

Site Group Level Price Maintenance in IS Retail



Applies to:

SAP IS Retail 6.0 (release number, SP, etc.) to which this article or code sample applies. For more information, visit the [Business Process Expert homepage](#).

Summary

This document depicts about the process of Clustering stores (Store Groups) and How these store groups helps in maintaining the sales prices for stores.

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Introduction

Most of the times retailer will classify the stores based on target customers like premium stores & affordable stores etc..This classification will help in determining price strategy if the grouping has done majorly on the sales price parameter.

In Retail, these groups of stores are called as clusters. But different parameters will be used to cluster the stores

Case Study

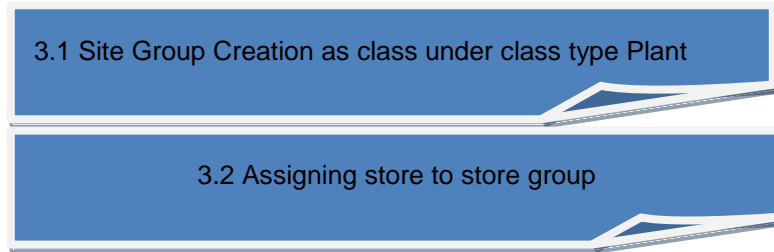
R300-Great Group Retail Inc is an US based company, pioneer in Retail business of Food Grocery, Garments & Electronics.

Retailer wants to group the stores as Premium Stores & Affordable Stores and wants to maintain different price for Premium stores compared to Affordable stores. All the Premium stores will have higher price compared to affordable price and want to substantiate this by providing more services compared to affordable stores.

Assumptions

1. Company code, Company, Sales organization and other logistics master data are already defined and assigned in the system.
2. Chart of Accounts, Fiscal year definition and other finance related master data are already defined and assigned in the system.
3. Various numbering systems for the article or Site and Competitor Mater & other master data are already available in the system.
4. Screen shots / other diagrams are depicted only to understand the process flow.
5. We will consider stores R310, R311, R314& R315.
6. Article R100018003 will be used as in price calculation.

Process Flow



Site group Creation

T code: CL01

By using CL01 we will create a class under class type 30-Plant. we will name the class as STG4-Premium Stores.

Class Edit Goto Extras Environment System Help

Class: ST64
 Class type: 030 Plant
 Change Number:
 Valid from: 14.12.2010

Validity

Basic Data Keywords Char. Texts Document

Basic Data Keywords Char. Texts

Basic data

Description: Premium Stores
 Status: Released
 Class group:
 Organizational area:
 Valid From: 14.12.2010
 Valid to: 31.12.9999

Local class

Same classification

Do not check
 Warning message
 Check with error

Authorizations

Class maintenance:
 Classification:
 Find object:

Status, valid from and valid to are main fields.

We can lock the class, set as WIP or Released.

We will save the class which is nothing but the site group. Premium store Group created as STG4.

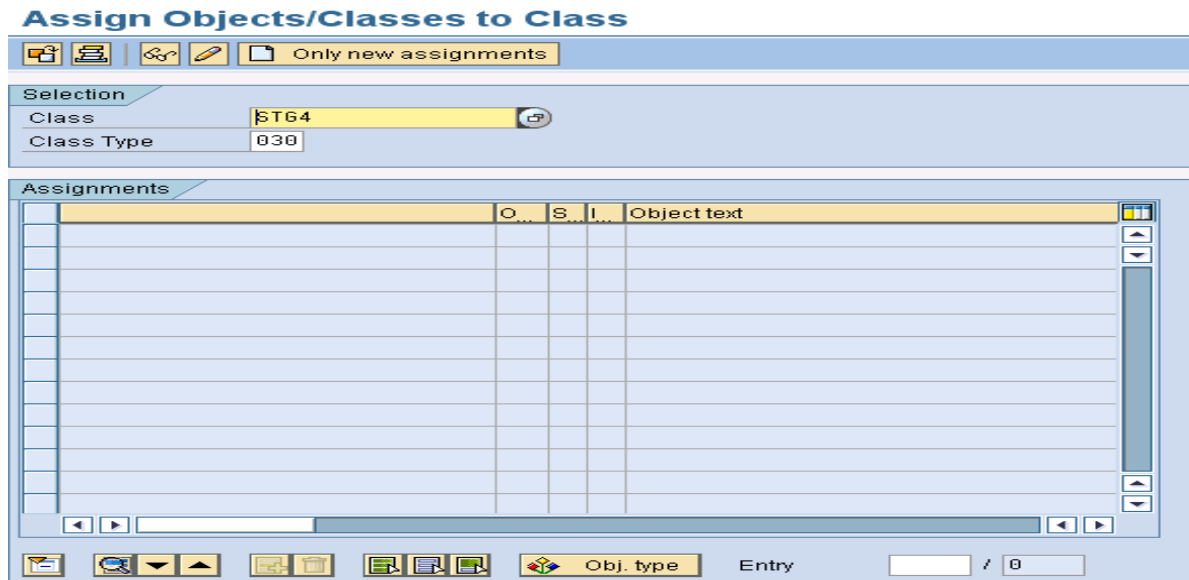
Class type 030: Class STG4 created CL01 sabbasis

Similarly we will create site group STG5-Affordable Stores.

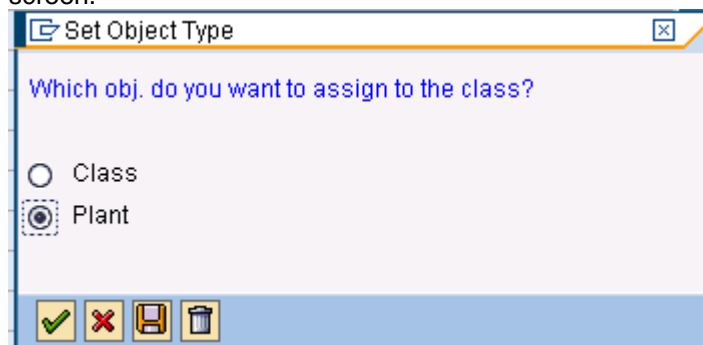
Assigning stores to Store Group

We will consider R310, R311 under premium stores, R314, R315 under Affordable Stores.

Assigning stores to store groups can be done by using T code: CL24N-Assign Objects/classes to class.



Choose only new assignment to assign stores to store group STG4. Choose plant and continue in next screen.



Enter store number in place of customer no site for assigning stores to the group.

We will assign R310, R311 for STG4 group.

Assign Objects/Classes to Class

Selection

Class: Premium Stores
 Class Type: Pint

Assignments

CustomerNoSite	Object text	Status	Icon
R310	GM Store R310	1	
R311	GM Store R311	1	

Obj. type: /

In the same way we will assign R314, R315 to STG5 group.

Assign Objects/Classes to Class

Only new assignments

Selection

Class: Affordable Stores
 Class Type: Pint

Assignments

Plant / Class	O	S	I	Object text
R314	Pla	1		GM Store R314
R315	Pla	1		GM Store R315

Obj. type: /

Till now we have created Stores groups and assigned stores to store groups.

Next we will check the use of store groups in Sales Price by maintaining sales price for article R100018003.

For Premium stores retailer wants to maintain \$150, for affordable stores \$125.

Instead of calculating sales prices by individual store wise, we will calculate by site group wise.

Price calculation Edit Goto System Help

Create Price Calculation: Initial Screen

Pricing levels

Article R100018001 to

Sales organization to

Distribution channel to

Site group ST64 to **ST65**

Site to

Price list to

Validity 14.12.2010 to 31.12.9999

We will give STG4 & STG5 in Site Group.

Create Price Calculation

Article R100018001 Ladies' blouse, linen, 36, red Scrn 1 / 1

EAN/UPC

Valid From 14.12.2010

Valid To 31.12.9999

Site Group	Un	Vendor	DCrnc	Basic PP	Local	PP (nt/nt)	Mark-up(%)	P1. MU (%)	Gross SP	Fin. pr.	Margin(gr)
<input checked="" type="checkbox"/> ST64	PC	R3003	USD	35,00	USD	35,00	210,686	150,000	108,74	108,74	67,813
<input checked="" type="checkbox"/> ST65	PC	R3003	USD	35,00	USD	35,00	210,686	150,000	108,74	108,74	67,813

For site group STG4 we will maintain final price as \$150, STG5 we will maintain sales price as \$125.

Create Price Calculation

Article R100018001 Ladies' blouse, linen, 36, red Scrn 1 / 1

EAN/UPC

Valid From 14.12.2010

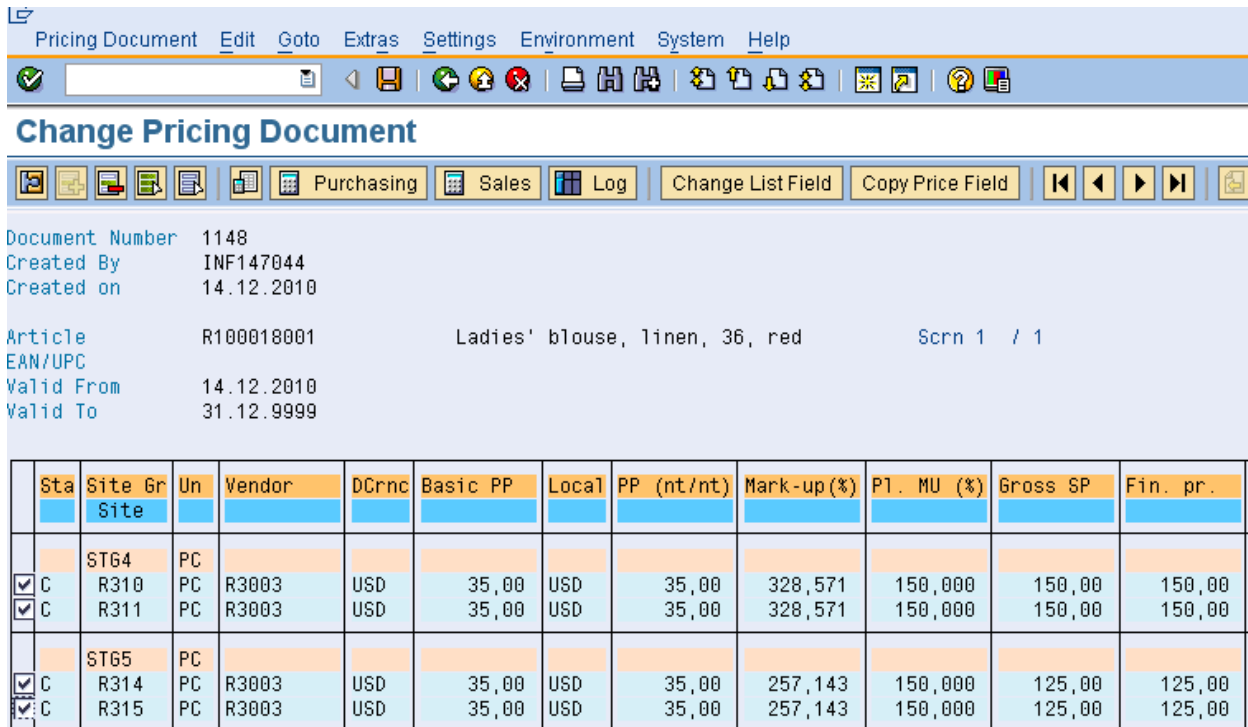
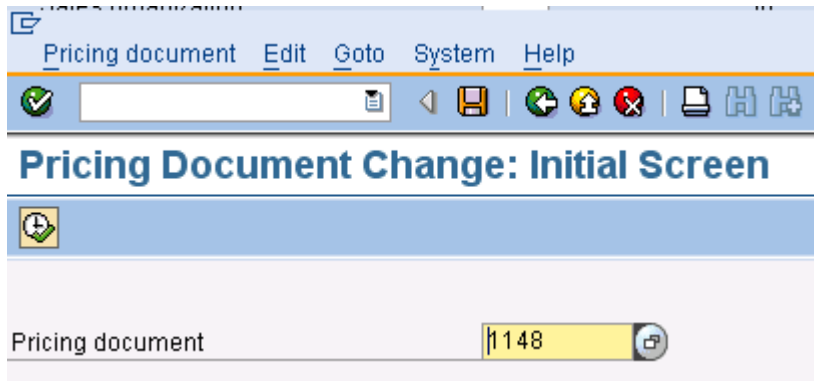
Valid To 31.12.9999

Site Group	Un	Vendor	DCrnc	Basic PP	Local	PP (nt/nt)	Mark-up(%)	P1. MU (%)	Gross SP	Fin. pr.	Margin(gr)
<input checked="" type="checkbox"/> ST64	PC	R3003	USD	35,00	USD	35,00	328,571	150,000	150,00	150,00	76,667
<input checked="" type="checkbox"/> ST65	PC	R3003	USD	35,00	USD	35,00	257,143	150,000	125,00	125,00	72,000

We will save the price calculation.

Relevant pricing document created was 1148. We will check the pricing document through VKP6.

Data saved; pricing document 1148 created VKP6 sapsbasis



We can see prices are maintained at individual site wise. So site groups helps in reducing work and managing sales prices in easy way.

Conclusion

Concept of class & class types will help in promotion, assortment planning, and allocation apart from pricing. In this document we have highlighted on Site grouping and use in pricing.

Related Content

www.help.sap.com

www.sdn.sap.com

For more information, visit the [Business Process Expert homepage](#).

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