

# SAP POS Data Management and SAP Forecasting & Replenishment Connectivity and Interface Background



**Applies to:** Industry Retail. For more information, visit the [Business Process Expert homepage](#).

## Summary

This document focuses on the connection between SAP POS Data Management (SAP POS DM) and SAP Forecasting and Replenishment (SAP F&R). This combination of products is used in projects in Trade where SAP F&R is implemented because SAP F&R uses a high volume data coming from execution sites, such as stores.

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**Company:** SAP AG

**Created on:** 26 June 2008

## Authors Bio

Jessica Preker is a consultant in the Field Services Trade Hub – Global for SAP Forecasting and Replenishment, located in St. Ingbert, Germany.

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# Sap Pos Data Management And Sap Forecasting

**Wolfgang Niefert**



## **Sap Pos Data Management And Sap Forecasting:**

Supply Chain Management Based on SAP Systems Gerhard F. Knolmayer, Peter Mertens, Alexander Zeier, Jörg Thomas Dickersbach, 2009-02-11 Supply Chain Management SCM is not a buzzword like many others in management and IT it is here to stay Megatrends such as globalization and increasing specialization result in a complex division of labor at national and international levels Lean and agile supply chains have become a major management target and the interorganizational coordination of business processes has become highly relevant The complexity of today s supply chains cannot be mastered without the support of powerful information systems SAP has established itself as the market leader in this type of IT systems The book describes SCM using a pyramidal framework and relates it to the SAP SCM Solution Map Desired features of IT support for SCM are formulated and the extent to which SAP systems provide these features is shown We describe the functionalities of SAP APOTM in detail present case studies on implementing and running SAP SCMTM systems and discuss SCM aspects of the new SAP Business ByDesignTM approach *Demand Management with SAP* Christopher Foti, Jessie Chimni, 2010 The book is the first resource that managers and business leaders need to understand and effectively use SAPs demand management tools It reviews the SAP strategies and business processes of demand management while teaching how to configure the relevant SAP solutions This book will answer the question What is demand management from the SAP perspective and then explain how to use SAP APO and other key solutions to manage it effectively **Implementing Integrated Business Planning** Robert Kepczynski, Alecsandra Dimofte, Raghav Jandhyala, Ganesh Sankaran, Andrew Boyle, 2018-07-23 This book provides comprehensive guidance on leveraging SAP IBP technology to connect strategic to be understood as long term SC O tactical and operational planning into one coherent process framework presenting experience shared by practitioners in workshops customer presentations business and IT transformation projects It offers use cases and a wealth of practical tips to ensure that readers understand the challenges and advantages of IBP implementation The book starts by characterizing disconnected planning and contrasting this with key elements of a transformation project approach It explains the functional foundations and SAP Hybris Trade Promotion Planning Customer Business Planning ARIBA and S 4 integration with SAP IBP It then presents process for integrating finance in IBP Annual planning and monthly planning are taken as examples of explain Long term planning in some companies labeled as strategic The core of the book is about sales and operations planning S OP and its process steps product demand supply review integrated reconciliation and management business review illustrating all steps with use cases It describes unconstrained and constrained optimized supply planning inventory optimization shelf life planning We explain how to improve responsiveness with order based allocation planning sales order confirmation and big deal tender management coupled with simultaneous re planning of supply The book closes with a chapter on performance measurement measurement of effectiveness efficiency and adherence **Performance Management in Retail and the Consumer Goods Industry** Michael Buttkus, Ralf Eberenz, 2019-06-21 This book offers

essential insights into various management concepts for retail and consumer packaged goods companies Addressing a range of topics in the field of performance management it presents concepts for management control management reporting planning forecasting as well as digitization related aspects The contributing authors share valuable lessons learned from real world consulting projects and present innovative approaches to successful and effective management control at retail and consumer packaged goods companies

*SAP S/4HANA Supply Chain Planning and Manufacturing* Dr. Ankush Agrawal, Arijit Mitra, 2023-11-21

Discovering features and functionalities in SAP IBP and SAP S 4HANA Manufacturing KEY FEATURES Delve into the core functionalities of SAP S 4HANA for supply chain planning and manufacturing Harness the power of SAP IBP to forecast demand optimize supply and manage inventory with precision Explore the intricacies of SAP S 4HANA Manufacturing streamlining production planning execution and quality management Leverage AI and ML to enhance demand forecasting optimize schedules automate tasks and gain real time visibility DESCRIPTION Embark on a transformative journey with SAP S 4HANA Supply Chain Planning and Manufacturing your comprehensive guide to mastering the latest advancements in supply chain management Step into the world of SAP S 4HANA and conquer the complexities of demand driven planning production optimization and quality control Unlock the secrets of SAP IBP a cloud based powerhouse that empowers you to forecast demand with precision optimize supply chains seamlessly and manage inventory levels effortlessly Master the intricacies of SAP S 4HANA Manufacturing harnessing its capabilities to streamline production planning execute orders efficiently and ensure impeccable product quality Embrace the transformative power of AI and ML leveraging these cutting edge technologies to enhance demand forecasting optimize production schedules automate repetitive tasks and gain real time visibility into your supply chain operations Whether you are a seasoned supply chain professional or just starting your journey this book is your indispensable companion providing a clear and concise roadmap to success WHAT YOU WILL LEARN Master the art of demand driven planning ensuring optimal production and inventory levels Learn about the latest advancements in planning manufacturing and quality control Understand the planning journey along with SAP S 4HANA and SAP IBP Gain the knowledge and skills to become a sought after supply chain expert equipped to navigate the ever evolving landscape of supply chain management WHO THIS BOOK IS FOR This book is designed for the supply chain professionals including business users functional and technical consultants and program managers who are seeking to transform their supply chain to an integrated digital supply chain planning and manufacturing in SAP S 4HANA and IBP Prior knowledge of SAP S 4HANA and IBP is not required However a basic understanding of supply chain management principles and terminology would be beneficial TABLE OF CONTENTS 1 Exploring Planning and Manufacturing in S 4HANA 2 Uncovering Inter connected Business Process through SAP S 4HANA 3 SAP S 4HANA Planning and Manufacturing Capabilities 4 Getting Started with SAP Integrated Business Planning 5 Implementing and Configuring SAP IBP 6 Getting Started with SAP S 4HANA Manufacturing 7 Configuring SAP S 4HANA Manufacturing 8 Understanding

SAP Digital Manufacturing Cloud 9 SAP S 4HANA Advance Planning aATP and ePPDS 10 Implementing SAP S 4HANA ePPDS and aATP 11 SAP S 4HANA Advance Manufacturing Features 12 Implementation Methodologies Assessments and Tools 13 Data Integration with SAP IBP and SAP S 4HANA Manufacturing 14 AI ML Analytics and Robotic Process Automation 15 SAP Best Practices

**HPI Future SOC Lab** Meinel, Christoph, Polze, Andreas, Oswald, Gerhard, Strotmann, Rolf, Seibold, Ulrich, Schulzki, Bernard, 2015-06-03 The HPI Future SOC Lab is a cooperation of the Hasso Plattner Institut HPI and industrial partners Its mission is to enable and promote exchange and interaction between the research community and the industrial partners The HPI Future SOC Lab provides researchers with free of charge access to a complete infrastructure of state of the art hard and software This infrastructure includes components which might be too expensive for an ordinary research environment such as servers with up to 64 cores The offerings address researchers particularly from but not limited to the areas of computer science and business information systems Main areas of research include cloud computing parallelization and In Memory technologies This technical report presents results of research projects executed in 2013 Selected projects have presented their results on April 10th and September 24th 2013 at the Future SOC Lab Day events

**В поисках источников роста. Учебные кейсы на материалах российских компаний** Андрей Старков, Александр Лебедев, Даниил Муравский, Павел Волощук, Вера Ребязина, Ольга Кусраева, Александр Плигин, Ольга Мондрус, Александр Рожков, Андрей Дубовсков, Денис Климанов, 2024-04-08 Ozon MBA EMBA

Improving Forecasts with Integrated Business Planning Ganesh Sankaran, Federico Sasso, Robert Kepczynski, Alessandro Chiaraviglio, 2019-03-05 This book provides both a broad overview of the forecasting process covering technological and human aspects alike and deep insights into algorithms and platform functionalities in the IBP toolbox required to maximize forecast accuracy Rich in technical and business explanations it addresses short medium and long term forecasting processes using functionalities available in demand planning and demand sensing There are also several theoretical concepts underpinning the algorithms discussed these are explained with numerical examples to help demystify the IBP forecasting toolbox Beyond standard procedures the book also discusses custom approaches e g new segmentation criteria new outlier detection and correction methods and new methods e g the use of Markov chains for forecasting sporadic demands etc It subsequently benchmarks common practices using these innovative approaches and discusses the results As measurement is an important precondition for improvement an entire chapter is devoted to discussing process improvement and value using the Six Sigma methodology In closing the book provides several useful tips and tricks that should come in handy during project implementation

**Embedding Artificial Intelligence into ERP Software** Siar Sarferaz, 2024-05-30 This book explains how to embed artificial intelligence in digitized business processes of ERP software by solving the two related substantial challenges how can artificial intelligence be systematically integrated into ERP business processes for ease of consumption and how can artificial intelligence be made enterprise ready by covering ERP qualities like compliance lifecycle

management extensibility or scalability As a general introduction the first part of this book takes the reader through a historical journey towards intelligent ERP systems In addition reference processes and a reference architecture for ERP systems are proposed which build the foundation for the suggested subsequent solution concept including a method for operationalizing intelligence for ERP business processes Subsequently in the second part detailed concepts of embedding artificial intelligence into ERP software are proposed In this context the suggested solution architecture is depicted and specific topics are resolved like data integration model validation explainability data protection and privacy model degradation and performance In the last part an implementation framework is suggested which enables the previously introduced concepts and harmonizes the development and operations of artificial intelligent ERP applications This part concludes with case studies considering artificial intelligence scenarios of SAP S 4HANA in the areas of logistics finance and sales which apply the defined solution approach and shows its real world feasibility This book is written for professionals who want to implement as developers or exploit as business analysts or consultants or consider plan the implementation exploitation as managers of artificial intelligence in business information systems

### **Sales and Distribution with SAP®**

Gerhard Oberniedermaier,Tamara Sell-Jander,2013-11-11 Introduction 3 Logistics 15 1 1 1 Definition 15 1 1 1 Objects of logistics 16 1 1 2 Targets of logistics 17 1 2 Functions of logistics 19 1 2 1 Sales logistics 19 1 2 2 Production logistics 23 1 2 3 Procurement logistics 24 1 3 Information technological realization 25 Implementation of standard software 27 2 2 1 Situation 27 2 2 Definition 27 2 3 Attributes 27 2 4 Customizing 28 2 4 1 Parameter settings 28 2 4 2 Configuration 28 2 4 3 Individual development 28 2 5 Implementation success factors 29 2 5 1 Harmonizing of business and information strategies 29 2 5 2 Fast realization of running solutions 29 2 5 3 Concentration on Early wins 30 2 5 4 Laying upon standards 30 v 2 6 Targets of the use of standard applications 30 2 7 SAP The company and its successful software product 30 2 7 1 The product 31 2 8 Implementation of a standard user application procedure model 33 2 8 1 Organization and design 34 2 8 2 Detailing and implementation 34 2 8 3 Preparation for production 34 2 8 4 Productive Operation 35 2 9 Benefits efforts of practice by implementation of SAP R 3 35 2 10 Consequences of the implementation 37 2 10 1 Organizational effects 37 2 10 2 Implementation consequences 38 2 10 3 Further critical factors

### ***Advances in Customer Relationship Management* Daniel**

Catalan-Matamoros,2012-04-11 Customer relationship management CRM strategies have become increasingly important worldwide due to changes in expectations from customers as well as changes in the nature of markets This book puts forth a conceptualization that attempts to not only outline CRM s domain but also to reconcile the divergent perspectives found in the academic and popular literature Readers can see through measurable data containing examples how the theory is applied with great success by various real life examples This book presents innovative proven methods for determining whether a CRM strategy for changing the way a company provides service by adding new technology processes and procedures will realize the return on the investment projected It could be a great help to CRM personnel student managers and any one that

works directly or indirectly with customers      **Computerworld** ,2001-12-17 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld.com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network      *A GUIDE BOOK TO MANAGING SAP SRM SYSTEM EFFECTIVELY* Vinita Kasliwal,2018-09-04 This book comprises of 115 top consulting scenarios which you should know when you start to work in any procurement module but specifically in SRM Module in SAP I have added these easy to understand in the one page format which makes it easy to refer back Keep as a side note and should be a guide for you to help you in handling most of the scenarios in SRM As per what happens in any consulting environment the issues you actually get from your client may not be included in here but after you have read through this guide it would give you a very good base in the terms of helping you to experiment and try things out in the system directly to come closer to a resolution These are prepared based on my notes from hundreds of meetings being part of multiple projects brainstorming with my colleagues and lastly to be able to provide ongoing support to my clients to manage their procurement landscape Please note that this book focuses on building basic concepts for both Technical as well as functional people so I recommended you go through all the pages to have a good understanding of the SRM system If you have basic ABAP knowledge it would be easier if not it can be a good learning which can also be applied to other SAP modules Although this book is geared more towards SRM as a product having worked in other modules as well I also include some general SAP concepts which help you to apply the same knowledge in multiple other modules like MM PM HR and other areas SRM has a tight integration with all the above modules and hence it is important to have a good understanding so you can work effectively in a collaborative environment with other team members by knowing how the other module work rather than just passing the buck Below are the details of what the book contains Understand the basics and best practices of procurement Understand basics of SAP system in general for troubleshooting and support Added scenarios from real time case studies and client specific issues Each section is concluded with additional blog and reference links which help to understand the problem in detail Includes ABAP technical and Functional details Includes consulting scenarios Includes Audit specific information Include any relevant notes and other material Includes some of my previously written blogs Some code snippets which you can reuse if you implement the same scenarios In the last 2 chapters I also try to talk about the next step for SRM and how you can transition to Ariba or other S 4 Modules in the cloud There is also a detailed blog which I posted on SDN to help you prepare for Ariba certification      **Retail Information Systems Based on SAP Products** Jörg Becker,Wolfgang Uhr,Oliver Vering,2013-03-09 Concentration tendencies globalization increasing cost pressure and well informed customers all make up the hard competition faced by today s businesses The right products a successful market image a strong positioning between suppliers and customers efficient logistics and optimum organization structures contribute to a company s survival Achieving this goal requires flexible

information and communication systems that are fully adaptable to the specific situation Modern retail information systems are not bound by organization borders but support both business partner cooperation and electronic commerce This book presents the architecture of retail information systems as well as the functions of SAP Retail and in so doing links modern retail management with the implementation strategies based on innovative software systems *Intelligent Fashion Forecasting Systems: Models and Applications* Tsan-Ming Choi, Chi-Leung Hui, Yong Yu, 2013-11-29 Forecasting is a crucial function for companies in the fashion industry but for many real life forecasting applications in the the data patterns are notorious for being highly volatile and it is very difficult if not impossible to analytically learn about the underlying patterns As a result many traditional methods such as pure statistical models will fail to make a sound prediction Over the past decade advances in artificial intelligence and computing technologies have provided an alternative way of generating precise and accurate forecasting results for fashion businesses Despite being an important and timely topic there is currently an absence of a comprehensive reference source that provides up to date theoretical and applied research findings on the subject of intelligent fashion forecasting systems This three part handbook fulfills this need and covers materials ranging from introductory studies and technical reviews theoretical modeling research to intelligent fashion forecasting applications and analysis This book is suitable for academic researchers graduate students senior undergraduate students and practitioners who are interested in the latest research on fashion forecasting Introduction to Supply Chain Management Technologies David Frederick Ross, Frederick S. Weston, Stephen W., 2010-10-12 It is almost impossible to conceive of the concept and practical application of supply chain management SCM without linking it to the enabling power of today s information technologies Building upon the foundations of the first edition *Introduction to Supply Chain Management Technologies* Second Edition details the software toolsets and suites *SAP APO System Administration* Liane Will, 2003 The administration tasks of an APO System differ significantly from those you may be used to with your R 3 System This book introduces you to the architectural innovations of an APO System and to the distinctive features of APO Administration Get up to speed quickly on the management of liveCache a central element of APO You also learn about LCApps which put the application logic into effect and key optimization factors Performance a critical element in the successful use of APO is a major focus throughout This book is suitable for use as preparation for your APO consultant certification and the included CD contains detailed roadmaps for APO introduction and maintenance *Service Parts Planning with SAP SCMTM* Jörg Thomas Dickersbach, Michael F. Passon, 2015-04-21 This book focusses on the after sales business and presents the Service Parts Planning SPP solution which was developed by SAP in a joint effort with Caterpillar and Ford in order to address the specific planning problems of service parts The book explains the processes structures and functions of this solution and is targeted at decision makers project members and project managers who are involved in an implementation of SAP Service Parts Planning or for users who want to gain a better understanding of the state of art in spare parts planning and the SAP Service



Parts Planning software      **SAP Business ONE Implementation** Wolfgang Niefert, 2009-05-29 Bring the power of SAP Enterprise Resource Planning to your small midsize business with SAP Business ONE using this book and eBook      *Next Generation Demand Management* Charles W. Chase, 2016-08-01 A practical framework for revenue boosting supply chain management *Next Generation Demand Management* is a guidebook to next generation Demand Management with an implementation framework that improves revenue forecasts and enhances profitability This proven approach is structured around the four key catalysts of an efficient planning strategy people processes analytics and technology The discussion covers the changes in behavior skills and integrated processes that are required for proper implementation as well as the descriptive and predictive analytics tools and skills that make the process sustainable Corporate culture changes require a shift in leadership focus and this guide describes the necessary champion with the authority to drive adoption and stress accountability while focusing on customer excellence Real world examples with actual data illustrate important concepts alongside case studies highlighting best in class as well as startup approaches Reliable forecasts are the primary product of demand planning a multi step operational supply chain management process that is increasingly seen as a survival tactic in the changing marketplace This book provides a practical framework for efficient implementation and complete guidance toward the supplementary changes required to reap the full benefit Learn the key principles of demand driven planning Implement new behaviors skills and processes Adopt scalable technology and analytics capabilities Align inventory with demand and increase channel profitability Whether your company is a large multinational or an early startup your revenue predictions are only as strong as your supply chain management system Implementing a proven more structured process can be the catalyst your company needs to overcome that one lingering obstacle between forecast and goal *Next Generation Demand Management* gives you the framework for building the foundation of your growth

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