SAP S/4HANA SD Task Report – Global Bike Case Study

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Course: B.Tech – Information Technology

SAP Version: SAP S/4HANA 2022 with Fiori 3.0

Table of Contents

1. Introduction

This report documents the successful execution of the SAP S/4HANA SD (Sales and Distribution) module task using the Global Bike case study. The focus was on completing the full Order-to-Cash (O2C) business process cycle using SAP Fiori applications. The task simulated how real-world business transactions take place within an integrated ERP system, involving sales, delivery, billing, and payment processes.

2. Objectives

- To understand the end-to-end sales cycle using the SAP SD module.

- To gain practical exposure to SAP Fiori apps within the S/4HANA system.

- To perform tasks such as customer master creation, sales order entry, delivery processing, billing, and payment receipt.

- To develop business process awareness in ERP environments.

3. Methodology

The entire task was carried out using SAP S/4HANA 2022 with the Fiori Launchpad UI. Each step of the O2C cycle was executed in the order expected in a real business scenario. Screenshots were captured for every key stage and inserted below as evidence of successful completion.

4. Order-to-Cash Cycle Execution

The Order-to-Cash (O2C) process is a core functional cycle in SAP SD. It begins when a customer is created and ends when payment is received and posted. The process we carried out includes:

Customer Master Creation:

Created the customer "Alster Adventures" using the Business Partner Fiori app. Maintained general data, sales area data, payment terms, incoterms, and reconciliation account.

Fig 1: Business Partner Creation - General and Sales Area Tabs

Sales Order Creation:

Created a standard sales order (OR1) for two bike materials (Men's and Women's Off-road Bikes). Applied €50 discount per item (K004) and a 3% overall order discount (RA00).

Fig 2: Sales Order Entry and Pricing Conditions

Stock Availability Check:
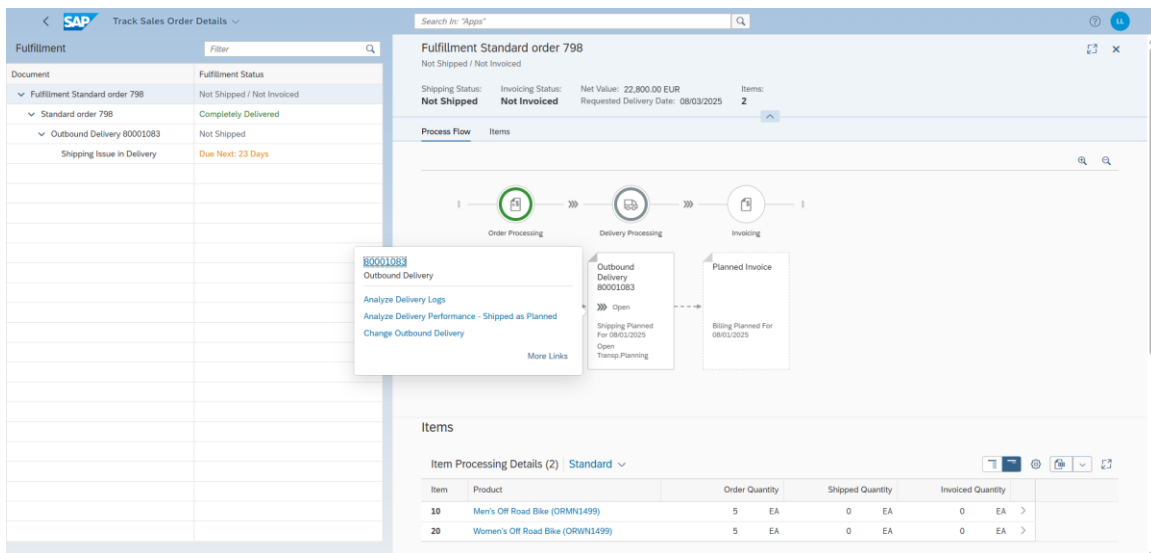
Checked the real-time stock status of both materials in Plant HH00 using the stock overview app.

Fig 3: Stock Overview for Plant HH00

Outbound Delivery Creation:

Generated a delivery document from the sales order. Shipping point HH00 and plant details were used.
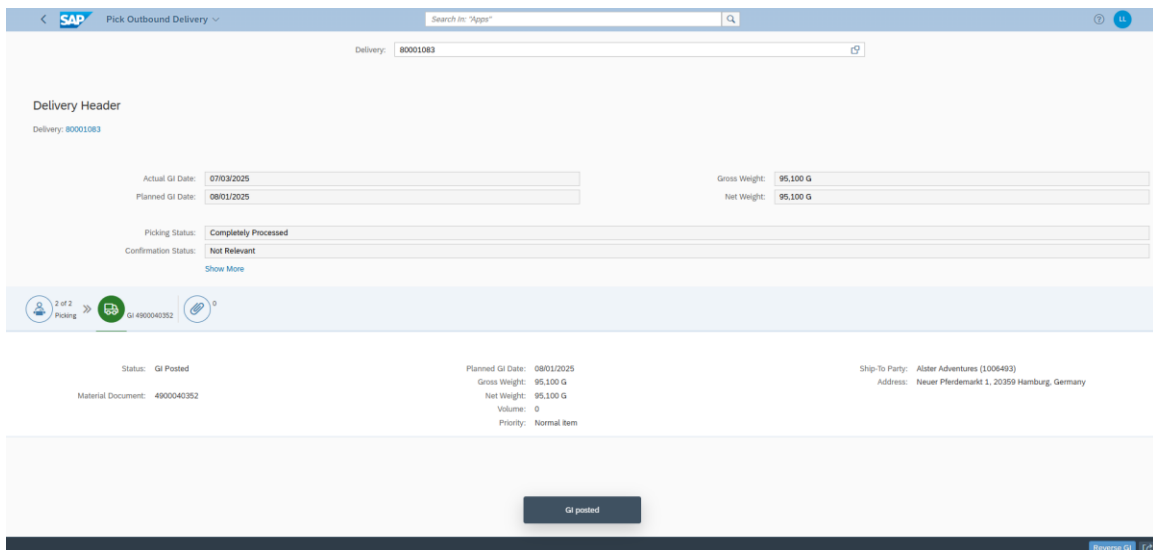

Fig 4: Outbound Delivery Document

Picking and Posting GI:

Entered picking quantity, storage location FG00, and posted goods issue to reduce stock.

Fig 5: Picking Confirmation and Post Goods Issue

Billing Document Creation:

Created an invoice (Billing Type F2). Pricing details were verified.

Fig 6: Billing Document Overview

Incoming Payment Posting:

Used the Fiori app to simulate customer payment against the open invoice.

Fig 7: Incoming Payment Posting

Document Flow Review:
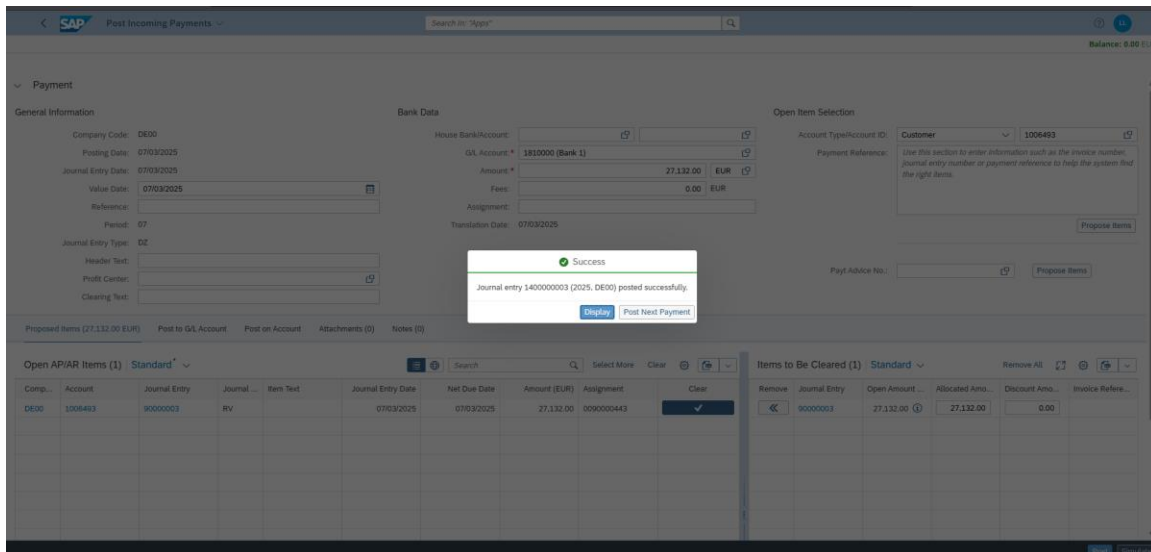
Used the Track Sales Orders app to confirm complete flow from sales order to payment posting.
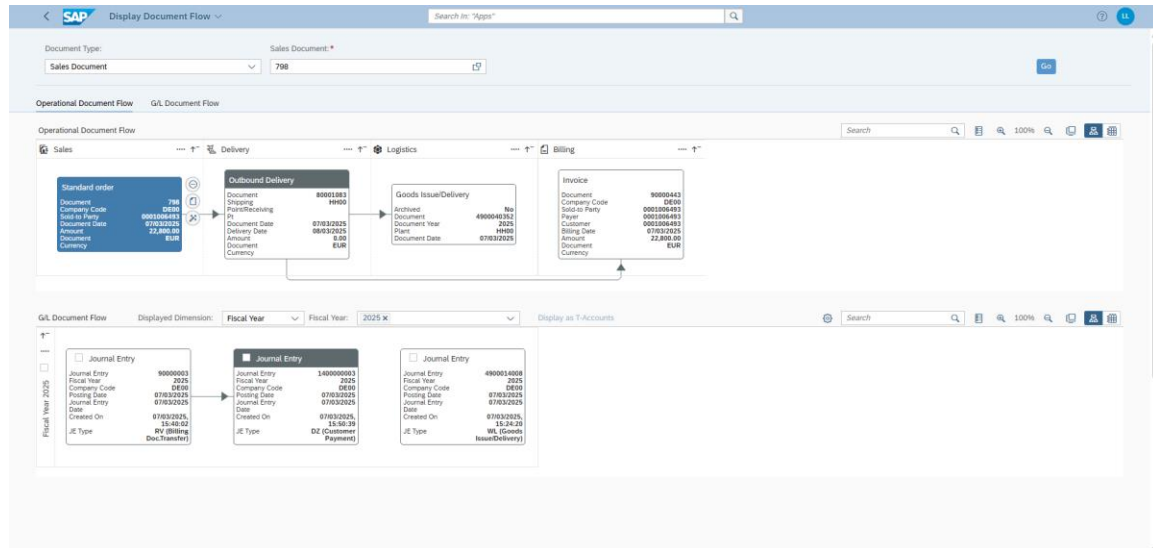
Fig 8: Complete Document Flow (SO → Delivery → Billing → Payment)

5. Key Learning from O2C Practice

The hands-on experience with the O2C cycle gave a complete understanding of how sales processes work in an SAP-integrated business. This included:

- Setting up master data for sales processes.

- Creating, managing, and tracking sales transactions.

- Performing logistical operations such as delivery and inventory reduction.

- Managing billing and accounting integration with finance.

- Visualizing and tracing the entire sales lifecycle via document flow.

6. Screenshots and Figures

All relevant screenshots are embedded under each execution step to provide evidence of completion.

7. Conclusion

This SAP SD task provided practical knowledge of how sales operations are handled within an enterprise using SAP. The O2C cycle touched all critical areas of logistics and financial integration. Mastering this process builds a strong foundation for SAP SD consulting and prepares for more complex configuration and process optimization work.

8. References

- Global Bike Case Study (SAP UCC)

- SAP Help Portal - https://help.sap.com

- Internal SAP Training Materials