

SAP01

mySAP Technologies

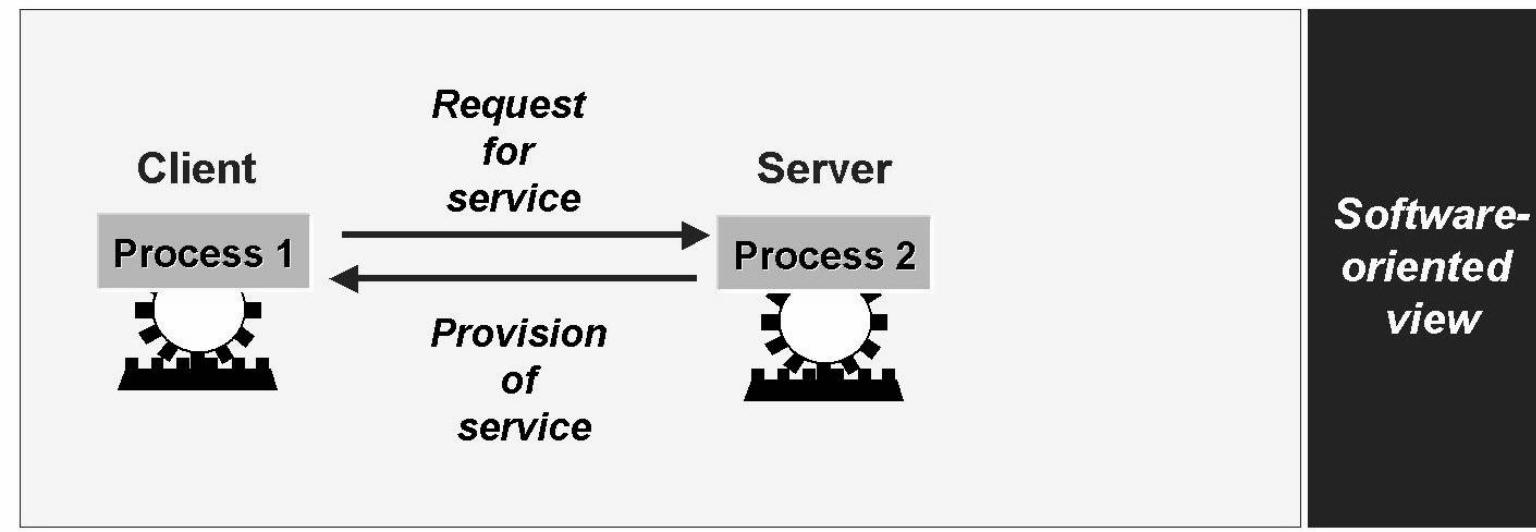
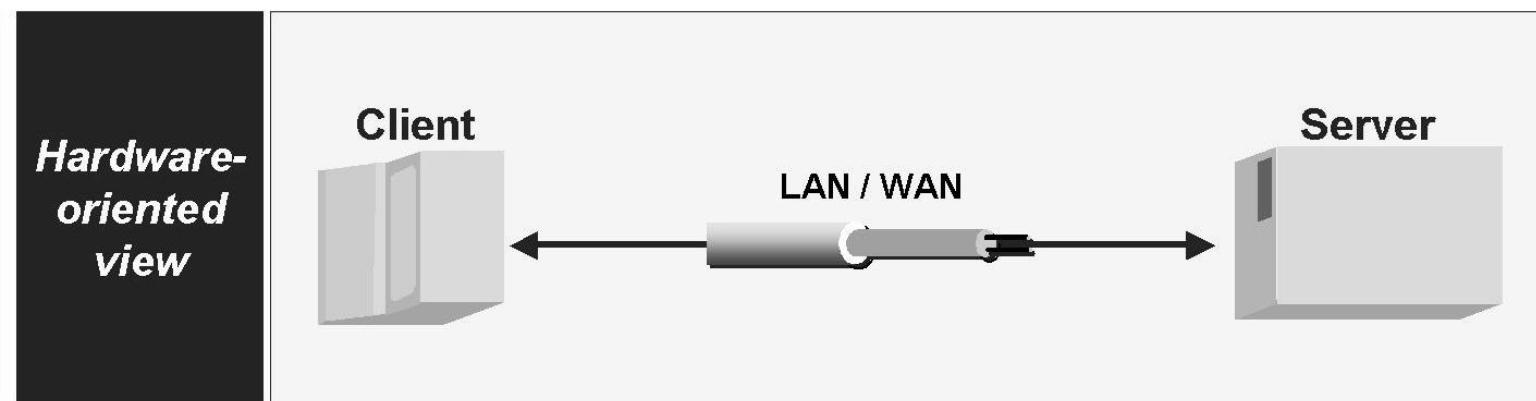
Antonius Rachmat C

Outline

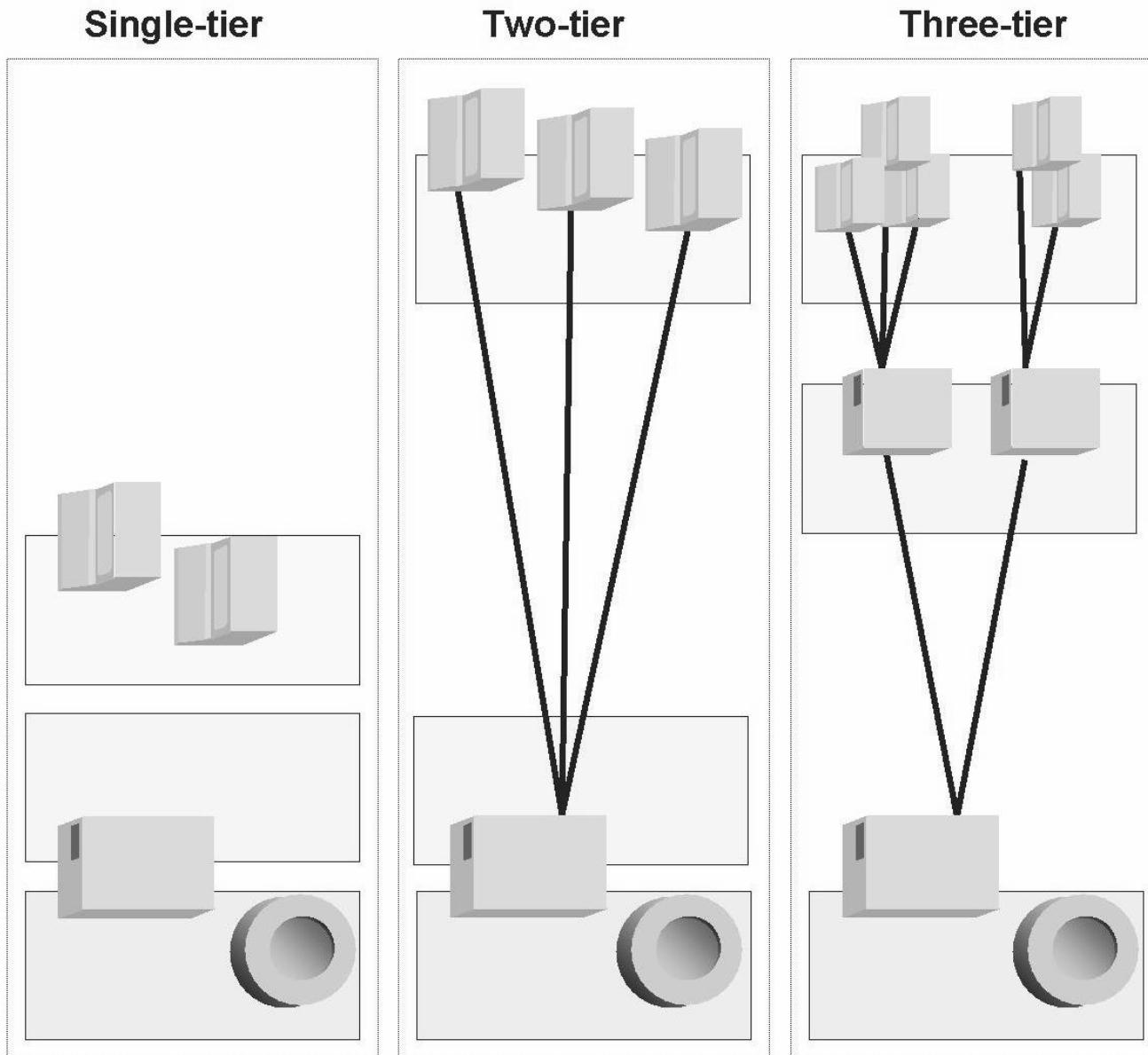
- Multi-Tier: Client – Server Technology
- Client – Server in SAP
- Data Structures of SAP Systems
- Change Management
- SAP Transactions
- ABAP

Multi-Tier Client – Server

Client – Server



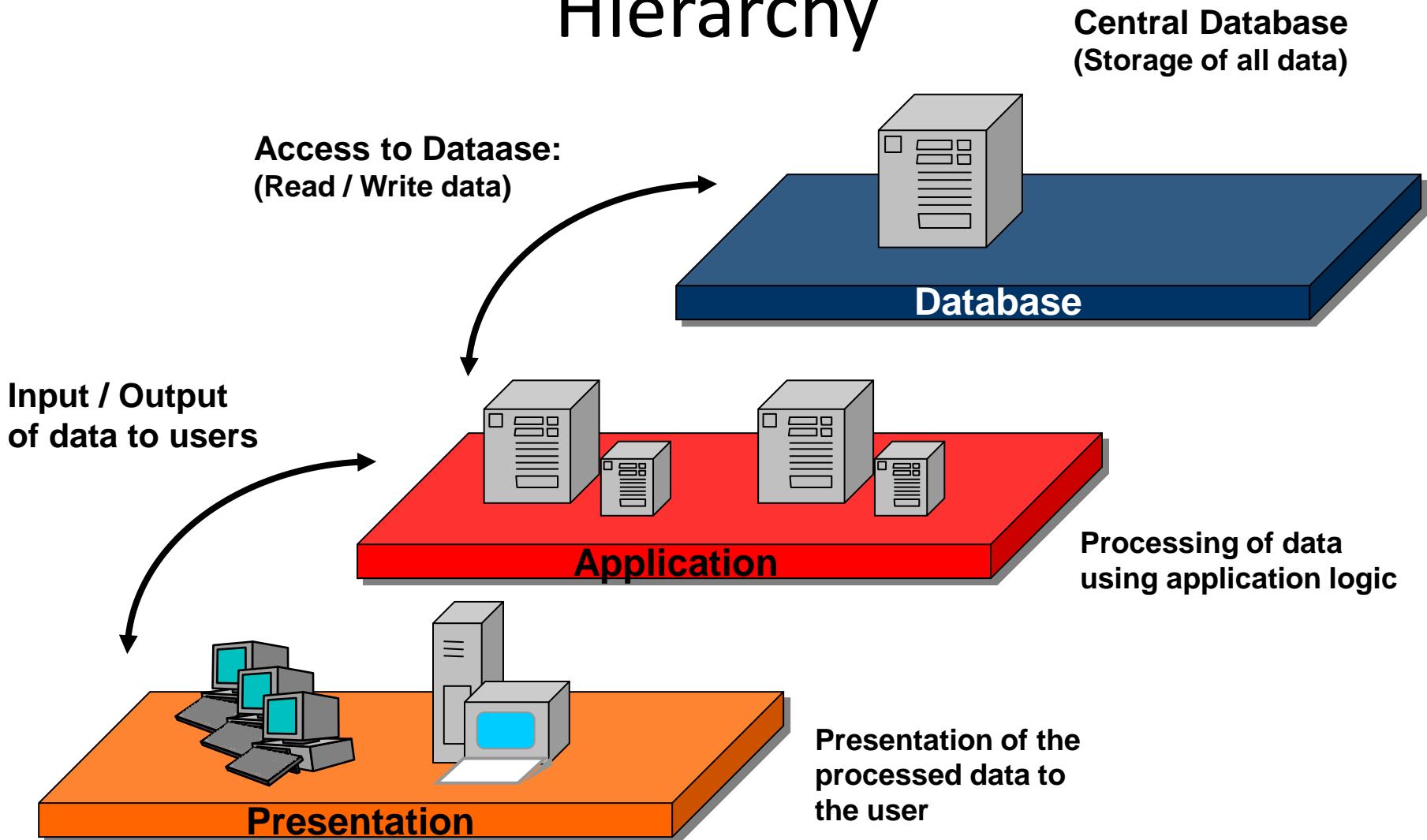
Multi-Tier Client – Server



Multi-Tier Client – Server

- Single-tier
 - **Satu** komputer melakukan semua proses
- Two-tier
 - Satu komputer sebagai **server**, komputer lainnya sebagai **client**
- Three-tier
 - Terdapat lebih dari dua tingkatan relasi, digunakan untuk pengelompokan berdasarkan **fungsionalitas** tertentu

Basis System: Three-Tier Computer Hierarchy



Client – Server in SAP

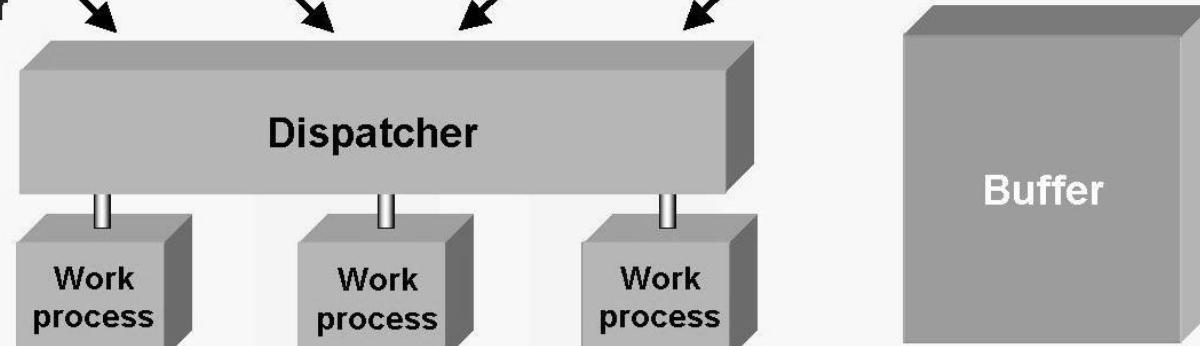
- Terdapat 3 layer:
 - **Presentation:** berhubungan dgn interface yg dilihat client
 - Berguna untuk menerima input & menampilkan output
 - **Application:** berhubungan dgn pemrosesan request dari client
 - Berisi: coding & business process
 - **Database:**
 - Berisi: data dan managementnya

Client – Server in SAP

Presentation layer

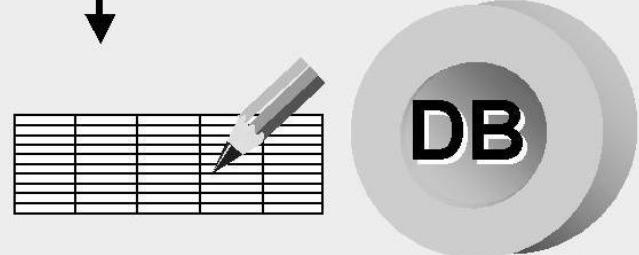


Application layer



Database layer

DB processes



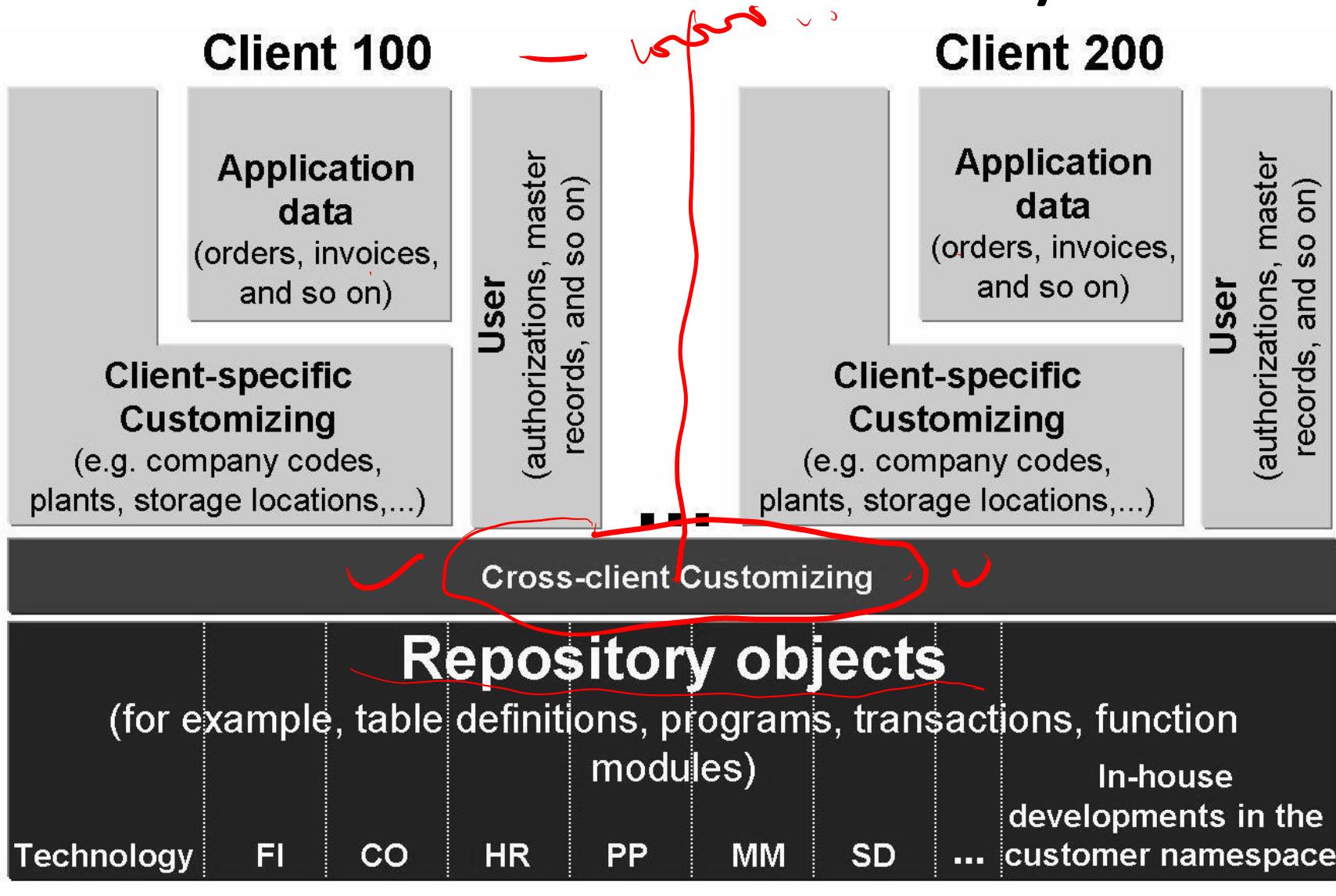
Data Structures of SAP System

- Terdapat **3 layer** untuk SAP Data Structures
 - Client
 - Customized Data
 - Repository

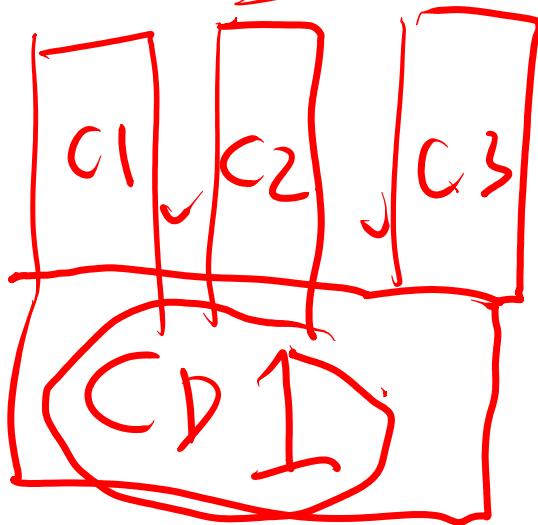
Data Structures of SAP System

- **Client**
 - Data unit tertentu dalam sistem SAP (Business, Organization, Data).
 - Tidak dapat mengakses data client yang lain - private
- **Customized Data**
 - Setting/option yang dapat diakses oleh client yang lain (shared setting) seperti struktur organisasi, parameter, default values.
 - Contoh: kalender liburan
- **Repository**
 - Pusat penyimpanan (ABAP Storage), meliputi Dictionary objects (tables, data elements, domain, etc), seluruh program ABAP (programs, menu, screens).
 - Perubahan di repository akan **berdampak** ke seluruh client

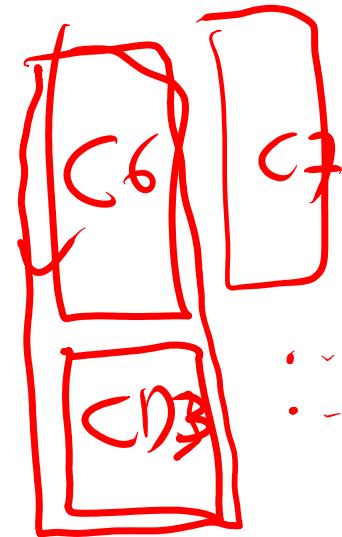
Data Structures of SAP System



Jawa



Kalimantan



Repo . ✓

Change Management

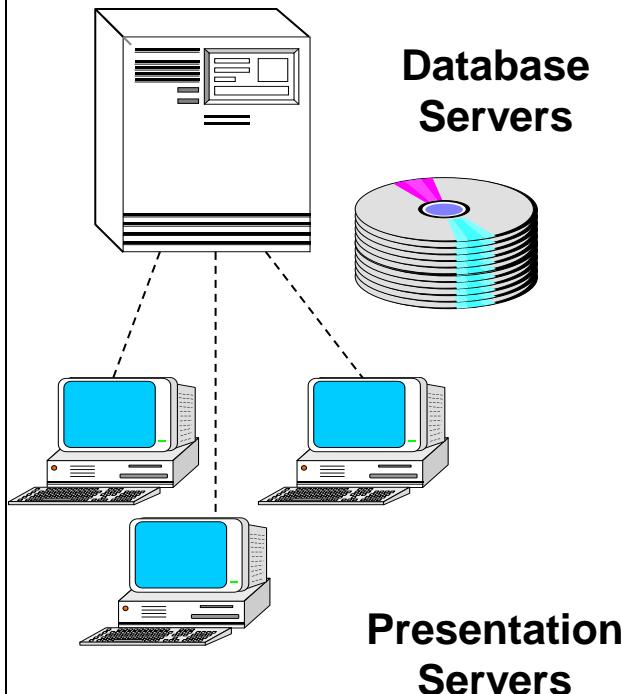
- Setiap waktu tertentu perusahaan melakukan perubahan atau penyesuaian sistem
- Perubahan tadi harus bisa diikuti oleh sistem SAP
- Setiap terjadi perubahan berarti harus mengubah sistem yang sedang berjalan, dengan resiko perubahan membawa kekacauan (inkonsistensi) ☺

Change Management

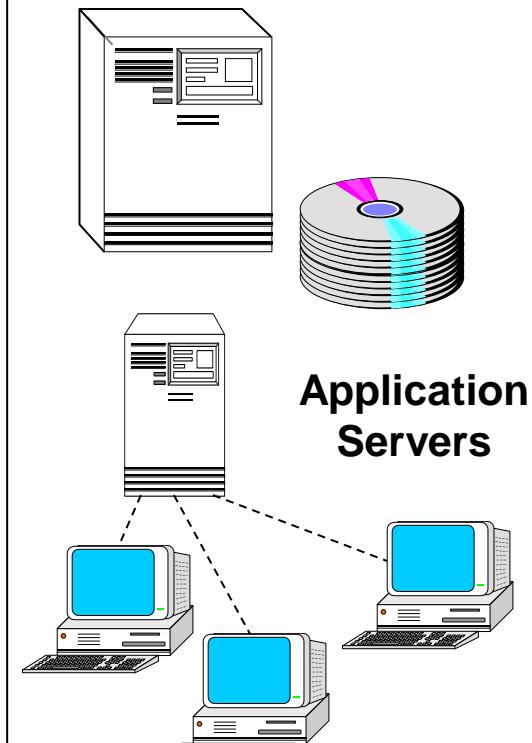
- Untuk menghindari inkonsistensi, SAP merekomendasikan untuk menggunakan **three-system landscape**
- Pemisahan Three-system landscape:
 - Development
 - Quality Assurance
 - Production

Sample SAP System Landscape

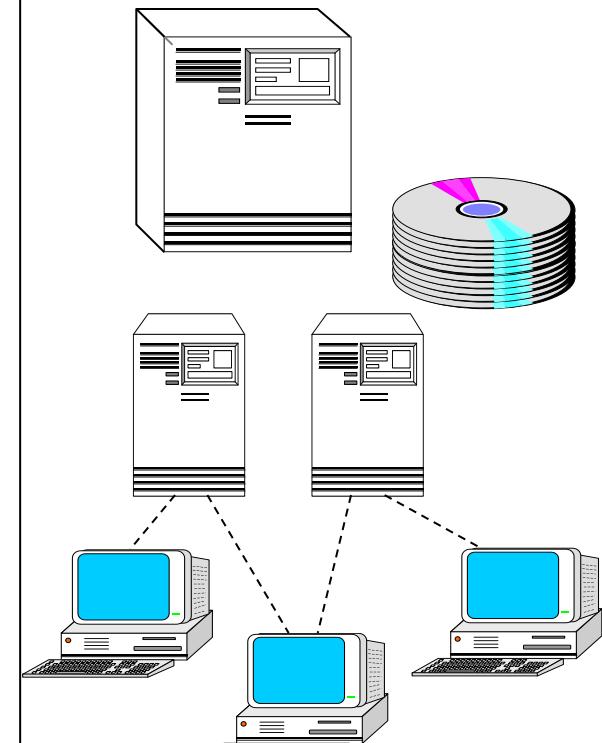
Development



Testing



Production

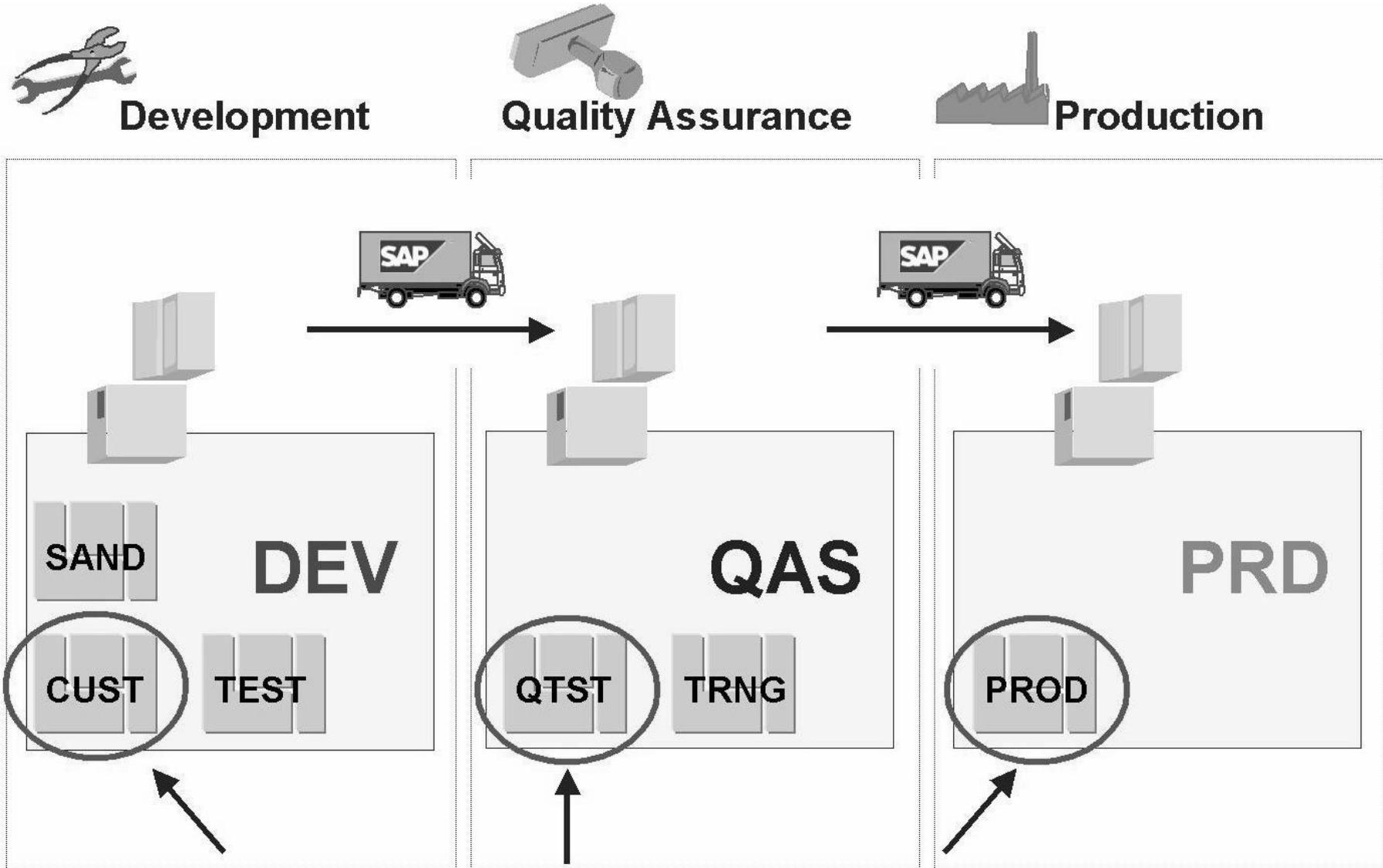


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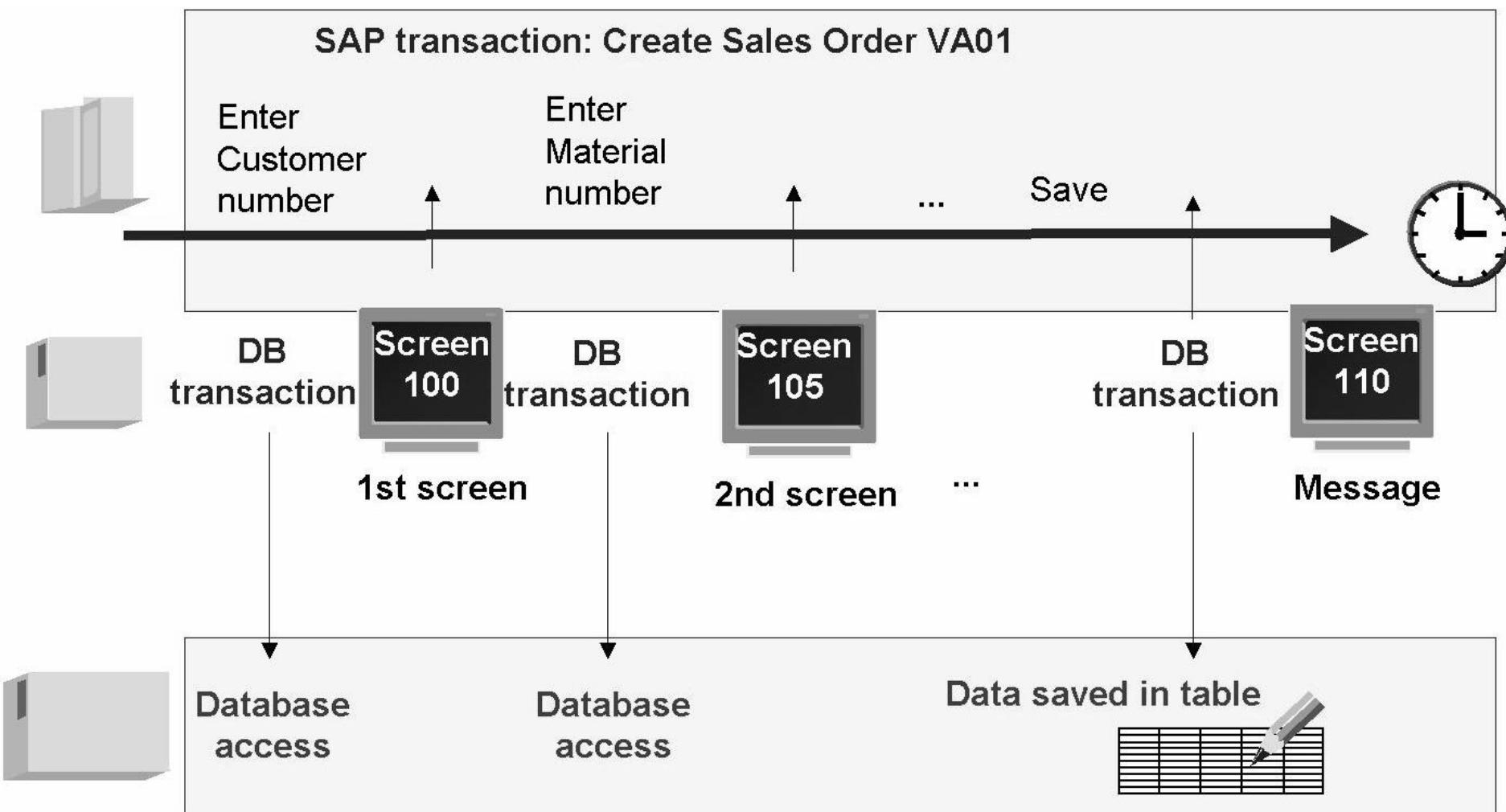
Change Management



SAP Transactions

- **Transaction:** sebuah proses terdiri dari beberapa instruksi/bagian yang dikelompokkan berdasarkan fungsinya
- Transaction bersifat **ACID**
 - **Atomic** : berhasil atau tidak berhasil
 - **Consistent** : hasilnya akurat dan konsisten antar proses
 - **Isolated** : antar transaksi tidak bisa saling “melihat”
 - **Durable** : hasil transaksi disimpan

SAP Transactions

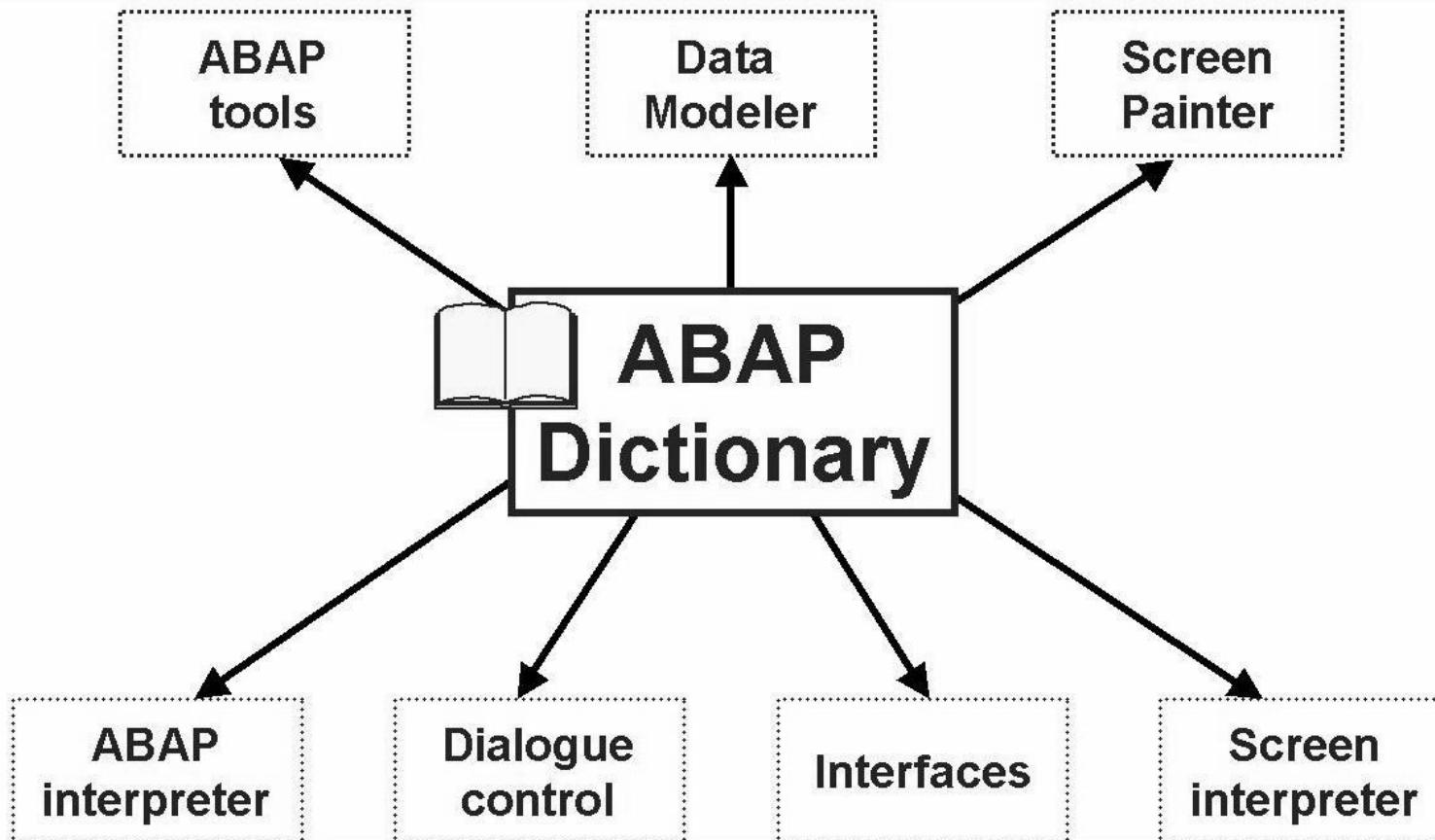


ABAP

- Advance Business Application Programming Language
- Bahasa pemrograman khusus untuk SAP
- **ABAP Dictionary** : berisi definisi field-field yang ada di sistem SAP
 - Termasuk kode-kode program dan definisi-definisi variabel program

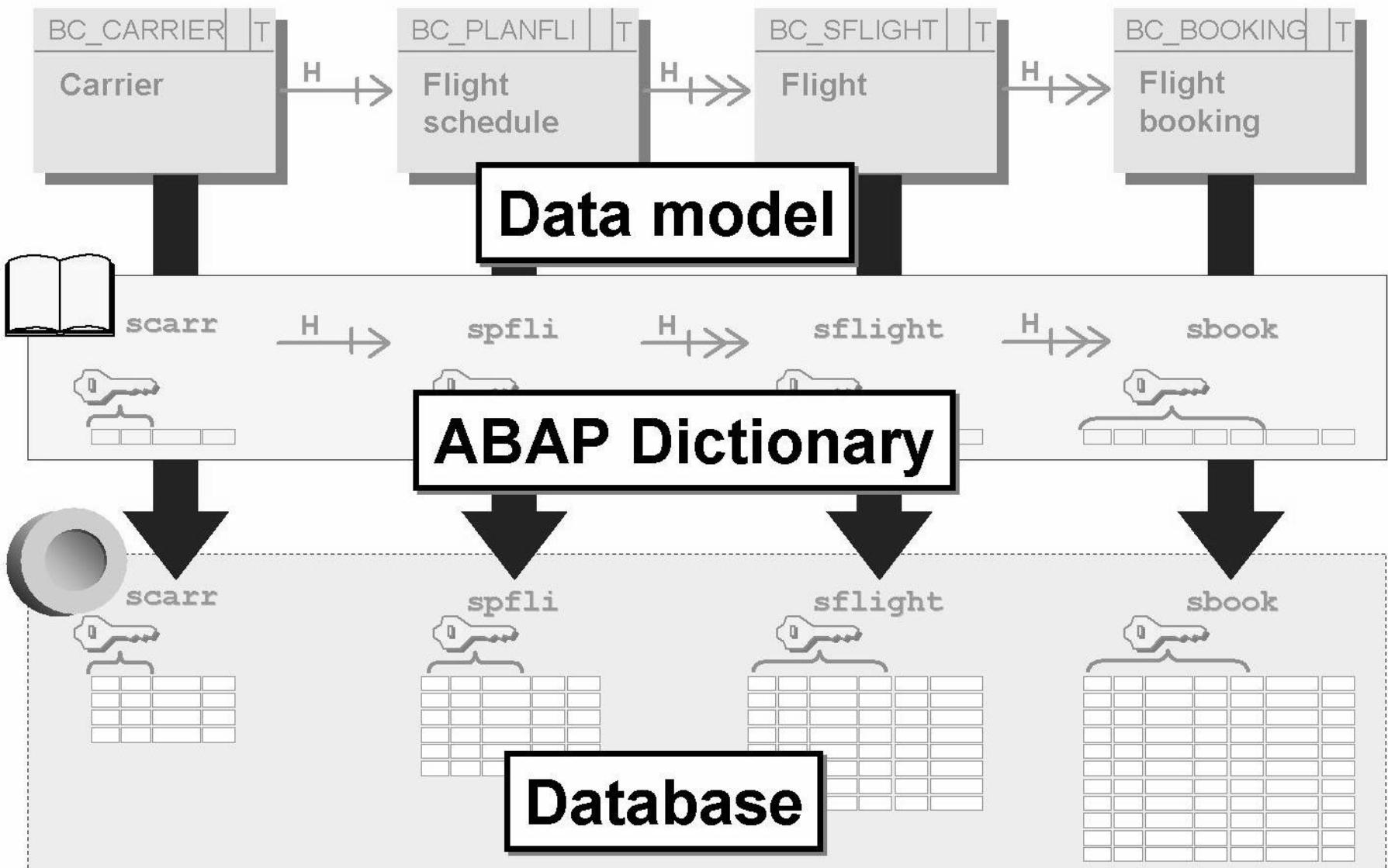
ABAP

Development environment

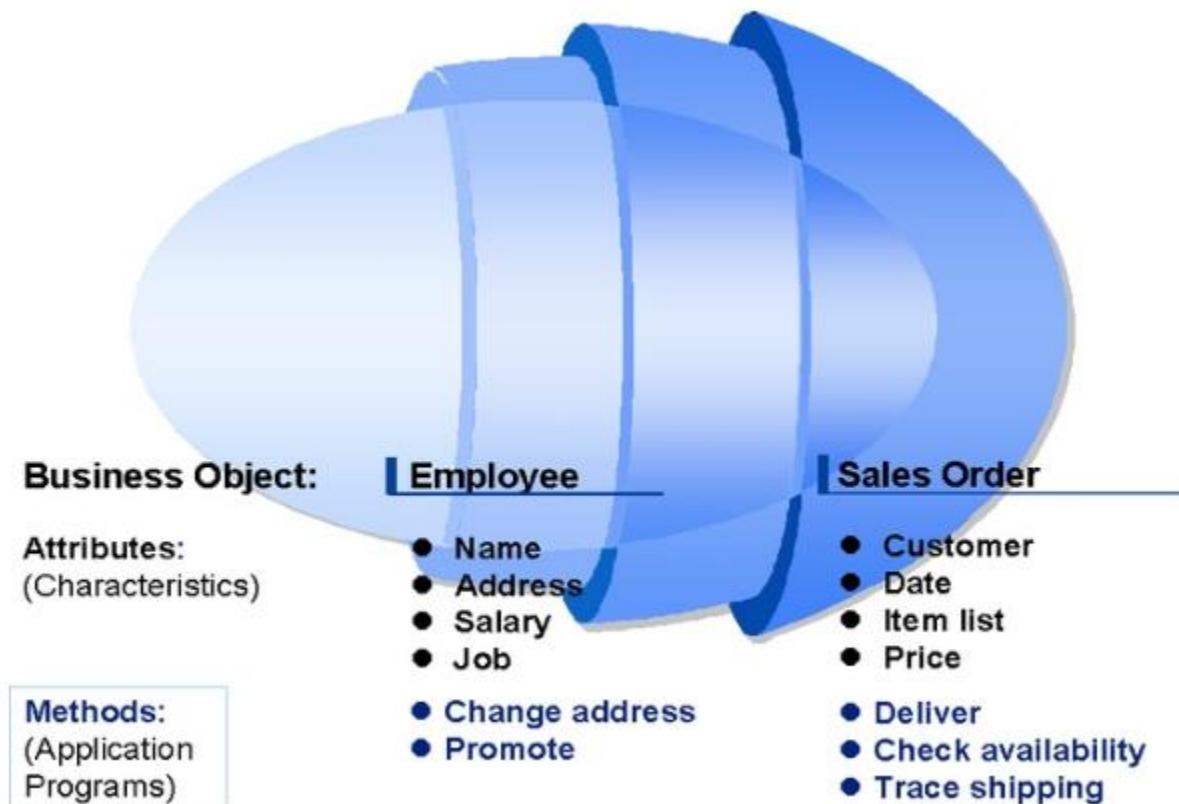


Application runtime environment

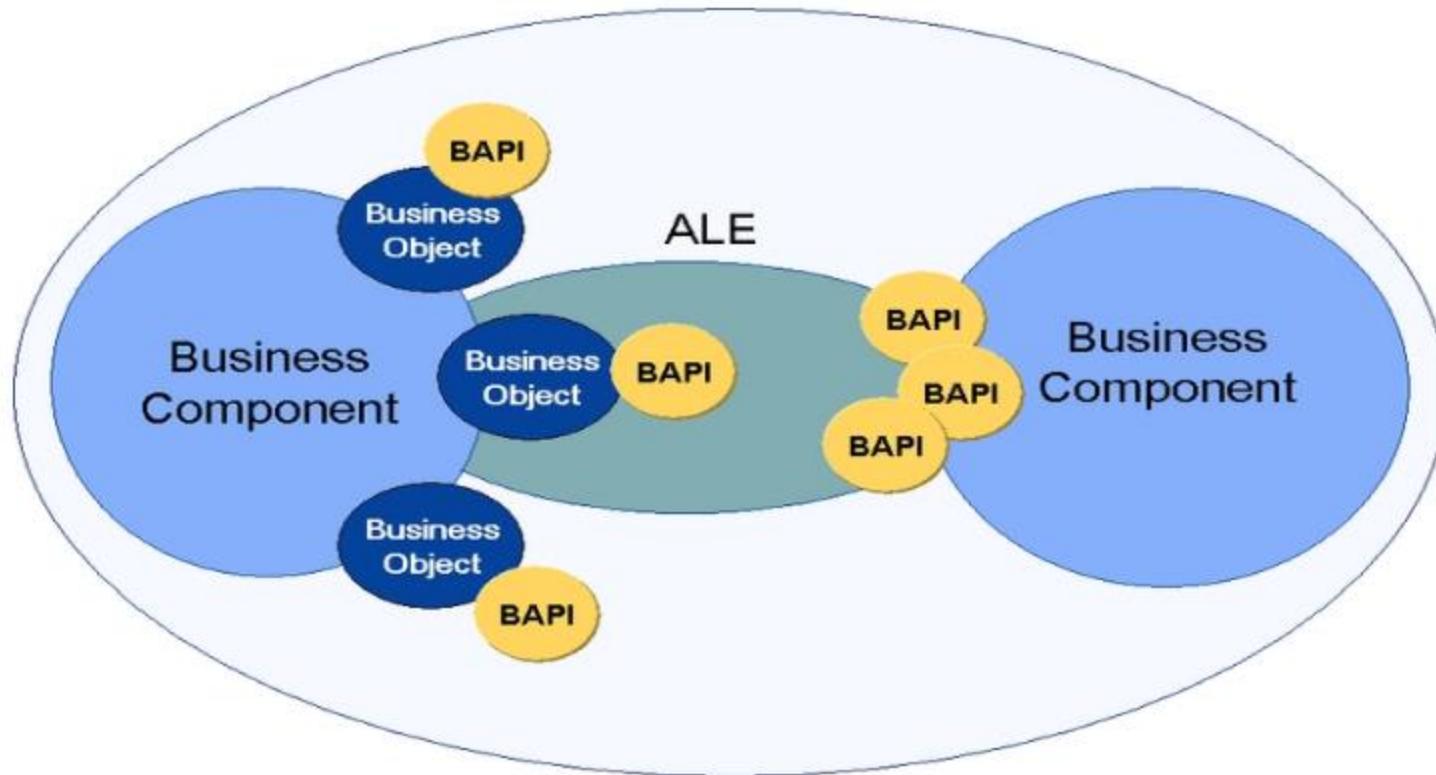
ABAP



SAP Business Objects



SAP Business Framework



Exercise

- Kerjakan Exercise :
 - 7.1 : Locating System Information
 - 7.2 : View A Table's Contents

Next

- Latihan Ujian



SAP01

Human Capital Management

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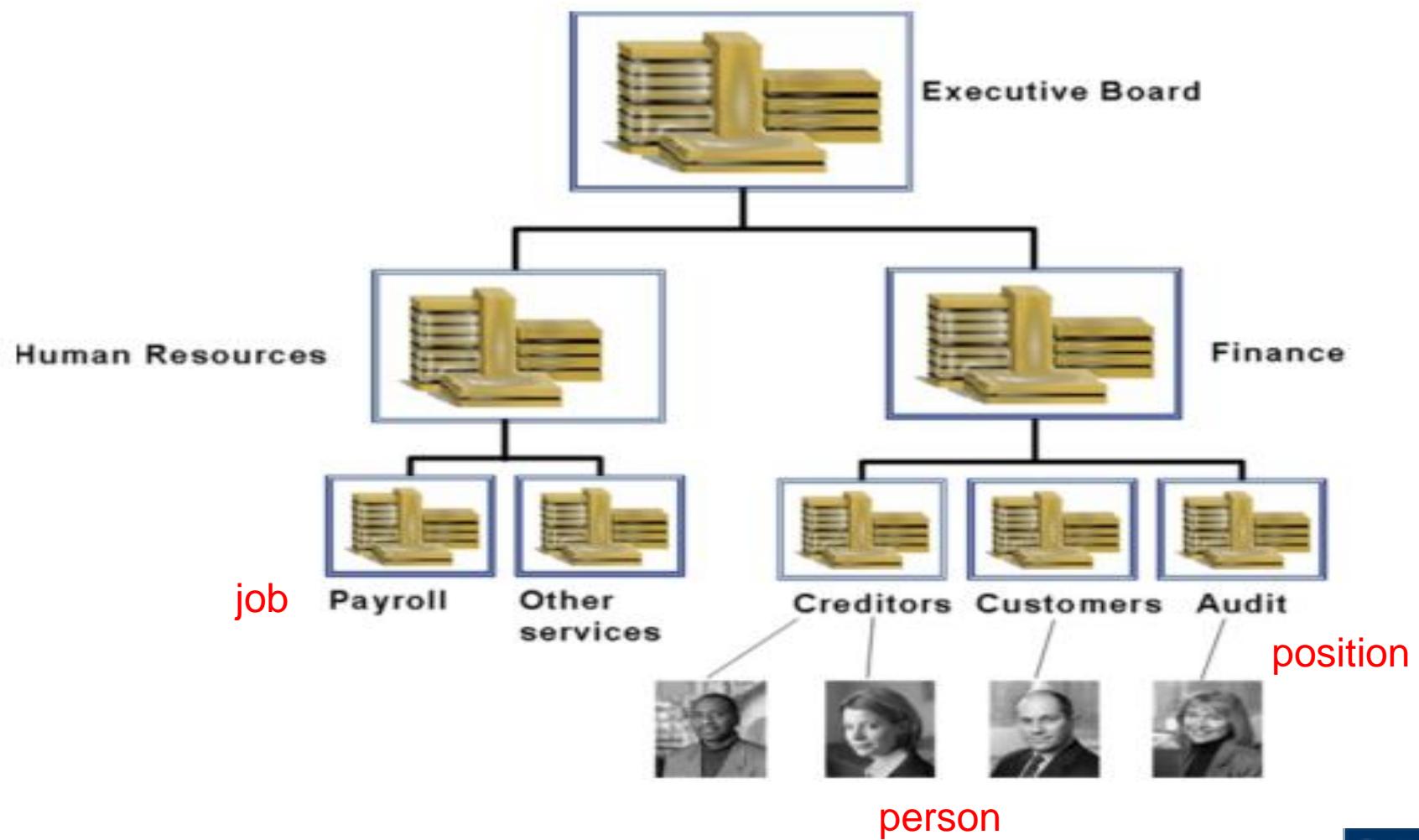
HR Management



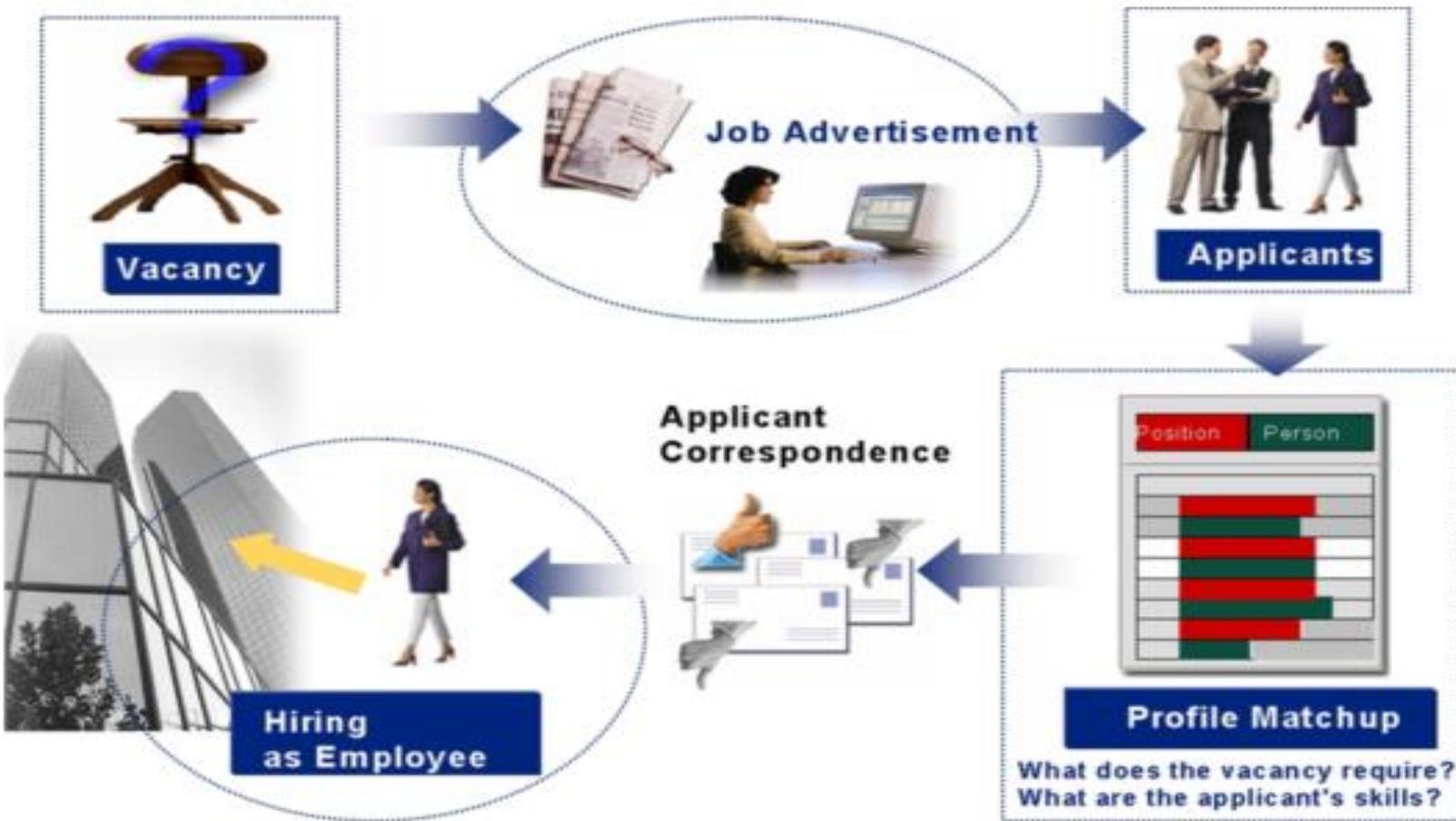
Organizational Management

- Pengaturan **struktur organisasi**, termasuk fungsionalitas masing-masing posisi di dalamnya
- **Organizational Unit**: suatu unit bisnis pada bidang tertentu yg bisa dibagi menjadi area-area fungsional
 - Membentuk suatu struktur **hirarki**
- **Job**: suatu template tugas dan karakteristik tertentu yang bisa dikenakan pada beberapa position
 - Cth: sekertaris, manager, direktur, kepala bagian
- **Position**: suatu unit terkecil struktur organisasi, suatu posisi nyata yang mengambil tugas dari job
 - Cth: sekertaris HR department
- **Person**: menunjuk pada orang yang menempati position tertentu
 - Cth: Anton adalah manager HR

Organizational Management



Hiring Management



HRM

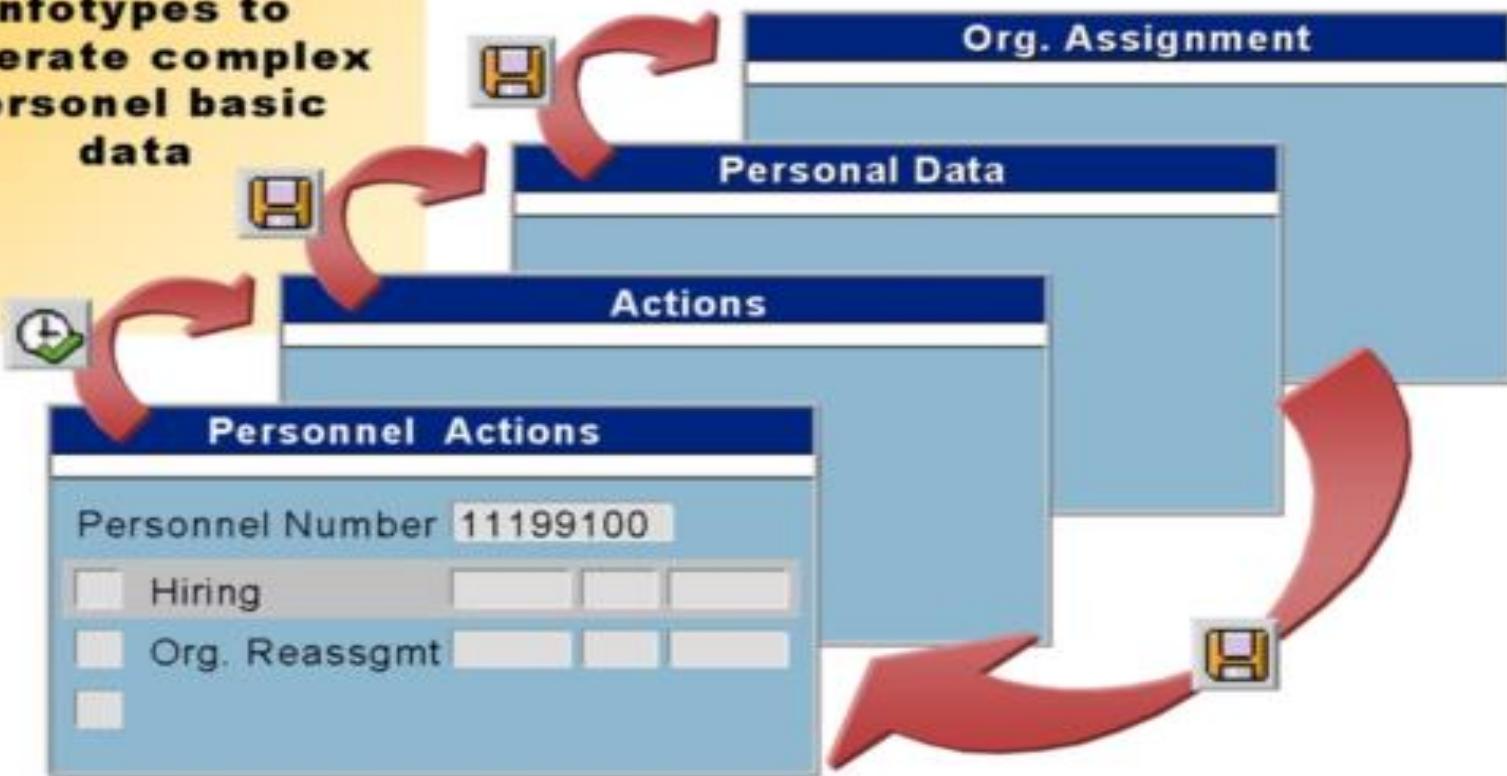
- Jika sudah jadi employee -> personnel administration (masuk dalam HRM master data)
- Calon pelamar juga dapat mendaftar online dengan aplikasi **Employment Opportunities**
 - Bisa cek status diterima / tidak
- Data-data employee disimpan dalam struktur data **Infotype**
 - Bisa add, edit, delete
 - Single-screen maintenance (one infotype for one person)
 - Personnel actions (sequence of infotypes for one person)
 - Fast entry (one infotype for multiple persons)



Infotype: Grouping of data fields according to business aspects

Personnel Management

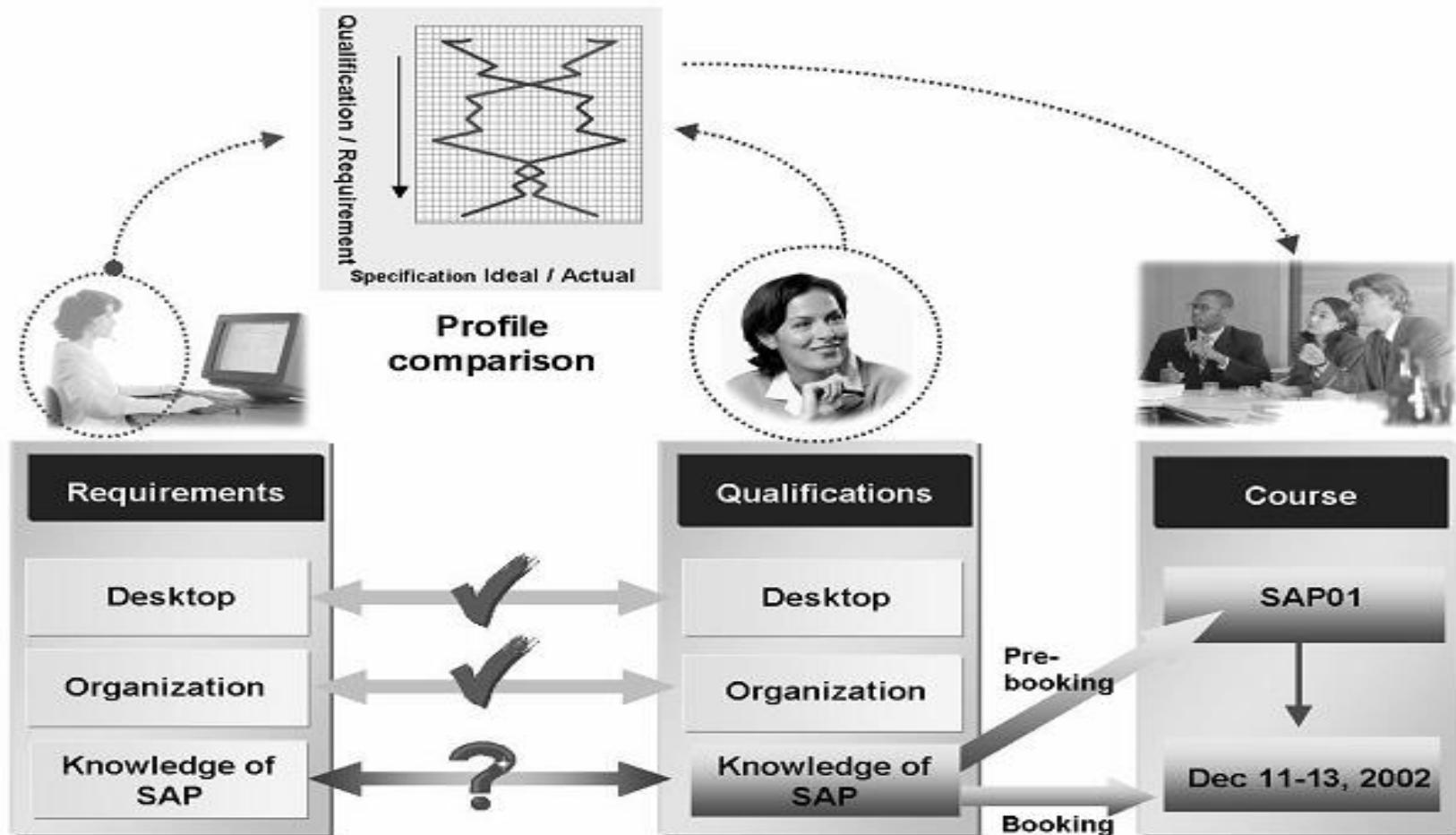
Personnel Action:
Sequence of infotypes to generate complex personnel basic data



Personnel Development



Training & Event Management



Training & Event Management

- **Business event preparation** mengumpulkan data untuk business event catalog, seperti lokasi dan jenis kursus yg akan diadakan.
- **business event catalog** kemudian disetup, terutama tanggal dan jenis eventnya.
- **the day-to-day activities** of booking, rebooking, or canceling business events oleh peserta.
- **The recurring activities**

Training Possibility

Participants



Book



Prebook



Replace

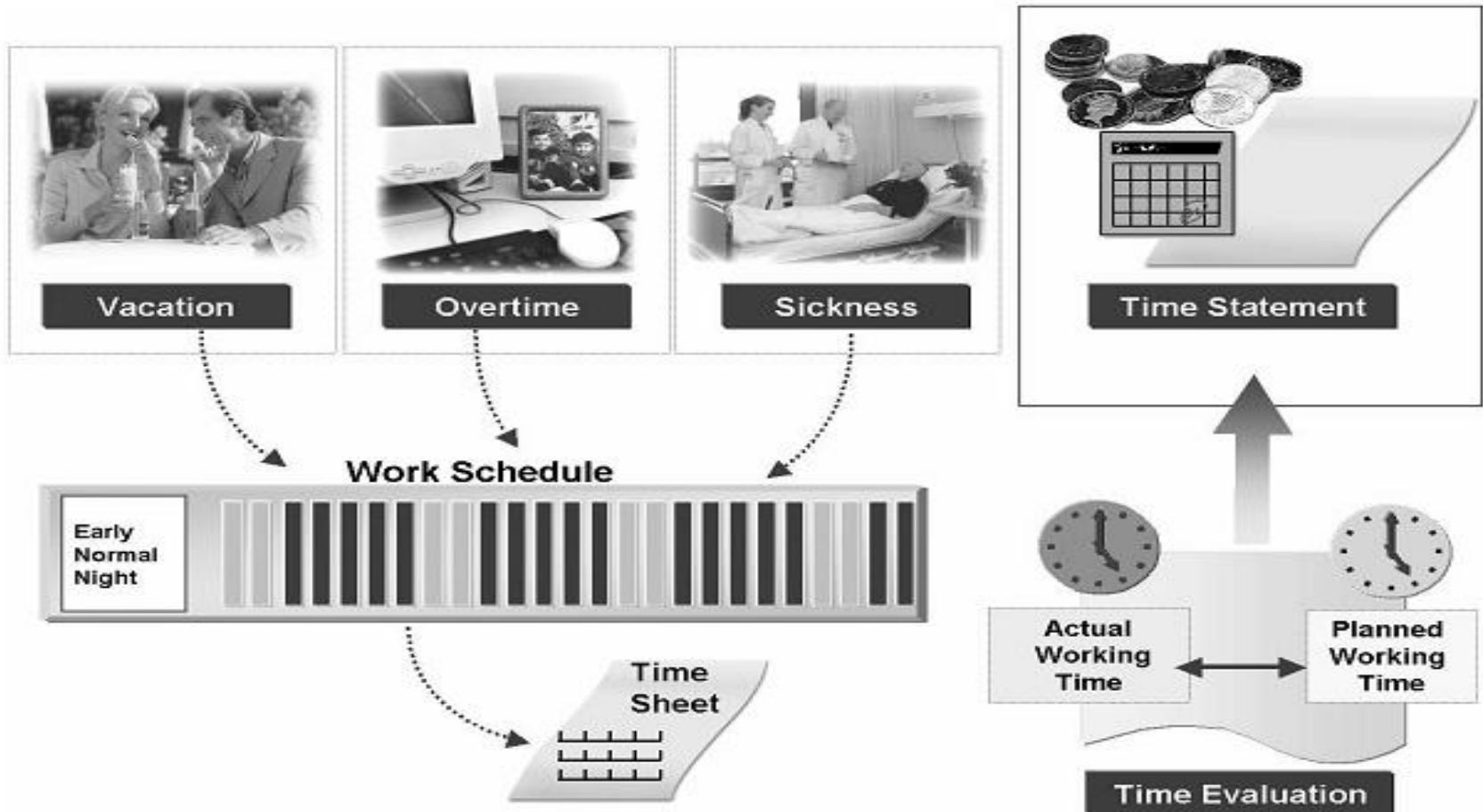


Rebook



Cancel

HR Time Management



Time Management Process



Appraisal



360° appraisal

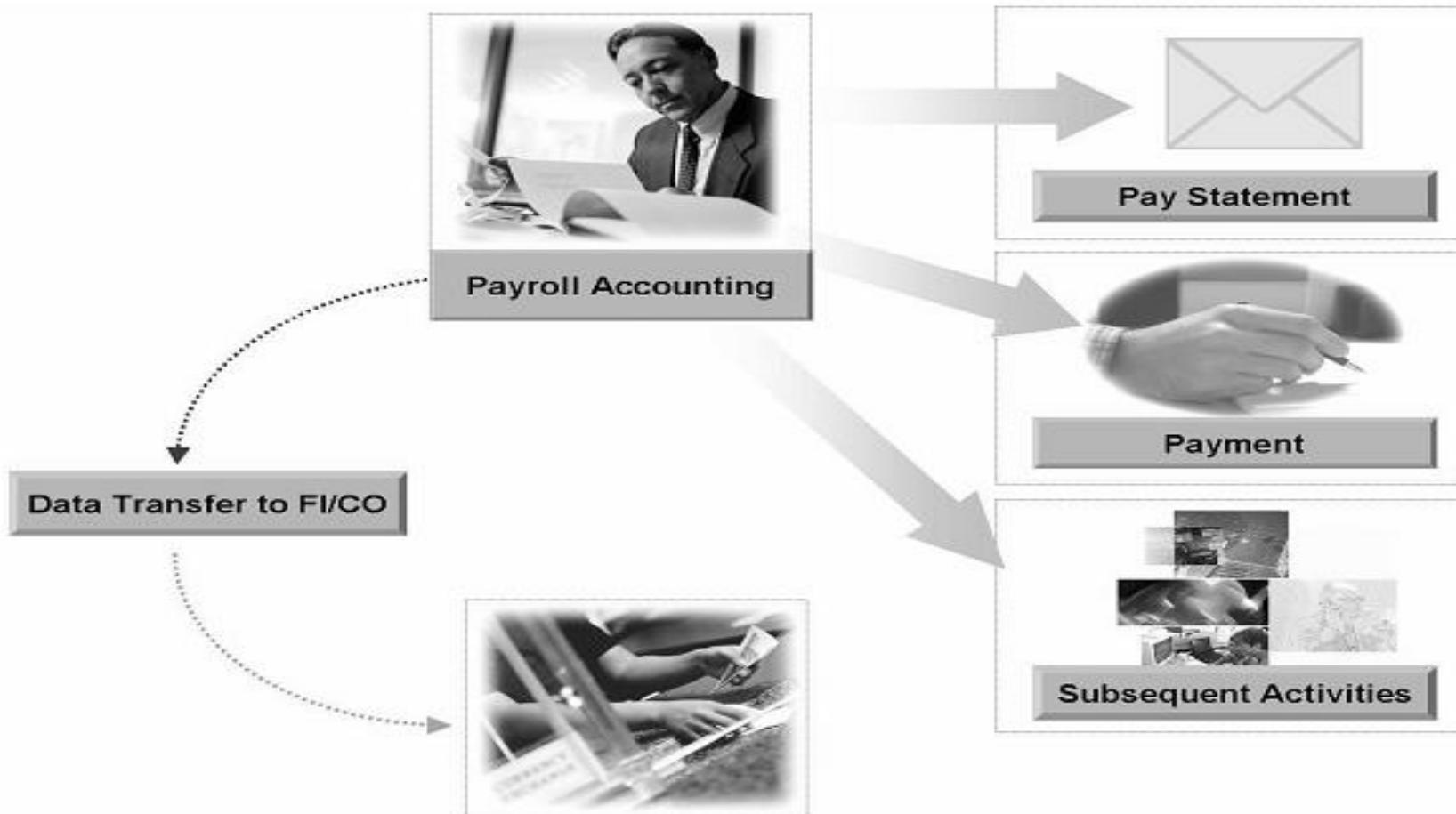
Personnel appraisal

Course appraisals

Surveys

Target setting and appraisals

Payroll



Compensation



Job Pricing



Budgeting



Compensation
Administration

How much is
the job worth ?

How much do I
have to spend ?

Who gets
what ?

Compensation Management

New Salary and
Bonus Payments

Employee Self Services

- Search the Who's Who
 - Ex: Anton pegawai apa
- View the calendar for company's events
- Check workflow work items
 - Alur kerja perusahaan
- Submit travel expenses
 - Jika perjalanan dinas
- Enter work times
 - Absen sendiri

Manager Self Services

- Employee reviews
 - Penilaian pegawai
- Employees' change requests
 - Usulan kenaikan pangkat pegawai
- Monitoring : pegawasan kinerja
- Reporting : laporan bulanan bagi manager
- Recruitment pegawai
- Planning pegawai:
 - Compensation

Latihan

- Kerjakan semua latihan 6!
 - 6.1 Create an Organization Unit and Vacant Position
 - 6.2 Hiring a New Employee
 - 6.3 Viewing and Employee
 - 6.4 Assign Employee's Qualifications

Next

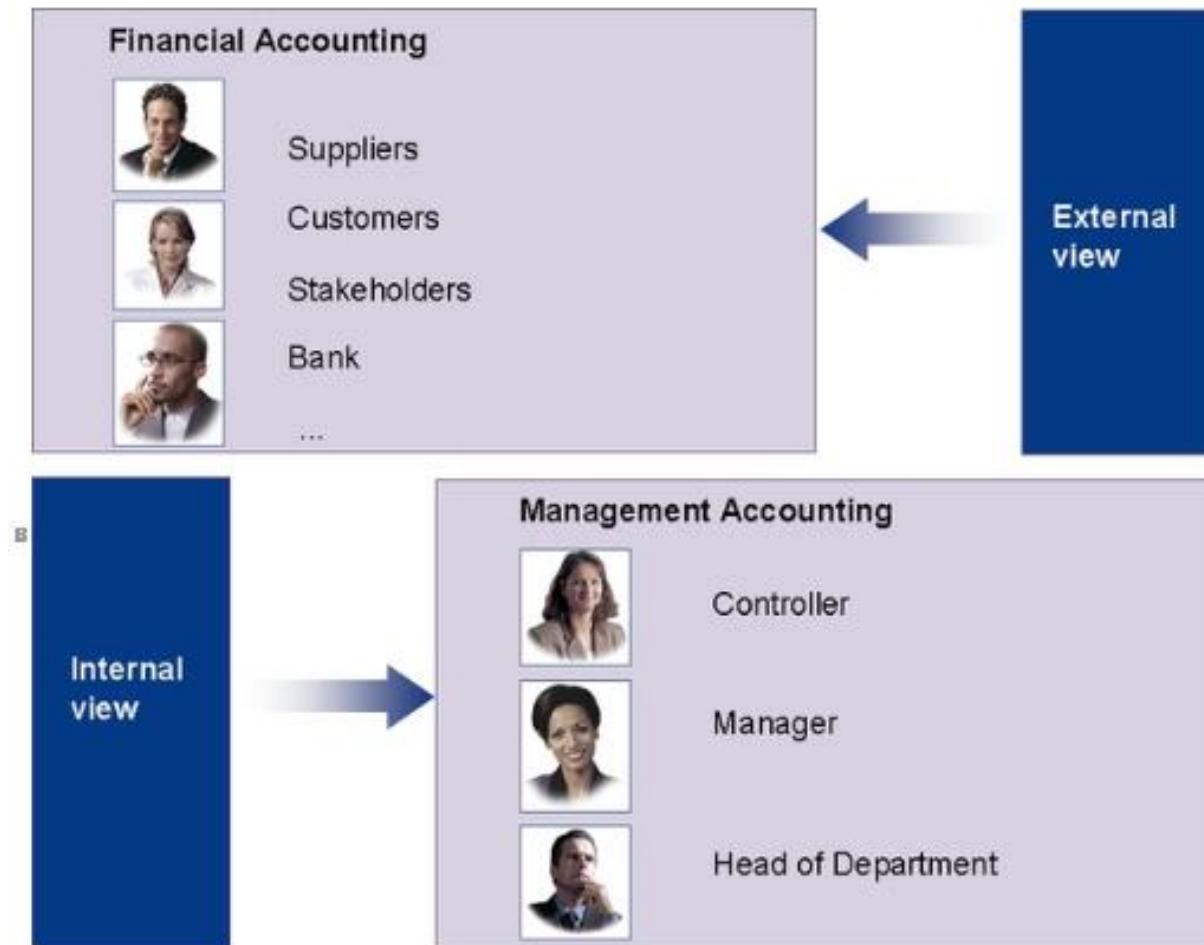
- SAP Technologies

SAPo1

Management Accounting

Antonius Rachmat C, S.Kom, M.Cs

Internal view vs External view



FI vs CO

- FI : **Financial**, CO : **Controlling**
- FI untuk hal-hal/pihak-pihak yang bersifat **eksternal**, hasilnya berupa *laporan keuangan, neraca saldo, dan laba-rugi* untuk supplier, customer, bank, stakeholder, dll
- CO untuk hal-hal/pihak-pihak yang bersifat **internal**, berupa laporan untuk manager

Definisi

- Management Accounting: “The process of identification, measurement, accumulation, analysis, preparation, interpretation and communication of information used by management to plan, evaluate and control within an entity and to assure appropriate use of and accountability for its resources. “

Management Accounting

- Management Accounting = **Controlling** (CO) yang menopang **Enterprise Controlling** (EC)
- Untuk pengawasan **internal**, berkaitan dengan **cost** dan **revenue**
- **Cost** = biaya, **Revenue**: pendapatan

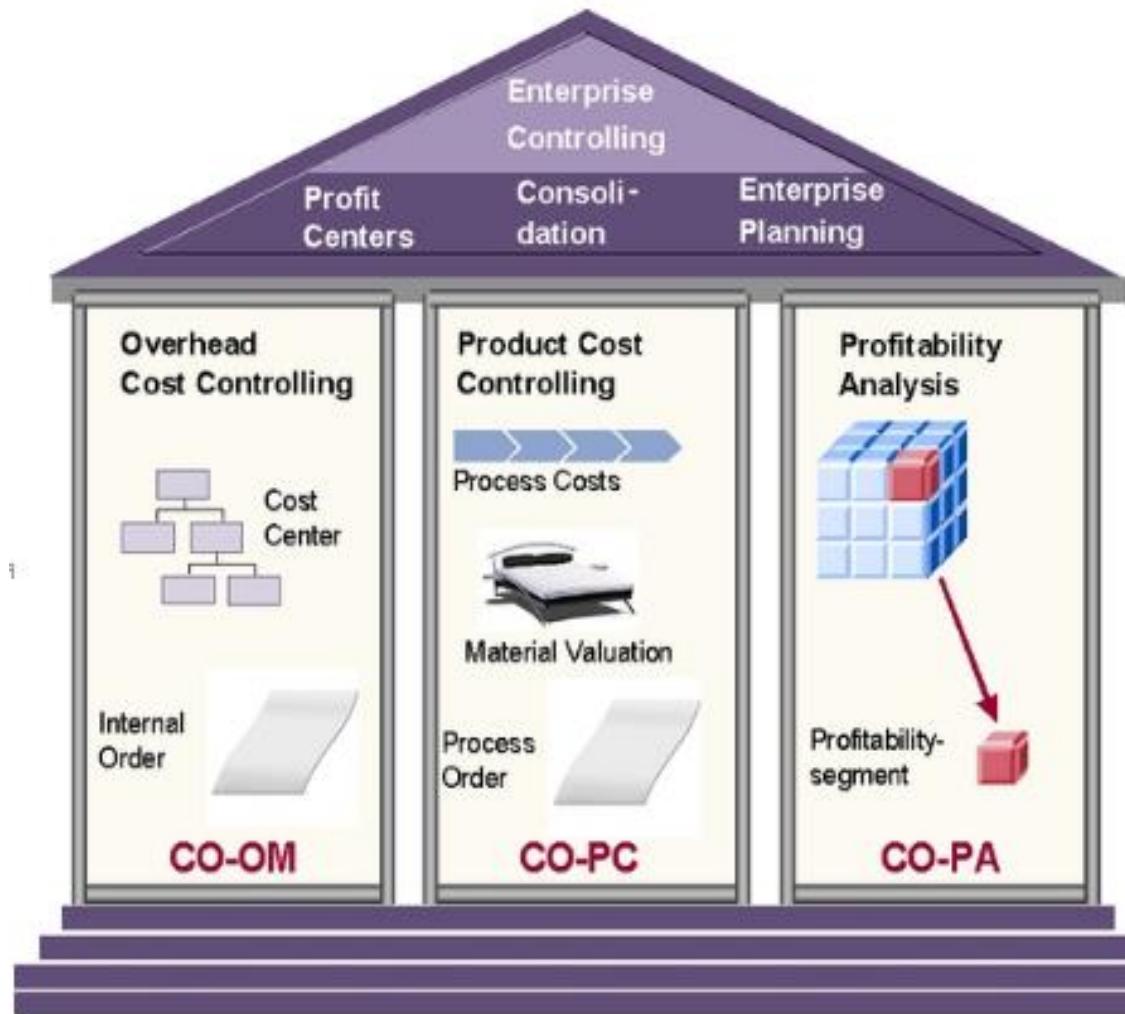
Tujuan Management Acc.

- Menghasilkan laporan-laporan untuk pihak **internal** yang berhubungan dengan **cost** dan **revenue**
- Menghasilkan rencana pengeluaran (**cost planning**)
- Mengurangi **biaya** dan meningkatkan efisiensi
- Meningkatkan **pendapatan (revenue)**

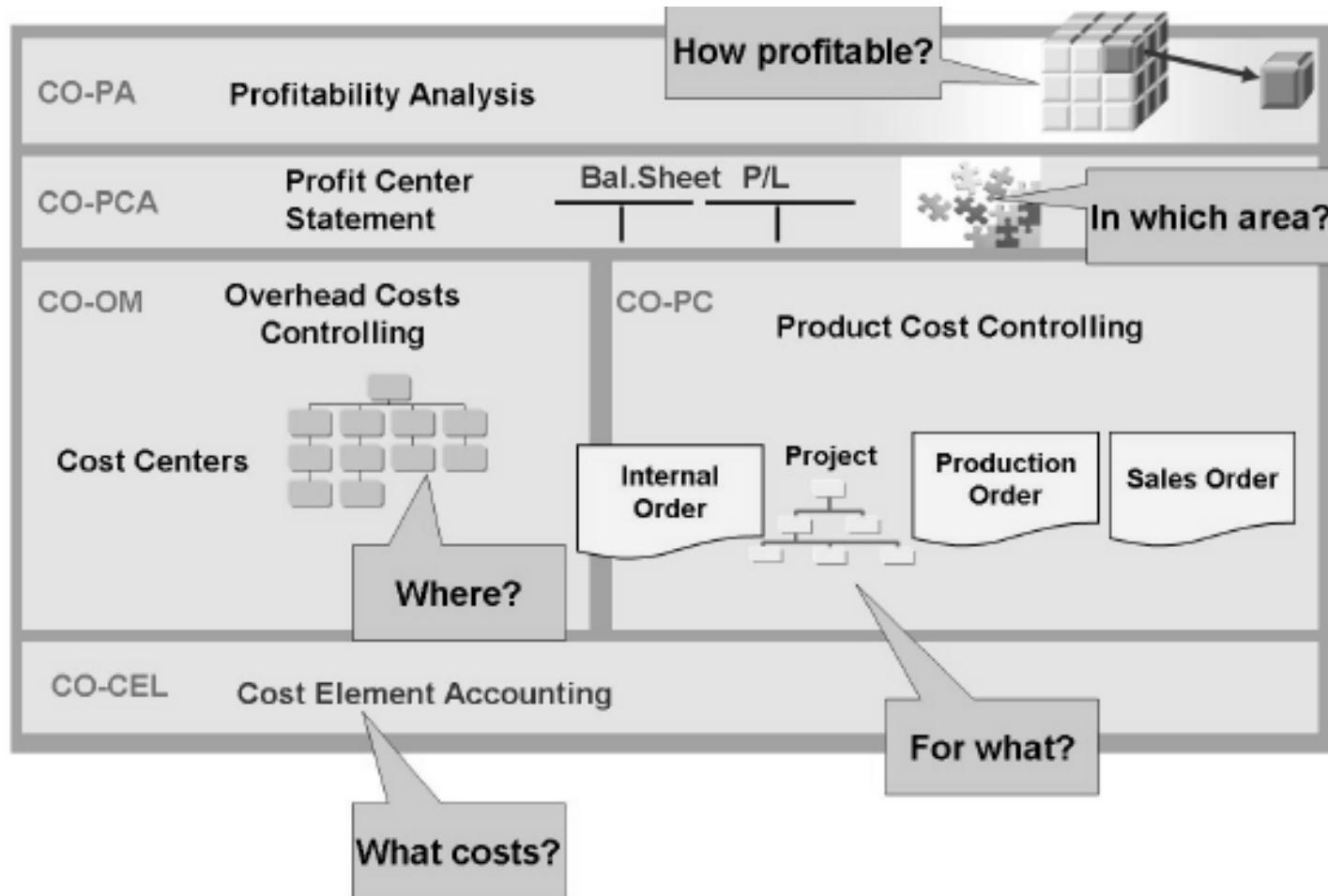
Management Accounting

- Management Accounting terdiri dari gabungan CO + EC
- CO : **Controlling**
 - Overhead cost controlling, product cost controlling, dan profitability analysys
- EC : **Enterprise Controlling**
 - Profit center, consolidation, enterprise planning

Component of Management Accounting



Area di Manajemen Accounting (detail)



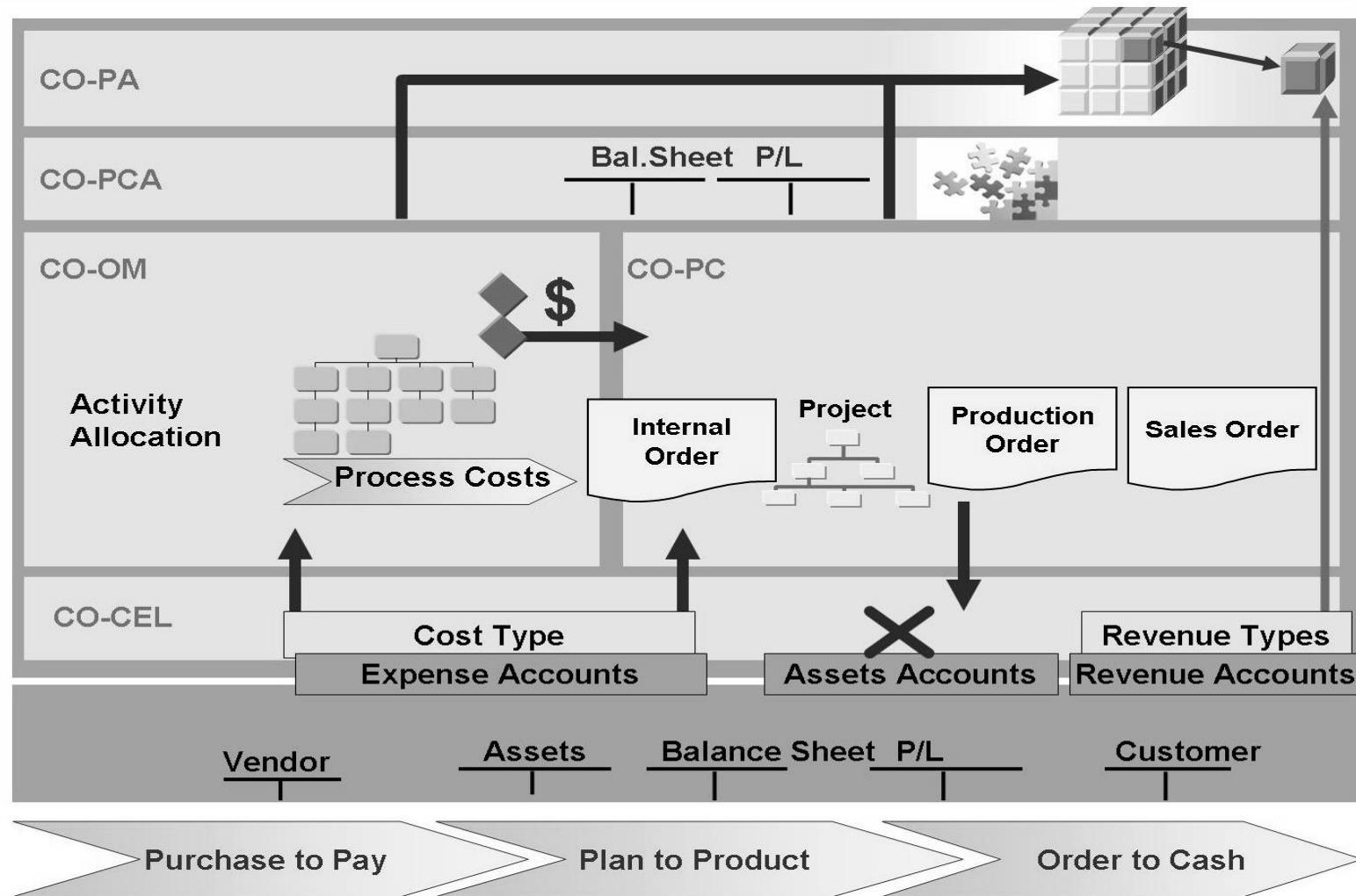
Penjelasan Istilah

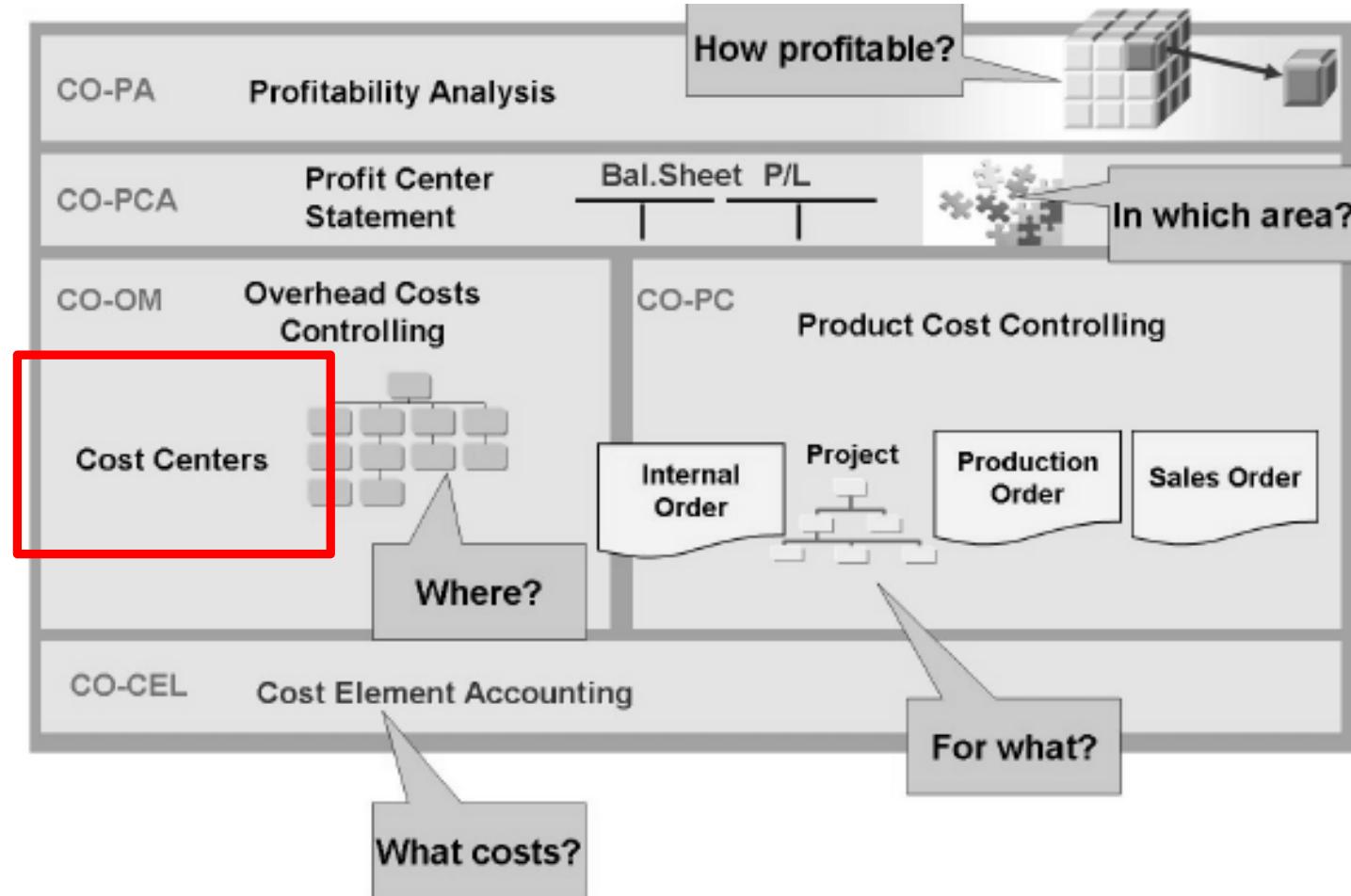
- **Cost Element Accounting** menyediakan informasi tentang jenis-jenis cost dan mengklasifikasikannya berdasarkan transaksi yang terjadi secara otomatis
- **Overhead Cost Controlling** fokus pada mengalokasikan biaya yang tidak bisa secara langsung dikenakan pada barang/jasa

Penjelasan

- **Activity-Based Costing** dalam **Overhead Cost Controlling** membuat kita mudah mengakses dan mengalokasikan biaya semua aktivitas yang dilakukan
- **Product Cost Controlling** mengalokasikan biaya pembuatan produk/jasa dan menyimpannya juga ke dalam FI
- **Profitability Analysis** digunakan untuk company planning dan untuk menampilkan tingkat kesuksesan business

Integrasi pada Manajemen Accounting

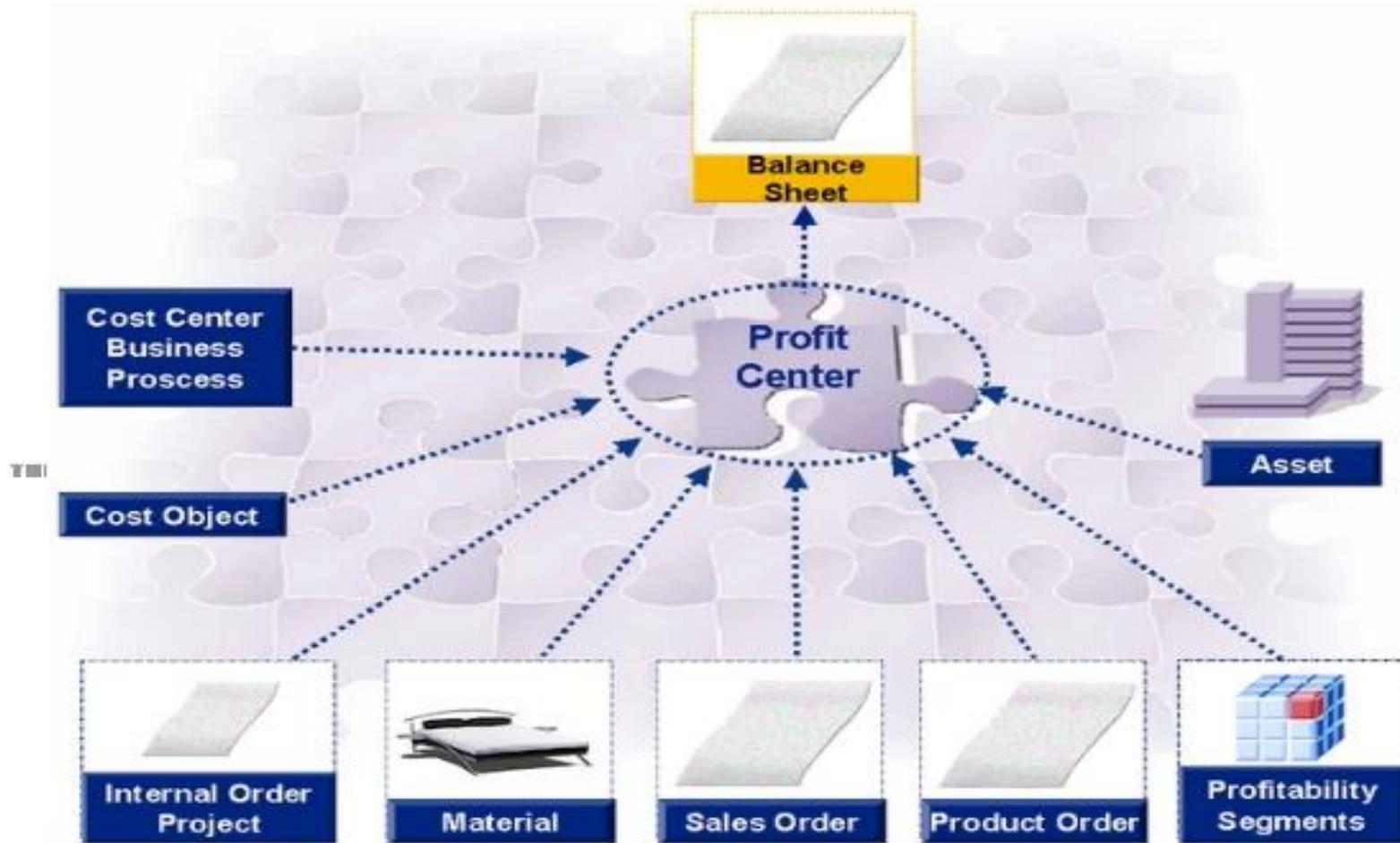




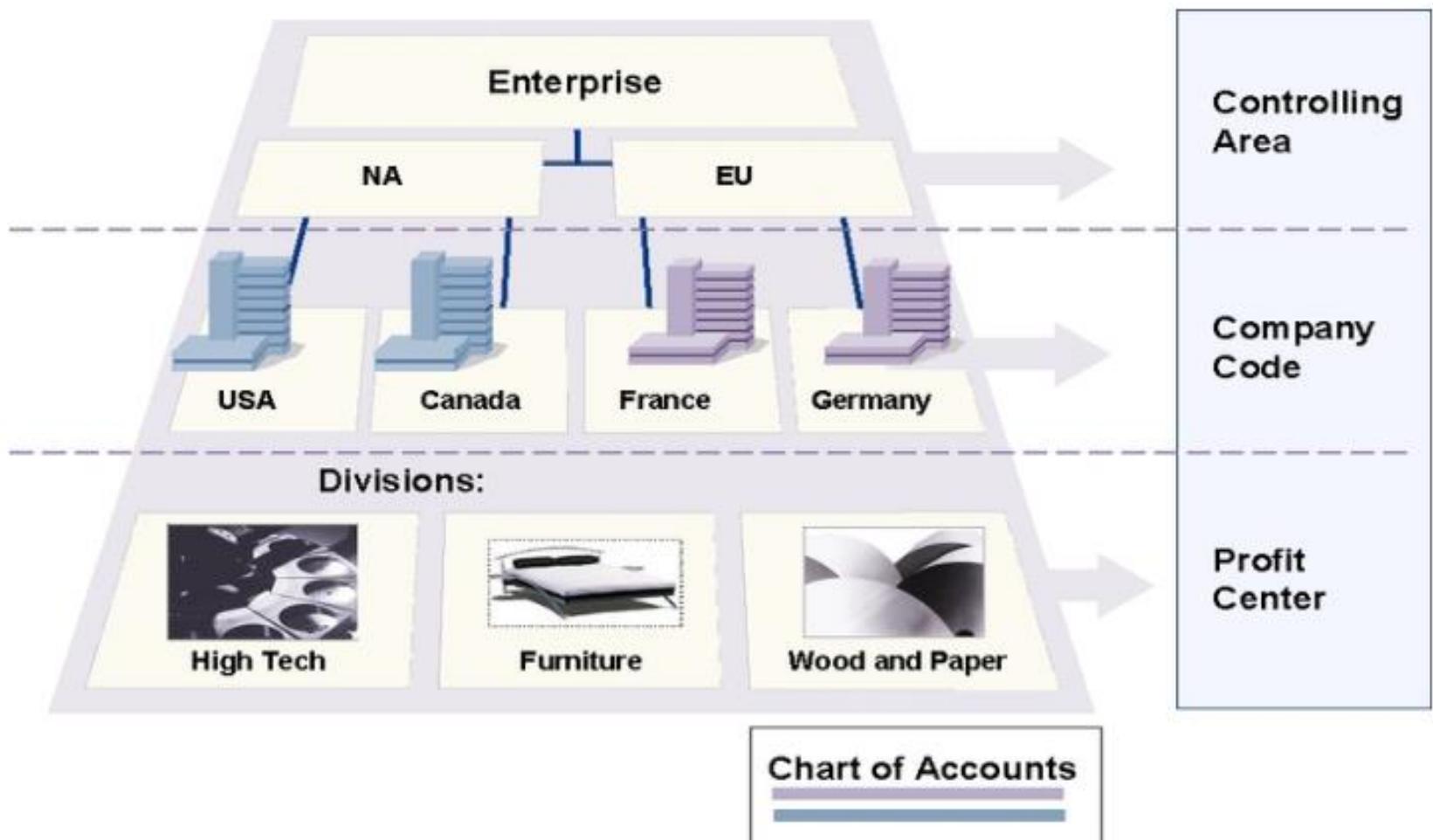
Cost Center Accounting

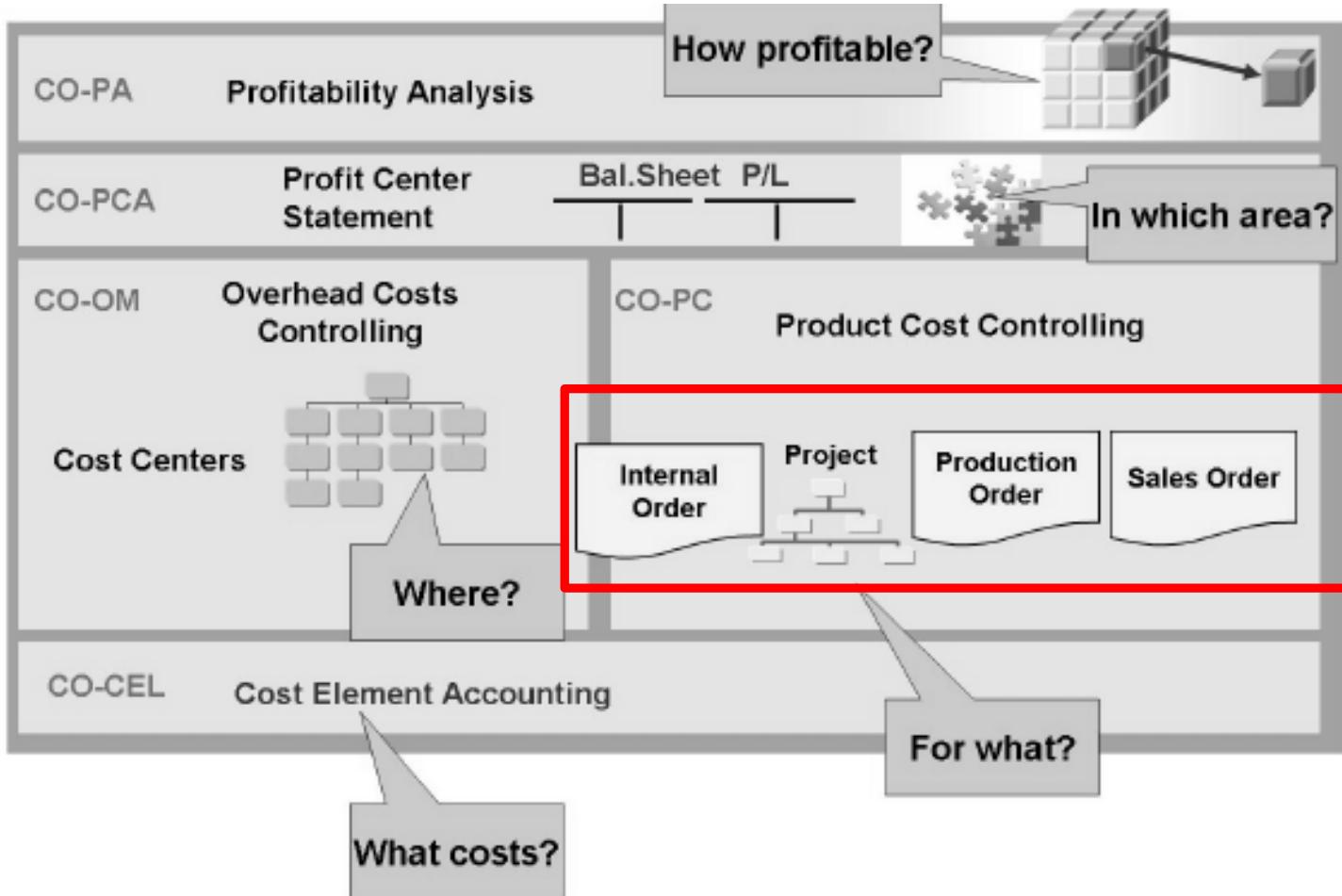
- Menghasilkan laporan pengeluaran (**cost reports**)
- Cost Center bisa berupa **departemen** (organizational unit) yang dikepalai oleh Manager pada suatu lingkup tertentu
- Contoh lingkup: Marketing, Purchasing, HR, Finances, dsb

Profit/Cost Center



Hirarki Profit/Cost Center





Internal Orders

- Untuk memantau biaya yang muncul (cost) dari suatu job, service atau task
- Suatu job/service/task bisa diberi anggaran, lalu dipantau oleh Internal Orders

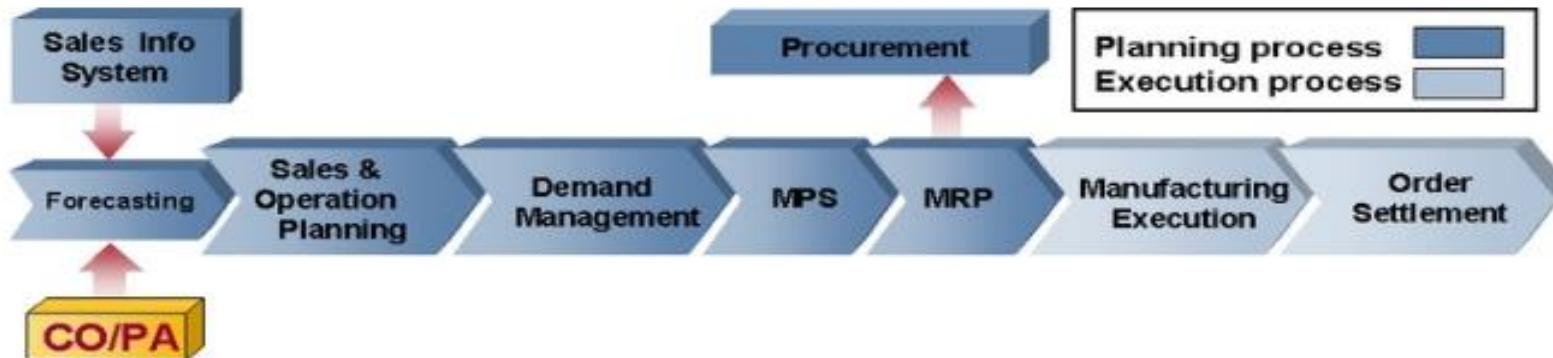
Activity Based Costing

- Berdasarkan proses/aktivitas
- Biaya yang dipantau adalah biaya-biaya yang **terkait** pada suatu proses/aktivitas tertentu
- Kegunaan: untuk pemantauan biaya-biaya yang berlebih/tidak efisien dan untuk memantau unit-unit yang tidak efisien

Product Cost Controlling

- Memantau dan merencanakan biaya-biaya terkait dengan **purchase order**
- Misal : membeli barang dari vendor lain untuk dijual kembali.
- Perlu dilakukan perhitungan harga jualnya berdasarkan harga dasar dan biaya-biaya terkait

Product Cost Controlling



Product Cost Controlling

CO-PC

Actual Pricing/Material Ledger:
Price Determination, Price Control

Cost Object Controlling:
Costs by Material, by Time Period,
by Order

Information System:
Reports, Lists

Product Cost Planning
Cost Estimates and Optimization

Profitability Analysis

- Analisa **untung/rugi** dari sebuah organizational unit berdasarkan segmen market / karakteristik tertentu
- Menyediakan data untuk penentuan *harga jual, sasaran pembeli dan pemilihan jalur distribusi produk*

EC Capabilities

- **Profit Center Accounting**

Untuk analisa untung/rugi dari sebuah
organizational unit - departement

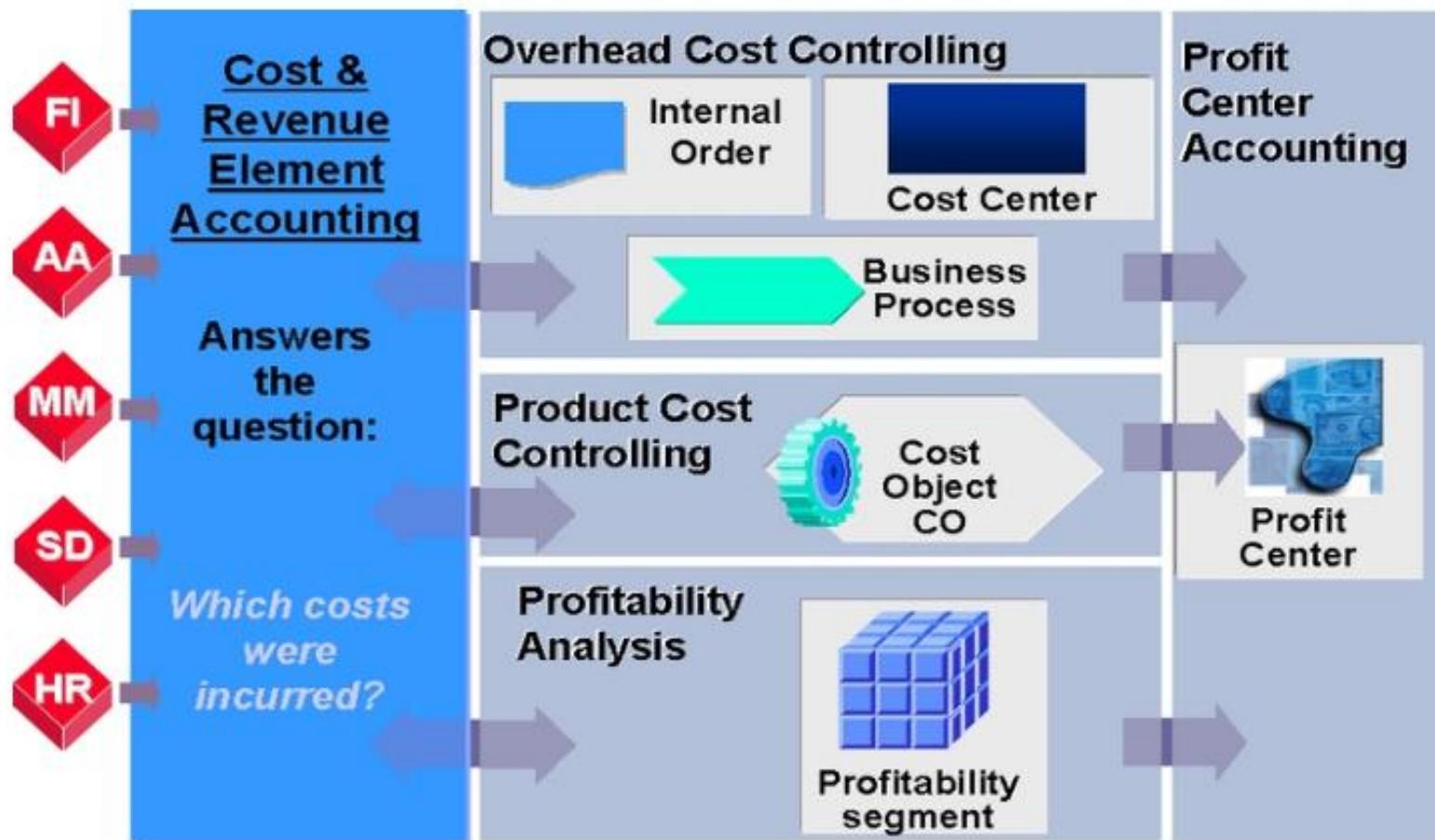
- Apakah barang/produk/jasa yang dihasilkan laku dijual?

EC Capabilities

■ **Consolidation**

Konsolidasi data FI dan CO,
penyatuan/koordinasi antara FI dan CO

Summary



Exercise

- Kerjakan Exercise 5-4 dan 5-5
 - 5.4 : create a basic cost center
 - 5.5 : processing a vendor's invoice and viewing cost center report

Next

- SAP 6 – Human Capital Management

SAP01

Financial Accounting

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Pengantar Akuntansi

Rumus: **HARTA = HUTANG + MODAL**

	Debet	Kredit
Harta (Kas, Gedung)	+	-
Hutang Pembelian	-	+
Piutang Jual	+	-
Modal	-	+
Pendapatan	-	+
Biaya	+	-
Retur Beli	-	+
Diskon Beli	-	+
Retur Jual	+	-
Diskon Jual	+	-

SAP R/3 Acc System

- Kita sebagai **Business Process Analyst**
 - Bertanggungjawab untuk memetakan proses bisnis ke SAP FI Accounting System
- SAP FI Acc System
 - Terintegrasi dengan modul **logistic** dan **HR**
 - Memanajemen data operational, administrasi secara **otomatis** di belakang layar
 - Dukungan flexible currency
 - Dukungan country specific tax
 - Reporting transaksi pembayaran

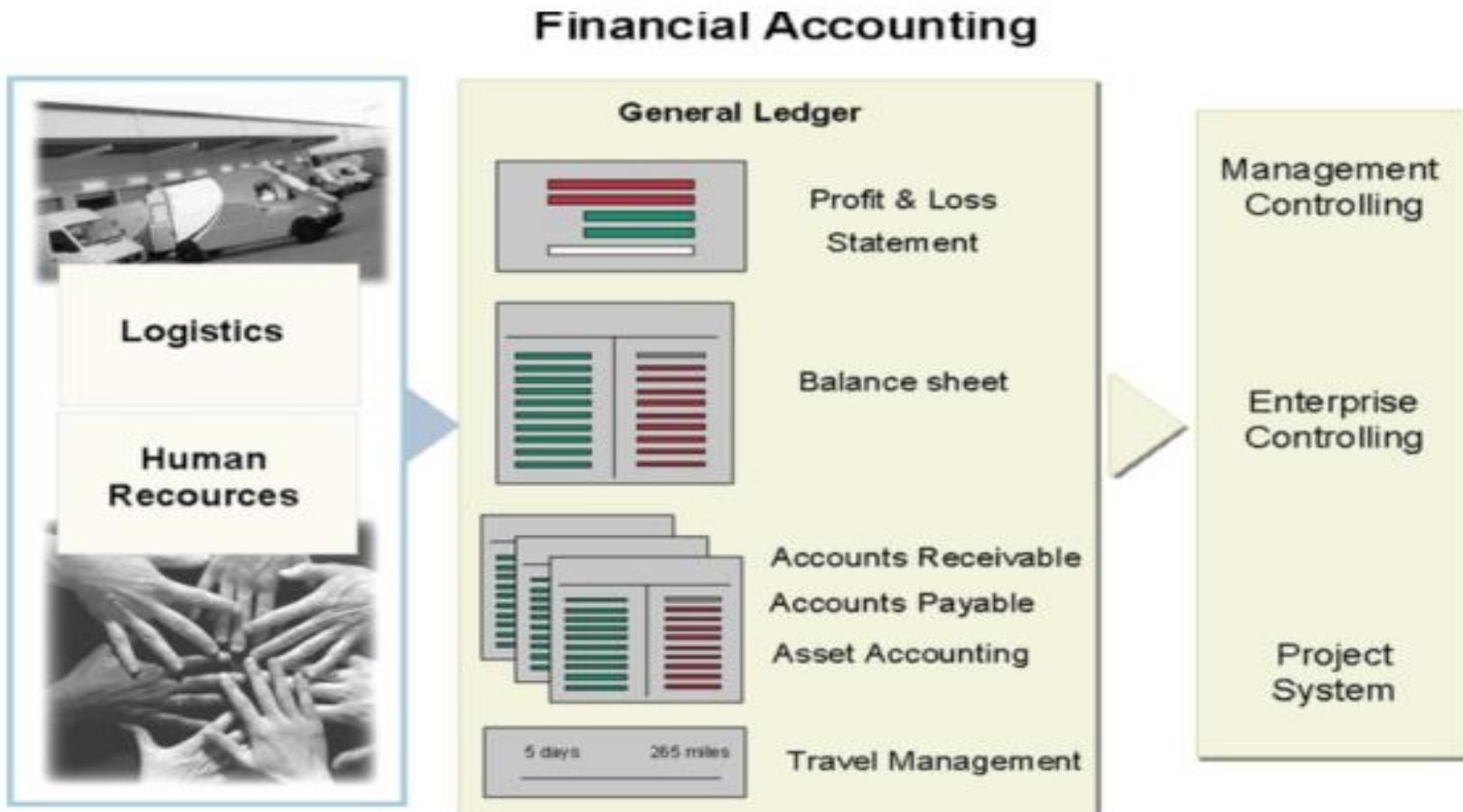
Komponen SAP R/3 Acc System

- Financial Accounting (FI), terdiri dari:
 - G/L Accounting
 - Account Payables & Account Receivable
 - Asset Accounting – Aktiva
 - Bank data
- Corporate Finance Management
 - Untuk planning & analisis untuk pengambilan keputusan
- Profitability and Sales Accounting
 - Untuk analisis keuntungan penjualan

Komponen SAP R/3 Acc System

- Product Cost Controlling
 - Untuk mengontrol harga barang yg akan dijual
- Overhead Cost Controlling
 - Untuk mengontrol biaya yang dikenakan pada barang secara tidak langsung:
 - Ex: Biaya Listrik dan transport
- Investment Management
 - Untuk mengatur dana menganggur yang dapat diinvestasikan
- Project Management
 - Pengaturan proyek sehingga proyek dalam selesai sesuai waktu

Sistem Financial Accounting



Laporan rugi/laba

PT. ABCD

Untuk periode berakhir 31 Desember 1999

Pendapatan:

Penjualan 10,000,000

Harga pokok penjualan:

Persediaan awal 2,000,000

Pembelian 7.000.000

Tersedia untuk dijual 9,000,000

Persediaan akhir 3.000.000

Harga pokok penjualan 6.000.000

Laba kotor 4,000,000

Biaya operasional:

Biaya komisi 500,000

Biaya transportasi 100,000

Biaya listrik, telpon, air 600,000

Biaya gaji pegawai 1,200,000

Biaya penyusutan bangunan 300,000

Biaya penyusutan inventaris 200.000

Total 2.900.000

Laba operasi 1,100,000

Biaya bunga 100.000

Laba sebelum pajak 1,000,000

Biaya pajak 200.000

Laba/(rugi) bersih 800.000

Laporan Rugi Laba

Unit 5/Lesson 1

Neraca
PT. ABCD
Per 31 Desember 1999

Aktiva		
Aktiva lancar:		
Kas		1,000,000
Piutang usaha		5,000,000
Uang muka pembelian		500,000
Persediaan barang		<u>3,000,000</u>
Total aktiva lancar		9,500,000
Aktiva tetap:		
Tanah		50,000,000
Bangunan	20,000,000	
Akumulasi penyusutan-bangunan	(5,000,000)	15,000,000
Inventaris kantor	2,000,000	
Akumulasi penyusutan-inventaris	(500,000)	<u>1,500,000</u>
Total aktiva tetap		<u>66,500,000</u>
Total aktiva		<u>76,000,000</u>
Hutang		
Hutang lancar:		
Hutang dagang		2,000,000
Hutang gaji		500,000
Biaya yang masih harus dibayar		<u>1,000,000</u>
Total hutang lancar		3,500,000
Hutang jangka panjang:		
Hutang bank		20,000,000
Total hutang jangka panjang		<u>20,000,000</u>
Total hutang		23,500,000
Modal		
Modal disetor		40,000,000
Laba ditahan		<u>12,500,000</u>
Total modal		52,500,000
Total hutang dan modal		<u>76,000,000</u>

Laporan Neraca

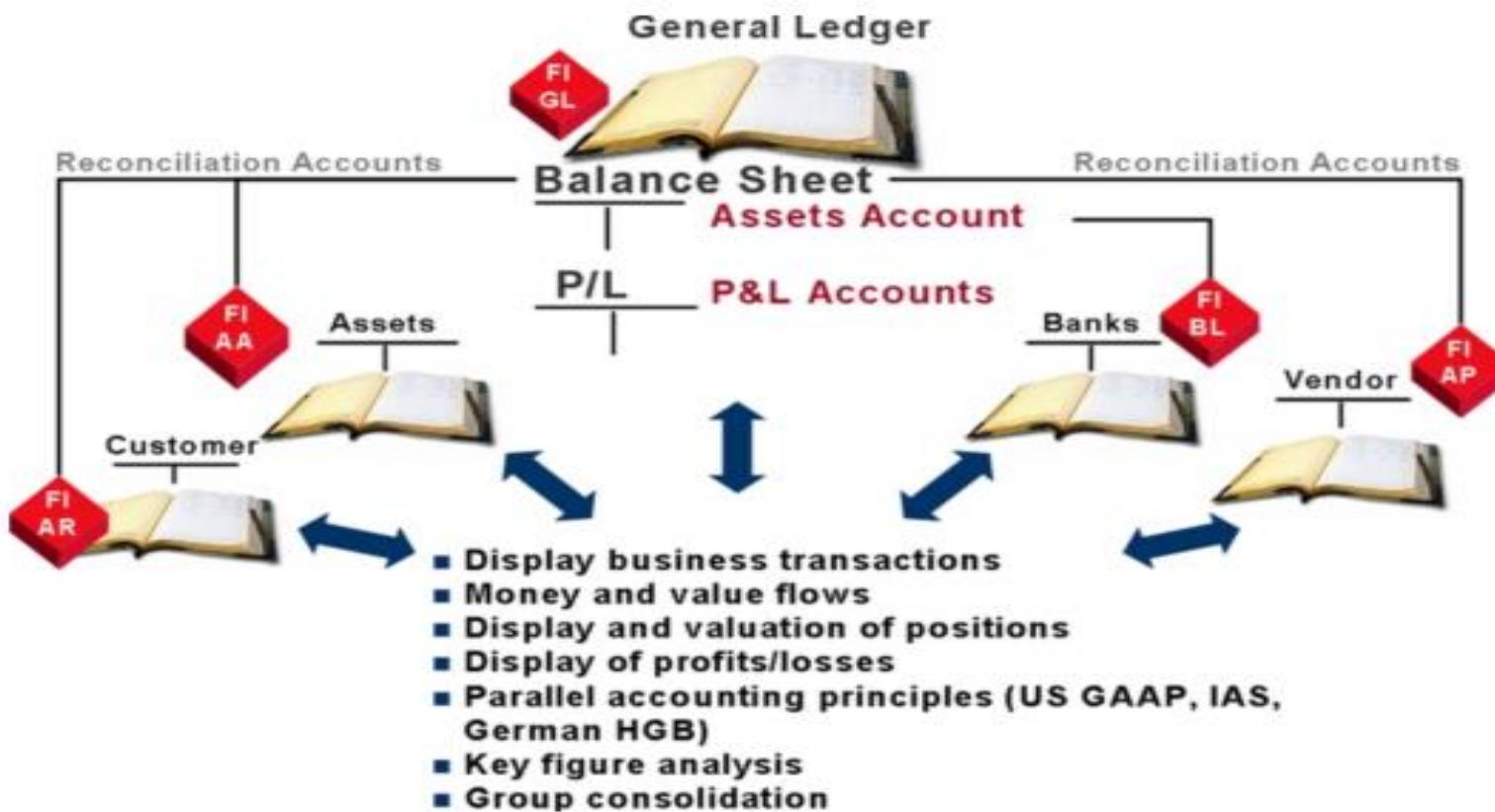


THE BEST-RUN BUSINESSES RUN SAP

General Ledger Account

- Master Data
 - Kode GL: 111
 - Type: Balance Sheet (Neraca Saldo)
 - Keterangan: Kas
 - Lokasi : Kredit
- Transaction
 - No: 1
 - Keterangan: Biaya Rapat
- Document
 - Document: jurnal yang dihasilkan

G/L



Jenis-jenis Jurnal

- Penjualan,
- Pembelian,
- Penerimaan Kas,
- Pengeluaran Kas,
- Umum

Tahapan Proses Akuntansi

- Membuat jurnal
- Posting kebuku besar
- Jurnal penyesuaian
 - Penyusutan
 - Piutang sewa
- Neraca Lajur
 - Labar rugi: pendapatan & biaya
 - Perubahan modal: modal
 - Neraca saldo: harta & hutang
 - Cash flow: kas

Neraca Saldo & Rugi Laba

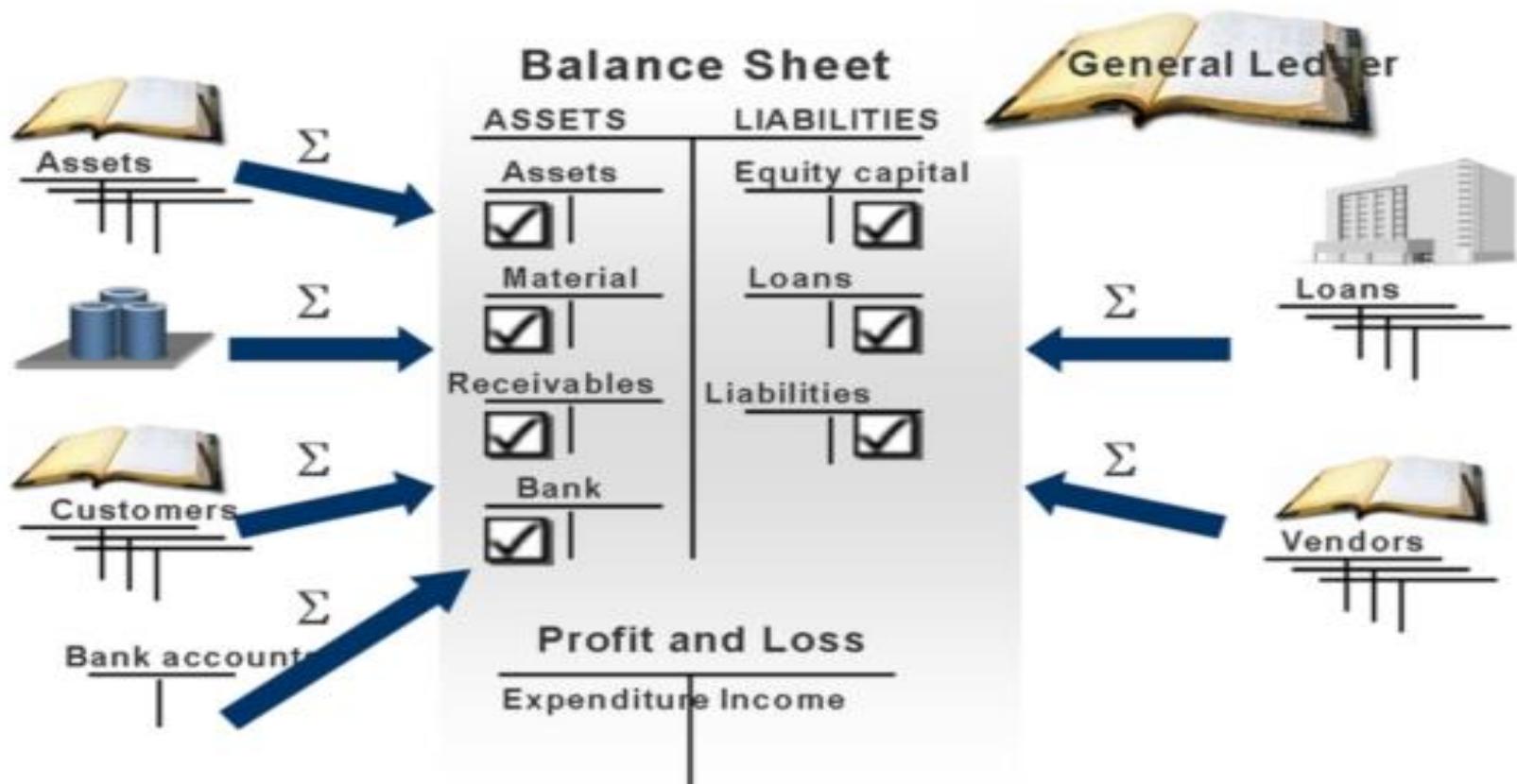


Chart of Account

- Metode klasifikasi / pengkodean akun-akun **jurnal akuntansi** dalam bentuk **kode-kode**
- Fungsi COA:
 - As operational COA seperti biasa
 - Kas, pendapatan, biaya
 - As local COA
 - Untuk hal-hal yang legal (hukum)
 - Misalnya: untuk laporan pajak
 - As group COA
 - Berisi kumpulan account untuk suatu perusahaan tertentu

Chart of Account

Operating Chart of Accounts -

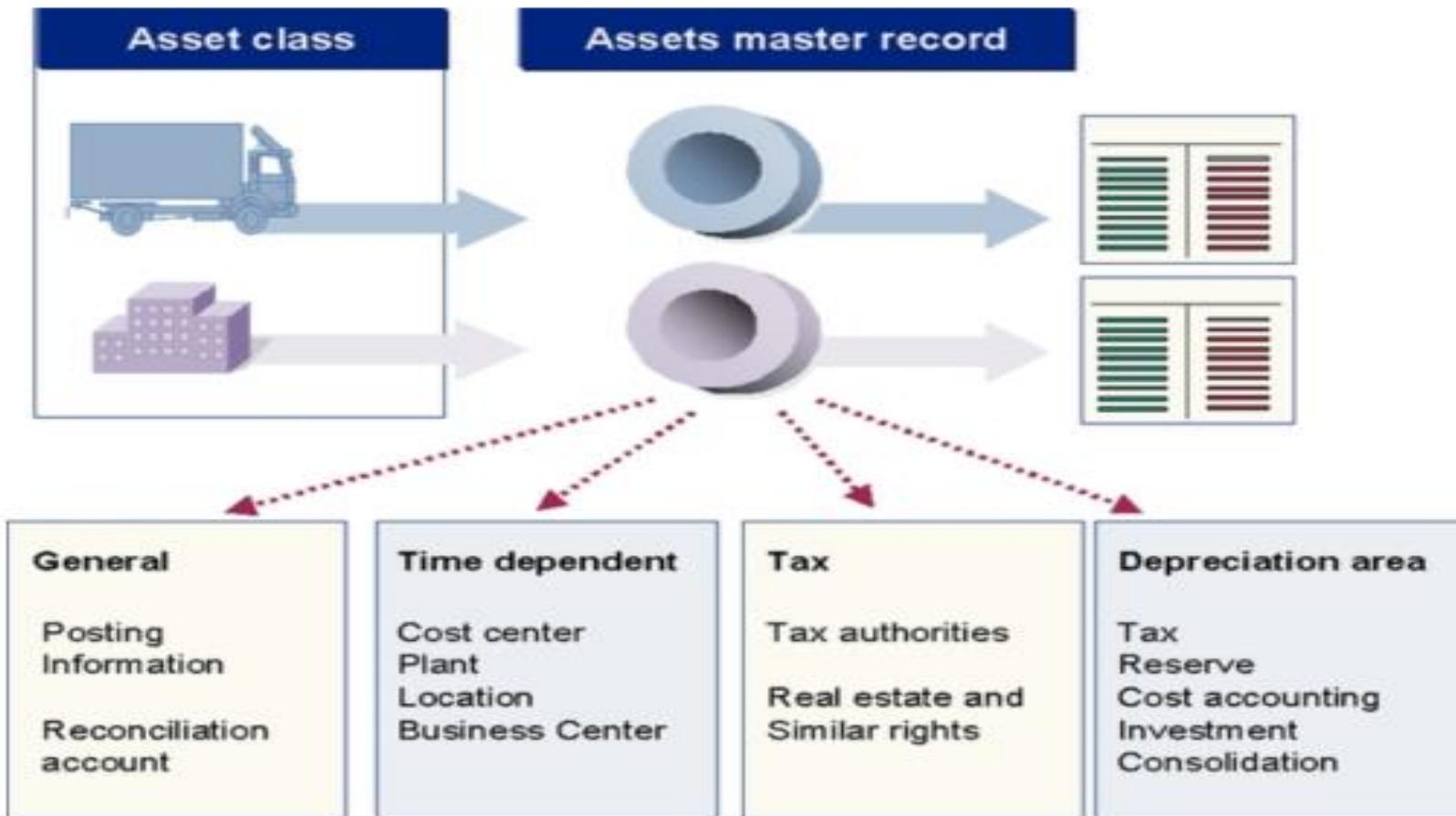
Provides definition of valid G/L Account Master Records



**Each company code
has only ONE operating
chart of accounts**



Asset Management



Transaksi Asset Accounting

- Berasal dari pembelian (PO)
- Berasal invoice
- Berasal dari proses produksi

- Contoh Asset Accounting: meja, kursi, lemari, barang dagangan, rumah, mobil

Customer Master – Acc Receivables

- Menyediakan data-data **customer**
- **General data:** relevan untuk semua company code dan sales organization
- **Data for company code:** relevan untuk company specific agreement
 - Misalnya bundle software untuk area yogyakarta
- **Data for sales:** relevan untuk masing-masing sales organization

Vendor master – acc payables

- Menyediakan akses data **vendor / supplier**
- **General data:** relevan untuk data umum seperti data telepon, jalan, bank
- **Company code data:** masalah pembayaran dan informasi korespondensi
- **Purchasing organization data:** order number, invoice verification

Accounting Document

- **Original Document:** receipt, invoice, check, sales order, purchase order
 - Berasal dari luar perusahaan
- **Processing Document:** jurnal, recurring entry
 - Berasal dari dalam perusahaan

Accounting for Travel Management & Expense

- Plan trips
- Book travel services (pesawat, KA, bus)
- Record trips data
- Reimbursement
- Account for travel expense
 - No kode akunnya
- Payroll expense - gaji

Latihan

- Kerjakan semua latihan 5-1 s/d 5-3!
 - 5-1 melihat COA
 - 5-2 anda membayar ke Baltus
 - 5-3 anda menerima pembayaran dari Rohrer

Next

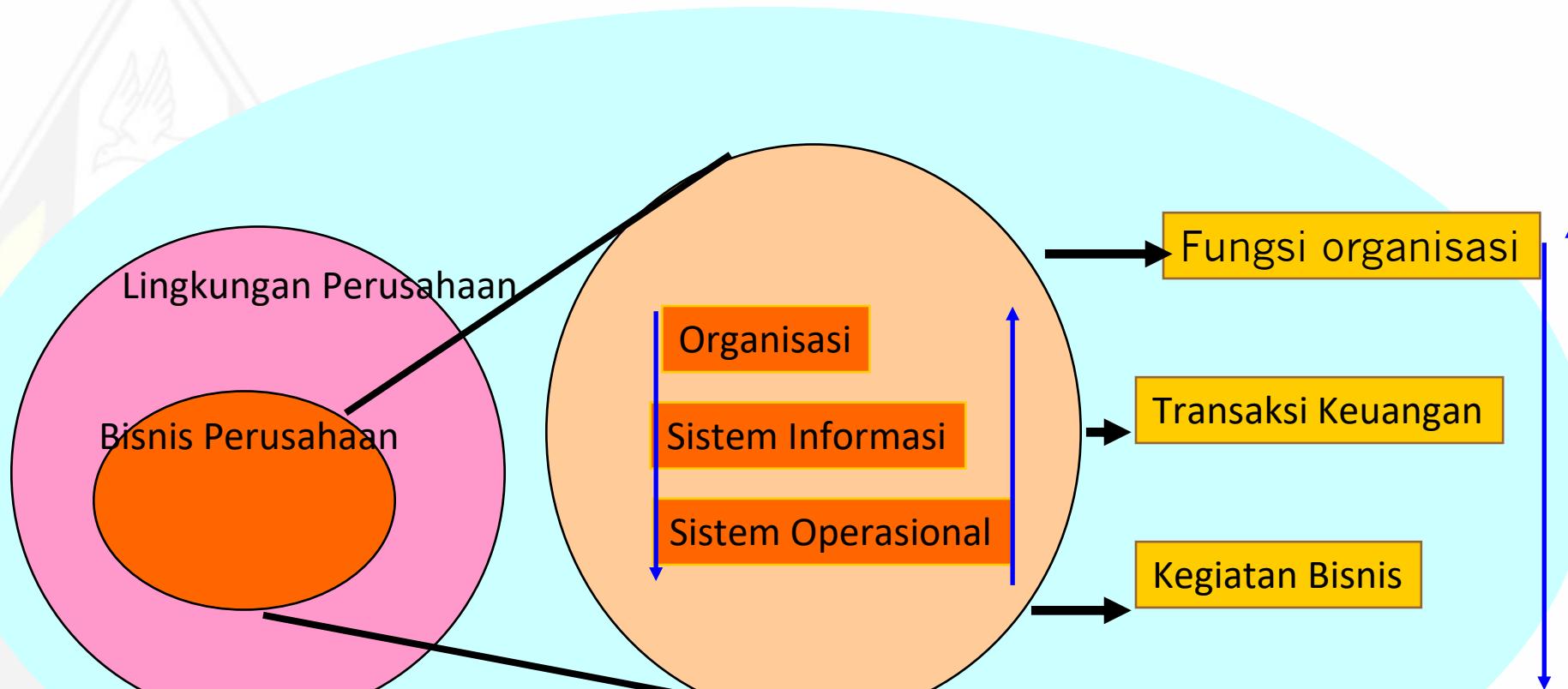
- SAP – Management Accounting

Finansial Business Process

Antonius Rachmat C



Lingkungan Bisnis Perusahaan sebagai Sistem

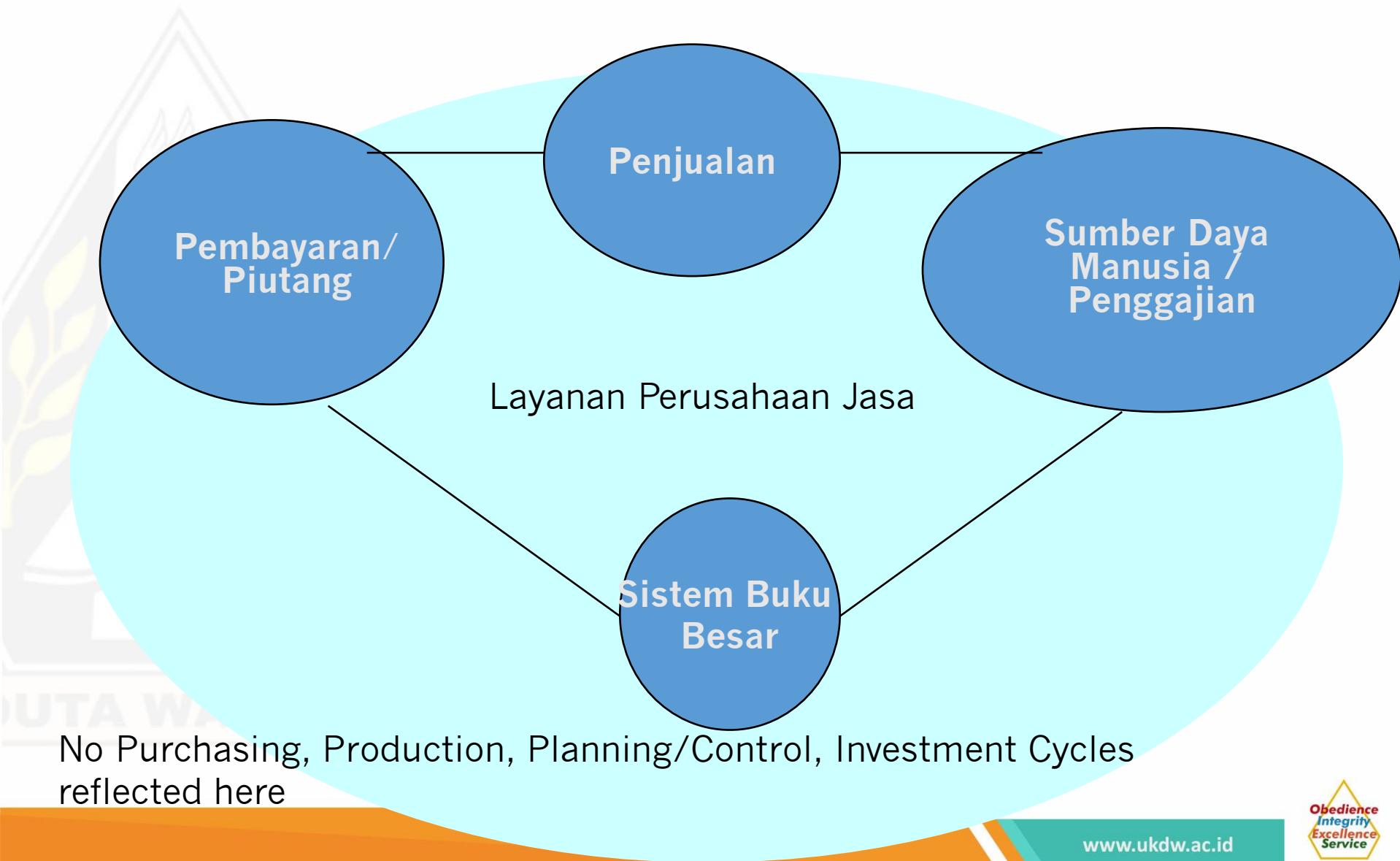


Contoh Perusahaan Dagang: Manufaktur

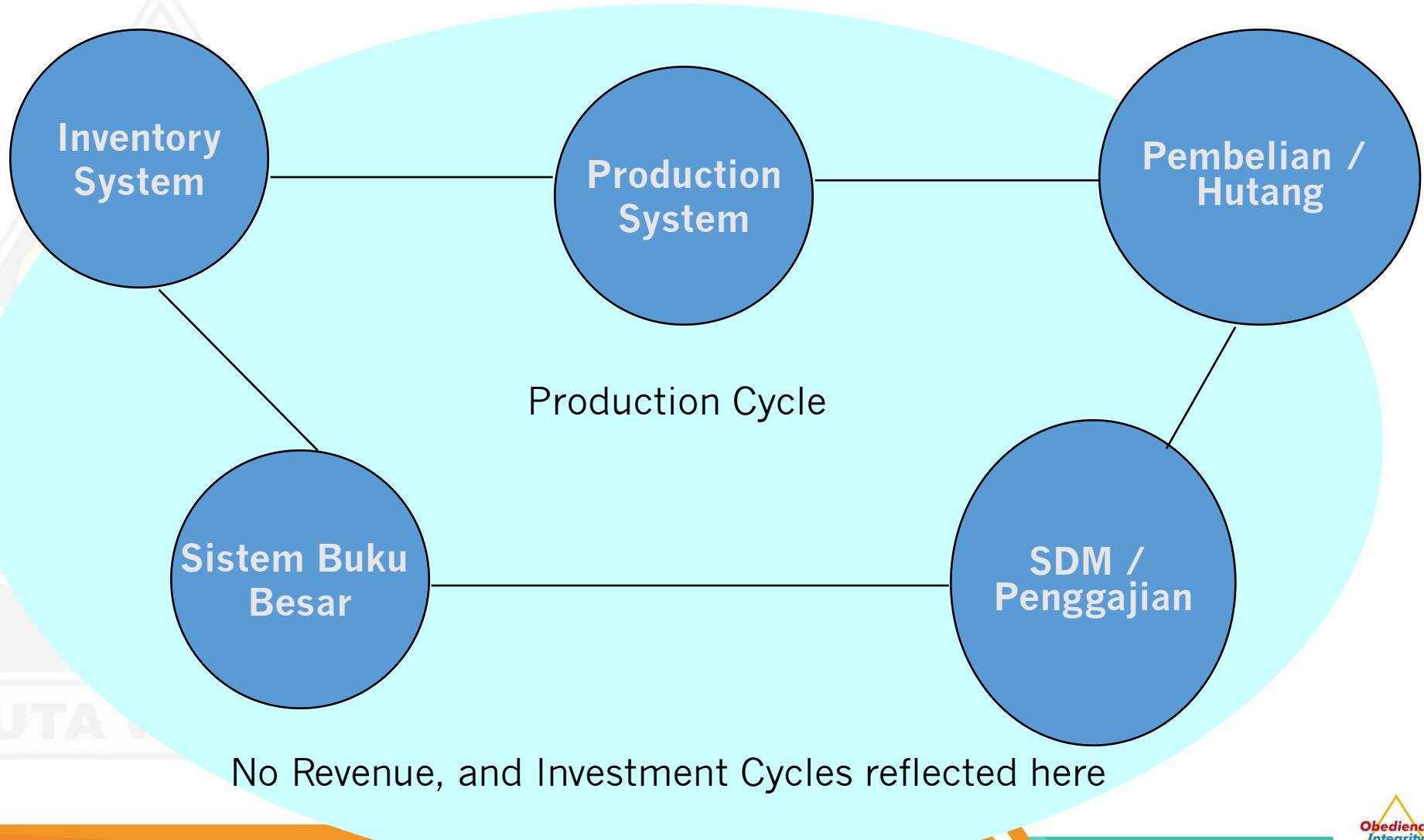


No Planning/Control, Investment, or Production Cycles reflected here

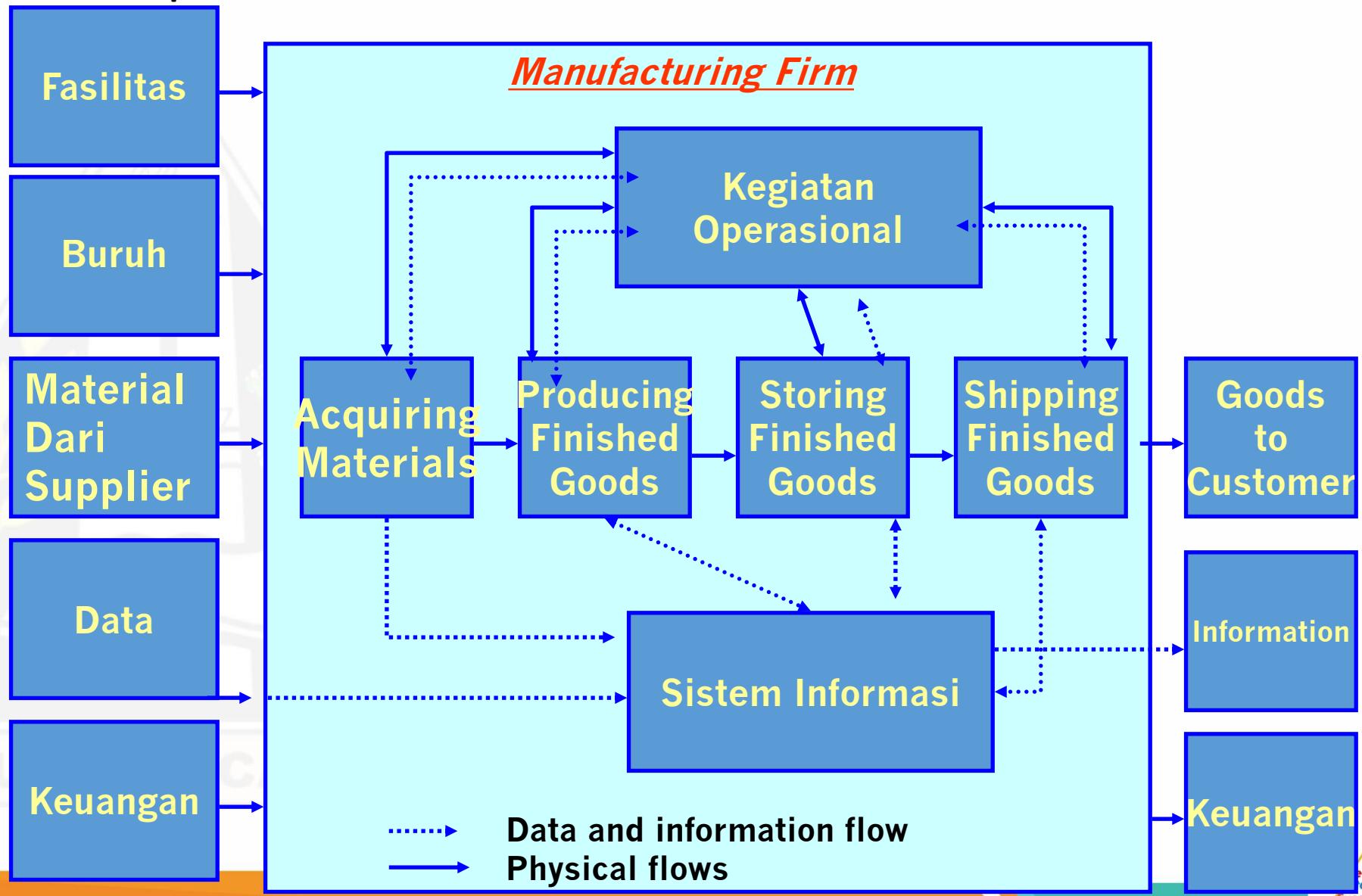
Layanan Perusahaan Jasa



Sistem Produksi

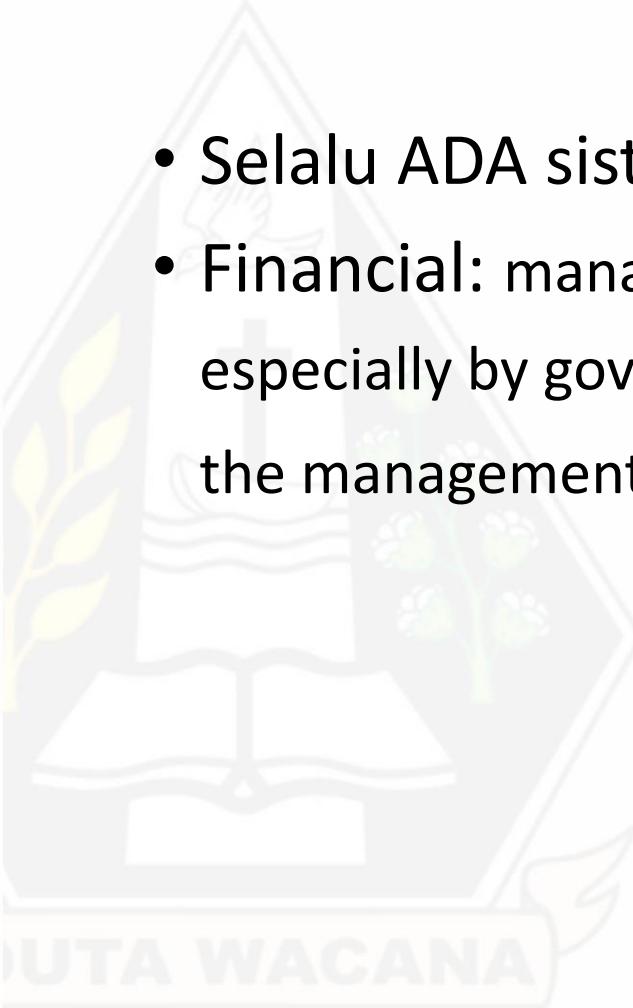


Operasional Perusahaan Manufaktur



Apapun sistem perusahaannya...

- Selalu ADA sistem **keuangan / finansial** perusahaan
- Financial: management of large amounts of money, especially by governments or large companies, science of the management of money and other assets



SAP Financial

- SAP Financial berisi modul solusi manajemen finansial yang **lengkap** dan **terintegrasi** untuk memastikan performa bisnis yang bisa diprediksi.
- Menyediakan dukungan terhadap data: *accounts receivable, accounts payable, fixed assets, inventory dan cash accounting*
- **Sub-ledger** terintegrasi dengan SAP **General Ledger**, sehingga data financial selalu terrekonsiliasi dan semua laporan sangat akurat.
- **Laporan rugi laba (profit/loss)** dapat digenerate melalui berbagai dimensi bisnis – unit, profit centre, dan lokasi geografis

SAP Financial

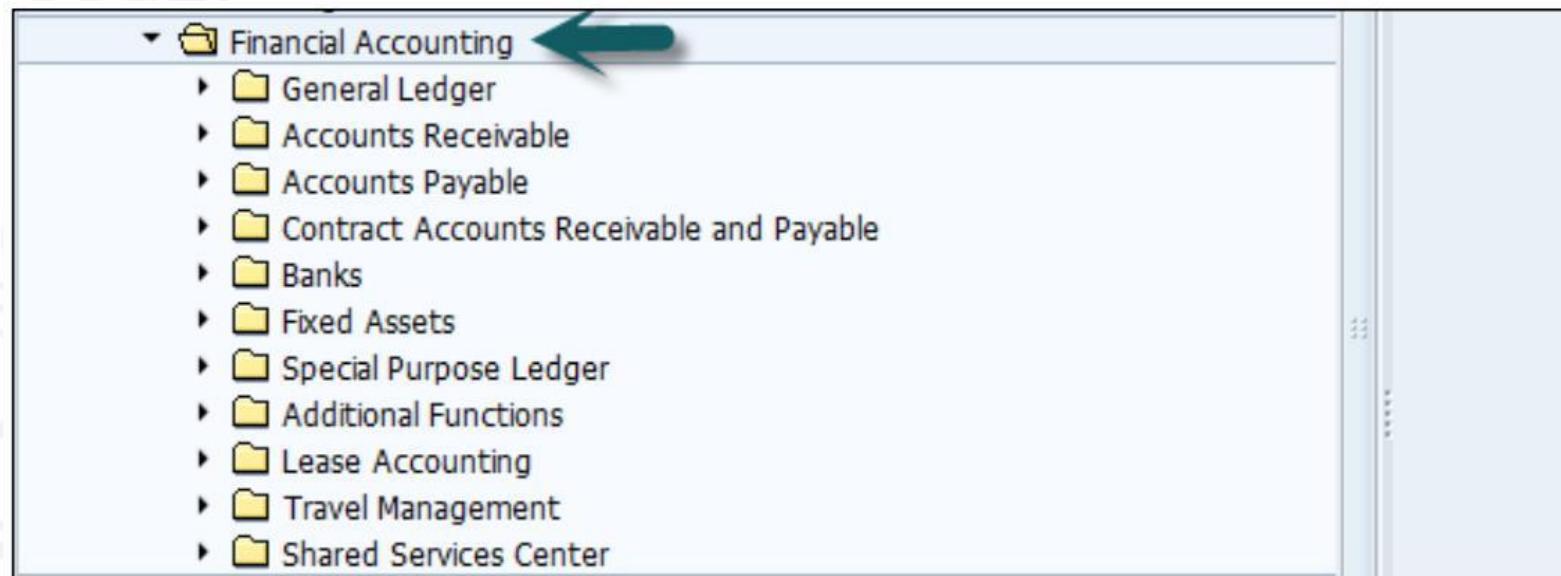
- Melalui SAP Finansial kita dapat:
 - Meningkatkan **insight** untuk pengambilan keputusan yang lebih baik.
 - Meningkatkan **produktivitas, efisiensi, dan responsif** bisnis
 - Mengoptimalkan **cash flow** perusahaan
 - Meningkatkan **kepatuhan/audit keuangan** dan **tata kelola** perusahaan

SAP Financial

- Input:
 - Payment from customers
 - Account receivable
 - Account payable
 - Sales data
 - Production and inventory data
 - Payroll and expense data
- Output:
 - Payment to suppliers
 - Financial reports
 - Customer credit data

SAP Financial Module

- Where to find SAP FI Modules?



UTA WACANA

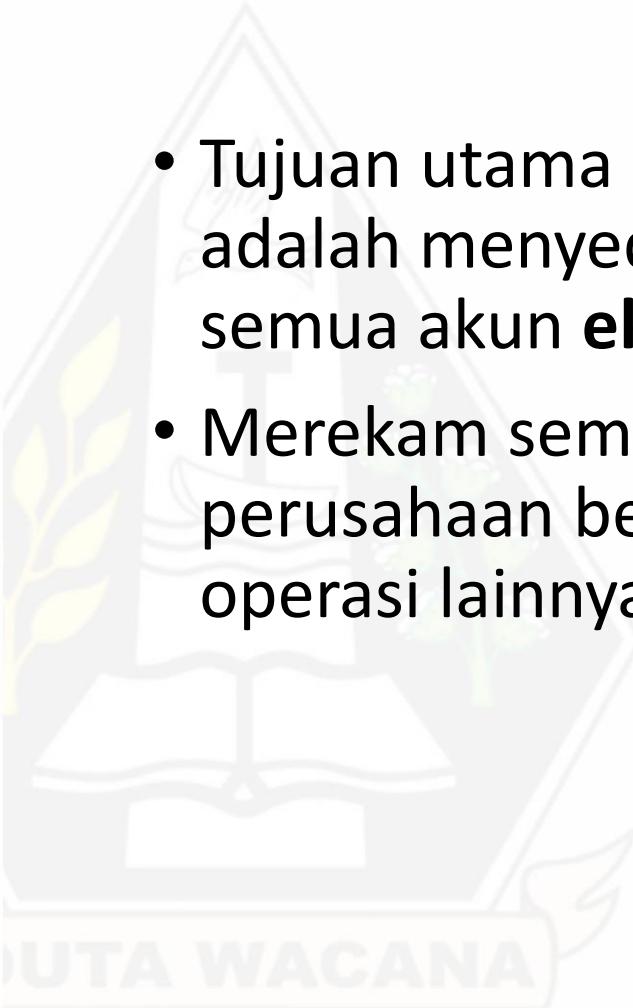
COMPONENTS OF SAP FINANCIAL AND ACCOUNTING

- SAP General Ledger
- SAP Accounts Payable
- SAP Accounts Receivable
- SAP Bank Accounting
- SAP Asset Accounting
- SAP Funds Management
- SAP Travel Management

DUTA WACANA

SAP General Ledger

- Tujuan utama dari SAP **general ledger accounting** adalah menyediakan sistem untuk mengelola semua akun **eksternal** dari suatu organisasi.
- Merekam semua **transaksi bisnis** dari suatu perusahaan bersama dengan berbagai bidang operasi lainnya dikelola oleh modul SAP Financial.



SAP G/L

Document Edit Goto Extras Settings Environment System Help

Display Document: General Ledger View

Taxes Display Currency Entry View

Data Entry View

Document Number	19000000009	Company Code	V001	Fiscal Year	2011
Document Date	21.08.2011	Posting Date	21.08.2011	Period	2
Reference		Cross-CC no.			
Currency	AUD	Texts exist	<input type="checkbox"/>	Ledger Group	

Ledger OL

Doc.	19000000009	FiscalYear	2011	Period	2
------	-------------	------------	------	--------	---

Co... It... L.item PK SG Account Description Amount Cu Tx Cost Ctr Profit Partner PC Purch.Doc Ite...

V001	1	000001	31	211000	Trade Payables - Dom	110.00	AUD	P1		1200				
	1	000002	31	211000	Trade Payables - Dom	330.00	AUD	P1		1300				
	2	000003	40	650000	Postage	100.00	AUD	P1	1321	1200				
	3	000004	40	651000	Office Supplies	300.00	AUD	P1	1322	1300				
	4	000005	40	216000	Reserve For Deferred	10.00	AUD	P1		1200				
	4	000006	40	216000	Reserve For Deferred	30.00	AUD	P1		1300				

G/L Posting in SAP

Enter G/L Account Document: Company Code US00

Tree on Company Code Hold Simulate Park Editing options

Basic data Details

Document Date	05/22/2010	Currency	USD
Posting Date	05/22/2010		
Reference	000		
Doc.Header Text	Transfer of Funds		
Cross-CC no.			
Company Code	US00	Global Bike Inc. Dallas	

Amount Information

Total deb. 5,000.00 USD

Total cred. 5,000.00 USD

COO

2 Items (No entry variant selected)

St...	G/L acct	Short Text	D/C	Amount in doc.curr.	Loc.curr.amount	T...	Tax jurisdictn code	WAssignment no.
<input checked="" type="checkbox"/>	101000	Alt Bank	S Debit	5,000.00	5,000.00			
<input checked="" type="checkbox"/>	1000000	Bank	H Credit	5,000.00	5,000.00			

Document 100000016 was posted in company code US00

G/L Account Balance

G/L Account Balance Display

Activate Worklist Choose Ledger

Account Number	101000	to		
Company Code	US00	to		
Fiscal Year	2010			
Ledger	BL			

Period	Debit	Credit	Balance	Cum. balance
Bal.Carryforward				
1				
2				
3				
4				
5	5,000.00	175.00	4,825.00	4,825.00
6				4,825.00
7				4,825.00
8				4,825.00
9				4,825.00
10				4,825.00
11				4,825.00
12				4,825.00
13				4,825.00
Total	5,000.00	175.00	4,825.00	4,825.00

SAP Accounts Payable and Receivable

- Akun **hutang SAP** mencatat semua komponen dan data untuk vendor:
 - Invoice, pre-payment, dan payment
- Akun **piutang SAP** mencatat semua komponen dan data untuk pelanggan:
 - Piutang dagang dan non-trade

SAP Bank Accounting

- Modul ini digunakan untuk menangani semua transaksi akuntansi bank
- Mengelola **master data bank, manajemen saldo kas** untuk memproses pembayaran masuk dan keluar

Change View "Bank Accounts": Details

New Entries

Dialog Structure:
- House Banks
 - Bank Accounts

Company Code	1000 IDES AG
House Bank	3000 1
Account ID	3050 4
Description	(Redacted)

Bank Account Data:
Bank Account Number: 6189236 5 IBAN: 6
Alternative acct no.: G/L: 7
Currency: USD Control key: 113550

House Bank Data:
Bank Country: DE 2
Bank Key: 50010900 3

Address:
Bank Name: Bank Of America
Region: 06
Street: Grüneburgweg 16
City: 60322 Frankfurt
Branch Office:

SAP Asset Accounting

- Modul ini dirancang untuk mengelola **fixed asset** dari organisasi.
- Sistem keuangan SAP memungkinkan untuk **mengelola dan mengawasi** fixed asset bersama dengan menyediakan **data informasi** dan pelaporan yang terperinci
 - Fixed asset : Rumah, Gedung, Tanah
- Penambahan, penyusutan,
- Pembuangan, transfer
- Penyesuaian

The screenshot shows the SAP Fiori interface for 'Enter Asset Transaction: Acquis. w/Autom. Offsetting Entry'. The top section displays 'Assets posted(1)' with one row of data:

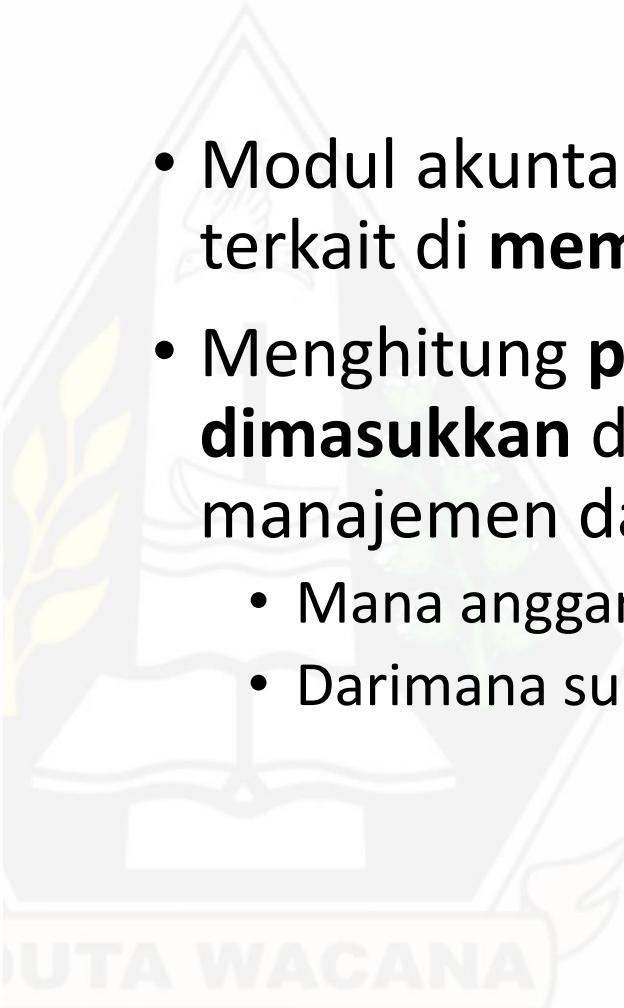
Co	Asset	SNo.	BusA	Acct.detrm	Asset description
Z	2031	0	0001	20000	description asset

The bottom section shows 'Asset line items:000000002031-0000' with a table of transaction details:

Area	AsstVal date	TT	Amount posted	Currency	Crcy type
1	01.01.2011	100	12.000,00	BRL	10
20	01.01.2011	100	12.000,00	BRL	10
40	01.01.2011	100	5.400,00	USD	40
50	01.01.2011	100	5.400,00	USD	40
71	01.01.2011	100	4.126,69	EUR	60
81	01.01.20...	100	4.126,69	EUR	60

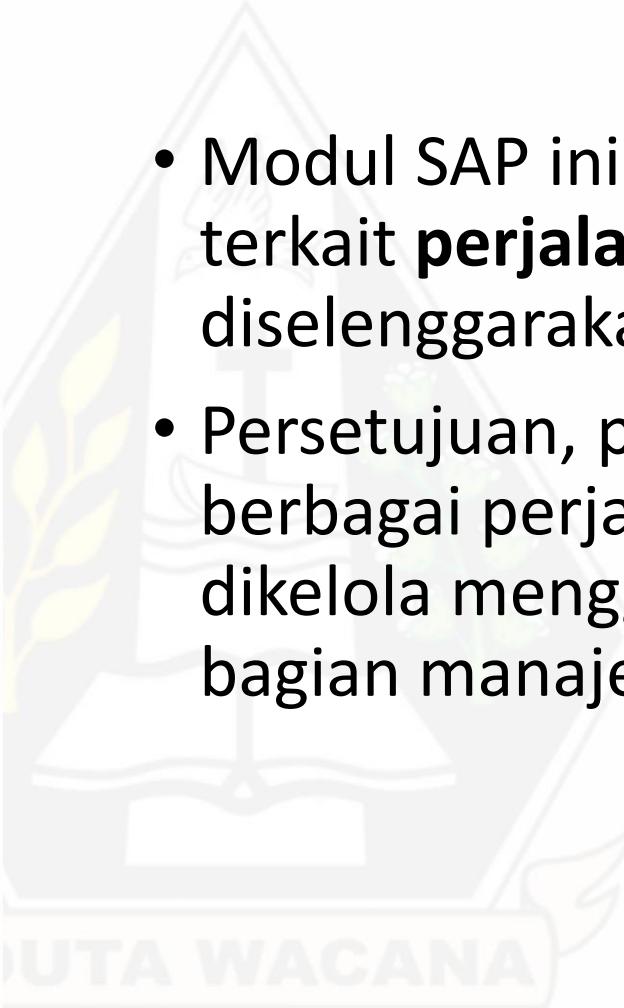
SAP Funds (dana) Management

- Modul akuntansi SAP ini mendukung semua tugas terkait di **membuat dan mengelola anggaran**.
- Menghitung **pendapatan, pengeluaran dan dana dimasukkan** dalam daftar task SAP bagian manajemen dana
 - Mana anggaran yang perlu mendapat perhatian khusus
 - Darimana sumber anggaran



SAP Travel Management

- Modul SAP ini mengontrol semua transaksi yang terkait **perjalanan dinas** perusahaan yang diselenggarakan di dalam dan oleh organisasi.
- Persetujuan, pemesanan, penyelesaian dan berbagai perjalanan pengeluaran dicatat dan dikelola menggunakan sistem perjalanan SAP pada bagian manajemen



GOAL OF FINANCIAL ACCOUNTING (FI)

- Financial Accounting didesain untuk mengumpulkan **data transactional** yang digunakan untuk persiapan **report standard portfolio**
 - Secara general laporan ini digunakan untuk pihak **eksternal**
 - Standard reports include:
 - Balance Sheet (Neraca Saldo)
 - Income Statement (Pemasukan)
 - Profit and Loss (Rugi Laba)
 - Statement of Cash Flows (Arus Kas)

DUTA WACANA

FI ORGANISATIONAL STRUCTURE

- **Client**
 - Sistem lingkungan yang independen (suatu penamaan)
- **Company Code**
 - Legal unit akuntansi dari suatu perusahaan
 - Bisa memiliki lebih dari 1 company code, e.g United States, Germany, United Kingdom, Australia, etc...
- **Chart of Accounts**
 - Skema klasifikasi akun / group akun di dalam Buku Besar
 - The G/L accounts bisa digunakan oleh lebih dari satu company codes

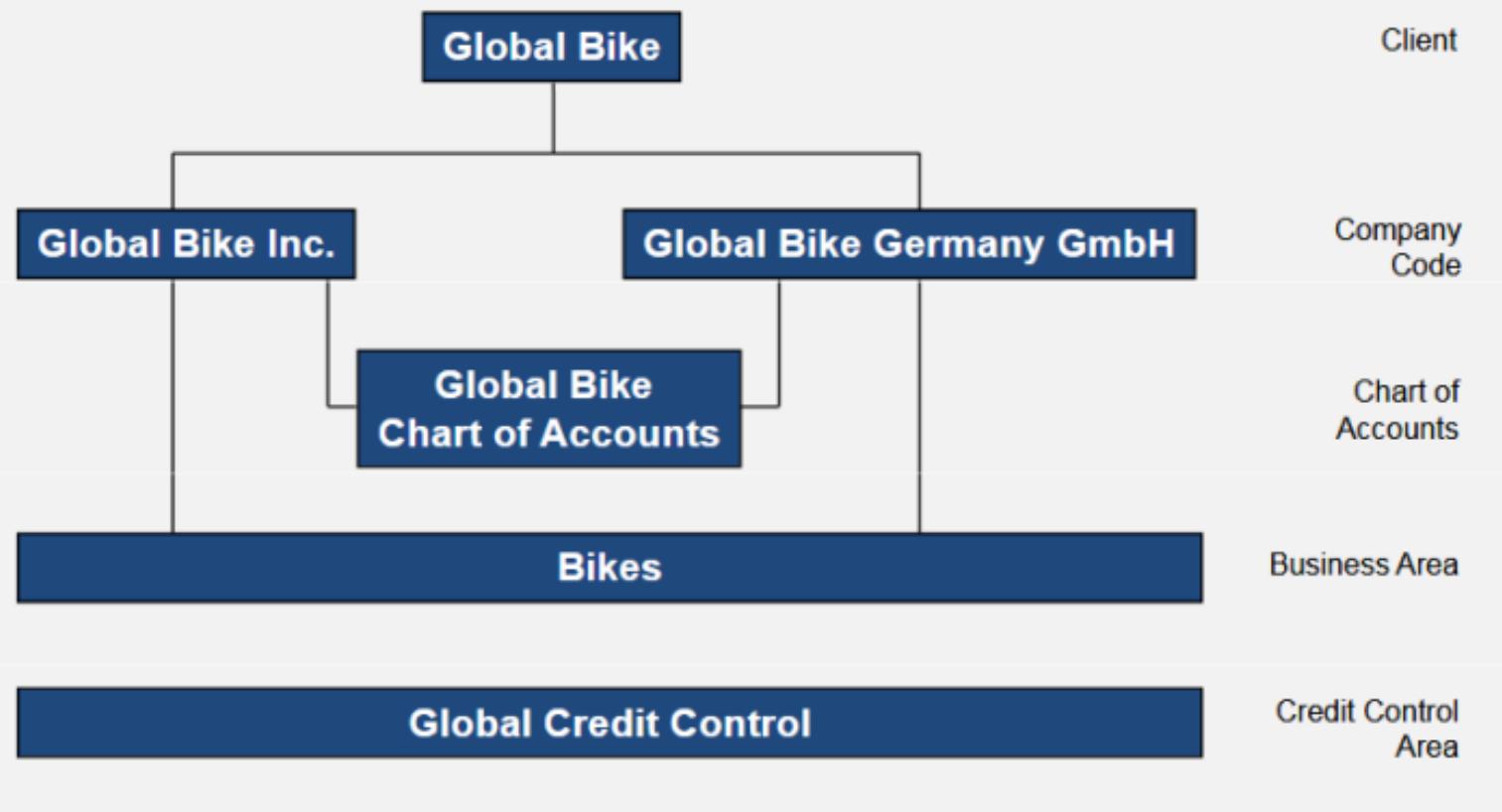
UTA WACANA

FI ORGANISATIONAL STRUCTURE (2)

- **Business Area**
 - Unit organisasi yang mewakili area operasi dalam suatu organisasi
- **Credit Control Area**
 - Entitas organisasi yang digunakan untuk memonitor credit limit untuk konsumen
 - Bisa digunakan untuk lebih dari satu company code

Contoh Hirarki pada Finansial

Example: Global Bike Inc.



Financial Master Data

- **General Ledger**

- Kombinasi unik dari **Company Code** dan **Chart of Account** dan disimpan di dalam data yang disebut General Ledger / Buku Besar
- Buku Besar berisi **daftar transaksi** yang mempengaruhi setiap akun di Chart of Account dan digunakan dalam persiapan statement financial accounting

- **Customer and Vendor Master Data**

- Customer and vendor account dikelola di FI dan terintegrasi dengan modul **accounts receivable** and **accounts payable**
- Financial postings untuk customers dan vendors dibuat secara langsung terhadap masing-masing individual accounts dan diposting otomatis ke dalam General Ledger

Financial Master Data

- **Customer Accounts**
 - Master Records
 - Define account groups
 - Accounting clerk identification code
 - Industries
 - Customer Accounts
- **Vendor Accounts**
 - Master Records
 - Define Account Groups
 - Define screen layout
 - Accounting Clerks
 - Vendor Accounts
- **Business Transactions**
 - Incoming invoices/Credit Memos
 - Outgoing Payments

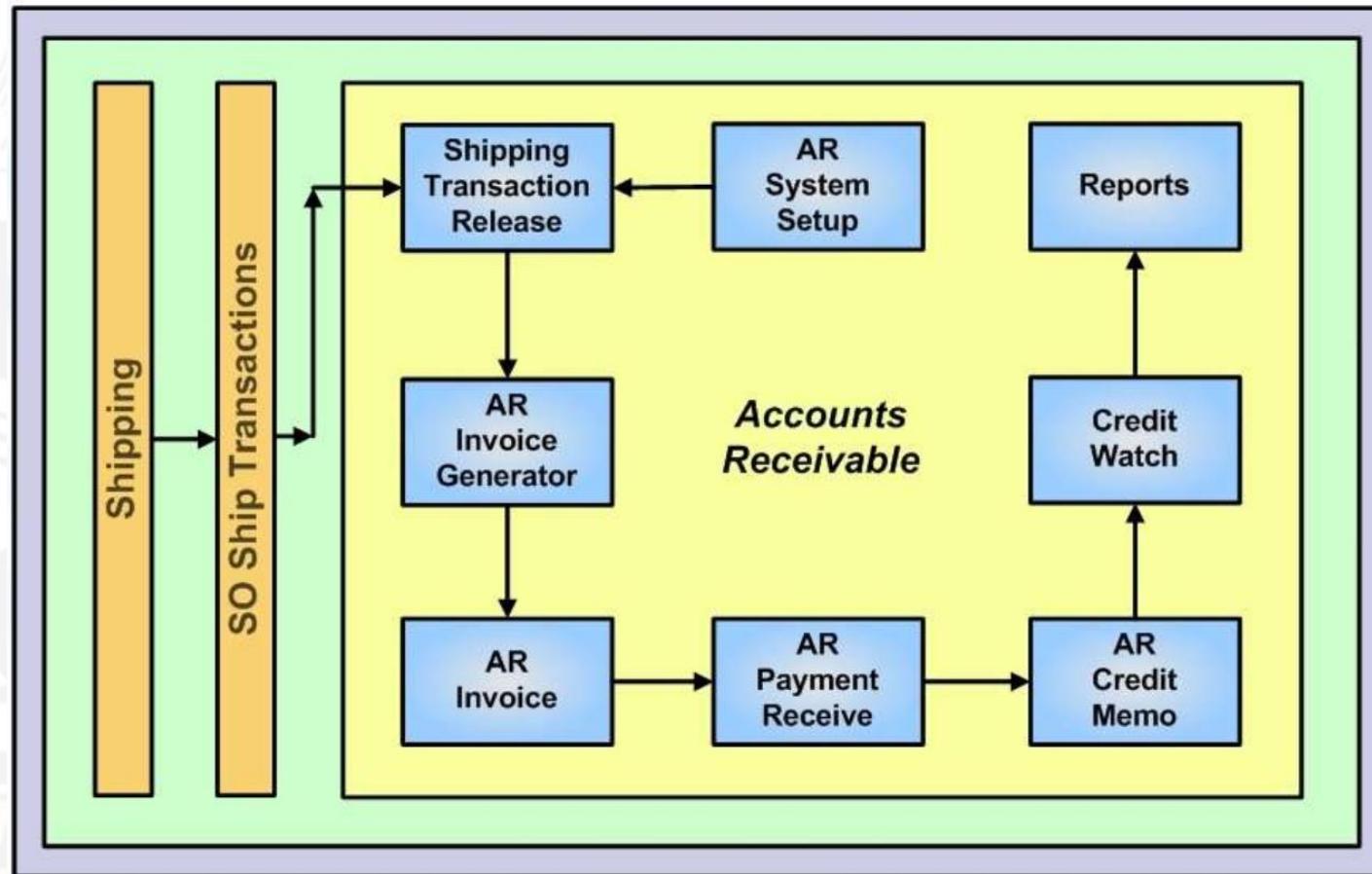
Financial Master Data (2)

- **Accounts Receivable**

- Informasi tentang **customer** yang melakukan pembelian barang dan jasa yang akan menjadi **piutang dagang**
- Integrasi data antara **Sales, Distribution, dan Financial Accounting**
- Billing pada sales akan menghasilkan journal finansial otomatis untuk kegiatan penjualan



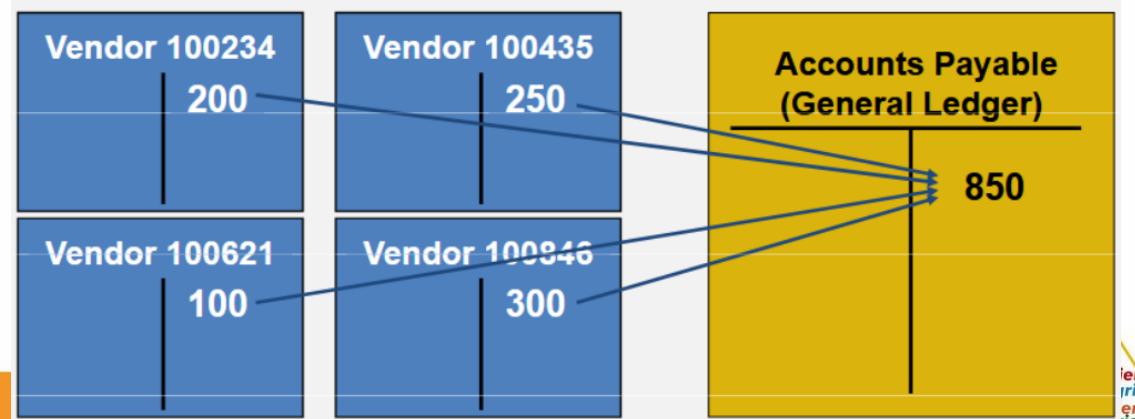
Account receivable overview



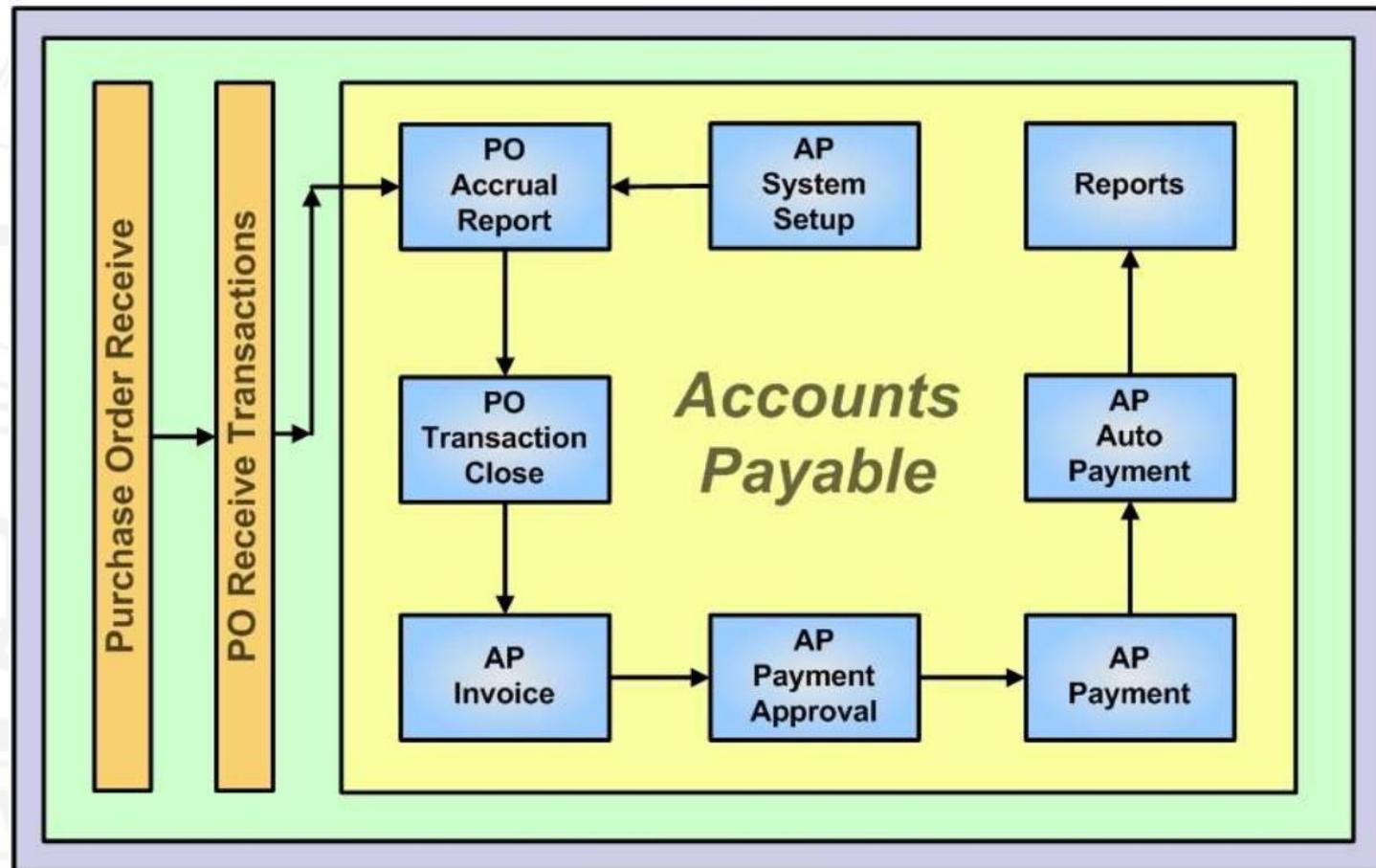
Financial Master Data (3)

- **Accounts Payable**

- Informasi tentang **vendors** dimana perusahaan membeli barang dan jasa, seperti pembelian dan pembayarannya (termasuk **hutang**)
- Integrasi antara **Materials Management (MM)** dan **Financial Accounting (FI)**
- Pembelian dan goods receipt di dalam Material Management yang menghasilkan jurnal FI



Account payable overview



Example: Financial Impact of the Fulfillment Process

4.9A: When goods are shipped out

Income Statement		Balance Sheet	
Income		Assets	
Revenue from Sales	\$2940	Cash	\$0
		Accounts Receivable	\$2940
Expenses		Inventory	
Cost of Goods Sold	\$2170	Finished goods	\$2170
Net Income	\$ 770	Total Assets	\$ 700
		Liabilities	
		Accounts Payable	
		Total Liabilities	
		Equity	
		Retained Earnings	\$ 770
		Total Liabilities and Equity	\$ 770

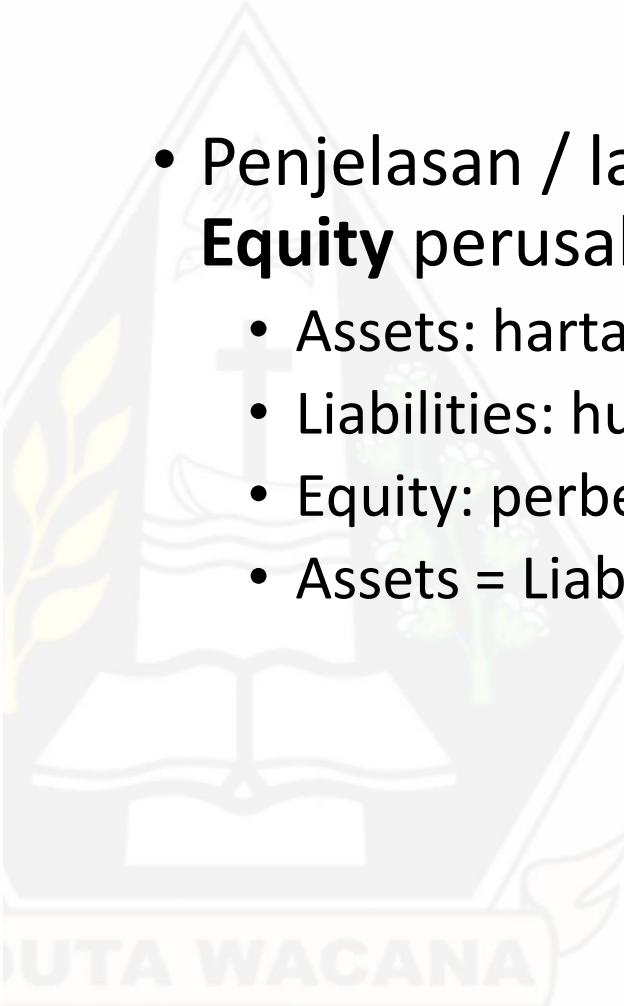
Financial (Accounting) changed!

4.9B: When payment is received

Income Statement		Balance Sheet	
Income		Assets	
Revenue from Sales	\$2940	Cash	\$2940
		Accounts Receivable	\$0
Expenses		Inventory	
Cost of Goods Sold	\$2170	Finished goods	\$2170
Net Income	\$ 770	Total Assets	\$ 700
		Liabilities	
		Accounts Payable	
		Total Liabilities	
		Equity	
		Retained Earnings	\$ 770
		Total Liabilities and Equity	\$ 770

Financial Reporting

- Penjelasan / laporan tentang **Assets, Liabilities, dan Equity** perusahaan pada suatu waktu
 - Assets: harta
 - Liabilities: hutang
 - Equity: perbedaan antara Assets dan Liabilities
 - $\text{Assets} = \text{Liabilities} + \text{Equity}$



Rumus: HARTA = HUTANG + MODAL

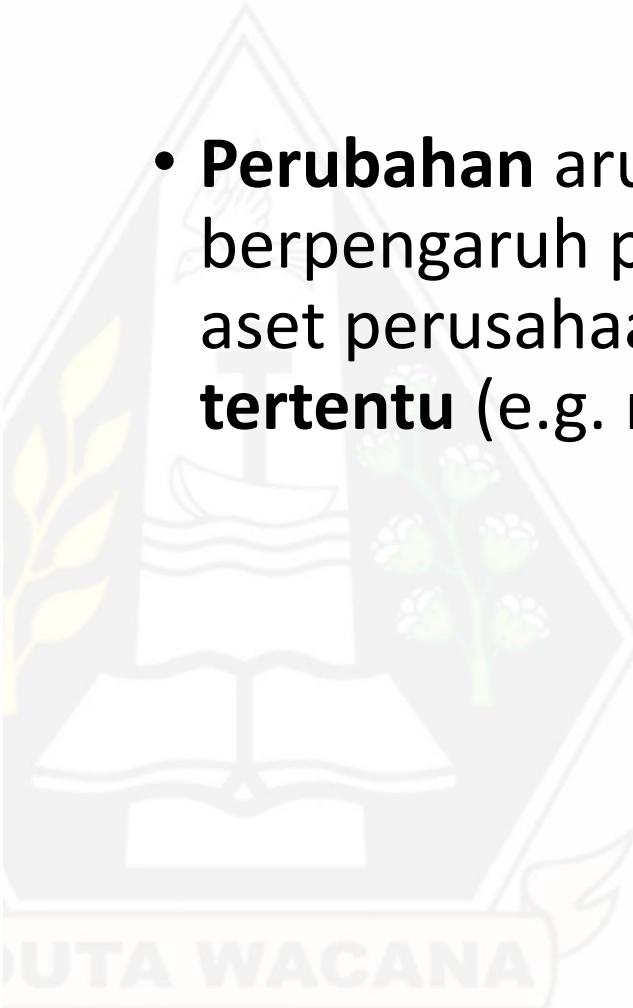
	Debet	Kredit
Harta (Kas, Gedung)	+	-
Hutang Pembelian	-	+
Piutang Jual	+	-
Modal	-	+
Pendapatan	-	+
Biaya	+	-
Retur Beli	-	+
Diskon Beli	-	+
Retur Jual	+	-
Diskon Jual	+	-

Financial Reporting

- Laporan tentang pendapatan dan pengeluaran pada suatu periode tertentu (e.g. monthly, quarterly, or yearly)
- **Revenues**, pendapatan kas sebagai hasil dari penjualan barang dagangan atau aset perusahaan
- **Expenses**, pengeluaran kas sebagai hasil dari pembelian perusahaan untuk operasional
- $\text{Revenues} - \text{Expenses} = \text{Net Income}$

Statement Cash Flow

- **Perubahan arus pemasukan dan pengeluaran yang berpengaruh pada kas** yang paling penting dalam aset perusahaan pada suatu periode **waktu tertentu** (e.g. monthly, quarterly, or annually)



Balance Sheet

Balance Sheet Example

Assets

Cash	1,000
Accounts Receivable	3,000
Equipment	<u>500</u>
Total Assets	4,500

Liabilities

Accounts Payable	1750
Taxes Payable	<u>500</u>
Total Liabilities	2,250

Equity

Common Stock	2,000
Retained Earnings	<u>250</u>
Total Equity	2,250

Total Liabilities
and Equity

4,500

UTAWAGANA

Income Statement

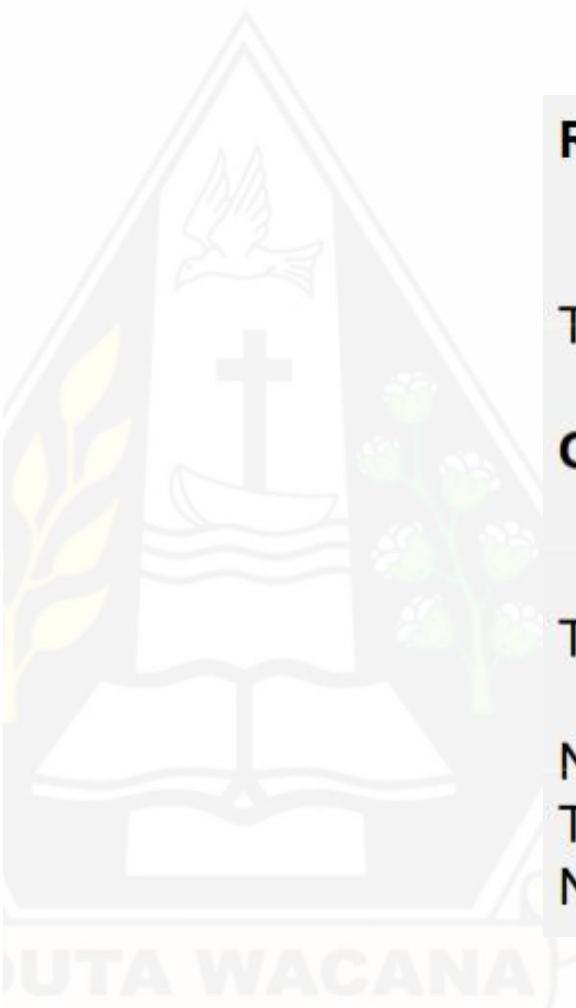
Revenue

Sales	11,000
Deductions	<u>750</u>
Total Revenue	10,250

Operating Expenses

Cost of Goods Sold	4,500
Operating Expenses	<u>3,750</u>
Total Expenses	8,250

Net Income Before Taxes	2,000
Taxes	<u>750</u>
Net Income	1,250



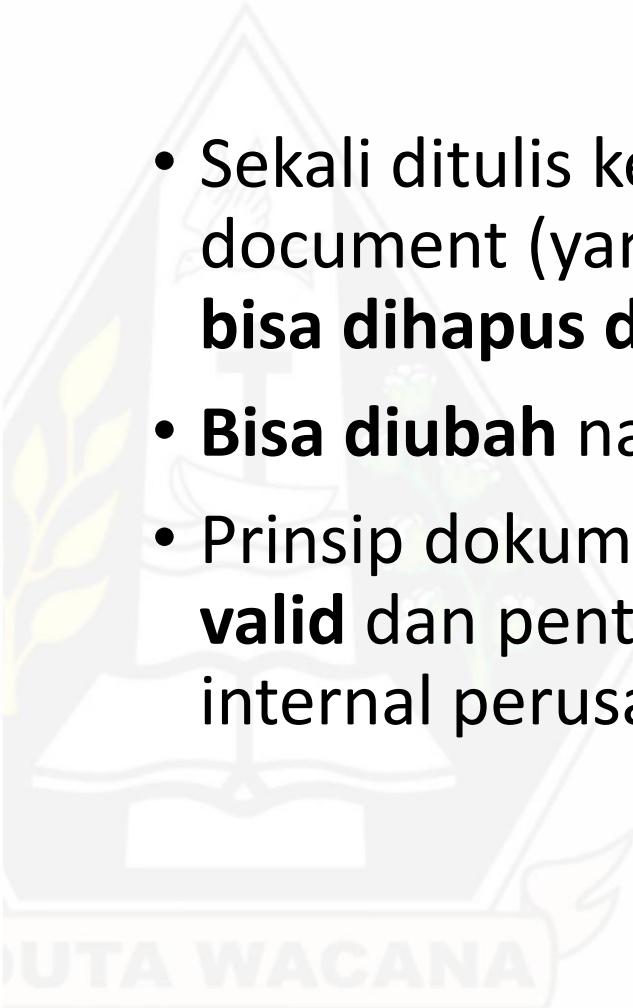
SAP DOCUMENT PRINCIPLE

- Setiap transaksi bisnis yang mempengaruhi FI ditulis dalam SAP database dengan **nomor dokumen identitas unik**
- Nomor dokumen tersebut dapat digunakan untuk **memanggil kembali** transaksi lama
- Data tersebut berisi, misalnya:
 - Responsible person
 - Date and time of the transaction
 - Commercial content

UTA WACANA

SAP DOCUMENT PRINCIPLE (2)

- Sekali ditulis ke database SAP data financial document (yang berpengaruh pada finansial) **tidak bisa dihapus dari database**
- **Bisa diubah** namun harus ada tahapannya
- Prinsip dokumen SAP adalah dokumen tersebut **valid** dan penting untuk mengontrol sistem internal perusahaan untuk beroperasi di negaranya



UTA WACANA

Contoh Dokumen SAP

Document List

CoCd	DocumentNo	Year	Type	Doc. Date	P
US00	1000000016	2010	SA	05/22/2010	0
	1000000017	2010	SA	05/22/2010	0

Document Header: US00 Company Code

Document Type	SA G/L Account Document		
Doc.Header Text	Test for Change		
Reference	000	Document Date	05/22/2010
Currency	USD	Posting Date	05/22/2010
Ref. Transactn	BKPF Accounting document		
Reference key	0100000016US002010	Log.System	A64CLNT400
Entered by	WEIDNER	Parked by	
Entry Date	05/22/2010	Time of Entry	00:49:09
TCode	FB50		
Changed on		Last update	
Ledger Grp		Ledger	

Document Changes : Overview

Technical names on

Document 0100000016 Company Code US00 Year 2010

Date	Field	New	Old
05/22/10	Changed on	05/22/2010	00/00/0000
05/22/10	Document Header Text	Test for Change	Transfer of Funds



SAP Financial Statement Example

Financial Statement (GBI)			
F.S. item/account	Tot.rpt.pr	tot.cmp.pr	Abs. diff.
OL Ledger			
10 Currency type Company code currency			
USD Amounts in United States Dollar			
2010.01 -2010.16 Reporting periods			
2009.01 -2009.16 Comparison periods			
ASSETS	244,208.44	0.00	244,208.44
Cash & Cash Equivalents	45,050.00-	0.00	45,050.00-
100000 Bank Account	52,550.00-	0.00	52,550.00-
110000 Trade Account Receivables	7,500.00	0.00	7,500.00
Short-Term Assets	30,925.10	0.00	30,925.10
200000 Inventory-Raw Materials	232,925.00	0.00	232,925.00
200100 Inventory-Finished Goods	133,400.00	0.00	133,400.00
200200 Inventory-Trading Goods	76,117.50	0.00	76,117.50
200500 Inventory-Suspense (Heaven)	411,517.40-	0.00	411,517.40-
Long-Term Assets	258,333.34	0.00	258,333.34
220100 Land	10,000.00	0.00	10,000.00
220400 Office Furniture	150,000.00	0.00	150,000.00
220500 Accumulated Depreciation-Offic	1,666.66-	0.00	1,666.66-
220800 Vehicles	100,000.00	0.00	100,000.00
LIABILITIES / EQUITY	202,015.00-	0.00	202,015.00-
Current Liabilities	202,015.00-	0.00	202,015.00-
300000 Payables-Trade Accounts	150,000.00-	0.00	150,000.00-
310000 Goods Receipt / Invoice Receipt	52,015.00-	0.00	52,015.00-

Figure 3-25: Financial statement version with balance sheet accounts. Copyright SAP AG 2011

Referensi

- Financial Accounting, SAP University Alliances
http://www3.cis.gsu.edu/dtrux/courses/CIS8670/SAP%20homework%20and%20exercises/Exercise%205%20Finance/01_Slides/Intro_ERP_Using_GBI_Slides_FI_en_v2.30.pdf
- Realtech – Financial Management
<http://www.realtech.com/nz/sap-enterprise-consulting/sap-implementations-solutions/sap-financialmanagement.cfm>
- SAP Financials and SAP Accounting Modules - Eshna
<https://www.simplilearn.com/sap-financials-and-accounting-modules-rar108-article>
- SAP FICO Tutorial – TutorialsPoint
https://www.tutorialspoint.com/sap_fico/



SAP 01

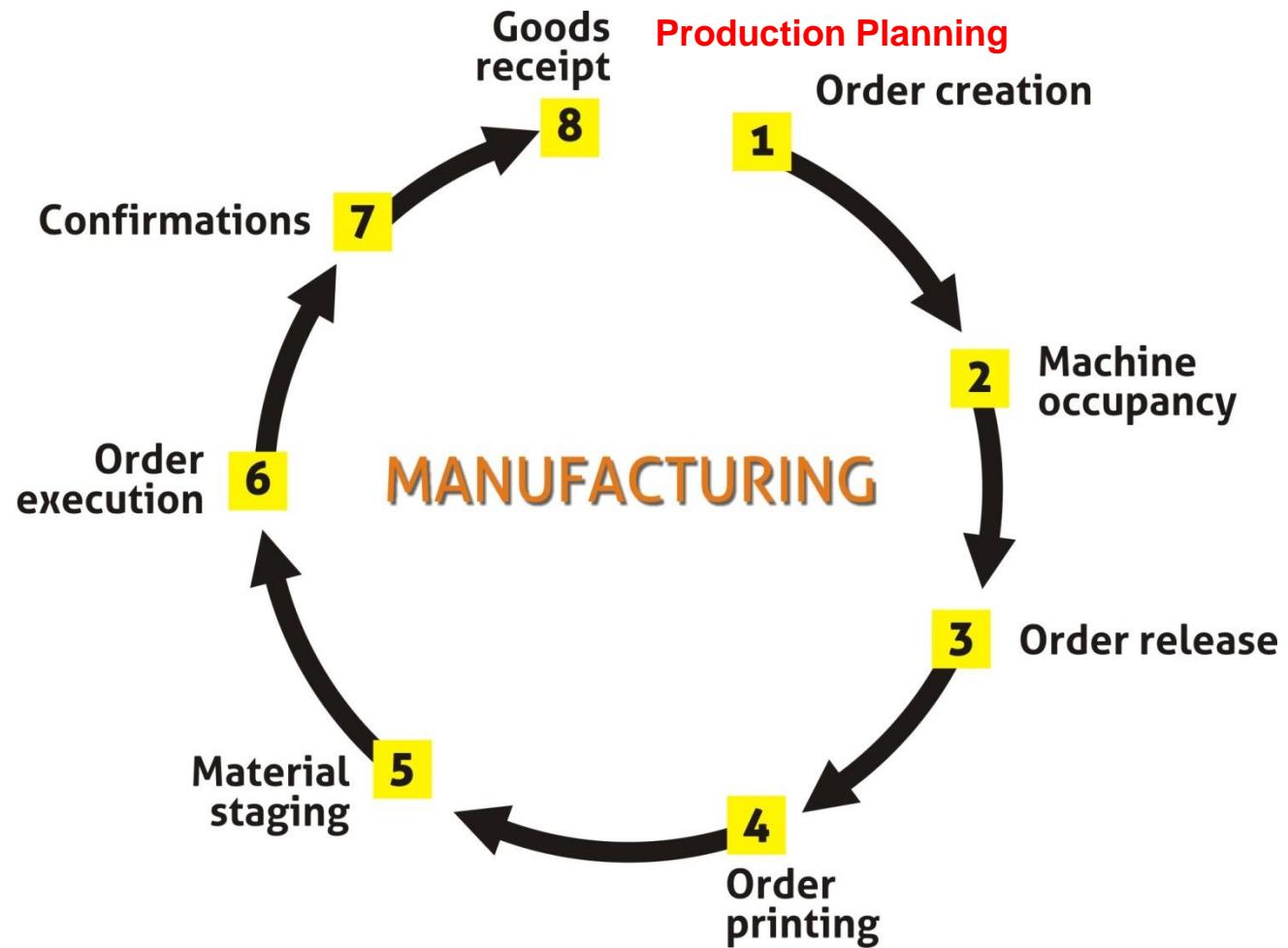
LOGISTICS – PART 2



Manufacture

- Proses produksi berdasarkan material (bahan baku) yang telah didapatkan pada proses *procurement*, berdasarkan **Bill of Material (BOM)** yang telah dibuat
- Hasil proses produksi akan menjadi bagian **stok gudang**, yang siap dijual melalui proses *sales*
- Manufacture dibagi menjadi **delapan tahap**

MANUFACTURE PROCESS



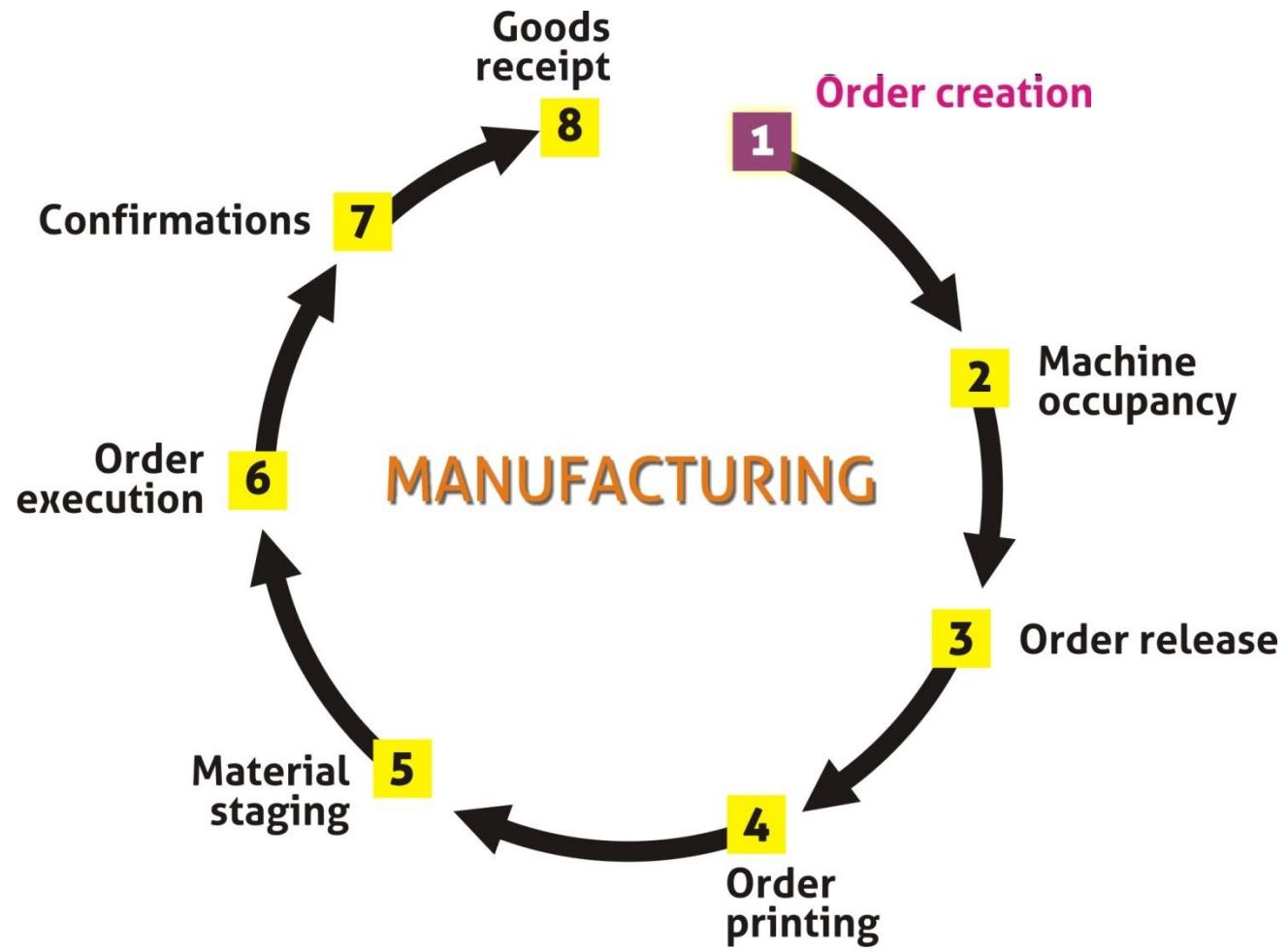
Delapan tahap proses manufacture

Production Planning



- Demand Management = forecasting
 - Requirement quantities and dates for finished products and assemblies based on the plans from SOP are determined
- MPS = Master Production Schedulling
 - For Critical Resources to be planned with extra attention (optional)
- MRP = Material Resources Planning
 - Detail planning
 - Outputnya: planned order / purchase requisition

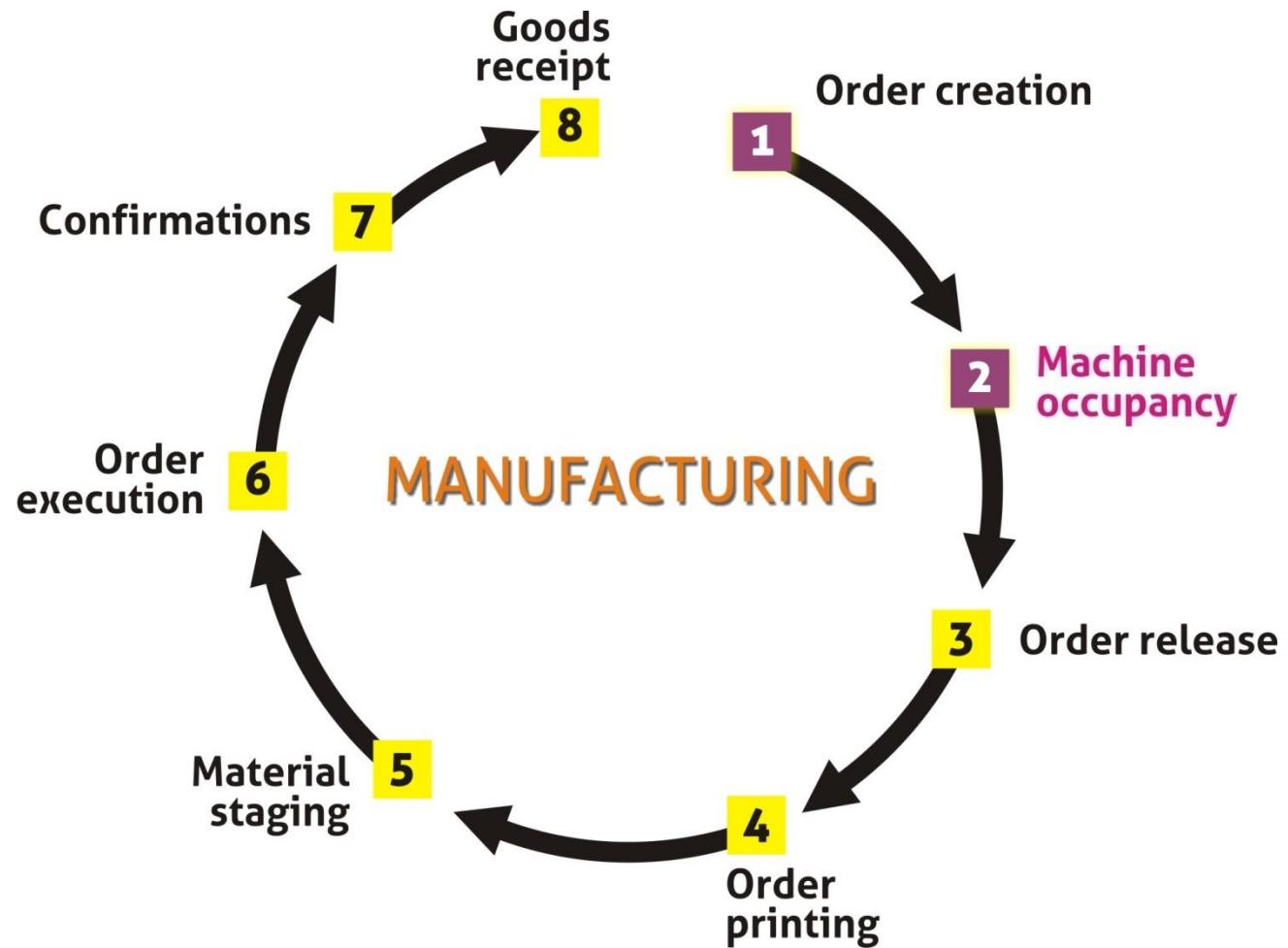
MANUFACTURE PROCESS



Pembuatan Surat Perintah Produksi

Pihak manajemen atau departemen perencanaan perusahaan, telah menentukan target produksi, dan mengeluarkan **Bill of Material** (procurement), maka di tahap ini dikeluarkan **perintah** untuk memproduksi sejumlah barang dengan material yang telah ditentukan.

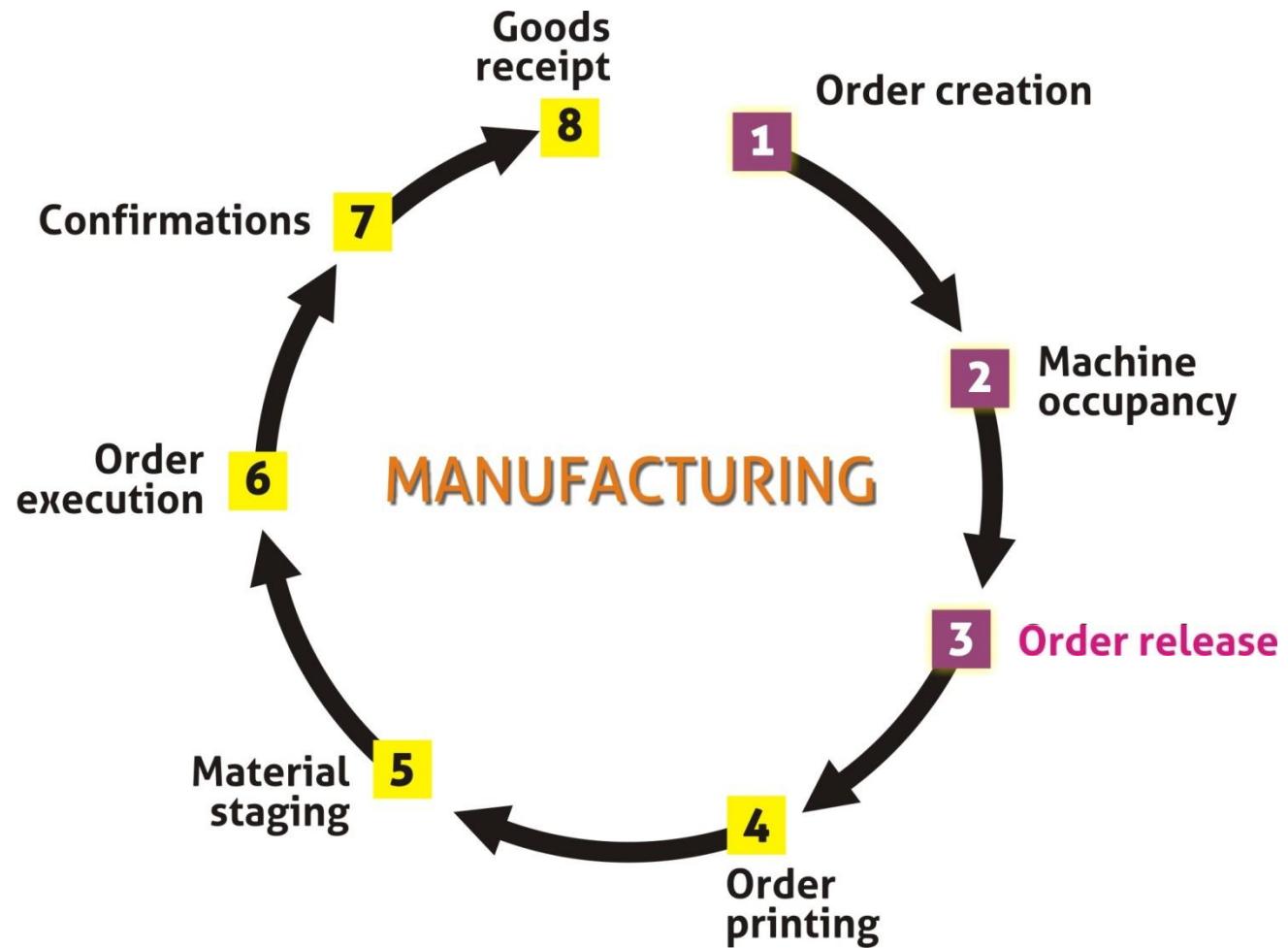
MANUFACTURE PROCESS



Menghitung Kemampuan Mesin Produksi & Pendataan

Berdasarkan **SPP** yang telah dibuat, bagian pabrik mendata **kondisi mesin produksi**, apakah mampu dan bisa untuk memproduksi barang sesuai dengan Surat Perintah Produksi.

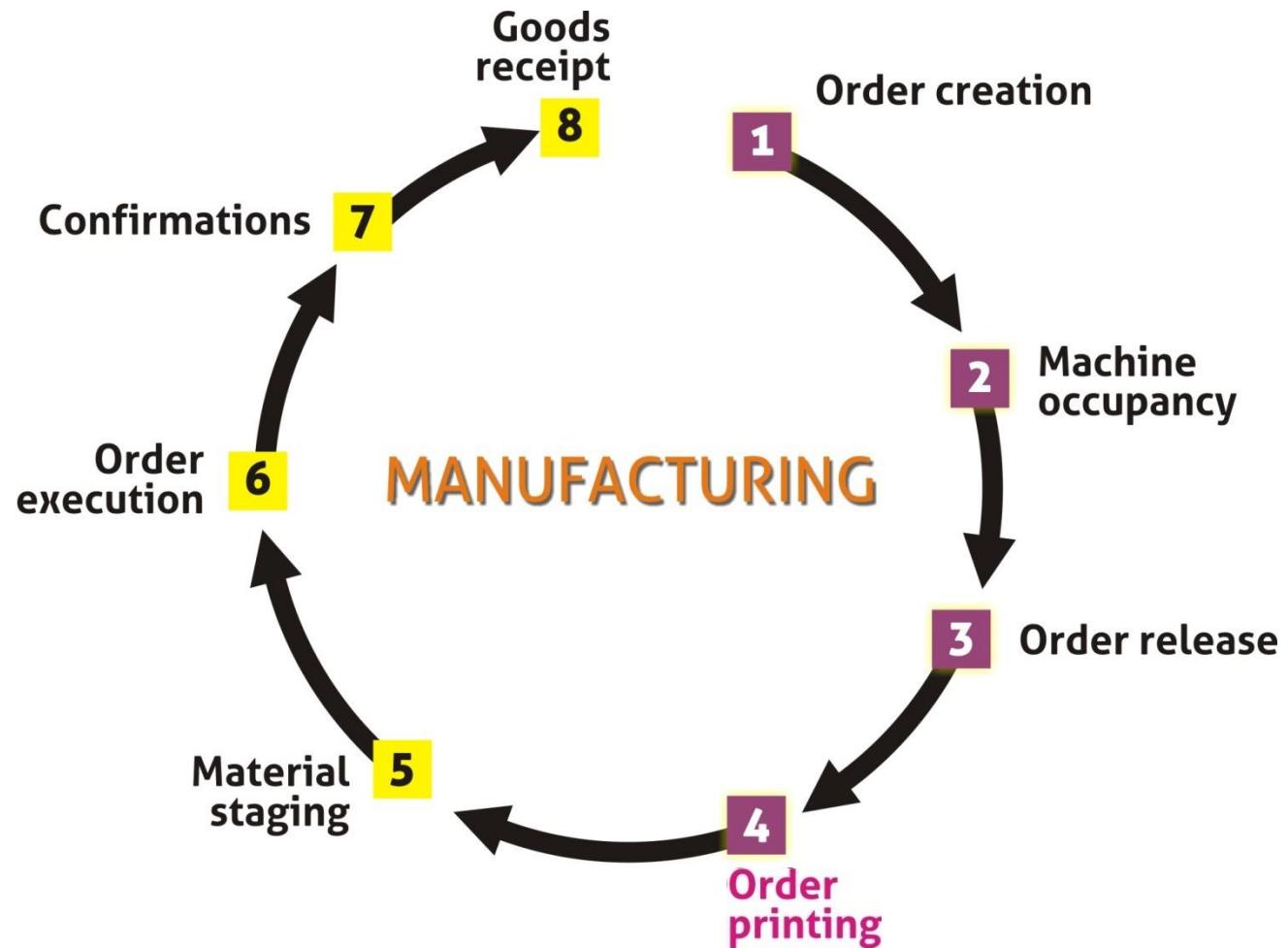
MANUFACTURE PROCESS



Persetujuan Kepala Produksi dan Mulai Proses Produksi

Setelah dilakukan pendataan, maka Kepala Produksi akan memberikan **approval dimulainya proses produksi**, sesuai dengan kapasitas mesin produksi.

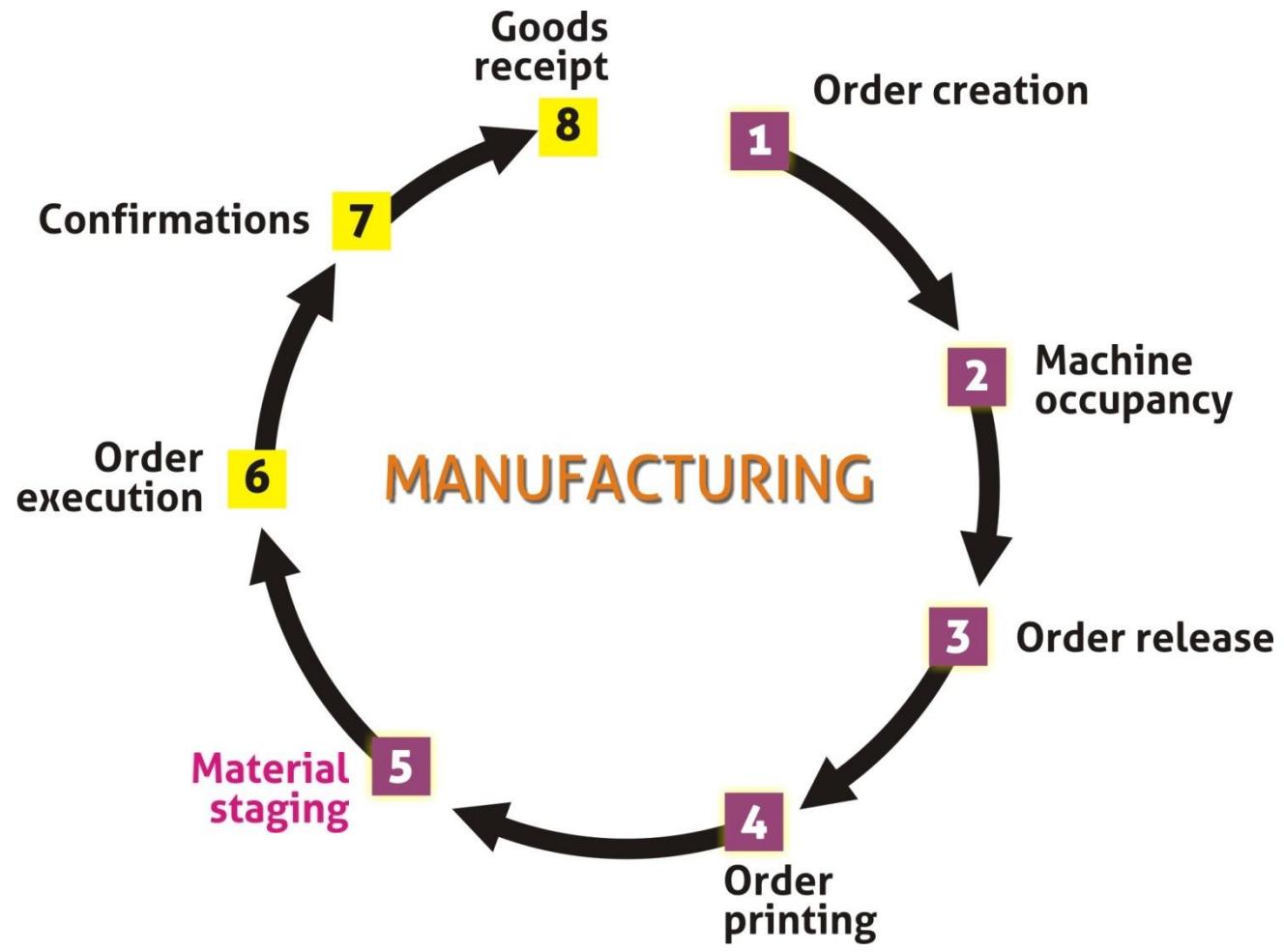
MANUFACTURE PROCESS



Pencetakan & Pengesahan Surat Perintah Produksi

Surat Perintah Produksi **dicetak** secara harfiah setelah disetujui, untuk didistribusikan pada pihak-pihak yang berkepentingan

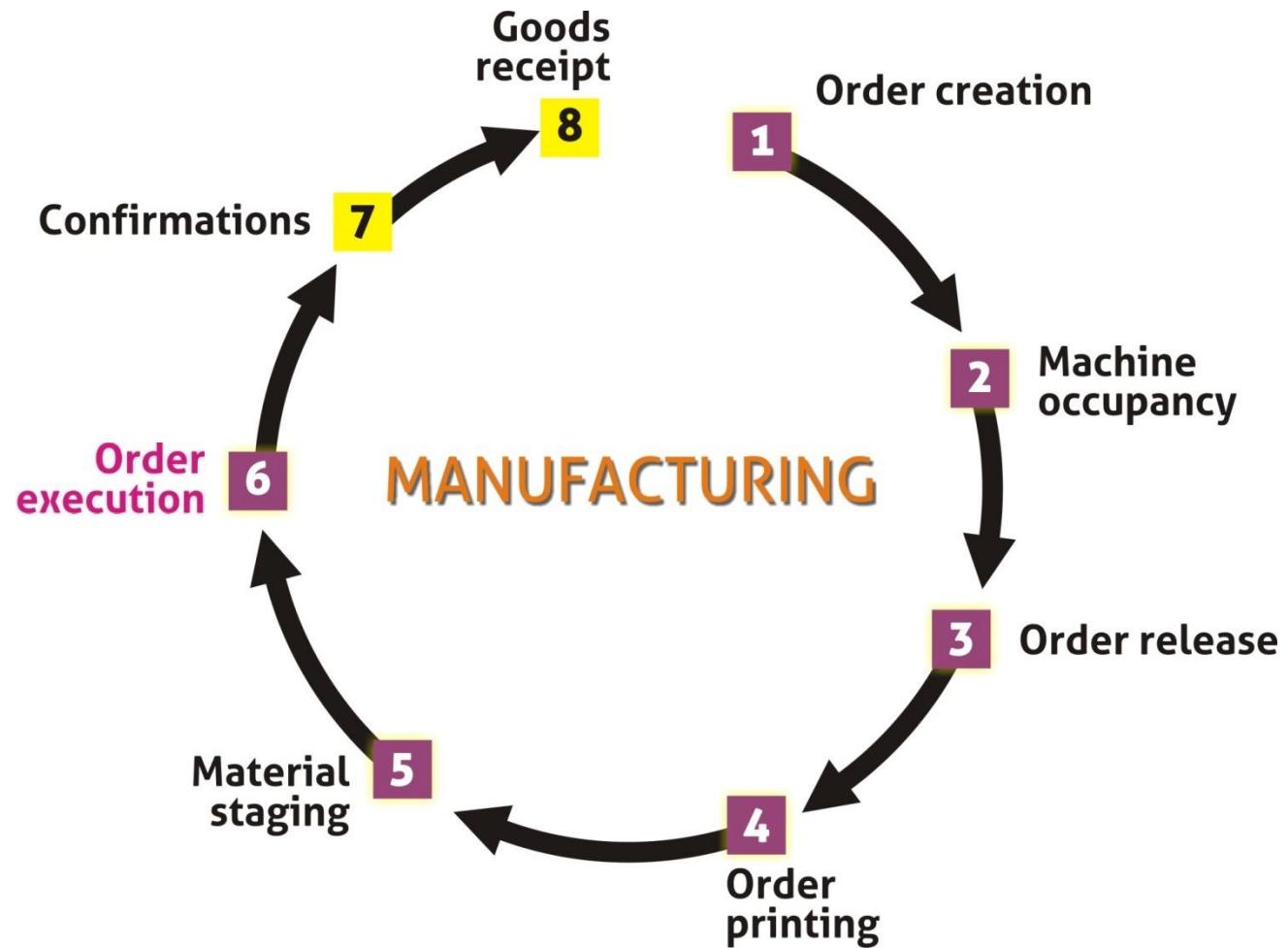
MANUFACTURE PROCESS



Memilah Bahan Baku

Mempersiapkan bahan baku (material) dan **dikelompokkan** berdasarkan mesin produksi dan urutan produksinya. Jika perlu **preprocessing** bahan baku, dilakukan pula pada tahap ini.

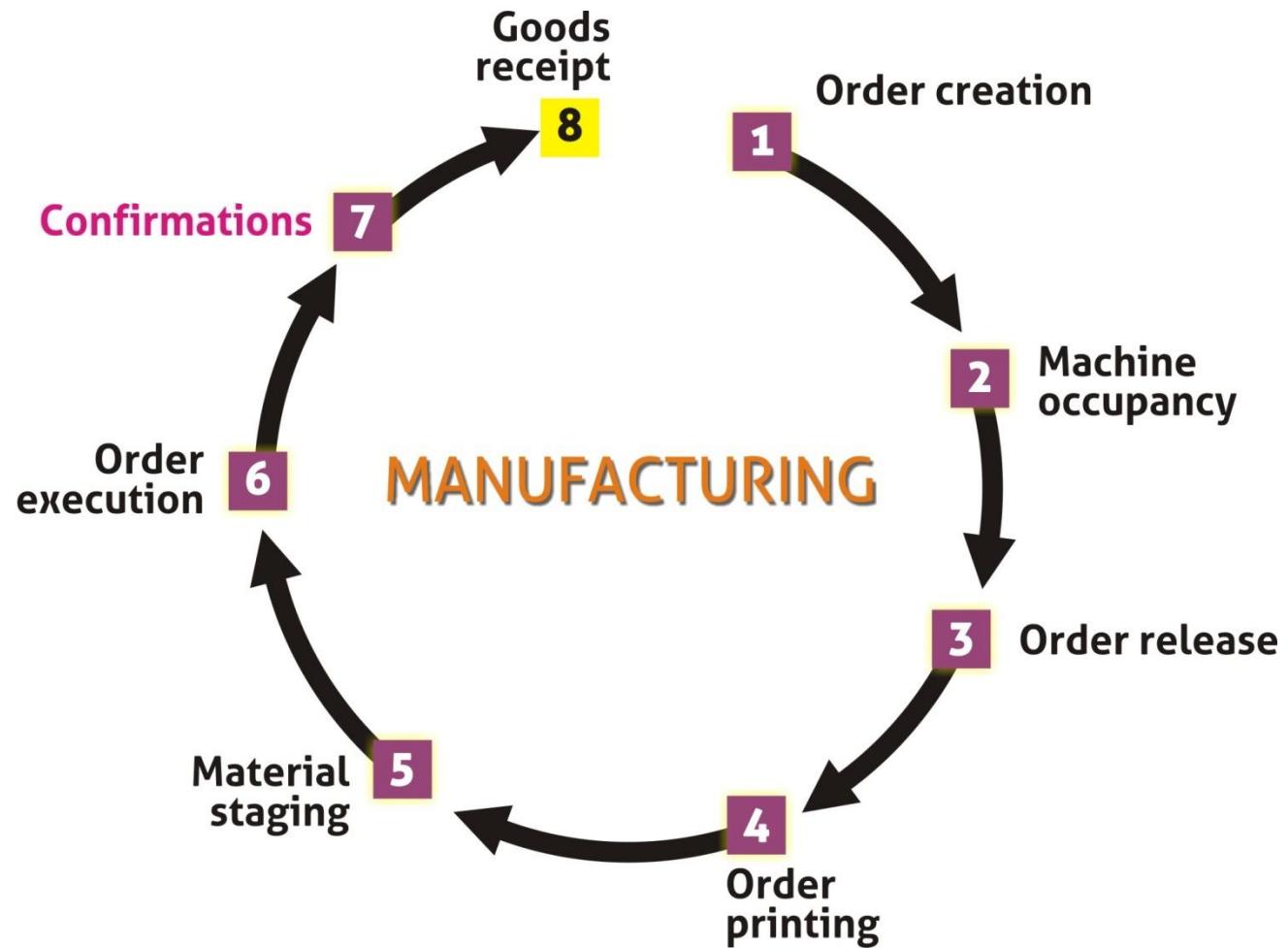
MANUFACTURE PROCESS



Pelaksanaan Proses Produksi

Mesin produksi mulai beroperasi sesuai dengan urutan produksinya masing-masing.

MANUFACTURE PROCESS



Pemeriksaan Hasil Produksi

Barang yang dihasilkan dari proses produksi sebelumnya, diperiksa sesuai dengan standar mutu yang telah ditetapkan. Barang yang memenuhi standar mutu, kemudian dipindah tangankan untuk menjadi **stok** gudang.

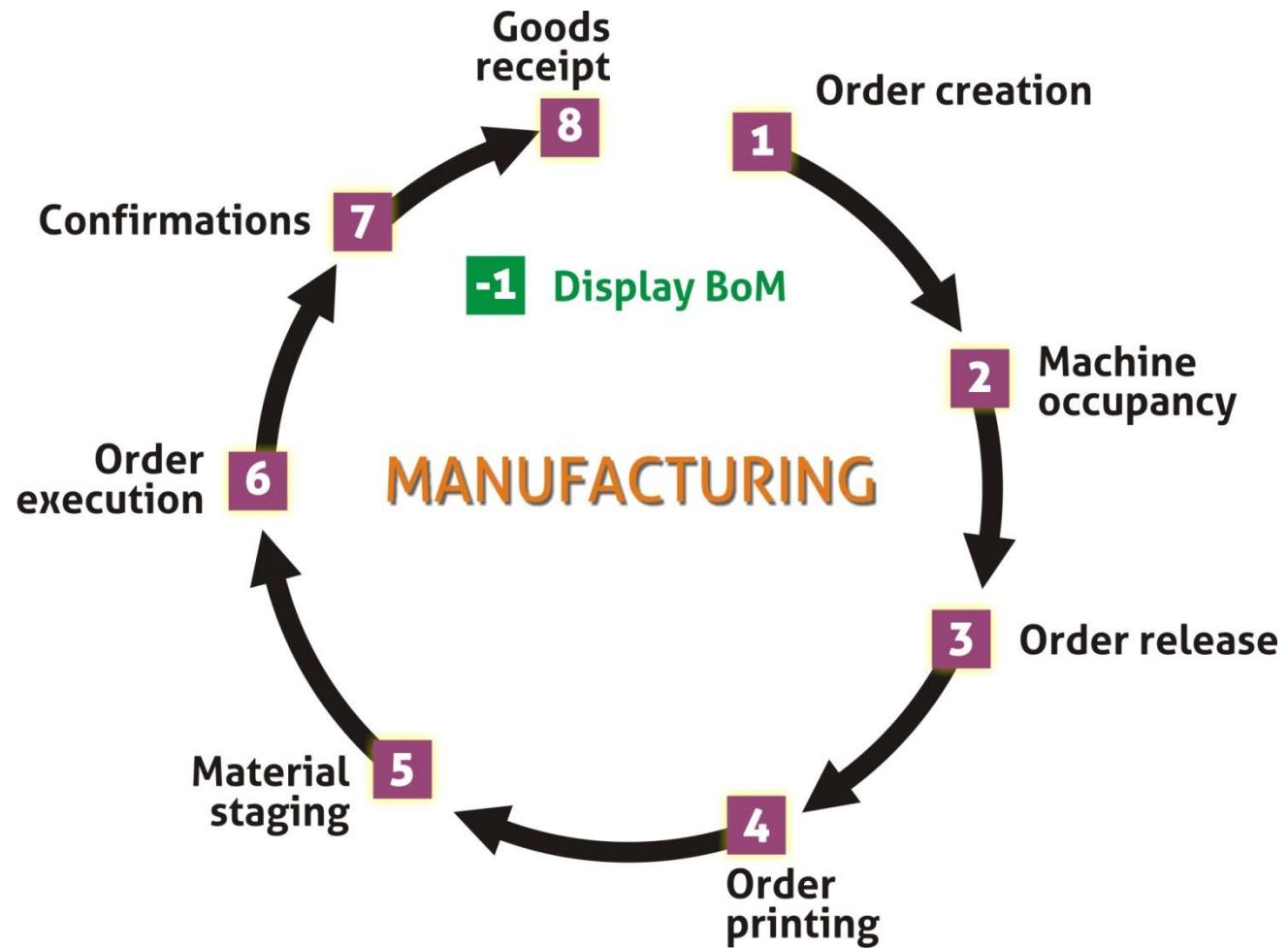
MANUFACTURE PROCESS



Penerimaan Barang oleh Gudang

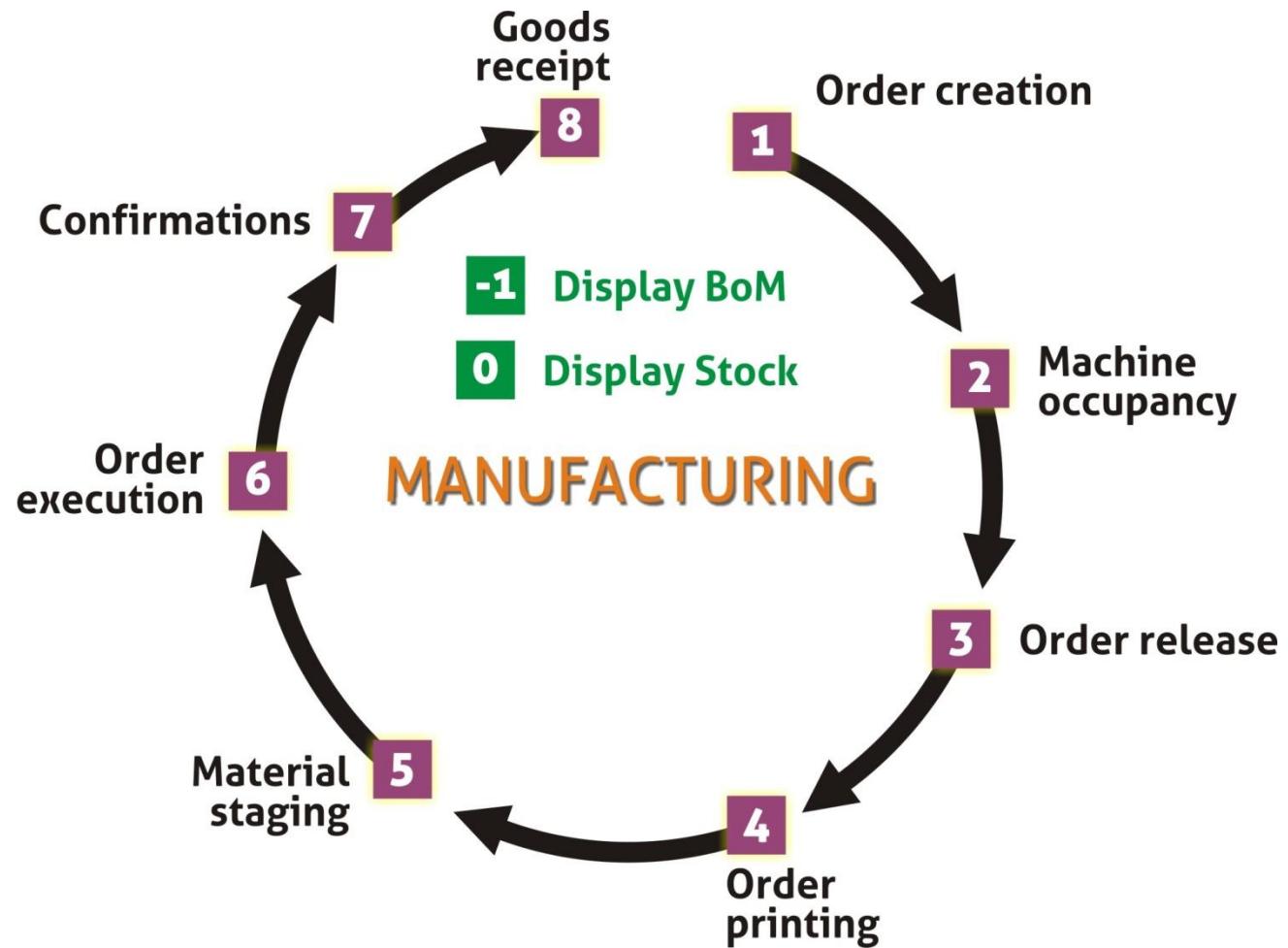
Secara resmi gudang menerima barang hasil produksi dan mengeluarkan bukti penerimaan barang (**goods receipt**).

MANUFACTURE EXERCISE



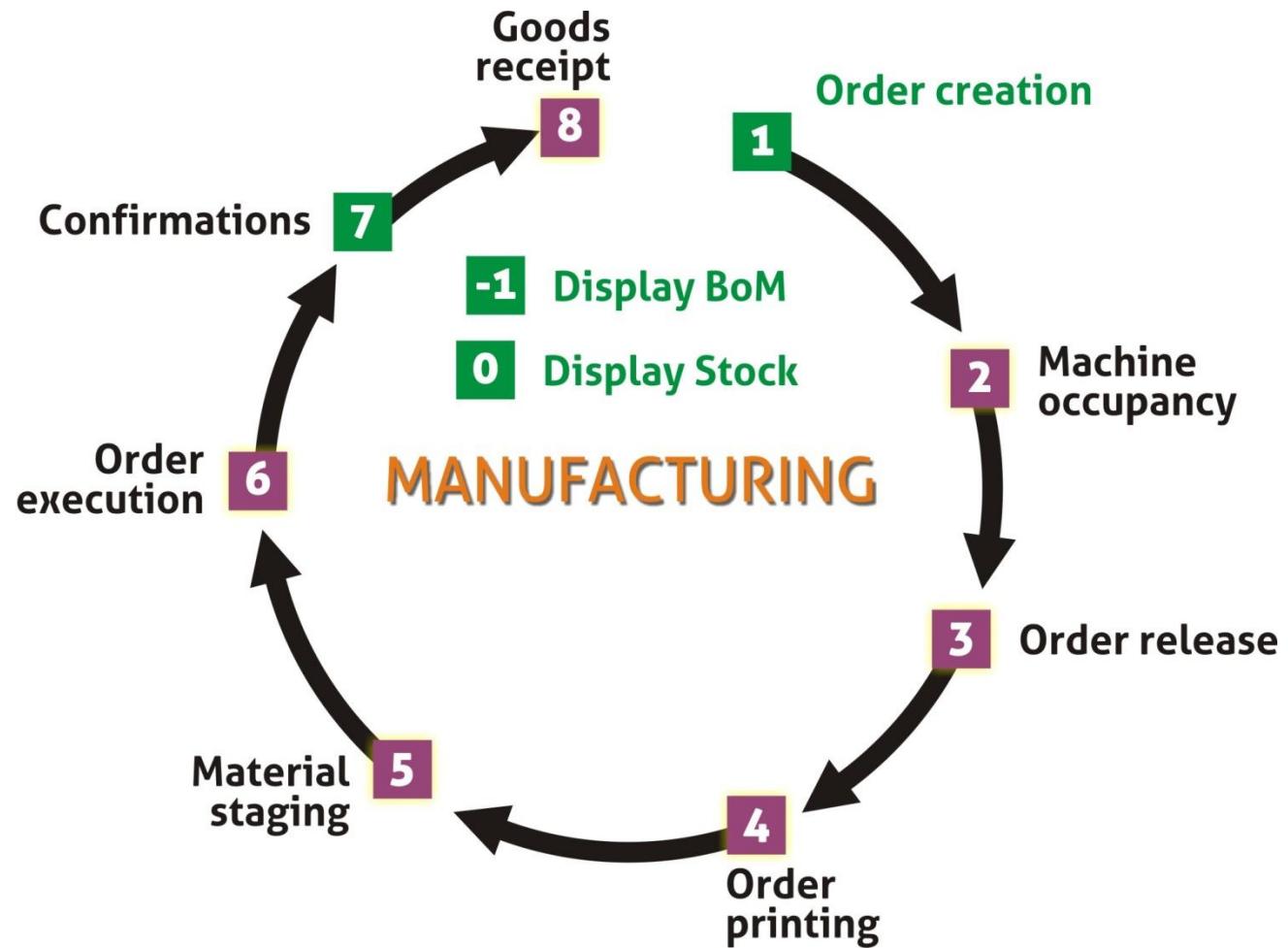
Menampilkan **daftar material** yang telah ditentukan pada proses *procurement*

MANUFACTURE EXERCISE



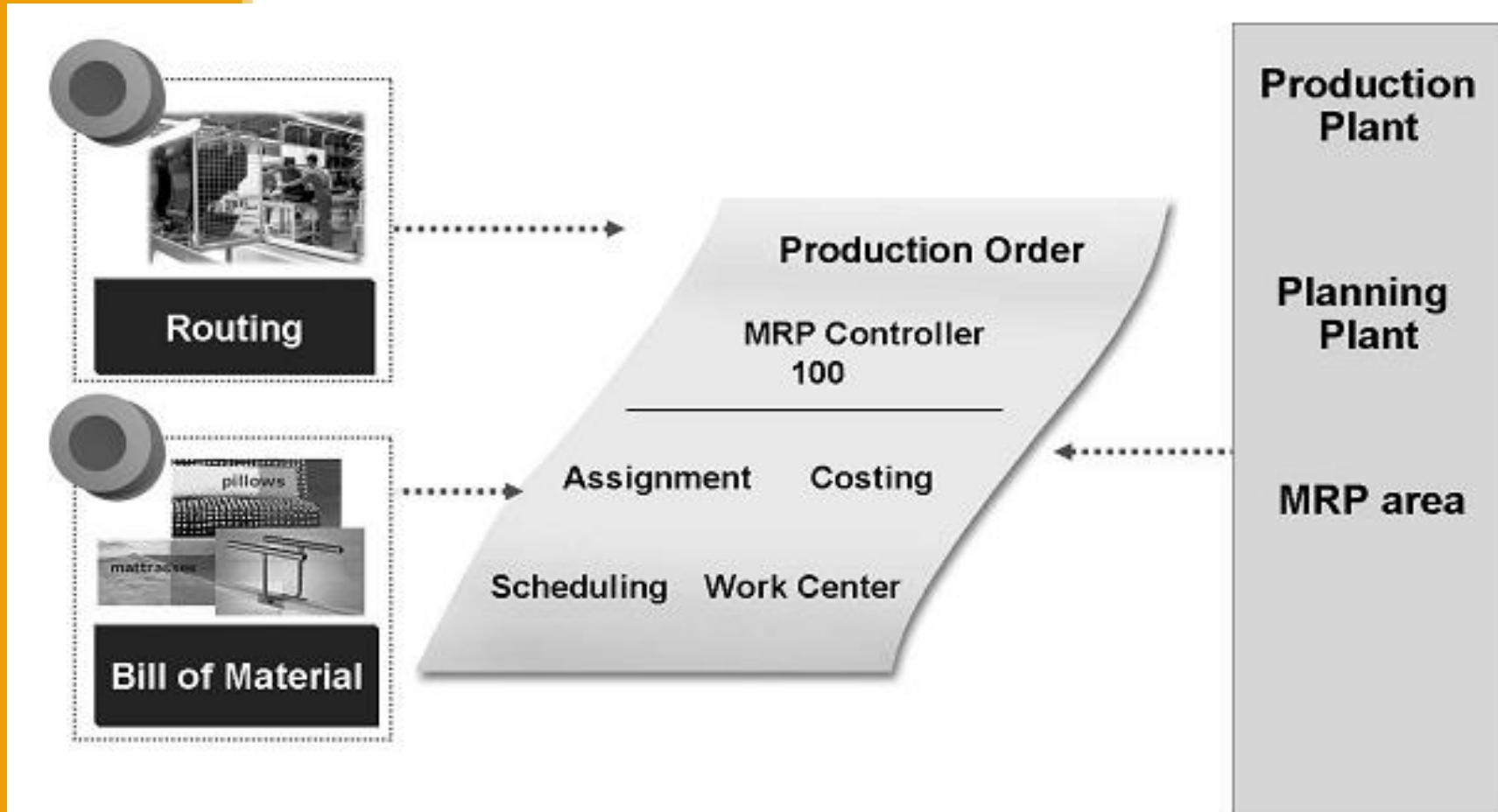
Menampilkan daftar material yang telah dipesan dan diterima ke gudang pada proses *procurement* beserta stoknya (*apakah memang perlu produksi?*)

MANUFACTURE EXERCISE

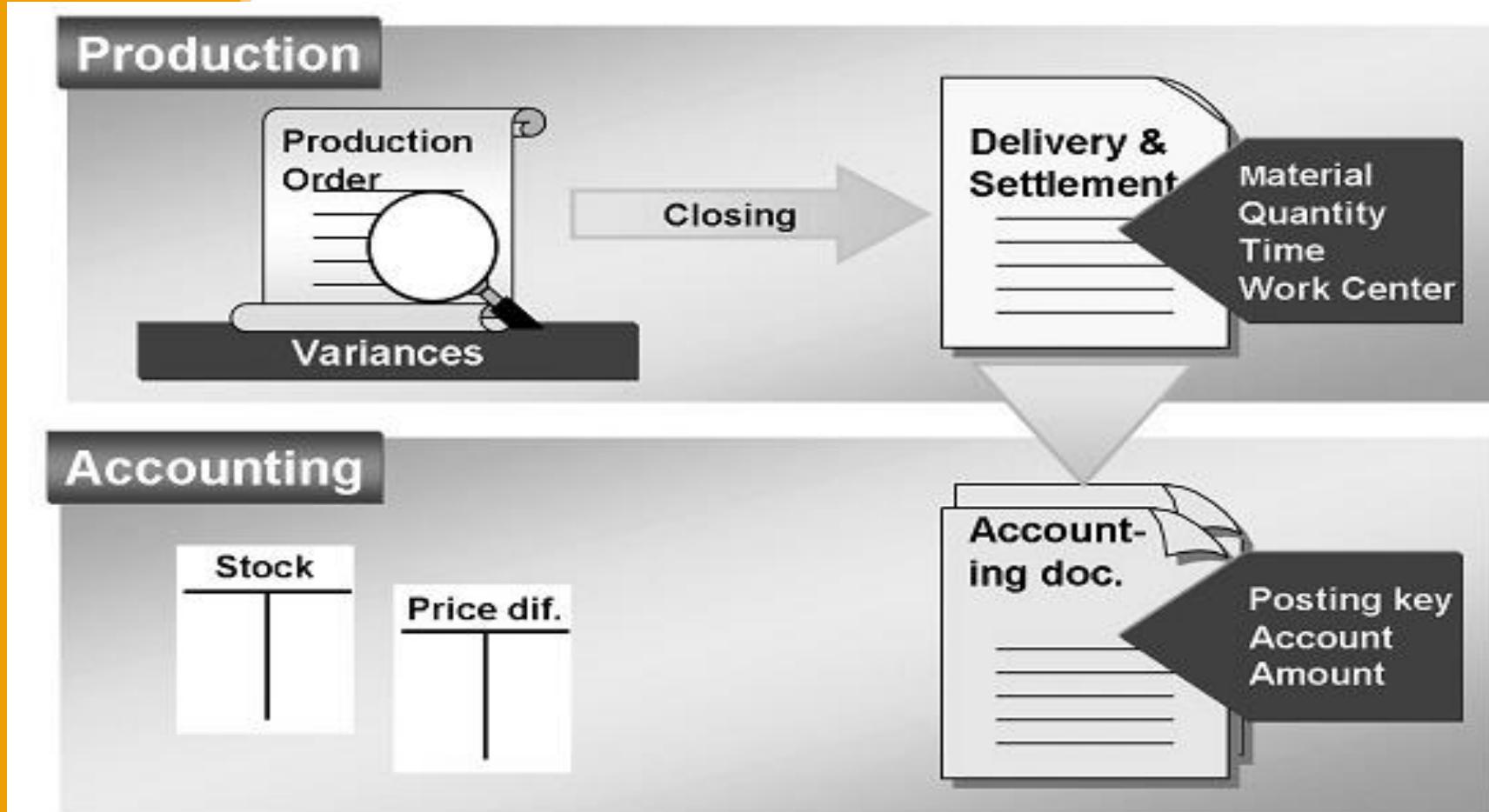


Menginputkan surat perintah produksi dan melakukan konfirmasi terhadap barang hasil produksi

Production Order



Production Document



Exercise

- IDES AG akan memulai proses produksi sebuah barang, sesuai dengan apa yang sudah diputuskan oleh management **pada awal** proses procurement

Display a Bill of Material

- **Exercise 4-7, hal. 4-61**
- Perusahaan memutuskan untuk memproduksi pompa pada periode ini, dan telah membuat daftar material (bahan baku) produksi → digunakan di procurement untuk memesan ke Baltus AG.
- Tampilkanlah **daftar materialnya**
- Catat **jumlah material** penyusun produk mesin tersebut

Display a Stock/Requirements List

- **Exercise 4-8, hal. 4-63**
- Material yang dibutuhkan sudah ada di gudang (melalui procurement), lihat kondisi **stok** material yang tersedia.
- Cara ini juga dapat dimanfaatkan untuk **memantau stok** bahan baku selama proses produksi berlangsung

Create and Confirm a Production Order

- **Exercise 4-9, hal. 4-65**
- Anda sebagai kepala produksi diperintahkan memproduksi **10 buah pompa**
- Anda akan menginputkan surat perintah produksi ke sistem, kemudian setelah selesai, melakukan konfirmasi untuk memindahkan unit hasil produksi sebagai stok gudang
- Kros cek lagi dengan langkah 4-8 untuk memastikan perubahan stok

Next

- Business Process in Financial
- UTS (Moodle)



SAP01

LOGISTICS – PART I

Mengingatkan

- Tugas Pembuatan KTM untuk keperluan ujian

Logistics

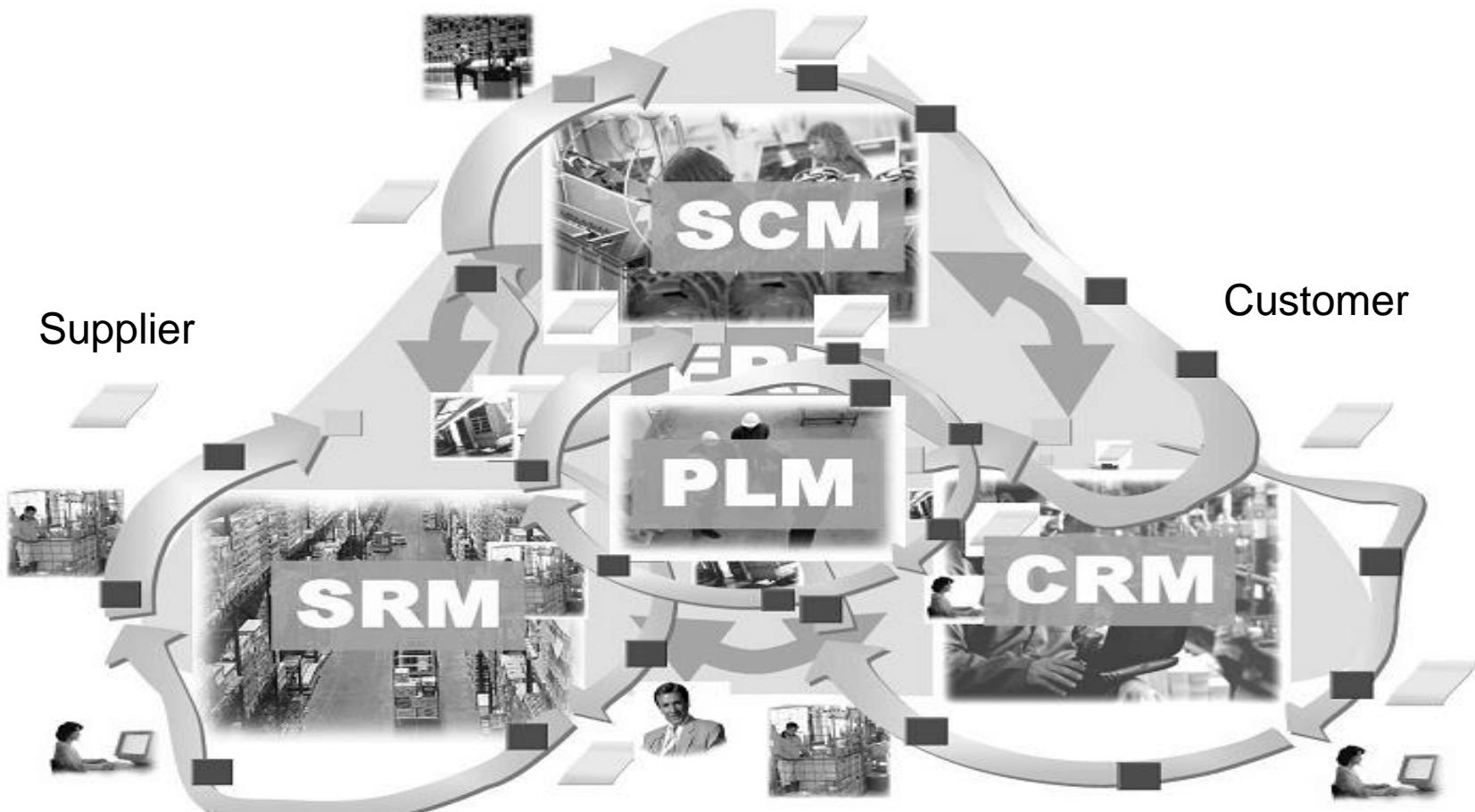
- Logistik adalah **seluruh proses** yang melibatkan barang / jasa yang diproduksi kemudian **dijual** oleh perusahaan tersebut
- Mulai dari **persiapan** sebelum produksi, **proses produksi** itu sendiri, sampai ke **penjualan**

Business Process covered by Logistics in SAP

- **Procurement**
 - Persiapan dan Pembelian Bahan Baku / Barang Dagangan
- **Sales Order Management**
 - Penjualan Barang
- **Manufacture**
 - Produksi Barang

SAP Module Function in General

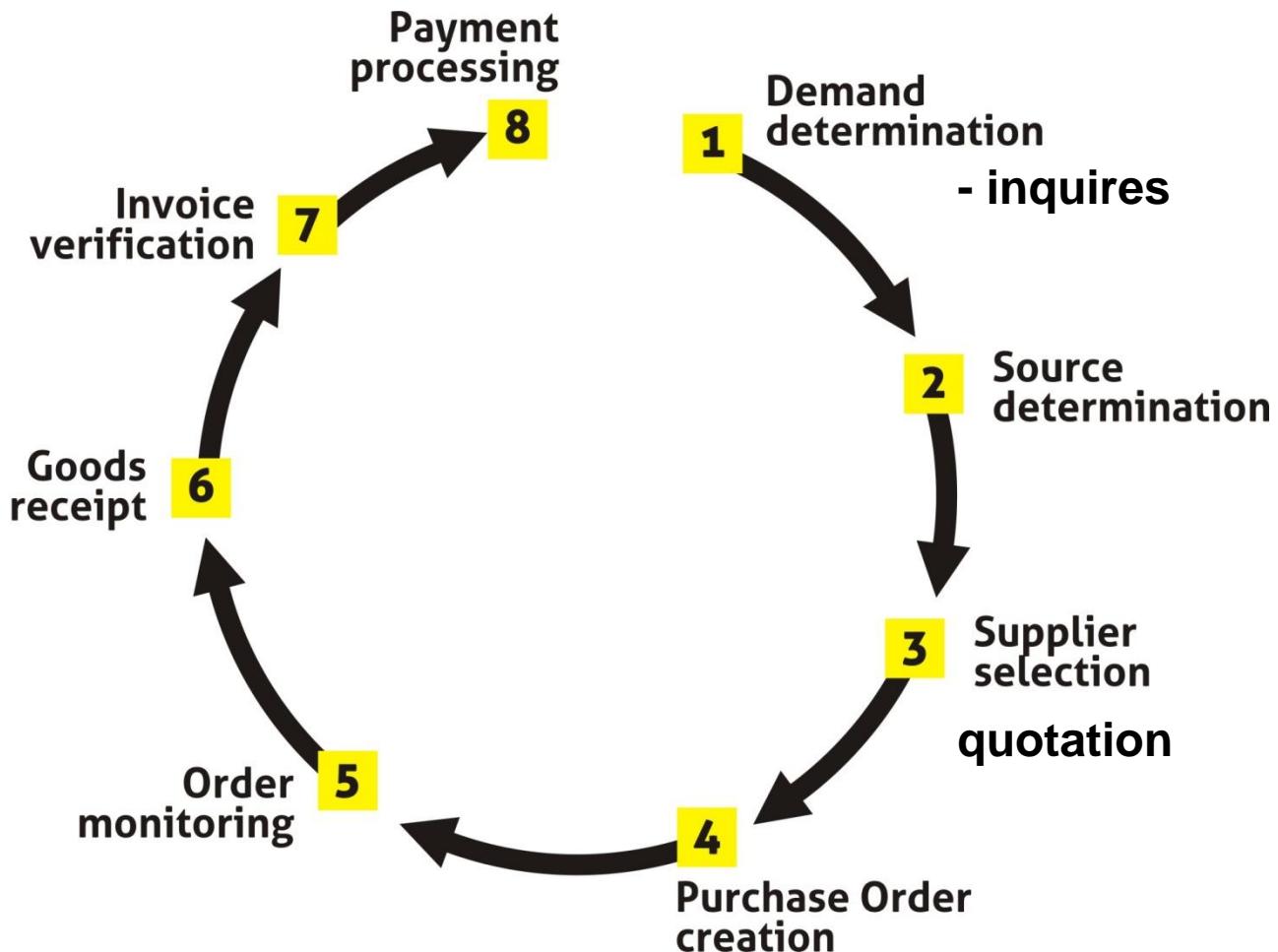
Supply chain



Procurement

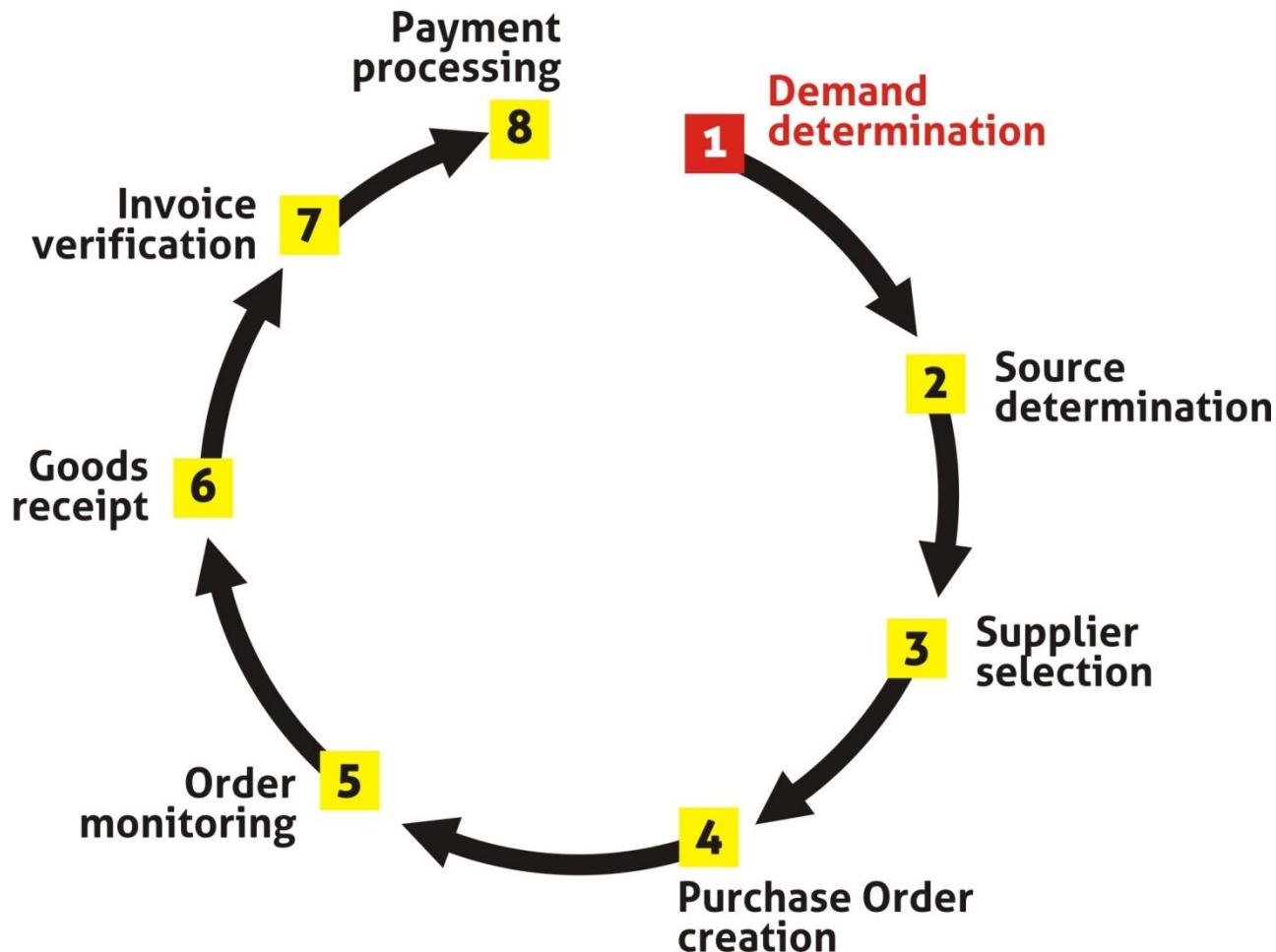
- Termasuk proses **persiapan** bahan baku untuk produksi, seperti penentuan sampai pembelian bahan baku dari supplier
- Procurement harus dilakukan **sebelum** manufaktur (produksi) dan sales (penjualan)
- Procurement dibagi menjadi **delapan** tahap

PROCUREMENT PROCESS



Delapan tahap proses **procurement**

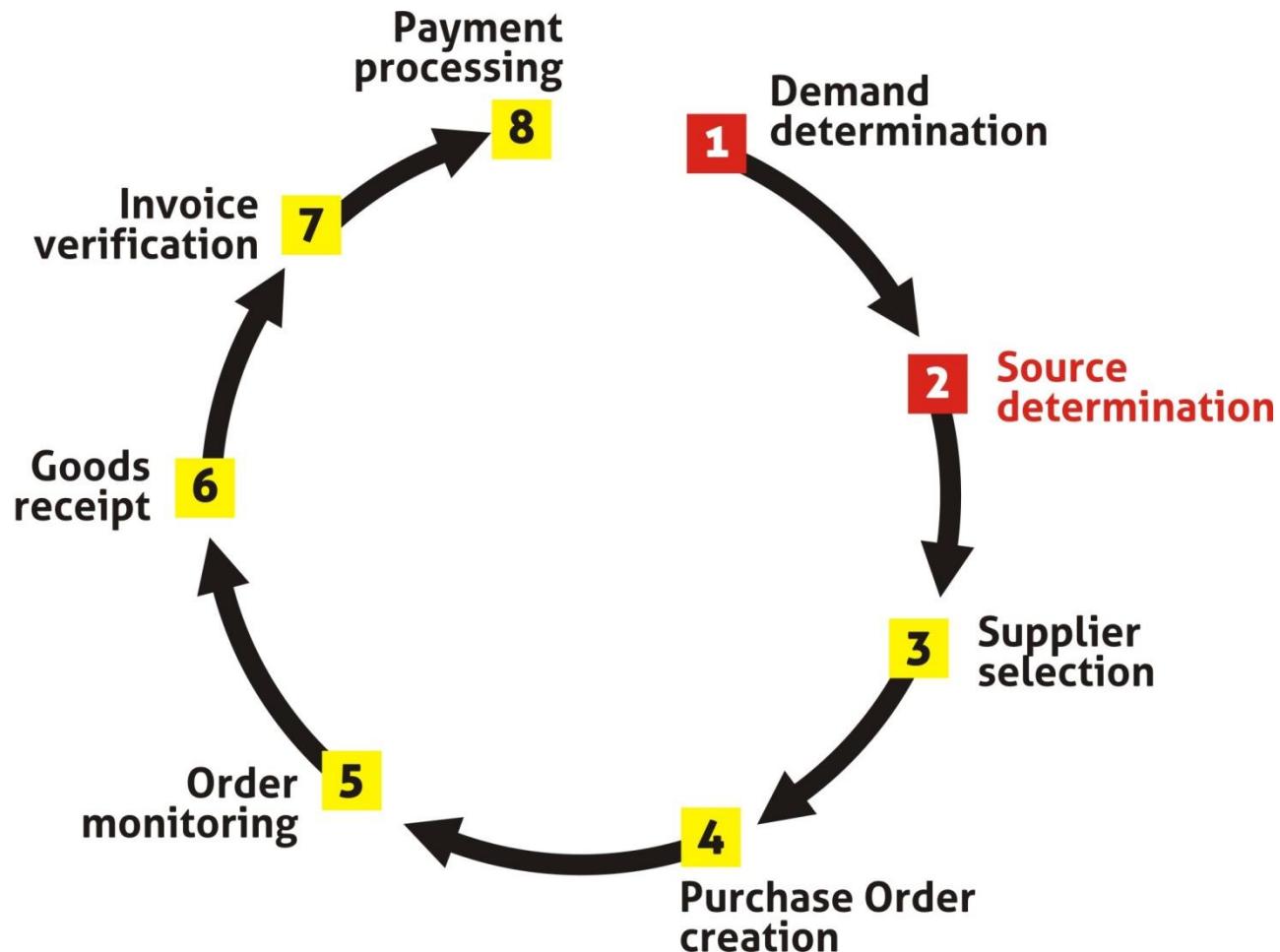
PROCUREMENT PROCESS



Menentukan bahan baku yang dibutuhkan

Pihak manajemen atau departemen perencanaan perusahaan, menentukan barang yang akan diproduksi pada satu periode berdasarkan kebutuhan, dan menginventarisir seluruh bahan baku yang dibutuhkan untuk proses produksi tersebut (**Material Request / MR**).

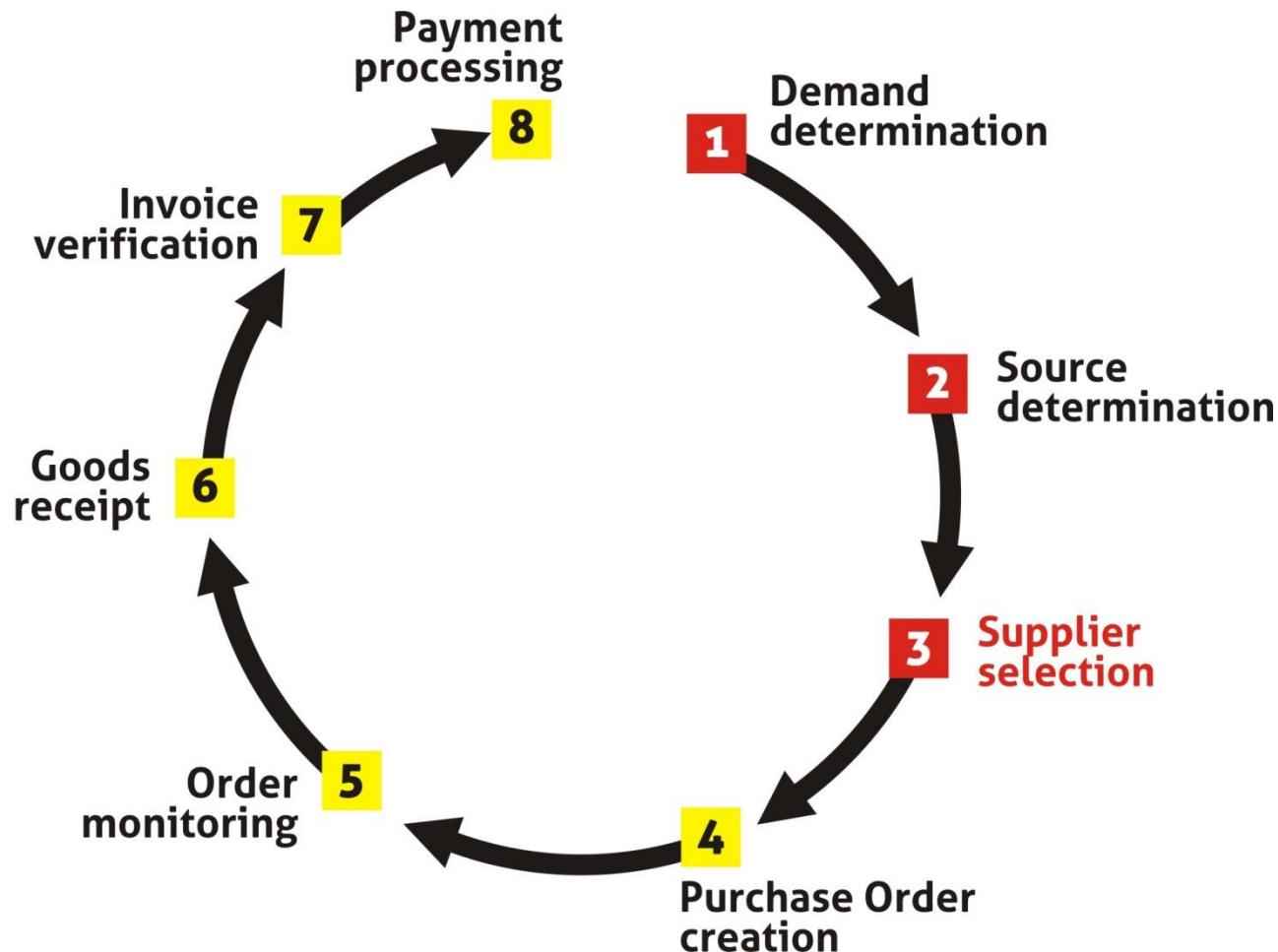
PROCUREMENT PROCESS



Menentukan sumber pengambilan bahan

Berdasarkan MR, perusahaan **mensurvei** supplier bahan baku, dengan melihat pada catatan perusahaan, atau meminta informasi pada para supplier bahan baku, mengenai *ketersediaan, harga, kualitas bahan baku dan jangka waktu pembayaran.*

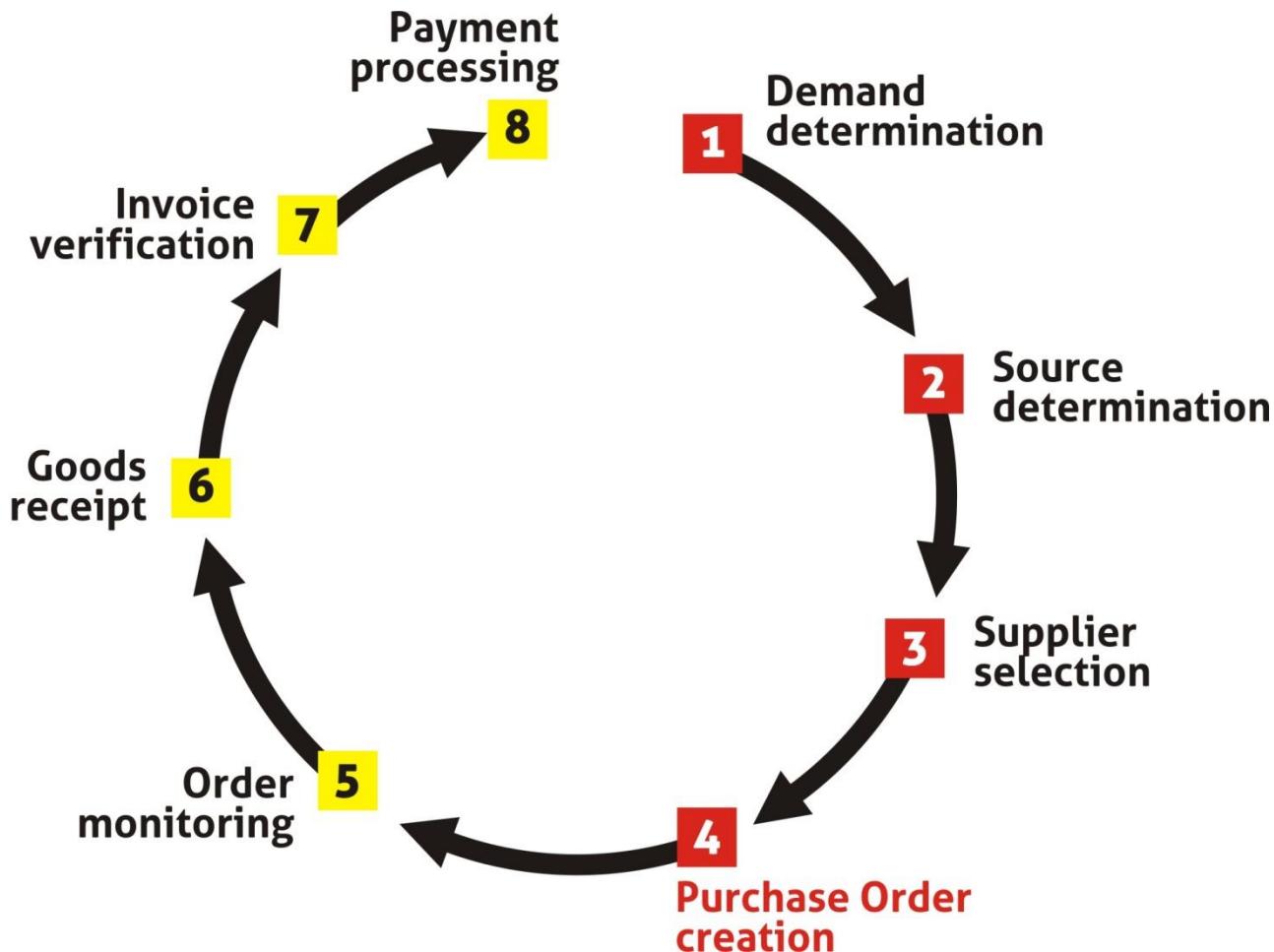
PROCUREMENT PROCESS



Memilih sang supplier bahan baku

Informasi yang didapat pada langkah 2 kemudian diolah untuk menentukan supplier yang paling **ideal** untuk menyediakan bahan baku.

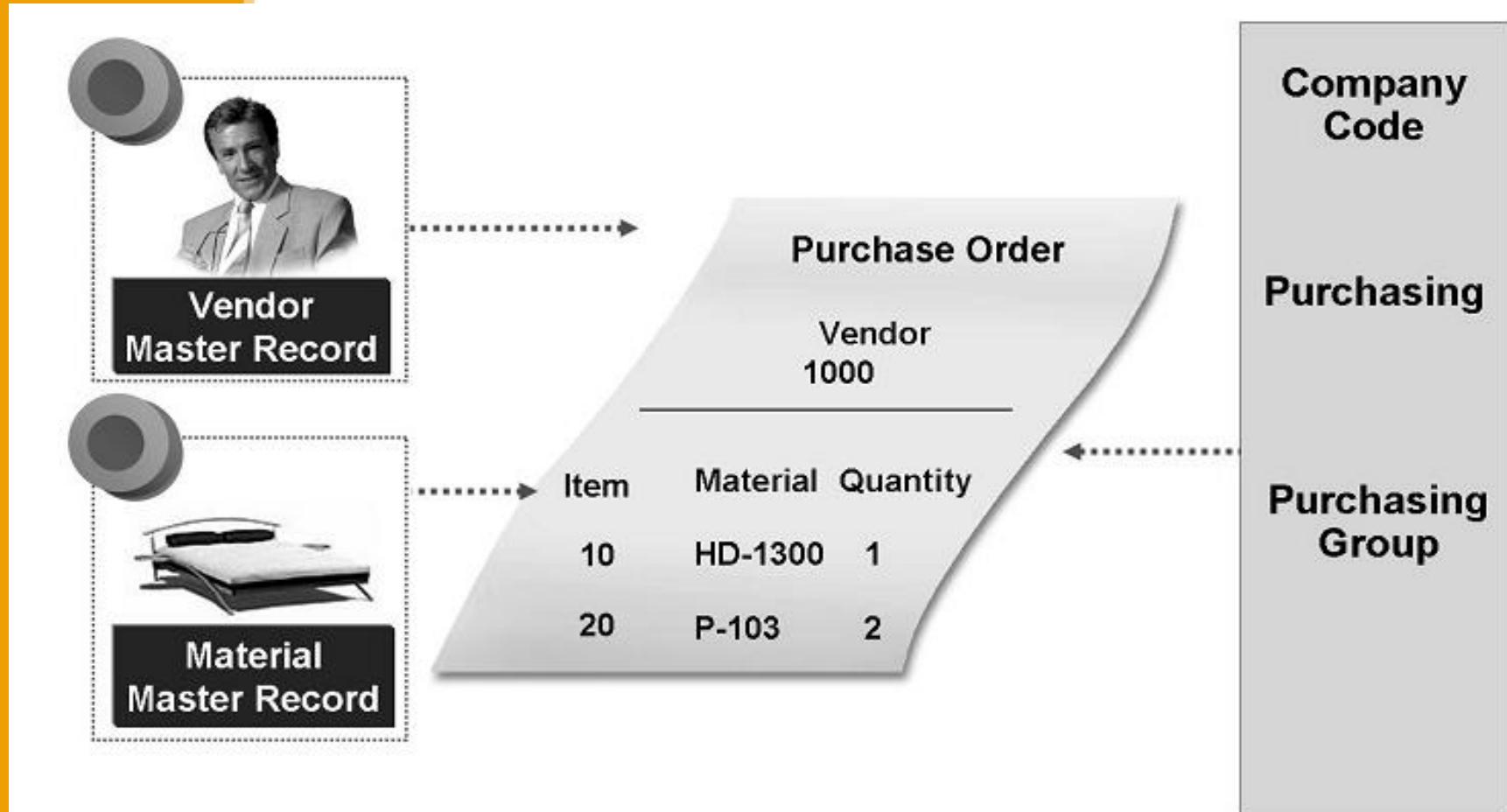
PROCUREMENT PROCESS



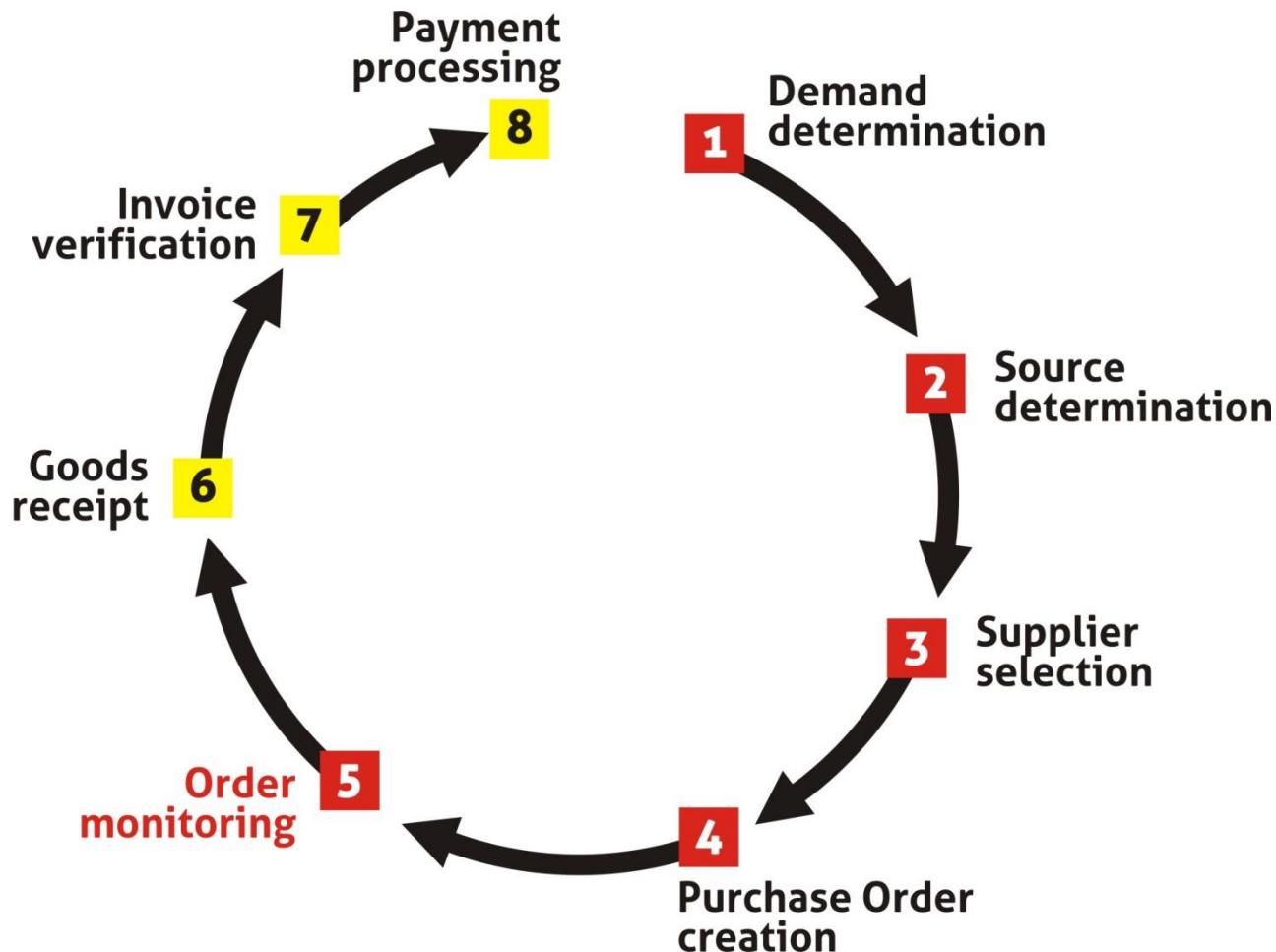
Membuat pemesanan bahan baku

Setelah supplier ditentukan, perusahaan **membuat Surat Pemesanan (PO)** bahan baku yang dibutuhkan pada supplier, sekaligus menentukan penjadwalan penerimanya (tanggal dan lokasi gudang, jika ada).

Procurement (PO) Document



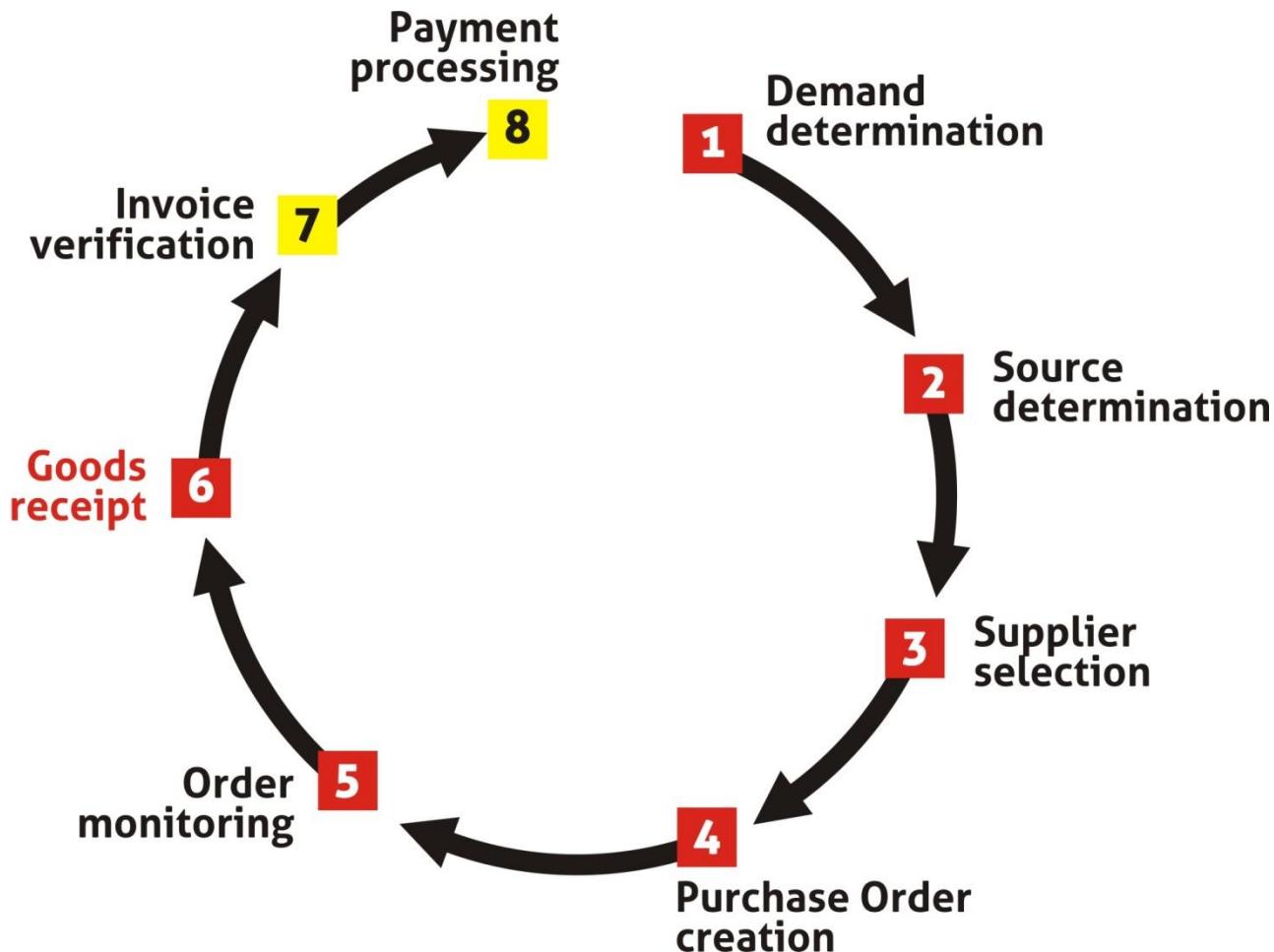
PROCUREMENT PROCESS



Memonitor pesanan

Memonitor kondisi pesanan, proses pengantaran, dan sebagainya pada interval tertentu. Di sistem SAP, akan muncul *reminder* untuk mengingatkan jadwal sampainya pesanan bahan baku, berdasarkan PO yang telah dibuat.

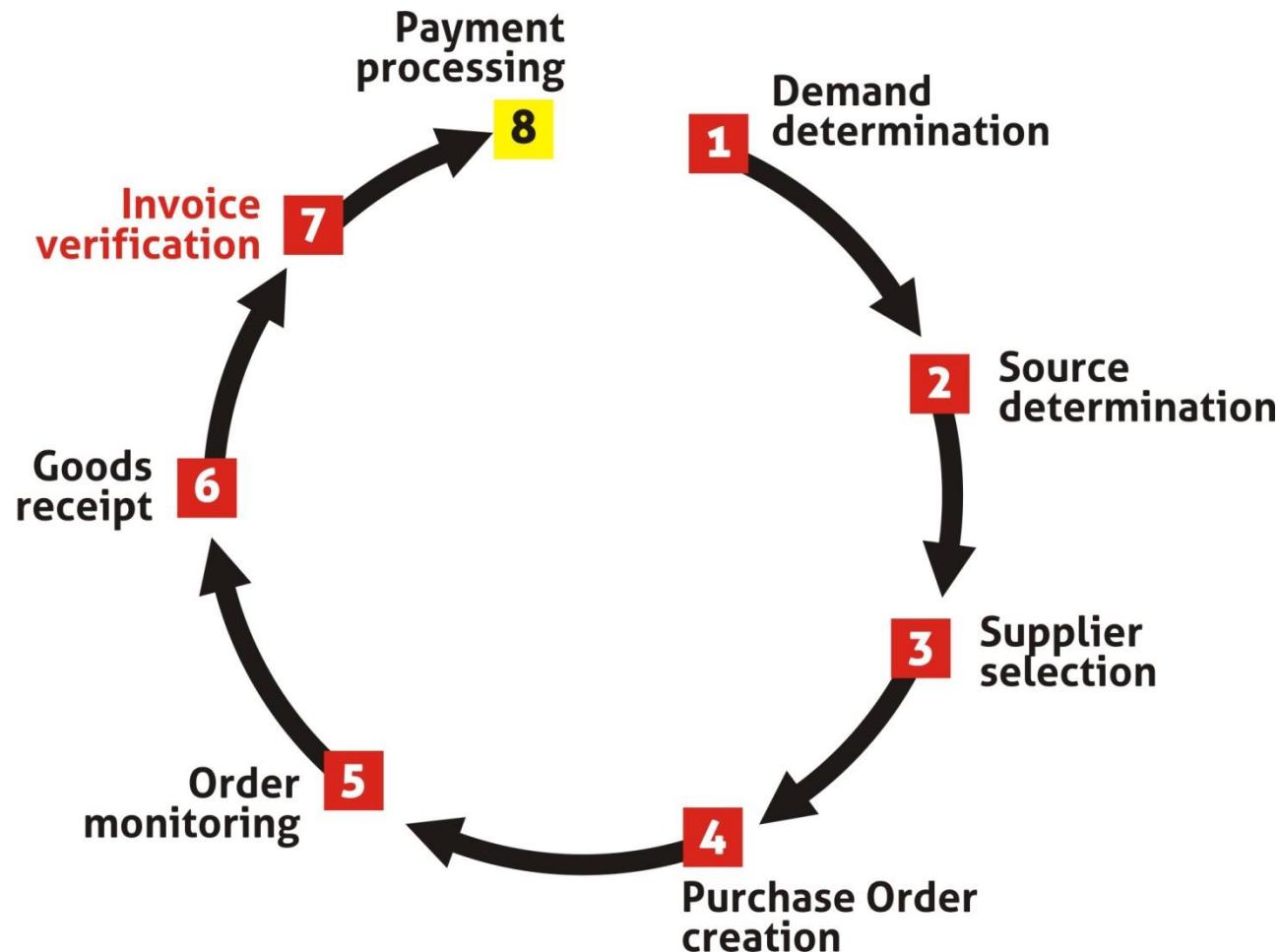
PROCUREMENT PROCESS



Penerimaan bahan baku ke gudang

Pesanan bahan baku **telah datang**. Bagian gudang akan memeriksa kondisi dan toleransi bahan baku, kemudian mengeluarkan surat penerimaan barang (**Goods Receipt/GR**), untuk selanjutnya disimpan di gudang.

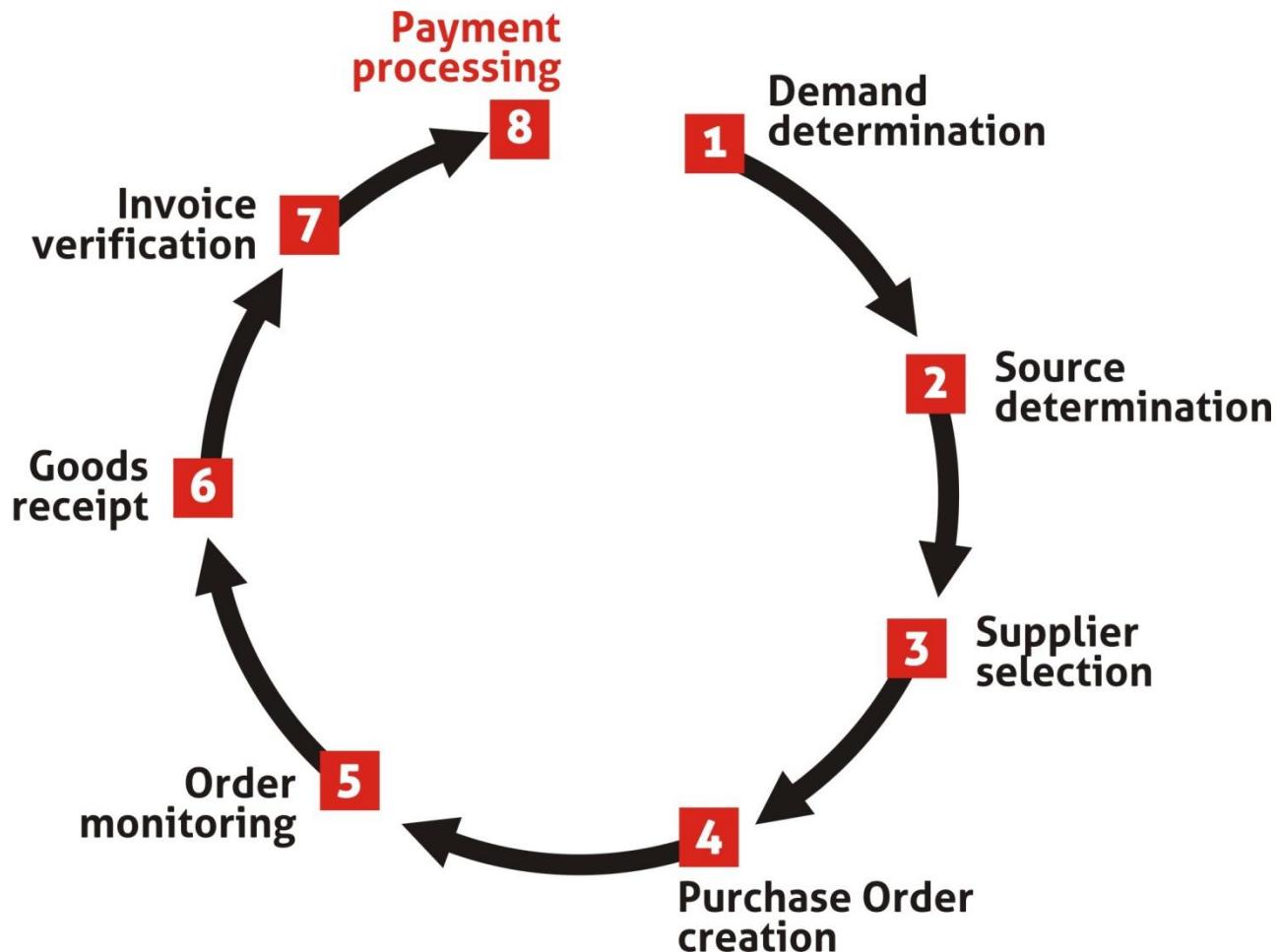
PROCUREMENT PROCESS



Pemeriksaan ulang tagihan

Berdasarkan PO dan catatan penerimaan barang pada GR, tagihan **dicek ulang** untuk menyesuaikan nominal atas *barang-barang yang rusak atau kompensasi keterlambatan, dan pajak-pajak yang diperlukan.*

PROCUREMENT PROCESS



Pembayaran tagihan

Setelah penyesuaian tagihan beres, sistem akan mengeluarkan **surat perintah pembayaran** pada supplier. Bagian **keuangan** perusahaan yang akan melakukan pembayaran ini.

Procurement Process

Procurement



Invoice verification

Post

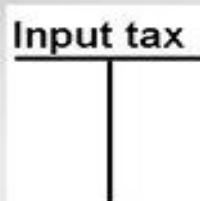
Invoice
document

Material
Quantity
Amount
Blocking
reason

Financial Accounting

Vendor

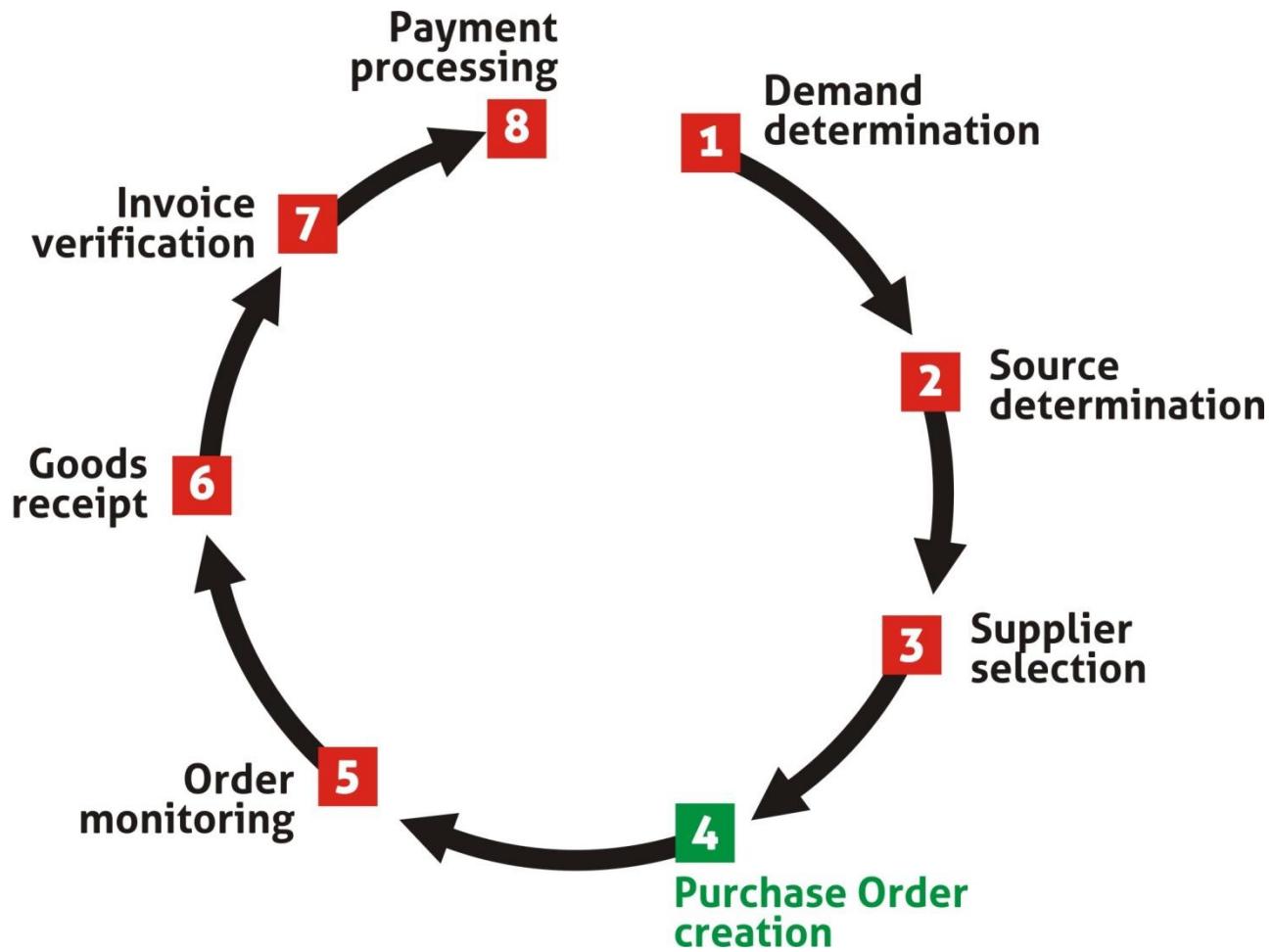
GR / IR



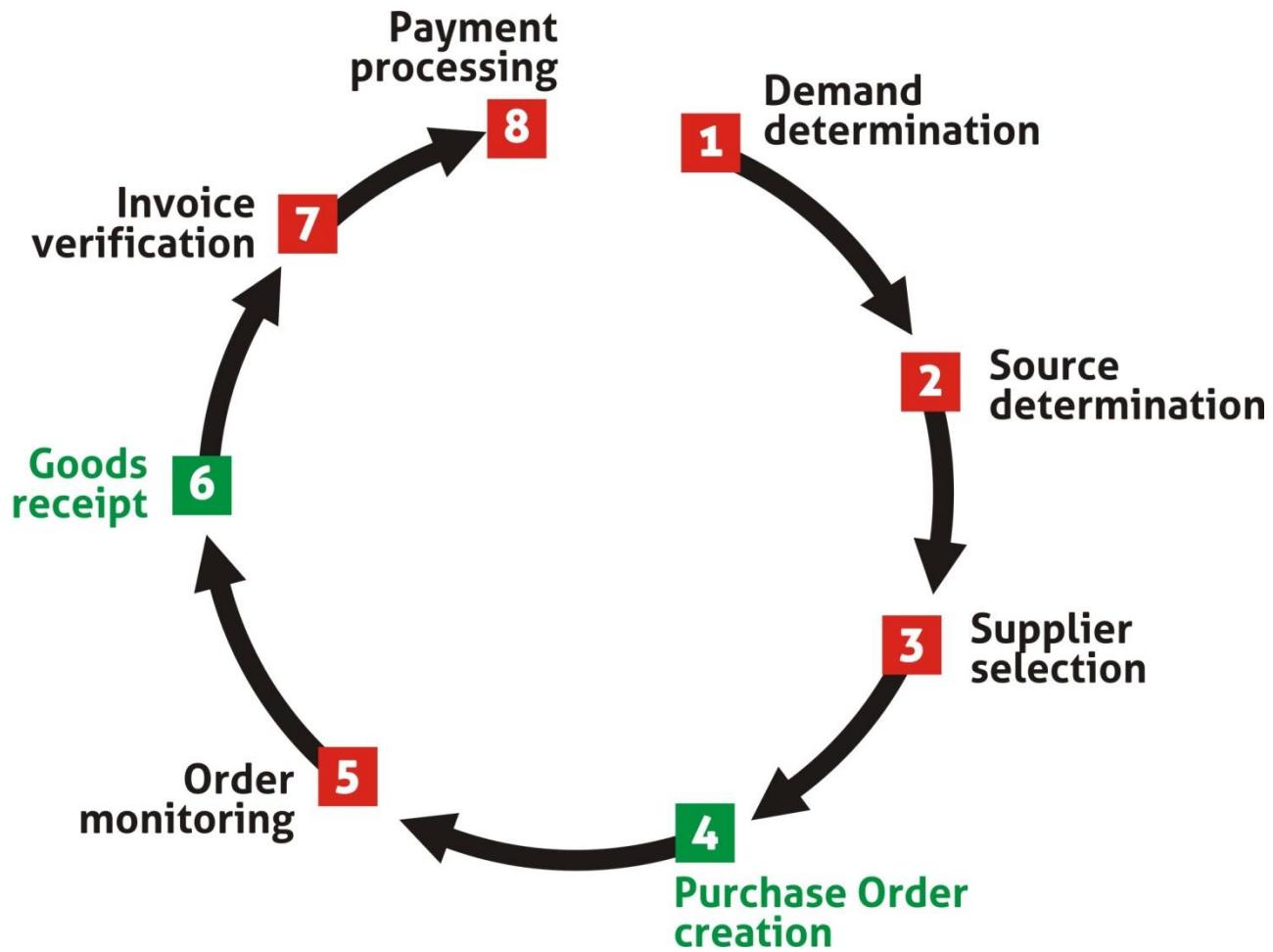
Account-
ing doc.

Posting key
Account
Amount

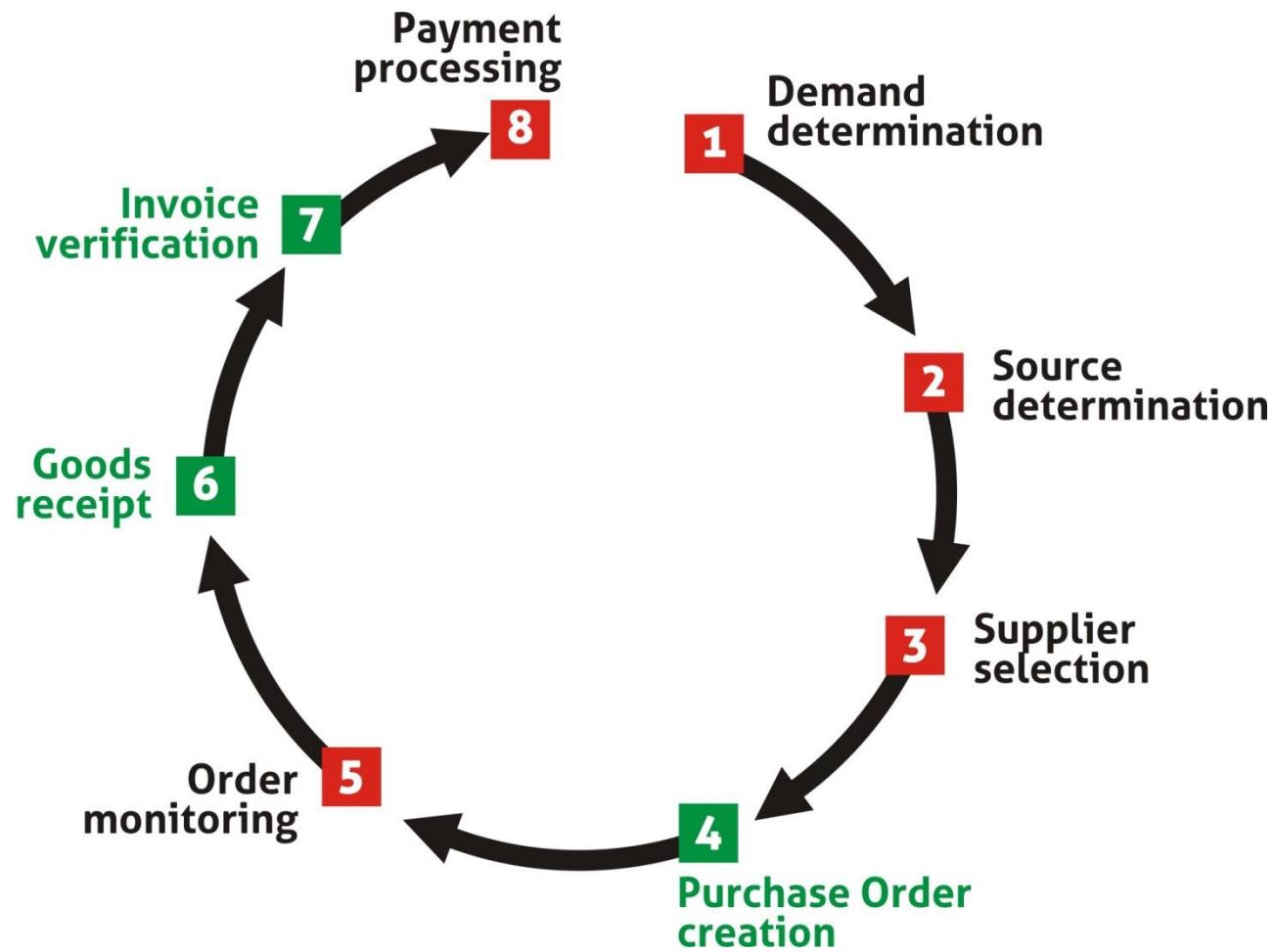
PROCUREMENT EXERCISE



PROCUREMENT EXERCISE



PROCUREMENT EXERCISE



Exercise

- IDES AG adalah sebuah perusahaan pembuat komponen dan spare part mesin industri; seperti pompa, sistem hidrolik dan sebagainya
- IDES: **Internet Demonstration and Evaluation System**

Create a Purchase Order for a stock material

- **Exercise 4-1, hal. 4-9**
- Perusahaan memutuskan untuk memproduksi spare part mesin pada periode ini, dan membutuhkan beberapa bahan baku untuk dipesan dari Baltus AG.
- Buatlah surat pemesanan (PO)-nya
- **Add net price 50 EUR**
- **JANGAN LUPA catat nomor PO yang dihasilkan sistem**

Create a Goods Receipt for the material

- **Exercise 4-2, hal. 4-12**
- Komponen yang dipesan sudah diantarkan ke gudang, buatlah surat penerimaan (Goods Receipt)-nya berdasarkan nomor PO yang sudah dibuat.

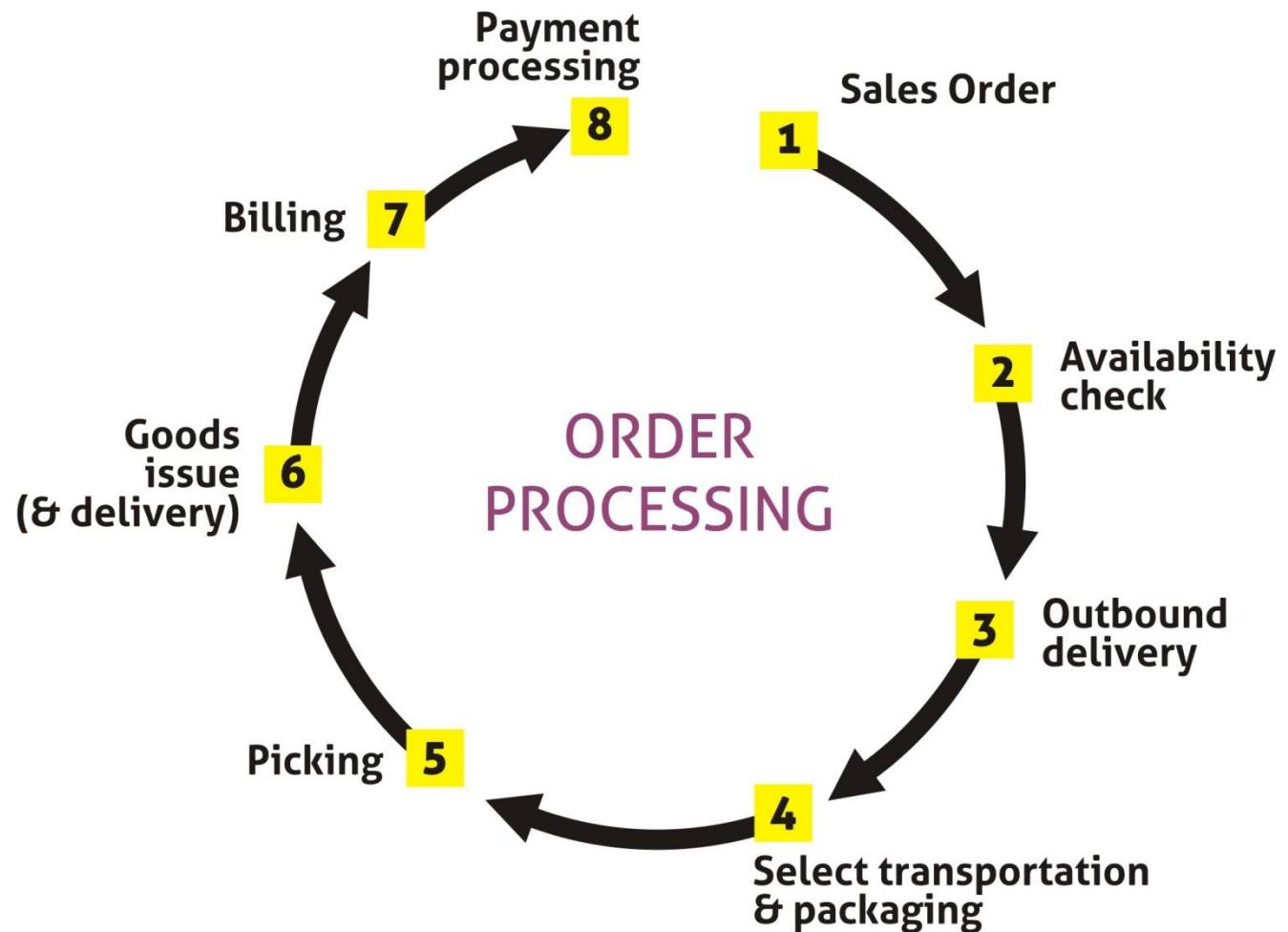
Post an Invoice of the material to the system

- **Exercise 4-3, hal. 4-15**
- Masukkan tagihan yang didapat dari supplier ke sistem, berdasarkan PO yang telah dibuat.

Sales Order Management

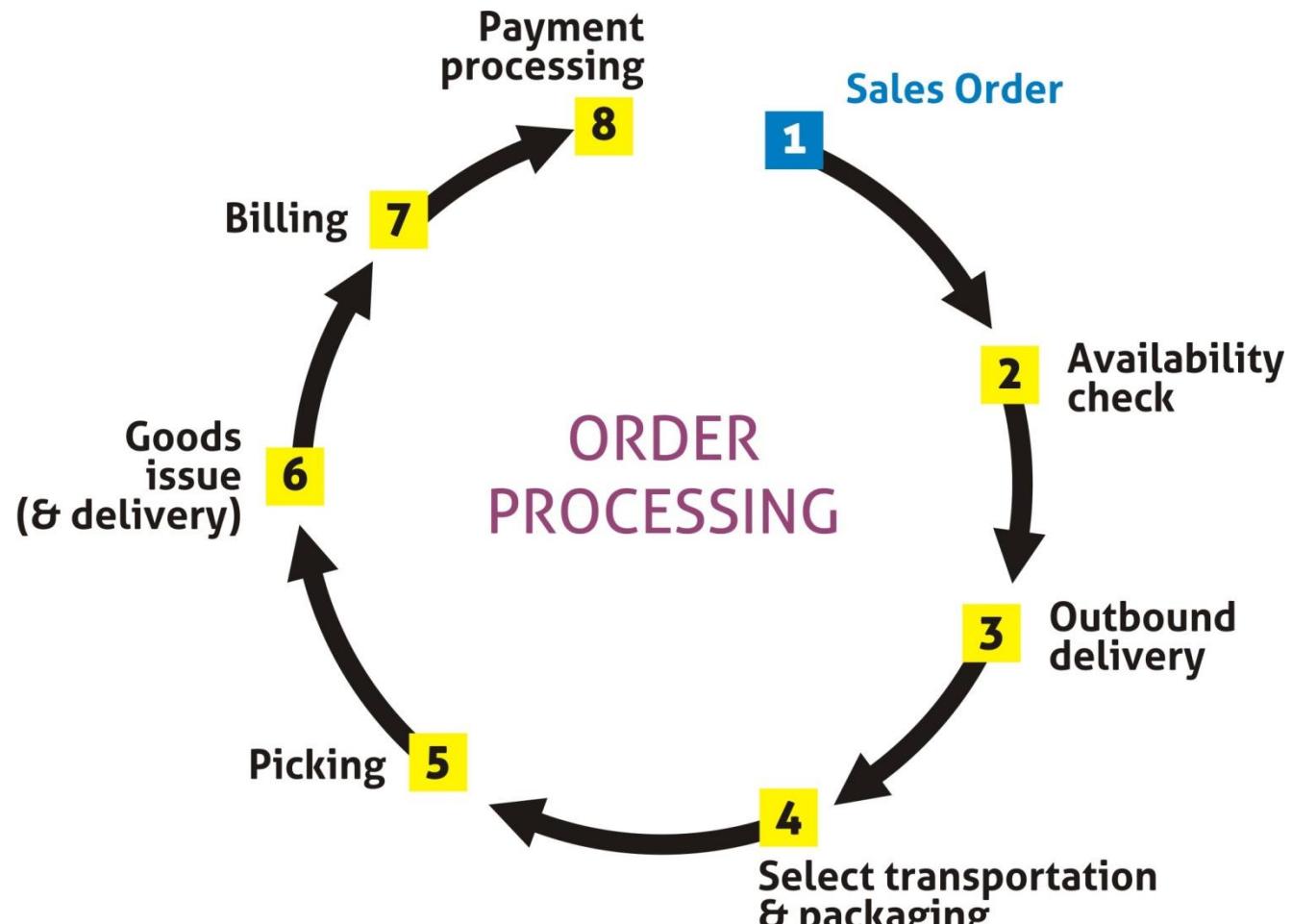
- Proses *pengelolaan pesanan dan penjualan barang* yang dihasilkan oleh proses produksi
- Pada umumnya barang hasil produksi disimpan di **gudang**
- Proses SOM dibagi dalam **8 tahap** juga

SALES ORDER PROCESS



Delapan tahap proses **sales order management**

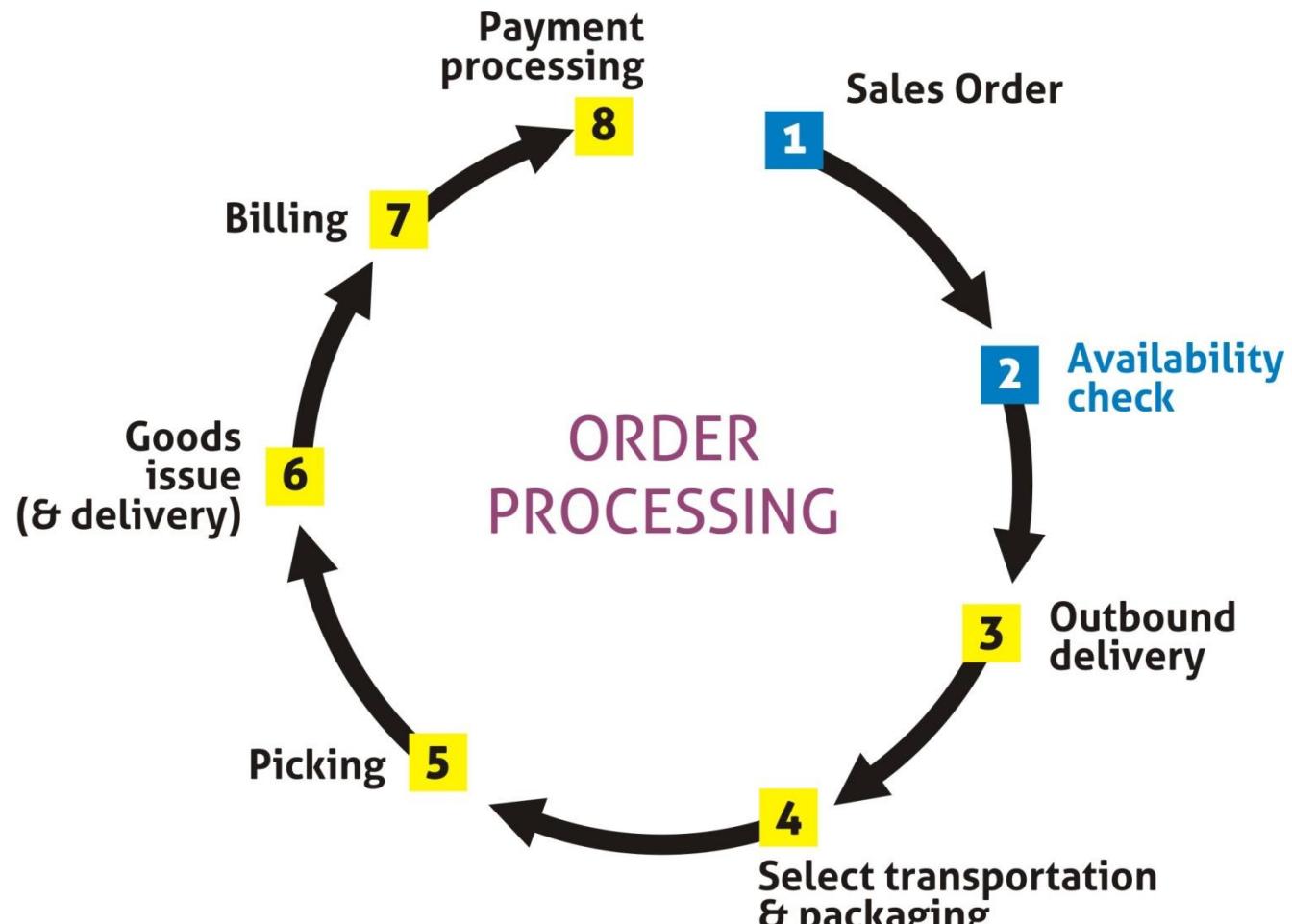
SALES ORDER PROCESS



Memasukkan pesanan barang

Pesanan barang dari konsumen didokumentasikan dalam Surat Perintah Penjualan (**Sales Order**) oleh CSR (Customer sales representative).

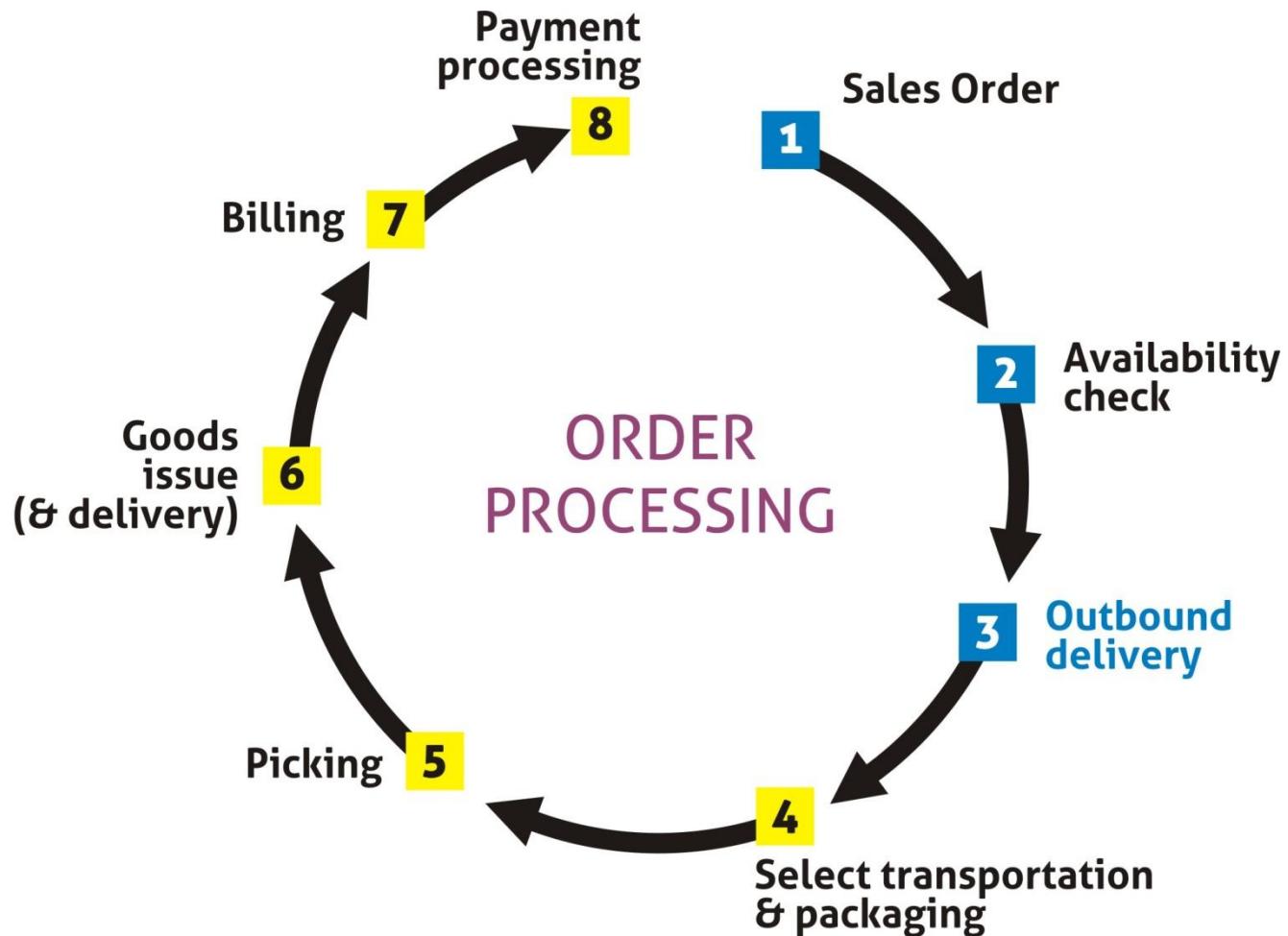
SALES ORDER PROCESS



Cek ketersediaan barang

SO yang telah dikeluarkan kemudian digunakan untuk **memeriksa stok** barang di gudang, apakah barang yang dipesan konsumen tersedia.

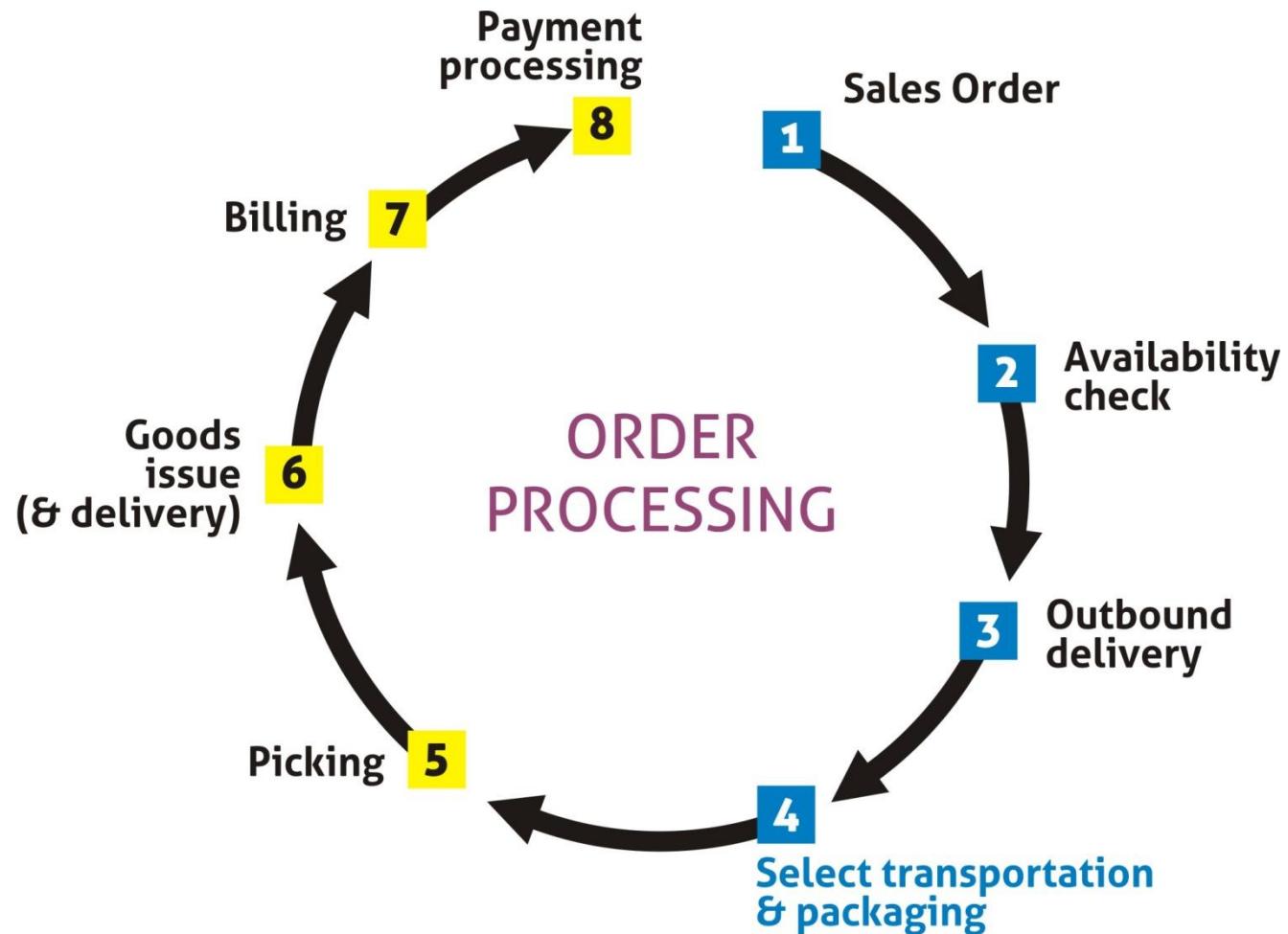
SALES ORDER PROCESS



Jadwalkan pengiriman

Jika barang pesanan tersedia di gudang, berarti barang bisa dijual, dan jadwalkan pengiriman barang ke konsumen.

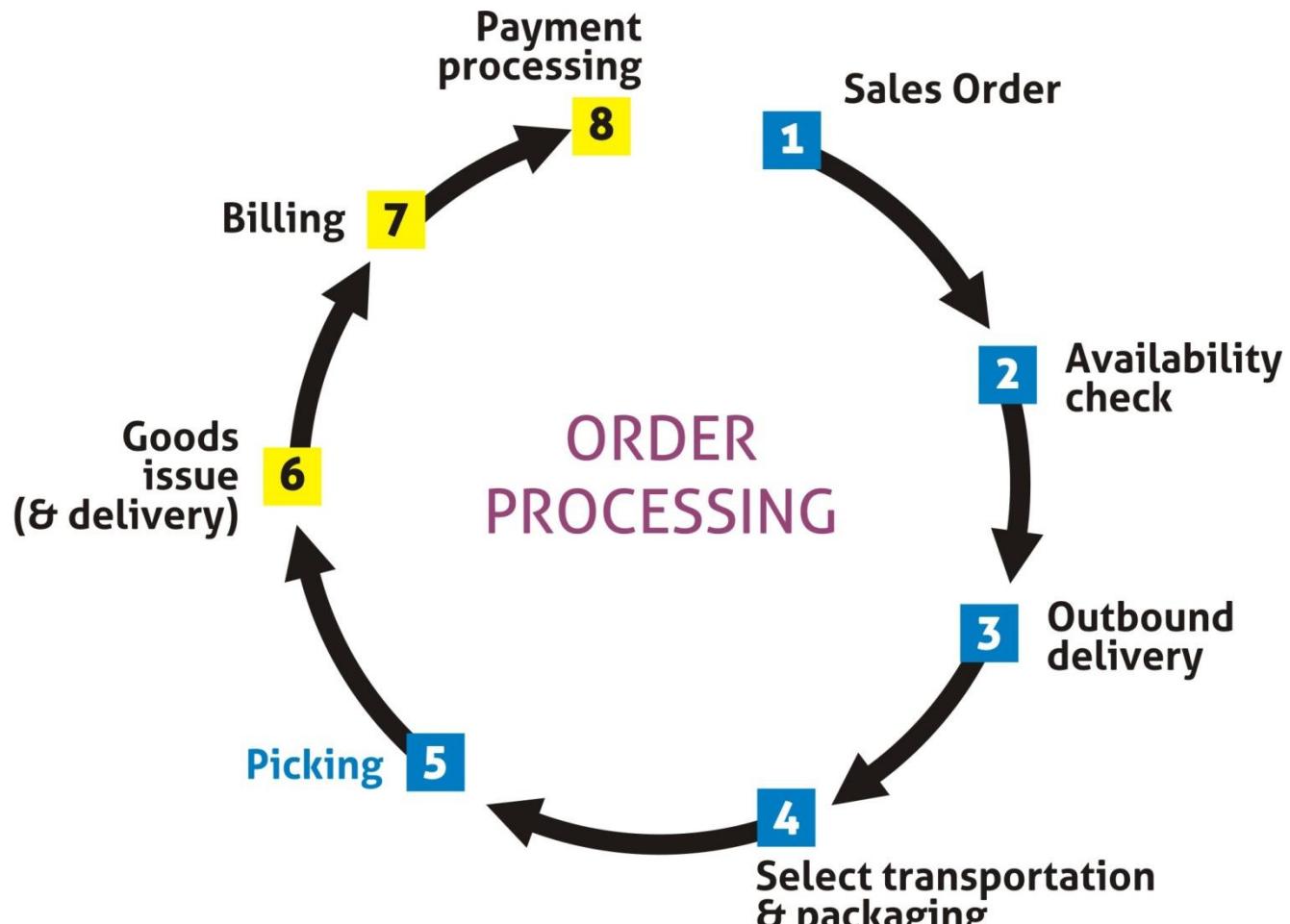
SALES ORDER PROCESS



Tentukan transportasi dan kemasan

Menentukan alat transportasi apa yang akan digunakan untuk mengirim barang ke konsumen, dan apakah ada perlakuan dan kemasan khusus yang dibutuhkan untuk pengiriman, sesuai sifat barangnya.

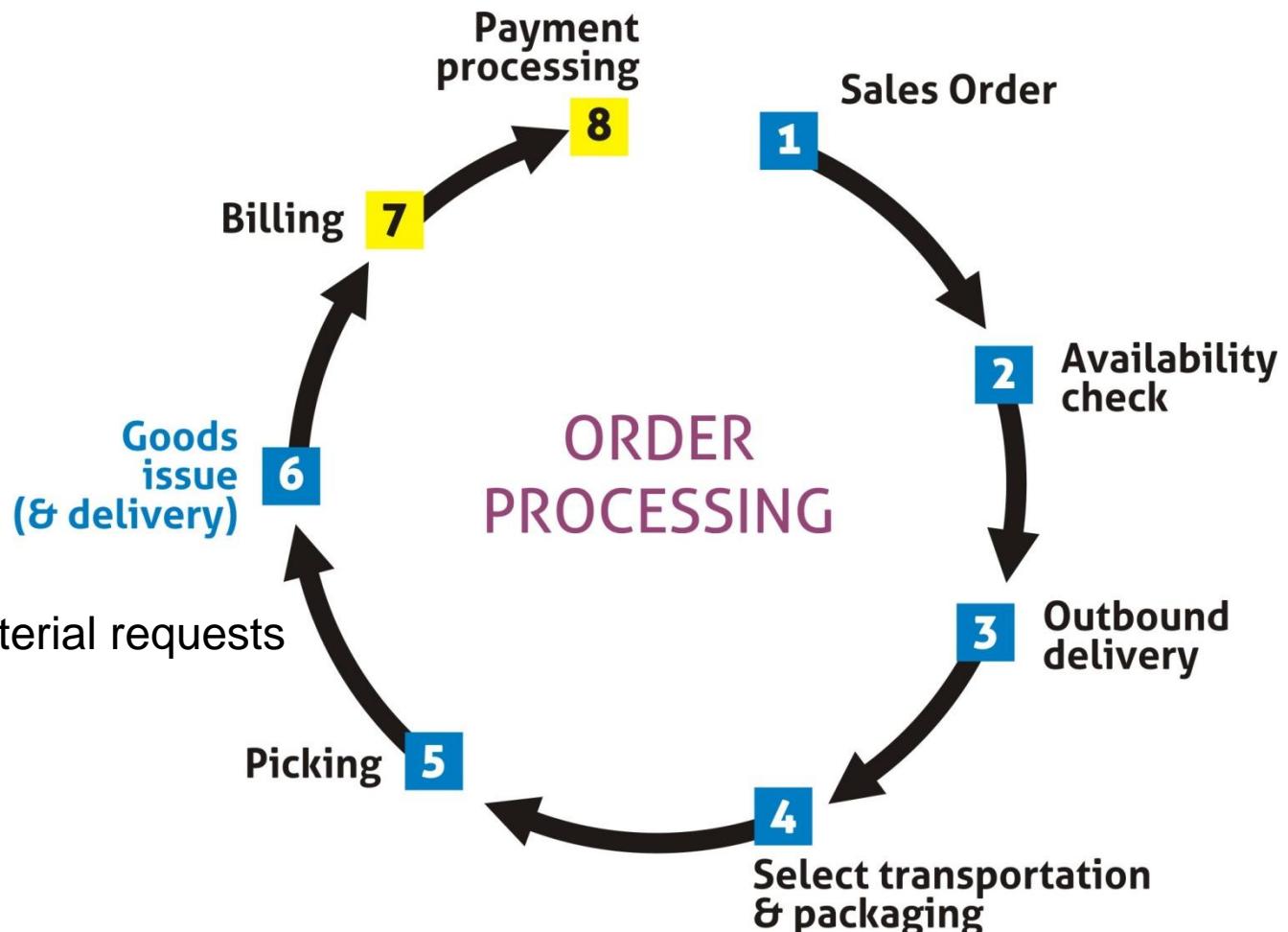
SALES ORDER PROCESS



Pilih barang dari gudang

Menentukan barang mana yang akan dikeluarkan dari gudang, mungkin berdasarkan tanggal stok atau kondisi barang, dan mengeluarkan barang dari gudang ke tempat pengemasan. Pada tahap ini barang sudah **dikemas** untuk pengiriman.

SALES ORDER PROCESS



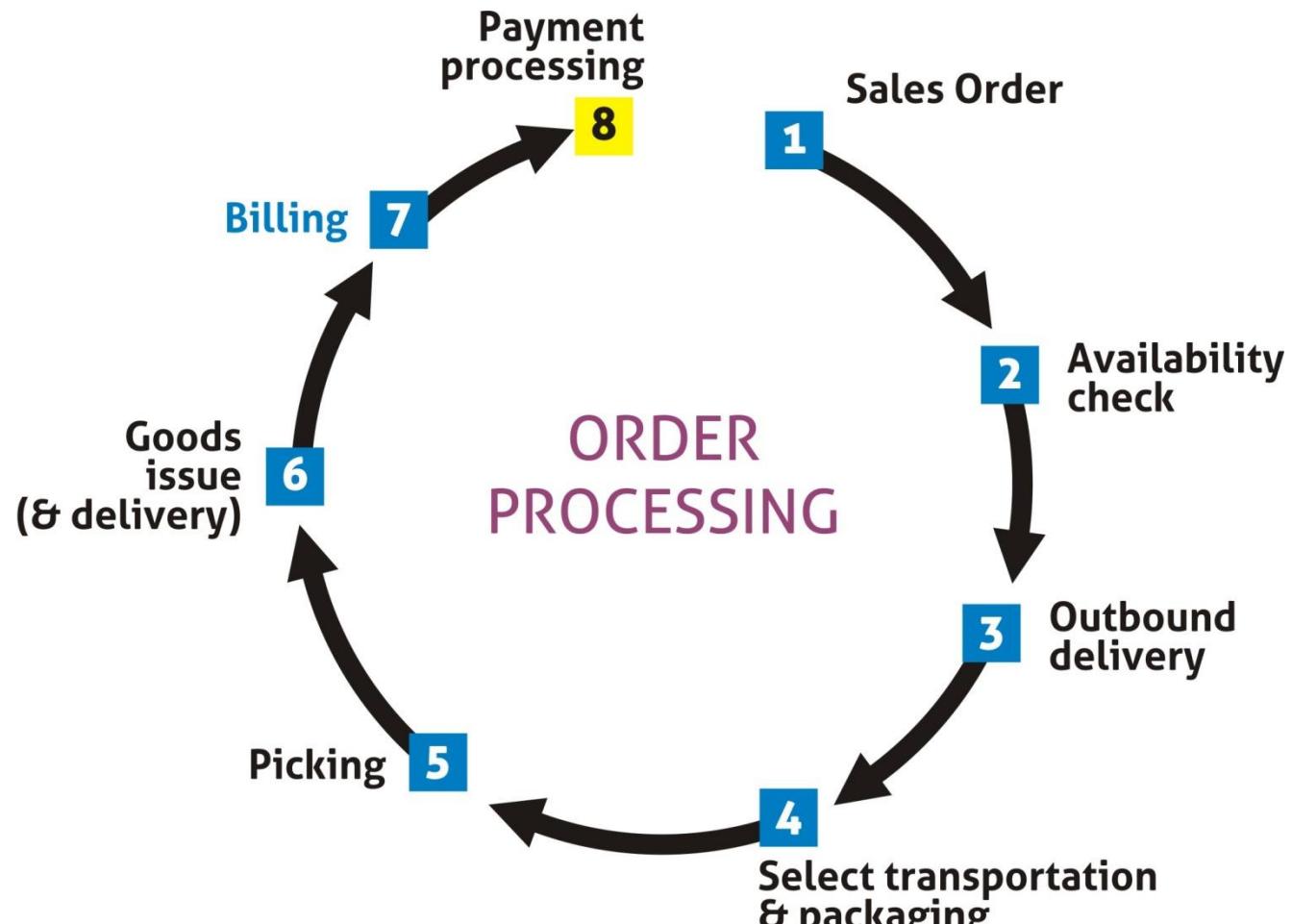
Goods Issue

Secara harfiah berarti **pengeluaran barang** (dari gudang). Barang siap dikirimkan, diantarkan atau diserahkan ke konsumen. Pada tahap ini biasanya dikeluarkan Surat Jalan (**Delivery Document**), kemudian barang diantarkan atau dikirimkan ke konsumen.

Saat good issue

- Warehouse stock of the material is **reduced** by the delivery quantity
- Value changes are **posted** to the balance sheet account in inventory accounting
- Requirements are **reduced** by the delivery quantity
- Goods issue posting is **automatically recorded** in the document flow

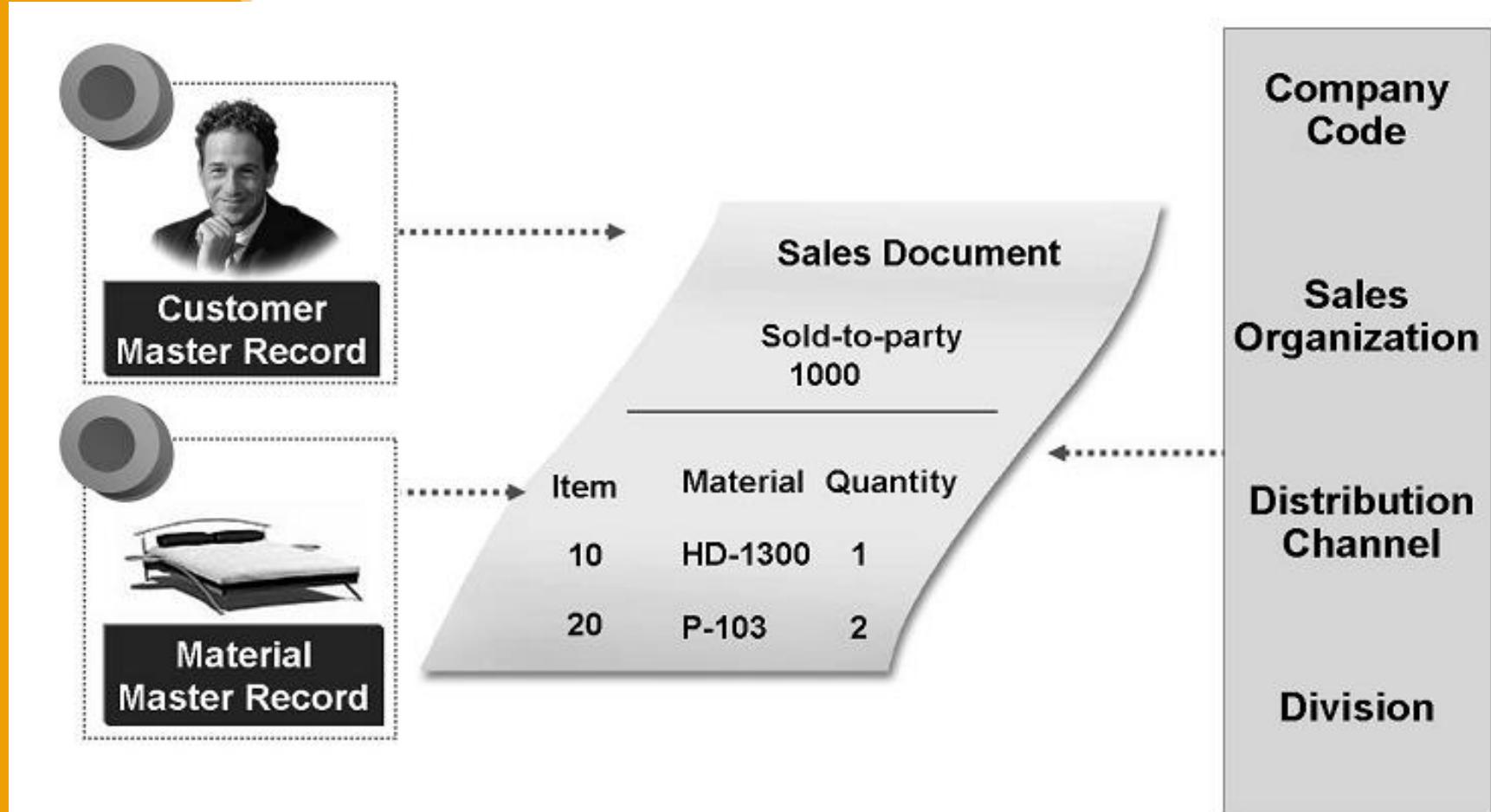
SALES ORDER PROCESS



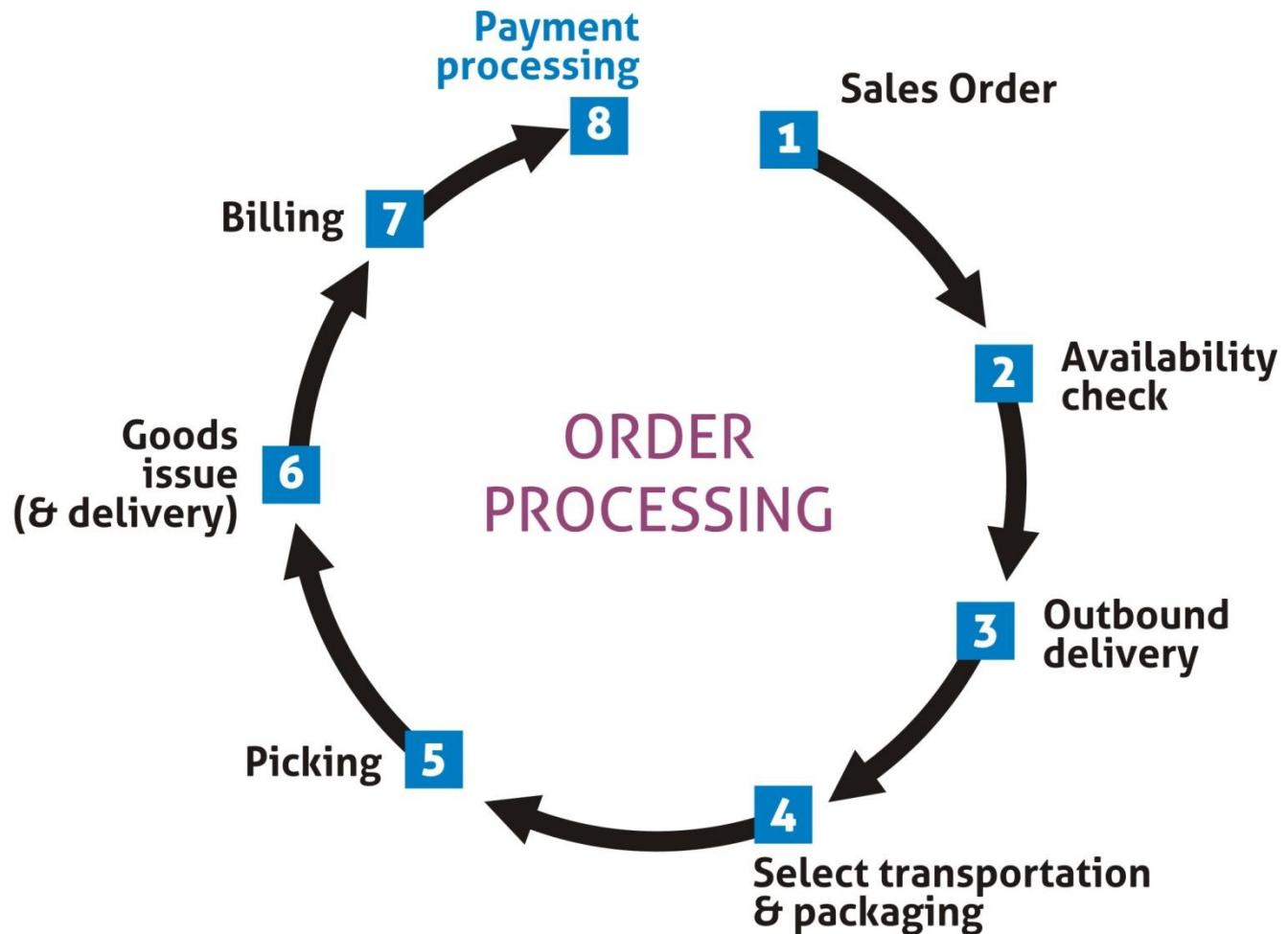
Pembuatan Tagihan ke Konsumen

Dari SO dan DD yang sudah dibuat, disusun **tagihan** ke konsumen. Setelah tagihan diterima, konsumen akan verifikasi kondisi barang setelah diantarkan, dan melakukan penyesuaian tagihan seperti pada proses procurement.

Sales order (Billing) document



SALES ORDER PROCESS



Pembayaran Tagihan oleh Konsumen

Setelah penyesuaian tagihan beres, konsumen akan **membayar** pada perusahaan. Bagian keuangan perusahaan yang akan mengurusi pembayaran ini.

Billing & payment processing

Sales Order Management



Create

Invoice
document

Material
Quantity
Amount
Payment
terms

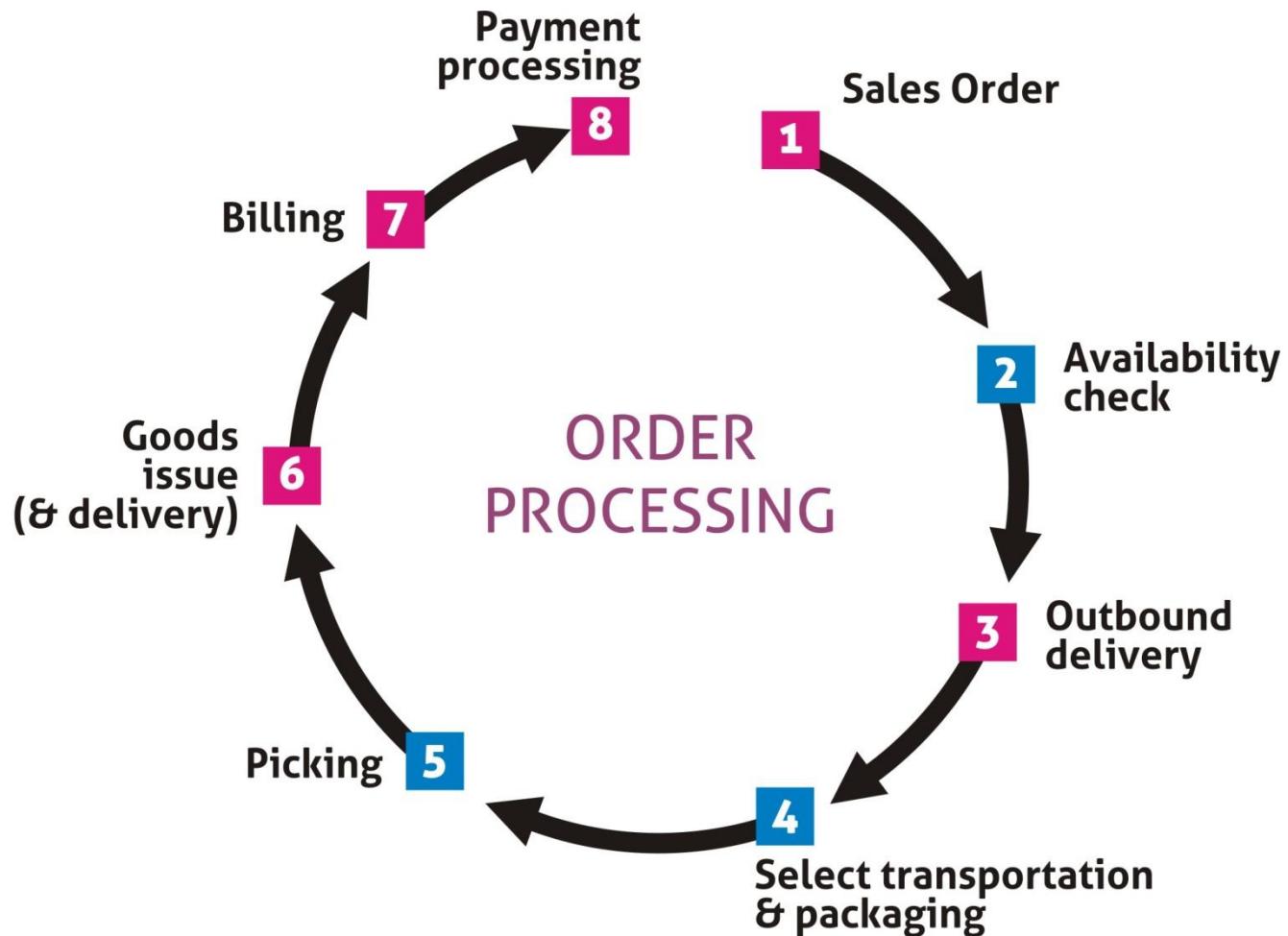
Financial Accounting



Account-
ing doc.

Posting key
Account
Amount

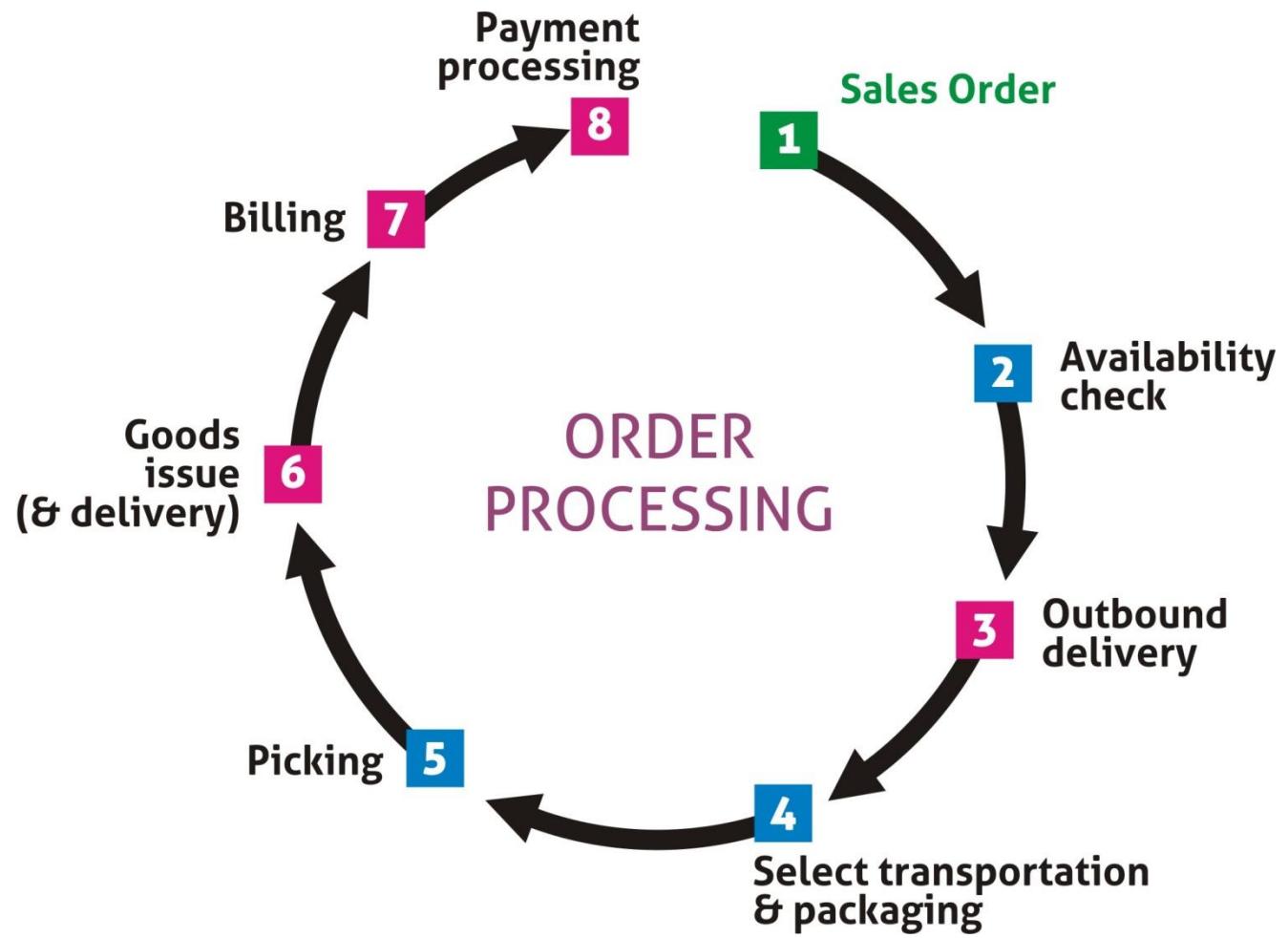
SALES ORDER MUST DO



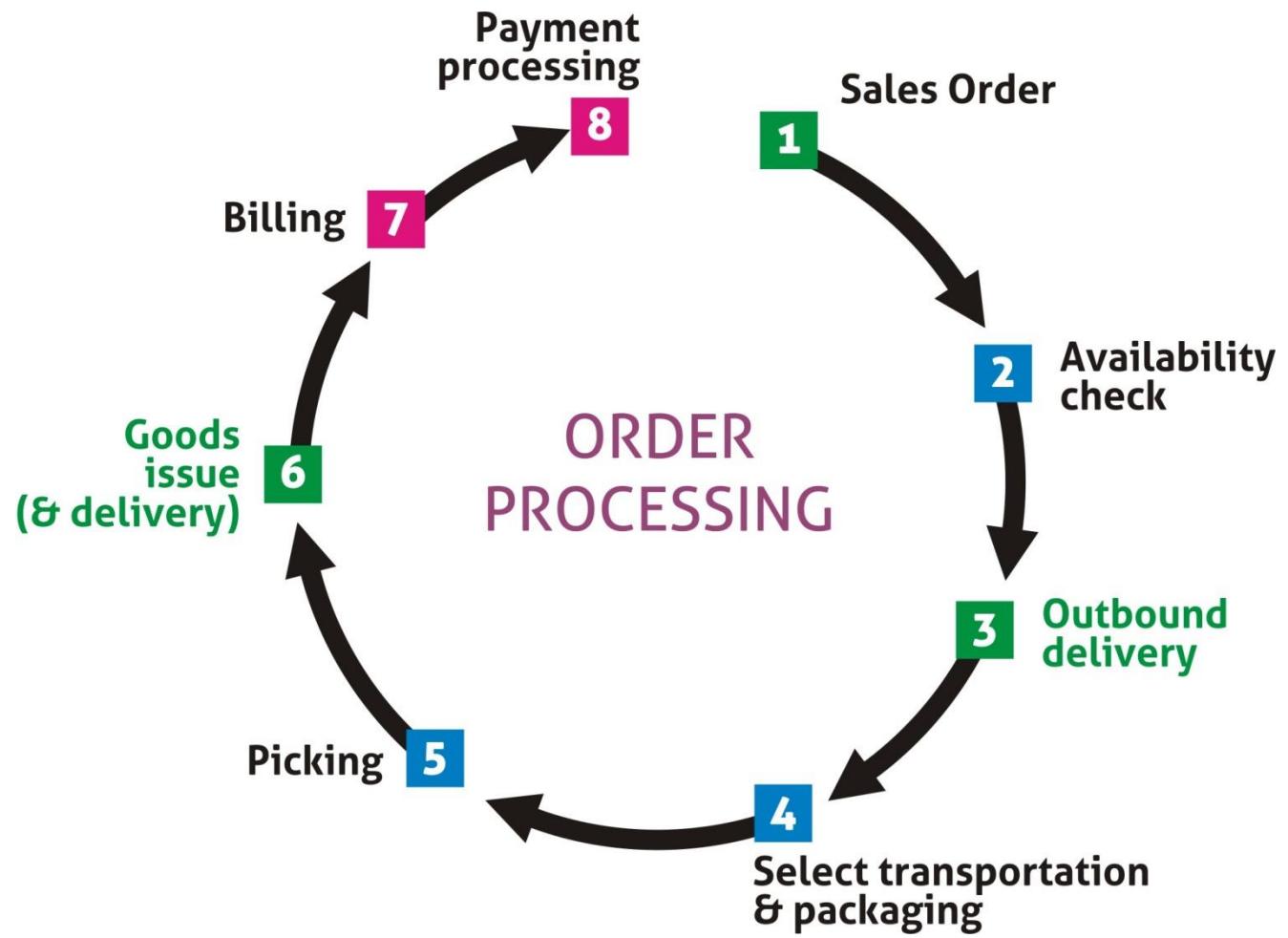
Tidak semua perusahaan menjalankan semua tahap

Tahap-tahap penting yang ada di hampir semua perusahaan hanya 1 – 3 – 6 – 7 – 8. SAP dapat mengakomodasi penyesuaian tahap ini.

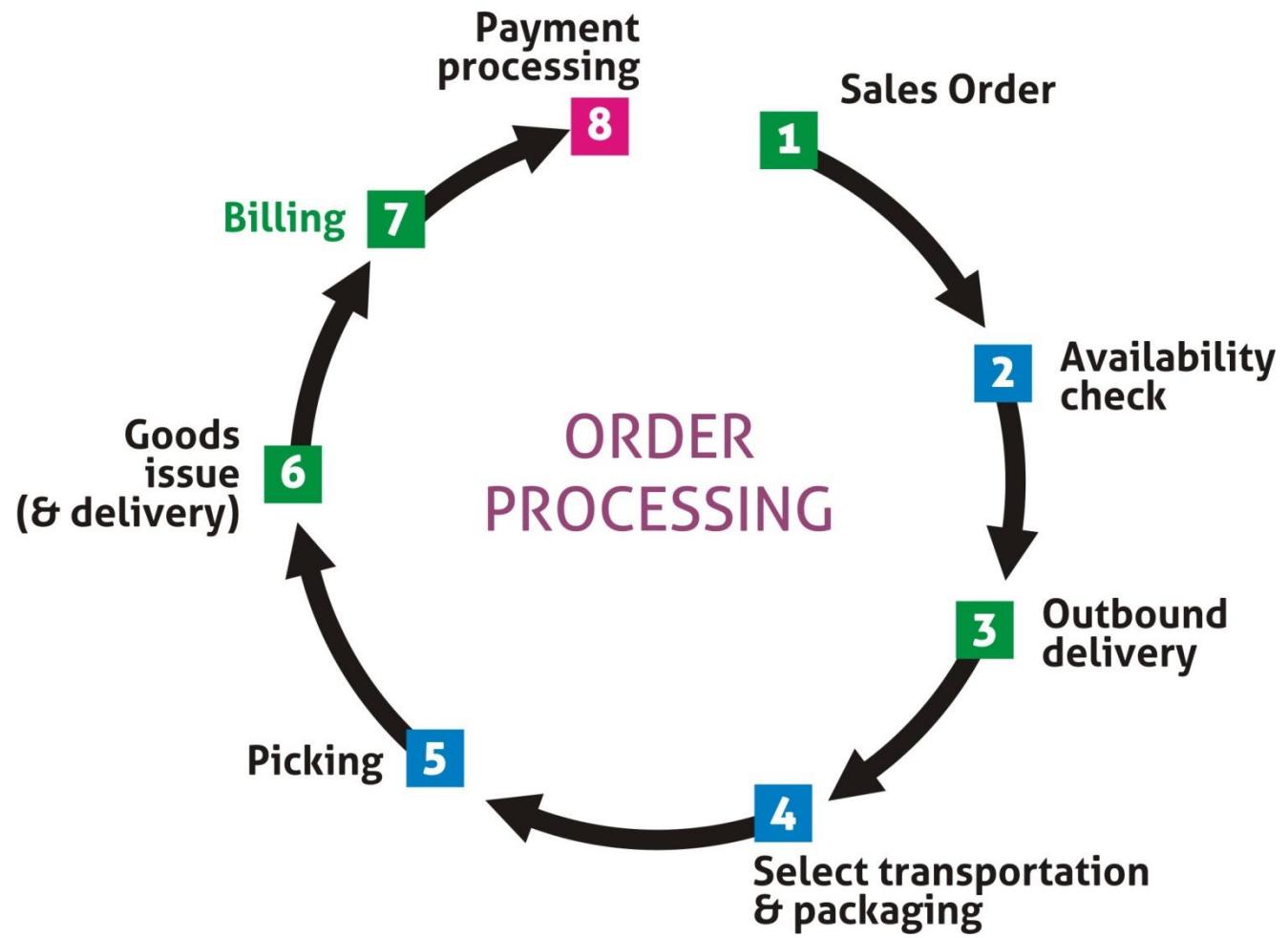
SALES ORDER EXERCISE



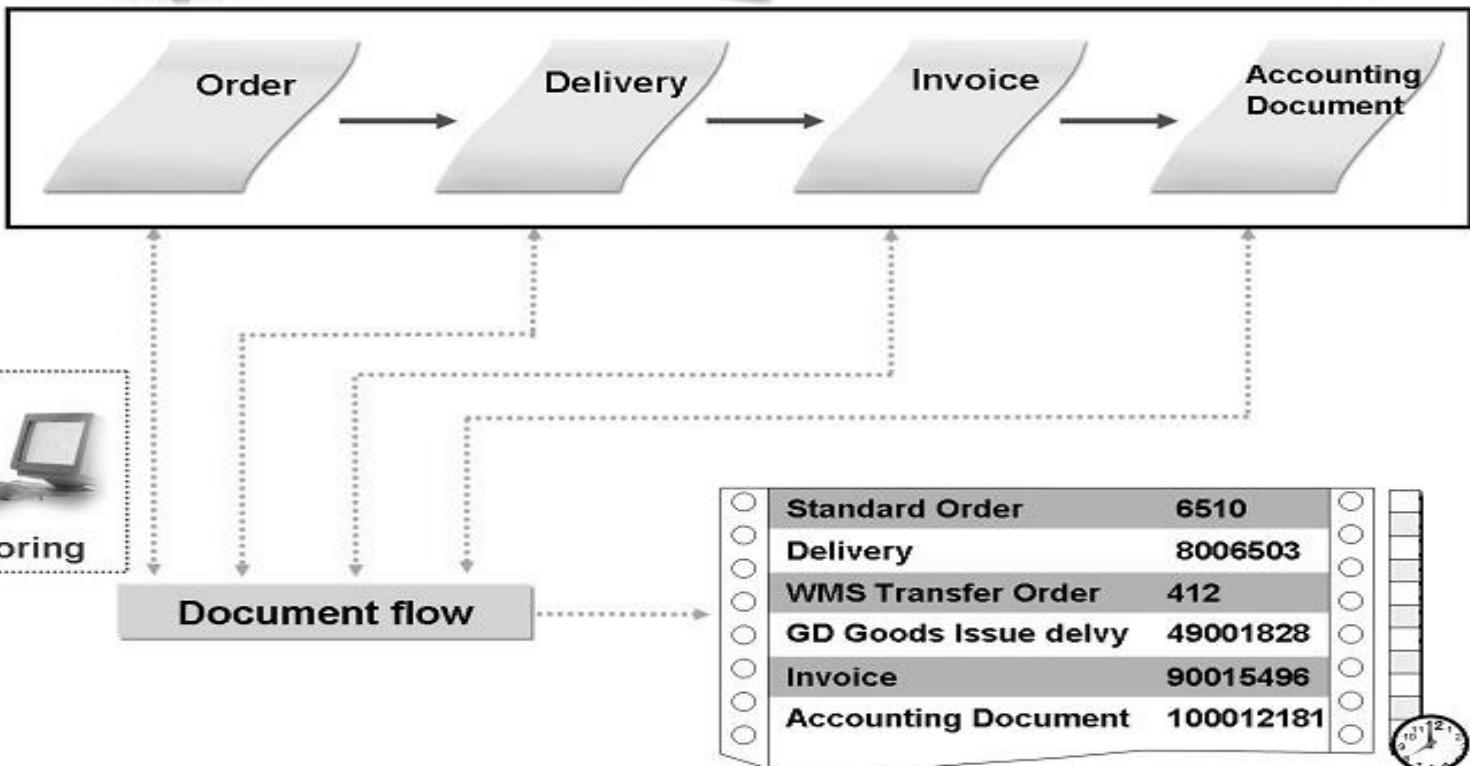
SALES ORDER EXERCISE



SALES ORDER EXERCISE



Document Flow



Create a Sales Order for a Goods

- **Exercise 4-4, hal. 4-31**
- Pihak konsumen (Rohrer AG) telah mem-fax sebuah pesanan pada perusahaan anda. Tugas anda sebagai seorang CSR untuk menginputkan pesanan tersebut ke dalam sistem
- **Catat** nomor Sales Order yang dihasilkan sistem

Outbounds a Delivery and Create a Goods Issue

- **Exercise 4-5, hal. 4-34**
- Setelah dicek ke gudang ternyata pesanan konsumen tersebut tersedia. Berdasarkan SO yang telah dibuat, jadwalkanlah pengiriman barang dimaksud ke lokasi konsumen (Hamburg)
- Keluarkanlah Goods Issue untuk pengiriman tersebut

Create the Billing Document for the Goods

- **Exercise 4-6, hal. 4-37**
- Berdasarkan SO dan DD yang telah dibuat, buatlah dokumen tagihan untuk dikirimkan ke konsumen.

Next

- Capture dan kumpulkan!
- Logistics II - Production

Business Process in Logistics

SAP01

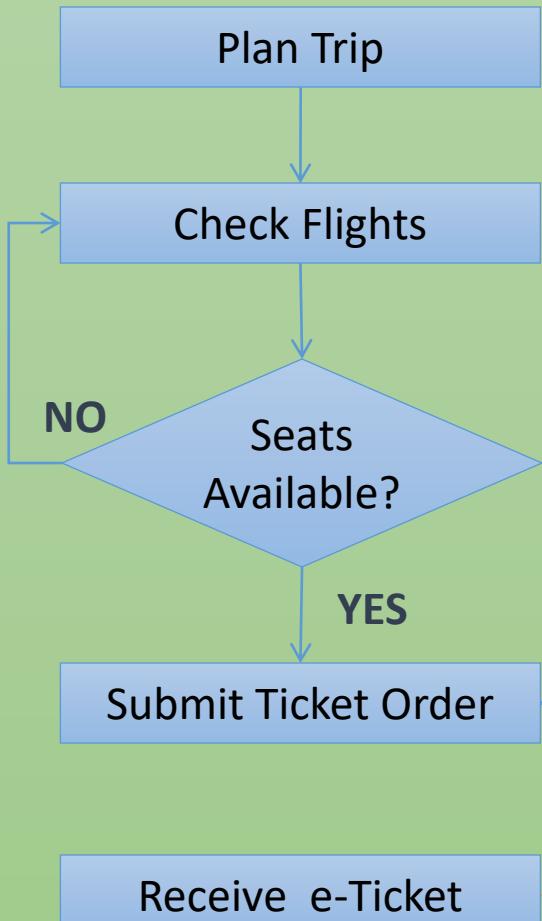
Antonius Rachmat C



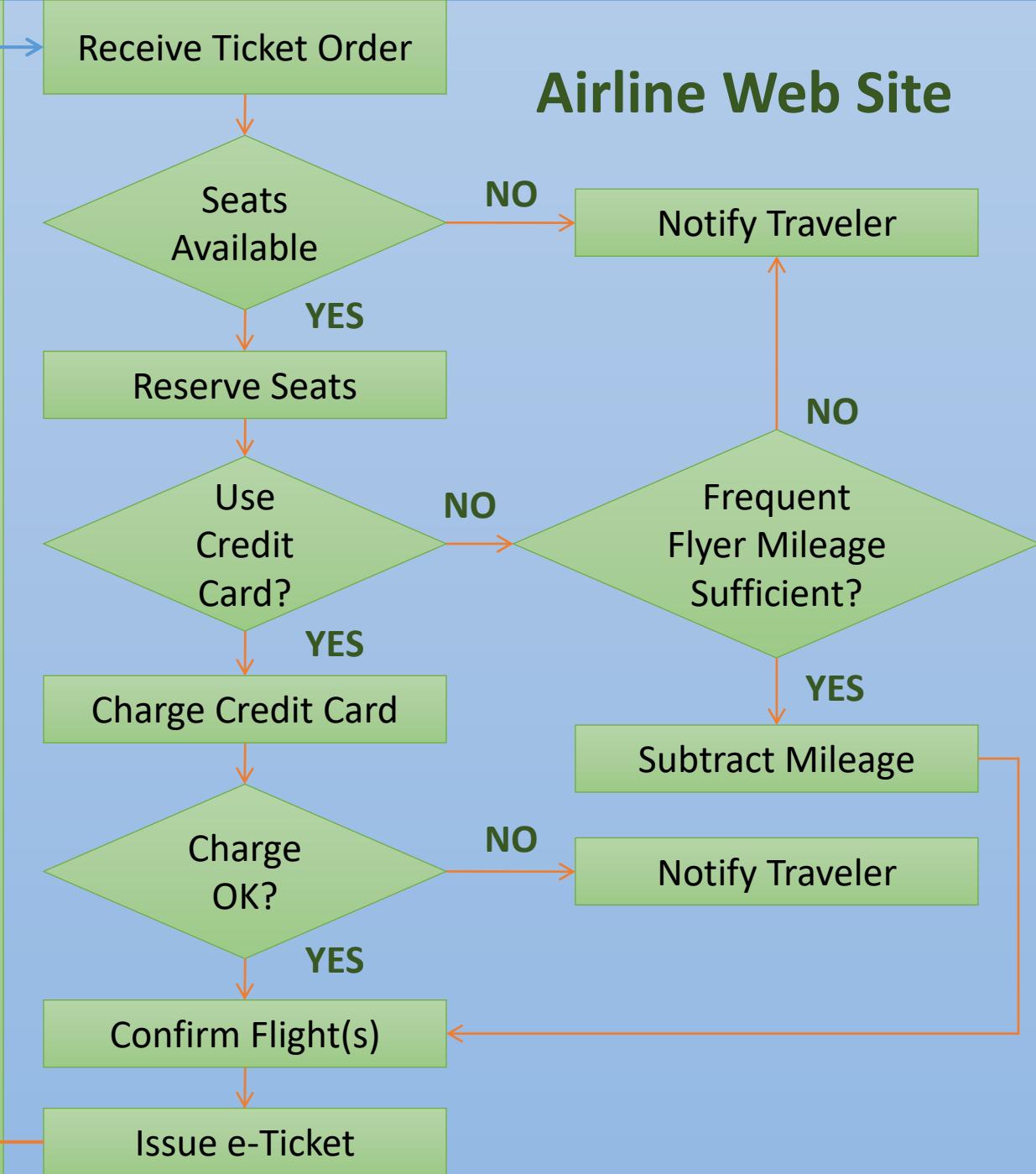
Latar Belakang

- Organization ***creates & deliver*** value in the *form* of a **product or service**, which they offer to customers or organizations
 - **Tangible:** product physics
 - **Intangible :** service, such as education, health, information, financial services
- **Business Process:** sequence of activities that produce some output / outcome

Traveler



Airline Web Site



Functional organizational (unit)

Purchasing

Operations

Warehouse

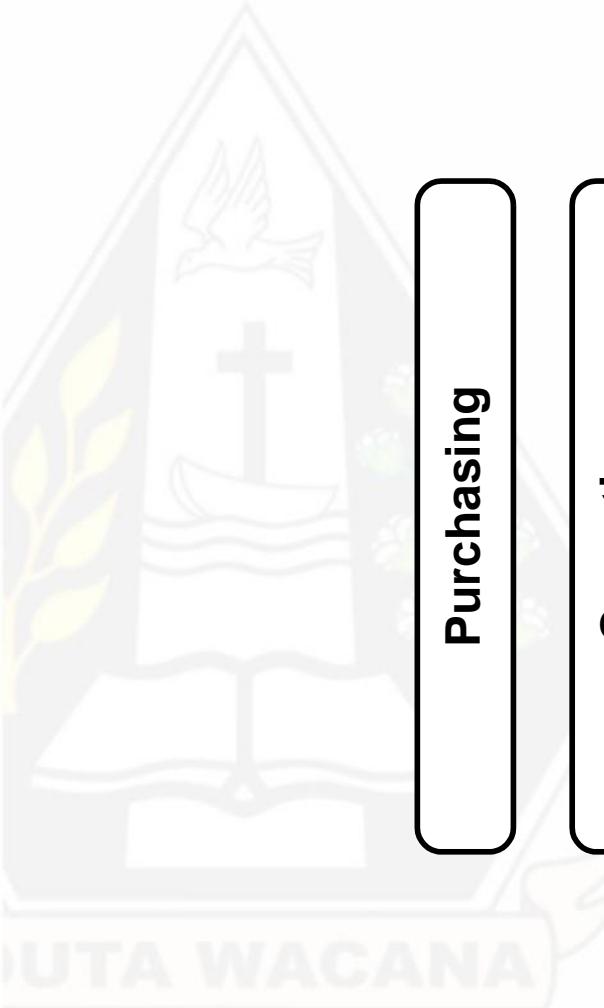
Sales & Marketing

Research & Development

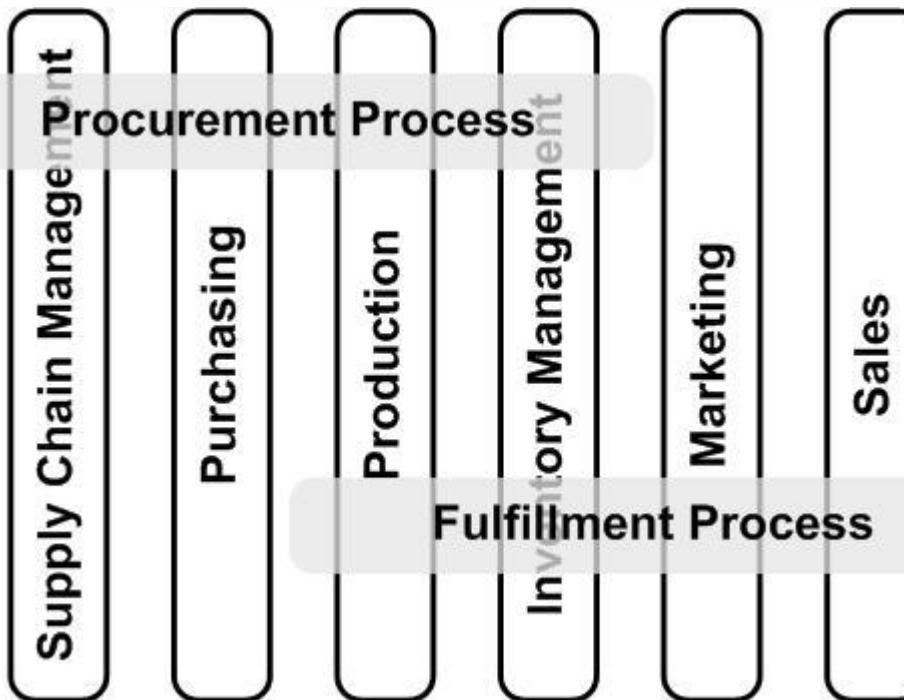
Finance & Accounting

Human Resources

Information Technology



Functions vs. processes



Procurement: pembelian

Fulfillment / Sales: penjualan

Job descriptions for Department

- **Purchasing**

- Identity vendor
- Select vendor
- Create and send purchase orders to vendor
- Evaluate vendor performance

- **Warehouse**

- Receive goods from supplier
- Quality inspection
- Prepare goods to be returned to supplier
- Shipment
- Receive goods returned from customer

Job descriptions for Department (2)

- **Supply chain**

- Manage distribution strategy
- Inventory management

- **Marketing n Sales:**

- Identify customer
- Manage relationship with customer
- Promote product / serivces
- Receive customer order

- **R & D**

- Conduct research
- Develop product and process

Job descriptions for Department (3)

- **Financial**

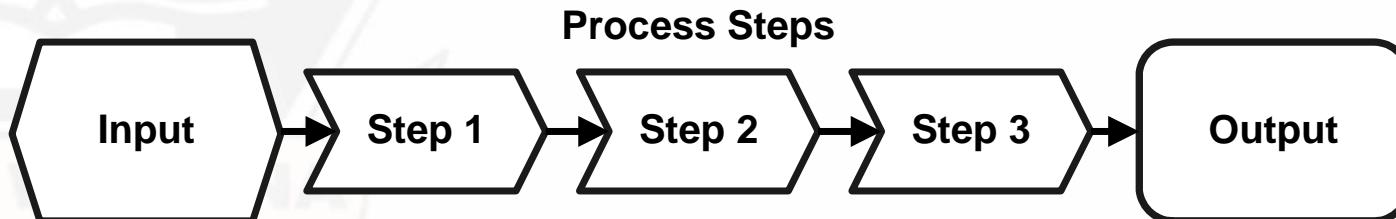
- Manage cash flow
- Process incoming/outcoming payments
- Prepare financial statements

- **Human Resources**

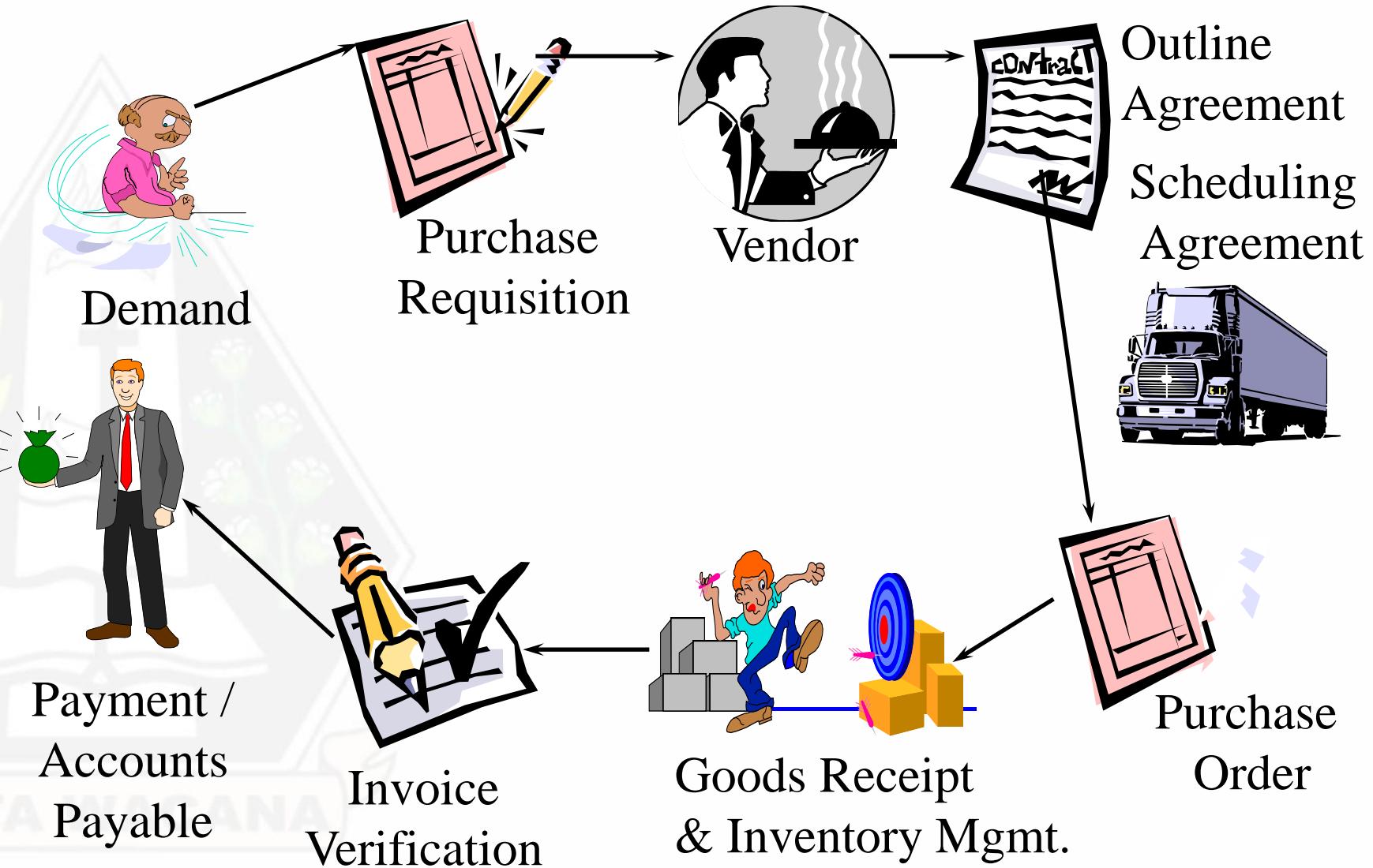
- Recruit, train, hire, evaluate employee
- Appraise employee
- Manage compensation
- Manage code of conduct

Three fundamental processes

- **Procurement** -> require basic material to produce goods / services
- **Production** -> manufacturing / generating goods / services
- **Fulfillment / Sales** -> delivers the goods / services to it's customer / resellers
- Basic Steps:

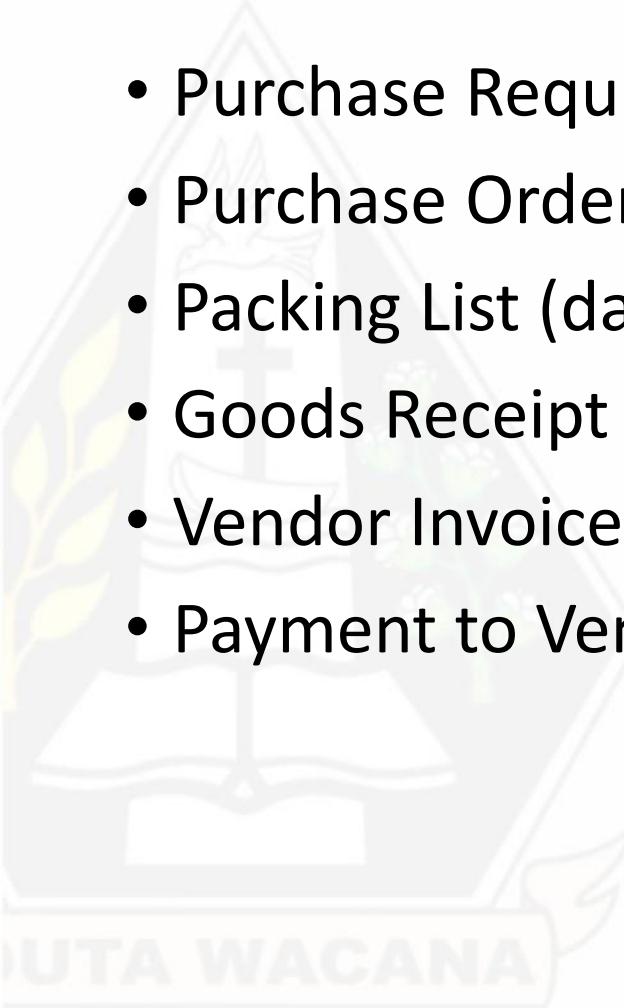


Procurement Process



Document flow on Procurement

- Purchase Requisition (permintaan pembelian)
- Purchase Order (perintah pembelian)
- Packing List (daftar barang)
- Goods Receipt Document (surat penerimaan barang)
- Vendor Invoice (tagihan)
- Payment to Vendor



Skenario

- Pembeli: SuperSkateboard (Customer)
- Penjual: BlackWidow Skateboard (Supplier)



Purchase Requisition

Super Skateboard Builders, Inc.
Purchase Requisition

Requisition Number: 3754

PO Number: 1546

(to be filled in by Purchasing)

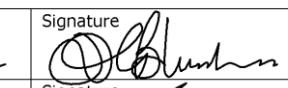
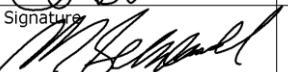
5

Request Date	Requested Delivery Date	Requester Name	Requester Extension	Delivery Location
7/9/07	7/27/07	D. Bloomberg	3984	Warehouse

Material #	Material Description	Quantity
ENSB3000	Entry-Level Skateboard	50
HLMT5000	Helmet	10
SHRT4000	T-Shirt	10
FAID6000	Skateboard First-aid Kits	20

For use by Purchasing

PO Date	Vendor	Requested Date	Delivery Location	F.O.B. POINT	TERMS
7/11/07	Black Widow Skateboards, Inc.	July 27, 2007	Warehouse	Destination	Net 30

Requisitioned by:	Name D. Bloomberg	Signature 	Date: 7/9/07
PO created by:	Name M. Seward	Signature 	Date: 7/11/07

Purchase Order

Super Skateboard Builders, Inc.

1 Skateboard Drive
Grand Rapids, MI, 49525
Phone: 616.555.1234 Fax: 616.555.2234

PURCHASE ORDER
Purchase Order Number: 1546

THE PURCHASE ORDER NUMBER MUST APPEAR ON ALL RELATED CORRESPONDENCE, SHIPPING PAPERS, AND INVOICES

TO:
Black Widow Skateboards, Inc
1 Spider Way
Holland, MI, 49424
616.555.7834

SHIP TO:
Mr. David Bloomberg
SSB, Inc.
1 Skateboard Drive
Grand Rapids, MI, 49525
616.555.1234

Purchase Order #	P.O. DATE	Delivery Date	Shipped VIA	F.O.B. Point	Payment Terms
1546	July 11, 2007	July 27, 2007	Ground	Destination	Net 30

Quantity	Material #	Material Description	Unit Type	Unit Price	Item Total
50	ENSB3000	Entry-Level Skateboard	Each	34.00	1,700.00
10	HLMT5000	Helmet	Each	20.00	200.00
10	SHRT4000	T-Shirt	Each	7.00	70.00
20	FAID6000	Skateboard First-aid Kits	Each	10.00	200.00

SUBTOTAL	\$ 2,170.00
SALES TAX	Exempt
SHIPPING & HANDLING	Included
OTHER	N/A
ORDER TOTAL	\$ 2,170.00

Authorized by: *M. Seward* Date *7/11/07*

M. Seward, Purchasing Manager

Packing List

Black Widow Skateboards, Inc. 1 Spider Way Holland, MI 49424 Phone: 616.555.7834 Fax: 616.555.2387				Packing List			
Order Date	Customer Contact	Customer Number	Customer PO #	Order Number			
July 11, 2008	D. Bloomberg	4302	1546	29837			
Date Filled	Packed by	Checked by	Ship Date	Sales Rep	Shipped Via		
July 20, 2008	Jones	Smith	July 23, 2008		UPS Ground		
Ship To: Super Skateboard Builders, Inc. 1 Skateboard Drive Grand Rapids, MI, 49525				Bill To: Super Skateboard Builders, Inc. Attention: David Bloomberg 1 Skateboard Drive Grand Rapids, MI, 49525			
Material #	Description	Unit Weight (lb)	Unit Type	Order Quantity	Ship Quantity	Backorder Quantity	Weight (lb)
ENSB3000	Entry-Level Skateboard	7.50	Each	50	50	0	375.00
HLMT5000	Helmet	4.00	Each	10	10	0	40.00
SHRT4000	T-Shirt	0.75	Each	10	10	0	7.50
FAID6000	Skateboard First-aid Kits	2.00	Each	20	20	0	40.00
							Total Shipment Weight
							462.50
Comments: Backordered items will ship as they become available.							
Please contact the Customer Service department at (616) 555-7834 with any questions or concerns.							
Thank you for your order!							

A Goods Receipt Document

Super Skateboard Builder, Inc						
Goods Receipt Document (Receipt Verification)						
Receipt #	32343					
2	Receipt Date	PO Number	Vendor Number	Vendor Name		
	July 16, 2008	1546	43	Black Widow Skateboards		
3	Material #	Description	Unit Type	Quantity Ordered	Quantity Received	Backorder Quantity
	ENSB3000	Entry-Level Skateboard	Each	50	50	0
	HLMT5000	Helmet	Each	10	10	0
	SHRT4000	T-Shirt	Each	10	10	0
	FAID6000	Skateboard First-aid Kits	Each	20	20	0
4	Received by:	Signature				
	Tim Jones	<i>T. Brown</i>				

A Vendor Invoice

I N V O I C E							
Black Widow Skateboard, Inc.							
Invoice #:	594873						
Invoice Date:	7/14/2008						
Customer ID:	74052						
Bill To:	Super Skateboard Builders, Inc. Attention: David Bloomberg 1 Skateboard Drive Grand Rapids, MI, 49525						
Ship To:	Super Skateboard Builders, Inc. 1 Skateboard Drive Grand Rapids, MI, 49525						
Date	Your Order #	Our Order #	Sales Rep.	FOB	Ship Via	Terms	
7/25/2008	1546	29837		Destination	UPS Ground	Net 30	
Quantity	Item	Units	Description	Discount %	Taxable	Unit Price	Total
50	ENSB3000	Each	Entry-Level Skateboard	0	0	34.00	1,700.00
10	HLMT5000	Each	Helmet	0	0	20.00	200.00
10	SHRT4000	Each	T-Shirt	0	0	7.00	70.00
20	FAID6000	Each	Skateboard First-aid Kits	0	0	10.00	200.00
						Subtotal	\$ 2,170.00
						Tax	Exempt
						Shipping	Included
						Miscellaneous	
						Balance Due	\$ 2,170.00

Make Checks Payable to: Black Widow Skataboards, Inc.
1 Spider Way, Holland, MI, 49424,
Phone: 616.555.7834

Paid in full
check # 2584
8/1/08
HSF

Sales Order / Fulfillment

— Trading Goods



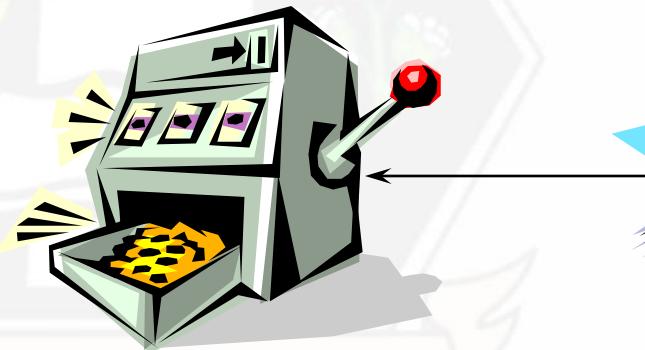
Customer Order



Picking



Packing



Receive payment /
Accounts Receivable

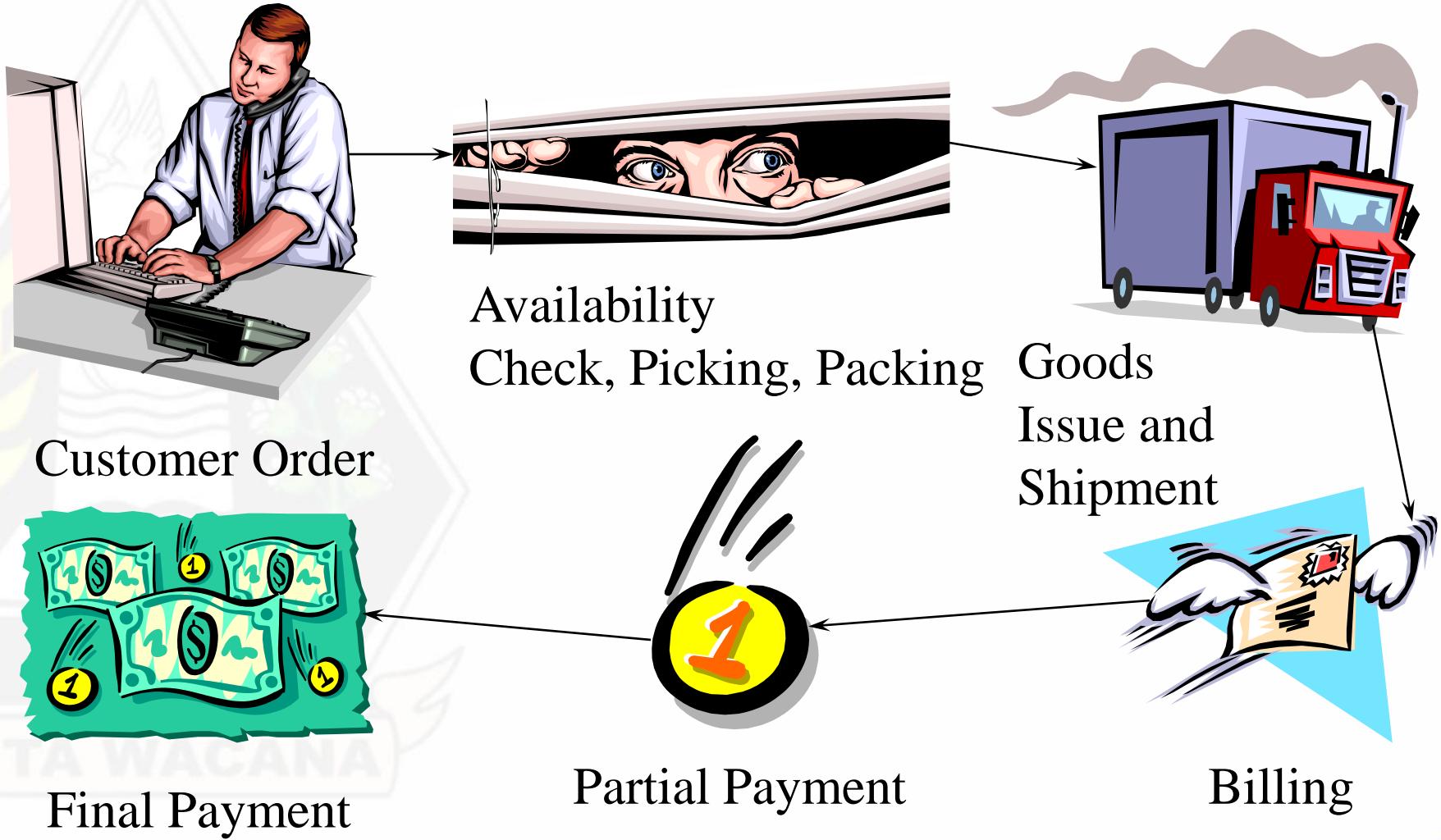


Billing

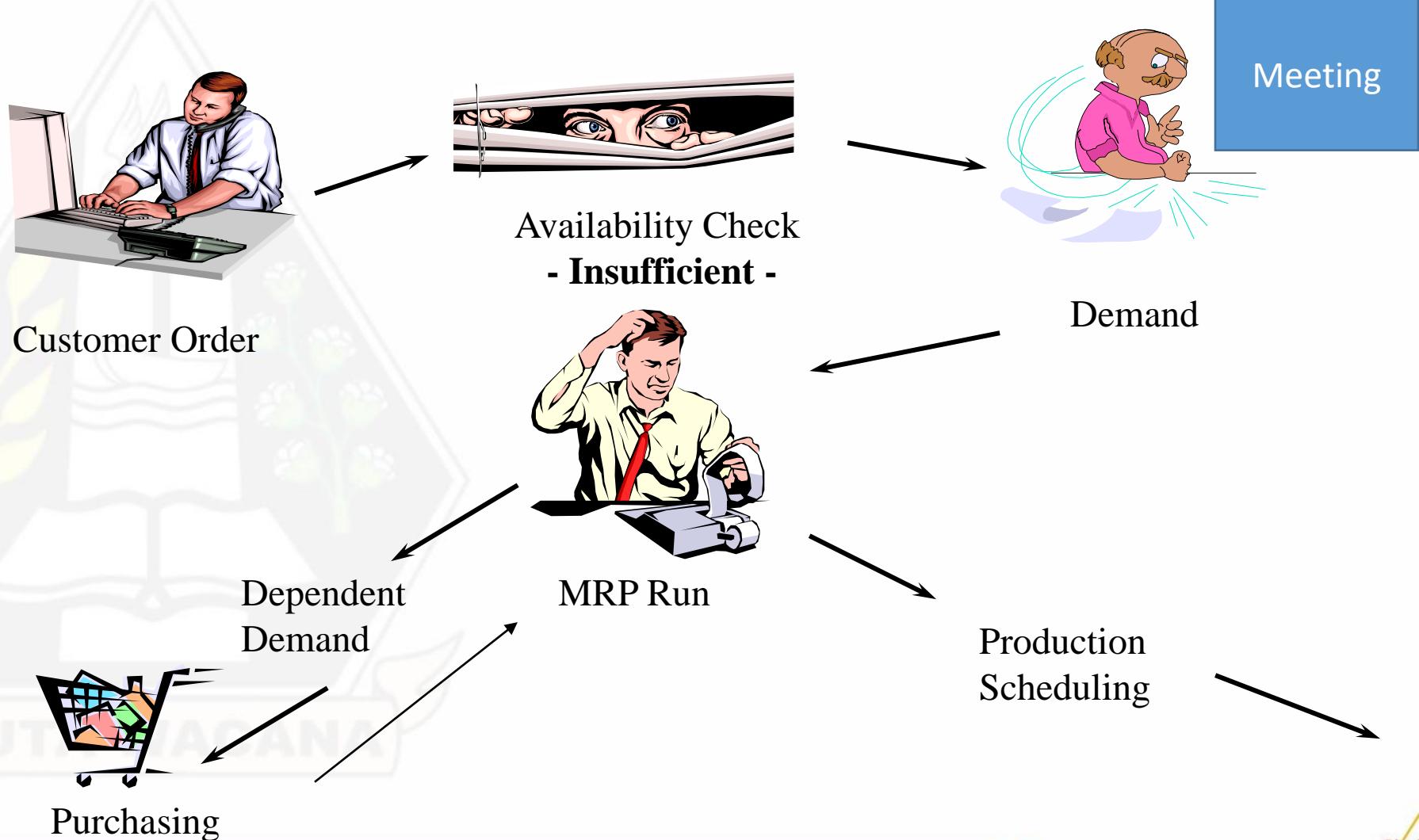


Goods Issue & Shipment

Sales Order Finished Goods (1)



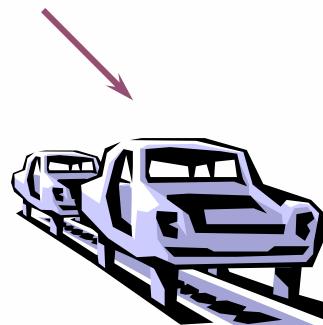
Sales Order Finished Goods (2)



Process Flow (3)



Goods Issue
to Store Shop



Production



Goods
Receipt in Plant



Accounts Receivable



Billing



Goods Issue

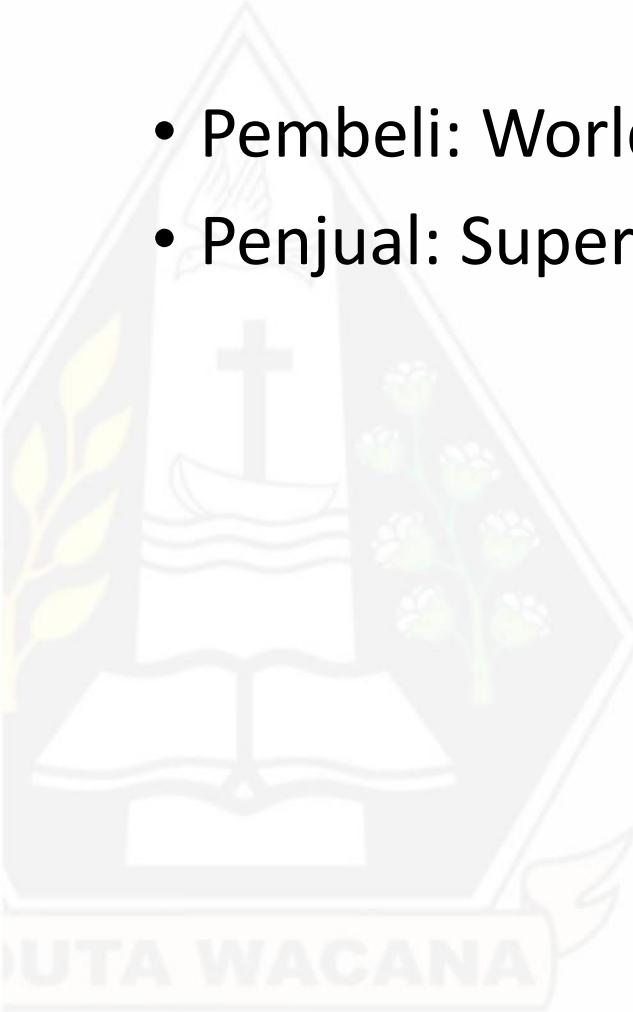
Document flow in Sales Order

- Customer inquiry -> information request about availability and prices of product
- Quotation (penawaran dari vendor)
- Customer purchase order (pesanan dari customer)
- Sales order (perintah penjualan)
- Picking document (pemilihan)
- Packing list
- Customer Invoice (tagihan)

HUTA WACANA

Skenario Sales

- Pembeli: World Wide Skateboard Distributors
- Penjual: SuperSkateboard Inc.



Customer Inquiry

World Wide Skateboard Distributors

1229 Westwinde Street
Ann Arbor, MI, 48109

Phone 734.555.5638 Fax 734.555.5648

1

Date: 6/2/08

To Whom It May Concern:

My name is Patrick Wilson, and I am a purchasing agent for World Wide Skateboard Distributors in Ann Arbor, MI. I was looking through your catalog, and I would like to receive a quote for the following items:

Quantity	Item	Material Number.
20	Skateboard first aid kit	FAID6000
10	SSB Inc. T-Shirt	SHRT4000
50	Entry-level skateboard	ENSB3000
10	Helmet	HLMT5000

2

A quote by email or fax would be ideal.

Thank you



3

Patrick Wilson

Purchasing Agent

Fax: (734) 555-5648

Quotation

Super Skateboard Builders, Inc.

1 Skateboard Drive, Grand Rapids, MI, 49525
Phone 616.555.1234 Fax 616.555.1235

TO:
Mr. Patrick Wilson
World Wide Skateboard Distributors
1229 Westwinde Street
Ann Arbor, MI, 48109

Quotation

Quotation Number: 1100435

6

Date: 6/6/08
This quotation is valid for 30 days.
Terms of payment: Net 30
Terms of delivery: FOB Receiving Dock

2

Quantity	Material #	Material Description	Unit Type	Unit Price	Item Total
50	ENSB3000	Entry-Level Skateboard	Each	45.00	2,250.00
10	HLMT5000	Helmet	Each	27.00	270.00
10	SHRT4000	T-Shirt	Each	10.00	100.00
20	FAID6000	Skateboard First-aid Kits	Each	16.00	320.00

SUBTOTAL	\$ 2,940.00
SALES TAX	Exempt
SHIPPING & HANDLING	Included
OTHER	N/A
ORDER TOTAL	\$ 2,940.00

Authorized by: Matt Jones
Matt Jones, Sales Associate

5

Date 6/6/08

Customer Purchase Order

World Wide Skateboard Distributors

1229 Westwilde Street
An Arbor, MI, 48109
Phone 734.555.5638 Fax 734.555.55648

PURCHASE ORDER**Purchase Order Number: 100074**

①

THE PURCHASE ORDER NUMBER MUST APPEAR ON ALL RELATED CORRESPONDENCE, SHIPPING DOCUMENTS, AND INVOICES**TO:**

Mr. Matt Jones
SSB, Inc.
1 Skateboard Drive
Grand Rapids, MI, 49525
616.555.1234

SHIP TO:

World Wide Skateboard Distributors
Mid West Warehouse
1229 Westwilde Street
An Arbor, MI, 48109
Phone 734.555.5638 Fax 734.555.5648

③

Purchase Order #	P.O. DATE	Delivery Date	Shipped VIA	F.O.B. Point	Payment Terms
100074	July 15, 2008	August 1, 2008	Ground	Receiving Dock	Net 30

②

Quantity	Material #	Material Description	Unit Type	Unit Price	Item Total
50	ENSB3000	Entry-Level Skateboard	Each	45.00	2,250.00
10	HLMT5000	Helmet	Each	27.00	270.00
10	SHRT4000	T-Shirt	Each	10.00	100.00
20	FAID6000	Skateboard First-aid Kits	Each	16.00	320.00

SUBTOTAL	\$ 2,940.00
SALES TAX	Exempt
SHIPPING & HANDLING	Included
OTHER	N/A
ORDER TOTAL	\$ 2,940.00

Authorized by:

P. Wilson, Purchasing Agent

④

Date
7/15/08

Sales Order

Super Skateboard Builders, Inc.

Sales Order

BILL TO:

World Wide Skateboard Distributors
Attention: P. Wilson
1229 Westwinde Street
An Arbor, MI, 48109
Phone 734.555.5638 Fax 734.555.55648

SHIP TO:

World Wide Skateboard Distributors
Mid West Warehouse
1229 Westwinde Street
An Arbor, MI, 48109
Phone 734.555.5638 Fax 734.555.55648

Order #	Customer PO #	P.O. DATE	Requested Delivery Date	SHIPPED VIA	F.O.B. POINT	TERMS
34567	100074	July 15, 2008	August 1, 2007	Ground	Receiving Dock	Net 30

Quantity	Material #	Material Description	Unit Type	Unit Price	Total
50	ENSB3000	Entry-Level Skateboard	Each	45.00	2,250.00
10	HLMT5000	Helmet	Each	27.00	270.00
10	SHRT4000	T-Shirt	Each	10.00	100.00
20	FAID6000	Skateboard First-aid Kits	Each	16.00	320.00

SUBTOTAL	\$ 2,940.00
SALES TAX	Exempt
SHIPPING & HANDLING	Included
OTHER	N/A
TOTAL	\$ 2,940.00

Received by: M. Jones Date: 7/18/08
Packed by: T. J. Morris Date: 7/23/08
Shipped by: T. Jones Date: 7/24/08
Invoiced by: Shana Smith Date: 7/30/08
Payment received by: Shana Smith Date: 8/7/08

5

Picking Document

Super Skateboard Builders, Inc.

Picking Document

BILL TO:

World Wide Skateboard Distributors
Attention: P. Wilson
1229 Westwinde Street
An Arbor, MI, 48109
Phone 734.555.5638 Fax 734.555.55648

SHIP TO:

World Wide Skateboard Distributors
Mid West Warehouse
1229 Westwinde Street
An Arbor, MI, 48109
Phone 734.555.5638 Fax 734.555.55648

Order #	Customer PO #	P.O. DATE	Requested Delivery Date	SHIPPED VIA	F.O.B. POINT	TERMS
34567	100074	July 15, 2007	August 1, 2007	Ground	Destination	Net 30

Table 1

Material #	Material Description	Unit Type	Quantity Ordered	Storage Location	Quantity Picked	Storage Location
ENSB3000	Entry-Level Skateboard	Each	50	30	50	30
HLMT5000	Helmet	Each	10	30	10	30
SHRT4000	T-Shirt	Each	10	30	10	30
FAID6000	Skateboard First-aid Kits	Each	20	30	20	30

Picked by:

T. James.

Date: 7/23/08

(8)

Packing List

Super Skateboard Builders, Inc

1 Skateboard Drive
Grand Rapids, MI 49525
Phone (616) 555-1234
Fax (616) 555-1245

Packing List

Order Date	Customer Contact	Customer Number	Customer PO #	Order Number	Shipped Via
July 15, 2007	P. Wilson	10054	1000074	34567	UPS Ground
Date Packed	Packed by	Checked by	Ship Date	Sales Rep	
July 23, 2007	TJ	TJ	July 24, 2007	Matt Jones	

3 Ship To:

World Wide Skateboard Distributors
Mid West Warehouse
1229 Westwinde Street
An Arbor, MI, 48109

Bill To:

World Wide Skateboard Distributors
Attention: P. Wilson
1229 Westwinde Street
An Arbor, MI, 48109

Material #	Description	Unit Weight (lb)	Unit Type	Order Quantity	Ship Quantity	Backorder Quantity	Weight (lb)
ENSB3000	Entry-Level Skateboard	7.50	Each	50	50	0	375.00
HLMT5000	Helmet	4.00	Each	10	10	0	40.00
SHRT4000	T-Shirt	0.75	Each	10	10	0	7.50
FAID6000	Skateboard First-aid Kits	2.00	Each	20	20	0	40.00

5

Total Shipment Weight 462.50

Comments: Backordered items will ship as they become available.

Please contact the Customer Service department at (616) 555-1234 with any questions or concerns.

Thank you for your order!

Customer Invoice

Figure 4.8: Customer Invoice

Super Skateboard Builders, Inc.

I N V O I C E

Invoice #: 100452
Invoice Date: 7/14/2008
Customer ID: 10054

Bill To:
World Wide Skateboard Distributors
Attention: P. Wilson
1229 Westwinde Street
An Arbor, MI, 48109

Ship To:
World Wide Skateboard Distributors
Mid West Warehouse
1229 Westwinde Street
An Arbor, MI, 48109

2

Date	Your Order #	Our Order #	Sales Rep.	POB	Ship Via	Terms
7/30/2008	1000074	34567	Matt Jones	Receiving Dock	UPS Ground	Net 30

3

Quantity	Item	Units	Description	Discount %	Taxable	Unit Price	Total
50	ENSB3000	Each	Entry-Level Skateboard	0	0	45.00	2,250.00
10	HLMT5000	Each	Helmet	0	0	27.00	270.00
10	SHRT4000	Each	T-Shirt	0	0	10.00	100.00
20	FAID6000	Each	Skateboard First-aid Kits	0	0	16.00	320.00

Make Checks Payable to: Super Skateboard Builders, Inc.
1 Skateboard Drive, Grand Rapids, Michigan, 49525
Phone: 616.555.1234 Fax: 616.555.1235

Subtotal	\$ 2,940.00
Tax	Exempt
Shipping	Included
Miscellaneous	
Balance Due	\$ 2,940.00

Financial Impact of the Fulfillment Process

4.9A: When goods are shipped out

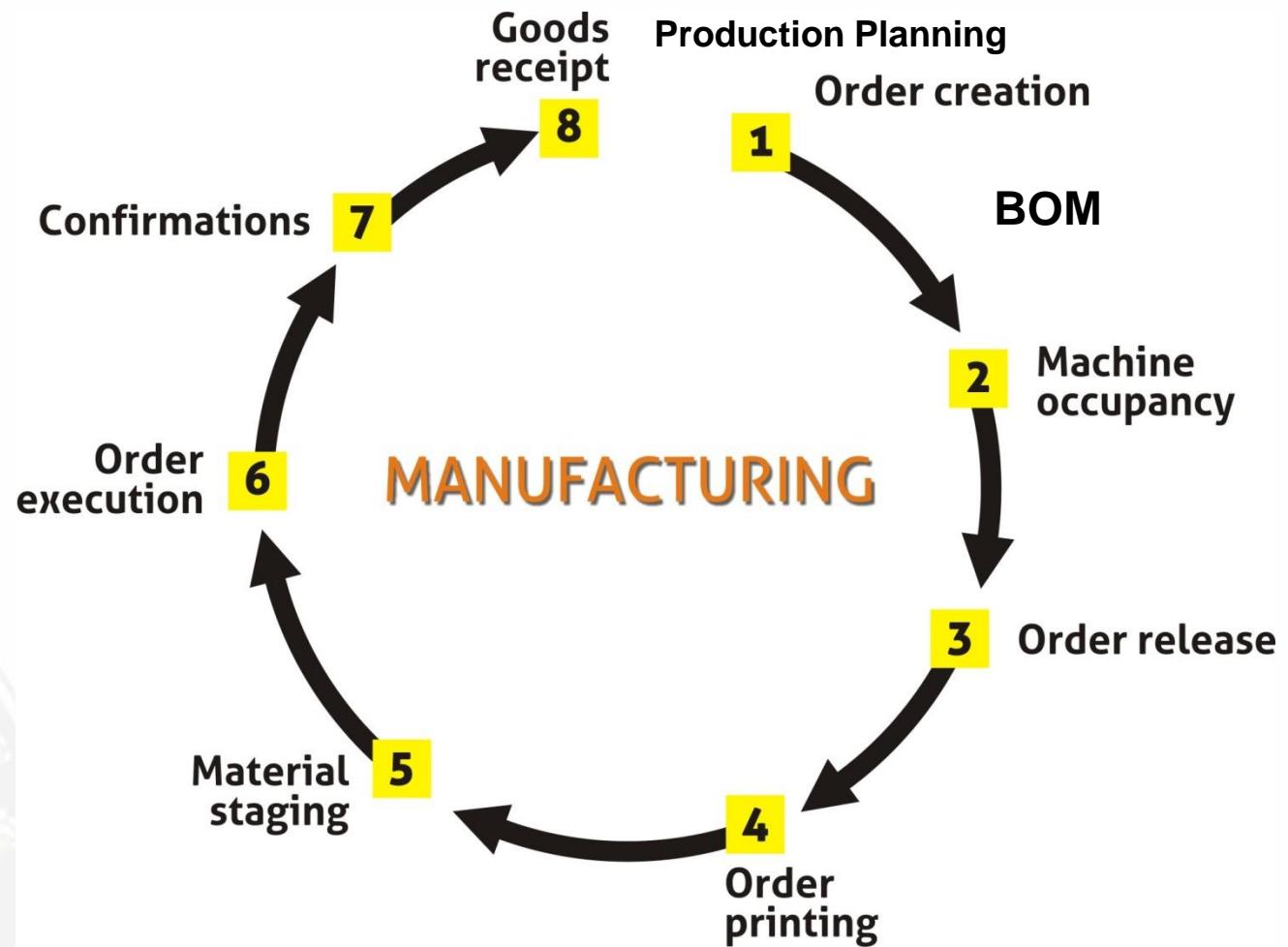
Income Statement		Balance Sheet	
Income		Assets	
Revenue from Sales	\$2940	Cash	\$0
		Accounts Receivable	\$2940
Expenses		Inventory	
Cost of Goods Sold	\$2170	Finished goods	\$2170
Net Income	\$ 770	Total Assets	\$ 700
		Liabilities	
		Accounts Payable	
		Total Liabilities	
		Equity	
		Retained Earnings	\$ 770
		Total Liabilities and Equity	\$ 770

Financial (Accounting) changed!

4.9B: When payment is received

Income Statement		Balance Sheet	
Income		Assets	
Revenue from Sales	\$2940	Cash	\$2940
		Accounts Receivable	\$0
Expenses		Inventory	
Cost of Goods Sold	\$2170	Finished goods	\$2170
Net Income	\$ 770	Total Assets	\$ 700
		Liabilities	
		Accounts Payable	
		Total Liabilities	
		Equity	
		Retained Earnings	\$ 770
		Total Liabilities and Equity	\$ 770

MANUFACTURE PROCESS

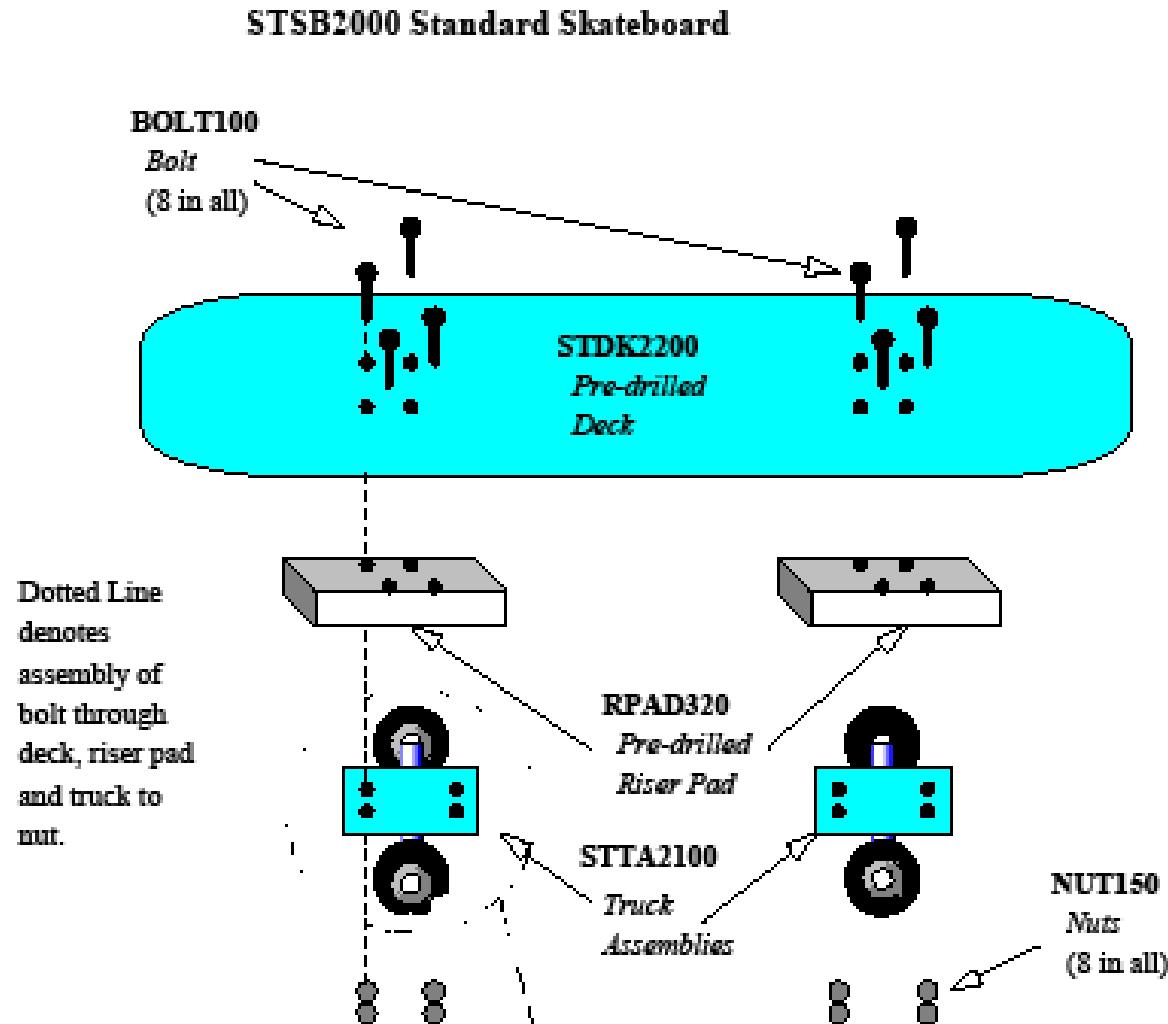


Delapan tahap proses manufacture

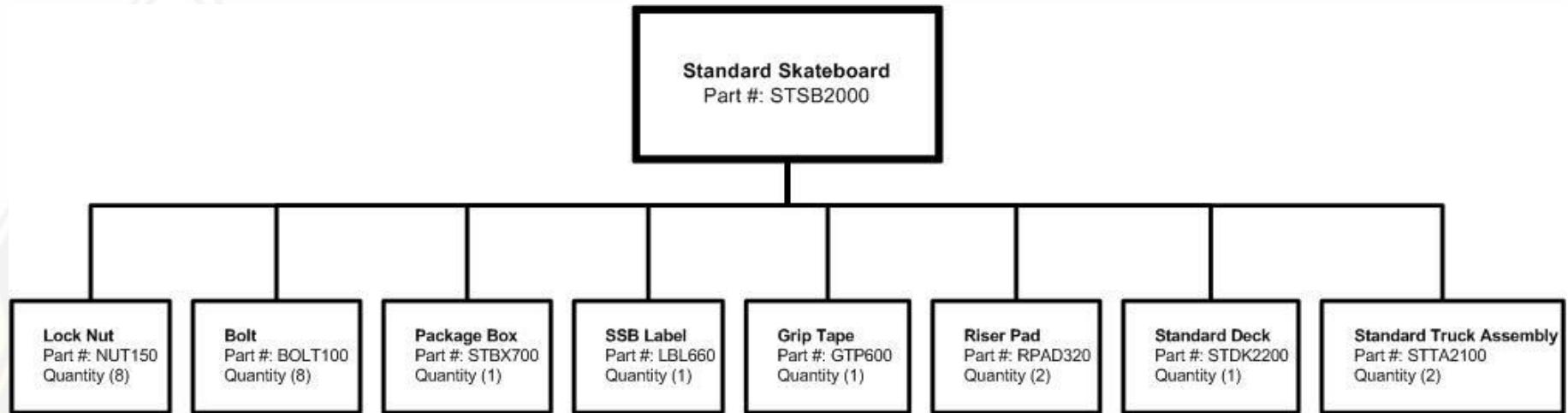
Bill of Material (BOM)

- Identifies **components** needed to make one unit of finished product
 - Result of the product design process which leads to an engineering drawing
- Multiple levels of BOM
 - A component may have its own components
 - Example: components of the standard truck assembly
- Which components could be manufactured from raw material?

Engineering Drawing of the Standard Skateboard



Bill of Material



HUTA WACANA

Planned Order

Super Skateboard Builders, Inc.

Planned Order

Planned Order #: 7412
Production Order #: 4142

(to be filled in by Production Controller)

②

Request Date	Requested Delivery Date	Requester Name	Requester Phone	Delivery Location
7/9/07	7/22/07	Bloomberg	555-1234	Warehouse

③

Material Number	Material Description	Quantity
SISB 2000	8ft. Skateboard	50

④

Requested by:	Dan Bloomberg	Date:	7/9/07
Approved by:	C. Sandusky	Date:	7/18/07

Production Order – Completed State

Super Skateboard Builders, Inc. Production Order		Production Order # <u>7412</u>																	
Material Number	Material Description	Quantity																	
SSB 2000	Std Skateboard	50																	
<table border="1"><thead><tr><th></th><th>Date</th><th>Quantity Complete</th><th>Scrap Quantity</th><th>Completed by</th></tr></thead><tbody><tr><td>Raw Material Staging</td><td>7/23</td><td>50</td><td>0</td><td>CS</td></tr><tr><td>Assembly Completed</td><td>7/24</td><td>50</td><td>0</td><td>CS</td></tr></tbody></table>						Date	Quantity Complete	Scrap Quantity	Completed by	Raw Material Staging	7/23	50	0	CS	Assembly Completed	7/24	50	0	CS
	Date	Quantity Complete	Scrap Quantity	Completed by															
Raw Material Staging	7/23	50	0	CS															
Assembly Completed	7/24	50	0	CS															
<table border="1"><thead><tr><th></th><th>Date</th><th>Quantity</th><th>Completed by</th><th>Received by</th></tr></thead><tbody><tr><td>Move into Storage Location</td><td>7/25</td><td>50</td><td>MM</td><td>TJ.</td></tr></tbody></table>						Date	Quantity	Completed by	Received by	Move into Storage Location	7/25	50	MM	TJ.					
	Date	Quantity	Completed by	Received by															
Move into Storage Location	7/25	50	MM	TJ.															
Requisition Number: <u>7412</u> Authorized by: <u>Chandler Bass</u> Date authorized: <u>7/10/07</u>																			

Material Withdrawal Slip

Super Skateboard Builders, Inc.

Production Order #: 4142

Material Withdrawal Slip

Production Quantity: 50

1

2

Date	Issued by	Received by	Location	
7/23	TJ	CS	Warehouse	

3

4

Material Number	Material Description	Quantity per Skateboard	Total Quantity Needed	Quantity Issued
NUT 150	Lock Nut	8	400	400
BOLT 100	Bolt	8	400	400
STBX700	Packaging Box	1	50	50
LBL600	SSB Label	1	50	50
GTP600	Grip Tape	1	50	50
RPAD320	Riser Pads	2	100	100
STDK2200	Standard Deck	1	50	50
STTA2100	Standard Truck Assembly	2	100	100

Goods Receipt Document

Super Skateboard Builders, Inc.
Goods Receipt

(for production order)

Goods Receipt # 11421

Date:	7/21/07
Production Order #	4142
Material Number	SISB 2000
Material Description	Standard Skateboard
Quantity	50
Delivered by	MM
Received by	TJ.

Next

- SAP Logistics 1 (bab 4 bagian pertama)



SAP01 Ch. 3

System Wide Concept

Reminder: User Account

- User Login: sesuai yang sudah diberikan
- Client: (lihat di excel)
- Rohrer: (lihat di excel)
- Baltus: ... (lihat di excel)
- Material: (lihat di excel)

Outline Materi

- Organizational Elements
 - Mapping dari hierarki perusahaan manufaktur ke sistem SAP
- Master Data
 - Kumpulan data terintegrasi untuk semua operasional SAP
- Transaction
 - Segala business process, kegiatan operasional perusahaan (tidak hanya jual beli)

Notes

- Pada modul SAP Fundamental ini, anda akan menggunakan data perusahaan **IDES** sebagai contohnya

Organizational Elements

- Client
 - Perusahaan yang menggunakan sistem SAP, dalam modul Fundamental ini adalah IDES
- Company Code
 - Unit Accounting di suatu negara. Perusahaan IDES memiliki banyak anak perusahaan di banyak negara, dibedakan misal karena Pajak
 - Dikodekan: misal 800, 100, dll
- Plant
 - Unit pusat produksi, unit penyimpanan dan pembuatan material (berhubungan dengan produksi) -> **Pabrik**

Organizational Elements

- Storage Locations
 - Bagian dari Plant, sub-unit dari Plant -> **Ruang**
- Sales Organizations
 - Bagian **penjualan** di suatu negara/wilayah
- Distribution Channel
 - Bagian **distribusi** suatu produk yg dijual
- Organizational Unit
 - Unit-unit yang ada di perusahaan, dikelompokkan berdasarkan fungsinya -> **departemen**

Organizational Elements

- Job
 - Template pekerjaan / jenis pekerjaan
 - Contoh: Sekertaris, Akuntan, Manager
- Position
 - Pekerjaan tertentu yg berkaitan dgn orang tertentu
 - Misal: akuntan di perusahaan cabang X
- Person
 - Orang yang menduduki position tertentu

IDES

- IDES adalah perusahaan **manufaktur** multinasional yang beroperasi di beberapa negara di beberapa benua
- IDES menggunakan SAP untuk mengelola seluruh data dan proses bisnis yang ada di perusahaan tersebut, mencakup sampai unit terkecil di IDES

SAP

Client

Controlling Area

Company Code

Organizational Unit

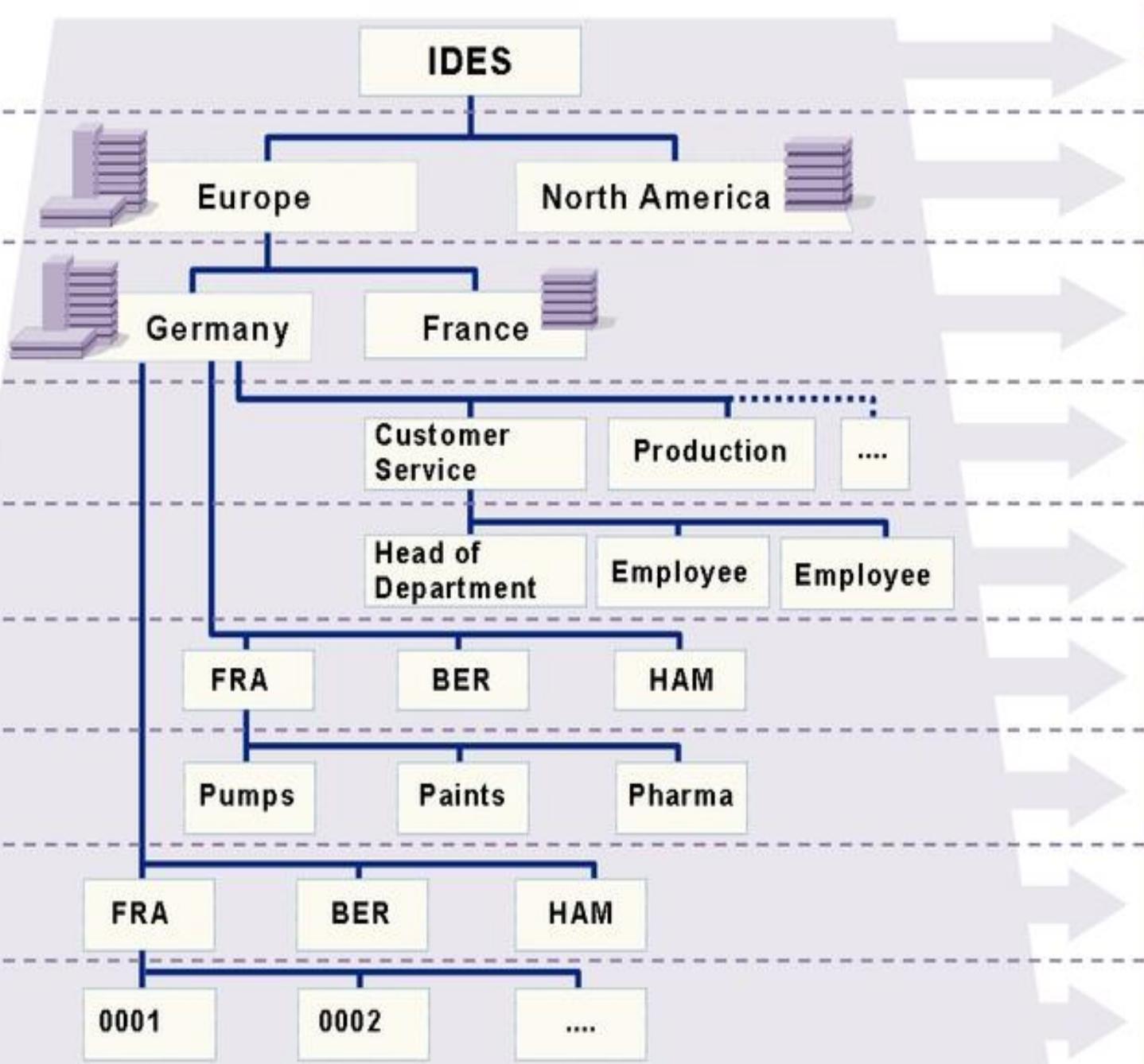
Position

Sales Organization

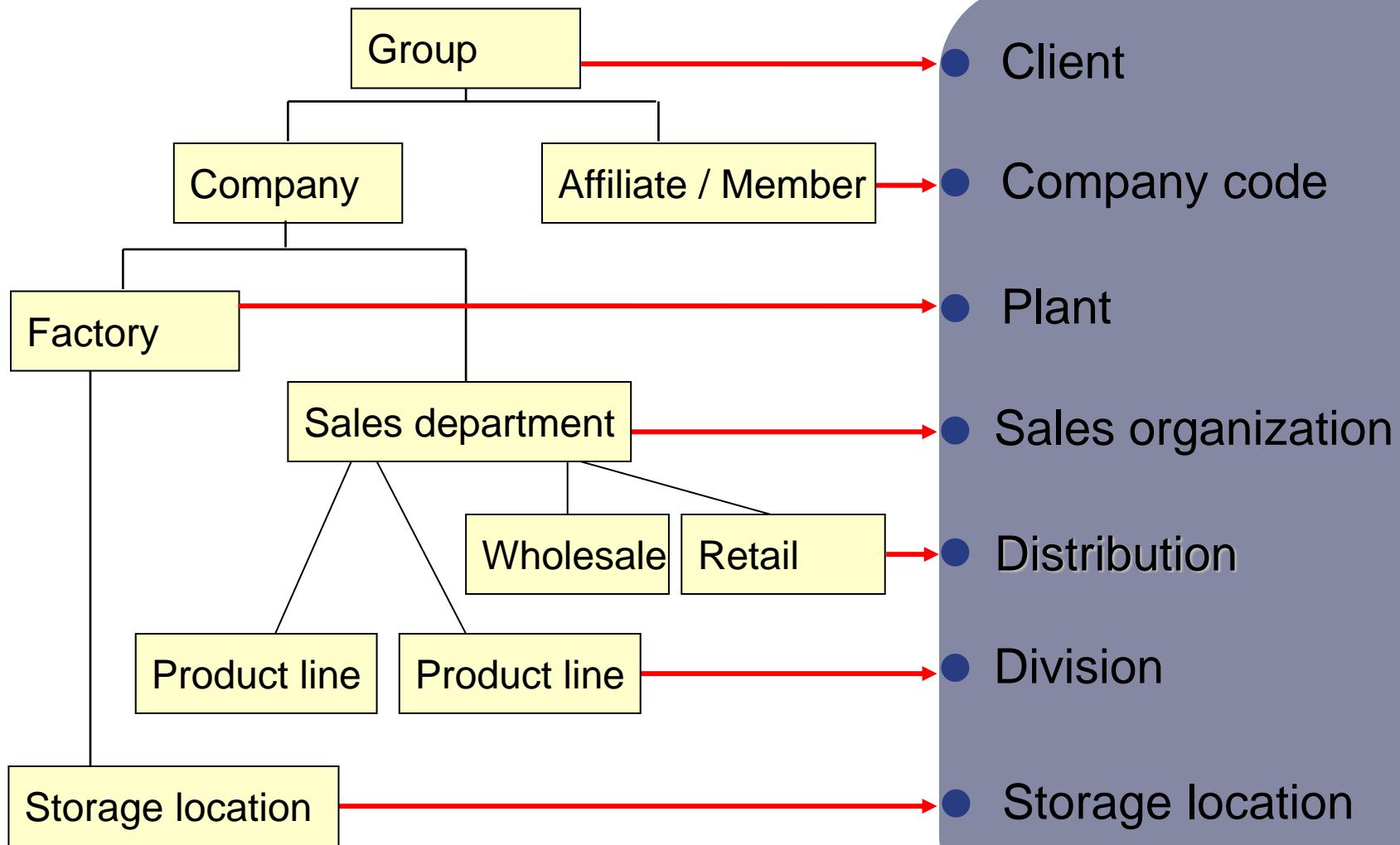
Division

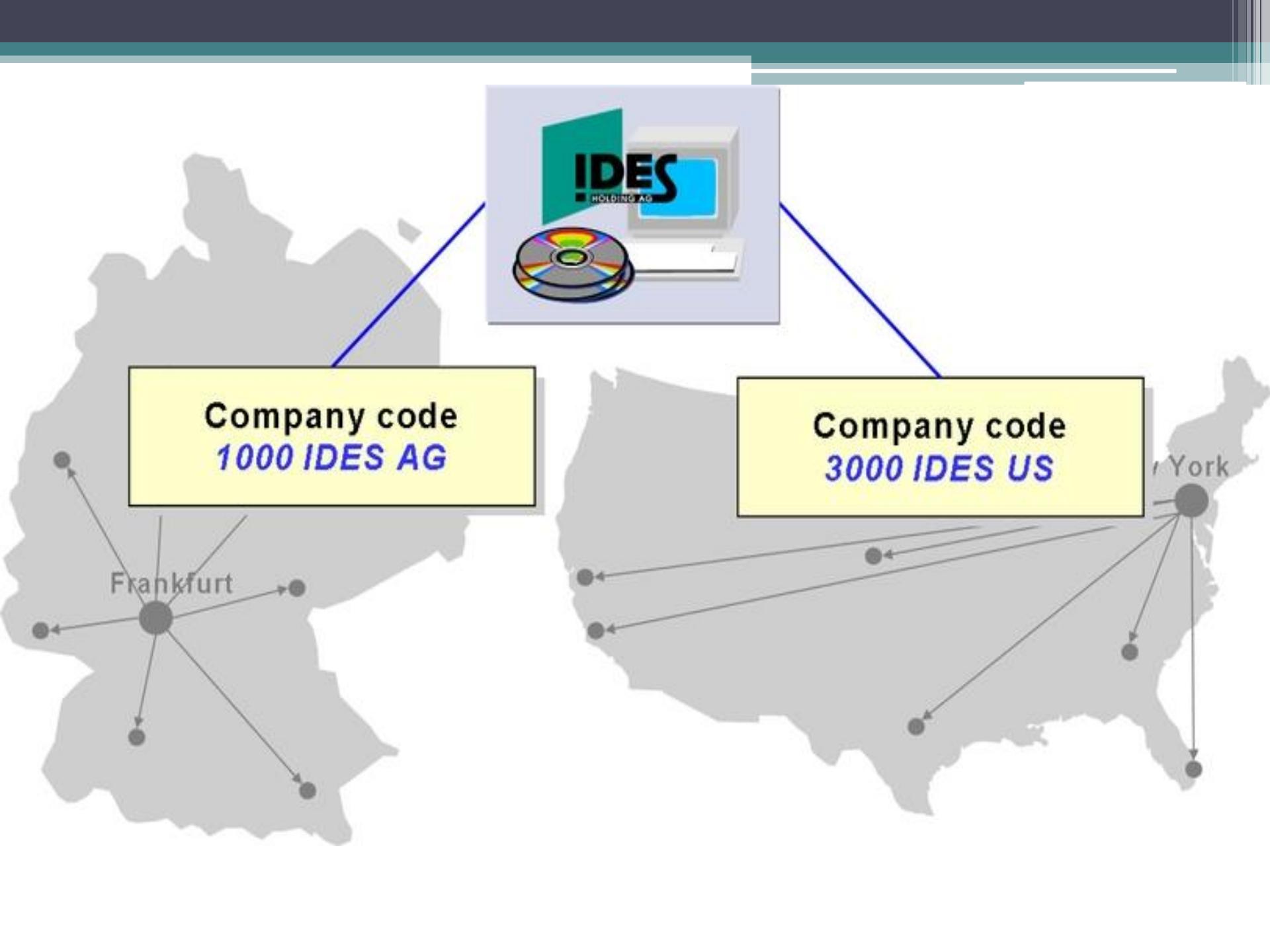
Plant

Storage Locations

IDES

Enterprise Structure







AG – Main building

Management

Financial planning

Optimization of business processes

Strategies

Monitoring

Monitoring of competitors

Employees

System access using a portal

Display own personal data

Self service

Master Data

- Data yang disimpan secara **terpusat**, dapat diakses oleh seluruh elemen yang ada dalam perusahaan (tentunya menggunakan otorisasi dan tingkatan hak akses)
- Data terpusat berarti seluruh perubahan dapat langsung diakses oleh seluruh elemen. Selain itu dapat **menghindari duplikasi data**
- Infrastruktur yang ada harus bisa menjamin operasional sistem data terpusat ini

Master Data

- Suatu perusahaan multi-nasional tentunya memiliki data yang sangat kompleks dan beragam
- Perusahaan IDES menggunakan SAP, yang menggunakan sistem **Master Data**
- Perusahaan IDES sendiri memiliki hierarki/organizational elemen, karena itu Master Data juga memiliki aspek hierarki tersebut

Master Data

- Customer Master
 - Data mengenai customer, relasi antara perusahaan dengan customernya
- Material Master
 - Data mengenai material dan barang dagangan
- Personnel File
 - Data mengenai sumber daya manusia, digunakan oleh modul mySAP ERP Human Capital

Customer Master

- Relasi antara perusahaan dengan **customernya**
- Customer di sini tidak selalu berarti pembeli, bisa juga pihak lain penyedia bahan baku (**supplier**)
- Perusahaan manufaktur selain menjual hasil produksi juga membeli bahan baku dari pihak supplier

Customer Master

Terdiri dari 3 struktur penyusun, yaitu :

1. General Data

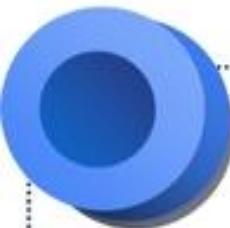
- Data tentang customer untuk seluruh bagian perusahaan

2. Data for Company Codes

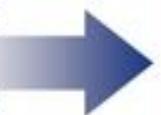
- Data mengenai perjanjian khusus antara perusahaan dengan customer tertentu
 - Misal: perjanjian bundle software di Yogyakarta

3. Data for Sales

- Data penjualan pada suatu toko tertentu dan garansi



Customer Master Record



Name
Address
Language
...

Payment Parameters
G/L Account
Dunning
...

Sales, Shipping
Billing Parameter
Partner
...

Client

Company Code

Sales Area

Material Master

- Data mengenai material dan barang dagangan yang ada di perusahaan
- Meliputi penjualan material, produksi material, penyimpanan, pencatatan dan perhitungan biaya produksi dan biaya penjualan
 - Berkaitan juga dengan Financial
- Pada umumnya data material berada di level **Plant** (Gudang/Pabrik)



Material Number
Short Text,
Volume, Weight
Basic Unit of Measure

...

Delivering Plant
Tax Categories
Sales Unit

...

Stock Valuation
Prognosis
Planning Parameters
Purchasing Parameter

...

Requirement Planning
Parameter
Inventory Management
Physical Inventory

...

Client

Sales Organization

Distribution Channel

Plant

Storage Location

Personnel File

- Data mengenai pegawai/karyawan di seluruh tingkatan hierarki perusahaan
- Pada mySAP ERP HCM, hierarki jabatan di suatu perusahaan dipetakan dalam suatu tingkatan yang dinamakan **Organizational Management**
 - Struktur Organisasi

The Organizational Plan

Organizational Unit



**Customer Service
Center**

Position

**Customer Service
Representative for
Southeast**

Person/User



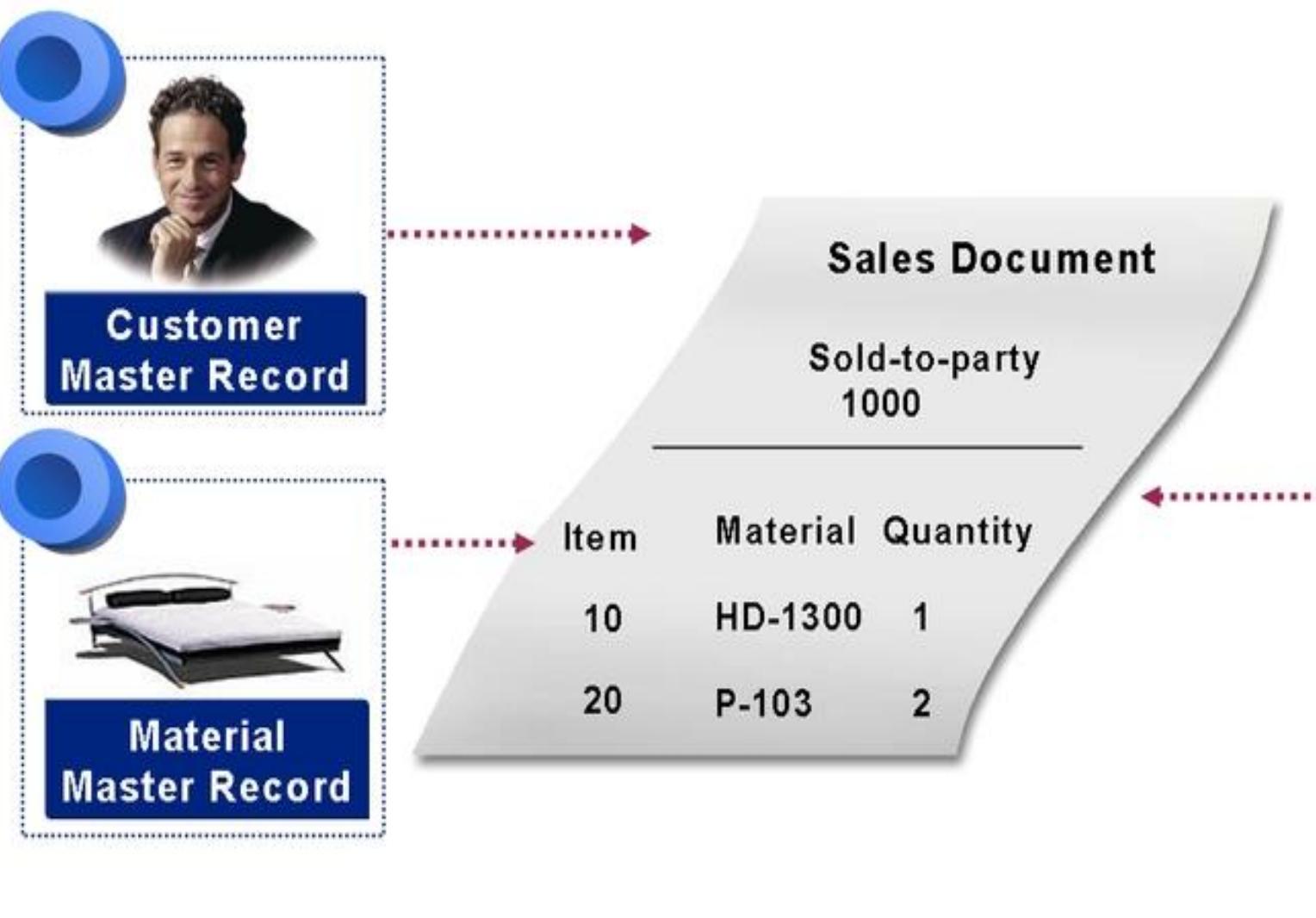
Anne Albrecht
1346



User
ALBRECHTA

Transaction

- Business Process, merupakan kegiatan operasional perusahaan
- Meliputi proses produksi, pembelian bahan baku, perhitungan biaya produksi dan penjualan, proses penjualan dan proses-proses lainnya
- Untuk setiap transaksi, SAP akan membuat suatu dokumen/catatan untuk pencatatan transaksi dan mempermudah pengawasan
- Juga dicatat pada Financial / Akuntansi



Company
Code

Sales
Organization

Distribution
Channel

Division

Exercise

- Exercise 3-1
 - Display and Change Customer Master
- Exercise 3-2
 - Display a Material Master
- Exercise 3-3
 - Creating a New Material Master Record
- Capture dan kumpulkan di e-class tgl 21 Feb 2021

Next

- Jangan lupa : KTM SAP, kumpulkan di e-class
- Business Process in Logistic



SAP01

SAP Overview dan Navigation

anton@ti.ukdw.ac.id



Unit 1/Lesson 1

SAP Chap 1

What is SAP

- **Systems, Application, Products in Data Processing.**
- ERP software facilitates the flow of information among all the processes of an organization's supply chain .
- The ERP software market leader is SAP AG with the SAP R/3 System
German-based software company
Founded in 1972
Four former IBM employees
- To track and manage, in real-time, sales, production, finance accounting and human resources in an enterprise.



SAP History

- 1972: 5 org pegawai IBM -> SAP (*System Analysis and Program Development*)
 - Software dari Jerman
 - Tujuannya untuk mengembangkan standard aplikasi untuk real-time business
- 1973: Financial Accounting complete -> R/I System
- 1974: Dipamerkan -> dpt 40 perusahaan client
- 1976: SAP (*System Application and Products in Data Processing*) -> SAP GmbH
- 1977: SAP berkembang keluar jerman
 - Untuk sales n distribution

SAP History

- 1979: SAP menggunakan server Siemens 7738
- 1982: ultah yg ke 10
- 1988: SAP GmH berubah menjadi SAP AG
- 1991: SAP mengeluarkan versi R/3
- 1997: SAP ultah ke 25
- 1999: mysap.com -> berbasis web
- 2003: mySAP business suite
- 2004: sudah menggunakan enterprise service architectures
- The newest version of the suite is SAP ECC 6.0.
- Karyawan SAP -> 30rb orang
- Web resmi: www.sap.com

Where is SAP

- No. 1 in Enterprise Applications Software (2018)
- No. 3 in software overall worldwide
- 75% of Global Organization run SAP
- Market leading software solutions for large, midsize companies

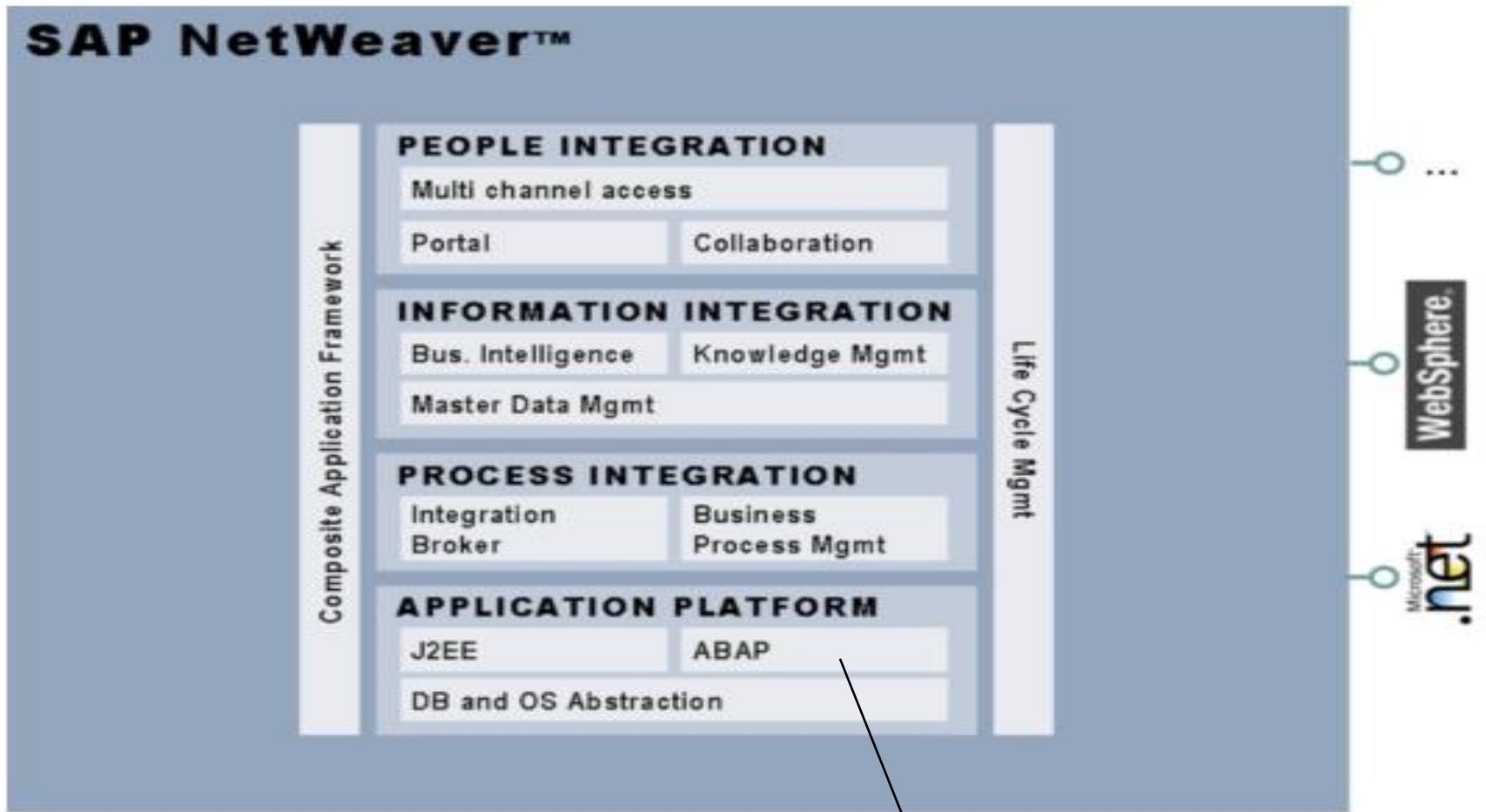
ERP

- Istilah ERP muncul tahun 1980an
- ERP berbasis web: 1990an
- SAP Integrated Business Suite & Application: 2000an
 - SAP NetWeaver Teknologi
 - mySAP ERP

Teknologi: SAPNetWeaver

- People integration
 - Human Resources Management
- Information integration
 - All data relevant to companies
- Process integration
 - All processes that run across system in heterogeneous platform

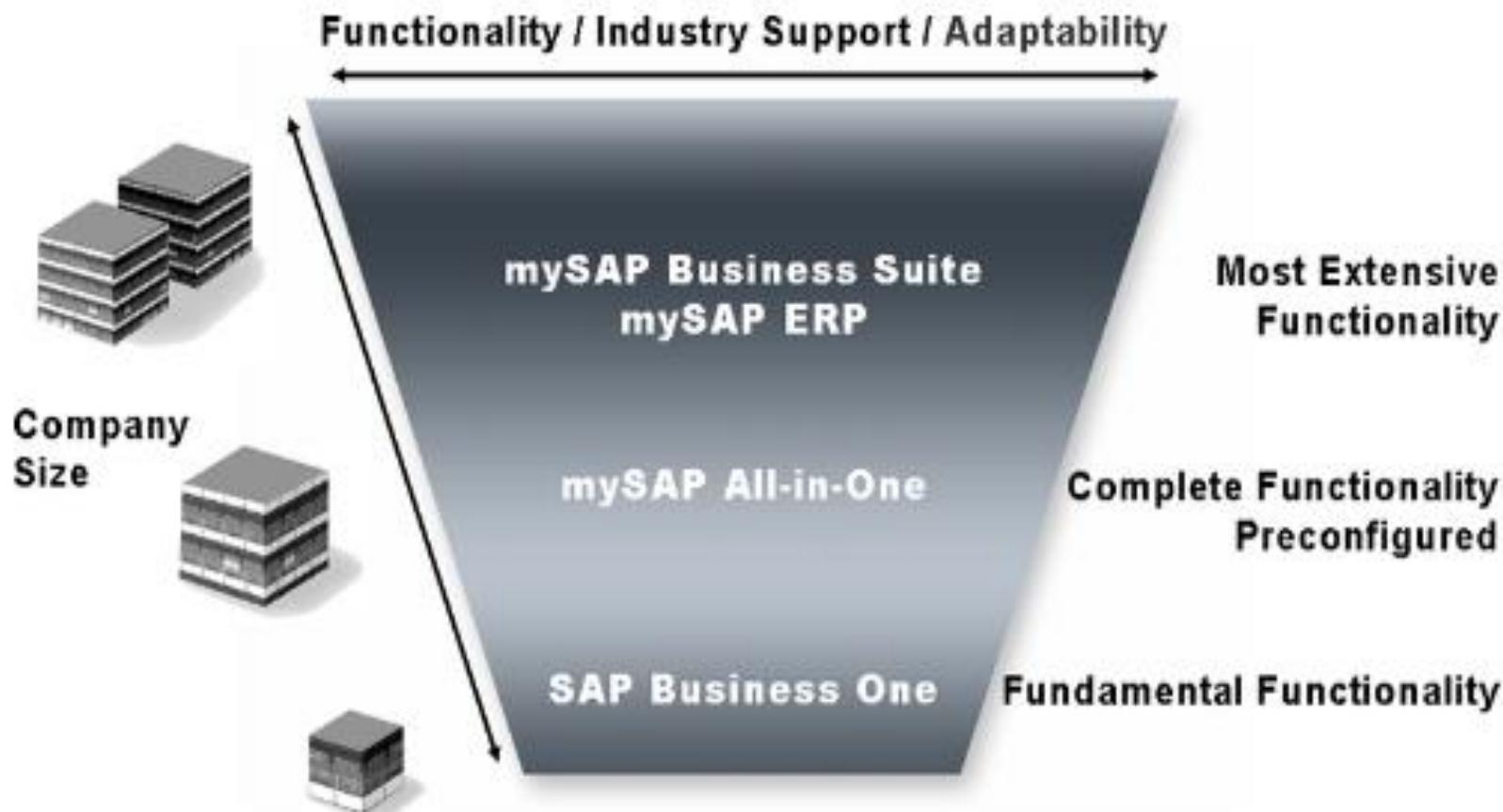
Teknologi: SAP Netweaver



mySAP ERP

- Bagian inti dari SAP NetWeaver
- Bagian yang bisa diimplementasikan ke client
- Inti dari produk SAP:
 - mySAP ERP Financial
 - mySAP ERP Human Capital Management

Produk SAP



Produk-produk MySAP ERP

- **mySAP Business Suite:** large company
 - Complete
- **mySAP All in One:** average company
 - Preconfigure functionality
- **SAP Business one:** small company
 - Fundamental function
 - Core Fungsional: SAP myERP
 - HR dan FI

mySAP Business Suite

- Core function, plus
 - customer relationship management,
 - product life cycle management,
 - Development, quality, dan maintenance
 - supply chain management,
 - Coordination of raw material, information, and financial
 - supplier relationship management
 - Untuk purchasing

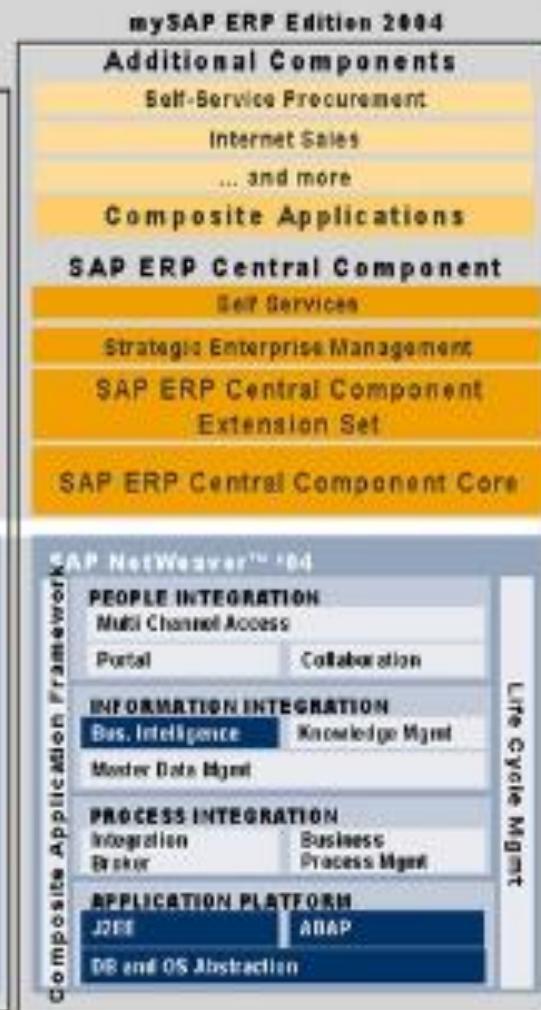
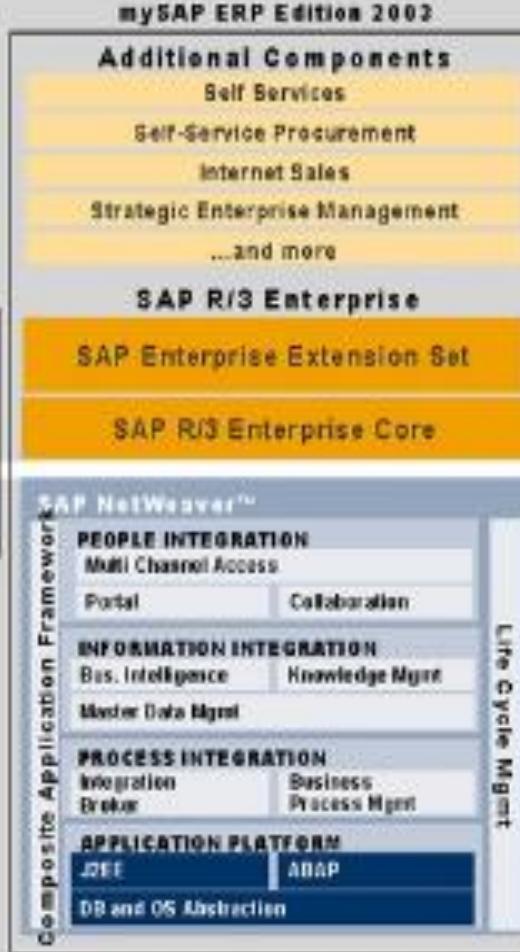
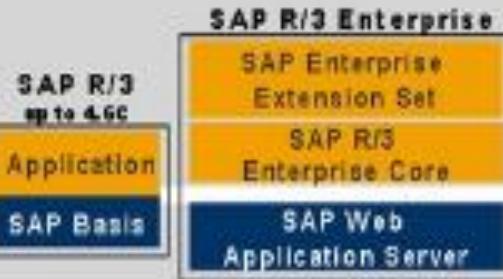
SAP All in One: Industry Solution

- Aerospace/Defense
- Automotive
- Banking
- Chemicals
- Consumer Products
- Engineering/Construction
- Financial Svc Provider
- Healthcare
- High Tech
- Higher Education/Research
- Insurance
- Media
- Mill Products
- Mining
- Oil & Gas
- Pharmaceuticals
- Public Sector
- Retail
- Service Providers
- Telecommunications
- Utilities
- ...so on ...

Unit 1/Lesson 1

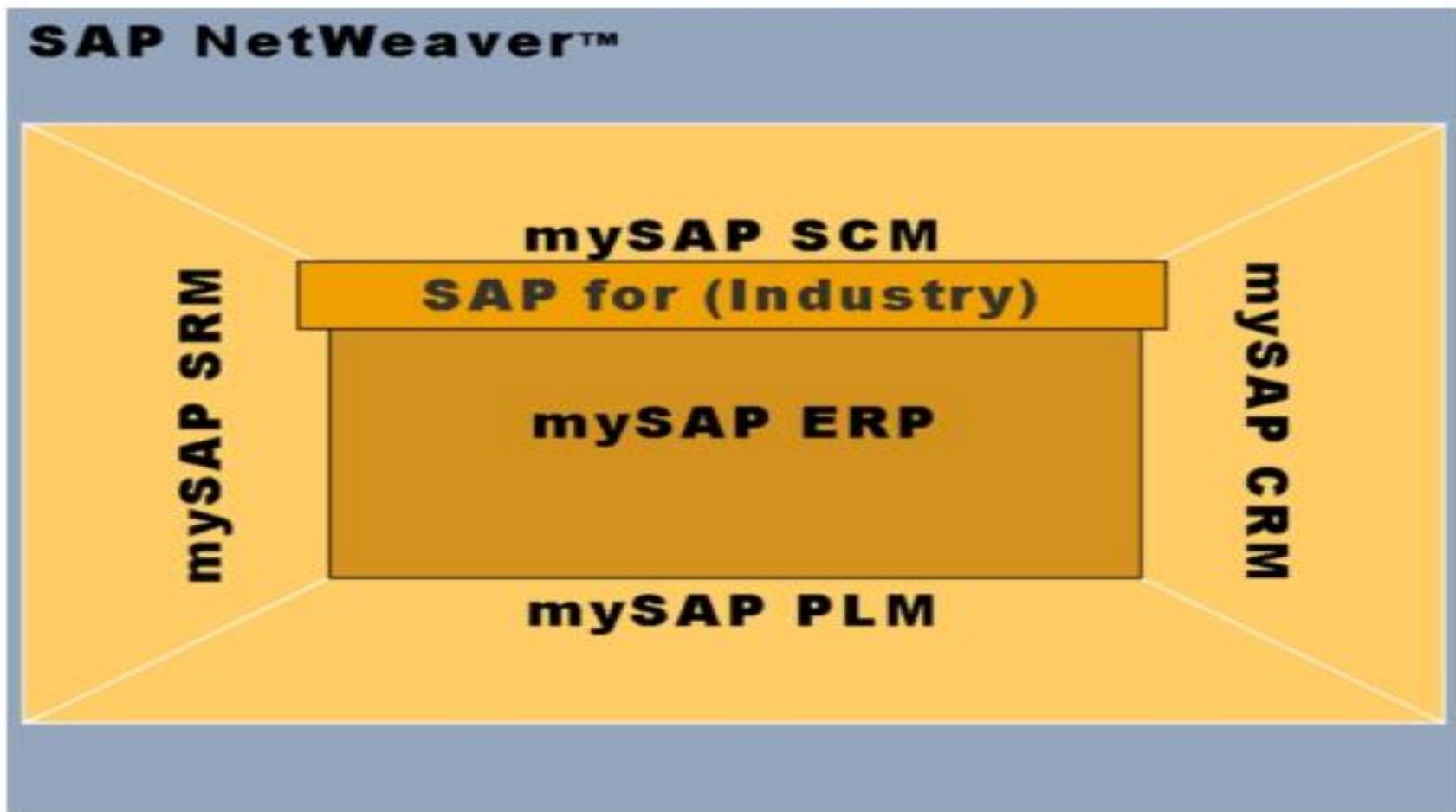
Perkembangan

Application



Technology

Industry specific - custom



mySAP Business One

- Core function
- Rapid implementation
- Lower costs

Unit 1/Lesson 1 SAP Modules

FI (Financial)

- * General ledger
- * Book close
- * Tax
- * Accounts receivable
- * Accounts payable
- * Asset Management (SAP AM)
- * Consolidation
- * Special ledgers

CO: Controlling

- * Cost elements
- * Cost centres
- * Profit centres
- * Internal orders
- * Activity based costing
- * Product costing

PS: Project System

- * Make to order
- * Plant shut downs (as a project)
- * Third party billing (on the back of a project)

HR: Human Resources

- * Employment history
- * Payroll
- * Training
- * Career management
- * Succession planning

PM: Plant Maintenance

- * Labour
- * Material
- * Down time and outages

MM: Material Management

- * Requisitions
- * Purchase orders
- * Goods receipts
- * Accounts payable
- * Inventory management
- * BOM's
- * Master raw materials, finished goods etc

QM: Quality Management

- * Planning
- * Execution
- * Inspections
- * Certificates

PP: Production Planning

- * Capacity planning
- * Master production scheduling
- * Material requirements planning
- * Shop floor

SD: Sales and Distribution

- * RFQ
- * Sales orders
- * Pricing
- * Picking (and other warehouse processes)
- * Packing
- * Shipping

BW: Business Warehouse

- * Data extraction from source systems
- * Some technical and functional transformation of the data
- * Storage of the data in what are called Infoproviders
- * Reporting (which uses Infoproviders)

ABAP: Advanced Business Application Programming

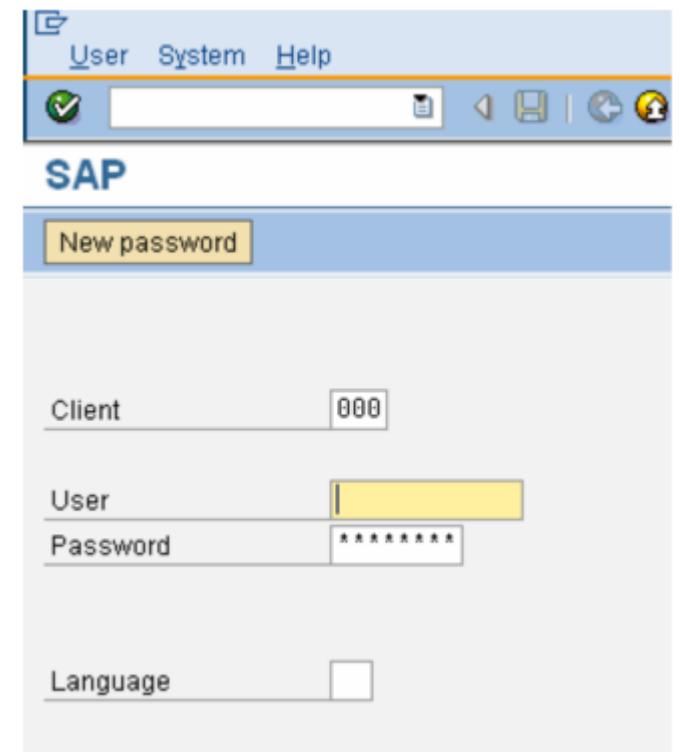
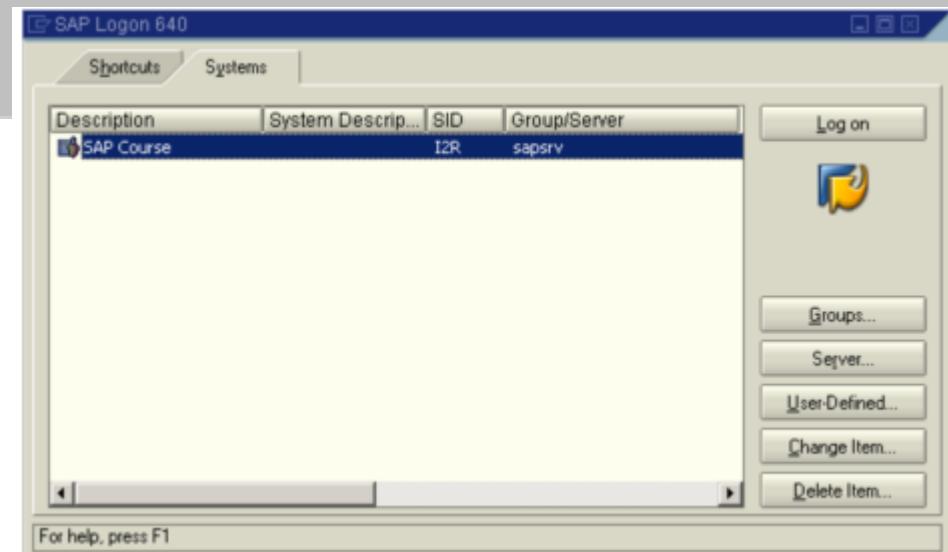
Is not really a module - it stands for Advanced Business Application Programming and this is the structured programming language for custom development including reports.



Unit 2/Lesson 1

Navigation

- SAP Client
 - SAP GUI (Windows)
 - 700mb
 - SAP GUI (Java)
- **Edugate.or.id/upp**
- SAP Logon
 - Client: **lihat excel**
 - User: **lihat excel**
 - Password:
 - <http://edugate.or.id/upp>

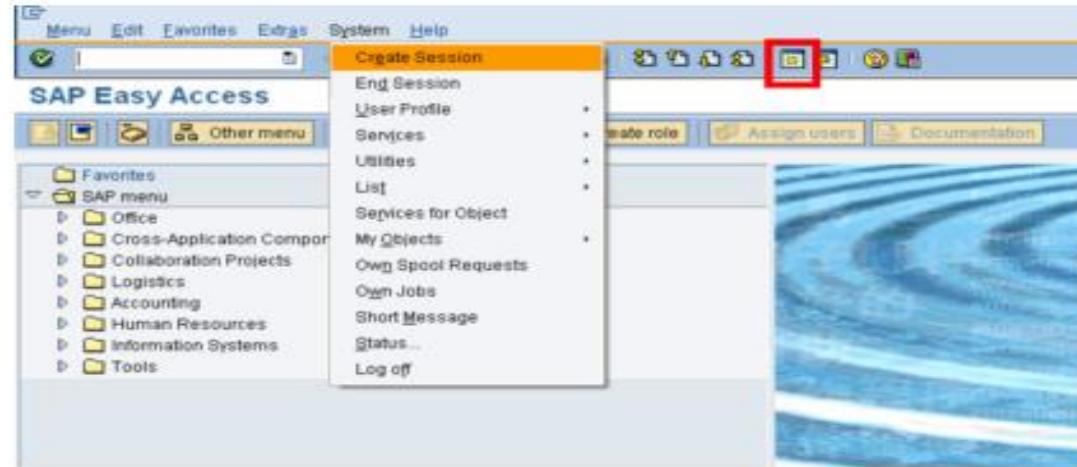


Server Configuration Desktop

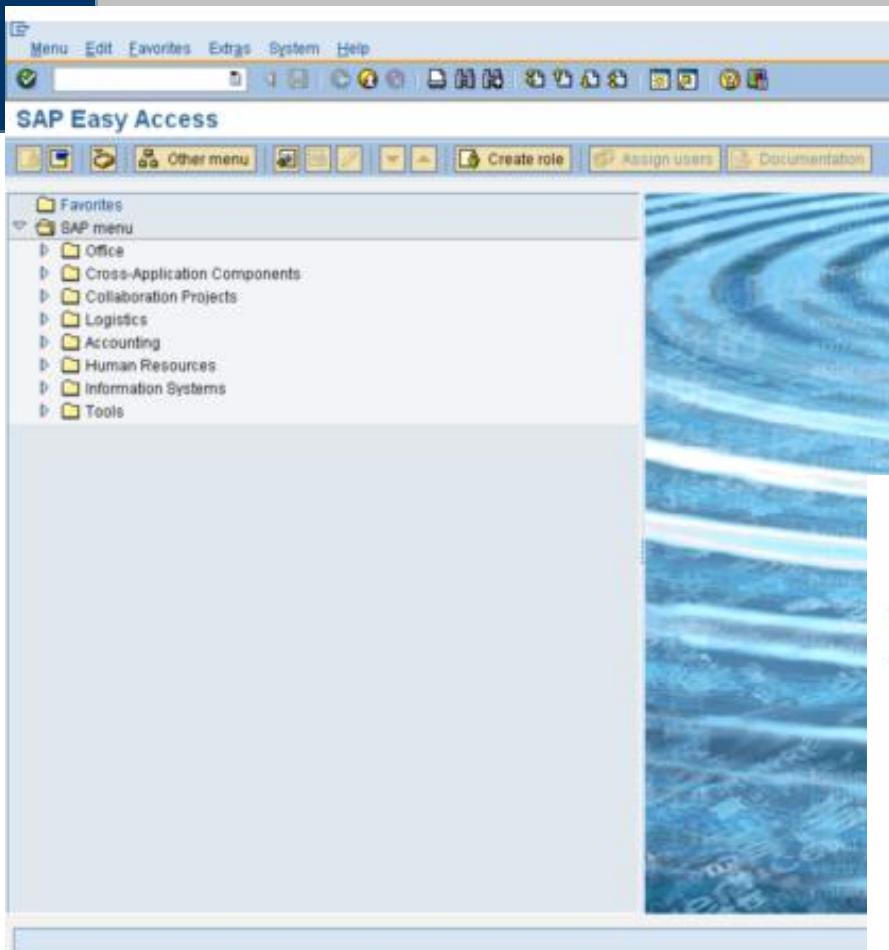
- Server: sap1.edugate.or.id
- System ID: EG1
- System Number: 63
- Description: SAP Server Jakarta

Unit 2/Lesson 1

Multiple Logon

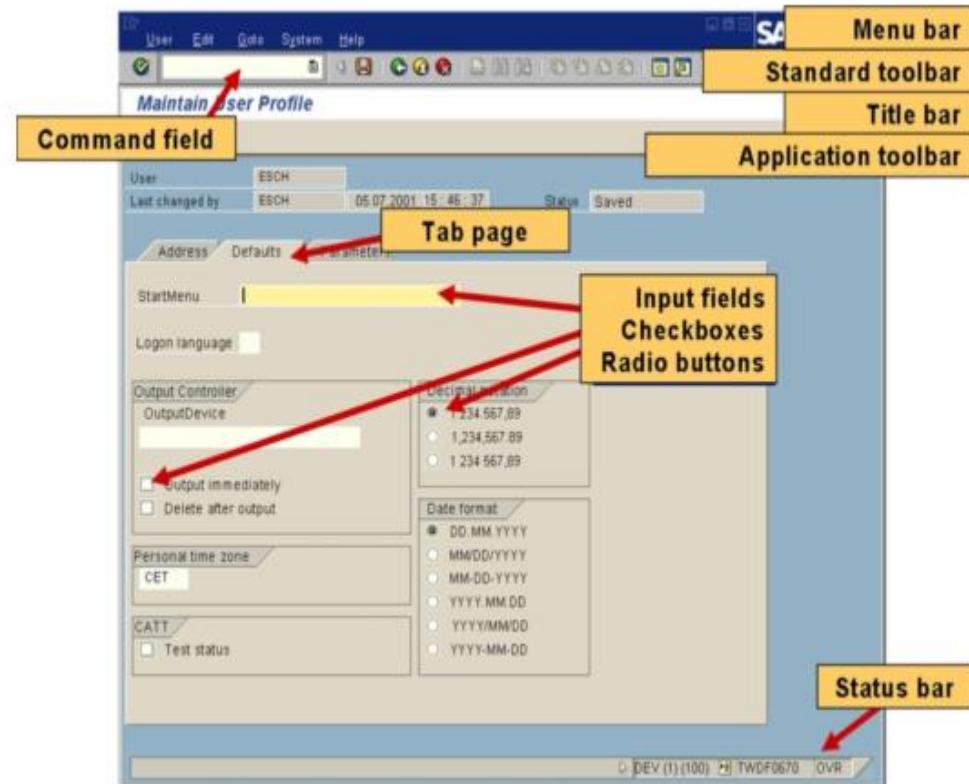


- Continue this logon, end any others logon
- Continue this logon, without ending any other logon
- Terminate this logon



Tampilan utama

Screen Structure

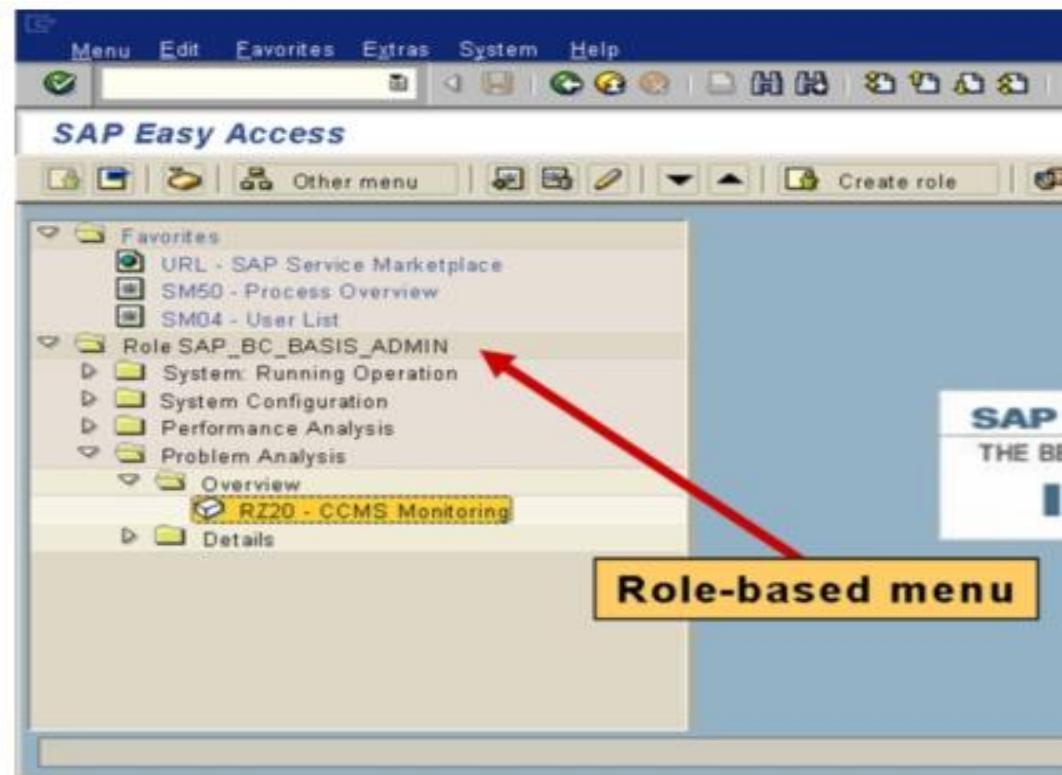


Navigation

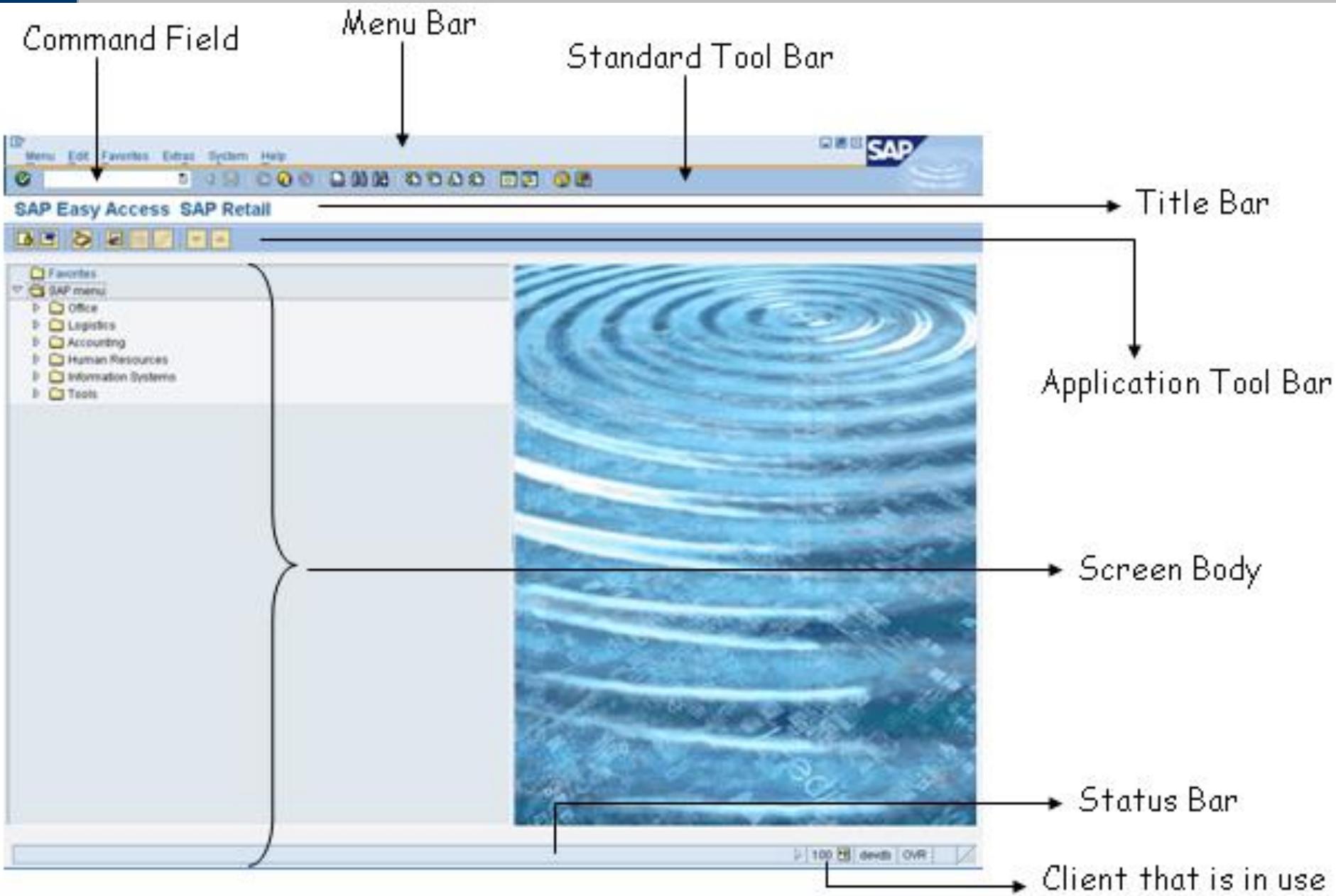
- Enter transaction code – T-CODE
- Choose item menu from menu bar
- Choose item menu from favorites
- Choose item menu from role based user menu



SAP Easy Access and favorites list



Unit SAP Easy Access



Using T-CODE

- /n cancel current transaction
- /nXXX cancel current transaction and go to specific T-CODE
- /o display session overview
- /oXXX initial specific transaction in new session
- /nend end current session with confirmation
- /nex end current session without confirmation
- /i delete current transaction

Unit 1/Lesson 1

Some Transaction Codes

ABAP / Data Dictionary TC		Transport: R3TR Objects				General Transactions	
se11	Dictionary Definitions	PROG	Program	FUGR	Function group	/nxyz	Terminates current transaction, and starts transaction xzy
se14	Database utility	VIEW	View	TABL	Table / Structure	/n	Terminates the transaction (corresponds to pressing F15 (=SHIFT-F3) to go back).
se16	Data Browser (display only)	DOMA	Domain	DTEL	Data element		
se16n	Modify :"&sap_edit" (uase16n)	TRAN	Transaction	TABU	Table contents		
sm30, sm31	Table views maintenance			FORM	SAP Script Form	/nend	Terminates all separate sessions and logs off (corresponds to System - Logoff)
Paths, Database, Connections TC		FI Basis Customizing TC					
al11	SAP file directory	ec01	Copy, Check, ... Company code			/nex	Terminates all separate sessions and logs off immediately (without any warning!).
file	Logical file path	fbkp	Accounting maintenance			/oxyz	Opens a new session and starts transaction xzy in the session.
scu0	Comparison Customizing	fbp1	Accounting Document->Number Ranges			/o	Lists existing sessions and allows deletion or opening of a new session.
scmp	Comparison tables	fl12	Change House Banks / Bank Accounts			/i	Terminates the current session (corresponds to System End)
		ob05	Accounting clerks T001S			/i1, /i2, ...	Terminates the session with the number given.
		ob13	Chart of accounts T004			.abc	Fast path: 'abc' refers to the underlined letters in the menus.
		ob29	Fiscal Year Variants			/h (/hs)	Debugging mode (System funct.)
		ob37	CC ->fiscal year variant			search_sap_menu	Can either use TC code in the search criteria or a description. "*" is not used as wildcard.
		ob38	Assign Co.Code -> Cred.Cntl Area			New Session	Press "SHIFT" and "*" simultaneously
		ob52	Posting periods T001B			Start Menu entry	Press "SHIFT" and "ENTER" simultaneously
		ob57	User ->Tolerance group T043			5000	SAP main menu
		ob62	CC->chart of accounts T001				
		oba3	Tolerances Details				
		oba4	Tolerance groups T043T				
		oba7	Document types T003				
		obas	Vendor acc. gr.->number range T077K				
		obbo	Define variants T010O				



Favorite & Status Bar

- Favorite:
 - Transactions (T-CODE)
 - Link to files (excel, word, pdf)
 - Internet address (web)
- Status bar:
 - Left side: error message & another system message
 - Right side: system, client, user, program, transaction, response time

Using help

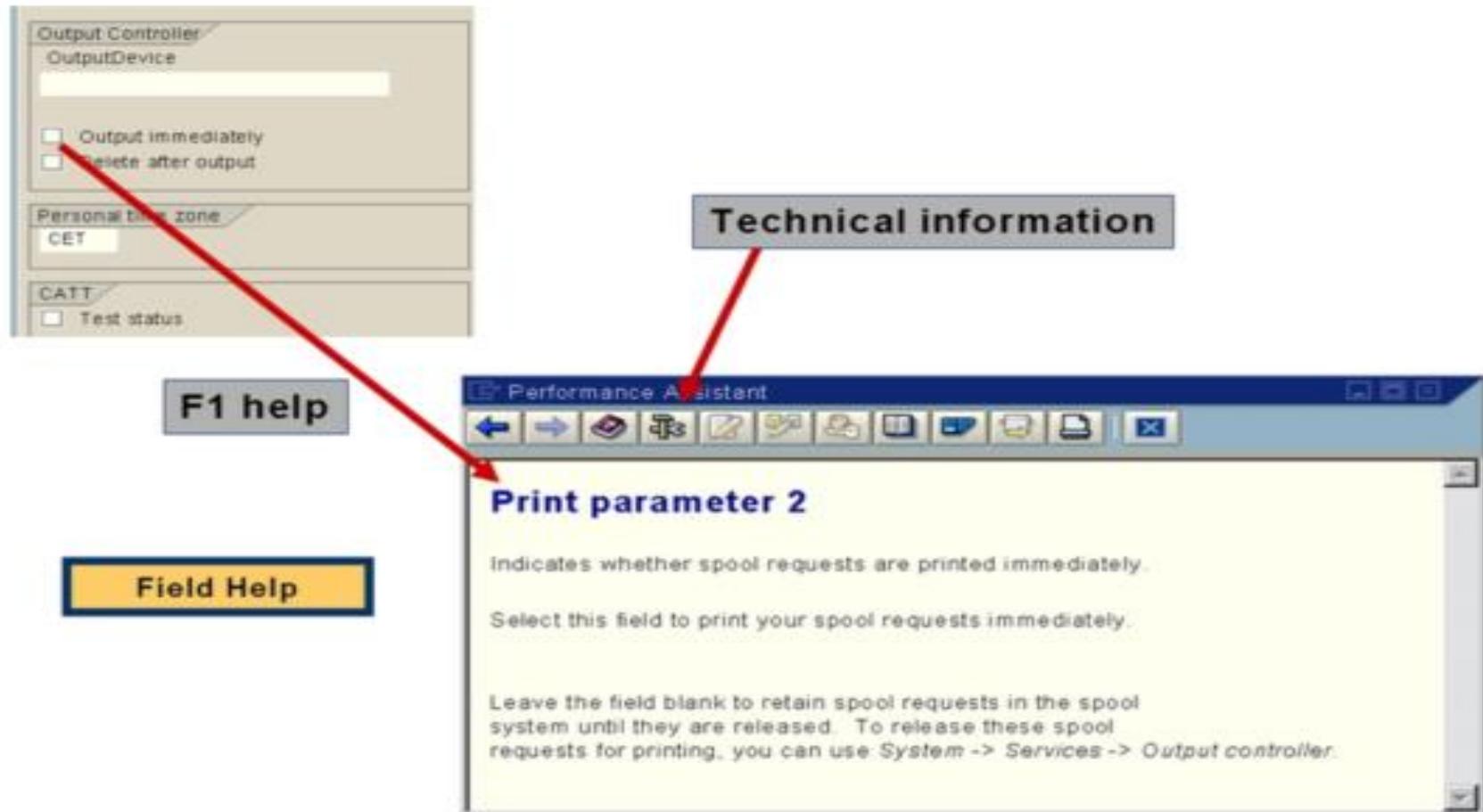
- Help features:
 - Application help: offline help
 - SAP library: online help
 - Glossary: find a definition
 - SAPNet: online web based help
- F1 help:
 - Display technical information
- F4 help:
 - Possible valid values

Unit 1/Lesson 1

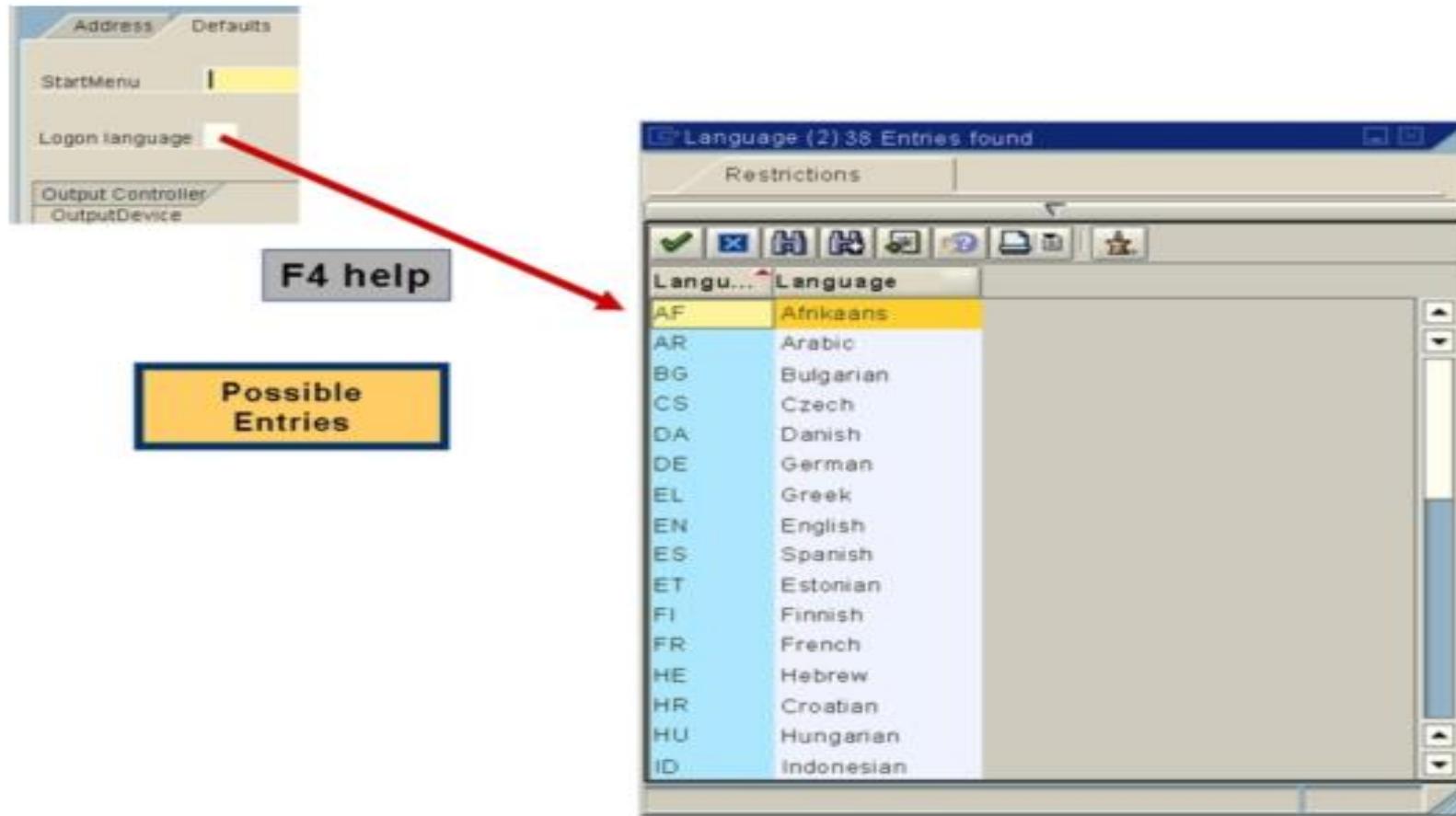
SAP library



F1 help



F4 help



Latihan

- Kerjakan semua latihan 2!
- Capture dan kumpulkan

Next

- Systems Wide Concept