



# **SAP SCM-APO Global Available To Promise (GATP) - Step by Step Complete Guide Part 1 - Base APO GATP: State of the Art ATP Checks in the Order-to-Cash (OTC) Business Process**

*Amrish Mathur, Piyush Ranpura*

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Global Available To Promise (GATP) using SAP SCM-APO (Advanced Planning and Optimization) tool. Often the Demand and Supply Plans are un-reliable despite Planning efforts by organizations as they lack Solid Demand Planning (DP) and Supply Planning (SNP) processes that need to be refined with changing business conditions. These Planning Business issues often Result in inability to confirm Products to Customer Orders caused by Stock in another distribution center (DC) or Stock of another Product. To buffer for such uncertainties, organizations that cannot spend efforts to improve their DP and SNP Processes short-term start to carry more 'Safety Stock' Inventory of Products in DCs and Stores resulting in reduced Profits. "ATP" or "Available To Promise" forms a very Important Part of Confirming Stock to Customer Sales Order for Finished Products (FG). ATP Check is more to do with Order 'Execution' and less of 'Planning'. GATP provides a State-of-the Art ATP Check that can Confirm Stock to Customer Orders in very Innovative ways via "Rules".

Since Customer Sales and Revenue is at the Heart of all CEOs, CFOs and hence also CIOs and Heads of Sales / Customer Service Departments of any Organization, the ATP is a very Important Part of the "Order Management" process in the Order-To-Cash (OTC) Cycle. So the ATP Process of OTC is Critical to CxOs.

Simplicity is easier to consume and anything complex is not. Even today Business Users find it complex to run APO. This book delves into the ATP options available in the OTC business process and then dives deeper into the technology of SAP SCM-APO GATP for each functionality provides a Step by Step Visual guide to make the understanding easier with the intent to make it 'Simple'.

Part-1 comprises of Base APO GATP topics - such as SCM APO and GATP Overview, Comparison of ATP in ECC and APO, GATP Configuration and then trains on the various ATP Check Methods such as Basic Product Check, Product Allocations based, Forecast based and finally the Advanced Rules Based ATP (RBA) based Check with SAP System screenshots Visually explaining each and every setup and results like no other book you have seen before. This is why it's a Complete Step by Step Guide and additional Guidance is available from Author. FREE BONUS Content on DP setup and BW Setup in APO is included. Part-2 with Advanced GATP topics of this training (Advanced RBA, MATP, CTP, Transport Scheduling in ATP and finally a automated Back Order Processing (BOP) process that is common to every OTC Process) has also been released as a separate Kindle eBook. Part-2 has Free BONUS Content of PPDS setup for CTP.

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Author was hands-on on APO since year 2000 till 2013 and has taught the Subject to Students in a 2-week Classroom courses for over 410+ students from 2008 to 2013 and has gathered In-depth hands-on knowledge on the APO Subject in DP, CIF, GATP, PPDS, GATP over the years explained in this GATP Book.

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