



msg.Variant Sales

# OPTIMAL SUPPORT OF YOUR SALES PROCESS

Modern, sales-driven 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 pricing are essential.

The graphical presentation is also a must as are order-related documents that are passed on to the customer. The set of rules and print control must be stored in the SAP standard in proprietary syntax and programming. Maintenance requires special expert knowledge. The sales department often does not have the necessary know-how. The separation of specialist knowledge and master data maintenance often leads to lengthy processes that make it much more difficult to quickly adapt master data and thus unnecessarily lengthen the reaction time to market requirements.

With msg.Variant Sales, msg offers an SAP-certified tool that allows business departments to maintain master data, significantly simplifies the creation of configuration data and thus helps to avoid errors and unnecessary delays.

## The key benefits

- Data maintenance by the business department – no special knowledge required
- Accelerated master data maintenance
- Certified solution – thus fully integrated with the SAP standard

## Features

For control functions such as “Required entry”, “Derive characteristics”, “Allowed values” etc. there is a decision table in which the set of rules can be stored. As only table structures without their own complicated syntax need to be filled for data maintenance, the set of rules can be edited by the business department, which makes for highly efficient master data maintenance.

The price variant is also determined using a decision table that also covers the determination of variant-dependent and size-dependent prices. The template design can be done by the business department thanks to the decision table for controlling variant printing. Depending on the characteristic, the information can be issued in table form, as long text or with an image.

Moreover, msg.Variant Sales is fully integrated with the SAP standard and can thus be used in parallel to SAP standard tools.

## Modules of the solution

- DT required entry
- DT default characteristics
- DT variant-dependent sales price determination
- DT hiding characteristics
- DT input readiness
- DT delete characteristic values
- DT simple formula calculation
- DT for controlling variant printing
- Excel interface for data transfer



In addition to the msg.Variant Analytics, the industry-neutral solution **msg.Variant** includes further modules and packages, with which you can optimize the SAP standard:



### msg.Variant Sales

Optimal support of your sales process



### msg.Variant Calculation

Calculate your variants and save time



### msg.Variant UI5 Offer Configurator

Your digitalized sales process



### msg S/4 Discrete Manufacturing Industries

Optimal integration of CAD, 3D, e-Commerce and ECM



### msg.Variant Process Optimization

Optimal integration of CAD, 3D, e-Commerce and ECM



### msg.Variant SCM

Simplify your supply-chain processes

We are here to help. Get in touch:



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