

## Configuring Sap Erp Sales And Distribution

This SAP user guide will help you to work with SAP ERP more efficiently and effectively. You will learn about the various options and shortcuts available for navigating in SAP ERP. Walk through how to configure and optimize your user interface. Dive into SAP ERP productivity accelerators such as screen layouts, keyboard shortcuts, menus, and transaction codes. Learn how to leverage variants to personalize a version of a report. Find out what your options are for downloading and exporting reports for offline analysis and distribution. Explore tips for SAP ERP integration and obtain expert advice for finding and navigating between related documents and master data. Get tips for setting default values for frequently used transactions. Obtain an introduction to how to view and process jobs, schedule and monitor background jobs, and access and view your print spools. By using practical examples and screen-shots, the author brings readers quickly up to speed to get the most out of their SAP system. - Navigate in SAP ERP efficiently and effectively - Configure your user interface - Streamline frequently used transactions - Quick reference guides to menu bars, commands, and shortcuts

Wrap your head around pricing and the condition technique with this nuts-and-bolts guide! First become versed in the fundamentals: condition types, master data settings, and condition lists. Then employ standard configurations, from condition records to pricing in sales documents. Use function modules, deploy user exits, and create custom workarounds to pick the right price for your products!

This detailed reference, covering SAP's Global Trade Services (GTS), examines a wide range of business-related issues in the global trade arena. Comprehensive explanations of the major concepts within GTS help introduce readers to each of the GTS modules before going on to tackle real-world global trade issues and how they can be resolved using SAP GTS. From implementation to compliance management and customs management, this book helps those involved with SAP GTS get up to speed quickly.

The book is the first resource that managers and business leaders need to understand and effectively use SAP's demand management tools. It reviews the SAP strategies and business processes of demand management, while teaching how to configure the relevant SAP solutions. This book will answer the question, What is demand management from the SAP perspective? and then explain how to use SAP APO and other key solutions to manage it effectively.

Learn SAP's real estate management integrated solution to effectively manage the real estate portfolio at your organization. You will configure SAP REFX for business scenarios covering solutions from master data to financial posting and reporting. You will address all phases of the real estate life cycle, including real estate acquisition or

disposal, portfolio management, and property and technical management. To succeed in today's global and highly competitive economy, asset optimization in real estate management has become a strategic task. Organizations need to ensure insight into their property portfolio to make informed decisions, improve portfolio performance, and reduce compliance costs. Sophisticated solutions are needed to manage changing consumer demands and the global workforce as well as information management, compliance adherence, and leasing and property management. SAP Flexible Real Estate Management by Daithankar is a full-featured book that integrates REFX with Controlling (CO), Plant and Maintenance (PM), CRM, SAP AA (asset accounting), and SAP PS (project systems). You will refer to real-world, practical examples to illustrate configuration concepts and processes, and learn in an interactive, hands-on way through the use of screenshots, menu paths, and transaction codes throughout the book. What You Will Learn: Understand the SAP REFX Solutions landscape and industry best practices for SAP REFX implementation Configure SAP REFX Integrate REFX with other modules Understand how processes are supported by SAP REFX Who This Book Is For: CIOs/CEOs of organizations with real estate portfolios, SAP REFX purchasing decision makers, SAP REFX pre-sales teams, SAP REFX implementation/AMS consultants

SAP is the world leader in Enterprise Resource Planning (ERP) software; of the software's modules, the FI (Finance) and CO (Controlling) are by far the most popular and are widely implemented. This book has no competition?it is the only book on the market on how to configure and implement SAP's FI and CO modules to maximize functionality and features hands-on, step-by-step instructions and real-world examples that provide immediate and practical solutions. Updated for SAP's ECC 6.0, the book covers FI enterprise structure, general ledger, substitutions and validations, automatic account assignments, accounts payable and receivable, asset accounting, accrual engine, closing entries, credit management, lockbox, CO enterprise structure, profitability analysis (CO-PA), and more.

For most SAP MM end-users or SAP MM learners, Purchase Requisition (PR) release strategy is a 'black box' process. Many of them don't understand that topic and get frustrated because there is no good documentation about it. This book explains the basic concept of PR Release Strategy and step by step guide how to configure it on SAP ERP system. To make it more understandable, it is supplied with a case study and the screen shots of each configuration step. The book is written in a simple-to-understand way, so anyone can learn it easily. You don't need to have extensive SAP configuration skill or experience to be able to configure it. In addition, the book also contains extra section which explains in details about purchasing process (procurement cycle) in SAP ERP. It explains Determination of Requirements (SAP PR document in details), Determination of Source of Supply, Vendor Selection, Purchase Order (PO) Processing, and PO Monitoring processes.

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This book focuses on the practical, day-to-day requirements of working with SAP ERP Financials (SAP FI). It guides you through the various Financial Accounting functions step-by-step: documents, account reports, special postings, automatic procedures, accounts receivable accounting, accounts payable accounting, general ledger accounting, closing operations, and asset accounting. Numerous tips and tricks designed to help maximize your daily work are included throughout. For all users of all SAP releases from SAP R/3 4.6 to SAP ERP 6.0. 1. Comprehensive coverage of SAP FI Learn how to make the best use of SAP FI in your daily work with comprehensive coverage of SAP General Ledger and more. 2. Tips and tricks for daily work Maximize your time with numerous tips and tricks designed to help you get the most out of the most common tasks, features and programs. 3. Step-by-step walkthroughs Master even the most complex functions in SAP FI using step-by-step walkthroughs enhanced with screenshots and sample scenarios. 4. Up-to-date for SAP ERP 6.0 Understand the new features in SAP FI and SAP Financial Supply Chain Management (FSCM). 5. Helpful additional resources Find answers quickly in the appendices, which include menu paths, a full glossary, and a complete index. Highlights: General Ledger Accounting Accounts Receivable Accounting Accounts Payable Accounting Asset Accounting Bank Accounting Closing Operations Overview of the Innovations in SAP FI 6.0

This book focusses on the after sales business and presents the Service Parts Planning (SPP) solution which was developed by SAP in a joint effort with Caterpillar and Ford in order to address the specific planning problems of service parts. The book explains the processes, structures, and functions of this solution and is targeted at decision makers, project members and project managers who are involved in an implementation of SAP Service Parts Planning or for users who want to gain a better understanding of the state of art in spare parts planning and the SAP Service Parts Planning software.

Designed for SAP users as a quick reference or for computer science and business students, SAP SD Questions and Answers includes all the major concepts related to SAP SD functionality, technical configuration, and implementation in an easy-to-understand question and answer format. This organized and accessible format allows the reader to quickly find the questions on specific subjects and provides all of the details to pass certification exams in a step-by-step, easy-to-read method of instruction. Topics Covered include Invoicing, Distribution Points, Backorder Processing, Account Determination, Material Master, Transaction Codes, Partner Procedures, Rebates and Refunds, Interfaces, Condition Types, Inventory issues, Administration Tables and more!

This book is written keeping in mind the students of SAP production planning, Engineering undergraduates, Management graduates and working professionals. For lucid understanding of concepts to the readers, extensive use of screenshots has been made in the book. The book begins with explaining organizational structure, not only the elements important from PP point of view, but also those important from MM and SD point of view. After organizational structure, an entire chapter has been dedicated to

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configurations required to setup master data, order type and processes for production planning in discrete industry. Consultants often face some specific issues while creating certain master data or executing certain processes, this book also discusses solution to such issues. This book introduces you with the concept of MRP and essential configuration required for setting up MRP in SAP system. You will also be guided through two important production strategies – Make-to-stock and Make-to-order – showing you both end-to-end scenarios in discrete manufacturing with the help of screenshots. Furthermore, two important types of quality inspection scenarios – Inprocess Inspection and Final Inspection – have been shown along with quality management master data setup. The last chapter is a very important chapter based on ASAP methodology of SAP implementation providing you guidance through each phase of implementation and equipping you with a good understanding of business processes and requirements. Thus this book brings you a knowledge bank covering diverse topics from configurations and production processes to quality management integration to implementation project.

This book is written for SAP Controlling (CO) professionals who want to learn expert tips to optimize their system performance for configuration, reconciliation, and reporting. Using a fictional chocolate manufacturing case study, each tip provides detailed information on aspects of the functionality, how it can help you, why you should use it, and how to use it including SAP configuration steps. Obtain best practices for optimizing cost allocation methods, expediting material ledger close, and utilizing cost center overhead charges. Troubleshoot product costing messages and find out how to prevent GL account overrides during inventory posting transactions. Walk through best practices for effectively maintaining master data and standard costing methods. By using an integrated practical example and screenshots, the author informs readers on how to get the most out of their SAP ERP system. - Optimize SAP ERP Controlling configuration, reconciliation, and reporting - Transaction processing tips to ensure accurate data capture - Instructions for avoiding common month-end close pain points - Reporting and reconciliation best practices Revised edition of Optimizing sales and distribution in SAP ERP, 2010.

\* Detailed instructions on configuring SAP ERP Financials module \* Examples to clarify the tricky areas in a configuration \* Supported by screenshots to explain configuration of SAP financial module

Because of its complex integration, Product Cost Controlling (CO-PC) is often regarded as the most challenging module in SAP ERP. In this book, you will learn the most important concepts, business processes, and configuration settings. By concentrating only on the essentials, this book will quickly enable you to use it as a supplementary reference guide for implementing or supporting SAP CO-PC. Screenshots of transactions and configuration are included to illustrate written content. This book also dives into CO-PC integration details with other modules and tips on how to properly configure and implement a highly integrated sub-module. This complete and simplified guide to configuration and business processes for SAP Product Costing covers: \* Introduction to Value Flows in SAP Controlling \* Step-by-Step Examples \* Configuration for Product Costing \* Detailed Month End Closing Processes

Whether you're a supply chain or logistics manager, consultant, or decision-maker considering SAP, or you're new to SAP and need to understand how it works, this detailed, reader-friendly introduction to SAP Logistics will give you a complete overview of the logistics business processes and key components in SAP ERP. You'll learn how each component works, the advantages they offer, and how this fully

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integrated solution addresses the challenges facing today's companies. Along the way, you'll learn how to improve your logistics efficiency in key areas, including inventory and warehouse management, plant maintenance, sales and distribution, and more.

- 1 Discover what Logistics with SAP is All About Read the concise topic overviews, definitions of terminology, and clear explanations of business processes.
- 2 Gain Detailed Knowledge Find out what each powerful component provides, how it's used, and how it can help you improve your logistics processes.
3. Learn How Logistics with SAP Works in the Real World Explore the in-depth case studies and find out how companies have improved their business processes and enhanced efficiency.
4. Find the Tools You Need Investigate how various aspects of your business, such as manufacturing, production planning, sales and distribution, and more are handled in SAP.

Highlights: Procurement Production Planning Inventory Management/Warehousing Distribution/Transportation Maintenance/Repair Inbound and Outbound Logistics Manufacturing Quality Management Sales & Distribution SAP NetWeaver InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

This book provides a comprehensive overview of the application of ERP Financials to the make to stock and make to order manufacturing process models. It is designed to provide valuable solutions and configuration/integration options that readers can use and apply directly in their daily activities. For Finance users, the book covers the standard business drivers and KPIs as they apply to each model, and lends guidance for configuring Financial Accounting and Controlling to maximize functionality for manufacturing finance. Implementation managers and consultants will benefit from the coverage of integrating ERP Financials with other SAP applications such as PP and MM, as well as the configuration sections for Master Data, Cost Object Controlling, and the Information System, among others. Readers from both functions will be able to make use of the numerous screen shots, configuration steps, best practice examples, and tips for system customization.

Acknowledging the differences between the two primary manufacturing process models, the book is divided into three sections after an introductory chapter covering information generic to manufacturing models supported in SAP. Part I of the book covers the Make to Stock model, and comprises the bulk of book. Part II covers the Make to Order model. Part III provides a chapter filled with ready-to-use checklists and guides for budgeting and closing activities, and a chapter on the application of SAP Financial Performance Management (FPM, formerly CPM) to the manufacturing finance scenario.

With the conversion from SAP ERP to SAP S/4HANA, the concept of classic customers and vendors is a thing of the past. SAP Business Partner is now the leading object for processing master data information for customers and vendors. Transactions such as FD01/FK01, FD02/FK02 and XK01/XK02 are automatically redirected to the leading transaction BP. In this practical guide, learn step by step how to work with SAP Business Partner, including primary customization settings, and the creation of an SAP business partner with single and grouped roles. Specialized topics such as search help, field attributes, and authorizations are also covered. A comparison of greenfield and brownfield approaches is an essential aspect of this book. For readers who want, or need, to migrate their current data, guidance is provided on business partner conversion types. This guide pays special attention to master data synchronization via the CVI Cockpit, including the assignment of number ranges and intervals.

- The SAP Business Partner concept
- SAP Business Partner integration in SAP ERP and SAP S/4HANA
- SAP Business Partner synchronization and Customer-Vendor Integration (CVI)
- Overview of customization settings and master data maintenance

SAP enterprise structure is organizational structure that represents an enterprise in SAP ERP system. It consists of some organizational units

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which, for legal reasons or for other specific business-related reasons, are grouped together. Organizational units include legal company entities, sales offices, profit centers, etc. Organizational units handle specific business functions. Organizational units may be assigned to a single module (such as a sales organization is assigned to Sales and Distribution (SD) module, or to several modules (such as a plant is assigned to Materials Management (MM) and Production Planning (PP) module). SAP ERP system can represent a complex enterprise structure. Enterprise structure design is a fundamental process in a SAP implementation project. The design is mainly determined by the business scenarios performed in an enterprise. Once the design is determined, it will affect many things such as how to perform a transaction and generate reports on SAP system. Although it's possible, it requires great effort to change the enterprise structure. So, we must ensure that the enterprise structure designed in the SAP implementation project can accommodate all business scenarios and enterprise's requirements for current and future situation. The SAP Enterprise Structure is a fundamental setting and needs a comprehensive understanding of the business processes and their integration. We have to work with other departments and SAP modules, such as Accounting department (FI), and Sales department (SD). This book explains in details about the basic concept of SAP Enterprise Structure (MM and related modules such as FI, Logistics, and SD) and step by step how to configure it in SAP ERP system. To make it more understandable, it is supplied with a case study and the screen shots of each configuration step. It's written in a simple-to-understand way, so you can learn it easily. You don't need to have extensive SAP configuration skill and experience to be able to configure the SAP Enterprise Structure.

\* Discusses best practices for configuring and designing an integrated SAP ERP Financials solution \* Uses a business process approach to explain how SAP ERP Financials integrates with other SAP components \* Explains the configuration tasks in SD, MM, HCM, and AA in order to enhance your skills This book teaches you to maximize the return on investment of your SAP solutions by helping you build a fully integrated system. It explains the integration points between SAP ERP Financials and other software--including Sales and Distribution, Materials Management, Human Capital Management, and Asset Accounting--and allows you to save resources and time. The book provides you with a well-defined set of best practice configuration instructions that are essential to a successful integration project, and details the configuration and design of key end-to-end business processes, including sales order to cash, purchase order to payment, payroll, and asset lifecycle management. This is the resource you need to master key integration configuration activities and their impact on the Finance department. Business Process Approach Learn about integration by examining the key business processes. Integration Best Practices Discover the most effective and efficient ways of integrating your SAP systems via practical, real-world information. Examples and Instructions Explore the examples and instructions throughout to see how integration works in actual practice. Integration with SAP Systems Master the integration points between SAP ERP Financials and various other SAP software, including Sales and Distribution, Materials Management, and SAP ERP HCM. Special Topics Benefit from a bonus chapter covering key tools that will help you enhance your skills, including LSMW, validations, and substitutions.

Step up your SAP PP game! Learn how to configure SAP ERP Production Planning for discrete, process, and repetitive manufacturing and master BOM status definitions, process message characteristics, and master data. Dive into SAP PP workflows

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and use Process Management, release production orders, and create planning tables. Covering everything from S&OP and MRP to SAP Demand Management and the Early Warning System, this book will help you get your production process to maximum efficiency!

- Understand the complete pricing solution from SAP
- Master pricing with Materials Management and Sales and Distribution, as well as condition techniques and industry-specific coverage
- Explore case studies and practical, real-life examples throughout

Master the most important issues around pricing in SAP ERP with this one-stop, comprehensive reference. You'll learn about the key elements of pricing in Sales and Distribution and Materials Management, and discover complete, step-by-step instructions on how to configure pricing. This book provides you with a practical perspective on the entire process, with coverage that includes basic and advanced configuration and condition techniques, as well as integration points with other SAP tools, such as Financial Accounting and Cost Accounting. Each chapter provides real-world examples, case studies, and practical tips to help you understand and master pricing in SAP ERP.

SAP S/4HANA Sales is here! Business partners, the material master, and critical sales workflows all require careful configuration--this guide has the expertise you need. Learn about key business processes for sales order management, billing and invoicing, available-to-promise, and more. From setup and configuration to your reporting options, this book has you covered!

Highlights include: 1) Master data 2) Configuration 3) Business partners 4) Material master 5) Pricing and the condition technique 6) Contracts 7) Sales order management 8) Available-to-promise (ATP) 9) Shipping and delivery 10) Billing and invoicing 11) Reporting

Integrated with other modules such as MM, PP, and QM, Sales and Distribution is used to handle the sales inventory control, warehousing, and back-office functions. This comprehensive reference includes all major concepts related to SAP SD functionality, technical configuration, and implementation. A complete glossary of terms has been included to help the reader understand the myriad terms associated with this SAP module. The book serves as an excellent reference for both earlier and newer versions of SAP or as a comprehensive review for certification. Topics covered include Invoicing; Distribution points; Backorder processing; Account determination; Material master; Transaction codes; Partner procedures; Rebates and refunds; Interfaces; Condition types; Inventory issues; Administration tables and more.

In this book, noted expert Andrew Okungbowa explains SAP Asset Accounting (FI-AA) in SAP-ERP, including its associated business benefits, and guides you through the considerable complexities of SAP-ERP configuration. Using FI-AA for fixed asset management enables you to manage assets in multinational companies across a broad range of industries and produce reports to meet various needs in line with legal requirements. Configuring SAP-ERP can be a daunting exercise, however, and there are few resources that address these issues. Asset Accounting Configuration in SAP ERP fills that resource gap by covering the major aspects of SAP FI-AA for anyone with SAP experience and the basic accounting knowledge and bookkeeping skills necessary to apply configuration. It provides configuration explanations in the simplest forms possible and provides step-by-step guidance with

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illustrations and practical examples. What You'll Learn “li>In-depth coverage of FI-AA syllabus How to configure FI-AA accounting in SAP How to integrate FI-AA accounting with other SAP modules How to explain the functionalities of SAP FI-AA Knowledge gained from real-world practical examples and case studies Who This Book Is For The key target audience for this book includes SAP consultants, developers, accountants, support organizations and beginners. It is also a resourceful learning manual for universities and institutions whose curricula covers SAP-ERP Asset Accounting.

Get MM on SAP S/4HANA! Set up the master data your system needs to run its material management processes. Learn how to define material types, MRP procedures, business partners, and more. Configure your essential processes, from purchasing and MRP runs to inventory management and goods issue and receipt. Discover how to get more out of SAP S/4HANA by using batch management, special procurement types, the Early Warning System, and other built-in tools. Highlights include: 1) Materials master data 2) Vendor master data 3) Business partners 4) Purchasing information data 5) Batch management 6) Material requirements planning (MRP) 7) Inventory management 8) Goods issue/goods receipt (GI/GR) 9) Material Ledger 10) Invoice verification 11) Document management 12) Reporting

Your Hands-On Guide to SAP ERP Sales & Distribution Written by senior SAP consultant Glynn Williams, Implementing SAP ERP Sales & Distribution is packed with tested, time-saving tips and advice. Learn how to use SAP ERP Central Component 5.0 and 6.0 to create sales documents and contracts, control material and customer master data, schedule deliveries, and automate billing. You'll also find out how to deliver robust financial and transactional reports, track customer and credit information, and interoperate with other SAP modules. Configure and manage the SAP ERP SD module Track sales, shipping, and payment status using master records Create multi-level sales documents and item proposals Develop contracts and rebate agreements Deliver materials and services requirements to the supply chain Plan deliveries, routes, and packaging using Logistics Execution Perform resource-related, collective, and self billing Generate pricing reports, incompleteness logs, and hierarchies Handle credit limits, payment guarantees, and customer blocks Integrate user exits, third-party add-ons, and data sharing Configure pricing procedures and complex pricing condition types

The first and only book to offer detailed explanations of SAP ERP sales and distribution As the only book to provide in-depth configuration of the Sales and Distribution (SD) module in the latest version of SAP ERP, this valuable resource presents you with step-by-step instruction, conceptual explanations, and plenty of examples. If you're an SD consultant or are in charge of managing an SAP implementation in your enterprise, you'll want this valuable resource at your side SAP is one of the leading Enterprise Resource Planning (ERP) software products on the market, with over 40,000 implementations Covers the latest version of SAP ERP-ECC 6.0 Covers common through advanced configurations, so it's helpful no matter what your level of experience with SAP Explains the conceptual framework behind the configuration

process If your company uses the SD module, keep this indispensable guide on hand.

- \* Understand business processes, functions, and customizing options
- \* Find real-world, practical examples to illustrate configuration concepts and processes
- \* Benefit from detailed, step-by-step instructions and tips and tricks based on expert knowledge

There's no need to look any further! This comprehensive book teaches you how to customize Financial Accounting in SAP ERP for all of your unique business scenarios. Whether you want to change your screen layout for end users or need to define new process variants in any FI component, this book makes configuring your solution easy for any business requirement. Practical Knowledge Acquire the knowledge behind the customizing actions. After reading this book, you'll be able to take over an implementation in any stage, or start one of your own. Integration with SAP Modules Learn how to integrate FI with Controlling (CO), Sales and Distribution (SD), Materials Management (MM), Production Planning (PP), and more. Learn How to Customize as You Read Discover step-by-step instructions, real-world examples, and see helpful screenshots to aid you in customizing your FI system. Comprehensive Coverage Find information on seldom-covered topics: Lease Accounting, Contract Accounts Receivable and Payable, and much more. Case-Study Approach Follow along with a fictitious global enterprise as the implementation team configures FI in SAP to meet business-specific needs and requirements.

SAP ERP modules are notoriously hard to configure and use effectively without a lot of practice and experience. But as SAP ERP Financial Accounting and Controlling: Configuration and Use Management shows, it doesn't have to be so difficult. The book takes a systematic approach that leads SAP Financial Accounting and Controlling (FICO) users step by step through configuring and using all the program's facets. This approach makes configuration complexities manageable. The book's author—SAP expert, trainer, and accountant Andrew Okungbowa—ensures that both you and your end users are up and running quickly and confidently with FICO. He also provides sound and tested procedures that ensure your implementation works without error. SAP ERP Financial Accounting and Controlling: Configuration and Use Management is in fact the most comprehensive and easy-to-follow SAP FICO configuration book in the market. It incorporates a hands-on approach, with hundreds of screen shots and practical examples, that allows a person without prior configuration training to make SAP FICO ready for use in the enterprise. You'll find that you don't need to be a rocket scientist to grasp the concepts explained and apply them to your work—even when the finances are complicated, such as with the ins and outs of taxes, currency conversions, or special general ledger entries such as down payments or bills of exchange. Providing an in-depth coverage of both configuration and end user procedures, the book covers most aspects of the SAP FICO certification syllabus—SAP's view of the module's key tasks and procedures—including: Configuring and using the general ledger and accounts payable and receivable screens Configuring and completing

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closing procedures, asset accounting, and financial reporting Configuring global settings and enterprise variables Accounting for both profit and cost centers Creating a house bank Integrating FICO with other SAP modules Taking a jargon-free tone and providing an abundance of examples, Andrew Okungbowa provides a clear understanding of configuration techniques and the breadth of functionalities encompassed by SAP FICO. And as an accountant, Okungbowa understands the needs of end users as well as of those answering to the CIO.

"Looking for the tools to boost your sales sky high? With this comprehensive guide, you'll learn to implement, configure, and use SAP Hybris Sales Cloud. Create leads, process opportunities, and explore partner channel management. Then integrate the solution with your ERP system to handle quotations and orders. Finally, migrate and replicate your existing sales data and personalize and extend SAP Hybris Sales Cloud"--

If you want to learn how to configure and use Sales and Distribution in SAP ERP to optimize and streamline your business, this is the book you need. You ll be able to use SAP ERP to fulfill orders and deliver your products and services more effectively, improving performance of the system and getting a better return on investment for your Sales and Distribution implementation. Throughout this book, you ll find step-by-step instructions and real-world examples that will help you understand and optimize Sales and Distribution in SAP ERP. Sales and Distribution Processes and Concepts Discover what the various elements of sales and distribution are and how they can be used to help your business run smoothly. SAP Functionality for Sales and Distribution Learn the configuration details that will help you optimize your sales and distribution procedures. Various SAP ERP Tools Master the various SAP ERP tools, including condition techniques, routines, user exits, and their application in Sales and Distribution.Sales and Distribution Reporting and Analytics Explore the reporting and analytics tools available for sales and distribution, including Sales Information System, ABAP Query, and ABAP reports. Real-World Scenarios and Tips Use the expert advice and examples throughout to help you with your own sales and distribution activities.

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