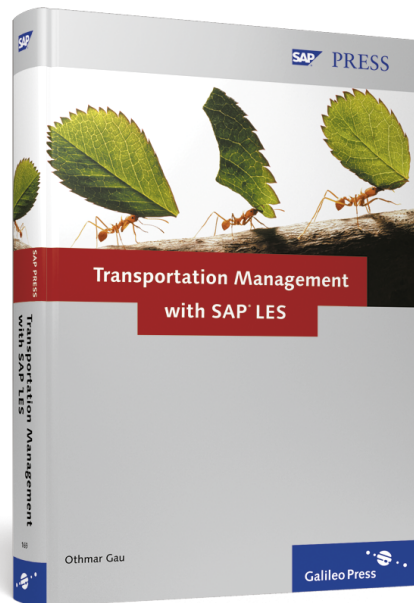


Othmar Gau

## Transportation Management with SAP® LES



  
Galileo Press

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Bonn • Boston

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*Organizational structures in the SAP system allow you to map the organization of your enterprise. In this chapter, you'll learn which structures are needed for mapping the business processes in shipping and transportation. You will also find out about other structures of upstream and downstream process steps.*

## 2 Organizational Structures in Logistics

Business application programs, regardless of whether they have been developed with SAP software or by another software company, have to map the processes in your enterprise. However, your enterprise consists of different structures, which also have to be reflected in the software used. Very often, the same processes (such as shipping) are handled differently depending on their structure. For instance, shipping to wholesalers (complete loads, cross-docking, etc.) is different from shipping to small retailers (many small delivery quantities in a single shipment).

You can find these structures in all areas of your enterprise. However, there are certain differences: the structure of the Shipping department, for example, is completely different from the structure of the Financial Accounting department. Despite this, shipping must also be reflected in financial accounting because shipping not only generates a quantity flow, but also a value flow. Ultimately, all structures in your enterprise must be coordinated so that processes can run uninterrupted from start to finish.

This chapter introduces the structures that have a direct or indirect influence on the shipping and transportation process. These include the logistic organizational structures on the one hand, and the structure in your sales organization (upstream processes) and in your warehouse (interim processes) on the other.

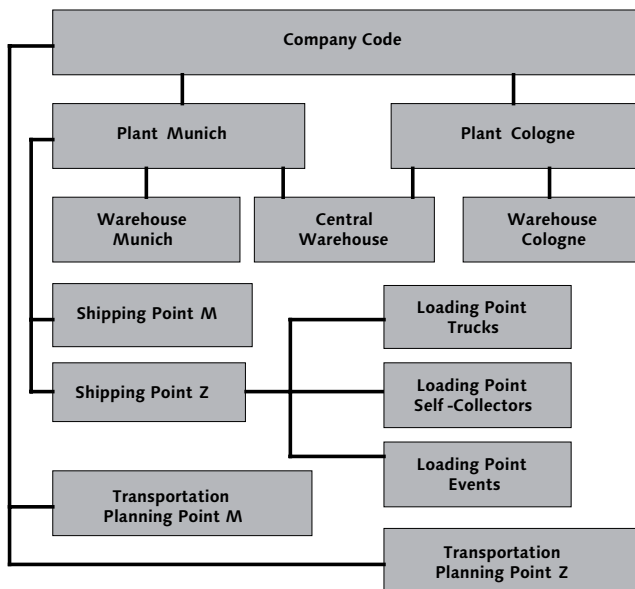
### 2.1 Logistic Organizational Structures

Each enterprise has its own specific organizational structures. In the SAP system, these have to be mapped in a *client* to optimize business processes.

The top organizational unit is the enterprise itself. As a rule of thumb, each independent accounting unit should be mapped as a *company code*. The next level below the company code is the *plant*. At plant level, for example, you keep your stocks and plan your goods. Plants can be located in different locations. However, it can also make sense to define several plants for the same location, if you produce and sell different goods in these plants. Within a plant, you often have multiple *storage locations* (such as a raw materials warehouse and a shipping warehouse).

The following organizational units characterize the physical structures in an enterprise. The *transportation planning point* is the department in your enterprise that plans and settles shipments. A transportation planning point can edit multiple *shipping points*. As the name implies, shipping points are individual places from which shipments take place. Each individual shipping point can be subdivided into *loading points*. For example, you can set up an export shipment transportation planning point (where all export shipments are planned) with two shipping points (container loading and truck loading). The truck loading shipping point can be physically distributed across two buildings, loading point bldg. 1 and loading point bldg. 2. The complete logistic structure is shown in Figure 2.1.

The following sections explain the organizational structures in detail.



**Figure 2.1** Overview of Logistic Organizational Structures

### 2.1.1 Client

A *client* is the highest hierarchy level in the SAP system. It contains the business processes of the entire enterprise. Settings made at this level affect the company codes and organizational structures. The client is not supposed to be viewed as an organizational unit of an enterprise, but rather technically as a separate area in an SAP system.

If you want to use an SAP system, you have to log in to a particular client. When logging in, you have to enter your **User Name**, your **Password**, and the **Language** you would like to work with. The language you use for logging in can also be saved as the default value in your user defaults.

Although SAP system data, such as the material master, is stored as client-independent data in a database, you can only access the data of the client you are logged in to.

### 2.1.2 Company Code

Within the SAP system, an enterprise that carries out its own independent accounting is configured as a *company code*. You can perform month-end and year-end closings at this level.

However, you never have to define a company code when processing a sales order, a delivery, or a shipment, for example. This is because you directly or indirectly assign all other organizational units to a company code. Based on the business process, the system can then determine the correct company code automatically.

Generally, the following values are assigned to the company code (see Figure 2.2):

► **Address data**

Because the company code denotes an independent enterprise, you enter the enterprise address here.

► **Currency key**

Accounting has to be carried out in the country currency. In the SAP system, this currency is also referred to as the local currency. If documents (for example, outgoing invoices) are issued in a foreign currency, this currency is converted into the local currency when the documents are entered into the accounting system.

### ► Country key

The country key specifies the country that is supposed to be considered the domestic country for business processes. All business transactions with a different country key are considered foreign business.

### ► Language key

In all documents and processes, texts are used, which can be created in multiple languages. The language key serves to find the text in the correct language (the national language).

**Change View "Company Code": Details**

Company Code: 0601  
Company name: Weizen-Brewery

Additional data: Edit address: OG01

City: Munich  
Country: DE  
Currency: EUR  
Language: DE

Name:  
Title:  
Name: Weizen-Brewery

Search terms:  
Search term 1/2:

Street address:  
Street/House number: Bavaria Avenue 2-28  
Postal Code/City: 80808 Munich  
Country: DE Germany Region: 09 Bavaria  
Time zone: CET

**Figure 2.2** Defining a Company Code

#### Technical Information About the Company Code

- Field Length: 4 places
- Path in Customizing: **Enterprise Structure • Definition • Financial Accounting • Edit, Copy, Delete, Check Company Code**
- Specific Transaction: EC01 (copy, delete, and check only)
- Table: T001

### 2.1.3 Plant

A *plant* is an operating site or a subsidiary within an enterprise. You must assign the plant to a company code, and cannot assign it to multiple company codes. At least one plant has to have the same country key as the company code. SAP

recommends generally creating a separate company code for each plant with a different country key.

In the SAP system, a plant has the following characteristics:

- ▶ Quantity-based inventory management, including distribution to storage locations
- ▶ Inventory management on a value-only basis, if the plant has been selected as the material valuation level
- ▶ Planning of stocks
- ▶ Assignment to a company code (see Figure 2.4)
- ▶ Assignment of logistic organizational units
- ▶ Assignment of a customer and supplier number, which are used for cross-plant stock transfers (see Section 4.2.1)

Similar to company codes, you have to maintain the following values for plants (see Figure 2.3):

- ▶ **Address data**  
The address of the plant.
- ▶ **Language key**  
The language key you assign to the plant.
- ▶ **Country key**  
The country key of the country in which the plant is located.

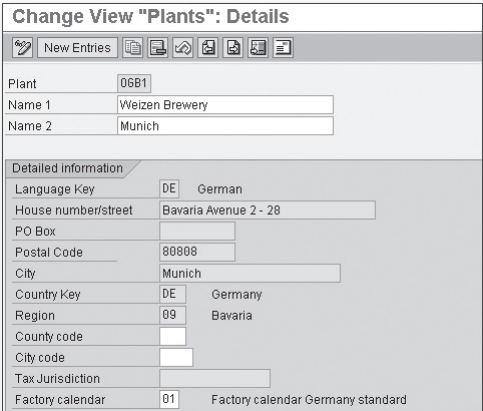


Figure 2.3 Plant Definition



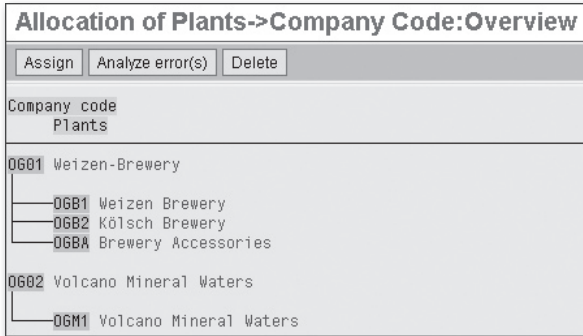


Figure 2.4 Assigning Plants to a Company Code

#### Technical Information About the Plant

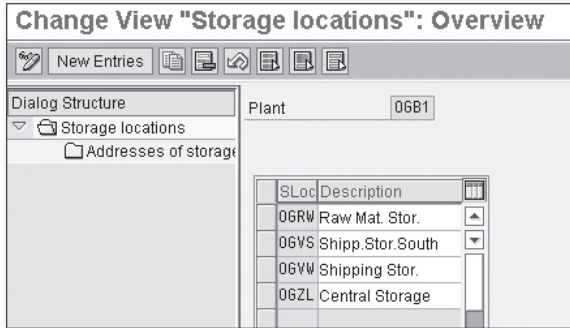
- ▶ Field Length: 4 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Logistics - General • Define, copy, delete, check plant**
- ▶ Specific Transaction: ECO2 (copy, delete, and check only)
- ▶ Table: T001W

#### Technical Information About Assigning a Plant to a Company Code

- ▶ Path in Customizing: **Enterprise Structure • Assignment • Logistics - General • Assign plant to company code**
- ▶ Specific Transaction: OX18
- ▶ Table: T001K

### 2.1.4 Storage Location

A *storage location* is the place where stocks are managed physically. In the system, you assign a plant to the storage location. A plant can have multiple storage locations, which are physically or functionally separate. Within a plant, for example, you can define a raw materials warehouse, a production warehouse, a finished goods warehouse, and a delivery warehouse (see Figure 2.5).



**Figure 2.5** Defining a Storage Location

In the SAP system, a storage location has the following characteristics:

- ▶ Stocks are managed by quantity in the storage location.
- ▶ There is no material valuation. This takes place at plant level.
- ▶ If the Warehouse Management (WM) system is activated in the SAP system, you can define the storage location as a WM-managed storage location and assign a warehouse number to it.
- ▶ Physical inventories are taken in the storage location and not at plant level.
- ▶ You can assign an address.

You can assign the storage location to a plant when you define it. A popup opens, in which you are prompted for a plant.

#### Technical Information About the Storage Location

- ▶ Field Length: 4 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Materials Management • Maintain storage location**
- ▶ Specific Transaction: OX09
- ▶ Table: T001L

### 2.1.5 Shipping Point

The *shipping point* is a logistic organizational unit that handles the entire shipping process. They are assigned to a specific shipping point when they are created, and so you can plan all deliveries that have been created for a shipping point together. In most companies, shipping points are physically separate. Different product lines (for example, car and furniture varnishes) or different customer types (for exam-

ple, deliveries to hardware stores or specialized retailers) can also be processed through different shipping points.

The shipping point is usually determined automatically when the sales order is created, but it can be entered manually as well. You can create individual loading and pick/pack times for each shipping point, which are then considered for shipment scheduling. The shipping point can be taken into account for printer determination to allow shipping documents to get printed. Reports, statistics, or worklists are selected using the shipping point. You can, for example, select deliveries waiting to be shipped from your shipping point.

As you can see in Figure 2.6, there are additional shipping point settings in the SAP system. A detailed description of these settings can be found in the sections in which the associated processes are explained in detail.

**Technical Information About the Shipping Point**

- ▶ Field Length: 4 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Logistics Execution • Define, copy, delete, check shipping point**
- ▶ Specific Transaction: EC07 (copy, delete, and check only)
- ▶ Tables: TVST and TVSTT (short names)

**Change View "Shipping Points": Details**

New Entries

Shipping Point: 06M1      Shipping Point Munich

Location

Country: DE      Departure Zone: 06DE000010

Times

Factory Calendar: 01 Factory calendar Germany standard

Working Times

Determine Times

Determine Load Time: B Route independent (Route ' ')

Det.Pick/Pack Time: C Default from shipping point

Pick/pack time wrkds: 2.00

Rounding Work Days

Form Text Names

Address Text Name: SD\_VST\_0001\_KA

Letter Header Text

Text Name Foot Lines: SD\_VST\_0001\_FU

Text Name Greeting

Text Name SDB Sender

Print Picking List

Output Type: EK00

Message Language: DE

Number of Messages: 1

Send Time: 3

Transmission Medium: 1

Subsystem

**Figure 2.6** Defining the Shipping Point with All Control Parameters

If you drill down further, you can subdivide the shipping point into individual loading points. Higher up the hierarchy you have to assign the shipping point to at least one plant. An example of this is illustrated in Figure 2.7.

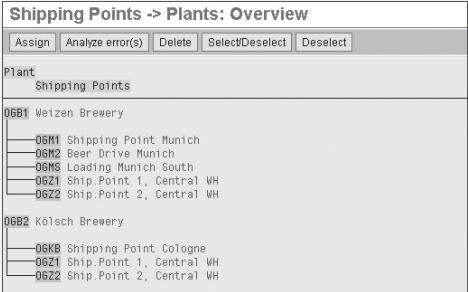


Figure 2.7 Assigning Shipping Points to Plants

**Technical Information About Assigning Shipping Points to Plants**

- ▶ Path in Customizing: **Enterprise Structure • Assignment • Logistics Execution • Assign shipping point to plant**
- ▶ Specific Transaction: OVXC
- ▶ Table: TVSWZ

### 2.1.6 Loading Point

In larger companies, where the shipping points are distributed across several buildings, it can be useful to subdivide the shipping points even further into *loading points*. One loading point, for example, could be used only for self-collectors, whereas another one could be used for regular truck loading (see Figure 2.8). The loading point, as such, is informal in the SAP system. It tells the shipping company where to collect the goods.

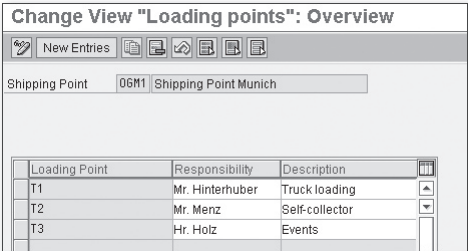


Figure 2.8 Defining Loading Points

If you need to define loading points, the system prompts you to enter the shipping point before you can enter the loading point. The loading point is therefore assigned to a shipping point. If you do not need to define loading points, you can leave it blank, and the loading point appears blank in delivery documents.

#### Technical Information About the Loading Point

- ▶ Field Length: 2 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Logistics Execution • Maintain loading point**
- ▶ Specific Transaction: –
- ▶ Tables: TVLA and TVLAT (short names)

### 2.1.7 Transportation Planning Point

The *transportation planning point* maps the Shipping Planning and Shipping Scheduling department in an enterprise. Here, deliveries are grouped together with shipments, they are planned and, if necessary, settled. Shipments are generally assigned to a transportation planning point.

The transportation planning point must be assigned to a company code (see Figure 2.9). This assignment is required when the shipment costs are calculated by the SAP system and transferred to the accounting department after the shipment has been completed.

TPPt	Description	Co...
0GKB	Cologne	0601
0GVM	Bitburg	0602
0GWB	Headquarter Munich	0601

Figure 2.9 Defining the Transportation Planning Points

#### Technical Information About the Transportation Planning Point

- ▶ Field Length: 4 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Logistics Execution • Maintain transportation planning point**
- ▶ Specific Transaction: –
- ▶ Tables: TTDS and TTDST (short names)

## 2.2 Warehouse-Related Organizational Structures

In addition to the structures that are relevant for logistics, there are other organizational structures in an enterprise that are only indirectly related to the tasks of the Shipping departments. There is rarely someone in a Shipping department who does not have to answer the following questions: "Have the goods for delivery XY already been picked?" and "Are the goods still in the warehouse?" To be able to answer these questions quickly and reliably, it is helpful if the employee knows the organizational structure of the warehouse.

If you don't use the SAP WM component, the structures described here are not needed.

WM is a retailing system used for managing stocks in individual storage bins. If WM is used in a storage location, this storage location is assigned a *warehouse number*, which corresponds to one or more storage locations. Within a warehouse number, *storage types* are maintained. A storage type describes a physical location within a warehouse. You have to define different storage types, if they are organized differently in terms of the warehouse processes. A fully automated high-rack storage area, for example, is structured differently than a simple picking area, where forklifts are used to approach the bins. Figure 2.10 provides another overview of the complete warehouse structure.

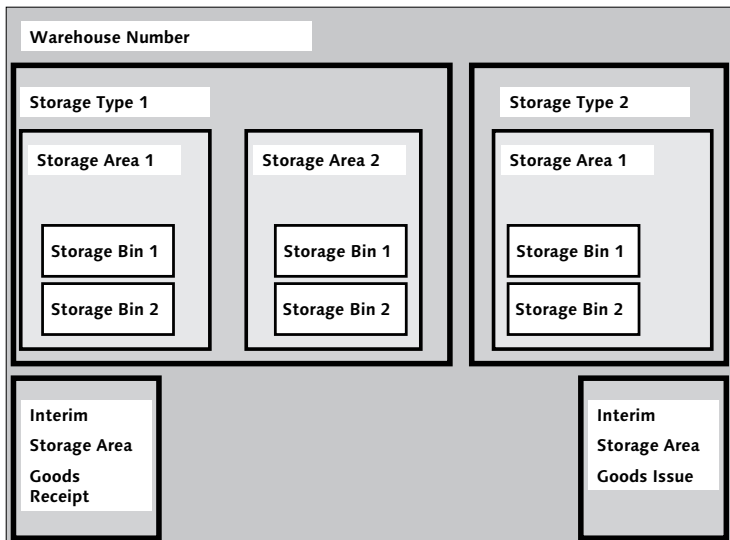


Figure 2.10 Overview of the Organizational Structure of a Warehouse

Within a storage type, *storage areas* can be defined. Structural differences of the *storage bins* (high storage bins in a rack, low storage bins), for example, can result in certain materials only being stored in certain bins (storage areas depending on pallet height). If stocks are divided even further and are managed per pallet, the term *storage units* is used in WM. This allows you to immediately see which materials are stored in the individual storage units and in which storage bin they are stored.

### 2.2.1 Warehouse Number

In WM, you define a *warehouse number* for a warehouse complex (building, site). You can group together multiple storage locations and plants to a warehouse number. The stocks at warehouse number level are only recorded by quantity.

#### Technical Information About the Warehouse Number

- ▶ Field Length: 3 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Logistics Execution • Define, copy, delete, check warehouse number**
- ▶ Specific Transaction: EC09 (copy, delete, and check only)
- ▶ Tables: T300, T300T (short names), and T320 (assigned to a storage location and plant)

### 2.2.2 Storage Type

Within a warehouse complex (= warehouse number), you will find different storage areas (high-rack storage areas, block storage areas, shipping deployment areas, picking areas, etc.), which are called *storage types* in WM. However, even identical storage areas that differ only in their organization have to be defined as separate storage types (there may be shelves in a picking area that require a capacity check at the storage bin level, whereas other shelves do not require a check).

In addition, there are interim storage areas, which can be difficult to understand, particularly if WM has only been implemented recently. Interim storage areas (see Figure 2.11) are not physical, but virtual storage bins. Even negative stocks are allowed in these areas.

Employees in Shipping departments mostly come across interim storage area 916. This is the storage type from which goods issues are posted in the standard SAP system.

#### Technical Information About the Storage Type

- ▶ Field Length: 3 places
- ▶ Path in Customizing: **Logistics Execution • Warehouse Management • Master Data • Define Storage Type**
- ▶ Specific Transaction: –
- ▶ Table: T331

The screenshot shows the SAP 'Change View Storage type definition: Overview' window. It features a toolbar with icons for search, new entries, and other functions. Below the toolbar is a table listing various storage types with columns for 'W...', 'Typ', and 'Storage type name'. A vertical scrollbar is visible on the right side of the table.

W...	Typ	Storage type name
088	004	Block Storage
088	005	Fixed Bin Storage
088	006	Hazardous Materials
088	007	Pallet Storage
088	010	High rack with ID point
088	011	ID point for st.ty.010
088	012	Block storage with SUs
088	013	Pick point for st.ty.012
088	100	Production supply
088	901	GR Area for Production
088	902	GR Area External Rcpts
088	904	Returns
088	910	GI Area General
088	911	GI Area for Cost Center
088	912	GI Area Customer Order
088	913	GI Area - Fixed Assets
088	914	GI Area Production Orders
088	915	Fixed Bin Picking Area
088	916	Shipping Area Deliveries

**Figure 2.11** Some Preconfigured Storage Types in the Standard SAP System

### 2.2.3 Storage Section

Within a storage type, there are usually storage bins with different properties. Storage bins with the same properties are combined into *storage sections*.

For example, you can combine storage bins of a certain capacity (volume or storage weight). You can also define storage sections based on the ABC classification of the materials. This means quicker access to fast-moving items (A materials), whereas slow-moving items are stored at the back of the storage section. You can also group the storage sections by hazardous materials classes or temperature sensitivity.



#### Technical Information About the Storage Section

- ▶ Field Length: 3 places
- ▶ Path in Customizing: **Logistics Execution • Warehouse Management • Master Data • Define Storage Section**
- ▶ Specific Transaction: -
- ▶ Tables: T302 and T302T (short names)

### 2.2.4 Storage Bin

In SAP WM, a *storage bin* is the physical location of the bin in the warehouse. In interim storage areas, however, you can also find dynamic storage bins.

Physical storage bins are not created using Customizing. WM transactions are used instead to create them manually. The name of a storage bin can be 10 characters long. Dynamic storage bins are created automatically by the system when goods receipts and goods issues are posted.



You want to pick and clear a delivery with delivery number 7480003600. After picking has been completed, the materials are located in storage type 916, storage bin 7480003600 in the system. The goods issue posting withdraws the material from this storage bin so that this bin becomes empty and is deleted by the system.

### 2.2.5 Storage Unit

If you also manage your stocks in the WM system with pallets or other loading equipment (wire baskets, metal containers, etc.), you have to configure *storage units* for the relevant storage types. The quantity-based stock is then managed at the storage bin, and additionally at pallet level.

These pallets are assigned a number in WM, the *storage unit number*. The number consists of ten places. To be able to identify the unit in the system, the storage unit number is assigned a *storage unit type*. The storage unit type is a three-digit key. Figure 2.12 shows the storage unit types predefined in the standard SAP system.

**Change View "Storage Unit Types": Overview**

New Entries

W...	S...	SUT description	Capacity usage SUT	UM ty...	UM type description
001	BX1	Box, small size			
001	BX2	Box, medium size			
001	BX3	Box, big size			
001	E1	Europal. height 1m		A	Small Load
001	E2	Europal. height 2m		B	Medium Load
001	GB	Wire basket		A	Small Load
001	IP	Industrial pallet		B	Medium Load
001	TK	Tank pallet 1000 L		C	Large Load

**Figure 2.12** Storage Unit Types Predefined in the Standard SAP System

#### Technical Information About the Storage Unit Type

- ▶ Field Length: 3 places
- ▶ Path in Customizing: **Logistics Execution • Warehouse Management • Strategies • Activate Storage Bin Type Determination • Definitions Storage unit type**
- ▶ Specific Transaction: OMM1 (**Storage unit type** button)
- ▶ Tables: T307 and T307T (short names)

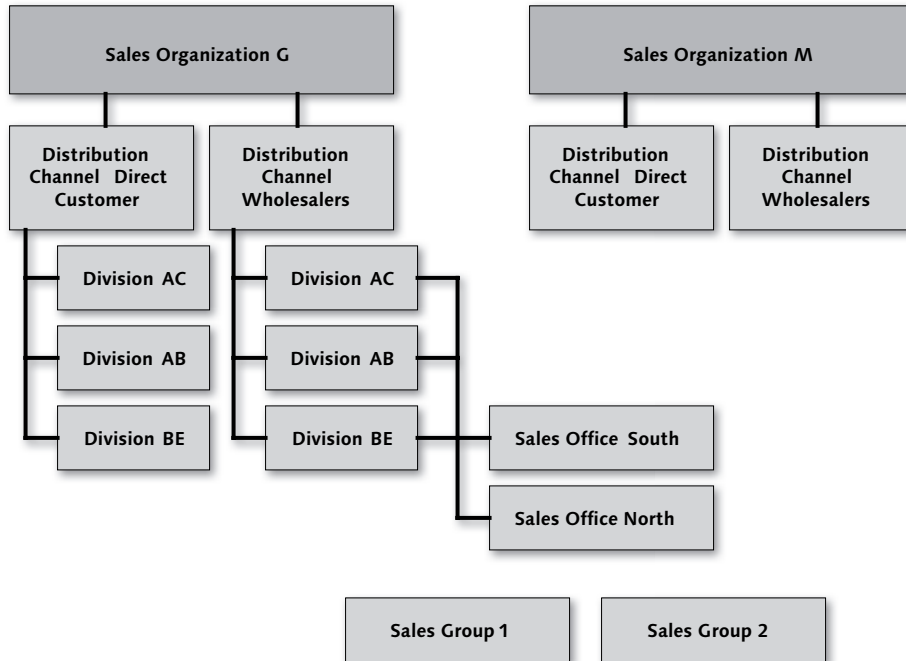
## 2.3 Organizational Structures in Sales

Deliveries in SAP Logistics Execution System (LES) are mostly based on sales orders or stock transport orders from the Purchasing department.

The structure of the Sales Order and Purchasing departments differs from the structure of the Shipping department in the SAP system. This structure is reflected in the shipping view for stock transport orders and in the header data for sales orders.

The top structure is the actual *sales organization*. An enterprise often sells different products that are processed by different organizations. Within the organization, multiple *distribution channels* can exist, which are mainly based on the customer structure (for example, processing orders with beverage wholesalers or directly with restaurants and hotels). Based on the material structure, the sales organization can be subdivided into several *divisions* (for example, alcoholic beverages and accessories). These structures are shown in Figure 2.13.

You can also structure the Sales department or the order processing physically in the SAP system. Using the *sales offices*, you can reflect the physically separate responsibilities for sales orders. Within a sales office, you can establish different *sales groups*.



**Figure 2.13** Overview of the Sales Organization

### 2.3.1 Sales Organization

The *sales organization* is the organizational unit in an enterprise responsible for the sale of certain goods. The most important features of a sales organization are:

- ▶ It contains separate material master data and customer master data.
- ▶ It belongs to a company code.
- ▶ It is assigned to at least one plant.
- ▶ It is assigned all items of a sales document (and also of a delivery note).

Even though the sales organization does not play a major role in logistic sales and distribution documents, it is helpful for the user to know about this organizational unit.

In the beverages industry, two sales organizations could be considered: One deals with the actual sales of beverages, the other is responsible for the sales and maintenance of promotional material and restaurant supplies (for example, glasses, coasters, draft beer dispensing equipment, billboards, etc.).

[Ex]

#### Technical Information About the Sales Organization

- ▶ Field Length: 4 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Sales and Distribution • Define, copy, delete, check sales organization**
- ▶ Specific Transaction: ECO4 (copy, delete, and check only)
- ▶ Tables: TVKO and TVKOT (short names), and TVKWZ (assigning to a plant)

### 2.3.2 Distribution Channel

Within a sales organization, you must define the *distribution channels*, which is based on the customer structure (for example, retail or wholesale). The most important features of a distribution channel are:

- ▶ It is assigned to one or more sales organizations.
- ▶ It is assigned to one or more plants.
- ▶ It contains separate material master data and customer master data. If the master data for each distribution channel is the same, you can also enter the data for a general distribution channel.
- ▶ At the distribution channel level, price determination can be undertaken separately.

In the beverages industry, you could define one distribution channel for the delivery to wholesalers, and another one for direct delivery to restaurants and hotels.

[Ex]

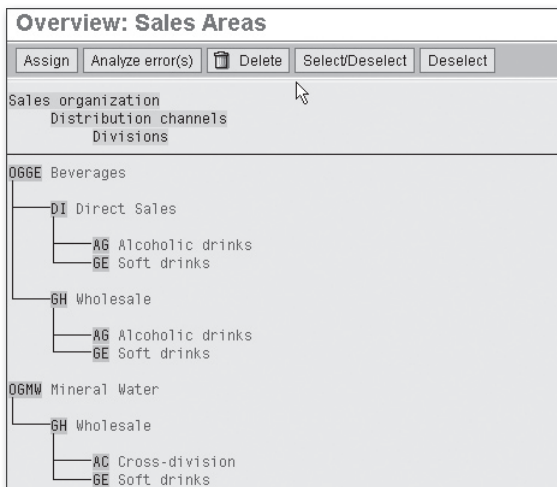
### Technical Information About the Distribution Channel

- ▶ Field Length: 2 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Sales and Distribution • Define, copy, delete, check distribution channel**
- ▶ Specific Transaction: EC05 (copy, delete, and check only)
- ▶ Tables: TVTW and TVTWT (short names), and TVKOV (assigning to the sales organization)

### 2.3.3 Division

A *division* is an organizational unit that is based on the material structure in your enterprise. Using divisions, you can define materials with the same sales orientation. In addition, a division in the material master is used to carry out the business area account assignment for logistic processes in financial accounting together with the plant. The most important features of a division are:

- ▶ It is assigned to one or more sales organizations and to one or more distribution channels (see Figure 2.14).
- ▶ The material is always assigned to a division.
- ▶ It contains separate customer master data.
- ▶ At division level, price determination can be performed separately.



**Figure 2.14** Assigning Distribution Channels and Divisions to a Sales Organization

**[Ex]**

In the beverages sales organization, you will find the three divisions: mineral water, fruit juices, and alcoholic drinks. This allows for several combinations. The mineral water division, for example, can be processed via the wholesale distribution channel or can be sold directly to restaurants and hotels.

#### Technical Information About the Division

- ▶ Field Length: 2 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Logistics - General • Define, copy, delete, check division**
- ▶ Specific Transaction: EC06 (copy, delete, and check only)
- ▶ Tables: TSPA and TSPAT (short names), and TVKOS (assigning to the sales organization)

### 2.3.4 Sales Office

You configure the organizational units in your enterprise, which are considered physically or functionally separate, as *sales offices* in the SAP system. Configuring sales offices is not mandatory. However, if you configure sales offices, you must assign each sales office to one or more sales organizations, distribution channels, and divisions (see Figure 2.15).

The sales office has no additional function in the SAP system, which would have an impact on business processes. However, you can maintain a sales office in the sales documents. This allows you to select sales documents by sales offices.

**[Ex]**

For beverage sales, you configure a sales office for northern and central Germany, and another sales office for southern Germany.

Sales Offices -> Sales Area: Overview			
<input type="button" value="Assign"/> <input type="button" value="Analyze error(s)"/> <input type="button" value="Delete"/> <input type="button" value="Select/Deselect"/> <input type="button" value="Deselect"/>			
Sales area			
Sales offices			
066E	DI	AG	Beverages
			Direct Sales
			Alcoholic drinks
—	06DN		Germany North
—	06DS		Germany South
066E	DI	BE	Beverages
			Direct Sales
			Soft drinks
—	06DS		Germany South
066E	GH	AG	Beverages
			Wholesale
			Alcoholic drinks
—	06DN		Germany North
—	06DS		Germany South

**Figure 2.15** Assigning Sales Offices to Sales Organizations/Distribution Channels/Divisions

#### Technical Information About the Sales Office

- ▶ Field Length: 4 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Sales and Distribution • Maintain sales office**
- ▶ Specific Transaction: –
- ▶ Tables: TVBUR and TVKBZ (assigning to sales organization, distribution channel, and division)

### 2.3.5 Sales Group

Organizationally, the sales office can be subdivided even further into *sales groups*. The sales groups have the same features in the SAP system as the sales offices. They are not necessarily required for the business process flow. Sales groups are assigned to the sales offices.

[Ex]

The sales office handling southern Germany is divided into three sales groups. One sales group is only in charge of the cities of Munich and Stuttgart, the other sales group looks after customers in the rest of southern Germany. The third group is responsible for deliveries for special occasions and celebrations.

#### Technical Information About the Sales Group

- ▶ Field Length: 3 places
- ▶ Path in Customizing: **Enterprise Structure • Definition • Sales and Distribution • Maintain sales group**
- ▶ Specific Transaction: –
- ▶ Tables: TVKGR and TVBVK (assigning to sales offices)

## 2.4 Summary

This chapter has provided an overview of the logistic organizational units. You now know the relevance and tasks of the individual units and how they relate to each other.

You have also learned about the organizational structures that do not directly belong to the shipping and transportation system, but are a part of the upstream processes (organizational structure of sales and distribution) and warehouse processes (organizational structure of a warehouse in WM).

The next chapter covers the master data that is required for processes in the shipping and transportation system.

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