

Blueprint Document



Prepared for Molindo Group
Version: 1.0

MOL-OS-040-040 Sales Office

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PREFACE

TO BE NOTICED

Text displayed in blue is included to provide guidance to the author and should be adjust or change unto the right context before publishing the document.

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Author is allowed to add section or subsection in this document necessarily but initial content provided need to be kept as minimum.

DOCUMENT CHANGE CONTROL

Version	Date	Authors	Summary of Change
1.0	11.05.2018	Virani K. Satrioputri	

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1 DEFINITION

Sales Office adalah organizational unit yang mewakili area geografis dari sales organization, yaitu tempat order diproses atau pihak yang bertanggung jawab terhadap penjualan.

Sales Office akan menginduk ke setiap Sales Area yang sudah didefinisikan.

Sedangkan Sales Area merupakan kombinasi dari Sales Organization, Distribution Channel, dan Division. Setiap transaksi penjualan harus ditentukan Sales Area nya.

Key Benefit:

- Menghasilkan sales reporting untuk setiap sales office.
- Integrasi dengan COPA (Cost Of Profitability Analysis) sebagai Report Profit Analysis setiap Sales Office.

2 DESCRIPTION OF REQUIREMENT

Dengan pembagian sales office di SAP, diharapkan dapat memenuhi kebutuhan-kebutuhan berikut:

- Sales reporting menurut kebutuhan management.
- Dapat mengelompokkan proses bisnis sesuai dengan lokasi order dibuat.

3 DESCRIPTION OF TO BE DESIGN

1

1.1

1.2

Sales Office yang ada di SAP pada Molindo Group lokasi kantor cabang penjualan, yaitu:

- 1100 – MMI EAST (LWG)
- 2100 – MRI EAST (LWG)
- 3100 – MIG EAST (LWG)
- 3200 – MIG WEST (CBT)
- 3300 – MIG BALI
- 4100 – SKI WEST (CBT)
- 4200 – SKI EAST1 (SGSR)
- 4300 – SKI EAST2 (SDRJ)
- 4400 – SKI CENTRAL (SMG)

Berikut Assignment Sales Office terhadap Sales Area yang ada di Molindo Group :

Company Code	Sales Organization	Distribution Channel	Division	Sales Office
1000 – PT	1000 – MMI	10 – B2B Local	40 – Pupuk	1100 – MMI EAST

MMI			60 – Molasses	(LWG)
		20 – B2B Export	40 – Pupuk	
			60 – Molasses	
2000 – PT MRI	2000 – MRI	10 – B2B Local	10 – Ethanol	2100 – MRI EAST (LWG)
			40 – Pupuk	
			60 – Molasses	
		20 – B2B Export	10 – Ethanol	
			40 – Pupuk	
			60 – Molasses	
3000 – PT MIG	3000 – MIG	10 – B2B Local	20 – Liquid CO2	3100 – MIG EAST (LWG) 3200 – MIG WEST (CBT) 3300 – MIG BALI
			30 – Dry Ice	
			50 – Trading Goods	
		20 – B2B Export	20 – Liquid CO2	
		30 – B2C Local	30 – Dry Ice	
4000 – PT. SKI	4000 – SKI	10 – B2B Local	10 – Ethanol	4100 – SKI WEST (CBT) 4200 – SKI EAST1 (SGSR) 4300 – SKI EAST2 (SDRJ) 4400 – SKI CENTRAL (SMG)
			20 – Liquid CO2	
			50 – Trading Goods	
			70 – Adhesive	
		20 – B2B Export	10 – Ethanol	

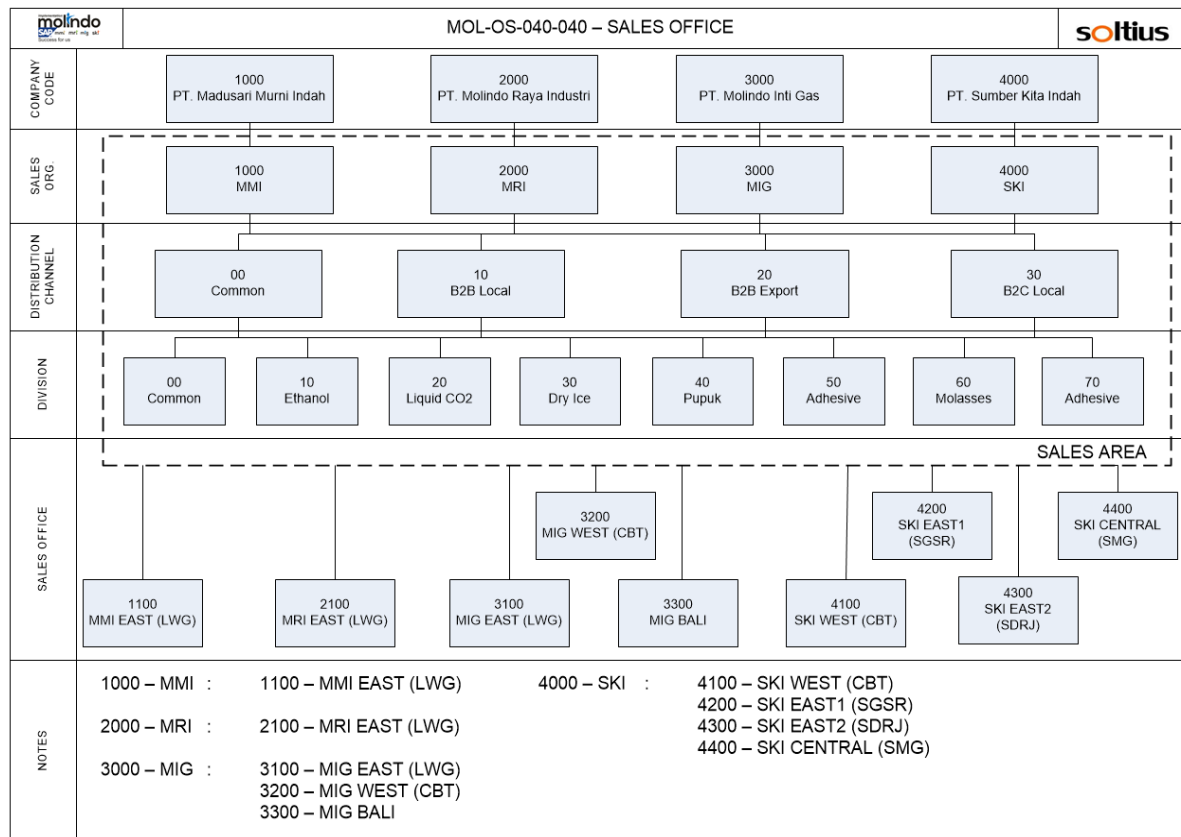
1.1 Naming & Numbering Convention.

4 digit mengikuti kode Plant

W	W	X	X
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Segment	Digit	Type	Keterangan
WW	2 digit	Numeric	Mengikuti nomor Plant
XX	2 digit	Numeric	Running Number

1.2 Process Flow



1.3 Roles & Authorization

1.4 List of Standard SAP Reports and Forms

1.5 List Manual Forms

4 REPORTING, INTERFACE, CONVERSION, ENHANCEMENT, FORM REQUIREMENT

No	Type	Development Name	Content	Business Needs

Type:

R: Report

I : Interface

C: Conversion

E: Enhancement

F: Form

5 DATA CONVERSION REQUIREMENT

No	Type	Name	Source	Estimated Volume	Entity

Type:

M: Master Data

O: Opening Balance

Source:

Manual or Other system (put system name)

Entity:

HO, RO, DC, BU

6 ORGANIZATION IMPACT (Change Management Related)

N/A