R/3 SYSTEM

Entrust your order entry tasks to a reliable Sales and Distribution System. With the SAP® SD System, all affected areas are immediately updated as soon as a sales order is entered. This benefit of having access to real-time, online information saves you time and allows you to concentrate on new incoming orders.

PRODUCT OVERVIEW...

YOU CAN CONCENTRATE ON THE IMPORTANT BUSINESS OF SELLING

COMPETITOR INFORMATION, SALES ACTIVITIES, PROMOTIONS : A SOUND BASIS FOR DEVELOPING YOUR SALES

The SAP Sales Support component (SD-CAS) provides you with an easy-to-use tool for managing information on sales leads, sales calls, and competitor activity. You can use this information to plan and manage sales activities as well as identify new sources of business. Authorized personnel have access to the latest data at all times. You can use the sales support system to execute direct mail campaigns on a regular basis to provide your customers with the latest information.

USER-FRIENDLY ORDER ENTRY REDUCES MARGIN OF ERROR AND SAVES TIME

The information required for order processing is extracted automatically from the comprehensive basic data on customers, sales activities, and materials and is proposed in the sales order. For example, early in the order processing, the system proposes the delivery address, terms of payment, and bill-to party of your customer. The material number can be accessed simply by using a key word or by your definition. The system easily handles orders containing materials originating from different warehouses. It also checks your customer's credit limit for each order item and, if necessary, blocks the order. Orders with incomplete information can be held and processed at a later date when the crucial information becomes available.

OFFER YOUR CUSTOMER THE BEST POSSIBLE SERVICE

Choose the flexibility of SAP's Order Processing component to help you increase customer satisfaction. Your customers can place orders by simply using their purchase order or material number. If an item has been replaced, your sales employee is in the position to immediately offer the customer a suitable alternative. The close integration with the Materials Management (MM) and Production Planning (PP) modules provides you with an accurate check of material availability at the same time the order is being placed. You can

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Create Standard Order: Overview - Single-Line Entry

Sales document   Edit   Overview   Header   Item   Environment   System   Help   !

| Business data-item | Business data-header | Schedule lines | Pricing | Partners | Header texts |

Sold-to party	12	Tires are us		Philadelphia
Purch. order no.	45000786	Purch. ord. date	01/15/1994
Req. deliv. date	D 02/07/1994	Pricing date	02/07/1994
Sales order		Net value	817.66 USD

All items

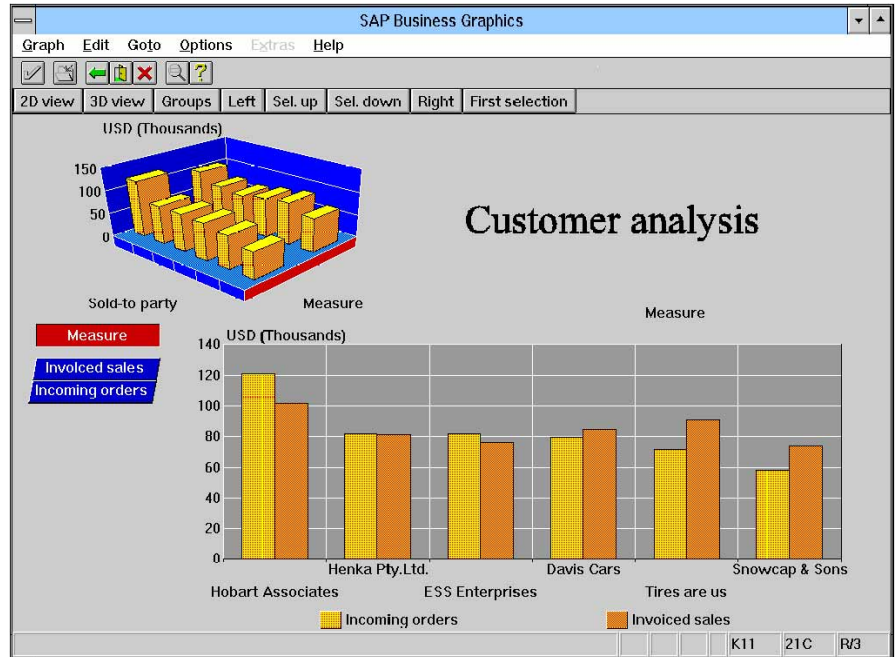|	Item	Material	Order quantity	UoM	Description	S
☐	10	000000000000181782	4.000	PC	Snow Tires 78x98	▣
☐	20	000000000000181781	4.000	PC	Snow Tires 80x105	▣
☐	30	000000000000001101	2.000	PC	Chains 78x98	▣
☐						
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☐						
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OVR   15:56

immediately quote your customer the earliest possible delivery date. Your customer automatically receives a confirmation either by mail, fax or SAP-EDI. To suit the individual requirements of your customers, you can tailor the language and currency of your documents. With easy-to-use pricing, which is carried out automatically during order entry, even the most complicated price structures can be easily defined in the system. The most favorable price for your customer can be determined with minimum effort.

PUNCTUAL DELIVERIES AS A STANDARD

At their disposal, your employees in shipping have easy-to-use functions for monitoring shipping due dates. They will be provided with a list of all sales orders due for delivery. The system also gives them the option to deliver the order completely or partially, individually or collectively. At the same time, picking is initiated for the available quantities. Picking can also be executed in the Warehouse Management System (MM-WM).

AUTOMATIC BILLING FOR YOUR CUSTOMERS

On the basis of your orders and deliveries, the system automatically carries out billing for all due documents. You can offer your customers the choice of how their billing documents are created. The system then creates an invoice, debit or credit memo for each transaction or collectively for several transactions in the way you have agreed with your customer. The billing document can be sent directly to the customer either by mail, fax or SAP-EDI. At the same time, revenues and receivables are immediately visible in the Financial Accounting (FI) and Controlling (CO) modules. Because all information is real-

time and current, you always have the latest information at your finger tips for immediate analysis and informed decision making.

STAY AHEAD IN RECOGNIZING MARKET TRENDS

SAP offers the best possible support to your decision-makers in the form of the Sales Information System. As soon as an order, delivery, or billing document is entered into the system, the information you require is updated in the Information System. This ensures that the information you access is always up-to-date. How the information is displayed is up to you. For example, you choose whether you want invoiced sales per customer, material, or region to be presented in an easy-to-interpret list or as an informative graphic. By using the Sales Information System, you are in a proactive position to address any market trends and changes.

THE SD SYSTEM IS MADE UP OF THE FOLLOWING COMPONENTS:

- SD-SLS   Sales
- SD-SHP   Shipping
- SD-BIL   Billing
- SD-CAS   Sales Support
- SD-IS   Sales Information System

TECHNOLOGY AND SERVICE

R/3 software is based on Client/Server-Architecture. R/3 is designed as an open system for use on operating systems from a variety of vendors. Along with the software, SAP offers you a complete spectrum of services: professional consulting in organizational and technical issues ranging from project planning to system implementation; qualified staff training; and 24-hour hot-line support.

Find out more. Call or write to us.