

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

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Table of Contents

1. Introduction
2. Objectives
3. Methodology
4. Order-to-Cash Cycle Execution
5. Key Learning from O2C Practice
6. Screenshots and Figures
7. Conclusion
8. References

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.

The screenshot displays the SAP Business Partner Fiori app interface for a newly created customer named "Alster Adventures" (ID: 1006493). The top navigation bar includes the SAP logo, "Business Partner", and a search field. Below the header, the customer's name and ID are shown, along with action buttons: "Edit", "Copy", "Open in", and "Share".

The main content area is divided into several tabs: "Basic Data", "Roles", "Address", "Address-Independent Communication", "Bank Accounts", "Payment Cards", "Identification", "Contacts", "Relationships", "Classification", and "Attachments". The "Basic Data" tab is currently selected, showing the following information:

- Grouping:** Internal number assignment (0001)
- Business Partner Category:** Organization (2)
- Standard Address:** Neuer Pferdemarkt 1, 20359 Hamburg, Germany
- Standard Communication:** Phone Number: --, Email: --

Below the tabs, the "General Information" section displays various fields:

- Organization Title:** Company (0003)
- Name 1:** Alster Adventures
- Name 2:** --
- Name 3:** --
- Name 4:** --
- Search Term 1:** 499
- Search Term 2:** --
- Business Partner Type:** --
- Legal Form:** --
- Foundation Date:** --
- Liquidation Date:** --
- Authorization Group:** Stakeholder-Visibility 0 (Unrestricted)
- External BP Number:** --
- Archiving Flag:** No
- Created By:** Learn-499 (LEARN-499)
- Created On:** 07/02/2025
- Last Changed By:** --
- Last Changed On:** --

The "Industries" section shows a table with columns "Industry System", "Industry", and "Standard In...". It indicates "No items available".

The "Notes" section shows a table with columns "Language", "ID", and "Long Text". It also indicates "No items available".

The "Roles" section is currently empty.

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).

The screenshot displays the SAP 'Create Standard order: Overview' screen. The top navigation bar includes the SAP logo, a search bar, and an 'Exit' button. Below the navigation bar, the 'Menu' dropdown is visible. The main content area is divided into several sections:

- Standard order:** A field for the order number.
- Net Value:** A field showing '22.800,00 EUR'.
- Sold-to Party:** A field showing '1006493 Company Alster Adventures, Neuer Pferdemarkt 1, 20359 Hamburg, Germany'.
- Ship-to Party:** A field showing '1006493 Company Alster Adventures, Neuer Pferdemarkt 1, 20359 Hamburg, Germany'.
- Cust. Reference:** A field showing '499'.
- Cust. Ref. Date:** A field showing '07/03/2025'.

Below these fields, there are tabs for 'Sales', 'Item Overview', 'Item detail', 'Ordering party', 'Procurement', 'Shipping', and 'Reason for rejection'. The 'Sales' tab is currently selected.

The 'Sales' tab contains the following information:

- Req. Deliv. Date:** 08/03/2025
- Complete Date:** (empty)
- Delivery Block:** (empty)
- Billing Block:** (empty)
- Pyt Terms:** 0001 Pay immediately w/o deduction
- Inco. Version:** (empty)
- Inco. Location:** Hamburg
- Inco. Location1:** Hamburg

Below the 'Sales' tab, there is a table for 'All Items' with the following columns: Item, Material, Req. Segment, Order Quantity, Un, S, Item Description, Customer Material Number, RCa, HL Item, D., First Date, PInt, Batch, CnTy, and Amount.

Item	Material	Req. Segment	Order Quantity	Un	S	Item Description	Customer Material Number	RCa	HL Item	D.	First Date	PInt	Batch	CnTy	Amount
10	01W01499			S	EA	Men's Off Road Bike		TAN		D	08/03/2025		HW00		
20	01W02499			S	EA	Women's Off Road Bike		TAN		D	08/03/2025		HW00		
										D	08/03/2025				
										D	08/03/2025				
										D	08/03/2025				

At the bottom of the screen, there is a 'Save' button and a 'Cancel' button.

Fig 2: Sales Order Entry and Pricing Conditions

Stock Availability Check:

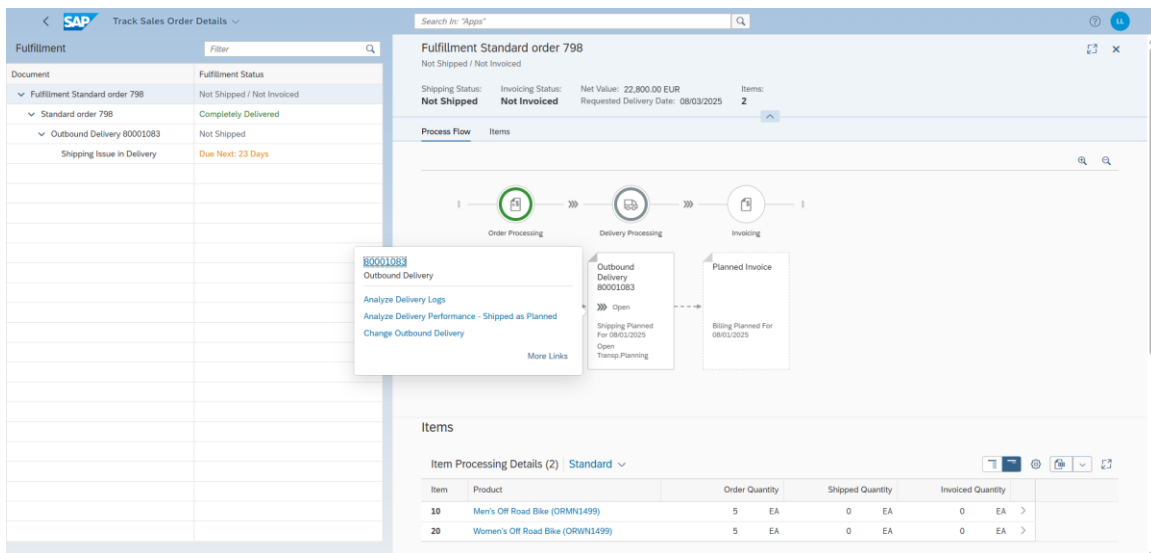
Checked the real-time stock status of both materials in Plant HH00 using the stock overview app.

Material	Material Description	P.	Plant Name	Storage	Description of Storage Location	Special Stock	Special Stock Type Description	Unrestricted Stock	Stock in Quality Inspection
ORWH1499	Women's Off Road Bike	HH00	DC Hamburg	FG00	Finished Goods			100 EA	0 EA
ORMN1499	Men's Off Road Bike	HH00	DC Hamburg	FG00	Finished Goods			100 EA	0 EA
								200 EA	0 EA

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.



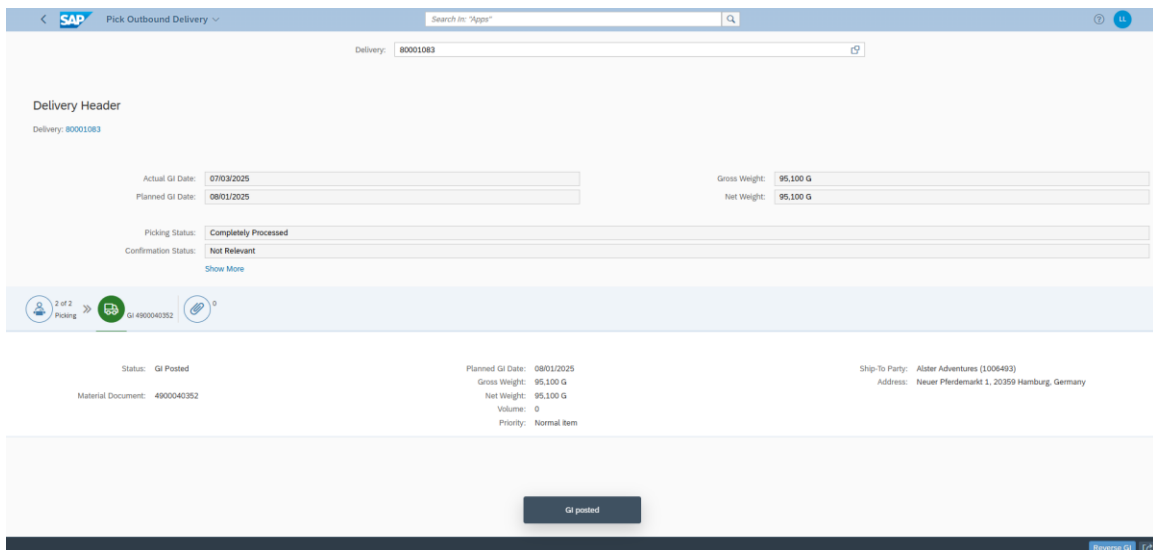
The screenshot displays the SAP S/4HANA interface for creating an outbound delivery. The main header shows 'Fulfillment Standard order 798' with a status of 'Not Shipped / Not Invoiced'. Key details include a net value of 22,800.00 EUR, a requested delivery date of 08/03/2025, and 2 items. The process flow consists of three steps: Order Processing (active), Delivery Processing, and Invoicing. A pop-up menu for '80001083 Outbound Delivery' offers options like 'Analyze Delivery Logs', 'Analyze Delivery Performance - Shipped as Planned', and 'Change Outbound Delivery'. The 'Items' section at the bottom lists two products: 'Men's Off Road Bike (ORMN1499)' and 'Women's Off Road Bike (ORWN1499)', both with an order quantity of 5. The table below shows the item processing details.

Item	Product	Order Quantity	Shipped Quantity	Invoiced Quantity
10	Men's Off Road Bike (ORMN1499)	5 EA	0 EA	0 EA
20	Women's Off Road Bike (ORWN1499)	5 EA	0 EA	0 EA

Fig 4: Outbound Delivery Document

Picking and Posting GI:

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



The screenshot displays the SAP S/4HANA 'Pick Outbound Delivery' interface. At the top, the header bar shows the SAP logo, the title 'Pick Outbound Delivery', and a search bar. Below this, the 'Delivery: 80001083' is entered. The main section is titled 'Delivery Header' and contains the following data:

Delivery: 80001083	
Actual GI Date:	07/03/2025
Planned GI Date:	08/01/2025
Gross Weight:	95,100 G
Net Weight:	95,100 G
Picking Status:	Completely Processed
Confirmation Status:	Not Relevant

Below the header, there is a status bar with icons for '2 of 2 Picking', 'GI 4900040352', and a '0' icon. The bottom section displays the following information:

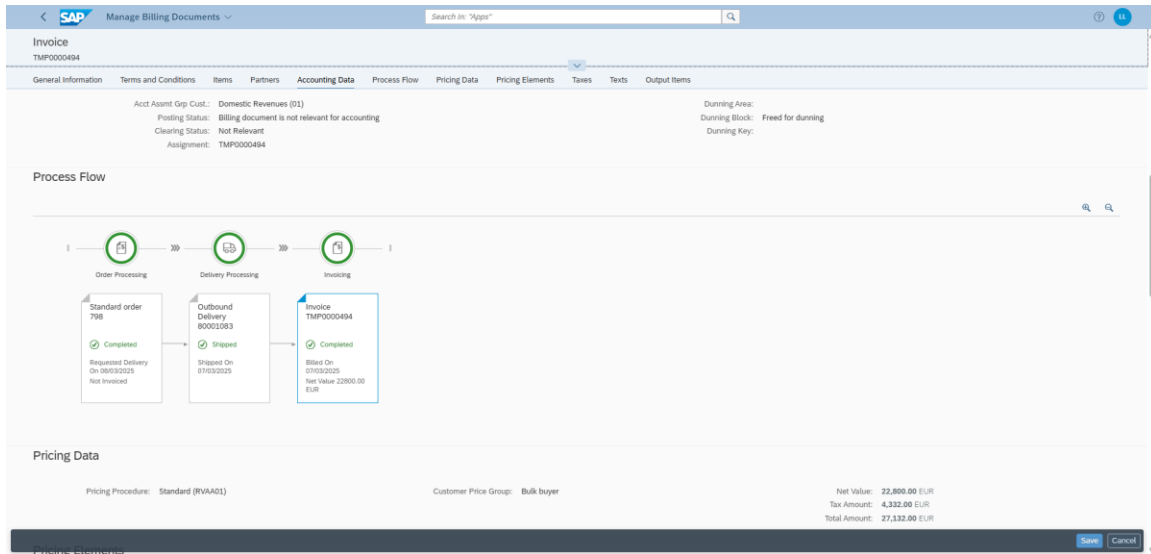
Status:	Planned GI Date:	Ship-To Party:
GI Posted	08/01/2025	Alster Adventures (1006493)
Material Document: 4900040352	Gross Weight: 95,100 G	Address: Neuer Pferdemarkt 1, 20359 Hamburg, Germany
	Net Weight: 95,100 G	
	Volume: 0	
	Priority: Normal Item	

At the bottom center, there is a button labeled 'GI posted'. The bottom right corner features a 'Reverse GI' button and a small icon.

Fig 5: Picking Confirmation and Post Goods Issue

Billing Document Creation:

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

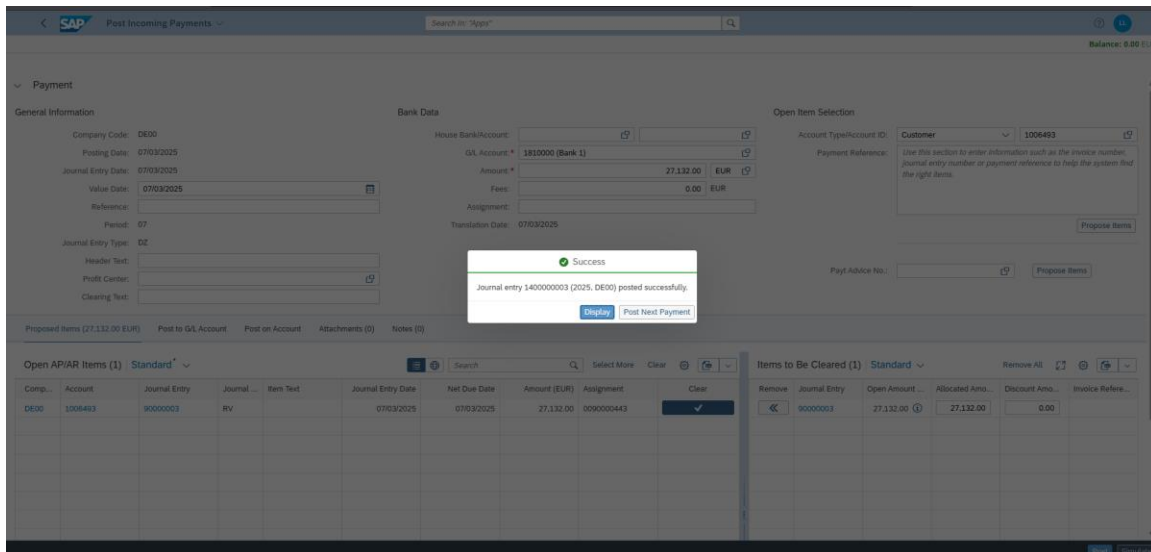


The screenshot shows the SAP 'Manage Billing Documents' interface for an invoice (TMP0000494). The top navigation bar includes tabs for General Information, Terms and Conditions, Items, Partners, Accounting Data, Process Flow, Pricing Data, Pricing Elements, Taxes, Texts, and Output Items. The 'Process Flow' section displays a sequence of three steps: Order Processing (Completed), Delivery Processing (Shipped), and Invoicing (Completed). The 'Pricing Data' section shows the Pricing Procedure as Standard (RVA01) and the Customer Price Group as Bulk buyer. The bottom right corner displays the Net Value (22,800.00 EUR), Tax Amount (4,332.00 EUR), and Total Amount (27,132.00 EUR).

Fig 6: Billing Document Overview

Incoming Payment Posting:

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



The screenshot shows the SAP 'Post Incoming Payments' interface. The 'Payment' section is active, displaying General Information (Company Code: DE00, Posting Date: 07/03/2025) and Bank Data (House Bank/Account: 1810000 (Bank 1), Amount: 27,132.00 EUR). The 'Open Item Selection' section shows the Customer (1006493) and the Payment Reference. A success message is displayed: 'Success. Journal entry 140000003 (2025, DE00) posted successfully.' The bottom section shows the 'Open APIAR Items (1)' table with one item (DE00, 1006493, 90000003, 27,132.00 EUR) and the 'Items to Be Cleared (1)' table with one item (90000003, 27,132.00 EUR).

Fig 7: Incoming Payment Posting

Document Flow Review:

Used the Track Sales Orders app to confirm complete flow from sales order to payment posting.

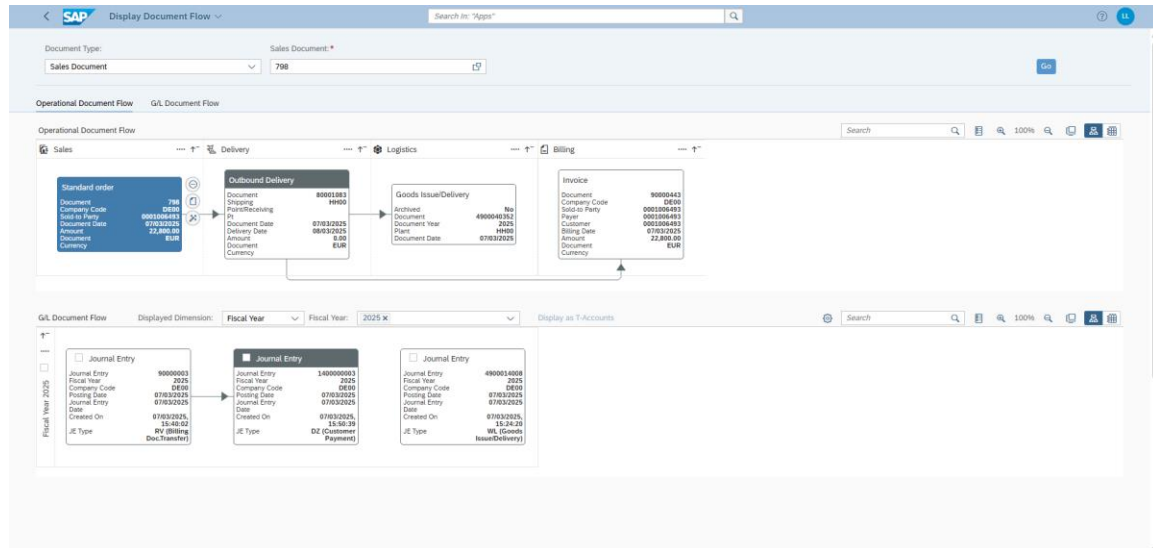


Fig 8: Complete Document Flow (SO → Delivery → Billing → Payment)

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