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### F4IUJ3 - TREVINO ENRIQUE

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 InfoWorld is targeted to Senior IT professionals. Content is segmented into Channels and Topic Centers. InfoWorld also celebrates people, companies, and projects.

To run sales and distribution smoothly in SAP S/4HANA, you need to manage integration points with other lines of business. Learn how to set them up with this guide to SD integration! Start by assessing the organizational structure and master data shared by sales and peripheral processes. Then follow step-by-step instructions to configure each sales integration point with materials management, finance, revenue recognition, billing, and production planning. A seamlessly integrated SD system awaits! In this book, you'll learn about: a. Organizational and Master Data Build the foundation of your integrated SD system. Learn about the organizational structures for sales and distribution and adjacent lines of business in SAP S/4HANA; then create shared business partner roles and material master data. b. Finance Integration Points Integrate sales and distribution with intersecting finance business processes. Follow step-by-step instructions to configure integration points like credit management, profitability analysis, revenue recognition, resource-related billing, and more. c. Logistics Integration Points Configure integration between sales and distribution and your logistics processes. Set up integration points such as availability checks, stock transfer orders, inventory management, production planning, and transfer of requirements. Highlights include: 1) Integration points 2) Cross-functional processes 3) Organizational structure 4) Master data 5) Materials management 6) Finance 7) Revenue recognition 8) Resource-related billing 9) Production planning 10) Configuration

Incorporate the Benefits of Activity-Based Costing into the Efficiencies of Your SAP R/3 System Given SAP's dominance in the enterprise resource planning (ERP) market, many companies and their managers encounter SAP AG applications in some form or another. Many of these organizations have recognized the value of utilizing Activity-Based Costing/Management concepts to perform more accurate cost assignments or drive performance initiatives. Managers are then faced with trying to determine how Activity-Based Costing can be incorporated into the SAP environment. The 123s of ABC in SAP is the first book of its kind designed to help business managers understand the capabilities of the SAP R/3 business application to support Activity-Based Costing, Management, and Budgeting. Divided into three parts—the conceptual foundation, the capabilities of SAP ABC, and integration with other tools—the book provides readers with the following: An explanation of how Activity-Based Costing can be used with SAP Helpful hints for implementing ABC into SAP Insights into the most common difficulties and potential solutions when implementing ABC into SAP Summary tables that highlight key decisions to be made, implementation hints, and organizational challenges Detailed descriptions of SAP software applications to support the Activity-Based Costing approach as well as the integration of SAP R/3 with Oros software Examples of the tandem usage of Resource Consumption Accounting with Activity-Based Costing

"Logistic Core Operations with SAP" not only provides an overview of core logistics processes and functionality—it also shows how SAP's Business Suite covers logistic core operations, what features are supported, and which systems can be used to implement end-to-end processes in the following logistic core disciplines: Procurement, Distribution, Transportation, Warehouse Logistics and Inventory Management, and Compliance and Reporting. In this context the authors not only explain their integration, the organizational set-up, and master data, but also which solution fits best for a particular business need. This book serves as a solid foundation for understanding SAP software. No matter whether you are a student or a manager involved in an SAP implementation, the authors go far beyond traditional function and feature descriptions, helping you ask the right questions, providing answers, and making recommendations. The book assists you in understanding SAP terminology, concepts and technological components as well as their closed-loop integration. Written in a clear, straight-forward style and using practical examples, it contains valuable tips, illustrative screenshots and flowcharts, as well as best practices—showing how business requirements are mapped into software functionality.

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 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 Okung-

bowa 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.

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

For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network.

"This book presents a multifaceted, global view of the human dynamics of education, supply, demand, and career development in the information systems and technology industry. It provides a tool to meet the challenges of providing improved education and employing an optimal supply of information systems and technology graduates in the decades to come"--Provided by publisher.

"SAP's integration technologies are now combined-but what is the SAP Integration Suite, and how do you use it to manage an integrated enterprise landscape? In this book, get the answers to these questions and more as you take a tour of the new suite. Then get step-by-step instructions for using key capabilities such as pre-packaged integrations, open APIs, integration scenarios, the integration advisor, and more. Master the complete integration suite!"--

This book presents a comprehensive introduction to Integrated Business Planning (IBP), building on practitioner's experience and showcasing the value gains when moving from disconnected planning to IBP. It also proposes a road map for the transformation of planning, including technological initiatives, business priorities and organizational processes, and demonstrates how to motivate different IBP stakeholders to work together, when and how to connect strategic (to be understood as long term SC&O), tactical and operational planning and how to leverage functional and data integration features of SAP IBP. Real-world business-process use cases help to show the practical implications of implementing SAP IBP. Furthermore the book explores new capabilities, talent acquisition and retention, career development leadership, IBP Center of Expertise. A discussion of how disruptive technology trends like big data, Internet of Things, machine learning and artificial intelligence can influence IBP now and in the near future rounds out the book.

This manual, written with the objective of providing detailed training to both, consultants and users goes deep into the subject from initial configurations to covering the entire Order to Cash and logistics cycle. The integration points of SD-LE with Purchasing/Inventory and Accounting are explained in detail and the chapters marked clearly if it is a Configuration (C) or Transaction (U) or both. Since most of the book has been written in standard SAP, once a company code is set up along with some basic configurations defined in the first few pages, a SAP user, if so desires, can stay only with the areas marked 'U' by passing the 'C' since not everything in standard SAP depends on configurations. Consultants or to-be consultants, of course, need to understand both sides of SAP. The effects of changes done in configuration are immediately followed by their effect on the transactions, thereby making the learning relational in real time for better understanding. From the user's perspective, not much from the subject has been left out in writing this manual and every effort has been taken to keep it relevant to the execution of order processing and logistics functions of day to day working on SAP in an orderly flow. This manual is really a result of many years of training both consultants, and business users. The author appreciates your comments and suggestions on improving this book. If I can be of any assistance in helping you understand the subject better or obtaining access to the system on which it was written for easier understanding, please feel free to drop in a mail to shefariaentinc@gmail.com

Looking to get SAP S/4HANA Sales up and running? This book has all the expert guidance you need! Start with the organizational structure and master data, including customer-vendor integration. Then follow click-by-click instructions to configure your key SD processes. Including SAP Fiori reports and KPIs, this is your all-in-one sales resource!

In this book for Sales and Distribution business users, you'll get simple explanations to the most common SD tasks, with helpful screenshots and lists of transaction codes you'll use. Start the journey with master data setup, and then move on to explore sales, shipping, and billing tasks. Elevate your functional skills by mastering reporting and financial supply chain activities.

The first SAP Sales and Distribution book to cover implementation in R/3 Release 4.6, this guide offers complete coverage of the module, including sales document flows, deliveries and invoicing, all basic functions, and how SD interfaces with other modules.

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.

Implement critical business processes with mySAP Business Suite to integrate key functions that add value to every facet of your organization Key FeaturesLearn master data concepts and UI technologies in SAP systemsExplore key functions of different sales processes, order fulfillment options, transportation planning, logistics execution processes, and customer invoicingConfigure the Order to

Cash process in SAP systems and apply it to your business needs. Book Description Using different SAP systems in an integrated way to gain maximum benefits while running your business is made possible by this book, which covers how to effectively implement SAP Order to Cash Process with SAP Customer Relationship Management (CRM), SAP Advanced Planning and Optimization (APO), SAP Transportation Management System (TMS), SAP Logistics Execution System (LES), and SAP Enterprise Central Component (ECC). You'll understand the integration of different systems and how to optimize the complete Order to Cash Process with mySAP Business Suite. With the help of this book, you'll learn to implement mySAP Business Suite and understand the shortcomings in your existing SAP ECC environment. As you advance through the chapters, you'll get to grips with master data attributes in different SAP environments and then shift focus to the Order to Cash cycle, including order management in SAP CRM, order fulfillment in SAP APO, transportation planning in SAP TMS, logistics execution in SAP LES, and billing in SAP ECC. By the end of this SAP book, you'll have gained a thorough understanding of how different SAP systems work together with the Order to Cash process. What you will learn: Discover master data in different SAP environments; Find out how different sales processes, such as quotations, contracts, and order management, work in SAP CRM; Become well-versed with the steps involved in order fulfillment, such as basic and advanced ATP checks in SAP APO; Get up and running with transportation requirement and planning and freight settlement with SAP TMS; Explore warehouse management with SAP LES to ensure high transparency and predictability of processes; Understand how to process customer invoicing with SAP ECC; Who this book is for: This book is for SAP consultants, SME managers, solution architects, and key users of SAP with knowledge of end-to-end business processes. Customers operating SAP CRM, SAP TMS, and SAP APO as part of daily operations will also benefit from this book by understanding the key capabilities and integration touchpoints. Working knowledge of SAP ECC, SAP CRM, SAP APO, SAP TMS, and SAP LES is necessary to get started with this book.

The goal of this text is to describe the technical design aspects of the IT infrastructure; it does not give the details of installing and customizing SAP software, nor business process reengineering. Using primarily HP products for the solution examples, the chapters guide the reader through the foundation of the systems from an IT perspective, reviews its business application and architecture and introduces the server systems, then describes data storage, high availability and recovery solutions, client PCs with front-end user interfaces, output management and printing solutions, network infrastructure and requirements, cabling designs, LANs and WANs, and connecting mySAP.com to the Internet. Both authors are members of the HP-SAP International Competence Center. Annotation copyrighted by Book News, Inc., Portland, OR

"This book presents methods of reengineering business curricula in order to use ES solutions. It also helps ES vendors understand the higher education environment so they can support college and university programs"--Provided by publisher.

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

The book shows how to design the most important business processes in the sales area of each company by using the SAP module SD. It contains valuable tips and examples that show sales reps and managers and distribution center employees how to get up and running quickly with SAP while saving time and money. The book provides a concise introduction setting out the case for integrating business functionality on the web. Furthermore the book helps to understand SAP APO in the context of SCM. It is addressed specifically to those who need to implement APO in the context of the sales processes. Last not least the author offers a walk-through of the process, from inception through planning, designing and testing.

The book is designed to begin with the very basics and moves forward to cover the topics necessary to unleash the power of SAP - from the way tasks are handled in SAP to how Reports are executed in your task; from getting a complete know-how of SAP Administrative Utilities and Background Job Scheduling to SAP R/3 Basis System; from ABAP Workbench to ABAP Programming with MM and SD Modules and much more. With each topic building upon others, you are quickly able to utilize the R/3 functionality in a meaningful and productive manner. All this, as the book zips through the material and doesn't blather on or repeat points made earlier. A definitive informative guide that will help you make good on your company's sizable investment - no doubt, every aspect is worth the price of the entire book.

"The objective of this book is to examine issues and promote research initiatives in the area of effectiveness in e-government by suggesting integrated e-business models for government solutions, through citizen-centric service oriented methodologies and processes"--Provided by publisher.

We all know that one size doesn't really fit all. As a developer or consultant, you know that in a similar way, the SAP standard doesn't always fit a business the way you need it to. Instead of working with an ill-fitting system, this book will teach you when to develop custom enhancements, when and how to use them, and how to decide which custom enhancements are appropriate for a specific situation. You'll explore real-world scenarios that will help you understand enhancements, and be able to tailor Sales and Distribution in SAP to fit unique business requirements in no time!

"Looking for the tools to boost your sales sky high? With this comprehensive guide, you'll learn to implement, configure, and use SAP 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 Sales Cloud"--

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!

Now, you might be wondering why someone would write yet another book on SAP. Well, when I looked at the market, and read through the Plant Maintenance book, I realized there was a gap in the material. There was very little material that talked about Service Management. While there is a lot of overlap between SM and PM, there is a lot of additional integration that happens between sales and distribution that isn't really covered in any of the books I've found. This book is both how to

manual and a reference guide. The idea is that the initial sections of the book will provide you with a quick start guide to implementing service management. Then I provide a walk through to see how the process will look for the user, and finally all the individual pieces of configuration that make up the process. It will guide you through the configuration in all of the following areas: \* Service Orders\* Service Notifications\* Repair Sales Orders\* Technical Objects\* as well as the all the integrations points within those areas. It even includes bonus material for dealing with third party service. This is THE comprehensive guide to SAP Service Management configuration.

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 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 - In-process 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.

\* 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.

This book presents the peer-reviewed proceedings of the 2nd International Conference on Computational and Bioengineering (CBE 2020) jointly organized in virtual mode by the Department of Computer Science and the Department of BioScience & Sericulture, Sri Padmavati Mahila Visvavidyalayam (Women's University), Tirupati, Andhra Pradesh, India, during 4-5 December 2020. The book includes the latest research on advanced computational methodologies such as artificial intelligence, data mining and data warehousing, cloud computing, computational intelligence, soft computing, image processing, Internet of things, cognitive computing, wireless networks, social networks, big data analytics, machine learning, network security, computer networks and communications, bioinformatics, biocomputing/biometrics, computational biology, biomaterials, bioengineering, and medical and biomedical informatics.

Customize your SD project to meet your unique sales setup From quotations and sales orders to shipping and outbound delivery documents, learn how to align an SAP ERP Sales and Distribution implementation with the critical processes that help each business thrive. Get configuration guidance for sales, billing and credit management, distribution, and more. Up to date for EHP 7, this second edition teaches the ins and outs of SD customization and use. Master Data Setup Learn how to customize master data for customers, materials, and batches, and how to maintain this data in a functional implementation after go-live. Key SD Functionality From sales and pricing to billing and beyond, learn how to configure a system to get the most out of critical SD functionality like returns processing, product delivery, and route determination. Highlights: Organizational structure Master data Sales Pricing Credit management Picking and packing Delivery Billing Reporting and analysis with SAP HANA

\* 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.

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.

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