SAP® Model Company for Core Retail

SAP Model Company for Core Retail offers a comprehensive ERP solution for retailers. Project best practices and preconfigured, retail-specific scenarios, including master data and business-process documentation, and help, enable the project to discover SAP S/4HANA®. The service addresses the full merchandising loop – from master data creation to procurement, merchandise supply, sales order management, and registry at the point of sale.

### Business Processes and Capabilities

**Master data, pricing, and promotions**
- Article master and hierarchies
- Sites and business partners
- Assortments and listings
- Valuation and retail pricing
- Promotion management

**Procurement and settlement**
- Contracts
- Requirements planning and allocation
- Purchase-order creation and return to vendor
- Invoice verification and vendor billing

**DC logistics and merchandise supply**
- Goods receipts and issues from a distribution center (DC)
- Merchandise distribution and stock transfers
- Physical inventory DC
- Replenishment run
- Supply and billing to franchise stores
- Unified demand forecast and analyzed forecast (delivery with an add-on for the SAP Customer Activity Repository)

**Sales orders**
- Standard sales order processing
- Outbound processing
- Invoices
- Returns

### Store operations
- Report on point-of-sale (POS) inbound and sales data (delivery with an add-on for SAP Customer Activity Repository)
- Use store order
- Use store reply for promotions and allocation
- Receive and transfer products
- Adjust stock and physical inventory
- Perform store walk-through
- Print labels
- Analyze basket (delivery with an add-on for SAP Customer Activity Repository)

### Cloud Analytics
- Real-time analytics on POS data in SAP Customer Activity Repository
- Sales analysis by region, channel, weekday, and intra-day
- Intraday forecast including stock and sales projections
- Live connection without data replication

### Delivery Approach

**Preconfigured solution**
- Ready-to-run appliance with applications, configuration, and sample data
- System provisioning over the SAP Cloud portfolio, your preferred cloud provider, or on premise

### When to Consider

- Implementation from scratch, upgrade to the latest innovations, or eliminate unused custom developments
- Enable and discover the solution with a show rather than a tell approach to the project
- Optimize product quality by using best practices and processes supported by SAP software

### Benefits

- Reduced costs and resource effort thanks to a preconfigured, ready-to-run solution
- Elimination of risk through proven reference-solution architecture and comprehensive process support
- Increased innovation adoption and decreased time-to-value through agile and lean principles
- Accelerated enablement and increased engagement

### Applications

- SAP S/4HANA 1909
- SAP Customer Activity Repository applications bundle 4.0
- Adobe Document Services

### Service-Scope Options

**Mandatory scope:**
- Model company activation
- Centerpiece

**Optional scope:**
- Add-on for SAP Customer Activity Repository (additional content enablement)

### Contact and Further Information

- [www.sap.com/modelcompany](http://www.sap.com/modelcompany)
- [sapmodelcompany@sap.com](mailto:sapmodelcompany@sap.com)