msg.Variant Sales

YOUR SALES PROCESS OPTIMALLY SUPPORTED

Modern, sales-oriented companies use web-based platforms to enable customers to configure products and enter orders.

To be able to provide such solutions, correspondingly restrictive checks within the configuration and ultimately also in the pricingfindings are essential. Graphical representation is also a must, as are order-related documents that are passed on to the customer. Rules and print control must be stored in the SAP standard in a separate syntax or programming. The Pflege requires special expert knowledge. Often, however, the sales department does not have the necessary know-how. The separation of specialist knowledge and master data pflege often leads to lengthy processes that make it much more difficult to adapt master data quickly and thus unnecessarily lengthen the reaction time to market requirements.

With msg.Variant Sales, msg offers an SAP-certified tool that enables the specialist departments to Pflege the master data, significantly simplifies the structure of the configuration data and thus helps to avoid errors and unnecessary delays.

The main advantages

Data management in the department - no special expertise necessary

Acceleration of master data management

Certified solution - therefore full integrated in the SAP standard

Key features

For control functions such as „Pflichteingabe", „Merkmale herleiten", „Wertevorrat" etc., there is a decision table (ET) in each case in which the set of rules can be stored in table form. Since only table structures without their own complicated syntax need to be filled for the Pflege of the data, the set of rules can again be edited by the specialist department, which makes master data maintenance very efficient.

Price variantfindings are also made on the basis of a decision table, which also covers the determination of variant- and dimension-dependent prices. The form design can be done by the department thanks to the decision table for controlling variant printing. Depending on the characteristics, the information can be output in table form, long text or also with a picture.

In addition, msg.Variant Sales is fully integrated into the SAP standard and can therefore be used in parallel with the SAP on-board tools.

Elements of the solution

+ ET input required
+ ET Preallocate characteristics
+ ET Variant-dependent sales pricefindings
+ ET Hide characteristics
+ ET Ready for input
+ ET Deletion of characteristic values
+ ET simple formula calculation
+ ET to control variant printing
+ Excel interface for data transfer

Besides msg.Variant Analytics, the industry-neutral solution msg.Variant includes other modules and packages with which you can optimise the SAP standard:

msg.Variant Sales
Your sales process optimally supported

msg.Variant UI5 Quotation Configurator
Your digitised sales process

msg.Variant Process Optimization
CAD, 3D, e-commerce and ECM optimally integrated

msg.Variant Calculation
Calculate your variants and save time

msg S/4 Discrete Manufacturing Industries
CAD, 3D, e-commerce and ECM optimally integrated

msg.Variant SCM
Simplify your supply chain processes

Would you like to know more about our offer? We look forward to hearing from you.

Matthias Nabegger
Senior Account Manager
+43 664 80740301
matthias.nabegger@msg-plaut.com

msg Plaut Austria GmbH
Modecenterstraße 17/4/6 | 1110 Wien
msg-plaut.com
office.at@msg-plaut.com

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