**Chapter 05-01: Fulfillment Master Data**

|  |
| --- |
|  |

|  |
| --- |
| **PRODUCT**  SAP S/4HANA 2020 |
|  |
| **REVISED**  12/08/2021 |
|  |
| **FOCUS**  Fulfillment  Master Data |
|  |
| **AUTHORS**  Simha R. Magal  Jeff Word |
| **VERSION**  1.6 MCC  **TESTED**  Date: 11/09/2021  System: MGL |
|  |

|  |
| --- |
| **MOTIVATION**  In this exercise, you will do the following for Fulfillment:   1. View Inventory Balance 2. Create Customer 3. Extend Trading Goods 4. Create Pricing Conditions 5. View Account Balance |

|  |
| --- |
| **ACKNOWLEDGEMENT**  These are the GBI exercises developed by Simha R. Magal and Jeff Word.  These exercises include concepts discussed in the book, *Integrated Business Processes with ERP Systems* (Epistemy Press, 2012). |

|  |
| --- |
| **PREREQUISITES**   1. You should be familiar with navigation in SAP HANA 2. Completed Exercises Chs. 02-01 through 04-02. |





© 2022 Epistemy Press, LLC.

Screenshots © 2022, SAP SE

1. Table of Contents

Table of Contents

[Section 1.1: View Material Inventory 3](#_Toc30376972)

[Section 1.2: Create Customer 4](#_Toc30376973)

[Section 1.3: Extend Trading Goods 8](#_Toc30376974)

[Section 1.4: Create Pricing Conditions 11](#_Toc30376975)

[Section 1.5: View Account Balance 13](#_Toc30376978)

* 1. View Material Inventory

In this section, you view how much of your inventory you have in Miami.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Easy Access Menu à Logistics à Materials Management à Physical Inventory à Environment à Stock Overview

1. What is the transaction code to display a material’s inventory level?  
    MMBE !
   * 1. In the *“Stock Overview: Company Code/Plant/Storage Location/Batch”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Material | Key uniquely identifying the material. | *Your Elbow Pads* |
| Plant | Key uniquely identifying a plant. | *Your DC Plant Miami* |
| Storage Location | Storage location where the material is stored. | *Your Trading Goods* |

* + 1. Click Execute .

1. What is the material type for your elbow pads?  
    HAWA !
2. How many elbow pads are in unrestricted use?  
    50 !
3. How many elbow pads are in reserved stock?   
    0 !
   1. Create Customer

In this section, you create the customer that you will eventually sell your products.

* + 1. In the *“SAP Easy Access”* screen, enter the navigation path below:

Navigation

SAP Main Screen in Command Field type ‘BP’  and Press Enter

* + 1. If inside the transaction type /nBP in the command field.
    2. In the “Maintain Business Partner” screen enter the following information

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Find | The object that should be searched for | *Business Partner* |
| By | Specifies the criteria for search | *Customer Number* |
| Customer | Key used to clearly identify the customer | *Your DC Bikes* |

Click Start .

* You will receive a message, “Business Partner found”.
  + 1. Double Click on Partner 7110##.
* If you are in “Display Organization: 7110##” screen, click  to switch it to “Create” Organization: 7110##”

* + 1. Use the Create in BP role drop-down menu to select *“FI Customer FLCU00 (maintained) ”*.
    2. In the *“Create” Organization: role FI Customer ”* click Company Code .
    3. Click Company Codes .
    4. In the *“FI Customer Create: Company Codes”* pop-up, click Create .
    5. Enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Company code | Uniquely identifies a company | *Your Global Bikes Inc.* |
| Customer | Ensures that the company code and the customer data processed in the company code is valid. | Selected |

* + 1. Highlight your entry and click Adopt 
    2. Under the *“Customer: Account Management”* tab, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Reconciliation Account | The G/L account that is updated in parallel to the subledger account | *Trade Accounts Receivable* |
| Sort Key | Indicates the layout rule for the Allocation field | *Posting date* |

1. What is the reconciliation account name?  
    Trade Accounts Receivable !
   * 1. Select the *“Customer: Payment Transactions”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Payment Terms | Key for defining payment terms composed of cash discount percentages and payment periods | *Payable immediately Due net* |
| Payment Block | Used to block an open item or an account to payment transactions | *Free for payment* |

1. What is your customer’s payment block setting?  
    Free for Payment !
2. What is your customer’s Bill of exchange limit (Bill/Ex. Limit)?  
    0 !
   * 1. Use the Create in BP role drop-down menu to select *“Customer FLCU01 (maintained) ”*.

* Click Save in the pop up that appears.
  + 1. Select Sales and Distribution . Then Click Sales Area 
    2. In the *“Customer Create : Sales Area”* screen, click Create  and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales Org. | Key for defining payment terms composed of cash discount percentages and payment periods | *Your US East* |
| Distr. Channel | Used to block an open item or an account to payment transactions | *Wholesale* |
| Division | A way of grouping materials, products, or services. | *Accessories* |

* + 1. Highlight your selection and click .
    2. Under the Orders tab, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales District | A geographical sales district or region | *Southern Region* |
| Order Probability | The probability of the customer confirming the inquiry or quotation item as part of a sales order | 100 |
| Currency | Customer's currency for a sales area. | *United States Dollar* |
| Price Group | A grouping of customers who share the same pricing requirements. | *Bulk Buyer* |
| Cust.Pric.Procedure | Determines which pricing procedure the system should apply when you create a sales document. | *Standard* |

* + 1. Click the *“Shipping”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Delivering Priority | Delivery priority assigned to an item. | *Normal Item* |
| Delivering Plant | Plant from which the goods should be delivered. | MI## |
| Shipping Conditions | General shipping strategy for the delivery of goods from the vendor to the customer. | *Standard* |
| Max.Part.Deliveries | The maximum number of partial deliveries you can make to satisfy the order quantity for an item. | 3 |

* + 1. Select the *“Billing”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Incoterms | Incoterms specify internationally recognized procedures that the shipper and the receiving party must follow for the shipping transaction to be completed successfully. | *Free on Board* |
| Incoterms Location 1 | Provides additional information for the primary Incoterm. | Miami |
| Payment Terms | Key for defining payment terms composed of cash discount percentages and payment periods. | *Pay immediately Due Net* |
| Acct Assmt Grp Cust. | The account assignment group to which the system automatically posts the sales document. | *Domestic Revenues* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |

* + 1. Click Switch Area . Click Sales Area and In the *“Customer Change: Sales Area”* screen, click Create.
    2. Enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales Org. | An organizational unit responsible for the sale of certain products or services. | *Your US East* |
| Distr. Channel | The way in which products or services reach the customer. | *Wholesale* |
| Division | A way of grouping materials, products, or services. | *Bicycles* |

* + 1. Highlight your selection and click Transfer .
    2. Under the *“Orders”* tab, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales District | A geographical sales district or region | *Southern Region* |
| Order Probability | The probability of the customer confirming the inquiry or quotation item as part of a sales order | 100 |
| Currency | Customer's currency for a sales area. | *United States Dollar* |
| Price Group | A grouping of customers who share the same pricing requirements. | *Bulk Buyer* |
| Cust.Pric.Procedure | Determines which pricing procedure the system should apply when you create a sales document. | *Standard* |

1. What is your customer’s pricing procedure?  
    Standard !
2. What is your customer’s currency?  
    USD !
   * 1. Click the *“Shipping”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Delivering Priority | Delivery priority assigned to an item. | *Normal Item* |
| Delivering Plant | Plant from which the goods should be delivered. | MI## |
| Shipping Conditions | General shipping strategy for the delivery of goods from the vendor to the customer. | *Standard* |
| Max.Part.Deliveries | The maximum number of partial deliveries you can make to satisfy the order quantity for an item. | 3 |

1. What is your customer’s delivery priority?  
    Normal Item !
2. What is your customer’s shipping conditions?  
    Standard !
   * 1. Select the *“Billing”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Incoterms | Incoterms specify internationally recognized procedures that the shipper and the receiving party must follow for the shipping transaction to be completed successfully. | *Free on Board* |
| Incoterms Location 1 | Provides additional information for the primary Incoterm. | Miami |
| Payment Terms | Key for defining payment terms composed of cash discount percentages and payment periods. | *Pay immediately Due Net* |
| Acct Assmt Grp Cust. | The account assignment group to which the system automatically posts the sales document. | *Domestic Revenues* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |

1. What are your customer’s incoterms?  
    Free on Board !
   * 1. Click Save .

* You will receive a message that says, “Changes have been saved”.
  1. Extend Trading Goods

In this section, you go back to the trading goods that you created in the procurement exercise and add more functionality to the materials. SAP differs adding a new functionality from changing a pre-existing function. Hence, you will be creating the material by adding onto it sales views and giving other functionality to the materials to sell them to the customer.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Easy Access à Logistics à Materials Management à Material Master à Material à Create (Special) à Trading Goods

1. What is the transaction code to create trading goods?  
    MMH1 !
   * 1. In the *“Create Material (Initial Screen)”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Material | Key uniquely identifying the material | *Your Elbow Pads* |
| Industry Sector | Specifies the branch of industry to which the material is assigned | Retail |
| Material Type | Groups similar materials together | Trading Goods |
| Copy from…Material | Key uniquely identifying the material | *Original Elbow Pads* |

* + 1. Click Continue. 
    2. In the *“Select View(s)”* pop-up, click “Deselect All” .
    3. Highlight the *“Sales: Sales Org. Data 1”* row.
    4. Highlight the *“Sales: General/Plant Data”* row.
    5. Click Save As Default Values .
    6. Click Org Levels .
    7. In the *“Organizational Levels”* pop-up, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Plant | Key uniquely identifying a plant | *Your DC Plant Miami* |
| Sales Org. | Organizational unit responsible for the sale of products | *Your US East* |
| Distr. Channel | Way in which products reach the customer | *Wholesale* |
| Copy From Plant | Plant of reference material | *Original DC Plant Miami* |
| Copy from Sales Org. | Sales organization of reference material | *Original US East* |
| Copy from Distr. Channel | Distribution channel of reference material | *Wholesale* |

* + 1. Click Save As Default Values .
* Click on . You will receive a message that says, “The material already exists and will be extended”.
  + 1. In the *“Create Material EPAD10##”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Delivering Plant | Plant where goods should be delivered | *Your DC Plant Miami* |



* + 1. Click Enter until the *“Last data screen reached”* pop-up opens, click yes.
* You will receive a message that says “Material EPAD10## created”.
  + 1. Refer to the beginning of this step to create the rest of your trading goods.
  1. Create Pricing Conditions

In this section, you assign a selling price to all your materials. Notice that the selling prices are different from the moving average prices within your material master data as this is selling.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Easy Access à Logistics à Sales and Distribution à Master Data à Conditions à Create

1. What is the transaction code to create material prices for customers?  
    VK31 !
   * 1. In the *“Create Conditions Records”* screen, follow the navigation path below:

Navigation

Prices à Material Prices

* + 1. In the *“Create Condition Records: Overview”* screen, double-click on CnTy SOrg. DChl Material.
    2. In the *“Create Condition Records: Fast Entry”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales Organization | Organizational unit responsible for the sale of products | *Your US East* |
| Distribution Channel | The way in which products reach the customer | *Wholesale* |

* + 1. In the *“Material with release status”* section of the screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Condition Type | Key that uniquely identifies the condition | *Price* |
| Material | Key uniquely identifying the material | *Your Elbow Pads* |
| Amount | Rate that calculates pricing using this condition | 75 |
| Unit | Determines whether the amount is in a particular currency | *United States Dollar* |
| **Next Line** | | |
| Condition | Key that uniquely identifies the condition | *Price* |
| Material | Key uniquely identifying the material | *Your Road Helmet* |
| Amount | Rate that calculates pricing using this condition | 50 |
| Unit | Determines whether the amount is in a particular currency | *United States Dollar* |
| **Next Line** | | |
| Condition | Key that uniquely identifies the condition | *Price* |
| Material | Key uniquely identifying the material | *Your Repair Kit* |
| Amount | Rate that calculates pricing using this condition | 32 |
| Unit | Determines whether the amount is in a particular currency | *United States Dollar* |

* + 1. Click Enter .



* + 1. Click Save.
* You will receive a message that says, “Condition records saved”.
  1. View Account Balance

In this section, you view your customer’s accounts receivable balance.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Easy Access à Accounting à Financial Accounting à Accounts Receivable à Account à Display Balances

1. What is the transaction code to display a customer’s balance?  
    FD10N !
   * 1. In the *“Customer Balance Display”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Customer | Key used to identify the customer with SAP | *Your DC Bikes* |
| Company Code | Organizational unit within financial accounting | *Your Global Bike Inc.* |
| Fiscal Year | The current fiscal year for the company | *Current Year* |

* + 1. Click Execute .
* You may receive a pop-up with a message that says, “No data read for fiscal year (long text)”. If this should happen, this simply means that there is no balance for your customer.

1. What is the current debit balance for your customer?  
    0 !
2. What is the current credit balance for your customer?  
    0 !
3. What kind of natural balance does accounts receivable contain (Debit or Credit)?  
    Debit !

* Use your classroom knowledge to answer the last question

1. Exercise Deliverables

**Name:** Srikanth Reddy Narra

**Course and Section:** OMIS 643-1

**Identifier:** 29

**Client:** 313

1. What is the transaction code to display a material’s inventory level?  
    MMBE !
2. What is the material type for your elbow pads?  
    HAWA !
3. How many elbow pads are in unrestricted use?  
    50!
4. How many elbow pads are in reserved stock?  
    0 !
5. What is the reconciliation account name?  
    Trade Accounts Receivable !
6. What is your customer’s payment block setting?  
    Free for Payment !
7. What is your customer’s bill of exchange limit?  
    0 !
8. What is your customer’s pricing procedure?  
    Standard !
9. What is your customer’s currency?  
    USD !
10. What is your customer’s delivery priority?  
     Normal Item !
11. What is your customer’s shipping conditions?  
     Standard !
12. What are your customer’s incoterms?

Free on Board !

1. What is the transaction code to create trading goods?  
    MMH1 !
2. What is the transaction code to create material prices for customers?  
    VK31 !
3. What is the transaction code to display a customer’s balance?  
    FD10N !
4. What is the current debit balance for your customer?  
    0 !
5. What is the current credit balance for your customer?  
    0 !
6. What kind of natural balance does accounts receivable contain (Debit or Credit)?  
    Debit !