INECOM

SAP® Business One

Product Data Sheet for Advanced Distribution System

The Advanced Distribution module manages Geo Hierarchy, Product Hierarchy and Sales Organization Hierarchy. It creates Sales Targets by Product Category and Geography and generates Sales Performance and Overdue Invoices reports by Sales person and emails them automatically using Inecom's Auto Emailer software.

Overview of Features

1. Create Geo Hierarchy using SAP Business One Territories. Associate Customers to the lowest level of a Geo Hierarchy.

2. Create Product Hierarchy. Associate Items to the lowest level in a Product Hierarchy, i.e. Sales Product Group.

3. Create Sales Organization Hierarchy. Associate Sales Executives, Area Sales Manager, etc., all of which are in the SAP HR Master, to the different levels in the Sales Organization Hierarchy.

4. Associate the lowest level in a Sales Organization Hierarchy to Customers.

5. Create Annual Sales Planning worksheet in Excel. The sheet is generated for Sales Product Group along with previous year's actual sales quantity and value.

6. The Annual Sales Planning worksheet can be generated with pre-filled data for the year under planning based on a %age increase over current years' data.

7. Edit the Annual Planning worksheet in Excel in offline mode.

8. Upload the final Annual Planning worksheet into SAP Business One.

9. The sales value for the quantity for each Sales Product Group is computed based on a selected Sales Price List. The Advanced Distribution module computes the average sales price of the SKUs in the Sales Product Group.

10. Spread the annual target across 12 months based on SAP Distribution Scenarios.

11. Generate SKU (Item) level forecast from the forecast quantity of the Sales Product Group based on the proportion in which the Items in the Sales Product Group were sold in the previous year.

12. Generate Sales Performance Report and email to sales person automatically on the scheduled date:

Annual Plan	Actual YTD	Variance from Plan	Variance from Last Year	Current Month
Qty Value	Qty Value	Qty Value	Qty Value	Qty Value

13. Display poor performances in RED and good in GREEN and all on target in BLACK.

Reports

1.   Sales Performance Report

2.   Overdue Invoices Report

3.   Sales Analysis Report – using SAP Lumira or SAP HANA Analytics