

# Sales and Distribution (SD)

Curriculum: Introduction to S/4HANA using Global Bike

# Teaching material - Information

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## Teaching material - Version

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- 3.3 (May 2019)
- Software used
  - S/4HANA 1809
  - Fiori 2.0
- Model
  - Global Bike
- Prerequisites
  - No Prerequisites needed

# Module Information

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## Authors

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## Target Audience

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- Beginner

# Module Information

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## Learning Objectives

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- Understand an integrated order-to-cash cycle

# Functionality

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- Sales
- Shipping and Transportation
- Billing
- Credit Management
- Foreign Trade

# Unit Overview

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- SD Organizational Structure
- SD Master Data
- SD Processes
  - Order-to-Cash Process
- Innovations in S/4HANA

# SD Organizational Structure

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- Client
  - An independent environment in the system
- Company Code
  - Smallest org unit for which you can maintain a legal set of books
- Credit Control Area
  - An organizational entity which grants and monitors a credit limit for customers.
  - It can include one or more company codes
- Sales Organization
  - An organizational unit responsible for the sale of certain products or services.
  - The responsibility of a sales organization may include legal liability for products and customer claims
- Distribution Channel
  - The way in which products or services reach the customer
  - Typical examples of distribution channels are wholesale, retail, or direct sales

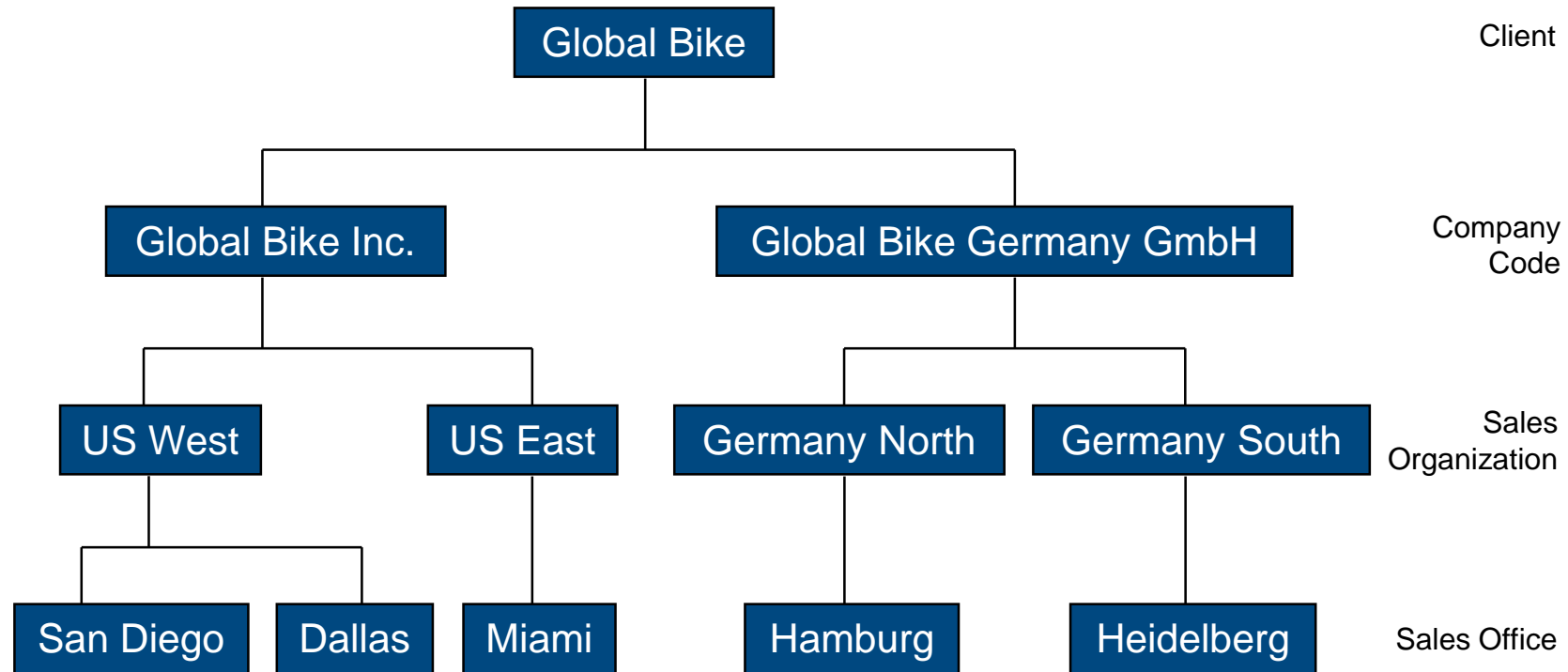
# SD Organizational Structure

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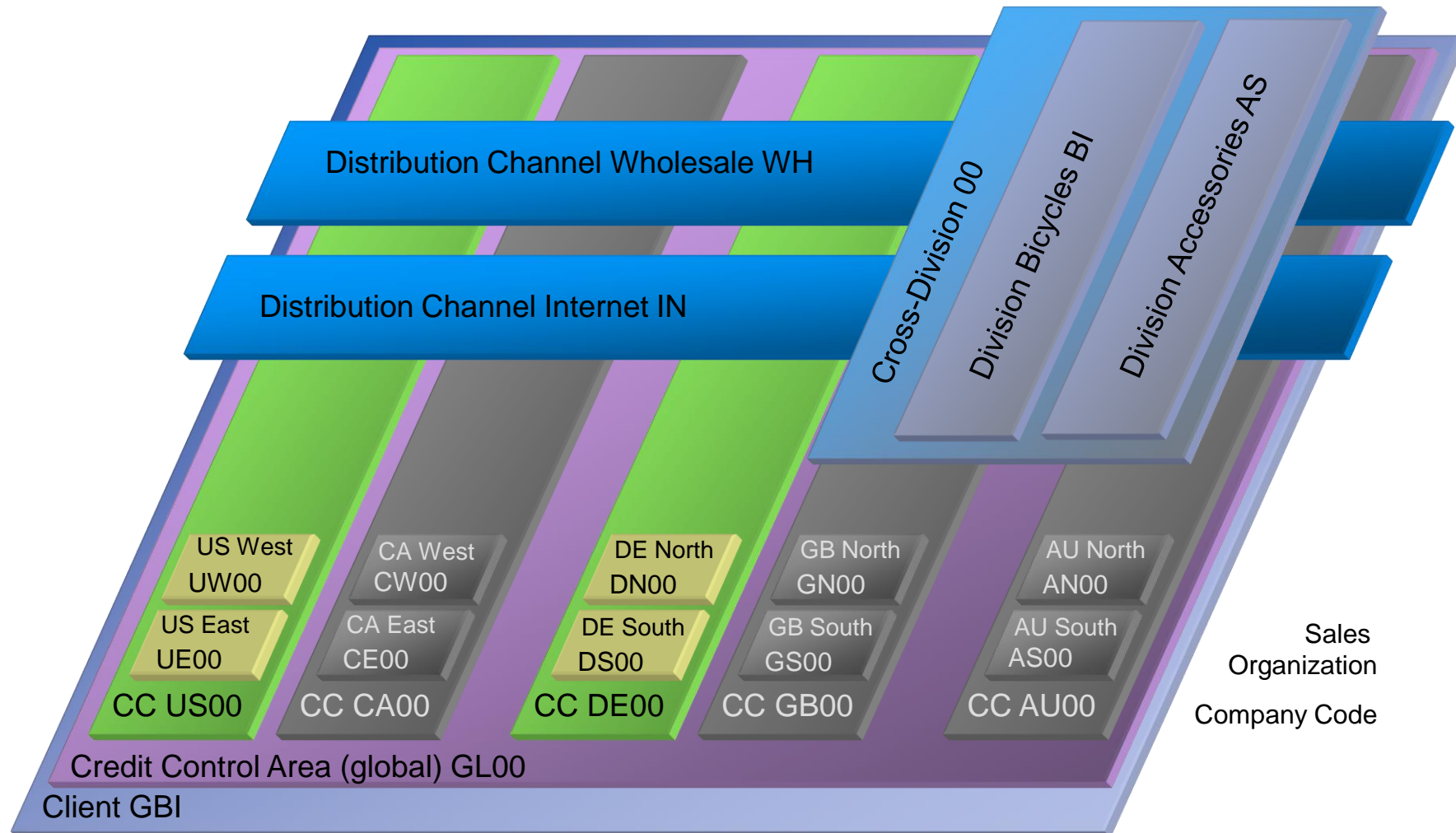
- Division
  - A way of grouping materials, products, or services
- Sales Area
  - Combination of Sales Organization, Distribution Channel and Division
  - Determines conditions (i.e. pricing) for sales activities
- Plant (here: Delivering Plant)
  - Plant from which the goods should be delivered to the customer
- Other SD organization units:
  - Shipping Point
  - Loading Point
  - Sales Office
  - Sales Group
  - Sales Person



# GBI Structure for Sales and Distribution



# GBI Enterprise Structure in SAP ERP (Sales)



# SD Master Data

**SAP** Create Standard Order: Overview

Display Propose Items Header Output Preview Reject Document Mehr Exit

Standard Order:  Net Value:  USD

Sold-To Party:  The Bike Zone / 2144 N Orange Ave / Orlando FL 32804

Ship-To Party:  The Bike Zone / 2144 N Orange Ave / Orlando FL 32804

Cust. Reference:  Cust. Ref. Date:

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

\*Req. Deliv.Date: D  Deliver.Plant:

Complete Div.: ☐ Total Weight:  G

Delivery Block:  Volume:

Billing Block:  Pricing Date:

Pyt Terms:  Pay immediately w/o deduction

Inco. Version:

Inco.terms:

Inco. Location:

All Items

Item	Material	Req. Segment	Order Quantity	Un	S
<input type="checkbox"/> 10	DXTR1000		5	EA	
<input type="checkbox"/> 20	PRTR1000		2	EA	

# Customer Master Data

- Customer Master
  - Contains all of the information necessary for processing orders, deliveries, invoices and customer payment
  - Every customer **MUST** have a master record
    - But you can have one time customers
- Created by Sales Area
  - Sales Organization
  - Distribution Channel
  - Division

The screenshot shows the SAP Customer Master Data display for Business Partner 2001. The header bar indicates the display organization is 2001, role FI Customer. The main content area is divided into several tabs: Address, Address Overview, Identification, Control, Payment Transactions, Status, Legal Data, and Customer Data. The 'Address' tab is active, showing the following information:

- Name:** Title: 0003 Company, Name: Philly Bikes
- Salutation:** 00
- Search Terms:** Search Term 1/2: 000
- Special Customer:** VIP, Undesirable Customer, Reason Undes., Comment
- Standard Address:** Street Address, Street/House number: 20 Pine St, Postal Code/City: 19073 Philadelphia, Country: US, Region: PA, Pennsylvania, Time zone: EST, Tax Juris.: PA00000000, Transportation Zone: 0000000001, Region East

# Customer Master Data

- The customer master information is divided into 3 areas:
  - General Data
  - Company Code Data
  - Sales Area Data

The screenshot shows the SAP Customer Master Data display for Business Partner 2001. The header bar includes the SAP logo and the text "Display Organization: 2001, role FI Customer". Below the header, there are tabs for "Company Code", "ETM Data", "Relationships", "Settings", and "More". The main content area is divided into several sections: "Name", "Search Terms", "Special Customer", "Standard Address", and "Street Address". The "Name" section contains fields for "Title" (0003 Company), "Name" (Philly Bikes), and "Salutation" (00). The "Search Terms" section contains a field for "Search Term 1/2" (000). The "Special Customer" section contains checkboxes for "VIP" and "Undesirable Customer", a field for "Reason Undes.", and a "Comment" field. The "Standard Address" section contains a "Print Preview" button. The "Street Address" section contains fields for "Street/House number" (20 Pine St), "Postal Code/City" (19073 Philadelphia), "Country" (US), "Region" (PA), "Time zone" (EST), "Tax Juris." (PA00000000), and "Transportation Zone" (0000000001).

Display Organization: 2001, role FI Customer

Company Code ETM Data Relationships Settings More

Business Partner: 2001 Philly Bikes / Philadelphia PA 19073

\*Display in BP role: FLCU00 FI Customer

Address Address Overview Identification Control Payment Transactions Status Legal Data Custo...

Name

Title: 0003 Company

Name: Philly Bikes

Salutation: 00

Search Terms

Search Term 1/2: 000

Special Customer

VIP

Undesirable Customer Reason Undes.: Comment:

Standard Address

Print Preview

Street Address

Street/House number: 20 Pine St

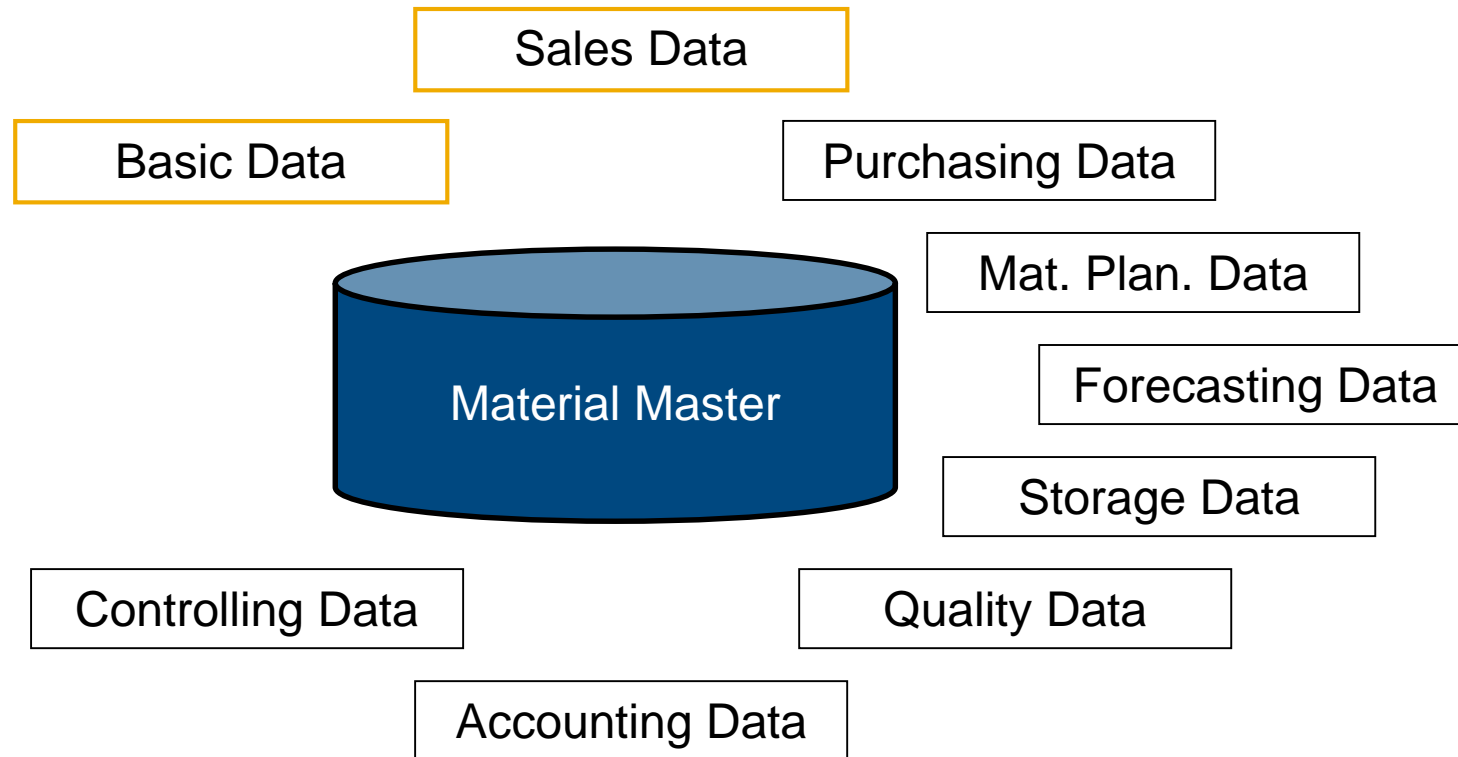
Postal Code/City: 19073 Philadelphia

Country: US USA Region: PA Pennsylvania

Time zone: EST Tax Juris.: PA00000000

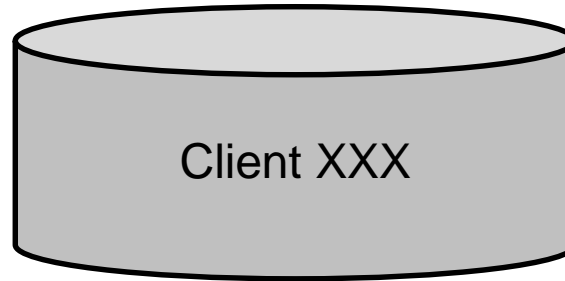
Transportation Zone: 0000000001 Region East

# Material Master Views



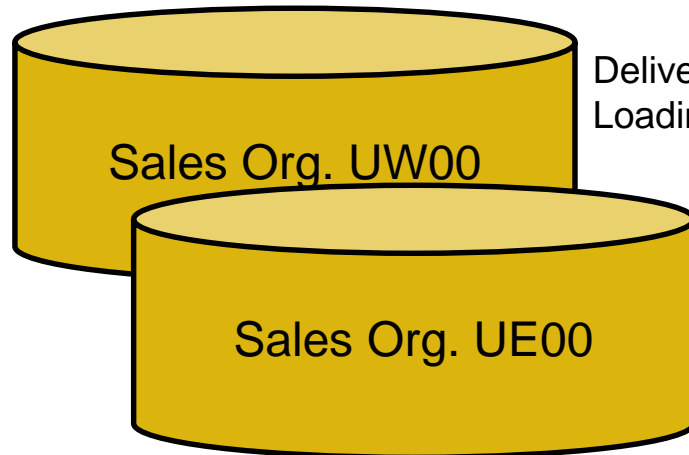
# Material Master

General Information relevant for the entire organization:



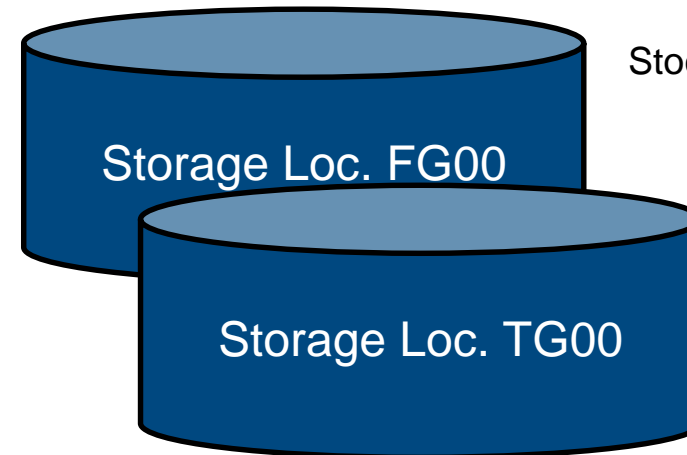
Name  
Weight  
Unit of Measure

Sales specific information:



Delivering Plant  
Loading Grp

Storage Location specific information:



Stock Qty

# Condition Master Data (Pricing)

- Condition master data includes:
  - Prices
  - Surcharges
  - Discounts
  - Freights
  - Taxes
- You can define the condition master to be dependent on various data:
  - Material specific
  - Customer specific
- Conditions can be dependent on any document field

The screenshot displays two SAP Pricing Elements tables. The top table is for Item 10 (Material: DXTR1000, Deluxe Touring Bike (black)) and the bottom table is for Item 20 (Material: PRTR1000, Professional Touring Bike (black)). Both tables show a list of pricing elements with columns for L., CnTy, Name, Amount, CrCy, per, U., Condition Value, and Curr. The elements include Price, Gross Value, Discount Amount, Rebate Basis, Net Value for Item, Net Value 2, Total, Cash Discount, Internal price, and Standard - USA /With.

L.	CnTy	Name	Amount	CrCy	per	U.	Condition Value	Curr.
PR00		Price	3.000,00	USD	1	EA	15.000,00	USD
		Gross Value	3.000,00	USD	1	EA	15.000,00	USD
		Discount Amount	0,00	USD	1	EA	0,00	USD
		Rebate Basis	3.000,00	USD	1	EA	15.000,00	USD
		Net Value for Item	3.000,00	USD	1	EA	15.000,00	USD
		Net Value 2	3.000,00	USD	1	EA	15.000,00	USD
		Total	3.000,00	USD	1	EA	15.000,00	USD
SKTO		Cash Discount	0,000	%			0,00	USD
VPRS		Internal price	1.400,00	USD	1	EA	7.000,00	USD
		Standard - USA /With	1.600,00	USD	1	EA	8.000,00	USD

L.	CnTy	Name	Amount	CrCy	per	U.	Condition Value	Curr.
PR00		Price	3.200,00	USD	1	EA	6.400,00	USD
		Gross Value	3.200,00	USD	1	EA	6.400,00	USD
		Discount Amount	0,00	USD	1	EA	0,00	USD
		Rebate Basis	3.200,00	USD	1	EA	6.400,00	USD
		Net Value for Item	3.200,00	USD	1	EA	6.400,00	USD
		Net Value 2	3.200,00	USD	1	EA	6.400,00	USD
		Total	3.200,00	USD	1	EA	6.400,00	USD
SKTO		Cash Discount	0,000	%			0,00	USD
VPRS		Internal price	1.500,00	USD	1	EA	3.000,00	USD
		Standard - USA /With	1.700,00	USD	1	EA	3.400,00	USD

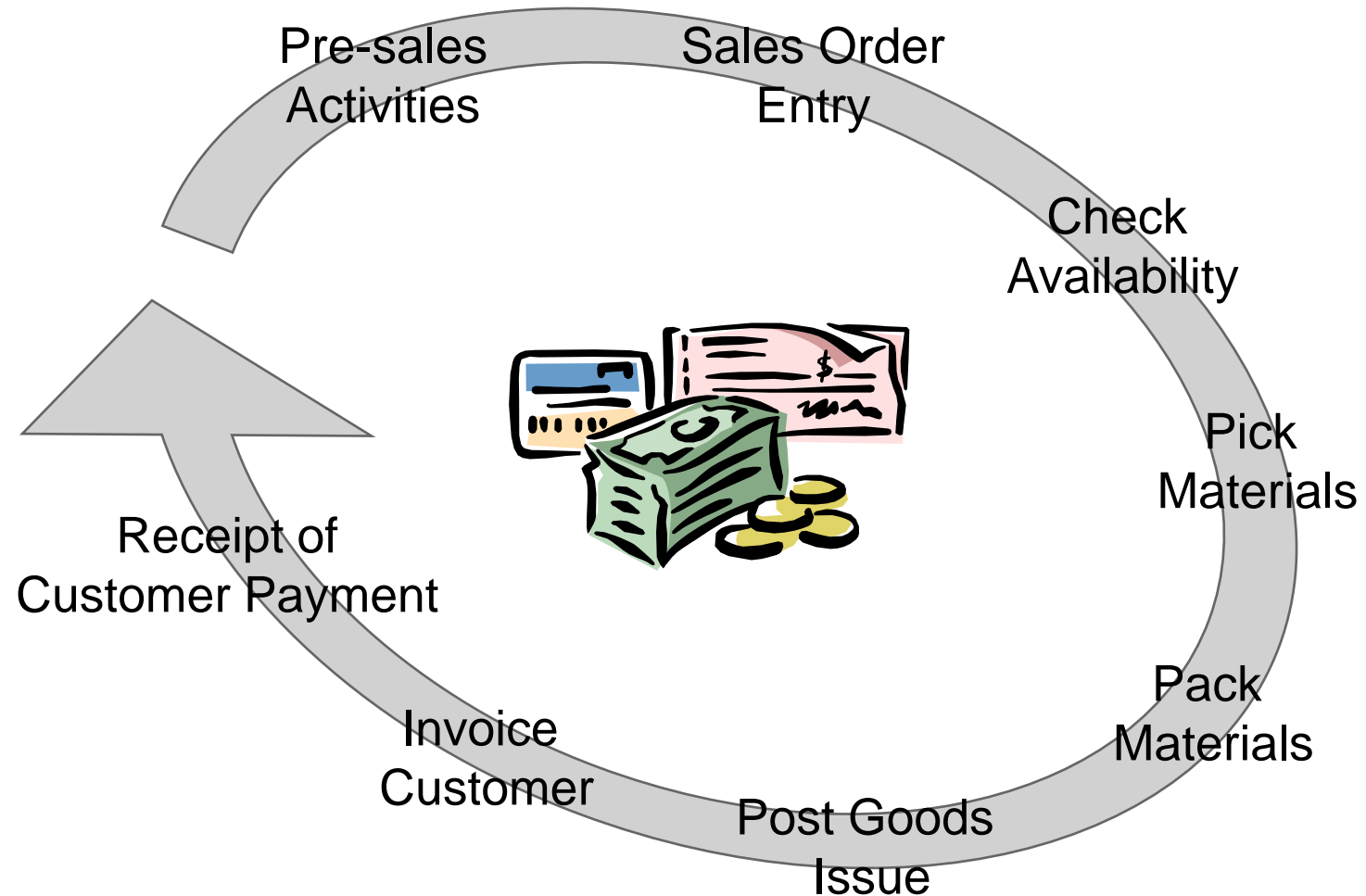


# Output

- Output is information that is sent to the customer using various media, such as:
  - E-mail
  - Mail
  - EDI
  - XML
- Output examples:
  - Quotation
  - Confirmation
  - Invoice

The screenshot shows the SAP 'Change Standard Order 6: Output' configuration screen. The header bar includes the SAP logo and the title 'Change Standard Order 6: Output'. Below the header, there is a search bar and a 'More' dropdown. The main content area is divided into sections. The first section contains 'Sold-to party: 25008' and 'The Bike Zone', and 'Output type: BA00' and 'Order Confirmation'. The second section, 'Printing information', contains several fields: 'Logical destination: LP01' with a note 'Beispieldrucker. Mit SPAD anpassen.', 'Number of messages: 0' with a 'Print immediately' checkbox checked, 'Spool request name: LIST1S' with a 'Release after output' checkbox unchecked, 'Suffix 1: BA00', 'Suffix 2: AUFTRAG', 'SAP cover page: Do Not Print' (dropdown), 'Recipient: LEARN-015', 'Department:' (empty), 'Cover Page Text:' (empty), 'Authorization:' (empty), and 'Storage Mode: 1 Print only' (dropdown). The third section, 'Format', contains a 'Form:' field.

# Sales Order Process



# Pre-Sales Activities (CRM Light)

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- Sales Support is a component of SD that assists in the sales, distribution, and marketing of a companies products and services to its customers. It contains the following functionality:
  - Creating and tracking customer contacts and communications (sales activity)
    - Phone call records
    - On-site meeting
    - Letters
    - Campaign communication
  - Implementing and tracking direct mailing, internet, and trade fair campaigns based on customer attributes
- Pre-sales documents need to be managed within the presales activities: Inquiries and Quotations. These documents help identify possible sales related activity and determine sales probability.

# Pre-Sales Activities (CRM Light)

- The ultimate goal of all pre-sales activities is to equip the sales technician with all the information necessary to negotiate and complete the potential sale.
- Information needed:
  - Past sales activity
  - Past communication
  - Contact information
  - General Company info
  - Credit limits and usage
  - Current backorders
- 360° view of your customer

The screenshot displays the SAP CRM Light interface for a specific customer. The top section shows 'Sales activity' with details like 'Type: Sales Call', 'From: 10/04/2006 09:45', 'To: 10/04/2006 10:22', and 'Comment: Status HOT'. To the right, 'Contact persons' information is shown, including 'Company: 162 SAP, America // Newton Square PA', 'Contact person: Eva Romero', and 'Employee respons.: 21 Grayson / 150 Forest Ave / US / 5'. Below this, a 'Follow-up actions' bar contains a 'Create standard order' button and a 'Link objects' button. The main area features a 'Description' tab and a 'Sales summary' tab. The 'Info block' is set to 'Key figures' and the 'View' is 'Statistical info'. The 'Customer' field shows '0000000162'. The 'Statistics measures' table shows 'Sales activities (CAS)' with 'Min: 0', 'Max: 0', 'Totals: 0', 'Average: 0', and 'Open' status. The 'Last SD documents' table lists several sales activities with their dates, net values, and statuses.

Statistics measures					
Document category	Value in T				
	Min	Max	Totals	Average	Open
Sales activities (CAS)	0	0	0	0	

Last SD documents			
Sales activities (CAS)	Date	Net value	Status
0100000003	03/10/06	0.00	Open
Order			
0000000146	10/03/06	1,452.25 USD	Open
0000000145	09/25/06	1.09 USD	Open
0000000140	03/15/06	49,750.00 USD	Completed
0000000133	09/14/05	18,000.00 USD	Open
0000000132	09/14/05	13,500.00 USD	Being processed

# Inquiry

- An inquiry is a customer's request to a company for information or quotation in respect to their products or services without obligation to purchase.
  - How much will it cost
  - Material/Service availability
  - May contain specific quantities and dates
- The inquiry is maintained in the system and a quotation is created to address questions for the potential customer.

Company The Bike Zone 2105 N Lewis Ave Portland OR 97227		<b>Inquiry</b> Number/Date 10000002 / 04/21/2010 Reference no./Date 000 / 04/21/2010 Delivery date Day 04/21/2010 Cust. no. 1301 Validity period 04/21/2010 bis 05/21/2010				
We deliver according to the following conditions:		Currency USD				
Terms of payment Payable immediately without deduction						
Terms of delivery FOB San Diego						
Weights (gross/net) - Volume - Mark						
Gross weight	57,170 G	Net weight	57,170 G			
Please see our promotional offer enclosed. Delivery as long as stocks last.						
Item	Material	Qty	Description	Price	Price unit	Value
000010	DXTR1000	5 EA	Deluxe Touring Bike (black)	3,000.00	USD	15,000.00
000020	PRTR1000	2 EA	Professional Touring Bike (black)	3,200.00	USD	6,400.00
Final amount						21,400.00

# Quotation

- The quotation presents the customer with a legally binding offer to deliver specific products or a selection of a certain amount of products in a specified timeframe at a pre-defined price.

<b>Company</b> The Bike Zone 2105 N Lewis Ave Portland OR 97227	<b>Quotation</b> Number/Date 20000000 / 04/21/2010 Reference no./Date 000 / 04/21/2010 Delivery date Day 04/21/2010 Cust. no. 1301 Validity period 04/21/2010 bis 05/21/2010
--------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

We deliver according to the following conditions: Currency USD  
Terms of payment Payable immediately without deduction

Terms of delivery FOB San Diego

Weights (gross/net) - Volume - Mark  
Gross weight 57,170 G Net weight 57,170 G

Please see our promotional offer enclosed. Delivery as long as stocks last.

Item	Material	Qty	Description	Price	Price unit	Value
000010	DXTR1000		Deluxe Touring Bike (black)			
		5 EA	3,000.00 USD	1 EA		15,000.00
	Material		50.00- USD	1 EA		250.00-
	% Discount from N		5.000- %			737.50-
	Net Value for It		2,802.50 USD	1 EA		14,012.50
000020	PRTR1000		Professional Touring Bike (black)			
		2 EA	3,200.00 USD	1 EA		6,400.00
	% Discount from N		5.000- %			320.00-
	Net Value for It		3,040.00 USD	1 EA		6,080.00
Final amount						20,092.50

# Sales Order

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- Sales order processing can originate from a variety of documents and activities
  - Customer contacts us for order: phone, internet, email
  - Existing Contract
  - Quotations
  
- The electronic document that is created should contain the following basic information:
  - Customer Information
  - Material/service and quantity
  - Pricing (conditions)
  - Specific delivery dates and quantities
  - Shipping information
  - Billing Information

# Sales Order

- The sales document is made up of three primary areas:
  - Header
    - Data relevant for the entire sales order: Ex: customer data, total cost of the order
  - Line Item(s)
    - Information about the specific product: Ex: material and quantity, cost of an individual line
  - Schedule Line(s)
    - Uniquely belongs to a Line Item, contains delivery quantities and dates for partial deliveries

The screenshot displays the SAP Sales Order interface. The top section shows the header information, including the Standard Order number (15), Net Value (21,400.00 USD), and customer data (Sold-To Party: 25011, Ship-To Party: 25011, Cust. Reference: 0000, Cust. Ref. Date: 08.05.2018). The middle section shows the item overview with tabs for Sales, Item Overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection. The bottom section shows the line items table, which includes columns for Item, Material, Order Quantity, Un, S, Item Description, and Customer Material. The line items table shows two items: 10 DXTR1000 (Deluxe Touring Bike (black)) and 20 PRTR1000 (Professional Touring Bike (black)). The bottom right section shows the schedule lines table, which includes columns for Delivery Date, Order Quantity, Rounded qty, Confirmed Qty, S., Delivery Block, and Delivered qty. The schedule lines table shows one line with a delivery date of 08.05.2018, an order quantity of 5, and a delivered quantity of 5.

Item	Material	Order Quantity	Un	S	Item Description	Customer Material
10	DXTR1000	5	EA		Deluxe Touring Bike (black)	
20	PRTR1000	2	EA		Professional Touring Bike (black)	

Delivery Date	Order Quantity	Rounded qty	Confirmed Qty	S.	Delivery Block	Delivered qty
08.05.2018	5	5	5	EA		5



# Sales Order

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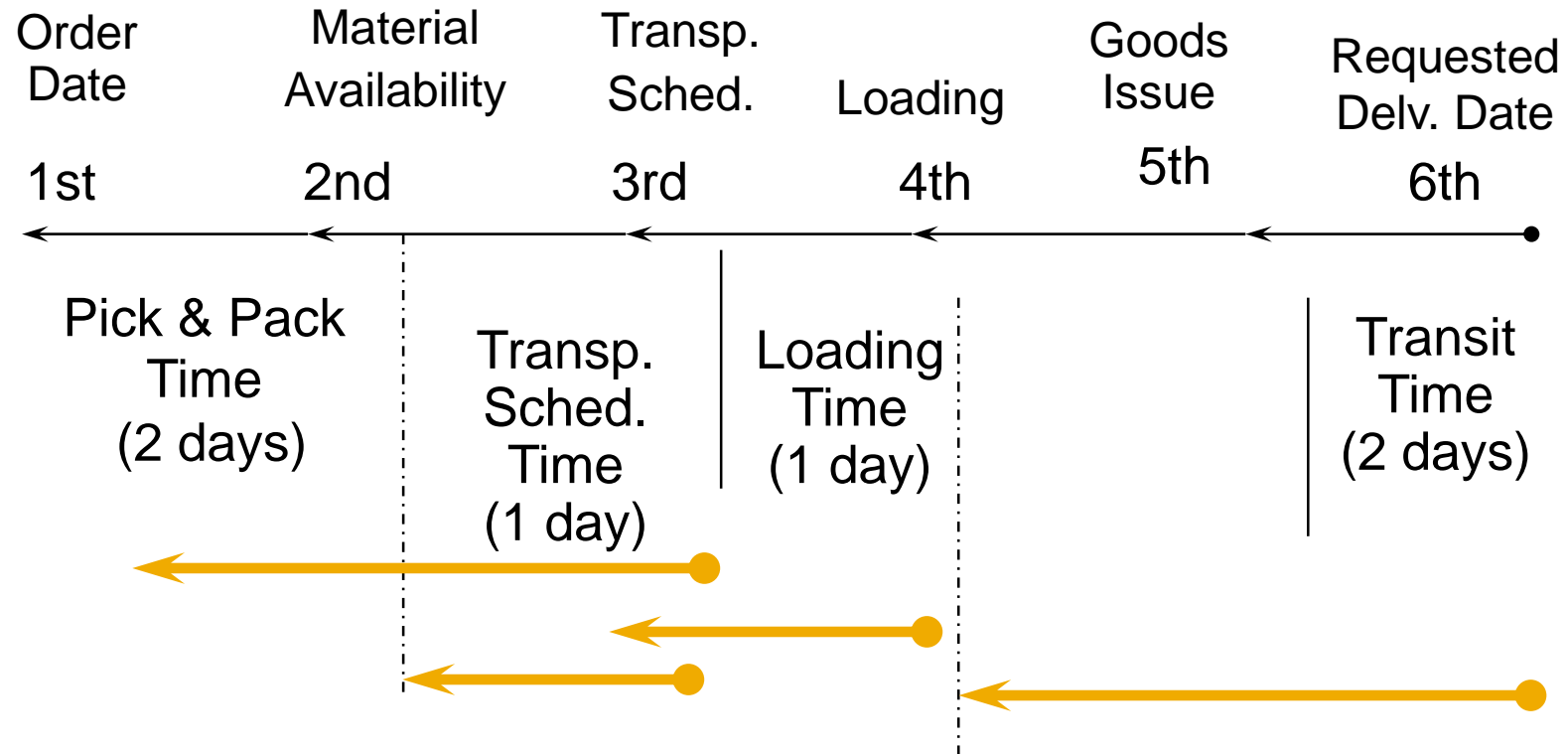
- The sales order contains all of the information needed to process your customers request, the following information is determined for each sales order:
  - Delivering Schedule
  - Shipping point and route determination
  - Availability Check
  - Transfer of requirements to MRP
  - Pricing
  - Credit limit check

# Delivery Scheduling

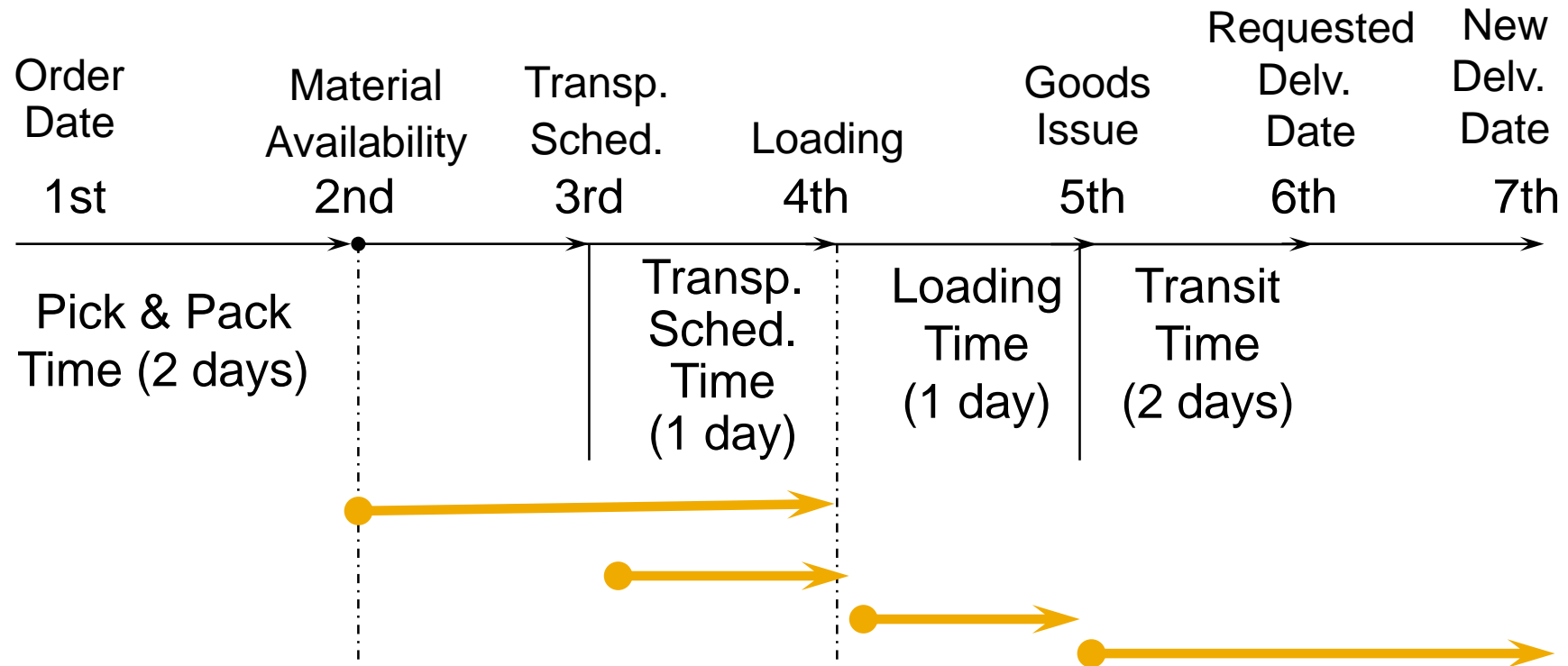
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- When an order is created you must enter a requested delivery date for the order or each line item.
- The system will then determine a delivery timeline, this will be used when determining our material availability, or ATP (Availability to Promise) date.
- The system will determine this date using forward and backward scheduling rules you have defined.

# Backward Scheduling



# Forward Scheduling



# Shipping & Route Determination

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- During the creation of the sales order the system must determine the shipping point from which the material will be shipped and the route the material will take to get from your warehouse to your customers location.
- A shipping point is determined for each line item within the order.
- The route determination is used to define the transit time of the material that we used in scheduling.

# Availability Check

- Availability Check
  - Determines the material availability date
  - Considers all inward and outward inventory movements
- Proposes 3 methods of delivery
  - One-time delivery
  - Complete delivery
  - Delayed proposal
- Rules are created by YOU

SAP Availability Overview

Material: DXTR1015  
Deluxe Touring Bike (black)

Plant: MI00  
MRP Area: MI00  
Base Unit: EA

Avail. check: 02  
Check rule: A

With reqmts qtys: ☐  
End lead time:

Totals display

Receipts: 95  
Issues: 0  
Confirmed issues: 0

ATP situation

<input type="checkbox"/>	Date	MRP el...	MRP element data	Rec./reqd qty
<input type="checkbox"/>	14.05.2018	Stock		95
<input type="checkbox"/>	14.05.2018	SLocSt	FG00	95
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				

# Pricing

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- The system displays pricing information for all sales documents on the pricing screens at both the header and the line item level.
  - Header pricing is valid for the whole order and it is the cumulative of all line items within the order
  - Line item pricing is for each specific material.
- The system will automatically search for price, discounts, surcharges, calculate taxes and freight. You have the ability to manually manipulate the pricing at both the header and line item level within the sales order by entering a condition type and amount.
  - Taxes and freight can be set-up so we can't manually enter them

# Credit Check

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- Allows your company to manage its credit exposure and risk for each customer by specifying credit limits.
- During the sales order process the system will alert the sales rep about the customers credit situation that arises. If necessary, the system can be configured to block orders and deliveries.

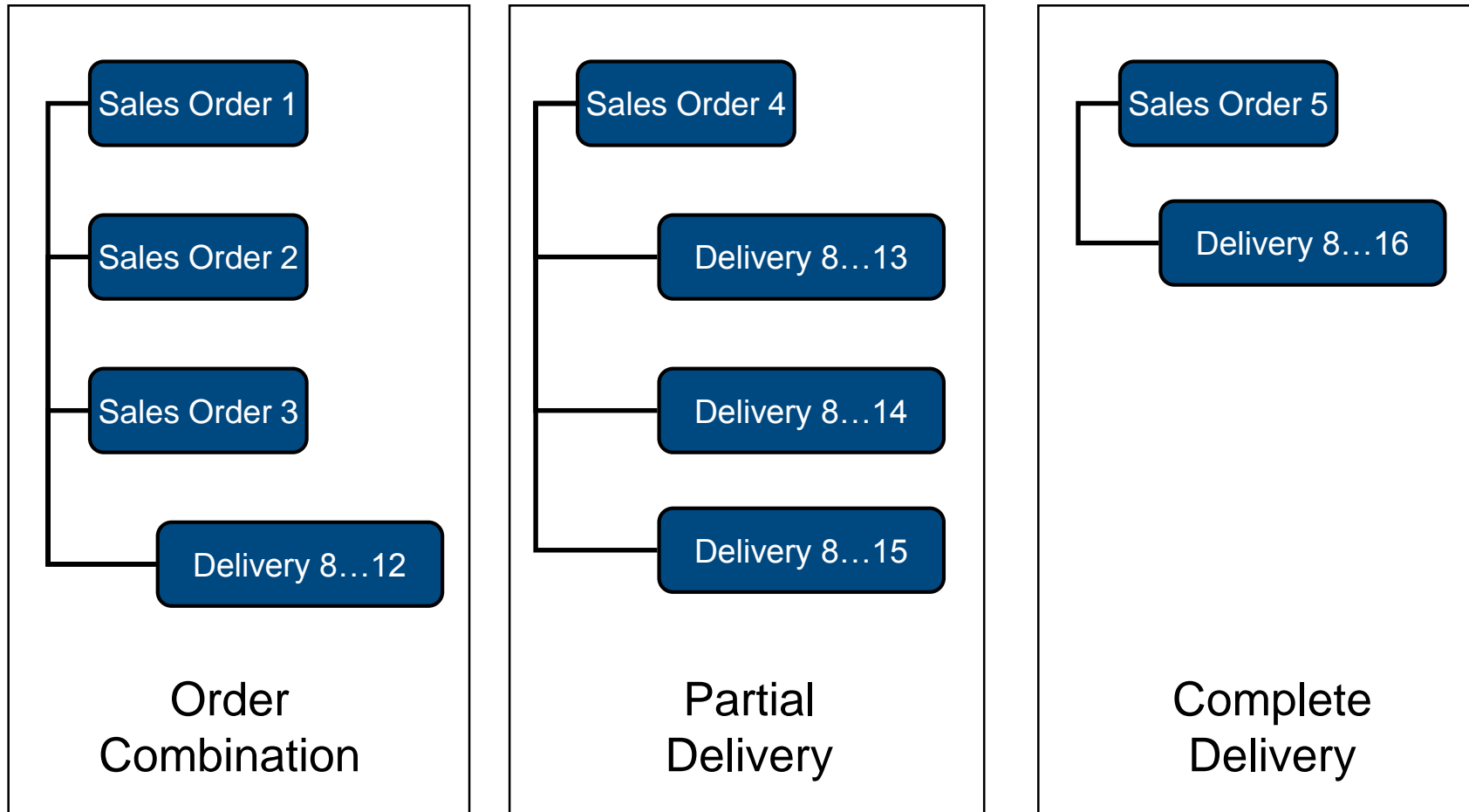


# Shipping & Transportation

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- The shipping process begins when you create the delivery document for the sales order. This document controls, supports, and monitors numerous sub-processes for shipping processing:
  - Picking
  - Packing
  - Post Goods Issue
- Integrated with the Material Management (MM), extended Warehouse Management (eWM) and Finance (FI) modules

# Shipping



# Delivery Creation

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- Checks order and materials to determine if a delivery is possible — delivery block (hold), completeness
- Confirms availability
- Confirms export/foreign trade requirements
- Determines total weight & volume

# Delivery Creation

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- Generates packing proposal
- Calculates weight and volume
- Checks scheduling
- Considers partial deliveries
- Updates route assignment
- Assigns picking location
- Updates sales order
- Determines batches
- Quality check (if needed)
- Updates sales order

# Delivery Document

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- The Delivery Document initiates the delivery process and is the control mechanism for this process
  - Picking
  - Packing
  - Loading
  - Posting Goods Issue
  
- Changes to delivery are allowable - products, quantities

# Picking

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- Quantities based on delivery note
- Assigned date when picking should begin
- Automated storage location assignment
- Supports serial number/lot number tracking and batch management
- Integrated with Warehouse Management (WM)

# Loading and Packing

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- Identifies which packaging is to be used for specified products (customer preference and UCC-128 considerations)
- Identifies and updates accounts associated with returnable packaging
- Tracks the packed product by container
- Insures weight/volume restrictions are enforced
- All packed items are assigned to the required means of transportation

# Goods issue

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- Event that could indicates the legal change in ownership of the products
  - it's recognition that the goods have left the premises of the seller. Legal change in ownership depends on the Incoterm and what's in the sales order terms and conditions.
- Reduces inventory and enters Cost of Goods Sold
- Automatically updates the General Ledger (G/L) accounts
- Ends the shipping process and updates the status of the shipping documents



# Billing

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- The billing document is created by coping data from the sales order and/or delivery document.
  - Order-based billing
  - Delivery-based billing
- The billing process is used to generate the customer invoice.
- It will update the customer's credit status.

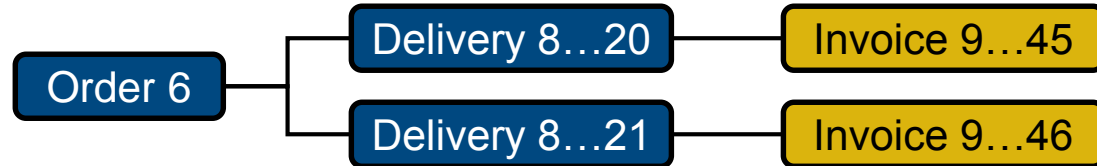
# Billing Documents

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- The billing document will automatically create a debit posting to your customer sub-ledger account and credit your revenue account.
- It is at this point that the sales process is passed over to Financial Accounting to await payment.

# Billing Methods

Delivery based  
Invoicing



Collective  
Invoicing



Split  
Invoicing



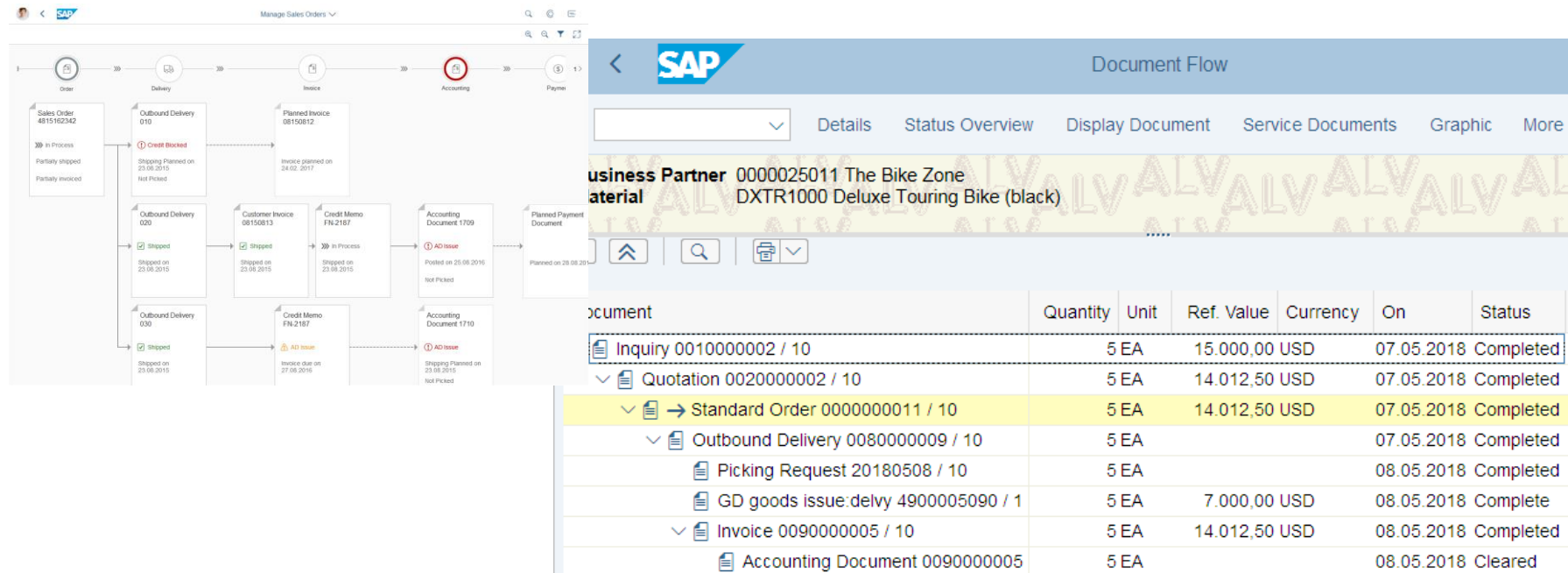
# Payment

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- Payment is the final step in the sales order process, this step is managed by the Financial Accounting department.
- Final payment includes:
  - Posting payments against invoices.
  - Reconciling differences between payment and invoice.
- Payment will create a posting clearing the liability in the A/R account and increases your bank account.

# Document Flow

- The document flow and order status feature allows you to find the status of an order at any point in time. The SAP updates the order status every time a change is made to any document created in the customer order management cycle (Order-to-Cash).



# Sales Order Process Debugging

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- “Never again did I learn so much in such a short time, because twenty participants made mistakes for me! You cannot make so many mistakes all alone”

SAP Co-founder Klaus Tschira  
on his experiences teaching COBOL  
to clients at IBM

# Sales Order Process Debugging

## ■ Document Flow

- Gives Order Process Status

## ■ List of Sales Orders (VA05)

- Tool to Find Order
- Need student's user id/data set number



The screenshot shows the SAP Document Flow interface for a sales order. The header includes the SAP logo and the title 'Document Flow'. Below the header, there are tabs for 'Details', 'Status Overview', 'Display Document', 'Service Documents', 'Graphic', and 'More'. The main content area displays the business partner '0000025011 The Bike Zone' and the material 'DXTR1000 Deluxe Touring Bike (black)'. A table below lists the document flow items, including Inquiry, Quotation, Standard Order, Outbound Delivery, Picking Request, GD goods issue, Invoice, and Accounting Document, with columns for Document, Quantity, Unit, Ref. Value, Currency, On, and Status.

Document	Quantity	Unit	Ref. Value	Currency	On	Status
▼ Inquiry 0010000002 / 10	5	EA	15.000,00	USD	07.05.2018	Completed
▼ Quotation 0020000002 / 10	5	EA	14.012,50	USD	07.05.2018	Completed
▼ → Standard Order 0000000011 / 10	5	EA	14.012,50	USD	07.05.2018	Completed
▼ Outbound Delivery 0080000009 / 10	5	EA			07.05.2018	Completed
Picking Request 20180508 / 10	5	EA			08.05.2018	Completed
GD goods issue:delvy 4900005090 / 1	5	EA	7.000,00	USD	08.05.2018	Complete
▼ Invoice 0090000005 / 10	5	EA	14.012,50	USD	08.05.2018	Completed
Accounting Document 0090000005	5	EA			08.05.2018	Cleared

# Innovations in SAP S/4HANA

## Focus Sales and Distribution in GBI

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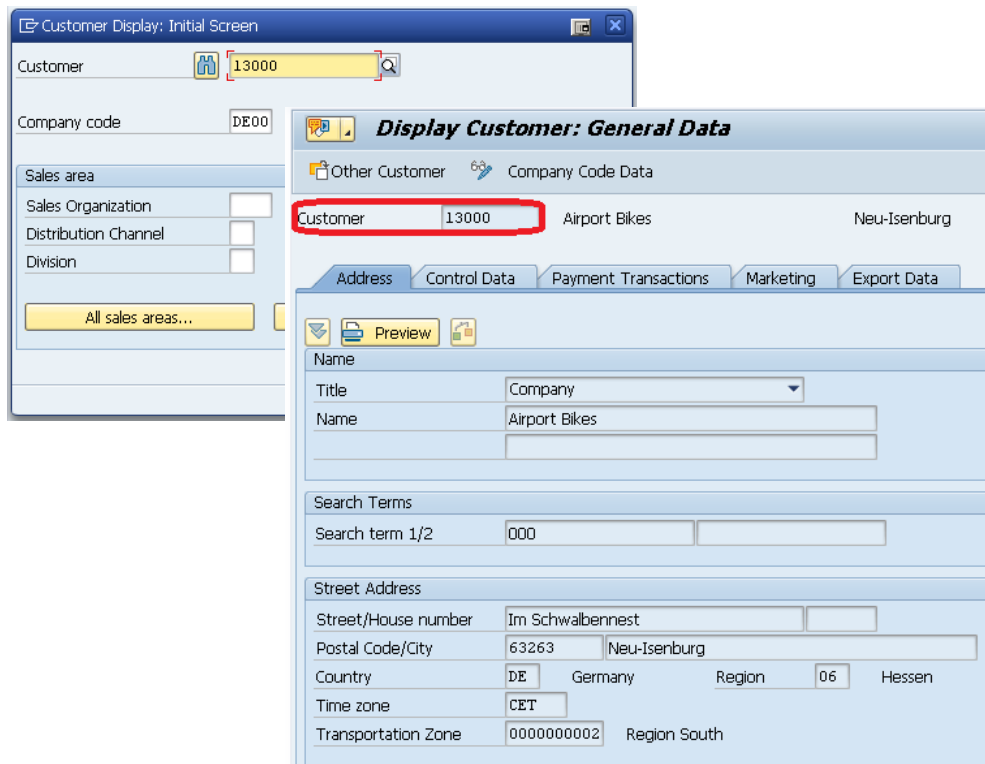
- 1) Business Partner (BP) is the Single Point of Entry for master data such as customer, vendor, contact person
  - ➔ Transaction BP replaces FD01, FD02, FD03, FD05, FD06, FD0 FK01, FK02, FK03, FK05, FK06, FK08 MAP1, MAP2, MAP3 MK01, MK02, MK03, MK05, MK06, MK12, MK18, MK19, V-03, V-04, V-05, V-06, V-07, V-08, V-09, V-11, V+21, V+22, V+23, VAP1, VAP2, VAP3 VD01, VD02, VD03, VD05, VD06 XD01, XD02, XD03, XD05, XD06, XD07 XK01, XK02, XK03, XK05, XK06, XK07
- 2) Credit Management has to be initialized in S/4HANA to perform processes in distribution
- 3) Simplification in SD Analytics
  - ➔ No aggregates are formed via data for analytical processes. S/4HANA analyzes are based on ODATA and Open CDS (Core Data Services). These data are stored directly on the database and they grow there over time.



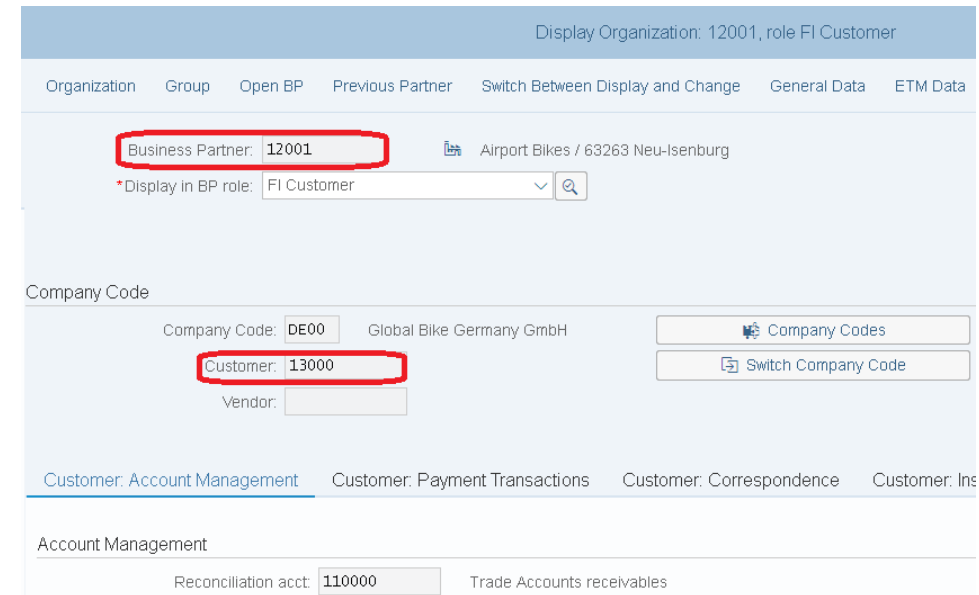
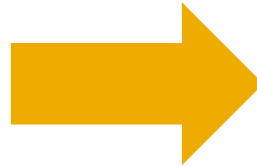
# Innovations in SAP S/4HANA

## Business Partner

- The core function of SAP S/4HANA is the simplification of data structures
- ➔ various transactions, such as the management of customers or creditor, are summarized
- It is (so far) still possible to navigate through the well-known tree paths



The screenshot shows the 'Customer Display: Initial Screen' in SAP S/4HANA. The 'Customer' field is set to '13000'. The 'Company code' is 'DE00'. The 'Sales area' section includes 'Sales Organization', 'Distribution Channel', and 'Division'. The 'Display Customer: General Data' section shows 'Customer' as '13000' and 'Airport Bikes' as the company name. The 'Address' tab is active, showing 'Name' as 'Company' and 'Airport Bikes'. The 'Search Terms' section shows 'Search term 1/2' as '000'. The 'Street Address' section shows 'Street/House number' as 'Im Schwalbennest', 'Postal Code/City' as '63263 Neu-Isenburg', 'Country' as 'DE Germany', 'Region' as '06 Hessen', 'Time zone' as 'CET', and 'Transportation Zone' as '0000000002 Region South'.



The screenshot shows the 'Display Organization: 12001, role FI Customer' in SAP S/4HANA. The 'Business Partner' field is set to '12001' and is highlighted with a red box. The 'Company Code' section shows 'Company Code: DE00' and 'Global Bike Germany GmbH'. The 'Customer' field is set to '13000' and is highlighted with a red box. The 'Vendor' field is empty. The 'Account Management' section shows 'Reconciliation acct: 110000' and 'Trade Accounts receivables'.

A unique business partner number is assigned to customer 13000. This business partner number is assigned to various roles such as the customer, creditor or contact person.

Relationship: n:m

# Innovations in SAP S/4HANA

## Business Partner

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- There are redundant object models in the traditional ERP system where the vendor master and customer master is used.
  - The (mandatory) target in SAP S/4HANA is the Business Partner approach.
- Business partners can be categorized as a person, group, or organization as follows:
  - An organization represents units such as a company (for example, a legal person), parts of a legal entity (for example, a department), or an association. Organization is an umbrella term to map every kind of situation in the day-to-day business activities.
  - A group represents a shared living arrangement, a married couple, or an executive board.

# Innovations in SAP S/4HANA

## Credit Management

- In contrast to ERP, the component Credit Management (FI-AR-CR) is not available as part of S/4HANA.
- Equivalent: SAP Credit Management (FIN-FSCM-CR)
  - In ERP there was the possibility to not use the function FI-AR-CR, but FIN-FSCM-CR has to be initialized.
  - It helps companies to identify the risk of loss of receivables against their business partners at an early stage, and to make credit decisions efficiently and partially automated.
- Recommended for:
  - Companies with a high number of business partners
  - Companies that want to merge internal and external data of a business partner into an own credit assessment or evaluation.
  - Companies that have an extremely distributed system landscape often have problems with the consolidation of information on the purpose of credit decisions



# Innovations in SAP S/4HANA

## Simplification in SD Analytics

- Analyzes are based on ODATA and Open CDS (Core Data Services)
- stored directly on the database ➡ Data grow there over time
- SD specific business objects such as Sales Order, Customer Invoice, Outbound Delivery and many others in the data base tables VBAK, LIKP and VBRK are represented by CDS views that regulate uniform access to analytical views
  - Is achieved by semantic field names to connect business objects such as customers, materials, etc
  - Predefined analytical view of the CDS queries allows the report to be executed directly on the database, without preformed aggregates
    - ➡ Groupings and filters *on the fly*





Thank you!

