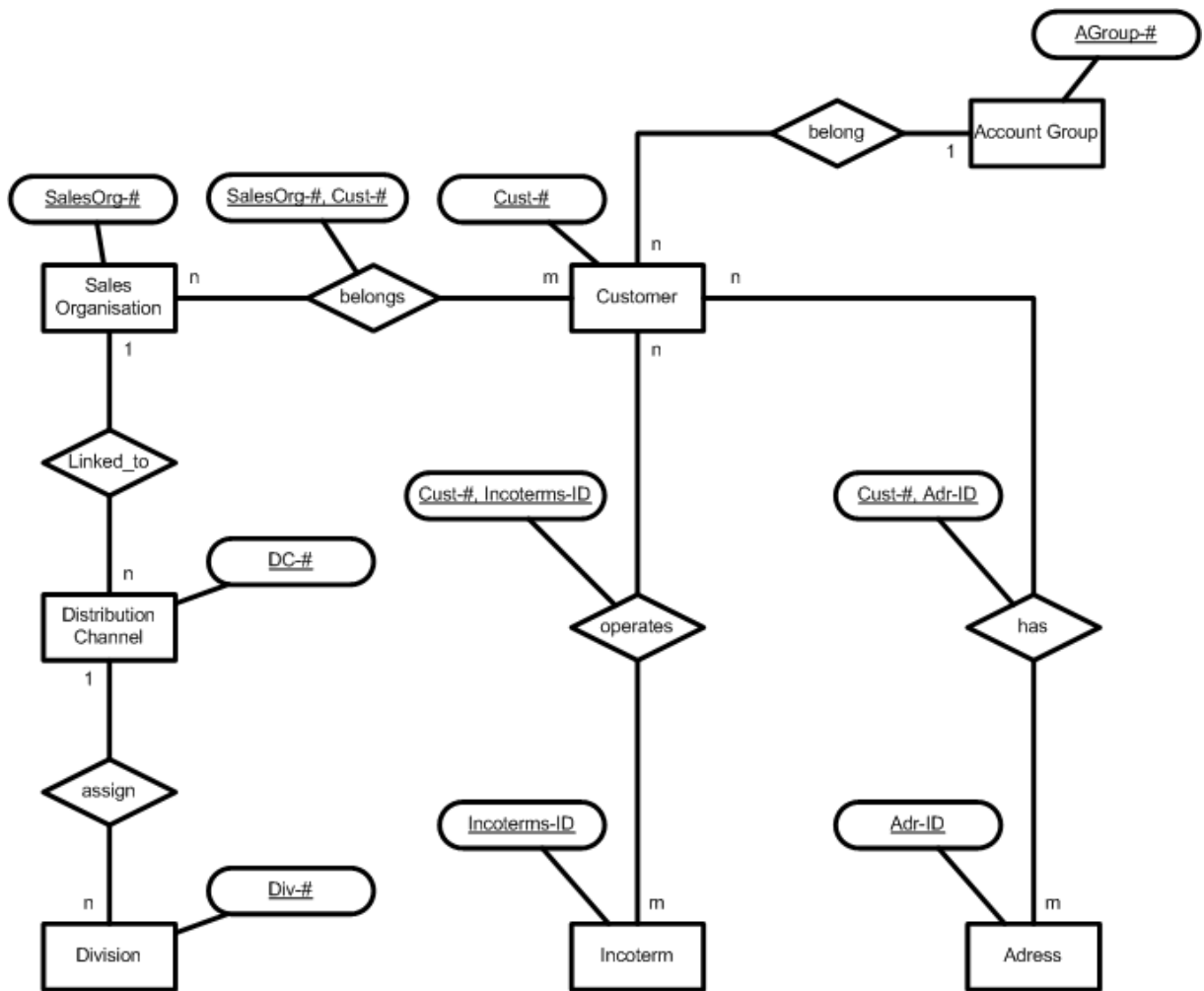


Customer Creation from a SD Perspective

Source: Designed by Farid El Masri, adjusted by Gerhard Pokorny

Transfer the following verbal description into an ERM:

- a) Customers (Cust-#) are categorized in account groups: A customer belongs to one account group (AGroup-#) only, while an account group may contain several customers.
- b) A customer may belong to several sales organisations (SalesOrg-#). Each sales organisation is linked to one or more distribution channels (DC-#). Each distribution channel is assigned to one or more divisions.
- c) Each customer has at least one address,
- d) and may operate with one or more incoterms.



Division

<u>Div-#</u>	DC-#	...

Distribuion Channel

<u>DC-#</u>	SalesOrg-#	...

belongs

<u>SalesOrg-#</u>	<u>Cust-#</u>	...

has

<u>Cust-#</u>	<u>Adr-ID</u>	...

Customer

<u>Cust-#</u>	AGroup-#	...

operates

<u>Cust-#</u>	<u>Incoterms-ID</u>	...

Sales Organisation

<u>SalesOrg-#</u>	...

Incoterm

<u>Incoterms-ID</u>	...

Account Group

<u>AGroup-#</u>	...

Address

<u>Adr-ID</u>	...