



SAP SD

Duration: 30-35 Hrs.

Timings: Flexible

Fee: As Per the Discussion

We recognize that many of you are willing to put the extra effort to migrate to SAP practice and become SAP consultants. We help you to achieve your goal with a team of experienced SAP instructors, excellent infrastructure, and a clear roadmap to SAP certification.

However, we do not provide false guarantees on securing any SAP jobs for you. We have a history of ex-students who have found excellent SAP jobs based on our SAP training, implementation of case study projects and post training support which we provided during their enrolment.

In short we have what you need at prices you can afford. At Erpvits, our goal is to provide you with courteous, expedient, professional service of the highest caliber.

Salient Features of the Training:

- ✓ Interactive [SAP SD Online Training](#) for better learning.
- ✓ Pre-evaluations-learn only what you need to learn.
- ✓ Experienced and certified Trainer - More than 8+ years of experience.
- ✓ Convenient weekday and weekend batches available Demo.
- ✓ Timings for the classes are arranged upon flexibility of both the Trainee and the Trainer.
- ✓ Remote 24X7 Server Access will be provided.
- ✓ Lab exercises provided for hands-on training.
- ✓ Soft copy of study material.
- ✓ Access to the recorded videos which you have attended.

Browse our Website [Erpvits](#) for more information.

If you have any questions or would like to speak with our representative regarding our training, please contact us.

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"Give a man a fish and you feed him for a day. Teach a man to fish and you feed him for a lifetime."

SAP SD:

Enterprise Structure in Sales and Distribution

Definition and Assignments of all organizational units:

(Company, Company code, Sales Org, Dist. Channel, Division, Sales Area, Plant, Shipping point, Storage location, Loading point, Warehouse, Loading groups, etc.)

Master Data Creation and Maintenance: Types of Master Data

An overview of the technical architecture of SAP TM and how integration is done.

- Customer Master: Different groups of data
(General data, Company Code data, Sales Area data)
- Material Master: Various areas/ Views of Material Master data
(Basic data1,2, Sales: Sales org 1, 2, Sales: General/Plant, Sales Text, Foreign trade data, etc.)
- Customer-Material Information record (CMIR)
- Output Master data
- Condition Master data: Different types of Condition Master data
(Prices: Material price, Price list, Customer specific price, etc.)
(Surcharges / Discounts: For the customer, for the Material, for customer/Material, Price group, Material group, Price group/material group, etc.)
(Freight: Freight Inco terms 1 and Inco terms 2 and its importance)
(Taxes: Value added tax, Output tax and others) o
- Additional Master data: Output, Log of Incompleteness, Common Master Data, Free goods master data, etc.
- Transportation Management E2E Cycle.

Functions and Controls of

- Sales Documents
- Item categories
- Schedule lines and their configuration in business processes.

Availability Check and Scheduling

- Overview and importance of Availability check,
- Functions of Availability check,
- ATP Concept (Available to Promise)
- Configuration of Availability
- Scheduling (Backward and Forward)

Configuration of all Basics Functions

- Pricing Controls

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- Partner Determination
- Free goods
- Listing/ Exclusions
- Output Control
- Text Control
- Log of Incompleteness
- Material determination
- Bills of Material (BOM) Scenarios

Overview of Presale Activity

- Inquiries
- Quotations
- Sales campaigns
- Promotions
- Sales deals

Overview of Sales Process

Standard Sales

- Consignment Sales.
 - ✓ Consignment fill-up
 - ✓ Consignment-Issue
 - ✓ Consignment>Returns
 - ✓ Consignment-Pickup
- Outline Agreement.
 - ✓ Contracts (Quantity, Value, Service and Maintenance)
 - ✓ Scheduling Agreements
- Complaint Process.
 - ✓ Returns
 - ✓ Credit memo request
 - ✓ Debit memo requests
 - ✓ Invoice Correction requests, etc.
- Special Sales Scenario
 - ✓ Rush Orders
 - ✓ Cash sales process

Shipping Process: Sub Process of Shipping

- Carrier Outbound deliveries
- Picking
- Packing
- Post Goods Issue(PGI)

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- Basic Organizational Units for the Delivery process
- Pre-requisites for creating and processing Outbound Deliveries
- Concept and Function of the Delivery Document
- Controlling Deliveries.

Billing Process

- Overview of Billing process
- Billing Type Controls and Configurations
- Creation of Billing documents.

Special Billing Types

- Billing types in Complaints processing
- Periodic billing
- Milestone billing
- Down payment processing, etc.

Types of Settlement

- Invoice combination
- Invoice Split
- Invoice List, etc.

Account Determination

- Account determination process and Areas
- Account assignment for business areas, etc.

Data Flows and Copy Control

Overview and Functions of Copy Control

- Configuration of copy control:
Source, Target, Data Transfer routines, Requirements, and Switches.

Copy Control Levels

- Sales to Sales
- Sales to Deliveries
- Sales to Billing
- Deliveries to Billing
- Billing to Billing
- Billing to Sales Process

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Pricing

- Overview of Pricing and its importance
- Configuration of Pricing

Configuration of Condition Technique

- Condition fields
- Condition tables
- Access Sequence
- Condition types
- Pricing Procedure
- Condition Records.

SD/FI Interface

- Overview and Configuration of Sales and Distribution documents to financial accounting.



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