

An Introduction to SAP Sales and Distribution

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An Introduction to SAP Sales and Distribution

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Preface

An Introduction to SAP Sales and Distribution is written, targeting SD end users, to give a broad idea about the sales module-specific information and about use of SAP software in relation to sales and distribution process and procedures. This is not a book intended to give complete configuration knowledge for advance levels of understanding or in-depth descriptive knowledge on each of the business topics and fields. Rather, this book will guide you about the minimum sales process that most companies follow at the end-user level. The target reader of this book is a SAP end user performing day-to-day sales and distribution activities. The user should have a valid access to the training server or demo server of SAP to process and practise as per this training document. Versions may vary as per availability. This book is written based on the ECC6 EHP 7 version.

As the name suggests, this book is basically all about the basics of SAP SD. The SAP software is vast and robust having large number of business components, business procedures, process tracking and recording solutions. But to dive into the domain of SAP is not at all that easy. Again, SAP has a number of modules, which within themselves are vast and self-contained, but many of the modules are interrelated.

When one of the authors started learning SAP SD module, he found it difficult to capture topics and terms in the training session. It took him some time to get adjusted to the screens and configurations. The trainer had begun the training by sharing his knowledge from the viewpoint of configurations. But later on, serving training sessions for company's end users and after taking training classes, the author realized that it will be easy for the users, if they first get used to the SAP day-to-day entry screens and activities along with capturing the basic use of the business process in SAP SD, and then be taken to the configuration level. With this objective only, we have put the basic configuration related information in the last chapter of this book. We understand that this book itself is not complete enough to transform a layman to a SAP SD consultant, but yes, we do believe that this book will definitely be able to give a basic idea about SAP SD and make the user understand the steps involved in any SD document process. It will also prepare the user for basic configuration so that he/she can practice SD module-specific topics easily (with the help of additional configuration training documents and books).

The main objective of this book is to give a brief and initial introduction to SAP SD modules and very basic information about the process of the SD module along with T-codes. This book itself is not a complete solution but will show how to process an SD document step-by-step. In the market, there are numerous of SD module-specific books which might be complete in all respects but this book is written to make the end user understand the steps easily. This book has a very brief descriptive information about the topics because when users are processing any document, and if they want to understand or know about SAP-specific definitions and meanings, they can easily press F1 on their keyboard for help and the help details will be displayed.

Further, in this book, we have defined a demo company code with all its related configurations completely to show different objects of SD module. The readers of this book will find the process and steps of configurations in the last chapter. Now, if they want to practice without getting involved with the configurations initially, they can use a demo enterprise structure like company code–1000, sales organisation–1000, plant–1000, cost center–1000, purchase organization–1000. We request the reader to use this structure just because in the demo version of SAP software, we have 800 clients for practice purpose and 1000 company codes with all their objectives provided with complete configuration. Users can also practice using the 0001 company code with the same structure of 0001.

The book comes with a web-supplement which comprises of a wealth of resources for the readers. All these resources can be accessed from the Online Learning Center (OLC) at <http://highered.mheducation.com/sites/933922079X>

Sandip Rakshit
Abhinav Kumar Sinha

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Sandip Rakshit

First and foremost, I would like to thank my wife, Lipika, for always standing beside me like a rock and encouraging me to write this book. I also have to accept that when I was struggling in managing my time for book writing and for holding my SAP career strong, she took care of all my domestic responsibilities and took a little break from her career. I am humbly thankful to God for gifting us a sweet angel-like daughter (Abhilipi) and made our life complete. I also want to thank my mother, Smt. Janaki Sinha, and my father, Sri Kamal Kishore Sinha, whose best wishes and blessings are always with me as inspiration. Today, I also wish to thank the readers of my last published book *SAP MM for Beginners* for having faith in the book and responding positively.

Abhinav Kumar Sinha

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1

CHAPTER

INTRODUCTION TO SALES AND DISTRIBUTION

- ✓ Overview
- ✓ Sap history

- ✓ Components
- ✓ Sales and distribution as a module

1.1 | OVERVIEW

In this book, we will study about the importance of the Sales and Distribution module as a very important component of SAP software in view of logistics. Sales and distribution as part of logistics contains many aspects like sales, billing, goods movement, material storage, availability check, credit management, inventory and many other business functionalities. It is deeply integrated with many other modules such as finance (FI), production planning (PP), sales and distribution (SD), quality management (QM), plant maintenance (PM), warehouse management (WM) and obviously materials management (MM). In this book we will study and try to understand very basic and standard process that anyone can understand easily. This is not a part of attempt to give very elaborated and deeper level of configuration related training. This book is meant basically for end user level or entry level learners.

1.2 | SAP HISTORY

- SAP was founded in 1972 and is now a market and technology in business application software. SAP is constantly developing its area in new business environment.
- In 1979, SAP released mainframe product called R/2.
- In 1992, SAP developed the client/server application as R/3.
- SAP has been releasing new versions of SAP like 4.6, 4.7, 5, 6 and so on. Each version comes with added advantages with business process requirement fulfilment.

1.3 | COMPONENTS

Following are the components in SAP.

- Finance (FI)
- Controlling (CO)

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- Human Resources (HR)
- Product Lifecycle Management
- Production Planning (PP)
- Quality Management (QM)
- Supply Chain Management
- Warehouses Management (WM)
- Plant Maintenance (PM)
- Materials Management (MM)
- Sales and Distribution (SD)
- Project System (PS)
- Logistics Information System (LIS)

SD is a part of Logistics Functionalities. Apart from above mentioned following are also sub modules.

- Batch Management
- Unit Management
- Variant Configuration
- Engineering Change Management
- Environment, Health and Safety (EHS)

These are important as per individual process requirements.

1.4 | SALES AND DISTRIBUTION AS A MODULE

Sales and distribution itself is a vast module having its own domain covering all sales transactions and its related functions. It covers main areas and processes like inquiry from customer, quotation, sales order entry with reference to customer's purchase order, picking and packing process, outbound delivery creation for the material being despatched, invoice creation for the material or goods sold, all contract related functions, credit limit managements, logistics processes and so on. Apart from these all sales related MIS can be created through SD module. There are a number of standard reports which completely fulfil basic and standard needs of any sales related reporting. The SD module also deeply integrates with materials management module in such a way that any sales order created in SD module retriggers material requirements in the MM module and PP module. Different shipping instructions can be mapped and managed in SD module. Different pricing combinations can be managed in the module as per specific requirements. Availability check of the material can be made automatic. Minimum and maximum price limits, condition exclusion, batch determination, variant of material based differentiated material are part of the module.

2

CHAPTER

ORGANIZATIONAL STRUCTURE

- ✓ Organizational levels
- ✓ Client
- ✓ Company code
- ✓ Plant
- ✓ Purchase organization
- ✓ Purchase group
- ✓ Storage locations
- ✓ Sales and distribution (SD)
- ✓ Organizational structure

- ✓ Sales organization
- ✓ Distribution channel
- ✓ Sales division
- ✓ SAP easy access
- ✓ Command bar
- ✓ New session
- ✓ Add favourites
- ✓ Basic configuration environment
- ✓ SAP implementation guide (SAP IMG)

Organizational structure means the structural mapping of the company through the view point of SAP system. In the standard SAP system, it remains as a similar structure with little bit of difference as per requirement of the individual company.

2.1 | ORGANIZATIONAL LEVELS

In SAP R/3, the organizational structure may be structured as follows.

2.2 | CLIENT

A client is a group of companies or a business entity as a normal meaning, but in SAP a client is a portion of the database having unique master data and transaction data along with specific set of configuration settings.

2.3 | COMPANY CODE

Company code is an organizational level which has an independent accounting unit within a client. Each company code has its own balance sheet, profit and loss statement based on which separate set of financial reporting and analysis can be drawn.

Example: A single company within a group of companies.

2.4 | PLANT

A plant is an operational unit. The definition of a plant may vary depending upon the functionality. It may mean a place where production process is done or factory or office. Material valuation is done at the plant level.

2.5 | PURCHASE ORGANIZATION

This is a unit responsible for procuring materials.

2.6 | PURCHASING GROUP

Day-to-day purchase activity is done by purchase groups. It may be one person or a group.

2.7 | STORAGE LOCATIONS

Storage location is a place where stock is kept physically or virtually within a plant or plant area.

2.8 | SALES AND DISTRIBUTION (SD)

In SAP, SD is a module in which all the transactions related to sales process are captured and managed in details in relation to customers.

When any material or product is sold to any customer or is sent to any business partner, then all related transactions are captured and stored in SD module. Sales process will start only after basic master data is created and stored in the SAP system or database. Once saved, the same master data or transaction data may be used in other modules or as per requirement.

In SAP system, there are several structures which are based on legal and organizational structure of company. You can structure your organization in SAP as per specific module in use like MM, SD, FI, CO, HR, etc.

2.9 | ORGANIZATIONAL STRUCTURE

Organizational structure is defined and assigned in enterprise structure while customizing the SAP system as per company's need.

Organizational structure of SD module is small. It can be seen in the below mentioned structure.

Client					
Company Code 1000		Company Code 2000		Company Code 3000	
Sales Organization 1000		Sales Organization 2000		Sales Organization 3000	
Distribution channel 10	Distribution channel 20	Distribution channel 10	Distribution channel 20	Distribution channel 30	Distribution channel 40
Division 10	Division 20	Division 10	Division 20	Division 10	Division 20

2.10 | SALES ORGANIZATION

Sales organization is an organizational unit which controls and is responsible for sales and distribution of goods and services. Each business transaction in SD module is controlled by sales organization.

2.11 | SALES DISTRIBUTION CHANNEL

Distribution channel means the medium of sales through which material or goods are sold or supplied to the customer or business partner. For example, domestic sales, export, retail, wholesale, etc.

There are other organization structures like sales office and sales group.

2.12 | SALES DIVISION

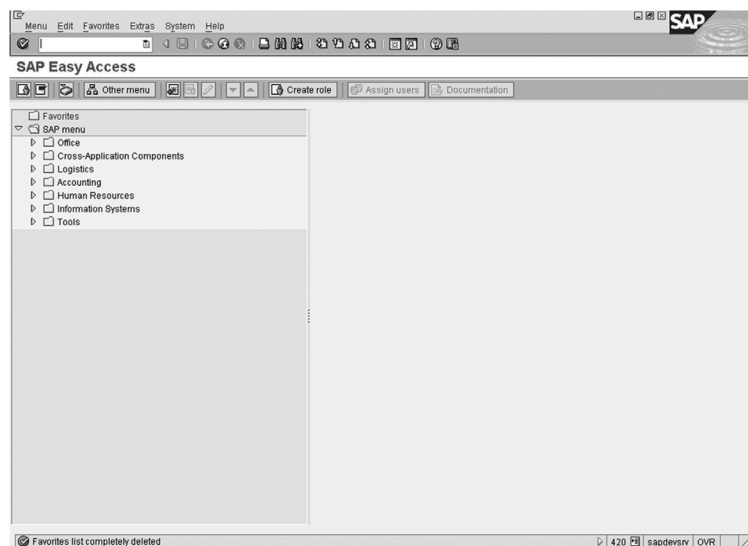
Sales division is a specific division of finished goods like steel division, aluminium division. Each division is assigned with a two digit code in SAP, which is assigned in material master and while processing any sales order, this division has a role in determining pricing and other conditions in sales order based on related configuration.

2.13 | SAP EASY ACCESS

SAP Easy Access screen is the initial screen after you log in to SAP system. The basic view will be as in the below mentioned screen shot.

If you click on the arrows on respective description, the path will be opened and you can manually reach your desired transaction.

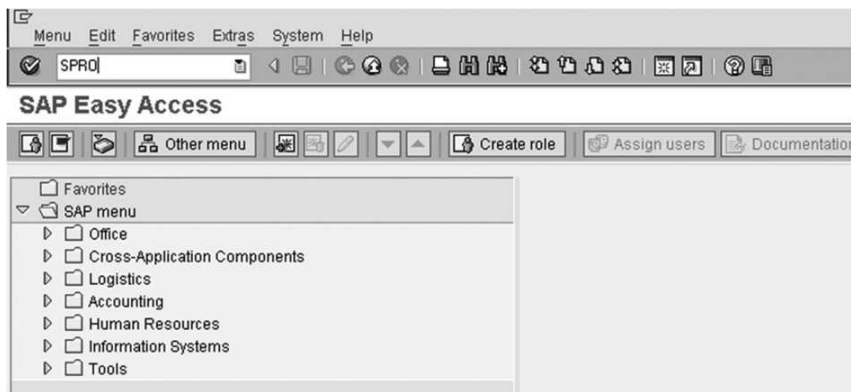
A transaction is the process or step that you do in the SAP system to create master data or record a business transaction in SAP system. A business transaction may be of any type, like payment made, payment receipt, sales process, down payment receipt, purchase down payment made, goods issue, billing, enquiry, quotation, sales order entry, picking, packing, etc.



2.14 | COMMAND BAR

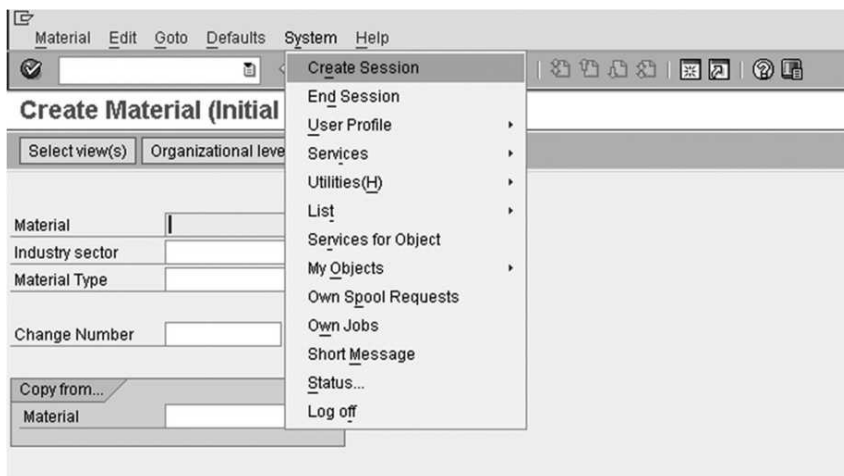


Command bar is portion of space on the SAP screen where you can enter short codes for any transaction that is called transaction codes for speedy step in to the specific screen or process. Here you can enter direct transaction code like MM01, XK01, XD01, VA01 and so on to complete the desired transaction or step. Once you type the transaction code or T-code, the system will take you to the desired T-code screen, where you will complete your process.

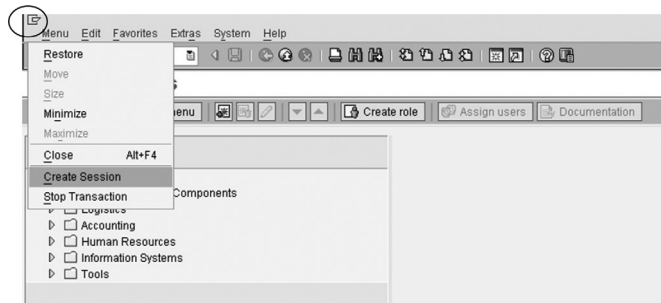


2.15 | NEW SESSION

Creating a new session while working on the existing session can be done by clicking on system menu and from the drop-down click on Create Session.

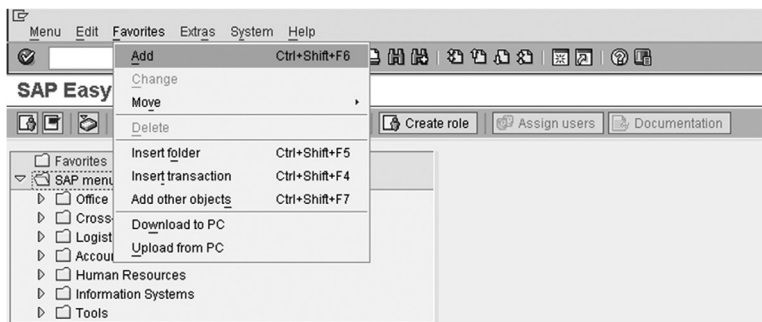


Alternatively, you can also click on the top left icon on the screen as shown in the below mentioned screen shot.

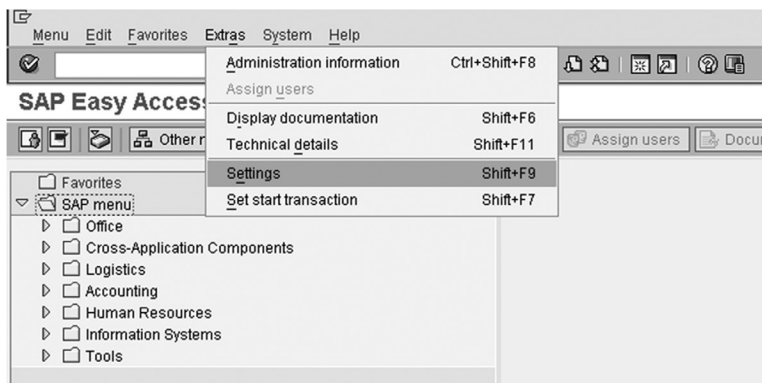


2.16 | ADD FAVOURITES

If you use some transaction or any transaction frequently and you do not have time to follow the menu path each time, then you can add those T-codes in the favourites for frequent use.

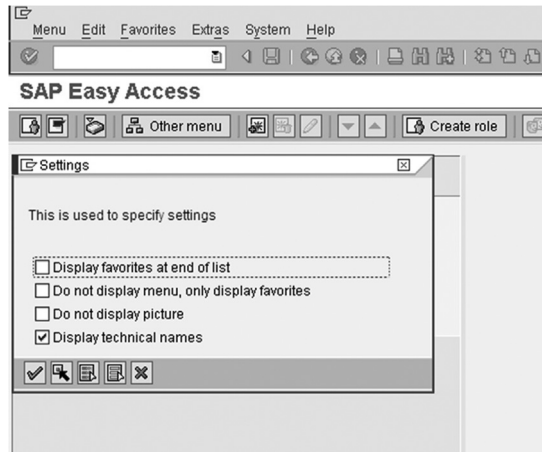


There are descriptions for specific T-code. You can make settings only to display description or you can choose to display alphanumeric T-code to display with the transaction description. For this on SAP Easy Access screen click on settings as shown in the screen.



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Then put a check in the box near display technical names option as shown in the screen shot. And confirm by pressing Enter.



2.17 | BASIC CONFIGURATION ENVIRONMENT

There are some basic configuration required for SAP SD initial practice and training. SAP provides training software for demo purpose and training and practice purpose. When this software or IDES demo software of SAP is fully installed, it has 800 clients' ID for practice purpose.

Apart from this SAP server software, there is also Graphical User Interface (GUI) software, which is needed to be installed to work with SAP.

When the GUI is installed, a logon pad will be on the desktop. You can log on by double-clicking it. A GUI interface as in the below screen will appear. As shown in the picture you can see development, production, quality mentioned. These are basically preconfigured links and descriptions to specific client or server. This configuration is done by people from systems or who help in installing the SAP Software and GUI.



You need to double-click on your desired option or description.

You can enter a specific and preconfigured client. In Demo SAP (IDES) enter 800 as client ID.

Then enter user id.

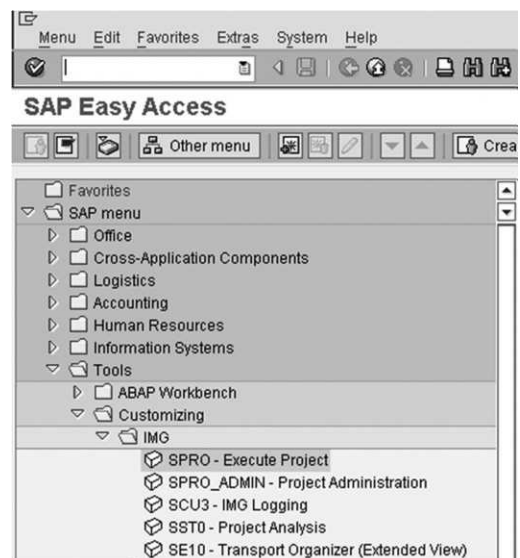
Then enter password and press Enter.

2.18 | SAP IMPLEMENTATION GUIDE (SAP IMG)

Configuring SAP as per Individual Company/Client/Business's requirement.

After installing SAP you will get a raw and blank system with a few reference data for guidance. You can now configure the SAP system as per your organization's requirement. In this process, SAP Implementation Guide (SAP IMG) is the tool through which you will be able to achieve the configuration and customization related objectives. Here you need to configure and define the organization and enterprise structure as per decided need. You have to also configure all types of setup accordingly.

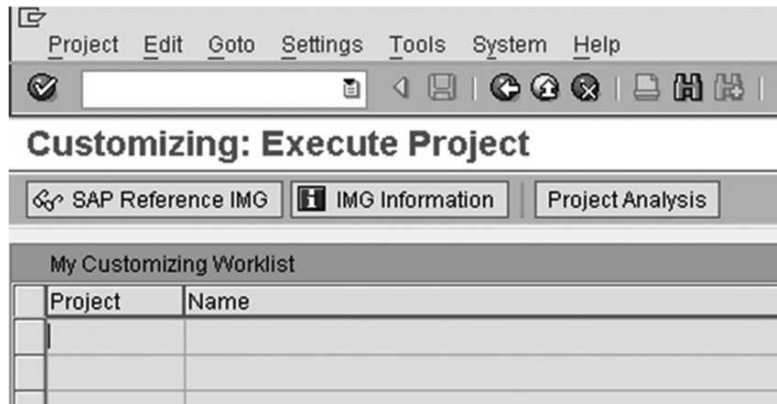
Please note: For training purpose, SAP provides an IDES system as demo version to its customers. In such demo systems there is a client 800 with pre configured settings. If you are able to get access to such training system then you will be able to make best use of this user guide book. In the preface itself we have mentioned that this guide book is purely intended to guide on the standard processes to those who have access to either training system of SAP or IDES Server online or off line.



On SAP Easy Access screen, you can follow menu path as shown in the screen.

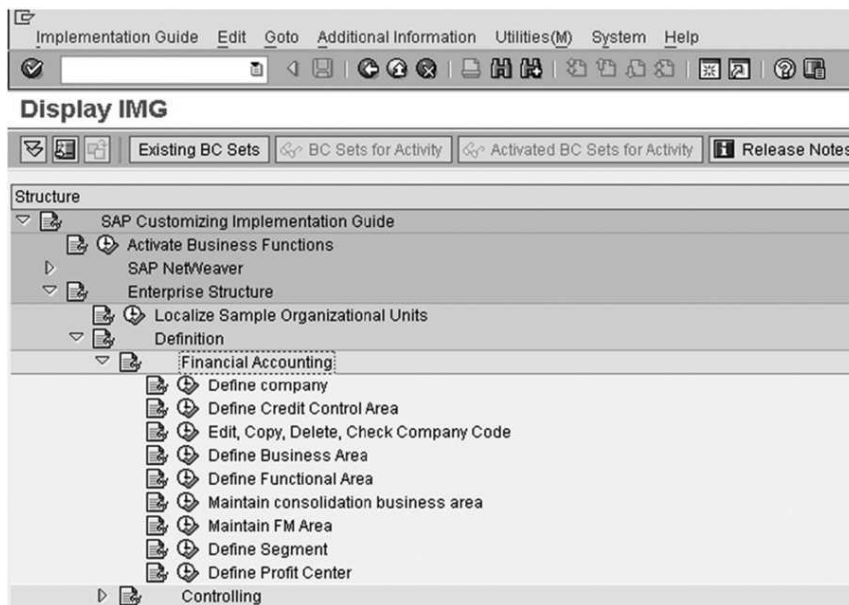
SAP Easy Access = Tools = Customizing = IMG = Execute project = SPRO

SPRO is the T-code for this objective. Double-click on it or on the command bar and enter T-code “SPRO”. Next screen will come as this screen shot.



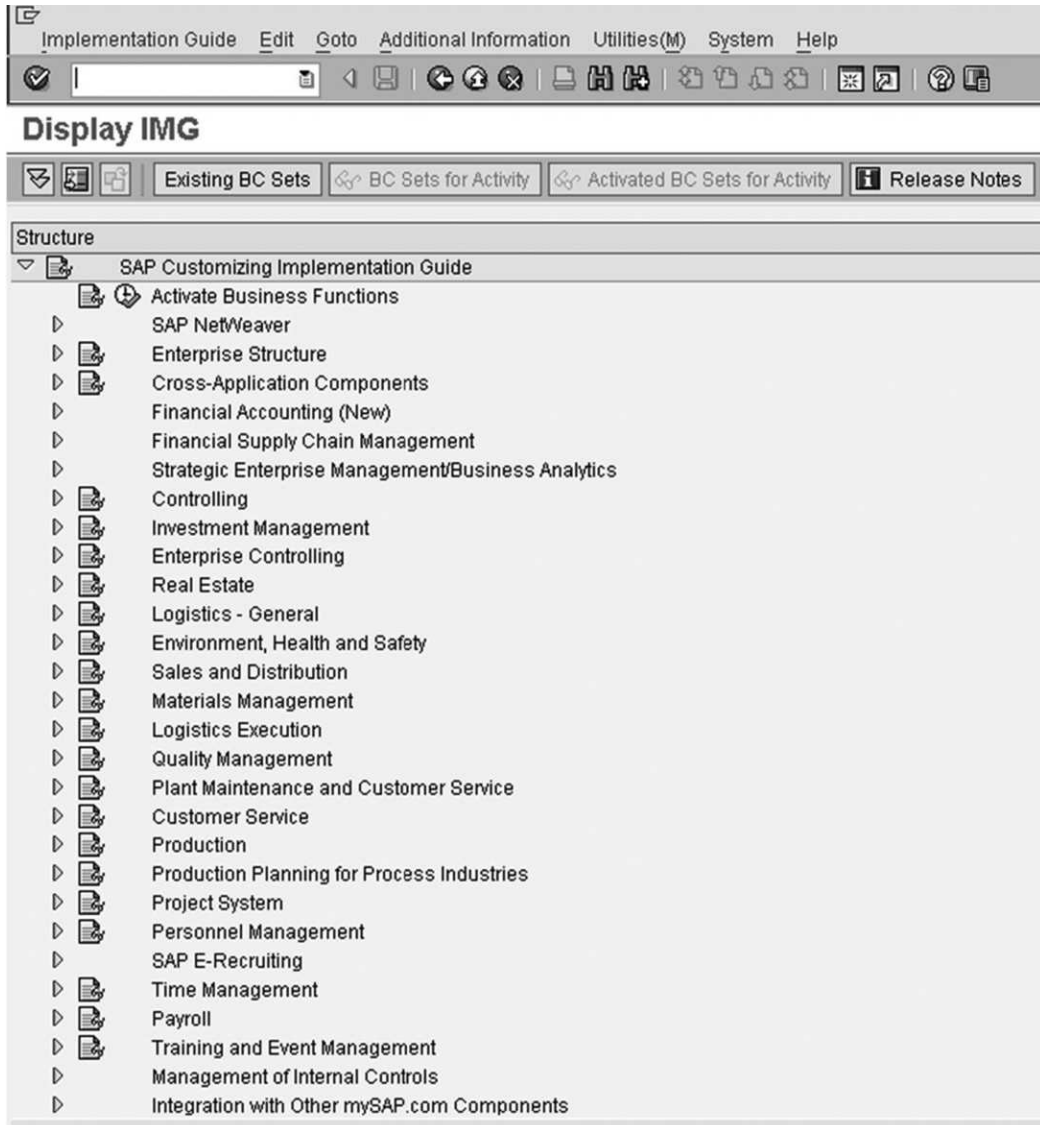
Then click on SAP Reference IMG.

A screen will come as shown in the next screen shot and by clicking on the arrow icon; you can reach the desired menu or T-code to configure the system.



Configuring system means configuring complete structuring of desired business process as per decision and mapping. You will need to 5 steps in any implementation of SAP. This is called road map of sap implementation. Five steps may in summed up as follow.

1. Project preparation,
2. Blueprint,
3. Realization,
4. Final preparation,
5. Go live and support.



Following details should be present in the SAP training system before you start.

1. Company
2. Company code

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3. Chart of accounts
4. General ledger list
5. Posting period
6. Sales organization
7. Sales distribution channel
8. Sales division
9. Sales group
10. Sales office
11. Pricing configurations
12. Automatic account determination related configurations
13. Posting periods in MM and FI

Meaning that basic configuration should be complete before starting any step in SD module. If you have access to IDES system, then in 800 client, you will be able to use 1000 company code with related pre-configured organization structure.

Questions

1. What is the example of company code?
2. What is the maximum length for company code?
3. What is the menu path to configure purchasing group?
4. What is the menu path for defining company code?
5. What is the basic organizational structure in sales and distribution?
6. What are the organizational components in sales and distribution?
7. What is SAP Easy Access?
8. What do we do in SAP Easy Access?
9. How can you create new session?
10. What are the ways to create new session?
11. How to add favourites?
12. How can you make settings to display T-codes in front of transaction descriptions in the menu path?
13. What is IDES?
14. What is SPRO?
15. What is SAP Reference IMG?

3

MATERIAL MASTER

CHAPTER

- ✓ Material master introduction
- ✓ Create material
- ✓ Initial screen
- ✓ Industry sector
- ✓ Material
- ✓ Material types
- ✓ Internal number range
- ✓ External number range
- ✓ How to create a new material
- ✓ Select views
- ✓ Organization levels
- ✓ Organization levels/profiles only on request
- ✓ Basic data 1 and basic data 2
- ✓ Base unit of measure
- ✓ Material group
- ✓ Division
- ✓ Cross-plant material status
- ✓ Gross weight
- ✓ Net weight
- ✓ Configurable material
- ✓ Sales: Sales Org. 1
- ✓ Tax data
- ✓ Minimum order quantity
- ✓ Minimum delivery quantity
- ✓ Sales: Sales Org. 2
- ✓ Account assignment group
- ✓ General item category group
- ✓ Sales: general data/plant
- ✓ Availability check
- ✓ Batch management
- ✓ Transportation group
- ✓ Route
- ✓ Loading group
- ✓ Profit centre
- ✓ Negative stocks
- ✓ Serial number profile
- ✓ Purchasing
- ✓ Purchasing group
- ✓ Plant specific material status
- ✓ GR processing time
- ✓ Post to inspection stock
- ✓ Accounting 1 view
- ✓ Valuation category
- ✓ Valuation class
- ✓ Price control
- ✓ Standard price
- ✓ Moving average price
- ✓ Price unit

3.1 | MASTER DATA INTRODUCTION

Master data is a database which is created based on basic information related to the subject. There are a number of master data. For example – material master, customer master, condition master, general ledger etc.

Material Master

Material master is a master database where all details related to a material is entered and saved. Information from this database is fetched later and used in different business process and reporting as per requirement. If any change is made in the material physically or conceptually then this change is updated in the material master. There are multiple levels in material master.

There are some details of material which are client specific and unique to the material and which does not changes from plant to plant, like description, base unit of measure, etc.

There are some plant specific details which are dependent on plant and which may be different from plant to plant, like price, price unit, planned delivery time, goods receipt time and many other details.

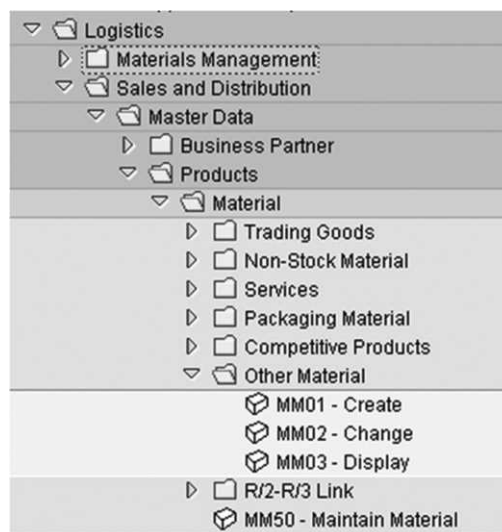
Some sales organization related data and details are made different for specific sales organization.

Material Numbering: In material master, material numbering is done in two ways. One is internal numbering and another is external numbering. Internal number means system automatically assigns a new and next open number for the material while the material master is created 1st time. External number means, when user is creating any material master manually, then user has to provide material number manually in SAP. One thing has to be noted that whether it is internal or it is external, system will pick a number for the material from the allowed number ranges. The number range may be only number or alphanumeric.

3.2 | CREATE MATERIAL

In SAP, we can create a material using T-code MM01. For change we use MM02 and for display of material we use MM03 T-code. Alternatively we can also follow menu path as given below: SAP Easy Access > Logistics > Sales and Distribution > Master Data > Products > Material > Other Material > Create > MM01.

Below mentioned screen shot will describe this in detail.



3.2.1 Initial Screen

On double clicking it, the screen will come up as shown below which is called initial screen for material creation. In this screen, you need to enter details as per your requirement.

Create Material (Initial Screen)

Select view(s) | Organizational levels | Data

Material

Industry sector

Material Type

Change Number

Copy from...

Material

3.3 | MATERIAL

Material is an alphanumeric key to identify the specific material. These material codes are of two types: internal number and external numbers. While doing implementation and later on making configurations, it may be decided whether these numbers will be generated automatically by the system one by one or will it be entered by the user manually as per the material and its description known to the user. Material field is a field which is determined by the material type. The material number in this field will be left blank while creating a new material because if material number range is internal then material number is automatically generated by the system after saving the newly created material. If material number is coming from external number range, then you or user has to enter numeric or alpha numeric number material for the material in this field manually while creating a new material.

3.4 | INDUSTRY SECTOR

Industry sector is the sector of the company. You can select it from drop-down.

Material

Industry sector

Material Type

Change Num

Copy from...

Material

1 Retail

A Plant engin./construction

C Chemical industry

M Manaksia Industry sector

P Pharmaceuticals

3.5 | MATERIAL TYPES

Material types are a group of materials with same type and format or business process. Like raw material, finished material, spare parts, foods, trading material and so on.

Material	
Industry sector	
Material Type	
Change	ERSB Spare Parts FERT Finished Product FGTR Beverages FHMI Production Resource/Tool Copy FOOD Foods (excl. perishables) FRIP Perishables Mate HALB Semifinished Product HAWA Trading Goods HERS Manufacturer Part HIBE Operating supplies

This material type controls the following features:

- Number range of the material
- Number range type – whether internal number or external number
- Screen layout inside the material
- Screens for data entry
- Screen sequence
- Department-specific data fields etc.

In the system, it is already decided and pre-entered the number range for the specific material type. All the new number for the material type will be picked up one by one from the allowed number range.

3.6 | INTERNAL NUMBER RANGE

Internal number range is the range of number which is already entered in the system for the object like material.

Example:

- 100001 – 109999 for Raw material
- 200001 – 209999 for Finished material
- 300001 – 309999 for Tools and spare parts material

3.7 | EXTERNAL NUMBER RANGE

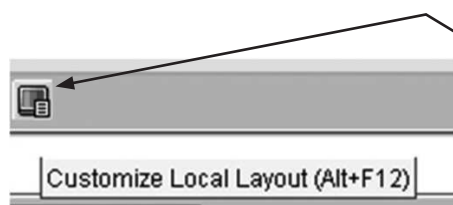
In case of external number range, a range of alphanumeric range is entered so that user can input any number from the alphabetical order combined with numbers and digits.

3.8 | HOW TO DISPLAY SHORT CODE FOR MATERIAL TYPE

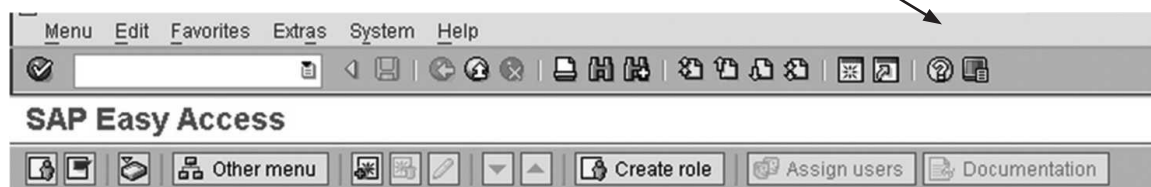
Enter industry sector from drop-down list.

Select material type from drop-down list as we have selected FERT or finished material. There may be a screen where FERT will not be displayed as material type codes. In that case, you have to activate drop-down option as shown in the process below.

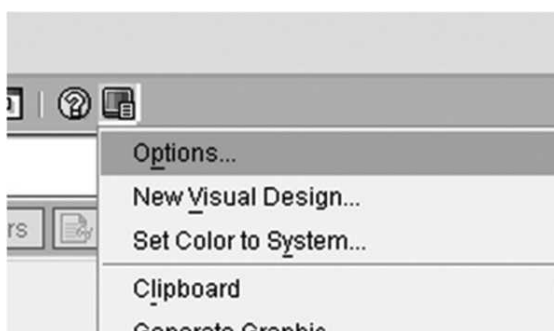
On the SAP screen click here.



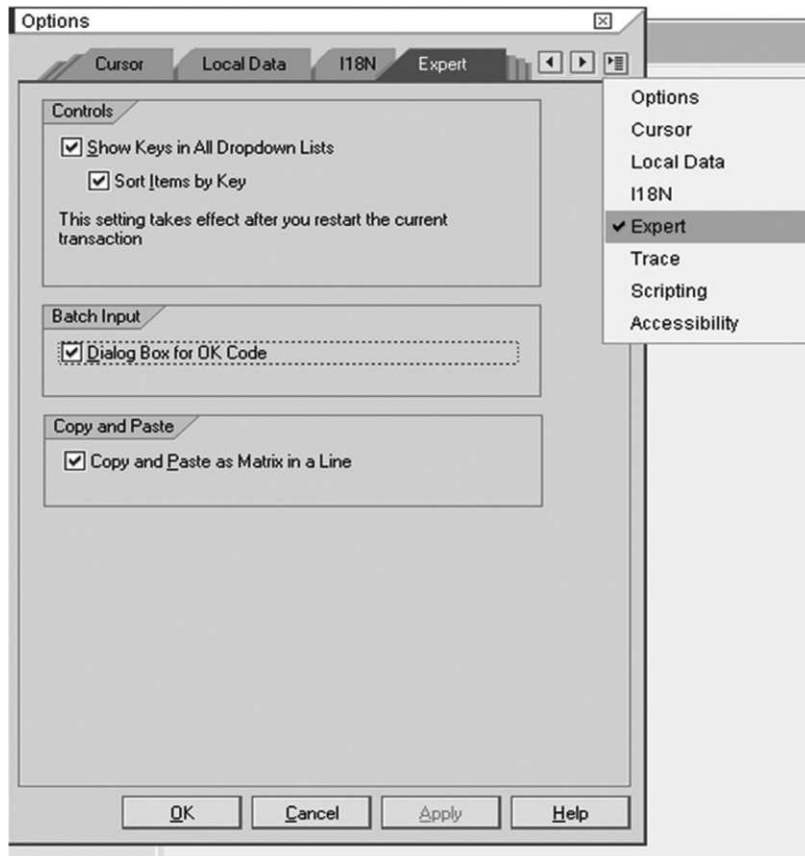
On the easy access screen



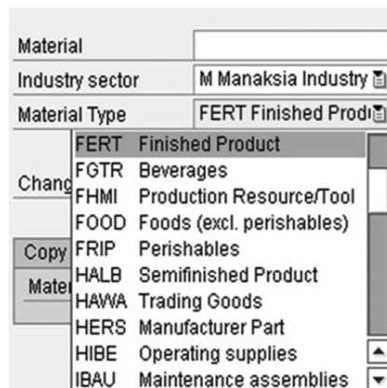
Then click on Options and a new page will be opened.



Click on expert tab as in the screen and put checks in the control options as shown in the screen shot.



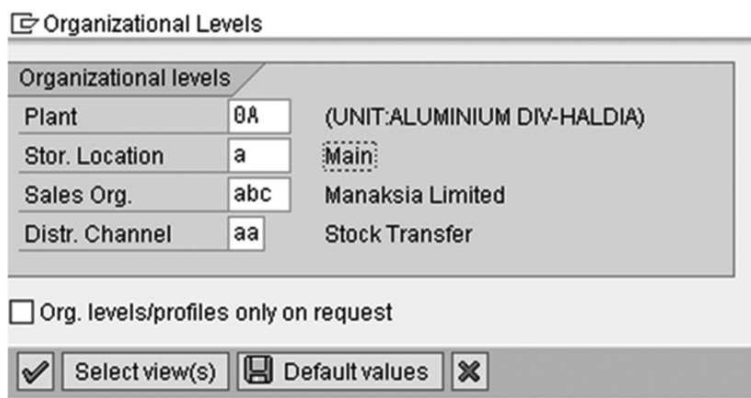
Then click Ok. Then the code with description will come as drop-down list. Select details like in the screen shot.



Press Enter.

3.10 | ORGANIZATION LEVELS

After selection of views, you have to either click on Organization levels or press Enter. This will take you to another screen where you have to enter the required plant for which you are creating the material and storage location where you will keep stock. Also you have to enter sales organization and distribution channel through which this material will be sold.



Organizational levels	
Plant	0A (UNIT:ALUMINIUM DIV-HALDIA)
Stor. Location	a Main
Sales Org.	abc Manaksia Limited
Distr. Channel	aa Stock Transfer

☐ Org. levels/profiles only on request

3.10.1 Organization Levels/Profiles Only on Request

If you put a check in this box, then the system will not ask details for the organization levels and it will assume a default entered details for entry. If you do not enter any details of organization level and put a check in this field, then the system will create only basic details of the material and will not create any details for required organization level like plant, storage location, sales organization and distribution channel. You can enter details in the fields and if you want system to enter these fields with entered details fixed as default then you can click on Default values. System will save this one time entered details for next time entry.

After entering plant and storage location, sales organization and distribution channel details, press Enter. You can again amend views by clicking on select views again.

3.11 | BASIC DATA 1 AND BASIC DATA 2

Basic data 1 and basic data 2 is client specific. That means once the material is created with the details of basic data 1 and basic data 2 only, the system will not ask any plant details or any other details but only ask for basic material details (only if you did not enter any plant or sales organization details as organization level). The details of the material with these two basic data screens will remain same in all company codes and all plants. That is called client level data.

Following are the fields which are mandatory to fill up in this view.

3.12 | BASE UNIT OF MEASURE

Here you have to enter unit of measure in which material and its stock is managed or kept.

3.13 | MATERIAL GROUP

You can define in the system a list of material group that you think materials in your company may fall in.

Example:

- 1001 CHEMICAL
- 1002 CIVIL
- 1003 CONSUMABLE
- 1004 ELECTRICAL ITEM
- 1005 GAS ITEM
- 1006 GENERAL CONSUMABLE
- 1007 GENERAL ELECTRICAL I
- 1008 GENERAL HYDRAULIC
- 1009 GENERAL MECHANICAL I
- 1010 GENERAL MISC ITEM
- 1011 GENERAL REFRACTORY
- 1012 LAB ITEM

The screenshot displays the SAP Material Master Change screen for material 2002531. The title bar indicates the material is a 'Finished Product'. The main header shows the material number '2002531' and the description 'BEARING FINISHED MATERIAL FOR SALES'. The 'General data' tab is active, showing fields for 'Base Unit of Measure' (PC), 'Material Group' (1003), 'Old material number', 'Ext. Matl Group', 'Division' (AA), 'Lab/Office', 'Product allocation', 'Prod.hierarchy', 'X-plant matl status', 'Valid from', 'Assign effect. vals', and 'GenItemCatGroup' (NORM). The 'Material authorization group' section shows the 'Authorization Group' field. The 'Dimensions/EANs' section includes fields for 'Gross Weight', 'Weight unit' (K6), 'Net Weight', 'Volume', 'Volume unit', 'Size/dimensions', 'EAN/UPC', and 'EAN Category'.

3.14 | DIVISION

Divisions are sales division. That is, type of materials and products. This also means as grouping of material and products.

Example:

AA Aluminium Ingot
AB Al Alloy Products
AC Al Wire Rod
AD Al SRC Products
AE Al Rolled Products
AF Al C.C. Sheet
AG Al Misc Products

3.15 | CROSS-PLANT MATERIAL STATUS

It indicates whether the material is blocked for any processing. Once it is blocked, then it will be blocked in all modules like MM, purchasing, inventory, production planning, plant maintenance, etc.

3.16 | GROSS WEIGHT

Gross weight is the weight of per unit of measure. Like 2 kg per piece, 50 kg per bag, etc. If you mention gross weight and net weight in the material master then you will also have to mention weight unit of measure.

3.17 | NET WEIGHT

Net weight is also same as gross weight.

Net weight is the weight of per unit of measure. Like 1.9 kg per piece, 49.50 kg per bag, etc.

Dimensions/EANs		
Gross Weight	10	Weight unit KG
Net Weight	9.5	

Press Enter.

The system will take you to next screen of Basic data 2 tab page.

3.18 | CONFIGURABLE MATERIAL

Here on this view you can define whether this material is configurable or not. Before using this option, you have to configure the system for the process and requirement and have to create configuration variants.

Client-specific configuration	
Cross-plant CM	<input checked="" type="checkbox"/> Material is configurable
<input type="checkbox"/> Variant	Configure variant

3.19 | SALES: SALES ORG. I

A few details are same as it was entered in last screen and these details are copied automatically from last screen's field to this screen's field. X-distribution chain material status, Delivery plant (if you want to restrict delivery of this material from one specific plant).

Create Material 2002531 (Finished Product)

Additional data Organizational levels Check screen data

Classification Sales: sales org. 1 Sales: sales org. 2 Sales: Gene...

Material	2002531	BEARING FINISHED MATERIAL FOR SALES	i
Sales Org.	ABC	ABC & CO	
Distr. Chl	AA	AA DIST CHANNEL	

General data

Base Unit of Measure	PC	Division	AA	Aluminium In
Sales unit		<input type="checkbox"/> Sales unit not var.		
Unit of Measure Grp				
X-distr.chain status		Valid from		
DChain-spec. status		Valid from		
Delivering Plant				
Material Group	1003	CONSUMABLE		
<input checked="" type="checkbox"/> Cash discount		Conditions		




Tax data

C...	Country	Tax	Tax category	T	Tax classification
IN	India	JIN1	IN A/R CST		
IN	India	JIN4	IN A/R Surcharge		

3.20 | TAX DATA

In the same view you will also be able to see a sub-view of tax data. Here you also need to enter tax details in this screen. Once you enter tax applicability from drop-down list, whether tax will be full tax, half tax, VAT applicable, CST applicable and so on and press Enter, the system will take you to another sub-screen of tax data as shown in the screen.


After entering details from the options as applicable, click on Main Data. The system will again take you back to the main screen of Sales: Sales org. 1. Press Enter again to move to next view that you had selected in the initial screen or Sales: Sales org. 2 view.


 Main data
 

Tax data

Material BEARING FINISHED MATERIAL FOR SALES
 Sales Org. ABC & CO
 Distr. Chl AA DIST CHANNEL

Tax Data

	Country	Tax	Tax category	Tax classification
IN	India	JIN1	IN A/R CST	
IN	India	JIN4	IN A/R Surcharge	1 Full Tax
IN	India	JIN5	IN A/R LST Surchrg	1 Full Tax
IN	India	JIN6	IN A/R VAT	1 VAT 4%
IN	India	ZSVT	Service Tax	1 Service Tax
IN	India	ZCEX	IN A/R EDUCESS SRV	1 ST-EDUCESS
IN	India	ZA1X	A/R Sec&Hr ECS SRV	1 ST-SHECESS

3.21 | MINIMUM ORDER QUANTITY

Minimum order quantity is a field where if you enter any quantity, then the system will not allow you to make order for lesser quantity than quantity mentioned in the field.

Quantity stipulations

Min.order qty PC
 Min. dely qty PC

Delivery unit

Rnding Profile

3.22 | MINIMUM DELIVERY QUANTITY

You can set minimum delivery quantity in the material master itself. Once you set some quantity in this field, the system will not allow delivering lesser quantity than quantity mentioned in this field.

Quantity stipulations

Min.order qty PC
 Min. dely qty PC

Delivery unit

Rnding Profile

3.23 | SALES: SALES ORG. 2

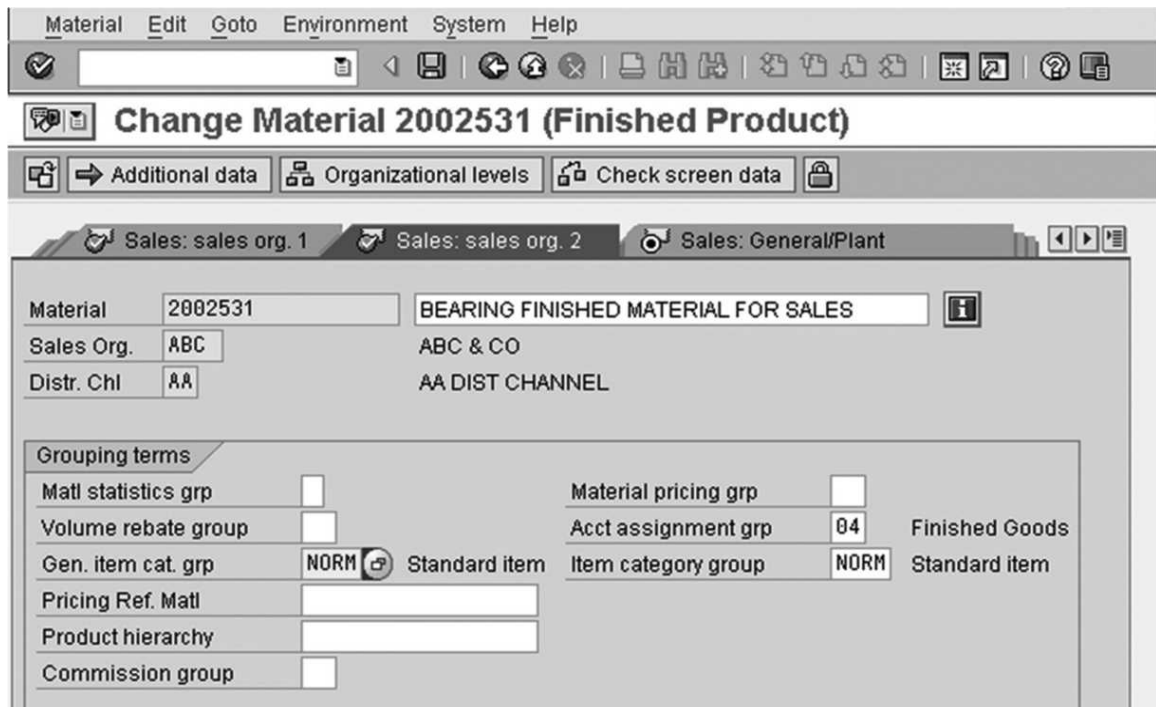
Again data and details will be copied from last screen if same fields appear in this Sales Org. 2 screen.

3.24 | ACCOUNT ASSIGNMENT GROUP

Account assignment group has pre-defined codes, which are effective when billing document is created. After posting of sales bill or billing document, pre-defined GL are posted. The logic is picked from this account assignment group. Examples of account assignment group are shown in the screen shot.

AAG	Description
01	Trading Goods
02	Services - DSGN
03	Services - TRNS
04	Finished Goods
05	ASSETS
06	Raw Material
07	Service Repair

3.25 | GENERAL ITEM CATEGORY GROUP



The screenshot shows the SAP 'Change Material' screen for material 2002531, titled 'Change Material 2002531 (Finished Product)'. The material description is 'BEARING FINISHED MATERIAL FOR SALES'. The sales organization is 'ABC' and the distribution channel is 'AA'. The account assignment group is set to '04' (Finished Goods) and the item category group is 'NORM' (Standard item). The screen also displays various grouping terms like 'Matl statistics grp', 'Volume rebate group', 'Gen. item cat. grp', 'Pricing Ref. Matl', 'Product hierarchy', 'Commission group', 'Material pricing grp', and 'Acct assignment grp'.

Grouping terms	
Matl statistics grp	<input type="checkbox"/>
Volume rebate group	<input type="checkbox"/>
Gen. item cat. grp	NORM <input checked="" type="radio"/> Standard item
Pricing Ref. Matl	<input type="text"/>
Product hierarchy	<input type="text"/>
Commission group	<input type="checkbox"/>
Material pricing grp	<input type="checkbox"/>
Acct assignment grp	04 Finished Goods
Item category group	NORM Standard item

In any sales document, there are two parts: header and item. Item again is divided into item line and item details, depending upon specific document. Sales document means sales order, sales bill, delivery document, enquiry document and so on. Below is the screen shot of a sales order document.

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Document header of a sales order number 1000016907.

Sales document Edit Goto Extras Environment System Help

Display Stand domestic order 1000016907: Overview

Stand domestic order 1000016907 Net value 110.50 INR

Sold-to party 1000001632 GAYLORD METALS //

Ship-to party 1000001632 GAYLORD METALS //

PO Number 14.09.2011 PO date

Sales Item overview Item detail Ordering party Procurement Shipping Reason for rejection

General header data

Req. deliv. date D 14.09.2011 Deliver.Plant

☐ Complete dlv.

Delivery block

Billing block Pricing date 14.09.2011

Payment terms ZD01 Pay immediately due Incoterms FOB FREE ON BOARD

Order reason

Sales area MANK / DS / PC Manaksia Limited, Domestic Sales, Crowns & Compound

All Items

Item	Material	Order Quantity	Un	Description	Customer Material Num	ItCa	D	First Date	Plnt	E
10	2000515	10	PC	PLAIN GOLD		ZTAN	D	14.09.2011	5101	

Document item data of a sales order number 1000016907.

Sales document Edit Goto Extras Environment System Help

Display Stand domestic order 1000016907: Item Data

Sales Document Item 10 Item category ZTAN Standard Item

Material 2000515 PLAIN GOLD

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines Partners Texts Order Data

Order Quantity and Delivery Date

Order Quantity 10 PC 1 PC <-> 1 PC

First Delivery Date D 14.09.2011

Delivery time

General Sales Data

Net value 110.50 INR Exch. Rate 1.00000

Pricing date 14.09.2011

Material entered 2000515

EAN/UPC

Engineering change BOM explosion number

Usage

Bus.transaction type 1 Purchase/Sale

Reason for rejection Preference

Alternative to item 0

3.26 | SALES: GENERAL DATA/PLANT

This is a view with some other details in the material master. This view is basically delivery and transportation process related.

3.26.1 Availability Check

In this view, you can set availability check. This check activates availability of stock on a particular delivery date while creating a sales order. As per setting in material master, it checks for material availability for material requirement planning and for stock issue purpose for sales. Initially you can move on by selecting no check option in this availability check field.

3.27 | BATCH MANAGEMENT

This field is a check box in material creation process. You can put a check box in this batch management field. Once it is set and saved, you cannot change it later on. If you check this option, the system will always prompt you to enter new batch in case of stock entry or upload and if it is stock issue, you have to issue from specific batch number where stocks will be lying under that specific batch number. In the batch management module, you can define it to be internally created or externally managed.

3.28 | TRANSPORTATION GROUP

It is a 4-digit code or grouping which is used in shipment of goods through one particular route via route determination.

3.29 | ROUTE

A route is a way path from one place to another place.

3.30 | LOADING GROUP

Loading group is loading process.

3.31 | PROFIT CENTRE

Profit centre is used to manage business process and reporting in profit management segment. This is used for controlling purpose where profit centre accounting is active and used.

3.32 | NEGATIVE STOCKS

Negative stocks field's check box is used if you decide to use stock status of a material as negative. Assume you have allowed in negative stock in material. Now you have total stock of material in a particular plant 100 pc. As per setting, the system will allow you to issue more than 100 pc stock

from your stock. But it will always wait for new stock receipt to happen; otherwise, the system will show your balance sheet stock as negative. As new stock approaches, the system will fulfil balance negative stock and then will bring stock status to positive.

Negative stock check box status is managed at the following levels:

1. Plant level
2. Storage location level
3. Material level

3.33 | SERIAL NUMBER PROFILE

Serial number profile is the 4-digit code through which you can manage materials in serial number individually if your material is having different serial. You can also manage multiple units of materials in one serial or each serial number.

3.34 | PURCHASING

Purchase is a view where you maintain MM-related details which are required by procurement or purchase process.

3.35 | PURCHASING GROUP

This is a field for 3-digit code which resembles or means the person or group or persons who are responsible for negotiating the material's purchase from vendor.

3.36 | PLANT SPECIFIC MATERIAL STATUS

This field is for the objective of blocking movement or procurement of the material for any specific plant.

3.37 | GR PROCESSING TIME

This field is meant for the minimum default time required for procurement of the material for the plant. If you set any number of days here in this field, then the system will calculate material availability taking this field's value into account.

3.38 | POST TO INSPECTION STOCK

If this field is checked, then at the time of any goods receipt either from production or from vendor, stock will be put to quality inspection stock automatically.

The screenshot shows the SAP Material Master Purchasing view for material 2002531. The interface includes tabs for Sales text, Purchasing, Foreign trade import, and Purchase order text. The Purchasing tab is active, showing the material name 'BEARING FINISHED MATERIAL FOR SALES' and the plant '000A PLANT'. The General Data section contains fields for Base Unit of Measure (PC), Order Unit, Purchasing Group, Material Group (1003), Plant-sp.matl status, Valid from, Tax ind. f. material, Qual.f.FreeGoodsDis., Material freight grp, and a checked Batch management checkbox. The Purchasing values section includes Purchasing value key, Shipping Instr., 1st Rem./Exped. (0 days), Underdel. Tolerance (0.0 percent), 2nd Reminder/Exped. (0 days), Overdeliv. Tolerance (0.0 percent), 3rd Reminder/Exped. (0 days), Min. Del. Qty in % (0.0 percent), StdValueDelivDateVar (0 days), and checkboxes for Unltd Overdelivery and Acknowledgment Reqd. The Other data / manufacturer data section includes GR Processing Time, Quota arr. usage, Post to insp. stock, Source list, Critical Part, and JIT Sched. Indicator.

General Data			
Base Unit of Measure	PC	Order Unit	Var. OUn
Purchasing Group		Material Group	1003
Plant-sp.matl status		Valid from	
Tax ind. f. material		Qual.f.FreeGoodsDis.	
Material freight grp		<input type="checkbox"/> Autom. PO	
<input checked="" type="checkbox"/> Batch management			

Purchasing values			
Purchasing value key		Shipping Instr.	
1st Rem./Exped.	0 days	Underdel. Tolerance	0.0 percent
2nd Reminder/Exped.	0 days	Overdeliv. Tolerance	0.0 percent
3rd Reminder/Exped.	0 days	Min. Del. Qty in %	0.0 percent
StdValueDelivDateVar	0 days	<input type="checkbox"/> Unltd Overdelivery	<input type="checkbox"/> Acknowledgment Reqd

Other data / manufacturer data			
GR Processing Time		<input type="checkbox"/> Post to insp. stock	<input type="checkbox"/> Critical Part
Quota arr. usage		<input type="checkbox"/> Source list	JIT Sched. Indicator

Above mentioned screen shot will display the screen of purchasing view very clearly.

3.39 | ACCOUNTING 1 VIEW

Accounting 1 view and Accounting 2 view, both are related to FI module. Here you can enter details like price of the material for inventory purpose, price unit of material, valuation class, etc.

3.40 | VALUATION CATEGORY

Valuation category is related to split valuation which is an object in MM module.

3.41 | VALUATION CLASS

You have to set a default value in the field of valuation class. This valuation class is very important component in determining GL in inventory controlling, financial account and balance sheet. With the combination of valuation area material movement process, the system will automatically determine which GL account entry for this material should go.

Change Material 2002531 (Finished Product)

Additional data | Organizational levels | Check screen data

Plant data / stor. 2 | Accounting 1 | Accounting 2 | Plant stock | Stor. loc. ...

Material: 2002531 | BEARING FINISHED MATERIAL FOR SALES

Plant: 0A | 000A PLANT

General data

Base Unit of Measure	PC	Valuation Category	
Currency	INR	Current period	02 2013
Division	AA	Price determ.	<input type="checkbox"/> ML act.

Current valuation

Valuation Class	9301	Proj. stk val. class	
VC: Sales order stk		Price Unit	1
Price Control	S	Standard price	100.00
Moving price	100.00	Total Value	0.00
Total Stock	0	<input type="checkbox"/> Valuated Un	
Future price		Valid from	

Previous period/year | Std cost estimate

3.42 | PRICE CONTROL

You can set in this field whether you want to fix price for the material for this plant or you want to manage material price at an average basis which will be calculated from purchasing data, like purchase order and purchase invoices.

There are two types in price control indicator

1. Standard price
2. Moving average price

3.43 | STANDARD PRICE

Standard price is price which is set while creating material and it does not change automatically. If you re-evaluate the material and you decide to change price of the material, then you have to change it by posting some entries either in invoice or in MR21, MR22 T-codes. This process is done by the materials management people as per requirement. In this way, some pre-defined postings occur and price of the material is changed.

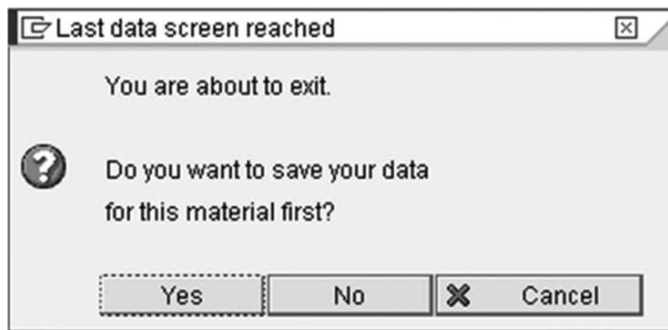
3.44 | MOVING AVERAGE PRICE

Once moving average price is set, then it keeps on changing based on purchase price and vendor's billed price. This is basically weighted average price.

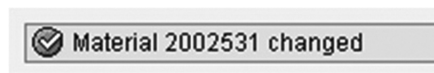
3.45 | PRICE UNIT

Price unit is a field where you have the option to set the number of units of measure, on which material price in the material master will be calculated. Inventory valuation will also be calculated based on this price unit and will be reflected in balance sheet.

After making these entries in this view, you need to press Enter. The system will prompt you whether to save entered data.



If you confirm it, then data will be saved or changed.



If you deny it then data will not be saved and you will be out of the screen. If you cancel it, then neither data will be saved nor you will be out of the screen; but you have another option or chance to enter data.

Questions

1. What is master data in SAP?
2. What is the T-code to create material master?
3. What is the menu path for creating material master?
4. What is the T-code for changing material master?
5. What is the T-code for displaying material master?
6. How many types of numbering are possible for material master?
7. What is internal material number assignment?

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8. What is external material number assignment?
9. How internal and external material numbers can be assigned to material?
10. What is industry sector?
11. How copy from field can be used for material master creation?
12. How can you activate short codes for the descriptions in the drop down of material type?
13. What are the basic views necessary in material master for sales processing?
14. What is organization level only on request while creating a material master?
15. What is cross-plant material status?
16. How, where and why account assignment group is used?
17. What is NORM item category group?
18. What is batch management?

4

CUSTOMER MASTER

CHAPTER

- ✓ Customer master record
- ✓ Sold to party
- ✓ Ship to party
- ✓ Bill to party
- ✓ Payer
- ✓ Creating customer
- ✓ Change customer
- ✓ Display customer
- ✓ Account group
- ✓ Number ranges
- ✓ Internal or external number
- ✓ Suppressed
- ✓ Required entry
- ✓ Optional entry
- ✓ Display

- ✓ Company code
- ✓ Sales organization
- ✓ Distribution channel
- ✓ Division
- ✓ Reference
- ✓ Mandatory fields
- ✓ Title
- ✓ Company code data
- ✓ Reconciliation account
- ✓ Currency
- ✓ Customer pricing procedure
- ✓ Shipping
- ✓ Billing documents
- ✓ Partner function
- ✓ Change / Display customer

4.1 | CUSTOMER MASTER RECORD

In business, there are many types of business partner. In procurement process, they are called vendor or vendor partners. In sales process or SD module, these partners are called customers. For example, Sold to party, Ship to party, Bill to party, Payer, etc.

4.2 | SOLD TO PARTY

Sold to party are customers to whom materials will be sold.

4.3 | SHIP TO PARTY

Ship to party customers, are business partners of the customer to whom materials are to be shipped on behalf of actual customer. This may be same customer, customer's customer, customer's storage unit or specific business partner.

4.4 | BILL TO PARTY

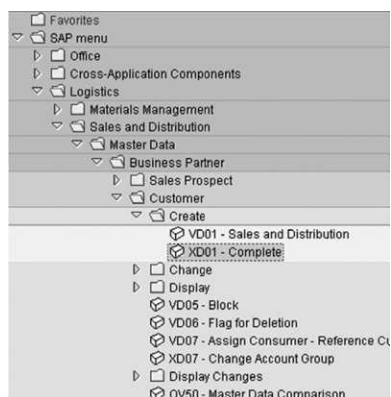
Bill to party is the main customer to whose name the sales invoice is generated and sent.

4.5 | PAYER

Payer is the business partner of the customer who actually pays the bill for the customer. This may be same customer or any other customer on behalf of real customer.

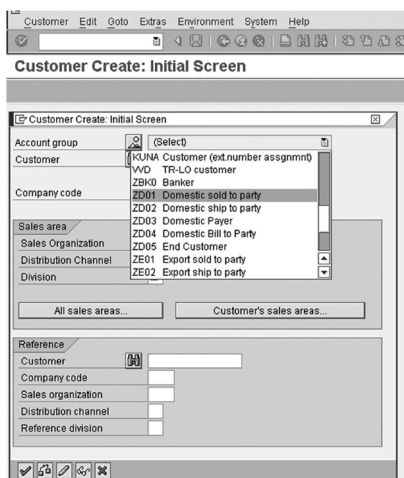
4.6 | CREATING CUSTOMER

You can create customer in T-code XD01. Alternatively you can also follow menu path as shown in the screen shot below.



4.7 | XD01

On entering XD01, the system will take you to a screen where you have to enter some initial information which are required for creating customer. Same you can see in the screen shot.



4.8 | ACCOUNT GROUP

This is the field where you need to select account group from the drop-down list available in the system or in that client. Account group normally controls the following details.

1. Number Ranges

First, it controls the number range just like material master's number range. It has a pre-defined number range assigned with each of the specific account group in the drop-down list. If any account group is not assigned with the number range, then creation of customer code will not be possible.

In the below mentioned screen shot, you can see how number ranges are managed. You can create a new number range by clicking on Interval in the same screen as shown.

Maintain Number Range Intervals

Interval

NR Object

Customer

Intervals

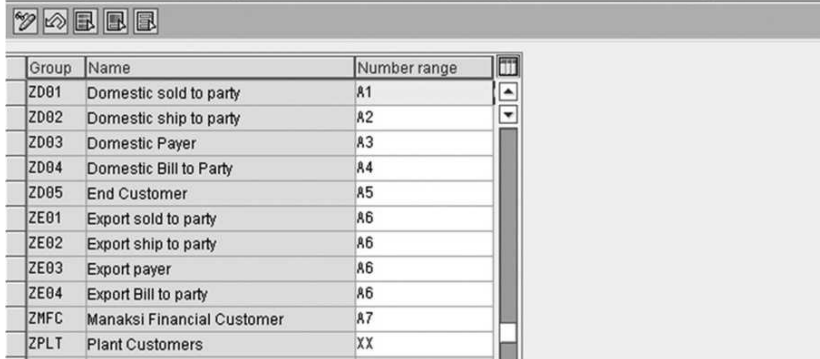
	No.	From number	To number	Current number	Ext
<input type="checkbox"/>	01	0000000001	0000099999		<input checked="" type="checkbox"/>
<input type="checkbox"/>	02	0000100000	0000299999	0	<input type="checkbox"/>
<input type="checkbox"/>	A1	1000000000	1099999999	1000001818	<input type="checkbox"/>
<input type="checkbox"/>	A2	2100000000	2199999999	2100000009	<input type="checkbox"/>
<input type="checkbox"/>	A3	2200000000	2299999999	0	<input type="checkbox"/>
<input type="checkbox"/>	A4	AAAAAA0000	ZZZZZZ9999		<input checked="" type="checkbox"/>
<input type="checkbox"/>	A5	2400000000	2499999999	0	<input type="checkbox"/>
<input type="checkbox"/>	A6	6000000000	6999999999	6000000285	<input type="checkbox"/>
<input type="checkbox"/>	A7	7000000000	7999999999	7000000104	<input type="checkbox"/>
<input type="checkbox"/>	MM	3100000000	3199999999	0	<input type="checkbox"/>

2. Internal or External Number

Account group also controls whether the numbers of the customers will be internal or external. If it is defined to be external numbers, then user has to enter customer numbers manually to identify specific customer as per normal or pre-decided business norms. If it is defined to be internal, then a specific range of alphanumeric numbers are assigned with the customer account group and each time when a new customer is created and saved, a new number from the allowed serial is generated. You can define different number ranges for different customer account groups.

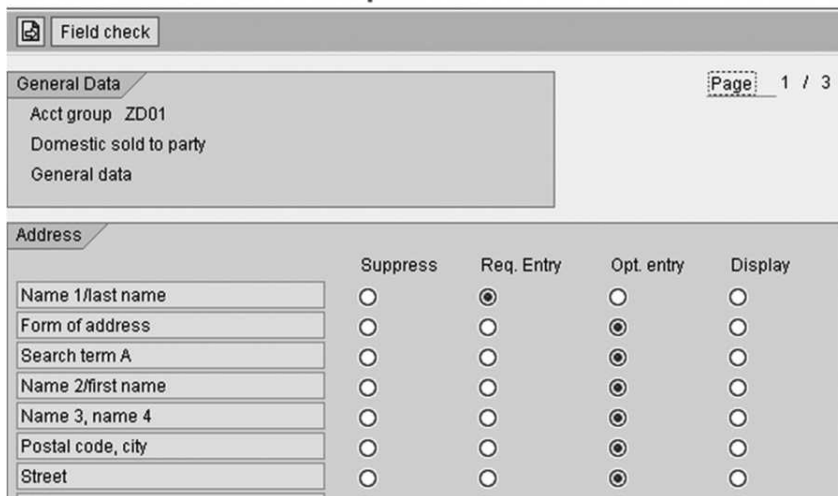
As in the screen shot, we have selected Domestic sold to party as customer account group.

In the below mentioned screen shot, you can see on the left side in the Group column the 4-digit customer grouping codes and in name their descriptions of customer types. On the right side you can see a number range code which is assigned with the customer account groups.

Change View "Assign Customer Acct Groups->Number Range": Overvi


Group	Name	Number range
ZD01	Domestic sold to party	A1
ZD02	Domestic ship to party	A2
ZD03	Domestic Payer	A3
ZD04	Domestic Bill to Party	A4
ZD05	End Customer	A5
ZE01	Export sold to party	A6
ZE02	Export ship to party	A6
ZE03	Export payer	A6
ZE04	Export Bill to party	A6
ZMFC	Manakshi Financial Customer	A7
ZPLT	Plant Customers	XX

- Third thing that a customer account group controls is the screen layout which is defined while a new account group is created or changed. As per specific requirement of the specific customer types, some details or fields may be set to be mandatory to have information and some may not be required to be filled. If some information about field is available, then user may opt to enter that information in the screen and such type of fields are defined to be optional.
- These are called field status group as in the next screen shot shown below.

Maintain Field Status Group: Address


Field check

General Data Page 1 / 3

Acct group ZD01
Domestic sold to party
General data

Address

	Suppress	Req. Entry	Opt. entry	Display
Name 1/last name	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Form of address	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Search term A	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Name 2/first name	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Name 3, name 4	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Postal code, city	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Street	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

In the screen shot, you can clearly see that on the left side there is a list of field names and on its front you can see radio buttons. You can check any of the radio buttons as per your requirement and objective.

4.9 | SUPPRESSED

Suppose if you don't want any field to be displayed to the user while making entry, you can put a check in suppress button.

4.10 | REQUIRED ENTRY

If you want to make any field's entry as mandatory and that field must be entered with the allowed value, then you have to select required entry radio button.

4.11 | OPTIONAL ENTRY

If you want the field's value as optional, user may or may not enter details in the field at will and as per requirement, and if so, then you have to put check in the optional entry.

4.12 | DISPLAY

If you want, you can make any field only to be displayed and not changeable. Value will come either automatically or will not come.

4.13 | COMPANY CODE

After selection of account group, you need to enter company code for which this customer is being created. This is your operating company code. In this case, your company code is the seller and this customer is buyer.

The screenshot displays the 'Customer Create: Initial Screen' in SAP. The interface includes the following elements:

- Account group:** ZD01 Domestic sold to party
- Customer:** (Empty field)
- Company code:** 000A
- Sales area section:**
 - Sales Organization: ABC
 - Distribution Channel: aa
 - Division: aa
- Buttons:** All sales areas..., Customer's sales areas...
- Reference section:**
 - Customer: 1000002614
 - Company code: 000A
 - Sales organization: ABC
 - Distribution channel: AA
 - Reference division: AA
- Toolbar:** Contains icons for save, back, forward, and other standard SAP functions.

4.14 | SALES ORGANIZATION

Here, sales organization has to be entered through which this material will be sold to this customer. A customer can be created for multiple sales organizations.

4.15 | DISTRIBUTION CHANNEL

Distribution channel is the way or sales process through which material will be sold to this customer.

4.16 | DIVISION


Again division is the type of product which is allowed to be sold to this customer.

4.17 | REFERENCE

Apart from this, if you already have the same type of customer created in the system and you want to copy some of the details which are similar to the new customer, then you can copy details from the already created customer to the new customer which you are going to create. But please note that all the information will not be copied, like name, address, region, contact numbers, etc.

After entering initial details, please press Enter. System will take you to the next screen.

4.18 | MANDATORY FIELDS

There are some fields which have an icon in the file like in the screen shot . These fields are mandatory and must be filled before you move to the next screen.

4.19 | TITLE

In the field title, you can select any title from drop-down list.

After that you can enter details as per your customer had mailed you or customer has provided you.

We have entered a dummy customer code just for example. You can enter details as per your wish. But in this case, note that country and region is very important in creating customer code. This information may put impact on pricing object which may be linked with this country and region. Then press Enter.

There are so many tabs in this view. You can use these as you wish. But not all are required to process normal and standard business process, like control data, payment transaction, marketing, contact person details, etc.

You can leave other fields and click on company code data directly.

4.20 | COMPANY CODE DATA

On company code data header, there are multiple views or tab pages, like Account management, payment transactions, correspondence, insurance, etc.

Out of all these the most important tab page is account management. In this field, there are multiple fields which are highly relevant to FI module.

The screenshot shows the 'Account Management' tab selected. It contains two main sections: 'Accounting information' and 'Interest calculation'. In 'Accounting information', 'Recon. account' is checked, 'Head office' is empty, and 'Authorization' is empty. In 'Interest calculation', 'Interest indic.' and 'Interest cycle' are both empty. To the right, there is a 'Sort key' field and a 'Reconciliation acct (1) 1 Entry for' section. Below this is a 'Restrictions' section with a toolbar containing icons for check, cross, print, and others. At the bottom, there is a table with two columns: 'G/L Acct' and 'Long Text'. The first row shows '2500002' and 'DEBTOR DOMESTIC'.

4.21 | RECONCILIATION ACCOUNT

In the reconciliation account field, you have to enter a general ledger (GL), where you want to capture and post the dealings and transactions done with this customer. There are some other fields too but you can leave it initially.

In the option of reconciliation account, you can find the relevant GL meant for specific type of customer. You can select the relevant GL from there as shown in the screen shot.

This screenshot shows the 'Accounting information' section of the 'Account Management' tab. The 'Recon. account' field is now populated with the value '2500002'. The 'Head office' and 'Authorization' fields remain empty.

After this, click on sales area data as shown in the screen shot.

The screenshot shows the 'Create Customer: Company Code Data' dialog box. The 'Sales Area Data' tab is selected. It displays the 'Customer' field with the value 'INTERNAL' and the 'Company Code' field with the value '000A'. The text 'FRIENDS ENTERPRISES' is visible on the right side of the dialog.

This will bring you to another screen.

Sales order

Sales district

Sales Office

Sales Group

Customer group

ABC class

Currency Indian Rupee

☐ Switch off rounding

Order probab. %

AuthorizGroup

Item proposal

Acct at cust.

UoM Group

Exch. Rate Type

PP cust. proc.

Pricing/Statistics

Price group

Cust.pric.proc. Standard

Price List

Cust.Stats.Grp Not relevant

Agency business

☐ Relevant for agency business

You can enter details and data which are controlling and relevant to this customer.

4.22 | CURRENCY

You must enter the currency type for this customer. That is, the currency in which this customer deals with you or your company and you make payments in.

4.23 | CUSTOMER PRICING PROCEDURE

You must also enter customer pricing procedure as in the screen shot because it has a link with material master and with sales document types which internally triggers the most relevant and appropriate sales pricing procedure for the sales document like sales order or sales bill.

Pricing procedure assigned to

Restrictions

CuPP	Description
1	Standard
2	Stand Incl Sales Tax
3	Refund
5	GTM Standard
6	Service Rep

☐ Price group

☐ Cust.pric.proc.

☐ Price List

☐ Cust.Stats.Grp

Agency business

☐ Relevant for agency business

4.24 | SHIPPING

Then click on shipping tab on the screen.

The screenshot shows the 'Shipping' tab selected in the SAP interface. The 'Shipping' section includes fields for 'Delivery Priority' (with a dropdown arrow), 'Shipping Conditions' (with a checkmark), 'Delivering Plant' (with a dropdown arrow), 'Relevant for POD' (checkbox), and 'POD timeframe' (text field). The 'Order Combination' checkbox is checked. The 'Partial deliveries' section includes 'Complete delivery reqd by law' (checkbox), 'Partial delivery per item' (checkbox), 'Max. partial deliveries' (set to 9), 'Unlimited tol.' (checkbox), 'Underdel. Tolerance' (text field), and 'Overdeliv. Tolerance' (text field).

On this screen you need to enter delivery priority from the option and also shipping conditions from the drop-down list available. This is basically shipment-related field and helps in determining shipment details.

4.25 | BILLING DOCUMENTS

Now click on billing documents tab page. Here you will find multiple fields and check boxes which are relevant to individual requirements. The most important are taxes information down in the screen shot. This depends upon the configuration that you have in your system available and properly done. This detail helps in determining specific tax condition type in the sales order and billing document.

The screenshot shows the 'Billing Documents' tab selected in the SAP interface. The 'Billing document' section includes 'Subs. invoice processing' (checkbox), 'Rebate' (checkbox), 'Price determin.' (checkbox), 'Invoicing dates' (with a dropdown arrow), and 'InvoicingListDates' (checkbox). The 'Delivery and payment terms' section includes 'Incoterms' (text field) and 'Terms of payment' (text field). The 'Accounting' section includes 'Acct assgmt group' (checkbox). The 'Taxes' section is a table with columns: Country, Name, Tax category, Name, Tax c., and Description.

Country	Name	Tax category	Name	Tax c.	Description
IN	India	JIN1	IN A/R CST		
IN	India	JIN4	IN A/R Surcharge		
IN	India	JIN5	IN A/R LST Surchrg		
IN	India	JIN6	IN A/R VAT		
IN	India	ZA1X	A/R Sec&Hr ECS SRV		

You make all the entries in tax class system.

Given alongside is the setting which was configured in our system. Please note, before entering these details you have to have these settings done in your system. If you do not have, then you can skip this option only if it is not mandatory.

TaxCl	Description
0	CST 0% agnst C form
1	CST 2% agnst C form
2	CST 3% agnst C form
3	CST 0% agnst F form
4	CST 0% agnst H form
5	CST 4%

Taxes					
Country	Name	Tax category	Name	Tax c...	Description
IN	India	JIN1	IN A/R CST	1	CST 2% agnst C form
IN	India	JIN4	IN A/R Surcharge	1	Full surcharge
IN	India	JIN5	IN A/R LST Surchr	1	Full LST
IN	India	JIN6	IN A/R VAT	1	VAT 4%
IN	India	ZA1X	A/R Sec&Hr ECS SRV	1	ST-SHECESS
IN	India	ZCEX	IN A/R EDUCESS SRV	1	ST-EDUCESS

4.26 | PARTNER FUNCTION

Partner function is a very important object in both customer creation and vendor creation.

Here as default partner function, the same customer code will exist in this view. If you want to enter any customer other than the existing customer, then you can first create a new customer and then you can change in this field as per partner function.

Sales Shipping Billing Documents Partner Functions				
Partner Functions				
PF	Partner Function	Number	Name	Pe
SP	Id-to party	INTERNAL	FRIENDS ENTERPRISES	
BP	Bill-to party	INTERNAL	FRIENDS ENTERPRISES	
PY	Payer	INTERNAL	FRIENDS ENTERPRISES	
SH	Ship-to party	INTERNAL	FRIENDS ENTERPRISES	

Then save data and a new number will be generated. In the status bar, the new number will be generated, as shown in the below screen shot.

Customer 1000001815 has been created for company code 000A sales area ABC AA AA

4.27 | CHANGE / DISPLAY CUSTOMER

If you already have created a customer code in your SAP system, then you have option to view/display in XD03. If have any information of customer that should be changed in SAP your system, then you can change the customer in XD02.

Questions

1. What is business partner?
2. What is customer?
3. What is the T-code for creating customer code?
4. What is ship to party?
5. What is sold to party?
6. What is T-code for blocking a customer? How can we block a customer?
7. What is account group for customer?
8. What is the importance of an account group?
9. How can we change a field from mandatory to optional?
10. What is reconciliation G/L code in customer master data? Where and how this G/L is used?
11. What is the importance of customer pricing procedure?
12. What will be the result if we do not mention customer pricing procedure in customer master?
13. What will be the result of mentioning a specific currency in customer master?
14. What will be the result if no currency is assigned in a particular customer master?
15. What do you know about partner function?

5

SALES ORDER

CHAPTER

- ✓ An introduction to sales order
- ✓ Sales order
- ✓ Menu path for sales order
- ✓ Inquiry
- ✓ Quotation
- ✓ Initial screen
- ✓ Customised sales order document type
- ✓ Create with reference
- ✓ Header details
- ✓ Sold to party
- ✓ Ship to party
- ✓ Requested delivery date
- ✓ Error: Mandatory condition PR00 is missing
- ✓ Error: Mandatory condition MWST is missing
- ✓ How to update new pricing
- ✓ Error: No pricing procedure could be determined
- ✓ Incompletion log
- ✓ Sales order save

5.1 | AN INTRODUCTION TO SALES ORDER

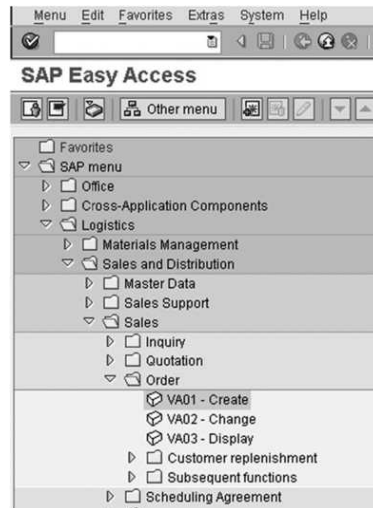
Whenever a customer makes an inquiry for the material that a customer wants to purchase then he reaches to the seller and talks about details of the material along with quantity and quality of the material. When all the conditions are satisfied, then customer places order for purchase of the material with the seller. Seller then notes down this order and prepares a document with the agreed conditions, delivery statistics, delivery location, customer details. This document is called Sales order. Based on this order further procurement of material and making despatch schedules are prepared.

5.2 | SALES ORDER

Sales order is the next stage in standard sales process. Sales order can be assumed as a legal document which is based on purchase order sent or prepared by the customer and submitted with the seller, because this confirms that a customer is going to purchase the mentioned material. Based on this, sales order purchase requisition may be generated if business process demands and with the help of that purchase requisition, further purchase process or production process can be followed.

5.3 | MENU PATH FOR SALES ORDER

Menu path is shown in the screen shot.

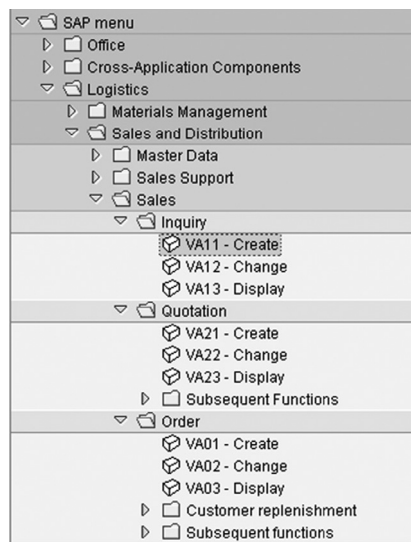


Before going to this document, first let us think about a business flow, to make things easy to understand.

5.4 | INQUIRY

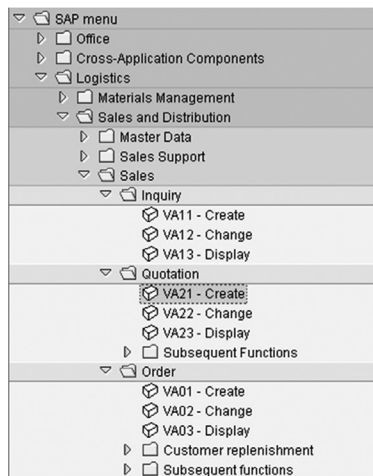
Assume you have a sales office somewhere in your city. A customer comes to your shop and asks you what the material is that you deal in. Then he says what he wants from you as his vendor and whether you have his required material or service to offer him.

This inquiry from your customer to your representatives is called 'Inquiry' and while this inquiry is saved or documented in SAP, then that becomes a sales inquiry document. It has a unique number.



5.5 | QUOTATION

Based on inquiry made by the customer, a quotation is given to the customer and this transaction is again recorded in SAP as sales quotation document. VA21 is the T-code for this.



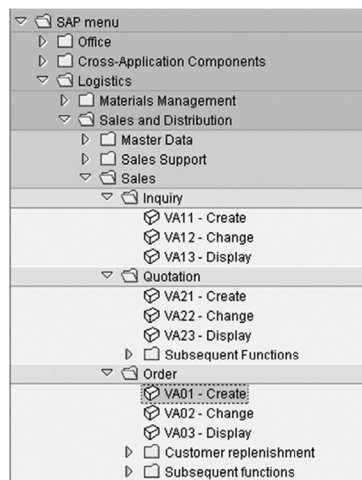
It has details like offered material with description and other features and details of the material, offered price of material, minimum order quantity and other applicable conditions are mentioned in the document.

Sales order is the next step in the sales documentation process in SAP. VA01 is the T-code for creation of sales order.

After sales order delivery document is created. This is an internal document. In this step materials are issued to customer from inventory. When delivery document is posted, a financial entry is posted to different GL and two additional documents are created, material document and financial document.

Based on delivery document billing document is prepared which is called commercial invoice and this document is sent to customer.

Based on this commercial document payment is requested and customer pays amount to the seller.



5.6 | INITIAL SCREEN

Initial screen in sales order can be seen as shown in the screen shot.

The screenshot shows the 'Create Sales Order: Initial Screen' in SAP. At the top, there is a menu bar with 'Sales document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main title is 'Create Sales Order: Initial Screen'. Below the title, there are four buttons: 'Create with Reference', 'Sales', 'Item overview', and 'Ordering party'. The 'Order Type' field is set to 'OR'. Below this, there is a section titled 'Organizational Data' with the following fields:

Organizational Data		
Sales Organization	A	MAIN
Distribution Channel	A	MAIN
Division	A	MAIN
Sales Office		
Sales Group		

In the screen you can see the order type. This is basically process-oriented sales order type. In case of standard sales, the order type should be OR. In case of returns sales order type, it may be RE and so on. From the drop-down, you can see document types list.

The screenshot shows the 'Create Sales Order: Initial Screen' in SAP. At the top, there is a menu bar with 'Sales document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main title is 'Create Sales Order: Initial Screen'. Below the title, there are four buttons: 'Create with Reference', 'Sales', 'Item overview', and 'Ordering party'. The 'Order Type' field is set to 'OR'. Below this, there is a section titled 'Organizational Data' with the following fields:

Organizational Data		
Sales Organization	A	MAIN
Distribution Channel	A	MAIN
Division	A	MAIN
Sales Office		
Sales Group		

On the right side, there is a list of Sales Document Types (3) 54 Ent. The list is titled 'Restrictions' and contains the following entries:

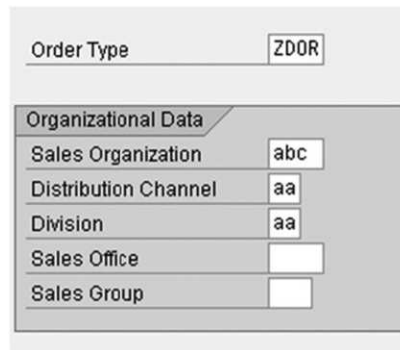
SaTy	Description
AA	Promotion Order
AEBO	Standard order
BIND	Indir. Sales Rebate
BV	Cash Sale
CH	Contract Handling
CLRP	Requests + Returns
CMDM	Standard Order

5.7 | CUSTOMIZED SALES ORDER DOCUMENT TYPE

It may also be decided to define your own configuration for customized document types. All such types of configurations are done by copying standard document types, like you can copy 'OR' document type and re-name it to ZDOR as your new sales order document type. But please note this is not

a user-related job. This is consultant's job and it is not done frequently; it is done only when the need arises or at the time of customization only. This copying is done so that main document types are not affected any way due to document change related requirements.

You can also enter your customized details in this initial screen as in the screenshot.




Order Type	ZDOR
Organizational Data	
Sales Organization	abc
Distribution Channel	aa
Division	aa
Sales Office	
Sales Group	

SaTy	Description
ZDOR	Stand domestic order
ZDR	Debit Memo Request
ZDSR	Supplementary Inv Re
ZDXT	Deemed Export Order
ZEOR	Stand export order
ZEOU	EOU : domestic order
ZESR	Supple Inv EOU
ZHSS	High Seas Sale

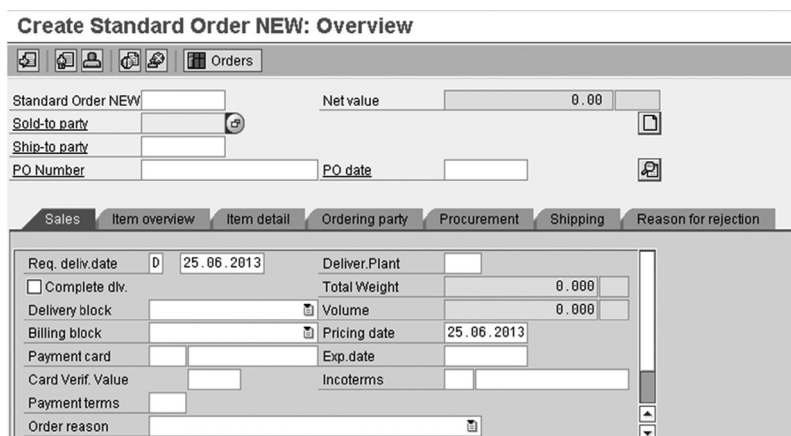
Press Enter to get into the next screen for entries.

5.8 | CREATE WITH REFERENCE

Apart from just getting into the next screen, you can alternatively also create this sales order with reference by clicking on create with reference.  Create with Reference

5.9 | HEADER DETAILS

Details of fields in the screen shot is called header. Details in the fields here in this area are unique to the whole document and line items.



Create Standard Order NEW: Overview			
Standard Order NEW		Net value	0.00
Sold-to party			
Ship-to party			
PO Number		PQ date	
<div> <div>Sales</div> <div>Item overview</div> <div>Item detail</div> <div>Ordering party</div> <div>Procurement</div> <div>Shipping</div> <div>Reason for rejection</div> </div>			
Req. deliv. date	D 25.06.2013	Deliver.Plant	
<input type="checkbox"/> Complete div.		Total Weight	0.000
Delivery block		Volume	0.000
Billing block		Pricing date	25.06.2013
Payment card		Exp. date	
Card Verif. Value		Incoterms	
Payment terms			
Order reason			

5.10 | SOLD TO PARTY

Here you need to enter the customer code or party's SAP code who have ordered you the material. This is called the main customer.

Create Standard Order NEW: Overview

Standard Order NEW Net value

Sold-to party

Ship-to party

PO Number PO date

5.11 | SHIP TO PARTY

Normally sold to party and ship to party codes remain the same. But there may be scenario where you have got order from a party named 'A' for example and you are told to deliver or ship the material to party 'B', which may be a customer of the party 'A' or it may be a business partner or stock address of the main party. Please accordingly enter customer codes in the respective fields.

5.12 | REQUESTED DELIVERY DATE

You may be asked to deliver the material on a particular date. You need to enter that date in the document header as in the screen shot.

Sales | Item overview | Item detail

Req. deliv. date

☐ Complete div.

Delivery block

Billing block

Payment card

Next screen details on header to be entered as sold to party. Here you should enter your customer code. Enter reference PO number from customer's document as reference and their PO creation date.

Stand domestic orde Net value

Sold-to party

Ship-to party

PO Number PO date

Press Enter. Details will be copied to ship to party field too. If you need or want to enter a different ship to party code, then you can enter a different customer partner code.

In another example, we have entered another customer code with another configuration setup. So there should not be anything to be confused. You will enter details as per your customized setup.

Create Standard Order: Overview

Standard Order: [] Net value: 0.00 INR

Sold-to party: 2 MAHESH ENTERPRISES //

Ship-to party: 2 MAHESH ENTERPRISES //

PO Number: 2 PO date: 01.06.2013

Tabs: Sales | **Item overview** | Item detail | Ordering party | Procurement | Shipping | Reason for rejection

Req. deliv. date: D 18.06.2013 Deliver. Plant: []

☐ Complete delv. Total Weight: 0 K6

Delivery block: [] Volume: 0.000

Billing block: [] Pricing date: 18.06.2013

Payment card: [] Exp. date: []

Card Verif. Value: [] Incoterms: CFR CFR

Payment terms: 0001 Pay immediately w/o

Order reason: []

Item	Material	S	Description	Customer Material Numb	ItCa	DOIP	HL Itm	D	First Date	PInt	Batch
101		<input type="checkbox"/>	STEEL SHEET		TAN			D	18.06.2013	A	
		<input type="checkbox"/>						D	18.06.2013		
		<input type="checkbox"/>						D	18.06.2013		
		<input type="checkbox"/>						D	18.06.2013		
		<input type="checkbox"/>						D	18.06.2013		

Status bar: Pricing error: Mandatory condition PR00 is missing ID6 (1) 200 sapsrv OVR

In this example, again enter same details of customer code, PO reference number with PO date of customer. Enter material code and plant code. Also enter incoterms as applicable. Apart from this, also enter payment terms as per negotiation. Then press Enter and the system will ask you further details to complete this sales order.

5.13 | ERROR: MANDATORY CONDITION PR00 IS MISSING

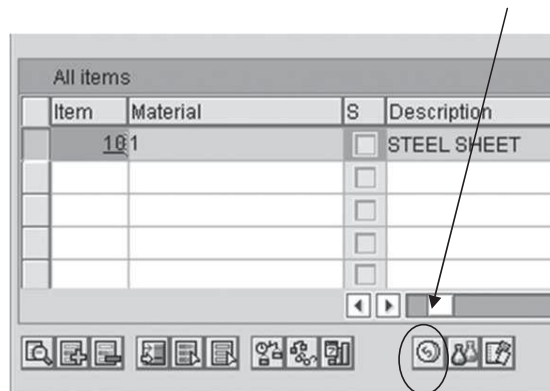
Here, if price is not maintained, then error may display as Mandatory condition is missing.

Pricing error: Mandatory condition PR00 is missing

While using this setup, the system is giving an error message of mandatory condition PR00 is missing.

There may be multiple reasons for this error. One may be that the pricing procedure in sales or in this type of sales document is defined to be entered manually.

After entering details and getting error of PR00 missing, just double-click on the material line or select material line and click on item condition on the footer.



This will take you to next screen as shown.

Create Standard Order: Item Data

Sales Document Item: Item category: Standard Item
 Material: STEEL SHEET


Sales A | Sales B | Shipping | Billing Document | **Conditions** | Account assignment | Schedule lines

Qty: KG Net: INR
 Tax:

Pricing Elements										
N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC
		Gross Value	0.00	INR		1 KG	0.00	INR		
		Discount Amount	0.00	INR		1 KG	0.00	INR		
		Rebate Basis	0.00	INR		1 KG	0.00	INR		
		Net Value for Item	0.00	INR		1 KG	0.00	INR		
		Net Value 2	0.00	INR		1 KG	0.00	INR		
		Net Value 3	0.00	INR		1 KG	0.00	INR		
		Total	0.00	INR		1 KG	0.00	INR		
		<input type="checkbox"/> SKT0 Cash Discount	0.000	%			0.00	INR		
		<input type="checkbox"/> VPRS Internal price	1,000.00	INR		10 KG	10,000.00	INR		
		Profit Margin	1,000.00	INR		10 KG	10,000.00	INR		
		<input type="button" value="Add"/>								

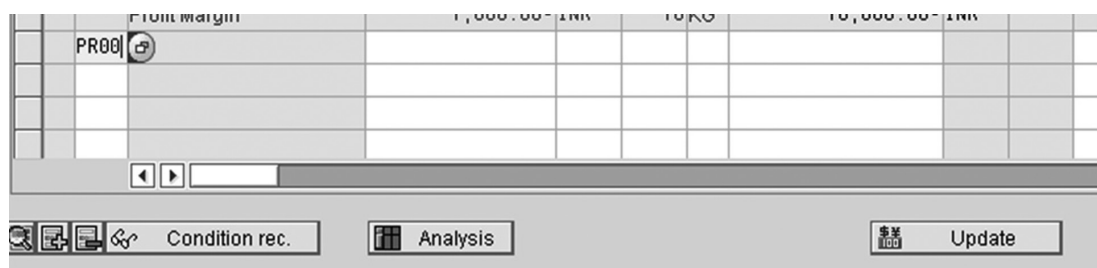
Just manually enter price in the line of condition type and rate per unit of measure and press Enter.

Here if price is not maintained, then error may come as Mandatory condition MWST is missing.

 Pricing error: Mandatory condition PR00 is missing


Please note that if you have maintained pricing procedure properly and if you have also maintained your master record related to pricing, then system will pick and display this pricing data and other related condition types with data or value automatically. If you have not maintained it, then the system will not be able to pick it and it will ask you for data and give you error, as shown in the following screen shot.

You can enter pricing condition manually if you have defined condition type as manually allowed. The process of entering condition type manually is shown as follows.



5.14 | ERROR: MANDATORY CONDITION MWST IS MISSING

Then next error may come as Mandatory condition MWST is missing.

 Pricing error: Mandatory condition MWST is missing

This is basically tax condition type. Again if system finds this condition type in condition record if condition record is maintained and if condition type's master record is not maintained, then either the system will not pick it and will not even give you error or system will not pick it and give you error so that you mention in the condition record in T-code VK11 and update it manually by clicking on Update or mention it manually in the condition type. If you have already created condition record in VK11 T-code and any value is changed from existing master condition record, then you will have to update in VK12 T-code change option. You can view existing condition record in VK13.

5.15 | HOW TO UPDATE NEW PRICING

Sometime it happens that the system does not pick any price from the master record of conditions. Or another reason may be that you have updated or changed condition master record after creation of sales order or billing document, then system will not be able to update itself to its already created documents. In that case, you will need to change the conditions in the sales order or billing document.

Create Standard Order: Item Data

Sales Document Item: 10 Item category: TAN Standard Item
Material: 1 STEEL SHEET

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule line

Qty: 100 KG Net: 120,000.00 INR
Tax: 0.00

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	Nu
<input type="checkbox"/>	PR00	Price	1,200.00	INR		1 KG	120,000.00	INR		
		Gross Value	1,200.00	INR		1 KG	120,000.00	INR		
		Discount Amount	0.00	INR		1 KG	0.00	INR		
		Rebate Basis	1,200.00	INR		1 KG	120,000.00	INR		
		Net Value for Item	1,200.00	INR		1 KG	120,000.00	INR		
		Net Value 2	1,200.00	INR		1 KG	120,000.00	INR		
		Net Value 3	1,200.00	INR		1 KG	120,000.00	INR		
		Total	1,200.00	INR		1 KG	120,000.00	INR		
<input type="checkbox"/>	SKTO	Cash Discount	0.000 %				0.00	INR		
<input type="checkbox"/>	VPRS	Internal price	1,000.00	INR		10 KG	10,000.00	INR		
		Profit Margin	1,100.00	INR		1 KG	110,000.00	INR		

Condition rec. Analysis Update

Pricing error: Mandatory condition MWST is missing

This update is done by clicking on update icon on the condition tab page of the document.

On clicking the 'Update' icon on the alongside screen shot, a new screen will be opened as shown here.




Pricing ty. Short Descript.

A	Copy price components and redetermine scales
B	Carry out new pricing
C	Copy manual pricing elements and redetermine the others
G	Copy pricing elements unchanged and redetermine taxes
H	Redetermine freight conditions
I	Redetermine rebate conditions
J	Redetermine confirmed purch. net price / value (KNTYP=d)
K	Adopt price components and cose. Redetermine taxes.
M	Copy pricing elements, turn value
N	Transfer pricing components unchanged, new cost
O	Redetermine variant conditions (KNTYP=O)
R	Apply Price Parts and Bonus Conditions
U	Redetermine precious metal conditions (KNTYP=U)
X	Customer reserve X
Y	Customer reserve Y
Z	Customer reserve Z
1	Customer reserve 1
2	Customer reserve 2
3	Customer reserve 3
4	Customer reserve 4
5	Customer reserve 5
6	Customer reserve 6
7	Customer reserve 7
8	Customer reserve 8

Then you need to click on carry out new pricing to update pricing data. System will update its sales order document and billing document.











5.16 | ERROR: NO PRICING PROCEDURE COULD BE DETERMINED

There may be a scenario when such type of errors will come as given in the following screen shot.

 No pricing procedure could be determined

This is basically due to the reason that the customer is not created properly or sales area is not assigned with combination of sales organization, distribution channel, division, document pricing procedure and customer pricing procedure with correct pricing procedure in customization.

Change View "Pricing Procedures: Determination in Sales Docs.": Overvi

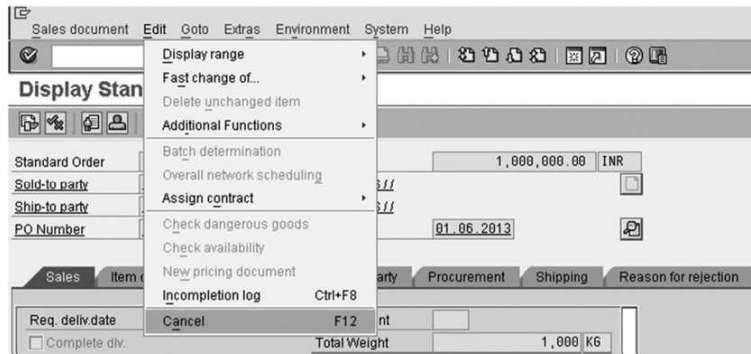
<div> New Entries      </div>										
	SOrg.	DChl	Dv	DoPr	Cu...	PriPr.	Pricing procedure	CType	Condition type	
	ABC	AA	AA	A	1	ZDOM01	 Domestic Pricing Proce	ZPR0	Basic Price	

In case of standard demo SAP system of IDES, you should not get error. If you get this error, then you have to configure it properly as per your changed configuration and requirement.

Pricing Elements										
N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	
<input type="checkbox"/>	ZPR0	Basic Price	1,000.00	INR		1 PC	10,000.00	INR		
<input type="checkbox"/>	ZPK1	Packing Cost qty		INR		1 PC	0.00	INR		
<input type="checkbox"/>	ZPK2	Packing Cost value	0.00	INR			0.00	INR		
<input type="checkbox"/>	ZFR1	Freightbefore tax(q)		INR		1 PC	0.00	INR		
<input type="checkbox"/>	ZFR3	Freightbefore tax(v)		INR			0.00	INR		
		Assessable Price	1,000.00	INR		1 PC	10,000.00	INR		
<input type="checkbox"/>	JEXP	IN: A/R BED %	12.000	%			0.00	INR		
		Basic Price+BED	0.00	INR		1 PC	0.00	INR		
		Basic Price+BED	0.00	INR		1 PC	0.00	INR		
		Basic Price+BED+AED	0.00	INR		1 PC	0.00	INR		
<input type="checkbox"/>	JCEX	IN A/R EDUCCESS	2.000	%			0.00	INR		
		Basic Price+BED+Educ	0.00	INR		1 PC	0.00	INR		
<input type="checkbox"/>	JA1X	A/R Secondary&Hr ECS	1.000	%			0.00	INR		
		Basic Price+BED+Educ	0.00	INR		1 PC	0.00	INR		

5.17 | INCOMPLETION LOG

If all data is entered properly then click on edit in the menu bar and select incompleteness log, as shown in the screen shot below.



In that case, the system will show you details if any data is missing to be entered. If everything is entered properly, then system will not issue any log and you will be able to save the sales order for further processing.

5.18 | SALES ORDER SAVE

Save the sales order. System will generate a new sales order serial number at the status bar.

Questions

1. What is the T-code for sales order creation?
2. What is header in sales order?
3. What is the information placed in header portion of a sales order?
4. How can you change sales order?
5. What is the T-code for inquiry creation/change/display?
6. How can you create sales order with reference?
7. What is creating sales order with reference?
8. What do you mean from pricing date in a sales order?
9. Can sold-to-party and ship-to-party be different?
10. What is the meaning of the error 'Mandatory condition PR00 missing'?
11. What is the solution to the error 'Mandatory condition PR00 missing'?
12. What is document type? How will you come to know the document type of a sales order?
13. How can you update pricing in a sales order?
14. What is carry out new pricing?
15. What is the meaning of error 'No pricing procedure is determined'?
16. What is incompleteness log and how to check it?
17. What do understand from the incompleteness log? How can you complete it?

6

CHAPTER

DELIVERY DOCUMENT CREATION

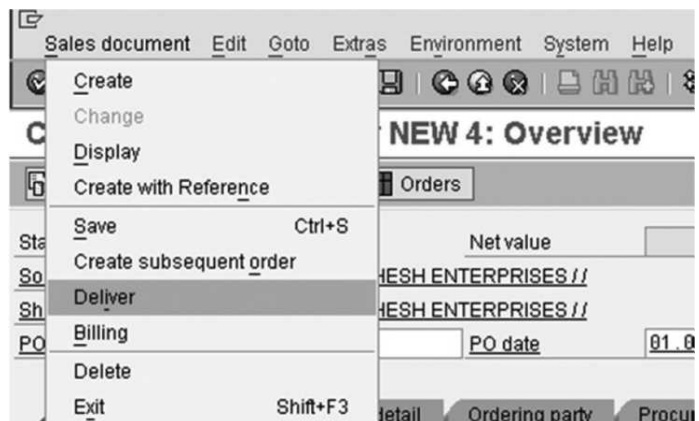
- ✓ Delivery document: An introduction
- ✓ Document date
- ✓ Planned GI date
- ✓ Actual goods issue date
- ✓ Storage location
- ✓ Delivery quantity
- ✓ Picked quantity
- ✓ Route
- ✓ Batch split
- ✓ Incompleteness
- ✓ Change delivery document
- ✓ Post goods issue
- ✓ Document flow

6.1 | DELIVERY DOCUMENT: AN INTRODUCTION

Delivery document is a document having all the related details of being despatched material. We have already discussed, customer places a purchase order with the seller based on agreed conditions, quality, quantity of material and the seller creates a sales order with reference to customer's purchase order with agreed details. On the despatch date of the material the delivery document is created with the details of the materials. It contains planned delivery date, actual delivery date, material, quantity, transportation planning date, picking date, batch numbers, batch wise material quantity along with other details. When this document is only save then only a delivery document is created and no financial entry or material document entry is posted. If post goods issue is done of this delivery document then material document and financial document both are generated.

To create a delivery document there are two processes.

Go to VA02 for sales order change mode. Then click on sales document header menu. Now click on Deliver option.



System will take you to outbound delivery document screen.

Alternatively you can also go directly to VL01N and enter reference sales order number and press Enter. You will come to the same screen of delivery document.

6.2 | DOCUMENT DATE

Here you need to change document date as per your requirement.

Outbound Delivery Edit Goto Extras Environment Subsequent Functions System Help

Outbound Delivery Create: Overview

Post Goods Issue

Outbound deliv. Document Date 01.07.2013
Ship-to party 2 MAHESH ENTERPRISES //

Item Overview Picking Loading Transport Status Overview Goods Movement Data

Pick Date/Time 01.07.2013 00:00 OvrllPickStatus Not Relmnt for Pick
Warehouse No. OverallWMStatus No WM trnsf ord reqd

Item	Material	Pint	SLoc	Deliv. Qty	Un Picked Qty	Un Batch	B	P	W	Stag. Date	Matl	Val. Type	Description
10	1	A	A	50	0	0				01.07.2013 00:00			STEEL SHEET

6.3 | PLANNED GI DATE

Planned goods issue date is the date when the delivery was planned with reference to sales order.

Item Overview Picking Loading Transport Status Overview Goods Movement Data

Planned GI 25.06.2013 00:00 Total Weight 1 KG
Actual GI date No. of packages

6.4 | ACTUAL GOODS ISSUE DATE

Actual goods issue date is the date when posting will be done in the system against sales order.

6.5 | STORAGE LOCATION

Click on Picking tab page. Enter Storage location in the field means for as SLoc.

6.6 | DELIVERY QUANTITY

You can enter delivery quantity as per your requirement. Assume you have created sales order of 100 quantities and you have decided to make part delivery, then you can break this total quantity in portion. You can enter quantity as 50 or any other quantity up to sales order quantity.

6.7 | PICKED QUANTITY

You need not enter picked quantity but you can change delivery quantity.

Item Overview		Picking	Loading	Transport	Status Overview	Goods Movement Data							
Pick Date/Time	25.06.2013	00:00	OvrllPickStatus	<input type="checkbox"/>	Not Relvnt for Pick.								
Warehouse No.			OverallWMStatus	<input type="checkbox"/>	No WM trnsf ord reqd								
All Items													
Item	Material	Plnt	SLoc	Deliv. Qty	Un	Picked Qty	Un	Batch	B	P	W	Stag. Date	M
10	12	A		1	EA	0	EA					03.07.2013	0

6.8 | ROUTE

You can click on Transport tab page and enter Route number through the materials that will be dispatched.

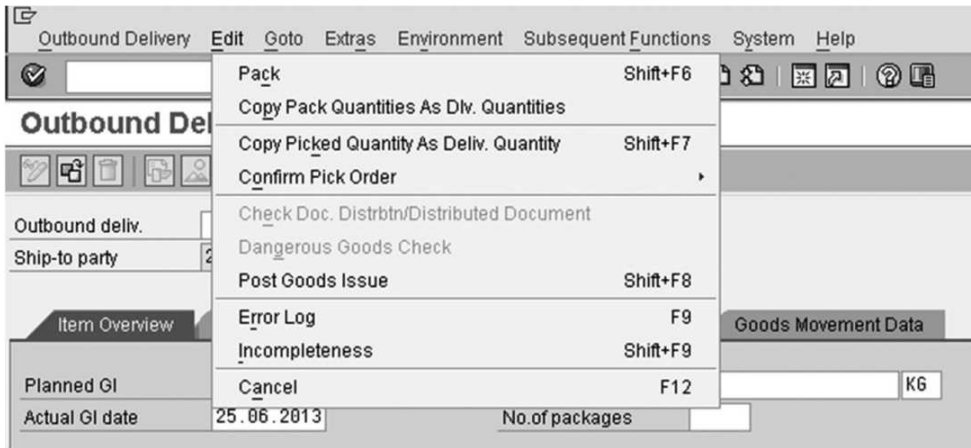
Item Overview		Picking	Loading	Transport	Status Overview	Goods Movement Data
TransptnPlanng	25.06.2013	00:00	Route	<input type="text"/>		
Trns.plan.stat.	<input type="checkbox"/>	Not rel.transp.plan.		Route Schedule	<input type="text"/>	

6.9 | BATCH SPLIT

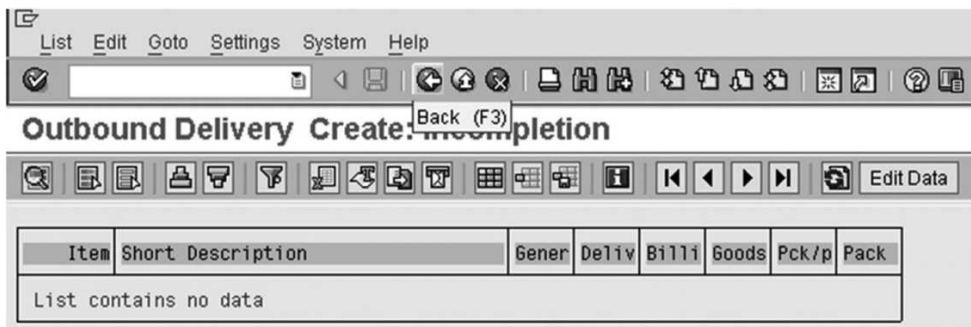
If material is maintained in batches, then you can click on batch split tab page. And enter batch-related details there.

Processing		Material	Batch Split	Picking	Loading and Shipment	Foreign Trade/Customs	Fin
Plant		Open qty	0.000	Conver.	0		
MatStaging	00:00	Cumul.qty	0.000	<->	0		
Batch split items							
Item	Batch	Val. Type	SLoc	Delivery quantity	SU	Available	SLED/BBD

For this, you need to select line of the material first, and then click on batch split, as shown in the screen shot below.



System will check if any further details are required by the document type and then it will confirm.

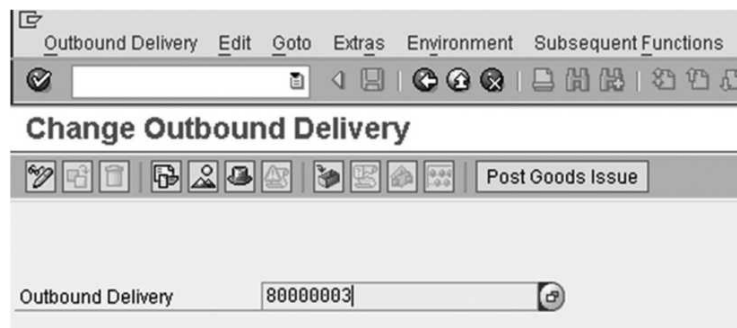


Then go back and save the document. System will generate a delivery document number.

Now posting delivery document and post goods issue can be done in change mode using T-code VL02N and then clicking on post goods issue icon on the header.

6.11 | CHANGE DELIVERY DOCUMENT

For this you have to go to VL02N. Enter delivery document as shown below.

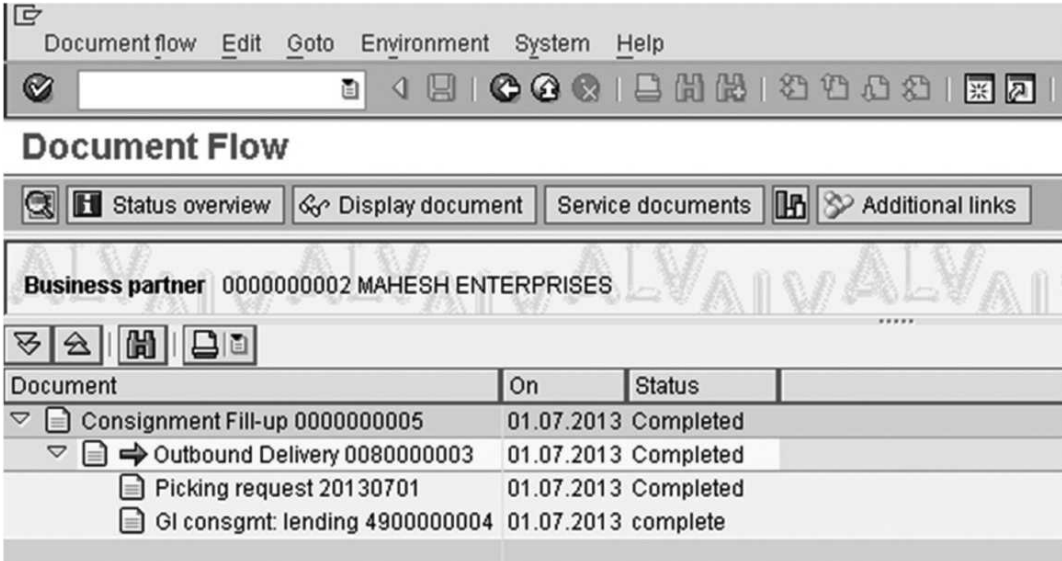


In VL03N you can display the delivery document already created or posted. Once it is created, it will get listed in document flow.

6.12 | POST GOODS ISSUE

You can either click on Post Goods Issue above on the right or you can press Enter and then after checking details once again, click on Post Goods Issue to post. The document will be posted and you can see details in the document flow as shown below.

6.13 | DOCUMENT FLOW



Document Flow			
Business partner 0000000002 MAHESH ENTERPRISES			
Document	On	Status	
Consignment Fill-up 0000000005	01.07.2013	Completed	
Outbound Delivery 0080000003	01.07.2013	Completed	
Picking request 20130701	01.07.2013	Completed	
GI consgmt: lending 4900000004	01.07.2013	complete	

Questions

1. What is a delivery document?
2. What is the T-code for delivery document creation?
3. What is PGI or post goods issue while processing a delivery document?
4. How can you make PGI? What is the impact of a proper PGI?
5. What is document flow?
6. How can you check document flow in a delivery document?
7. How can you change delivery document?
8. What are the mandatory fields in a delivery document to make the delivery document complete and for proper PGI?

BILLING

CHAPTER

- ✓ What is billing in sales
- ✓ T-code
- ✓ Delivery-related billing
- ✓ Order-related billing
- ✓ Number ranges
- ✓ How to process sales bill

- ✓ Billing document header
- ✓ Footer details for line items
- ✓ Pricing condition record update
- ✓ Releasing billing document to accounting
- ✓ How to release billing document to accounting

7.1 | WHAT IS BILLING IN SALES

Billing document in SAP SD is the invoices which is generated and sent or given to the customer. This contains total list of materials supplied to the customer and rates with other price-related information with tax deducted or charged as per law.

7.2 | T-CODE

T-code for creation of billing document in sales or SD is VF01. You can change it in VF02 and display in VF03. You can cancel it in VF11. You can use VFX3 T-code for collective release or sales bills which are pending to be released to FI.

[Billing document](#)
[Edit](#)
[Goto](#)
[Settings](#)
[System](#)
[Help](#)

Create Billing Document

[Billing due list](#)
[Billing document overview](#)
[Selection list](#)

Default data

Billing Type	ZF1 Invoice (F1)	Serv.rendered	
Billing Date	14.08.2013	Pricing date	

Docs to be processed

Document	Item	SD document categ.	Processing status
80000011			

There are some standard billing document types which are provided by SAP as package. You should copy these and define, configure and customize as per your requirement.

Billing Document Type	Name
F1	Delivery-related invoice
F2	Delivery-related invoice
F5	Pro forma invoice for sales order
F8	Pro forma invoice for delivery
FP	Interface billing – POS system
CR	Credit memo
L2	Debit memo
RE	Credit memo for returns
S1	Cancellation invoice
S2	Cancellation credit memo

There are some differences between delivery-related billing and order-related billing.

7.3 | DELIVERY-RELATED BILLING

If you define a particular billing document as for delivery-related billing, then you have to refer delivery number in the reference in VF01.

7.4 | ORDER-RELATED BILLING

If you define a particular billing document as for order-related billing, then you have to refer sales order number in the reference in VF01.

7.5 | NUMBER RANGES

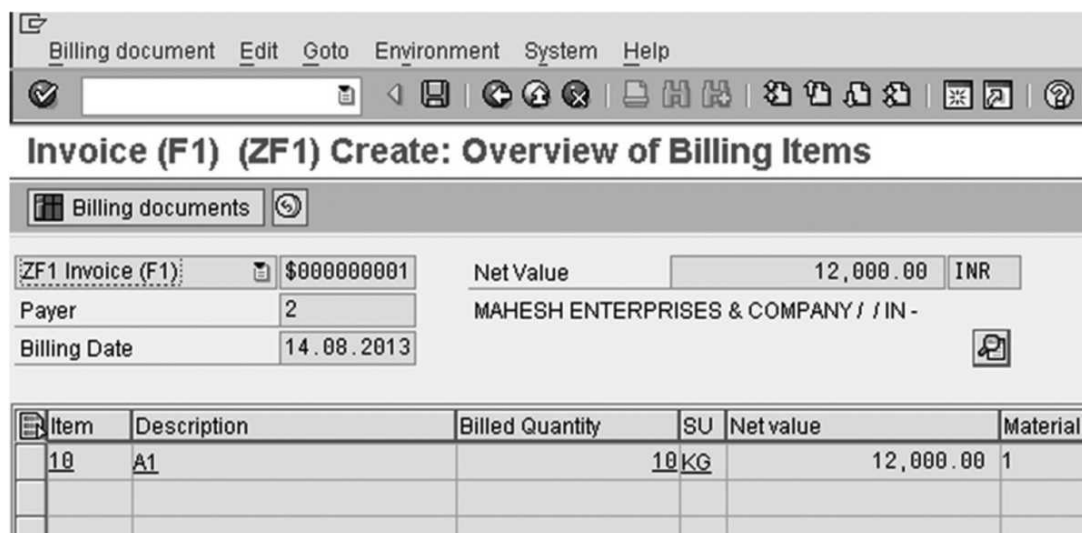
There are two types of number ranges for different document types. The document number range for cancelling document type should be different from main billing document type.

In each billing document type, you should pre-define which cancelling billing document should be used for cancelling a particular billing document. System will choose cancelling billing document type automatically along with the pre-defined number range.

7.6 | HOW TO PROCESS SALES BILL

You need to go to VF01 T-code. Select Billing document type. Then you need to enter reference document number. In case of order-related billing, you have to enter sales order number and in case of delivery-related billing, you have to enter delivery document number.

Then you have to enter allowed posting date. Press Enter. On this screen the billing date is the applicable posting date, on which this document is supposed to be posted. You should enter posting date only from allowed posting period. If you enter billing date out of posting date then system may give an error, system may create a billing document but it will not post any amount to finance and no payment responsibility will be added to customer.



The screenshot shows the SAP Billing document overview screen. The title bar includes 'Billing document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. The main title is 'Invoice (F1) (ZF1) Create: Overview of Billing Items'. Below the title, there is a 'Billing documents' button. The form contains the following fields:

ZF1 Invoice (F1)	\$000000001	Net Value	12,000.00	INR
Payer	2	MAHESH ENTERPRISES & COMPANY / IN -		
Billing Date	14.08.2013			

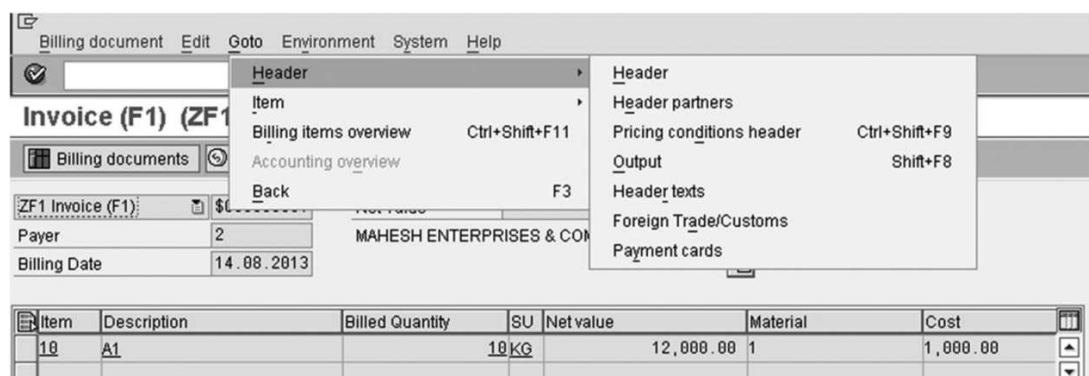
Below the form is a table with the following columns: Item, Description, Billed Quantity, SU, Net value, and Material.

Item	Description	Billed Quantity	SU	Net value	Material
10	A1	10 KG		12,000.00	1

7.7 | BILLING DOCUMENT HEADER

The icon as in the screen shot is meant for billing document header details.

Alternatively you can also click on Goto and select the header option from the drop-down list.



The screenshot shows the SAP Billing document header menu. The title bar includes 'Billing document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. The main title is 'Invoice (F1) (ZF1) Create: Overview of Billing Items'. Below the title, there is a 'Billing documents' button. The form contains the following fields:

ZF1 Invoice (F1)	\$000000001	Net Value	12,000.00	INR
Payer	2	MAHESH ENTERPRISES & COMPANY / IN -		
Billing Date	14.08.2013			

Below the form is a table with the following columns: Item, Description, Billed Quantity, SU, Net value, Material, and Cost.

Item	Description	Billed Quantity	SU	Net value	Material	Cost
10	A1	10 KG		12,000.00	1	1,000.00

The 'Goto' menu is open, showing the following options:

- Header
- Item
- Billing items overview (Ctrl+Shift+F11)
- Accounting overview
- Back (F3)

The 'Header' option is selected, showing a sub-menu with the following options:

- Header
- Header partners
- Pricing conditions header (Ctrl+Shift+F9)
- Output (Shift+F8)
- Header texts
- Foreign Trade/Customs
- Payment cards

7.8 | FOOTER DETAILS FOR LINE ITEMS

You can click on the icon as shown below in the screen shot for condition details of the item and other details.



Here you can check, choose and change pricing and condition-related details as in the screen shot.

The screenshot shows the 'Conditions' tab in the SAP Sales and Distribution interface. The 'Pricing Elements' table is displayed with the following data:

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC
<input type="checkbox"/>	PR00	Price	1,200.00	INR		1 KG	12,000.00	INR		1
		Gross Value	1,200.00	INR		1 KG	12,000.00	INR		1
		Discount Amount	0.00	INR		1 KG	0.00	INR		1
		Rebate Basis	1,200.00	INR		1 KG	12,000.00	INR		1
		Net Value for Item	1,200.00	INR		1 KG	12,000.00	INR		1
		Net Value 2	1,200.00	INR		1 KG	12,000.00	INR		1
<input type="checkbox"/>	B003	Customer Rebate	5.000-%				600.00-	INR		0
		Net Value 3	1,140.00	INR		1 KG	11,400.00	INR		1
<input type="checkbox"/>	ZVAT	Output Tax mwst	4.000-%				480.00	INR		0
		Total	1,248.00	INR		1 KG	12,480.00	INR		1
<input type="checkbox"/>	SKT0	Cash Discount	0.000-%				0.00	INR		0
<input type="checkbox"/>	VPRS	Internal price	100.00	INR		1 KG	1,000.00	INR		1

At the bottom of the screen, there are buttons for 'Condition rec.', 'Analysis', and 'Update'.

You must always check each line item condition details of the billing document. If you find any condition type missing in this table then you either need to update pricing manually or you need to enter the missing condition type manually along with the value. If you do not check before posting the billing document then it may get posted with wrong values.


7.9 | PRICING CONDITION RECORD UPDATE

You can update pricing details by clicking on update and selecting your required one or by selecting carry out new pricing type of option from the option provided by the system.

The screenshot shows the 'Pricing Condition Record Update' dialog box. It contains a table with the following data:

Pricing ty...	Short Descript.
A	Copy price components and redetermine scales
B	Carry out new pricing
C	Copy manual pricing elements and redetermine the others
G	Copy pricing elements unchanged and redetermine taxes
H	Redetermine freight conditions
I	Redetermine rebate conditions
J	Redetermine confirmed purch. net price / value (KNTYP=d)
K	Adopt price components and cose. Redetermine taxes.
M	Copy pricing elements, turn value
N	Transfer pricing components unchanged, new cost

After this you can save the billing document and a number will be generated.

 Document 90000011 saved (error in account determination)

System will never create same number twice. So it is a unique number.

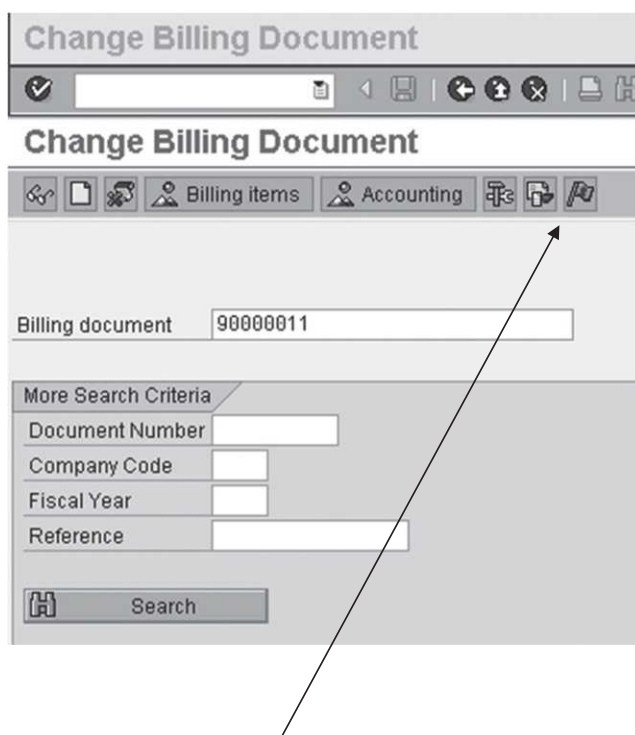
7.10 | RELEASING BILLING DOCUMENT TO ACCOUNTING

If you have not maintained billing document to auto-release to accounting, then system will just create billing document. It will not post it to FI. If you have not defined two-step processes for billing, then system will post its values to FI as soon as you save the document.

7.11 | HOW TO RELEASE BILLING DOCUMENT TO ACCOUNTING

This is a very simple process. In this process, you have to post sales billing values to FI. This is very important step because if you do not release billing to FI, then you will not be able to create any debit balance on your customer as debtor to get payment from them for the goods supplied.

For this, you have to go to VF02.



Then select billing document that is needed to be released to accounting.

Then click on the green flag on the header.

Questions

1. What is the T-code for billing document creation?
2. What is billing document type? What is billing document date and what is its importance?
3. How a billing document is released?
4. What is release to accounting in case of processing a billing document?
5. What is the delivery-related billing? How can you process a delivery-related billing?
6. What is order-related billing? How can you process order-related billing?
7. What is pro-forma invoice?
8. What is the T-code for creating pro-forma invoice?
9. What is the impact in finance of creating pro-forma invoice?
10. Can we maintain billing price different from sales order?

8

CASH SALES PROCESS

CHAPTER

- ✓ Cash sales process
- ✓ Creating cash sale sales order
- ✓ Organizational data
- ✓ Sales organization
- ✓ Distribution channel
- ✓ Division
- ✓ Sold to party
- ✓ Ship to party
- ✓ PO number
- ✓ PO date
- ✓ Material
- ✓ Plant code
- ✓ Batch
- ✓ Error: Mandatory condition PR00 is missing
- ✓ Error: Mandatory condition MWST is missing
- ✓ How to update new pricing
- ✓ Error: No pricing procedure could be determined
- ✓ Incompletion log
- ✓ Creating delivery document
- ✓ Creating billing document
- ✓ Posting or releasing sales bill to FI or to accounting
- ✓ Document flow and accounting view for the billing document
- ✓ Final document flow of cash sale

Following are the features of a cash sales order and its processing:

1. In cash sales, sales order is created when customer orders goods, picks them up and payment is made immediately.
2. Delivery is made and processed immediately when sales order is created and saved.
3. Cash sale invoice is generated and printed immediately.
4. Billing is only order-related billing.
5. Billing document type is BV in order-related billing document type option.
6. Receivables or debtor line items are not created in the system for customer.
7. Amount in the invoice is immediately posted to some cash account.
8. In the standard system, sales document type BV (CS) is for cash sale
9. Immediate delivery document type in cash sale is BV.
10. Current date is automatically proposed for delivery and billing.
11. In standard system, during cash sale, invoice papers are controlled with output type RD03, contained in the output determination procedure for order type CS.

12. In sales order document type BV, immediate delivery X is set, if quantity is confirmed for the present day.
13. You can set credit limit check as per requirement. But normally as this is a cash sale scenario, there should not be any credit limit check for this type of sales document type.

8.1 | CASH SALES PROCESS

Cash sales process is a part of sales process in which complete sales process is done immediately at one shot.

8.2 | CREATING CASH SALE SALES ORDER

To process cash sales process, first you need to create a sales order with order type as cash sale – BV. It is shown in the following screen shot.

The screenshot displays the 'Create Sales Order: Initial Screen' in SAP. At the top, there are four buttons: 'Create with Reference', 'Sales', 'Item overview', and 'Ordering party'. Below these, the 'Order Type' is set to 'BV' with a 'Cash Sale' icon. The 'Organizational Data' section is expanded, showing the following fields:

Organizational Data		
Sales Organization	A	MAIN
Distribution Channel	A	MAIN
Division	A	MAIN
Sales Office		
Sales Group		

All other details of sales order will remain same as standard order.

8.3 | ORGANIZATIONAL DATA

Enter required organizational data as per your requirement.

8.4 | SALES ORGANIZATION

Enter sales organization code through which this purchase happened.

8.5 | DISTRIBUTION CHANNEL

Enter here proper sales channel like domestic sales, export, retail sales, etc.

8.6 | DIVISION

Divisions are sales division. That is, types of materials and products. This also means grouping of materials and products.

Examples:

- AA Aluminium Ingot
- AB Al Alloy Products
- AC Al Wire Rod
- AD Al SRC Products
- AE Al Rolled Products
- AF Al C.C. Sheet
- AG Al Misc Products

After entering initial screen's details, press Enter. System will take you to another screen.

The screenshot shows the SAP 'Create Cash Sale: Overview' screen. The menu bar includes 'Sales document', 'Edit', 'Goto', 'Extras', 'Environment', 'System', and 'Help'. The toolbar contains various icons for document management and navigation. The main form area has the following fields:

- Cash Sale**: A text input field.
- Net value**: A numeric input field showing '0.00'.
- Sold-to party**: A text input field with a selection icon.
- Ship-to party**: A text input field.
- PO Number**: A text input field.
- PO date**: A date input field.

Below the form fields are several tabs: 'Sales', 'Item overview', 'Item detail', 'Ordering party', 'Procurement', 'Shipping', and 'Reason for rejection'. At the bottom of the screen, there are additional fields for 'Req. deliv.date' (set to 'D' and '28.06.2013') and 'Deliver.Plant'.

8.7 | SOLD TO PARTY

Here you need to enter sold to party code. That is, customer code in general.

8.8 | SHIP TO PARTY

You can also enter a different ship to party code in the field meant for that if you have another or different partner for the customer.

8.9 | PO NUMBER

This PO Number field is meant for a reference number received from your customer to track customer's sales order out of different sales orders.

8.10 | PO DATE

Enter the reference PO document's PO date. After that, press Enter to confirm details. System will check details.

The following screen will appear.

Cash Sale		Net value	0.00	INR
Sold-to party	2	MAHESH ENTERPRISES //		
Ship-to party	2	MAHESH ENTERPRISES //		
PO Number	2-1-1	PO date	01.06.2013	

8.11 | MATERIAL

Enter material code in the field as shown in the following screen shot.

Sales document Edit Goto Extras Environment System Help

Create Cash Sale: Overview

Cash Sale Net value 0.00 INR

Sold-to party 2 MAHESH ENTERPRISES //

Ship-to party 2 MAHESH ENTERPRISES //

PO Number 2-1-1 PO date 01.06.2013

Sales Item overview Item detail Ordering party Procurement Shipping Reason for rejection

☐ Complete div. Total Weight 0.000

Delivery block Volume 0.000

Billing block Pricing date 28.06.2013

Payment card Exp.date

Card Verif. Value Incoterms

Payment terms

Order reason

Sales area A / A / A MAIN, MAIN, MAIN

Item	Material	Order Quantity	Un	S	Description	Customer Material	ItCa	DGIP	HL	Itm	D	First Date	Pint	Batch	CnTy
1		100										01.06.2013	A		

Enter the quantity your customer wants to purchase. This may be a total contracted quantity or fractional quantity to be delivered in full.

8.12 | PLANT CODE

Enter plant code on the right side of the line item.

8.13 | BATCH

Enter respective batch number only if this material, which is subject to be sold, is maintained in batches. If it is not maintained in batches, then leave this field as blank.

After this, press Enter. System will detect and fill up related details as per data in the system.

Create Standard Order: Overview

Standard Order: Net value: 0.00 INR

Sold-to party: 2 MAHESH ENTERPRISES //

Ship-to party: 2 MAHESH ENTERPRISES //

PO Number: 2 PO date: 01.06.2013

Req. deliv. date: 18.06.2013 Deliver. Plant:

☐ Complete delv. Total Weight: 0 KG

Delivery block: Volume: 0.000

Billing block: Pricing date: 18.06.2013

Payment card: Exp. date:

Card Verif. Value: Incoterms: CFR CFR

Payment terms: 0001 Pay immediately w/o

Order reason:

Item	Material	S	Description	Customer Material Numb	ItCa	DOIP	HL Itm	D	First Date	Pint	Batch
101			STEEL SHEET		TAN			D	18.06.2013	A	
								D	18.06.2013		
								D	18.06.2013		
								D	18.06.2013		
								D	18.06.2013		

Pricing error: Mandatory condition PR00 is missing

In this example, again enter same details of customer code and PO reference number with PO date of customer as it was in standard sales order. Enter material code and plant code. Also enter incoterms as applicable. Apart from this, also enter payment terms as per negotiation. Then press Enter and system will ask you further details to complete this sales order.

8.14 | ERROR: MANDATORY CONDITION PR00 IS MISSING

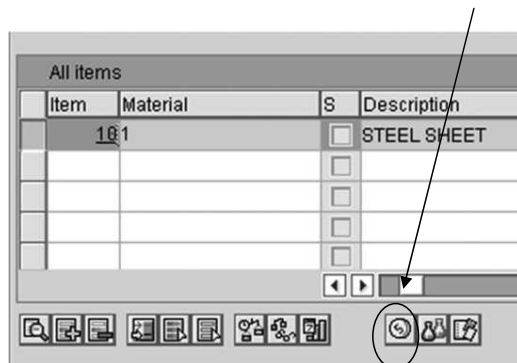
Here, if price is not maintained, then error may come as Mandatory condition MWST is missing.

Pricing error: Mandatory condition PR00 is missing

While using this setup, system is giving an error message of mandatory condition PR00 is missing.

There may be multiple reasons for this error. One may be that the pricing procedure in sales or in this type of sales document type is defined to be entered manually.

After entering details and getting error of PR00 missing, just double-click on the material line or select material line and click on item condition on the footer.



This will take you to next item details screen as follows.

Create Standard Order: Item Data

Sales Document Item: 10 Item category: TAN Standard Item
Material: 1 STEEL SHEET

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines

Qty: 100 KG Net: 0.00 INR Tax: 0.00

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC
		Gross Value	0.00	INR		1 KG	0.00	INR		
		Discount Amount	0.00	INR		1 KG	0.00	INR		
		Rebate Basis	0.00	INR		1 KG	0.00	INR		
		Net Value for Item	0.00	INR		1 KG	0.00	INR		
		Net Value 2	0.00	INR		1 KG	0.00	INR		
		Net Value 3	0.00	INR		1 KG	0.00	INR		
		Total	0.00	INR		1 KG	0.00	INR		
		<input type="checkbox"/> SKTO Cash Discount	0.000 %				0.00	INR		
		<input type="checkbox"/> VPRS Internal price	1,000.00	INR		10 KG	10,000.00	INR		
		Profit Margin	1,000.00-	INR		10 KG	10,000.00-	INR		

Condition rec. Analysis Update

Just manually enter price in the line of condition type and rate per unit of measure and press Enter.

Please note that if you have maintained pricing procedure properly and if you have also maintained your master record related to pricing, then system will pick and display this pricing data and other related condition types with data or value automatically. If you have not maintained it, then system will not be able to pick it and it will ask you for data and give you error, as shown in the following screen shot.

You can enter pricing condition manually if you have defined condition type as manually allowed. The process of entering condition type manually is shown as follows.

8.15 | ERROR: MANDATORY CONDITION MWST IS MISSING

Then next error may come as Mandatory condition MWST is missing.

Pricing error: Mandatory condition MWST is missing

This is basically tax condition type. Again if system finds this condition type in condition record, if condition record is maintained and if condition type's master record is not maintained, then either the system will not pick it and will not even give you error or system will not pick it and give you error so that you mention in the condition record in T-code VK11 and update it manually by clicking on update or mention it manually in the condition type.

If you have configured and maintained a different tax condition type for the requirement, then system will pick that automatically or you have to fill it up manually.

	N	CnTy	Name	Amount	Crcy	per	U...	Condition value
<input type="checkbox"/>		PR00	Price	1,200.00	INR	1	KG	120,000.00
			Gross Value	1,200.00	INR	1	KG	120,000.00
			Discount Amount	0.00	INR	1	KG	0.00
			Rebate Basis	1,200.00	INR	1	KG	120,000.00
			Net Value for Item	1,200.00	INR	1	KG	120,000.00
			Net Value 2	1,200.00	INR	1	KG	120,000.00
			Net Value 3	1,200.00	INR	1	KG	120,000.00
<input type="checkbox"/>		ZVAT	Output Tax mwst	4.000	%			4,800.00
			Total	1,248.00	INR	1	KG	124,800.00

8.16 | HOW TO UPDATE NEW PRICING

Sometime it happens that the system does not pick any price from the master record of conditions. Or another reason may be that you have updated or changed condition master record after creation of sales order or billing document and then system will not be able to update itself to its already created documents. In that case, you will need to change the conditions in the sales order or billing document.

Sales document Edit Goto Extras Environment System Help

Create Cash Sale: Item Data

Sales Document Item 10 Item category BYN Cash Sales
Material 1 STEEL SHEET

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines

Qty 100 KG Net 120,000.00 INR
Tax 4,800.00

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	Num
<input checked="" type="checkbox"/>	PR00	Price	1,200.00	INR		1 KG	120,000.00	INR		
		Gross Value	1,200.00	INR		1 KG	120,000.00	INR		
		Discount Amount	0.00	INR		1 KG	0.00	INR		
		Rebate Basis	1,200.00	INR		1 KG	120,000.00	INR		
		Net Value for Item	1,200.00	INR		1 KG	120,000.00	INR		
		Net Value 2	1,200.00	INR		1 KG	120,000.00	INR		
		Net Value 3	1,200.00	INR		1 KG	120,000.00	INR		
<input checked="" type="checkbox"/>	ZVAT	Output Tax mwst	4,800.00	INR		1 KG	4,800.00	INR		
		Total	1,248.00	INR		1 KG	124,800.00	INR		
<input checked="" type="checkbox"/>	SKT0	Cash Discount	0.000	INR		1 KG	0.00	INR		
<input checked="" type="checkbox"/>	YPRS	Internal price	1,000.00	INR		10 KG	10,000.00	INR		
		Profit Margin	1,100.00	INR		1 KG	110,000.00	INR		

Condition rec. Analysis Update

This update is done by clicking on update icon on the condition tab page of the document.



On clicking the 'Update' icon on the shown screen shot, a new screen will be opened as shown.


Pricing ty... Short Descript.

A	Copy price components and redetermine scales
B	Carry out new pricing
C	Copy manual pricing elements and redetermine the others
G	Copy pricing elements unchanged and redetermine taxes
H	Redetermine freight conditions
I	Redetermine rebate conditions
J	Redetermine confirmed purch. net price / value (KNTYP=d)
K	Adopt price components and cose. Redetermine taxes.
M	Copy pricing elements, turn value
N	Transfer pricing components unchanged, new cost
O	Redetermine variant conditions (KNTYP=O)
R	Apply Price Parts and Bonus Conditions
U	Redetermine precious metal conditions (KNTYP=U)
X	Customer reserve X
Y	Customer reserve Y
Z	Customer reserve Z
1	Customer reserve 1
2	Customer reserve 2
3	Customer reserve 3
4	Customer reserve 4
5	Customer reserve 5
6	Customer reserve 6
7	Customer reserve 7
8	Customer reserve 8








Then you need to click on carry out new pricing to update pricing data. System will update its sales order document and billing document.

8.17 | ERROR: NO PRICING PROCEDURE COULD BE DETERMINED

There may be scenario when such type of errors will come, as shown in the following screen shot.

 No pricing procedure could be determined

This is basically due to the reason that the customer is not created properly or sales area is not assigned with combination of sales organization, distribution channel, division, document pricing procedure and customer pricing procedure with correct pricing procedure in customization.

Change View "Pricing Procedures: Determination in Sales Docs.": Overvi									
 New Entries     									
SOrg.	DChl	Dv	DoPr	Cu...	PriPr.	Pricing procedure	CType	Condition type	
ABC	AA	AA	A	1	ZDOM01	Domestic Pricing Proce	ZPR0	Basic Price	

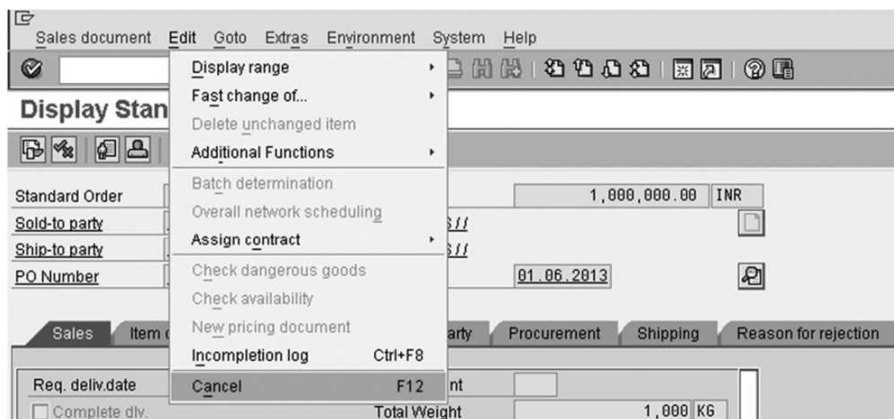
In case of standard demo SAP system of IDES, you should not get error. If you get this error, then you have to configure it properly as per your changed configuration and requirement.

Pricing Elements										
N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	
<input type="checkbox"/>	ZPR0	Basic Price	1,000.00	INR		1 PC	10,000.00	INR		
<input type="checkbox"/>	ZPK1	Packing Cost qty		INR		1 PC	0.00	INR		
<input type="checkbox"/>	ZPK2	Packing Cost value	0.00	INR			0.00	INR		
<input type="checkbox"/>	ZFR1	Freight before tax(q)		INR		1 PC	0.00	INR		
<input type="checkbox"/>	ZFR3	Freight before tax(v)		INR			0.00	INR		
		Assessable Price	1,000.00	INR		1 PC	10,000.00	INR		
<input type="checkbox"/>	JEXP	IN: A/R BED %	12.000	%			0.00	INR		
		Basic Price+BED	0.00	INR		1 PC	0.00	INR		
		Basic Price+BED	0.00	INR		1 PC	0.00	INR		
		Basic Price+BED+AED	0.00	INR		1 PC	0.00	INR		
<input type="checkbox"/>	JCEX	IN A/R EDUCES	2.000	%			0.00	INR		
		Basic Price+BED+Educ	0.00	INR		1 PC	0.00	INR		
<input type="checkbox"/>	JA1X	A/R Secondary&Hr ECS	1.000	%			0.00	INR		
		Basic Price+BED+Educe	0.00	INR		1 PC	0.00	INR		

Condition rec. Analysis Update

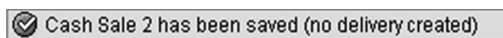
8.18 | INCOMPLETION LOG

If all data is entered properly, then click on edit in the menu bar and select incompleteness log, as shown in the screen shot below.



In that case, system will show you details if any data is missing to be entered. If everything is entered properly, then system will not issue any log and you will be able to save the sales order for further processing.

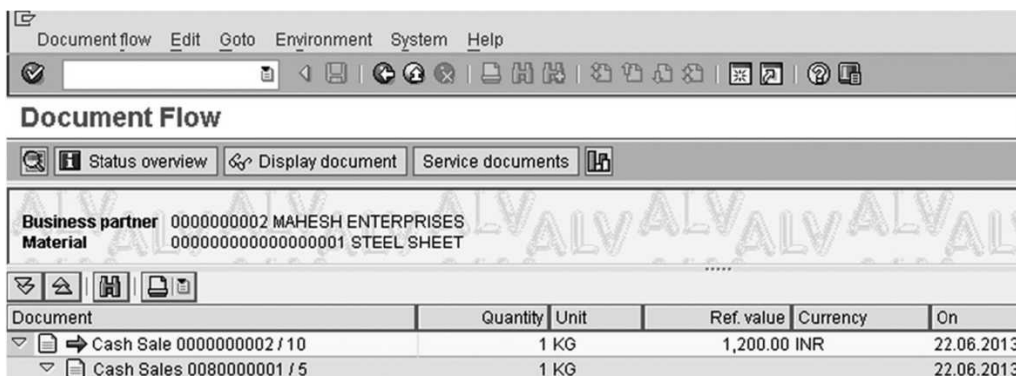
As you save the sales order document, you will get a message as shown in the following screen shot.



8.19 | CREATING DELIVERY DOCUMENT

As you enter details in the cash sale order type Sale sales order and save that, system will automatically generate a new delivery document for the sales order. You can see that in the sales order document flow. If the delivery document is not shown in the sales order document flow, then it will mean that there was some error with the setup of the sales order document and date of the document. And that was the reason system was unable to create delivery document for the cash sale order.

Solution will be just going to sales order change in the T-code VA02 and checking details of entries and also checking allowed delivery date for the rush order. Just change the rush order accordingly and save the document. System will again show message that delivery document is created with the number.



If you go to VA02/VA03 T-code or in sales order change or display mode, you click on document flow. System will take you to next screen. Here you will be able to see automatically created delivery document number in the document flow as shown in the screen shot below.

The screenshot shows the SAP Document Flow interface. At the top, there is a menu bar with 'Document flow', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main area is titled 'Document Flow' and contains a sub-header with 'Status overview', 'Display document', and 'Service documents'. The main content area displays the following information:

Business partner 0000000002 MAHESH ENTERPRISES
Material 000000000000000001 STEEL SHEET

Below this, there is a table with the following columns: Document, Quantity, Unit, Ref. value, Currency, and On. The table contains two rows:

Document	Quantity	Unit	Ref. value	Currency	On
▼ Cash Sale 0000000002 / 10	1	KG	1,200.00	INR	22.06.2013
▼ Cash Sales 0080000001 / 5	1	KG			22.06.2013

Then go to VL02N T-code.

Enter the automatically created delivery document number and put required details like storage location and other details if you wish to enter. After that click on PGI for post goods issue. System will generate delivery document posted.

8.20 | CREATING BILLING DOCUMENT

After you have posted delivery document in the T-code VL02N, you can and have to create Billing document manually. You can create it in T-code VF01 as standard process and normal way just as you create standard sales order's billing document.

After creation of billing document, you have to save it and note down the billing document number.

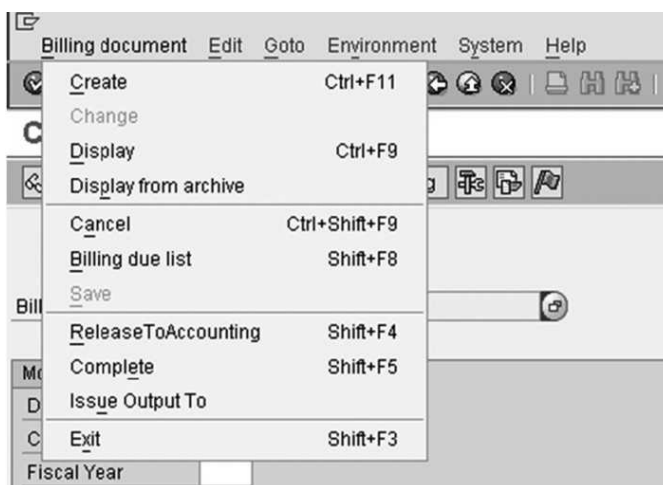
8.21 | POSTING OR RELEASING SALES BILL TO FI OR TO ACCOUNTING

After creation of billing document, you have to go to VF02 again and enter billing document number. But do not press Enter. Keeping the number in place, click on the green flag on the right side of the screen, as you can see in the below given screen shot.

The screenshot shows the SAP 'Change Billing Document' screen. At the top, there is a menu bar with 'Billing document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main area is titled 'Change Billing Document' and contains a sub-header with 'Billing items' and 'Accounting'. The main content area displays the following information:

Billing document 00000001

Alternatively you can also click on billing document on the menu, and from the drop-down you have to click on release to accounting option with short-cut Shift+F4 key on your keyboard.

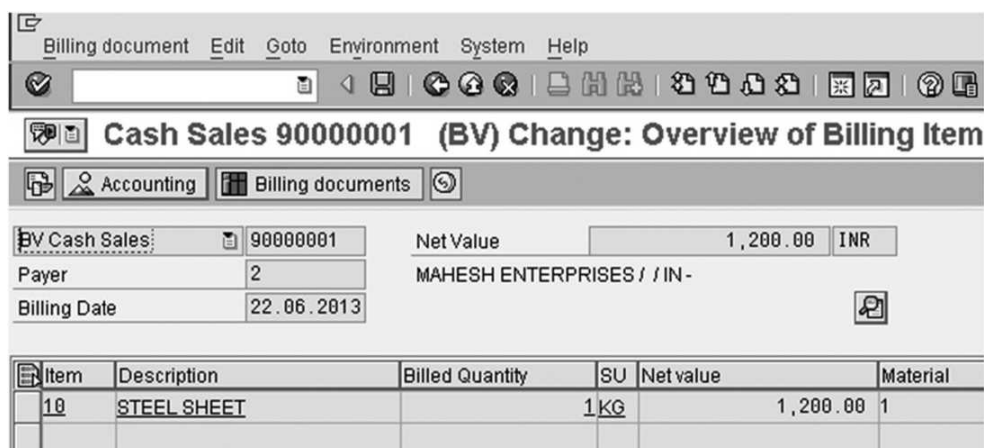


On selecting this option or by clicking on the green flag for release option, the FI entry and FI document will be generated by the system automatically. There may come some error if any type of customization happens to be missing. But if everything is correct, the system will not give any error and it will be posted.

8.22 | DOCUMENT FLOW AND ACCOUNTING VIEW FOR THE BILLING DOCUMENT

You can see accounting document in the document flow of the billing document. Go to VF03.

Enter billing document number. Press Enter. Click on accounting as shown in the screen shot below.



Document Edit Goto Extras Settings Environment System Help

Display Document: Data Entry View

Taxes Display Currency General Ledger View

Data Entry View

Document Number	2	Company Code	0A	Fiscal Year	2013
Document Date	22.06.2013	Posting Date	22.06.2013	Period	3
Reference	0000000002	Cross-CC no.			
Currency	INR	Texts exist	<input type="checkbox"/>	Ledger Group	

Search Print Filter Hierarchy Filter Summary Split Copy Paste Print Layout

C...	Item	PK	S	Account	Description	Amount	Curr.	Tx
0A	1	01	2		MAHESH ENTERPRISES	1,248.00	INR	A4
	2	50		3000001	MFG GOODS SALES DOM	1,200.00-	INR	A4
	3	50		1503009	VAT PAYABLE OUTPUT	48.00-	INR	A4

8.23 | FINAL DOCUMENT FLOW OF CASH SALE

Below is the completed document flow for cash sale sales order. It is self-explanatory in the screen shot. We have taken all the standard number ranges in the standard system and have created with standard document types. You can configure your own document type and your own pricing procedure for this type of sales order and can define it differently. This will require higher level of expertise and that will come only with deep level of study on the related topic.

Document flow Edit Goto Environment System Help

Document Flow

Status overview Display document Service documents

Business partner 0000000002 MAHESH ENTERPRISES
Material 00000000000000000001 STEEL SHEET

Document	Quantity	Unit	Ref. value	Currency	On	Status
➔ Cash Sale 0000000002 / 10	1	KG	1,200.00	INR	22.06.2013	Completed
▼ Cash Sales 0080000001 / 5	1	KG			22.06.2013	Completed
GD goods issue: delvy 4900000010 / 1	1	KG	100.00	INR	22.06.2013	complete
▼ Cash Sales 0090000001 / 10	1	KG	1,200.00	INR	22.06.2013	Completed
Accounting document 0000000002	1	KG			22.06.2013	Not cleared

Questions

1. What is cash sale?
2. What are the document types for cash sales?
3. What is the item category for cash sale?
4. What is the document flow for cash sale?
5. What is BV and CS?
6. How a cash sale is different from standard sales order?

9

CHAPTER

RUSH ORDER SALES PROCESS

- ✓ Rush order process
- ✓ Creating rush order
- ✓ Creating delivery document
- ✓ Picked quantity
- ✓ Creating billing document

- ✓ Posting or releasing sales bill to FI or to accounting
- ✓ Document flow and accounting view for the billing document
- ✓ Final document flow of rush order sale

Following are the features of a rush order and its processing:

1. In rush order, customer picks up goods immediately.
2. Delivery is done on the same day of creation of sales order.
3. A delivery is automatically created in the standard system on saving sales order.
4. Billing document is created as usual after delivery.
5. Sales order document type is 'RO' or 'SO' in standard system with immediate delivery type.
6. Immediate delivery type is 'LF'.
7. Goods are removed from storage, are picked and goods issue is posted.
8. Invoice document is created, printed and sent to the customer.
9. Credit check can be set for the customer in rush orders.
10. In sales order document type 'RO' or 'SO', immediate delivery 'X' is set.
11. Item category for rush order is 'TAN', which is relevant for credits check. But you can change the settings.
12. Sometimes, in case of rush order delivery-related billing type is set to 'F2' and order-related billing type is also set as 'F2'. This may be and should be changed as per individual client's requirement.

9.1 | RUSH ORDER PROCESS

Rush order process is same as cash sale process. In rush order billing is delivery related. Picking of goods may be on the same day or later. Bill is also created on the same day or later date after posting of delivery document.

9.2 | CREATING RUSH ORDER

To process rush order sales process, first you need to create a sales order with order type as rush order—‘SO’. It is shown in the screen shot. SO is the standard rush order document type. You can create your own by doing required customization.

Create Sales Order: Initial Screen

Order Type: SO ☒ Rush Order

Organizational Data		
Sales Organization	A	MAIN
Distribution Channel	A	MAIN
Division	A	MAIN
Sales Office		
Sales Group		

All other details of sales order will remain same as standard order. As you save the sales order document, you will get a message that Rush Order **** has been saved (no delivery created).

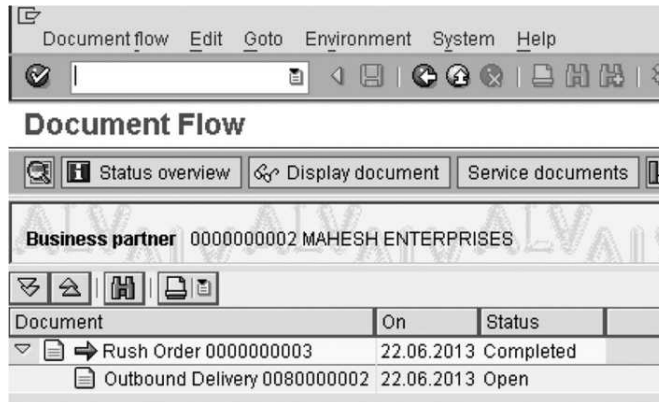
No delivery created message will come if there is any date-related error or problem with the current date and the date in the plant calendar of the sales order.

Change Sales Order: Initial Screen

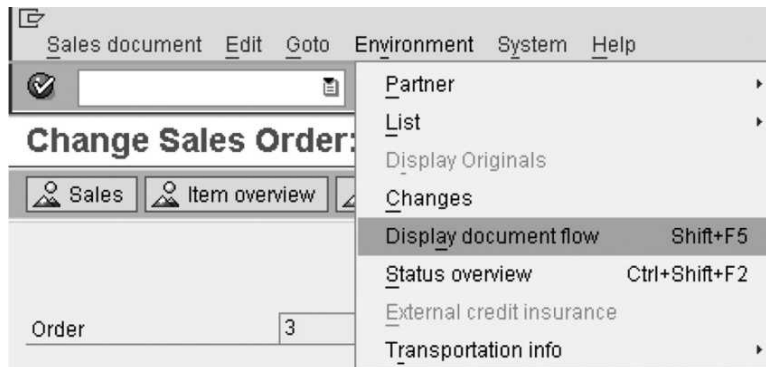
Order: 3

Then again go to VA02 and change the date to the allowed date for delivery and save it. The system will generate a new delivery document.

After system shows delivery document created in the status bar on saving of sales order, you can see that delivery document number in the document flow of the sales order by clicking on document flow as shown in the screen shot below.



Alternatively you can also go to VA02 or V03. Then click on environment. Now select option display document flow with short-cut key of Shift+F5.



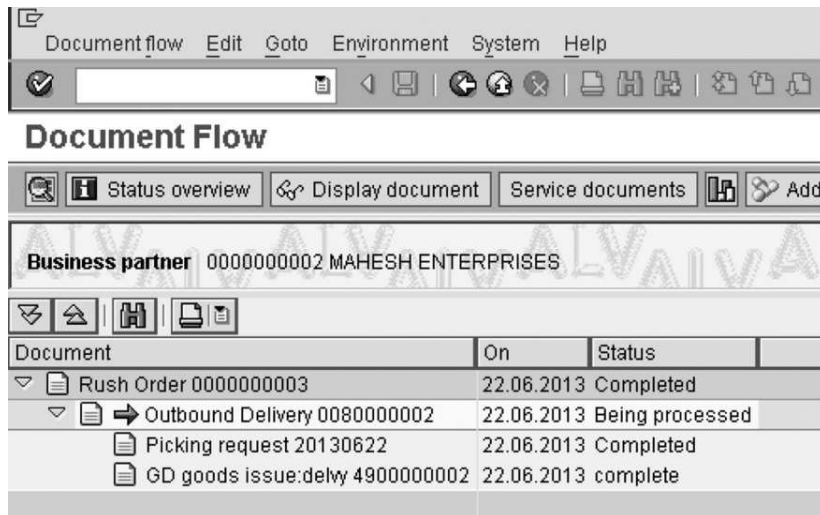
And system will display the document flow for you.

9.3 | CREATING DELIVERY DOCUMENT

As you enter details in the rush order type sale sales order and save that, system will automatically generate a new delivery document for the sales order. You can see that in the sales order document flow. If the delivery document is not shown in the sales order document flow, then it will mean that there was some error with the setup of the sales order document and date of the document. And that was the reason the system was unable to create delivery document for the Rush Order.

Solution will be just going to sales order change in the T-code VA02 and checking details of entries and also checking allowed delivery date for the rush order. Just change the rush order accordingly and save the document. System will again show message that delivery document is created with the number.

If you go to VA02/VA03 T-code or in sales order change or display mode, you click on document flow. System will take you to next screen. Here you will be able to see automatically created delivery document number in the document flow as in the screen shot below.

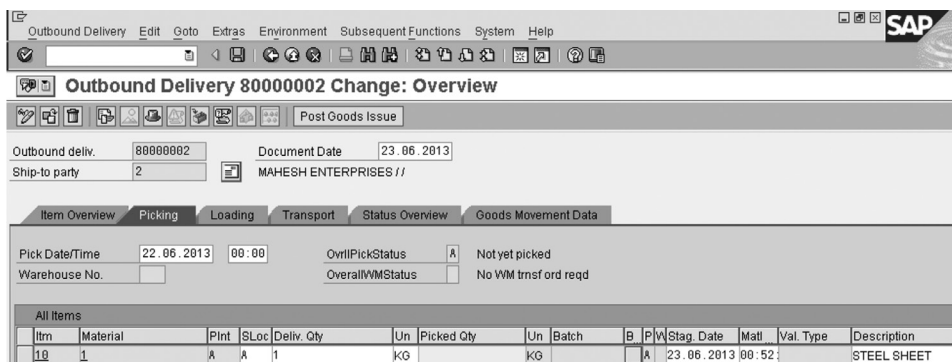


Then go to VL02N T-code.

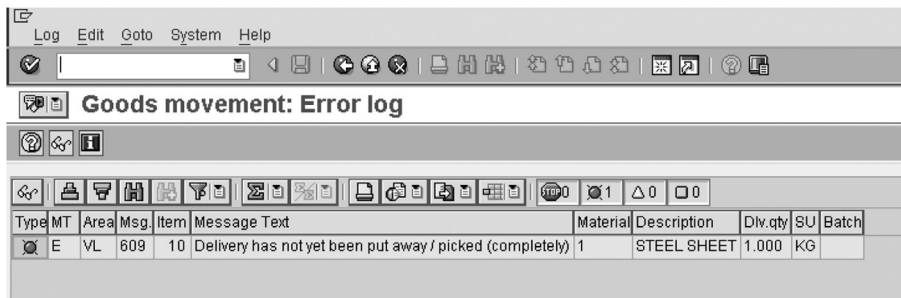
Enter the automatically created delivery document number and put required details like storage location and other details if you wish to enter. After that, click on PGI for post goods issue. System will generate delivery document posted.

9.4 | PICKED QUANTITY

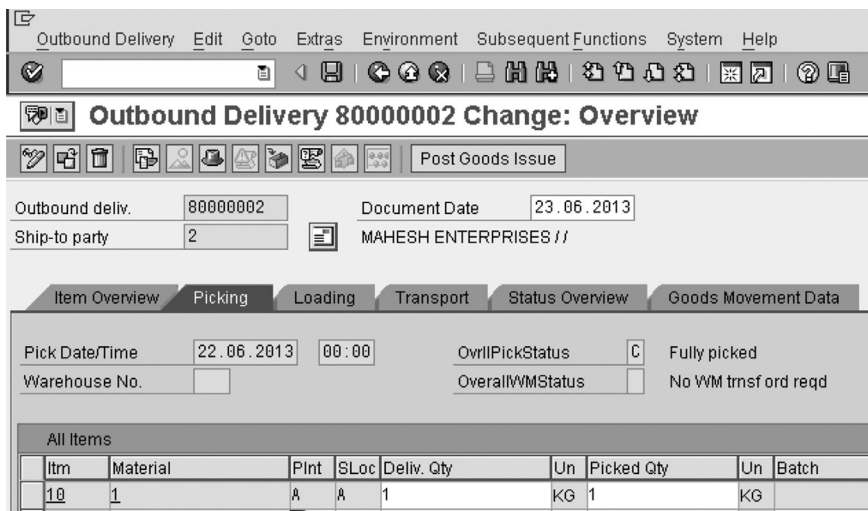
In case of rush order, one thing to be taken in mind is that in case of delivery against rush order, system will ask you picking quantity and it has to be filled by the user manually; otherwise, system will not be able to post the quantity.



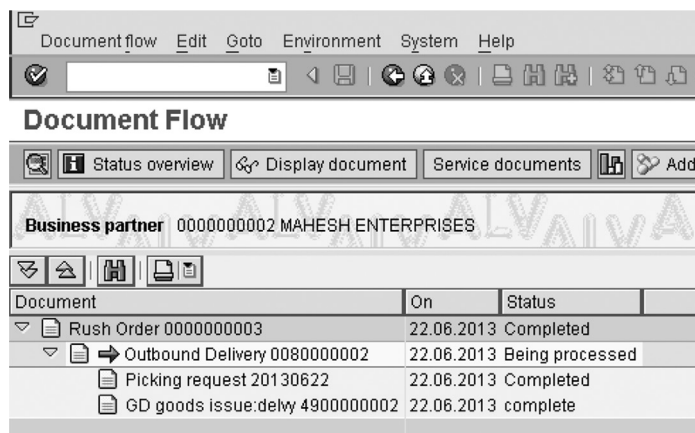
System will also throw an error as shown in the screen shot below.



You have to enter pick quantity in the field available in the T-code VL02N's change mode as shown in the screen shot.



After that, click on post goods issue and system will post the delivery for the rush order.



9.5 | CREATING BILLING DOCUMENT

After you have posted delivery document in the T-code VL02N, you can and have to create billing document manually. You can create it in T-code VF01 as standard process and normal way just as you create standard sales order's billing document. Please always follow the related document type for previous document type, and select these document types very carefully only from the allowed options.

Create Billing Document

Billing document Edit Goto Settings System Help

Billing due list Billing document overview

Default data

Billing Type F2 Invoice Rush Order

Billing Date

Docs to

F1	Invoice (F1)
F2	Invoice Rush Order
F5	Pro Forma for Order
F8	Pro Forma Inv f Div
FADP	Down payment request
FAS	Canc.down pymnt req.
FAZ	Down payment request
FL	Proforma for LB
FP	Billing POS-Interface
FR	Invoice Repair

Select F2 billing document as in our case and the allowed and assigned billing document type as in your case in the system allowed.

Enter delivery document number in the document field.

Create Billing Document

Billing document Edit Goto Settings System Help

Billing due list Billing document overview

Default data

Billing Type F2 Invoice Rush Order

Billing Date

Docs to be processed

Document	Item	SD document categ.
80000002		

Enter billing date in the field meant for that and press Enter.

Billing documents

F2 Invoice Rush Order: \$000000001 Net Value 1,100.00 INR

Payer 2 MAHESH ENTERPRISES / IN -

Billing Date 22.06.2013

Item	Description	Billed Quantity	SU	Net value	Material
10	STEEL SHEET	1 KG		1,100.00	1

Now double-click on the item line 10 or 20, as shown in your billing document.

Invoice Rush Order (F2) Create: Item Data

Billing items

Item 10 Created by ABH

Item category TAN Created on 22.06.2013 Time 16:32:14

Material 1 STEEL SHEET

Batch

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data

Price data

Pricing date 22.06.2013 AcctSettleStart

Pr. Ref. Matl Serv.rendered 22.06.2013

Manual price A Manual price change carried out Exchange Rate 1.00000

Pricing X Pricing standard

Statist.value System will copy item to header totals

Then click on conditions.

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data

Qty 1 KG Net 1,100.00 INR

Tax 44.00

Pricing Elements

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.
		PR000 Price	1,100.00	INR	1	KG	1,100.00	INR
		Gross Value	1,100.00	INR	1	KG	1,100.00	INR

Check whether all the condition types and their values are correct or not.

If required, enter additional condition type in the document and add values for that.

Invoice Rush Order (F2) Create: Item Data

Billing Items

Item: 10 Created by: ABH
 Item category: TAN Created on: 22.06.2013 Time: 16:32:14
 Material: 1 STEEL SHEET
 Batch:

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data


Qty: 1 KG Net: 1,100.00 INR
 Tax: 44.00

Pricing Elements

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	N
		<input type="checkbox"/> PR00 Price	1,100.00	INR		1 KG	1,100.00	INR		
		Gross Value	1,100.00	INR		1 KG	1,100.00	INR		
		Discount Amount	0.00	INR		1 KG	0.00	INR		
		Rebate Basis	1,100.00	INR		1 KG	1,100.00	INR		
		Net Value for Item	1,100.00	INR		1 KG	1,100.00	INR		
		Net Value 2	1,100.00	INR		1 KG	1,100.00	INR		
		Net Value 3	1,100.00	INR		1 KG	1,100.00	INR		
		<input type="checkbox"/> ZVAT Output Tax mwst	4.000	%			44.00	INR		
		Total	1,144.00	INR		1 KG	1,144.00	INR		
		<input type="checkbox"/> SKT0 Cash Discount	0.000	%			0.00	INR		
		<input type="checkbox"/> VPRS Internal price	100.00	INR		1 KG	100.00	INR		
		Profit Margin	1,000.00	INR		1 KG	1,000.00	INR		

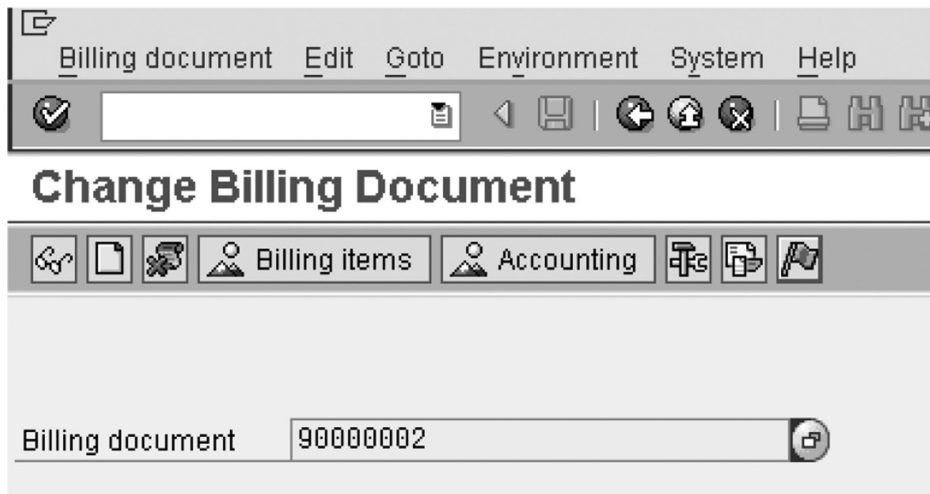
Condition rec. Analysis Update

After creation of billing document, you have to save it and note down the billing document number. On the status bar, message will be displayed. You can alternatively also check this in the document flow of the billing document.

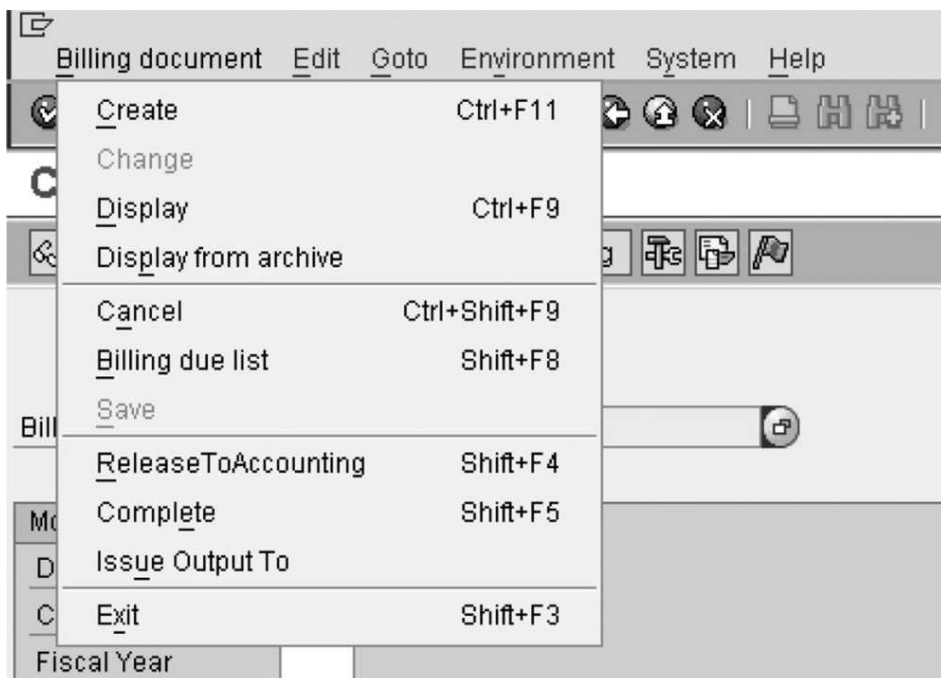
 Document 90000002 has been saved

9.6 | POSTING OR RELEASING SALES BILL TO FI OR TO ACCOUNTING

After creation of billing document, you have to go to VF02 again and enter billing document number. But do not press Enter. Keeping the number in place, click on green flag on the right side of the screen, as you can see in the screen shot below.



Alternatively you can also click on billing document on the menu, and from the drop-down you have to click on release to accounting option with short-cut Shift+F4 key on your keyboard.



On selecting this option or by clicking on green flag for release option, the FI entry and FI document will be generated by the system automatically. There may come some error if any type of customization happens to be missing. But if everything is correct, the system will not give any error and it will be posted.

9.7 | DOCUMENT FLOW AND ACCOUNTING VIEW FOR THE BILLING DOCUMENT

You can see accounting document in the document flow of the billing document. Go to VF03.
Enter billing document number. Press Enter.

The screenshot shows the SAP Billing document overview for Invoice Rush Order 90000002. The menu bar includes Billing document, Edit, Goto, Environment, System, and Help. The title bar reads "Invoice Rush Order 90000002 (F2) Change: Overview of I". Below the title bar, there are tabs for Accounting and Billing documents. The main area displays the following data:

F2 Invoice Rush Order:	90000002	Net Value	1,100.00	INR
Payer	2	MAHESH ENTERPRISES / IN -		
Billing Date	22.06.2013			

Item	Description	Billed Quantity	SU	Net value	Material
10	STEEL SHEET	1	KG	1,100.00	1

Click on Accounting as shown in the screen shot below.

The screenshot shows the SAP Display Document: Data Entry View for Billing document 90000002. The menu bar includes Document, Edit, Goto, Extras, Settings, Environment, System, and Help. The title bar reads "Display Document: Data Entry View". Below the title bar, there are tabs for Taxes, Display Currency, and General Ledger View. The main area displays the following data:

Document Number:	3	Company Code	0A	Fiscal Year	2013
Document Date	22.06.2013	Posting Date	22.06.2013	Period	3
Reference	2-2	Cross-CC no.			
Currency	INR	Texts exist	<input type="checkbox"/>	Ledger Group	

C...	Itm	PK	S	Account	Description	Amount	Curr.	Tx
0A	1	01	2		MAHESH ENTERPRISES	1,144.00	INR	A4
	2	50		3000001	MFG GOODS SALES DOM	1,100.00-	INR	A4
	3	50		1503009	VAT PAYABLE OUTPUT	44.00-	INR	A4

9.8 | FINAL DOCUMENT FLOW OF RUSH ORDER SALE

Below is the completed document flow for rush order sale type sales order.

It is self-explanatory in the screen shot. We have taken all the standard number ranges in the standard system and have created with standard document types. You can configure your own document type and your own pricing procedure for this type of sales order and can define it differently. This will require higher level of expertise and that will come only with deep level of study on the related topic.

Document	Quantity	Unit	Ref. value	Currency	On	Status
➔ Rush Order 0000000003 / 10	1	KG	1,100.00	INR	22.06.2013	Completed
▼ Outbound Delivery 0080000002 / 10	1	KG			22.06.2013	Completed
Picking request 20130622 / 10	1	KG			22.06.2013	Completed
GD goods issue:delvy 4900000002 / 1	1	KG	100.00	INR	22.06.2013	complete
▼ Invoice Rush Order 0090000002 / 10	1	KG	1,100.00	INR	22.06.2013	Completed
Accounting document 0000000003	1	KG			22.06.2013	Not cleared

Questions

1. What is rush order?
2. What is the difference between rush order and cash sales?
3. What is the document type for rush order?
4. What is delivery document-type delivery against rush order?

10

CHAPTER

PRODUCTION UPLOAD OF FINISHED MATERIAL – MIGO

- ✓ How to do production upload
- ✓ Production uploads using MIGO T-code
- ✓ Go to MIGO T-code
- ✓ Transaction type
- ✓ Reference
- ✓ Document date
- ✓ Posting date
- ✓ Movement type
- ✓ Material
- ✓ Plant code
- ✓ Existing stock status
- ✓ Stock type
- ✓ Blocked stock
- ✓ Quality inspection
- ✓ Unrestricted use stock
- ✓ Quantity

10.1 | HOW TO DO PRODUCTION UPLOAD

Before you start selling your material, you need to get stock in your plant or location. This can be done in multiple ways. In SD module we create sales orders based on customer's requirements. Customer comes to us and places their need. We might be having their needed material in stock or we might need to procure/manufacture as per their specification and requirements. If we have stocks physically in our sales location or plant, produced or procured, then we can send materials to the customer physically. If we do not have stock available then we need to either procure internally or externally. But when we give or despatch material to the customer we must have the material's stock in our SAP system. This is called stock receiving. This stock update or receipt can be done in two ways automatic and manual. When we create any sales order, and if we follow material requirement planning (MRP) process and run MRP, then system will automatically generate the requirements on a specific dates calculating the delivery date in the sales order. This will further update planned order in production and planning (PP) module. With reference to that production orders are created and when production of the material is done production upload is done. This updates stock status of the material in the system adding additional quantity.

Alternatively we can also generate stock through MB1C T-code or MIGO T-code. This process is followed where proper MRP run is not done properly. In this case, the work in process materials (WIP) or raw materials is issued to particular cost centre against a particular consumption GL account. This issue quantity is calculated based on finished material's quantity + scrap quantity = consumed material.

One option may be that you purchase material from another vendor or outside vendor and then sell or deliver the material.

Another option may be that you produce the material in your factory or plant and then get in your saleable stock and make sales delivery.

In the current scenario, we are going to make production upload from factory manufacturing and then make sales. We are not following the first process here because doing purchase process is basically in MM's work area.

10.2 | PRODUCTION UPLOADS USING MIGO T-CODE

Normally MIGO is a T-code with various authorizations and domain's requirement. Another option is MB1C T-code. We will discuss one by one both the process.

The screenshot shows the SAP MIGO T-code interface. The title bar is 'Goods Receipt Purchase Order - SAP USER'. Below the title bar, there are buttons for 'Show Overview', 'Hold', 'Check', 'Post', and 'Help'. The main area is divided into two tabs: 'General' and 'Vendor'. The 'General' tab is active, showing fields for 'Document Date' (19.06.2013), 'Posting Date' (19.06.2013), 'Delivery Note', 'Bill of Lading', and 'HeaderText'. There is a checkbox for '1 Individual Slip'. Below these fields is a table with columns: Line, Mat. Short Text, OK, Qty in UnE, E, SLoc, Batch, Valuation T, M, and Stock Type. The table is currently empty. At the bottom, there are buttons for 'Delete' and 'Contents'.

10.3 | GO TO MIGO T-CODE

Screen will appear as above. Click on the first drop-down list for option as in the screen shot.

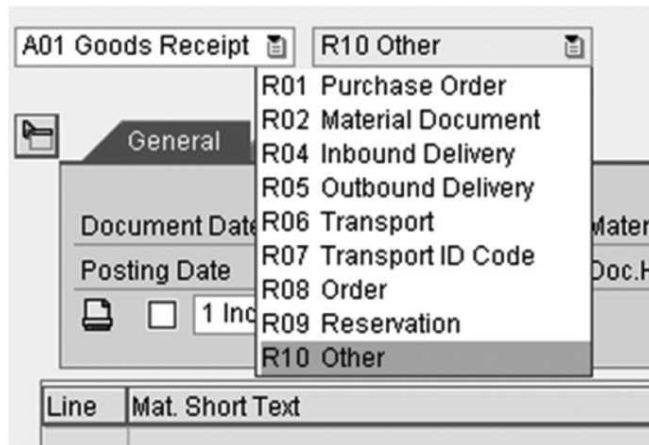
The screenshot shows the SAP MIGO T-code interface. The title bar is 'Goods Receipt Other - SAP USER'. Below the title bar, there are buttons for 'Show Overview', 'Hold', 'Check', 'Post', and 'Help'. The main area is divided into two tabs: 'General' and 'Vendor'. The 'General' tab is active, showing fields for 'Document Date' (19.06.2013), 'Posting Date' (19.06.2013), 'Delivery Note', 'Bill of Lading', and 'HeaderText'. There is a checkbox for '1 Individual Slip'. Below these fields is a table with columns: Line, Mat. Short Text, OK, Qty in UnE, E, SLoc, Batch, Valuation T, M, and Stock Type. The table is currently empty. At the bottom, there are buttons for 'Delete' and 'Contents'. A dropdown menu is open, showing a list of options: A01 Goods Receipt, A02 Return Delivery, A03 Cancellation, A04 Display, A05 Release GR Blocked Stock, A06 Subsequent Delivery, A07 Goods Issue, A08 Transfer Posting, A09 Remove from Storage, and A10 Place in Storage. The 'A01 Goods Receipt' option is selected.

10.4 | TRANSACTION TYPE

Here you can see a long list of transaction processes. You need to select Goods Receipt.

10.5 | REFERENCE

Here again click on the drop-down list. There you will be able to select other from a number of drop-down menu lists.



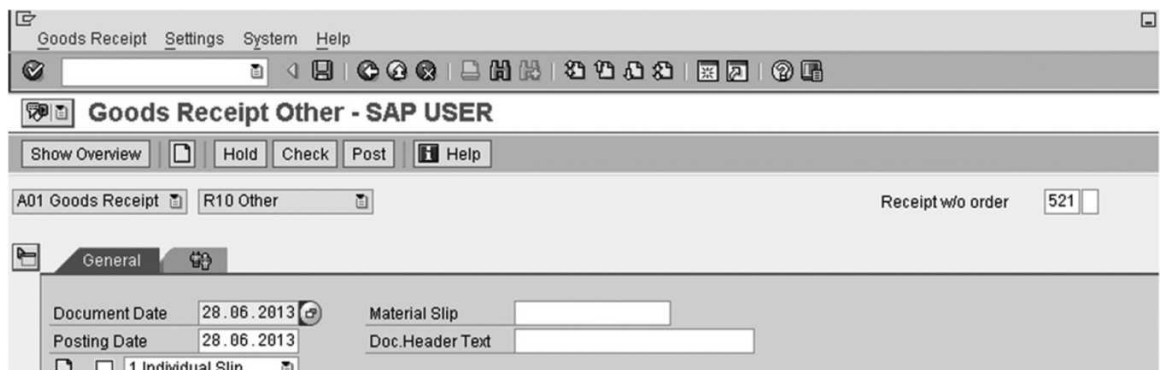
This means that the transaction will be carried out without any previous reference.

10.6 | DOCUMENT DATE

Document date is the date on which the hard copy or documented transaction will happen.

10.7 | POSTING DATE

Posting date is the date on which actual posting will occur and FI will be posted on that date.



10.8 | MOVEMENT TYPE

On the right side of the screen shot or screen, you can see movement type option, as in the screen shot in the header side.

Receipt w/o order 521

You also need to see the same movement type at the item details level on the item line and where tab page down at the bottom side of the screen.

This screenshot shows the 'Where' tab of the MIGO transaction. The 'Movement Type' field is set to 521, with the description 'Receipt w/o order'. Below this, there are input fields for 'Plant', 'Storage Location', and 'Goods recipient'. A 'Text' field is also present at the bottom. At the very bottom, the 'Line' field is set to 1.

We are using 521 movement type because this movement type is used for stock receipt from production floor or department.

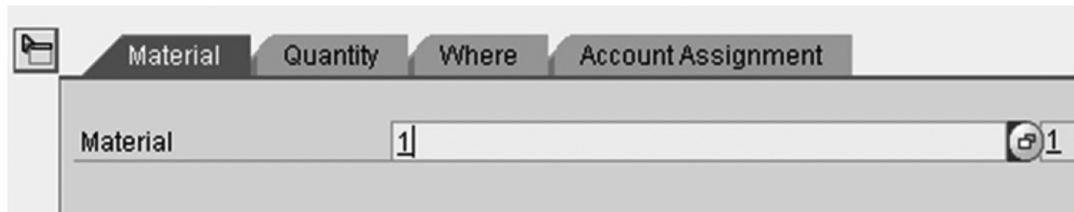
The whole picture will be seen as below screen shot.

This screenshot shows the 'General' tab of the MIGO transaction. The 'Movement Type' field is set to 521, with the description 'Receipt w/o order'. A dropdown menu is open, showing various movement types: R01 Purchase Order, R02 Material Document, R04 Inbound Delivery, R05 Outbound Delivery, R06 Transport, R07 Transport ID Code, R08 Order, R09 Reservation, and R10 Other. The 'Plant' field is empty, and the 'Storage Location' field is also empty. The 'Goods recipient' field is empty. The 'Text' field is empty. The 'Line' field is set to 1.

Here you can see all the details on one page.

10.9 | MATERIAL

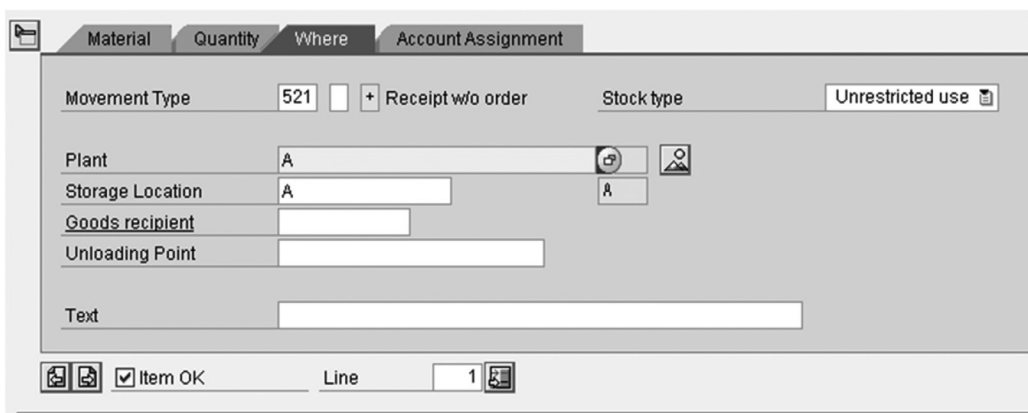
Then click on material tab page and enter material code to be uploaded.



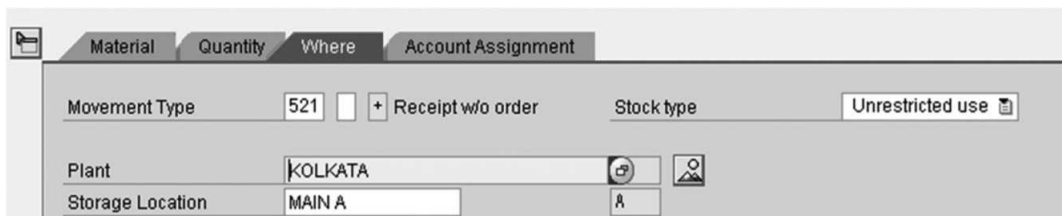
Then press Enter. System will pick description details from the master data of the material.

10.10 | PLANT CODE

Then click on where tab page and enter plant code and storage location in the required field.



Press Enter to confirm and system will display details of the plant code and description of the plant.



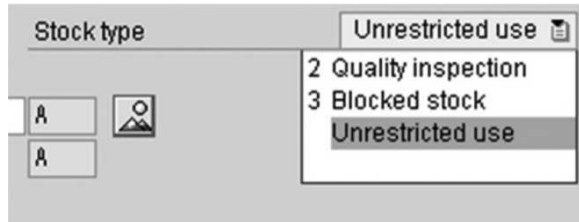
10.11 | EXISTING STOCK STATUS

You can click here on this icon on the where tab page to see the details of the stock.
By clicking on this system will take you to MMBE stock overview screen.



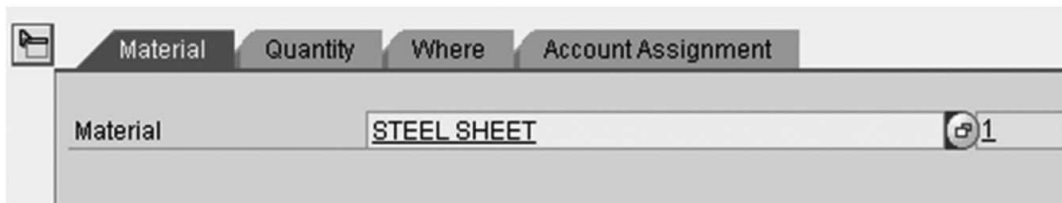
10.12 | STOCK TYPE

Apart from this you also have option to take stock in quality inspection stock or blocked stock or unrestricted use stock.



10.13 | BLOCKED STOCK

Blocked stock means material or goods will be kept in stock but neither will it be issued or can be consumed or sold.



10.14 | QUALITY INSPECTION

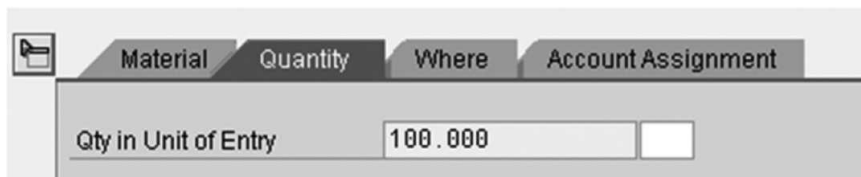
Quality inspection stock means stock will be uploaded and put in storage location but it cannot be used unless and until it is confirmed by the quality department.

10.15 | UNRESTRICTED USE STOCK

Unrestricted use stock means stock or goods of the material will be put in the storage location and it is ready to be used.

10.16 | QUANTITY

Then click on quantity tab page and enter required quantity in the base unit of measure.

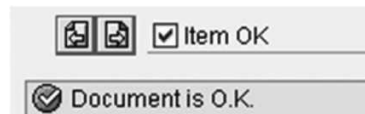


Then put a check in the item ok check box.

Then click on check icon on the header.



System will show if no error exists and you can post it.



And then you can post the document and a number will be generated.

To view updated stock status you can use T-code MMBE or MB5B. In MMBE T-code you will be able to see current stock status and not of a particular posting date. In MMBE just enter material code and plant, and execute. System will display all stock of that material in that plant whether in unrestricted use or blocked or in quality inspection stock.

In another way you can use MB5B T-code. In MB5B you need to enter material code or list of material or only enter plant code in the initial selection screen and posting date or date range on which you want to see the stock status and execute. This will display all the available stock on mention posting date or date range.

Questions

1. What do you mean by production upload?
2. What are the T-codes for production upload?
3. What are the processes for production upload?
4. What is the movement type for production upload?
5. What is the T-code to display stock on posting date?
6. What is the T-code for display stock on current date with all stock type?
7. How to display quality stock status of a material?
8. How can you display stock status plant-wise in a single run?

11

CHAPTER

PRODUCTION UPLOAD OF FINISHED MATERIAL – MB1C

- ✓ T-code – The T-code is MB1C
- ✓ MB1C screen
- ✓ Document date
- ✓ Posting date
- ✓ Document header text

- ✓ Movement type
- ✓ Plant code
- ✓ Storage location
- ✓ Batch
- ✓ Quantity

11.1 | PRODUCTION UPLOAD OF FINISHED MATERIAL

We have already discussed in the last topic why stock upload or production upload is necessary. Now we will discuss how to upload stock or manually through MB1C. This has same impact on stock and finance as MIGO T-code. But benefit of this T-code is that it limits overall authorization of stock movement.

We have already seen in the last chapter that we can upload stock in the inventory through MIGO T-code using movement type 521 or related as per requirement. Apart from this MIGO T-code, there is also one more T-code which is used in stock uploading process. We can also use 501 movement type in place of 521 movement type. 501 movement type is used for goods receipt from vendor without PO.

11.2 | T-CODE — THE T-CODE IS MB1C

This is an alternative T-code, which is used for limited authorization management.

We will discuss how you can upload stock of material using this T-code.

11.3 | MB1C SCREEN

When you enter T-code MB1C, the screen will look like the below shown screen shot.

Other Goods Receipts Edit Goto Movement Type Environment System Help

Enter Other Goods Receipts: Initial Screen

New Item To Reservation... To Order... WM Parameters...

Document Date 27.08.2013 Posting Date 27.08.2013

Material Slip

Doc.Header Text

Defaults for Document Items

Movement Type 501 Special Stock

Plant A Reason for Movement

Storage Location A Suggest Zero Lines

GR/GI Slip

☐ Print

☐ Individual Slip

☒ Indiv.Slip w.Inspect.Text

☐ Collective Slip

11.4 | DOCUMENT DATE

Here you can enter document date in the related field. Normally current system date of server is reflected here.

11.5 | POSTING DATE

Posting date is the date when you post the document as per requirement. This date should fall within allowed FI and MM posting period. This date is very important because if this date is after delivery date then you will not be able to issue stock before this goods receipt posting date. It has to be prior to goods issue date.

11.6 | DOCUMENT HEADER TEXT

Document header text is the CO information which is linked and related to the whole document posted and it is unique to all the lines in the document.

11.7 | MOVEMENT TYPE

Movement type should be 501 for production upload or you can choose upload movement type as per guidelines provided to you by the authority.

11.8 | PLANT CODE

Enter plant code where you want to keep stock after production. This may be dispatching plant or any plant like factory.

11.9 | STORAGE LOCATION

Enter storage location as directed. Press Enter

In the next screen you can enter material code and enter quantity that you want to upload.

11.10 | BATCH

If your material is maintained in batches, then you can also enter batch number in the field mentioned as Batch.

11.11 | QUANTITY

You have to enter quantity that you wish to upload.

Other Goods Receipts Edit Goto Movement Type Environment System Help

Enter Other Goods Receipts: New Items

To Reservation... To Order... To Purchase Order...

Movement Type 501 Receipt w/o PO

G/L Account

Vendor Recipient

Item	Material	Quantity	UnE	SLoc	Batch	Re Plnt
1	1	20000	A			A
2			A			A

Above mentioned screen shot makes it quite clear.

If you double-click on any line, then screen will appear for that line as shown in the below screen shot.

Enter Other Goods Receipts: New Item 0001

Movement Type: 501 Receipt w/o PO

Material: 1 STEEL SHEET

Quantity in:

Unit of Entry: 20,000 KG

Plant: A Stor. Loc.: A

Batch:

Account Assignment:

G/L Account:

Vendor:

Text:

Goods recipient:

Buttons: New Item, Messages, To Reservation..., To Order..., WM Details...

After you finish, then save the document.

This is one option of uploading stock via movement type 501. Alternate is 521 movement type. Based on scenarios we can also upload stocks through 101 movement type against production order, provided PP module is active and operating properly. Before using any movement type it is very important to check its financial implications to different GLs. While doing implementation it is discussed and proper process is fixed about how stock of finished material will be uploaded. If PP is implemented then CO11N T-code can also be used for production upload and consumption. Alternatively, if you have got production order then in MIGO also you can use goods receipt process and order as reference document. In this case financial implications of the process are also taken care of. Movement type 261 is used for consumption of component or raw material against production order.

Questions

1. What is MB1C?
2. How MB1C is different from MIGO transaction?
3. How can you upload stock batch-wise?
4. In which T-code you can display a report of list of goods movement of production upload with or without value?

12

ENQUIRY

CHAPTER

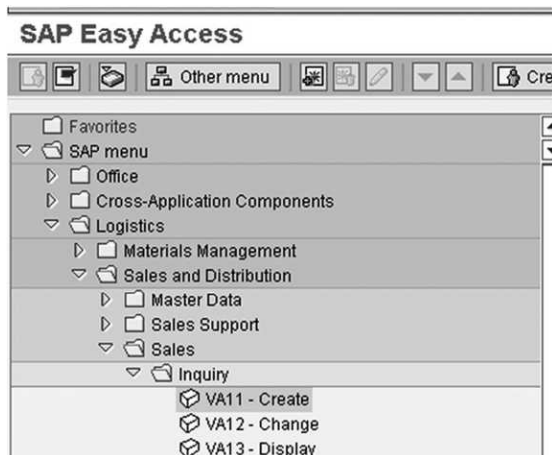
- ✓ Enquiry
- ✓ Menu path
- ✓ T-code – VA11

- ✓ Pricing error
- ✓ Changing enquiry document
- ✓ Displaying enquiry document

12.1 | ENQUIRY

Enquiry is a process in which customer comes in or calls in to the vendor or the supplier and asks about his requirement and required material. If supplier confirms rate and material's availability, then based on this discussion details are recorded in SAP system. This generated document is called enquiry.

12.2 | MENU PATH



On easy access screen go to LOGISTICS > Sales and Distribution > Sales > inquiry > create > VA11.

Standard document type for enquiry is 'IN'. You can create your own by copying this document type as customized document type.

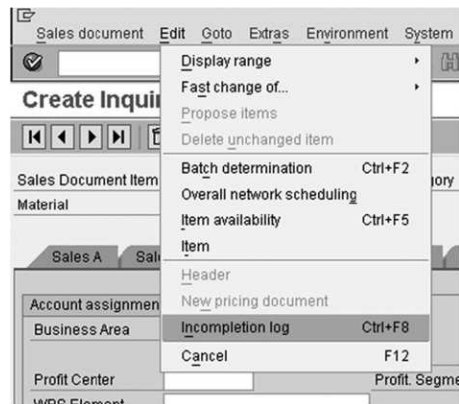
12.3 | T-CODE – VA11

Note that the item category of enquiry document is 'AFN'. Enter details of customer in sold to party field, enter PO reference number of customer and their PO generation date, enter material code order quantity and plant or sending plant. All other details will be copied from the master data.

12.4 | PRICING ERROR

There may come pricing error. To correct this, double-click on item line and then go to conditions as shown in the screen shot below.

Here you have to pick condition type of PR00 and enter rate or value for that condition type and press Enter. System will update pricing details.



Then click on Edit and select incompletion log. And then save the document.

Inquiry NEW 10000000 has been saved

12.5 | CHANGING ENQUIRY DOCUMENT

You can always make changes in the document when required in the T-code VA12.

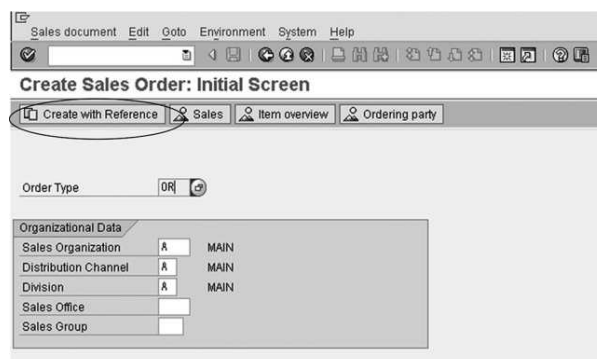
12.6 | DISPLAYING ENQUIRY DOCUMENT

You can always display changes in the document when required in the T-code VA13.

Changes should not be done if any further document is created with reference to this document.

Once this enquiry document is created in the system, you can use this document as a reference document for quotation or sales order document.

Now if you go back to sales order creation screen in VA01 T-code, you will find there is an option of “Create with reference” as shown in the screen shot below. You can click on this icon of create with reference and it will pop-up a screen of selection. Here you can mention your reference document which is already created. It may be inquiry, billing or another sales order document. Depending upon your configuration you can enter document number and copy details from the reference document.



Questions

1. What is the T-code for sales inquiry document creation?
2. How can you use inquiry as reference document?
3. What is the item category for inquiry document?
4. How can you put price and other conditions in the inquiry document?

13

QUOTATION

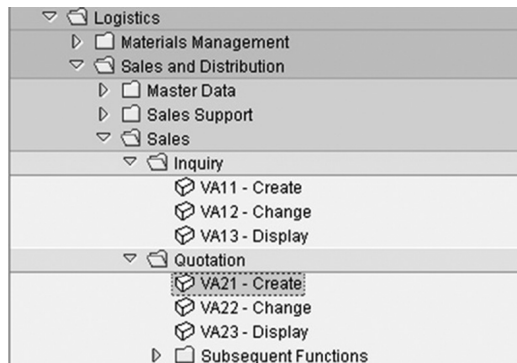
CHAPTER

- ✓ Quotation
- ✓ Menu path
- ✓ T-code – VA21
- ✓ Document type

- ✓ Creation with reference
- ✓ Changing quotation document
- ✓ Displaying quotation document
- ✓ Follow-up action

13.1 | QUOTATION

Quotation is a process through which you will record requirement from your customer with reference to enquiry or without reference to any previous document. Once you enter quotation details, the printout is sent to your customer. Your customer will have the option to accept your quotation or not. If he accepts it, then he will place an order to your company and you will create a sales order and supply the material as per agreement.



13.2 | MENU PATH

On easy access screen go to LOGISTICS > Sales and Distribution > Sales > inquiry > create > VA21

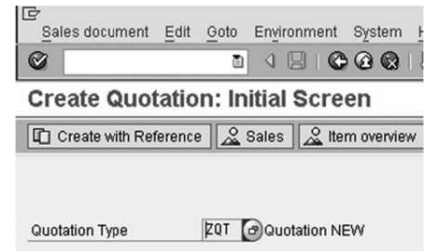
13.3 | T-CODE – VA21

VA21 T-code is used for quotation entry. This can be created with or without reference to any previous document, inquiry, old quotation, old SO, contract billing document etc. To take reference

select quotation type and then click on create with reference for reference document selection. Enter the reference document number and click on copy or select items individually. But before using this process proper copy control has to be mapped and configured.

13.4 | DOCUMENT TYPE

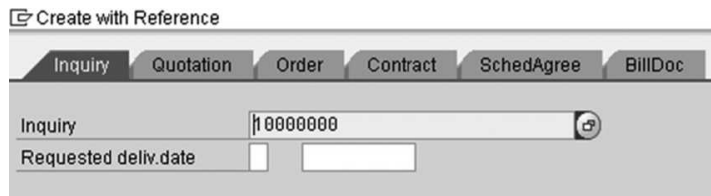
Document type for Quotation is 'QT'. You can create a new document for your requirement. The new document type should start from letter Z. This will be customized document type.



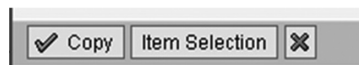
13.5 | CREATION WITH REFERENCE

You always have option to create quotation with reference to previous enquiry or without referring to any enquiry. If you just enter document type and organization level and press Enter, then it will be manual creation and without referring any document.

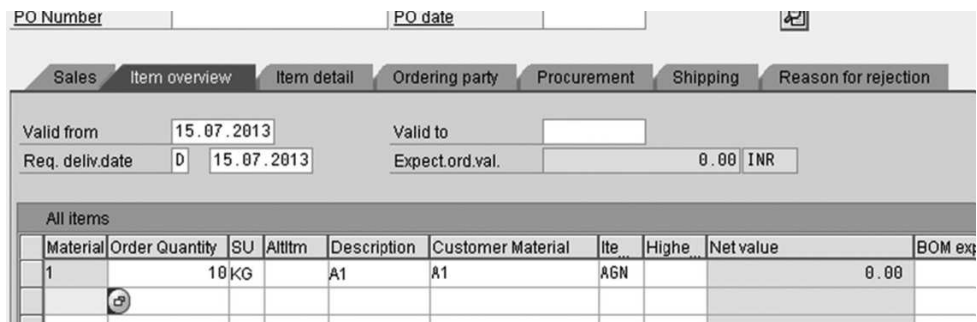
To create with reference to any previous document, then you have to click on create with reference.



Enter your enquiry document number and click on copy.



All the details will be copied and you have to enter further information as per your requirement.



After you have entered details in the quotation, you have to check in incompleteness log the missing information required in the quotation.

Following screen shot shows you the further information required by quotation to be complete. Note: This information was not asked while creating enquiry. You can set your own incompleteness log in customization.

Create Quotation NEW: Incompletion Log		
Sold-To Party 000000002 MAHESH ENTERPRISES		
Following data still needs to be completed		
Item	Short Description	Missing Data
		Quotation valid to
		Terms of Payment
10		Gross weight
10		Net weight
10		Incoterms
10		Pricing date
10		Terms of Payment

After putting in all the details again check incompleteness log and if there is no details missing, save the document.

 Quotation NEW 20000001 has been saved

13.6 | CHANGING QUOTATION DOCUMENT

You can always make changes in the document when required in the T-code VA22.

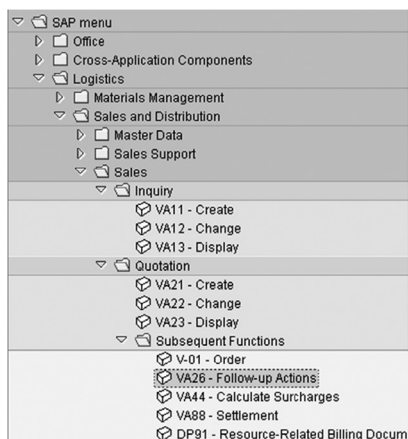
13.7 | DISPLAYING QUOTATION DOCUMENT

You can always display changes in the document when required in the T-code VA23.

Changes should not be done if any further document is created with reference to this document.

13.8 | FOLLOW-UP ACTION

You always have option to check follow-up action to check whether any further process on the quotation has happened or not. Menu path is as shown below and T-code is VA26. In the screen shot, you can see this.



Questions

1. What is the T-code for quotation sales document creation?
2. What is the standard document type for quotation?
3. What is the menu path for the document type of quotation?
4. What reference documents are allowed for creation quotation?

14

STOCK TRANSFER PROCESS

CHAPTER

- ✓ Types of stock transfer processes
- ✓ One-step process
- ✓ Two-step process
- ✓ Stock transfer via stock transport order

- ✓ Through intercompany stock transfer process
- ✓ Configuration setup screen for stock transport order process

Stock transfer process is basically a process through which stocks are sent from one plant to another of same company code. Assume you have 1000 company code in your system. Under this 1000 company code, there are two different plant codes with 0001 and 0002 codes. Again they have their own storage locations. In this case, it may happen that you have purchased stock at 0001 plant and you have same material's requirement in 0002 plant. If so, you have the following options or processes to transfer or movement of stock from one plant to another plant. Apart from stock transfer from one plant to another plant you can also change stock type of material through stock transfer. You can transfer stock of one material to another similar material having different material code as per requirement. You can transfer stock from quality stock to unrestricted use stock or block stock or opposite of this.

14.1 | TYPES OF STOCK TRANSFER PROCESSES

The following are the processes to do this stock transfer:

1. One-step process
2. Two-step process
3. Stock transfer via stock transport order
4. Through intercompany stock transfer process

14.2 | ONE-STEP PROCESS

First, you can transfer stock from 0001 plant to 0002 plant through MM module via T-code MIGO. Movement type for this transaction will be 301.

14.3 | TWO-STEP PROCESS

The second option is you can pick stock in one step through MIGO T-code with movement type 303 and placement will be through MIGO T-code with movement 305. This process is called two-step processes.

14.4 | STOCK TRANSFER VIA STOCK TRANSPORT ORDER

The third option is you have to create a stock transport purchase order. Then stock from sending plant will be delivered against this PO. On receipt of stock, you will make a goods receipt entry through MIGO T-code and movement type 101. If you are using complete stock transport process then you have to create a stock transport purchase order (STO) in the receiving plant. Against this STO the sending plant will do the shipping and create an outbound delivery document. This delivery document will be posted and stock will be removed from sending plant's inventory. The stock will remain in transit stock until the receiving plant receives stock and makes GRN against the outbound delivery of sending plant. This will update stock (value is automatically updated while doing PGI of outbound delivery from the sending plant) in the receiving plant. You will be able to check stock in MMBE and MB5B T-code.

14.5 | THROUGH INTERCOMPANY STOCK TRANSFER PROCESS

The fourth option may be defined as intercompany stock transfer process. Following are the steps involved in this. This happens only when two different company codes are involved in the process in the same system.

Means assume we have to different company codes – A and B. Plant A is under A company code and plant B is under B company code. Both the plants are having any particular material in stock or deals with that material. Now any point of time if B company need that material and it is decided that purchase from outside vendor will not be done but rather then that it will be procured from A company code's A plant. In this case A company code's A plant is the sending or selling plant and B company code's B plant is the receiving plant and purchasing plant. Now an intercompany stock transfer purchase order will be created in B company code's B plant having A company code's A plant as vendor. This will have price and other conditions as per requirement, decision and configuration. A plant will make outbound delivery document and do the post goods issue from A plant. A plant will also create an intercompany sales bill on B company code. B company code will receive goods from A company code and do GRN against sending plant's outbound delivery document. This will update delivery document flow. You also will have option of making GRN against intercompany PO but in this case system will not update delivery document flow.

Stock in receiving plant will be displayed as stock in transit cc (cross company) in MB5T T-code report. After making GRN against outbound delivery, cross company stock in transit will be reduced and unrestricted use inventory of receiving plant will be updated.

This reduces stock from sending plant of sending company code.

After that an intercompany sales bill is created just like a customer billing document. This creates a liability on the requesting or customer company code's plant.

Then material is sent to the receiving plant of the customer company code. When customer company code's plant receives stock, goods receipt entry is made against delivery document of

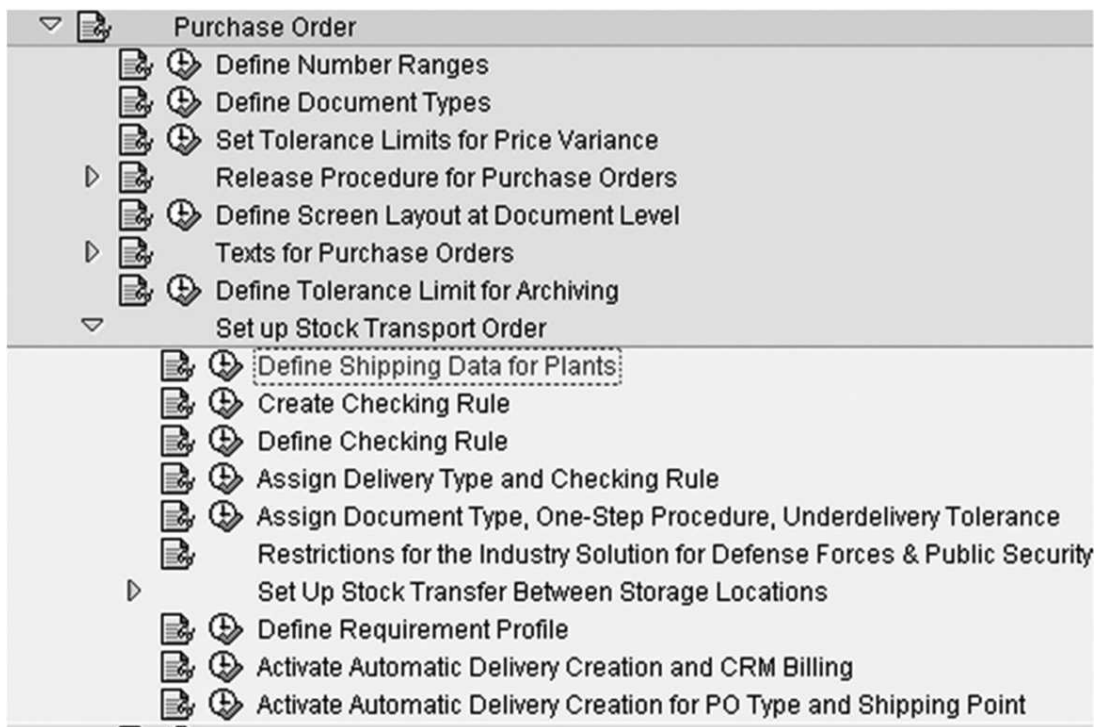
sending plant. You also have an option to receive stock against intercompany PO created, but that depends upon configuration setup. We are assuming right now to receive against outbound delivery document of sending plant.

Then vendor billing document or invoice is created or captured in MIRO just as normal vendor invoice.

After that, intercompany bill adjustment process is done in FI, depending upon configuration setup done by FI consultants.

14.6 | CONFIGURATION SETUP SCREEN FOR STOCK TRANSPORT ORDER PROCESS

You can find process menu path in SPRO as per in the screen shot.



There are certain pre-defined processes and steps, which are important and mandatory for stock transfer process between plants of same company code and plants of different company codes called intercompany stock transfer process. But be noted that we are not concentrating on those configuration topics.

Along with configuration checks and changes we need to change vendor master record and assign plant A's vendor code with plant A's plant code. This is done in vendor master change mode. In purchasing data of vendor master click on menu bar - extras, then click on additional data. Here in the plant field assign the sending plant code.

Questions

1. What is stock transfer process?
2. How stock transfer process is processed?
3. What are T-codes for stock transfer process?
4. How stock transfer process is different from stock transport process?
5. What are the types of stock transport process?
6. What is one-step stock transfer process?
7. What is two-step stock transfer process?
8. What is stock in transit? How can you display a report for stock in transit?
9. What is the impact of stock transfer on inventory?
10. When will financial entries take place in case of plant to plant stock transfer?
11. What is one-step stock transfer?
12. What is two-step stock transfers?
13. How you can process stock transfer in MIGO?
14. What is stock transport process?
15. What is the T-code for creating stock transport order (STO)?
16. What is cross-company stock transfer?
17. What is the process flow in case of stock transfers?

15

CHAPTER

STOCK TRANSPORT PURCHASE ORDER

- ✓ Stock transport order features
- ✓ Purchase order document type is 'UB'
- ✓ Item category in PO becomes as default with value 'U'
- ✓ Supplying plant
- ✓ Material
- ✓ Quantity
- ✓ Plant
- ✓ Condition
- ✓ Shipping tab
- ✓ Delivery type

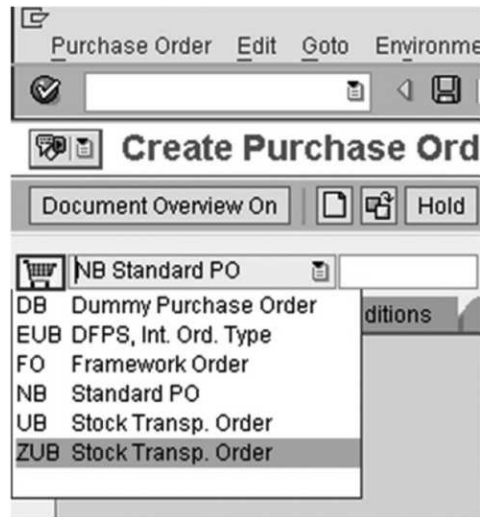
15.1 | STOCK TRANSPORT ORDER

Stock transport order (STO) is a type of purchase order which is generated when there is a requirement of stock transfer from one plant to another plant within same company code and it is generated from the receiving plant. Features of STO are mentioned below.

- Create Stock Transport Order (STO) – ME21N
- Document type – UB
- Vendor field changes to supplying plant in PO screen
- STO is created in receiving plant mentioning sending plant as vendor or supplier
- Item category in PO will be 'U' and you cannot change it
- Generate delivery document in sending plant using VL10B T-code
- VL02N is used to change delivery document and change quantity as per requirement
- PGI is done for this delivery document
- Pro-forma invoice is created with reference to delivery document without FI entries
- Stock in transit can be displayed in MB5T
- GRN is done in MIGO against outbound delivery document number
- Value of the sending material is reduced with quantity in sending plant on PGI
- Value is updated in receiving plant on PGI from sending plant

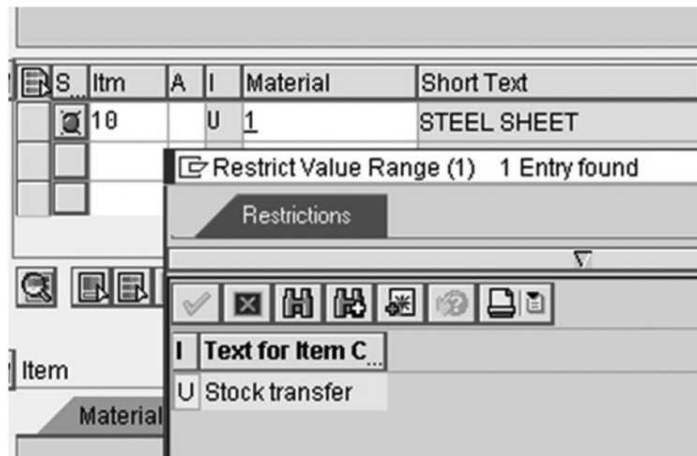
15.2 | PURCHASE ORDER DOCUMENT TYPE IS 'UB'

STO creation process is same as normal PO process. You need to select document type as UB though we have used ZUB PO document type. You can refer the below screen shot.



15.3 | ITEM CATEGORY

Item category in PO becomes as default with value 'U'. You will not be able to change it because it will be in display mode. 'U' means stock transfer.



15.4 | SUPPLYING PLANT

Supplying plant will be the plant from where stock will be dispatched. This is basically the sending plant and this plant must have stock in its location.



15.5 | MATERIAL

Enter material code in that document that you want to procure from another plant.

15.6 | QUANTITY

Enter quantity that you want to procure from another plant. Delivery may be in small lots and you can create an STO with a lump sum quantity for the whole month. While creating delivery document, you need to change delivery quantity as per delivery.

15.7 | PLANT

Plant should be the receiving plant. It will be entered in the item line.

15.8 | CONDITION

Please note that as a default there is no condition or pricing procedure defined with this document type. So in the example screen shot, no conditions tab has appeared but you can define a separate pricing procedure for STO and sending plant's price can be and should be picked from sending plant's material master's price. This price pickup depends configuration decisions. We may configure base material price from sending plant along with some % of storage charge or other condition added.

ZUB Stock Transp. Ord. Supplying Plant A KOLKATA Doc. date 16.07.2013

Delivery/Invoice Texts Address Communication Partners Additional Data Org. Data Status

Purchasing Org. A MAIN PUR ORG
Purch. Group 001 Einkäufer 1
Company Code 0A ABC & CO

S	Item	A	I	Material	Short Text	PO Quantity	O	C	Deliv. Date	Curr	Matl Group	Pint	St
	10		U	1	STEEL SHEET	1,000 KG		D	16.07.2013	INR	Material group	HALDIA	
										INR			
										INR			

Default Values Addl Planning

Item 1 [10] 1, STEEL SHEET

Material Data Quantities/Weights Delivery Schedule Delivery Texts Delivery Address Confirmations Shipping

It may be moving average or it may be standard price. The correct applicable price per unit of measure can be viewed in MM60 T-code. It can be seen from the below screen shot that the sending plant's price is picked by the system.

In this pricing procedure, P101 condition type is the base value condition type. This has a program logic assigned with this condition type and this is picked accordingly from sending plant.

Header

S	Item	A	I	Material	Short Text	PO Quantity	O	C	Deliv. Date	Curr	Matl Group	Pint
	1		U	1000030	ADHESIVE LACQUAR AL-1	1,000 L			09.04.2010	INR	ADHESIVE	DIVISION CROWN

Item: 1 [1] 1000030, ADHESIVE LACQUAR AL-1700/0

Material Data Quantities/Weights Delivery Schedule Delivery Conditions Purchase Order History Texts Delivery

Qty: 1,000 L Net: 222,970.00 INR

Pricing Elements

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr	Status	NumC	OUn	CCon	Ur
	P101	Val.Price Supply.Pln	222.97	INR		1 L	222,970.00	INR			1 L		1 L
		Net value incl. tax	222.97	INR		1 L	222,970.00	INR			1 L		1 L
	FRA1	Freight %	0.000	%			0.00	INR			0		0
	FRB1	Freight (Value)	0.00	INR			0.00	INR			0		0
	FRC1	Freight/Quantity	0.00	INR		1 L	0.00	INR			1 L		1 L
		Qual price	222.97	INR		1 L	222,970.00	INR			1 L		1 L

Condition rec. Analysis Update

15.9 | SHIPPING TAB

You can see that a shipping tab is appearing in the STO document at the right-hand corner of item line. In standard PO it does not appear. But in STO process it should appear. This is the most important check while creating STO. If this tab page is not coming in STO that means there is a definite error in STO configuration or master data setting.

Item: 1 [10] 1, STEEL SHEET

Material Data Quantities/Weights Delivery Schedule Delivery Texts Delivery Address Confirmations Shipping

S	Item	A	I	Material	Short Text	PO Quantity	O	C	Deliv. Date	Curr	Matl Group	Pint	Stor. L
	10		U	1	STEEL SHEET	1,000 KG			16.07.2013	INR	Material group	HALDIA	

Item: 1 [10] 1, STEEL SHEET

Material Data Quantities/Weights Delivery Schedule Delivery Texts Delivery Address Confirmations Shipping

Delivery Type: ZNL Replenishment Div.: KOLKATA Delivery Date: 16.07.2013 Sales Org.: A

Shipping Point: A Del. Prior.: 1 High Planned Deliv. Time: 0 Days Distr. Channel: A

Shipping Cond.: 01 standard Order Combinat.: ☒ Customer: A A CUSTOMER

Loading Group: 0001 Crane Unloading Point:

Trans. Group: 0001 On pallets

Route: A KOLKATA ROUTE

15.10 | DELIVERY TYPE

Delivery type in shipping tab should be 'NL' in standard as default. You can configure as your own and that should appear which is assigned with your STO document type. If shipping document is also to be created and shipment cost has to be captured, then you need to enter shipping route in the field route in STO document while creation. You can enter this after creation also in change mode or while releasing this STO. If you do not enter it in STO, then you can enter it while making delivery and changing delivery document.

Create your STO and get it released by the authority and then send it to the sending plant, from where material will be dispatched.

Questions

1. What is the T-code for stock transport order creation?
2. What is document type for stock transport order (STO)?
3. What is item category for stock transport order?
4. How GRN or goods receipt is done in receiving plant?
5. How conditions are picked in STO for any material?
6. What is the delivery document type for delivery against STO?
7. How STO is different for intercompany stock transfer?

16

CREATING DELIVERY DOCUMENT FOR STOCK TRANSPORT ORDER

CHAPTER

- ✓ Delivery document
- ✓ T-code – VL10B
- ✓ Delivery document creation through background processing
- ✓ Changing delivery document
- ✓ T-code – VL02N
- ✓ Post goods issue
- ✓ Delivery document item category – NLN
- ✓ Document flow
- ✓ Document flow in PO
- ✓ FI posting

- ✓ Pro-forma invoice
- ✓ Condition master record
- ✓ Releasing billing document
- ✓ Process in the receiving plant
- ✓ Goods receipt
- ✓ MIGO
- ✓ Reference document
- ✓ Delivery note
- ✓ Display document
- ✓ FI document

16.1 | DELIVERY DOCUMENT

After creation of STO document, you need to create outbound delivery document from sending plant against which PGI has to be done.

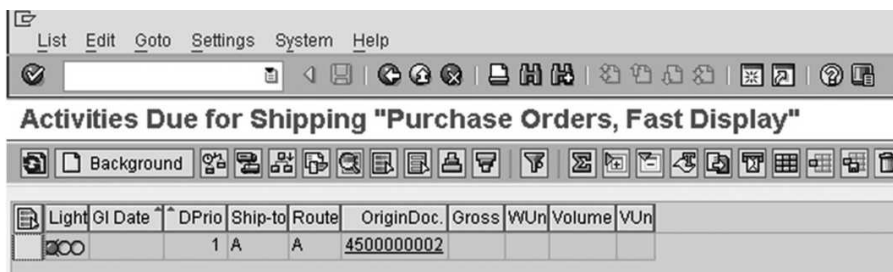
16.2 | T-CODE – VL10B

This is done in T-code VL10B. While entering this, the following screen will appear.

The screenshot displays the SAP 'Purchase Orders, Fast Display' screen. The interface includes a menu bar (Program, Edit, Goto, System, Help) and a toolbar with various icons. The main title is 'Purchase Orders, Fast Display'. Below the title, there is a section for 'Collective Processing Logs'. The main data area contains several fields: 'Shipping Point/Receiving Pt' (empty), 'Deliv. Creation Date' (empty), 'CalcRuleDefitDlvCrDt' (2), and 'Add. Criteria - Stock Transport Order'. The 'Add. Criteria - Stock Transport Order' section has two rows: 'Purchasing Document' (4500000002) and 'Supplying Plant' (empty). The 'Purchasing Document' field is highlighted with a blue selection bar. The 'Supplying Plant' field is also highlighted with a blue selection bar. The 'Purchasing Document' field has a 'to' field next to it, which is empty. The 'Supplying Plant' field has a 'to' field next to it, which is empty. The 'Purchasing Document' field has a 'to' field next to it, which is empty. The 'Supplying Plant' field has a 'to' field next to it, which is empty.

You can delete all the details in the selection criteria. Then click on purchase order. Then enter your reference purchase order against which you need to make delivery. After this, click on execute option or icon or press F8 key on your key board. Following screen will come on execution.

16.3 | DELIVERY DOCUMENT CREATION THROUGH BACKGROUND PROCESSING



You need to select the PO document line and click on background icon on the header menu icons.

On pressing this, the following screen will come and you can see that a delivery document is generated. You can see that document in sales document column.

Light	Client	Sales Document	OriginDoc	It...	It...	ConfirmQty	Open qty	BUn	Div.qty	Material	CumQty	SU
000	200		4500000002	10		100	0	KG	0	1	0	KG
000		800000008	4500000002	10	10	0	0		0	1		KG

16.4 | CHANGING DELIVERY DOCUMENT

After generation of delivery document in VL10B you need to change it. Change is required because the created delivery document will always pick details from STO like delivery date, delivery quantity etc. Now it is very much possible that STO is created for a larger quantity and part delivery has to be done. So it is always needed to be changed.

16.5 | T-CODE – VL02N

In VL02N you need to change this delivery document. In delivery quantity you need to enter quantity that you want to dispatch in this delivery document. You also need to enter pick quantity also that will confirm posting of stock. This can be seen in the screen shot. You also need to enter posting date and correct the document date. After confirming correct details, check incompleteness log and click on Post Goods Issue.

Outbound Delivery Edit Goto Extras Environment Subsequent Functions System Help

Replenishment Div. 80000007 Change: Overview

Post Goods Issue

Outbound deliv. 80000007 Document Date 17.07.2013

Ship-to party A A CUSTOMER //

Item Overview Picking Loading Transport Status Overview Goods Movement Data

Pick Date/Time 17.07.2013 13:49 OvrllPickStatus C Fully picked

Warehouse No. OverallWMStatus No WM trnsf ord reqd

All Items

Itm	Material	Plnt	SLoc	Deliv. Qty	Un	Picked Qty	Un	Batch	B	P	W	Sta
10	1	A	A	100	KG	100	KG			C		17

The delivery document will be posted accordingly.

✓ Replenishment Div. 80000007 has been saved

16.6 | POST GOODS ISSUE

If you are doing PGI for the 1st time and the configuration is not complete in all respect then system may give error while making PGI against STO, like in the screen shot below a transaction event key of AUM is required to be configured, along with normal automatic account determination transaction event keys.

✗ Account determination for entry A AUM not possible

Whatever error is coming in this book is coming just because we have configured the whole process in a new and newly customized environment or business scenario. This will not and should not come in your system if your system is well customized. We have shown errors just to give a hint of some of the error types and stages. Please make a note that getting error or making error is the 1st step to learn to know the error and finding and taking steps to solve the error.

This type of automatic account determination related errors has to be solved first before moving further in the process. This configuration changes are done in OBYC T-code.

We are not concentrating on the configuration process and steps.

16.7 | DELIVERY DOCUMENT ITEM CATEGORY-NLN

Please note that item category in this delivery document is NLN.

16.8 | DOCUMENT FLOW

You can see this document flow in display delivery document T-code VL03N and select document flow.

Document Flow			
<div> </div>			
Business partner AA CUSTOMER			
<div> </div>			
Document	On	Status	
▼ Purchase Order 4500000002	16.07.2013		
▼ → Replenishment Dlv. 0080000007	17.07.2013	Completed	
Picking request 20130717	17.07.2013	Completed	
TF to stock in trans. 4900000009	17.07.2013	complete	

You can click on a specific document number and click on display document. This will display that document.

16.9 | DOCUMENT FLOW IN PO

You can also see document history and not document flow in PO history tab page. In the screen shot you can see the movement type as 641. This is the movement type while we make goods issue against any STO. The movement types are automatically decided and determined by the system based on the process and transactions that we are processing.

Whenever we create documents with reference to previous document then we always have a trail link of the related documents. In PO history tab page delivery notes are outbound or inbound delivery note lists which were created with reference to the STO.

To view the FI posting of the delivery document you can go to MIGO, enter material document and press Enter. System will take you to details of that material document. Then click on the doc info and then click on FI Document as shown in the screen shot below.

<div> Goods Receipt Settings System Help </div>			
<div> </div>			
<div> Display Material Document 5000000002 - SAP USER </div>			
<div> Show Overview Hold Check Post </div>			
<div> A04 Display R02 Material Docum 5000000002 2013 </div>			
<div> <div> General Vendor Doc. info </div> </div>			
<div> <div> Entered By SAP USER </div> <div> Created On 17.07.2013 05:26:27 </div> <div> Transaction Code Goods Movement MIGO_GR </div> <div> FI Documents </div> </div>			

Purchase Order Edit Goto Environment System Help

Stock Transp. Order 4500000002 Created by SAP USER

Document Overview On Print Preview Messages Personal Setting

ZUB Stock Transp. Ord. 4500000002 Supplying Plant A KOLKATA Doc. date 16.07.2013

Header

S	Itm	A	I	Material	Short Text	PO Quantity	O	C	Deliv. Date	Curr.	Matl Group	Plant
	10		U	1	STEEL SHEET				16.07.2013	INR	Material group IALDIA	

Item 1 [10] 1, STEEL SHEET

Material Data Quantities/Weights Delivery Schedule Delivery Purchase Order History Texts Delivery Add

Sh...	MvT	Material Do.	Item	Posting Date	Quantity	Delivery cost quantity	OU	Amount in LC	L cur
WA	641	4900000002	1	16.07.2013	100	0	KG	10,000.00	INR
Tr..Ev. Goods issue					100		KG	10,000.00	INR
Lfs		800000008	10	17.07.2013	0	0	KG	0.00	INR
Lfs		800000007	10	17.07.2013	100	0	KG	0.00	INR
Tr..Ev. Delivery note					100		KG	0.00	INR

16.10 | FI POSTING

You can usually check FI posting of that material document of stock transfer, which we already discussed.

Document Edit Goto Extras Settings Environment System Help

Display Document: Data Entry View

Display Currency General Ledger View

Data Entry View

Document Number	4900000008	Company Code	0A	Fiscal Year	2013
Document Date	17.07.2013	Posting Date	16.07.2013	Period	4
Reference	0000000007	Cross-CC no.			
Currency	INR	Texts exist	<input type="checkbox"/>	Ledger Group	

C...	Itm	PK	S	Account	Description	Amount	Curr.	Tx
0A	1	99		2300003	FINISHED GOODS	10,000.00-	INR	
	2	89		2300003	FINISHED GOODS	30,000.00	INR	
	3	93		4050017	GNLS FM REV FG	20,000.00-	INR	

You can see in this posting there is a GL which is hit while posting goods issue. This is gain loss from re-valuation GL. This has come because there is a difference in the prices in the sending plant and in the receiving plant, and in both the plants the material's price is standard. So it will not change automatically. Any difference of value will be posted to another profit and loss GL like gain loss GL in this example.

16.11 | PRO-FORMA INVOICE

After doing PGI, you need to create a billing document in VF01. This billing document type should be pro-forma invoice. As this is a billing document against STO so no FI posting is needed in billing document and only pro-forma invoice is created.

Create Billing Document

Default data

Billing Type: ZF8 Pro Forma Inv f Div

Billing Date: 17.07.2013

Serv.rendered:

Pricing date:

Document	Item	SD document categ.	Processing status	Bill
80000007				

Normally in standard system, F8 is defined as pro-forma invoice for delivery. In the example, we have configured ZF8 document type.

Pro Forma Inv f Div (ZF8) Create: Item Data

Billing items

Item: 1

Item category: NLN

Material: 1

Batch:

Created by: ABH

Created on: 17.07.2013

Time: 05:23:42

STEEL SHEET

Please note that item category in this billing document is NLN.

You need to check and enter condition value in the billing document. Though there will not be any FI posting or release of this billing document, you still need to price it with all required condition types and taxes and save this document.

16.12 | CONDITION MASTER RECORD

You need to create a condition record for that condition type in VK11 T-code for rate maintenance. If you do not maintain rates here then system will not be able to pick rates from master data and you will have to mention rates manually. This manual entry of rates also depends upon pricing configuration.

Item Detail		Item Partners		Conditions		ForTrade/Customs		Item Texts		PO Data	
Qty	100 KG	Net	10,000.00	INR							
		Tax	400.00								
Pricing Elements											
N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	Nur	
<input type="checkbox"/>	PR00	Price	100.00	INR	1	KG	10,000.00	INR			
		Gross Value	100.00	INR	1	KG	10,000.00	INR			
		Discount Amount	0.00	INR	1	KG	0.00	INR			
		Rebate Basis	100.00	INR	1	KG	10,000.00	INR			
		Net Value for Item	100.00	INR	1	KG	10,000.00	INR			
		Net Value 2	100.00	INR	1	KG	10,000.00	INR			
		Net Value 3	100.00	INR	1	KG	10,000.00	INR			
<input type="checkbox"/>	ZVAT	Output Tax mwst	4.000	%			400.00	INR			
		Total	104.00	INR	1	KG	10,400.00	INR			
<input type="checkbox"/>	SKT0	Cash Discount	0.000	%			0.00	INR			
		Profit Margin	100.00	INR	1	KG	10,000.00	INR			
Condition rec. Analysis Update											

Save the pro-forma invoice billing document.

Document 90000007 has been saved

16.13 | RELEASING BILLING DOCUMENT

Generally after saving or creation of billing document you, need to release it to FI. Based on configuration changes it is automatically released and if it is not released or is set to 2 step release then you have to click on the green flag to release it to FI. But in pro-forma invoice this release is not required. If you still go to release it, then system will give you message like it is shown in the screen shot.

The document is not relevant for accounting

At this point, sending plant's process is complete. Now stock will be dispatched by means of transportation and it will reach in the receiving plant or demanding plant.

16.14 | PROCESS IN THE RECEIVING PLANT

After despatch of the material from sending plant material reaches to the receiving plant. On receiving materials in the receiving plant further process is to be done.

16.15 | GOODS RECEIPT

In the receiving plant, you need to make goods receipt against that delivery document. Normally goods receipt is done in receiving plant against any PO. But in STO process, goods receipt is made against delivery document and this is the standard process.

16.16 | MIGO

In MIGO T-code you need to select goods receipt option as normal process. To complete the process go to MIGO T-code. Then select outbound delivery as reference document. Enter outbound delivery document number in the field near outbound delivery. Press Enter to confirm the number. If GRN for this delivery document is already done then system will give an error.

16.17 | REFERENCE DOCUMENTS

In reference option, select outbound delivery as reference document.

In field near outbound delivery, enter delivery document and press Enter. Details will be copied from that delivery document.

Line	Stat	Mat. Short Text	OK	Qty in UnE	E	SLoc	Profit Center	Batch	Valuatc
1	000	STEEL SHEET	✓	100		KG MAIN B	A		

Change document date and posting date accordingly. System will prompt current date as default.

16.18 | DELIVERY NOTE

Please never change delivery note number, because this number is the linking document between GRN document and delivery document. If you change this document, then you can reverse GRN but you will not be able to make GRN again.

Material Quantity Where Purchase Order Data Partner Account Assignment

Movement Type: 181 GR goods receipt Stock type: Unrestricted use

Plant: HALDIA Storage Location: MAIN B

Goods recipient: Unloading Point: Text:

Item OK Line: 1

Document is O.K. ID6 (1) 200

Check delivery quantity as mentioned in the delivery note and also verify it with the counted quantity. Check details and fill up other information as per normal process. Post the document.

Material document 5000000002 posted

16.19 | DISPLAY DOCUMENT

After posting material document you need to check this document in MIGO T-code. Select option display as shown in the screen shot below. Select material document as reference and enter that material document in the field for document number and remove year or enter respective year. Press Enter.

Goods Receipt Settings System Help

Display Material Document 5000000002 - SAP USER

Show Overview Hold Check Post Help

A04 Display R02 Material Document 5000000002 2013

General Vendor Doc. info

Entered By: SAP USER Created On: 17.07.2013 05:26:27 Transaction Code: Goods Movement MIGO_GR

FI Documents

You have to go in material display mode then click on doc-info. Then click on FI document. You will get following message on the status bar.

No subsequent document found in Accounting

You will note that no accounting document is generated in this GRN against outbound delivery in STO process. This is because all FI posting has already completed while outbound delivery document creation step.

Questions

1. What is the T-code for creation of delivery against STO?
2. What is the movement type for PGI or post goods issue against STO?
3. Where will you enter picking quantity and picking date in delivery document?
4. What is the delivery document item category in delivery against STO?
5. When will accounting entries take place in case of STO?
6. What are the entries that take place in case delivery against STO?
7. What are the entries in case of goods receipt (if any)?
8. What is pro-forma invoice and what is the document type in standard system for pro-forma invoice?
9. What is the item category in case of pro-forma invoice?
10. Can we release a pro-forma invoice to accounting? If no, then why?
11. What is the reference document for making goods receipt against STO?

17

CONSIGNMENT SALES

CHAPTER

- ✓ Consignment fillup process
- ✓ Consignment issue
- ✓ Consignment return

- ✓ Consignment pickup
- ✓ Payment

Consignment sale is a trading business process where the seller sends goods to the customer. There ownership remains with the seller. Payment is made only when goods are issued or consumed by the buyer. At the time of issue or consumption, the ownership shifts from the seller to the buyer. This is always a two-step process. In the first step, goods are sent from seller to buyer and in the second step, goods are issued or sold or consumed by the buyer and payment is made to the buyer, otherwise goods are returned back to the buyer as per pre-decided condition after certain period.

In SAP, the following are the process steps for complete consignment sales process:

1. Consignment fillup process
2. Consignment issue
3. Consignment return
4. Consignment pickup
5. Payment

Questions

1. What is consignment sales process?
2. What is the document flow for consignment sales process?
3. What is the document flow in case of consignment sales returns process?
4. What is consignment fill-up process?
5. What is consignment issue process?
6. What is consignment returns process?
7. What is consignment pick-up process?

18

CHAPTER

CONSIGNMENT FILL-UP PROCESS

- ✓ Consignment fill-up process
- ✓ Steps involved in consignment fill-up process
- ✓ Consignment fill-up sales order
- ✓ Document type for consignment fill-up
- ✓ Delivery document for consignment fill-up
- ✓ T-code for delivery creation for consignment fill-up
- ✓ Delivery document item category - KBN
- ✓ Post goods issue for consignment fill-up
- ✓ FI document display response for consignment fill-up material document
- ✓ Pro-forma invoice for delivery
- ✓ Releasing pro-forma invoice

18.1 | CONSIGNMENT FILL-UP PROCESS

Consignment fill-up is a process which is the starting point of the consignment sales process in SAP. In this process, materials are taken from unrestricted stock and put in consignment stock. In this process, no FI document is created because liability and responsibility of the material or goods is not transferred.

18.2 | STEPS INVOLVED IN CONSIGNMENT FILL-UP PROCESS

The following are the features in this process:

1. Sales order is created
2. Delivery document is created
3. Post goods issue is done
4. No FI document is generated in post goods issue
5. Standard sales document type for consignment fill-up SO is 'KB'
6. Standard item category is 'KBN'
7. In post goods issue step, the movement type is 631
8. Pro-forma invoice is created for delivery
9. Standard billing document for pro-forma invoice is F8

18.3 | CONSIGNMENT FILL-UP SALES ORDER

To start consignment process, we need to create consignment fill-up sales order. In the standard SAP system document type for consignment fill-up SO is KB. Here in the example scenario ZKB is created copying KB document type.

18.4 | DOCUMENT TYPE FOR CONSIGNMENT FILL-UP

For consignment process, this is the first step. The standard document for this sales order is 'KB.' We have copied and created our customized consignment fill-up document type.

You can take the standard one for practice. Then create sales order as usual.

Note here that you have to enter only sold to party, PO reference, PO reference date, material code, plant, material quantity required, etc. Double-click on line item and then click on conditions. Here, if you have maintained any condition record for the condition type, then system will pick the value and rate from system automatically. Otherwise you will have to enter price of the material in relevant condition type.

Sales document Edit Goto Extras Environment System Help

Create Consignment Fill-up: Item Data

Sales Document Item: 10 Item category: KBN Consignment Fill-up

Material: 1 STEEL SHEET

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule

Qty: 1,000 KG Net: 1,500,000.00 INR Tax: 0.00

N	CnTy	Name	Amount	Crccy	per	U	Condition value	Curr	Stat
		PR00 Price	1,500.00	INR	1 KG		1,500,000.00	INR	
		Gross Value	1,500.00	INR	1 KG		1,500,000.00	INR	
		Discount Amount	0.00	INR	1 KG		0.00	INR	
		Rebate Basis	1,500.00	INR	1 KG		1,500,000.00	INR	
		Net Value for Item	1,500.00	INR	1 KG		1,500,000.00	INR	
		Net Value 2	1,500.00	INR	1 KG		1,500,000.00	INR	
		Net Value 3	1,500.00	INR	1 KG		1,500,000.00	INR	
		Total	1,500.00	INR	1 KG		1,500,000.00	INR	
		SKT0 Cash Discount	0.00	INR	1 KG		0.00	INR	
		Profit Margin	1,500.00	INR	1 KG		1,500,000.00	INR	

Confirm your details and save the sales order.

18.5 | DELIVERY DOCUMENT FOR CONSIGNMENT FILL-UP

As usual, you have to create delivery document process. There are two processes to create delivery document.

18.6 | T-CODE FOR DELIVERY CREATION FOR CONSIGNMENT FILL-UP

There are two processes to create delivery document. In the 1st way you can go to sales order change mode and then click on the menu sales document, and then click on deliver. This will take you to VL01N T-code entry screen automatically.

In the 2nd process you can go to VL01N directly and then enter complete delivery document manually.

First, you can go to VA02, enter sales order, press Enter, and then click on sales document and click on deliver in the menu list.

Sales document Edit Goto Extras Environment System Help

Create Consignment Fill-up: Overview

Net value: 0.00 INR

PO date: 01.06.2013

Req. deliv. date: 04.07.2013 Deliver Plant: Total Weight: 0 KG

Delivery block: Volume: 0.000

Billing block: Pricing date: 04.07.2013 Incoterms:

Payment terms: Order reason: Sales area: A / A / A MAIN, MAIN, MAIN

Item	Material	Customer Material Number	ItCa	COIP	HL	Item	First Date	Print	Batch	CnTy	Amount
10	1		KBN				04.07.2013	A		PR00	

This will take you to delivery document page and you can change quantity and other details as you wish and need to enter in delivery creation document. Then save the delivery document.

In the second process, you can go to VL01N. Enter sales order as reference.

Enter selection date and shipping point. Then press Enter to confirm entered data. System will take you to delivery document creation screen as you can see in the screen shot below.

Item	Material	Deliv. Qty	Un	Description	B	ITyp
10	1	100	KG	STEEL SHEET		KBN

18.7 | DELIVERY DOCUMENT ITEM CATEGORY – KBN

Note in this delivery document the item category is KBN.

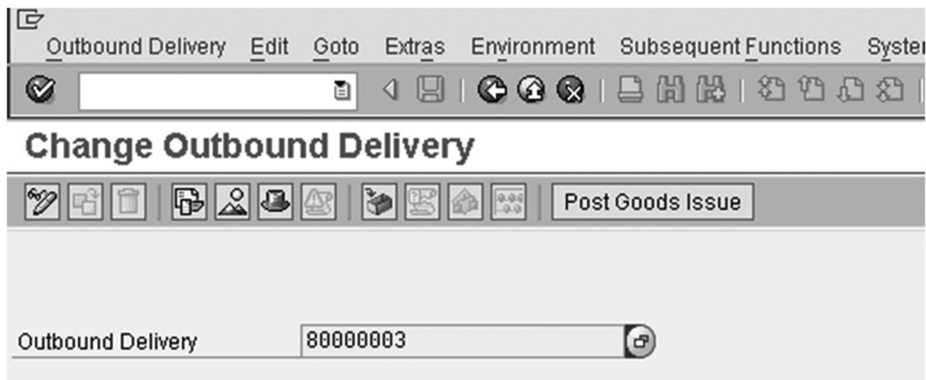
18.8 | POST GOODS ISSUE FOR CONSIGNMENT FILL-UP

You have three options to do this.

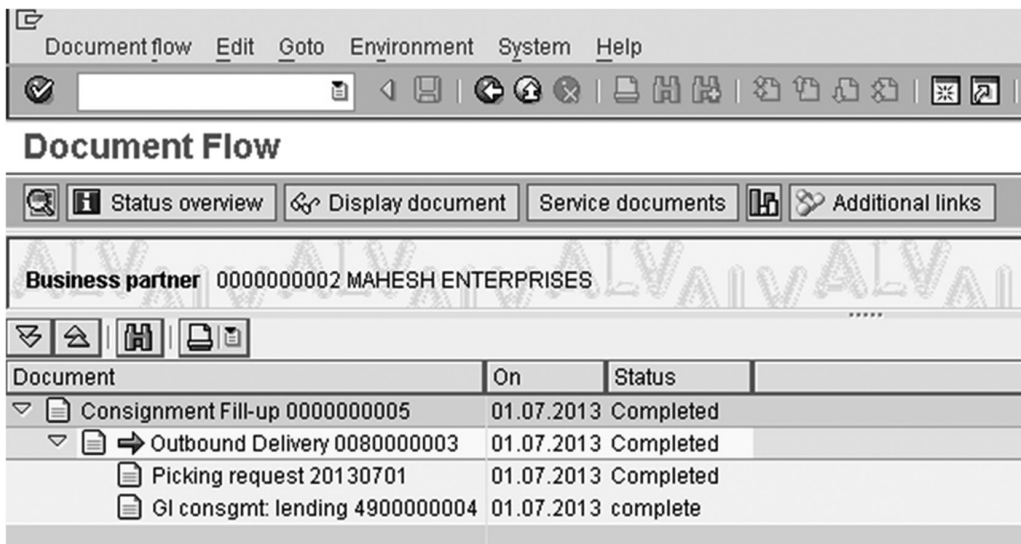
First, you can go to VL02N. Select delivery document to change. Then click on post goods issue icon as usual.

Second option is that you can do it while making delivery document itself. While making delivery document, after completing all the details, click on post goods issue icon.

Third option is you go to VL02N. Enter delivery document and just click on post goods issue, only if you are confident that entered details are correct. You can see in the screen shot below.



After this, you can see the document flow for the consignment fill-up process.



18.9 | FI DOCUMENT DISPLAY RESPONSE FOR CONSIGNMENT FILL-UP MATERIAL DOCUMENT

Please note that in consignment fill-up process, FI posting does not occur for billing document or PGI document.

❗ Material document 4900000004 does not include an accounting document

18.10 | PRO-FORMA INVOICE FOR DELIVERY

There is no invoice or billing for consignment fill-up process. But you can create pro-forma billing document to have a track and to use it as road challan. It is also used in creating excise invoice if required in case of Indian scenario.

Create Billing Document

Default data

Billing Type	F8 Pro Forma Inv f Div	Serv.rendered	
Billing Date	01.07.2013	Pricing date	

Docs to be processed

Document	Item	SD document categ.	Processing status
80000003			

If you have configured your system properly for the document type, then no error will happen.

Pro Forma Inv f Div (ZF8) Create: Overview of Billing Items

Billing documents

ZF8 Pro Forma Inv f Div	\$000000001	Net Value	0.00	INR
Payer	2	MAHESH ENTERPRISES / IN -		
Billing Date	01.07.2013			

Item	Description	Billed Quantity	SU	Net value	Material
10	STEEL SHEET	100 KG		0.00	1

You will be able to enter in the next screen and double-click on the line. Then click on conditions. Enter rates as per your requirement.

Billing document Edit Goto Environment System Help

Pro Forma Inv f Div (ZF8) Create: Item Data

Billing items

Item 10 Created by ABH
 Item category KBN Created on 04.07.2013 Time 12:37:08
 Material 1 STEEL SHEET
 Batch

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data


Qty 100 KG Net 150,000.00 INR
 Tax 6,000.00

Pricing Elements

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status
<input type="checkbox"/>	PR00	Price	1,500.00	INR		1 KG	150,000.00	INR	
		Gross Value	1,500.00	INR		1 KG	150,000.00	INR	
		Discount Amount	0.00	INR		1 KG	0.00	INR	
		Rebate Basis	1,500.00	INR		1 KG	150,000.00	INR	
		Net Value for Item	1,500.00	INR		1 KG	150,000.00	INR	
		Net Value 2	1,500.00	INR		1 KG	150,000.00	INR	
		Net Value 3	1,500.00	INR		1 KG	150,000.00	INR	
<input type="checkbox"/>	ZVAT	Output Tax mwst	4.000	%			6,000.00	INR	
		Total	1,560.00	INR		1 KG	156,000.00	INR	
<input type="checkbox"/>	SKT0	Cash Discount	0.000	%			0.00	INR	
		Profit Margin	1,500.00	INR		1 KG	150,000.00	INR	

Condition rec. Analysis Update

Save the document.

 Document 90000004 has been saved

18.11 | RELEASING PRO-FORMA INVOICE

Normally pro-forma invoices are not subject to release and no posting of this will happen. If you click on the release icon, then system will give you an error as in the screen shot.

 The document is not relevant for accounting

This document is created only for creation of excise invoice in case of Indian scenario and for print-out of road challan.

Questions

1. What are the steps involved in consignment fill-up process?
2. What is the T-code for consignment fill-up process?
3. What is the document type for consignment fill-up process?
4. What is the item category for consignment fill-up process?
5. Why we create pro-forma invoice for delivery in case of fill-up process?
6. Can we release billing document to finance?
7. What is the movement type for consignment fill-up process?

19

CONSIGNMENT ISSUE PROCESS

CHAPTER

- ✓ Consignment issue process
- ✓ Steps involved in consignment issue process
- ✓ Sales order
- ✓ Document type for consignment issue
- ✓ Sold to party
- ✓ Ship to party
- ✓ Material
- ✓ Plant
- ✓ Delivery document creation
- ✓ Document date
- ✓ Planned GI date
- ✓ Actual goods issue date
- ✓ Storage location
- ✓ Delivery quantity
- ✓ Picked quantity
- ✓ Route

- ✓ Batch split
- ✓ Incompleteness
- ✓ Posting delivery document or making post goods issue
- ✓ Displaying FI document of consignment issue
- ✓ Movement type - 633
- ✓ Creating billing document for consignment issue process
- ✓ Selecting reference document
- ✓ Consignment billing document type
- ✓ Billing date
- ✓ Reference document
- ✓ Releasing billing document to accounting
- ✓ Document flow and FI posting details in the billing document

19.1 | CONSIGNMENT ISSUE PROCESS

In the consignment process, next step is consignment issue process, where goods are either sold to the next customer or end customer or goods are issued for consumption. Goods are transferred from consignment stock to customer's stock and liability, and responsibility also shifts from the seller to buyer or customer. This step is done only when customer actually re-sells stock to his customer or issues stock for consumption from his side. In this step, FI document is also created.

19.2 | STEPS INVOLVED IN CONSIGNMENT ISSUE PROCESS

Following are the features in this process:

1. Customer informs that he has used stock

2. Sales order is created
3. Delivery document is created
4. Post goods issue is done
5. FI document is generated in post goods issue
6. Billing document is generated
7. Billing document is released to FI for payment receipt
8. Standard sales document type is KE
9. Standard item category is KEN
10. In post goods issue step, the movement type is 633

19.3 | SALES ORDER

In the consignment issue process, first of all you need to create sales order.

19.4 | DOCUMENT TYPE FOR CONSIGNMENT ISSUE

Document type will be KE in standard. If you create a new document type, then you have to configure it completely with all required pre-requisites as per requirement. As you can see in the next screen shot, the document type that we have used is a customized one.

The screenshot shows the 'Create Sales Order: Initial Screen' in SAP. The 'Order Type' is set to 'ZKE' and 'Consignment Fill-up' is selected. The 'Organizational Data' section is populated with 'A' for Sales Organization, Distribution Channel, and Division, all with 'MAIN' as the description. 'Sales Office' and 'Sales Group' are empty.

The initial sales order document type we have used is ZKE. You have to create new sales order as you create a new standard order. You can check the document item category is KEN.

19.5 | SOLD TO PARTY

Enter sold to party code as your consignment customer.

19.6 | SHIP TO PARTY

Ship to party is your customer code where stock will be delivered. If you do not change customer code, then it will be copied from sold to party code.

19.7 | MATERIAL

You need to enter the material that you are going to send to your consignment agent.

19.8 | PLANT

Enter plant, from where you will issue or send goods to your customer.

Create Consignment Issue: Overview

Consignment Issue Net value INR

Sold-to party MAHESH ENTERPRISES //

Ship-to party MAHESH ENTERPRISES //

PO Number PO date

Sales | Item overview | Item detail | Ordering party | Procurement | Shipping | Reason for rejection

Req. deliv. date Deliver. Plant

☐ Complete delv. Total Weight KG

Delivery block Volume

Billing block Pricing date

Incoterms

Payment terms Pay immediately w/o

Order reason

Sales area / / MAIN, MAIN, MAIN

Item	Material	Order Quantity	Un	S	Description	Customer Material Number
101		50 KG			STEEL SHEET	

Pricing error: Mandatory condition PR00 is missing

As there is accounting entry against this document, this document type will ask you proper pricing and condition details to be maintained in the sales order.

✓ Pricing error: Mandatory condition PR00 is missing

Go to conditions tab in the line item details and enter pricing details and base price as you enter in standard sales order.

Sales document Edit Goto Extras Environment System Help

Create Consignment Issue: Item Data

Sales Document Item: 10 Item category: KEN Consignment Issue
Material: 1 STEEL SHEET

Sales A Sales B Shipping Billing Document **Conditions** Account assignment Schedule list

Qty: 50 KG Net: 65,000.00 INR
Tax: 2,600.00

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status
<input type="checkbox"/>	PR00	Price	1,300.00	INR		1 KG	65,000.00	INR	
		Gross Value	1,300.00	INR		1 KG	65,000.00	INR	
		Discount Amount	0.00	INR		1 KG	0.00	INR	
		Rebate Basis	1,300.00	INR		1 KG	65,000.00	INR	
		Net Value for Item	1,300.00	INR		1 KG	65,000.00	INR	
		Net Value 2	1,300.00	INR		1 KG	65,000.00	INR	
		Net Value 3	1,300.00	INR		1 KG	65,000.00	INR	
<input type="checkbox"/>	ZVAT	Output Tax mwst	4.000	%			2,600.00	INR	
		Total	1,352.00	INR		1 KG	67,600.00	INR	
<input type="checkbox"/>	SKT0	Cash Discount	0.000	%			0.00	INR	
<input type="checkbox"/>	VPRS	Internal price	1,000.00	INR		10 KG	5,000.00	INR	
		Profit Margin	1,200.00	INR		1 KG	60,000.00	INR	

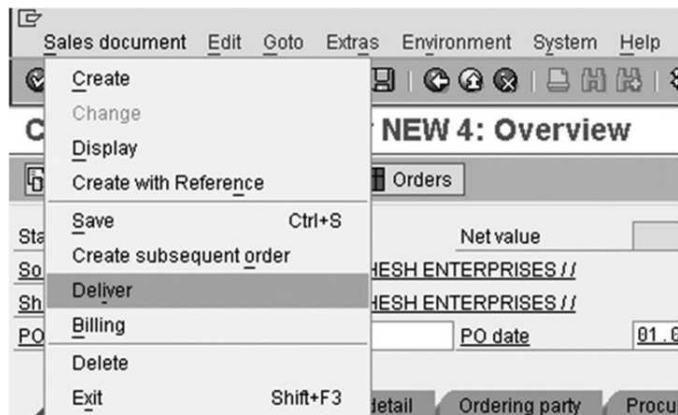
Condition rec. Analysis Update

After this, enter other required details and check incompleteness log. Save the document.

✓ Consignment Issue 6 has been saved

19.9 | DELIVERY DOCUMENT CREATION

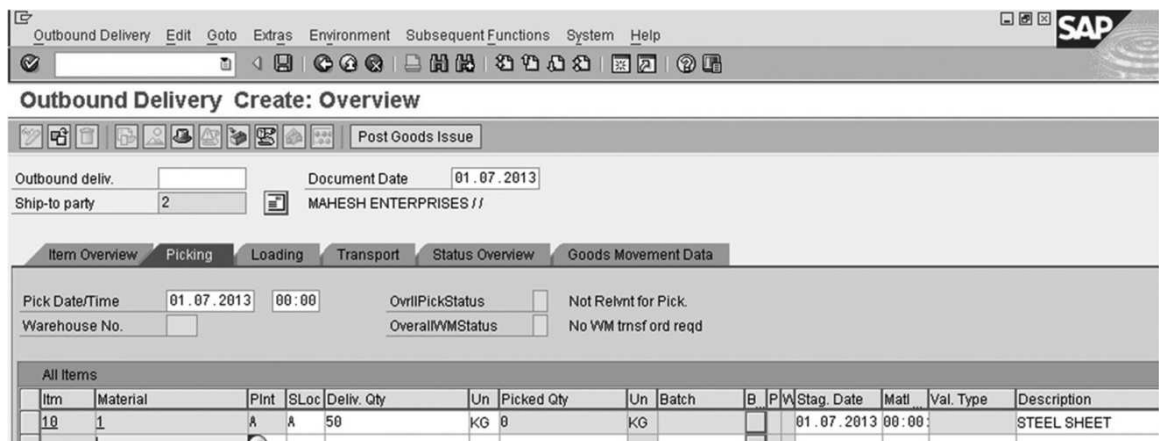
Now go to VA02 for sales order change mode. Then click on sales document header menu. Then click on deliver option.



System will take you to outbound delivery document screen.

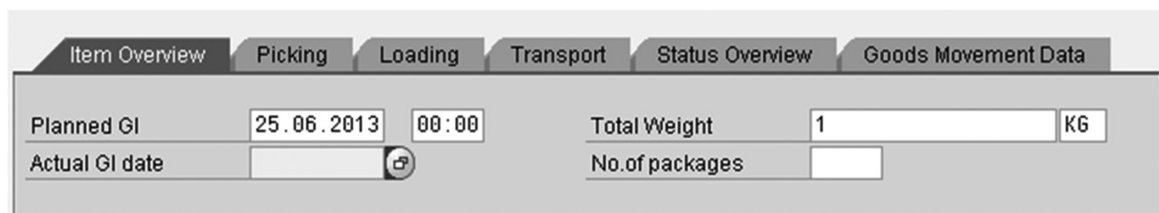
19.10 | DOCUMENT DATE

Here you need to change document date as per your requirement.



19.11 | PLANNED GI DATE

Planned goods issue date is the date when the delivery was planned with reference to sales order.



19.12 | ACTUAL GOODS ISSUE DATE

Actual goods issue date is the date when posting will be done in the system against sales order.

19.13 | STORAGE LOCATION

Click on picking tab page. Enter storage location (SLoc) in the field means for as.

19.14 | DELIVERY QUANTITY

You can enter delivery quantity as per your requirement. Assume you have created sales order of 100 quantities and you have decided to make part delivery. Then you can break this total quantity in portion. You can enter quantity as 50 or any other quantity up to sales order quantity.

19.15 | PICKED QUANTITY

You need not enter picked quantity but you can change delivery quantity.

Item Overview		Picking	Loading	Transport	Status Overview	Goods Movement Data							
Pick Date/Time	25.06.2013	00:00	OvrllPickStatus	<input type="checkbox"/>	Not Relvnt for Pick.								
Warehouse No.			OverallWMStatus	<input type="checkbox"/>	No WM trnsf ord reqd								
All Items													
Item	Material	PInt	SLoc	Deliv. Qty	Un	Picked Qty	Un	Batch	B	P	W	Stag. Date	M
10	12	A		1	EA	0	EA					03.07.2013	0

19.16 | ROUTE

You can click on transport tab page and enter route number through which materials will be dispatched.

Item Overview		Picking	Loading	Transport	Status Overview	Goods Movement Data
TransptnPlangng	25.06.2013	00:00	Route	<input type="text"/>		
Trns.plan.stat.	<input type="checkbox"/>	Not rel.transp.plan.		Route Schedule	<input type="text"/>	

19.17 | BATCH SPLIT

If material is maintained in batches, then you can click on batch split tab page. And enter batch-related details there.

[illegible]

Batch split is not permitted for material 12 in item 000010

If batch split is allowed, then you can enter batches there in the next screen as shown below.

Processing		Material		Batch Split		Picking		Loading and Shipment		Foreign Trade/Customs		Fir	
Plant		Open qty	0.000		Conver.	0							
MatStaging		00:00	Cumul.qty	0.000		<->	0						
Batch split items													
Item	Batch	Val. Type	SLoc	Delivery quantity	SU	Available	SLED/BBB						

19.18 | INCOMPLETENESS

If you think you have entered all the details related to delivery, then you can click on edit menu above and then select incompleteness option.

Outbound Delivery		Edit	Goto	Extras	Environment	Subsequent Functions	System	Help
✓		Pack	Shift+F6					
Outbound Del		Copy Pack Quantities As Div. Quantities						
		Copy Picked Quantity As Deliv. Quantity	Shift+F7					
		Confirm Pick Order						
Outbound deliv.		Check Doc. Distribtn/Distributed Document						
Ship-to party		Dangerous Goods Check						
		Post Goods Issue	Shift+F8					
Item Overview		Error Log	F9					
		Incompleteness	Shift+F9					
Planned GI		Cancel	F12					
Actual GI date		25.06.2013	No.of packages					
					Goods Movement Data			
					K6			

System will check if any further details are required by the document type and then it will confirm.

List		Edit	Goto	Settings	System	Help	
✓							
Outbound Delivery Create Incompletion							
Back (F3)							
Edit Data							
Item	Short Description	Gener	Deliv	Billi	Goods	Pck/p	Pack
List contains no data							

Then go back and save the document. System will generate a delivery document number.

19.19 | POSTING DELIVERY DOCUMENT OR MAKING POST GOODS ISSUE

For this you have to go to VL02N. Enter delivery document as shown below.

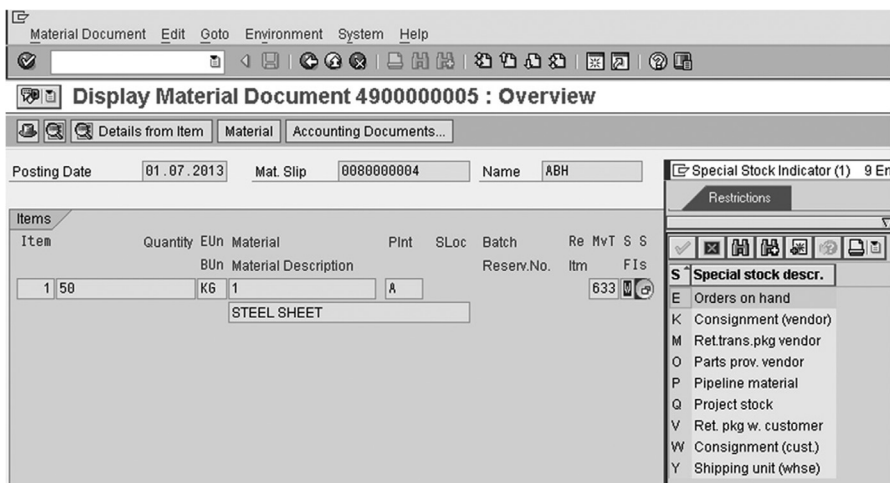
Outbound Delivery 800000003

You can either click on post goods issue above on the right or you can press Enter and then after checking details once again click on post goods issue to post. The document will be posted and you can see details in the document flow as shown below.

Document	On	Status
Consignment Issue 0000000006	01.07.2013	Completed
Outbound Delivery 0080000004	01.07.2013	Being processed
GI iss: cust.consgmt 4900000005	01.07.2013	complete

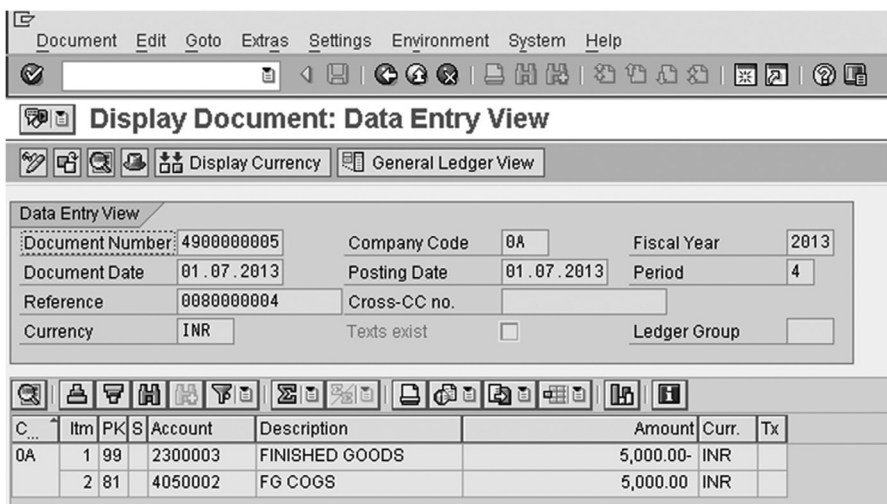
19.20 | DISPLAYING FI DOCUMENT OF CONSIGNMENT ISSUE

Select goods issue document. Click on display document icon. Material document's screen will be displayed.



19.21 | PLEASE NOTE THAT THE MATERIAL DOCUMENT'S MOVEMENT TYPE IS 633

Then click on accounting document. The FI document will be displayed as in the screen shot below.



You can see the GL posted and amount and other details.

19.22 | CREATING BILLING DOCUMENT FOR CONSIGNMENT ISSUE PROCESS

After you have posted goods issue for the consignment issue for the amount and quantity that your consignment customer has issued or sold, then you can create billing document for the issued quantity.

19.23 | SELECTING REFERENCE DOCUMENT

Create Billing Document

Default data

Billing Type: ZCS Invoice (F1) CONS

Billing Date: 10.07.2013

Serv.rendered:

Pricing date:

Document	Item	SD document categ.	Processing status	Bill
80000004				

19.24 | CONSIGNMENT BILLING DOCUMENT TYPE

Here you need to first reference consignment issue billing document type.

19.25 | BILLING DATE

Enter consignment billing date

19.26 | REFERENCE DOCUMENT

Enter reference document in the field below. As in our case, the customized billing document type is delivery-related so we have mentioned delivery document in reference. Press Enter to confirm.

Invoice (F1) CONSI 90000003 (ZCS) Display: Overview

Accounting | Billing documents

Billing Type: ZCS Invoice (F1) CONS

Billing Date: 10.07.2013

Net Value: 65,000.00 INR

Payer: 2

MAHESH ENTERPRISES / IN -

Item	Description	Billed Quantity	SU	Net value	Mate
10	STEEL SHEET	50 KG		65,000.00	1

You can see the next screen. Then double-click on the item line.

Billing document Edit Goto Environment System Help

Invoice (F1) CONSI 90000003 (ZCS) Display: Item Data

Billing Items Accounting

Item 10 Created by ABH
 Item category KEN Created on 01.07.2013 Time 03:27:22
 Material 1 STEEL SHEET
 Batch

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data

Billing data

Billed Quantity	50 KG	Net weight	1 KG
Bill.qty in SKU	50	Gross weight	1
QtyConver	1 KG <-> 1 KG	Volume	0.000

Then click on conditions.

Here you need to enter value or base rate for the material in the relevant field.

Billing document Edit Goto Environment System Help

Invoice (F1) CONSI 90000003 (ZCS) Display: Item Data

Billing Items Accounting

Item 10 Created by ABH
 Item category KEN Created on 01.07.2013 Time 03:27:22
 Material 1 STEEL SHEET
 Batch

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data

Qty 50 KG Net 65,000.00 INR
 Tax 2,600.00

Pricing Elements

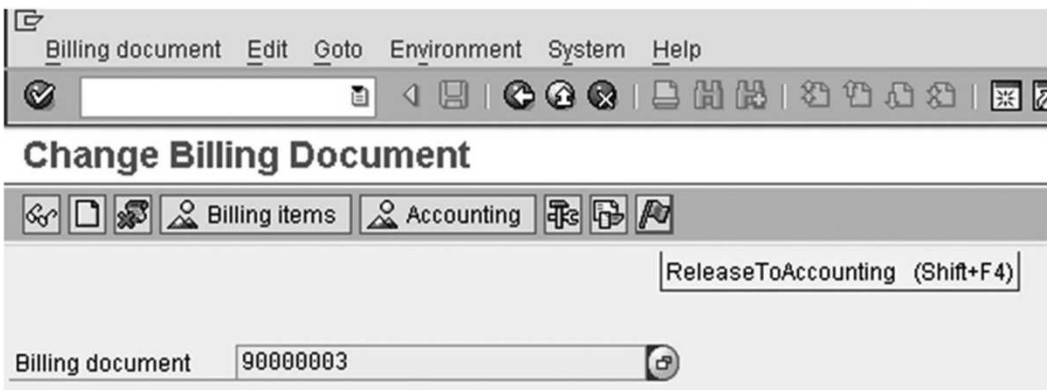
N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.
<input type="checkbox"/>	PR00	Price	1,300.00	INR	1	KG	65,000.00	INR
		Gross Value	1,300.00	INR	1	KG	65,000.00	INR
		Discount Amount	0.00	INR	1	KG	0.00	INR
		Rebate Basis	1,300.00	INR	1	KG	65,000.00	INR
		Net Value for Item	1,300.00	INR	1	KG	65,000.00	INR

After confirming all the details, save the billing document.

 Document 90000003 has been saved

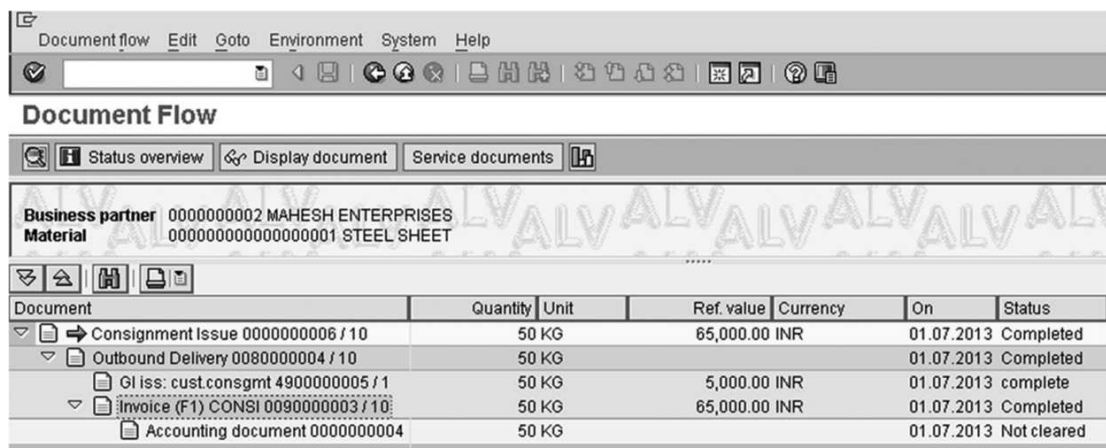
19.27 | RELEASING BILLING DOCUMENT TO ACCOUNTING

You have to again go back to VF02. Enter billing document that you want to release. Then click on the green flag, as you can see the screen shot below.



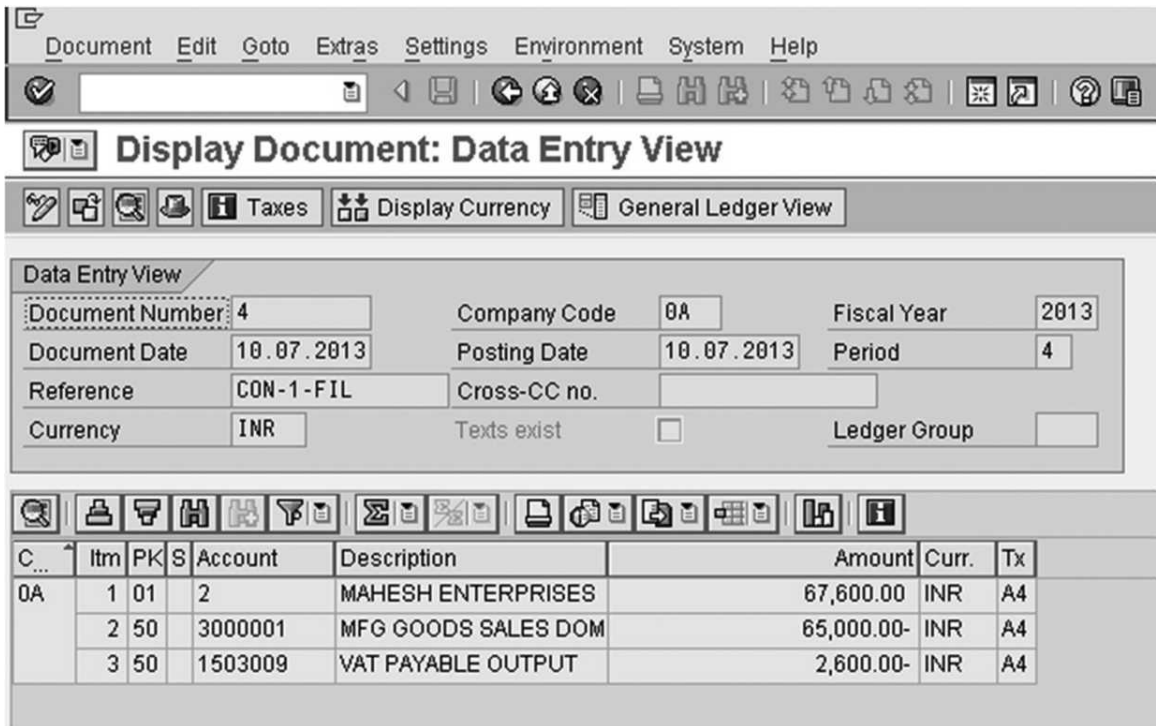
19.28 | DOCUMENT FLOW AND FI POSTING DETAILS IN THE BILLING DOCUMENT

This can be done by just going to VA03 T-code. Then flow normal document flow process.



Document	Quantity	Unit	Ref. value	Currency	On	Status
Consignment Issue 0000000006 / 10	50	KG	65,000.00	INR	01.07.2013	Completed
Outbound Delivery 0080000004 / 10	50	KG			01.07.2013	Completed
GI iss: cust.consgmt 4900000005 / 1	50	KG	5,000.00	INR	01.07.2013	complete
Invoice (F1) CONSI 0090000003 / 10	50	KG	65,000.00	INR	01.07.2013	Completed
Accounting document 0000000004	50	KG			01.07.2013	Not cleared

Then click on accounting document below invoice or billing document. Click on display document on the header.



The screenshot shows the SAP 'Display Document: Data Entry View' window. At the top is a menu bar with 'Document', 'Edit', 'Goto', 'Extras', 'Settings', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main title bar reads 'Display Document: Data Entry View'. Below this is another toolbar with icons for 'Taxes', 'Display Currency', and 'General Ledger View'. The central area is a form titled 'Data Entry View' containing the following fields:

Document Number	4	Company Code	0A	Fiscal Year	2013
Document Date	10.07.2013	Posting Date	10.07.2013	Period	4
Reference	CON-1-FIL	Cross-CC no.			
Currency	INR	Texts exist	<input type="checkbox"/>	Ledger Group	

Below the form is another toolbar with icons for various functions. At the bottom is a table with the following data:

C...	Item	PK	S	Account	Description	Amount	Curr.	Tx
0A	1	01		2	MAHESH ENTERPRISES	67,600.00	INR	A4
	2	50		3000001	MFG GOODS SALES DOM	65,000.00-	INR	A4
	3	50		1503009	VAT PAYABLE OUTPUT	2,600.00-	INR	A4

The FI document will be displayed. At this end, consignment issue process completes. Only FI posting for incoming payment will be pending to be performed by FI department.

Questions

1. What is consignment issue process?
2. What is the document type for consignment issue process?
3. What is the document flow for consignment issue process?
4. What is the item category for consignment issue sales order?
5. What is movement type used in PGI of consignment issue?
6. What is movement type 633(W)?
7. What is billing document type for consignment issue process?
8. What is item category for billing document in consignment issue process? Can you release billing document to finance?

20

CHAPTER

CONSIGNMENT RETURNS PROCESS

- ✓ Consignment return process
- ✓ Consignment returns sales order
- ✓ Consignment return order reason
- ✓ Create delivery document
- ✓ Document date

- ✓ Actual goods issue date
- ✓ Post goods receipt
- ✓ Document flow
- ✓ Billing document for consignment returns

20.1 | CONSIGNMENT RETURN PROCESS

Sometimes in the consignment process, some of the stock is not sold due to some reason or if stocks get damaged. In that case, unsold stock or damaged stocks are returned to the seller. This step is called consignment returns process. This step is done if related consignment issue process is already done. That means either customer has issued the material or had re-sold his stock to his customer. After that, due to some reason his (your customer's) end customer has returned stock to your customer. In that case, that stock is again returned back from customer's stock to consignment stock and a reverse entry is passed. Responsibility and liability again moves back to you or seller.

Following are the features in this process:

1. Customer informs that he has got returned stock or
2. Customer informs that part of the stock is damaged due to some reason
3. Sales order is created
4. Delivery document is created
5. Post goods issue is done
6. FI document is generated in post goods issue with reversal effect
7. Billing document is generated
8. Billing document is released to FI for payment receipt
9. Standard sales document type for consignment returns SO is 'KR'
10. Standard item category is 'KRN'
11. In post goods issue step the movement type is 634
12. FI document is generated against goods movement

20.2 | CONSIGNMENT RETURNS SALES ORDER

Consignment returns process is saved as normal returns process. Here also you have to create sales order with consignment returns document type. Here pricing will be correct as you wish to post to FI. Inventory will be updated as consignment stock.

Menu: Sales document, Edit, Goto, Environment, System, Help

Buttons: Create with Reference, Sales, Item overview, Ordering party

Order Type: ZKR Consignment Returns

Organizational Data:

Sales Organization	A	MAIN
Distribution Channel	A	MAIN
Division	A	MAIN
Sales Office		
Sales Group		

20.3 | CONSIGNMENT RETURN ORDER REASON

Please note that in consignment returns, you have to enter order reason as requested entry.

Payment terms: 0001

Order reason:

Sales area: A / A / A MAIN, MAIN, MAIN

All items

Item	Material	Order Quantity	Un	S	Description
				<input type="checkbox"/>	
				<input type="checkbox"/>	
				<input type="checkbox"/>	
				<input type="checkbox"/>	
				<input type="checkbox"/>	

Status bar: ! Enter Order reason

Enter details as usual. You have to mention details that normally you enter in sales order. Save the sales order.

✓ Consignment Returns 600000000 has been saved

Please note that consignment returns is having a different number range, though you can change this number range.

20.4 | CREATE DELIVERY DOCUMENT

Delivery document is created in the normal process. Go to VL01N as in the screen shot. Then enter returns sales order number. Enter posting selection date.

The screenshot shows the SAP VL01N 'Create Outbound Delivery with Order Reference' screen. The title bar includes 'Outbound Delivery', 'Edit', 'Goto', 'Extras', 'Environment', 'Subsequent Functions', and 'SAP'. Below the title bar is a toolbar with various icons. The main area has two tabs: 'With Order Reference' (selected) and 'W/o Order Reference'. Below the tabs, there is a 'Shipping point' field with a dropdown arrow and the text 'KOLKATA'. Below that is a 'Sales order data' section with two fields: 'Selection date' with the value '01.07.2013' and a calendar icon, and 'Order' with the value '60000000'.

Enter shipping point and press Enter.

The screenshot shows the SAP 'Returns Delivery Create: Overview' screen. The title bar includes 'Outbound Delivery', 'Edit', 'Goto', 'Extras', 'Environment', 'Subsequent Functions', 'System', and 'Help'. Below the title bar is a toolbar with various icons. The main area has a 'Post Goods Receipt' button. Below the button, there are two sections: 'Outbound deliv.' with a dropdown arrow and 'Ship-to party' with the value '2'. To the right, there is a 'Document Date' field with the value '04.07.2013' and a company name 'MAHESH ENTERPRISES //'. Below these fields are several tabs: 'Item Overview' (selected), 'Picking', 'Loading', 'Transport', 'Status Overview', and 'Goods Movement Data'. Below the tabs, there are two rows of fields: 'Planned GI' with the value '01.07.2013' and '00:00', and 'Actual GI date' with a dropdown arrow. To the right, there is a 'Total Weight' field with the value '10' and a unit 'KG', and a 'No. of packages' field with a dropdown arrow. Below these fields is a table titled 'All Items' with columns: 'Item', 'Material', 'Deliv. Qty', 'Un', 'Description', 'B.', 'ITyp', 'P', 'W', 'Batch', 'Val. Type', and 'Open Qty'. The table has one row with the following values: '10', '1', '10', 'KG', 'STEEL SHEET', 'B.', 'KRN', 'P', 'W', 'Batch', 'Val. Type', and 'Open Qty'.

Change delivery quantity if you wish.

20.5 | DOCUMENT DATE

Document Date is the date on which document is created.

Planned goods issue date will be picked up from the selection date entered in the initial screen.

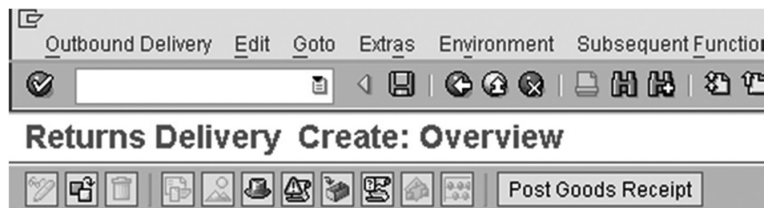
20.6 | ACTUAL GOODS ISSUE DATE

Enter goods issue date as per your requirement that will fall within the allowed posting date.

Click on picking tab page. Enter storage location. Picking quantity will remain in display-only mode. You cannot change it like usual delivery document entry.

20.7 | POST GOODS RECEIPT

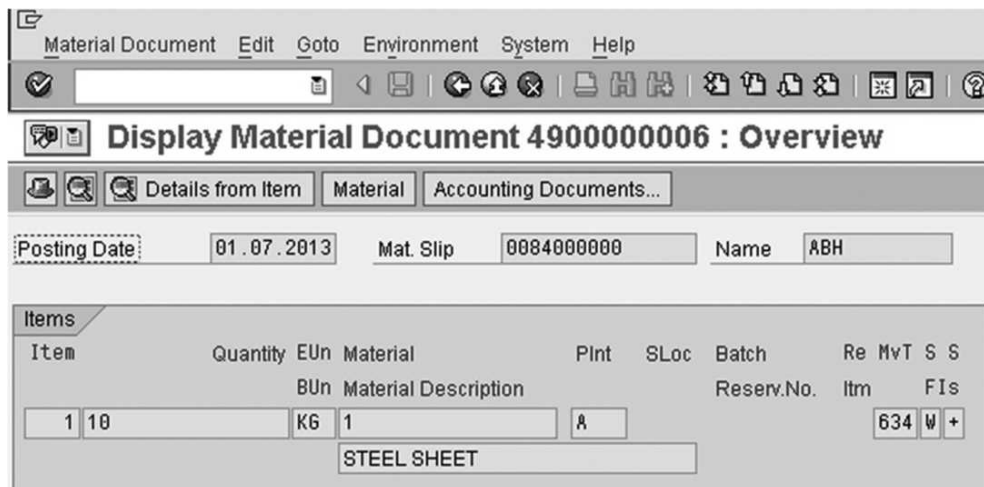
Please note – In this delivery document you will be able to see post goods receipt icon. Normally it happens to be post goods issue but it changes to post goods receipt in this scenario.



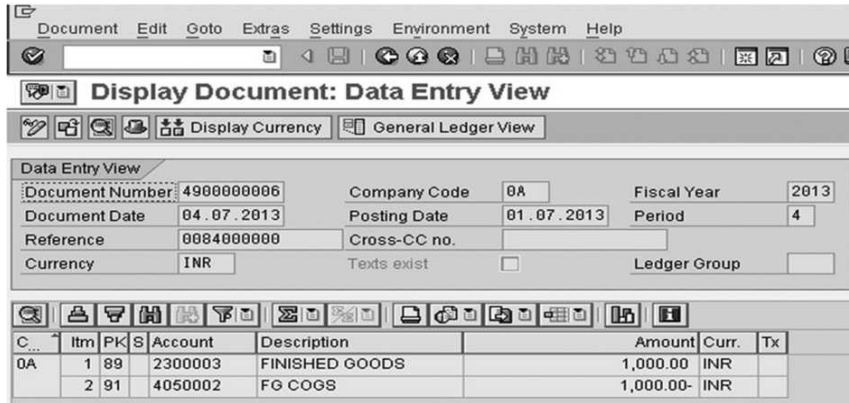
On clicking this, a new number will be generated.

✓ Returns Delivery 84000000 has been saved

20.8 | DOCUMENT FLOW



After posting goods receipt, you will be able to see delivery document created and also the goods movement of goods receipt. Select material document and click on display document. Here you can see that movement type is 634. Then click on accounting document. You can see this in the below mentioned screen shot.



Document Edit Goto Extras Settings Environment System Help

Display Document: Data Entry View

Display Currency General Ledger View

Data Entry View

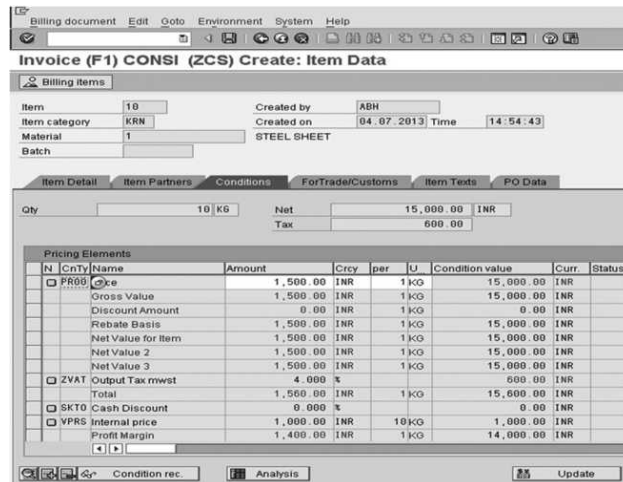
Document Number: 4900000006 Company Code: 0A Fiscal Year: 2013
 Document Date: 04.07.2013 Posting Date: 01.07.2013 Period: 4
 Reference: 0084000000 Cross-CC no.:
 Currency: INR Texts exist: Ledger Group:

C..	Itm	PK	S	Account	Description	Amount	Curr.	Tx
0A	1	89		2300003	FINISHED GOODS	1,000.00	INR	
	2	91		4050002	FG COGS	1,000.00	INR	

Here you can see that inventory is increased by the quantity based on rates mentioned in the material master.

20.9 | BILLING DOCUMENT FOR CONSIGNMENT RETURNS

Billing document is created against this sales order. This should be just opposite of consignment issue process.



Billing document Edit Goto Environment System Help

Invoice (F1) CONSI (ZCS) Create: Item Data

Billing Items

Item: 10 Created by: ABH
 Item category: KRN Created on: 04.07.2013 Time: 14:54:43
 Material: STEEL SHEET
 Batch:

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data

Qty: 10 KG Net: 15,000.00 INR
 Tax: 600.00

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr	Status
		PR00 Price	1,500.00	INR		1 KG	15,000.00	INR	
		Gross Value	1,500.00	INR		1 KG	15,000.00	INR	
		Discount Amount	0.00	INR		1 KG	0.00	INR	
		Rebate Basis	1,500.00	INR		1 KG	15,000.00	INR	
		Net Value for Item	1,500.00	INR		1 KG	15,000.00	INR	
		Net Value 2	1,500.00	INR		1 KG	15,000.00	INR	
		Net Value 3	1,500.00	INR		1 KG	15,000.00	INR	
		ZVAT Output Tax mwst	4.000	%			600.00	INR	
		Total	1,500.00	INR		1 KG	15,000.00	INR	
		SK10 Cash Discount	0.000	%			0.00	INR	
		VPRS Internal price	1,000.00	INR		10 KG	1,000.00	INR	
		Profit Margin	1,400.00	INR		1 KG	14,000.00	INR	

Condition rec. Analysis Update

Enter details of invoice as usual. Then save the billing document.

Document 90000005 has been saved

After that again go to VF02 and click on green flag of releasae icon.

The document has already been passed on to accounting

Questions

1. What is consignment returns process?
2. What is the document type for consignment returns process?
3. What is the item category for consignment returns sales order?
4. What is the movement type for consignment returns PGI process?
5. Can billing document be released to accounting in case of consignment returns process?

21

CHAPTER

CONSIGNMENT PICK-UP PROCESS

- ✓ Consignment pick-up process
- ✓ Consignment pick-up

- ✓ Delivery document
- ✓ Billing

21.1 | CONSIGNMENT PICK-UP PROCESS

Consignment pickup is just the last process in the consignment process. This is performed when your customer returns back any stock due to any reason. And you are getting a return delivery of stock to your premises or factory or godown. In this step or process, just the opposite entry of consignment fill-up process is performed and inventory of your unrestricted stock is increased and consignment stock is reduced.

Following are the features in this process:

1. Sales order is created
2. Delivery document is created
3. Post goods issue is done
4. No FI document is generated in post goods issue
5. Standard sales document type is 'KA'
6. Standard item category is 'KAN'
7. In post goods issue step the movement type is 632, just opposite of 631.

21.2 | CONSIGNMENT PICK-UP

You have to create consignment pick sales order with KA document type.

The screenshot shows the SAP 'Create Sales Order: Initial Screen' interface. The menu bar includes 'Sales document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. Below the menu bar, there are several icons for document actions. The title bar reads 'Create Sales Order: Initial Screen'. Below this, there are four tabs: 'Create with Reference', 'Sales', 'Item overview', and 'Ordering party'. The 'Sales' tab is active. In the 'Order Type' field, 'ZKA' is entered, and a button labeled 'Consignment Returns' is visible. Below this, there is a section titled 'Organizational Data' with three rows: 'Sales Organization' with value 'A' and 'MAIN', 'Distribution Channel' with value 'A' and 'MAIN', and 'Division' with value 'A' and 'MAIN'.

Create sales order as usual and save the sales order with the quantity that is to be returned to stock.

✓ Consignment Pick-up 60000001 has been saved

21.3 | DELIVERY DOCUMENT

Create delivery document as usual.

The screenshot shows the 'Create Outbound Delivery with Order Reference' dialog box. It has a menu bar with 'Outbound Delivery', 'Edit', 'Goto', 'Extras', 'Environment', and 'Subsequent Functions'. Below the menu is a toolbar with various icons. The main area has two tabs: 'With Order Reference' (selected) and 'W/o Order Reference'. Below the tabs, there is a 'Shipping point' field with a dropdown menu showing 'A' and the text 'KOLKATA'. Below that is a 'Sales order data' section with two fields: 'Selection date' set to '06.07.2013' and 'Order' set to '60000001' with a magnifying glass icon.

Please note that here selection date has to be same or later than material availability date in the sales order.

The screenshot shows the 'Returns Delivery Create: Overview' screen. It has a menu bar with 'Outbound Delivery', 'Edit', 'Goto', 'Extras', 'Environment', 'Subsequent Functions', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main area has a 'Post Goods Receipt' button. Below that are fields for 'Outbound deliv.' (empty), 'Document Date' (05.07.2013), 'Ship-to party' (2), and 'MAHESH ENTERPRISES //'. Below these are tabs: 'Item Overview', 'Picking', 'Loading', 'Transport', 'Status Overview', and 'Goods Movement Data'. The 'Picking' tab is selected. Below the tabs are fields for 'Pick Date/Time' (05.07.2013 00:00), 'Warehouse No.' (empty), 'OvrllPickStatus' (checkbox), 'Not Relvnt for Pick.', 'OverallWMStatus' (checkbox), and 'No WM trnsf ord reqd'. Below these is a table titled 'All Items' with columns: 'Itm', 'Material', 'Plant', 'SLoc', 'Deliv. Qty', 'Un', 'Picked Qty', 'Un', 'Batch', 'B', 'P', 'W', 'Stag. Date', 'Matl...', 'Val. Type'. The table has one row with values: '10', '1', 'A', 'A', '10', 'KG', '0', 'KG', '05.07.2013 00:00'.

Please note that in the delivery document, picked quantity is only in display mode.

✓ Returns Delivery 84000001 has been saved

In the document flow of material document, you can see in the document flow the related document list. Note that movement type is 632, which is just opposite of 631 movement type.

Display Material Document 4900000007 : Overview

Posting Date: 05.07.2013 Mat. Slip: 0084000001 Name: ABH

Item	Quantity	EUn	Material	Pint	SLoc	Batch	Re	MvT	S	S
		BUn	Material Description			Reserv.No.	Itm	F	I	S
1	10	KG	1	A	A		632	+		
			STEEL SHEET							
2	10	KG	1	A			632	W	-	
			STEEL SHEET							

If you wish to see accounting document, then you will get an error of accounting document not created.

❗ Material document 4900000007 does not include an accounting document

21.4 | BILLING

Billing is not required because actual FI entry and actual billing was already done in the last stage.

Questions

1. What is consignment pick-up process?
2. What is the sales order document type for consignment pick-up process?
3. Can billing be released to accounting in case of consignment pick-up process?
4. What is the item category of consignment pick-up process?
5. What is the movement type for PGI of consignment pick-up delivery document?

22

THIRD PARTY SALES ORDER

CHAPTER

- ✓ Third party sales order
- ✓ Two types of third party order processing
- ✓ Automatic third party sales order
- ✓ Default item category group in material master
- ✓ Manual third party sales order
- ✓ Sales order item category
- ✓ Process flow
- ✓ Material master
- ✓ Creating sales order for third party sales
- ✓ Save the sales order
- ✓ Displaying purchase requisition in sales order
- ✓ Display purchaser requisition

22.1 | THIRD PARTY SALES ORDER

Third party sales, is a sales process in which you do not supply goods to your customer. Rather when your customer places order of some material to you, you pass this order to your vendor. When your vendor gets your order, he supplies your goods directly to your customer's place. After that your vendor bills you for the goods delivered or supplied and you generate bill to your customer. You pay to your vendor and your customer pays you for the material he gets as per negotiations.

22.2 | TWO TYPES OF THIRD PARTY ORDER PROCESSING

1. Automatic third party order processing
2. Manual third party order processing

22.3 | AUTOMATIC THIRD PARTY SALES ORDER

In case of automatic third party order process, you create a material where your account assignment group should be third party and GL configuration should be done accordingly.

22.4 | DEFAULT ITEM CATEGORY GROUP IN MATERIAL MASTER

Default item category group for the material in material master is BANS.

22.5 | MANUAL THIRD PARTY SALES ORDER

In case of manual third party order processing, you use a normal material but while making sales order you change item category from TAN to TAS and purchase requisition automatically gets generated.

22.6 | SALES ORDER ITEM CATEGORY

Default item category for third party sales order is TAS. Purchase requisition will be triggered and created only if the item category in sales order is TAS. If in material master item category group is BANS, then item category in sales order will automatically become as TAS. If item category group in material master is not BANS, then in third party sales order it will not come as TAS. User has to manually change item category in sales order line from TAN to TAS to make it third party sales order.

22.7 | PROCESS FLOW

Following is the usual process flow for third party sales process:

1. First a third party sales order is created
2. Material is usually a third party type material or trading material
3. Item category of the sales order is 'TAS'
4. When you save your sales order, a purchase requisition is automatically generated
5. Item category of this purchase requisition is 'S', that is, third party
6. Your purchase requisition is released by purchasing people
7. A purchase order is created with reference to this purchase requisition
8. Item category of this purchase order is 'S', that is, third party
9. You send this purchase order to your vendor
10. He supplies material to your customer and you make goods receipt in your books as receipt from vendor
11. You create a purchase invoice against this purchase order for the invoice received from your vendor
12. There is no need to make delivery of goods to your customer and no need to make post goods issue to customer because it is automatically done while making Goods Receipt
13. You need to raise bill on your customer for the material supplied to him by your vendor
14. You get payment

22.8 | MATERIAL MASTER

In case of third party or trading material sales process, you have to pay attention while creation of material.

1. Material type should be trading goods material type normally.
2. You can process material of other material types too for trading process
3. While creating material, you need to enter account assignment group for material in sales org. 2 tab page as shown in the screen below.
4. Default item category group for the material in material master is BANS.

5. If you generally supply material from your location to your customer's location but sometimes you get it supplied from your vendor to your customer's place, then you can carefully change item category in sales order from TAN to TAS.
6. Account assignment group should have third party account assignment group. GL assignment should be done accordingly for automatic account posting while making billing.

Create Material 21 (Trading Goods)

Material: 21 TRADING MATERIAL

Sales Org.: A MAIN

Distr. Chl: A MAIN

Grouping terms

Matl statistics grp	<input type="checkbox"/>	Material pricing grp	<input type="checkbox"/>
Volume rebate group	<input type="checkbox"/>	Acct assignment grp	<input type="checkbox"/>
Gen. item cat. grp	BANS	Item category group	BANS
Pricing Ref. Matl		Third-party item	
Product hierarchy			
Commission group	<input type="checkbox"/>		

22.9 | CREATING SALES ORDER FOR THIRD PARTY SALES

Very first of all, you need to create a sales order.

If you use a third party material and you use this material with material item category group as BANS, then system will pick item category in sales order as TAS.

Sales | Item overview | Item detail | Ordering party | Procurement | Shipping | Reason for rejection

Req. deliv. date: D 14.08.2013 Deliver. Plant: Total Weight: 0 KG

☐ Complete delv. Volume: 0.000

Billing block: Pricing date: 14.08.2013 Exp. date: Incoterms: Payment terms: 0001 Pay immediately w/o Order reason:

All items

Item	Material	Order Quantity	Un	S	Description	Customer Material Numb	ItCa	DG
10 21			EA	<input type="checkbox"/>	TRADING MATERIAL		TAS	

If you do not use item category group in material master as BANS and still you want to use this as third party sales, then you have to change item category in sales order, from TAN to TAS to make it a third party sales order. This is called manual process.

As you enter order quantity in the line item and press Enter, system will take you to purchase requisition screen for mandatory requirement to be filled up. You can see it in the screen shot below.

Create Purchase Requisition: Item 00010

Release strategy

Doc. Type	NB	Item Cat.		AcctAssCat	X
Material	21	Matl Group	01	Plant	A
Short Text	TRADING MATERIAL				

Quantity and Date/Time

Quantity	10	EA	Deliv.Date	D 14.08.2013
----------	----	----	------------	--------------

MRP Data

Requisnr.	Abhinav	Purch. Grp	001	Req. Date	14.08.2013	Resubmiss.	
TrackingNo	TP1	MRP Cont.		Release Dt	14.08.2013	GR ProcTime	

Valuation Control

Val. Price	200.00	INR	/ 1	EA	<input checked="" type="checkbox"/> GR	<input checked="" type="checkbox"/> IR	<input type="checkbox"/> GR Non-Val
------------	--------	-----	-----	----	--	--	-------------------------------------

Procurement Options

Agreement		Purchasing Org.	A	Order Unit	EA
Fix. Vend.	A	ABC & Co		Supplying Plant	
Info Rec.	5300000000				
Des.Vendor					

You can fill up other details which are required by the system for creation of purchase requisition and the PR will be created automatically. After entering all the details, check incompleteness log and if no further error comes then save the sales order.

22.10 | DISPLAYING PURCHASE REQUISITION IN SALES ORDER

If you display your sales order, you can see purchase requisition number in the screen.

Go to VA03

Double-click on line item of sales order.

Click on schedule lines tab page. Here you can see purchase requisition and purchase requisition item number for which procurement has to be done.

[illegible]

22.11 | DISPLAY PURCHASER REQUISITION

On saving the third party sales order, a PR is automatically generated.

Go to ME53N.

Screen will be displayed as shown below.

Purchase Requisition Edit Goto Environment System Help

Create Purchase Requisition

Document Overview On Personal Setting

NB Purchase Requisition

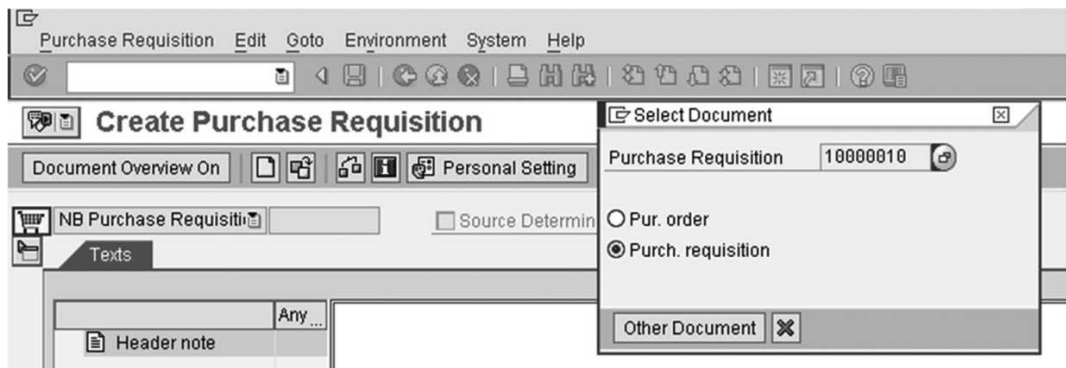
☐ Source Determination

Texts

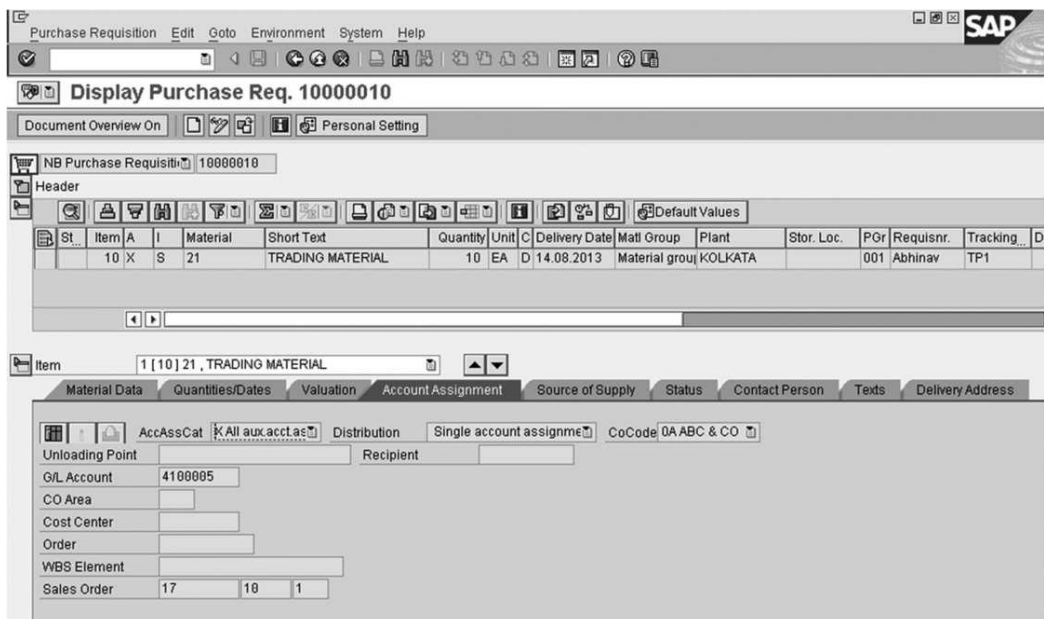
Click on purchase requisition and then click on other purchase requisition as in the screen shot below.



System will ask you the purchase requisition number in the field.



Enter purchase requisition number and press Enter.



In the above screen, you can see account assignment as 'X' and item category as 'S', which is for third party.

If you click on account assignment tab page, you can see sales order number against which this purchase requisition has been created.

As per standard purchase business process, you might need to release this purchaser requisition and then again you need to create purchase order and make GR (Goods receipt) of this requirement.

Further process is following which is to be done in MM module or MM domain or purchasing domain.

Purchase order creation

Purchase order release if required

Making goods receive entry

Making purchase invoice entry

Making customer invoice entry

A	AcctAssgntCateg De...
A	Asset
B	MTS prod./sales ord.
C	Sales order
D	Indiv.cust./project
E	Ind. cust. w. KD-CO
F	Order
G	MTS prod./project
K	Cost center
M	Ind. cust. w/o KD-CO
N	Network
P	Project
Q	Proj. make-to-order
T	All new aux.acc.ass.
U	Unknown
X	All aux.acct.assgts.

I	Text for Item C...
	Standard
K	Consignment
L	Subcontracting
S	Third-party
U	Stock transfer
D	Service

Questions

1. What is third-party sales order? How this is different from standard sales order?
2. What is the impact of creating a third-party sales order?
3. What changes has to be done in the material master in case of third-party sales order?
4. What default item category group should be present in material master in case of processing third-party sales order?
5. What is the result of saving a third-party sales order?
6. What customer billing is possible in case of third-party sales order?
7. What item category should be present in case of third-party sales order?
8. What item category should be present in purchase order and purchase requisition in case it is third party-related?
9. Where can you display purchase requisition number in sales order document?
10. What is the T-code for creation of purchase order?

23

CHAPTER

CREATING PURCHASE ORDER

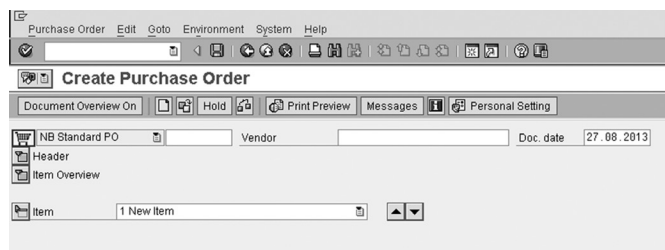
- ✓ An Introduction to purchase order
- ✓ Purchase order initial screen overview
- ✓ Document type
- ✓ Document date
- ✓ Vendor
- ✓ Purchase order creation process
- ✓ Manual creation
- ✓ Creation with reference to purchase requisition
- ✓ Creation with reference to request for quotation
- ✓ Creation by copying previously created PO in case of same vendor
- ✓ Creating purchase order against purchase requisition
- ✓ T-code – ME21N – Create purchase order
- ✓ Conditions

23.1 | AN INTRODUCTION TO PURCHASE ORDER

Purchase order is an external document or rather kind of legal document which is created by the buyer and its printout is sent to the vendor with the objective of procurement and purchase. Based on this purchase order and its details, vendor sends stock of requested material to the buyer and buyer makes entry for the goods receipt.

23.2 | PURCHASE ORDER INITIAL SCREEN OVERVIEW

You can create PO through T-code ME21N. Below is the basic screen shot of purchase order.



You can see overview screen in the above screen shot.

23.3 | DOCUMENT TYPE

Document type is the main key factor in the purchase order. The document type decides reference document, screen layout, release procedure and other mandatory control fields and limitations.

23.4 | DOCUMENT DATE

Document date is the date on which this purchase order is created. Default date comes from SAP server's system date.

23.5 | VENDOR

Vendor is the field where you enter your supplier's internal SAP code. This has to be created before purchase order creation. If you create PO to purchase from outside vendor then this field comes as vendor, and if you want to procure internally from another plant then this field will change to supplying plant.

23.6 | PURCHASE ORDER CREATION PROCESS

There are multiple processes of purchaser order creation.

1. Manual creation
2. Creation with reference to purchase requisition
3. Creation with reference to request for quotation
4. Creation by copying previously created purchase order in case of same vendor

23.7 | MANUAL CREATION

In case of manual creation, every details of purchase order will have to be entered manually.

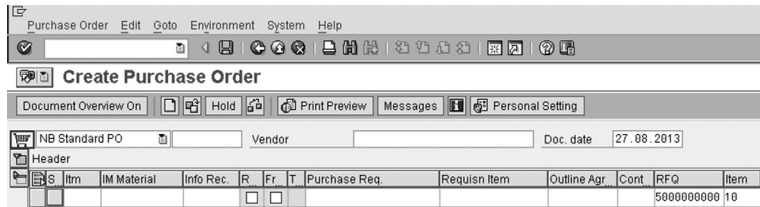
23.8 | CREATION WITH REFERENCE TO PURCHASE REQUISITION

In this case, a purchase requisition is already created and then details are copied from this purchase requisition. It can be clear from following screen shot.

Here enter requisition number and its item number and press Enter. System will copy details automatically and then enter other details.

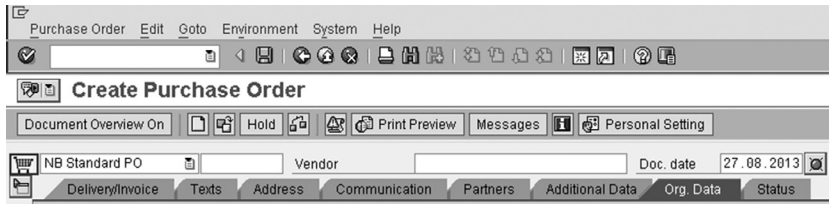
23.9 | CREATION WITH REFERENCE TO REQUEST FOR QUOTATION

In this case a request for quotation is already created and then details are copied from this request for quotation. It can be clear from the following screen shot.



23.10 | CREATION BY COPYING PREVIOUSLY CREATED PURCHASE ORDER IN CASE OF SAME VENDOR

For copying from another purchaser order, click on document overview on icon.



Then click on selection variant.



Then click on purchase order. In the next screen enter purchase order number and execute.

Then select line and click on 'Adopt'.

Then details will be copied. After that you need to change quantity price and other related fields that you want to change as compared to last PO or referenced PO.

23.11 | CREATING PURCHASE ORDER AGAINST PURCHASE REQUISITION

You need to create purchase order against this purchase requisition. Process can be followed as shown below.

23.12 | T-CODE – ME21N – CREATE PURCHASE ORDER

Go to ME21N T-code.

Go little bit right side on the line item. Here you will be able to see purchase requisition field and requisition item field. Then press Enter.

Purchase Order Edit Goto Environment System Help

Create Purchase Order

Document Overview On Hold Print Preview Messages Personal Setting

NB Standard PO Vendor Doc. date 16.08.2013

S	Item	Batch	Reqmt No.	Requisitioner	IM Material	Info Rec.	R	Fr	T	Purchase Req.	Requisn Item	Out
										10000010	10	

All the details will be copied from purchase requisition. If you have not mentioned vendor in your purchase requisition, then system will ask you the vendor code in the header. It is shown in the screen shot below.

Purchase Order Edit Goto Environment System Help

Create Purchase Order

Document Overview On Hold Print Preview Messages Personal Setting

NB Standard PO Vendor A ABC & Co Doc. date 16.08.2013

S	Item	A	I	Material	Short Text	PO Quantity	O	C	Deliv. Date	Net Price	Curr.	Per	O	Matl Group	Plant	Sto
	10	X	S	21	TRADING M	10 EA	D		14.08.2013	200.00	INR	1	EA	Material group	KOLKATA	

Enter other details like pricing and other conditions as you enter to create purchase order.

23.13 | CONDITIONS

Click on conditions on the item details screen and enter details.

Purchase Order Edit Goto Environment System Help

Create Purchase Order

Document Overview On Hold Print Preview Messages Personal Setting

NB Standard PO Vendor A ABC & Co Doc. date 16.08.2013

S	Item	A	I	Material	Short Text	PO Quantity	O	C	Deliv. Date	Net Price	Curr.	Per	O	Matl Group	Plant	Sto
	10	X	S	21	TRADING M	10 EA	D		14.08.2013	200.00	INR	1	EA	Material group	KOLKATA	

Default Values Add Planning

Item 1 [10] 21, TRADING MATERIAL

Material Data Quantities/Weights Delivery Schedule Delivery Invoice Conditions Account Assignment

Qty 10 EA Net 2,000.00 INR

N	ConTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC	OUR
	FIX	Price	200.00	INR		1 EA	2,000.00	INR			1 EA
		Net value incl. disc	200.00	INR		1 EA	2,000.00	INR			1 EA
	NAVS	Non-Deductible Tax	0.00	INR			0.00	INR			0
		Net value incl. tax	200.00	INR		1 EA	2,000.00	INR			1 EA
	SKTO	Cash Discount	0.000 %				0.00	INR			0
		Actual price	200.00	INR		1 EA	2,000.00	INR			1 EA

Condition rec. Analysis Update

Then check the document by clicking on purchase order and then clicking on check.

You might need to enter other details as per your company's specific requirement but that is in the advanced stage.

Then save the document.

 Standard PO created under the number 4500000003

Questions

1. How to create purchase requisition manually? What is the T-code for purchase requisition creation?
2. How to create purchase order with reference to purchase requisition?
3. How to create purchase order with reference to quotation?
4. What is the T-code for purchase order creation?
5. How to display purchase order document flow or purchase order history?

24

CHAPTER

MAKING GOODS RECEIPT AGAINST THIRD PARTY PURCHASE ORDER

- ✓ T-Code – MIGO
- ✓ Reference document
- ✓ Movement type
- ✓ Document date
- ✓ Posting date

- ✓ Account assignment
- ✓ Quantity
- ✓ Check
- ✓ Displaying FI document of material

24.1 | T-CODE – MIGO

You have to use T-code MIGO for this transaction.

The screenshot shows the SAP MIGO transaction interface. At the top, there's a menu bar with 'Goods Receipt', 'Settings', 'System', and 'Help'. Below it is a toolbar with various icons. The main title is 'Goods Receipt Purchase Order - SAP USER'. There are buttons for 'Show Overview', 'Hold', 'Check', 'Post', and 'Help'. The document type is 'A01 Goods Receipt' and the purchase order number is 'R01 Purchase Order' with the value '4500000003'. The movement type is 'GR goods receipt' with the value '101'. The 'General' tab is selected, showing fields for 'Document Date' (19.08.2013), 'Posting Date' (19.08.2013), 'Delivery Note', 'Bill of Lading', and 'HeaderText'. There is also a checkbox for '1 Individual Slip'.

24.2 | REFERENCE DOCUMENT

Enter reference document as purchase order. This purchase order should be trading purchase order in the current case. Enter purchase order document number.

24.3 | MOVEMENT TYPE

You have to enter details as shown in the screen shot. Movement type should be 101.

Press Enter. System will fetch all related information with reference to PO.

24.4 | DOCUMENT DATE

Document date is the date which is appearing on the delivery note document.

24.5 | POSTING DATE

Posting date is the date on which this document is being posted.

Then enter document date and posting date. Then enter quantity details in the respective fields.

24.6 | ACCOUNT ASSIGNMENT

On account assignment tab page, you can see sales order number against which this procurement is happening.



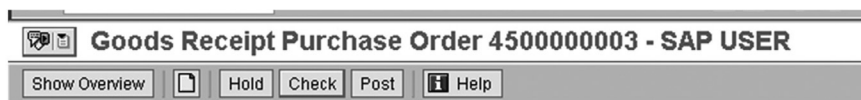
The screenshot shows the 'Account Assignment' tab in an SAP interface. It contains the following fields:

Material	Quantity	Where	Purchase Order Data	Partner	Account Assignment
G/L account 4180805					
Profit Center A					
Sales Order 17 18					

24.7 | QUANTITY

Enter quantity which is correct as per delivery note. If you do not enter or change the delivery quantity as per document, then system will pick default quantity from purchaser order.

24.8 | CHECK



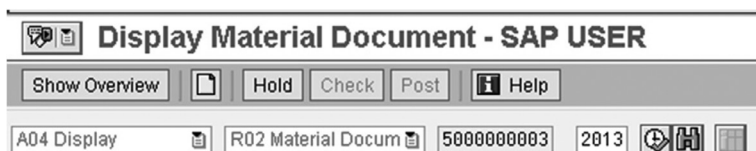
The screenshot shows the header of a 'Goods Receipt Purchase Order 4500000003 - SAP USER'. It includes a toolbar with the following buttons:

Show Overview	Hold	Check	Post	Help
---------------	------	-------	------	------

Click on the check icon on the header and then post the document by clicking post or save.

24.9 | DISPLAYING FI DOCUMENT OF MATERIAL

While posting goods receipt, you should note down the material document generated. You can display FI document in the T-code MIGO. You can see in the screen shot below.



The screenshot shows the 'Display Material Document - SAP USER' screen. It includes a toolbar with the following buttons:

Show Overview	Hold	Check	Post	Help
---------------	------	-------	------	------

Below the toolbar, the following information is displayed:

A04 Display	R02 Material Docum	5000000003	2013	Icons
-------------	--------------------	------------	------	-------

Select option as display and reference as material document as you can see in the screen shot above. Then enter material document number that you want to see. Press Enter.

Details will be displayed.

The screenshot shows the SAP MIGO transaction interface. At the top, there are input fields for 'A04 Display', 'R02 Material Docum', '5000000003', and '2013'. Below these is a tabbed interface with 'General', 'Vendor', and 'Doc. info' tabs. The 'Doc. info' tab is selected, displaying the following information:

Entered By	SAP USER	FI Documents
Created On	19.08.2013 03:10:12	
Transaction Code	Goods Movement	MIGO_GR

Then click on doc info on the header tab and then click on FI document.

Questions

1. What is the T-code for goods receipt against purchase order?
2. What is reference document field and what are the references that can be taken for goods receipt?
3. What should be movement type while making goods receipt against PO?
4. What posting date should be entered while making goods receipt entry?
5. How to display finance document in the goods receipt document?
6. How to display the user name and date of entry in the goods receipt document?

25

VENDOR INVOICE ENTRY

CHAPTER

- ✓ T-code – MIRO
- ✓ T-code – MIR7
- ✓ Invoice date
- ✓ Posting date
- ✓ Vendor bill number
- ✓ Purchase order number as reference
- ✓ Calculate tax

- ✓ Quantity
- ✓ Amount
- ✓ Tax amount
- ✓ Simulation
- ✓ Baseline date
- ✓ Posting invoice in MIR6
- ✓ Third party billing

After goods receipt against purchase order, you need to enter Vendor invoice in MIRO T-code.

25.1 | T-CODE – MIRO

You have to enter T-code MIRO in the command line. Then following screen will come. Using MIRO T-code, you can park document for further change and you can also post the document directly. If you post the document, you cannot change but you can only reverse the document.

25.2 | T-CODE – MIR7

If you use T-code MIR7, then you do not have the authority or option to post the document. You can later on check the document and post the document.

This whole process has to be done by either MM users or FI users. SD users will be able to create their third party billing document only when this purchasing vendor's invoice is already created.

Invoice Document Edit Goto System Help

Park Incoming Invoice: Company Code 0A

Show PO structure Show worksheet Hold Simulate Save as Completed Messages Help

Transaction 1 Invoice Balance 0.00

Basic data Payment Details Tax Contacts Note

Invoice date 03.09.2013 Reference TR0-1-2/2013

Posting Date 03.09.2013

Amount

Tax Amount

Bus place/secn 7

Text

Company Code 0A ABC & CO KOLKATA

1 Purchase OrderScheduling Agreement 4580606083

3 Goods/service items planned de

Layout 7_6310 All information

Item	Amount	Quantity	Or	Purchase	Item	Procurement Dec.	PO Text
------	--------	----------	----	----------	------	------------------	---------

25.3 | INVOICE DATE

Enter invoice date which will be appearing on the vendor's billing document or invoice.

25.4 | POSTING DATE

Enter posting date as allowed in the system in MM module and FI module.

25.5 | VENDOR BILL NUMBER

Enter reference as vendor's bill number and press Enter.

25.6 | PURCHASE ORDER NUMBER AS REFERENCE

Select purchase order/scheduling agreement option. Then enter purchase order document number there in the field and press Enter.

Invoice Document Edit Goto System Help

Park Incoming Invoice: Company Code 0A

Show PO structure Show worklist Hold Simulate Save as Completed Messages Help

Transaction 1 Invoice Balance 0.00 INR

Basic data Payment Details Tax Contacts Note

Invoice date 03.09.2013 Reference TRD-1-2/2013

Posting Date 03.09.2013

Amount 1,000.00 INR ☒ Calculate tax

Tax Amount 0.00 V0 V0 (No tax procedure)

Bus. place/sectn /

Text

Paymt terms Due immediately

Baseline Date 03.09.2013

1 Purchase Order/Scheduling Agreement 4500000004

3 Goods/service items + planned de

Layout 7_6310 All information

Item	Amount	Quantity	Or	Purchase	Item	Procurement Doc.	PO Text
1	1,000.00	1 KG		<input type="checkbox"/>	4500000004 10		STEEL SH

25.7 | CALCULATE TAX

Put a check in the calculate tax check box for calculating applied taxes as per vendor's billing document.

In real work in business process, there may be required more than mentioned field which may be defined as mandatory field for user's entry.

25.8 | QUANTITY

Quantity in the line item in billing will come from the goods receipt document.

25.9 | AMOUNT

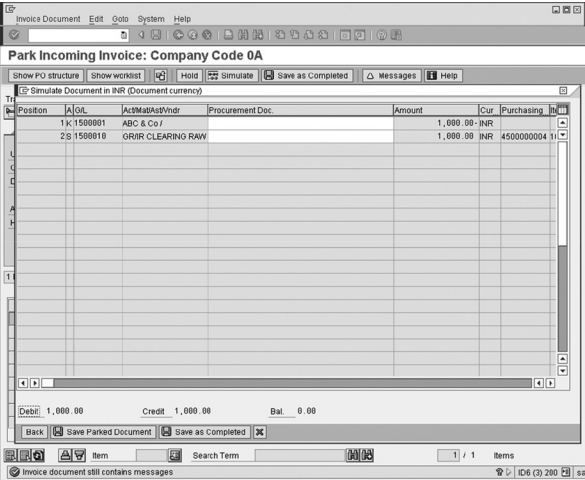
Enter amount in the header field amount as total of all the line items of the billing invoice's total amount.

25.10 | TAX AMOUNT

If any tax is applicable, then it will automatically reflect in the tax amount field in the header.

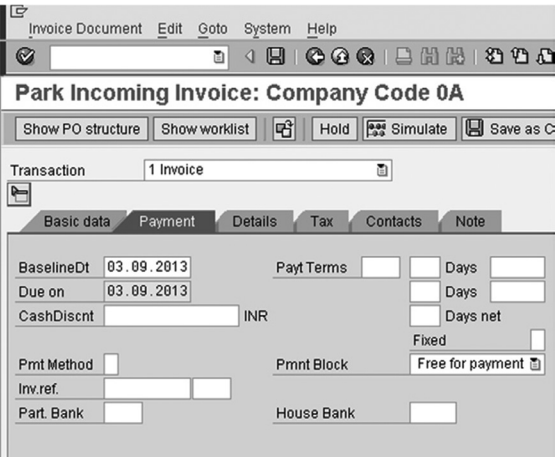
25.11 | SIMULATION

After making all the required entries, you can simulate the document for checking correct GL entries getting affected by this document.



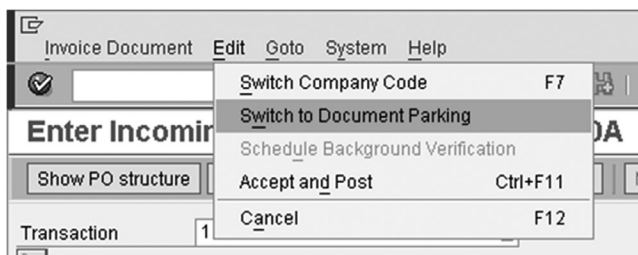
25.12 | BASELINE DATE

Baseline date is the date from which any overdue or interest will be calculated. Normally this should be posting date or invoice date.

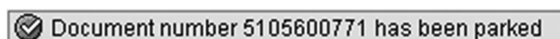


If entries are wrong or balances are not matching, then system will give you an error with red mark. If entries are correct, then you can park the document in MIR7 and if you are using MIRO, then you can either directly post the document or you can switch to parking mode.

For this go to MIRO, then click on edit on the menu on the header, then select switch to document parking.



If you save the document, then it will be parked.



25.13 | POSTING INVOICE IN MIR6

While posting vendor invoice, you have to go to MIR6. Alternatively you can also go to MIRO, pick the invoice document and post the document after making corrections if needed. The screen will show as below.

Invoice overview - selection criteria

Document Number: 5105600771 to []

Fiscal Year: 2013 to []

Processor: [] to []

Invoicing Party: [] to []

Company Code: 0A to []

Document Date: [] to []

Posting Date: [] to []

Document Type: [] to []

Reference: [] to []

Document Header Text: [] to []

Entry Type

☒ Background ☐ Invoicing Plan

☐ Invoices Verified Online ☐ Cancellation

☐ EDI ☐ Revaluation

☐ BAPI ☒ Held/Parked

☐ ERS ☐ Invoices Posted in SRM

Invoice Status

☒ Background Verif. Released ☒ Held

☒ With Errors ☒ Parked

☒ Posted (Not Completed) ☒ Parked as Complete

☐ Posted ☒ Parked and Released

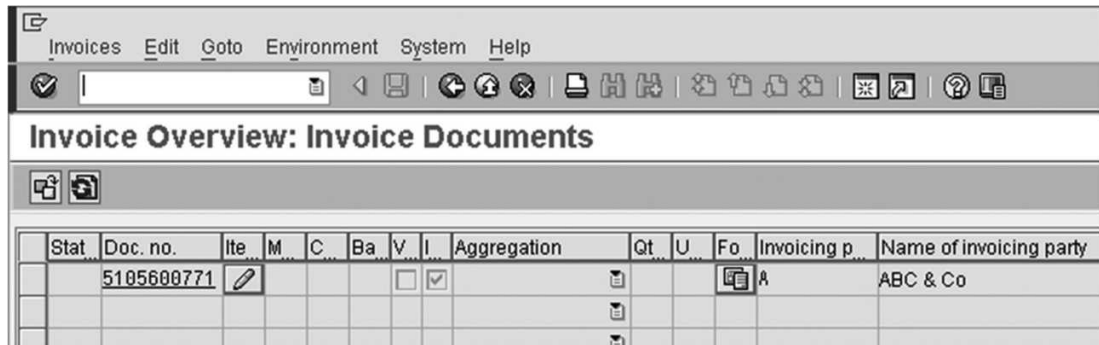
Restriction contains errors **Restriction posted**

☒ Manually Accepted

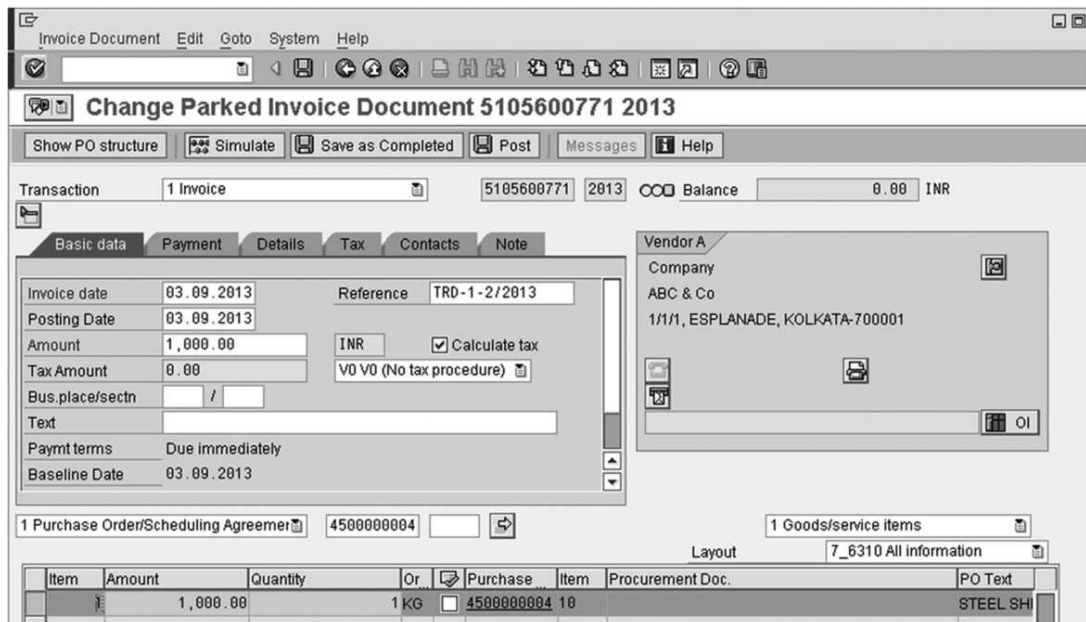
☐ Manually Reduced

Then enter details as shown in the screen. You can enter document number in the field mentioned above. Also enter fiscal year as applicable. Select option of checkbox in the held/parked option. Then select all the options of held, parked, parked as complete, and parked and released option.

Then execute. Screen will come as shown below.



Just click on the pen or edit option. Screen will be changed as shown below.



Further you can check the document and you can post the document by clicking on post option on the header icon.

 Invoice document 5105600771 has been posted

The posted document message will be shown as the above screen shot on the status bar.

25.14 | THIRD PARTY BILLING

After posting this, vendor invoice system will allow you to create customer bill or sales invoice. After creation of sales invoice you can post or release the sales invoice to FI.

Questions

1. What is MIRO?
2. What is MIR4?
3. What is MIR6?
4. What is MIR7?
5. How a vendor invoice is cancelled? What is the T-code for cancelling vendor invoice?
6. How taxes in vendor invoice entry is picked up and calculated?
7. How to deal with different line items in MIRO having different tax codes?
8. Where tax amounts are displayed in vendor invoice document?
9. What is simulation in vendor invoice entry?
10. What is baseline date in MIRO?
11. How to display FI entry in MIRO?
12. What is invoice parking?
13. What is invoice save as complete?
14. What is held invoice?
15. How third-party billing document or invoice is created?

26

BASIC CONFIGURATIONS

CHAPTER

- ✓ Enterprise structure configuration
- ✓ Implementation road map
- ✓ Define company
- ✓ Transport request
- ✓ Company code
- ✓ Controlling area
- ✓ Assign company code to controlling area
- ✓ Define plant
- ✓ Maintain purchasing organization
- ✓ Define sales organization
- ✓ Distribution channel
- ✓ Sales division
- ✓ Sales office and sales group
- ✓ Logistics execution
- ✓ Shipping point
- ✓ Loading point
- ✓ Transportation planning point
- ✓ Assignment
- ✓ Assign plant to company code
- ✓ Assign sales organization to company code
- ✓ Assign distribution channel to sales organization
- ✓ Assign division to sales organization
- ✓ Set-up sales area
- ✓ Assign sales office to sales area
- ✓ Assign sales group to sales office
- ✓ Assign sales organization, distribution channel and plant
- ✓ Assign purchasing organization to company code
- ✓ Assign purchasing organization to plant
- ✓ Assign shipping point to plant
- ✓ Field status variants
- ✓ Fiscal year variant
- ✓ Open posting period variant
- ✓ Tolerance group for employee
- ✓ Define chart of accounts list
- ✓ Define retained earnings account
- ✓ Accounts receivable and accounts payable
- ✓ Create and assign number ranges for customers
- ✓ Set-up partner determination for customer master
- ✓ Pricing
- ✓ Define condition tables
- ✓ Condition type
- ✓ Access sequence
- ✓ Define and assign pricing procedures
- ✓ Define customer pricing procedure
- ✓ Define document pricing procedure
- ✓ Assign document pricing procedures to order types
- ✓ Define pricing procedure determination
- ✓ Revenue account determination
- ✓ Check master data relevant for account assignment
- ✓ Define dependencies of revenue account determination

- ✓ Define access sequence and account determination types
- ✓ Define and assign account determination procedures
- ✓ Define account key
- ✓ Assign account key
- ✓ Assign G/L accounts
- ✓ Sales document type configuration
- ✓ Assign sales area to sales document types
- ✓ Combine sales organizations
- ✓ Combine distribution channels
- ✓ Combine divisions
- ✓ Assign sales order types permitted for sales areas
- ✓ Sales document item
- ✓ Define item categories
- ✓ Define item category groups
- ✓ Define default values for material type
- ✓ Define item category usage
- ✓ Assign item category
- ✓ Copy control
- ✓ Copy control for delivery
- ✓ Shipment Configuration
- ✓ Route
- ✓ Define route
- ✓ Route determination
- ✓ Mode of transport
- ✓ Shipping type
- ✓ Transportation connection point
- ✓ Routes and stages
- ✓ Transportation zones
- ✓ Weight groups
- ✓ Stock transport order-related configuration
- ✓ Define shipping data for is plant
- ✓ Create availability check rule
- ✓ Cancellation
- ✓ Sales order cancellation or change
- ✓ Delivery document cancellation or change
- ✓ Billing document cancellation or change

26.1 | ENTERPRISE STRUCTURE CONFIGURATION

Enterprise structure is the skeleton of entire SAP configuration. Based on discussions, it is decided that how many company codes and how many plants will be configured along with other procurement and sales-related configurations.

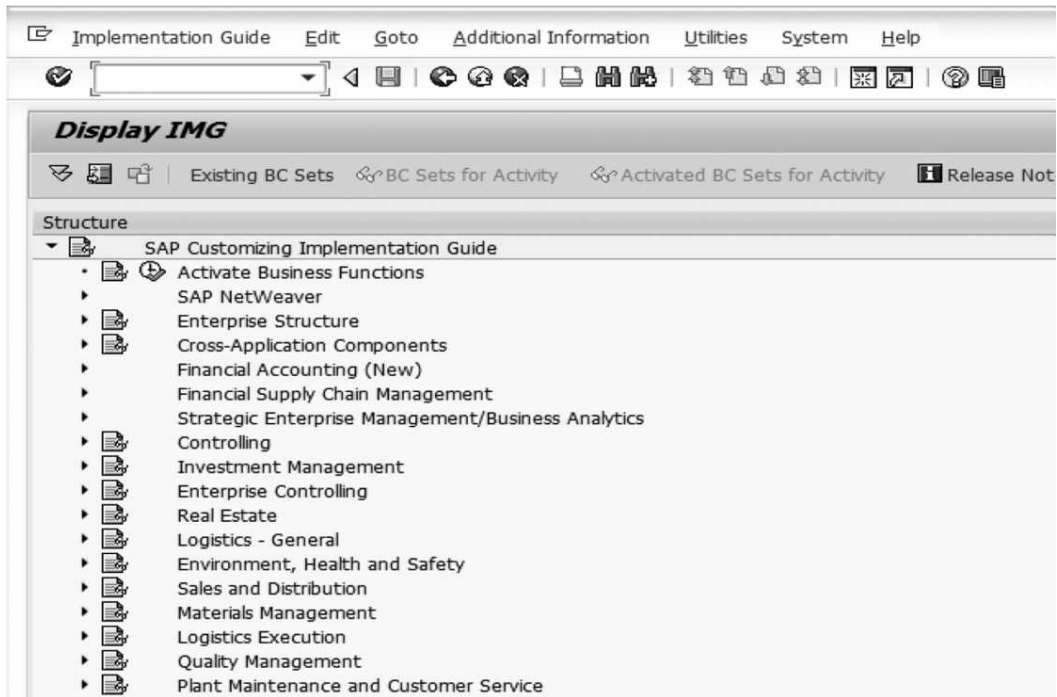
We will have a fast glance without getting deeper into the topic to have a bird's eye view.

T-code for configuration tool is SPRO. After entering SPRO, click on SAP reference IMG.



This will take to main configuration screen where we can configure system as per your specific need.

In enterprise structure there are two parts, definition and assignment. In the definition you define company code, plant and other enterprise components, and in assignment you group together all the enterprise components.



We will have an overview of the configuration steps. While going through this material, only point has to be kept in mind that if you are using 0001 company code's structure in your practice session existing in your IDES or training system, stand alone or online then no further configuration is needed and you can process each topics easily without error or little bit of error. The existing tutorial is just a guide line to the configuration steps.

26.2 | IMPLEMENTATION ROAD MAP

Every SAP implementation involves five steps. This is called road map to SAP implementation.

1. Project preparation – Every project is started with a goal and priority to fulfil the objective of using SAP as a tool to help in business process mapping. Complete project plan and time schedule for each and every objectives are set in this phase.
2. Business blueprint – In this phase, a common understanding about how the core company is willing to run SAP as a tool is mapped. Existing business is mapped so that same objectives can be utilized through SAP.
3. Realization – In this phase, the implementation is done for all the business process. The team configures each module as per decided business requirement. Before releasing configured

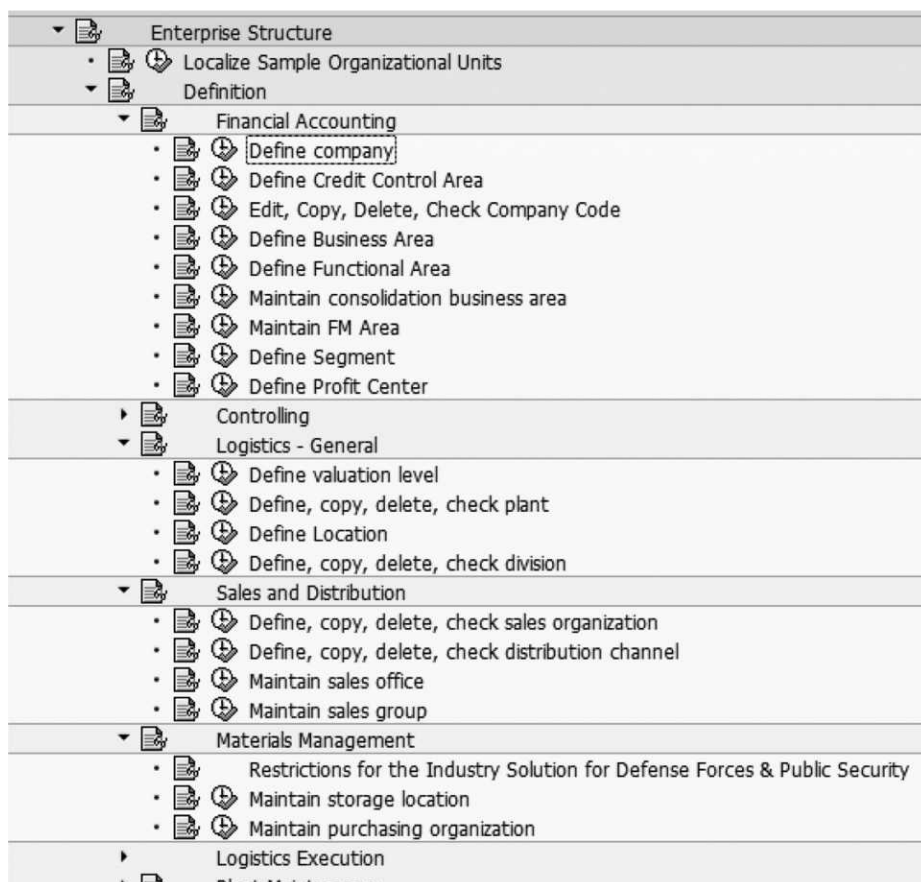
system to next phase or for real business procedures, end-to-end testing is done for each and every step, and all the results from master data to reports are noted and documented. If any data is found missing, then it is discussed and corrected or changed, if needed.

4. Final preparation – In this phase the cut-over activities are done, master data and transition data is uploaded in the system. End user training is done so that users can do their job and process in SAP easily. In the final preparation phase the critical issues are rechecked for correctness and fulfilment of the objectives.
5. Go-live and support – On a particular cut-off date the SAP system is set to go live. From this go live date the day-to-day activities are started in the SAP system. Apart from day-to-day activity monitoring, issue-based support is also provided so that smooth processing of activities is performed.

Currently, ASAP methodology is used as a tool to implement SAP. ASAP stands for accelerated SAP.

While talking about enterprise structure mapping or configuration, we start from definition or maintaining. Below we will go through one by one the mandatory configuration steps.

In definition part there are a few mandatory module-specific enterprise configurations.



26.3 | DEFINE COMPANY

Company in SAP is a maximum 6-digit alphanumeric code. This is meant as group of companies. One company is assigned with one or more company codes. About these terms we have already discussed in previous chapters. Additional information can be found by pressing F1 after keeping cursor in the field. This will give standard SAP definition for the topic.

You can configure a company in two ways. By copying existing one or making new entries. For copy option select line and then click on copy as icon and then change details as per your requirement. For new entries option follow below mentioned process. First you can go to T-code and then click on new entries. After clicking on new entries system will give you option as shown in the screen shot below. Here you can enter 6-digit code for company and other details like company name and address, currency, country code, etc.

New Entries: Details of Added Entries

Company

Company name

Name of company 2

Detailed information

Street

PO Box

Postal code

City

Country

Language Key

Currency

After making entries you can save the details. Apart from making new entries, you also have option to create it by copy as option.

Change View "Internal trading partners": Overview

New Entries

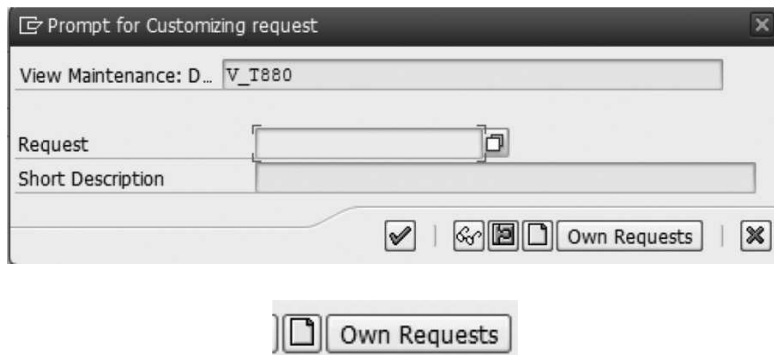
Company	Company name	Name of company 2
1	Gesellschaft G00000	
999999	Fiktive Gesellschaft "Fremde"	
A	ABHINAV & COMPANY	

For this, select line and click on copy as option system will take you to the screen with the detailed copy of the selected item. Then you can make changes and press Enter to confirm the entries. Now, save the entry by pressing ctrl + S or click on the save icon on the top.

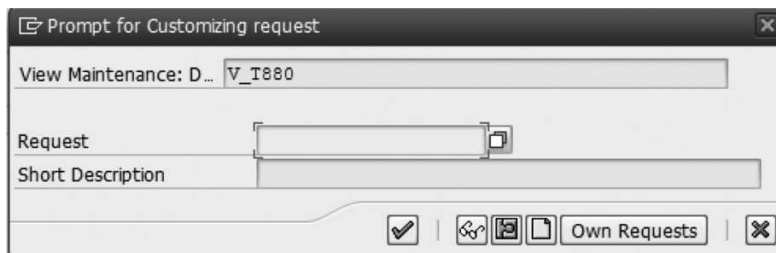
26.4 | TRANSPORT REQUEST

On pressing save option, a new pop-up will come up asking you further details.

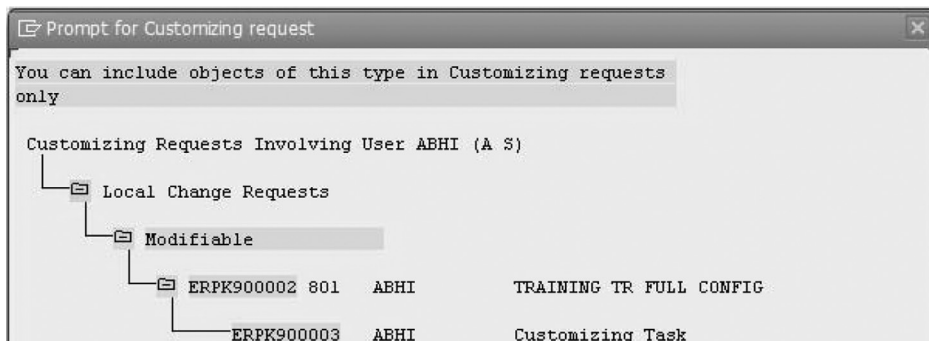
This pop-up is generated for transport request (TR) number confirmation and entry. Normally it is required for tacking each configuration changes and taking these changes to quality system for testing and then to production system for actual effect. You need to create new TR numbers for each set of configuration. You can either click on blank page icon for new request number creation or 0 if you have already created request and you want to add new changes to the old request number then click on own request.



If you click on own request then you can pick existing TR number from the option by using F4.



Here you will be able to see already created TR numbers.



Click on main TR number in the tree like ERPK900002 in the example case in the screen shot above.

If you click on blank page and go for new entry, then you can enter short description and press Enter to confirm.

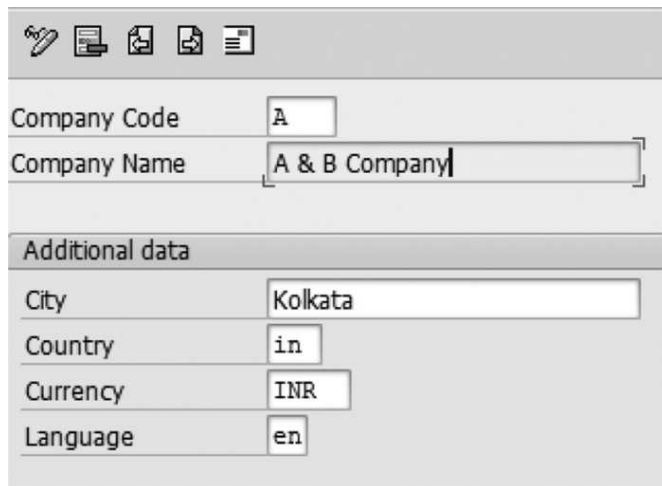
When you confirm the new entry, then system will generate a new TR number and you can use it.

After confirmation, system will save the configuration.

26.5 | COMPANY CODE

After definition of company you need to define company code. The procedures will remain same as in the case of company.

Here you have option of copy company code in copy option or create new entry in edit company code data option as in the screen shot.



Company Code: A

Company Name: A & B Company

Additional data

City: Kolkata

Country: in

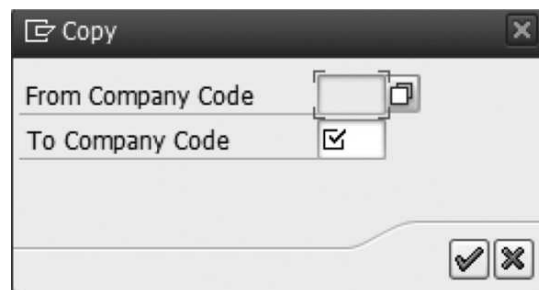
Currency: INR

Language: en

If you choose copy option, then you can click on copy as icon.



Then system will ask you to copy from and copy to option.



Copy

From Company Code: []

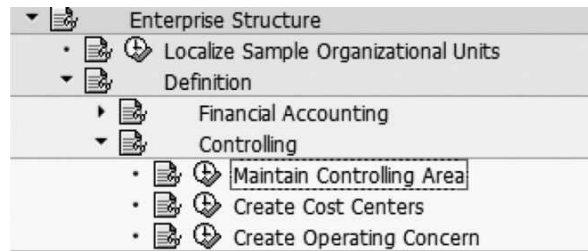
To Company Code: [X]

[X] [X]

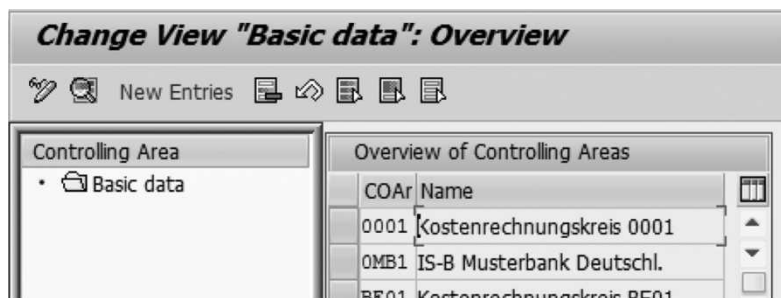
Based on your confirmation system will start copying objects and tables with assigned entries.

26.6 | CONTROLLING AREA

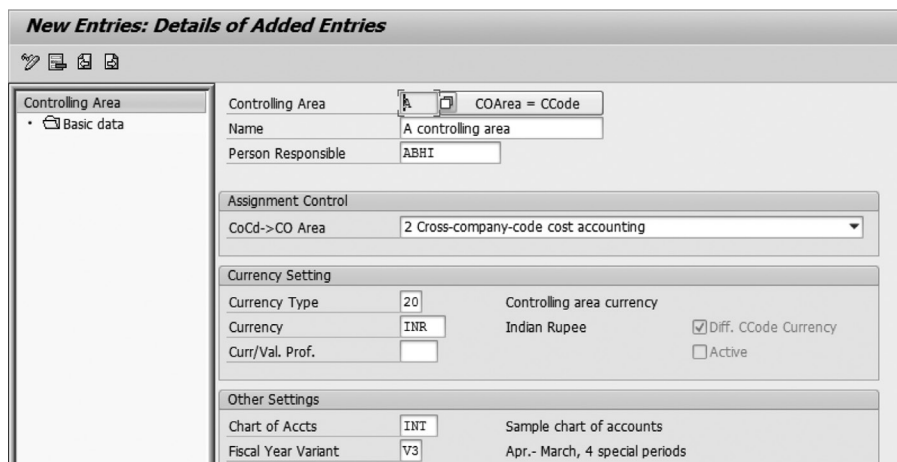
Next you need to configure controlling area. Controlling area is the organizational unit with cost accounting purpose.



In the controlling area configuration you will have copy controlling area option or maintain controlling area option. In maintain option you can create with new entries option.



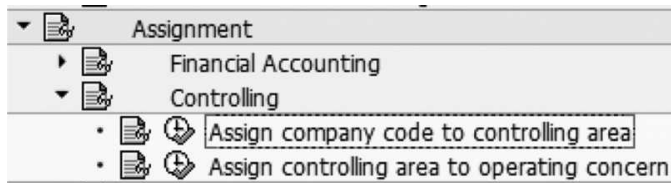
If you go for new entry then you have to enter details manually for each field along with a 4 digit controlling area code. In currency field you can select company code currency or controlling area currency. Company code to controlling area configuration field is either cross company code cost accounting or controlling area same as company code. This is basically finance configuration so we are not getting deep into this. But if you are working with multiple company codes then you should select cross company code cost accounting option.



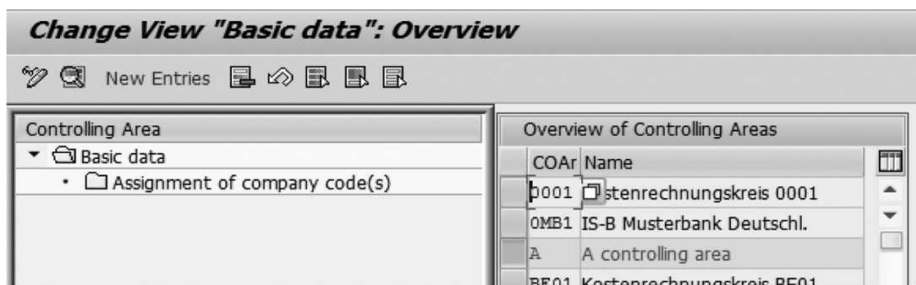
After this press Enter to confirm and save the entry.

26.7 | ASSIGN COMPANY CODE TO CONTROLLING AREA

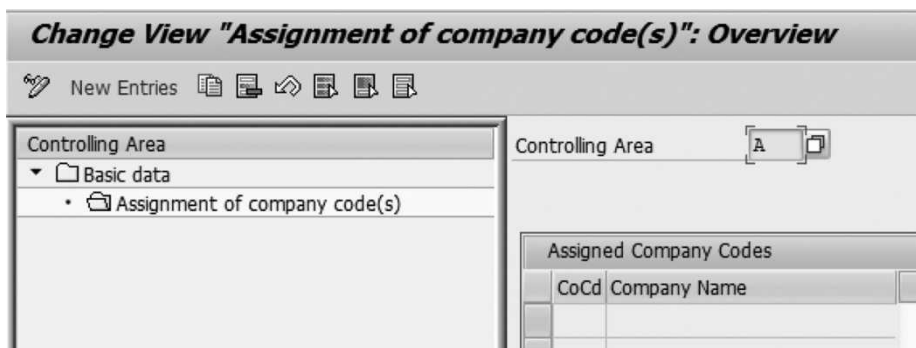
After defining financial objects you need to assign them as per designed mapping.



As in the screen shot above in the assignment, you need to assign company code to controlling area.

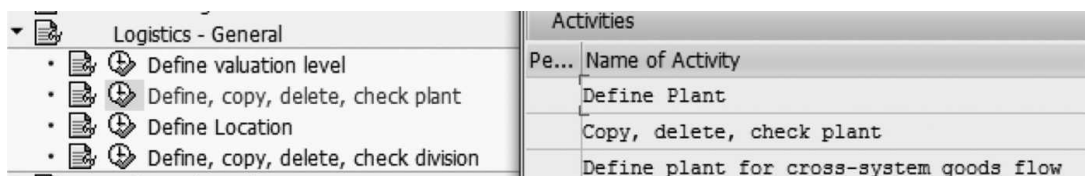


Here you can assign multiple company codes to one controlling area. Select your controlling area and click on assignment of company codes. Click on new entries and enter company codes one by one.

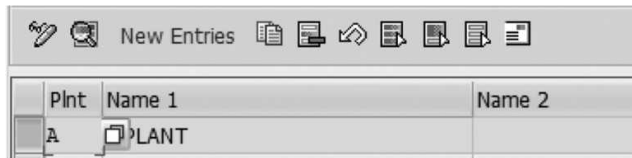


26.8 | DEFINE PLANT

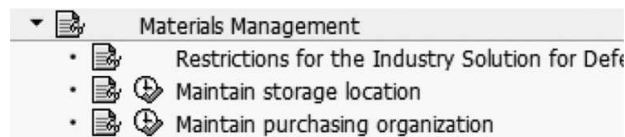
Next we have to configure materials management-related enterprise structure objects.



In the menu path to define plant is like SPRO > Display IMG > enterprise structure > definition > logistics general.

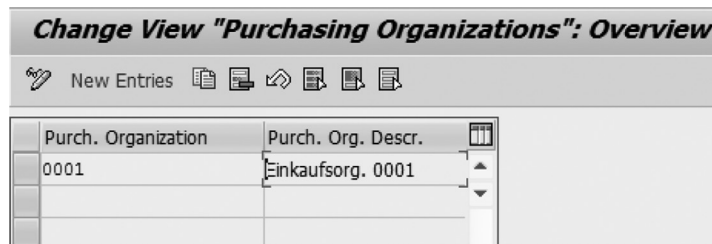


Here you need to define plant by either using copy option or by using new entries option. Plant has relation with all the materials movement whether it is purchase or sale or stock transfer. In the entire enterprise structure, this is the main valuation level.

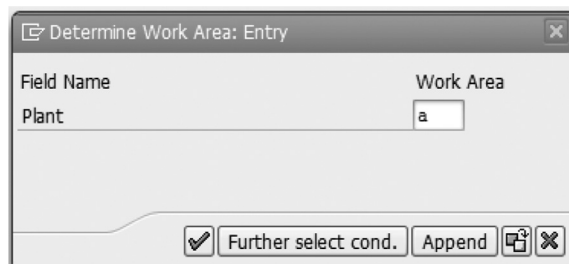


26.9 | MAINTAIN PURCHASING ORGANIZATION

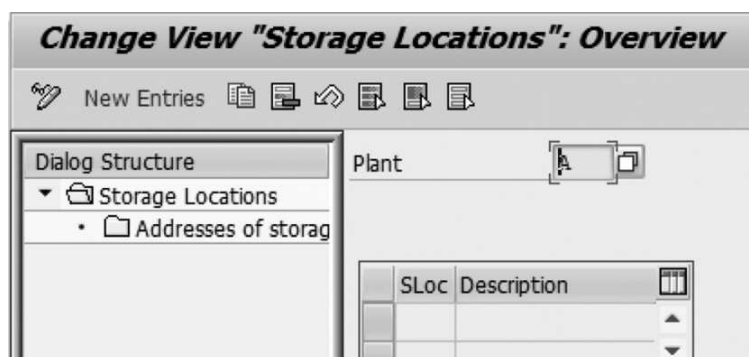
As shown in the screen shot above, we need to configure purchasing organization, plant and storage location. The menu path to maintain purchasing organization is – SPRO > Display IMG > enterprise structure > definition > materials management. You can use new option for defining your desired purchasing organization code. This is again 4-digit alphanumeric code.



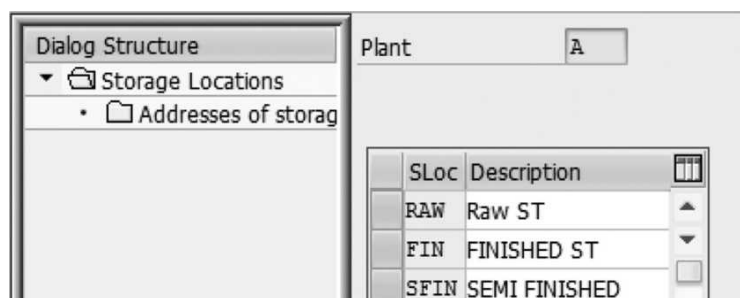
Same menu path is used to create storage location. Before creation of storage location we need to define plant because storage location is a part of plant.



While maintaining storage location system will ask for entering plant in which you want to create storage locations. When you enter your plant code in the field in the pop-up screen and confirm by pressing Enter, system will show you next screen, where you can maintain storage locations by using new entry option.



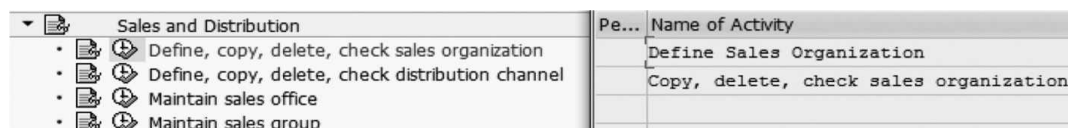
In the screen shot above you can see the menu path to maintain storage location.



Within a plant you need to create storage location for raw material, finished material, semi-finished, hazardous, etc. Along with this, you can also maintain storage location for specific stock types.

26.10 | DEFINE SALES ORGANIZATION

In the enterprise structure related to sales and distribution we need to define sales organization, along with distribution channel, sales office and sales group. Below is the menu path to configure sales enterprise structure. SPRO > Display IMG > enterprise structure > definition > sales and distribution.



Sales organization is the main node of enterprise structure. First we need to define these configurations and then assignment is needed.

Change View "Sales organizations": Details of Selected Set

Sales Organization Sales Org. A

Detailed information

Statistics currency

Address text name RefSorg.S
 Letter header text Cust.inter
 Footer lines text Sales org.
 Greeting text name
 Text SDS sender ☐ Rebate

✎ Edit address: A

Name

Title

Name

Search Terms

Search term 1/2

Street Address

Street/House number

Postal Code/City

Country

You need to mention details along with address of the sales organization. This sales organization has an all-around impact on the SD module implementation because all pricing and sales-related activities are processed through this node.

26.11 | DISTRIBUTION CHANNEL

Same menu path is used to configure distribution channel also. Distribution channel is needed in determining allowed document types and also pricing procedures. Distribution channels are channels like online sale, direct sale, sale through distribution and so on.

Change View "Distribution channels": Overview

✎ New Entries 📄 📄 🔗 📄 📄 📄

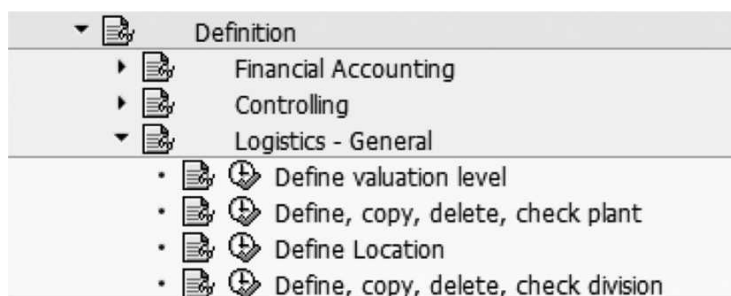
Distr. Channel	Name
01	Distribtn Channel 01
A	A DIST CHN
B	B DIST CHN

26.12 | SALES DIVISION

Sales division is the material division. If in a company code there are many materials which are sold to customers then we can group these materials as per client's specification so that later on pricing grouping can be done to define proper pricing procedures.

Division	Name
A	A DIV
B	B DIV

To configure sales division menu path is in logistics general. SPRO > Display IMG > enterprise structure > definition > logistics general.



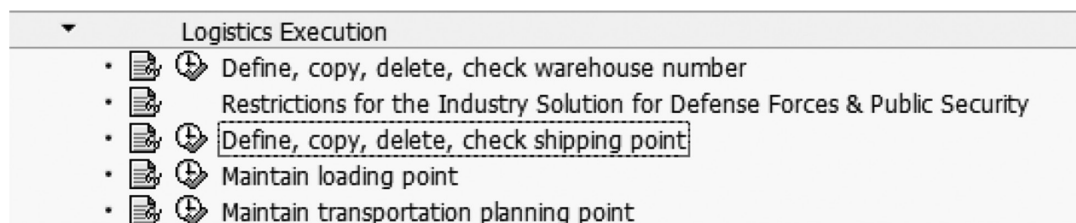
You can define division in two ways – through new entries or copy option.

26.13 | SALES OFFICE AND SALES GROUP

Sales office is defined in sales and distribution menu path. SPRO > Display IMG > enterprise structure > definition > sales and distribution. Sales office and sales group both are optional and you can perform sales activities without configuring these two. Sales office is like a selling point having an address. It may have employees or colleagues. One or more sales areas can be assigned with one sales office. Sales groups are responsible for sales activities and negotiations.

26.14 | LOGISTICS EXECUTION

In logistics execution we need to define the three objects which are mandatory – shipping point, loading point and transportation planning point.



26.15 | SHIPPING POINT

Shipping point is the top most organizational unit in shipping activities. This is a part of logistics. Shipping points are again sub-divided into multiple loading points, though loading points are not mandatory. A delivery of a sales order line item always initiated from one shipping point and also group of delivery also belong to one shipping point only.

When you go for maintaining loading point, then first you have to mention shipping point for which you want to maintain loading point.

26.16 | LOADING POINT

Under shipping point you maintain multiple loading points. You can maintain it using new entries option.

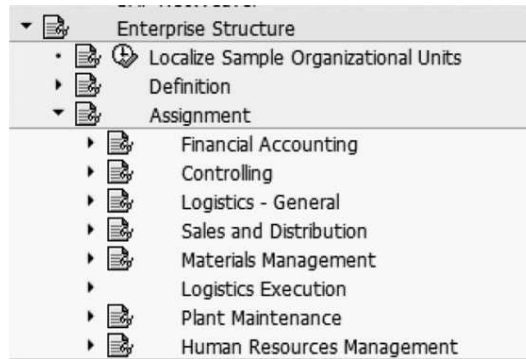
26.17 | TRANSPORTATION PLANNING POINT

Transportation planning point may be train, truck or ship. You can define transportation planning point and address using new entries.

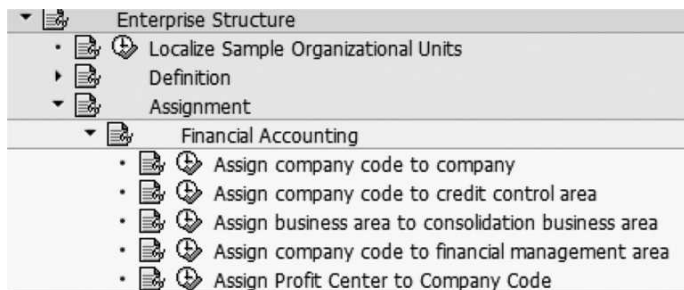
26.18 | ASSIGNMENT

After all the basic enterprise structure definition, you need to complete assignments. Assignments are done as per decision and blueprint mapping. For enterprise assignment we use menu path as shown in the screen shot below.

SPRO > enterprise structure > assignment. Here we have different objects and components for assignments.



While assignment processing, we have to start from financial accounting first and then one by one all the modules. In financial accounting we need to assign only company code to company.



The process of assignment is very simple to understand and assign but has to be done as per blueprint document. You have to mention company in the blank space in front of company codes. This will group all the assigned company codes within the grouping of assigned company.

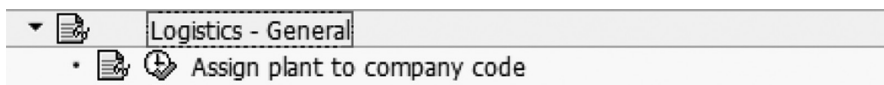
Change View "Assign Company Code -> Company": Overview

CoCd	City	Company
0001	Walldorf	
0MB1	Walldorf	
A	Kolkata	A
AR01	Argentinien	

All other assignments are specific to financial module and must be handled only by financial SAP consultant. In this chapter I am configuring only those objects which are absolutely necessary for any SD module-specific process.

26.19 | ASSIGN PLANT TO COMPANY CODE

In this step you need to assign multiple plants to one company code. Here you can assign one company code to multiple plants but one plant to one company code only.



Assignment will look as shown in the screen shot. Use new entries for assignment.

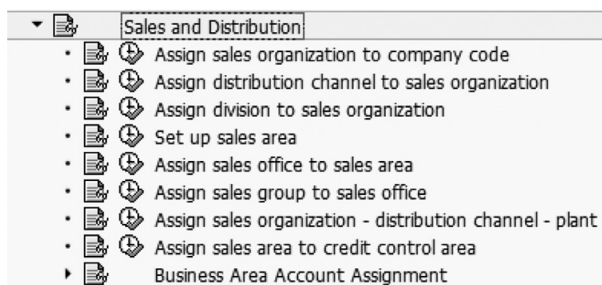
Change View "Assignment Plant - Company Code": Overview

New Entries

Assignment Plant - Company Code

	CoCd	Plnt	Name of Plant	Company Name	Status
	0001	0001	Werk 0001	SAP A.G.	
	A	A	A PLANT	A	

In sales and distribution we have to do assignment for following objects. In the screen shot it is clear.



26.20 | ASSIGN SALES ORGANIZATION TO COMPANY CODE

In this step we do assignment of sales organization to company codes.

Change View "Assignment Sales Organization - Company Code": Overview

Assignment Sales Organization - Company Code

SOrg.	Name	CoCd	Company Name	Status
0001	Sales Org. 001	0001	SAP A.G.	
A	Sales Org. A	A	A	
B	Sales Org. B	B	B	

Sales organizations are already in grey coloured columns and company code in change mode. We can assign multiple sales organization for one company code but one sales organization cannot be assigned to multiple company codes.

26.21 | ASSIGN DISTRIBUTION CHANNEL TO SALES ORGANIZATION

Here we can assign multiple distribution channels to multiple sales organizations.

Change View "Assignment Sales Organization - Distribution Channel": Ov				
New Entries				
Assignment Sales Organization - Distribution Channel				
SOrg.	Name	DChl	Name	Status
0001	Sales Org. 001	01	Distribtn Channel 01	
A	Sales Org. A	A	A DIST CHN	
A	Sales Org. A	B	B DIST CHN	
B	Sales Org. B	A	A DIST CHN	

26.22 | ASSIGN DIVISION TO SALES ORGANIZATION

You can assign multiple sales divisions to different sales organizations. This will create combinations which will be used to determine pricing procedures.

26.23 | SET-UP SALES AREA

In the next step you need to set-up sales area. Here you make combinations of sales organization, sales distribution channel and sales division.

Change View "Assignment Sales Org. - Distribution Channel - Division":

New Entries

Assignment Sales Org. - Distribution Channel - Division						
SOrg.	Name	DChl	Name	Dv	Name	Status
0001	Sales Org. 001	01	Distribtn Channel 01	01	Product Division 01	
A	Sales Org. A	A	A DIST CHN	A	A DIV	

26.24 | ASSIGN SALES OFFICE TO SALES AREA

We have already discussed that sales office is not mandatory but still if you have defined sales office and sales group then in this step you can assign sales office to sales area.

Change View "Assignment Sales Office - Sales Area": Overview

New Entries

Assignment Sales Office - Sales Area

SOrg.	Name	DChl	Name	Dv	Name	SOFF.	Description
0001	Sales Org. 001	01	Distribtn Channel 01	01	Product Division 01	0001	Sales Office South
A	Sales Org. A	A	A DIST CHN	A	A DIV	A	A SALES OFFICE

26.25 | ASSIGN SALES GROUP TO SALES OFFICE

In this assignment step we assign sales group to sales office as shown in the screen shot below.

Change View "Assignment Sales Office - Sales Groups": Overview					
New Entries					
Assignment Sales Office - Sales Groups					
	SOff.	Description	SGrp	Description	Status
	0001	Sales Office South	001	Sales Group 001	
	A	A SALES OFFICE	A	A sales group	

26.26 | ASSIGN SALES ORGANIZATION, DISTRIBUTION CHANNEL AND PLANT

In the next step we group together sales organization, distribution channel and plant. This may be permuted with the available combinations as per decision and blueprint document.

Change View "Assignment Sales Organization/Distribution Channel - Plan					
New Entries					
Assignment Sales Organization/Distribution Channel - Plant					
	SOrg.	Name	DChCust/Mt	Name	Plnt
	0001	Sales Org. 001	01	Distribtn Channel 01	0001
	A	Sales Org. A	A	A DIST CHN	A

26.27 | ASSIGN PURCHASING ORGANIZATION TO COMPANY CODE

In this step we assign materials management-related configuration.

Materials Management	
•	Assign purchasing organization to company code
•	Assign purchasing organization to plant
•	Assign standard purchasing organization to plant
•	Assign purch. organization to reference purch. organization

Here we need to assign purchasing organization to company code. This is mandatory configuration to process any purchasing process.

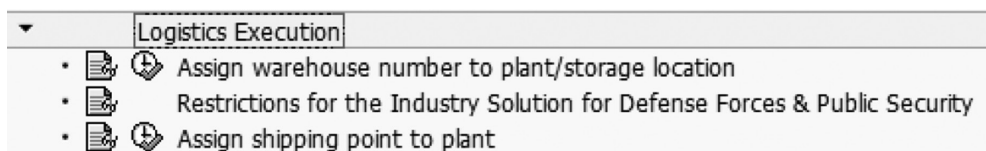
26.28 | ASSIGN PURCHASING ORGANIZATION TO PLANT

Here we assign purchasing organization to plant. You can assign multiple purchasing organization to multiple plants as per requirements.

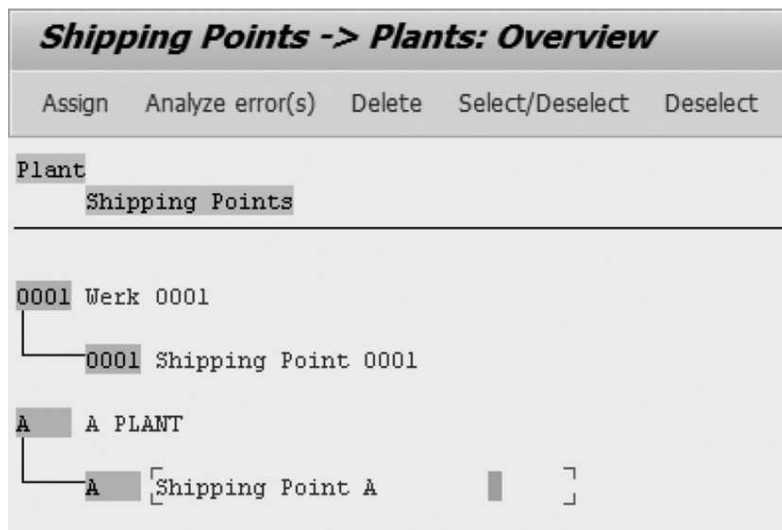
After assignment of purchasing organization to plant we need to assign standard purchasing organization to plant. In standard purchasing organization to plant assignment one plant is assigned to one plant only.

26.29 | ASSIGN SHIPPING POINT TO PLANT

In this assignment we assign multiple shipping points to plant.



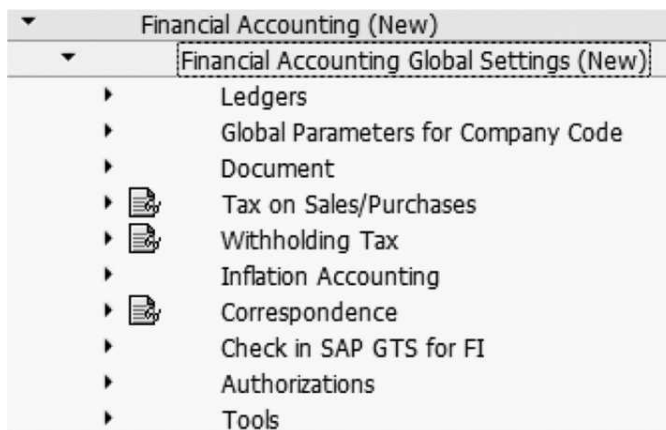
For this when we execute this assignment then system will take us to next screen as shown below.



In this screen you need to double-click on plant that you want to assign with the shipping point. This will create a pop-up. Here you can select your desired shipping point that you want to assign. After confirmation the assignment will become complete and you can save data. If pop-up is not displaying, then you can right click or click on assignment icon to get options for assignable shipping point.

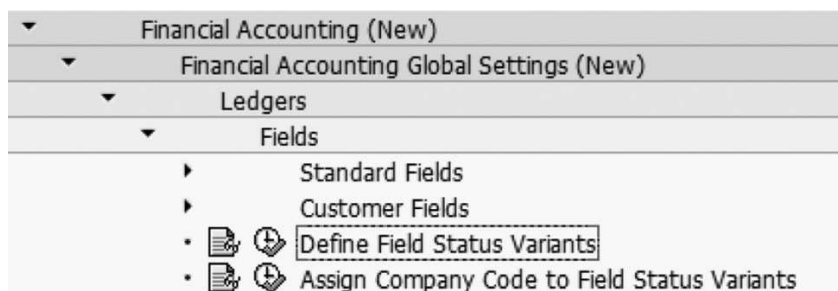
At this point minimum enterprise structure configuration is complete. Next we will discuss some mandatory configuration needed in finance module to process minimum sales activity.

In finance domain we need to configure global setting for accounting purpose. Below is the menu path. SPRO > Display IMG > financial accounting (new).

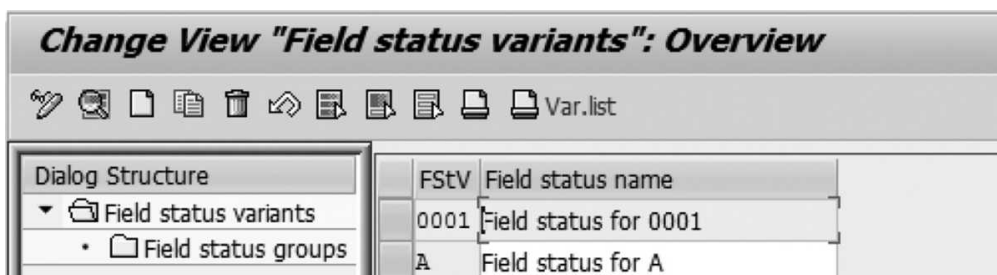


26.30 | FIELD STATUS VARIANTS

Field status variants are a mandatory configuration set-up in the process of implementation of SAP financial accounting. Menu path for this is SPRO > Display IMG > financial accounting (new) > financial accounting global settings (new) > ledgers > fields > define field status variants. These are defined and assigned with each company code. When any general ledger is created, this field status groups are also assigned. Due to this assignment screen layout in relation to that particular G/L is decided. Data in the fields related to G/L acts as is marked to be mandatory, optional, suppressed in the assigned field status variant.



For this you need to go to define field status variants.



Then select field status variants for 0001 and click on copy as icon. Change field status variant code with 4-digit alphanumeric code and description. All the field status groups will be copied to new field status variant. Now you can view each group by selecting field status variant and click on field status groups on the left as shown in the screen shot above.

Change View "Field status groups": Overview

Field status New entries Print field status

Dialog Structure

- Field status variants
 - Field status groups

Field status variant: 0001 Field status for 0001

Field status group	Text
CH67	Reconciliation Accts with Contract Ref.
G001	General (with text, assignment)
G003	Material consumption accounts
G004	Cost accounts

In the screen shot above you can see field status group codes and its description. If you double-click on any of the field status group, then next screen will come.

Maintain Field Status Group: Overview

Subgroup list

General Data

Field status variant 0001 Group CH67
Reconciliation Accts with Contract Ref.

Select Group

- General data
- Additional account assignments
- Materials management
- Payment transactions
- Asset Accounting
- Taxes
- Foreign payments
- Consolidation
- Real estate management
- Financial assets management

Maintain Field Status Group: General data

Field check

General Data

Field status variant 0001 Group CH67

Reconciliation Accts with Contract Ref.

General data

	Suppress	Req. Entry	Opt. entry
Assignment number	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Text	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Invoice Reference	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Hedging	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Collective Invoice	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Reference specification 1/2	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Reference specification 3	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Inflation Index	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

You have to again double-click on sub-group list. Then system will take you to field wise check as suppressed, required entry and optional entry. Please note that you should not change these because these are to be configured only by finance consultants.

After copying standard field status variant and defining with your own code this has to be assigned with the company code.

26.31 | FISCAL YEAR VARIANT

Fiscal year variants are needed to allow posting to financial domain and general ledgers whether manual or automatic.

Financial Accounting (New)

Financial Accounting Global Settings (New)

Ledgers

Fields

Ledger








Fiscal Year and Posting Periods

- Maintain Fiscal Year Variant (Maintain Shortened Fisc. Year)
- Assign Company Code to a Fiscal Year Variant


To configure this, use menu path as SPRO > Display IMG > financial accounting (new) > financial accounting global settings (new) > ledgers > fiscal year and posting periods. Here in the maintain fiscal year variant option, you can define new fiscal year variant for your company code or you can view existing fiscal year variants.


After that, in assign company code to a fiscal year variant T-code, you can assign the fiscal year variant either one that you have maintained new one or which is already existing.


Change View "Fiscal year variants": Overview


 New Entries      

Dialog Structure

▼  Fiscal year variants

 Periods

 Period texts

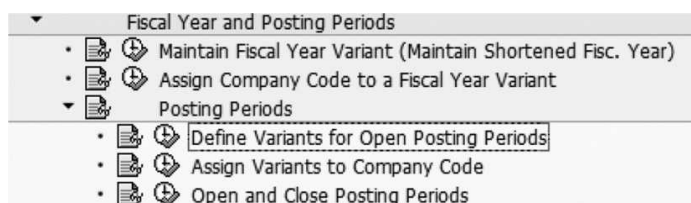
 Shortened Fiscal Year

FV	Description	Year-depen...	Calendar yr	Number of postin...	No. of special peri
24	Half periods	<input type="checkbox"/>	<input type="checkbox"/>	24	
A3	Apr.- March, 4 special p...	<input type="checkbox"/>	<input type="checkbox"/>	12	4
C1	1st period (calendar ye...	<input type="checkbox"/>	<input type="checkbox"/>	1	
DL		<input type="checkbox"/>	<input type="checkbox"/>	366	
K0	Calendar year, 0 spec. ...	<input type="checkbox"/>	<input checked="" type="checkbox"/>	12	
K1	Cal. Year, 1 Special Peri...	<input type="checkbox"/>	<input checked="" type="checkbox"/>	12	1
K2	Cal. Year, 2 Special Peri...	<input type="checkbox"/>	<input checked="" type="checkbox"/>	12	2
K3	Cal. Year, 3 Special Peri...	<input type="checkbox"/>	<input checked="" type="checkbox"/>	12	3
K4	Cal. Year, 4 Special Peri...	<input type="checkbox"/>	<input checked="" type="checkbox"/>	12	4
R1	Shortened fisc.year Jan...	<input checked="" type="checkbox"/>	<input type="checkbox"/>	12	4
V3	Apr.- March, 4 special p...	<input type="checkbox"/>	<input type="checkbox"/>	12	4
V6	July - June, 4 special pe...	<input type="checkbox"/>	<input type="checkbox"/>	12	4
V9	Oct.- Sept., 4 special p...	<input type="checkbox"/>	<input type="checkbox"/>	12	4
WK	Calendar weeks	<input checked="" type="checkbox"/>	<input type="checkbox"/>	53	

As standard, one V3 is used for April to March of next year for one year fiscal year. July to June period can be used using V6.

26.32 | OPEN POSTING PERIOD VARIANT

In define variant for open posting periods we define posting period variant for each company code. So that we can open and close posting period for each company code without hampering other company code's posting period.



Here in define variants for posting periods we define and then in assign variants to company code we assign each variant to each and every company code.

New Entries

Variant	Name
0001	Variant 0001

We can either copy 0001 or define variants using new entries. We can group company codes for one posting period variants. But in that case changing it for one company code also will change it for another assigned company code.

In open and close posting periods, we have to define and allow posting period months for postings. This is done by 0001 variant as shown in the screen shot and then using copy as option.

Change View "Posting Periods: Specify Time Intervals": Overview

New Entries

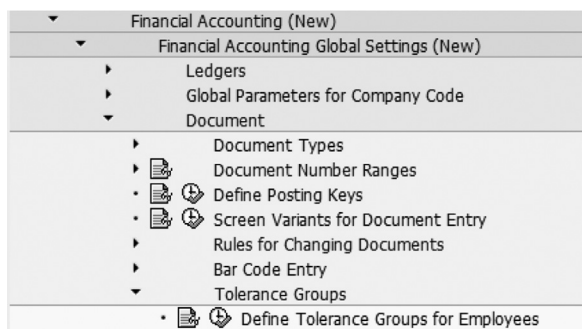
Var.	A	From acct	To account	From per.1	Year	To period	Year	From per.2	Year	To period	Year	AuGr
0001	+			1	2000	12	2010	13	2000	16	2010	
0001	A		ZZZZZZZZZZ	1	2000	12	2010	13	2000	16	2010	
0001	D		ZZZZZZZZZZ	1	2000	12	2010	13	2000	16	2010	
0001	K		ZZZZZZZZZZ	1	2000	12	2010	13	2000	16	2010	
0001	M		ZZZZZZZZZZ	1	2000	12	2010	13	2000	16	2010	
0001	S		ZZZZZZZZZZ	1	2000	12	2010	13	2000	16	2010	

After pressing copy as option we have to change variant codes from 0001 to our previously defined posting period variants. Here we have from period and year and to period and year.

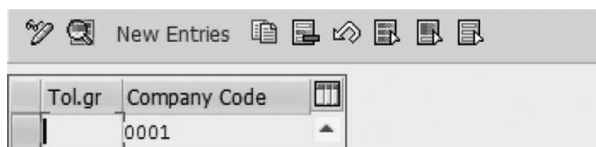
We can post documents only within allowed posting period mentioned here for each account type in the second column.

26.33 | TOLERANCE GROUP FOR EMPLOYEE

Next we need to define tolerance group for employee. This tolerance group definition is needed to allow posting of any amount within a company code.



In this menu, we go to define tolerance group for employee and then select company code 0001 and use copy as icon to define it for your own company code.

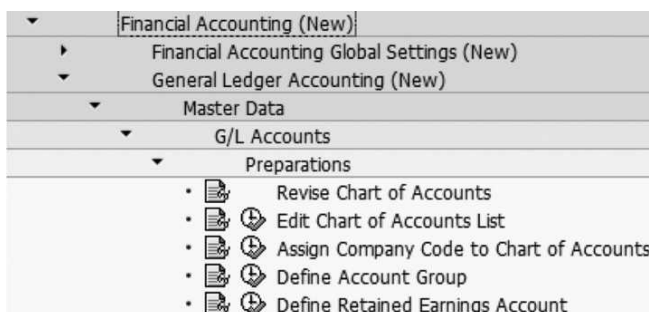


After pressing copy as option you have to change company code from 0001 to your company code. After that just press Enter to confirm and save the configuration.

Group		
Company code	A	AP A.G. Walldorf
Currency	EUR	
Upper limits for posting procedures		
Amount per document	1,000,000,000.00	
Amount per open item account item	1,000,000,000.00	
Cash discount per line item	5.000 %	
Permitted payment differences		
	Amount	Percent
Revenue	100.00	10.0 %
Expense	100.00	10.0 %

26.34 | DEFINE CHART OF ACCOUNTS LIST

Next we need to define G/L account block. This is done in SPRO > Display IMG > financial accounting (new) > general ledger accounting (new) > master data > G/L accounts > preparations. Here we define settings for general ledger master data creation and its grouping along with number ranges. Here we define chart of accounts which is the classification grouping of general ledger accounts. Each company code must be assigned with a chart of accounts.



In the edit chart of accounts list option we can see screen as follows. There is a long list of chart of accounts. INT chart of accounts is in the long list of chart of accounts.

New Entries	
Chart of Accts	Chart of accounts description
INT	Sample chart of accounts

You can use copy as option to define a new one or new entry option can be used.

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New Entries      

Chart of Accts

Description

General specifications

Maint.language

Length of G/L account number

Integration

Controlling integration










Consolidation

Group Chart of Accts

After that, assign company code to chart of accounts. In the assignment screen multiple company codes can be assigned with one chart of accounts.

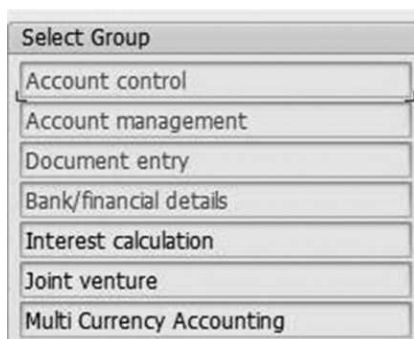
CoCd	Company Name	City	Chrt/Accts	Cty ch/act
A	A	Kolkata	A	
AR01	Country Template AR	Argentinien	INT	

After assignment, we need to define account group for G/L accounts.

Change View "G/L Account Groups": Overview				
	 Field status	New entries		
				 Print field status
Chrt/Accts	Acct Group	Name	From acct	To account
INT	AS	Fixed assets accounts		999999
INT	CASH	Liquid funds accounts		999999
INT	GL	General G/L accounts		999999
INT	MAT	Materials management accounts		999999
INT	PL	P&L Statement Accounts		999999
INT	REC	Recon.account ready for input		999999
SNC	AS01	C.associadas (AR, AP) c/ IVA	210000	299999
SNC	AS02	C.associadas CME(AR,AP) s/ IVA	210000	299999
SNC	AS03	Fornecedores/Clientes s/ IVA	210000	299999
SNC	AS04	Fornecedores/Clientes c/ IVA	210000	299999
SNC	AS05	C.associadas CME(AR,AP) c/ IVA	210000	299999

To maintain account groups for chart of accounts either manually you can use new entries option or you can select standard one INT chart of account line items and change description as per your requirement. You also need to define number range for the G/L in the from account and to account fields.

Each account groups have its own controls for fields. You can view this by just double-clicking on the account group line but should not change it.



It has sub-group as shown in the screen above. On again double-clicking on the sub-group, you can see field status group as shown in the screen shot below.

Maintain Field Status Group: Account control

Field check

General Data Page 1 /

Chart of accounts A Group MAT
Materials management accounts

Account control

	Suppress	Req. Entry	Opt. entry	Display
Currency	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tax category	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Reconciliation account	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Exchange Rate Difference	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Account managed in ext. system	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Only balances in local crcy	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Alternative account number	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Inflation key	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tolerance group	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

26.35 | DEFINE RETAINED EARNINGS ACCOUNT

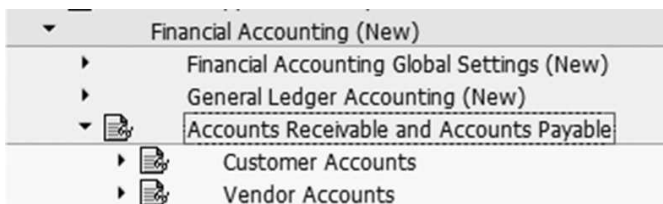
You have to define retained earnings account. Retained earnings account is assigned to profit and loss (P/L) account. At the end of each financial year the balance from P/L account is transferred to retained earnings account.

26.36 | ACCOUNTS RECEIVABLE AND ACCOUNTS PAYABLE

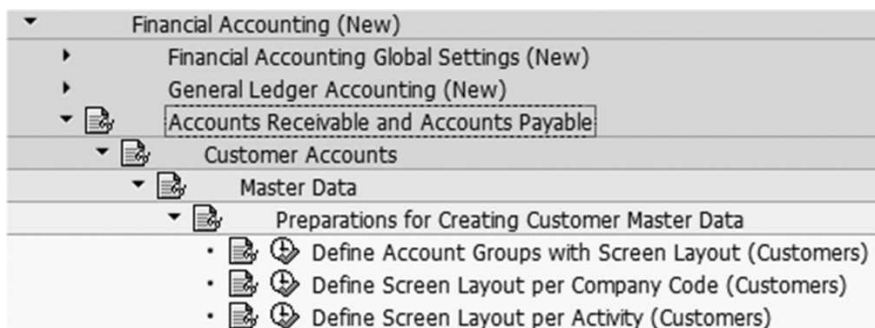
The accounts receivable and accounts payable is defined in the menu path SPRO > Display IMG > financial accounting (new) > accounts receivable and accounts payable. In the menu path as shown in the screen shot we have customer accounts and vendor accounts. Here we define customer

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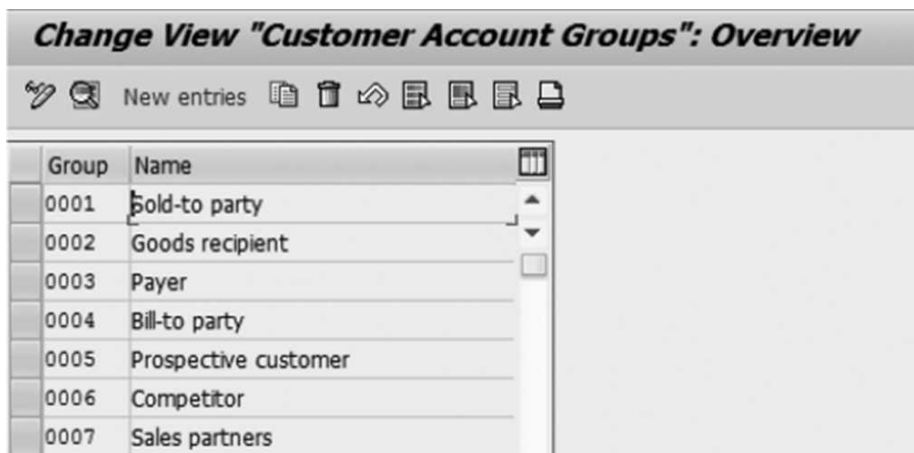
account group, its number ranges and screen layout. Similarly in vendor accounts we define vendor account group, number range and screen layout for each account group.



Further in the same menu path we move further. SPRO > Display IMG > financial accounting (new) > accounts receivable and accounts payable > customer accounts > master data > preparations for creating customer master data.



Here in the define account groups with screen layout (customers), we can use either new entry option or can select existing any account group and then use copy as option. After copying or making new entry change then name or enter the name of the account group along with description.



After this you need to click on field status to change fields as per requirement.

Account group 0004

General data

Meaning Bill-to party

One-time account ☐

Output determ.proc.

Field status

General data

Company code data

Sales data

On double-clicking field status, you will find sub-groups.

Select Group

Address

Communication

Control

Marketing

Payment transactions

Unloading points

Contact person

Foreign trade

On double-clicking sub-group again you will reach to the field status.

Payment transactions





	Suppress	Req. Entry	Opt. entry	Display
Bank details	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Alternative payer account	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Alternative payer in document	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
DME details	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Here you can define characteristics of the particular field appearing in the customer master data creation process.

As a novice one should not change any standard and existing account group. Rather always copy existing one and then change in the newly created or copied account groups.

26.37 | CREATE AND ASSIGN NUMBER RANGES FOR CUSTOMERS

Down in the same menu path number ranges are defined and assigned with respective customer account group.

-   Create Number Ranges for Customer Accounts
-   Assign Number Ranges to Customer Account Groups

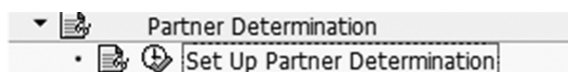
You can define new number range in change interval and display number range in the display interval option.











In the assignment option you need to assign it to the customer account group.

Group	Name	Number
0001	Sold-to party	01
0002	Goods recipient	01
0003	Payer	01

If we create new account group then we also have to define partner functions properly for each of the customer account group. This is basically done in partner determination option and set-up partner determination as shown in the screen shot below.



Menu path for this is SPRO > Display IMG > sales and distribution > basic functions > partner determination > set-up partner determination. In the set-up partner determination we have options as in the screen shot.

Activities	
Pe...	Name of Activity
	Set Up Partner Determination for Customer Master
	Set Up Partner Determination for Sales Document Header
	Set Up Partner Determination for Sales Document Item
	Set Up Partner Determination for Delivery
	Set Up Partner Determination for Shipment
	Set Up Partner Determination for Billing Header
	Set Up Partner Determination for Billing Item
	Set Up Partner Determination for Sales Activities (CAS)

26.38 | SET-UP PARTNER DETERMINATION FOR CUSTOMER MASTER

In this step we do define partner determination procedure. In partner determination procedure, we assign partner functions.

Change View "Partner Functions in Procedure": Overview

New Entries

Dialog Structure		
<ul style="list-style-type: none"> Partner Determination Procedures <ul style="list-style-type: none"> Partner Functions in Procedure Partner Determination Procedure Assignment Partner Functions Account Groups - Function Assignment Partner Function Conversion 		

Partner Functions in Procedure		
Part.Det.Proc	Partn.Funct.	Name
AG	AA	BP Contract rel. ord
AG	SP	Sold-to party
AG	CP	Contact person
AG	AW	SH Contract rel. ord
AG	ED	EDI mail recipient
AG	BU	Buyer
AG	EU	Enduser for F.Trade
AG	VN	Vendor

After partner determination procedure's assignment with partner functions, we assign partner determination procedure to customer account group.

Change View "Partner Determination Procedure Assignment": Overview

New Entries

Dialog Structure		
<ul style="list-style-type: none"> Partner Determination Procedures <ul style="list-style-type: none"> Partner Functions in Procedure Partner Determination Procedure Assignment Partner Functions Account Groups - Function Assignment Partner Function Conversion 		

Partner Determination Procedure Assignment			
Group	Description	ParPr	Name
0001	Sold-to party	AG	Sold-To Party
0002	Goods recipient	WE	Ship-to party
0003	Payer	RG	Payer
0004	Bill-to party	RE	Bill-to Party
0005	Prospective customer	IN	Sales Prospect
0006	Competitor	RE	Bill-to Party
0007	Sales partners	RE	Bill-to Party

Apart from this assignment, we also assign customer account groups to allowed partner functions.

Change View "Account Groups - Function Assignment": Overview

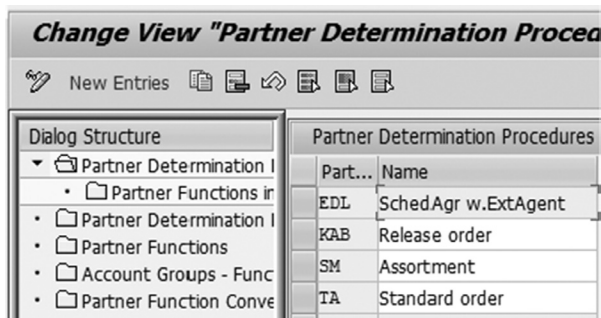
New Entries

Dialog Structure		
<ul style="list-style-type: none"> Partner Determination Procedures <ul style="list-style-type: none"> Partner Functions in Procedure Partner Determination Procedure Assignment Partner Functions Account Groups - Function Assignment Partner Function Conversion 		

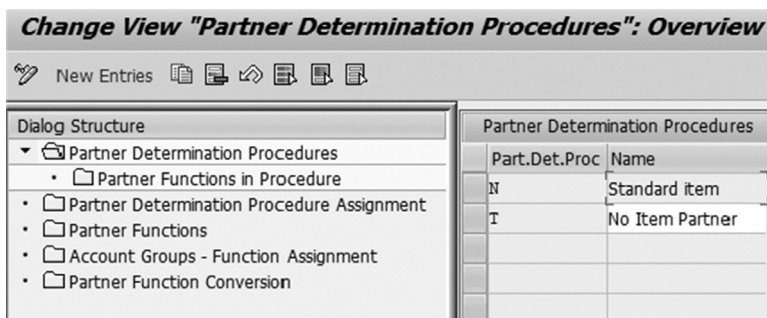
Account Groups - Function Assignment			
Partn.Funct.	Name	Acco...	Name
1A	Customer hierarchy 1	0001	Sold-to party
1A	Customer hierarchy 1	0012	Hierarchy Node
1B	Customer hierarchy 2	0001	Sold-to party
1B	Customer hierarchy 2	0012	Hierarchy Node
1C	Customer hierarchy 3	0001	Sold-to party

This is the minimum step required to configure in partner function assignment to make partner determination automatic. This is only if you configure a new partner function or partner determination procedure or a new customer account group. If you are using existing customer account group then there is no need to configure these steps because these steps are already defined in the standard system.

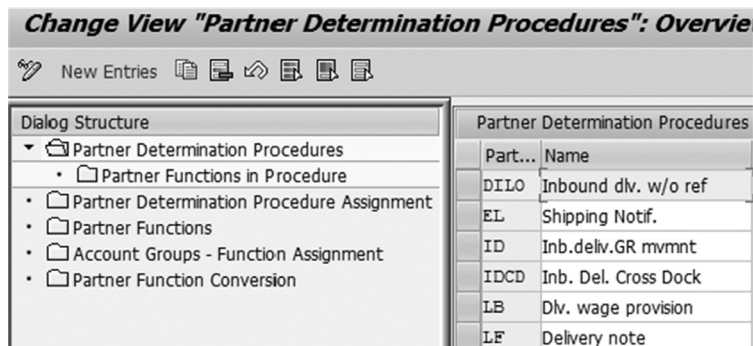
Similarly we can also configure sales document header portion in set-up partner determination for sales document header same way. For sales document header we use TA as standard order partner determination procedure.



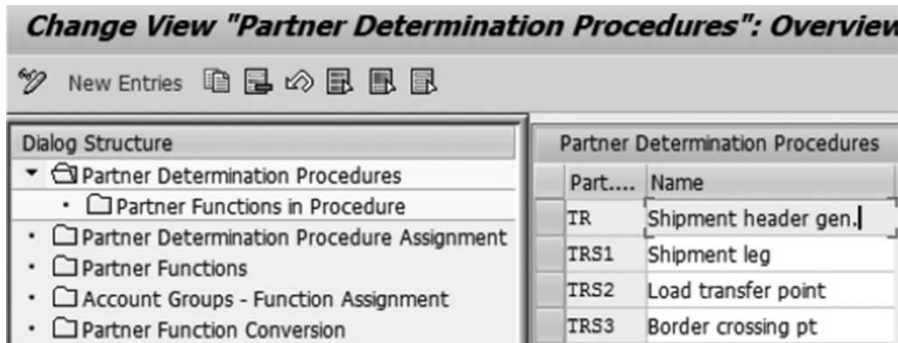
We can also configure sales document item portion in set-up partner determination for sales document item. Here standard item is 'N'.



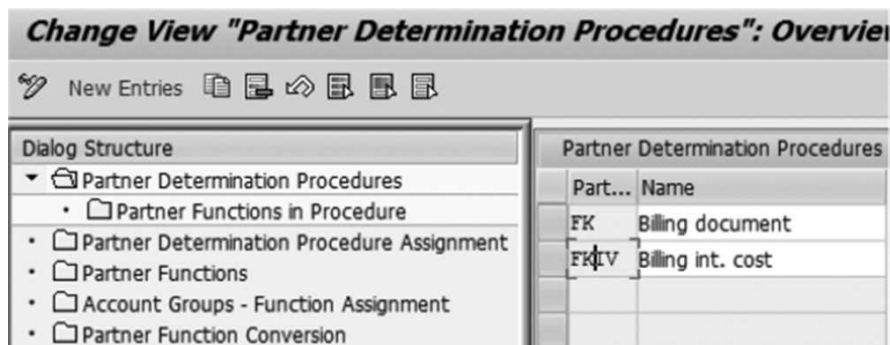
Same way we can define partner determination procedure for delivery documents in set-up partner determination for delivery.



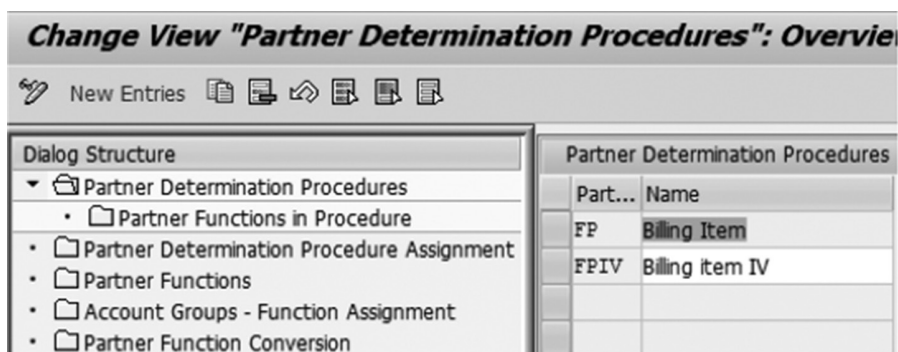
In set-up partner determination for shipment we configure partner determination for shipment documents.



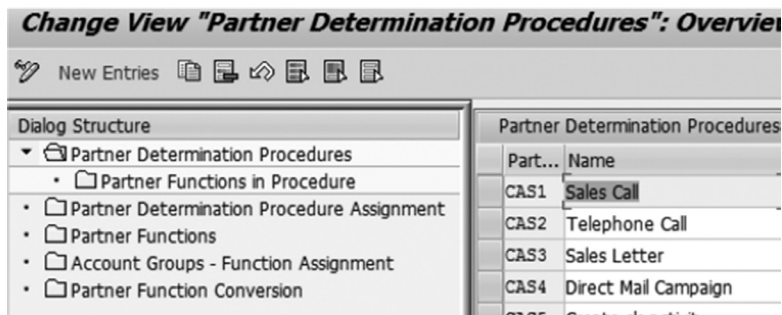
We can also configure partner determination procedure also for billing documents. This is done in step set-up partner determination for billing item



In billing, FK is the standard billing document partner determination procedure for billing document header.



In billing, FP is the standard billing document partner determination procedure for billing document item. This is configured in step; set-up partner determination for billing item Apart from normal sales documents you can also define partner determination procedures for other sales activities. These are used as additional sales support activities as and when required.



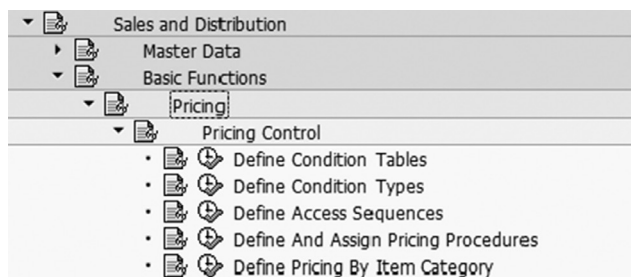
Please note: You can process standard sales process without touching partner determination procedures if you have not defined new customer account groups or not configured any new partner functions using standard customer account groups.

Now we will get into main SD module-specific configuration and pricing technique.

Menu path for sales-specific configuration is shown in the screen shot. SPRO > Display IMG > Sales and Distribution.



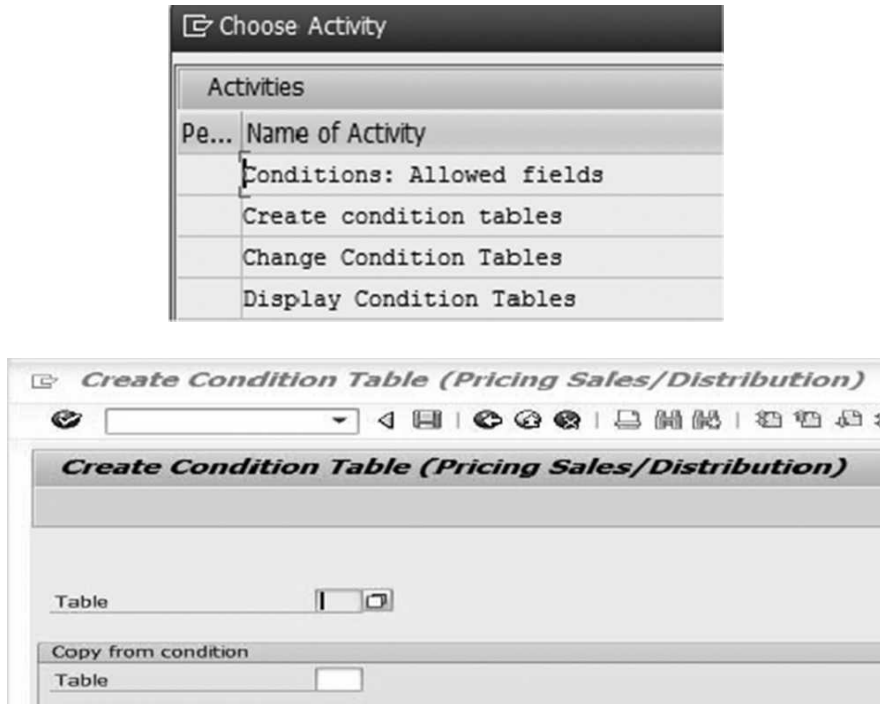
26.39 | PRICING



In menu path, SPRO > Display IMG > Sales and Distribution > Basic Functions > Pricing > Pricing Control we need to do configuration as per our specific price-related requirements.

26.40 | DEFINE CONDITION TABLES

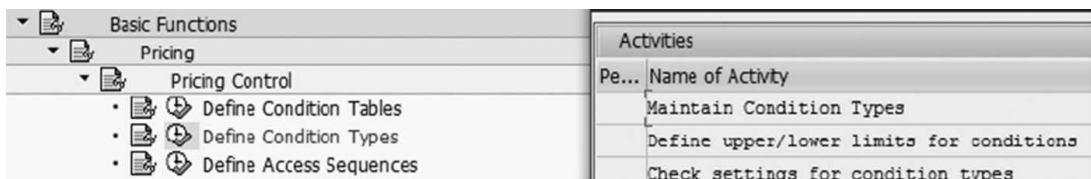
In define condition tables we define condition criteria, which will be used to pick best price and applicable pricing procedures.



Here you will see options to create, change and display condition tables. In create option you will see new condition table (501 to 999 only allowed) create option. If you press F4 or click for available options, then system will display many already created SAP provided condition tables. You can also use the already existing condition tables in your pricing configuration.

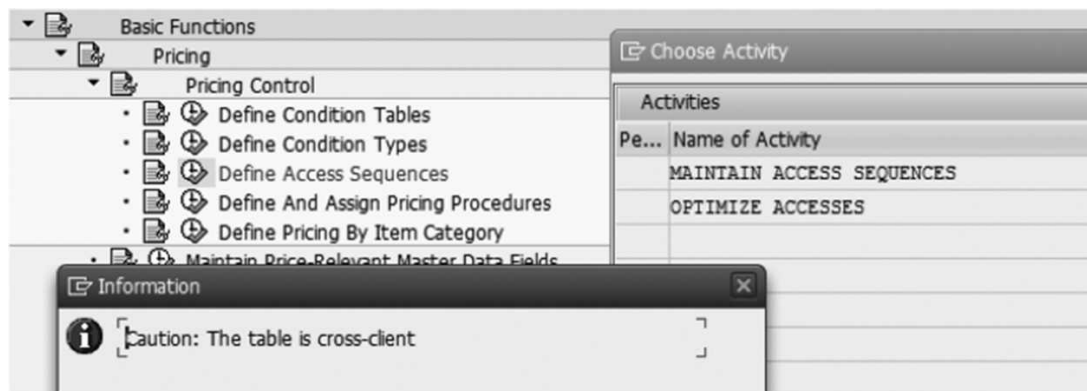
26.41 | CONDITION TYPE

Next you can create Condition types. The pop-up of maintain condition types will come and you can use existing condition types or copy and create your own condition types as per your requirement. It is always suggested to copy and create a Z condition type and make changes in you copied new condition types in spite of changing in SAP provided ones.



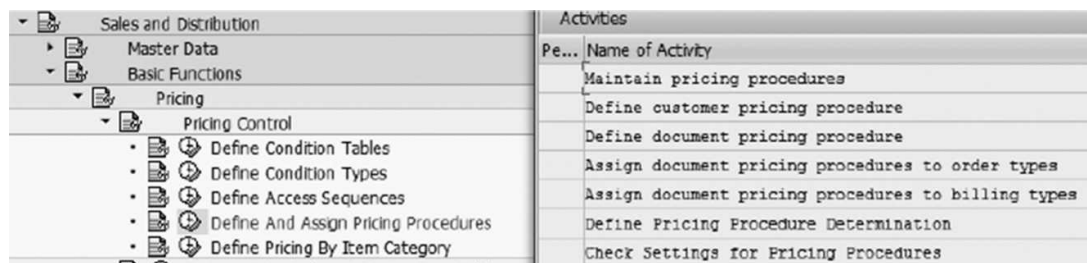
26.42 | ACCESS SEQUENCE

Access sequences are cross client objects. You can maintain access sequence to set a sequence or order of condition tables, in which these assigned condition tables will be accessed to find proper master data value for matching criteria.

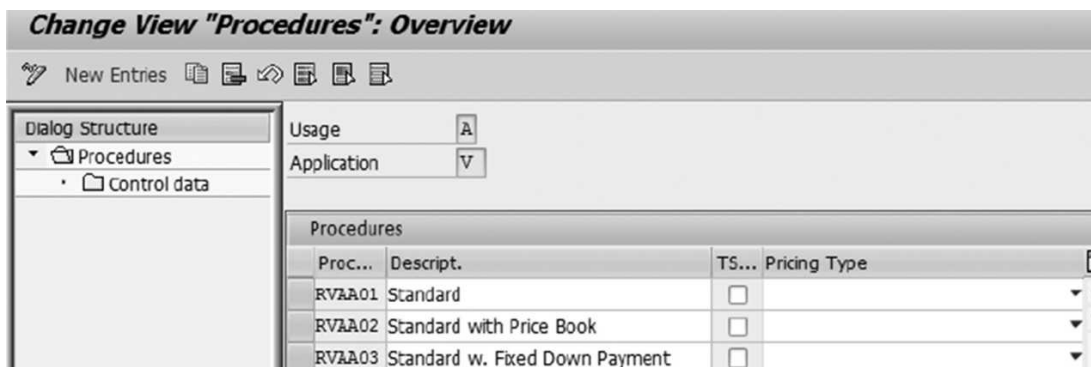


26.43 | DEFINE AND ASSIGN PRICING PROCEDURES

In this step we maintain pricing procedures, assign condition types and other assignments.



Without getting into complicated and advance configuration, we can use RVAA01 pricing procedure.



26.44 | DEFINE CUSTOMER PRICING PROCEDURE

After pricing procedure, we need to define customer pricing procedure. There are a set of SAP provided customer pricing procedures that we can use.

Change View "Customer Pricing Procedures": Overview

New Entries

CuPP	Description
1	Standard
2	Stand Incl Sales Tax
3	Refund
5	GTM Standard

26.45 | DEFINE DOCUMENT PRICING PROCEDURE

This document pricing procedure is also needed for correct pricing procedure pickup.

Change View "Pricing Procedures: Transaction": Overview

New Entries

DoPr	Description
0	
Z	
8	Pendulum List
A	Standard
B	Plants Abroad
C	Free of Charge

26.46 | ASSIGN DOCUMENT PRICING PROCEDURES TO ORDER TYPES

You need to assign proper document pricing procedure to the related sales document type.

Change View "Sales Document Types: Document Pricing Procedures": Overview

New Entries

SaTy	Sales Document Type	DoPr	Doc. pric. procedure
01	Cust.Independent Req	C	Free of Charge
AA	Promotion Order	A	Standard
AE	Qtn from Serv. Order	V	Contract
AEBO	Standard order	2	

Assign document pricing procedures to billing types. Specific billing document type is also needed to be assigned with proper document pricing procedure so that to allow pricing in billing document.

Change View "Pricing Procedures: Determination in S

New Entries

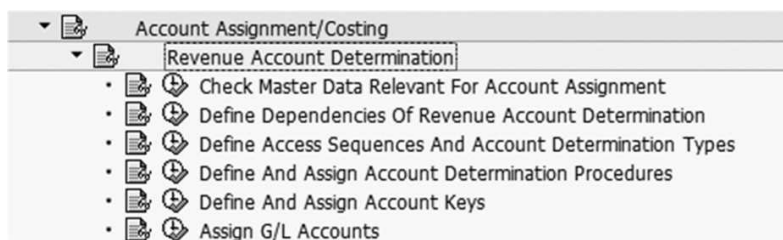
SOrg.	DChl	Dv	DoPr	CuPP	PriPr.	Pricing procedure	CTyp	Condition
0001	01	01	2	1	18CBCL			
0001	01	01	8		PLPVIS	Pendulum List		
0001	01	01	8	1	PLPVIS	Pendulum List		
0001	01	01	8	2	PLPVIS	Pendulum List		
0001	01	01	A	1	RVAA01	Standard	FR00	Price
0001	01	01	A	2	RVAB01	Standard - Gross price	FR01	Price incl.

26.47 | DEFINE PRICING PROCEDURE DETERMINATION

In the final step we assign the combination of sales organization, distribution channel, sales division, document pricing procedure, customer pricing procedure with applicable sales pricing procedure. The combination may be many as per requirement but only the correctly matched one will be displayed with price in the sales document.

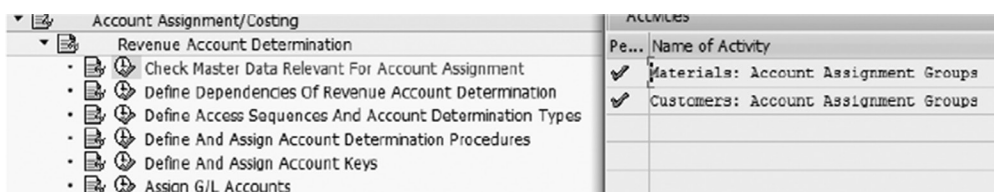
26.48 | REVENUE ACCOUNT DETERMINATION

Revenue account determination is required to complete the billing process. If this automatic revenue determination is not configured properly then there will be no or wrong impact in finance resulting from the billing document process.



26.49 | CHECK MASTER DATA RELEVANT FOR ACCOUNT ASSIGNMENT

In this option there are two configurations to be done. One is account assignment group creation for material master data and another for customer master data.



For material master you can create groups like raw material sale, finished goods sale, semi-finished goods sale, scrap sale, asset sale, etc. by making new entries.

Change View "Materials: Account Assignment Groups": Overview	
New Entries	
Acct assignment grp	Description
01	Trading Goods
02	Performances

For customer master you can create groups for different customer groups through new entries.

Change View "Customers: Account Assignment Groups": Overview	
New Entries	
AcctAssgGr	Description
01	Domestic Revenues
02	Foreign Revenues
03	Affiliat Comp Revenu

26.50 | DEFINE DEPENDENCIES OF REVENUE ACCOUNT DETERMINATION

You can set dependencies of combinations based on which specific G/L will be used for account determination.

Account Assignment/Costing	Activities										
<ul style="list-style-type: none"> Revenue Account Determination <ul style="list-style-type: none"> Check Master Data Relevant For Account Assignment Define Dependencies Of Revenue Account Determination Define Access Sequences And Account Determination Types Define And Assign Account Determination Procedures Define And Assign Account Keys 	<table> <tr> <th>Pe...</th><th>Name of Activity</th></tr> <tr> <td></td><td>Account determination: Display tables</td></tr> <tr> <td></td><td>Account determination: Create tables</td></tr> <tr> <td></td><td>Account Determination: Change Table</td></tr> <tr> <td></td><td>Field catalog: Allowed fields for the tables</td></tr> </table>	Pe...	Name of Activity		Account determination: Display tables		Account determination: Create tables		Account Determination: Change Table		Field catalog: Allowed fields for the tables
Pe...	Name of Activity										
	Account determination: Display tables										
	Account determination: Create tables										
	Account Determination: Change Table										
	Field catalog: Allowed fields for the tables										

Here in the tables you can create or change fields as your requirement. Select table number 1 from existing options as shown below.

Display Condition Table (Accnt Determination Sales/Distribution)	
Table	1

Now you will be able to display the permutation of the allowed selected fields. In the field catalogue you will find allowed field option. Double-clicking on this will select the field for table.

Display Condition Table (Acct Determination Sales/Distribution): Fiel

Technical view Other description Field attributes...

Table Cust.Grp/MaterialGrp/AcctKey

Selected fields	FieldCatlg
Long Key Word	Long Key Word
Sales Organization	Account key
AcctAssgGr	Acct assignment grp
Acct assignment grp	AcctAssgGr
Account key	Condition type
	Distribution Channel

26.51 | DEFINE ACCESS SEQUENCE AND ACCOUNT DETERMINATION TYPES

Account Assignment/Costing

- Revenue Account Determination
 - Check Master Data Relevant For Account Assignment
 - Define Dependencies Of Revenue Account Determination
 - Define Access Sequences And Account Determination Types
 - Define And Assign Account Determination Procedures
 - Define And Assign Account Keys
 - Assign G/L Accounts

Activities

Pe...	Name of Activity
	Maintain access sequences for account determination
	Define account determination types

Here in the maintain access sequence option you use and configure KOFI as access sequence and the access order of different allowed condition tables are mentioned here.

Change View "Accesses": Overview

New Entries

Dialog Structure

- Access sequences
 - Accesses
 - Fields

Access sequence Account determination

Overview Accesses		
No.	Tab	Description
10	1	Cust.Grp/MaterialGrp/AcctKey
20	2	Cust.Grp/Account Key
30	3	Material Grp/Acct Key
40	5	Acct Key
50	4	General

After this KOFI condition type is assigned with KOFI access sequence.

Change View "Conditions: Types": Overview			
New Entries			
Overview of Condition Types			
CTyp	Name	AS	Description
KOFI	Acct determination	KOFI	Account determination
KOFK	Acct Determ.with CO	KOFI	Account determination

26.52 | DEFINE AND ASSIGN ACCOUNT DETERMINATION PROCEDURES

In this option, first we define account determination procedure as shown in the screen shot below. We use standard account determination procedure as KOFI00.

Change View "Control data": Overview

New Entries

Dialog Structure

Procedures

Control data

Procedure

KOFI00

Account determination

Reference Step Overview

Step	Co...	CTyp	Description	Requiremnt
10	1	KOFI	Acct determination	3

In the next step we assign account determination procedure to the relevant billing document type.

Change View "Billing: Document Typ			
BillT	Description	ActDPr	Description
B1	Rebate Credit Memo	KOFI00	
B1E	Exp.RebateCreditMemo	KOFI00	
B2	Rebate Correction	KOFI00	
B2E	Exp. Rebate Correcn	KOFI00	

26.53 | DEFINE ACCOUNT KEY

In the next step we define and assign account keys which are part of financial configuration. Normally we use existing ones. But if required, then we create new account keys depending.

26.54 | ASSIGN ACCOUNT KEY

Specific account keys are assigned to relevant condition types in the pricing procedure.

Change View "Pricing Procedures: Revenue Account Determination": Overview

New Entries

Proc.	Step	Cntr	CTyp	Name	ActKy	Name	Accrsl	Ni
RVAA01	11	0	PR00	Price	ERL	Revenue		Re
	13	0	PB00	Price (Gross)	ERL	Revenue		
	20	0	VA00	Variant Price	ERL	Revenue		
	101	0	KA00	Sales deal	ERS	Sales deductions		
	102	0	K032	Price Group/Material	ERS	Sales deductions		

26.55 | ASSIGN G/L ACCOUNTS

In this option you assign specific G/L to the relevant account keys. Which is set for each combination as specified in the different tables and all the tables which are assigned in the access sequence.

Assign G/L Accounts

Assign G/L Accounts

Table	Description
1	Cust.Grp/MaterialGrp/AcctKey
2	Cust.Grp/Account Key
3	Material Grp/Acct Key
4	General
5	Acct Key

In the screen shot above you can see the standard KOFI access sequence's assigned tables.

Change View "Cust.Grp/MaterialGrp/AcctKey": Overview

New Entries

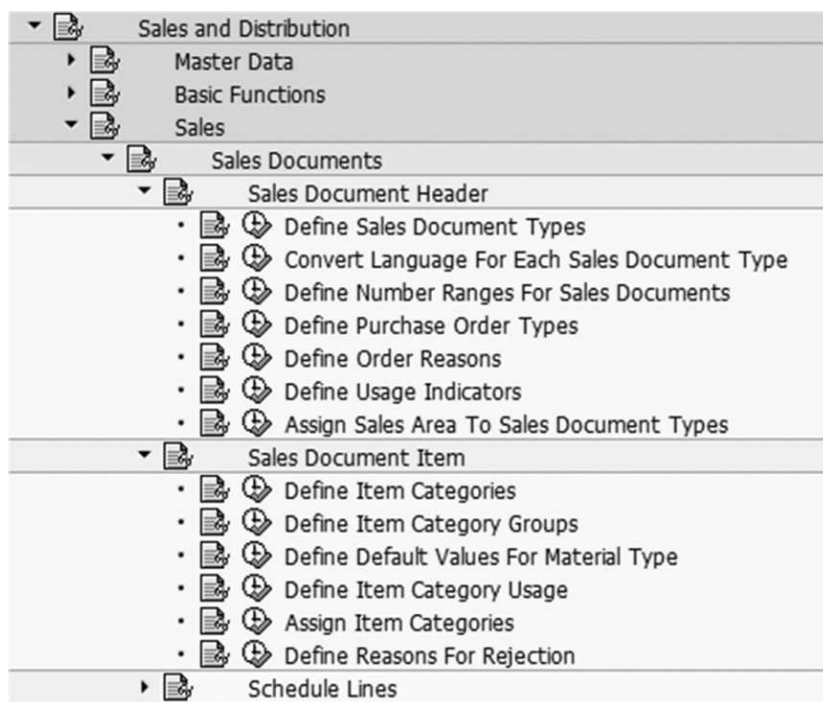
Cust.Grp/MaterialGrp/AcctKey									
A...	CndTy.	ChAc	SOrg.	A...	AAG	ActKy	G/L Account	Provision acc.	
V	KOFI	CABE	0001	01	01	ERL	700000		
V	KOFI	CABE	0001	01	02	ERL	700000		
V	KOFI	CABE	0001	02	01	ERL	700000		
V	KOFI	CABE	0001	02	02	ERL	700000		
V	KOFI	CABE	0001	03	01	ERL	700000		

In the screen shot above, if you try to understand, then you will find that you have option to assign different G/L as per your requirements. There are set of combinations of available condition type (KOFI), chart of accounts, sales organization, distribution channel, sales division, account assignment group customer and account assignment group material along with the account key which is assigned with the condition type in the pricing procedures.

Final note : The impact of this configuration is that, when we create a billing document for say 'X' material, which is assignment of account assignment group '1' and the customer 'Y' with account assignment group '1', then in billing document the revenue G/L that should be posted to is picked from this configuration setting. This may or may not be same or different for different sales organization.

26.56 | SALES DOCUMENT TYPE CONFIGURATION

Sales document type related configuration can be done in the menu path as displayed in the screen shot below. SPRO > Display IMG > Sales and distribution > Sales > Sales documents.



Here you have sales document header option and item option. As minimal configuration first you need to configure sales document types as shown in the screen shot below. After that number range assignment with the document type is needed. We have already studied what is sales document type. In the screen shot you can see sales document types like inquiry, quotation, standard order, cash sale, rush sale, etc. document types. Shipment document types, delivery document types, billing types are also configured here in this option.

Change View "Maintain Sales Order Types": Overview

New Entries

SaTy	Description	Block
01	Cust.Independent Req	
AA	Promotion Order	
AE	Qtn from Serv. Order	
AEBO	Standard order	
AEBO	Offer	
IN	Inquiry	
QT	Quotation	
AP	Project Quotation	A
AR	Repair Quotation	
AS	Service Quotation	
SI	Sales Information	
AV	Quotation f.Contract	
R1	Reh Credit Memo Ren	A

26.57 | ASSIGN SALES AREA TO SALES DOCUMENT TYPES

Assign sales area to sales document types are needed to allow document types to be used by the specific sales area where sales organization, distribution channel and sales division in combination with the allowed sales document type.

26.58 | COMBINE SALES ORGANIZATIONS

First reference sales organization is assigned with the existing sales organization in combine sales organizations option.

Change View "Sales Organizations - Assign Order Type": Overview

SOrg.	Name	Ref. SOrg	Name
0001	Sales Org. 001		
A	Sales Org. A	a	
B	Sales Org. B	b	

26.59 | COMBINE DISTRIBUTION CHANNELS

Change View "DistribCh by SalesOrg - Assign Order Type": Overview

SOrg.	DChl	Name	RefDistCh.	Name
0001	01	Distribtn Channel 01		
A	A	A DIST CHN	A	A DIST CHN

Then reference distribution channels are assigned with the existing distribution channel in combine distribution channels.

26.60 | COMBINE DIVISIONS







In the next step reference sales division is assigned with the sales organization and division combination.

	SOrg.	Div	Name	RefDivDoc	Name
	0001	01	Product Division 01		
	A	A	A DIV	A	A DIV

26.61 | ASSIGN SALES ORDER TYPES PERMITTED FOR SALES AREAS

After completing these, assignment of sales area with the sales document types are done.

Change View "Sales Documents: Allowed Order Types per Sales Org.": Overview

New Entries      

Ref.S	Name	RefD	Name	Div	Name	S

This is created now by new entries or copy as option.

Ref.S	RefD	Name	Div	Name	SaTy	Description
a	a		a		02	

After pressing Enter, system accepts that. Based on this configuration setting, and after doing this only, you will be able to create sales document type of your requirement for the required sales area.

26.62 | SALES DOCUMENT ITEM

In sales document item option you can define item category-related configurations.

Sales and Distribution

- Master Data
- Basic Functions
- Sales
 - Sales Documents
 - Sales Document Header
 - Sales Document Item
 - Define Item Categories
 - Define Item Category Groups
 - Define Default Values For Material Type
 - Define Item Category Usage
 - Assign Item Categories
 - Define Reasons For Rejection

26.63 | DEFINE ITEM CATEGORIES

In define item category option you can create, change, display, delete item categories as per your requirements. It is always suggested, either to use standard and existing item category without changing it or create a Z (copied) item category by copying it from the standard item category.

Change View "Maintain Item Categories": Details of Selected Set

Item category ☐ Standard Item

Business Data	
Item Type	<input type="checkbox"/> Business Item
Completion Rule	<input type="checkbox"/> Sched.Line Allowed
Special Stock	<input type="checkbox"/> Item Relev.for Div
Billing Relevance	<input type="checkbox"/> Returns
Billing Plan Type	<input checked="" type="checkbox"/> Wght/Vol.Relevant
Billing Block	<input type="checkbox"/> Credit active
Pricing	<input checked="" type="checkbox"/> Determine Cost
Statistical value	
Revenue Recognition	
Delimit. Start Date	

General Control		
<input type="checkbox"/> Autom.batch determ.	<input type="checkbox"/> Rounding permitted	<input type="checkbox"/> Order qty = 1
RBA Control	<input type="checkbox"/>	

26.64 | DEFINE ITEM CATEGORY GROUPS

Item category group is defined to group multiple item categories for a material type. System automatically proposes item category group from default item category group assigned with the material type.

26.65 | DEFINE DEFAULT VALUES FOR MATERIAL TYPE

Here you set a default item category group for the material type.

26.66 | DEFINE ITEM CATEGORY USAGE

This is used in batch split, text item, billing relevant service item and billing irrelevant service item.

26.67 | ASSIGN ITEM CATEGORY

If you are creating new sales document type then this assignment is needed. If you are using existing item categories, then you will not need this assignment configuration.

Change View "Item Category Assignment": Overview

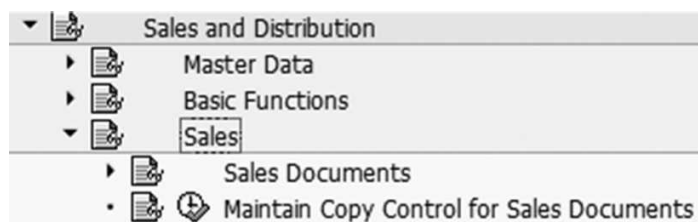
New Entries

	SaTy	ItCGr	Usg.	HLevItCa	DfitC	MitCa	MitCa	MitCa
01					0001			
AA			TEXT		TATX			
AA			TEXT	TAC	TATX			
AA			TEXT	TAM	TATX			
AA			TEXT	TAN	TATX			
AA			TEXT	TANN	TATX			
AA			TEXT	TAP	TATX			
AA			TEXT	TAQ	TATX			
AA		0002			TAC	TAM		
AA		0002		TAC	TAE			

26.68 | COPY CONTROL

Copy control is a very important component in SAP SD. Here you define the preceding document and current documents relationship. Whenever you are creating any sales document it can be done using any previous document as reference to copy details of header and item. This is done through copy control functionality and this has to be configured properly. When you are defining any new sales document whether sales order, inquiry, delivery or billing document, then it is always necessary to have internal relationship with copy control.

The configuration setting is done in the menu path SPRO > Display IMG > sales and distribution > sales > maintain copy control for sales documents.



In this copy control option there are two settings. One is copy control for sales document to sales document and another is copy control for billing document to sales document.

Copying Control: Sales Document to Sales Document
 Copying Control: Billing Document to Sales Document

Here you define source document type and destination document type. Apart from this you can also define what details will be copied from source document type to destination document type.

Dialog Structure		Header			
▼ Header		Tgt	SalesDocType	Source	SalesDocType
• Item		AA	Promotion Order	AA	Promotion Order
• Schedule line		AA	Promotion Order	IN	Inquiry
		AA	Promotion Order	QT	Quotation
		AA	Promotion Order	SI	Sales Information
		AA	Promotion Order	CH	Contract Handling
		AA	Promotion Order	CMDM	Standard Order
		AA	Promotion Order	CMR	Standard Order
		AA	Promotion Order	CMRC	Standard Order
		AA	Promotion Order	CMRP	Standard Order

If you double-click on any of the line in the screen shot given above, you can see rules to be used for copying.

Target		Source	
Target SalesDocTyp	AA	Ref. SalesDoc Type	AA
	Promotion Order	Description	Promotion Order
Copy			
DataT	51	General header data	Copying requirements 002 Header-diff.customer
		<input type="checkbox"/> Copy item number	
DataT	101	Header business data	<input type="checkbox"/> Complete reference

If you select source document type's line as in the screen shot above and click on the item as in the screen shot above on the left, you can display list of item categories which are related to the source document type and to be copied to destination document type.

Display View "Item": Overview																									
<div> </div>																									
<div> <div>Dialog Structure</div> <div>▼ Header</div> <div>• Item</div> <div>• Schedule line</div> </div>	<div> <div>Target SalesDocTyp</div> <div>AA Promotion Order</div> </div> <div> <div>From SalesDoc Type</div> <div>AA Promotion Order</div> </div> <div> <div>Item</div> <table border="1"> <thead> <tr> <th>ItmCt</th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>ALEN</td> <td>Standard Order</td> </tr> <tr> <td>ALES</td> <td>ALE Third Party</td> </tr> <tr> <td>CH00</td> <td>Request Rent D</td> </tr> <tr> <td>CH01</td> <td>Cancel.Rent Req. D</td> </tr> <tr> <td>CH02</td> <td>Request Admin.Cost D</td> </tr> <tr> <td>CH03</td> <td>Cancel.AdmCo Req. D</td> </tr> <tr> <td>CH04</td> <td>IEA Request D</td> </tr> <tr> <td>CH05</td> <td>Cancel.IEA Request D</td> </tr> <tr> <td>CH06</td> <td>IEA Intern. Deb</td> </tr> <tr> <td>CH07</td> <td>Cancel.IEA Intern. D</td> </tr> <tr> <td>CH08</td> <td>Request Rent D Pr.</td> </tr> </tbody> </table> </div>	ItmCt	Description	ALEN	Standard Order	ALES	ALE Third Party	CH00	Request Rent D	CH01	Cancel.Rent Req. D	CH02	Request Admin.Cost D	CH03	Cancel.AdmCo Req. D	CH04	IEA Request D	CH05	Cancel.IEA Request D	CH06	IEA Intern. Deb	CH07	Cancel.IEA Intern. D	CH08	Request Rent D Pr.
ItmCt	Description																								
ALEN	Standard Order																								
ALES	ALE Third Party																								
CH00	Request Rent D																								
CH01	Cancel.Rent Req. D																								
CH02	Request Admin.Cost D																								
CH03	Cancel.AdmCo Req. D																								
CH04	IEA Request D																								
CH05	Cancel.IEA Request D																								
CH06	IEA Intern. Deb																								
CH07	Cancel.IEA Intern. D																								
CH08	Request Rent D Pr.																								

If you double-click on any of the item category, it will display rules that will be applied on in copy function. This also decides what to copy and what will result after copying.

Display View "Item": Details

Dialog Structure

- Header
 - Item
 - Schedule line

Target		Source	
Target SalesDocType	AA	Ref. SalesDoc Type	AA
	Promotion Order		Promotion Order
ItemCat Proposal	TAS	Item Category	ALEN
	Third Party Item		ALE Standard Order

Copy

Copying requirements 303

DataT 151 neral item data

DataT 102 Bus.data/item compl.

DataT 002 Partner item

FPLA 251 Conditions

☒ Copy schedule lines
☐ Update document flow
☒ Do not copy batch
☐ Configuration
☐ Reexplode structure/free goods

Pos./neg. quantity ☐
 Copy quantity ☐
 Pricing type 2
 Cont. item copy mode ☐
 Copy product select. ☐
 Campaign Deter. ☐

Again if you select document type line and then click on schedule line at the left then system will display schedule line category. If you double-click on any of the schedule line category, system will display schedule line category's rules.

Display View "Schedule line": Details

Dialog Structure

- Header
 - Item
 - Schedule line

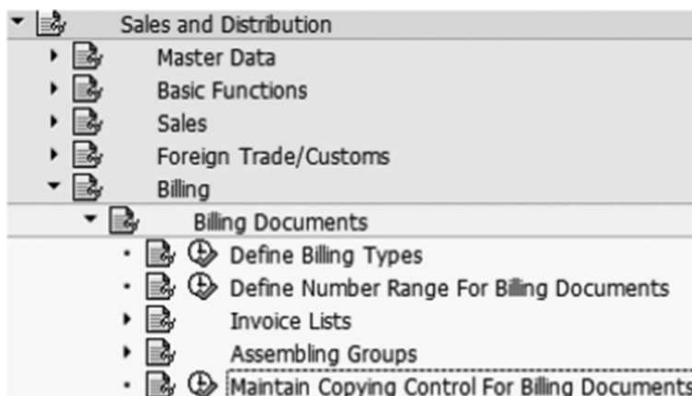
Target		Source	
Target SalesDocType	AA	Ref. SalesDoc Type	AA
	Promotion Order		Promotion Order
SchdLineCatProposal		Sched.Line Cat.	CP
			MRP

Copy

Copying requirements 501 Scheduled qty > 0

DataT 201 n.sched.line data

Please note: Each of the copy control step has its own features and impacts. If you have not defined any new sales document type and using the standard existing document types then you should not touch these settings unless and until you have full know how control about the configuration topics in question. The standard document types are well configured enough to let you complete all your sales process activities in general.



Billing-related copy control is configured in the step maintain copying control for billing document. The menu path for this is SPRO > Display IMG > sales and distribution > billing > billing documents > maintain copying control for billing documents.

Name of Activity
Copying control: Sales document to billing document
Copying control: Billing document to billing document
Copying control: Delivery document to billing document
Check Customizing Settings for Copying Control

In the billing document copy control configuration we have three copy control types.

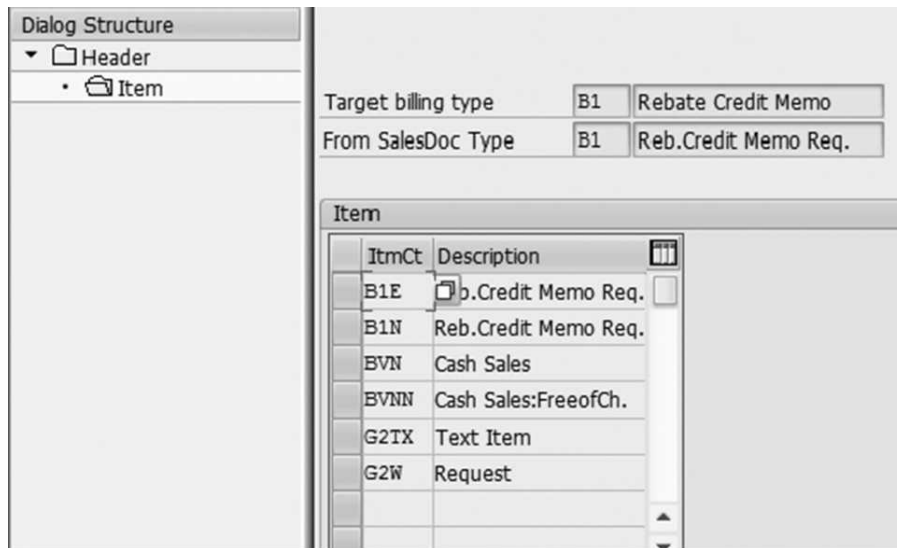
1. Copying control: Sales document to billing document
2. Copying control: Billing document to billing document
3. Copying control: Delivery document to billing document

In sales document to billing document copy control we configure the target billing document and source document types.

Header	
•	Item

Header				
Tgt	Billing Type	Source	SalesDocType	
B1	Rebate Credit Memo	B1	Reb.Credit Memo Req.	
B1E	Exp.RebateCreditMemo	B1E	Exptd RebateCredMe ...	
B2	Rebate Correction	B2	Rebate Correctn Rqst	
B2E	Exp. Rebate Correcn	B2E	Rebate P.Correctn Rt	
B3	Rebate Part Settlmnt	B3	PartRebSettl.Request	
B3E	Exp.RebatePartSettlm	B3E	Exp.PartRebSettl.Req	

You can double-click on the target billing document type and source sales document type line. It will show you header detail. If you select line of source and destination document type line and click on item, then system will show you item categories that will be copied from one document type to another document type.



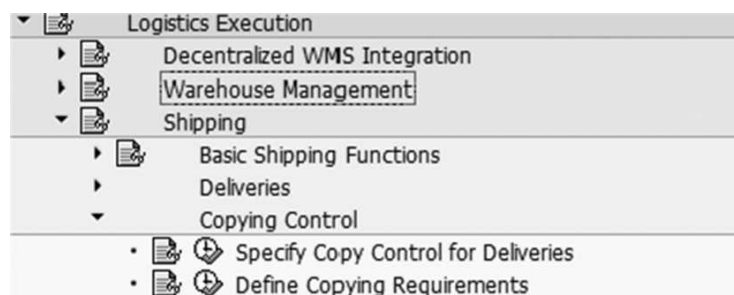
By double-clicking on the item category you can check features of each listed item categories and its features.

Similarly copying control: billing document to billing document and copying control: delivery document to billing document can be configured.

26.69 | COPY CONTROL FOR DELIVERY

We can define copy control also for delivery documents.

Menu path for this is SPRO > Display IMG > logistics execution > shipping > copying control



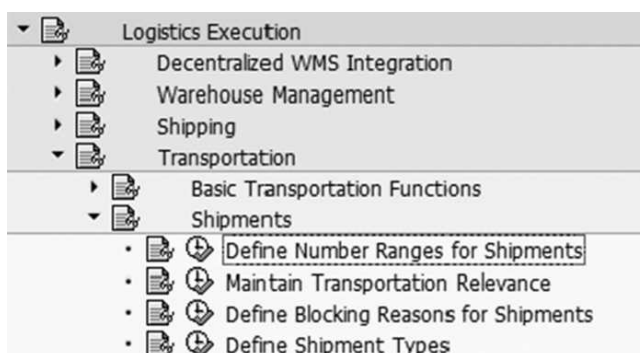
In specify copy control for deliveries we set the source document type like sales order or other sales document and in target column we mention target delivery document types.

Dialog Structure				
▼ Header				
• Item				

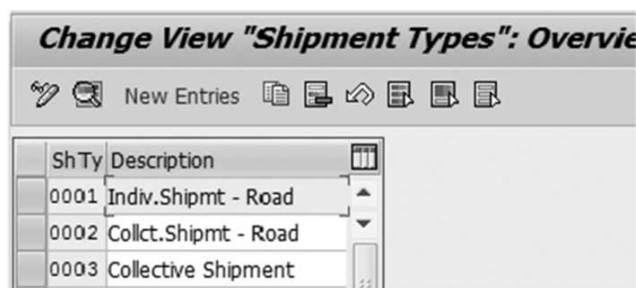
Header				
Tgt	Delivery type	Source	SalesDocType	
LF	Inbound Delivery	RAS	Repairs / Service	
LF	Outbound Delivery	SO	Rush Order	
LF	Outbound Delivery	OR	Standard Order	
LF	Outbound Delivery	TAM	Delivery Order	
LF	Outbound Delivery	TAV	Standard Order (VMI)	
LF	Outbound Delivery	TSA	Telephone Sales	
LF	Outbound Delivery	WA	Rel. to Value Contr.	

It has a header copy control and also item categories for delivery document. In copying requirements we have standard logic and programs, which is used by the system while copying details from source document to target documents. You can change or create new copying requirements based on your specific nature of requirement.

You can define shipment types in menu path SPRO > Display IMG > Logistics execution > transportation > shipments > define shipment types.



You can define new entries or you can use existing shipment types as per your requirements.



Right now in this chapter we are not getting into the deeper level of these settings but you will be able to process your sales order and delivery document.

Change View "Shipment Types": Details

New Entries

Shipment type 0001 [Indiv.Shipmt - Road]

Document cat. 8 Shipment

Number Systems

NR int. assgt. 01 No. range ext. ☐

Scr.seq.group T

Document Content

ShpmtComplType 1 Loaded outbound shi... Shipping type 01 Truck

Service Level 1 Load ShTypePrelimLeg ☐

ProcessControl 1 Individual shipment usi... SubseqLegShType ☐

Leg indicator 4 Direct leg

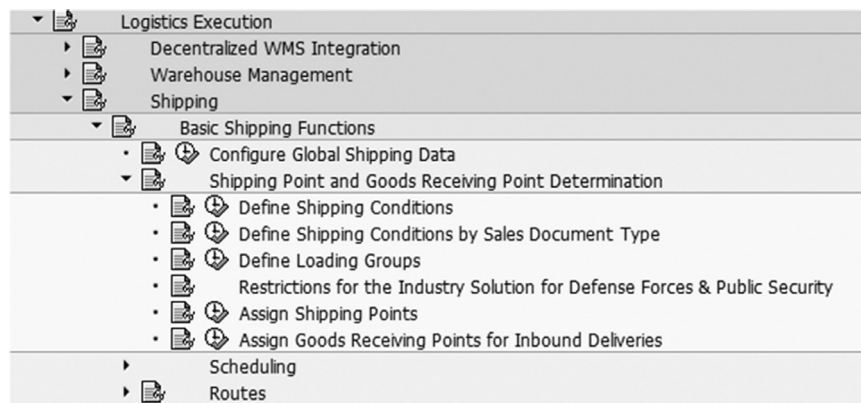
Adopt route Adopt all stages

Determine legs 1 1: Legs determined according to departure point & itinerary

GR-RelevanceInd Normal

26.70 | SHIPMENT CONFIGURATION

Shipping-related configuration is done in the menu path as below.



SPRO > Display IMG > logistics execution > shipping > basic shipping functions > shipping point and goods receiving point determination.

- Define shipping conditions: Shipping condition is the condition in which shipping will be done to customers.
- Define shipping conditions by sales document type: Here we define shipping document assignment to the sales document type. You can also assign shipping conditions to the sales document type.
- Loading groups: Loading groups are the instrument or tools or process in which materials are loaded to the vehicle for dispatch. Like crane, by hand, etc.

- Assign shipping point: In assign shipping point step we group together or make combination of shipping conditions, loading group, plant, preferred shipping point, allowed manual shipping points.
- Assign goods receiving points for inbound delivery: In this step we combine plant, storage location, shipping point combinations.

26.71 | ROUTE

In the process of route configuration there are a number of configuration set-ups that we need to do so that automatic route is determined in the sales document.

26.72 | DEFINE ROUTE

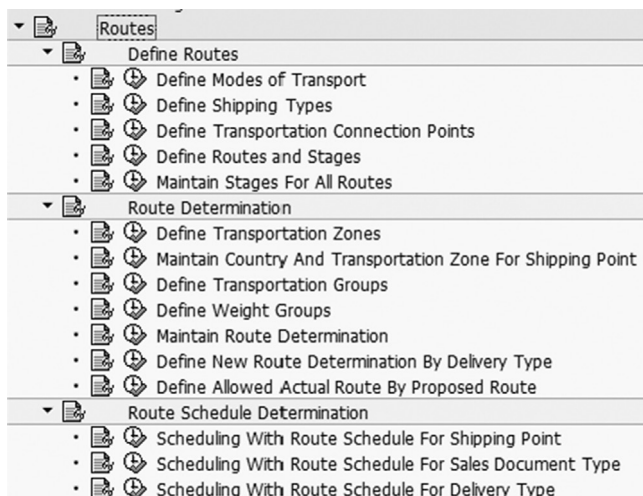
In this step, we define following items:

- Mode of transport
- Shipping types
- Transportation connection point
- Routes and stages

26.73 | ROUTE DETERMINATION

In route determination process, we make the following configuration:

- Define transportation zones
- Maintain country and transportation zones for shipping point
- Define transportation groups
- Define weighing groups
- Maintain route determination



26.74 | **MODE OF TRANSPORT**

Mode of transport we define to maintain how shipment will take place, road, sea, air, etc.

26.75 | **SHIPPING TYPE**

Shipment type is defined to know how each mode of transport is used, truck, rail, sea, etc. Shipping type procedure group is also assigned with the combination of shipping type, mode of transport and shipping type procedure group.

26.76 | **TRANSPORTATION CONNECTION POINT**

Transportation connection point can be station, bus stand, airport, port, etc.

26.77 | **ROUTES AND STAGES**

In routes and stages we define routs with default transportation service provider, travel duration, distance, etc. we also define and assign with the routes.

26.78 | **TRANSPORTATION ZONES**

In route determination we define transportation zones.

Next, maintain transportation zone and country with shipping point assignment is done.

Transportation group are also defined in shipment configuration process. Transportation group is assigned in material master and it is copied to delivery item.

26.79 | **WEIGHT GROUPS**

Weight groups are defined to group together weight range.

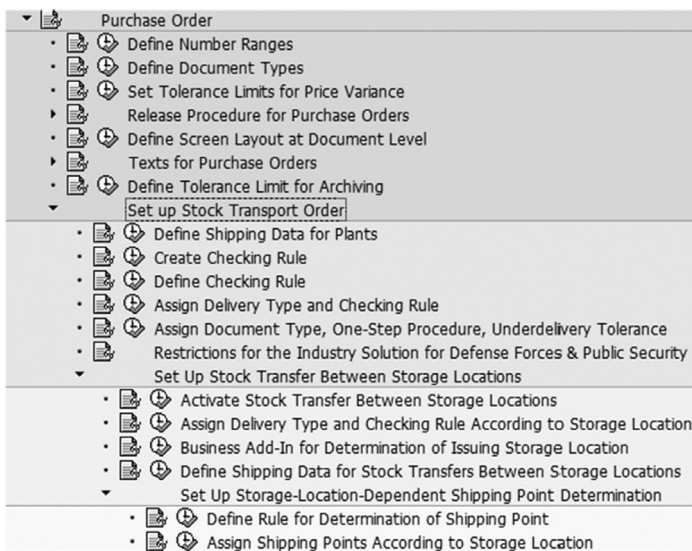
In route determination we define combination for each departure country and destination country. Then we assign allowed shipping condition, transportation group and proposed route to this combination. We can also define combination with weighing group.

Even if we do not define automatic route determination, we can manually assign route to the delivery documents. We can even process sales document without assigning routes to the delivery document.

26.80 | **STOCK TRANSPORT ORDER-RELATED CONFIGURATION**

We can also configure stock transport-related configuration which may be subject to deliveries and goods receivable only against delivery documents.

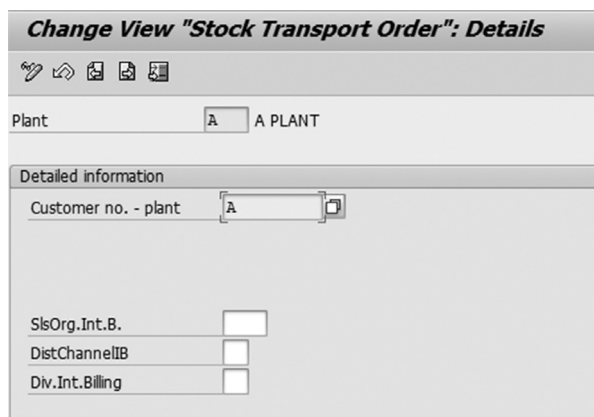
Menu path for this configuration is SPRO > Display IMG > materials management > purchasing > purchase order > set-up stock transport order.



In this node we configure outbound delivery-related settings for scenarios where we raise stock transport order (STO) from the receiving plant. After creation of purchase order the purchase order is sent to the sending plant for further processing. In the sending plant the outbound delivery document is created with reference to purchase order (STO). Against this delivery document, pro-forma invoice is created, which may or may not be mandatory. The goods are sent with the delivery document and when material is received at the receiving plant, goods receipt is done in MIGO T-code against the delivery document. In this case each document has a chain and documentation trail. We do this configuration step wise.

26.81 | DEFINE SHIPPING DATA FOR PLANT

Here we mention customer plant or receiving plant as customer plant. This customer plant has a customer code which is created as general customer code in XD01.



26.82 | CREATE AVAILABILITY CHECK RULE

Then we define availability check rule in the next step. In this step we double-click on the availability check rule and checking rule line combination.

Change View "Availability Check Control":

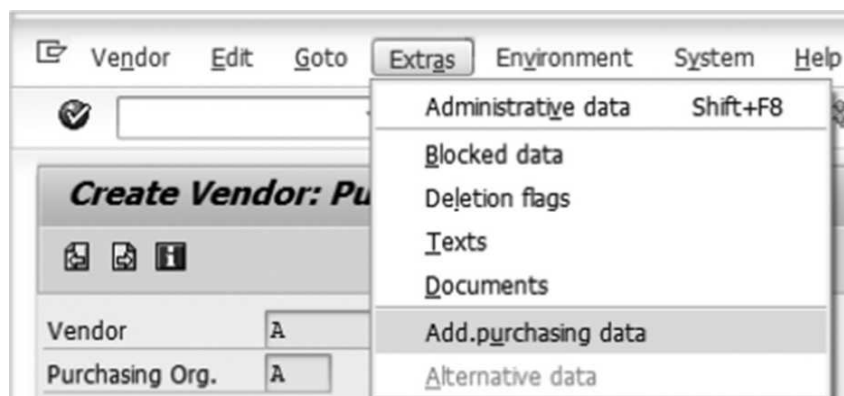
New Entries

	Avail	Description	CRI	Checking Rule
	01	Daily requirements	01	Checking rule 01
	01	Daily requirements	03	Checking rule 03
	01	Daily requirements	A	SD order

Here we can define and change checking rule specifications as per individual requirement.

Next we can assign delivery type and checking rules. In this step we assign STO document type, supplying plant and delivery document type with checking rule. In the standard system STO document type is UB and delivery type for STO is NL. Here you can also assign intercompany purchase document type and delivery document type. Delivery document type for delivery against intercompany billing is NLCC (Replen.Cross-Company). Along with this configuration set-up you also have to assign plant with the vendor code in the purchasing organization data tab page. From here you have to click on extras and then select add purchasing data. Here you have to assign each plant to each representing plant's vendor code. This will make a bonding between plant and vendor code and they will be representing each other based on specific process.

In case you want to process cross company procurement, you have to create a separate vendor code for each plant and there will not be any combination like this additional purchasing data details.



Here one thing has to be noted that in case if you want to configure specific pricing procedure, then you have to configure it in materials management module's domain.

After this you can create STO, create delivery document and make goods receipt at receiving plant.

26.83 | CANCELLATION

Whenever we are processing any business document in SAP, there always is a change of occurring error. This may be typing error or may be quantity, price and details related error. If error is of such that you should not process the document further then in SAP there is always an option of cancellation of the document or trail of the document. After that you can change the corrections or create a new document. You can start processing the new corrected document as your correct process.

26.84 | SALES ORDER CANCELLATION OR CHANGE

In case you have done any error in the sales order item. You always have option to correct the error unless you have not created any document further for the sales order.

26.85 | DELIVERY DOCUMENT CANCELLATION OR CHANGE

If you have processed the sales order further and have created delivery document then to change the sales order you have to first cancel the posted delivery document. This is done in VL09 T-code.

Please note: Always cancel posted delivery document via T-code VL09 only. Never use MIGO or MBST T-code for these delivery-related cancellations. If you use MIGO or MBST T-code to cancel then you will break the document flow. You will not be able to make goods receipt against same reference delivery document again.

After cancellation of the billing document your delivery document will become open again. You can delete delivery line save the delivery document and then change the sales order.

In case you have not posted delivery document then you can always make changes to the delivery document and also after deleting line of delivery document you can change sales order line item.

26.86 | BILLING DOCUMENT CANCELLATION OR CHANGE

There may be some limitations for changing some specific fields. System may not allow to change. If system does not allow a particular field and you need to do corrections, then you have to cancel the whole document flow and then re-create the documents from the start. If after delivery document creation billing document are created, then posted or non-posted billing documents can be cancelled through T-code VF11 only.

Please note: Whenever posting billing document or cancelling billing document always take care of entered posting date. If posting date is out of allowed posting date range then system will generate cancellation billing document but will not post to finance or FI document will not be created. Similarly when you are cancelling delivery document then always take care of entered posting date. If posting date is out of allowed posting date range then system will definitely give error and will not cancel or post the document.

You have to cancel document having a trail of document like, SO created > delivery created > post goods issue done > billing done > billing released to finance > then you have to start cancelling documents from billing. Then cancel delivery document then change or delete SO. If you have to

process same thing in case of cross company sales process or for STO, and goods receipt is already done for STO or cross company sales, order then you have to first cancel goods receipt document (VL09) and cancel billing document (VF11), then cancel delivery document (VL09) and change SO.

Questions

1. What is the meaning of business partner?
2. What differences are between sold to party and ship to party?
3. Can ship to party and bill to party be same?
4. Please explain with an example where sold to party, ship to party and bill to party are all same.
5. Please explain with an example where sold to party, ship to party and bill to party are all different.
6. What is the T-code for customer creation, change and display?
7. What is the T-code for customer block?
8. What is the process of blocking a customer?
9. What level or area of data exists for customer?
10. What is the T-code for material creation?
11. What is the code for inquiry creation in SAP?
12. What is the T-code for quotation creation in SAP SD?
13. What is MD81 meant for?
14. What is MD61 meant for?
15. Please give examples of sales documents.
16. What are pre-sales documents?
17. What is copy control in SAP SD? Explain.
18. What is the impact of copy control?
19. What are the steps to be done if a new sales order document type is required to be defined?
20. Where do we define pricing procedure for a particular sales document type?
21. What is master data?
22. What are the examples of master data in SAP SD?
23. What is reference document? What documents are used as reference for sales order?
24. What is sales order and what is the T-code for creating sales order?
25. What is incompleteness log in sales order?
26. How to complete incompleteness log in sales order?
27. What is meant by sales document type?
28. What is the standard document type for standard sales order?
29. How and when changes can be done in a sales order?

30. What is customization tool and what is SPRO T-code used for?
31. What is the difference between new entry option and copy option? Please also mention the impact.
32. What is TANN and what is TAN? What are the differences between TAN and TANN?
33. What is the impact of selecting TANN item category and TAN item category on sales order line item?
34. What is MRP type PD used for?
35. What is MRP type ND used for?
36. What is the default schedule line category for PD and ND?
37. What is delivery block in sales document?
38. What is delivery-related billing?
39. What is order-related billing?
40. What is intercompany billing document type?
41. What is the process flow of cross-company sales process?
42. What is billing block and where it is set?
43. What is the movement type for post goods issue (PGI) against sales order?
44. What is the movement type for PGI cancellation?
45. What is the movement type for plant to plant stock transfer posting?
46. What is the movement type for removal from storage in case of transfer posting?
47. What is the movement type for place in storage in case of transfer posting?
48. Does system create any FI entry while posting plant to plant stock transfer? What are the accounting entries in this posting?
49. What is availability check in sales order? How it is used and what is the importance?
50. What is batch and batch split? How a batch valuation can be used for a material?
51. How a service sales process can be mapped in sales process?
52. How system determines sales pricing procedure for any sales document?
53. What is 16 columns in pricing procedure?
54. What is the T-code for condition record maintain? How to change and display condition record?
55. What are free goods in sales and how it is processed?
56. What is partner determination in sales? How it plays an important role in sales process?
57. What is document flow? Where and how you can check the document flow? How do you mean status of any document from viewing document flow?
58. Please mention different T-codes for different copy controls.
59. What is BOM and what is the T-code to create BOM?
60. What is customer material info-record?
61. What is credit memo request?

62. What is debit memo request?
63. What is copying requirement in copy control?
64. How a return sales order is created? Please draw a complete process flow from order to bill.
65. What is the movement type for post goods receipt for sales returns?
66. What is the document type for returns sales order?
67. What is the delivery document type for delivery against returns sales order?
68. What is free of charge delivery?
69. What are the types of contract?
70. What is value contract? What is the document type for value contract?
71. What is quantity contract? What is the document type for quantity contract?
72. What is service and maintenance document type? How billing is done? What is taken as reference document for billing?
73. What is rental contract? What is the sales order document type for rental contract?
74. What is the billing document type for rental sales process?
75. What is credit management and how it is controlled? What is the T-code for credit limit check?
76. What is the T-code for maintaining new tax codes?
77. What is the T-code for define tax accounts?
78. What is the menu path for customer number range assignment?
79. Where internal number range can be defined for customer?
80. How do we know that a particular customer number range is internal or external?
81. What is the menu path for number range assignment for material master?
82. Where do we define that a particular material type is configurable or not?
83. Where do we define default pricing control (moving average or standard) for a material type?
84. What is the T-code for material number range creation?
85. What is done in revenue account determination?
86. What is the meaning of revenue account determination?
87. What are the minimum configurations needed to determine partner function for a new customer account group?
88. Where do we define number range for sales document type?
89. What is done in sales document to sales document copy control?
90. What is done in billing document to sales document copy control and when it is useful?
91. How can we check incompleteness log in sales order creation?
92. Where incompleteness log-related configuration is defined?
93. What is SAP implementation road map?
94. What works are done in realization step of implementation road map?

- 95. What jobs are performed in the blueprint stage?
- 96. What do you know about AS IS document?
- 97. What do you know about TO BE document?
- 98. What are AS IS and TO BE documents and how these are important during implementation of SAP?
- 99. What do you know about gap analysis?
- 100. How you configure billing document cancellation?
- 101. How do you configure default billing document type while cancelling a billing document?
- 102. What is the financial impact of cancelling a pro-forma invoice?