

Feature Scope Description | PUBLIC
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Feature Scope Description for SAP Revenue Growth Management

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1 About This Document

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2 Document History

> ⚠ Caution
>
> Make sure you have the latest version of this document. You can find the latest version at the following location: https://help.sap.com/docs/rgm.

The following table provides an overview of changes to this document.

Version	Date	Description
1.0	2024-06-30	First version
1.1	2025-08-28	Minor changes
1.2	2026-04-21	Minor changes

3 Key Features

The following table explains the key features available:

Key Feature	Use
Account Planning	You can create a container that holds all the information on what will be executed at an account in a given year.
Trade Spend Planning	You can plan promotions and long term agreements for an account.
Revenue Growth Management Administration	You can set user controls as well as tactic/execution profiles that drive financial posting granularity.

4 SAP Revenue Growth Management

SAP Revenue Growth Management is a solution for account planning as well as tracking, management, execution, and analysis of trade promotions for consumer products. It empowers sales teams and key account managers with an intuitive promotion planning tool for account plans and trade agreements. The tool provides following capabilities:

- Streamline planning, management, and approval for key account managers
- Get account profit-and-loss analytics for ROI insight and KPI tracking
- Allocate promotional investment funds and sales targets to accounts
- Plan end-to-end with finance and supply chain processes

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