

Deliverables BC2GO-Sales

Workpackage	Description
Preperation	<ul style="list-style-type: none">• Basic considerations• Coordinate numbering for master and transaction data• Coordinate posting groups and dimensions with Financial Accounting• Make decisions on price/discount policy
Setup	<ul style="list-style-type: none">• Basic sales setup• Define number series for master and transaction data• Enter dimensions for later evaluations
Masterdata	<ul style="list-style-type: none">- Enter general information of the customer card- Assign payment and shipping information- Maintain customer prices- Maintain customer discounts- Manage different billing information- Maintain delivery addresses- Maintain Salesperson codes- Maintain contacts
Data transfer	If you plan to transfer data from another system, you will receive information on how to prepare the necessary configuration packages in order to then import the master data such as customer data with the satillite tables.
Processes	<ul style="list-style-type: none">- Process Quotations- Process Orders- Create Invoices- Process Return Orders- Process Blanket Orders- Create Credit Memos- Create Drop Shipment- Create Special Orders- Archive documents
Analysis	<ul style="list-style-type: none">- Show History- Show Ledger Entries- Use various Reports
Training	Watch various training videos to deepen the topics covered.

