manually defined) three-zoned buffer for planning and execution. Planned adjustments, however, can be used with these buffers.	
replenished part	A strategically determined and managed part using a dynamic three-zoned buffer for planning and execution. Buffer zones are calculated using buffer profiles and specific part attributes such as ADU and DLT.	Articol reprovizionat
sales order visibility horizon	The time frame in which a company typically becomes aware of sales orders or actual dependent demand.	Orizont de vizibilitate a comenzilor de vânzare
seasonality adjustment	Manipulations to the buffer equation that affect inventory positions by adjusting buffers to follow seasonal patterns.	Ajustare sezonieră
significant minimum order quantity	A minimum order quantity that sets the green zone of a buffer.	Cantitate minimă de comandă semnificativă
spike	The comparatively large upward or downward movement of a value level in a short period.	Vârf (pozitiv sau negativ)
Stock out (SO)	an item that is not immediately available in stock (ref APICS dictionary)	Lipsă de stoc
Stock out with Demand (SOWD)	an item that is not immediately available in stock and has a requirement	Lipsă de stoc cu cerere

Stock out with Demand Alert	a notification of a strategically stocked item indicating a lack of inventory on hand and a presence of a requirement	Alertă de lipsă stoc cu cerere
strategic inventory positioning	The process of determining where to put inventory that will best protect the system against various forms of variability to best meet market needs and leverage working capital.	Poziționare strategică a stocului
supply offset	Adjusting the timing of the application of a demand adjustment factor to account for long lead time components.	Decalaj de reprovizionare
synchronization alerts	Alerts designed to highlight problems with regard to dependencies.	Alerte de sincronizare
thoughtware	The analysis and process employed to define the relevant factors and dependencies in an organization or system in order to construct appropriate business rules and operating strategies that maximize velocity, visibility, and equity. Within the DDRMP framework, thoughtware is commonly referred to with regard to applying the inventory positioning factors.	"Gândistem" - Proces de gândire sistemică
TOG	Acronym of Top Of Green	VZV
top of green (TOG)	The quantity of the top level of the green zone. TOG is calculated by the sum of red,	Vârful Zonei Verzi (VZV)

	yellow, and green zones.	
top of red (TOR)	The quantity of the top level of the red zone.	Vârful Zonei Roșii (VZR)
top of yellow (TOY)	The quantity of the top level of the yellow zone. TOY is calculated by the sum of the red and yellow zones.	Vârful Zonei Galbene (VZG)
TOR	Acronym of Top Of Red	VZR
TOY	Acronym of Top Of Yellow	VZG
yellow zone	The middle layer of the buffer level coded with yellow to convey a sense of warning. The yellow zone is the rebuild zone for replenished and replenished override buffers.	Zona galbenă
zone adjustment factor	Adjusting part buffer zones by applying a multiplicative factor to the value of the zone.	Factor de ajustare a zonei