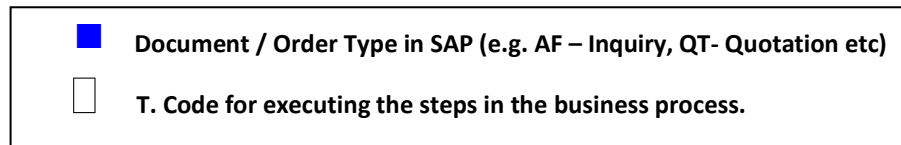
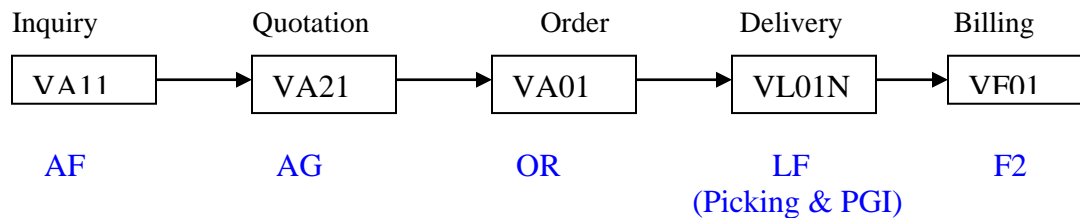


PROCESS FLOW

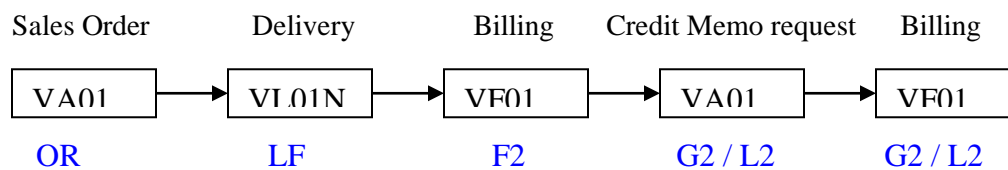
Following are the Process Flow of various Business Processes in SAP SD.



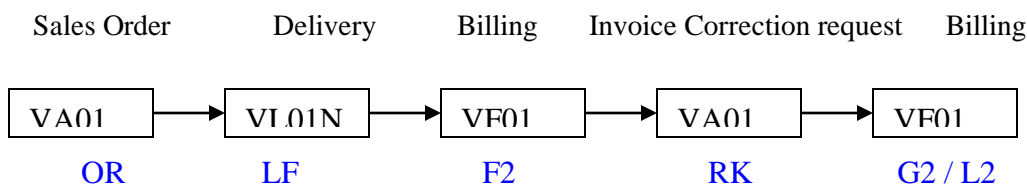
1) Standard Sales : -



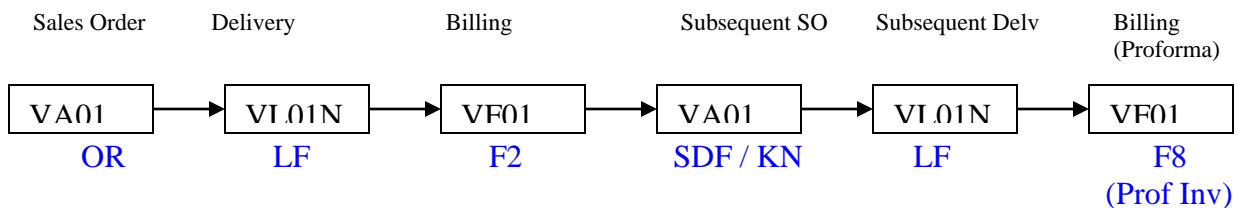
2) Credit Memo / Debit Memo: -



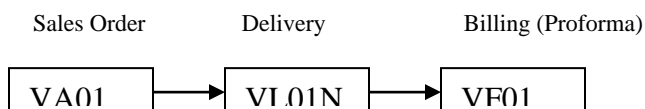
3) Invoice Correction Request: -



4) Subsequent Free of Charge : - (One of the way to handle Complaint)

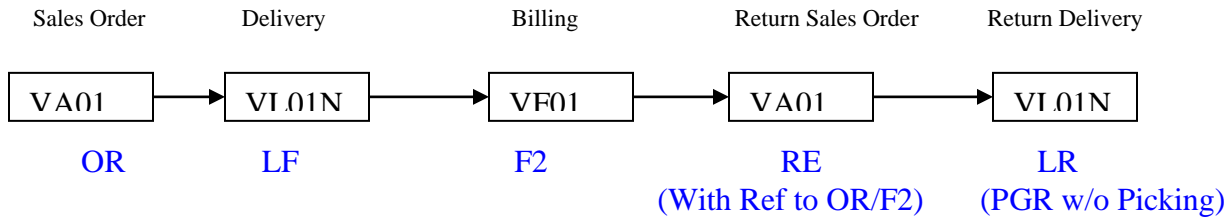


5) Free of Charge Delivery : - (For giving Samples etc)



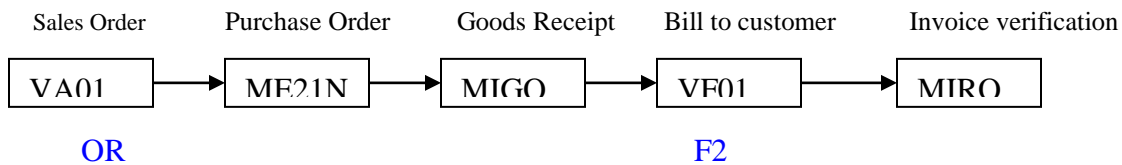
OR LF F8 (Prof Inv)

6) Returns:

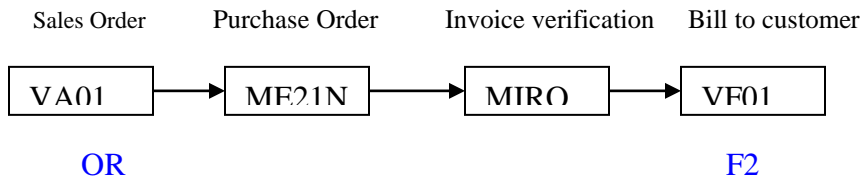


7) Third Party Sale :-

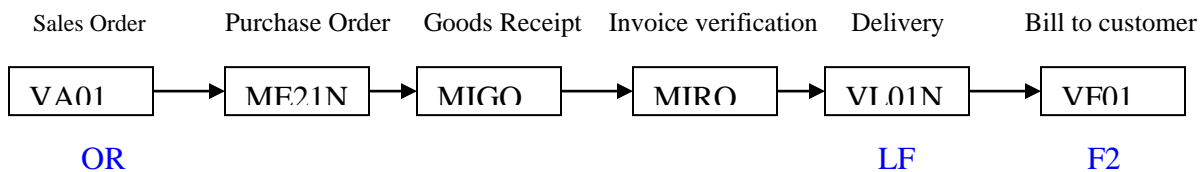
With Shipping Notification (Invoice can be raised before invoice verification)



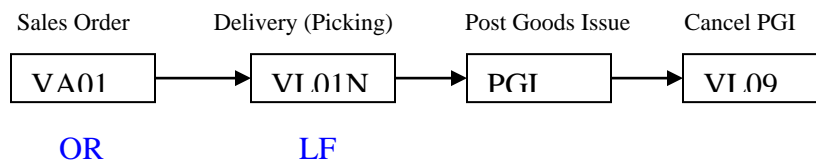
Without Shipping Notification (Invoice can't be raised before invoice verification)



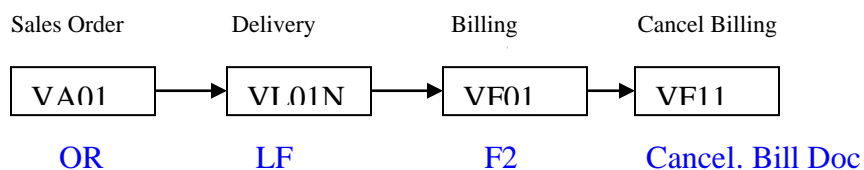
8) Individual Purchase Order :



9) PGI Cancellation: (When Billing is not done, else 1st cancel billing & then cancel PGI)

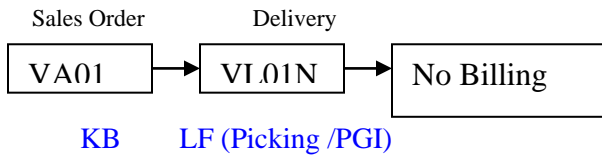


10) Cancellation of Billing Document:

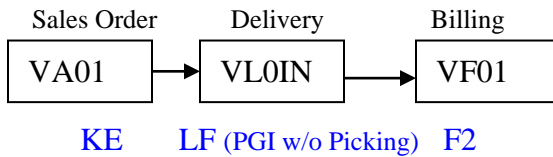


11) Consignment Process:

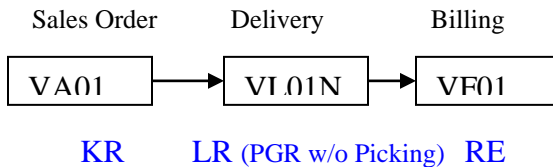
a) Consignment Fill Up : - (KB / CF) Mov Type – 631 Schd Line – E1



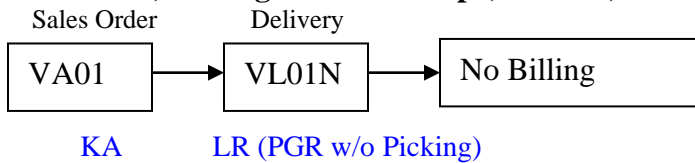
b) Consignment Issue (KE / CI) Mov Type – 633 Schd Line – C1



c) Consignment Return (KR / CR) Mov Type – 634 Schd Line – D0



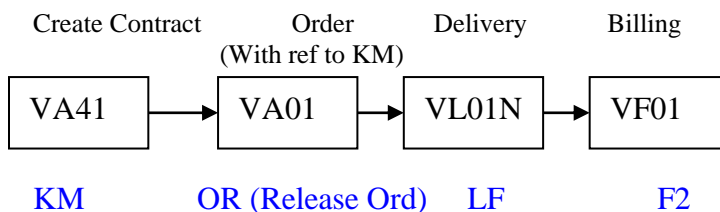
d) Consignment Pick Up (KA / CP) Mov Type – 632 Schd Line – F1



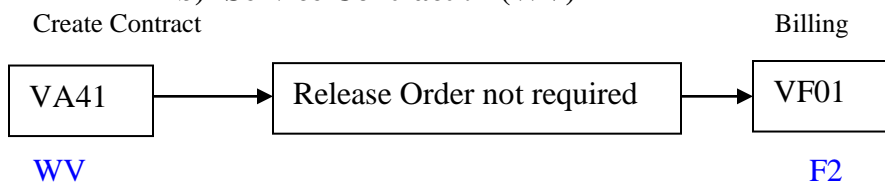
Note: TOR / Availability is required in all except Consignment Return.

12) Contracts : (Don't have Schedule Line)

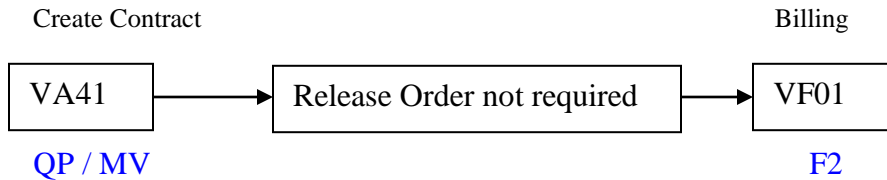
a) Quantity Contract : - (KM / NMS)



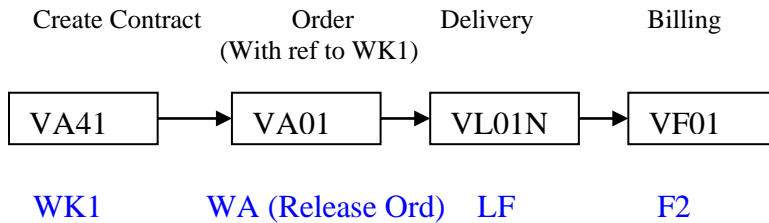
b) Service Contract : - (WV)



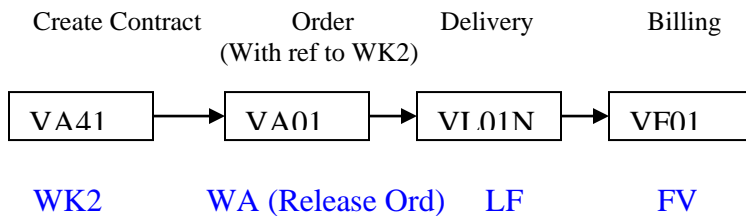
c) Rental Contract : - (QP / MV)



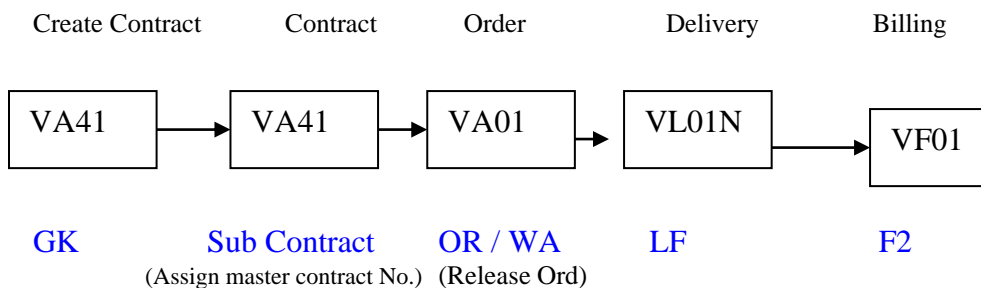
d) Value Contract (General or Assorted) : - (WK1) [WSV2] Assorted mod.



e) Value Contract (Material Specific) : - (WK2)



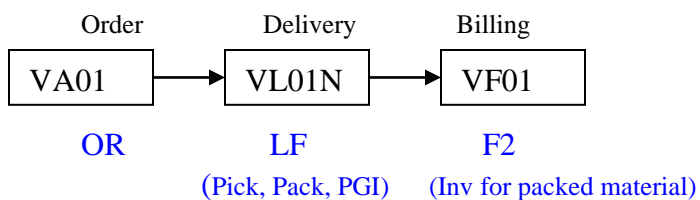
f) Master Contract (Sub contracts lie under this) : - (GK)



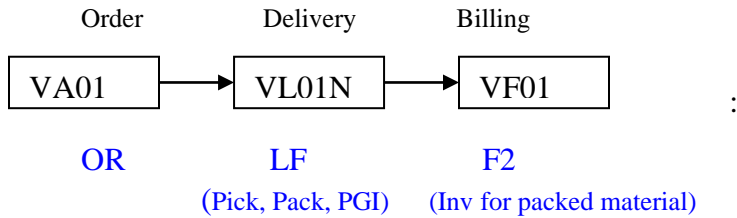
Note: - Master Contract Document doesn't have Item Level and Schedule Line Level. Whereas all other contract document just don't have schedule line).

13) Packaging & Returnable Packaging

Packaging (Where packaging is not a returnable packaging)

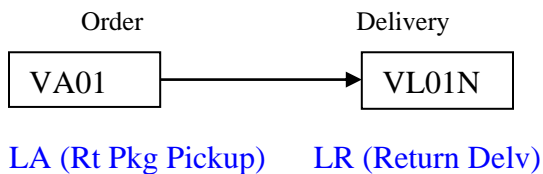


Returnable Packaging (Where packaging is to be returned.e.g.Cylinder)

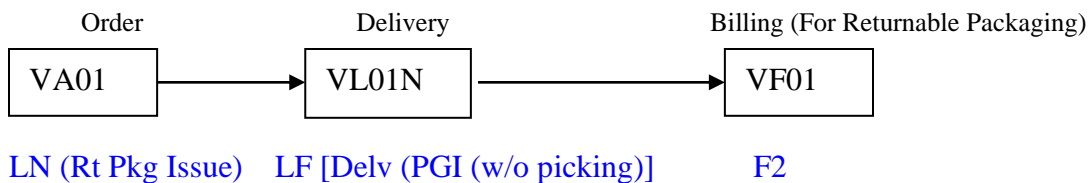


Followed by either of the following

a) If Returnable packaging is returned by customer :

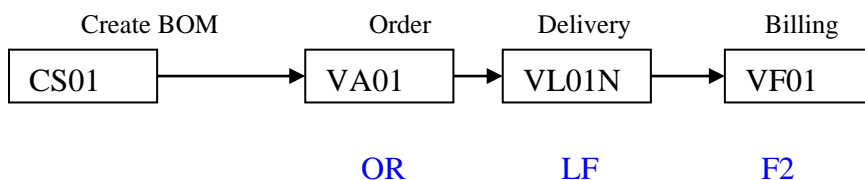


b) If Returnable packaging is not returned by customer & customer is billed for that:

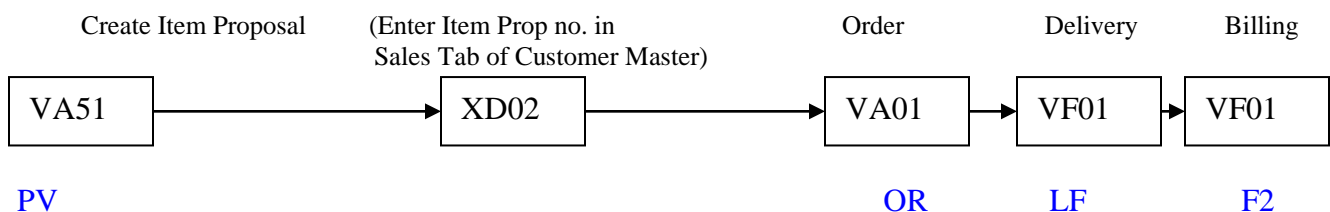


14) BOM (Bill of Material)

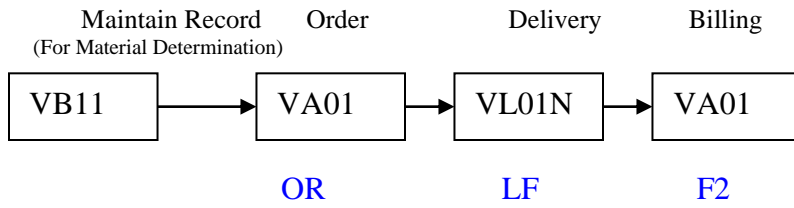
(In CS01, if Structure Scope is A- Explore BOM at single Level, if B – Explore BOM at Multilevel)



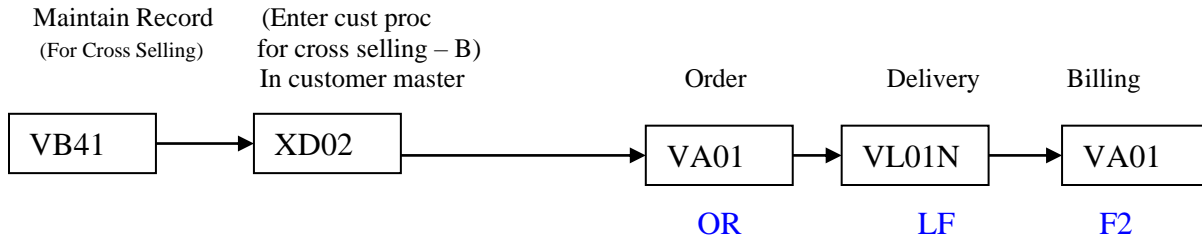
15) Item Proposal : - (PV / MS)



16) Material Determination: -



17) Cross Selling: -



18) Material Listing & exclusion: -

