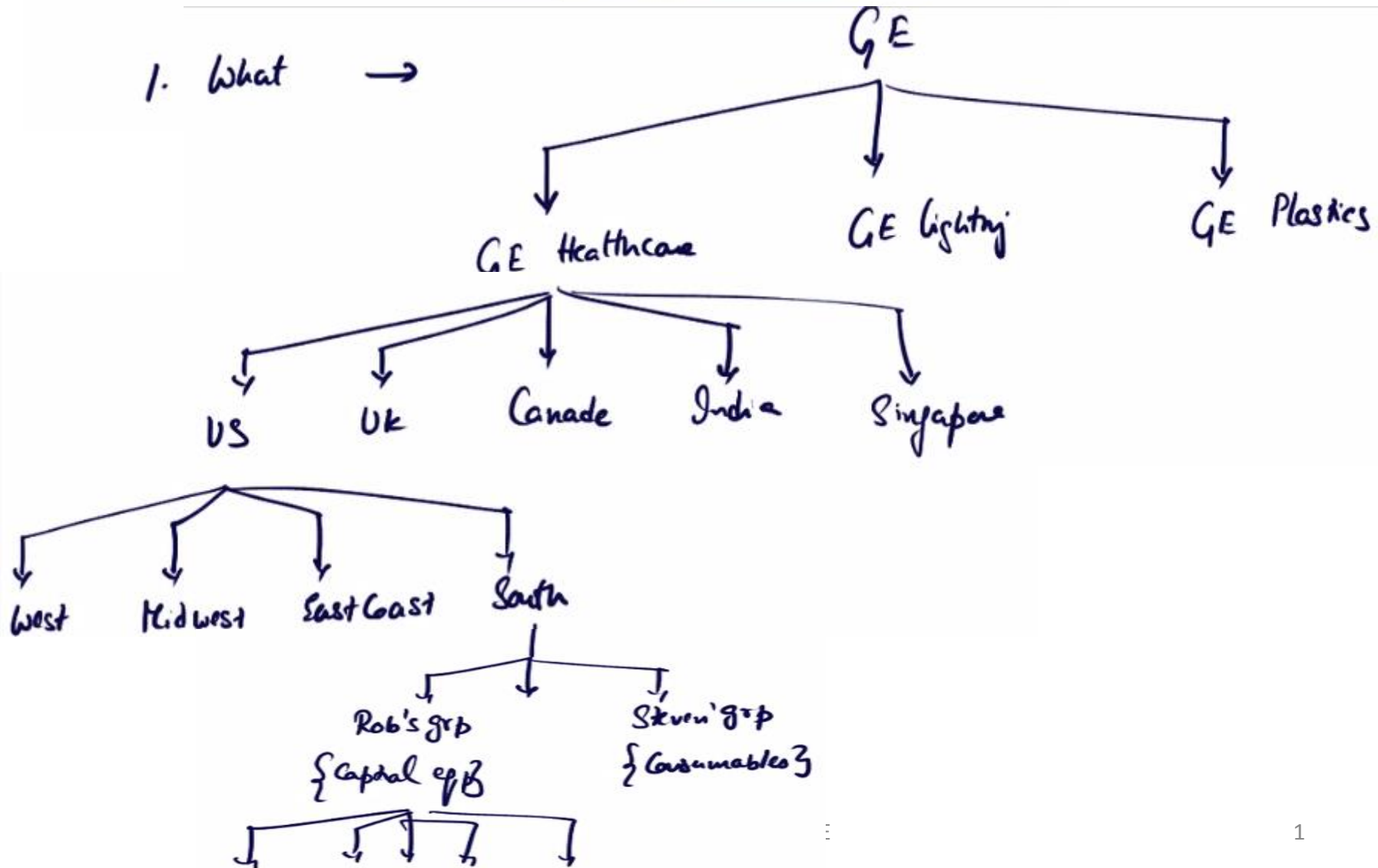
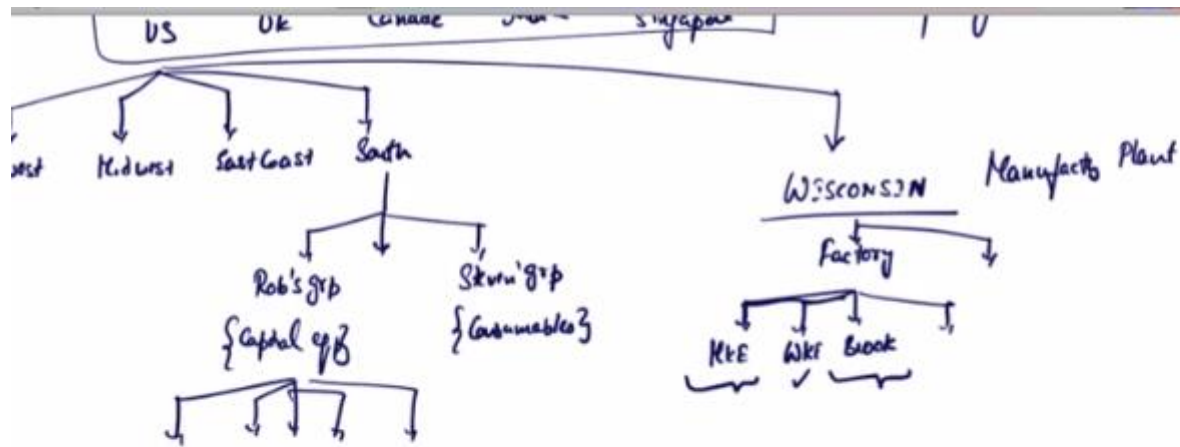


LECTURE:WHAT IS ENTERPRISE STRUCTURE

Enterprise Structure

1. What →

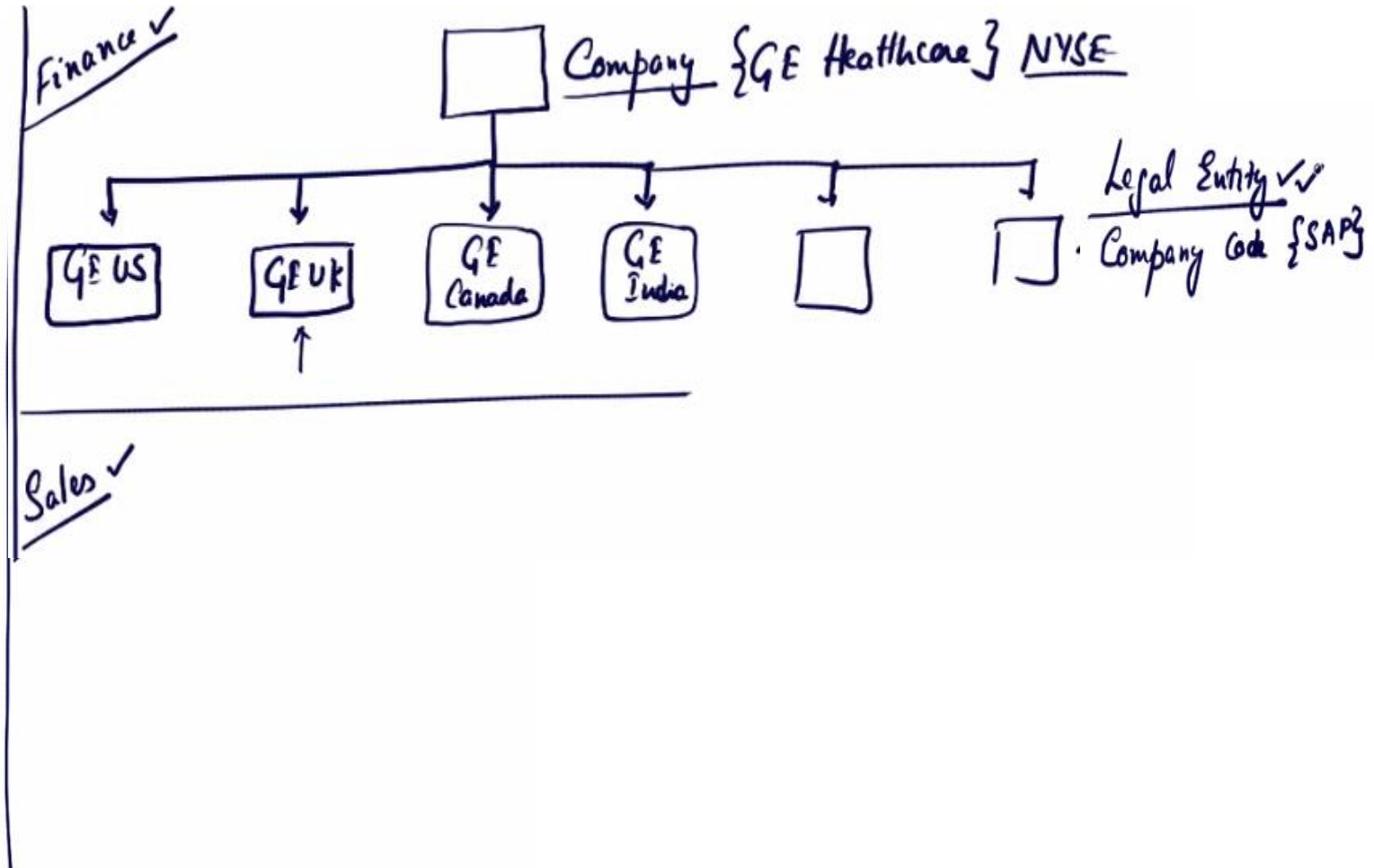




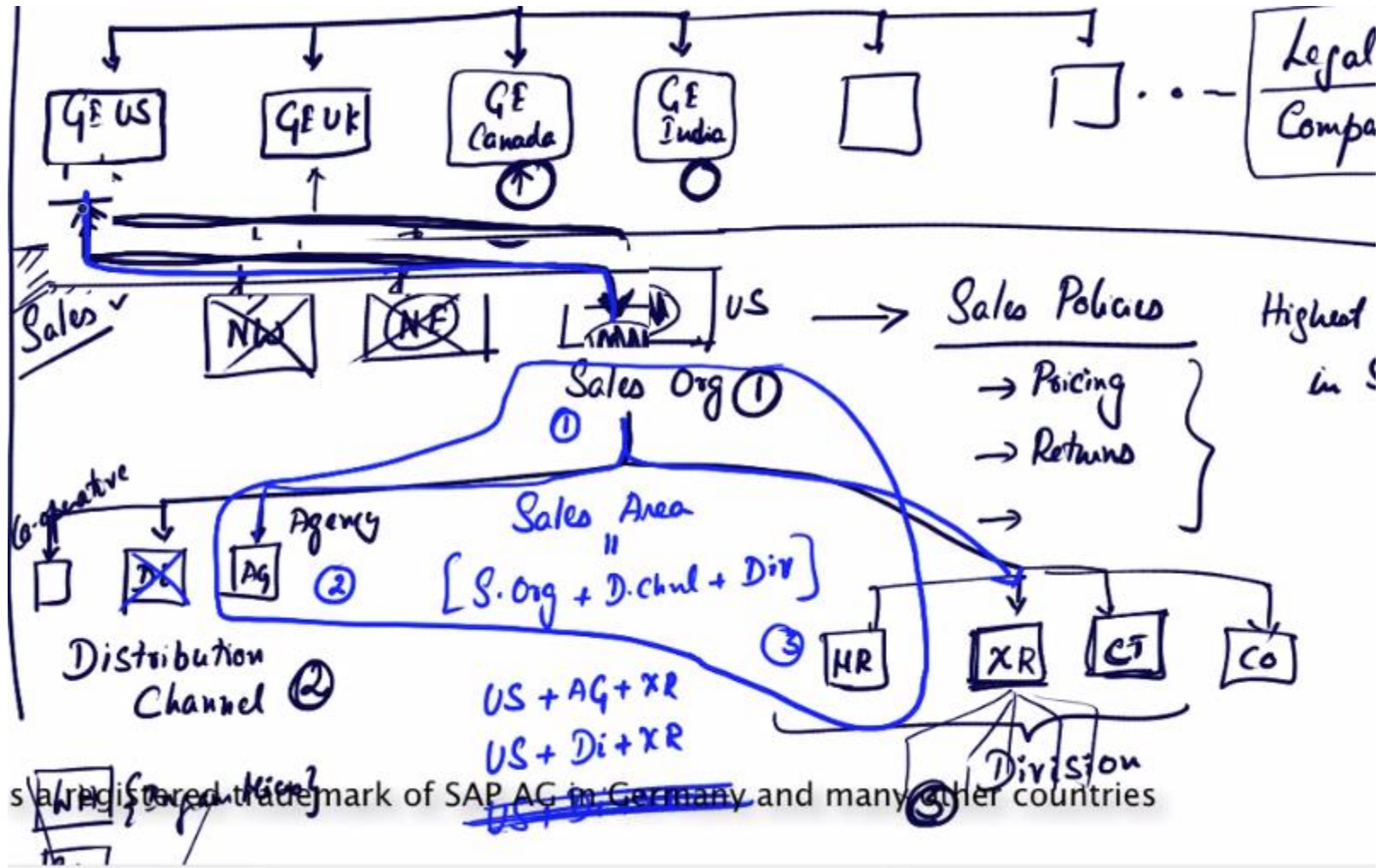
To represent the Structure of the
Company in SAP is done via
Enterprise Structure

LECTURE: FINANCE

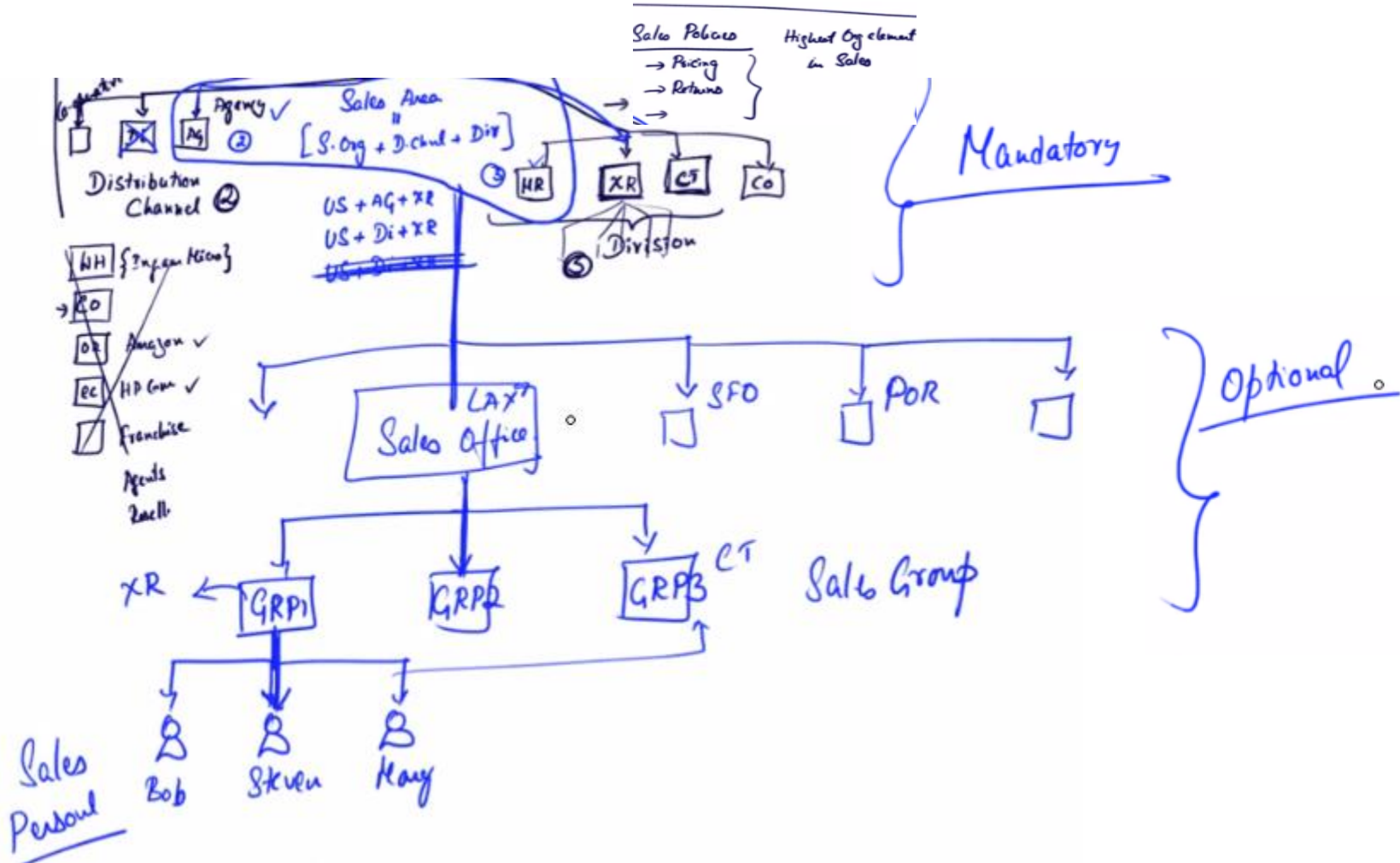
Logistics ← ✓



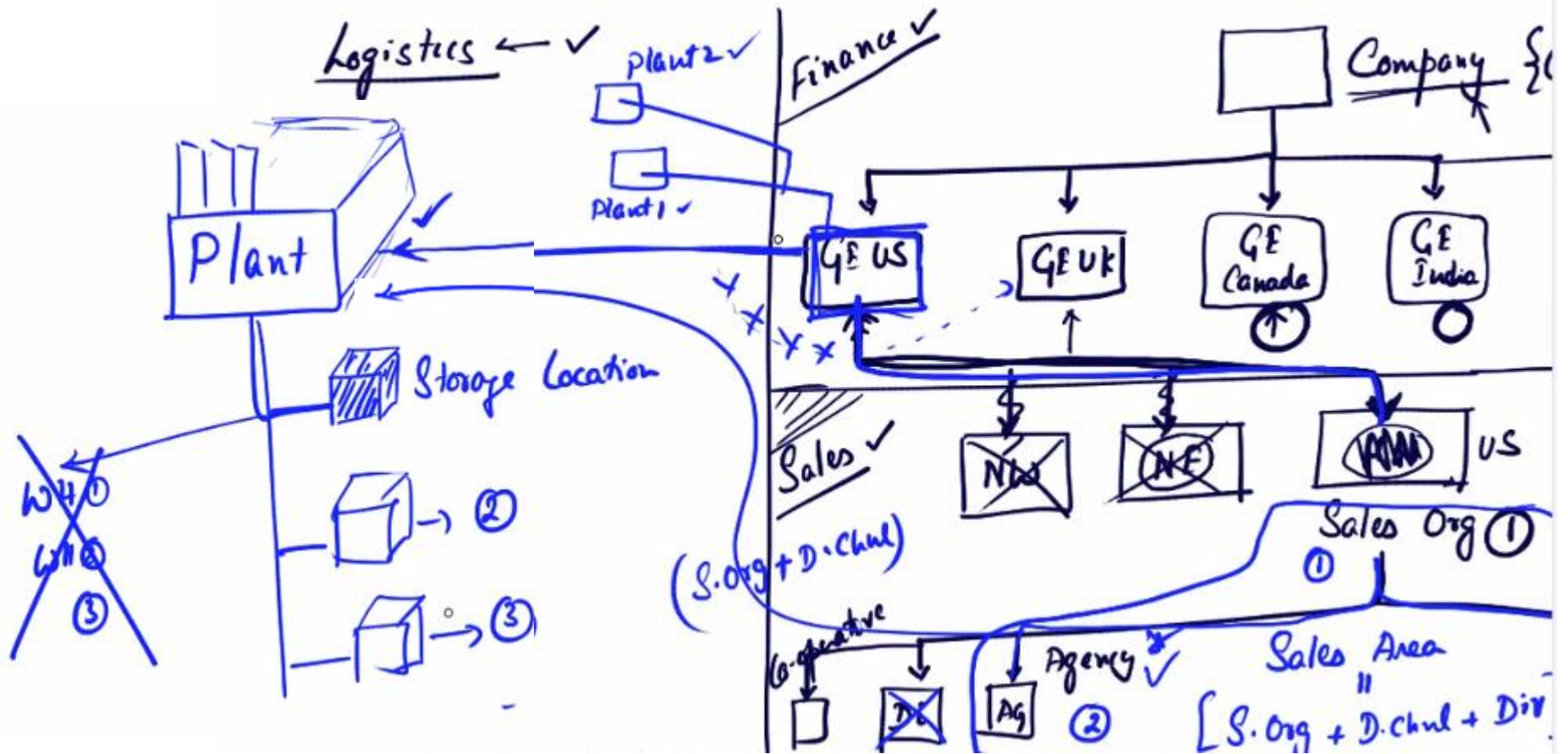
LECTURE:SALES AREA



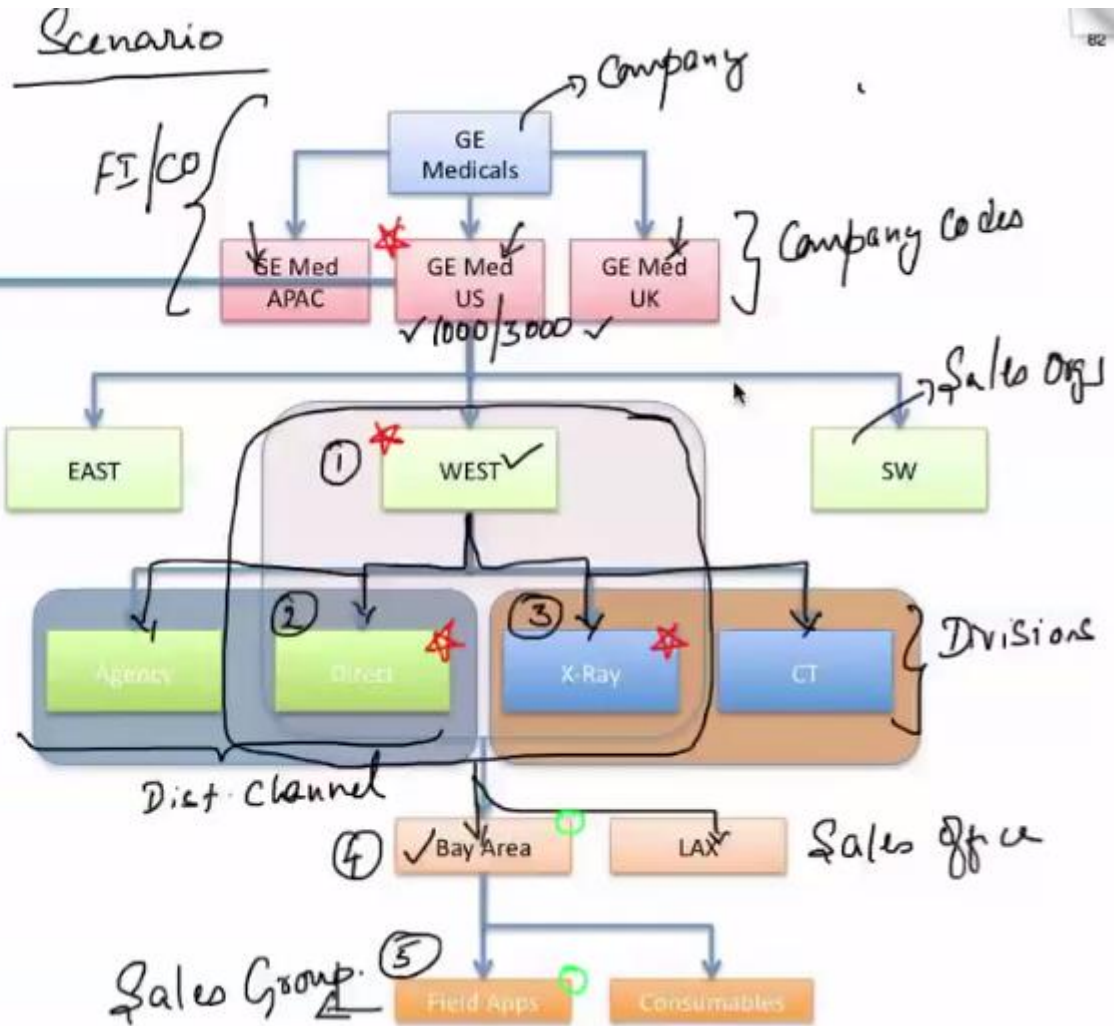
LECTURE: SALES OFFICE

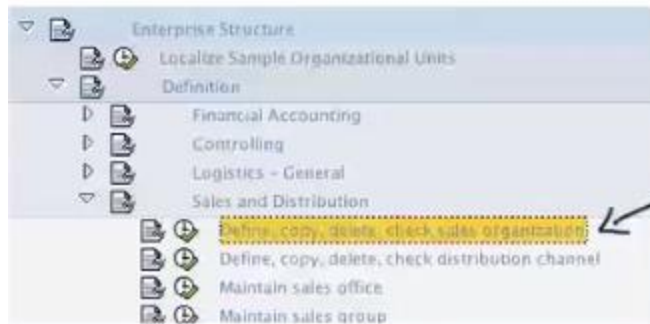


LECTURE: PLANTS

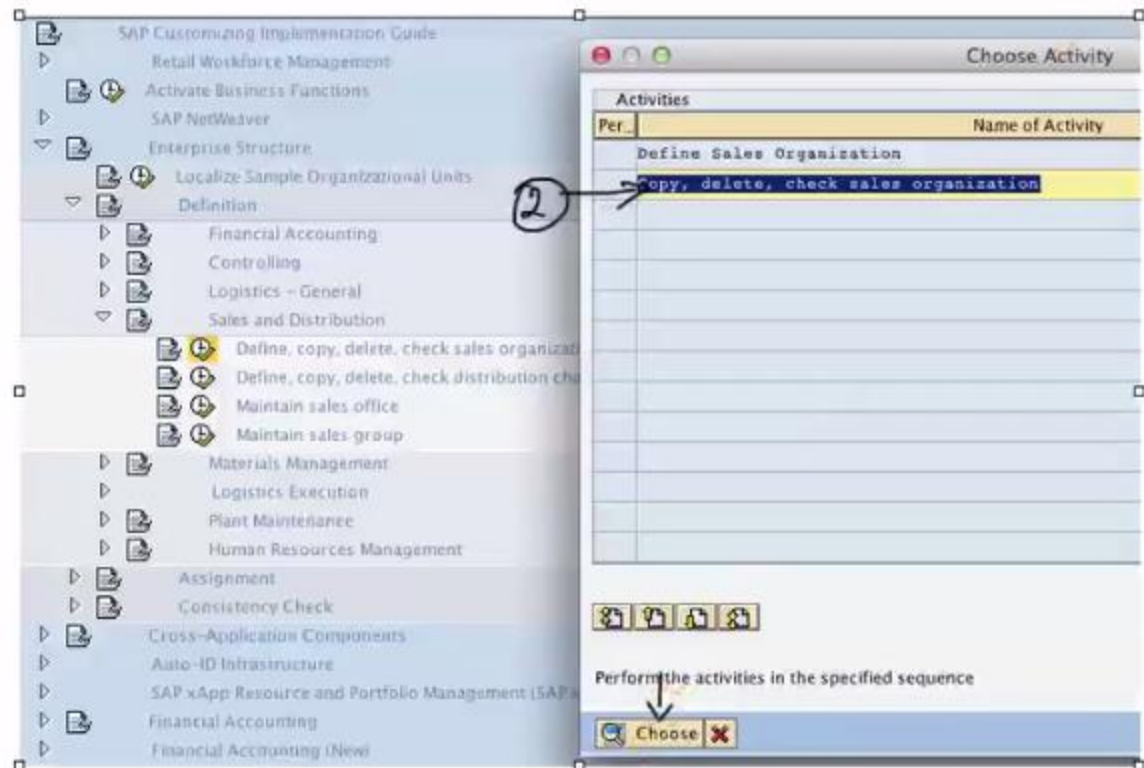


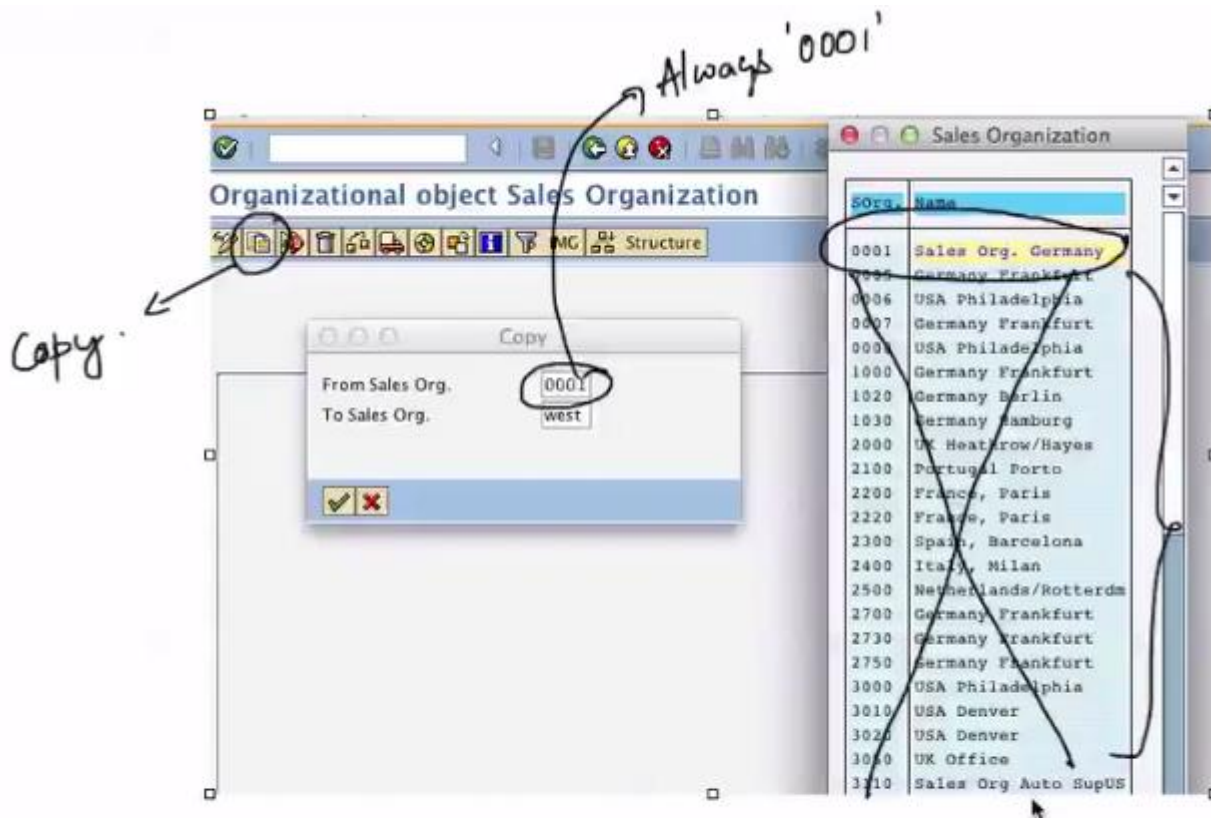
LECTURE:CONFIGURATION-1

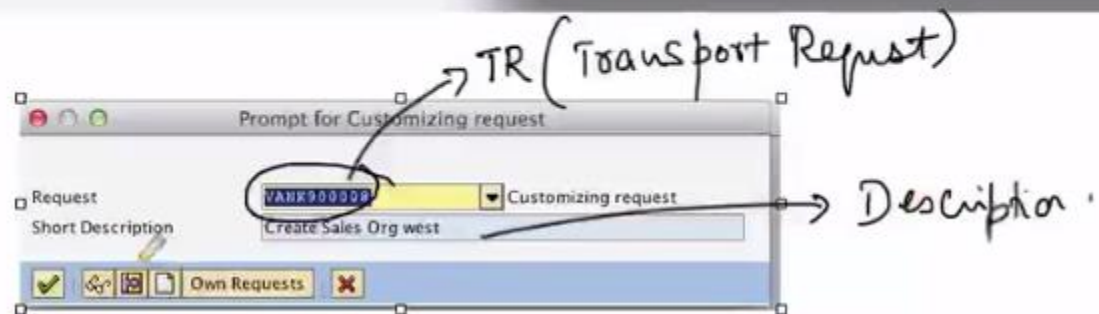
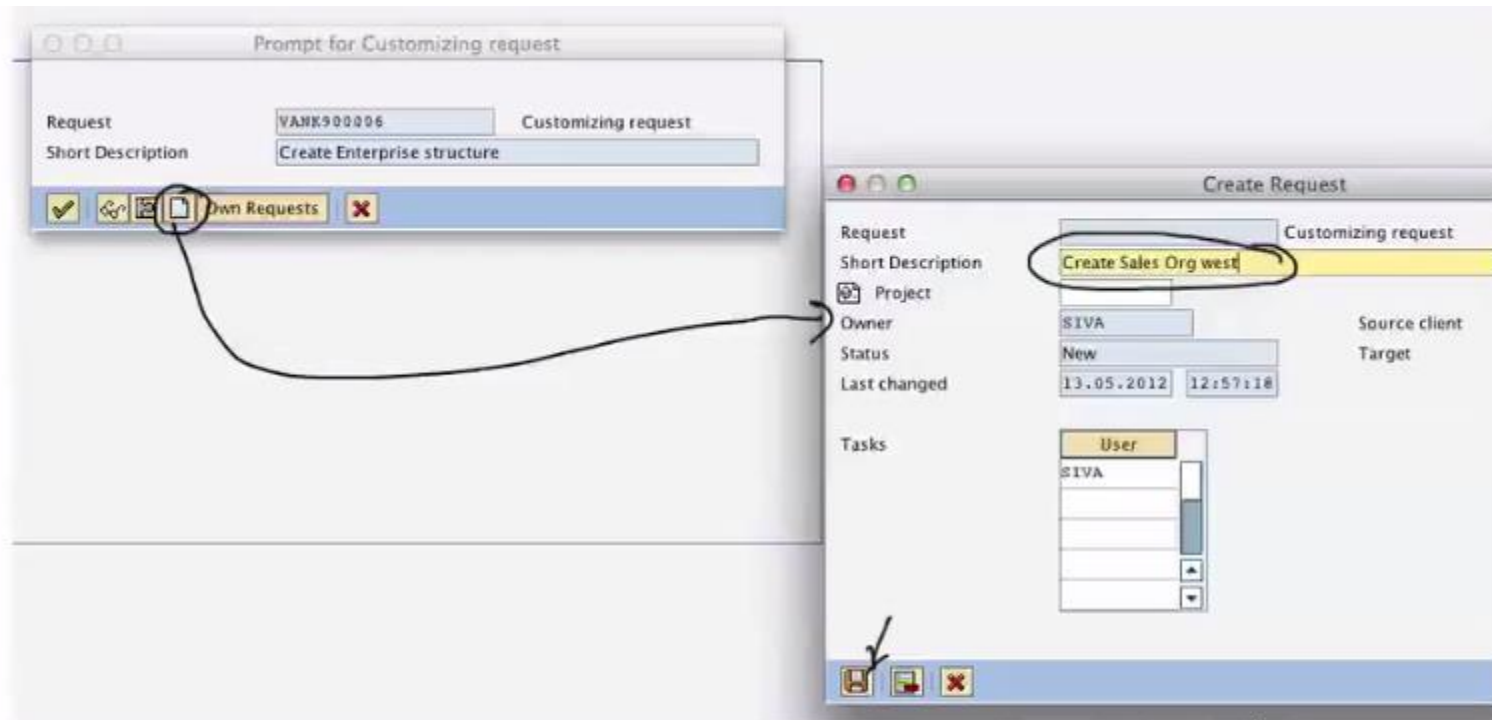




Sales Org







Change View "Sales organizations": Details

Sales Organization

Detailed information

Statistics currency

Address text name RefSorg.SalesDocType

Letter header text Cust.inter-co.bill.

Footer lines text Sales org.calendar

Greeting text name

Text SDS sender ☒ Rebate proc.active

ALE : Data for purchase order

Purch. Organization Plant

Purchasing Group Storage Location

Vendor Movement Type

Order Type

Change the address

Edit address: WEST

Name

Title

Name

Search Terms

Search term 1/2

Street Address

Street/House number

Postal Code/City

Country Germany Region Hamburg

Time zone

PO Box Address

PO Box

Postal Code

Company postal code

Communication

Language

Telephone Extension

Mobile Phone

Fax Extension

E-Mail

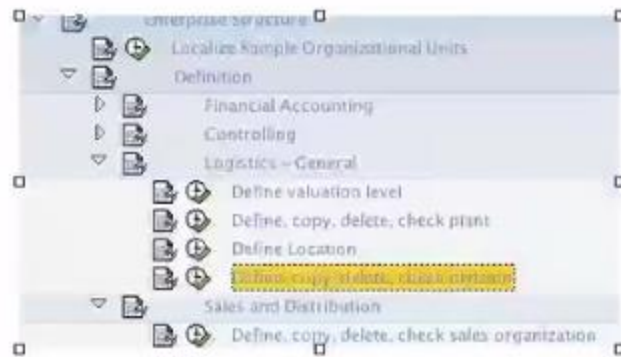
Standard Comm.Method

Comments

☐ ☐ ☐ Preview ☐ ☐ International Versions ☐

Division

→ created new Division - XR



Sales office

Change View "Sales offices": Overview

New Entries

Sales office	Created by	Description
0001	CURA	Sales Office
1000	MORLEY	Office Frank
1010	MORLEY	Office Hamb
1012	CURA	Factory Sal.
1020	MORLEY	Office Berlin
1030	MORLEY	Office Stuttg
2000	DEVENTER	Office UK 1
2010	DEVENTER	Office UK 2

if you have 'Maynig glass'
 safer to choose 'copy'

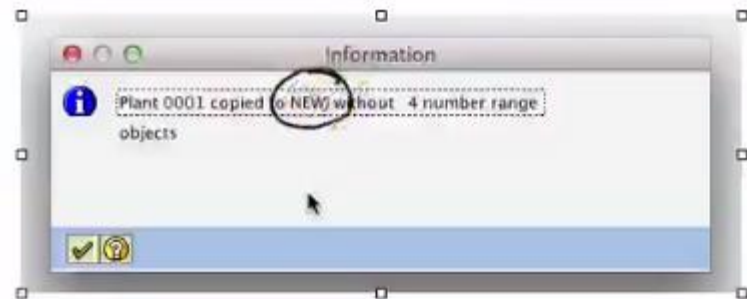
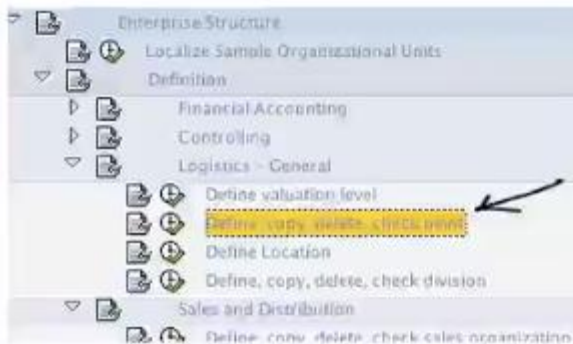
Sales Group

New Entries: Overview of Added Entries

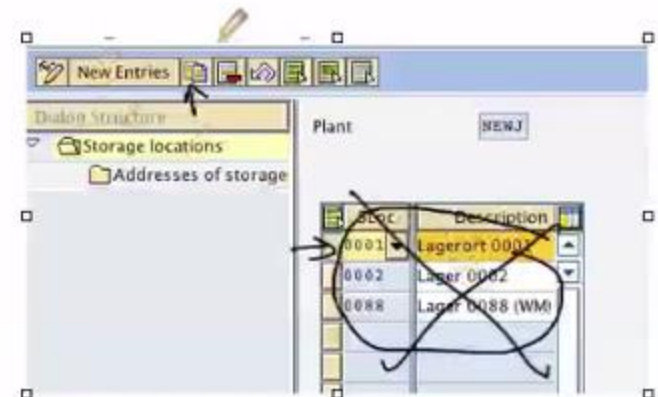
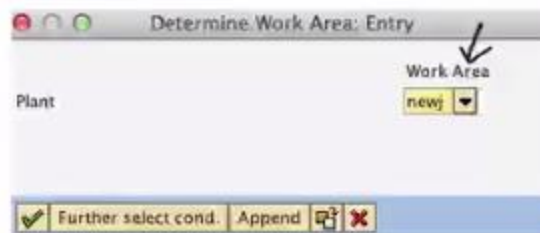
Sales group	Description
CON	consumables

LECTURE:CONFIGURATION-2

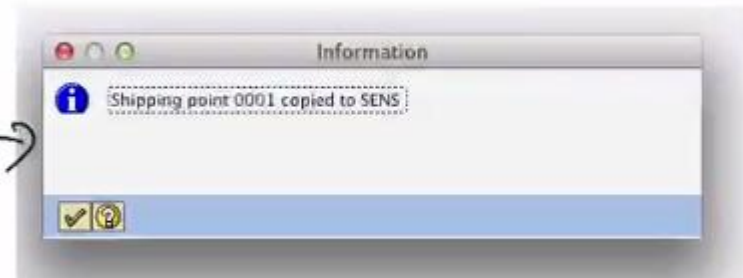
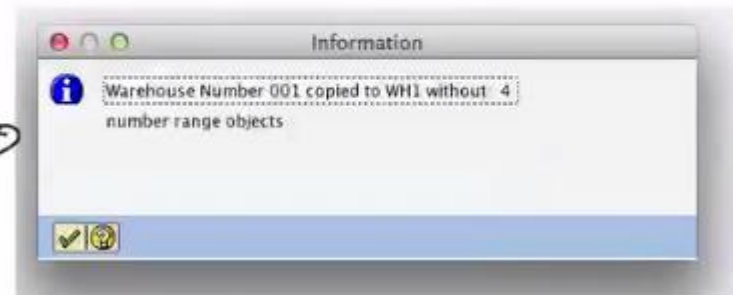
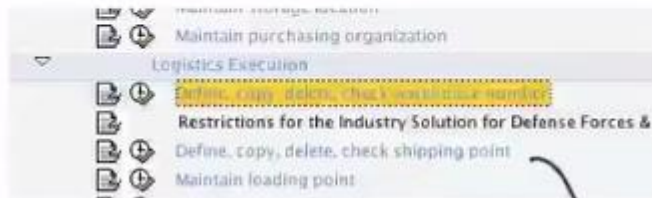
Plant



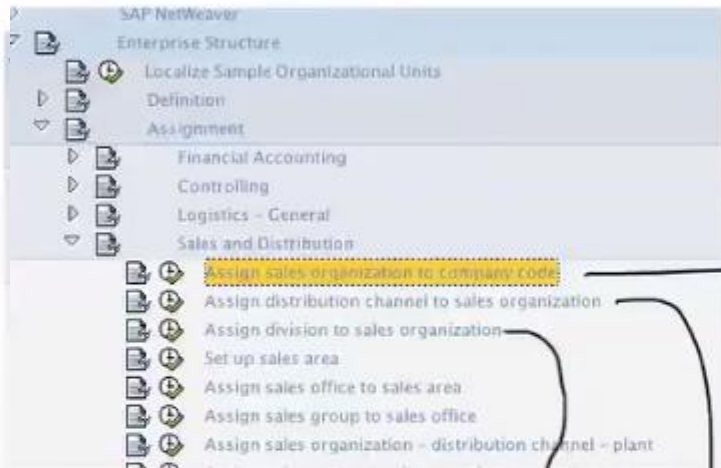
Storage location



Warehouse (optional)



Assignment



Change view Assignment Sales Organization - Company Code

changed from 0001 to 1000

SOrg.	Name	CoCd	Company Name
WEST	Sales Org. Germany	1000	S AG
2000		1000	IDES AG

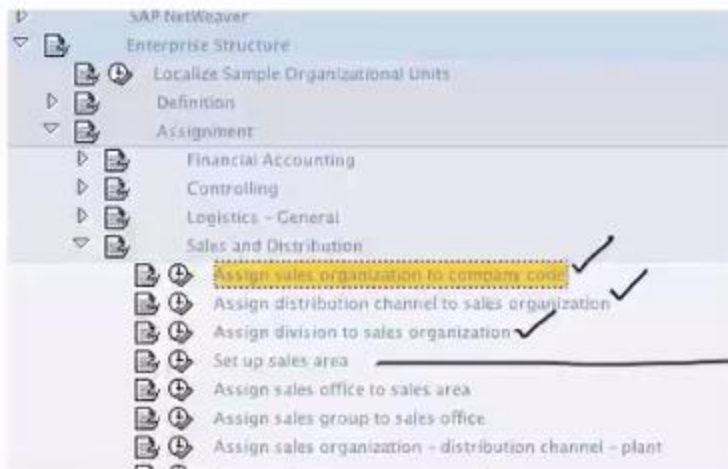
Assignment Sales Organization - Division

SOrg.	Name	Dv	Name
WEST	Sales Org. Germany	01	Pumps
WEST	Sales Org. Germany	A1	Vehicles
WEST	Sales Org. Germany	00	Pumps
WEST	Sales Org. Germany	XR	Pumps
2000		00	Cross-division
2000		01	Pumps

Change View Assignment Sales Organization - Distribution Channel

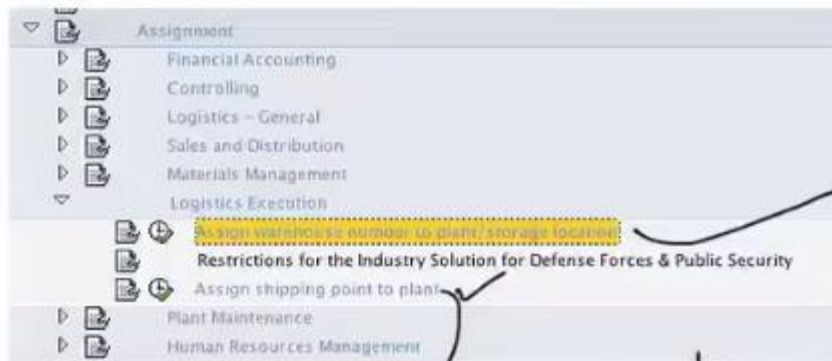
Delete unnecessary assignments

SOrg.	Name	DChl	Name	Status
WEST	Sales Org. Germany	01	Direct Sales	
WEST	Sales Org. Germany	AG	Direct Sales	
WEST	Sales Org. Germany	C1	Direct Sales	
WEST	Sales Org. Germany	R0	Direct Sales	
2000		20		Text Missing



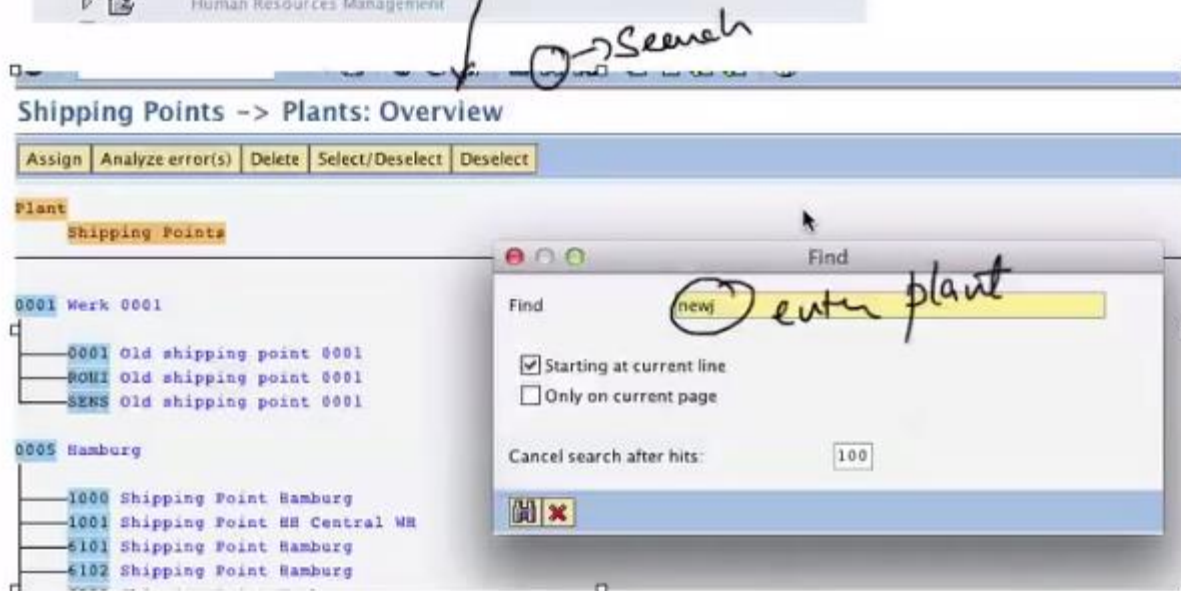
Change View "Assignment Sales Org. - Distribution Channel - Division":

Assignment Sales Org. - Distribution Channel - Division						
SOrg.	Name	DChl	Name	D	Name	Status
SO02	Sales Organization 2	RO	Direct Sales	00	Cross-division	
TM1	TM: Simon Expr Corp.	Z1	TM Transports	Z1	TM: Freight Forwardi	
TM2	TM: Deutsche Übersee	Z1	TM Transports	Z1	TM: Freight Forwardi	
WEST	Sales Org. Germany	01		01		Text Missing
WEST	Sales Org. Germany	01		A1		Text Missing
WEST	Sales Org. Germany	01		RO		Text Missing
WEST	Sales Org. Germany	01		XR Pumps		Text Missing
WEST	Sales Org. Germany	AG	Direct Sales	01		Text Missing
WEST	Sales Org. Germany	AG	Direct Sales	A1		Text Missing
WEST	Sales Org. Germany	AG	Direct Sales	RO		Text Missing
WEST	Sales Org. Germany	AG	Direct Sales	XR Pumps		
WEST	Sales Org. Germany	RO		01		Text Missing
WEST	Sales Org. Germany	RO		A1		Text Missing
WEST	Sales Org. Germany	RO		RO		Text Missing
WEST	Sales Org. Germany	RO		XR Pumps		Text Missing
Z000		Z0		00	Cross-division	Text Missing
Z000		Z0		01	Pumps	Text Missing



NEW ENTRIES: OVERVIEW OF ADDED ENTRIES

Plant	SLoc	WhN	Warehouse no
NEWJERC		WH1	Central warehou



Go to SEΦ1 {Transport Organizer}



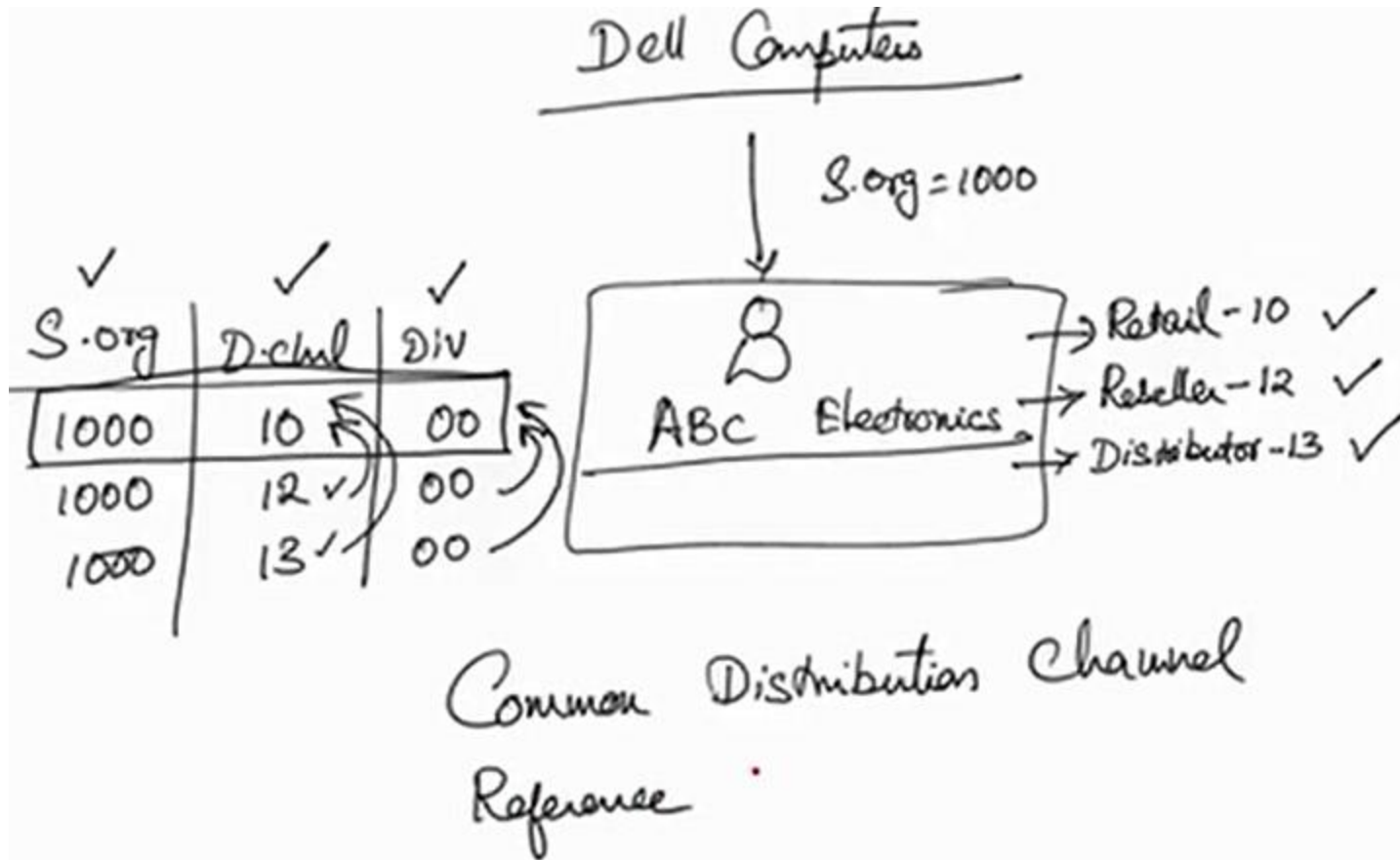
Transport Organizer: Requests

Change Requests Involving User SIVA (DDIC)

- 800 IDES-ALE: Central FI Syst
 - Workbench Workbench request
 - Customizing Customizing request
 - Local Change Requests
 - Modifiable
 - VANK900042 800 SIVA (assign shipping point sens to plant newj)
 - VANK900040 800 SIVA assign newj/jerc to whl
 - VANK900038 800 SIVA assign west/ag to plant newj
 - VANK900036 800 SIVA assign sales grp to sales office
 - VANK900034 800 SIVA assign sales area west/ag/xr to sales off baya
 - VANK900032 800 SIVA create sales area west/ag/xr
 - VANK900030 800 SIVA assign west sales org to division xr
 - VANK900028 800 SIVA assign sales org west to dchnl agency (ag)
 - VANK900026 800 SIVA assign s.org west to cc 1000
 - VANK900024 800 SIVA create shipping point sens
 - VANK900022 800 SIVA create new wh - whl
 - VANK900020 800 SIVA create sl - jerc
 - VANK900018 800 SIVA create new plant -newj
 - VANK900016 800 SIVA create new sales grp - con
 - VANK900014 800 SIVA create sales office - BAYA - bay area
 - VANK900012 800 SIVA Create new Division - XR - xray
 - VANK900010 800 SIVA Create d. chnl AG - Agency
 - VANK900008 800 SIVA Create Sales Org west
 - VANK900006 800 SIVA Create Enterprise structure
 - VANK900004 800 SIVA test

List of done Customizations

LECTURE:COMMON DISTRIBUTION CHANNELS AND DIVISIONS



$1000 + 10 + 00 \quad \checkmark$

 $1000 + 12 + 00$
 $1000 + 13 + 00$

Customer Credit: Initial Screen

Account group: (Select)

Customer: 1000 Becker Berlin

Sales area

Sales Organization	1000	Germany Frankfurt
Distribution Channel	12	Bloom
Division	00	Cross-division

Reference

Customer: 1000

Sales org: 1000

Distributor: 1000

Reference: 1000

Error

Sales area 1000 12 00 is not defined for customers

Configuration for Common Dist. chnl Divisions



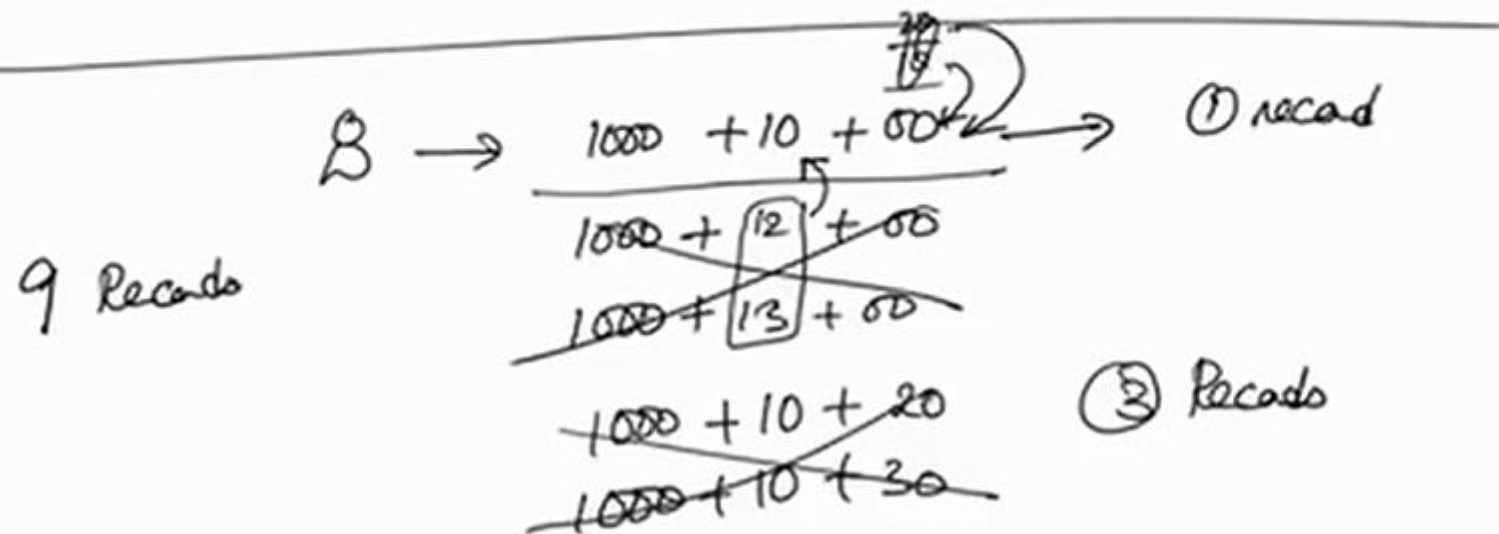
Condition Records

Masterdata (Customer/Material)

SOrg.	DCh Name	DCh-Cond	Name	DCh-Cust/Mt	Name
1000	01 CAT TX	01	CAT TX	01	CAT
1000	10 Trade	10	Trade	10	Trade
1000	12 Retail	12	Trade	12	Trade
1000	13 Input	13	Trade	13	Trade
1000	14 Service	14	Service	14	Service

① The same logic applies to "Common Divisions"

② The same logic applies to Material Master & Condition Records.



Same is the case with Material Master

The screenshot shows the 'Organizational Levels' dialog box. It contains the following fields and values:

Field	Value	Description
Plant	1000	les plant
Stor. Location		les storage loc
Valuation type		
Sales Org.	1000	les pharmaceutical
Distr. Channel	12	les distribution chn

At the bottom, there is a checkbox labeled 'Org. levels/profiles only on request' which is unchecked. To the right of the dialog box, there are two buttons: 'Select View(s)' and 'Default Setting'.

Condition Records

The screenshot shows the 'Create Price Condition (PRO0) : Fast Entry' dialog box. It contains the following fields and values:

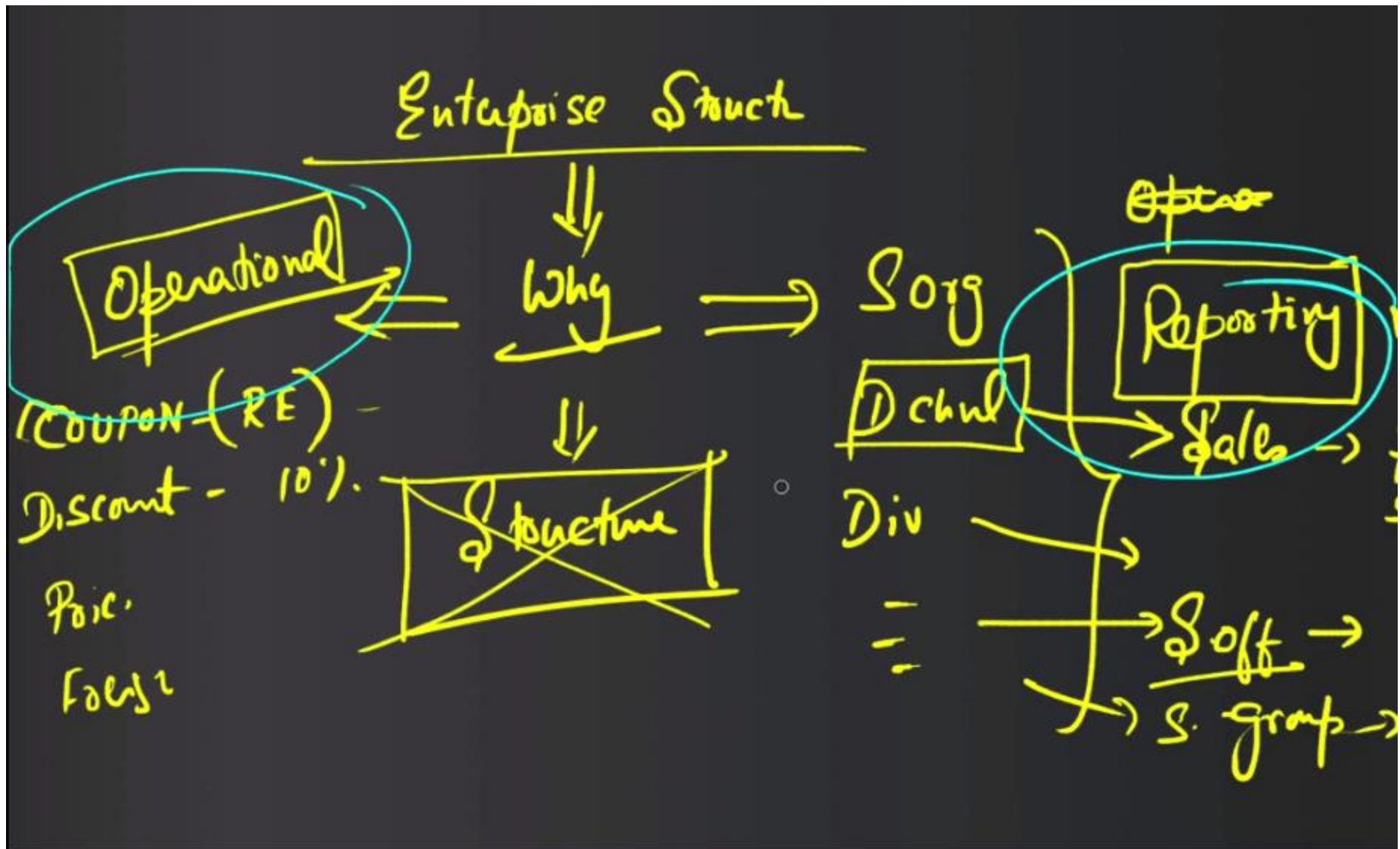
Field	Value	Description
Sales Organization	1000	Germany Frankfurt
Distribution Channel	12	Ingot

Below the dialog box, there is a small diamond icon.

Summary

- ① Master data proliferation X
- ② Common Distribution Channels & Divisions
- ③ Only maintain data for Org / Ref. D. ch / Ref. Div

LECTURE: WHY IS ENTERPRISE STRUCTURE REQUIRED?



Enterprise Structure

