

SAP SD & S4 HANA Sales and Distribution Course Content

1. HANA Architecture & Deployment
2. Organization Structure (Hands on)
3. Master Data (Hands on)
4. Sales Document Processing (O2C) (Hands on)
5. Pricing (Hands on)
6. Availability Check and Delivery
7. Billing (Hands on)
8. Special Business Processes
9. Integration
10. Reports
11. Migration to SAP S/4HANA (Concepts)

HANA Architecture & Deployment

- S4 HANA Architecture, Deployment Strategy
- Simplifications in Sales, Advanced Available-to-Promise (aATP), SAP FIORI for SD

Organization Structure (Hands on)

- Company, Company Code, Plant, Storage Location
- Sales Organization, Distribution Channel, Division
- Sales Area, Sales Office, Sales Group
- Shipping Point, Loading Point, Credit Control Area

Master Data (Hands on)

- Business Partner (Customer Role), Customer Master Synchronization
- Customer-Material Info Record, Material Master Sales Views
- Partner Functions, Account Groups, Number Ranges
- Condition Records and Output Master Data

Sales Document Processing (O2C) (Hands on)

- Inquiry, Quotation, Sales Order, Contract
- Sales Document Types, Item Categories, Schedule Line Categories
- Copy Control, Text Determination, Incompletion Procedure
- Item Proposal, Free Goods, Material Determination, Cross Selling

Pricing (Hands on)

- Condition Technique: Condition Tables, Access Sequences, Condition Types
- Pricing Procedure Determination
- Discounts, Surcharges, Taxes, Freight Conditions
- Rebates and Customer Agreements

Availability Check and Delivery

- Availability Check, Transfer of Requirements
- Delivery Document Types, Picking, Packing, Goods Issue
- Shipping Point and Route Determination
- Delivery Scheduling and Transportation Planning

Billing (Hands on)

- Billing Document Types, Invoice, Credit Memo, Debit Memo
- Billing Plan, Milestone and Periodic Billing
- Invoice Split, Collective Invoice, Pro-forma Invoice
- Cancellation of Billing Documents

Special Business Processes

- Returns, Consignment, Third Party Order Processing
- Intercompany Sales, Stock Transport Order, Make-to-Order
- Credit Management, Credit Limit Check, Blocking and Release
- Output Determination, Message Control

Integration

- SD-FI Account Determination, Revenue Account Determination
- SD-MM Integration, Transfer of Requirements
- SD-CO Integration, Tax Determination

Reports

- Sales Order List, Backorder Report, Billing Due List
- Customer-wise Sales, Delivery Monitor, Sales Summary
- Pricing Reports, Credit Reports

Migration to SAP S/4HANA (Concepts)

- Business Partner Approach, Credit Management (SAP Credit Management)
- Billing and Output Management Changes