

Integrated Value Flows

IVF6ILV

05 March 2025

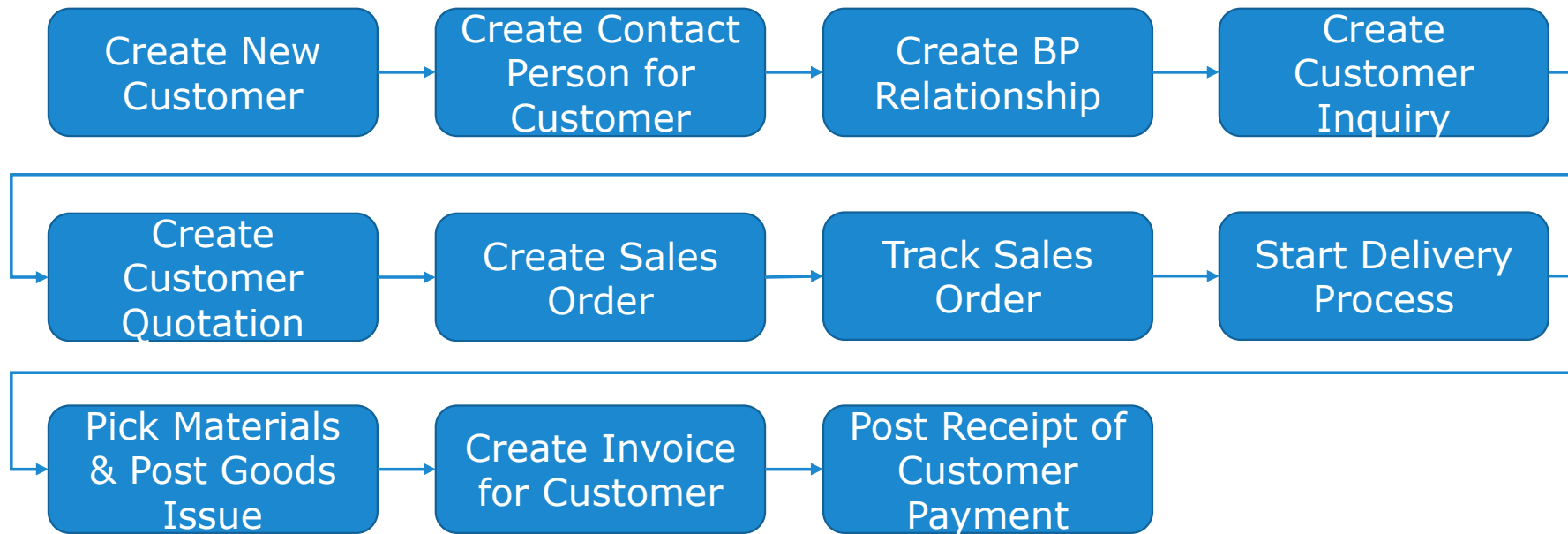
Agenda



- Throwback Session 1
- Organizational issues
- Results SD Challenge
- continuation with Integrated order-to-cash cycle
- Introduction logistics case study
- Production Planning (PP)

Throwback Session 1

Integrated order-to-cash cycle



SD Master Data

SAP Display Standard Order 5: Overview

Standard Order: 5 Net Value: 20,092.50 USD

Sold-To Party: 1003063 The Bike Zone 000 / 2144 N Orange Ave / Orlando FL 32804

Ship-To Party: 1003063 The Bike Zone 000 / 2144 N Orange Ave / Orlando FL 32804

Cust. Reference: 000 Cust. Ref. Date: 09/14/2021

Customer Master

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

Req. Deliv.Date: D 10/14/2021 Deliver.Plant:

Complete Dlv.: ☐ Total Weight: 57,170 G

Delivery Block: Volume: 0.000

Billing Block: Pricing Date: 09/14/2021

Pyt Terms: 0001 Pay immediately w/o deduction

Inco. Version:

Incoterms: FOB

Inco. Location1: Miami

Material Master

Sales Condition

All Items

Item	Material	Req. Segment	Order Quantity	Un	S	Item Description
<input type="checkbox"/> 10	DXTR1000			5	EA	<input type="checkbox"/> Deluxe Touring Bike (black)
<input type="checkbox"/> 20	PRTR1000			2	EA	<input type="checkbox"/> Professional Touring Bike (black)

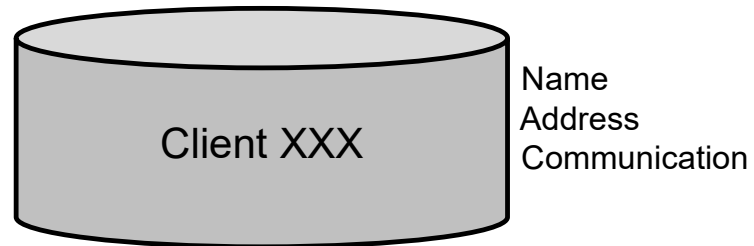
Customer Master Data

- Customer Master
 - Contains all of the information necessary for processing orders, deliveries, invoices and customer payment
 - Every customer MUST have a master record
 - But you can have one time customers
- Created by Sales Area
 - Sales Organization
 - Distribution Channel
 - Division
- The customer master information is divided into 3 areas:
 - General Data
 - Company Code Data
 - Sales Area Data

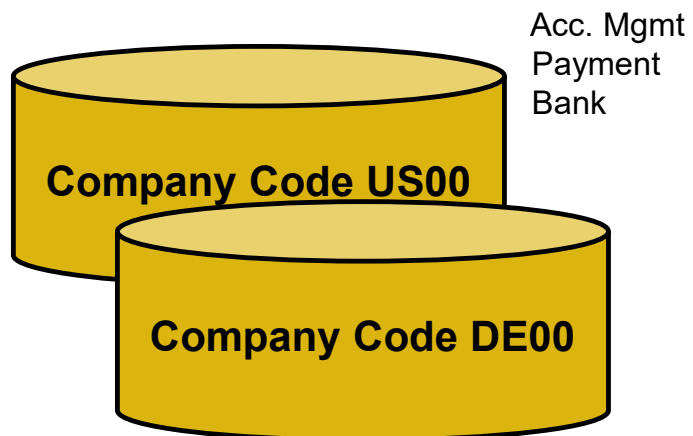
The screenshot shows the SAP Business Partner interface for 'The Bike Zone 000' (ID 1003063). The header bar includes the SAP logo and 'Business Partner' with a dropdown arrow. Below the header, the company name 'The Bike Zone 000' and ID '1003063' are displayed. A building icon is shown next to the company name. To the right, there are three tabs: 'Grouping: Internal number assignment (0001)', 'Standard Address', and 'Standard Communication'. The 'Standard Address' tab is active, showing the address '2144 N Orange Ave 32804 Orlando US'. Below this, there is a navigation bar with tabs: 'Basic Data' (selected), 'Roles', 'Address', 'Bank Accounts', 'Payment Cards', 'Identification', 'Contacts', and 'Attachments'. The 'Basic Data' tab is expanded, showing a 'General Information' section. This section contains several input fields: 'Title' (set to 'Company'), 'Name 1' (set to 'The Bike Zone 000'), 'Name 2' (empty), 'Name 3' (empty), 'Name 4' (empty), 'Search Term 1' (set to '000'), and 'Search Term 2' (empty).

Customer Master

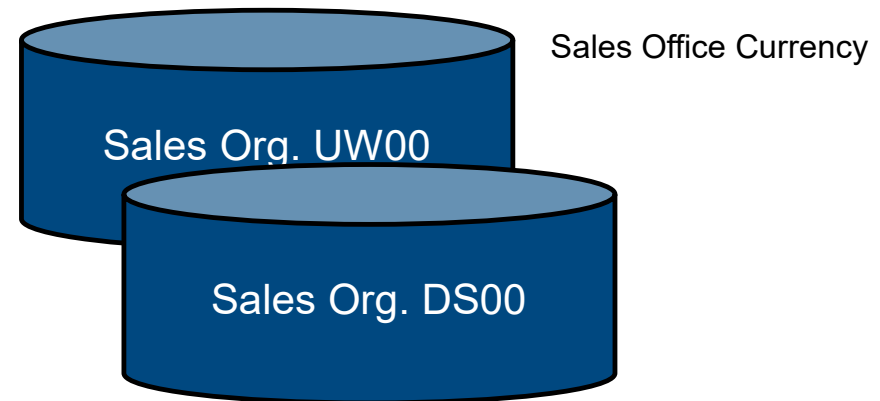
General Information relevant for the entire organization:



Company Code specific information:



Sales Area specific information:



Inquiry

An inquiry is a **customer's request** to a company **for information** or quotation in respect to their products or services **without obligation to purchase**.

- How much will it cost
- Material/Service availability
- May contain specific quantities and dates

The inquiry is maintained in the system and a quotation is created to address questions for the potential customer

- A way of grouping materials, products, or services

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

Quotation

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

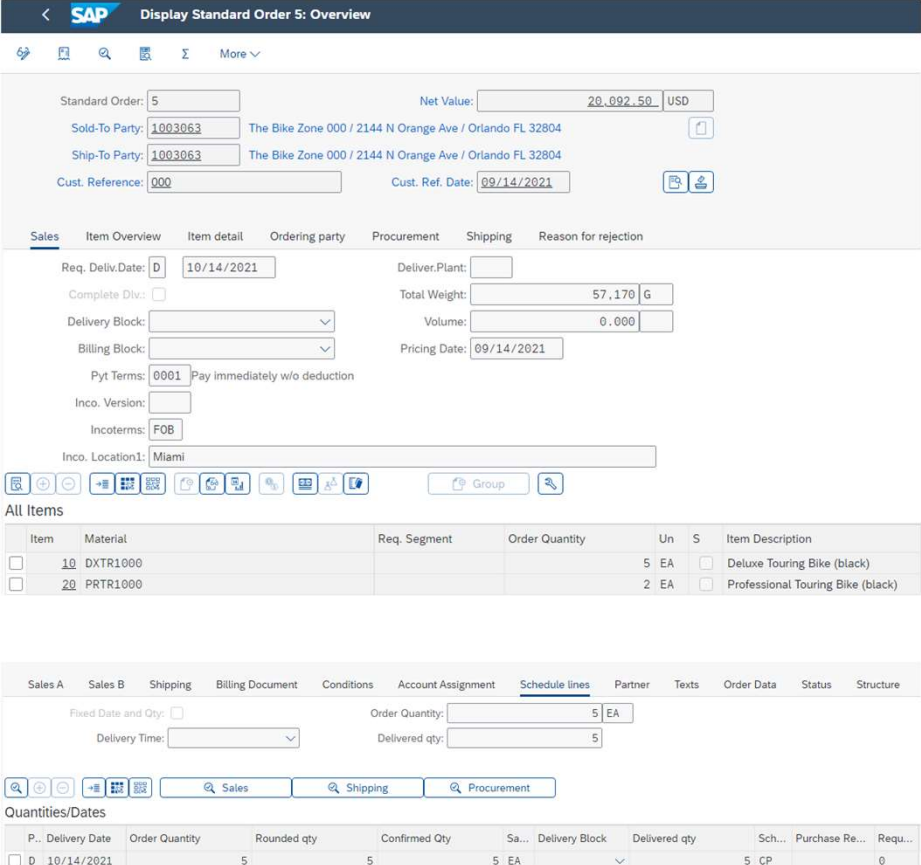
Company		Quotation		
The Bike Zone 2105 N Lewis Ave Portland OR 97227		Number/Date 20000000 / 04/21/2010 Reference no./Date 000 /04/21/2010 Delivery date Day 04/21/2010 Cust. no. 1301 Validity period 04/21/2010 bis 05/21/2010		
We deliver according to the following conditions:		Currency USD		
Terms of payment Payable immediately without deduction				
Terms of delivery FOB San Diego				
Weights (gross/net) - Volume - Mark				
Gross weight 57,170 G Net weight 57,170 G				
Please see our promotional offer enclosed. Delivery as long as stocks last.				
Item	Material	Description	Price Price unit	Value
000010	DXTR1000	Deluxe Touring Bike (black)		
	5 EA	3,000.00 USD	1 EA	15,000.00
	Material	50.00- USD	1 EA	250.00-
	% Discount from N	5.000- %		737.50-
	Net Value for Ite	2,802.50 USD	1 EA	14,012.50
000020	PRTR1000	Professional Touring Bike (black)		
	2 EA	3,200.00 USD	1 EA	6,400.00
	% Discount from N	5.000- %		320.00-
	Net Value for Ite	3,040.00 USD	1 EA	6,080.00
Final amount				20,092.50

Sales Order

- Sales order processing can originate from a variety of documents and activities
 - Customer contacts us for order: phone, internet, email
 - Existing Contract
 - Quotations

Sales Order

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



The screenshot displays the SAP 'Display Standard Order 5: Overview' interface. The top section contains header data: Standard Order: 5, Net Value: 20,092.50 USD, Sold-To Party: 1003063 (The Bike Zone 000 / 2144 N Orange Ave / Orlando FL 32804), Ship-To Party: 1003063 (The Bike Zone 000 / 2144 N Orange Ave / Orlando FL 32804), Cust. Reference: 000, and Cust. Ref. Date: 09/14/2021. Below this is a navigation bar with tabs: Sales, Item Overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection. The 'Sales' tab is active, showing fields for Req. Deliv. Date: 10/14/2021, Deliver. Plant, Total Weight: 57,170 G, Delivery Block, Volume: 0.000, Billing Block, Pricing Date: 09/14/2021, Pyt Terms: 0001 (Pay immediately w/o deduction), Inco. Version, Incoterms: FOB, and Inco. Location: Miami. An 'All Items' table lists two items: 10 DXTR1000 (Deluxe Touring Bike (black)) and 20 PRTR1000 (Professional Touring Bike (black)). The bottom section shows the 'Schedule lines' tab with fields for Fixed Date and Qty, Order Quantity: 5 EA, and Delivered qty: 5. A 'Quantities/Dates' table at the bottom shows delivery details for date 10/14/2021, with quantities of 5 and confirmed quantities of 5.

Item	Material	Req. Segment	Order Quantity	Un	S	Item Description
<input type="checkbox"/>	10 DXTR1000			5	EA	<input type="checkbox"/> Deluxe Touring Bike (black)
<input type="checkbox"/>	20 PRTR1000			2	EA	<input type="checkbox"/> Professional Touring Bike (black)

P..	Delivery Date	Order Quantity	Rounded qty	Confirmed Qty	Sa...	Delivery Block	Delivered qty	Sch...	Purchase Re...	Requ...
<input type="checkbox"/>	D 10/14/2021		5	5	5 EA			5 CP		0

Mini Quiz

- **What are the advantages of using SAP in the public, private, and on-premises cloud environments?**
 - **Public Cloud (SAP S/4HANA Cloud):**
Advantages: Cost-effective, scalable, no infrastructure maintenance, automatic updates, and fast implementation.
 - **Private Cloud (SAP S/4HANA in private cloud):**
Advantages: Greater control over security, more customization options, and flexibility in resource management.
 - **On-Premises (SAP on-premises solutions):**
Advantages: Full control over infrastructure, complete customization, and compliance with specific security regulations.
- **What are the disadvantages of using SAP in the public, private, and on-premises cloud environments?**
 - **Public Cloud (SAP S/4HANA Cloud):**
Disadvantages: Limited customization, less control over data security, reliance on third-party providers.
 - **Private Cloud (SAP S/4HANA in private cloud):**
Disadvantages: Higher costs, requires ongoing maintenance, and complex management compared to public cloud.
 - **On-Premises (SAP on-premises solutions):**
Disadvantages: High initial investment, ongoing hardware and maintenance costs, and limited scalability.

Mini Quiz

- **Which elements make up a sales area?**
 - sales organization
 - distribution channel
 - division
- **Which documents are presales documents?**
 - Quotation
 - Inquiry

Mini Quiz

- **What are the relevant material master views for sales & distribution?**
 - sales data
 - storage data
 - accounting data
 - basic data
- **What are responsibilities of a sales organization?**
 - the responsibility of a sales organization may include legal liability for products and customer claims

Mini Quiz

- **What is the correct sequence in an order-to-cash-process?**

Customer inquiry → Customer Quotation → Sales Order → Delivery Process → Pick materials → Post Goods Issue → Create Invoice for Customer → Post Receipt of Customer Payment

- **Which document is the first in sales process which is legally binding for your company?**

Quotation

Mini Quiz

- **The legal change in ownership depends on the Incoterms and what's in the sales order terms and conditions.**

True

- **Which elements are part of organizational structure for sales & distribution?**
 - Client, Company Code, Credit Control Area, Sales Organization, Distribution Channel, Division, Sales Area, Delivering Plant, Shipping Point...
- **Which master data is used in sales orders?**
 - Customer Master Data
 - Material Master Data
 - Condition Master Data (Pricing)

Organizational issues



Sessions

Session	In class/VC/EL	Topic	
03.03.2025 09:00 - 12:30	In class	Introduction, course overview, self-conception, introduction to SAP S/4HANA, introduction logistics case study	✓
03.03.2025 14:00 - 17:30	In class	Master – organizational – transaction data, Introduction sales SD	✓
04.03.2025 18:00 - 19:45	E-learning – Tasks in MS Teams – no course	SCOR – SAP Activate – After Class	✓
05.03.2025 09:00 - 12:30	In class - Customizing	Review of the content from Session 1 and continuation with the SAP Sales Process + Custom Fields	
11.03.2025 09:00 - 12:30	In class	Introduction MM & MRP	
11.03.2025 14:00 - 17:30	In class	Introduction MM & MRP	
12.03.2025 09:00 - 12:30	In class	Intermediate Exam – Short individual presentation & time for Logistic Case Study	
12.03.2025 14:00 - 17:30	In class	Introduction FI & CO	
26.03.2024 23:59 -00:00	only submission/no course	Deadline submission documentation – only submission/no course	

Information – Assessment

Intermediate exam: presentation – 12 March 2025

▪ Presentation format:

- Please give an **individual** presentation!
- Alone - no group work
- System based / Slides
- Present your final process with you own data's in the system
- Describe the process
- Show the process in the system

Intermediate exam	Presentation	single-exam	oral	- 30,00%	• S1_IVF6: 12.03.2025 09:00 - 13:15 (G1.E.25)
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Intermediate exam	Submission (Deliverable)	single-exam	written	- 70,00%	26.03.2025 23:59
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▪ Presentation content:

- **Final Result:** SD Challenge (Session 1) - 2 Min/person
- **Final Result:** PP Challenge (Session 2) - 2 Min/person
- **Final Result:** MM Challenge (Session 3) - 2 Min/person
- **Intermediate Status:** "CaseStudy" - 4 Min/person
- Discussion/ Feedback audience - 5 Min

Information – Assessment

Intermediate exam: submission – 26 March 2025

- **Submission format:**

- Create one project documentation per person (Word or PDF)
- The documentation should include all the steps and process details that you have posted in the SAP system
 - All organizational-, master-, and transaction data (in tabular form)
 - Screenshots and descriptions of the posted process

- Submission: 26.03.2025 23:59 MS Teams

- **Documentation content:**

- | | |
|---|------------------------------|
| – Final Result: SD Challenge (Session 1) | – Descriptions / Screenshots |
| – Final Result: PP Challenge (Session 2) | – Descriptions / Screenshots |
| – Final Result: MM Challenge (Session 3) | – Descriptions / Screenshots |
| – Final Result: "CaseStudy" | – Descriptions / Screenshots |

Intermediate exam Presentation	single-exam oral	- 30,00%	• S1_IVF6: 12.03.2025 09:00 - 13:15 (G1.E.25)
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Intermediate exam Submission (Deliverable)	single-exam written	- 70,00%	26.03.2025 23:59
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Please use the
template from MS
Teams

Information – Assessment

Intermediate exam: submission – 20 March 2024

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Please use the
template from MS
Teams

Results SD Challenge



Please work on the example individually.

20 minutes until __:__ PM.

SD Challenge

Try the exercise on your own!

Scenario Your customer has opened a new store Alster Adventures and wishes to profit from your new initiative, which promises one free off-road helmet for each mountain bike ordered. A single position can be marked as Free of Charge Item (TANN) within the Item detail view of a standard order. Please note that off-road helmets belong to a different division. Create a new customer Alster Adventures by copying from Alster Cycling (Debitor 14000). Both customers are sharing one address. Your new customer should be supplied from the factory in Hamburg (HH00) via the sales organization Germany North (DN00). Remember that in Europe, the EURO is the usual currency. German companies are taxable. Notice that you need to create your customer Alster Adventures for all three divisions to be able to release cross-division orders.

Subsequently, please order five mountain bikes for men and five mountain bikes for women in the role of Alster Adventures. Since Alster Adventures is a new customer, the company gets 50€ discount on each ordered mountain bike and an additional discount of 3% of the net price for the complete purchase.

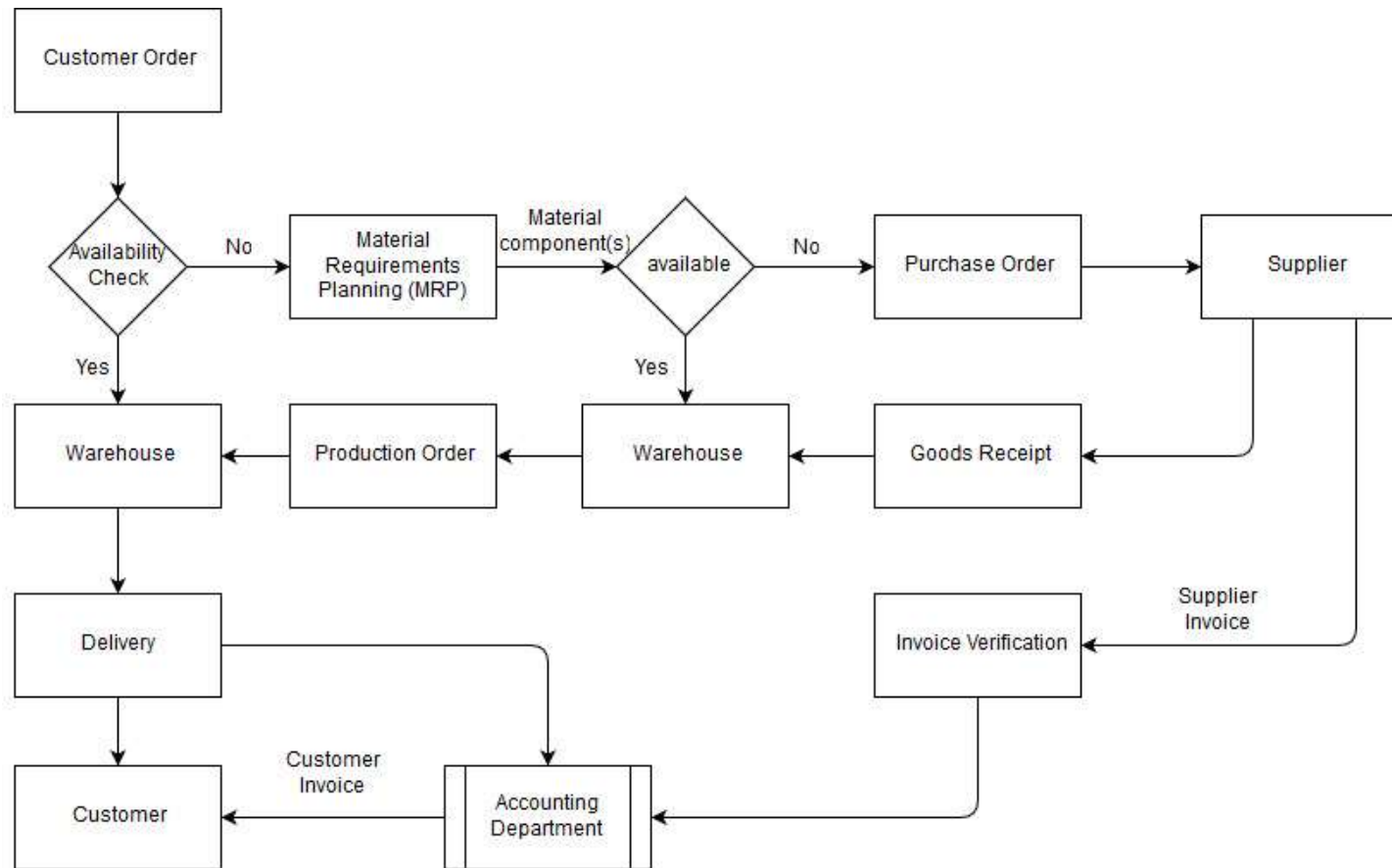
Note the new customer will be created by references to a German customer, so the standard communication language is automatically set to German.

Task Information Perform a complete order-to-cash-process

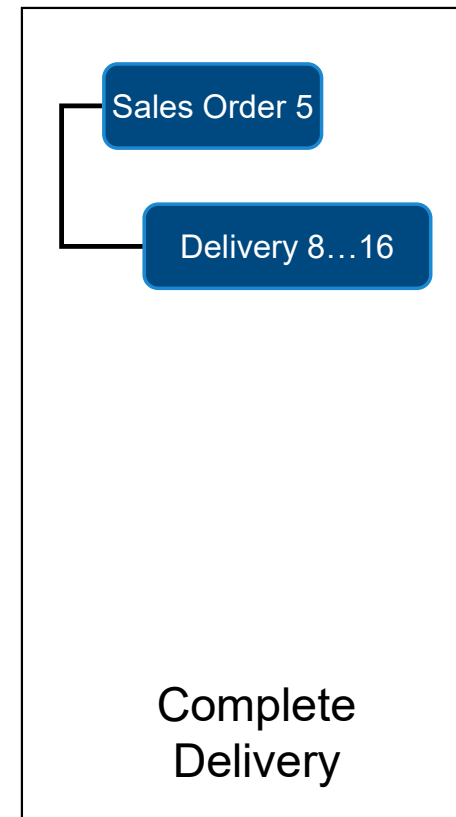
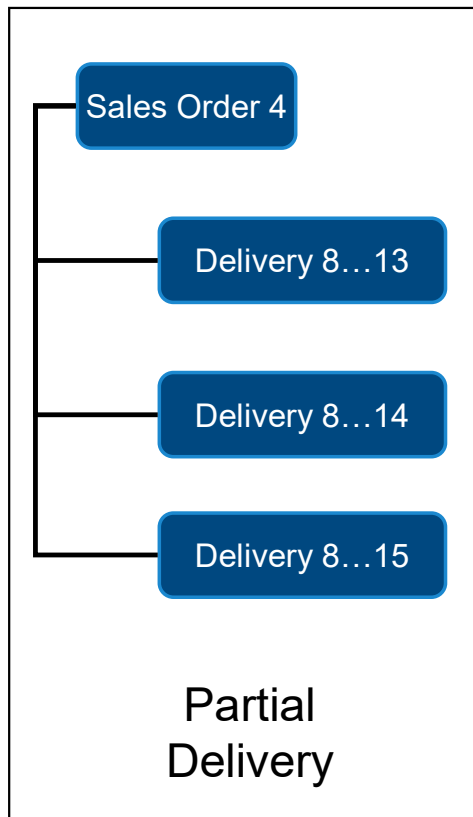
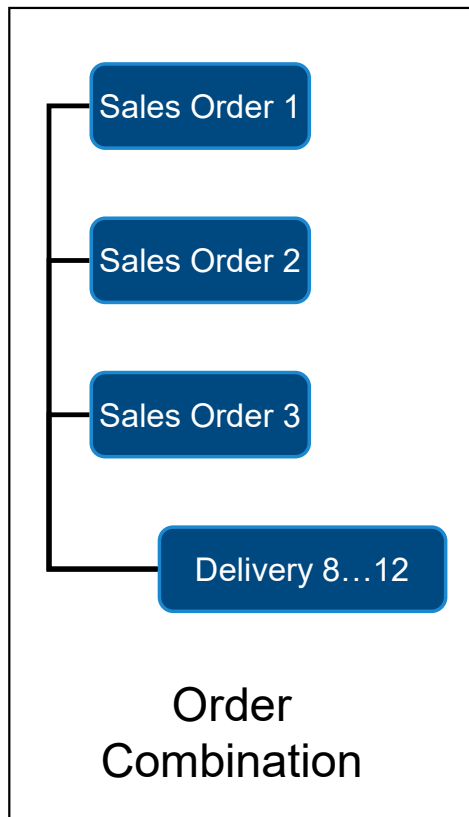
Logistics Case Study



Logistics Case Study



Shipping



Delivery Document

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

Goods issue

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

Custom Fields (In SAP Public Cloud)

Understanding Fields in SAP & Why We create Custom Fields



What Are Fields in SAP?

- Basic data containers that store specific pieces of information (e.g., Customer Name, Product ID)
- Standard (pre-delivered) fields cover common business requirements

Why Do We Need Custom Fields?

- Unique Business Requirements: Standard fields may not capture all relevant data
- Enhanced Reporting & Analytics: Additional data points allow more targeted insights
- Process Extensions: Add missing attributes to streamline or improve specific workflows
- Adaptability: SAP Public Cloud supports quick adjustments without heavy coding

How to Create Custom Fields in SAP Public Cloud



Overview of the necessary steps

1. Open the Relevant Transaction

Go to the transaction where you want to add your custom field

2. Activate UI Adaptation

Choose *Adapt UI* (often by right-clicking the desired area)

3. Check Existing Fields

A list of available fields for this **business context** appears

If none of these fields meet your needs, select **Create** → **Custom Field**

4. Define the Field

The **Custom Fields & Logic** app opens with the correct business context preselected

Specify **Label**, **Data Type**, **Length**, and any other properties

5. Enable Usage

Enable relevant **User Interfaces** (Fiori apps, forms, analytics) and **Business Scenarios**

6. Publish

Publish your new field so it becomes available in the system

7. Place the New Field

Return to **Adapt UI**, place the custom field in the desired location, and **publish** the updated screen

