

Creation of a Sales Plan

Source: [KeTe98, p. 308] © SAP, adapted by Farid El Masri, adjusted by Martin Roshkev

Transfer the following verbal description into an EPC:

- a) For the creation of a sales plan, both sales and production planning need to be established. Thereafter the plant controlling department specifies the planning object (simultaneously specifying the material and the plant). Then he specifies the production planning version.
- b) Once the production planning version is specified, the plant controlling department specifies the sales quantities, which can either be entered manually, directly into the planning table, or derived from SD or CO-PA.
- c) Then the plant controlling department specifies the production quantities, which are either entered manually, or calculated with target stocks, or with stock level zero or with view to direct distribution.
- d) Once the production quantities are specified, the plant controlling department judges the capacity situation and, as a result, the production planning version is specified. If necessary, the production plan is corrected, leading finally to both the production and sales plan.







