

The Demand Driven Institute Dictionary

需求驱动学院词典

The Demand Driven Institute recognizes the standard APICS definitions for all known and accepted terms in the Demand Driven body of knowledge. This dictionary is intended as a supplementary source for terms that are new in the emerging Demand Driven body of knowledge.

需求驱动学院在需求驱动知识体系中采用已知和公认的标准 APICS 定义。本词典旨在作为新兴的需求驱动知识体系中新术语的补充。

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Term 术语	Definition 定义
actively synchronized replenishment (ASR) 主动同步补货 (ASR)	The initial name given to DDMRP 需求驱动物料需求计划 (DDMRP) 的初始名称。
Adaptive Enterprise Foundations Professional (AEFP) TM 自适应企业基础专业认定 (AEFP) TM	Adaptive Enterprise Foundations Professional (AEFP) TM is a professional endorsement certification offered by the Demand Driven Institute. AEFP TM demonstrates that an individual understands the conceptual differences between conventional supply chain approaches dominated by MPS, MRP and DRP and the emerging flow-based approaches including the Demand Driven Adaptive Enterprise (DDAE) Model. 适应性企业基础专业认定 (AEFP) TM 是由需求驱动学院提供的专业认可证书。AEFP 公司 TM 表明个人理解传统的以 MPS、MRP 和 DRP 为主的供应链方法与新兴的基于流动性的方法（包括需求驱动的适应性企业 (DDAE) 模型）之间的概念差异。
Adaptive S&OP 自适应 S&OP	The strategic component of the Demand Driven Adaptive Enterprise (DDAE) Model managing the strategic adaptive cycle. 需求驱动自适应企业 (DDAE) 的战略模块
ADU ADU	Acronym of Average Daily Usage 平均每日使用量的缩写
ADU alert ADU 预警	An alert indicating a significant change in ADU within a defined set of parameters (quantity and time). 预先设定参数（数量和时间），如果 ADU 的变化达到了这个阈值，提供预警。 <i>注：需求的迅速变化应该产生所谓的 ADU 预警。ADU 预警的触发参数根据 ADU 计算的数量和时间来定义。例如，如果零件 ADU 在 y 时间范围内变化超过 x%，则会生成预警。</i>
ADU alert horizon ADU 预警区间	A defined shorter rolling range within the broader rolling horizon used to calculate ADU. 在大的 ADU 计算滚动时间区间里定义一个较短的滚动时间区间，用于计算 ADU 预警，此区间称为 ADU 预警参数中定义的滚动预警区间。（参见 ADU 预警）
ADU alert threshold ADU 预警阈值	A defined level of change in ADU that triggers the alert within the ADU alert horizon. 在 ADU 预警区间内 ADU 数量变化达到设定的阈值，触发预警。（参见 ADU 预警）
ADU-based recalculation 基于 ADU 的重新计算	A process of dynamically adjusting strategically replenished buffers incorporating a rolling horizon.

	在滚动时间区间模式下动态调整策略性补充缓冲的过程
AEFP AEFP	Acronym of Adaptive Enterprise Foundations Professional 自适应企业基础专业认定的缩写
artificial batch 人为批次	Any batch that is not a function of actual demand. 任何不是按照实际需求的批量均为人为批次
ASR ASR	Acronym of Actively Synchronized Replenishment 主动同步补充的缩写
average daily usage (ADU) 日均使用量 (ADU)	Average usage of a part, component, or good on a daily basis. 零件/组件/货物的日均使用量
average inventory range 平均库存范围	the red zone plus the green zone quantity from a planning perspective 计划视角的红区数量+绿区数量
average on-hand position 平均在手库存位置	the red zone plus half the green zone quantity from a planning perspective 计划视角的红区数量+绿区的一半数量
Bimodal inventory 双峰式分布库存	An aggregate inventory view exhibiting a continuous probability distribution with two different modes. These appear as distinct peaks (local maxima) at the same time – one peak depicting inventory shortages and back orders and the other excessive positions and overstocked positions. An individual item bimodal distribution shows the same item over the course of time displaying the two distinct distribution conditions. 总库存视图显示库存在两种不同模式下连续性概率分布，同时展示两种不同的峰值（局部最大值）。---一个峰值描述的是库存短缺和延期订单的状况，另外一个峰值描述库存过多和库存积压的状况。单一零件的双峰式分布显示了同一物料在不同时间段里两种截然不同的分布情况。
blended ADU 混合 ADU	ADU calculated based on a combination of history and forecast 基于对过去历史和对未来预测相结合的 ADU 计算
buffer penetration 缓冲渗透	The amount of remaining buffer, typically expressed as a percentage. 缓冲剩余数量，一般是用百分比来表示
buffer profile 缓冲配置文件	A globally managed group of parts with similar lead time, variability, control, and order management characteristics. 对一组零件，全局定义其类似提前期、波动性、控制和订单管理属性参数的配置文件
buffer run chart 缓冲运行图	A graphical technique that illustrates how a buffer is performing over time.

	用图解的方式说明缓冲区在过去时段的运行过程
buffer status alerts 缓冲状态预警	show the current and projected status of the decoupling point positions across the network of dependencies 包含当前缓冲状态预警和未来预期状态预警两种。用来提示在供应链网络中相关解耦点的当前/未来预期状态。
buffer zone 缓冲颜色区域	A stratification layer within a stock buffer. Typically, buffer zones are color coded with red, yellow, and green assignments. 对库存缓冲进行分层，用颜色标示：一般有红色、黄色、和绿色。
capacity buffer 产能缓冲	A level of capacity that is in excess to immediate, aggregated or expected future demand. Capacity buffers absorb both demand and supply continuity variability. The capacity buffer is monitored over time. 超过当前和未来需求预测所要求的预留性产能。该产能缓冲被用来消化吸收需求及供给连续性变化。要持续地监控产能缓冲。
control points 控制点	Strategic location in the logical product structure for a product or family that simplify the planning, scheduling and control functions (ref APICS dictionary) 一个产品或产品族在逻辑产品结构中的战略位置，以用来简化计划、排程和控制功能（参考 APICS 字典）
current on-hand alert 当前在手库存预警	An execution alert generated by current on-hand penetration into the red zone of the buffer. 当前在手库存进入红色缓冲区后会触发执行预警。
customer tolerance time 客户容忍时间	The amount of time potential customers are willing to wait for the delivery of a good or a service 潜在客户愿意等待商品或服务交付的时间
DDAE DDAE	Acronym of Demand Driven Adaptive Enterprise 需求驱动自适应企业的缩写
DDLp DDLp	Acronym of Demand Driven Leader Professional™ 需求驱动领导者专业认证
DDMRP DDMRP	Acronym of Demand Driven Material Requirements Planning 需求驱动物料需求计划的缩写
DDOM DDOM	Acronym of Demand Driven Operating Model 需求驱动运营模型的缩写
DDPP DDPP	Acronym of Demand Driven Planner Professional™ 需求驱动计划员专业认证的缩写
DDS&OP	Acronym of Demand Driven Sales and Operations Planning

DDS&OP	需求驱动销售和运营计划的缩写
DDSCP DDSCP	Acronym of Demand Driven Supply Chain Professional™ 需求驱动供应链专业认证的缩写
decoupled explosion 解耦式展开	The cessation of bill of material explosion at any decoupled position. 在 MRP 处理中，在解耦位置处停止物料清单展开。
decoupled lead time 解耦前置时间	A qualified cumulative lead time defined as the longest unprotected/unbuffered sequence in a bill of material. 解耦环境下，物料清单中的两个缓冲点之间无保护/无缓冲序列中累积前置时间之最长者
demand adjustment factor 需求调整因子	The Demand Adjustment Factor (DAF) is a manipulation to the ADU input for a specified time period. 需求调整因子（DAF）是在指定时间段内对 ADU 的一种人工调整干预。
demand driven adaptive enterprise 需求驱动自适应企业	The Demand Driven Adaptive Enterprise (DDAE) model is a management model enabling enterprises to sense market changes, adapt to complex and volatile environments, and develop market driven innovation strategies. Fundamental principles of flow management are combined with the emerging science of complex adaptive systems (CAS). The DDAE model spans the organization's operational, tactical, and strategic ranges through its three primary components: The Demand Driven Operating Model, Demand Driven Sales & Operations Planning, and Adaptive Sales & Operations Planning. The model utilizes a process of emergence, feedback and selection through adaptive cycles to continuously respond and adapt to the complex, changing, and volatile supply chain circumstances in existence today. 需求驱动自适应企业（DDAE）模型是一种能够使企业感知市场变化、适应复杂多变环境、制定市场驱动创新战略的管理模型。流动性管理的基本原理与新兴的复杂适应系统科学相结合。DDAE 模型通过三个主要组成部分跨越了组织的操作，战术和战略范围：需求驱动运营模式、需求驱动销售和运营计划，以及自适应销售和运营计划。该模型利用通过自适应周期的显现、反馈和选择的过程，不断地响应和适应当今复杂多变的供应链环境。
Demand Driven Leader Professional™ 需求驱动领导者专业认证	The Demand Driven Leader Professional (DDL P)™ is a professional endorsement certification offered by the Demand Driven Institute. The DDL P™ demonstrates that an individual can apply the concepts of the Demand Driven Operating Model, analyze and evaluate an

	<p>environment according to the principles of the Demand Driven Operating Model and the tactical components of Demand Driven S&OP.</p> <p>需求驱动型领导者专业认证（DDLTM）是由需求驱动学院提供的专业认可证书。DDLTM证明个人可以应用需求驱动运营模式的概念，根据需求驱动运营模式的原理和需求驱动 S&OP 的战术组件来分析和评估环境。</p>
<p>demand driven material requirements planning (DDMRP) 需求驱动物料需求计划 (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>一种建模、计划和管理供应链的方法，以保护和促进相关信息和材料的流动。DDMRP 是需求驱动运营模式的供应订单生成和管理引擎。</p>
<p>demand driven operating model (DDOM) 需求驱动运营模式 (DDOM)</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 operational relevant range. 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>一种利用实际需求，整合战略解耦、控制点和库存、时间、产能缓冲的供应订单生成、运营排程和执行模型，以便建立一个可预测和敏捷的系统，促进和保护相关信息和材料在相关业务范围内的流动性。需求驱动运营模式的关键参数是通过需求驱动的销售和运营计划过程来决定配置的，以满足既定的业务和市场目标，同时最大限度地减少营运资金和加急相关费用。</p>
<p>Demand Driven Planner ProfessionalTM 需求驱动计划员专业认证</p>	<p>The Demand Driven Planner Professional (DDPP)TM is a professional endorsement certification offered by the Demand Driven Institute. The DDPPTM is earned by an individual who can apply the demand driven concepts, analyze an environment and evaluate an environment using the Demand Driven Material Requirements Planning (DDMRP) methodology.</p> <p>需求驱动计划员专业认定（DDPP）TM是由需求驱动学院提供的专业认可证书。能够应用需求驱动的概念、使用需求驱动的物</p>

	料需求计划（DDMRP）方法分析环境和评估环境的个人可获得 DDPP™
demand driven sales and operations planning (DDS&OP) 需求驱动销售和运营计划	<p>The tactical component of the Demand Driven Adaptive Enterprise (DDAE) Model managing the tactical adaptive cycle. DDS&OP is a tactical bi-directional integration point in a Demand Driven Adaptive Enterprise between the strategic and operational relevant ranges of decision making. Operating primarily in the tactical relevant range, DDS&OP maintains and updates the parameters of the DDOM based on current and emerging business strategy supplied by Adaptive S&OP and the systematic review of past and projected DDOM performance. DDS&OP evaluates scenarios proposed in the Adaptive S&OP process in order to provide relevant DDOM projections. Additionally, DDS&OP recommends strategic alterations and/or internal innovations to leadership involving DDOM future capability and performance.</p> <p>需求驱动自适应企业（DDAE）模型中管理战术自适应周期的战术组件。DDS&OP 是需求驱动自适应企业中战略和运营相关决策的战术双向集成点。DDS&OP 主要在战术相关时间范畴内运行，根据自适应 S&OP 决定的当前和新兴业务战略以及对过去和预测的 DDOM 绩效的系统审查，维护和更新 DDOM 的参数。DDS&OP 评估自适应 S&OP 流程中提出的情况，提供相关的 DDOM 预测。此外，DDS&OP 建议对涉及 DDOM 未来能力和绩效部分进行战略调整和/或内部创新。</p>
Demand Driven Supply Chain Professional™ 需求驱动供应链专业认证	<p>The Demand Driven Supply Chain Professional (DDSCP) is a fellowship level endorsement from the Demand Driven Institute. The DDSCP has proven the ability to successfully apply Demand Driven concepts and create sustained value for an enterprise through that application.</p> <p>需求驱动供应链专业认证（DDSCP）是需求驱动研究所的奖学金级别认证。</p> <p>DDSCP 已经证明了成功应用需求驱动的概念并通过该应用为企业创造持续价值的能力。</p>
DLT DLT	Acronym of decoupled lead time 解耦前置时间的缩写
dynamic buffers 动态缓冲	Buffer levels that are adjusted either automatically or manually based on changes to key part traits.

	根据关键零件特征的变化自动或手动调整的缓冲水位
execution horizon 执行区间	The life cycle of orders from the time the order is created and/or released to the time it is closed. 从创建和/或发布订单到关闭订单的生命周期。
flow index 流动性指数	average order frequency compared across all parts 对所有零件进行平均订单频度的比较
forward ADU 前瞻性 ADU	ADU calculated based on forecast 基于预测进行计算得到的日均用量
green zone 绿色区域	The top layer of a replenished and replenished override buffer. If available stock is in this zone, then no additional supply is created. 补充和补充覆盖型缓冲区的顶层。如果可用库存位置位于此区域，则不会创建供应订单。 (注) 补充缓冲: 其顶部不固定, 按 ADU 动态调整 - 补充覆盖型缓冲: 其顶部固定数量不变, 内部按动态调整分配
lead time adjustment factor 前置时间调整因子	A multiplicative factor applied to part's lead time. 应用于零件前置时间的加乘因子
lead time alert 前置时间预警	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. 对前置时间管理零件(时间缓冲管理零件)生成的警报或者预警。无论该零件进入到时间缓冲区的哪个阶段皆会触发预警。先是绿色，然后是黄色，再是红色。
lead time alert zone 前置时间预警时区	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. 与前置时间预警定义的相关联的区域（用百分比表示）。时间缓冲管理预警区分为三个相等的区域，颜色分别为绿色、黄色和红色。
Lead time factor (LTF) 前置时间因子 (LTF)	Coefficients to be applied to the average demand multiplied by the lead time period to calculate the Green and Red Base zones. The LTF value for the calculation of the Red Base zone does not necessarily have to be the same as that used for the calculation of the Green zone. 在平均需求乘以前置时间基础上的变异系数，用以计算绿色区和红色基底区。用于计算红色基底区的 LTF 值不必与用于计算绿色区域的 LTF 值相同。

lead-time-managed (LTM) part 前置时间管理 (LTM) 零件	<p>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 sections.</p> <p>一个关键性的，非库存生产零件，将在其执行范围内得到特别关注。通常，LTM 零件是关键性的、长交付周期的组件，它们没有足够的数量来保持库存。零件交货期的一部分（通常为 33%）将应用三色区预警机制，通常将其分为三个相等的部分。</p>
LTM part LTM 零件	<p>Acronym of Lead-Time-Managed part</p> <p>前置时间管理零件的缩写</p>
market potential lead time 市场潜在前置时间	<p>The lead time that will allow an increase in price or the capture of additional business either through existing or new customer channels.</p> <p>允许通过现有或新客户渠道提高价格或获取额外业务的前置时间。</p>
master settings 主数据设置	<p>The Demand Driven Operating Model (DDOM) parameters managed by the Demand Drive Sales & Operations Planning process.</p> <p>用需求驱动 S&OP 流程来管理 DDOM 的参数设置</p>
material synchronization alert 材料同步性预警	<p>An alert generated by the earliest occurrence of a negative onhand balance (current or projected) within at least one DLT.</p> <p>在未来至少一个 DLT 前提期，如果出现在手库存负数（基于当前或者预期模拟），将以最早发生日期催发预警</p>
matrix bill of material 矩阵物料清单 (矩阵式 BOM)	<p>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)</p> <p>由相同或相似系列中的许多产品的物料清单组成的图表。它通常是按照矩阵排列的，列是组件，行是父组件（反之亦然），这样就可以方便地汇总出对通用组件的需求（参考 APICS 词典）</p>

net flow equation 净流量方程	<p>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. Previously known as the "available stock equation".</p> <p>用于确定缓冲物料的计划状态的计划计算方程式。方程等式为在手库存+在订库存（也称为未交货订单）-未交付之合格实际需求。以前被称为“可用库存方程”。</p>
net flow position 净流量位置	<p>The position yielded by the net flow equation against a part's buffer values. Previously known as "available stock position".</p> <p>根据零件缓冲值由净流量方程得出的在库存缓冲区中的位置。以前称为“可用库存位置”。</p>
nonbuffered part 非缓冲零件	<p>All parts that are not stocked.</p> <p>那些不设定库存缓冲的零件</p>
occurrence-based recalculation 基于事件的重计算	<p>A method to adjust buffers based on the number and severity of specific occurrences in predefined fixed interval.</p> <p>一种根据预先定义的固定间隔内特定事件的数目和严重性调整缓冲区的方法。</p>
on-hand alert level 在手库存预警水位	<p>The percentage of the red zone used by buffer status alerts in order to determine a yellow or red color designation.</p> <p>缓冲状态预警中，用来确定是预警是黄色还是红色的红色区域百分比。</p>
operational relevant range 运营相关范围（时间范畴）	<p>The time frame in which assumptions are valid for the immediate operating environment in a Demand Driven Operating Model (DDOM). The operational relevant range is defined as a part's decoupled lead time.</p> <p>在需求驱动运营模型（DDOM）中，短期运营环境有效的时间范围。运营相关范围长度定义为一个零件的解耦提前期。</p>
order spike horizon 尖刺订单区间	<p>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 DLT.</p> <p>一种预先设定的未来时间区间，和尖刺订单阈值定义参数一同用来识别尖刺订单。通常情况下，尖刺订单区间设置成为一个DLT。</p>
order spike threshold 尖刺订单阈值	<p>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.</p>

	一种预先定义的数量，用于结合尖刺订单区间来识别尖刺订单。通常，尖刺订单阈值用零件缓冲区总红色区域（或最小值）的百分比来设定。
OTOG OTOG	Acronym for Over Top of Green 超过绿区顶部的缩写
over top of green (OTOG) 超过绿区顶部（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. 一种库存状态，在这种状态下，可用库存或现有在手库存超过了定义的绿色区域的顶部，表示库存水位过高。
PAF PAF	acronym for Planned Adjustment Factor 计划调整系数的缩写
past ADU 过去式 ADU	ADU calculated based on history 基于过去的历史数据计算 ADU
planned adjustment factor 计划性调整因子	Buffer manipulations based on certain strategic, historical, and business intelligence factors. 基于某些战略、历史和商业智能预测的缓冲人工调整因子。
planned adjustments 计划性调整	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. 在特定时段特定缓冲点，通过对缓冲方程的人工介入来调高或者降低缓冲水位来影响库存位置。计划性调整通常基于某些战略、历史或者商业智能要素。
Prioritized share 优先级共享	An allocation schema utilizing the net flow positions of a group of parts in order to accommodate a specific limitation or requirement. 一种利用一组部件的净流位置来适应某个特定限制或要求的分配机制。
projected on-hand alert 预期在手库存预警	An alert generated by a projected on-hand positions considering a part's DLT based on on-hand, open supply, and either actual demand or ADU. 综合考量了零件的交货前置期（DLT）、在手库存、未交货订单、实际需求及日均用量 ADU 后，预测出可能出现的在手库存状况，然后提出预警。
qualified actual demand 合格的实际需求	The demand portion of the available stock equation comprised of qualified order spikes, past-due demand, and demand due today.

	可用库存方程的需求部分包括合格尖刺订单、到期未交付需求和今日到期需求
qualified order spike 合格的尖刺订单	A quantity of combined daily actual demand within the order spike horizon and over the order spike threshold. 在尖刺订单区间内超过尖刺订单阈值的日实际需求量。
ramp-down adjustment 减产调整	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. 在特定时间特定缓冲点，对影响库存水平的缓冲方程进行人工介入，从而降低在库存水位及颜色区域。通常适用于零件退市。
ramp-up adjustment 爬坡调整	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. 在特定时间特定缓冲点，对影响库存水平的缓冲方程进行人工介入，从而提高库存水位及颜色区域。通常适用于零件上市。
red zone 红色区域	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. 动态补充型和补充覆盖型零件缓冲区中的最低级别区域。这个区域用红色表示，表示情况严重。红色区域是红区安全和红区基底两者的总和。
red zone base 红区基底	The portion of the red zone sized by lead-time factors. 根据前置时间因子确定的红色区域大小的部分。
red zone safety 红区安全	The portion of the red zone sized by variability factors. 根据波动性因子确定的红色区域大小
relative priority 相关优先级	The priority between orders filtering by zone color (general reference) and buffer penetration (discrete reference). 按照所在色区颜色（一般性参考）和按缓冲渗透百分比（具体离散数字参考）来决定优先级。
replenished override part DDMRP 补货覆盖零件（或原材料）	A strategically determined and positioned part using a static (buffer zones are manually defined) three-zoned buffer for planning and execution. Planned adjustments, however, can be used with these buffers.

	使用静态（缓冲区大小是手动定义的）三色缓冲区进行排程和执行的战略性零件。然而，计划性调整可以在这些缓冲区上使用（在静态缓冲区中不同颜色区域进行动态分配调整）。
replenished part DDMRP 补货零件（或原材料）	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. 使用动态三色缓冲区进行计划和执行的战略零件。缓冲区使用缓冲配置文件和特定的零件属性（如 ADU 和 DLT）来计算
sales order visibility horizon 销售订单可视区间	The time frame in which a company typically becomes aware of sales orders or actual dependent demand. 公司通常可看到销售订单或实际从属需求的时间区间。
seasonality adjustment 季节性调整	Manipulations to the buffer equation that affect inventory positions by adjusting buffers to follow seasonal patterns. 通过人工介入缓冲方程从而调整缓冲区以影响库存位置，以达到季节干预模式
significant minimum order quantity （显著的）最小起订量	A minimum order quantity that sets the green zone of a buffer. 设置缓冲区绿色区域的最小起订量。
Spike 尖刺	The comparatively large upward or downward movement of a value level in a short period. 某个数量水位在短时期内相对较大的向上或向下的运动。
stock out (SO) 缺货	An item that is not immediately available in stock (ref APICS dictionary) 某个物料短时库存不可得（参见 APICS 词典）
stock out with demand (SOWD) 有需求的缺货(SOWD)	An item that is not immediately available in stock and has a requirement 某个物料短时库存不可得，但有需求
Stock out with Demand Alert 有需求预警的缺货	A notification of a strategically stocked item indicating a lack of inventory on hand and a presence of a requirement 一种战略库存物料的预警机制，表明目前有需求但在手库存不足

strategic adaptive cycle 战略性自适应循环	<p>The enterprise's evolutionary loop in the strategic relevant range as defined by a process of emergence, feedback and selection where emergence is a reconfiguration of the system triggered externally or internally, feedback is a set of defined signals and triggers that are monitored by adaptive agents and selection is decisions, actions, and learning in response to the signals and triggers which may or may not result in another reconfiguration at the strategic level.</p> <p>企业在战略相关范围内的进化循环，定义为涌现、反馈和选择过程，涌现是外部或内部触发的系统重组，反馈是一组定义的信号和触发，由自适应代理监控，选择是响应可能导致或可能不会导致战略层面上另一次重新配置的信号和触发器所作的决策、行动和学习。</p>
strategic inventory positioning 战略性库存定位	<p>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.</p> <p>决定在什么位置建立库存的流程，能最优化地保护系统不受外部各种波动及变化干扰。以达到最大化满足市场需求并利用营运资金的目的。</p>
strategic relevant range 战略性相关范围	<p>The time frame in which assumptions are valid for longer range planning and decision making and the Demand Driven Adaptive Enterprise (DDAE) framework. The strategic relevant range is typically defined as beyond the cumulative lead time of the environment as necessary to make capacity and infrastructure decisions.</p> <p>预先设定时间范畴对相对长期的计划体系及决策、以及需求驱动自适应系统的企业框架结构是非常有效且必要的。这种战略相关范畴通常要被定义为超出当前运营环境的累积交付周期，以能够做出产能和基础设施决策</p>
supply offset 供应前置	<p>Adjusting the timing of the application of a demand adjustment factor to account for long lead time components.</p> <p>考虑到长交付周期组件，通过调整影响需求的要素来达到时间层面供应前置的目的。</p>
synchronization alerts 同步预警	<p>Alerts designed to highlight problems regarding dependencies.</p> <p>旨在突出显示依赖关系问题的预警。</p>

tactical adaptive cycle 战术性自适应循环	<p>The enterprise's evolutionary loop in the tactical relevant range as defined by a process of emergence, feedback and selection where emergence is a reconfiguration of the system triggered externally or internally, feedback is a set of defined signals and triggers that are monitored by adaptive agents and selection is decisions, actions, and learning in response to the signals and triggers which may or may not result in another reconfiguration at the tactical level.</p> <p>企业在战术相关范围内的进化循环，定义为显现、反馈和选择过程，涌现是外部或内部触发的系统重组，反馈是一组定义的信号和触发，由自适应代理监控，选择是响应可能导致或可能不会导致战术层面上另一次重新配置的信号和触发器所作的决策、行动和学习。</p>
tactical relevant range 战术性相关范围	<p>The time frame in which assumptions are valid for the near-term range; past, present and short-range future for the operation and adaptation of the Demand Driven Operating Model (DDOM). The tactical relevant range is typically defined as one cumulative lead time in the past to one cumulative lead time in the future.</p> <p>对需求驱动运营模式（DDOM）的运行和适应的一个在短期范围内有效的时间框架；包含过去、现在和短期的未来。战术相关范围通常定义为过去的一个累积前置期到未来的一个累计前置期。</p>
thoughtware 思维方式	<p>The analysis and process employed to define the relevant factors and dependencies in an organization or system to construct appropriate business rules and operating strategies that maximize velocity, visibility, and equity. Within the DDRMP framework, thoughtware is commonly referred to regarding applying the inventory positioning factors.</p> <p>在固件(Firmware)/硬件(Hardware)/软件(Software)之外的关于思维方面的单词，意为思维方式。用于定义组织或系统中相关因素和依赖关系的分析和过程，以构建适当的业务规则和运营策略，使速度、可见性和公平性最大化。在 DDRMP 框架中，思维方式通常与如何应用库存定位因子有关。</p>
TOG TOG	<p>Acronym of Top Of Green</p> <p>绿区顶部的缩写</p>
top of green (TOG) 绿区顶部（TOG）	<p>The quantity of the top level of the green zone. TOG is calculated by the sum of red, yellow, and green zones.</p> <p>绿色区域顶部的数量值。TOG=红色、黄色和绿色区域的总和。</p>
top of red (TOR) 红区顶部（TOR）	<p>The quantity of the top level of the red zone.</p> <p>红区区域顶部的数量值</p>

top of yellow (TOY) 黄区顶部 (TOY)	The quantity of the top level of the yellow zone. TOY is calculated by the sum of the red and yellow zones. 黄色区域顶部的数量值。TOY=红色、黄色区域的总和
TOR TOR	Acronym of Top Of Red 红区顶部的缩写
TOY TOY	Acronym of Top Of Yellow 黄区顶部的缩写
Variability Factor (VF) 波动因子	Coefficient to be applied to the red zone base to calculate the red zone safety zone. 用于计算红色区域中红色安全区的变异系数。
yellow zone 黄色区域	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. 缓冲区的中间层，用黄色标识，以传达警告的意思。黄色区域是补充和补充覆盖型缓冲区的重建区域。
zone adjustment factor 区域调整因子	Adjusting part buffer zones by applying a multiplicative factor to the value of the zone. 通过对区域值应用加乘调整因子来人工调整零件缓冲区