

Sales Organization Structure

Definition

A organizational unit in Logistics that structures the company according to its sales requirements.

A sales organization is the highest summation level (after the organizational unit Client) for sales statistics with their own statistics currency.

A sales organization is responsible for selling materials and services.

The sales organization has an address.

One can assign one or more plants to one sales organization.

SAP Menu Path ☐ SPRO ☐ Enterprise Structure ☐ Definition ☐ Sales and Distribution ☐ Define, copy, delete, check sales organization



Name	
Title	Company
Name	Sales Organization for Mumbai
Search Terms	
Search term 1/2	
Street Address	
Street/House number	
Postal Code/City	
Country	IN India Region 13 Maharashtra
Time zone	INDIA
PO Box Address	
PO Box	
Postal Code	
Company postal code	
Communication	
Language	EN English
Telephone	Extension
Mobile Phone	
Fax	Extension
E-Mail	
Standard Comm.Method	
Comments	

Set Region, Country & Time Zone According to Requirement

✓ ✉ 🖨 Preview 🔒 ✕

List of Sales organization created

[illegible]

Assignment sales organization to company code

Sale organization has to assign to company code

A sales organization can assign to exactly one company code. This creates a link between the SD and FI systems.

Menu Path:

SPRO□Enterprise Structure□Assignment□Sales and Distribution□Assign sales organization to company code

[illegible]

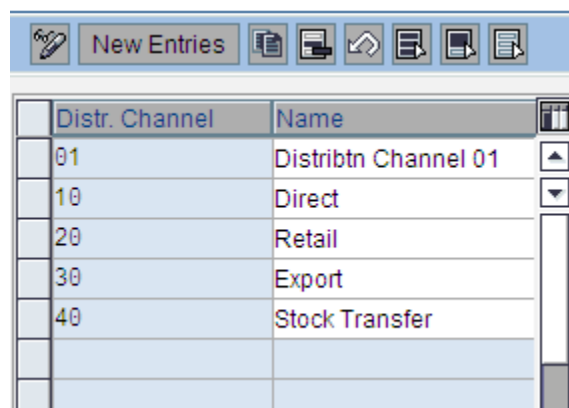
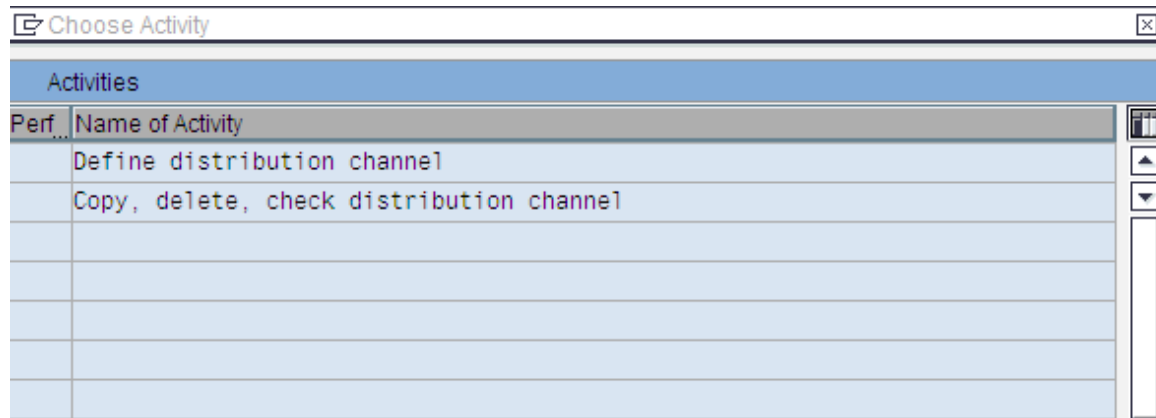
Distribution channel

Definition

Channel through which saleable materials or services reach customers

Distribution channels may wholesale, retail, and direct sales

SPRO □ Enterprise Structure □ Sales and Distribution □ Define, copy, delete, check distribution channel



Distribution channel

Assignment distribution channel to sales organization

Distribution channel has assign to sales organization

One can assign as many distribution channels as desired can belong to a sales organization

Menu Path

SPRO □ Enterprise Structure □ Assignment □ Sales and Distribution □ Assign distribution channel to sales organization

New Entries				
Assignment Sales Organization - Distribution Channel				
SOrg.	Name	DChl	Name	Status
0001	Sales Org. 001	01	Distribtn Channel 01	
0001	Sales Org. 001	10	Direct	
0001	Sales Org. 001	20	Retail	
0001	Sales Org. 001	30	Export	
0001	Sales Org. 001	40	Stock Transfer	
1100	Sales Org. Mumbai	10	Direct	
1100	Sales Org. Mumbai	20	Retail	
1100	Sales Org. Mumbai	30	Export	
1100	Sales Org. Mumbai	40	Stock Transfer	

Division

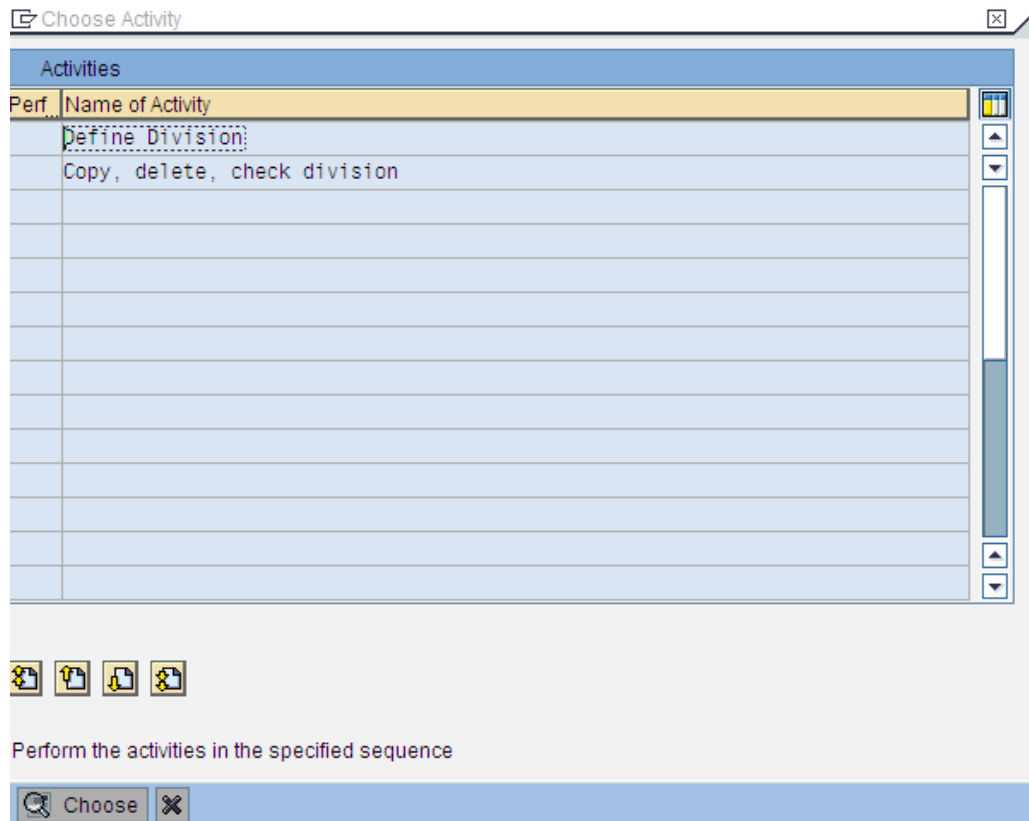
Definition

An organizational unit based on responsibility for sales or profits from saleable materials or services.

The division is one of the organizational units in Sales & Distribution and is also required for business area account assignment for logistics transactions in Financial Accounting. The business area for the material is determined via the plant and the division defined in the material master record.

Menu Path

SPRO □ Enterprise Structure □ Definition □ Logistics - General □ Define, copy, delete, check division



List of Division created

New Entries		
Division	Name	
01	Automotive	
02	Industrial	
03	Scrap	
04	Spares	

Division

Assignment division to sales organization

Any one division can belong to several sales organizations.

Menu Path: SPRO ☐ Enterprise Structure ☐ Assignment ☐ Sales and Distribution ☐
Assign division to sales organization

New Entries				
Assignment Sales Organization - Division				
SOrg.	Name	Dv	Name	Status
0001	Sales Org. 001	01	Automotive	
0001	Sales Org. 001	02	Industrial	
0001	Sales Org. 001	03	Scrap	
0001	Sales Org. 001	04	Spares	
1100	Sales Org. Mumbai	01	Automotive	
1100	Sales Org. Mumbai	02	Industrial	
1100	Sales Org. Mumbai	03	Scrap	
1100	Sales Org. Mumbai	04	Spares	
1200	Sales Org. Delhi	01	Automotive	
1200	Sales Org. Delhi	02	Industrial	

Set up sales area

Definition

A combination of sales organization, distribution channel, and division

Requirement for Set up Sales area

Below assignment required for Sales area

- ☐ Distribution channels to Sales Organization
- ☐ Division to Sales organization

Menu Path: SPRO ☐ Enterprise Structure ☐ Assignment ☐ Sales and Distribution ☐
Set up sales area

Assignment Sales Org. - Distribution Channel - Division						
SOrg.	Name	DChl	Name	Dv	Name	Status
0001	Sales Org. 001	01	Distribtn Channel 01	01	Automotive	
0001	Sales Org. 001	01	Distribtn Channel 01	02	Industrial	
0001	Sales Org. 001	01	Distribtn Channel 01	03	Scrap	
0001	Sales Org. 001	01	Distribtn Channel 01	04	Spares	
0001	Sales Org. 001	10	Direct	01	Automotive	
0001	Sales Org. 001	10	Direct	02	Industrial	
0001	Sales Org. 001	10	Direct	03	Scrap	
0001	Sales Org. 001	10	Direct	04	Spares	
0001	Sales Org. 001	20	Retail	01	Automotive	
0001	Sales Org. 001	20	Retail	02	Industrial	
0001	Sales Org. 001	20	Retail	03	Scrap	

List of sales Area crated as attached



Sales area.xls

Sales Office

Definition

An organizational unit in a geographical area of a sales organization.

A sales office has an address.

The sales office acts as a selection criterion for lists of sales documents. All items in a sales document belong to a sales office.

Menu Path: SPRO ☐ Enterprise Structure ☐ Definition ☐ Sales and Distribution ☐
Maintain sales office

New Entries		
Sales office	Created by	Description
0001	SAP	Sales Office
R101	IN03491I	Andheri
R102	IN03491I	Pimpri
R103	IN03491I	SOLAPUR
R104	IN03491I	AMRAVATI
R105	IN03491I	AURANGAE
R106	IN03491I	MALEGAON
R107	IN03491I	NAGPUR
R108	IN03491I	RATNAGIRI
R109	IN03491I	INDORE
R110	IN03491I	PANJIM

Sales Office

Assignment sales office to sales area

One can allocate as many sales offices as desired to the sales areas. Any one sales office can belong to several sales areas at the same time

Menu Path: SPRO → Enterprise Structure → Assignment → Sales and Distribution → Assign sales office to sales area

New Entries								
Assignment Sales Office - Sales Area								
SOrg.	Name	DChl	Name	Dv	Name	SOff.	Description	Status
0001	Sales Org. 001	10	Direct	03	Scrap	0001	Sales Office South	
0001	Sales Org. 001	10	Direct	04	Spares	0001	Sales Office South	
0001	Sales Org. 001	20	Retail	01	Automotive	0001	Sales Office South	
0001	Sales Org. 001	20	Retail	02	Industrial	0001	Sales Office South	
0001	Sales Org. 001	20	Retail	03	Scrap	0001	Sales Office South	
0001	Sales Org. 001	20	Retail	04	Spares	0001	Sales Office South	
0001	Sales Org. 001	30	Export	01	Automotive	0001	Sales Office South	
0001	Sales Org. 001	30	Export	02	Industrial	0001	Sales Office South	
0001	Sales Org. 001	30	Export	03	Scrap	0001	Sales Office South	
0001	Sales Org. 001	30	Export	04	Spares	0001	Sales Office South	

List of assignment as per attached



Sales office.xls

Assign sales organization - distribution channel - plant

One assigns any number of plants to a combination of sales organization and distribution channel

Menu Path: SPRO → Enterprise Structure → Assignment → Sales and Distribution → Assign sales organization - distribution channel - plant

Assignment Sales Organization/Distribution Channel - Plant						
SOrg.	Name	DChCust/Mt	Name	Plant	Name 1	Status
0001	Sales Org. 001	01	Distribtn Channel 01	0001	Werk 0001	
1100	Sales Org. Mumbai	10	Direct	M001	Pune Mfg Plant	
1100	Sales Org. Mumbai	10	Direct	M002	Nashik Mfg Plant	
1100	Sales Org. Mumbai	10	Direct	M005	Ranjangaon Mfg Plant	
1100	Sales Org. Mumbai	10	Direct	R100	PIL_Mumbai_RDC	
1100	Sales Org. Mumbai	10	Direct	R101	PIL_ANDHERI_SO	
1100	Sales Org. Mumbai	10	Direct	R102	PIL_PIMPRI_SO	
1100	Sales Org. Mumbai	10	Direct	R103	PIL_SOLAPUR_SO	
1100	Sales Org. Mumbai	10	Direct	R104	PIL_AMRAVATI_SO	
1100	Sales Org. Mumbai	10	Direct	R105	PIL_AURANGABAD_SO	
1100	Sales Org. Mumbai	10	Direct	R106	PIL_MALEGAON_SO	
1100	Sales Org. Mumbai	10	Direct	R107	PIL_NAGPUR_SO	
1100	Sales Org. Mumbai	10	Direct	R108	PIL_NAGPUR_SO	

List of Assign Sales org-Dis- Cha.-Plant



Sales Org-DC-
Plant.XLS

Credit control area -Assignment

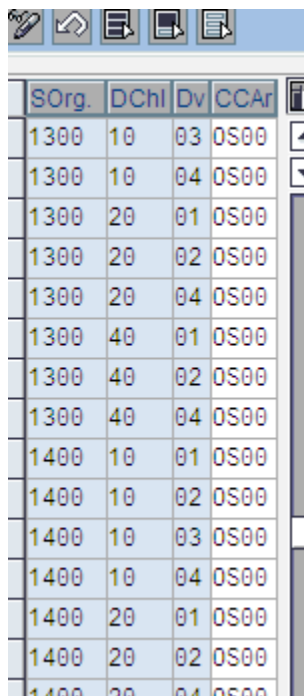
An organizational unit that represents an area responsible for granting and monitoring credit.

It is an organizational unit that specifies and checks a credit limit for customers

Above assignment required in SD for activation Credit management

Menu Path SPRO ☐Enterprise Structure☐Assignment☐Sales and
Distribution☐Assign sales area to credit control area.

For All the sales area Credit control area OS00 is assigned



The screenshot shows the SAP SPRO transaction 'Assign sales area to credit control area'. The table displays the following data:

SOrg.	DChl	Dv	CCAr
1300	10	03	OS00
1300	10	04	OS00
1300	20	01	OS00
1300	20	02	OS00
1300	20	04	OS00
1300	40	01	OS00
1300	40	02	OS00
1300	40	04	OS00
1400	10	01	OS00
1400	10	02	OS00
1400	10	03	OS00
1400	10	04	OS00
1400	20	01	OS00
1400	20	02	OS00
1400	20	04	OS00

