

# SAP S/4 Delta SD

## CONTENT

### **SAP S/4 HANA Enterprise Management: Sales Innovations Overview Business Roles and Business Catalogs in Sales and Billing**

- Overview of Sales Roles, Sales Catalogs, and SAP Fiori for Sales

### **Simplifications in SAP S/4 HANA Sales**

- Data Model Simplifications
- Business Partner Approach

### **Best Practices in Sales Order and Contract Management**

- Sale from stock
- Billing Document Output Management
- Credit management
- Income accounting
- Settlement management: refund
- New customer return and credit memo functions
- Performance Management and Analytics in SAP S/4 HANA Sales

- Management and analysis of sales performance
- SAP Smart Business for sales order fulfillment
- Sales planning and control

## **Introduction to Leonardo**