

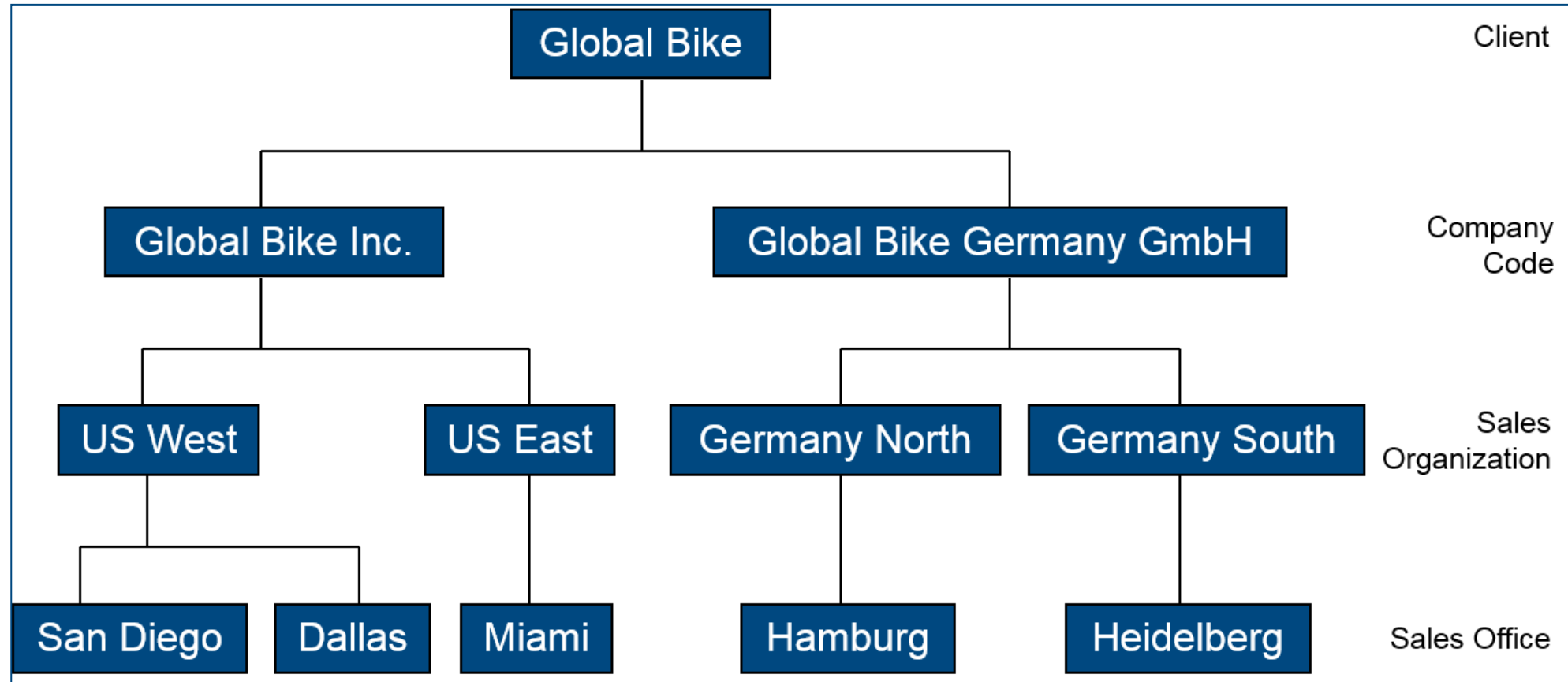
# SAP S/4HANA Configuration

Phase III - Fulfillment





# Enterprise Structure – Sales and Distribution



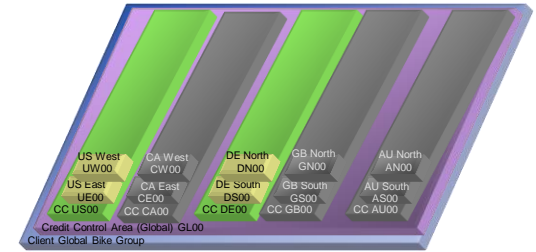
# Credit Control Area

- An organizational unit that represents an area responsible for granting and monitoring credit.
- This organizational unit handles either one single company code or, if credit control is performed across several companies, - multi company codes.
- Credit information can be made available per customer within a credit control area.
- Centralized or decentralized
  - For global enterprises or subsidiaries (e.g. North America, Europe, Asia)
- In this context: Global Credit Management.
- Identified by a four-digit alphanumeric ID, e.g. GL00.



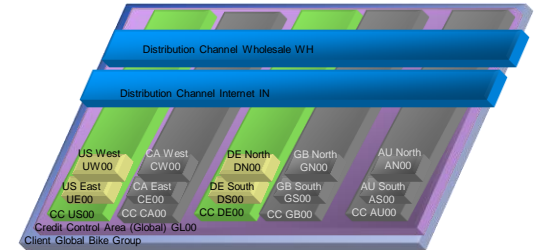
# Sales Organization

- An organizational unit responsible for the sale of certain products or services.
- This organizational unit structures the company according to its sales requirements.
- The responsibilities of a sales organization may include legal liability for products as well as customer claims.
- The sales organization is the highest level of aggregation in sales-related reporting.
- In this context: US Sales Organization.
- Identified by a four-digit alphanumeric ID, e.g. US00.



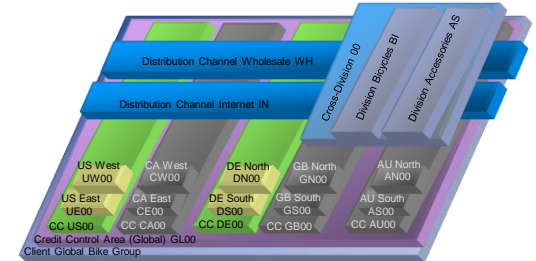
# Distribution Channel

- This organizational unit determines the way in which products or services reach the customer.
- Typical examples of distribution channels are wholesale, retail, or direct sales.
- One sales organization can have many distribution channels and a single distribution channel can be valid for several sales organizations.
- In this context: Wholesale and Internet sales.
- Identified by a two-letter ID, e.g. WH.



# Division

- Used to consolidate materials with similar characteristics
  - Different sales strategies, pricing agreements
  - Statistics and reporting
  - Associated with product lines
- A sales organization must have at least one division
- In this context, there are two Divisions i.e. Bicycles and Accessories
- Identified by a two-letter ID, e.g. BI.
- For the US Sales Organization, we will focus on only the BI sales division

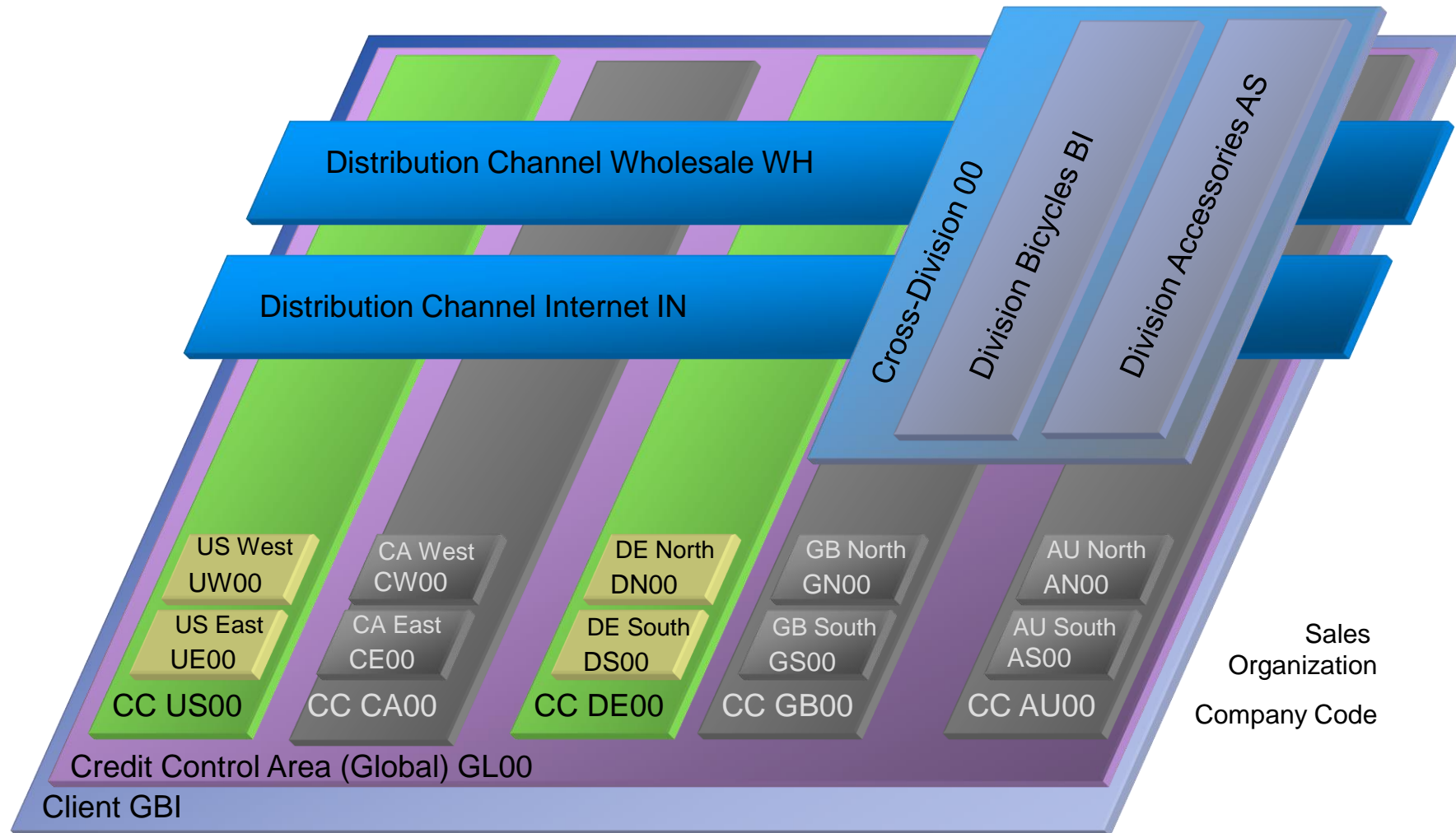


# Other SD organization units

---

- Sales Area – A combination of sales organization, distribution channel and division.
- Plant (Delivering Plant) - Plant from which the goods should be delivered to the customer.
- Shipping Point - Organizational unit within which processing and monitoring of the deliveries as well as goods issue is carried out.
- Loading Point - The exact physical location where the loading of a delivery item takes place (e.g. the number of a specific loading bay).
- Sales Office - An organizational unit in a geographical area of a sales organization. A sales office establishes contact between the firm and the regional market.
- Sales Group - An organizational unit that performs and is responsible for sales transactions.

# Enterprise Structure SAP S/4HANA





# Material Master Data

---

- Material master data are defined for specific organizational levels
- Can have different data for different combinations of Org. data
  - Purchasing: Plant, storage location
  - Sales: Sales Area (Sales Org, Distribution Channel, Division)
  - Warehouse: Warehouse #, storage type
- Example:
  - SHRT1000 + MI00+ TG00
  - SHRT1000 + SD00+ TG00
  - SHRT1000 + US00 + Wholesale channel
  - SHRT1000 + US00 + Internet channel

# Customer Master Data

---

- Data needed to do business with customers.
- Data needed to process orders, deliveries, invoices and customer payments.
- Data are specific to (defined for) Sales Area.
- The three segments are:
  - Client data (General)
  - Company Code data (Accounting)
  - Sales Area data (Sales)

# Condition Master Data (Pricing)

---

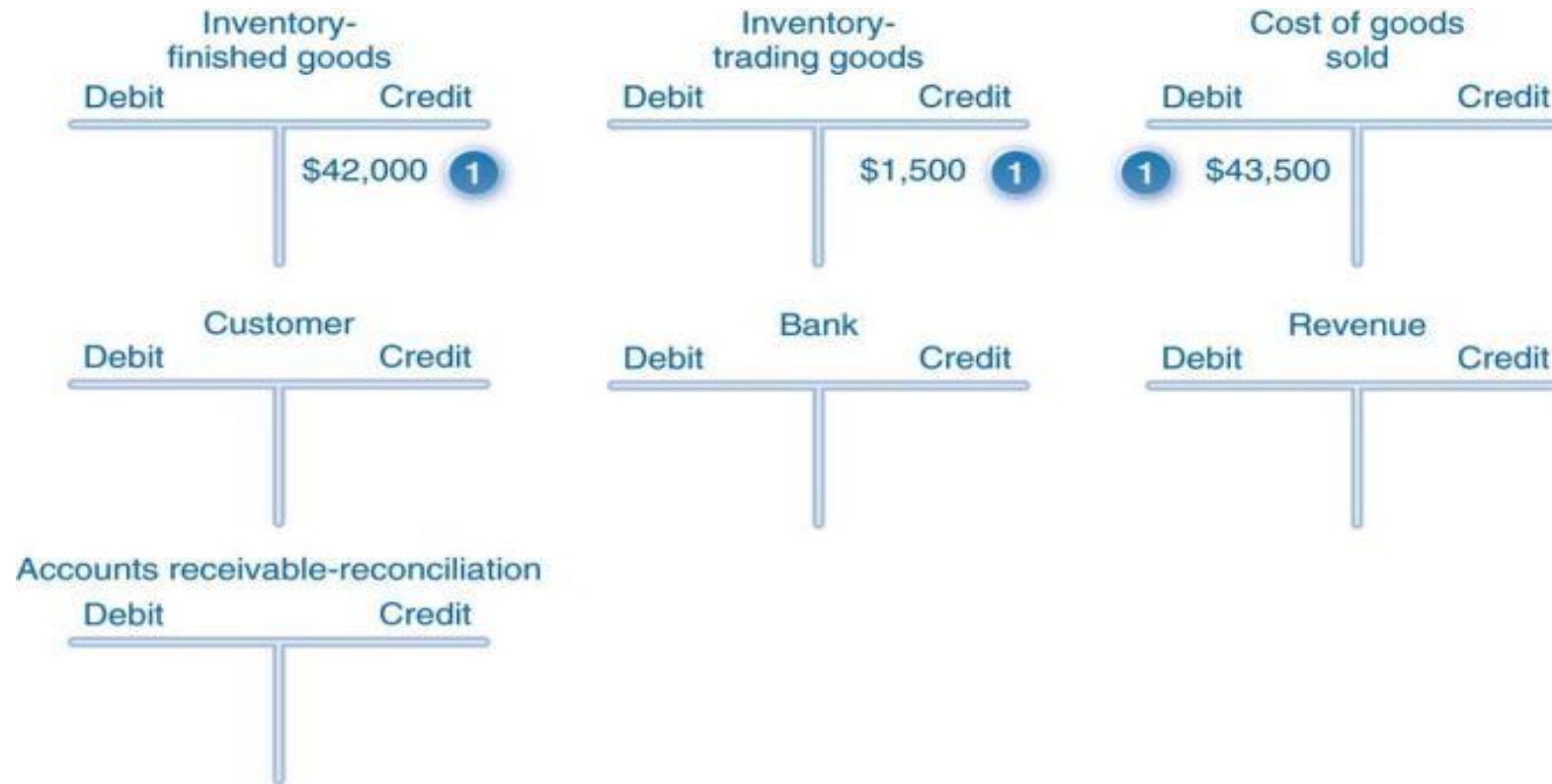
- Condition master data includes:
  - Pricing
  - Surcharges
  - Discounts
  - Freight
  - Taxes
  
- Condition data can be defined to be dependent on various date:
  - Material specific
  - Customer specific

# Process





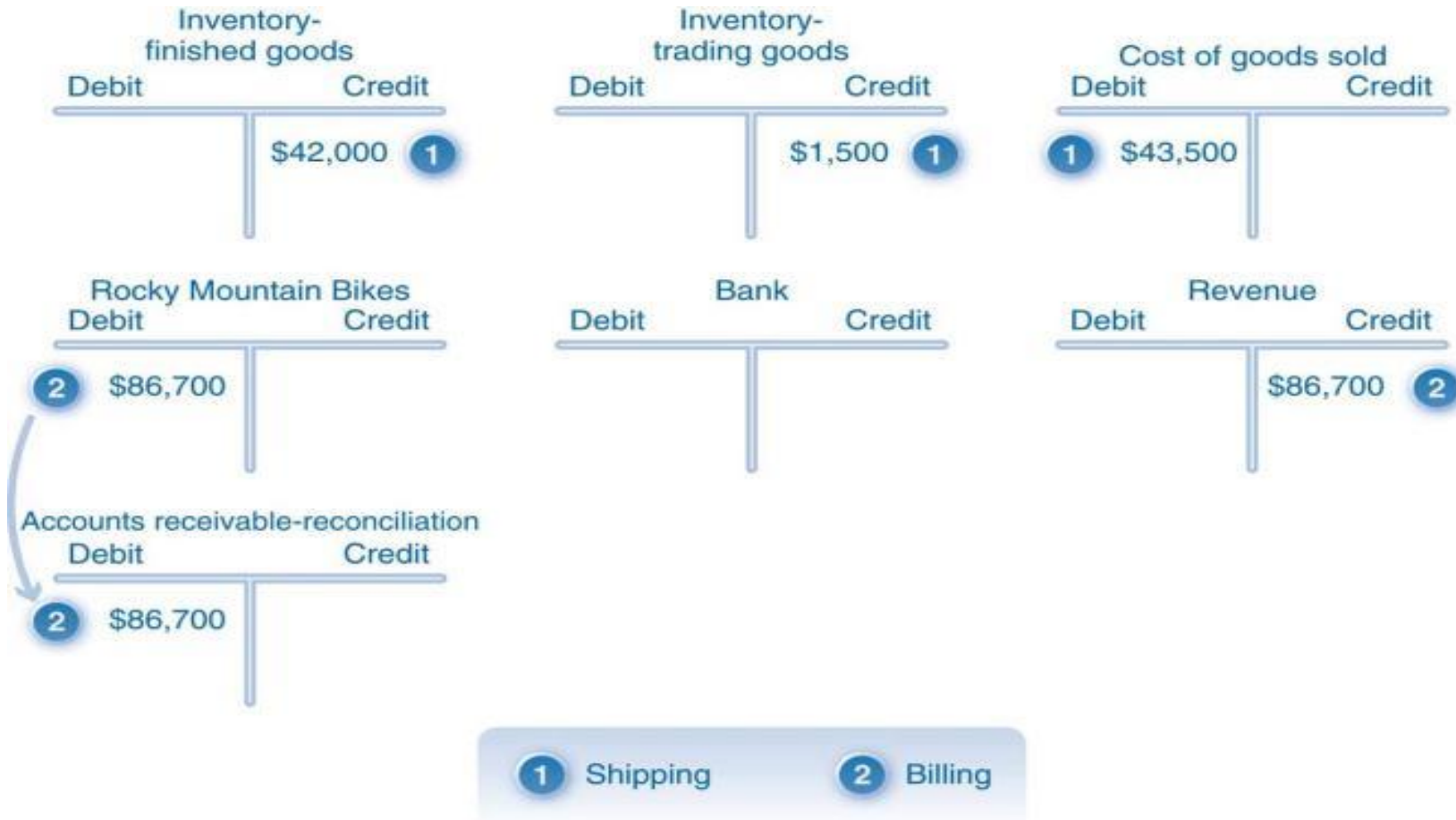
# Process: Goods Issue



1 Shipping

*Note:* Inventory and COGS values are based on cost, not selling price.  
Cost of bikes: \$1,400 per bike (30 bikes)  
Cost of t-shirts: \$15 per shirt

# Process: Billing



*Note:* Revenue, customer, and A/R amounts are based on selling price.  
Selling price of bikes: \$2,800 per bike  
Selling price of t-shirts: \$27 per shirt (\$30 - 10% discount)

# Process: Customer Payment

