

## Sap S 4hana Sales Functions Innovations

SAP S/4HANA is here, and the stakes are high. Get your project right with this guide to SAP Activate! Understand the road ahead: What are the phases of SAP Activate? Which activities happen when? Start by setting up a working system, then walk through guided configuration, and learn how to deploy SAP S/4HANA in your landscape: on-premise, cloud, or hybrid. Take advantage of SAP Activate's agile methodology, and get the guidance you need for a smooth and successful go-live! In this book, you'll learn about: a. Foundations Get up to speed with SAP Activate. Learn about key concepts like fit-to-standard and fit/gap analysis, understand the methodology, and walk through the key phases of project management. b. Tools and Technologies Open up your SAP Activate toolkit. See how to access SAP Activate content with SAP Best Practices Explorer, SAP Solution Manager, and more. Then, use SAP Best Practices and SAP Model Company to set up a working system for your workshops. c. Deployment Deploy SAP S/4HANA, step by step. Follow detailed instructions to plan, prepare for, and execute your on-premise or cloud deployment activities according to SAP Activate. Walk through key scenarios for a hybrid implementation of SAP S/4HANA in your landscape. Highlights Include: 1) Deployment 2) Guided configuration 3) Agile project delivery 4) SAP Best Practices 5) SAP Model Company 6) Organizational change management 7) SAP S/4HANA 8) SAP S/4HANA Cloud 9) Hybrid landscapes 10) C\_ACTIVATE05 certification

Unlock the potential of the Material Ledger in SAP S/4HANA with this comprehensive guide. Move beyond the basics and get the step-by-step instructions you need to configure and run actual costing, group valuation, profit center valuation, and more. Consult detailed screenshots and expert guidance as you dive deep into the major processes, specialized scenarios, and reporting and analytics. Master the Material Ledger from end to end! In this book, you'll learn about: a. Configuration Set up your Material Ledger processes, step by step. From account determination to parallel currencies to transfer pricing, understand how to configure your SAP S/4HANA system to suit your business. b. Key Functionality See the Material Ledger in action! Learn how to perform actual costing runs, use transfer pricing with group valuation and profit center valuation, complete balance sheet valuation, and more. c. Reporting Unpack your Material Ledger data. Discover your reporting tools: SAP Fiori apps, CDS views, and more. Then see how actual costing, parallel valuation, and inventory trend analytics can help you understand material value flows. Highlights include: 1) Actual costing 2) Parallel currencies 3) Group valuation 4) Profit center valuation 5) Parallel cost of goods manufactured 6) Balance sheet valuation 7) Peripheral applications 8) Reporting 9) Migration

Materials management has transitioned to SAP S/4HANA--let us help you do the same! Whether your focus is on materials planning, procurement, or inventory, this guide will teach you to configure and manage your critical processes in SAP S/4HANA. Start by creating your organizational structure and defining business partners and material master data. Then get step-by-step instructions for defining the processes you need, from creating purchase orders and receiving goods to running MRP and using batch management. The new MM is here! Material master data Business partner master data Batch management Purchasing Quotation management Material requirements planning (MRP) Inventory management Goods issue/goods receipt (GI/GR) Invoicing Valuation Document management Reporting

Take your supply chain to the cloud with this guide to SAP IBP planning processes and configuration. Begin with the basics, from loading data into SAP IBP to exploring the planning model. Then dive deep into key functionality and implementation steps for S&OP, demand planning, supply and response planning, inventory management, and supply chain analytics. Using in-depth SAP SCM industry case studies,

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discover what it takes to ensure a successful adoption of SAP IBP. In this book, you'll learn about: a. Getting Started Develop a holistic understanding of your supply chain in SAP IBP: learn to navigate the new UI and load data into SAP IBP, utilize the basic planning model, and plan your SAP IBP implementation. b. Implementation Follow comprehensive steps for configuring SAP IBP, starting with baseline functionality and SAP IBP deployment, before moving on to functionality and implementation with the five primary applications. c. Case Studies Explore real-world case studies from the high-tech, CPG, life sciences, and manufacturing fields and see how peers and competitors are achieving value through best practices Highlights: 1) Sales and operations planning (S&OP) 2) Configuration and deployment 3) Planning model 4) Demand planning and forecasting 5) Supply planning 6) Response management 7) Control Tower 8) Inventory management and optimization 9) Supply chain analytics 10) Implementation methodology 11) Use cases

This is the book you need to master reverse logistics. You'll learn how to configure and use SAP ERP to optimize reverse logistics practices, particularly returns, repairs, and refurbishment. And with the step-by-step instructions, real-world examples, and tips provided throughout, you'll find many ways to streamline your processes and make your business perform more efficiently. This is the book that will ensure you're getting the most out of the reverse logistics tools in SAP ERP. Basic Principles of Reverse Logistics Explore what reverse logistics is and how it can help you develop a more efficient and cost-effective business. Reverse Logistics Functionalities Get a thorough understanding of the various reverse logistics processes, and learn how they are executed within SAP ERP. SAP ERP Configuration Learn how to customize SAP ERP for reverse logistics to work for your needs. Finance in Reverse Logistics Learn how to recapture value for reverse logistics with accounting and valuation in SAP. Real-World Examples and Tips Use the insider tips provided throughout to find solutions to your own reverse logistics issues.

This guide dives into the basic SAP S/4HANA configuration settings for FSCM Credit Management. Beginners seeking to better understand the features, as well as consultants looking for information on how to configure the system, will find the information they need. Each chapter contains specific knowledge for both business users and technical support staff. What exactly is a Business Partner and why do you need one? Explore the Business Partner master record and its relationship to the older master data model. Review settings required in the SAP customizing menu (IMG) for organizational structure and master data, as well as credit limit checking. Walk through the documented credit decision process in SAP. Review integration points with Accounts Receivable (FI-AR) and Sales and Distribution (SD) in depth. Learn more about additional functionality available including credit limit requests and credit exposure updates. - Basic configuration settings - Integration points with FI-AR and SD - Organizational structure and master data - Business Partner master record

"See how SAP S/4HANA will change your BI processes! Explore the embedded analytics architecture and data model to learn how to perform analytics on live transactional data. Business user? Walk step-by-step through SAP Smart Business KPIs and multidimensional reporting. Analytics specialist? Master the virtual data model and creating KPIs. Jack of all trades? Create CDS views, apply custom fields and logic, or see what's coming up with machine learning. This is your complete guide to SAP S/4HANA embedded analytics!"--

First Steps in SAP® S/4HANA Sales and Distribution (SD) Espresso Tutorials GmbH

This book offers a comprehensive introduction to SAP S/4HANA Sales and Distribution (SD). You will learn the basic fundamentals of SAP SD, with examples based on a case-study approach. Using a fictional company scenario, you will learn the fundamentals of the order-to-cash process and key flow, from sales order delivery to billing document. Explore the foundational document—the sales order. Obtain detailed information on master data and how it is used in SD. Dive into master data objects, business partners, and material masters. Review how

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master data is connected to sales orders and pricing. Understand sales order processing, including item categories, availability checking, dates, shipping, texts, and more. Walk through delivery processing and billing. Familiarize yourself with two of the major SD pre-sales documents – contracts and quotations. Delve into the post-sales processes, including returns, service, and debit and credit memos. Look at transactional list reports and analytical reports. For readers who are new to SAP SD in S/4HANA, the detailed case study, practical examples, tips and screenshots quickly bring readers up to speed on the fundamentals. - Foundations of SAP SD in S/4HANA - Sales orders and document types - Master data objects, business partners and material masters - Examples and screenshots based on a case-study approach Gain a better understanding of implementing SAP S/4HANA-based digital transformations. This book helps you understand the various components involved in the planning and execution of successful SAP S/4HANA projects. Learn how to ensure success by building a solid business case for SAP S/4HANA up front and track business value generated throughout the implementation. Implementing SAP S/4HANA provides a framework for planning and executing SAP S/4HANA projects by articulating the implementation approach used by different components in SAP S/4HANA implementations. Whether you are mid-way through the SAP S/4HANA program or about to embark on it, this book will help you throughout the journey. If you are looking for answers on why SAP S/4HANA requires special considerations as compared to a traditional SAP implementation, this book is for you. What You Will Learn Understand various components of your SAP S/4HANA project Forecast and track your success throughout the SAP S/4HANA implementation Build a solid business case for your SAP S/4HANA program Discover how the implementation approach varies across these components Who This Book Is For SAP S/4HANA clients (line managers and consultants).

"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!"--

The best-selling book on SAP S/4HANA migration is back! Dive into this complete guide to SAP S/4HANA migrations paths, processes, and tools. Start with the basics: explore prerequisites for migration and learn about the on-premise, cloud, and hybrid operating models. Then get to know each migration path: brownfield, greenfield, or selective data transition. Understand the steps you'll take as you plan, prepare, and perform your migration, for any implementation path you choose. Your SAP S/4HANA migration starts today! 1) Your guide to SAP S/4HANA migration and implementation projects 2) Planning, preparation, implementation: find the information you need for each project phase 3) Detailed instructions for brownfield and greenfield scenarios 4) 2nd edition, updated and expanded a. Migration Paths Cloud, on-premise, or hybrid? Brownfield, greenfield, or selective data transition? Explore your migration options and then tailor your path to a successful migration. b. Processes Walk through each migration method with expert advice, instructions, and screenshots for system conversions, new implementations, and more. c. Tools Master the tools of the trade: SAP S/4HANA migration cockpit, SAP S/4HANA migration object modeler, and a survey of the latest migration and modeling tools. 1) Cloud, on-premise, and hybrid scenarios 2) System conversion 3) New implementation 4) Data migration 5) Selective data transition 6) SAP S/4HANA Cloud 7) SAP Activate 8) Migration object modeler 9) Migration cockpit 10) Rapid data migration

Put machine learning to work in SAP S/4HANA! Get started by reviewing your available tools and implementation options. Then, learn how to set up services, train models, and manage applications. Discover how machine learning is implemented in key lines of business, from finance to sales. With details on extensibility and related SAP Cloud Platform services, you'll find everything you need to make the most of machine

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learning! In this book, you'll learn about: a. Tools and Technologies Get to know the machine learning toolkit you can use to consume models: SAP HANA, SAP Cloud Platform, SAP Analytics Cloud, SAP Intelligent Robotic Process Automation, and more. b. Technical Implementation Perform the technical setup in SAP S/4HANA. Learn how to implement key services, train machine learning models, and manage applications, from data integration to user interface design. c. Business Implementation See how machine learning improves your lines of business. Explore machine learning in SAP S/4HANA business processes for finance, procurement, sales, inventory, and more. Highlights Include: 1) Predictive analytics 2) Predictive intelligence 3) Tools and technologies 4) Architecture 5) Embedded services 6) Technical implementation 7) Business implementation 8) Extensibility 9) SAP HANA 10) SAP Cloud Platform 11) SAP Analytics Cloud Explore how to protect and defend your SAP S/4HANA applications, Fiori, Gateway, and the SAP HANA database platform. Learn how to create a consistent cross-system authorization concept and translate the technical specifics for each system into a comprehensive and consistent security model. Explore technical security aspects such as privileges and roles, authentication and encryption, and monitoring for S/4HANA. Compare and contrast SAP S/4HANA applications to the SAP ERP security model and identify what has changed. This book is up to date for SAP HANA 2.0! Dive into SAP S/4HANA authorizations and gain an understanding of the impact on the new front-end and database security setup, and why the different levels need to be consistent. Get best practices for SAP Fiori and Gateway. Find out why it is important to secure SAP HANA from an application layer point of view, as well as a database point of view. Take an in-depth look at how to secure the SAP Application Server, database, operating system, and the network infrastructure. - Effectively secure SAP S/4HANA, Fiori, and Gateway - Privileges and roles, authentication, encryption, and monitoring - Mobile access and SSO considerations - Cross-system authorization concepts and implementation

Whether you know it as plant maintenance or asset management, this is the only guide you need to set it up in SAP S/4HANA! Start by planning your plant maintenance implementation, and then jump into configuring the organizational structure and system-wide functions. Use step-by-step instructions to set up your technical systems, from your equipment and fleet to your materials and assemblies. If you're looking to configure breakdown maintenance, corrective maintenance, preventive maintenance, predictive maintenance, or all four, this is the book for you! Highlights include: 1) Organizational structures 2) Notifications 3) Work orders 4) Equipment management 5) Preventive maintenance 6) Predictive maintenance 7) Breakdown maintenance 8) Corrective maintenance 9) SAP Fiori launchpad 10) Project plan

Keep your product standards high with this comprehensive guide to quality management in SAP S/4HANA! You'll learn how to make QM an integral part of your existing supply chain by connecting to materials management, production planning, warehouse management, and other logistics processes. Step-by-step instructions will show you how to both configure and use key QM processes like batch management and audits. Implement quality plans, inspections, and notifications in SAP S/4HANA to be confident in your product's quality! 1) Master data 2) Integration with logistics 3) Quality inspection 4) Batch management 5) Sample management 6) Quality certificates 7) Quality issue management 8) Quality notifications 9) Quality planning 10) Stability study 11) Failure mode and effects analytics (FMEA) 12) Reporting

In the 1950s, a method called Material Requirements Planning (or "MRP") changed the world of manufacturing forever. But times have changed--customer tolerance times are shorter, product variety and complexity has increased, and supply chains have spread around the world. MRP is dramatically failing in this "New Normal." Demand Driven Material Requirements Planning (DDMRP), Version 3 presents a practical, proven, and emerging method for supply chain planning and execution that effectively brings the 1950s concept into the modern era. The foundation of DDMRP is based upon the connection between the creation, protection, and acceleration of the flow of relevant

materials and information to drive returns on asset performance in the New Normal. Using an innovative multi-echelon "Position, Protect and Pull" approach, DDMRP helps plan and manage inventories and materials in today's more complex supply scenarios, with attention being paid to ownership, the market, engineering, sales, and the supply base. It enables a company to decouple forecast error from supply order generation and build in line to actual market requirements, and promotes better and quicker decisions and actions at the planning and execution level. DDMRP is already in use by MAJOR Global 1000 companies. This book is THE definitive work on DDMRP, and will be required as courseware for all those taking the Certified Demand Driven Planner (CDDP) Program. New Features in Version 3 Full color, with the use in specific, consistent, and focused ways to clearly and effectively highlight planning, execution, and model reconfiguration priorities. Expanded Appendix E, looking at the most recent innovations of DDMRP. Revised graphics scattered throughout the book.

New to SAP S/4HANA Cloud? This is the book for you! Get detailed descriptions and screenshots to see what is possible in SAP S/4HANA Cloud, from core functionality like finance and logistics to reporting with embedded analytics and KPIs. Learn how SAP S/4HANA Cloud impacts your users and how it can be extended, integrated, and adopted by your organization. Get information on the latest intelligent technologies to experience the complete solution scope. Discover what SAP S/4HANA Cloud means for your business! Highlights include: 1) User experience 2) Analytics 3) Business processes 4) Extensibility 5) Integration 6) Adoption 7) Lifecycle management 8) Intelligent enterprise 9) Intelligent technologies

Finance professionals, it's time to simplify your day-to-day. This book walks through your financial accounting tasks, whether you're using SAP GUI transactions or SAP Fiori apps in your SAP S/4HANA system. For each of your core FI business processes--general ledger accounting, accounts payable, accounts receivable, and fixed asset accounting--learn how to complete key tasks, click by click. Complete your FI operations smoothly and efficiently! In this book, you'll learn about: a. Financial Accounting Basics See your finance workflows from end to end, and discover how key SAP S/4HANA simplifications impact financial accounting. Walk through standard processes such as order-to-cash and purchase-to-pay, the organizational structure, and how FI integrates with controlling. b. Tasks and Transactions Follow step-by-step instructions to complete your daily FI tasks in SAP S/4HANA, including period-end close and reporting. Learn to perform event-based revenue recognition for project accounting in SAP S/4HANA Cloud. c. SAP GUI and SAP Fiori See your tasks illustrated with detailed screenshots for both the traditional SAP GUI interface and the corresponding SAP Fiori applications. Tap in to new functionality and an improved user experience! Highlights Include: 1) General ledger accounting 2) Fixed asset accounting 3) Accounts payable 4) Accounts receivable 5) Project accounting 6) Organizational structure 7) Period-end closing 8) Reporting 9) SAP GUI transactions 10) SAP Fiori apps "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"--

Are you working with SAP software for the first time, or are you switching from SAP ERP and are confronted with SAP S/4HANA for the first time? Then this quick start guide with its concise overview of the functional scope and a clear introduction to the new SAP Fiori user interface is right for you. Clarify the terms ERP, HANA and S/4HANA, as well as the two licensing options for S/4HANA, on-premise and cloud. You will learn about the essential integrated business processes and how they are mapped in SAP S/4HANA using the Fiori apps. To do this, the authors take you through the modules related to logistics, such as materials management, sales and distribution, and production planning

and control, and then demonstrate the integration with financial accounting and controlling. You will learn about the most important functions as well as organizational and master data objects, and by the end of the book you will also know which components are assigned to each module. Finally, using case studies, you will walk step by step through the three most important end-to-end processes in SAP S/4HANA: Order to Cash, Purchase to Pay and Forecast to Fulfill. - Cross-module presentation of business processes - SAP basic terms explained in a simple and understandable way - Introduction to the new user interface SAP Fiori - Includes 4 hours of video material

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 book is for all users who now, or in the future, want to map rebate processes in SAP S/4HANA and get a practical understanding of contract settlement. Decision-makers and IT managers will also be able to quickly see the possible uses of SAP S/4HANA for Condition Contract Settlement (CCS/CCM) as a sub-function of settlement management. Since SAP ERP 6.0 EHP6, the components Agency Business (LO-AB) and Compensation Management (LO-GT-CHB) have been combined in this holistic application. Subsequent Settlement and SD Bonus have also been replaced by the new tool in SAP S/4HANA. Using typical application scenarios, this book explains not only traditional supplier and customer rebate agreements but also a variety of other settlement scenarios, including fee settlement and commission settlement, chargeback and bonus buys. Readers will also learn about other interesting functionalities such as cross-partner contracts, calculation variants in pricing, and reversing incorrect settlements. This practical guide is supplemented by information on data control reports and helpful tips on integration into accounting. - Customer rebates, supplier rebates, commission settlement - All settlement scenarios in one module - Example process—Sales Commissions for External Agents - 2nd edition with new functionalities in Release 1909

Jump-start your inventory operations in SAP S/4HANA! Review basic inventory practices and consult step-by-step instructions to configure SAP S/4HANA for your organization's requirements. Then put the system to work! Run the SAP Fiori applications that guide your core inventory workflows: inventory planning, goods receipt, core inventory, production planning, and inventory analysis. This hands-on guide to inventory has the details you need! In this book, you'll learn about: a. Inventory Planning Set up a successful inventory management system. Understand how to implement key planning strategies like make-to-order, make-to-stock, MRP Live, and Kanban in your SAP S/4HANA system. b. Inventory Execution Ensure your system runs smoothly. Tap into the potential of SAP Fiori applications and execute core inventory processes such as exception handling, physical inventory, transfers, and more. c. Inventory Analysis Make the

most of your inventory analytics tools. See what's offered with SAP S/4HANA, such as real-time data and role-based design; then dive in to CDS views, KPI monitoring, custom queries, and more. Highlights Include: 1) Inventory optimization 2) Inventory planning 3) Goods receipt 4) Core inventory 5) Production planning 6) Inventory analysis 7) Configuration 8) Deployment 9) SAP Fiori applications

How do you run your warehouse with SAP S/4HANA? This comprehensive guide has the answers! Begin by setting up your embedded Extended Warehouse Management (EWM) system using organizational structures and master data. Then master your essential processes such as goods issue and receipt, putaway, picking, and taking inventory. Bring everything together with information on advanced tasks like cross-docking, value-added services, kitting, and integration with SAP TM and SAP GTS!--

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

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

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

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.

Imagine you are a business user, consultant, or developer about to enter an SAP S/4HANA implementation project. You are well-versed with SAP's product portfolio and you know that the preferred reporting option in S/4HANA is embedded analytics. But what exactly is embedded analytics? And how can it be implemented? And who can do it: a business user, a functional consultant specialized in financial or logistics processes? Or does a business intelligence expert or a programmer need to be involved? Good questions! This book will answer these questions, one by one. It will also take you on the same journey that the implementation team needs to follow for every reporting requirement that pops up: start with assessing a more standard option and only move on to a less standard option if the requirement cannot be fulfilled. In consecutive chapters, analytical apps delivered by SAP, apps created using Smart Business Services, and Analytical Queries developed either using tiles or in a development environment are explained in detail with practical examples. The book also explains which option is preferred in which situation. The book covers topics such as in-memory computing, cloud, UX, OData, agile development, and more. Author Freek Keijzer writes from the perspective of an implementation consultant, focusing on functionality that has proven itself useful in the field. Practical examples are abundant, ranging from "codeless" to "hardcore coding." What You Will Learn Know the difference between static reporting and interactive

querying on real-time data Understand which options are available for analytics in SAP S/4HANA Understand which option to choose in which situation Know how to implement these options Who This Book is For SAP power users, functional consultants, developers

Revised edition of Optimizing sales and distribution in SAP ERP, 2010.

Transform your logistics operations with SAP S/4HANA! With this introduction, see what SAP has in store for each supply chain line of business: sales order management, manufacturing, inventory management, warehousing, and more.

Discover how SAP Fiori apps and embedded analytics improve reporting, and explore the intersection between your supply chain processes and new SAP Leonardo technologies. Take your first look at SAP S/4HANA logistics, and see where it will take your business! a. Key Processes Advances in SAP S/4HANA are changing your supply chain. Explore planning and scheduling, transportation management, inventory management, manufacturing, warehousing, sourcing and procurement, plant maintenance, and more! b. The Future of Logistics Uncover what's new and improved in SAP S/4HANA for your logistics LOBs, such as centralized procurement to demand-driven MRP. See how technologies like IoT and machine learning can accelerate your core supply chain processes. c. Migration Once you see the logistics big picture, you can plan your next steps. Learn how to design your roadmap, evaluate your technical and functional conversion steps, and prepare your system for your desired migration path. 1) Sourcing and procurement 2) Inventory management 3) Warehouse management 4) Production planning 5) Manufacturing operations 6) Plant maintenance 7) Quality management 8) SAP Fiori applications 9) SAP Leonardo technologies 10) Implementation and migration 11) SAP S/4HANA 1809

Master the ins and outs of running sales and distribution in your SAP S/4HANA system. Follow step-by-step instructions, workflow diagrams, and system screenshots to complete your critical tasks and keep the sales pipeline moving. Learn how to create a quotation, change a sales document, cancel a delivery, and more. Your SAP S/4HANA sales manual is here! a. End-to-End Sales Master the sales cycle in SAP S/4HANA! Begin by processing pre-sales inquiry and quotation. Then dive into sales order processing, delivery, and billing to complete the sale. b. Sales Documents Move beyond standard orders to rush orders, consignments, returns, and more. Get step-by-step instructions to create, change, and review sales documents for each order you process. c. Sales Data Learn to navigate each sales record, from the material number, quantity, and price to the incompleteness log and printed output. Get troubleshooting tips for when something is amiss. Highlights Include: 1) Sales record navigation 2) Inquiries 3) Quotations 4) Sales order management 5) Delivery 6) Billing 7) Reversals 8) Rebates and settlement 9) Sales documents 10) SAP GUI transactions 11) SAP Fiori applications Whether you're upgrading an existing billing system or moving to a subscription- or consumption-based model, SAP

BRIM is ready--and here's is your guide! From subscription order management and charging to invoicing and contract accounting, get step-by-step instructions for each piece of the billing puzzle. For setup, execution, or analytics, follow a continuous case study through each billing process. With this book, join the future of billing!

a. End-to-End Billing Learn the what and the why of SAP BRIM, and then master the how! Charging, invoicing, contract accounts receivable and payable, and subscription order management--see how to streamline billing with the SAP BRIM solutions.

b. Configuration and Functionality Set up and use SAP BRIM tools: Subscription Order Management, SAP Convergent Charging, SAP Convergent Invoicing, FI-CA, and more. Implement them individually or as part of an integrated landscape.

c. SAP BRIM in Action Meet Martex Corp., a fictional telecommunications case study and your guide through the SAP BRIM suite. Follow its path to subscription-based billing and learn from billing industry best practices!

- 1) SAP Billing and Revenue Innovation Management
- 2) Subscription order management
- 3) SAP Convergent Charging
- 4) SAP Convergent Invoicing
- 5) Contracts accounting (FI-CA)
- 6) SAP Convergent Mediation
- 7) Reporting and analytics
- 8) Implementation
- 9) Project management

Explaining the new SAP S/4HANA architecture and business models for customer management, this book will teach you how lead and opportunity management will help you generate and manage sales and shows how quotes, orders, and service management work. --

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