

USER MANUAL
FOR
SALES AND DISTRIBUTION

Submitted to



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A. MASTER DATA IN SALES AND DISTRIBUTION

Master Data forms the backbone in Sales and distribution module (hereafter will be shortly called as “SD”) as any other modules in SAP. The Primary level of Masters in SD are:

1. Customer Master
2. Material Master (Sales Views)
3. Pricing Conditions

The Secondary level of one of the Masters in SD is:

1. Output Conditions

Please refer the Appendix for the SAP EASY Access Screen details

1 Customer Master

a) Creating Customer Master

The Customer has to be created in the System

SAP R/3 menu	<i>Logistics → Sales and Distribution → Master Data → Business Partners → Customer → Create → Complete</i>
Transaction code	XD01

Customer Create: Initial Screen

The screenshot shows the SAP Customer Create: Initial Screen. The interface includes a menu bar with Customer, Edit, Goto, Extras, Environment, System, and Help. Below the menu is a toolbar with various icons. The main area has tabs: 'Customer Create: Initial Screen' (selected), 'Reference', and 'Customer'. The 'Customer' tab is highlighted with a yellow background.

Fields and Descriptions:

- Account group:** (Select) - Click select icon and select the Account Group ex. ASK1
- Customer:** (H) - Enter Customer number, Account Group having external number range
- Company code:** Enter Co Code -1800
- Sales area:**
 - Sales Organization:** 1810 for Domestic Sales 1820 for exports
 - Distribution Channel:** 10 – Direct Sales 20 – Agent Sales
 - Division:** 30 – Institutional Sales 40 – Distributor Sales
- Reference:**
 - Customer:** (H)
 - Company code:**
 - Sales organization:**
 - Distribution channel:**
 - Reference division:**

Toolbars and Buttons:

- Top Toolbar:** Includes icons for New, Open, Save, Print, Copy, Paste, Cut, Undo, Redo, and others.
- Bottom Toolbar:** Includes icons for Checkmark, Copy, Paste, Undo, Redo, and Delete.

Text Boxes:

- When creating a customer with reference to other customer with similar details, the reference customer can be entered here.**
- Clicking this tab will show all the sales area available for a customer. Mainly used in Change/Display Modes**
- Clicking this tab will show all the possible sales areas.**
- 10 – Turning Center
20 – Machining Center
30 – Service
40 – Trading
50 - Common**

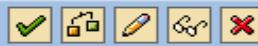
Refer Appendix for Account Group Details.

We take an example of creating a Sold-To-Party for the Domestic Customer. Account Group to be selected: ASK1 ASKAR Microns Sold-To-Party Company Code 1800, Sales Organization – 1810, Distribution Channel – 10, Division – 10.

Customer Create: Initial Screen

Customer Create: Initial Screen

Account group	ASK1 ASKAR Regular Customer Grp.
Customer	A0003DMV1
Company code	1800 Askar Microns Pvt Ltd
Sales area	
Sales Organization	1810 AMPL DOMESTIC SALES
Distribution Channel	10 Direct Sales
Division	10 Turning Center
All sales areas... Customer's sales areas...	
Reference	
Customer	
Company code	
Sales organization	
Distribution channel	
Reference division	



Click Here

The Subsequent screen will be:

Create Customer: General Data

The screenshot shows the SAP 'Create Customer: General Data' interface. At the top, there is a toolbar with icons for New, Edit, Delete, and Save, followed by tabs: General Data (selected), Company Code Data, Sales Area Data, and Additional Component. Below the toolbar, the 'Customer' field contains the value 'A0003DMV2'. A callout box labeled 'External number range' points to this field. The main area has tabs: Address (selected), Control data, Marketing, Export data, and Contact persons. Under the Address tab, there are sections for Name, Search terms, Street address, and PO box address. Each section contains several input fields with validation symbols (blue checkmark with a red border) indicating required entries. There are also preview and search icons at the top of each section.

(Note: The Customer Master has 3 broad sections:

- General Data: Address and other details will be entered here.
- Company Code Data: Accounting related data will be entered here.
- Sales Area Data: SD related data will be entered here.)

The Screen above shows the *ADDRESS TAB* of the *General Data Section* and the details like Name, Address shall be entered here. The Symbol shows the required entry ie., without which you cannot proceed further.

The Screen after filling up the details will be as follows:

Change Customer: General Data

Customer A0003DMV1 ADVANCE ENGINEERING KOLHAPUR

Address Control data Marketing Export data Contact persons

Name	M/s	Preview	Print
Title	ADVANCE ENGINEERING	<input type="button" value=""/>	
Name	<input type="button" value=""/>		
Search terms			
Search term 1/2	ADVAN	<input type="button" value=""/>	
Street address			
Street 2	J-26,		
Street 3	M.I.D.C,		
Street/House number	GOKUL-SHIRGAON,	<input type="button" value=""/>	
Postal Code/City	123456	KOLHAPUR	
Country	IN	India	Region <input type="button" value="10"/>
Time zone	INDIA		
Transportation zone	0000000001	Region East	

Clicking this icon will display the possible input values for a field

Clicking “More Fields” Icon will show more fields for filling up detailed address, if needed

The Region field is very important for determining the appropriate tax like CST, LST, VAT etc.

As all the required fields are filled up, we can proceed to the *CONTROL TAB* of the *GENERAL DATA* section by clicking the control tab as above.

The *CONTROL TAB* section will be as follows:

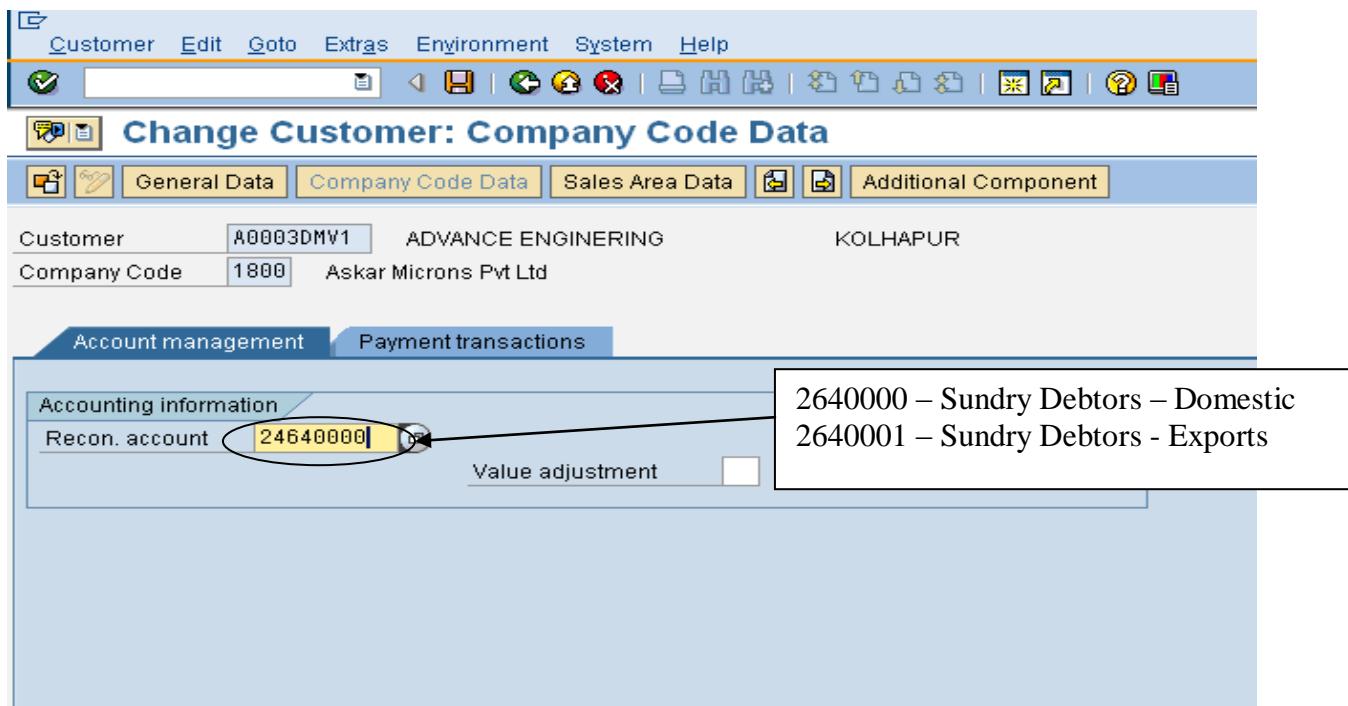
Change Customer: General Data

Customer	A0003DMV1	ADVANCE ENGINEERING	KOLHAPUR															
<input type="button" value="Address"/> <input type="button" value="Control data"/> <input type="button" value="Marketing"/> <input type="button" value="Export data"/> <input type="button" value="Contact persons"/>																		
Account control <table border="1"> <tr> <td>Vendor</td> <td><input type="text"/></td> <td><input type="button" value=""/></td> </tr> <tr> <td>Trading partner</td> <td colspan="2"><input type="text"/></td> </tr> </table>				Vendor	<input type="text"/>	<input type="button" value=""/>	Trading partner	<input type="text"/>										
Vendor	<input type="text"/>	<input type="button" value=""/>																
Trading partner	<input type="text"/>																	
Reference data/area <table border="1"> <tr> <td>Industry</td> <td><input type="text"/></td> </tr> <tr> <td>Transport.zone</td> <td>0000000001 Region East</td> </tr> </table>				Industry	<input type="text"/>	Transport.zone	0000000001 Region East											
Industry	<input type="text"/>																	
Transport.zone	0000000001 Region East																	
Tax information <table border="1"> <tr> <td>Tax Number 2</td> <td><input type="text"/></td> <td><input type="checkbox"/> Natural person</td> </tr> <tr> <td>County code</td> <td><input type="text"/></td> <td><input type="checkbox"/> Sales/pur.tax</td> </tr> <tr> <td>City code</td> <td><input type="text"/></td> <td><input type="checkbox"/> Other...</td> </tr> <tr> <td>VAT reg.no.</td> <td colspan="2">20115660 DTD 08.06.2</td> </tr> <tr> <td>Tax Jur.</td> <td colspan="2"><input type="text"/></td> </tr> </table>				Tax Number 2	<input type="text"/>	<input type="checkbox"/> Natural person	County code	<input type="text"/>	<input type="checkbox"/> Sales/pur.tax	City code	<input type="text"/>	<input type="checkbox"/> Other...	VAT reg.no.	20115660 DTD 08.06.2		Tax Jur.	<input type="text"/>	
Tax Number 2	<input type="text"/>	<input type="checkbox"/> Natural person																
County code	<input type="text"/>	<input type="checkbox"/> Sales/pur.tax																
City code	<input type="text"/>	<input type="checkbox"/> Other...																
VAT reg.no.	20115660 DTD 08.06.2																	
Tax Jur.	<input type="text"/>																	

There is 1 important field to be filled up:

VAT Reg. NO.: In VAT Scenario, this field is very important. If the concerned customer is VAT Registered dealer, then his 11 digit TIN Number is entered here. Based on this, during invoicing VAT Invoice will be generated for the customer. Otherwise Bill Of Sale will be generated.

Now click the **Company Code Data** tab shown by arrow. The Default screen under Company Code Data will be “*Account Management*”.



This Reconciliation account is used for Customer Payment Reconciliation. The following GL accounts are used:

Next click the *Payment Transactions* Tab.

The screenshot shows the SAP Change Customer: Company Code Data interface. At the top, there's a menu bar with options like Customer, Edit, Goto, Extras, Environment, System, and Help. Below the menu is a toolbar with various icons. The main title is "Change Customer: Company Code Data". Underneath, there are tabs for General Data, Company Code Data (which is selected), Sales Area Data, and Additional Component. The Company Code Data tab displays customer information: Customer A00003DMV1, Company Code 1800, and Company Name ADVANCE ENGINEERING Askar Microns Pvt Ltd, located in KOLHAPUR.

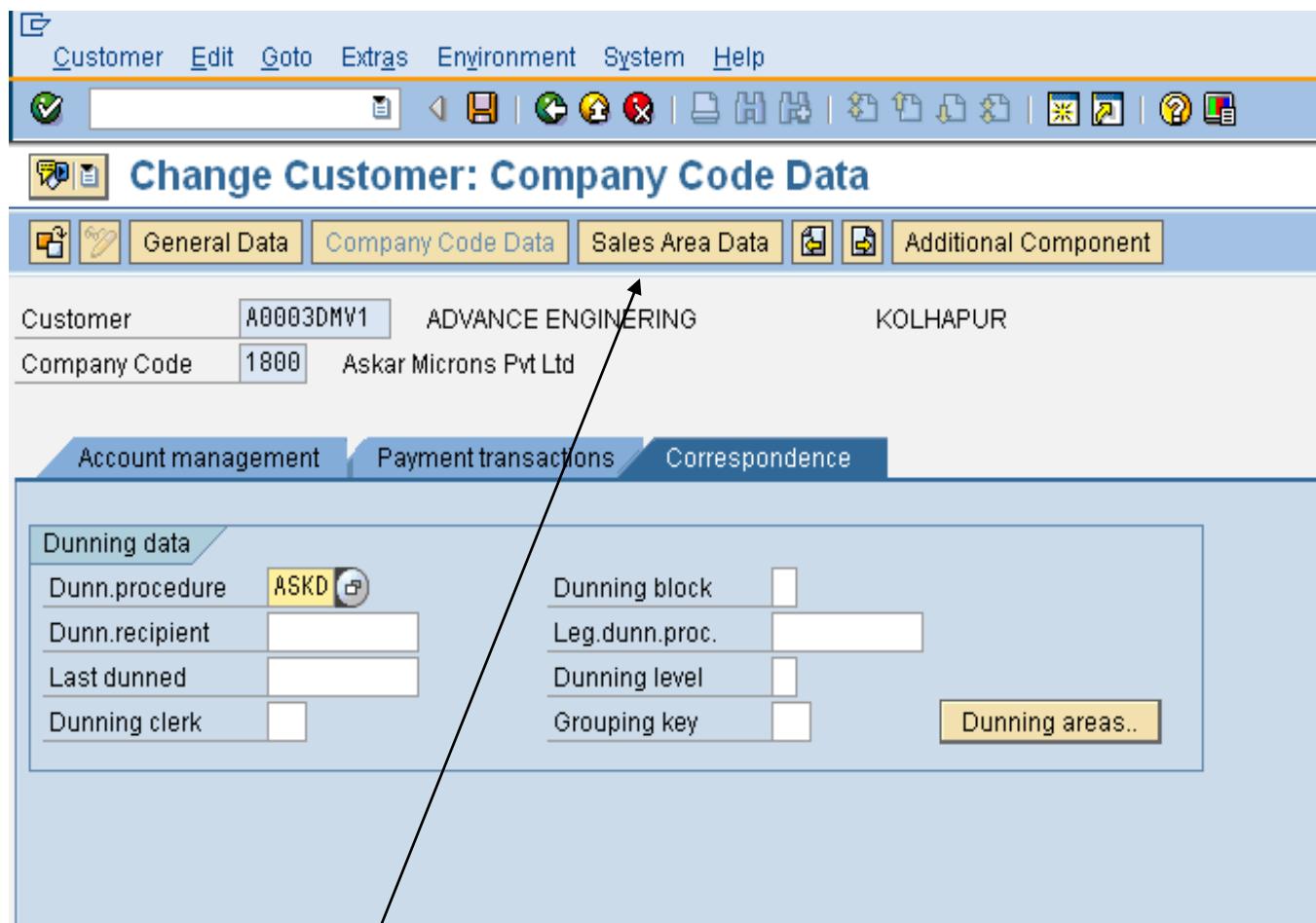
The interface is divided into several sections:

- Payment data**: Contains fields for Terms of payment (0001), Known/neg.leave, and AR pledg. ind.
- Automatic payment transactions**: Contains fields for Payment methods, Grouping key, Pmt meth.supl., and Lockbox. It also includes checkboxes for Single payment and Payment advice by EDI.
- Payment advice notes**: Contains fields for Rsn code conv. and Selection rule.

Suitable payment terms shall be chosen from the drilldown list. This payment terms shall be changed manually in the sales order and the payment due shall be based on the payment terms.

Payment Methods shall be: C – Cheque E – Cash Payment T- Bank Transfer. We can select either one or all the methods.

Now click the “Correspondence” Tab



Enter the Dunning Procedure as above. This dunning procedure will generate the dunning letters for the overdue payments.

Now click the **Sales Area Data** Tab . The default screen will be “Sales”

Customer Edit Goto Extras Environment System Help

Change Customer: Sales Area Data

General Data Company Code Data Sales Area Data Additional Component

Customer	A0003DMV1	ADVANCE ENGINEERING	KOLHAPUR
Sales Org.	1810	AMPL DOMESTIC SALES	
Distr. Channel	10	Direct Sales	
Division	10	Turning Center	

Sales Shipping Billing document Partner functions

Sales order

Sales Office	1810	Order probab. 100 %
Sales Group		AuthorizGroup
ABC class		Item proposal
Currency	INR Indian Rupee	Exch. Rate Type
<input type="checkbox"/> Switch off rounding		PP cust. proc.

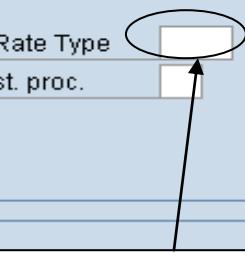
Product attributes

Pricing/Statistics

Price group		Domestic Customer
Cust.pric.proc.	1	INR Currency
Price List	01	ASKAR SIS Group
Cust.stats.grp	1	

Agency business

<input type="checkbox"/> Relevant for agency business	<input type="checkbox"/> Doc. Index Active
---	--

Exchange rate type "M" has to maintain for Export Customer.
 

Sales Order

Sales Office shall be selected from the input help by clicking the drill down button .

All the above fields help us a lot in analyses.

Enter The Currency. Usually it is "INR" for the domestic customer and for the export customer, appropriate Currency shall be maintained like "USD". Further exchange rate type "M" shall also be maintained for the Export Customer.

Pricing

Customer Pricing Procedure plays an important role along with Document Pricing Procedure in arriving at specific pricing procedure. For example Customer pricing Procedure “1” and the Document Pricing Procedure “A” along with sales Area 1810 10 10 will select the AMPL MTO Pricing Procedure.

Customer Statistics Group along with *Material statistics Group* in Material Master will update the information systems for all the Sales transactions. Always fill “1” in this field.

Now Click the **SHIPPING** Tab

The screenshot shows the SAP interface for changing customer data. The title bar says "Change Customer: Sales Area Data". The top menu includes "Customer", "Edit", "Goto", "Extras", "Environment", "System", and "Help". Below the menu is a toolbar with various icons. The main area has tabs for "General Data", "Company Code Data", "Sales Area Data" (which is selected), and "Additional Component". Under "Sales Area Data", there are fields for Customer (A0003DMV1), Sales Org. (1810), Distr. Channel (10), and Division (10). To the right, ADVANCE ENGINEERING is listed under Customer and KOLHAPUR under Sales Org. Below this, a "Shipping" tab is selected, showing shipping conditions (01 standard), a checkbox for "Order combination" (checked), and checkboxes for "Relevant for POD" and "POD timeframe". A "General transportation data" section shows a transportation zone (0000000001) for Region East.

Shipping Conditions along with *Loading Group* in Material Master and Plant shall determine the Shipping Point for Delivery in Logistics Execution.

Now click the **BILLING** Tab

Customer Edit Goto Extras Environment System Help

Change Customer: Sales Area Data

General Data Company Code Data Sales Area Data Additional Component

Customer	A0003DMV1	ADVANCE ENGINEERING	KOLHAPUR
Sales Org.	1810	AMPL DOMESTIC SALES	
Distr. Channel	10	Direct Sales	
Division	10	Turning Center	

Sales Shipping Billing document Partner functions

Delivery and payment terms

Incoterms	ZDD	Door Delivery
Terms of payment	0001	

Accounting

Acct assgmt group	01	Domestic Revenues
-------------------	----	-------------------

Taxes

Country	Name	Tax category	Name	Tax ...	Description
IN	India	UTXJ	Tax Jurisdict.Code	2	Full Excis,3% CST

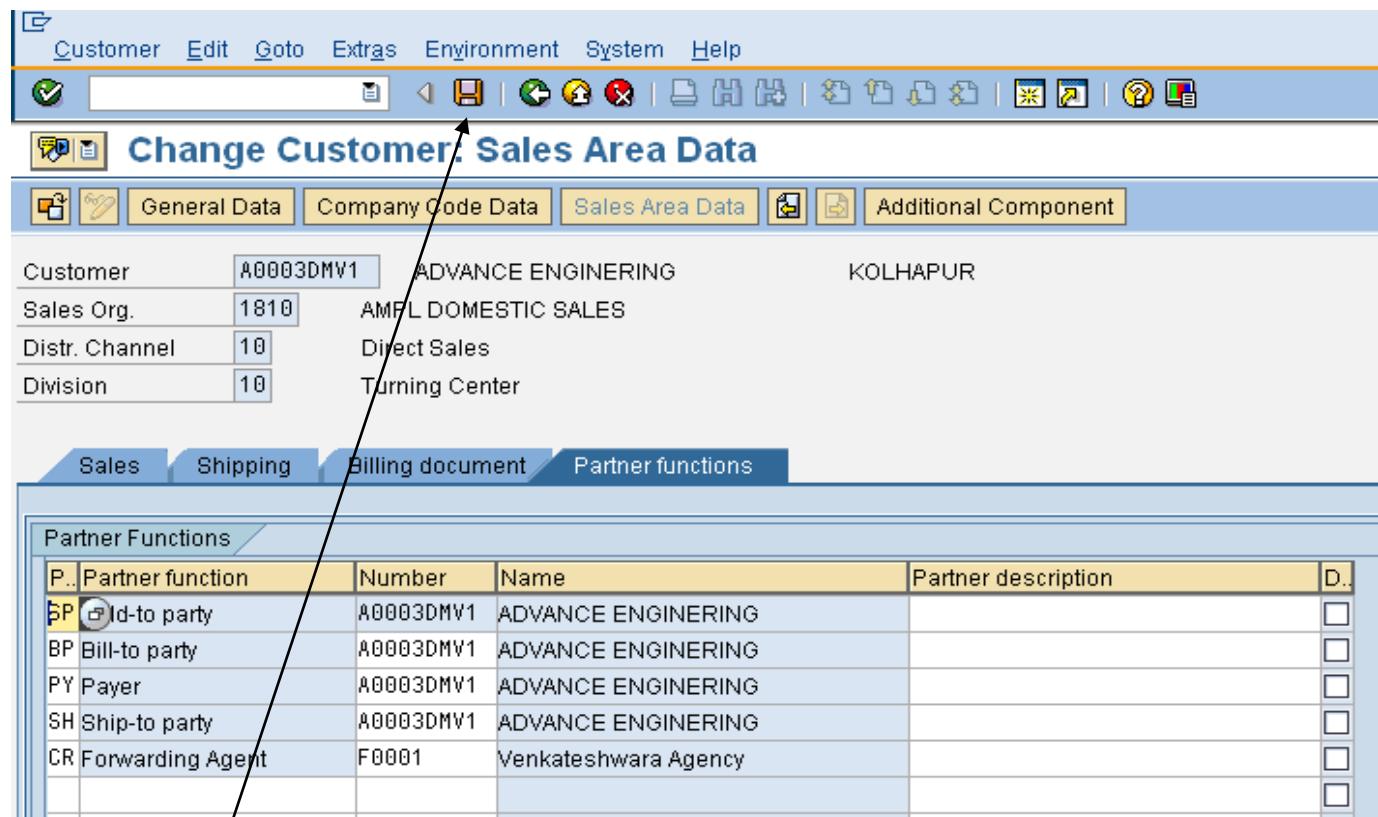
Licenses

The INCOTERMS and the PAYMENT TERMS also to be appropriately picked after drilling down and choosing from the Input Help.

ACCOUNT ASSIGNMENT GROUP in Customer Master along with Account Assignment Group in Material Master along with Sales Organisation/AccountKey/ChartofAccounts helps the system in deciding the correct GL Account.

The Tax classification fields shall be filled with appropriate values from the INPUT Help. For example the customer is in Maharashtra and is buying from Mysore plant where generally CST 3% is applicable on products being sold, then the option “4” under VAT 4% shall be chosen and for all the other tax conditions, option “0” has to be chosen as they are not applicable. When creating sale order/invoicing, the system based on the tax classification details in Customer master and material master and the region of the delivering plant and the region of the customer shall calculate appropriate tax and the tax registers will be updated accordingly.

Now Click the *Partner Functions* Tab



The screenshot shows the SAP Change Customer Sales Area Data interface. At the top, there is a menu bar with options like Customer, Edit, Goto, Extras, Environment, System, and Help. Below the menu is a toolbar with various icons. The main title is "Change Customer: Sales Area Data". Underneath the title, there are tabs for General Data, Company Code Data, Sales Area Data (which is currently selected), and Additional Component. On the left, there are input fields for Customer (A0003DMV1), Sales Org. (1810), Distr. Channel (10), and Division (10). To the right of these fields are their respective descriptions: ADVANCE ENGINEERING, AMPL DOMESTIC SALES, Direct Sales, and Turning Center. At the bottom of the screen, there are four tabs: Sales, Shipping, Billing document, and Partner functions. The Partner functions tab is highlighted with a blue background. Below the tabs is a table titled "Partner Functions". The table has columns for Partner function (P.), Number, Name, Partner description, and a checkbox column (D.). The rows show entries for BP (Bill-to party), PY (Payer), SH (Ship-to party), and CR (Forwarding Agent). The CR row shows a different number (F0001) and name (Venkateshwara Agency) compared to the others.

P..	Partner function	Number	Name	Partner description	D..
BP	Bill-to party	A0003DMV1	ADVANCE ENGINEERING		<input type="checkbox"/>
PY	Payer	A0003DMV1	ADVANCE ENGINEERING		<input type="checkbox"/>
SH	Ship-to party	A0003DMV1	ADVANCE ENGINEERING		<input type="checkbox"/>
CR	Forwarding Agent	F0001	Venkateshwara Agency		<input type="checkbox"/>

The Partner Functions SP, SH, PY and BP will be defaulted. The Partner Function CR - Forwarding Agent shall be manually entered.

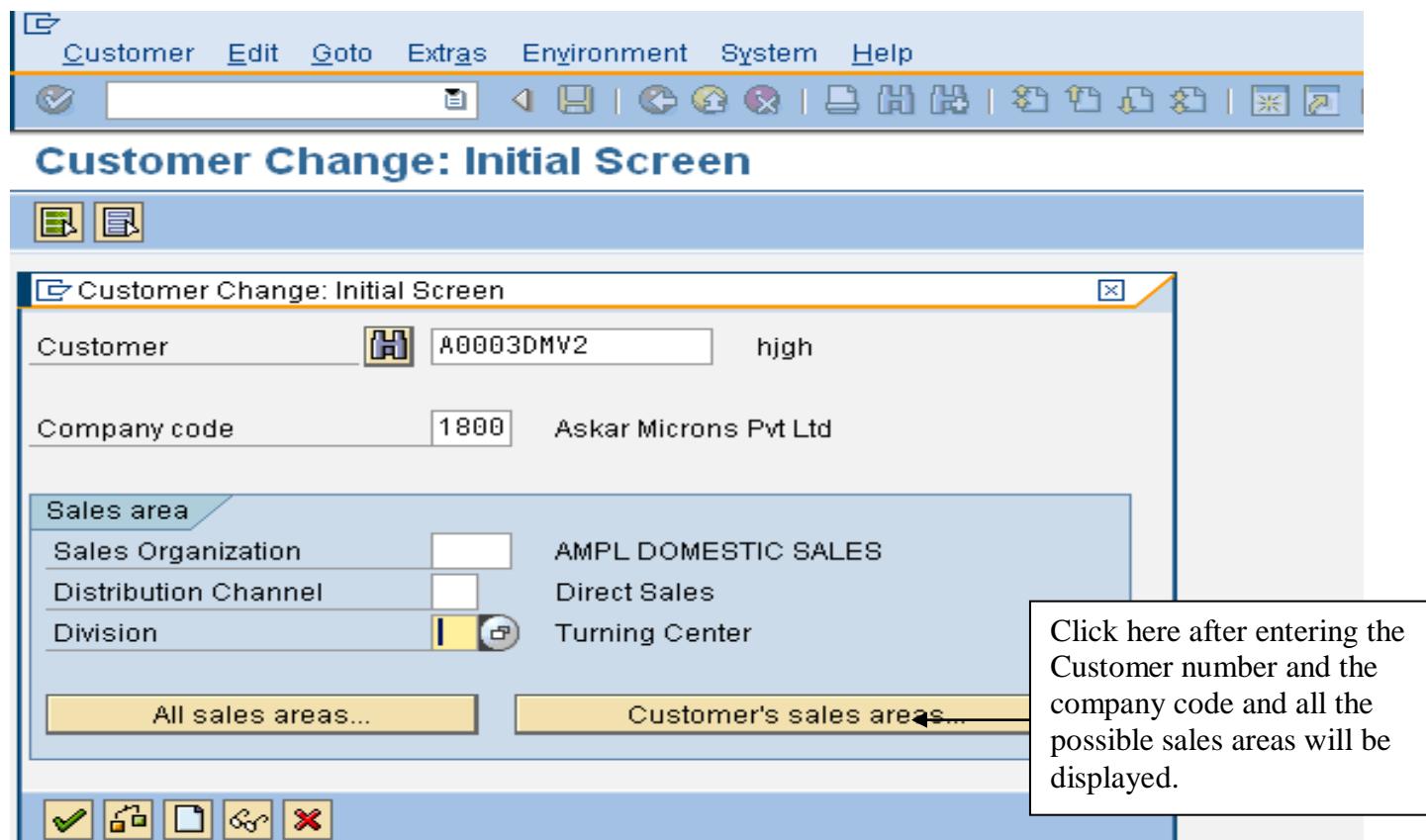
Now save the customer master.

The message as below is displayed.

 Customer A0003DMV2 has been created for company code 1800 sales area 1810 10 10

b) Changing the Customer Master

Note: The Customer thus created, can be modified further using Transaction code: XD02. Example: The Customer's Door No. is to be modified and the Customer Tax Classification has to be modified in *Billing View of Sales Area data*. This can be executed in change mode. The Customer Change Screen is as follows (self explanatory):



The screenshot shows the SAP Customer Change: Initial Screen (XD02). The top menu bar includes Customer, Edit, Goto, Extras, Environment, System, and Help. Below the menu is a toolbar with various icons. The main title is "Customer Change: Initial Screen". On the left, there are two icons: a magnifying glass and a document. The central part of the screen displays customer information: Customer number A0003DMV2, Company code 1800 (Askar Microns Pvt Ltd), and Sales area details. Under Sales area, the Sales Organization is AMPL DOMESTIC SALES, Distribution Channel is Direct Sales, and Division is Turning Center. At the bottom, there are buttons for Save, Cancel, and Exit.

Sales area

Sales Organization	AMPL DOMESTIC SALES
Distribution Channel	Direct Sales
Division	Turning Center

All sales areas... Customer's sales areas...

Click here after entering the Customer number and the company code and all the possible sales areas will be displayed.

The screenshot shows the SAP Customer Change: Initial Screen. The top menu bar includes Customer, Edit, Goto, Extras, Environment, System, and Help. Below the menu is a toolbar with various icons. The main title is "Customer Change: Initial Screen". A sub-header "Customer Change: Initial Screen" is displayed above the form area. The form contains the following fields:

Customer	<input type="text" value="A0003DMV2"/>	<input checked="" type="checkbox"/> high
Company code	<input type="text" value="1800"/>	Askar Microns Pvt Ltd
Sales area		
Sales Organization	<input type="text" value="1810"/>	AMPL DOMESTIC SALES
Distribution Channel	<input type="text" value="10"/>	Direct Sales
Division	<input type="text" value="10"/>	Turning Center
<input type="button" value="All sales areas..."/>		<input type="button" value="Customer's sales areas..."/>
<input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		

Click the button above. Enter the Door No. and Select the button and then the “Billing Documents” Tab. Modify the Tax Classification from “0”(Nil Excise, Nil Tax) to “2”(Full Excis,3% CST) as the case may be.

Customer Edit Goto Extras Environment System Help

Change Customer: General Data

General Data Company Code Data Sales Area Data Additional Component

Customer A0003DMV1 ADVANCE ENGINEERING KOLHAPUR

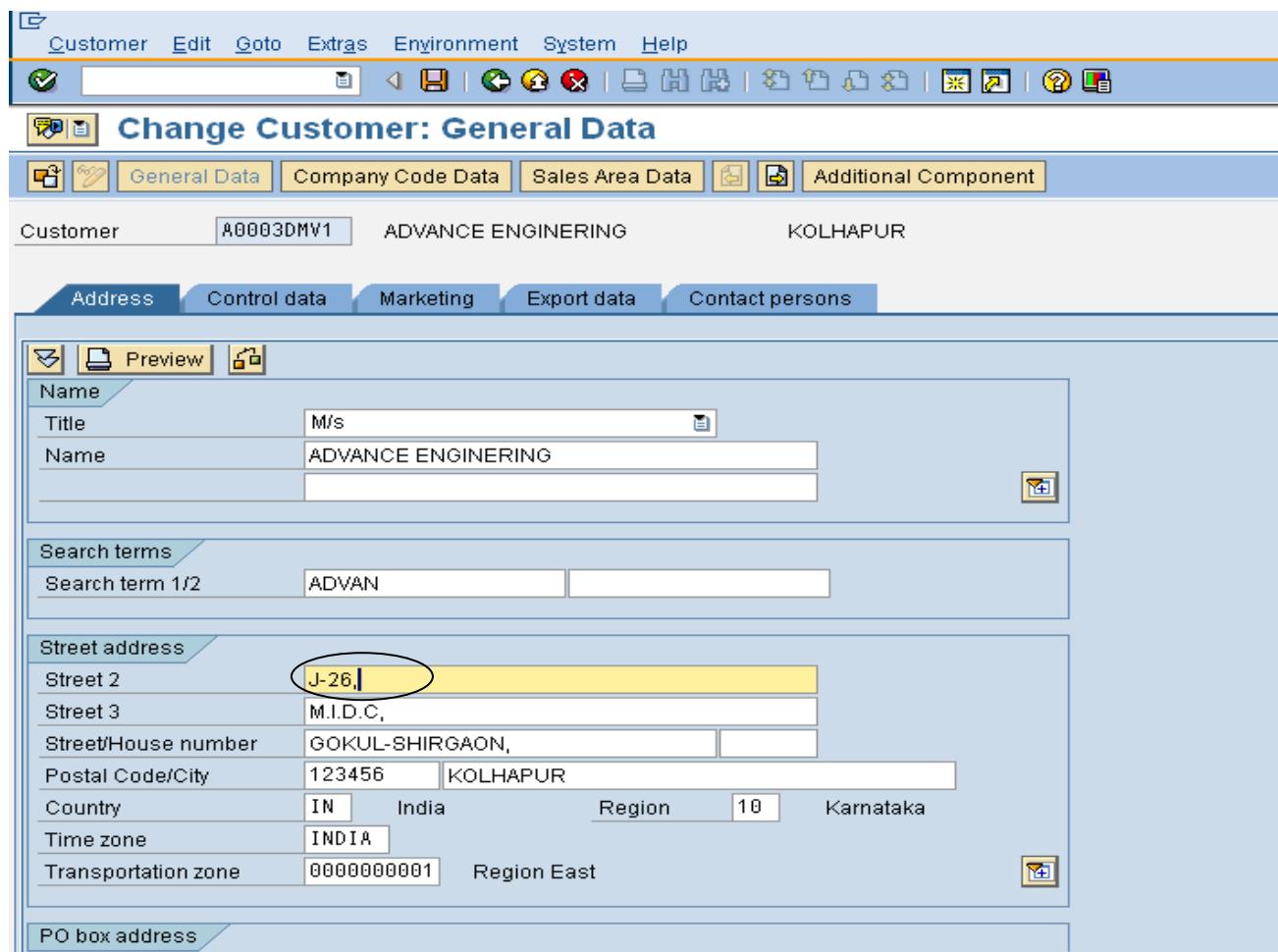
Address Control data Marketing Export data Contact persons

Name
Title M/s
Name ADVANCE ENGINEERING

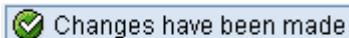
Search terms
Search term 1/2 ADVAN

Street address
Street 2 J-26
Street 3 M.I.D.C.
Street/House number GOKUL-SHIRGAON,
Postal Code/City 123456 KOLHAPUR
Country IN India Region 10 Karnataka
Time zone INDIA
Transportation zone 0000000001 Region East

PO box address



Then click the - save icon to save the changes made. The message will be as follows:

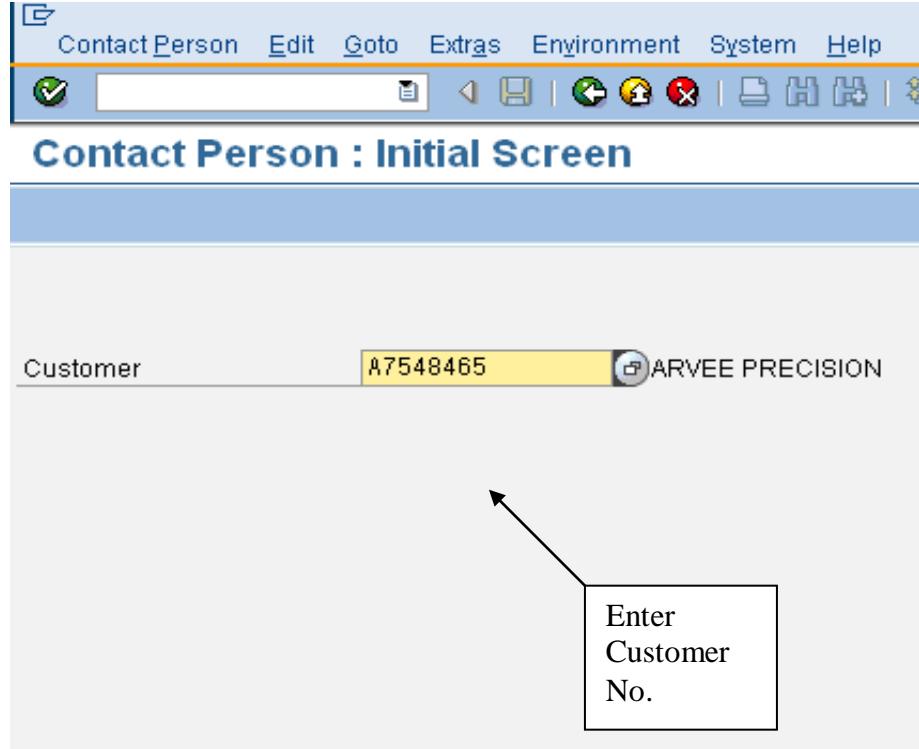


For mere display of details transaction Code “XD03” can be used.

c) Create Contact Person

The Customer has to be created in the System

SAP R/3 menu	<i>Logistics → Sales and Distribution → Master Data→ Business Partners → Contact Person → Create</i>
Transaction code	VAP1



Continue to press Enter, you will get new screen as bellow:

Contact Person Create

Customer A7548465 ARVEE PRECISION 4TH STAGE , INDUSTRI

Contact person NEW 001

VIP	<input type="checkbox"/>
Department	<input type="checkbox"/>
Function	<input type="checkbox"/>
Power of att.	<input type="checkbox"/>
Higher partner	<input type="checkbox"/>
Rep. number	<input type="checkbox"/>
Call frequency	<input type="checkbox"/>
Buying habits	<input type="checkbox"/>
Remarks	<input type="checkbox"/>

Gender unknown
Date of birth
Marital status

Advertising mat

Preview

Person

Title	<input type="text"/>
Last name	<input checked="" type="checkbox"/>
First name	<input type="text"/>
Academic Title	<input type="text"/>
Format	<input type="text"/>
Function	<input type="text"/>
Department	<input type="text"/>
Room Number	<input type="text"/>
Floor	<input type="text"/>
Building	<input type="text"/>

Communication

Language	EN English
Other communication...	

Title and Last name is mandatory in this screen balance available data you can fill.

Press save icon, you will get bellow message:

Contact Person Create

Contact person	NEW 001	Gender	unknown
VIP		Date of birth	
Department		Marital status	
Function			
Power of att.			
Higher partner			
Rep. number			
Call frequency		Advertising mat	
Buying habits			
Remarks			

Person

Title	Mr		
Last name	Ramesh		
First name			
Academic Title			
Format			
Function			
Department			
Room Number	Floor	Building	<input type="button" value=""/>

Communication

Language	EN English
Telephone	9580-23301123
Mobile Phone	
<input checked="" type="checkbox"/> No extension entered	

Press Enter you will get billow message:

 Contact person 0000000249 created for customer A7548465

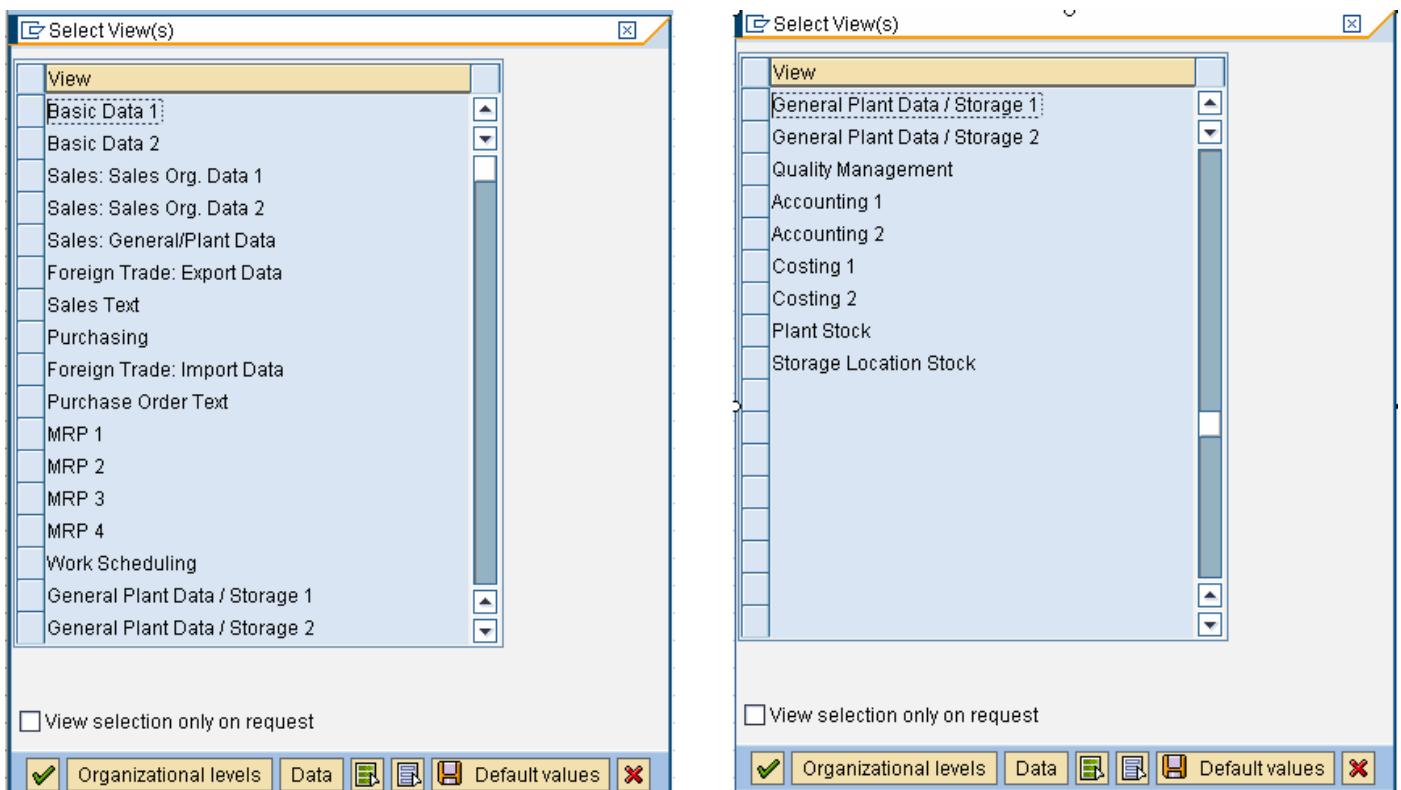
2 Material Master

For any sales transactions, Material code is important apart from Customer code. The Material is created in the system by the Materials Department. The Person responsible for Sales related Materials has to extend the sales views only after the relevant materials are created in the system.

a) Extending Sales View

SAP R/3 menu	<i>Logistics → Sales and Distribution → Master Data → Products → Material → Other Material → Create</i>
Transaction code	MM01

Material Master has many views being maintained by different functions.



Sales & Distribution Module will be concerned with maintaining the Sales Views. Material code with Basic data will be created with other relevant views by Materials Department. Now the person responsible for maintaining the Sales Views has to extend the sales views as illustrated in the following steps:

Material Edit Goto Defaults System Help

Create Material (Initial Screen)

Select view(s) Organizational levels Data

Material Industry sector Material Type

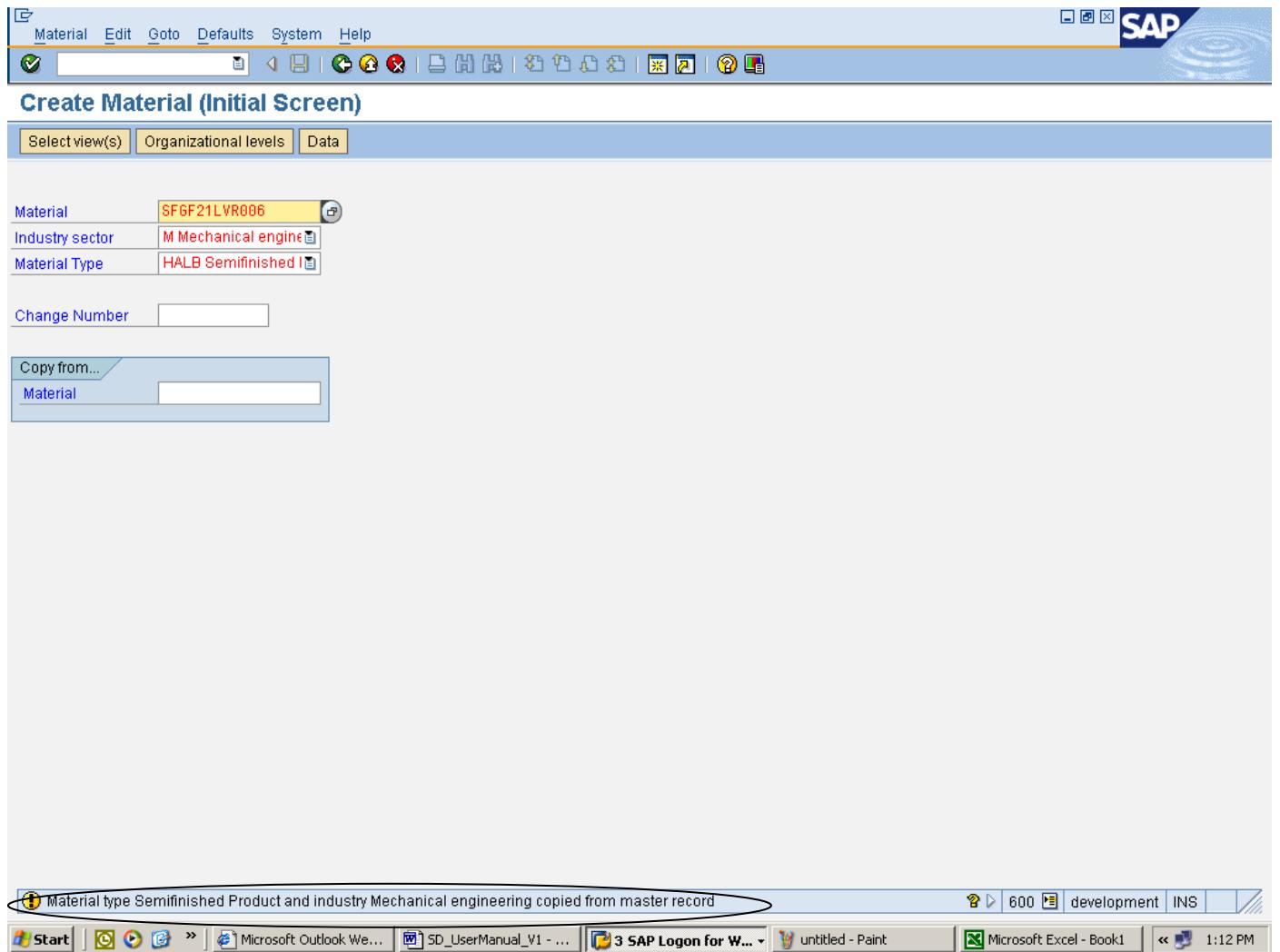
Change Number

Copy from... Material

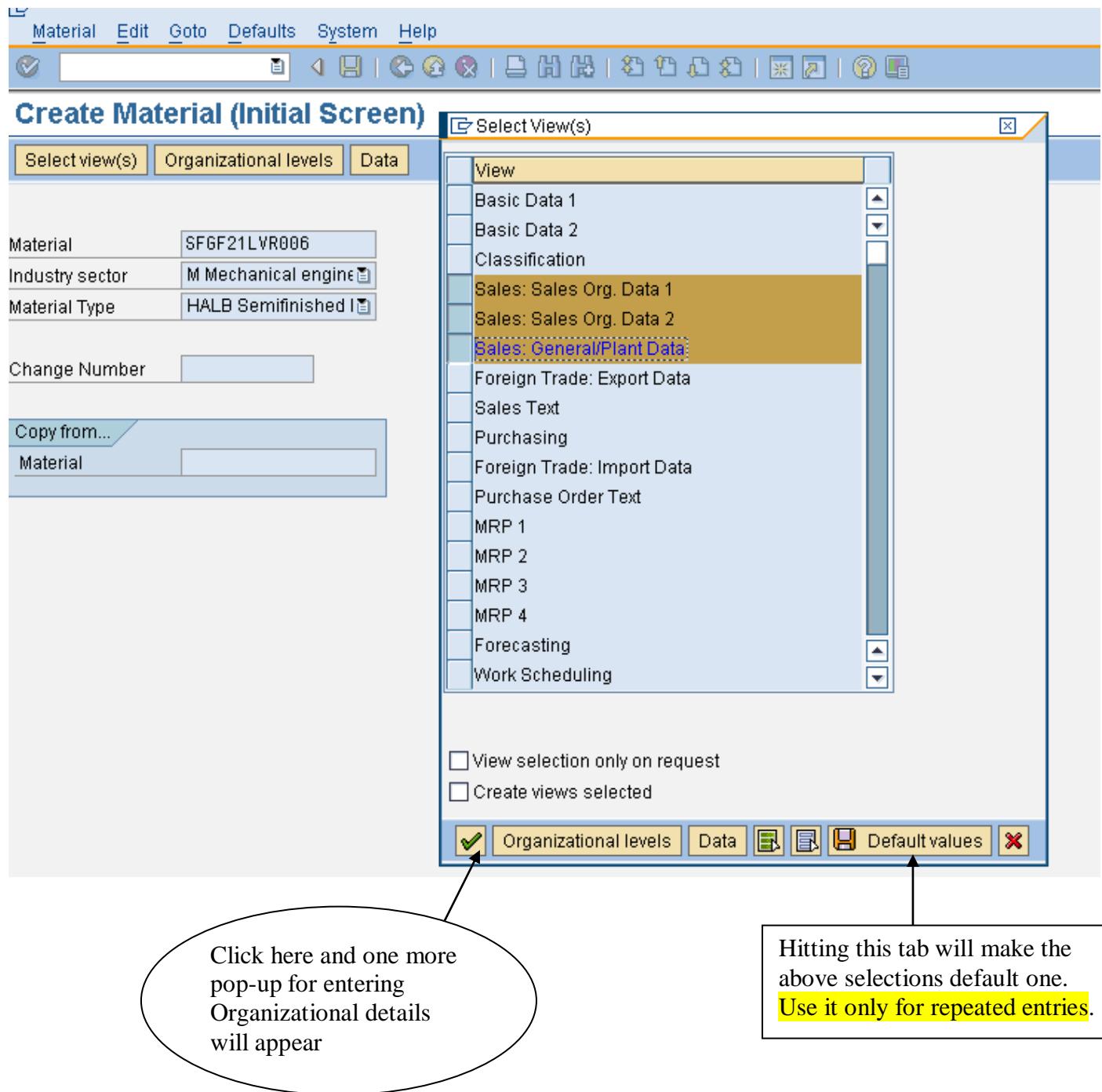
Enter the material code already created and press "ENTER". Industry Sector and Material Type will be defaulted and the Select view screen will Pop-Up

If the material to be extended from one sale area to other sale area, the material code can be entered here also

26



Continue to Press “Enter” and then Selection view will pop-up as below, where you have to select views related to SD:



Create Material (Initial Screen)

Material A0902-022-0000-02S
Industry sector M Mechanical engi...
Material type HALB Semifinishe...
Change Number
Copy from...
Material

Organizational Levels

Plant	1800	ASKAR MICRONS PVT LTD
Stor. location	<input type="text"/>	
Sales Org.	1810	AMPL DOMESTIC SALES
Distr. Channel	10	Direct Sales

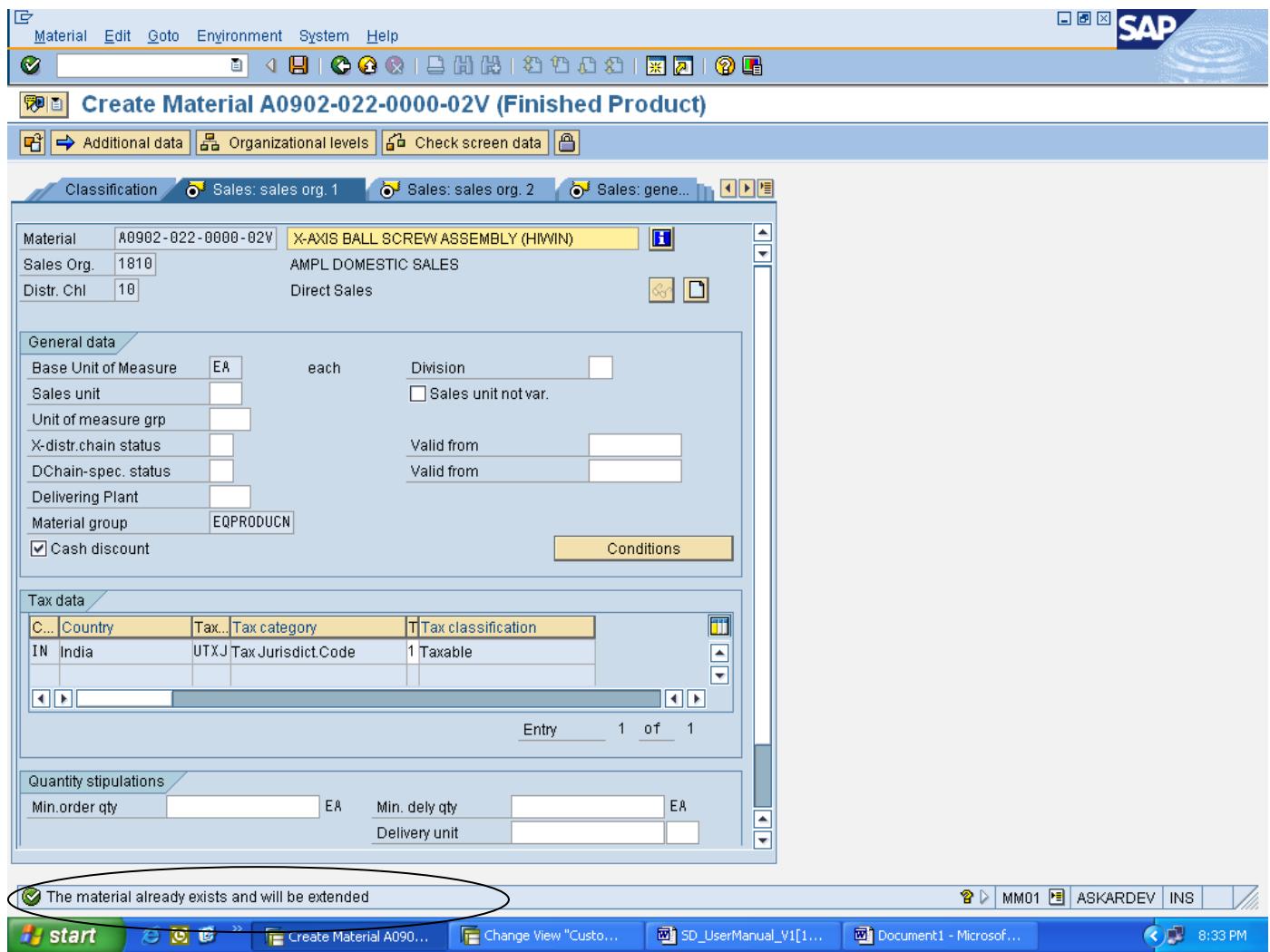
Profiles

MRP profile	<input type="text"/>
-------------	----------------------

Org. levels/profiles only on request

Select view(s)

Enter the Plant, Sales Organization and Distribution Channel for which the material to be created(extended). Repeated entries has to be made for various materials with the above selections, then the above selection can be made default values by hitting button. Now press to proceed.



Just observe the message which says the material has been already created and being extended only.

Note: There are many fields, all of which need not be entered. Only those fields which are essential from operational/statistical aspects are instructed to be entered here.

Create Material A0902-022-0000-02V (Finished Product)

Classification Sales: sales org. 1 Sales: sales org. 2 Sales: gene...

Material A0902-022-0000-02V X-AXIS BALL SCREW ASSEMBLY (HIWIN)
 Sales Org. 1810 AMPL DOMESTIC SALES
 Distr. Chl 10 Direct Sales

General data

Base Unit of Measure	EA	each	Division	<input type="checkbox"/> Sales unit not var.
Sales unit			Valid from	
Unit of measure grp			Valid from	
X-distr.chain status				
DChain-spec. status				
Delivering Plant				
Material group	EQPRODUCN			
<input checked="" type="checkbox"/> Cash discount				

Tax data

C...	Country	Tax...	Tax category	Tax classification
IN	India	UTXJ	Tax Jurisdct.Code	1 Taxable

Quantity stipulations

Min.order qty	EA	Min. delay qty	EA
		Delivery unit	

The material already exists and will be extended

Enter appropriate division

Enter Tax Classification and press ENTER (Main Screen for Tax maintenance will pop up)

This value is defaulted from the previous views maintained by the materials Department. This material group is concerned with Material grouping from MM point of view

Note: As already mentioned for customer tax classification, the entry in Tax Classification against each condition types plays a vital part in correct tax determination during sale order creation and invoicing.

Create Material SFGF21LVR006 (Semifinished Product)

Additional data **Organizational levels** **Check screen data** **Lock**

Sales: sales org. 1 Sales: sales org. 2 Sales: General/Plant Foreign

Material	SFGF21LVR006	2 in 1 Lever - L.Blue	
Sales Org.	1100	DOMESTIC SALES ORG	
Distr. Chl	10	FACTORY SALES	

Grouping terms

Matl statistics grp		Material pricing grp	<input type="checkbox"/>
Volume rebate group	<input type="checkbox"/>	Acct assignment grp	<input type="checkbox"/>
Gen. item cat. grp	<input type="checkbox"/>	Item category group	<input checked="" type="checkbox"/>
Pricing Ref. Matl			
Product hierarchy			
Commission group	<input type="checkbox"/>		

Material groups

Material group 1	<input type="checkbox"/>	Material group 2	<input type="checkbox"/>	Material group 3	<input type="checkbox"/>
Material group 4	<input type="checkbox"/>	Material group 5	<input type="checkbox"/>		

Product attributes

<input type="checkbox"/> Product attribute 1	<input type="checkbox"/> Product attribute 2	<input type="checkbox"/> Product attribute 3	
<input type="checkbox"/> Product attribute 4	<input type="checkbox"/> Product attribute 5	<input type="checkbox"/> Product attribute 6	
<input type="checkbox"/> Product attribute 7	<input type="checkbox"/> Product attribute 8	<input type="checkbox"/> Product attribute 9	
<input type="checkbox"/> Product attribute 10			

The data maintained in this view are vital for analysis. Each will be explained briefly.

Material Statistics Group: Enter “1” always. This field has to be entered without fail. The value in this field along with Customer Statistical Group maintained in customer master will update the information system.

Gen Item Category Group and Item Category Group: Generally for Finished Products(Material Type: FERT) “NORM” will default in both the fields. Here in this example for Semifinished Products(Material Type: HALB) vale “NORM” however can be filled. In sales order processing, based on the sales Document Type, the system determines the Item category of the material entered based on the Item Category Group found here. (Pricing, Billing Relevance etc. are controlled by the item category)

The Sales:

Salesorg. 2 view after filling up the details are as follows:

Change Material 902MA0008 (Raw materials)

Sales: sales org. 1 **Sales: sales org. 2** **Sales: general/plant** **Forei...**

Material 902MA0008 BORING BAR SLEEVE - MT1
Sales Org. 1810 AMPL DOMESTIC SALES
Distr. Chl 10 Direct Sales

Grouping terms

Matl statistics grp	1	ASKAR SIS Gr...	Material pricing grp
Volume rebate group			Acct assignment grp
Gen. item cat. grp	NORM	Standard item	Item category group
Pricing ref.material			NORM Standard item
Product hierarchy			
Commission group			

Material groups

Material group 1		Material group 2		Material group 3	
Material group 4		Material group 5			

Product attributes

<input type="checkbox"/> Product attribute 1	<input type="checkbox"/> Product attribute 2	<input type="checkbox"/> Product attribute 3
<input type="checkbox"/> Product attribute 4	<input type="checkbox"/> Product attribute 5	<input type="checkbox"/> Product attribute 6
<input type="checkbox"/> Product attribute 7	<input type="checkbox"/> Product attribute 8	<input type="checkbox"/> Product attribute 9
<input type="checkbox"/> Product attribute 10		

Now click on the Sales:General/Plant View

Change Material 902MA0008 (Raw materials)

Sales: sales org. 2 Sales: general/plant Foreign trade export Sale...

Material	902MA0008	BORING BAR SLEEVE - MT1	<input type="button" value="i"/>																									
Plant	1800	ASKAR MICRONS PVT LTD	<input type="button" value=""/>																									
<input type="button" value=""/> <input type="button" value=""/>																												
General data <table border="1"> <tr> <td>Base Unit of Measure</td> <td>EA</td> <td>each</td> <td>Replacement part</td> <td><input type="checkbox"/></td> </tr> <tr> <td>Gross weight</td> <td colspan="2"></td> <td>Qual.f.FreeGoodsDis.</td> <td><input type="checkbox"/></td> </tr> <tr> <td>Net weight</td> <td colspan="2"></td> <td>Material freight grp</td> <td><input type="checkbox"/></td> </tr> <tr> <td>Availability check</td> <td>02</td> <td>Individ.requirements</td> <td colspan="2"><input type="checkbox"/> Appr.batch rec. req.</td> </tr> <tr> <td colspan="5"><input type="checkbox"/> Batch management</td> </tr> </table>				Base Unit of Measure	EA	each	Replacement part	<input type="checkbox"/>	Gross weight			Qual.f.FreeGoodsDis.	<input type="checkbox"/>	Net weight			Material freight grp	<input type="checkbox"/>	Availability check	02	Individ.requirements	<input type="checkbox"/> Appr.batch rec. req.		<input type="checkbox"/> Batch management				
Base Unit of Measure	EA	each	Replacement part	<input type="checkbox"/>																								
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Net weight			Material freight grp	<input type="checkbox"/>																								
Availability check	02	Individ.requirements	<input type="checkbox"/> Appr.batch rec. req.																									
<input type="checkbox"/> Batch management																												
Shipping data (times in days) <table border="1"> <tr> <td>Trans. grp</td> <td>0001</td> <td>On pallets</td> <td>LoadingGrp</td> <td>0001</td> <td>Crane</td> </tr> <tr> <td>Setup time</td> <td></td> <td>Proc. time</td> <td>Base qty</td> <td colspan="2">EA</td> </tr> </table>				Trans. grp	0001	On pallets	LoadingGrp	0001	Crane	Setup time		Proc. time	Base qty	EA														
Trans. grp	0001	On pallets	LoadingGrp	0001	Crane																							
Setup time		Proc. time	Base qty	EA																								
Packaging material data <table border="1"> <tr> <td>Matl Grp Pack.Matls</td> <td><input type="checkbox"/></td> <td>Maximum level</td> <td><input type="checkbox"/></td> </tr> <tr> <td>Packaging mat. type</td> <td><input type="checkbox"/></td> <td>Stackability factor</td> <td><input type="checkbox"/></td> </tr> <tr> <td>Allowed pkg weight</td> <td><input type="checkbox"/></td> <td>Excess wt tolerance</td> <td><input type="checkbox"/></td> </tr> <tr> <td>Allowed pkg volume</td> <td><input type="checkbox"/></td> <td>Excess volume tol.</td> <td><input type="checkbox"/></td> </tr> <tr> <td colspan="4"><input type="checkbox"/> Closed</td> </tr> </table>				Matl Grp Pack.Matls	<input type="checkbox"/>	Maximum level	<input type="checkbox"/>	Packaging mat. type	<input type="checkbox"/>	Stackability factor	<input type="checkbox"/>	Allowed pkg weight	<input type="checkbox"/>	Excess wt tolerance	<input type="checkbox"/>	Allowed pkg volume	<input type="checkbox"/>	Excess volume tol.	<input type="checkbox"/>	<input type="checkbox"/> Closed								
Matl Grp Pack.Matls	<input type="checkbox"/>	Maximum level	<input type="checkbox"/>																									
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Allowed pkg volume	<input type="checkbox"/>	Excess volume tol.	<input type="checkbox"/>																									
<input type="checkbox"/> Closed																												
General plant parameters <table border="1"> <tr> <td><input type="checkbox"/> Neg.stocks</td> <td>Profit Center</td> <td><input type="checkbox"/> SerialNoProfile</td> <td><input type="checkbox"/></td> </tr> </table>				<input type="checkbox"/> Neg.stocks	Profit Center	<input type="checkbox"/> SerialNoProfile	<input type="checkbox"/>																					
<input type="checkbox"/> Neg.stocks	Profit Center	<input type="checkbox"/> SerialNoProfile	<input type="checkbox"/>																									

Always enter ZSER if
Material is FG, like
Spinner 15, Spinner dot
com. and Spinner 22

Transportation Group: 0001 grouping of materials that share the same route and transportation requirements. Always maintain 0001.

Loading Group: This loading Group along with Shipping Condition value from shipping tab of customer master and the plant code will help the system in determining the shipping point. Always maintain 0001.

Press ENTER and pop up will prompt for saving the record and press ENTER again and the message will be displayed

 Material SFGF21LVR006 created

b) Extending the Sales Area from existing Sales Area

Example: Material to be extended from sale area 1810 10 to 1820 10.

Enter the material code as shown below:

Create Material (Initial Screen)

Select view(s) Organizational levels Data

Material	SFGF21LVR006
Industry sector	<input type="button" value="…"/>
Material Type	<input type="button" value="…"/>
Change Number	<input type="text"/>

Copy from...
Material SFGF21LVR006

press ENTER. Observe the screen for messages.

Create Material (Initial Screen)

Select view(s) Organizational levels Data

Material	SFGF21LVR006 <input type="button" value="…"/>
Industry sector	M Mechanical engine <input type="button" value="…"/>
Material Type	HALB Semifinished <input type="button" value="…"/>
Change Number	<input type="text"/>

Copy from...
Material SFGF21LVR006

!! Material type Semifinished Product and industry Mechanical engineering copied from master record

Press ENTER again and the selection view pop-up will come. Select the sales views as shown below:

Material	SFGF21LVR006
Industry sector	M Mechanical engine
Material Type	HALB Semifinished I
Change Number	
Copy from...	
Material	SFGF21LVR006

Select View(s)

View
Basic Data 1
Basic Data 2
Classification
Sales: Sales Org. Data 1
Sales: Sales Org. Data 2
Sales: General/Plant Data
Foreign Trade: Export Data
Sales Text
Purchasing
Foreign Trade: Import Data
Purchase Order Text
MRP 1
MRP 2
MRP 3
MRP 4
Forecasting
Work Scheduling

View selection only on request
 Create views selected

Organizational levels

press the  button and again a pop-up will come.

Organizational Levels

Organizational levels	
Plant	ASKAR MICRONS PVT LTD
Valuation type	
Sales Org.	AMPL DOMESTIC SALES
Distr. Channel	Direct Sales

Org. levels/profiles only on request

Select view(s)

In the copy from portion, enter the existing organizational details ie., Plant – 1800, Sales Org – 1810, Distribution Channel – 10. Under Organizational levels enter the plant and sales org and distribution channel for which the material being extended.



Press button.

Create Material 902MA0008 (Raw materials)

Material	902MA0008	BORING BAR SLEEVE - MT1	<input type="button" value="I"/>
Sales Org.	1820	AMPL EXPORT SALES	<input type="button" value="S"/> <input type="button" value="D"/>
Distr. Chl	10	Direct Sales	<input type="button" value="C"/> <input type="button" value="O"/>

General data

Base Unit of Measure	EA	each	Division	<input type="button" value="I"/>
Sales unit	<input type="button" value="I"/>		<input type="checkbox"/> Sales unit not var.	
Unit of measure grp	<input type="button" value="I"/>		Valid from	<input type="button" value="I"/>
X-distr.chain status	<input type="button" value="I"/>		Valid from	<input type="button" value="I"/>
DChain-spec. status	<input type="button" value="I"/>			
Delivering Plant	<input type="button" value="I"/>			
Material group	MFG - PRT - H	Mfr Parts - H	<input type="button" value="Conditions"/>	
<input checked="" type="checkbox"/> Cash discount				

Tax data

C...	Country	Tax...	Tax category	Tax classification	<input type="button" value="I"/>
IN	India	UTXJ	Tax Jurisdict.Code	1 Taxable	<input type="button" value="I"/>

Entry 1 of 1

Quantity stipulations

Min.order qty	<input type="button" value="I"/> EA	Min. dely qty	<input type="button" value="I"/> EA
		Delivery unit	<input type="button" value="I"/>

The material already exists and will be extended

Since almost all the details are same go on press “ENTER” till the system prompts for saving (if any field to be modified, it can be suitably done).

Create Material 902MA0008 (Raw materials)

Additional data Organizational levels Check screen data

Sales: sales org. 1 Sales: sales org. 2 Sales: general/plant Forei...

Material	902MA0008	BORING BAR SLEEVE - MT1	
Sales Org.	1820	AMPL EXPORT SALES	
Distr. Chl	10	Direct Sales	

Grouping terms

Matl statistics grp	1	ASKAR SIS Gr...	Material pricing grp	
Volume rebate group			Acct assignment grp	
Gen. item cat. grp			Item category group	NORM Standard item
Pricing ref.material				
Product hierarchy				
Commission group				

Material groups

Material group 1		Material group 2		Material group 3	
Material group 4		Material group 5			

Product attributes

<input type="checkbox"/> Product attribute 1	<input type="checkbox"/> Product attribute 2	<input type="checkbox"/> Product attribute 3
<input type="checkbox"/> Product attribute 4	<input type="checkbox"/> Product attribute 5	<input type="checkbox"/> Product attribute 6
<input type="checkbox"/> Product attribute 7	<input type="checkbox"/> Product attribute 8	<input type="checkbox"/> Product attribute 9
<input type="checkbox"/> Product attribute 10		

Press "ENTER" to continue.

Create Material SFGF21LVR006 (Semifinished Product)

Additional data Organizational levels Check screen data Lock

Sales: sales org. 2 Sales: General/Plant Foreign trade export Sales text

Material: SFGF21LVR006 Description: 2 in 1 Lever - L.Blue Info

Plant: 1800 Location: Madurai Depot

General data

Last data screen reached

You are about to exit.

Do you want to save your data for this material first?

Yes No Cancel

Shipping data (times in days)

Trans. Grp: 2001 MANUAL LoadingGrp: 2001 MANUAL

Setup time: Proc. time: Base qty: NOS

Packaging material data

Matl Grp Pack.Matls:

General plant parameters

Neg.stocks: Profit Center: 1800 SerialNoProfile: DistProf: Serializl.evel:

Press ENTER. A Pop – Up will prompt you to save.

Press ENTER to save the Material Master. Material Master saved with the below message.

Material SFGF21LVR006 created

To Change the material use the Transaction Code MM02 and for Display use the Transaction code MM03.

3 Pricing Condition records

Pricing in SD is either automatic or manual. If the pricing is to be automatic, then the condition records to be maintained in the system for suitable combinations so that system will pickup the price based on the combination and the selection will be made based on the access sequence.

The following are the various condition types with suitable combinations being used:

Table 1

Condition Type	Description	Available Combination	Pricing Combination generally chosen	Remarks
ZBP1	PRICE STD	a) Customer / Material with release status b) Price list Category / currency / Material with release status c) Material with release status	b) Price list Category / currency / Material with release status c) Material with release status	For Domestic sales pricing combination (C) is chosen. For Export sales pricing (B) combination is chosen
ZDIS	Material Discount	a) Material with release status b) Customer with release status	a) Material with release status	
ZPNF	packing n forwarding	Header condition no combination		Select manually whenever required in order
Condition Type	Description	Available Combination	Pricing Combination generally chosen	Remarks
UTXJ	Tax Jurisdiction Code	a) Country / Plant / Region / Tax cl. 1 Cust / Tax Cl. Material. b) Country / region / Plant region c) Export taxes d) Country / State / Customer Classifi.1 / Material Classif. 1	d) Country / State / Customer Classifi.1 / Material Classif. 1	For Domestic Sales chose (d). For Export sales chosen (C).

JMOD	IN:A/R BED	Tax Classification	Tax Classification	
JCES	IN: A/R Cess	Tax Classification	Tax Classification	
JECS	IN: A/R Ed. Cess	Tax Classification	Tax Classification	
JEX2	Excise Duty @ 16%	a) Sales Organization / Destination Country. b) Sales Organization	b) Sales Organization	
ZECS	Edu. Cess @ 2%	a) Sales Organization / Destination Country. b) Sales Organization	b) Sales Organization	
JHEC	S&H Edu.Cess @ 1%	a) Sales Organization / Destination Country. b) Sales Organization	b) Sales Organization	
JIN1	IN A/R CST	a) Departure Country / Destination Country. b) Domestic Tax c) Export Tax d) Country / Plant / Region	b) Domestic Tax	
JIN6	IN A/R VAT	a) Sales Organization / Destination Country. b) Sales Organization	b) Sales Organization	
Condition Type	Description	Available Combination	Pricing Combination generally chosen	Remarks
ZLCR	Service Charges	a) Customer / Material with release status b) Price list Category / currency / Material with release status c) Material with release status	N / A	Manual condition type not required any of these combination.
ZSVP	Service Discount %	a) Customer / Material with release status b) Vendor c) Sales Org. / Distr. Chl / Division / Customer / Vendor	N / A	Manual condition type not required any of these combination
ZSVD	Service Discount	a) Customer / Material with release status b) Vendor c) Sales Org. / Distr. Chl / Division / Customer / Vendor	N / A	Manual condition type not required any of these combination

ZSTX	IN A/R SERVICE TAX%	a) Departure Country / Destination Country. b) Domestic Tax c) Export Tax d) Country / Plant / Region	d) Country / Plant / Region	
JSEC	IN A/R Service Ed. Cess 2%	a) Departure Country / Destination Country. b) Domestic Tax c) Export Tax d) Country / Plant / Region	d) Country / Plant / Region	
JSHE	Service SHE-Cess 1%	a) Departure Country / Destination Country. b) Domestic Tax c) Export Tax d) Country / Plant / Region	d) Country / Plant / Region	
IN A/R TCS%	a) Material with release status	a) Material with release status		

UTXJ/JMOD/JEX2/JECS/JCES/JIN1/JIN6/ZSTX/JSEC/JSHE are Tax Conditions and hence appropriate tax codes to be entered during creation of condition records. For Other Condition types, we cannot enter tax codes as it is not necessary. We shall see the examples which are fairly representative.

a) Creating Condition Records

SAP R/3 menu	<i>Logistics → Sales and Distribution → Master Data→ Conditions →Select Using Condition Type →Create</i>
Transaction code	VK11

i) Condition Record for Price

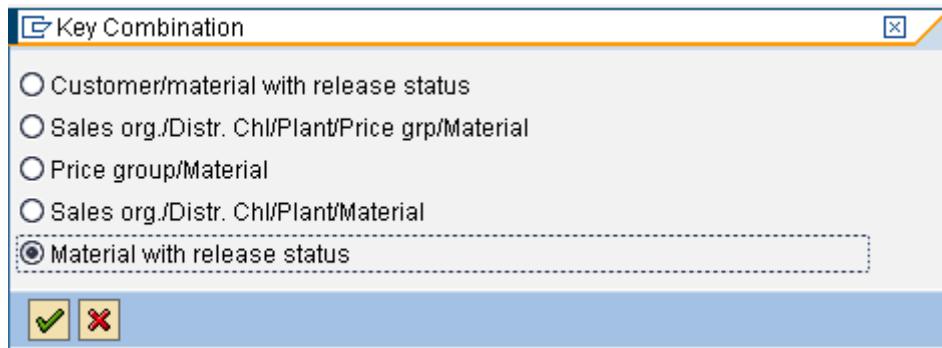
Change Condition Records

Condition Information Key Combination Select Using Index

Condition type ZBP1 Price

Click here

After clicking **Key Combination** the pop up will be as follows:



Refer the table for clarification. Choose the last option and click

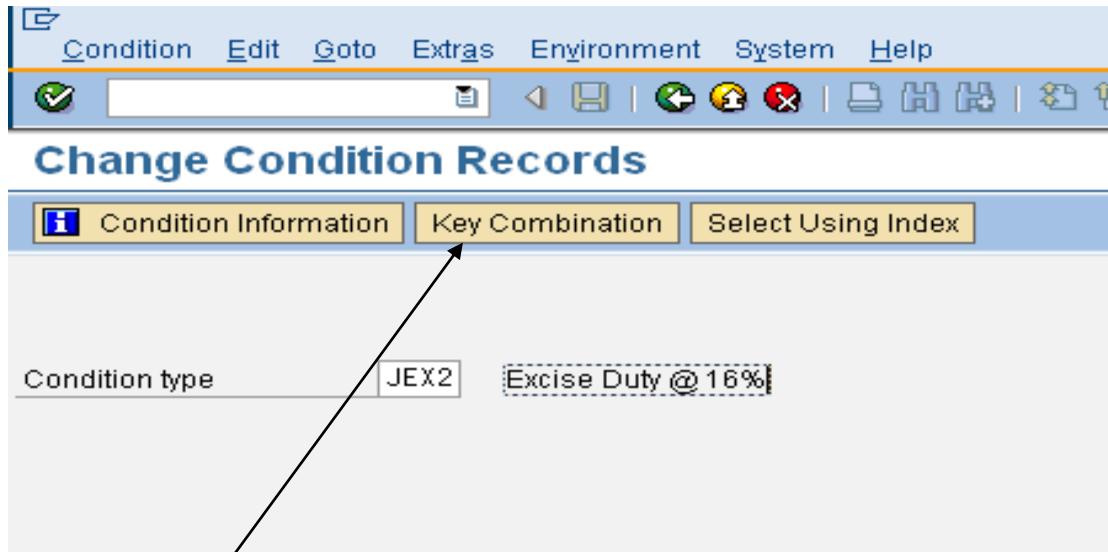
Enter 1. Sales Org 2. Distribution Channel 3. Material Code 4. Amount 5. Unit – INR or appropriate currency 6. Valid From date 7. Valid to date

If dates are not entered, then the system will default current date for valid from date and 31.12.9999 for ValidTo date which can be modified. Now save the condition record using save icon  H. We can enter as many materials for this combination of sales organization and distribution channel.

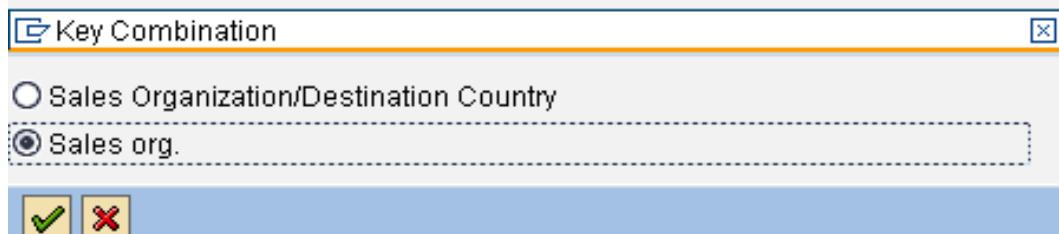
Message Condition records saved is displayed

ii) Condition Record for Excise Duty

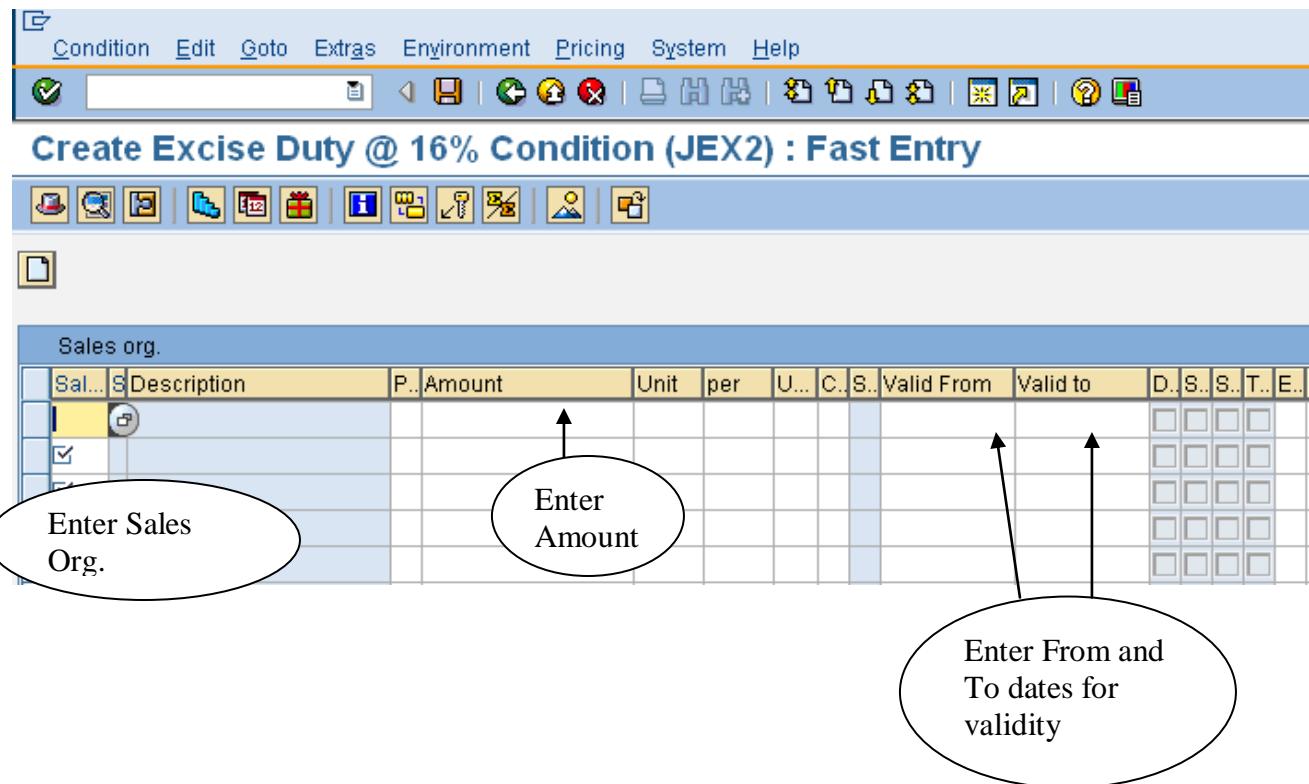
SAP R/3 menu	<i>Logistics → Sales and Distribution → Master Data→ Conditions →Select Using Condition Type →Create</i>
Transaction code	VK11



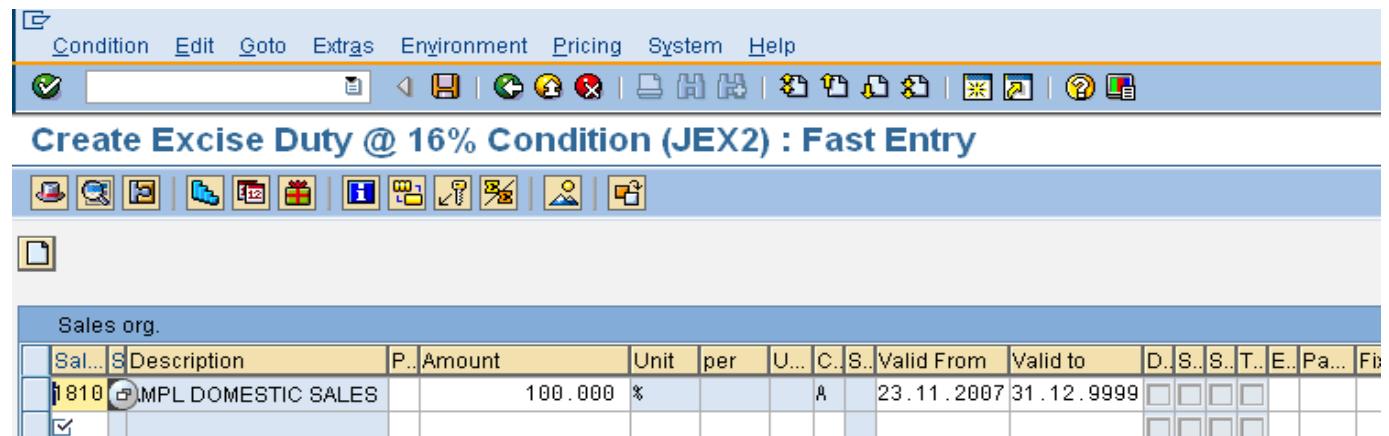
On clicking the key combination, the following pop-up will appear



Select the 2nd option from the top. i.e., Sales Org/ Destination Country by selecting the radio button and clicking . This will take us to the Create Fast Entry screen as shown below:



After entry the screen is as follows

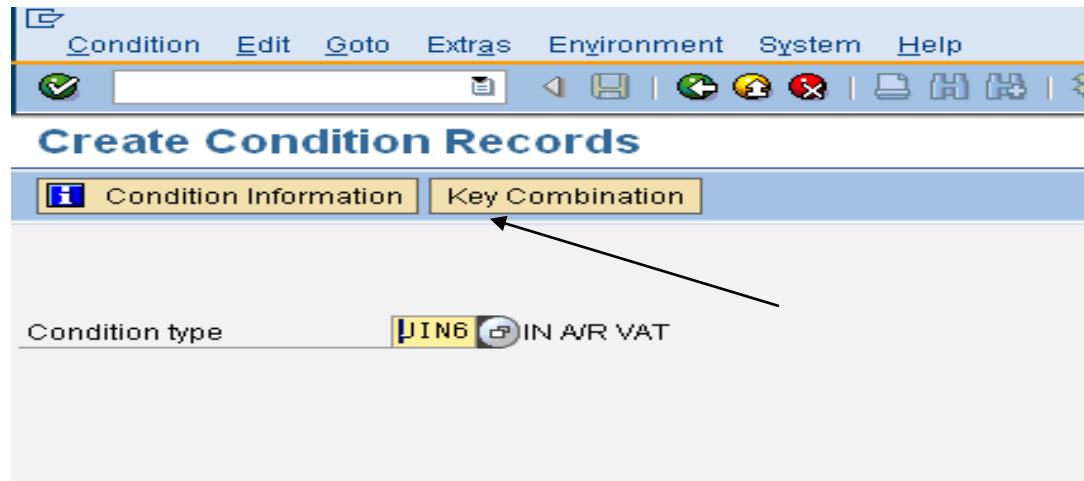


Save the condition by clicking . Message Condition records saved is displayed.

Similarly For Condition Type ZECX (Ecess) and JHEC (H.E.Cess) condition record has to be created.

iii) Condition Record for Sales Tax

SAP R/3 menu	
Transaction code	VF11



Select the option Tax Classification and click to continue.

Create IN: AR VAT PAYBLE Condition (JIN6) : Fast Entry

Country: IN India

T..	Name	Amount	Unit	per	U...	Tax...	W/t...	Lic. no.	Lic. da...
<input checked="" type="checkbox"/>									
<input checked="" type="checkbox"/>									
<input checked="" type="checkbox"/>									
<input checked="" type="checkbox"/>									
<input checked="" type="checkbox"/>									
<input checked="" type="checkbox"/>									

Enter appropriate tax code..

Enter Amount

Enter appropriate tax code

Condition Edit Goto Extras Environment Pricing System Help

Save

Change IN: AR VAT PAYBLE Condition (JIN6) : Overview

Country: IN India

T..	Name	Amount	Unit	per	U...	Tax...	W/t...	Lic. no.	Lic. da...
	A3	4.000	%			A3			

Save the condition record.

Similarly sales tax to be maintain for JIN1.

For Service Tax, ECess on Service Tax, Individually condition records to be maintained as per the combinations mentioned in the table referred above. Appropriate Tax Codes shall also be referred under Appendix.

b) Change/ Display Condition Records

SAP R/3 menu	<i>Logistics → Sales and Distribution → Master Data→ Conditions →Select Using Condition Type →Change</i>
Transaction code	VK12/FV12

SAP R/3 menu	<i>Logistics → Sales and Distribution → Master Data→ Conditions →Select Using Condition Type →Display</i>
Transaction code	VK13/FV13

The Condition records created can be changed or displayed using the above Menu Path/Transaction Codes. The input data in the form of Organizational data/Material etc. to be provided to fetch the data.

4 Output Condition Record

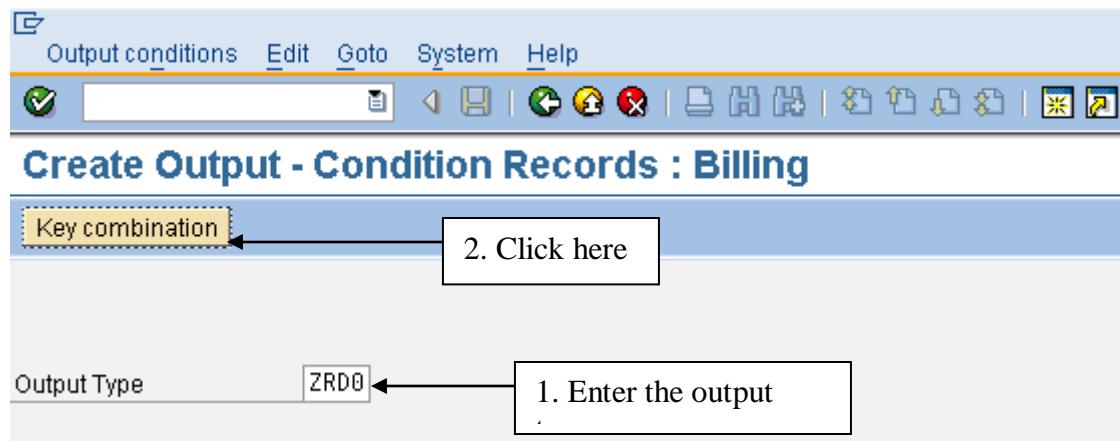
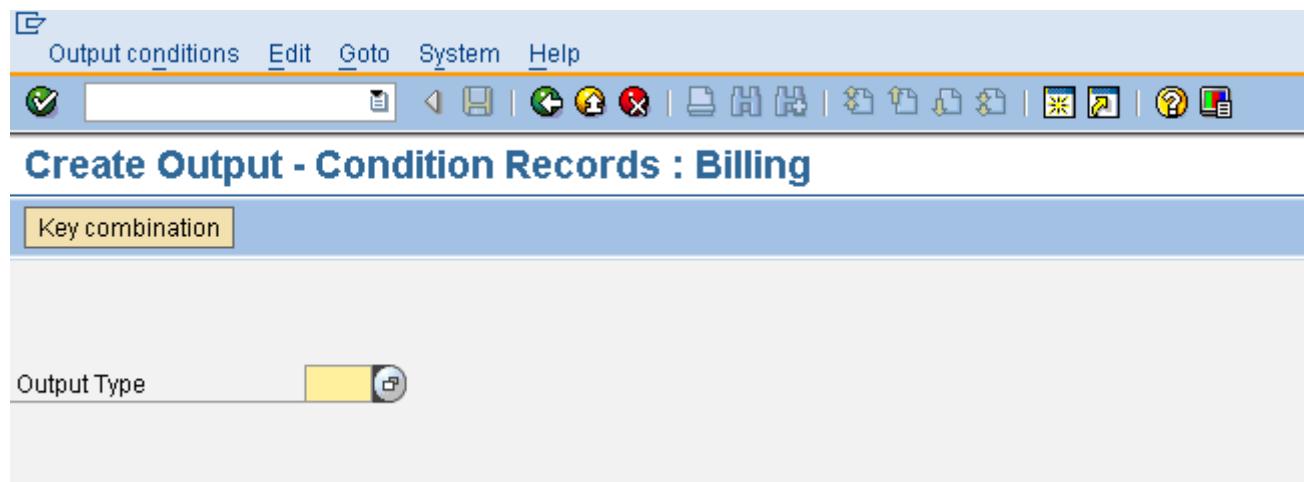
Outputs are issued from SAP as a result of various transactions being executed. Particularly in SAP, there are various OUTPUTS like, Order Confirmation, Delivery Note, Invoice etc. are being generated in the system. In this implementation, the Invoice output only being considered for SD Module.

The following output types are available:

ZRD0 – Factory Invoice Output , ZRD1 – Depot Invoice Output , ZRD2 – Export Invoice Output

This output shall be generated automatically based on the condition records. We shall take an example of creating condition record for Billing Output for Factory Invoice.

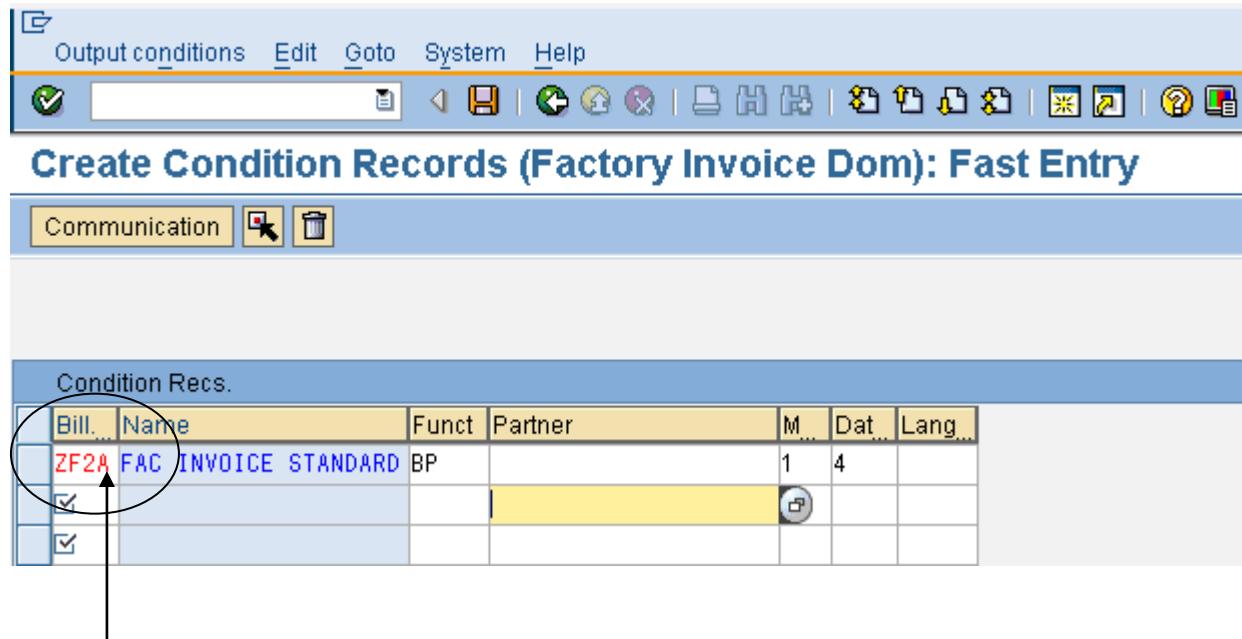
SAP R/3 menu	<i>Logistics → Sales and Distribution →Master Data → Output→ Billing Document→ Create</i>
Transaction code	VV31



The Popup will be like this.



Press continue to proceed.



Enter the billing type and press “ENTER”. The other details will default as shown above. Flag the line item and click the **Communication** tab to define the printer.

Create Condition Records (Factory Invoice Dom) : Communication

Billing Type	Description
ZF2A	FAC INVOICE STANDARD

Output Device: LOCAL Print immediately
 Release after output

Number of messages: 1

Spool request name:

Suffix 1:

Suffix 2:

SAP cover page: Do Not Print

Recipient:

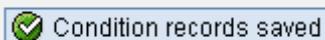
Department:

Cover Page Text:

Authorization:

Storage Mode: 1 Print only

Enter the Printer “LOCAL” and make settings as above and save. All the other output records are to be created as shown above. Condition record is saved with the following message:



To change the output condition record, transaction code is VV32. For mere Display, use the Transaction code VV33.

5 Maintenance of Customer Related Excise details

Customer Related Excise and Sales Tax details are to be maintained in the system. For this we have to go to India Localization Menu using Transaction Code: J1ILN

India Localization menu SAP Menu→Indirect Taxes→Master Data→Excise Rate

	Maintenance
Transaction code	J1ID

Excise maintenance System Help

Excise Rate Maintenance

Amend Purchase Order Amend Sales Order

Excise Master

Master Data	<input type="radio"/> Chapter-Id <input type="radio"/> Material and Chapter-Id combination <input type="radio"/> Material Assessable value <input type="radio"/> CENVAT Determination <input type="radio"/> Vendor Excise details <input checked="" type="radio"/> Customer Excise details <input type="radio"/> SSI Rates <input type="radio"/> Excise Indicator for Plant <input type="radio"/> Excise Indicator for Plant and Vendor <input type="radio"/> Excise Indicator for Plant and Customer
Excise rates	<input type="radio"/> Excise Tax Rate <input type="radio"/> Cess Rates <input type="radio"/> Exceptional Material Excise Rate <input type="radio"/> Sales Tax setoff percentages <input type="radio"/> Quantity based AED, NCCD and SED

Select the Customer excise details and Press to continue.

Change View "Customer Master Excise Additional Data": Overview

New Entries

Customer Master Excise Additional Data

Customer	ECC No.	Excise Reg. No.
11856	(S)	
11857		
11860		
11861		
PL1500		
PL1600		
PL1700		
PL1800		
PL1900		

Click the **New Entries** and enter the details.

New Entries: Overview of Added Entries

The screenshot shows a table titled "Customer Master Excise Additional Data". The columns are "Customer", "ECC No.", and "Excise Reg. No.". A single row is present with the value "11875" in the "Customer" column. The "Excise Reg. No." column is empty. There are standard SAP Fiori navigation icons at the top left.

Customer	ECC No.	Excise Reg. No.
11875		

New Entries: Overview of Added Entries

The screenshot shows a table titled "Customer Master Excise Additional Data". The columns are "Customer", "Excise Reg. No.", and "Excise Range". A single row is present with the value "11875" in the "Customer" column. The "Excise Range" column is empty. There are standard SAP Fiori navigation icons at the top left.

Customer	Excise Reg. No.	Excise Range
11875		

Details like LST no., CST no. etc., are to be provided. For Domestic Customer, without fail, the Customer Excise Indicator “1” has to be maintained as shown below:

New Entries: Overview of Added Entries

The screenshot shows a table titled "Customer Master Excise Additional Data". The columns are "Customer", "Permanent account number", "Exc.Ind.Cust.", and "Change". A single row is present with the value "11875" in the "Customer" column. The "Exc.Ind.Cust." column contains the value "1". There are standard SAP Fiori navigation icons at the top left.

Customer	Permanent account number	Exc.Ind.Cust.	Change
11875		1	

Save the above entries using the Save icon.

6 Maintenance of Excise Bond for Export under Bond

For Exports under Bond/Letter of Undertaking, Excise Bond/Letter of Undertaking issued by authorities are to be captured in the system.

	Bond→Create
Transaction code	J1IBN01

Create BOND

Bond Details

Plant	<input type="text"/>	<input type="button" value=""/>
Bond Type	<input checked="" type="checkbox"/>	<input type="button" value=""/>
Bond no. as per Exc. Dept.	<input checked="" type="checkbox"/>	
Type of dispatch	<input checked="" type="checkbox"/>	<input type="button" value=""/>
Execution dt.	<input checked="" type="checkbox"/>	
Dt. of expiry	31.03.2008	
Bond current balance	0.00	
Status	A Active	<input type="button" value=""/>
Surety	No	<input type="button" value=""/>

Enter the Plant code ie., 1800

Bond Type as applicable by selecting from the list,

Bond no. as per Excise Department has to be entered as it is appearing in the Physical document.

Bond Value as per the Bond. This value will be Nil for Letter of undertaking (LOUT).

Type of Dispatch Select Single or Multiple Dispatches as applicable

Create BOND

Bond Details	
Plant	1800 <input type="button" value=""/>
Bond Type	RUNB Running Bond <input type="button" value=""/>
Bond no. as per Exc. Dept.	EX/XXX/001 DATED 01.11.2007.
Bond value	100,000.00 INR
Type of dispatch	M Multiple Dispatches <input type="button" value=""/>
Execution dt.	23.11.2007
Dt. of expiry	31.03.2008
Bond current balance	100,000.00
Status	A Active <input type="button" value=""/>
Surety	No <input type="button" value=""/>

Upon saving the entries, system will generate the document number for reference.



Specimen screen shot for LOUT (Letter of Undertaking)

Create BOND

Bond Details

Plant	1000 
Bond Type	LOUT Letter Of Undertaking 
Bond no. as per Exc. Dept.	LOUT/EX/0002/01.10.2006
Type of dispatch	M Multiple Dispatches 
Execution dt.	15.10.2006
Dt. of expiry	31.03.2007
Status	A Active 
Surety	No 

Note: Enter value under Bond value and press enter the Bond value field will disappear for LOUT.

B. BUSINESS PROCESS

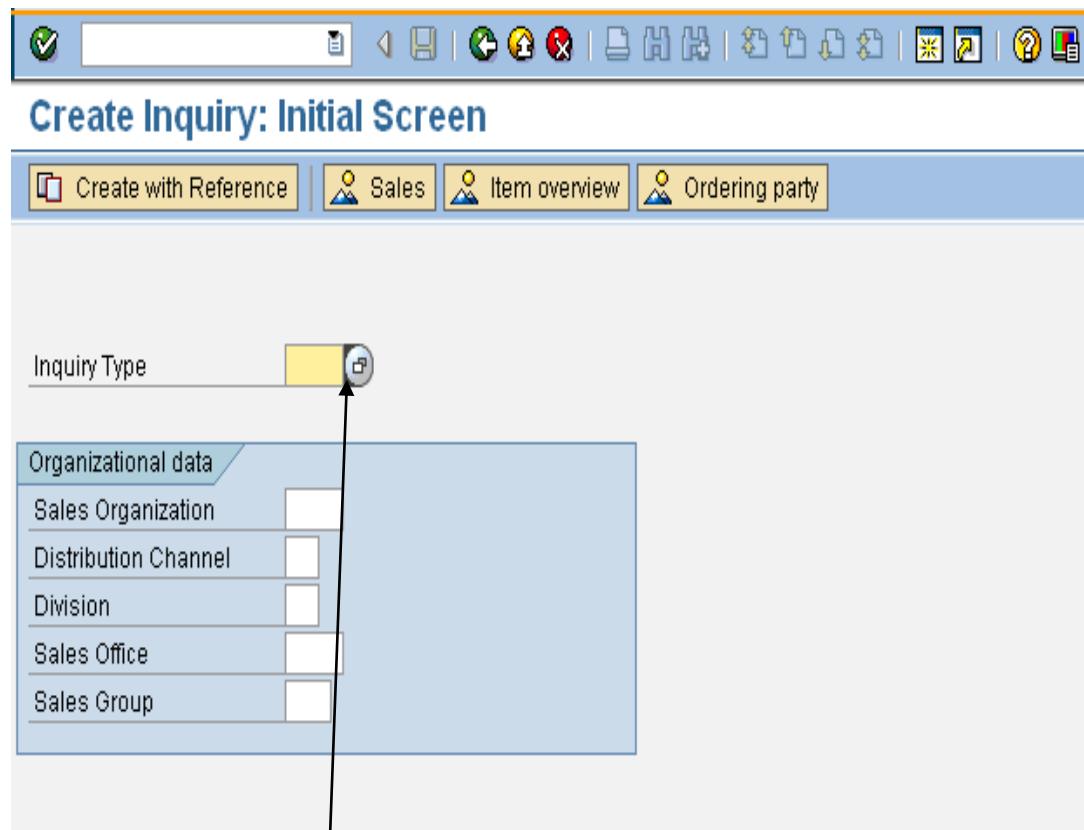
1 Sales MTO

MTO Scenario is explained here step by step. Inquiries receive from the customers.

Sales made from the factory is explained here step by step. Orders are received from the customers verbally or as purchase order. Stock items are delivered for the ordered quantity and invoice raised and sent to the customer for payment. (sale order entry and other documents will be explained in detail for this process only).

Create Inquiry

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Inquiry → Create</i>
Transaction code	VA11



First we have to select appropriate sales Organization, Distribution Channel and Division. The Sales organization is 1810, the Distribution Channel is 10 for direct sales and the Division 10 is for Turning

Center. (SalesOrganization+Distribution Channel+Division constitute a sales area). The sales Office is optional entry which helps a lot for reporting purposes. After the organizational data is entered, now select the Inquiry type and drill down and all the Inquiry documents assigned to the sales area will be displayed like as bellow:

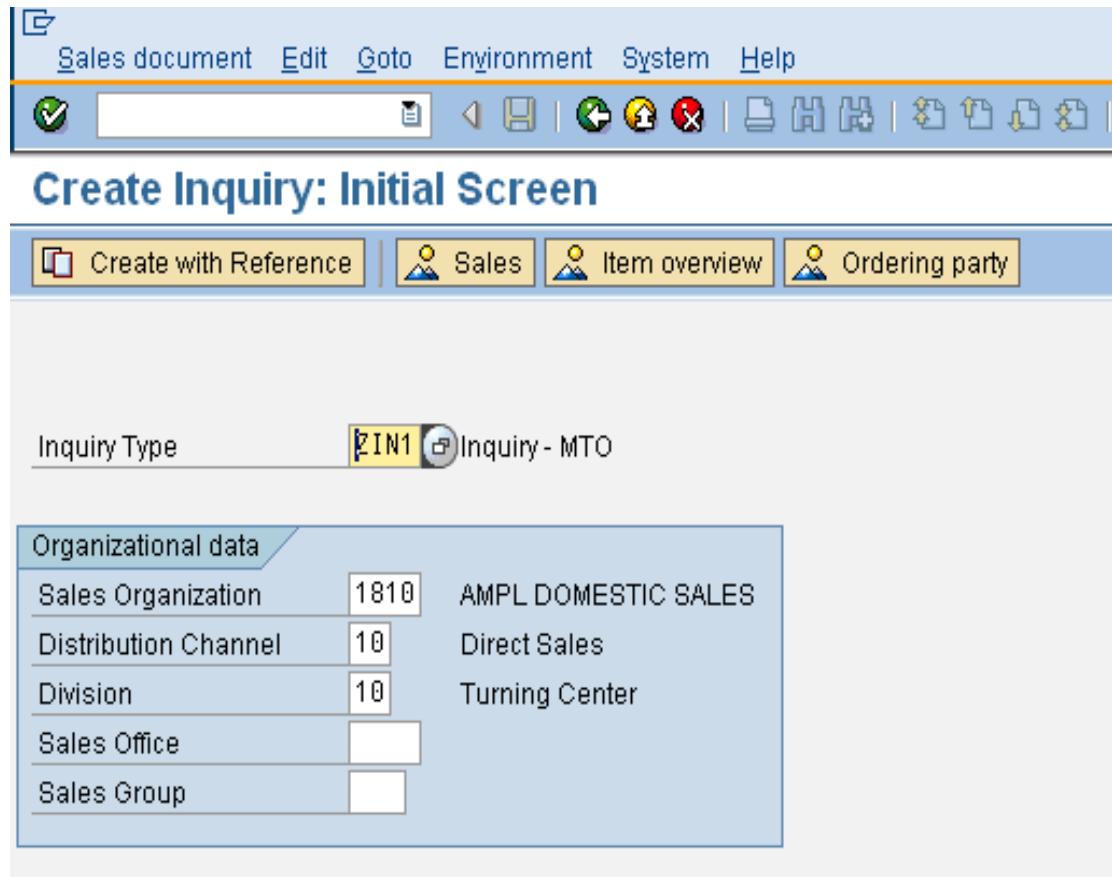
The screenshot shows the SAP Create Inquiry: Initial Screen. At the top, there are four navigation buttons: 'Create with Reference' (with a document icon), 'Sales' (with a bar chart icon), 'Item overview' (with a magnifying glass icon), and 'Ordering party' (with a person icon). Below these is a section for 'Organizational data' with fields for Sales Organization, Distribution Channel, Division, Sales Office, and Sales Group, each with a dropdown menu icon.

The main area displays a list titled 'Sales Document Type (1) 24 Entries found'. This list is filtered by 'Restrictions' and includes columns for 'SaTy' (Sales Document Type) and 'Description'. The entries are:

SaTy	Description
ZIC1	In - AMC
ZICM	Inquiry-Commission
ZID1	In.Deemed Exp
ZIDX	Inquiry-Deemed Exp
ZIE1	In.Export sales
ZIEX	Inquiry-Export sales
ZIHS	Inquiry-Highseasales
ZIJ1	In-Jobworksales
ZIWW	Inquiry-Jobworksales
ZIN1	Inquiry - MTO
ZINA	Inquiry - MTO-Agent
ZIPR	Inquiry-Project sale
ZIR1	In - Retrofit
ZIRE	Inquiry-Return sales
ZIS1	In-Serv & Sparsale
ZISC	Inquiry-Scrap sales
ZISM	Inquiry-Sample sales
ZISO	Inquiry-MTO
ZISP	Inquiry-Specialsales

At the bottom of the list, it says '24 Entries found'.

Select the Inquiry Type ZIN1 for MTO Direct sales.



Now press ENTER to continue. The Overview screen will be as follows:

Create Inquiry - MTO: Overview

The screenshot shows the SAP Create Inquiry - MTO: Overview screen. At the top, there are tabs for Sales, Item overview, Item detail, Ordering party, Procurement, and Sales. The Sales tab is active. Below the tabs, there are several input fields:

- Sold-to party:** A yellow-highlighted field containing "Enter Customer No." with a magnifying glass icon.
- Ship-to party:** A field below it with a magnifying glass icon.
- Inquiry - MTO:** A field with a value of "0.00".
- Net value:** A field with a value of "0.00".
- PO Number:** A field.
- PO date:** A field.

Below these fields is a large input area for delivery details:

- Req. deliv.date:** A field with a value of "D 23.11.2007".
- Deliver.Plant:** A field.
- Valid from:** A field.
- Valid to:** A field.
- Total Weight:** A field with a value of "0.000".
- Pricing date:** A field with a value of "23.11.2007".
- Total amount:** A field with a value of "0.00".
- Doc. currency:** A field with a value of "/".
- Incoterms:** A field.
- Payment terms:** A field.
- Order reason:** A field.

At the bottom, there is a table titled "All items" with columns: Item, Material, Order quantity, SU, S, Description, PInt, and Customer Material N. Two arrows point from boxes labeled "Enter Material Code" and "Enter Material quantity" to the "Material" and "Order quantity" columns respectively.

Annotations with arrows:

- An arrow points from the "Ship-to party" field to a callout box: "If the ship-to party is different from sold-to-party, then enter the ship-to party".
- An arrow points from the "Total Weight" field to a callout box: "Inquiry Validity needs to enter".
- An arrow points from the "Material" column header to a callout box: "Enter Material Code".
- An arrow points from the "Order quantity" column header to a callout box: "Enter Material quantity".

The customer details shall be fetched from the customer master and the material details will be collected from the sales views of the material master. The pricing details will flow from the appropriate pricing condition records.

Once entered all necessary field will get screen as bellow:

Create Inquiry - MTO: Overview

Inquiry - MTO: **B0007DK09** Net value: **0.00 INR**

Sold-to party: **BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE** Ship-to party: **BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE**

PO Number: **By Phone** PO date: **23.11.2007**

Sales **Item overview** (selected) **Item detail** **Ordering party** **Procurement** **Shipping** **Reason for rejection**

Req. deliv.date: D 23.11.2007	Deliver.Plant:
Valid from:	Valid to:
<input type="checkbox"/> Complete dlv.	Total Weight: 0 K6
	Pricing date: 23.11.2007
Total amount: 0.00	Doc. currency: INR / 1.00000
	Incoterms:
Payment terms:	
Order reason:	

All items

Item	Material	Order quantity	SU	S	Description	Print	Customer Materi...
10902EC1200		1 EA	<input checked="" type="checkbox"/>	<input type="checkbox"/>	802D- SRV MTR ASLY- 6NM- AB...		

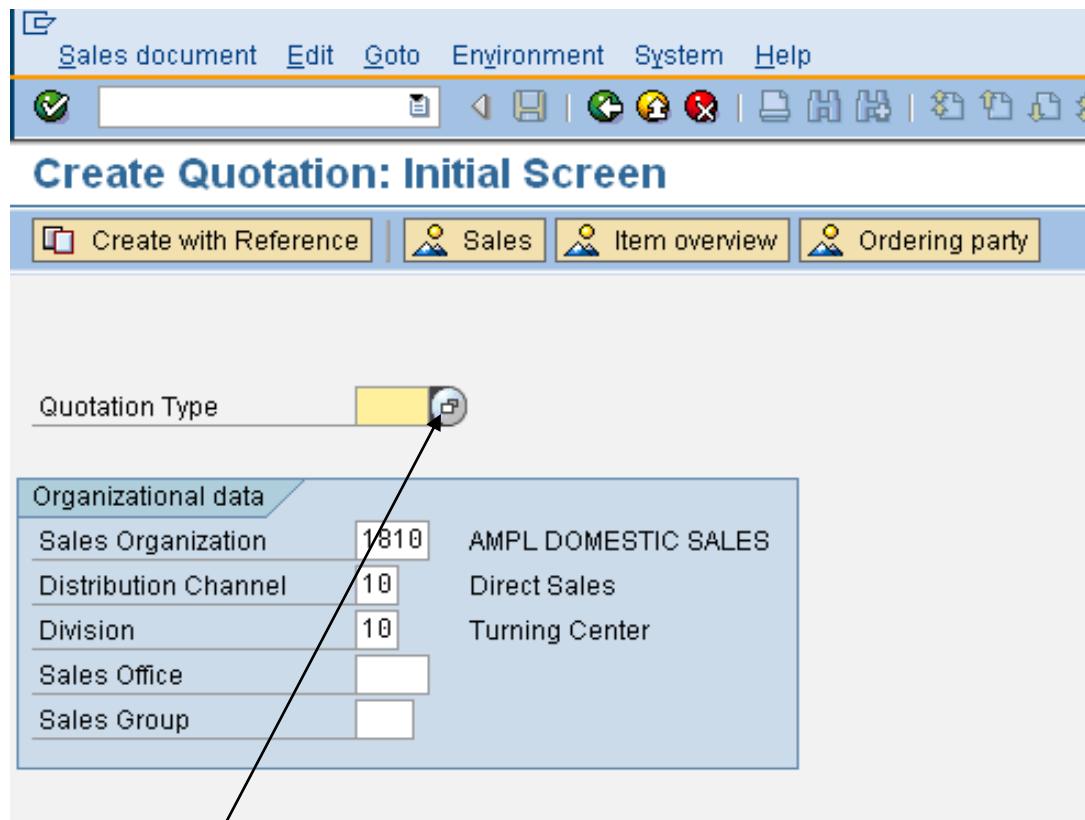
Save **Cancel** **Print** **Help** **Exit**

Click on save icon. You will get as bellow message:

Inquiry - MTO 10000042 has been saved

Create Quotation

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Quotation → Create</i>
Transaction code	VVA21



Select radio button you will get list of Quotation as bellow:

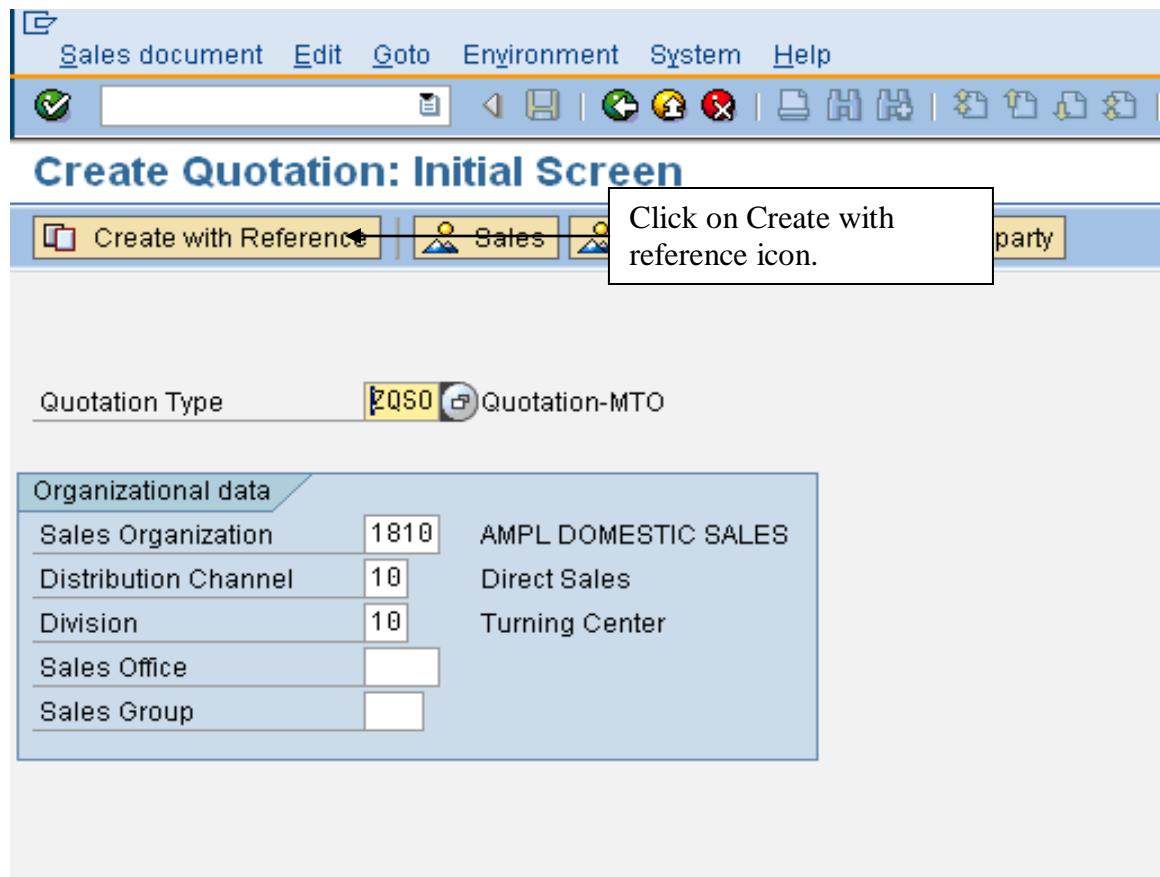
Create Quotation: Initial Screen

The screenshot shows the SAP Create Quotation: Initial Screen. At the top, there are four tabs: "Create with Reference", "Sales", "Item overview", and "Ordering party". The "Sales" tab is selected. Below the tabs, there is a section for "Organizational data" with fields for Sales Organization (1810), Distribution Channel (10), Division (10), Sales Office, and Sales Group. To the right of this is a dropdown menu titled "Sales Document Type (1) 29 Entries found". The dropdown has a toolbar with icons for checkmark, cross, and various filters. It lists 29 entries in a table format:

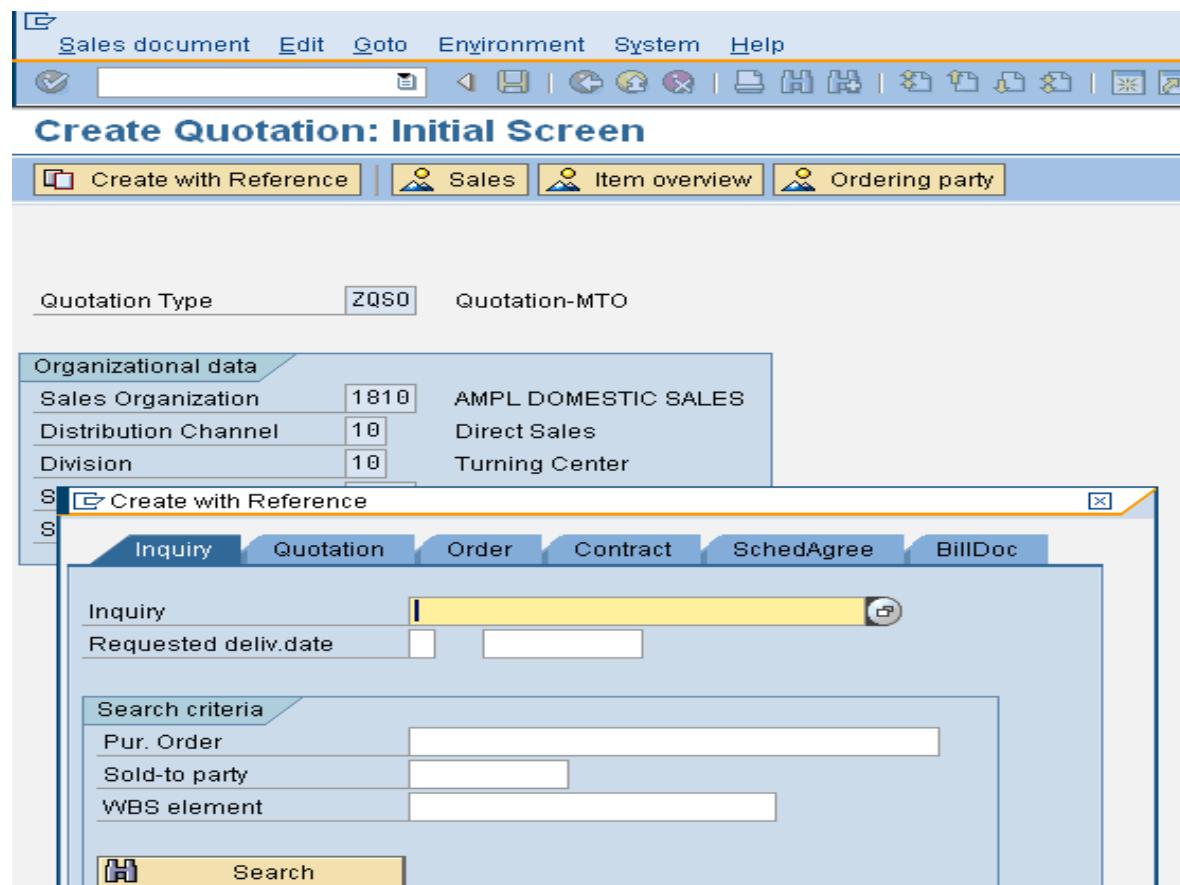
SaTy	Description
ZQC1	Qt. for AMC
ZQCM	Quotation-Commission
ZQD1	Quotation -D- Export
ZQDX	Quotation-Deemed exp
ZQE1	Quotation - Export
ZQEX	Quotation-Export
ZQHS	Quotation-Highsea
ZQJ1	Qt. Job work
ZQJW	Quotation-Job work
ZQPR	Quotation-Project SI
ZQR1	Qt. Retrofit - AMPL
ZQRE	Quotation>Returns
ZQS1	Qt. Service & Spare
ZQSC	Quotation-scrap sale
ZQSM	Quotation-Sample
ZQSO	Quotation-MTO
ZQSP	Quotation-Specials
ZQSS	Quotation-MTS
ZQSV	Quotation-Service

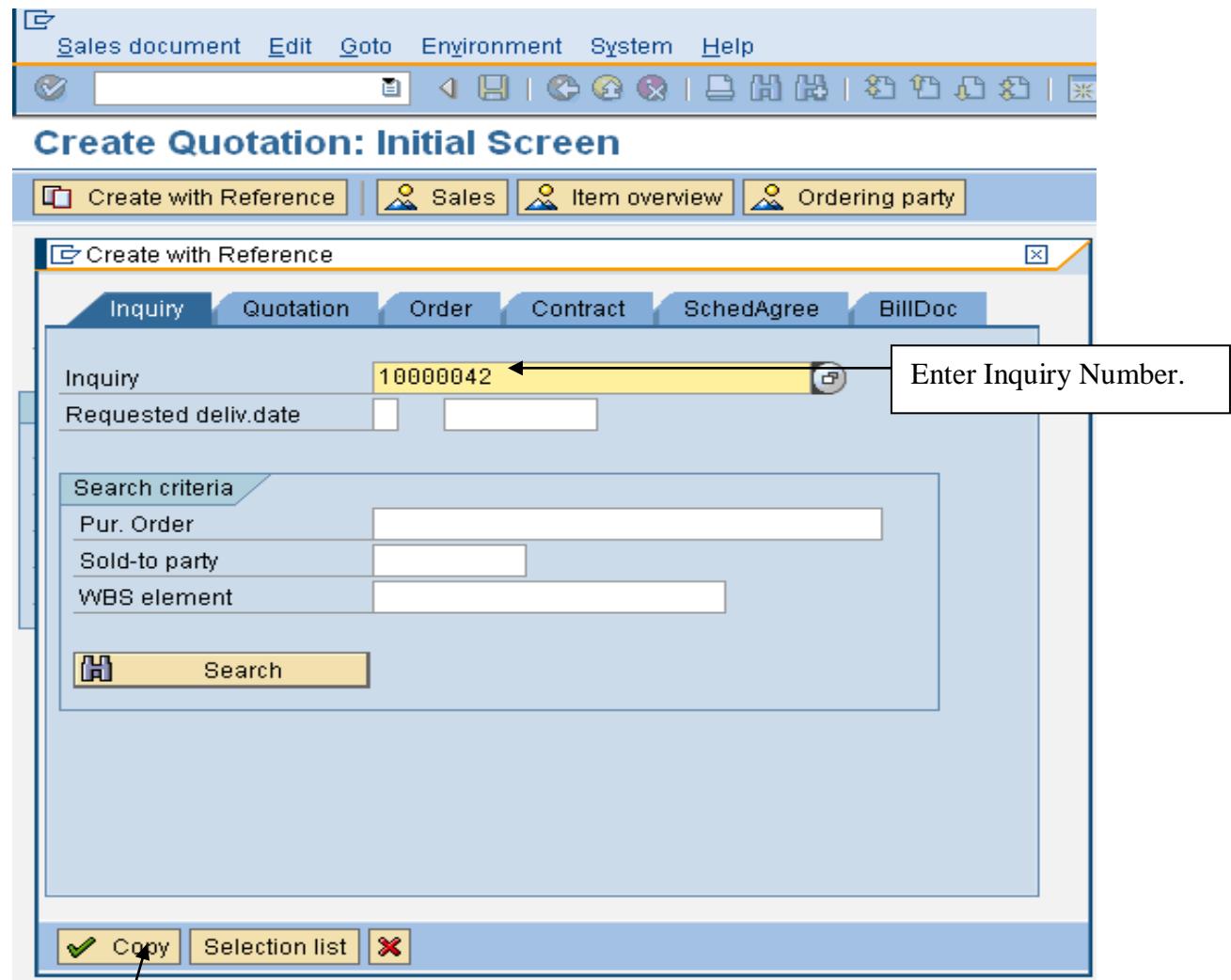
At the bottom of the dropdown, it says "29 Entries found".

Select required quotation type. Example ZQSO and ENTER.



Click on Create with reference icon you will get new screen as shown bellow:





Select Copy icon, you will get new screen as shown follows:

All the details shall be fetched from the Inquiry document.

Change Quotation-MTO 20000044: Overview

The screenshot shows the SAP Change Quotation-MTO interface. At the top, there are several icons and a toolbar labeled "Orders". Below the toolbar, the quotation number is 20000044, with a Net value of 582,400.00 INR. The Sold-to party and Ship-to party are both listed as BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE. There is a PO Number field and a PO date field, both currently empty.

Below these fields, there is a navigation bar with tabs: Sales, Item overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection. The Sales tab is selected.

Under the Sales tab, there are fields for Valid from (23.11.2007), Valid to (23.11.2007), and Req. deliv.date (D 23.11.2007). The Expect.ord.val. field shows 407,680.00 INR.

Below these fields, a section titled "All items" displays a table of items. The table has columns: Item, Material, Order quantity, SU Altitm, Description, and Customer Material. One item is listed: Item 10902EC1200, Material 802D-SRV MTR ASLY- 6NM- ABS.ENC-32, Order quantity 1 EA, SU Altitm 15A, Description 802D-SRV MTR ASLY- 6NM- ABS.ENC-32, and Customer Material blank.

Enter quotation Valid to field. Click on forwarding icon until you get Material groups fields like as bellow.

Create Quotation-MTO: Overview

Quotation-MTO Net value 0.00 INR

Sold-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE

Ship-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE

PO Number PO date 23.11.2007

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

Valid from 23.11.2007 Valid to 30.11.2007

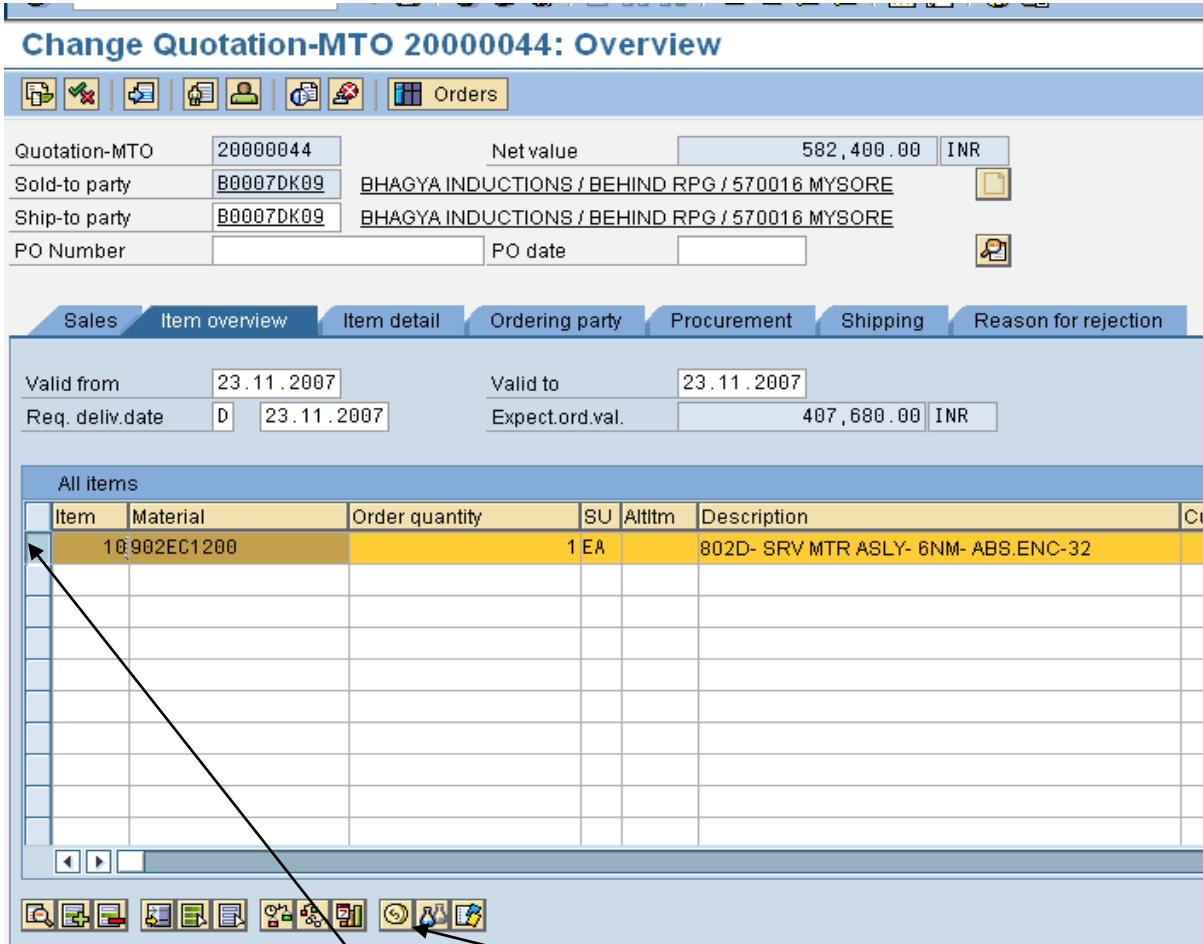
Req. deliv.date D 23.11.2007 Expect.ord.val. 0.00 INR

All items

Reason for rejection	Delivery time	Material grou...	Con				

Fill all 5 material groups by selecting drop down list. Then press ENTER to go to main screen.

- 1) C / H Form required, not required or received.
 - 2) Commissioning required, not required or done.
 - 3) CT3 Form required, not required or received.
 - 4) Road permit Form required not required or received.
 - 5) Under warranty, Non warranty or not relevant.



Select the line item by using **select** icon. And click on **Item condition** icon you will get new screen as billow shown:

Sales Document Item 10 Item category AGN Standard Item

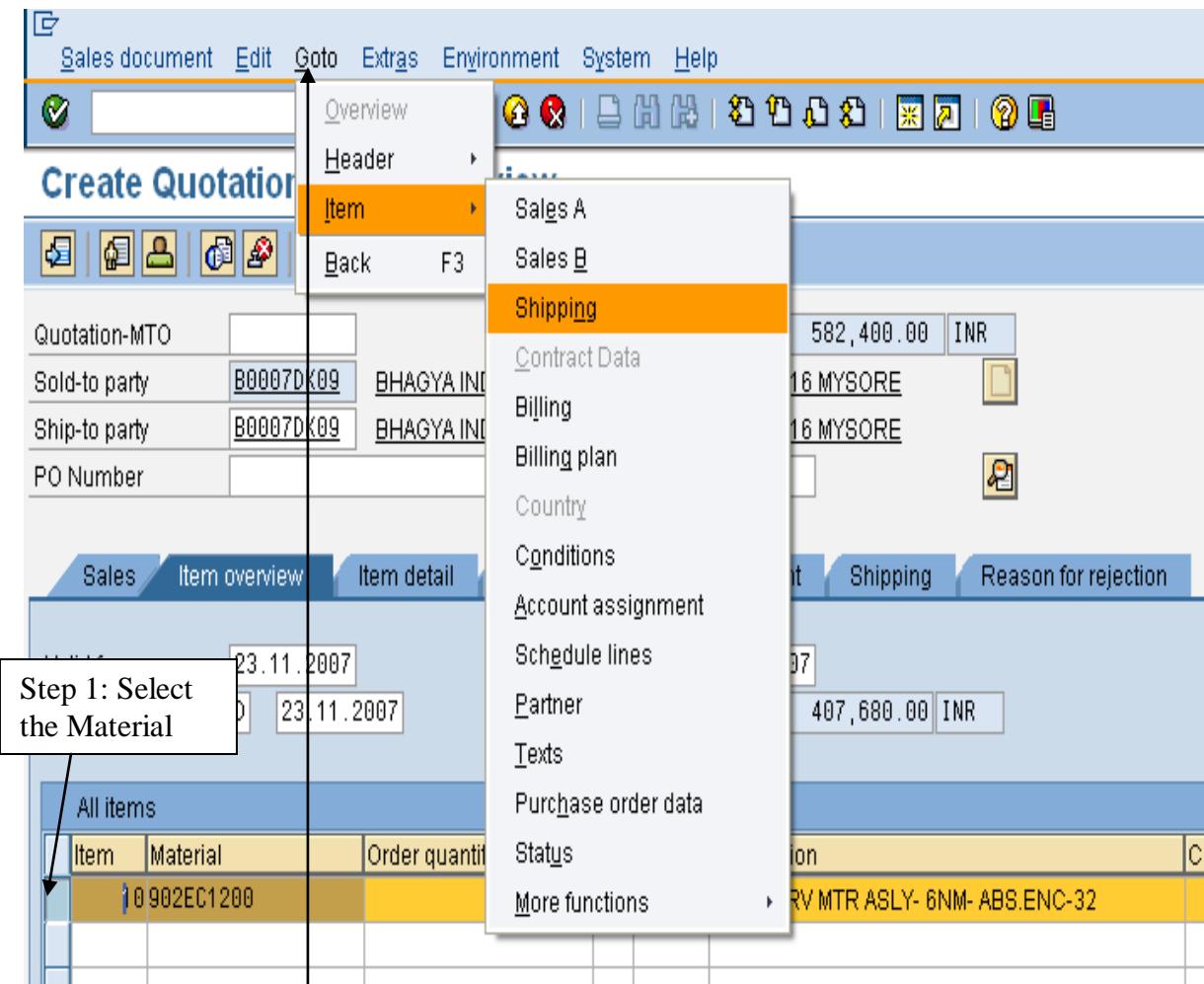
Material 902EC1200 802D- SRV MTR ASLY- 6NM- ABS.ENC-32

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines Part

Qty	1 EA	Net	582,400.00 INR				
		Tax	23,296.00				
ZBP1 Price	500,000.00	INR	1 EA	500,000.00	INR	1 EA	1 EA
Sub Total	0.00	INR	1 EA	0.00	INR	1 EA	1 EA
JMAN IN Manual excise		%			INR	0	0
UTXJ Tax Jurisdict.Code	16.000	%		80,000.00	INR	0	0
JMOD Excise Duty @ 16%	16.000	%		80,000.00	INR	0	0
Basic Price	500,000.00	INR	1 EA	500,000.00	INR	1 EA	1 EA
JEX2 Excise Duty @ 16%	100.000	%		80,000.00	INR	0	0
JAED IN: A/R AED	0.000	%		0.00	INR	0	0
BASE+ BED	580,000.00	INR	1 EA	580,000.00	INR	1 EA	1 EA
JSED IN A/R SED	0.000	%		0.00	INR	0	0
Base + BED + AED	580,000.00	INR	1 EA	580,000.00	INR	1 EA	1 EA
JCES IN A/R CESS	0.000	%		0.00	INR	0	0
BASE + BED + AED + S	580,000.00	INR	1 EA	580,000.00	INR	1 EA	1 EA
JCED IN A/R CESS	0.000	%		0.00	INR	0	0
JECS IN A/R ED. CESS	2.000	%		1,600.00	INR	0	0

Check here all conditions like.

ZBP1 for Price, JEX2 for Excise duty 16%. Etc. Select **Back** icon to reach main screen.



- 1) Step 1: Select the Material
- 2) Step 2: Click on Goto icon and select shipping screen as shown, you will get new screen as shown bellow:

Create Quotation-MTO: Item Data

The screenshot shows the SAP Create Quotation-MTO: Item Data interface. At the top, there is a toolbar with various icons. Below it, the Sales Document Item is set to 10 and the Material is 902EC1200. The Item category is AGN (Standard Item) and the code is 802D- SRV MTR ASLY- 6NM- ABS.ENC-32. The screen has tabs at the top: Sales A, Sales B, Shipping, **Billing Document**, Conditions, and Account assignment. The Billing Document tab is currently active. In the main area, there is a section for Ship-to party with the value B0007DK09 and the name BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE. Below this is a Shipping section containing fields like Unloading Point, Department, Plant, Shipping Point, Route, Mat.freight grp, MnsOfTrns type, MeansTransp., Receiving point, Delivery Prior., Stor. location, Part.dlv/item, Max.Part.Deliv. (set to 9), Order combinat. (checkbox checked), Shipping type, and Spec.processing. There is also a checkbox for POD-relevant. At the bottom, there are sections for Weight and volume (Net weight, Gross weight, Volume) and Delivery tolerance (Enter Net weight and Gross weight, %). A tooltip says "Enter Net weight and Gross weight." A large arrow points from the text "Click on Billing document tap page, you will get new screen as shown bellow." to the Billing Document tab.

Click on **Billing document** tap page, you will get new screen as shown bellow.

Sales document Edit Goto Extras Environment System Help

Create Quotation-MTO: Item Data

Sales Document Item 10 Item category AGN Standard Item
Material 9002EC1200 802D- SRV MTR ASLY- 6NM- ABS.ENC-32

Sales A Sales B Shipping Billing Document Conditions Account assignment

Payer B0007DK09 BHAGYA INDUCTIONS TREHIND RPG / 570016 MYSORE

Delivery and Payment Terms

Incoterms I Fixed val.date
Payment Terms 0001 Add.value days 35% Advance along with PO & Ba

Billing Accounting

Billing block Invoicing dates Billing date 23.11.2007 Serv.rendered
Tax classific. 1 SubsInvProcess

Acct asgnmnt grp Payment Method Posting period 0 Exch.rate-acct.
Dunning key Dunning block Freed for dunning Rev. recog Acc. start

Risk Management

Paym.guar.proc. Financ.doc.no. PaytGuarFm Deprec. Ret. 0.00 %

Financial Doc...

Need to select Incoterms by selecting Radio button to get list of Incoterms. Select which is required. Incoterms is nothing but transportation planning. How we are supply the material to the Customer. Example selects ZDD - Door Delivery. It will look like as billow.

Sales document Edit Goto Extras Environment System Help

Sales Document Item 10 Item category AGN Standard Item

Material 902EC1200 802D- SRV MTR ASLY- 6NM- ABS.ENC-32

Sales A Sales B Shipping Billing Document Conditions Account assignment

Payer B00007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE

Delivery and Payment Terms

Incoterms ZDD Door Delivery Fixed val.date

Payment Terms 0001 35% Advance along with PO & Ba Add.value days

Billing

Billing block Invoicing dates Billing date 23.11.2007 Serv.rendered Tax classific. 1 SubsInvProcess

Accounting

Acct asgnmnt grp Payment Method Posting period 0 Exch.rate-acct. Dunning key Dunning block Freed for dunning Rev. recog Acc. start

Risk Management

Paym.guar.prop. Financ.doc.no. PaytGuarFm Deprec. Ret. 0.00 % Financial Doc...

Click on **Back** button to go back to main screen.

The screenshot shows the SAP Change Quotation-MTO screen for quotation number 20000044. The header details include:

- Quotation-MTO: 20000044
- Sold-to party: B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
- Ship-to party: B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
- Netvalue: 582,400.00 INR
- PO Number and PO date fields

Below the header, there are tabs for Sales, Item overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection. The Shipping tab is currently selected.

Under the Shipping tab, the following details are shown:

- Valid from: 23.11.2007
- Valid to: 23.11.2007
- Req. deliv.date: D 23.11.2007
- Expect.ord.val.: 407,680.00 INR

The All items section displays a table with one row:

Item	Material	Order quantity	SU	Altitm	Description	Cu
	10902EC1200	1 EA			802D- SRV MTR ASLY- 6NM- ABS.ENC-32	

Click on **Header detail icon** to complete text details. You will get new screen as follows:

Change Quotation-MTO 20000044: Header Data

Quotation-MTO 20000044 Purchase order no.

Sold-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE

Sales Shipping Billing Document Accounting Conditions Account assignment Partners **Texts** Order Data Status

Quotation Type ZQSO Quotation-MTO Document date 23.11.2007

Sales area data 1810 / 10 / 10 AMPL DOMESTIC SALES, Direct Sales, Turning Center

Sales office
Sales group
Quotation Valid From 23.11.2007
Version
Order reason
Delivery time
Created by ASKAR_SD
Created on 23.11.2007
Quotation Valid to 23.11.2007
Guarantee

Pricing and statistics

Doc. currency INR / 1.00000 Pricing date 23.11.2007

Pric. procedure ZMT0D1 MTO (Direct Sal) Customer group

Price List 01 INR Currency Usage

Price group Sales district

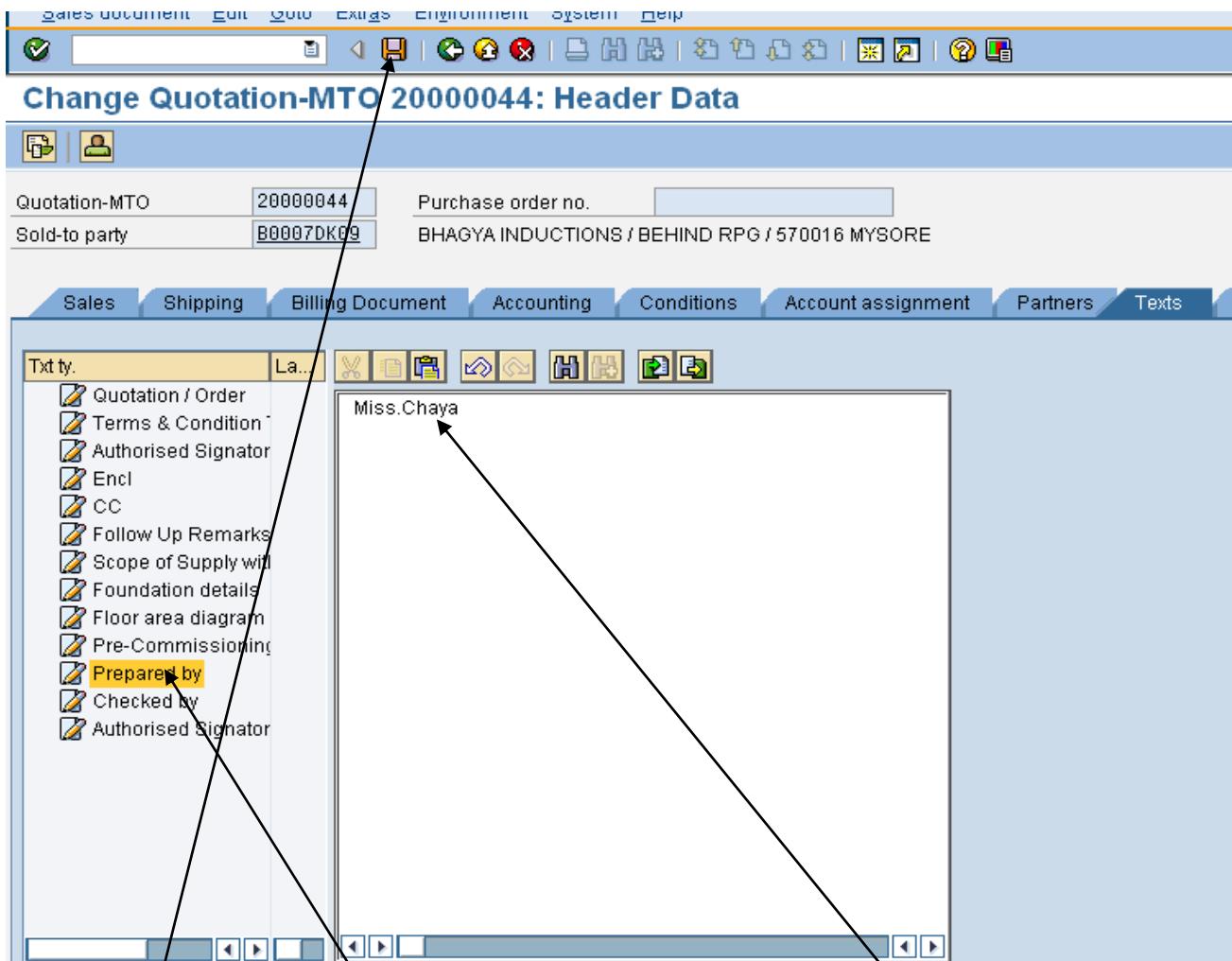
Click on **Texts** tap page to view text details.

Change Quotation-MTO 20000044: Header Data

The screenshot shows the SAP interface for changing a quotation. The top bar displays the title "Change Quotation-MTO 20000044: Header Data". Below the title, there are two icons: a magnifying glass and a user profile. The main area contains several input fields: "Quotation-MTO" with value "20000044", "Purchase order no." with an empty field, "Sold-to party" with value "B0007DK09", and "Accounting" with value "BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE". A horizontal navigation bar below these fields includes tabs for Sales, Shipping, Billing Document, Accounting, Conditions, Account assignment, Partners, and Texts. The "Texts" tab is currently selected and highlighted in blue. On the left side of the "Texts" tab, there is a list titled "Txt ty." containing items such as "Quotation / Order", "Terms & Condition", "Authorised Signator", etc. An arrow points from the text "Click on the field Terms & Condition to write details of terms and condition and also you can download by clicking on Load local file icon." to the "Terms & Condition" item in the list. Another arrow points from the same text to the "Load local file" icon (a green folder icon) located in the toolbar above the list. The right side of the "Texts" tab is a large empty text area with a toolbar at the bottom containing various icons for text processing.

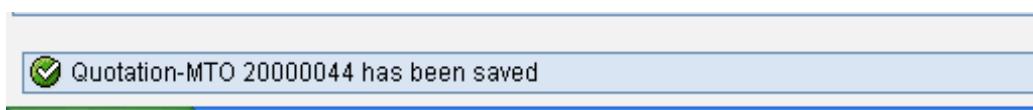
Here we can add additional details like:

Click on the field Terms & Condition to write details of terms and condition and also you can download by clicking on **Load local file icon.**



Continue to do the other required texts same. You can right your own and also download. If you want to right your own click on the text type you want example Prepared by and enter name.

Select Save icon to save the document. You will get the message as follows.



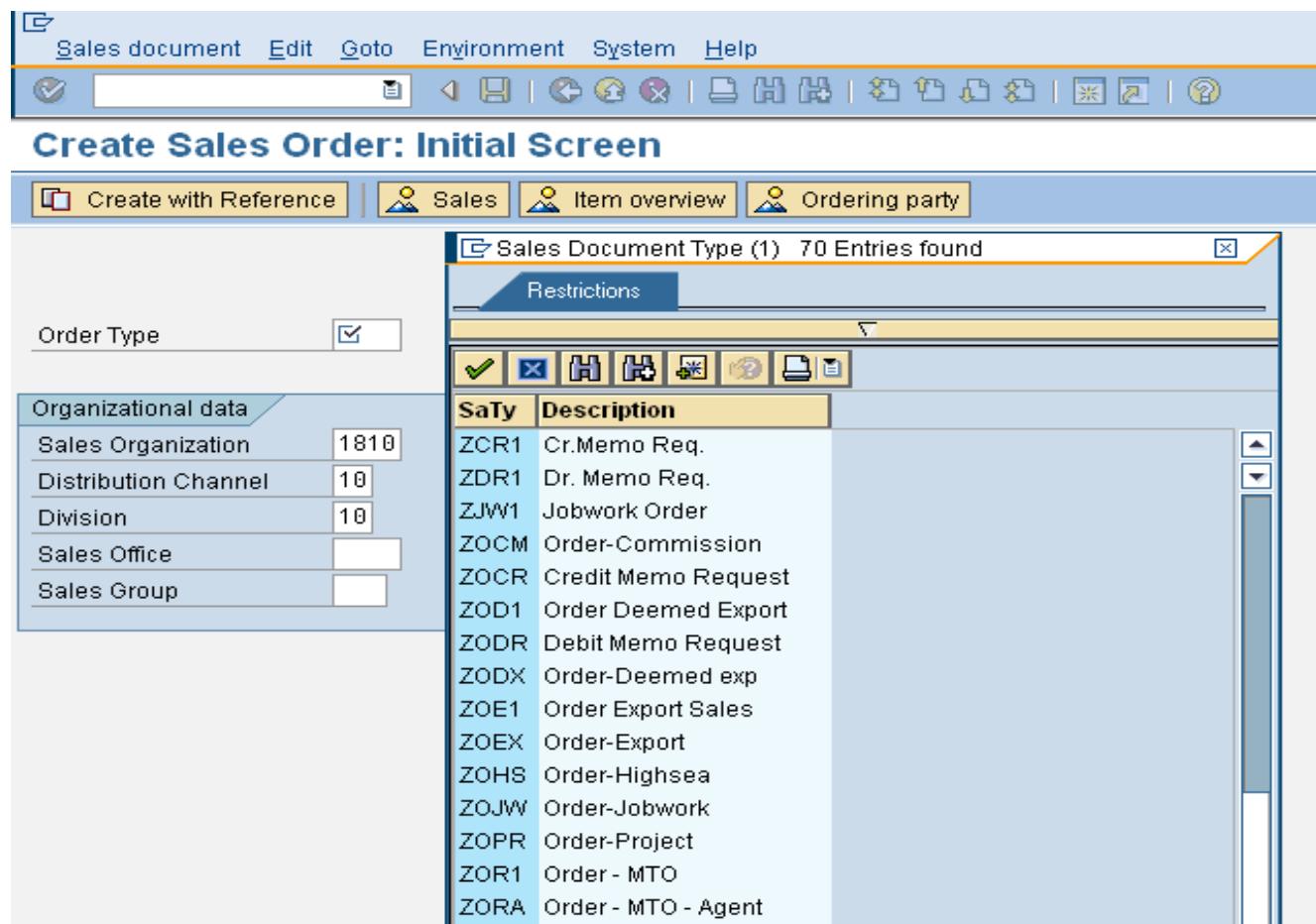
Create Sales Order (Order Acceptance)

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction code	VVA01

Create Sales Order: Initial Screen

The screenshot shows the initial screen of the SAP Fiori-style 'Create Sales Order' application. At the top, there is a navigation bar with four items: 'Create with Reference' (with a clipboard icon), 'Sales' (with a blue triangle icon), 'Item overview' (with a blue triangle icon), and 'Ordering party' (with a blue triangle icon). Below the navigation bar, the main area has a light gray background. On the left, there is a section titled 'Organizational Data' with a blue header. This section contains five input fields: 'Sales Organization' (with a white input field), 'Distribution Channel' (with a white input field), 'Division' (with a white input field), 'Sales Office' (with a white input field), and 'Sales Group' (with a white input field). To the right of these fields is a large, semi-transparent blue rectangular overlay that covers most of the right side of the screen. At the bottom of the screen, there is a thin horizontal bar.

First we have to select appropriate sales Organization, Distribution Channel and Division. The Sales organization is 1810, the Distribution Channel is 10 for Direct sales and the Division 10. (Sales Organization + Distribution Channel + Division constitute a sales area). The sales Office is optional entries which helps a lot for reporting purposes. After the organizational data is entered, now select the order type and drill down and all the sales documents assigned to the sales area will be displayed.



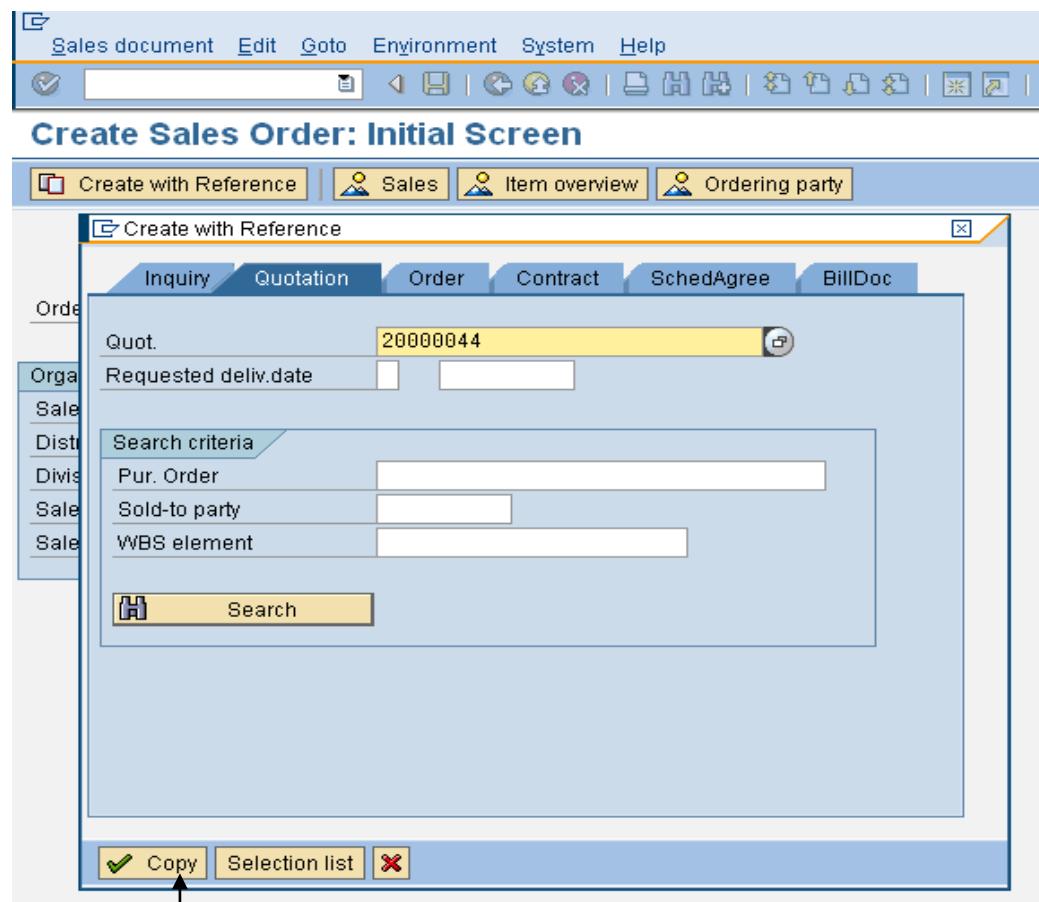
Select the Order Type ZOR1 for MTO sales.

Create Sales Order: Initial Screen

Order Type **Z0R1** Order - MTO

Organizational data

Sales Organization	1810	AMPL DOMESTIC SALES
Distribution Channel	10	Direct Sales
Division	10	Turning Center
Sales Office		
Sales Group		



Now press **Copy** icon to continue. The Overview screen will be as follows:

Order - MTO: Availability Control

Item	10	Sched.line	1
Material	902EC1200	802D- SRV MTR ASLY- 6NM- ABS.ENC-32	
Plant	1800		
Req.deliv.date	23.11.2007	Open Quantity	1 EA
<input type="checkbox"/> Fix qty/date		Max.Part.Deliveries	9
One-time del. on req. del. dte : not possible			
Dely/Conf.Date	23.11.2007 / 23.11.2007	Confirmed quantity	0
Dely proposal : not possible			

This screen is showing status of Material Availability. And it says Confirmed quantity is zero for this order. After entering the Continue Icon, the screen will appear like this:

Sales document Edit Goto Extras Environment System Help

Create Order - MTO: Overview

Order - MTO Net value 582,400.00 INR
 Sold-to party BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
 Ship-to party BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
 PO Number PO date

1) Enter PO Number
 2) Enter PO date

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

Req. deliv.date	D 23.11.2007	Deliver Plant	
<input type="checkbox"/> Complete dlv.	Total Weight	0 K6	
Delivery block	21 Approval Required	Volume	0.000
Billing block	02 Compl Confirm Req..	Pricing date	23.11.2007
Payment card		Exp.date	
Card Verif. Value		Incoterms	
Payment terms	0001 35% Advance alon...		
Order reason			

All items

Item	Material	Order quantity	ISU	S	Description	Plnt	Customer Materi...
10902EC1200		1 EA		<input checked="" type="checkbox"/>	802D- SRV MTR ASLY- 6NM- AB...	1800	

Note: **The Delivery block and Billing block** as shown above can be removed, if the user has authorization, otherwise the authorized user has to go the change mode [VA02] and shall remove the delivery and Billing Blocks.

Now press “ENTER”. The customer details shall be fetched from the customer master and the material details will be collected from the sales views of the material master. The pricing details will flow from the appropriate pricing condition records.

Sales document Edit Goto Extras Environment System Help SAP

Create Order - MTO: Overview

Order - MTO Net value 582,400.00 INR
 Sold-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
 Ship-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
 PO Number PO date

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

Req. deliv.date	D 23.11.2007	Deliver.Plant	
<input type="checkbox"/> Complete delv.		Total Weight	0 KG
Delivery block	21 Approval Required	Volume	0.000
Billing block	02 Compl Confirm Req..	Pricing date	23.11.2007
Payment card		Exp.date	
Card Verif. Value		Incoterms	
Payment terms	0001 35% Advance alon...		
Order reason			

All items

Item	Material	Order quantity	SU	S	Description	Plnt	Customer Material Numb	ItCa	DG...	HgLvlt	DFlr
10902EC1200		1 EA	<input checked="" type="checkbox"/>		802D- SRV MTR ASLY- 6NM- AB ... 1800			TAN1		D 23	
										D 23	
										D 23	
										D 23	
										D 23	
										D 23	
										D 23	

The Item category TAN1/TAC is based on configuration.

VA01 ASKARDEV INS 3:06 PM

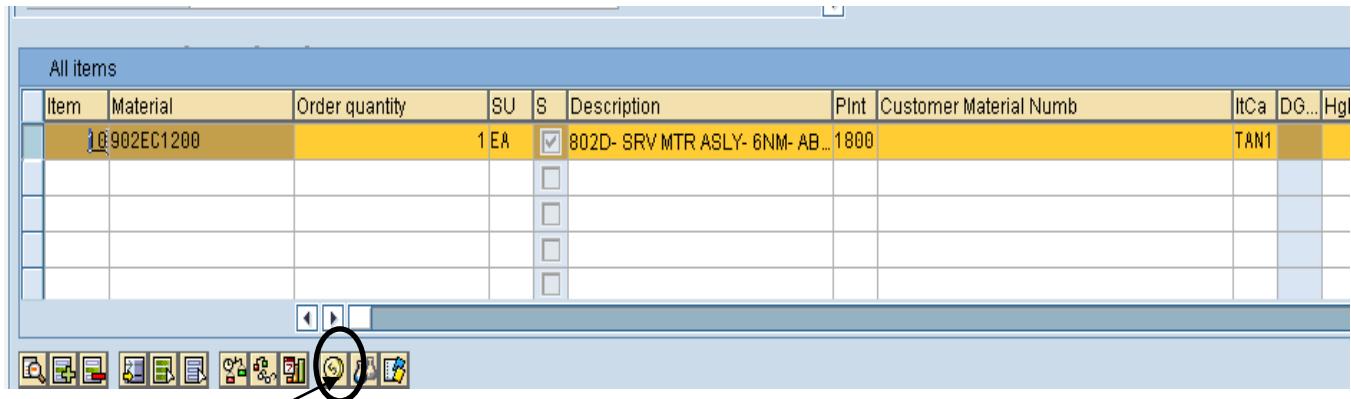
The payment terms and the Incoterms defaulted from the customer master can be modified as per the current trend. The delivering plant is also defaulted which is not visible above but shown a partial portion for understanding.

Payment terms 0001 35% Advance alon...
 Order reason

All items

Item	Material	Order quantity	SU	S	Description	Plnt	Customer Material Numb	ItCa	DG...	HgLvlt	DFlr
10902EC1200		1 EA	<input checked="" type="checkbox"/>		802D- SRV MTR ASLY- 6NM- AB ... 1800			TAN1		D 23	
										D 23	
										D 23	
										D 23	
										D 23	
										D 23	

Flag the item line as shown below and click the condition icon  in the bottom portion to go to the pricing screen.



The Pricing screen for this line will appear.

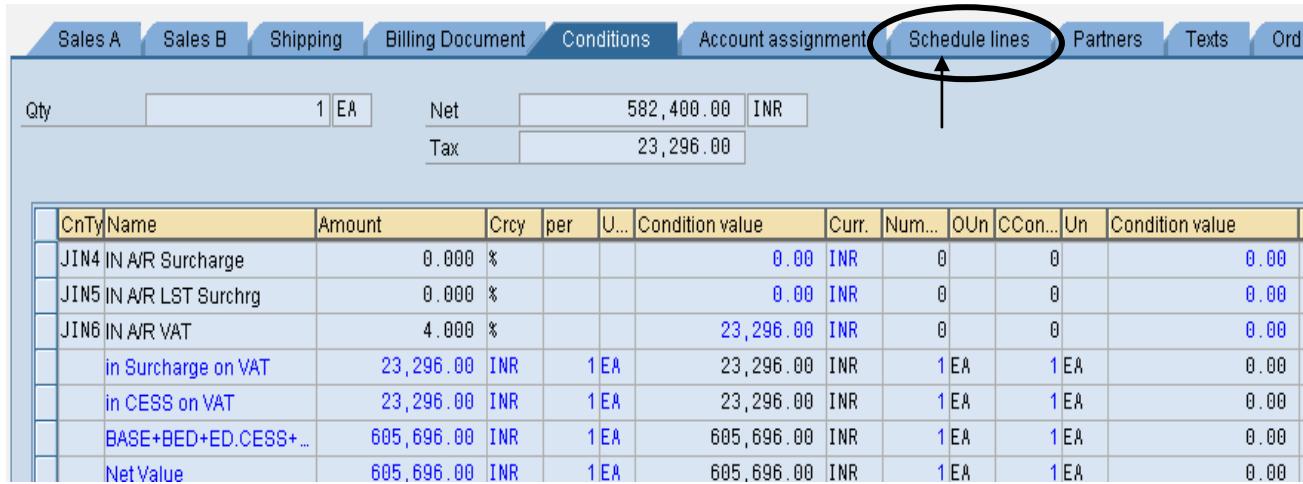
Create Order - MTO: Item Data

Sales Document Item: 10 | Item category: TAN1 | Standard Item
 Material: 902EC1200 | Description: 802D- SRV MTR ASLY- 6NM- AB...1800

Sales A		Sales B		Shipping		Billing Document		Conditions		Account assignment		Schedule lines		Partners	
Qty	1 EA	Net	582,400.00	INR											
		Tax	23,296.00												
CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Con			
ZBP1	Excise	500,000.00	INR	1 EA		500,000.00	INR		1 EA		1 EA				
	Sub Total	0.00	INR	1 EA		0.00	INR		1 EA		1 EA				
JMAN	IN Manual excise		%				INR	0			0				
UTXJ	Tax Jurisdiction Code	16.000	%			80,000.00	INR	0			0				
JMOD	Excise Duty @ 16%	16.000	%			80,000.00	INR	0			0				
	Basic Price	500,000.00	INR	1 EA		500,000.00	INR		1 EA		1 EA				
JEX2	Excise Duty @ 16%	100.000	%			80,000.00	INR	0			0				
JAED	IN: A/R AED	0.000	%			0.00	INR	0			0				
	BASE+ BED	580,000.00	INR	1 EA		580,000.00	INR		1 EA		1 EA				
JSED	IN A/R SED	0.000	%			0.00	INR	0			0				
	Base + BED + AED	580,000.00	INR	1 EA		580,000.00	INR		1 EA		1 EA				
JCES	IN AVR CESS	0.000	%			0.00	INR	0			0				
	BASE + BED + AED + S	580,000.00	INR	1 EA		580,000.00	INR		1 EA		1 EA				
JCED	IN A/R CESS	0.000	%			0.00	INR	0			0				
JECS	IN A/R ED. CESS	2.000	%			1,600.00	INR	0			0				

Condition rec. Analysis Update

We can see the pricing details as above. Being MTO sale, we can see the excise duty and the cess being calculated.

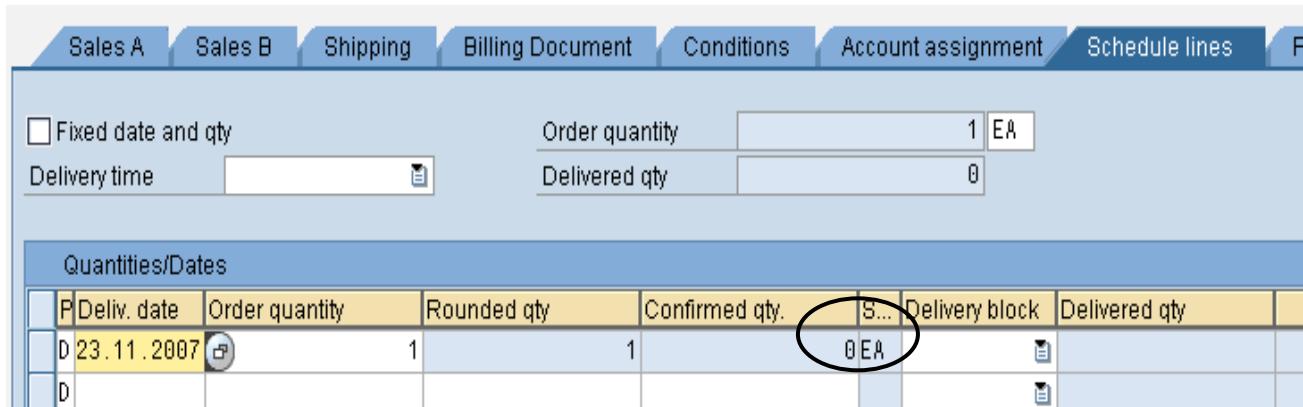


The screenshot shows a SAP Fiori application interface. At the top, there are several tabs: Sales A, Sales B, Shipping, Billing Document, Conditions, Account assignment, Schedule lines (which is highlighted with a black oval and has an arrow pointing to it), Partners, Texts, and Orders. Below the tabs, there are two input fields: 'Qty' with value '1 EA' and 'Net' with value '582,400.00 INR'. Underneath these, there is a 'Tax' field with value '23,296.00'. The main area contains a table with the following data:

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value
JIN4	IN A/R Surcharge	0.000	%			0.00	INR	0	0			0.00
JIN5	IN A/R LST Surchrg	0.000	%			0.00	INR	0	0			0.00
JING	IN A/R VAT	4.000	%			23,296.00	INR	0	0			0.00
	in Surcharge on VAT	23,296.00	INR	1 EA		23,296.00	INR	1 EA	1 EA			0.00
	in CESS on VAT	23,296.00	INR	1 EA		23,296.00	INR	1 EA	1 EA			0.00
	BASE+BED+ED.CESS+...	605,696.00	INR	1 EA		605,696.00	INR	1 EA	1 EA			0.00
	Net Value	605,696.00	INR	1 EA		605,696.00	INR	1 EA	1 EA			0.00

Observe the tax details. Being Local sales, System is calculating the VAT Sales.

Now select the **Schedule lines** tab encircled above by clicking it.



The screenshot shows the same SAP Fiori application interface with the 'Schedule lines' tab selected. In the top section, there are checkboxes for 'Fixed date and qty' and 'Delivery time', and input fields for 'Order quantity' (1 EA) and 'Delivered qty' (0). Below this, there is a table titled 'Quantities/Dates' with columns: Deliv. date, Order quantity, Rounded qty, Confirmed qty., Delivery block, and Delivered qty. The 'Confirmed qty.' column contains a value '0 EA' which is circled in red. The 'Deliv. date' column shows a date '23.11.2007'.

We can see that the item being confirmed qty. is zero means that the stock is not available.

Now press the  go to the overview screen.

Sales document Edit Goto Extras Environment System Help

Order - MTO [] Net value 582,400.00 INR
 Sold-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
 Ship-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
 PO Number [] PO date []
 Rea. deliv.date D 23.11.2007 Deliver.Plant []

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

Now click the header details icon as above which will display the Header Data Screen.

FACT SALES STANDARD [] Purchase order no. PO/345
 Sold-to party 11711 MOHINI MARKETING COMPANY / SHAKUNTALA APPARTMEN

Sales Shipping Billing Document Payment cards Accounting Conditions Account assignment Partners Texts Order Data

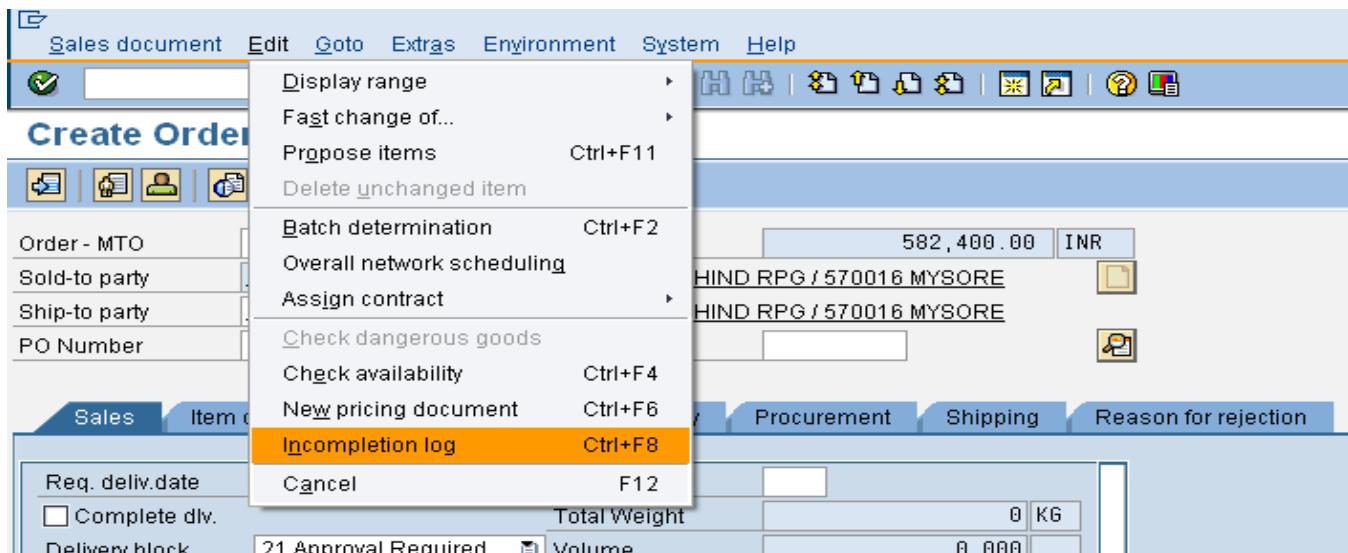
Order Type Z0R1 FACT SALES STANDARD Document date 09.11.2006
 Sales area data 1100 / 10 / 00 DOMESTIC SALES ORG, FACTORY SALES, COMMON DIVISI
 Sales office 1100 CBE_1 SALES OFFICE Created by WISD
 Sales group 111 SALES GROUP 111 Created on 09.11.2006

Click the **Partners** tab as shown above.

Sales	Shipping	Billing Document	Payment cards	Accounting	Conditions	Account assignment	Partners
Display Range PARALL All partners							
Partn.Funct.	Partner	Name	Street	Postal c...	Cty	Partne	
AG Sold-to party	B0007DK09	BHAGYA INDUCTIONS	BEHIND RPG	570016	MYSORE		
AP Contact person	66	Mr.Krishna Kumar Mr.K...	BEHIND RPG	570016	MYSORE		
RE Bill-to party	B0007DK09	BHAGYA INDUCTIONS	BEHIND RPG	570016	MYSORE		
RG Payer	B0007DK09	BHAGYA INDUCTIONS	BEHIND RPG	570016	MYSORE		
WE Ship-to party	B0007DK09	BHAGYA INDUCTIONS	BEHIND RPG	570016	MYSORE		

Generally the sales Contact person will default from the Customer master, which you can change here. Otherwise you have to enter the sales Contact person code by selecting from the input help.

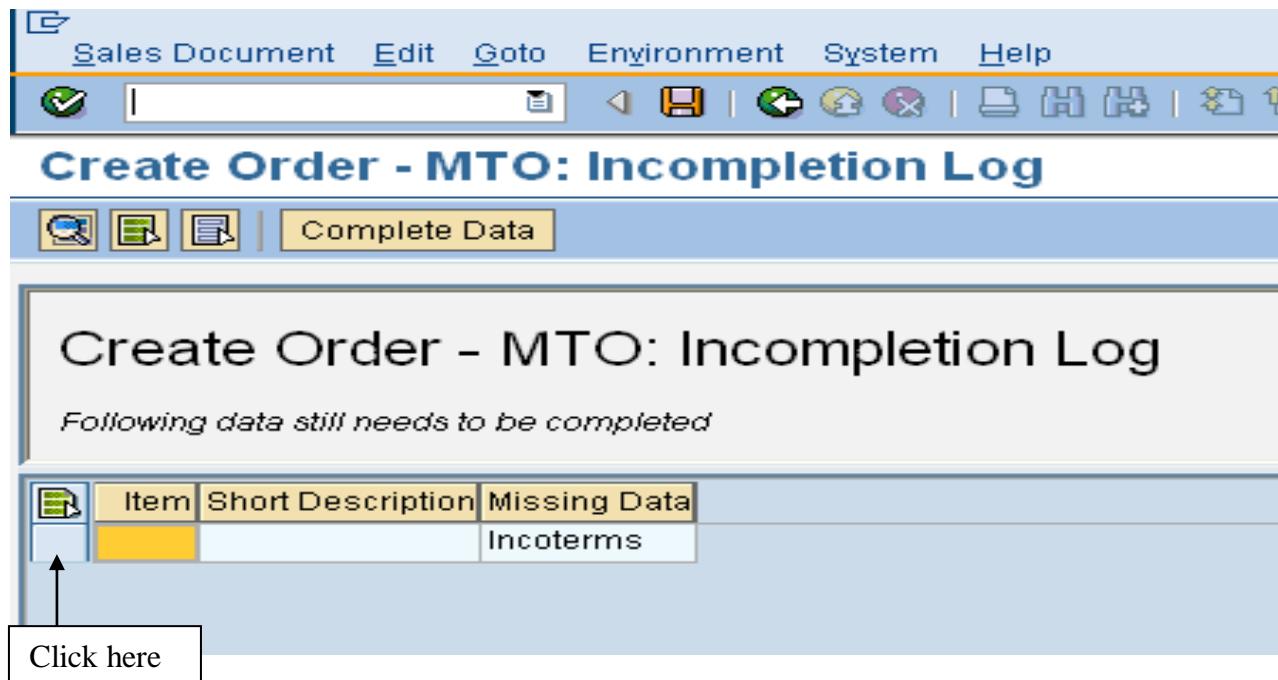
Now press the to go to the overview screen. In overview screen, check for the incompleteness as shown:



If there is no incompleteness, the message “Document is complete” is displayed.



Let us suppose the Incoterms is not there, when doing incompleteness check and how to complete the same.



Flag the line and click the **Complete Data** tab. This will take us to the Partner screen as before where we have to enter the sales employee number.

Create Order - MTO: Header Data

Order - MTO Purchase order no.
 Sold-to party BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE

Billing Document

Payer BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE

Delivery and payment terms

Incoterms Fixed val.date
 Payment terms Add.value days

Billing

Billing block SubsInvProcess
 Invoicing dates Billing date Freight is redetermined
 Serv.render Tax depa
 Risk man Paymnt gu Financial doc. no. Depreciation % % Fin. Docs

After entering the Incoterms, You will get information Freight is redetermined, Press enter now click on the Edit Next Data tab. If there is further incompleteness, it will go to the respective screens else it will say Document is complete.

Now save the Sale Order by clicking the save icon. The Sales Order will be saved and the system will generate the Sales Order number.

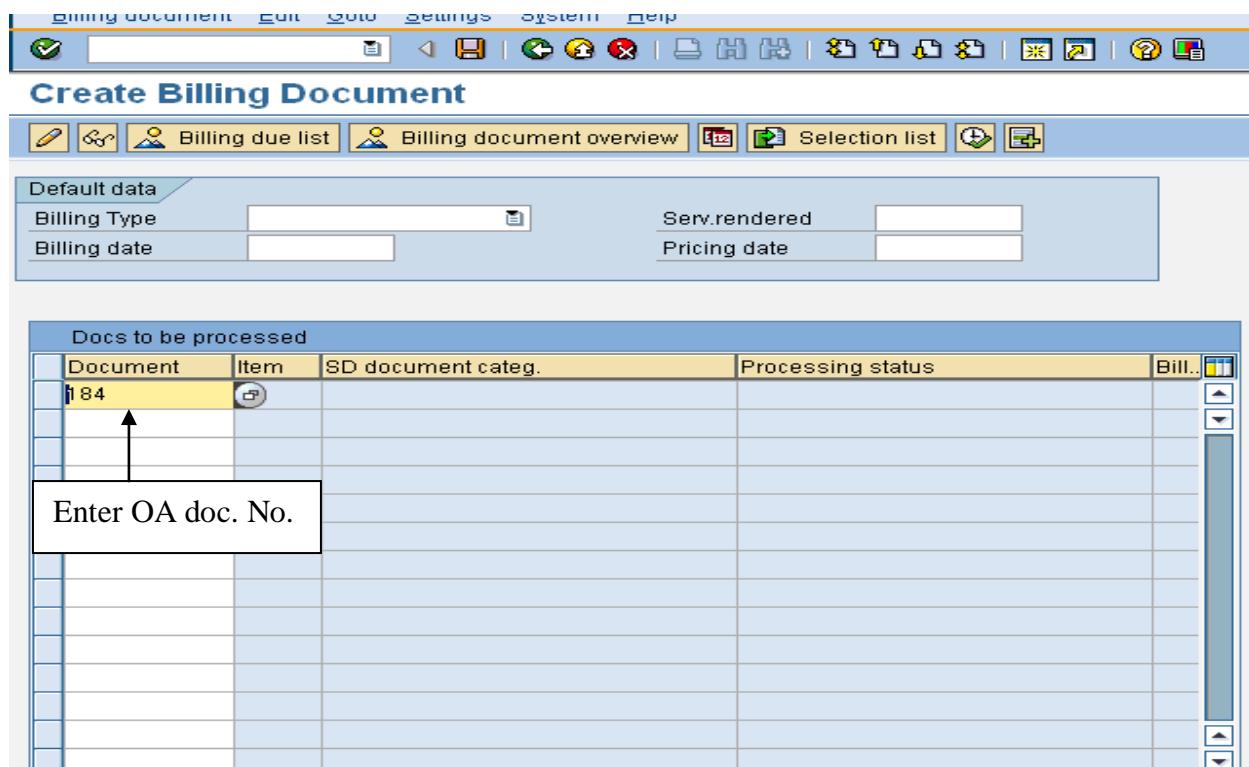
Order - MTO 182 has been saved

Proforma Invoice

Once Order Acceptance document is ready we can generate Proforma Invoice if it's required. Procedure is as follows:

SAP R/3 menu	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction code	VF01

Create Proforma Invoice Document Initial Entry Screen will be like this:



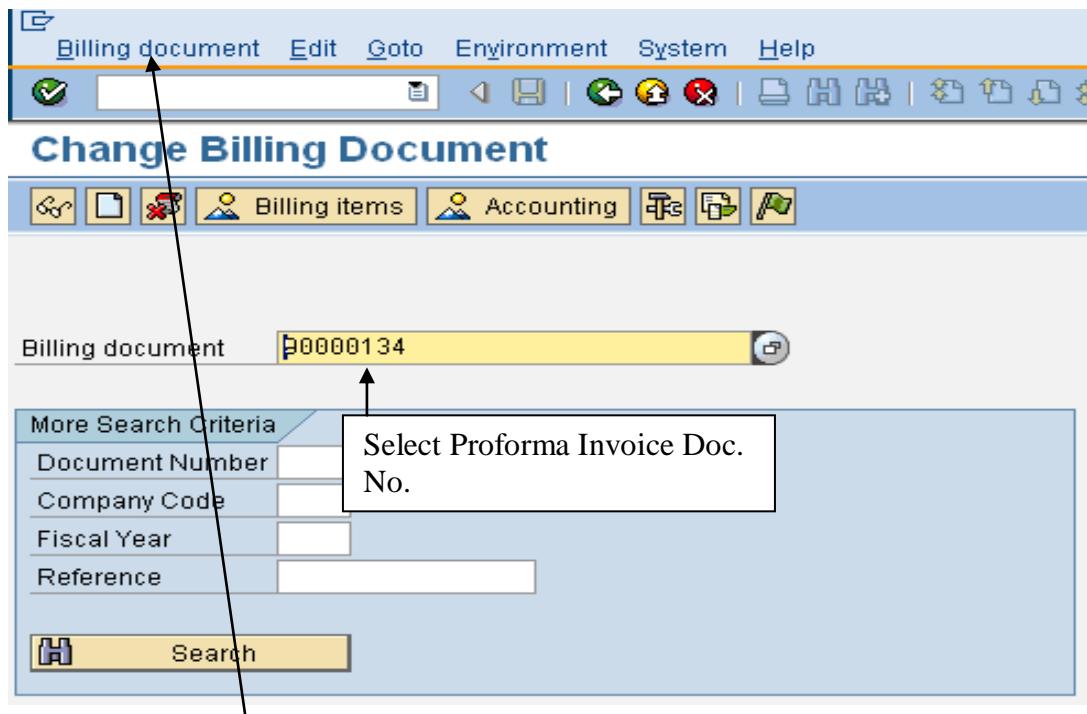
Press ENTER to continue.

Select save icon to save. You will get message as follows:

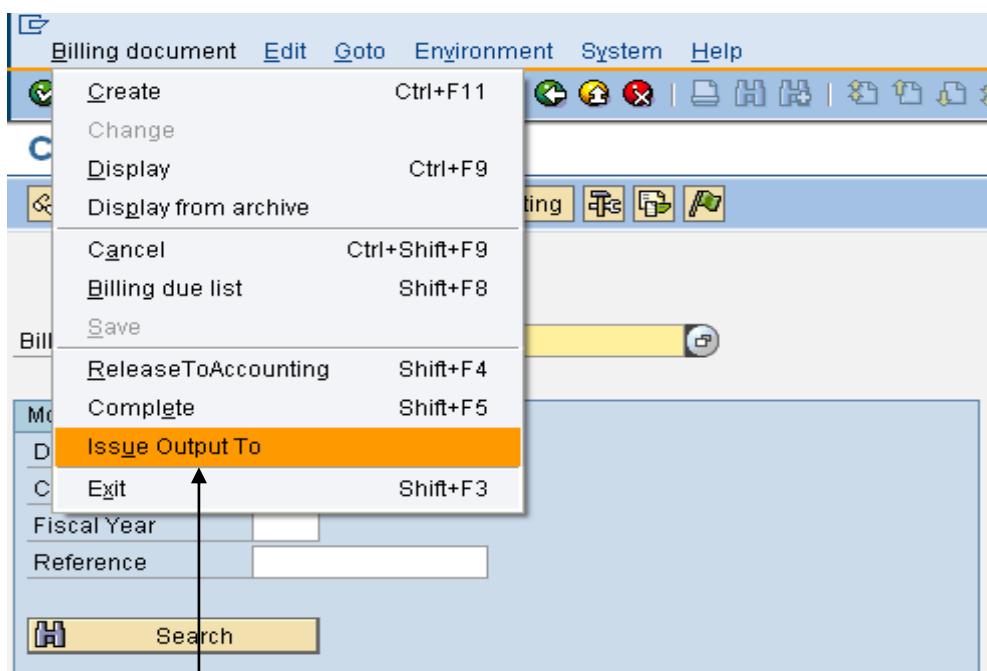
 Document 90000134 has been saved

To take print out follow the billow procedure:

SAP R/3 menu	<i>Logistics → Sales and Distribution → Billing → Billing Document → Change</i>
Transaction code	VF02



Click on **Billing document** icon. You will get list of option as bellow:



Click on **Issue Output To** icon you will get as bellow shown box.

Output						
Message type	Name	Created on	Created at	Process.status	Transm. Medi...	
ZPRO	Proforma invoice	26.11.2007	21:48:21	0	1	

Change Billing Document

Billing document 90000134

Output output

Message type	Name	Created on	Created at	Process.status	Transm. Medi...
ZPRO	Proforma invoice	26.11.2007	21:48:21	0	1

Select Message type

Print Options

Select print icon for print.

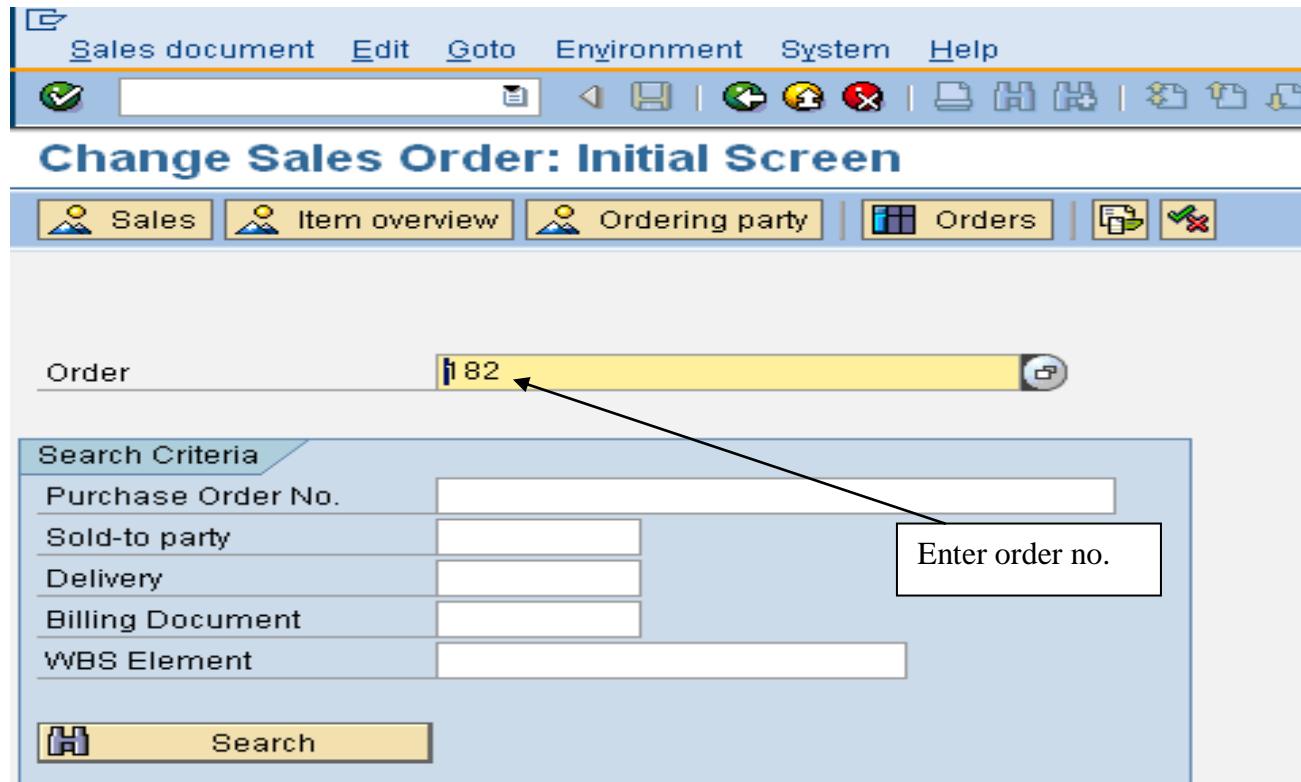
Select print preview icon for preview.

Same procedure follows for any printout like Quotation [VA22], Order Acceptance [VA02] Service Invoice [VF02].

Once we create Order acceptance document, it will go to Production department for Production planning. Once all necessary activities completed from production and Material Management need to run availability check in SD. Procedure is as follows:

Availability Check

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order→ Change</i>
Transaction code	VA02



Press ENTER to continue. You will get screen as follows:

Change Order - MTO 182: Overview

Order - MTO 182 Net value 582,400.00 INR
 Sold-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
 Ship-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE
 PO Number 101 PO date
 Sales Item overview Item detail Ordering party Procurement Shipping Reason for rejection

Req. deliv.date	D 23.11.2007	Deliver.Plant	
<input type="checkbox"/> Complete dlv.		Total Weight	100 KG
Delivery block	21 Approval Required	Volume	0.000
Billing block	02 Compl Confirm Req..	Pricing date	23.11.2007
Payment card		Exp.date	
Card Verif. Value		Incoterms	ZDD Door Delivery
Payment terms	0001 35% Advance alon...		
Order reason			

All items

Item	Material	Order quantity	SU	S	Description	Plt	Customer Material N
10902EC1200		1 EA	<input checked="" type="checkbox"/>	<input type="checkbox"/>	802D- SRV MTR ASLY- 6NM- AB... 1800		
			<input type="checkbox"/>	<input type="checkbox"/>			
			<input type="checkbox"/>	<input type="checkbox"/>			
			<input type="checkbox"/>	<input type="checkbox"/>			
			<input type="checkbox"/>	<input type="checkbox"/>			

All items						
Item	Material	Order quantity	SU	S	Description	
	10902EC1200	1 EA		<input checked="" type="checkbox"/>	802D- SRV MTR ASLY- 6	

Step 1: Click here to select Material

Step 2: Click here to run Availability



The screenshot shows the SAP MM01 screen for material selection. A callout box labeled 'Step 1: Click here to select Material' points to the 'Material' column header. Another callout box labeled 'Step 2: Click here to run Availability' points to the 'Check item availability' button in the toolbar.

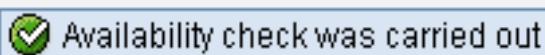
You will get new screen as follows:

Order - MTO: Availability Control

One-time delivery	Complete dlv.	Delivery proposal	ATP quantities	Scope of check	Other plants	
Item 10	Sched.line 1					
Material 902EC1200	802D- SRV MTR ASLY- 6NM- ABS.ENC-32					
Plant 1800						
Req.deliv.date 23.11.2007	Open Quantity	1 EA				
<input type="checkbox"/> Fix qty/date	Max.Part.Deliveries	9				
One-time del. on req. del. dte						
Dely/Conf.Date 23.11.2007 / 23.11.2007	Confirmed quantity	<input type="text"/> <input checked="" type="checkbox"/>				
Complete delivery						
Dely/Conf.Date 23.11.2007 / 23.11.2007	<input checked="" type="checkbox"/>					
Dely proposal						
Dely/Conf.Date 23.11.2007 / 23.11.2007	Confirmed qty	<input type="text"/> 1 <input checked="" type="checkbox"/>				

Now you can see Confirmed quantity is one, Click on One-time delivery icon.

You will get the message as follows:



To confirm the same follow the below procedure:

All items								
Item	Material	Order quantity	SU	S	Description	Plnt	C	
10	902EC1200	1 EA			802D- SRV MTR ASLY- 6NM- AB ...	1800		

Step 1: Click here to select Material

Step 2: Click here to select Schedule lines

Schedule lines for item

Now you can see the Schedule lines screen as follows:

Change Order - MTO 182: Item Data

P	Deliv. date	Order quantity	Rounded qty	Confirmed qty.	S...	Delivery block	Deliverer
D	23.11.2007	1	1	1 EA			
D							

Now you can see the Confirmed quantity is one. It was zero when we created order. Now the next step is creating the Delivery.

Create Delivery

Now the next step is creating the Delivery.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Shipping and Transportation → Outbound Delivery → Create → Single Document → With Reference to Sales Order</i>
Transaction code	VL01N

The Creation of delivery is with reference to the sale order already created, which will be illustrated below:

Create Outbound Delivery with Order Reference

The screenshot shows the SAP interface for creating an outbound delivery. At the top, there are two tabs: 'With Order Reference' (selected) and 'W/o Order Reference'. Below the tabs is a toolbar with various icons. The main area is divided into sections:

- Sales order data:** Contains fields for Selection date (26.11.2007), Order (182), From item, and To item.
- Predefine delivery type:** Contains a Delivery Type field.
- Shipping point:** A checkbox is checked.

In the Create Outbound Delivery with Order reference, we have to enter the appropriate shipping point, selection date and the relevant sales document.

For AMPL MTO sales, the Shipping point for 1800, for AMSPL sales 2700 and for HIE sales, shipping point will be 3600 and SSTPL sales Shipping point will be 4500.

Now the Sale being AMPL, we shall select the shipping point 1800. As far the selection date is concerned, it shall be the date on or after the confirmation date of the respective schedule line in the sale order. In the Order field enter the Sale Order number which has been created.

(If the delivery is selective, we can enter the line item as appearing in the sale order. Else do not enter anything against item number. Even if the item selection is random, do not enter the item number, and all the line items will be copied in delivery and the line item which need not be delivered shall be deleted).

Create Outbound Delivery with Order Reference

With Order Reference WWo Order Reference |           Pos

Shipping point 

Sales order data

Selection date
Order
From item
To item

Predefine delivery type

Delivery Type

Now Press ENTER to Continue. This will take to the “Create delivery: Overview Screen”

Dly-MTO-AMPL Create: Overview

Outbound deliv. Document Date 26.11.2007
Ship-to party BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE

Item Overview **Picking** Loading Transport Status Overview Goods Movement Data

Planned GI 23.11.2007 00:0... Total Weight 100 KG
Actual GI date No.of packages

All items								
Item	Material	Delivery quantity	SU	Description	B.	ItCa		
10	902EC1200	1	EA	802D-SRV MTR ASLY- 6NM- ABS.ENC-32		TAN1		

We can see the Ship to Party and the Material Code and the quantity are all copied from the sale order. We have to do one thing in Delivery Document a) Post Goods Issue.

All the items are to be picked in the system. For this click the **Picking** tab.

Item Overview Picking Loading Transport Status Overview Goods Movement Data

Pick Date/Time 23.11.2007 00:0... OvrllPickStatus Not yet picked
Warehouse No. OverallWMStatus No WM trnsf ord reqd

All items

Item	Material	Plnt	SLoc	Delivery quantity	SU	Pick quantity	SU	Batch
10	902EC1200	1800		1	EA	EA		A

The delivery quantity has to be entered as picking quantity also. Then press ENTER. This will modify the picking status.

Item Overview										Picking	Loading	Transport	Status Overview	Goods Movement Data
Pick Date/Time	23.11.2007	00:0...	OvrllPickStatus	C	Fully picked									
Warehouse No.			OverallWMMStatus		No WMM transord reqd									
All items														
	Item	Material	Plnt	SLoc	Delivery quantity	SU	Pick quantity	SU	Batch					
	10	902EC1200	1800		1	EA	1	EA						

The OverallPickStatus changed from “A” to “C”.

Now the next step is to do “POST GOODS ISSUE”. Before doing post goods issue, let us have a look at the Stock Position, for example:

Now let us click the **Goods Movement Data** as shown below.

Item Overview										Picking	Loading	Transport	Status Overview	Goods Movement Data
Pl. gds mvmt	23.11.2007	00:0...	TotalGdsMvtStat	A	Not yet started									
Act. gds mvmt														
All items														
	Item	ItCa	Plnt	SLoc	Material	Delivery quantity	SU	M...	N	Batch	B..	Val. type		
	10	TAN1	1800		902EC1200	1	EA	601						

Dly-MTO-AMPL Create: Overview

The screenshot shows the SAP Dly-MTO-AMPL Create: Overview screen. At the top, there is a toolbar with various icons. To the right of the toolbar, a button labeled "Post goods issue" is highlighted with a yellow box and a black arrow pointing to it from the left.

Below the toolbar, there are two input fields: "Outbound deliv." and "Ship-to party". The "Outbound deliv." field contains a placeholder box. The "Ship-to party" field contains "B00007DK09" and has a small icon of a document next to it. To the right of these fields are "Document Date" (26.11.2007) and "BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE".

Below these details is a navigation bar with tabs: Item Overview, Picking, Loading, Transport, Status Overview, and Goods Movement Data. The "Goods Movement Data" tab is currently selected and highlighted in blue.

In the "Goods Movement Data" section, there are two rows of information:

- PI. gds mvmt: 23.11.2007 | 00:0... | TotalGdsMvtStat: A | Not yet started
- Act. gds mvmt: [empty box]

Below this is a table titled "All items" showing delivery details for item 10. The table has columns: Item, ItCa, Plnt, SLoc, Material, Delivery quantity, SU, M..., NBatch, B..., Val. type. The data for item 10 is as follows:

Item	ItCa	Plnt	SLoc	Material	Delivery quantity	SU	M...	NBatch	B...	Val. type
10	TAN1	1800		902EC1200	1	EA	601			

The system says that the goods movement has not started. Now click the **Post Goods Issue** as shown above. The system will do the goods issue and Delivery Document Number will be generated. The system displays the message as follows:

Dly-MTO-AMPL 80000070 has been saved

Transaction Codes: VL02N – Change Delivery Document, VL03N – Display Billing Document.

Creating Billing Document

After creating the delivery, Invoice has to be generated with reference to the delivery.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction code	VF01

Create Billing Document Initial Entry Screen will be like this:

Billing document Edit Goto Settings System Help

Billing due list Billing document overview Selection list

Default data

Billing Type		Serv.rendered	
Billing date		Pricing date	

Docs to be processed

Document	Item	SD document category	Processing status	Bill.
300000070				

Enter the delivery document number here

Now press ENTER. This will take to Billing Overview Screen

Billing document Edit Goto Environment System Help

Billing documents

ZOR1 Invoice - MTO - A \$000000001 Netvalue 582,400.00 INR

Payer B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / IN - 570016 M...

Billing date 26.11.2007

Item	Description	Billed Quantity	SU	Netvalue	Material	Cost
10	802D- SRV MTR ASLY- 6NM- A...	1 EA		582,400.00	902EC1200	0.00

Going to the conditions screen, price can be verified before saving.

Invoice - MTO - AMPL (ZOR1) Create: Overview of Billing Items

Billing documents

ZOR1 Invoice - MTO - ...	\$000000001	Net value	582,400.00	INR		
Payer	B0007DK09	BHAGYA INDUCTIONS / BEHIND RPG / IN - 570016 M...				
Billing date	26.11.2007					
Item	Description	Billed Quantity	SU	Net value	Material	Cost
10	2D- SRV MTR ASLY- 6NM- A...	1 EA		582,400.00	902EC1200	0.00

Flag the line item and click the display item conditions icon.

Invoice - MTO - AMPL (ZOR1) Create: Item Data

Billing items

Item	10	Created by	ASKAR_SD
Item category	TAN1	Created on	26.11.2007
Material	902EC1200	802D- SRV MTR ASLY- 6NM- ABS.ENC-32	
Batch			

[Item Detail](#) [Item Partners](#) [Conditions](#) [ForTrade/Customs](#) [Item Texts](#) [PO data](#)

Qty	1 EA	Net	582,400.00 INR
		Tax	23,296.00

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value
ZBP1	Excise	500,000.00	INR	1 EA		500,000.00 INR		1 EA		1 EA		0.00
	Sub Total	0.00	INR	1 EA		0.00	INR	1 EA		1 EA		0.00
JMAN	IN Manual excise		%				INR	0		0		0.00
UTXJ	Tax Jurisdict.Code	16.000	%			80,000.00	INR	0		0		0.00
JMOD	Excise Duty @ 16%	16.000	%			80,000.00	INR	0		0		0.00
	Basic Price	500,000.00	INR	1 EA		500,000.00	INR	1 EA		1 EA		0.00
JEX2	Excise Duty @ 16%	100.000	%			80,000.00 INR		0		0		0.00
JAED	IN A/R AED	0.000	%			0.00	INR	0		0		0.00
	BASE+ BED	580,000.00	INR	1 EA		580,000.00	INR	1 EA		1 EA		0.00
JSED	IN A/R SED	0.000	%			0.00	INR	0		0		0.00
	Base + BED + AED	580,000.00	INR	1 EA		580,000.00	INR	1 EA		1 EA		0.00
JCES	IN A/R CESS	0.000	%			0.00	INR	0		0		0.00

Condition rec. Analysis Update

Now Go Back to the overview screen by clicking the icon.

Now click the Header conditions icon and Header Pricing Conditions will be displayed.

Billing document Edit Goto Environment System Help

Invoice - MTO - AMPL (ZOR1) Create: Overview of Billing Items

Billing documents		
ZOR1 Invoice - MTO - A	\$000000001	Netvalue 582,400.00 INR
Payer	B0007DK09	BHAGYA INDUCTIONS / BEHIND RPG / IN - 570016 M...
Billing date	26.11.2007	

Item	Description	Billed Quantity	SU	Netvalue	Material	Cost
10	802D- SRV MTR ASLY- 6NM- A...	1EA		582,400.00	902EC1200	0.00

Billing Invoice - MTO - AMPL (ZOR1) Create : Header data

Billing items Output

ZOR1 Invoice - ... \$000000001
 Payer B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / IN - 570016 MYSORE
 Created by ASKAR_SD Created on 26.11.2007 Time 05:21:08

Header Head.prttrs Conditions ForTrade/Customs Head.text

Net	582,400.00	INR
Tax	23,296.00	

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Condition value	CdC...
ZBP1	Excise					500,000.00	INR	0.00	
	Sub Total					0.00	INR	0.00	
JMAN	IN Manual excise					0.00	INR	0.00	
UTXJ	Tax Jurisdict.Code					80,000.00	INR	0.00	
JMOD	Excise Duty @ 16%					80,000.00	INR	0.00	
	Basic Price					500,000.00	INR	0.00	
JEX2	Excise Duty @ 16%					80,000.00	INR	0.00	
JAED	IN A/R AED					0.00	INR	0.00	
	BASE+ BED					580,000.00	INR	0.00	
JSED	IN A/R SED					0.00	INR	0.00	
	Base + BED + AED					580,000.00	INR	0.00	
JCES	IN A/R CESS					0.00	INR	0.00	
	BASE + BED + AED + S					580,000.00	INR	0.00	

Condition rec. Activate Update

If there is more than one line item, the total of all the line items will be reflected in the header data conditions screen.

Changing the Tax Value in Billing.

Header Data Conditions											
		Header		Head.prtnrs		Conditions		ForTrade/Customs		Head.text	
		Net		582,400.00		INR					
		Tax		23,296.00							
CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Condition value	CdC...		
JIN4	IN A/R Surcharge					0.00	INR	0.00			
JIN5	IN A/R LST Surchrg					0.00	INR	0.00			
JIN6	IN A/R VAT					23,296.00	INR	0.00			
	in Surcharge on VAT					23,296.00	INR	0.00			
	in CESS on VAT					23,296.00	INR	0.00			
	BASE+BED+ED.CESS+...					605,696.00	INR	0.00			
	Net Value					605,696.00	INR	0.00			
ZDIF	Rounding diff.(min.)					0.00	INR	0.00			

Go back to the Overview screen using  icon. Now click the Display Header Doc details icon . This will take to the Header Data Screen

Billing Invoice - MTO - AMPL (ZOR1) Create : Header data

Billing items

Output

ZOR1 Invoice - ... \$000000001

Payer B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / IN - 570016 MYSORE

Created by ASKAR_SD Created on 26.11.2007 Time 05:21:08

Header Head.prthrs Conditions ForTrade/Customs Head.text

Billing date	26.11.2007	Document currency	INR
Company Code	1800	<input type="checkbox"/> Set exchange rt	
Reference	0080000070	Exchange rate-acctng	1.00000
Assignment	\$	Payment Method	
Trading partner		Dunning Area	
Fixed value date		Dunning key	
Addit.value days	0	Dunning block	Freed for dunning
AcctAssgGr	01 Domestic Revenues		
Posting Status	Error in Accounting Interface		

Price data			
Price List	01 INR Currency	Exch. Rate Type	
Customer group		Agreement	
Price group			
Payment terms	0001	35% Advance along with PO & Ba	
Incoterms	ZDD	Door Delivery	
Pricing procedure	ZMT0D1	MTO (Direct Sales) ASKAR	

Taxes

Roll down the Pull down Tab in the side.

Billing Invoice - MTO - AMPL (ZOR1) Create : Header data

Billing items Output

ZOR1 Invoice - ... \$000000001
Payer B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / IN - 570016 MYSORE
Created by ASKAR_SD Created on 26.11.2007 Time 05:21:08

Header Head.prttnrs Conditions ForTrade/Customs Head.text

Payment terms	0001	35% Advance along with PO & Ba
Incoterms	ZDD	Door Delivery
Pricing procedure	ZMT0D1	MTO (Direct Sales) ASKAR

Taxes

Destination country	IN	Region	10
TaxClass1-Cust.	8	County code	
VAT registration no.		City code	
Country sls.tax no.	IN	Export	
Origin sls.tax no.	A	Ship-to party	<input type="checkbox"/> EU triangular deal

General Information

The first classification was VAT and select 8 which stands for 4% VAT.

Billing Invoice - MTO - AMPL (ZOR1) Create : Header data

Billing items Output

ZOR1 Invoice - ...	\$0000000001	BHAGYA INDUCTIONS / BEHIND RPG / IN - 570016 MYSORE		
Payer	B0007DK09			
Created by	ASKAR_SD	Created on	26.11.2007	Time 05:21:08

Header Head.prtprs Conditions ForTrade/Customs Head.text

Payment terms	0001	35% Advance along with PO & Ba
Incoterms	ZDD	Door Delivery
Pricing procedure	ZMTOD1	MTO (Direct Sales) ASKAR

Taxes

Destination country	IN	Region	10
TaxClass1-Cust.	3	County code	
VAT registration no.		City code	
Country sls.tax no.	IN	Export	
Origin sls.tax no.	A	Ship-to party	
<input type="checkbox"/> EU triangular deal			

Now the classification we have changed to 3 which stands for 12.5% VAT.

Now see the Item Condition screen and it will be observed that the VAT is 12.5%.

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Condition value	CdC...
ZECX	o.u. Cess @ 2%					1,600.00	INR	0.00	
JHEC	S&H Edu.Cess @ 1%					800.00	INR	0.00	
	BASE + BED + AED +SE					582,400.00	INR	0.00	
JIN4	IN A/R Surcharge					0.00	INR	0.00	
JIN5	IN A/R LST Surchrg					0.00	INR	0.00	
JIN6	IN A/R VAT					72,800.00	INR	0.00	
	in Surcharge on VAT					72,800.00	INR	0.00	
	in CESS on VAT					72,800.00	INR	0.00	
	BASE+BED+ED.CESS+ ..					655,200.00	INR	0.00	
					0.00	INR	0.00	

Thus the sales tax is modified as per the requirement.

Same procedure we can follow suppose the Customer has accepted to issue Form “C” and therefore sales tax being charged at 3% against Form “C”. However, Customer says that they will not be able to provide Form “C”. Thereby there is no other alternative than charging 12.5% CST. For this Tax Classification has to be modified in Billing Header details as per the steps given.

Note: Generally as per the requirement sales tax will be determined at highest value, based on concession forms user can manually modify the tax classification thereby the tax value. **Care should always be taken to avoid errors.**

Adding Header Conditions like Freight etc.

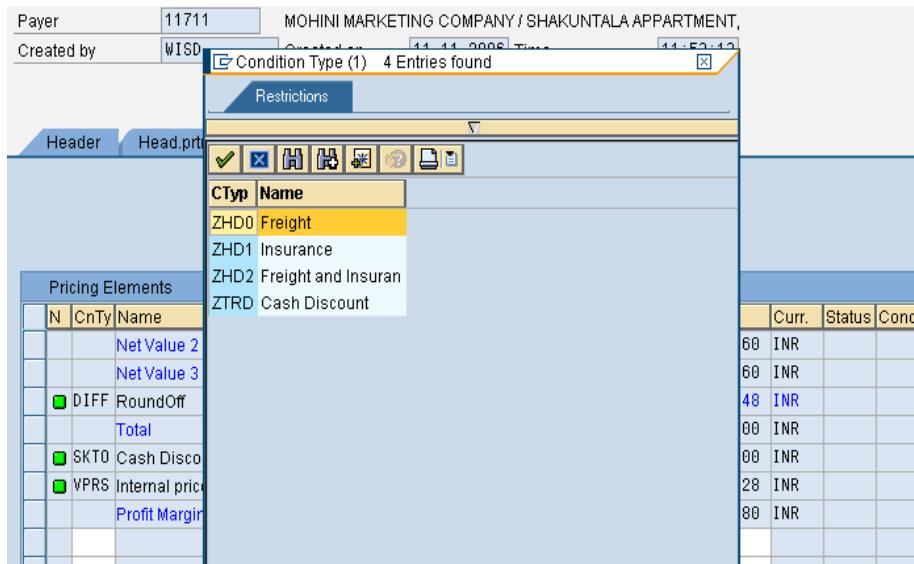
The ASKAR requirements are as such, the discounts, freights, insurance etc. are added at the Header level rather than at item level. When applied at header level, it is valid for the total document. *Now we take an example of adding Freight Value, if it is applicable.*

Go to the Header Pricing Screen as described before.

The screenshot shows the Header Pricing Screen with the following details:

- Payer: 11/11 MOHINI MARKETING COMPANY / SHAKUNTALA APPARTMENT,
- Created by: WISD
- Created on: 11.11.2006 Time: 11:53:13
- Header tab is selected.
- Net amount: 133.08 INR (highlighted with a red oval and an arrow pointing to a callout box).
- Tax amount: 13.92
- Callout box: "Observe here after adding freight etc."
- Pricing Elements table:

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	Condition value	CdCur	Stat
		Net Value 2					132.60	INR		0.00		
		Net Value 3					132.60	INR		0.00		
<input checked="" type="checkbox"/>	DIFF RoundOff		0.00	INR			0.48	INR		0.00		
	Total						147.00	INR		0.00		
<input checked="" type="checkbox"/>	SKTO Cash Discount						0.00	INR		0.00	<input checked="" type="checkbox"/>	
<input checked="" type="checkbox"/>	VPRS Internal price						46.28	INR		46.28	INR	<input checked="" type="checkbox"/>
	Profit Margin						86.00	INR		0.00		
- A button labeled "Click Here" is located in the bottom left corner of the table area.



Select Condition Type “ZHD0” Freight.(If the component has to be “Insurance” select ZHD1).

Header Head.prtnrs Conditions ForTrade/Customs Head.text

Net	133.08	INR
Tax	13.92	

Pricing Elements

N	CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Status	Condition value	CdCur	Stat
		NetValue 2					132.60	INR		0.00		
		NetValue 3					132.60	INR		0.00		
<input checked="" type="checkbox"/>	DIFF	RoundOff	0.00	INR			0.48	INR		0.00		
		Total					147.00	INR		0.00		
<input checked="" type="checkbox"/>	SKTO	Cash Discount					0.00	INR		0.00		
<input checked="" type="checkbox"/>	VPRS	Internal price					46.28	INR		46.28	INR	
		Profit Margin					86.80	INR		0.00		
		ZHD0	25									

Condition rec. Activate Update

Press ENTER

Header	Head.prtnrs	Conditions	ForTrade/Customs	Head.text								
			Net	158.08 INR								
			Tax	13.92								
Pricing Elements												
N	CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Status	Condition value	CdCur	Stat
		Base + ED + ST					146.52	INR		0.00		<input checked="" type="checkbox"/>
		BASE+EXCISE+SALESTAX					146.52	INR		0.00		<input checked="" type="checkbox"/>
		Gross Value					132.60	INR		0.00		<input type="checkbox"/>
		Discount Amount					0.00	INR		0.00		<input type="checkbox"/>
		Rebate Basis					114.00	INR		0.00		<input type="checkbox"/>
		Net Value for the It					132.60	INR		0.00		<input type="checkbox"/>
	<input checked="" type="checkbox"/>	ZH00 Freight	25.00	INR			25.00	INR		0.00		<input type="checkbox"/>
		NetValue 2					157.60	INR		0.00		<input type="checkbox"/>
		NetValue 3					157.60	INR		0.00		<input type="checkbox"/>
	<input checked="" type="checkbox"/>	DIFF RoundOff	0.00	INR			0.48	INR		0.00		<input type="checkbox"/>
		Total					172.00	INR		0.00		<input type="checkbox"/>
	<input checked="" type="checkbox"/>	SKTO Cash Discount					0.00	INR		0.00		<input checked="" type="checkbox"/>

We can see the effect. The price got updated and the net value got increased. We can see the Freight amount entered is a fixed amount and is applicable to the whole document instead of a single item. Similarly Cash Discount for advance payment can be given by selecting the condition type ZADV.

 Use this icon to save the document.

 Document 90000139 has been saved

If the message like “ No accounting document is generated” is displayed that should be communicated to the help desk immediately for analysis and resolution.

Other relevant Transaction codes: VF02 – Change Billing Document, VF03 – Display Billing Document.

Create Excise Invoice

Now the Excise Invoice has to be created for factory sale with respect to the invoice created above:

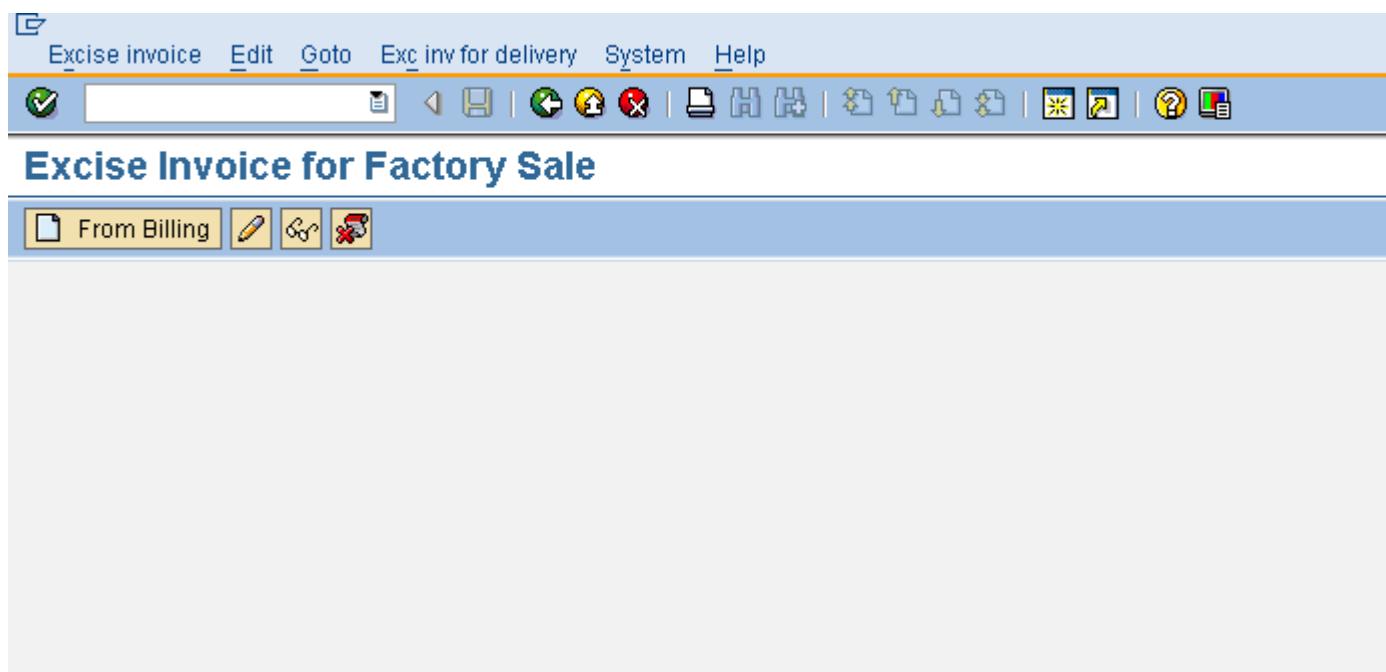
This can be created using Transaction Code J1IIN or by following menu path in India Localization Menu. The Transaction code to go to India Localization Menu is J1ILN

SAP Easy Access India Localization Menu	SAPMenu→IndirectTaxes→Sales/OutboundMovements → Excise Invoice→For Sale Order→ Create
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Transaction code	J1IIN
------------------	-------

Transaction code	J1IIN
------------------	-------

Upon executing the above Transaction Code, EXCISE INVOICE FOR FACTORY SALE screen is displayed where **From Billing** to be clicked



On clicking the “From Billing” Tab, a new screen will appear as follows:

A screenshot of the "Create Excise Invoice for Factory Sale" screen. At the top, it says "Create Excise Invoice for Factory Sale". Below that, there is a button labeled "Due list" with a small icon, which is circled with a red oval. Underneath, there are input fields for "Billing document" (containing "00000139") and "Posting Date" (containing "29.11.2007"). There is also a field for "Sub transaction type" with a dropdown arrow. The rest of the screen is mostly blank.

Just clicking the due list will display the Bills due for excise invoicing otherwise directly enter the invoice number and give the correct posting date.

Billing documents: Due list for Modvat Utilization

The screenshot shows a SAP Fiori application interface. At the top left is a search bar with a magnifying glass icon. To its right are several input fields: 'Billing document' (empty), 'Billing document date' (empty), 'SD document category' (empty), 'Billing document category' (empty), 'Company code' (containing '1800'), 'Plant' (containing '1800'), 'Excise group' (containing 'E1'), and 'Posting Date' (empty). To the right of these fields are four 'to' fields, each with an empty input box and a small yellow arrow icon. On the far right is a vertical toolbar with four icons, each featuring a yellow arrow and a purple square.

Upon entering the Company Code, Plant Code and Excise group and executing, the system will display the duelist.

Billing.Doc	Sold-to pt	Bill.date	Basic duty	AED	SED	CESS
900000095	S000015	16.11.2007	0.00	0.00	0.00	0.00
900000096	A0014DK09	19.11.2007	80,000.00	0.00	0.00	0.00
900000098	L0004-EX09	19.11.2007	0.00	0.00	0.00	0.00
900000100	S000015	19.11.2007	0.00	0.00	0.00	0.00
900000101	S000015	19.11.2007	0.00	0.00	0.00	0.00
900000102	S000015	20.11.2007	0.00	0.00	0.00	0.00
900000103	S000015	20.11.2007	0.00	0.00	0.00	0.00
900000104	S000015	20.11.2007	0.00	0.00	0.00	0.00
900000105	S000015	20.11.2007	0.00	0.00	0.00	0.00
900000106	S000015	20.11.2007	0.00	0.00	0.00	0.00
900000107	S000015	20.11.2007	0.00	0.00	0.00	0.00
900000108	S000015	20.11.2007	0.00	0.00	0.00	0.00
900000109	S000015	20.11.2007	0.00	0.00	0.00	0.00
900000110	S000015	21.11.2007	0.00	0.00	0.00	0.00
900000111	S000015	21.11.2007	0.00	0.00	0.00	0.00
900000112	S000015	21.11.2007	0.00	0.00	0.00	0.00
900000113	S000015	21.11.2007	8,000.00	0.00	0.00	0.00
900000115	S000015	21.11.2007	0.00	0.00	0.00	0.00
900000116	S000015	21.11.2007	1,600.00	0.00	0.00	0.00
900000120	S000015	21.11.2007	0.00	0.00	0.00	0.00
900000121	S000015	21.11.2007	0.00	0.00	0.00	0.00
900000122	S000015	21.11.2007	1,920.00	0.00	0.00	0.00
900000124	S000015	21.11.2007	1,600.00	0.00	0.00	0.00
900000125	S000015	21.11.2007	1,600.00	0.00	0.00	0.00
900000130	A0014DK09	21.11.2007	160.00	0.00	0.00	0.00
900000131	B0007DK09	27.11.2007	80,000.00	0.00	0.00	0.00
900000132	B0007DK09	27.11.2007	80,000.00	0.00	0.00	0.00
900000133	B0007DK09	27.11.2007	80,000.00	0.00	0.00	0.00
900000134	B0007DK09	27.11.2007	80,000.00	0.00	0.00	0.00
900000135	B0007DK09	27.11.2007	80,000.00	0.00	0.00	0.00
900000136	S000016	28.11.2007	0.00	0.00	0.00	0.00
900000138	B0007DK09	29.11.2007	80,682.00	0.00	0.00	0.00
900000139	S000015	29.11.2007	192,000.00	0.00	0.00	0.00

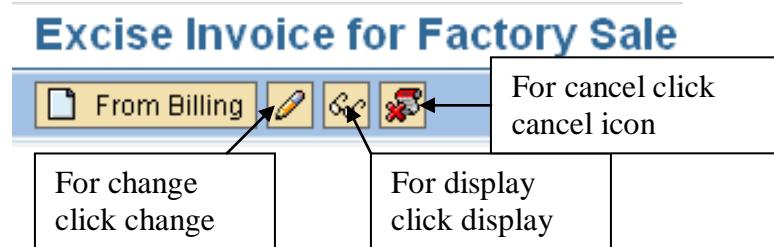
After selecting the billing document and giving the correct posting date, press ENTER. The Excise Invoice screen will be as follows:

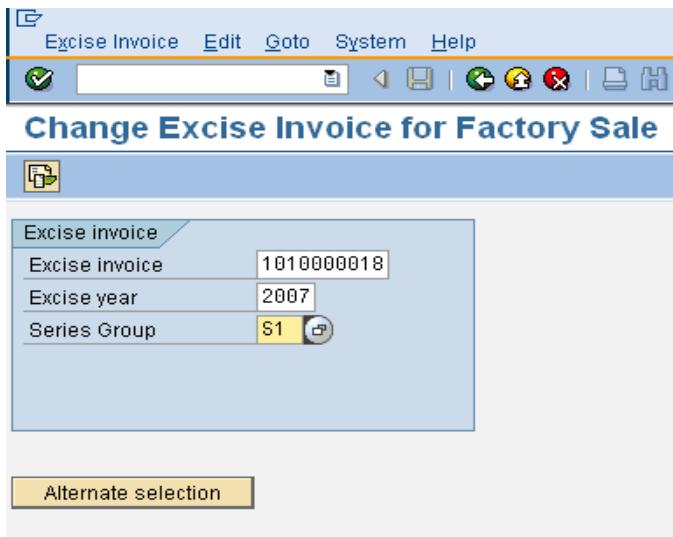
Enter the Excise Group “E1” and series group “S1”.

We can see all the values defaulted from the previous document. Now save the document by clicking the save icon.

The system will give a message: Excise Invoice 1010000018 generated; Modvat database updated.

For Change/Display, use the same transaction code,





Enter the Excise invoice number, excise year and series group and press ENTER. The document will be displayed.

Thus ends the MTO Direct Sales Process.

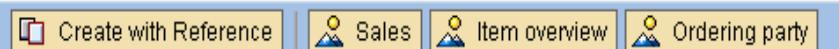
2 Agent Sales

Agent sales scenario is same like MTO Direct sales. Difference is need to capture agent commission in Quotation or Order Acceptance. You can see in bellow screen how to maintain the agent commission.

Create Sales Order

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction code	VBA01

Create Sales Order: Initial Screen



Order Type **ZORA** Order - MTO - Agent

Organizational data	
Sales Organization	1810 AMPL DOMESTIC SALES
Distribution Channel	10 Direct Sales
Division	10 Turning Center
Sales Office	
Sales Group	

Select all required field like shown in the screen. Press enter to continue.

Create Order - MTO - Agent: Overview

Order - MTO - Agent **S000015** Net value **5,016.00 INR**

Sold-to party **S000015 Srinivasa Engineering / Street / 560050 BANGALORE**

Ship-to party **S000015 Srinivasa Engineering / Street / 560050 BANGALORE**

PO Number **AD10** PO date **30.11.2007**

Sales **Item overview** **Item detail** **Ordering party** **Procurement** **Shipping** **Reason for rejection**

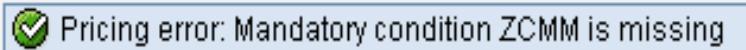
Req. deliv.date	D 30.11.2007	Deliver.Plant	
<input type="checkbox"/> Complete delv.		Total Weight	0 KG
Delivery block		Volume	0.000
Billing block		Pricing date	30.11.2007
Payment card		Exp.date	
Card Verif. Value		Incoterms	FOB Free on Board
Payment terms	AD10 30% advance 5% after		
Order reason			

All items

Item	Material	Order quantity	SU	I	Description	Plnt	Customer Material N
	10C0902-010-0023-000	1 EA	<input type="checkbox"/>		LOCKING RING (M 36 X 2P)	1800	

Actions:

Fill all necessary fields as mentioned in MTO scenario. Warming message will appear as shown bellow:



All items							
Item	Material	Order quantity	SU	S	Description	Plt	Customer Material N
1	0C0902-010-0023-000	1 EA			LOCKING RING (M 36 X 2P)	1800	

Select the line item and click on pricing icon

Scroll down to select condition type YCMM for vale and ZCMM for percentage by using radio button option. Enter value example Rs.5000.

The screenshot shows the SAP Sales Order screen with various tabs at the top: Sales A, Sales B, Shipping, Billing Document, Conditions, Account assignment, Schedule lines, Partners, Texts, and Order Data. Below the tabs, there are input fields for Qty (1 EA), Net (5,016.00 INR), and Tax (627.00). The main area is a table titled 'Conditions' with columns: CnTy, Name, Amount, CrCry, per, U..., Condition value, Curr., Num..., OUn, CCon..., Un, Condition value, CdC... . The table contains several rows, some of which are circled in red:

CnTy	Name	Amount	CrCry	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC...
	BASE + BED + AED + SE	5,016.00	INR	1 EA		5,016.00	INR	1 EA		1 EA		0.00	
JIN4	IN A/R Surcharge	0.000	%			0.00	INR	0		0		0.00	
JIN5	IN A/R LST Surchrg	0.000	%			0.00	INR	0		0		0.00	
JIN6	IN A/R VAT	12.500	%			627.00	INR	0		0		0.00	
	BASE+BED+ED.CESS+VA	5,643.00	INR	1 EA		5,643.00	INR	1 EA		1 EA		0.00	
	Netvalue	5,643.00	INR	1 EA		5,643.00	INR	1 EA		1 EA		0.00	
ZDIF	Rounding diff.(min.)	0.00	INR	1 EA		0.00	INR	1 EA		1 EA		0.00	
	Total Payable	5,643.00	INR	1 EA		5,643.00	INR	1 EA		1 EA		0.00	
YCMM	Commission to Agent	1,000.00	-INR			1,000.00	-INR	0		0		0.00	

Since these conditions types are statistical net value will not update. Save the document. Same procedure can follow to maintain at Quotation level.

Other Sales documents for Agent sale Inquiry ZINA Quotation ZQTA.

Now we shall see the Sales returns

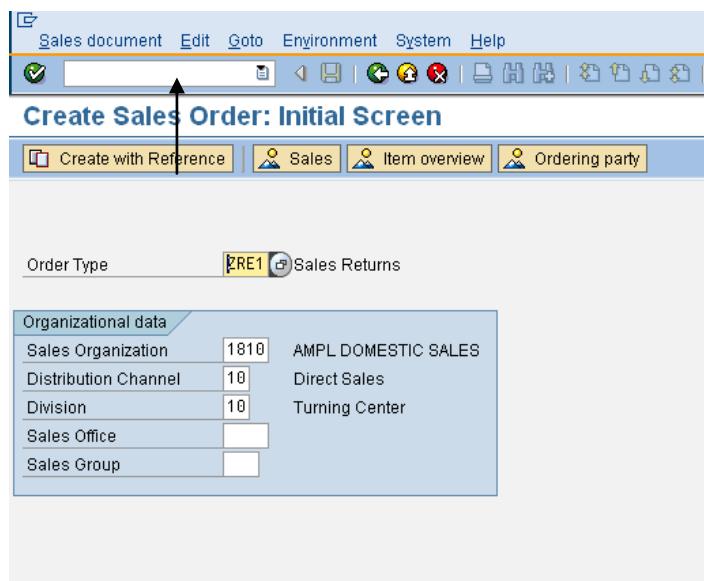
3 Sales Returns

Let's consider the case of delivered items being returned due to some reasons. These items are to be taken as returns and if the returns are within the period, modvat can be reversed.

Create Return Sales Order

A sales order has to be created for returns as it has been for the normal sales order. Here we have the option of creating the same with or without reference to the preceding document. In this configuration the reference document is not made mandatory as the returns may belong to the dispatches made prior to this SAP Implementation. However, if the preceding document is available in SAP, then it is strongly recommended to refer the same. It is highly better to have the preceding document reference as Invoice rather than a sales order for obvious reasons.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction code	VAA1



On clicking the “Create with Reference”, there will be popup asking for reference document.



Press the Copy Button as above and all the contents of the preceding document will be copied in to the returns sales order.

Create Sales Returns: Overview

The screenshot shows the SAP Create Sales Returns: Overview screen. At the top, there are icons for Home, User, Print, and Help, followed by a yellow 'Orders' button. Below this, the 'Sales Returns' section displays the Net value as 590,364.00 INR. The Sold-to party and Ship-to party are both listed as BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE. The PO Number field is empty, and the PO date field is also empty. A magnifying glass icon is located next to the PO number field.

The navigation bar below the header includes tabs for Sales, Item overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection. The Sales tab is selected.

The main area contains several input fields and dropdown menus. A 'Req. deliv.date' field shows 29.11.2007. A checkbox for 'Complete delv.' is unchecked. A 'Delivery block' section includes a 'Volume' field with a value of 0.000. A 'Billing block' section is highlighted with a red oval, containing fields for 'Check Credit Memo' (08), 'Pricing date' (28.11.2007), and 'Payment card'. Other fields include 'Exp.date', 'Card Verif. Value', 'Incoterms' (ZDD), 'Door Delivery', 'Payment terms' (0001, 35% Advance along...), and 'Order reason'.

Below the header, a table titled 'All items' lists one item: Item 10902EC1200, Material 802D-SRV MTR ASLY- 6NM- AB..., Order quantity 2 EA, SU 1800, Description 802D-SRV MTR ASLY- 6NM- AB..., Pint 1800, Customer Material Numb ZREM, and ItCa.

Let us assume that out of 2 nos. supplied 1 is being returned. Edit the quantity from 2 to 1 being the returned quantity. The quantity field thus can be edited as it is required.

Note: The Billing block as shown above can be removed, if the user has authorization, otherwise the authorized user has to go the change mode and shall remove the Billing Block.

In Purchase Order field you can enter the old reference or new reference as required.

The price and other data can be checked, as usual.

Now the incompleteness has to be checked, before saving the document.

Create FACT STD RETURNS: Incompletion Log

Complete Data

Create FACT STD RETURNS: Incompletion Log

Following data still needs to be completed

Item	Short Description	Missing Data
		Order reason

Being Sales return, the system is asking for the order reason. Flag the line and click the “Complete Data” Tab. This take us to the Header Data sales Tab.

Create Sales Returns: Overview

Orders

Sales Returns	Netvalue	590,364.00	INR
Sold-to party	BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE		
Ship-to party	BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE		
PO Number	PO date		

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

Req. deliv.date	D	29.11.2007	Total Weight	100	KG
<input type="checkbox"/> Complete dlv.			Volume	0.000	
Delivery block	Billing block	08 Check Credit Memo	Pricing date	28.11.2007	
Payment card			Exp.date		
Card Verif. Value		Incoterms	ZDD	Door Delivery	
Payment terms	0001 35% Advance alon...				
Order reason	<input type="checkbox"/> 009 Defective/inconsistent working of element <input checked="" type="checkbox"/> 009 Defective/inconsistent working of element 010 Defective/inconsistent working of product 011 Undue wear 012 Part broken/failed 013 Settings disturbed 014 Coolant/chips entry 015 Oil/air leakage 016 Accuracy/specification not as specified 017 Wrong supply/part not supplied 018 Document/information not supplied				
All items	Item	Material	option	Part	Customer Mat
	10902EC1200		SRV MTR ASLY- 6NM- AB... 1800		

We can select a suitable reason, for example “009 Defective” being chosen. After click “EDIT Next Data” button in the top. If there is no other incompleteness, “Document is complete” message will be displayed.

The screenshot shows the SAP R/3 Sales Returns Document creation interface. At the top, there is a search bar labeled "Order reason" containing "009 Defective/inconsistent working of element". Below the search bar is a table titled "All items" with columns: Item, Material, Order quantity, SU, S, Description, Plnt, C. One row is visible in the table, showing Item 10902EC1200, Order quantity 1 EA, Description 802D- SRV MTR ASLY- 6NM- AB..., and Plnt 1800. Below the table are several icons for document management. At the bottom, a message box displays a green checkmark icon followed by the text "Document is complete".

Now save the sales document. The message Sales Returns 189 has been saved is displayed.

Create Returns Delivery

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Shipping and Transportation → Outbound Delivery → Create → Single Document → With Reference to Sales Order</i>
Transaction code	VL01N

The Returns Delivery is created with reference to the Returns Sales Order.

Create Outbound Delivery with Order Reference

With Order Reference Wo Order Reference |

Shipping point 1800 AMPL

Sales order data

Selection date	29.11.2007
Order	189
From item	<input type="text"/>
To item	<input type="text"/>

Press ENTER to continue. The resulting screen will be as follows:

Dly>Returns Create: Overview

Post goods receipt

For Returns, this tab is “Post Goods Receipt” instead of “Post Goods Issue”.

Outbound deliv. Document Date 29.11.2007
 Ship-to party B0007DK09 BHAGYA INDUCTIONS / BEHIND RPG / 570016 MYSORE

Item Overview Picking Loading Transport Status Overview Goods Movement Data

Pick Date/Time 29.11.2007 00:0... OvrllPickStatus Not Relvnt for Pick.
 Warehouse No. OverallWMStatus No WM trnsf ord reqd

All items

Item	Material	Plnt	SLoc	Delivery quantity	Stk	Pick quantity	SU	Batch	B..	PV	Mat.av.dt.	Matl ...	Va
10	902EC1200	1800	STR1	1	EA	0	EA				29.11.2007	00:0...	

Now do the “POST GOODS RECEIPT”. Picking not relevant for Returns.

Now do the Post Goods Receipt. The Returns Delivery Document number will be generated after doing the Post Goods receipt. Dly>Returns 80000073 has been saved.

As we can see item has been posted in the returns stock. Authorised person will move the returns to the unrestricted, if found suitable, by transfer posting using movement type 453.

Create Credit for Returns

Now Credit Note has to be created for returns. Generally, Credit for Returns will be based Order related billing unlike usual delivery related billing.

Create Billing Document

The screenshot shows the SAP Fiori interface for creating a billing document. At the top, there is a toolbar with icons for edit, search, and various lists. Below the toolbar, a section titled 'Default data' contains fields for 'Billing Type' (with a dropdown icon), 'Serv.rendered' (with a dropdown icon), 'Billing date' (text input), and 'Pricing date' (text input). Below this is a table titled 'Docs to be processed' with columns: Document, Item, SD document categ., Processing status, and Bill.. The table has one row selected, showing '189' in the Document column and a small edit icon in the Item column. The rest of the rows are empty.

Docs to be processed				
Document	Item	SD document categ.	Processing status	Bill..
189				

We can see the sale order number there. Press ENTER to continue. Note: Before creating invoice, Billing block in sale order has to be removed.

Inv>Returns (ZORE) Create: Overview of Billing Items

Billing documents					
ZORE Inv>Returns:	\$000000001	Net value	590,364.00	INR	
Payer	B0007DK09	BHAGYA INDUCTIONS / BEHIND RPG / IN - 570016 M...			
Billing date	29.11.2007				
Item	Description	Billed Quantity	SU	Netvalue	Material
10	802D- SRV MTR ASLY- 6NM- A...	1 EA		590,364.00	902EC1200

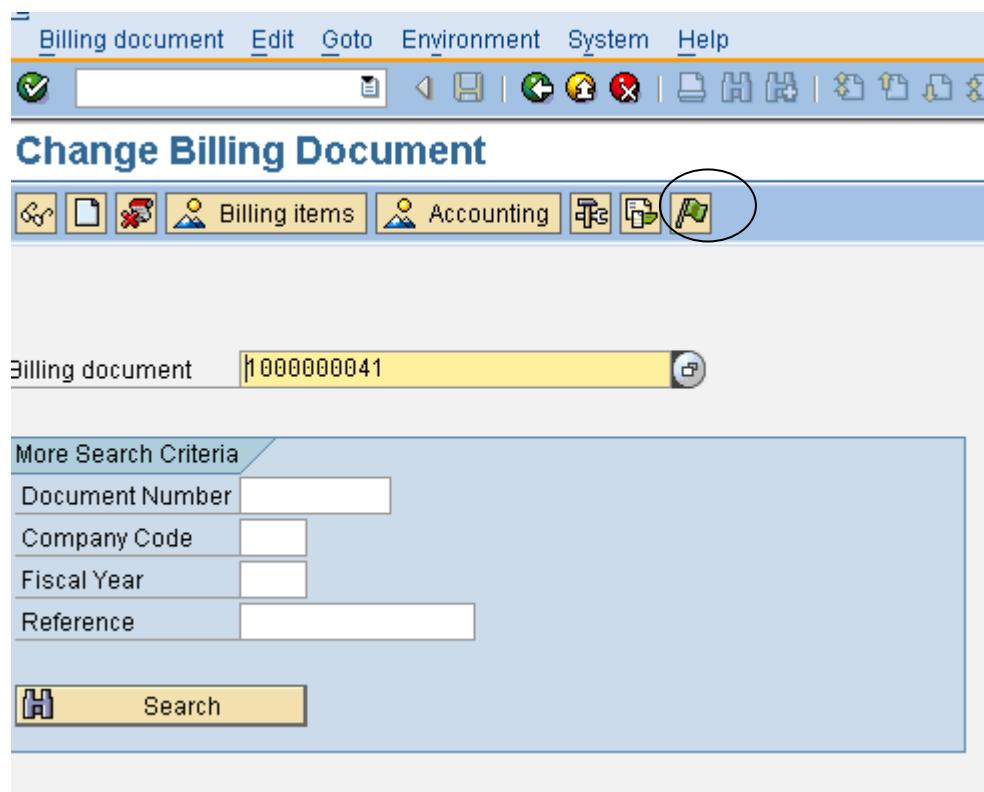
Important: Now go to the item pricing details and note down the basic price, excise duty and ecess as this will help when capturing the excise invoice for Modvat Reversal.

Basic Value: Rs. 54.72, BED: Rs. 8.76 ECess: Rs. 0.18

Now save the billing document and the following message will appear:

Document 90000138 saved (no accounting document generated)

There is no automatic posting. This has to be manually released, if you have authorization.



The release can be effected in change mode by clicking the icon. Upon release, the following message will appear Document 1000000041 has been saved.

We know the Outgone reference invoice number is 1010000108

Capture Excise Duty

First enter TCode: J1ILN to go to India Localization Menu.

SAP Easy Access India Localization Menu	<i>SAP Menu → Indirect Tax → Procurement → Excise Invoice → Incoming Excise Invoice → Central Processing → Capture</i>
Transaction code	J1IEX

Capture Excise Invoice : Without Purchase Order

The screenshot shows the SAP Fiori interface for capturing an excise invoice. At the top, there are buttons for 'Check', 'Simulate CENVAT', and 'Post CENVAT'. Below that, two menu items are visible: 'A01 Capture Excise In...' and 'R06 Without Purchase ...'. The main area has tabs for 'Excise Invoice', 'Miscellaneous', 'Total Duties', and 'Additional Data'. Under 'Excise Invoice', header data is entered: Exc. inv. no. 1010000108, Doc. date 29.11.2007, Vendor VENDORMM, Exc. group E1, Business Area (empty), Trn/Sub trn typ EWPO 01, and Posting Date 30.11.2007. An item table lists one item: Item 1, Material 8020000000, Description Demo Spinner 15, and Chap. ID 1234. Below the table are icons for saving, deleting, and printing. The 'Additional Data' tab is selected, showing material data (Material 8020000000, Description Demo Spinner 15, Material type F Finished Goods, Chapter ID 1234) and material organizational data (Plant 1800).

Here in the above screen all the data to be manually entered.

Header data:

Excise Invoice no: First we have to enter Excise Invoice number under which the item was originally Dispatched.

Doc date: Document date

Excise Group: E1 Sub transaction Type: 01

Posting date: date on which this returns to be posted

Vendor: This is standard SAP Screen, thereby asking Vendor number. However, for information purpose, we have to create Dummy Vendor “Excise Returns” which you can select enter. In search term give “returns” to select this vendor.

Item data:

Item data to be entered line by line.



Material code and the plant to be entered. Item OK check box to be checked. The proper chapter id has to be given. The Finished goods shall be entered as Input/Output material in CENVAT Determination table.

Item :0001 Quantities Duty Rates Duty Values Reference Documents Additional Data

Excise invoice qty EA

...relevant to Part II register

Credit available	1	Credit availed	0
------------------	---	----------------	---

Item :0001 Quantities Duty Rates **Duty Values** Reference Documents Additional Data

Ad valorem

BED	16.0000
AED	
NCC	
SED	
ECS	2.0000

per

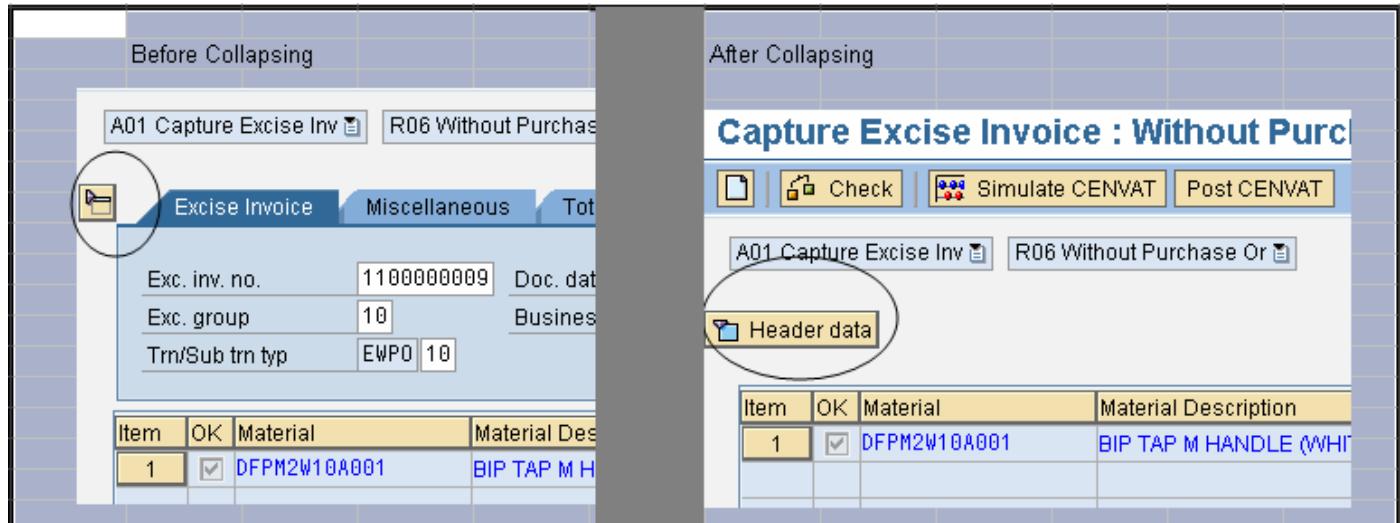
Under Duty Values, we have to enter the details, which we have taken earlier.

Item :0001 Quantities Duty Rates Duty Values Reference Documents Additional Data

Exc. base	54.72	BED	AED	NCCD	SED	ECS	
Total duty		8.76	0.00	0.00	0.00	0.18	for NOS 1
Credit available		8.76				0.18	for 1
Credit availed		0.00	0.00	0.00	0.00	0.00	for 0
Credit due							

Item OK Item No. 1

To enter next line click the next item icon. If there is difficulty in viewing this portion, then we can click in the header portion to collapse the header data as shown here:



After this line item portion will be more clear for entering the data.

After all the line items are entered, then we can check for consistency by clicking the **Check** tab.

When everything is OK, then there will not be error log, except certain warnings. Now Simulate using **Simulate CENVAT** tab.

The Simulate Tab will popup the following screen:

Press ENTER to Continue. Now post the document by clicking the **Post CENVAT** tab.

The Document will be posted and the internal number will be generated as shown below:

Capture Excise Invoice : Without Purchase Order

The screenshot shows the SAP interface for capturing an excise invoice. The top menu bar includes 'Check', 'Simulate CENVAT', and 'Post CENVAT' buttons. Below the menu, tabs for 'A01 Capture Excise Inv' and 'R06 Without Purchase Or' are visible. A central window titled 'Excise Invoice Operation' displays the status of the invoice. It shows the message: 'Excise Invoice 000000071 / 2006 (1100000009) has been POSTED !.' It also details 'PART I entries updated' and 'Entries created : 1 inRG23A', 'Serial no : 0000000063->0000000063', and 'Entries canceled: N.A.'. Similarly, it details 'PART II entries updated' with 'Entries created : 1 inRG23A', 'Serial no : 0000000018->0000000018', 'Reversed : N.A.', and 'Acc. Doc. : 0100000728'. At the bottom, there is a 'Continue' button and a note about 'Material organizational data' for plant 1000.

We can go to the Display mode and see the Modvat utilization

The screenshot shows the SAP interface for displaying an internal excise invoice. The title bar reads 'Display : Internal Excise Invoice'. The top menu bar includes 'A03 Display' and 'R07 Internal Excise Invoic' buttons. Below the menu, tabs for 'Excise Invoice', 'Miscellaneous', 'Total Duties', and 'Additional Data' are visible. The main area is currently empty, indicating no data is present for display.

Press enter to go inside the document.

The screenshot shows the SAP R/3 interface for displaying an internal excise invoice. The title bar reads "Display : Internal Excise Invoice 0000000071". The menu bar includes "Document", "System", and "Help". The toolbar has various icons. The main area has tabs: "Excise Invoice", "Miscellaneous", "Total Duties", "Additional Data", and "Part II" (which is circled). Below the tabs is a table with fields: Exc. inv. no. (1100000009), Doc. date (11.11.2006), Vendor (100068); Exc. group (10), Business Area (empty), Doc. Status (P Posted); Trn/Sub tm typ (EVPO), Internal No. (71), Posting Date (12.11.2006). A large table below lists items: Item (1), OK (checkbox checked), Material (DFPM2W10A001), Material Description (BIP TAP M HANDLE (WHITE)), Chap. ID (8481.80.90). Buttons at the bottom include "Delete" and "Print". Another tabbed section below shows "Material data" (Material DFPM2W10A001, Material type Raw Materials, Description BIP TAP M HANDLE (WHITE), Chapter ID 8481.80.90) and "Material organizational data" (Plant 1000).

Just click Part II where it will show the link to the accounting document

This screenshot shows the same SAP R/3 interface as above, but the "Part II" tab is highlighted with a blue oval. The table below shows accounting details: Register type (A RG 23A register), Year (2006), Serial no. (18), Acc. doc. (100000728), Year (2006), Basic duty (8.76), Additional duty (0.00), Edu cess (0.18).

If you click the accounting entries will be displayed.

Display Document: Data Entry View

The screenshot shows the SAP Display Document: Data Entry View interface. At the top, there are several icons and buttons: a magnifying glass, a pencil, a folder, a search icon, a hat icon, a currency icon, and a general ledger view icon. Below these are two buttons: 'Display Currency' and 'General Ledger View'. The main area is titled 'Data Entry View' and contains input fields for Document Number (1000000728), Company Code (1000), Fiscal Year (2006), Document Date (11.11.2006), Posting Date (12.11.2006), Period (8), Reference (1100000009), Cross-CC no., Currency (INR), Texts exist (unchecked), and Ledger Group (unchecked). Below this is a toolbar with various icons. The bottom section displays a table of ledger entries:

C...	Itm	PK	S	Account	Description	Amount	Curr.	Tx
1000	1	40		24820000	CENVAT InpBED	8.76	INR	V0
	2	40		24840200	RG23A Edu cess	0.18	INR	V0
	3	50		13113920	CENVAT clearing	8.94-	INR	V0

Thus ends the Sales Returns and Modvat Utilization in MTO.

4 Exports under Bond

Exports are made to various countries. The Exports involves some concessions based on the Government incentives. The Exports exempted from Duty against the Excise Bond issued by excise authorities. The Export should accompany ARE1 Form for the concession to be availed.

Create Inquiry

The Enquiry (Verbal/written) made by prospect has to be captured in the system.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Inquiry → Create</i>
Transaction code	VA11

Order Type: ZIE1

Create Inquiry: Initial Screen

Create with Reference | Sales | Item overview |

Inquiry Type **ZIE1** In.Export sales

Organizational data		
Sales Organization	1820	AMPL EXPORT SALES
Distribution Channel	10	Direct Sales
Division	10	Turning Center
Sales Office		
Sales Group		

Press ENTER to continue.

Create In.Export sales: Overview

The screenshot shows the SAP R/3 interface for creating an In.Export sales document. At the top, there are icons for various functions like New, Open, Save, and Print, followed by a toolbar with 'Orders' selected. Below the toolbar, the document header includes fields for Net value (5,000.00 EUR), Sold-to party (L0004EX09 LTF SPA / ANTEGNATE (BG) / I-12345 ITALY AG), Ship-to party (L0004EX09 LTF SPA / ANTEGNATE (BG) / I-12345 ITALY AG), and PO Number. A tab bar at the top of the main area includes Sales, Item overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection, with 'Sales' currently selected.

In the main content area, there are several input fields and dropdown menus. The 'Req. deliv.date' is set to 'D 30.11.2007'. The 'Deliver.Plant' field is empty. The 'Valid from' and 'Valid to' fields are empty. The 'Total Weight' is listed as '0 KG'. The 'Pricing date' is highlighted with a red oval and set to '30.11.2007'. The 'Total amount' is '5,000.00'. The 'Doc. currency' is 'EUR / 58.00464'. The 'Incoterms' field is empty. Below these, 'Payment terms' and 'Order reason' are also empty.

At the bottom of the main area, there is a table titled 'All items' showing one item row:

Item	Material	Order quantity	SU	S	Description	Plnt	Customer Material Numb	ItCa	DG...
10902HY0001		1 EA			HYD. POWER PACK WITH VPVR ..1800			ZDIN	

Below the table are navigation buttons: a left arrow, a right arrow, and a double arrow.

Enter the details as above. The Pricing Date has to be given which will help for exchange rate determination. Enter Quotation validity date and Payment terms. Now check for incompleteness. Message: Document is complete. Now save the document.

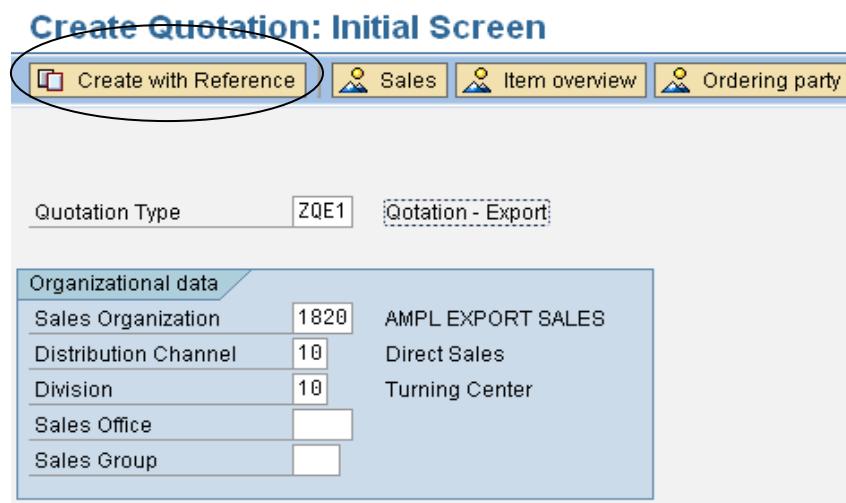
Message: In.Export sales 10000045 has been saved is displayed.

Create Quotation

The enquiry received from the prospect is analyzed and a quotation is prepared with competitive price and this can done in SAP as follows:

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Quotation → Create</i>
Transaction code	VA21

The quotation can be created with or without reference to the Inquiry.



Click on the **Create with Reference** tab. The following pop-up will come where the inquiry tab has to be selected and the inquiry number created as above has to be entered.

Create with Reference

Inquiry 100000045

Requested deliv.date

Search criteria

Pur. Order

Sold-to party

WBS element

Search

Copy Selection list

Create Quotation - Export: Overview

The screenshot shows the SAP Create Quotation - Export: Overview screen. At the top, there are several icons followed by the text "Orders". Below this, there is a header section with fields for "Quotation - Export" (L0004EX09), "Net value" (5,000.00 EUR), "Sold-to party" (LTF SPA / ANTEGNATE (BG) / I-12345 ITALY AG), "Ship-to party" (LTF SPA / ANTEGNATE (BG) / I-12345 ITALY AG), "PO Number", and "PO date". A "Print" icon is located next to the ship-to party field.

Below the header is a navigation bar with tabs: Sales, Item overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection. The "Item detail" tab is selected.

Under the "Item detail" tab, there are fields for "Valid from" (30.11.2007), "Valid to" (empty), "Req. deliv.date" (D, 30.11.2007), "Expect.ord.val." (3,500.00 EUR), and "Cust. info" (empty).

A table titled "All items" displays one item row:

Item	Material	Order quantity	SU	Altitm	Description	Conditions
10902HY0001		1 EA			HYD. POWER PACK WITH VPVR PUMP - YUKEN	

At the bottom of the screen, there is a toolbar with various icons, including a magnifying glass, a plus sign, and a conditions icon.

We can see that all the details flown from the inquiry and we can modify the quantity and other details as it is applicable. Now Click on the conditions icon and go to the pricing screens and enter the pricing details for all the line items.

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines Partners

Qty 1 EA Net 5,000.00 EUR
Tax 0.00

Cntry	Name	Amount	Crcty	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Con
ZBPI	ce	5,000.00	EUR		1 EA	5,000.00	EUR	1 EA		1 EA		1 EA
JMAN	IN Manual excise		%				EUR	0		0		
UTXJ	Tax Jurisdict.Code	100.000	%			5,000.00	EUR	0		0		
JMOD	Excise Duty @ 16%	0.000	%			0.00	EUR	0		0		
	Basic Price	5,000.00	EUR		1 EA	5,000.00	EUR	1 EA		1 EA		
JAED	IN: A/R AED	0.000	%			0.00	EUR	0		0		
	BASE+ BED	5,000.00	EUR		1 EA	5,000.00	EUR	1 EA		1 EA		
JSED	IN A/R SED	0.000	%			0.00	EUR	0		0		
	Base + BED + AED	5,000.00	EUR		1 EA	5,000.00	EUR	1 EA		1 EA		
JCES	IN A/R CESS	0.000	%			0.00	EUR	0		0		
	BASE + BED + AED + S	5,000.00	EUR		1 EA	5,000.00	EUR	1 EA		1 EA		
JCED	IN A/R CESS	0.000	%			0.00	EUR	0		0		
JECS	IN A/R ED. CESS	0.000	%			0.00	EUR	0		0		
	BASE + BED + AED + S	5,000.00	EUR		1 EA	5,000.00	EUR	1 EA		1 EA		
ED.CESS		0.00	EUR		1 EA	0.00	EUR	1 EA		1 EA		

Now check for the incompleteness and note the message:

Create QUOTATION EXPORTS: Incompletion Log

Complete Data

Create QUOTATION EXPORTS: Incompletion Log

Following data still needs to be completed

Item	Short Description	Missing Data
		Quotation valid to

Since quotations will have a validity period, system is throwing it as incompleteness, in case it is not filled up.

Flag the line and click the **Complete Data** tab. The system will go to the respective screen/field. Enter the validity date.

Create Quotation - Export: Header Data

Quotation - Export

Purchase order no.

Sold-to party LTF SPA / ANTEGNATE (BG) / I-12345 ITALY AG

Sales

Quotation Type	ZQE1	Quotation - Export	Document date	30.11.2007
Sales area data	1820	/ 10 / 10	AMPL EXPORT SALES, Direct Sales, Turning Center	
Sales office	<input type="text"/>		Created by	ASKAR_SD
Sales group	<input type="text"/>		Created on	29.11.2007
Quotation Valid From	30.11.2007		Quotation Valid to	31.12.2007
Version	<input type="text"/>		Guarantee	<input type="text"/>
Order reason	<input type="button" value=""/>			
Delivery time	<input type="button" value=""/>			

After that click the Edit Next Data Button . If any other incompleteness like Material group, gross weight, net weight and payment terms are needs to complete use same procedure. Once every thing filled Document is complete is displayed. Now save the document.

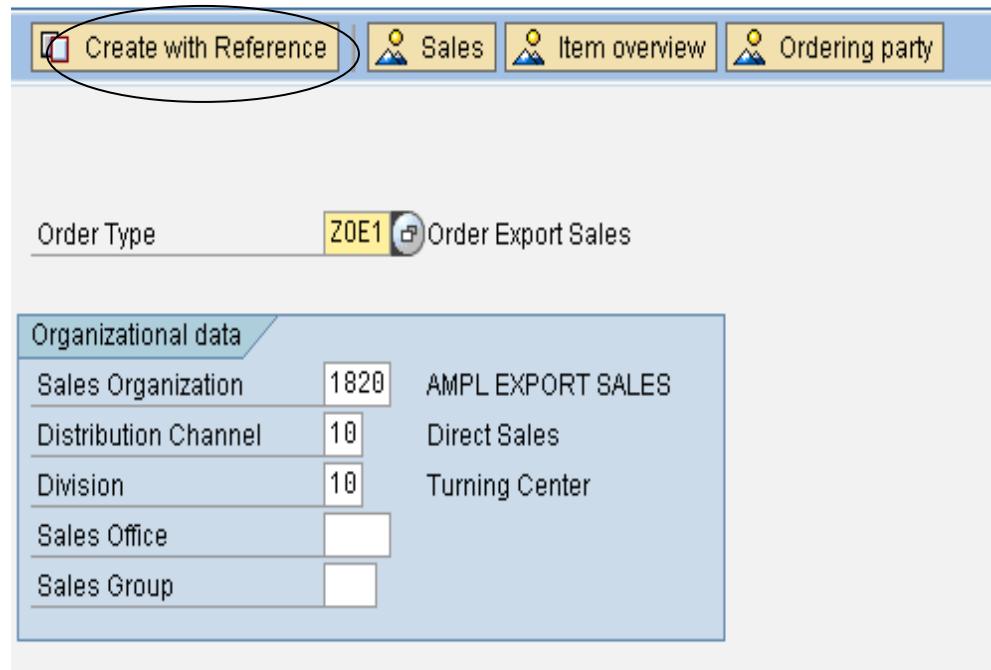
Quotation - Export 20000045 has been saved

Create Export Order

After quotation being sent, Customer places the order with reference to the quotation submitted. A Sale order can be created with or without reference to the quotation.

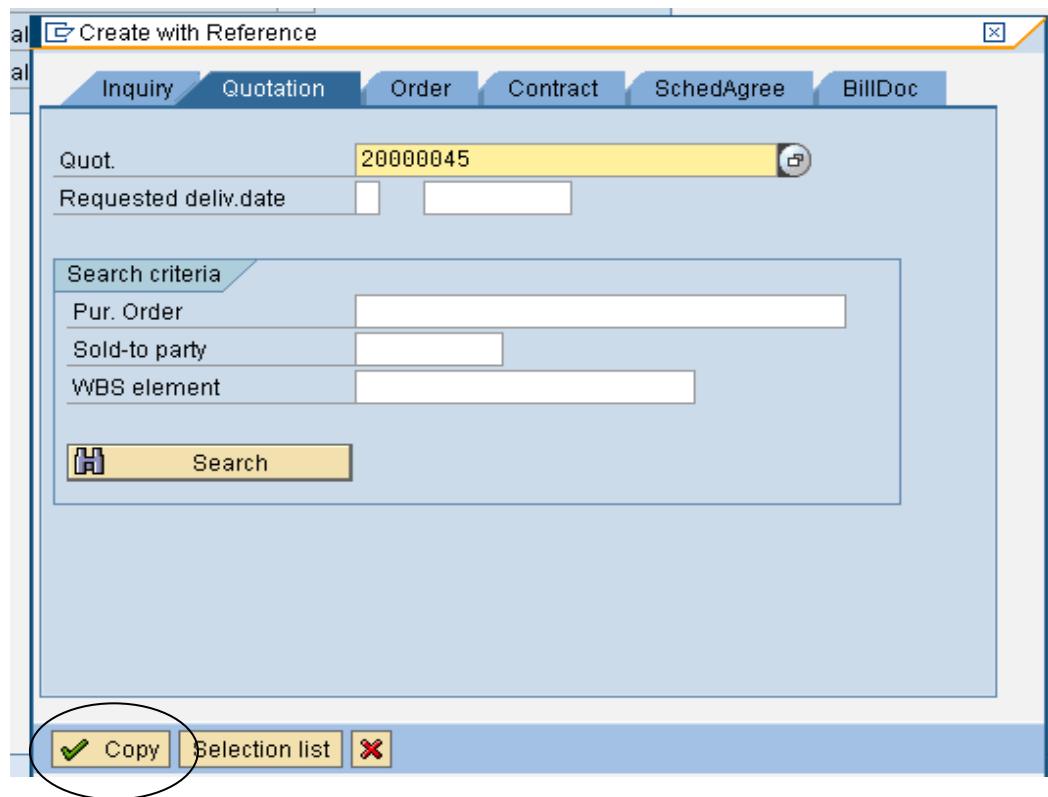
SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction code	VVA01

Create Sales Order: Initial Screen



The screenshot shows the initial screen for creating a sales order in SAP. At the top, there is a toolbar with four items: 'Create with Reference' (highlighted with a yellow oval), 'Sales', 'Item overview', and 'Ordering party'. Below the toolbar, the 'Order Type' is set to 'ZOE1' and 'Order Export Sales'. A large blue box labeled 'Organizational data' contains the following information:

Organizational data	
Sales Organization	1820 AMPL EXPORT SALES
Distribution Channel	10 Direct Sales
Division	10 Turning Center
Sales Office	[empty]
Sales Group	[empty]



Click on the copy icon to continue. The Details in quotation will be copied in to the sale order.

Create Order Export Sales: Overview

Netvalue 5,000.00 EUR

Sold-to party L0004EX09 LTF SPA / ANTEGNATE (BG) / I-12345 ITALY AG

Ship-to party L0004EX09 LTF SPA / ANTEGNATE (BG) / I-12345 ITALY AG

PO Number PO date

Sales		Item overview		Item detail		Ordering party		Procurement		Shipping		Reason for rejection																																																																						
Req. deliv.date	D 30.11.2007	Deliver.Plant		Total Weight	0 KG	Delivery block	VOLUME	0.000	Billing block	Pricing date	30.11.2007	Payment card	Exp.date	Card Verif. Value	Incoterms	Payment terms	0001 35% Advance along...	Order reason																																																																
<table border="1"> <thead> <tr> <th colspan="16">All items</th> </tr> <tr> <th>Item</th> <th>Material</th> <th>Order quantity</th> <th>SU</th> <th>S</th> <th>Description</th> <th>Plt</th> <th>Customer Material Numbr</th> <th>ItCa</th> <th>D</th> <th> </th> </tr> </thead> <tbody> <tr> <td>10902HY0001</td> <td></td> <td>1 EA</td> <td></td> <td></td> <td>HYD. POWER PACK WITH VPVR</td> <td>1800</td> <td>TAN2</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> </tr> </tbody> </table>																All items																Item	Material	Order quantity	SU	S	Description	Plt	Customer Material Numbr	ItCa	D								10902HY0001		1 EA			HYD. POWER PACK WITH VPVR	1800	TAN2																										
All items																																																																																		
Item	Material	Order quantity	SU	S	Description	Plt	Customer Material Numbr	ItCa	D																																																																									
10902HY0001		1 EA			HYD. POWER PACK WITH VPVR	1800	TAN2																																																																											

Order Export Sales 193 has been saved

Check for the price and other details and then Check for incompleteness. If the document is complete, save the document. Message: **Order Export Sales 193 has been saved** is displayed.

Create Export Delivery

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Shipping and Transportation → OutboundDelivery → Create → Single Document → With Reference to Sales Order</i>
Transaction code	VL01N

Create Outbound Delivery with Order Reference

With Order Reference W/o Order Reference Post go

Shipping point AMPL

Sales order data

Selection date	30.11.2007
Order	<input type="text" value="193"/>
From item	<input type="text"/>
To item	<input type="text"/>

Predefine delivery type

Delivery Type	<input type="text"/>
---------------	----------------------

Enter shipping point as 1800 and enter the export order

Dly - Export Create: Overview

The screenshot shows the SAP Dly - Export Create: Overview screen. At the top, there is a toolbar with various icons and a button labeled "Post goods issue". Below the toolbar, there are fields for "Outbound deliv." (empty), "Document Date" (30.11.2007), "Ship-to party" (L0004EX09), and a dropdown menu showing "LTF SPA / ANTEGNATE (BG) / I-12345 ITALY AG". Below these fields, there is a navigation bar with tabs: Item Overview, Picking, Loading, Transport, Status Overview, and Goods Movement Data. The "Item Overview" tab is selected. Under this tab, there are fields for "Planned GI" (30.11.2007), "Actual GI date" (empty), "00:0...", "Total Weight" (100), "KG", and "No.of packages" (empty). A section titled "All items" contains a table with the following data:

Item	Material	Delivery quantity	SU	Description	B..	ItCa	PW
10	902HY0001	1	EA	HYD.POWER PACK WITH VPVR PUMP -YUKEN		TAN2	A

Do Picking and Post Goods Issue as usual.

Dly - Export 80000076 has been saved

Create Export Invoice

SAP R/3 menu	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction code	VF01

Create Billing Document

Billing due list Billing document overview Selection list

Default data	
Billing Type	
Billing date	
Serv.rendered	
Pricing date	

Docs to be processed

Document	Item	SD document categ.	Processing status
800000076			

Billing document Edit Goto Environment System Help

Inv - Export (ZOEX) Create: Overview of Billing Items

Billing documents

ZOEX Inv - Export:	\$000000001	Netvalue	5,000.00	EUR
Payer	L0004EX09	LTF SPA / ANTEGNATE (BG) / IT - 12345 ITALY		
Billing date	30.11.2007			

Item	Description	Billed Quantity	SU	Netvalue	Material
10	HYD. POWER PACK WITH VPV...	1 EA		5,000.00	902HY0001

Item Detail		Item Partners		Conditions		ForTrade/Customs		Item Texts		PO data	
Qty	1	EA		Net	5,000.00	EUR					
				Tax	0.00						
CnTy	Name	Amount	Crcy	per	U...	Condition	value	Curr.	Num		
ZBP1	Excise	5,000.00	EUR	1 EA			5,000.00	EUR			
JMAN	IN Manual excise		%					EUR			
UTXJ	Tax Jurisdict.Code	100.000	%				5,000.00	EUR			
JMOD	Excise Duty @ 16%	0.000	%				0.00	EUR			
	Basic Price	5,000.00	EUR	1 EA			5,000.00	EUR			
JAED	IN: AVR AED	0.000	%				0.00	EUR			
	BASE+ BED	5,000.00	EUR	1 EA			5,000.00	EUR			
JSED	IN AVR SED	0.000	%				0.00	EUR			
	Base + BED + AED	5,000.00	EUR	1 EA			5,000.00	EUR			
JCES	IN AVR CESS	0.000	%				0.00	EUR			
	BASE + BED + AED + S	5,000.00	EUR	1 EA			5,000.00	EUR			
JCED	IN AVR CESS	0.000	%				0.00	EUR			

We can see that Excise duty is not calculated.

After checking for the pricing, and entering the header pricing details like freight, insurance etc., like as follow:

Billing Inv - Export (ZOEX) Create : Header data

ZOEX Inv - Exp ...	\$000000001	LTF SPA / ANTEGNATE (BG) / IT - 12345 ITALY		
Payer	L0004EX09			
Created by	ASKAR_SD	Created on	29.11.2007	Time
			22:19:38	

Header Head.prttrs Conditions ForTrade/Customs Head.text

OO System
Ship-to party L0004EX09 LTF SPA IT 005 Italy

Handling Declara. Geography FurtherCustOffices Comments Organization

Handling
ModeOfTrnsprt-Border Road ModeOfTran/CustomsOffice
DomestModeOfTransp. 4 Air
Transport-Departure
Mns of trsp - border
Container

Mod of Transport – Border - select 3 for Road, 1 for sea and 4 for Air.

Domestic Mode of Transport - select 3 for Road, 1 for sea and 4 for Air.

Press Set icon to activate export trade, and it will look like as bellow screen:

Billing Inv - Export (ZOEX) Create : Header data

ZOEX Inv - Exp ...	\$000000001	LTF SPA / ANTEGNATE (BG) / IT - 12345 ITALY		
Payer	L0004EX09			
Created by	ASKAR_SD	Created on	29.11.2007	Time
			22:19:38	

Header Head.prttrs Conditions ForTrade/Customs Head.text

OO System
Ship-to party L0004EX09 LTF SPA IT 005 Italy

Handling Declara. Geography FurtherCustOffices Comments Organization

Handling
ModeOfTrnsprt-Border Road ModeOfTran/CustomsOffice
DomestModeOfTransp. 4 Air
Transport-Departure
Mns of trsp - border
Container

We can save the billing document.

 Document 90000141 has been saved

Create Excise Invoice

SAP Easy Access India Localization Menu	SAP Menu → Indirect Taxes → Sales/Outbound Movements → Excise Invoice → For Sale Order → Create
Transaction code	J1IIN

Create Excise Invoice for Factory Sale

 Due list

Billing document 

Posting Date

Sub transaction type

Create Excise Invoice for Factory Sale

   Balances Get Excise Invoice

Excise Reference Excise invoice
Company Code Plant
Posting date Currency

Excise Group Series Group Use Local Number Range
PrePrint ExcNo. Rule/Section Time of removal 

Invoice Item Details

Item	Material	Description	Quantity	U...	BED	AED
000010	902HY0001	HYD. POWER PACK...	1	EA	46,404.00	

Observe the series Group it is S2 for export sales(For domestic and Merchant Export sales it is S1).

Time of removal – Select radio button and select time.

Now click on  Utilization tab, which will take to the next screen.

Excise Utilization for Factory Sale

  	Balances				
Document Details					
Excise Reference:	0090000141	Excise Invoice			
Sold-to party	L0004EX09	LTF SPA	Land IT		
Ship-to party	L0004EX09	LTF SPA	Land IT		
Excise Details					
Excise invoice type	 EXPO... Bond / No Bond / Deemed / LoU	<input type="button" value="Calculate Tax"/>			
Doc.Amount					
BED	SED	AED	NCCD	CESS	ECS
46,404.00	0.00	0.00	0.00	0.00	928.00
					464.00

In this **Excise Utilization Factory Sale** Screen, click on the  to determine the type of Excise invoice. We can notice Bond is highlighted in blue Colour so that it is Bond type excise invoice. Now click on the tab and save the Excise Invoice. There being no Duty Payment due to Bond, accounting document will not be generated for this excise invoice.

 Excise Invoice 2020000006 generated; Modvat database updated.

Note: In the above screen shot, the type of excise invoice has to be created by repeatedly clicking on the  icon. If the Export is based on Letter of Undertaking(LoU) then by go on clicking the above pencil icon, LoU will become blue. For No Bond sale and Merchant sale Export, NoBond and Deemed options will turn to blue respectively.

Create ARE1

Now ARE1 as to be created with reference to the excise invoice.

SAP Easy Access India Localization Menu	SAP Menu → Indirect Taxes → Sales/Outbound Movements → Exports Under Excise Regulations → Exports → Central Processing → Create/Change/Post/Update/Cancel/Display/Reverse ARE1
Transaction code	J1IA101

Enter the Outgoing Excise Invoice Number as reference and select other two fields as shown, Press ENTER to continue. All the data from the preceding documents flow here. We have to enter the following details in Header data:

- 1) Check the Print ARE Document Check Box
 - 2) Bond details(refer master data section on how to create excise bond)

Create ARE-1 : Outgoing Excise Invoice

SAP GUI Screen Screenshot

The screenshot shows the SAP Fiori interface for creating an outgoing excise invoice (R09). The top navigation bar includes 'Check' and 'Post Document' buttons. The title bar displays 'A11 Create ARE-1' and 'R09 Outgoing Excise Inv...'. A yellow status bar indicates processing. The main area shows a table for header data with one row: Item 1, Material description HYD. POWER PACK WITH VPVR, Chap. ID 1234, Dispatch qty 1, U... EA, and Exc. base 290,023.20.

Below the table is a toolbar with icons for search, refresh, and print. The bottom section shows detailed duty values for item 0001, including Exc. base (290,023.20 INR), BED (46,404.00), AED (0.00), NCCD (0.00), SED (0.00), ECS (928.00), and a note for 1 EA. A note at the bottom left says 'Click here to navigate in the item details'.

Document Details		Total Duties		Certification Dates		Bond/UT-1 Detail		Excise Invoice Summary		Addresses		Additional Data		
Ser./Exc. grp.	S2	E1	Sold-to party	L0004EX09		Doc. Status	In Process	<input type="button" value="Edit"/>	Ship-to party	L0004EX09		Export type	B Export Under Bond	<input type="button" value="Edit"/>
						Reason code		<input checked="" type="checkbox"/> Print ARE Document						

The screenshot shows the 'Document Details' tab selected. It contains the following data:

Int. Bond No.	10002	Yr.	2007	<input type="button" value=""/>	
Ext. Bond No.	RUNB			Bond Value	100,000.00
Bond Type	RUNB Running Bond			Bond bal.	100,000.00
				Reservation	0.00

Certification dates has to be filled in at the time of posting

Now check for the document entries by clicking on the Check Icon .

Message: Document is O.K. Now the created ARE1 can be saved for further processing.

ARE1 1000000080/2007 has been successfully created

Post ARE1

The screenshot shows the 'Post : ARE1 Internal Document' screen. Two input fields are highlighted with ovals:

- A04 Post
- R10 ARE1 Internal Docu...

Below these fields is a toolbar with a yellow background and a green checkmark icon. The top navigation bar includes tabs for Document Details, Total Duties, Certification Dates, Bond/UT-1 Detail, Excise Invoice Summary, Addresses, and Additional Data.

Enter the ARE1 from input help

The screenshot shows the 'Post : ARE1 Internal Document' screen. The input field 'A04 Post' is highlighted with a yellow rectangle. The top navigation bar includes tabs for Document Details, Total Duties, Certification Dates, Bond/UT-1 Detail, Excise Invoice Summary, Addresses, and Additional Data.

--

Post : ARE1 Internal Document

A04 Post R10 ARE1 Internal Docu...

Document Details Total Duties Certification Dates

Created On: 30.11.2007

Dispatched On:

Removal Time: 00:00:00

Now Enter The Dispatch date say 30.11.2007 and Time

Post : ARE1 Internal Document

A04 Post R10 ARE1 Internal Docu...

Document Details Total Duties Certification Dates Both

Created On: 30.11.2007

Dispatched On: 30.11.2007

Removal Time: 12:54:41

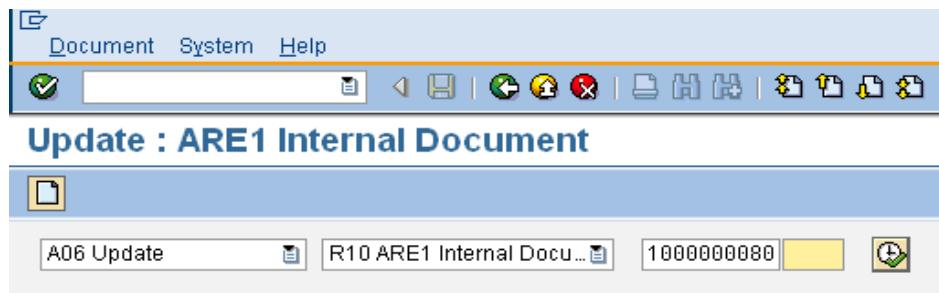
Now Check for Consistency by clicking on the Check Tab above

Message:  Document is O.K. is displayed. The Document is posted.

 ARE1 1000000080/2007 has been successfully Posted

Update ARE1

Now the Items being dispatched and verified at port. If there is quantity variation, ie., 10 items being declared exported and only 8 items are available during customs check, then for the 2 items duty has to be paid by the Update Process.



Give the ARE1 Number and Press ENTER to continue.

The screenshot shows the SAP A06 Update interface with the 'Document Details' tab selected. It displays various status fields: 'Created On' (30.11.2007), 'Arrived at Customs' (highlighted in yellow), 'Sent to Excise Dept' (radio button), 'Dispatched On' (30.11.2007), 'Countersigned by Customs' (highlighted in yellow), 'Export Confirmed' (highlighted in yellow), 'Removal Time' (12:54:41), and 'Arrived Back' (highlighted in yellow). A large oval highlights the 'Arrived at Customs', 'Arrived Back', and 'Sent to Excise Dept' fields. Below this, there is a table of items:

Item	Material description	Chap. ID	Dispatch qty	U...	Exc. base
1	HYD POWER PACK WITH VPVR	1234	1	EA	290,023.20

At the bottom, there are icons for printing and saving, and tabs for 'Quantities', 'Duty Rates', 'Duty Values', 'Package Details', 'Reference Documents', and 'Additional Data'.

All the details like arrival at customs etc. are to be entered.

This screenshot shows the 'Document Details' tab of a customs declaration system. It displays several key dates and times:

- Created On: 30.11.2007
- Arrived at Customs: 30.11.2007
- Sent to Excise Dept: [Empty]
- Dispatched On: 30.11.2007
- Countersigned by Customs: 30.11.2007
- Export Confirmed: [Empty]
- Removal Time: 12:54:41
- Arrived Back: 30.11.2007 (highlighted in yellow)

Now go to the Quantity Tab of the Item Detail Data Block

This screenshot shows the 'Quantities' tab of the item detail data block. It contains the following fields:

- Dispatch qty: 5 (NOS)
- Amended qty: 0
- Differential qty: 0

If 1 quantity is missing, Enter the amended quantity has 4, Differential quantity will be automatically default as 1. Duty has to be paid for this quantity

This screenshot shows the 'Quantities' tab after changing the amended quantity to 4. The differential quantity is now set to 1.

- Dispatch qty: 5 (NOS)
- Amended qty: 4
- Differential qty: 1

Now Go To the header Details, where you can see a New Tab Named UTILIZATION has appeared after the amended quantity is entered.

This screenshot shows the 'Utilization' tab of the header details. It includes the following data:

	RG23A	RG23C	PLA	Interest value	Duty payable	Total payable
Balance	271,764.22	800.00	4,000.00	0.00	1,868.00	1,868.00
Utilization						

Change Values

Now check the change values checkbox.

Document Details				Total Duties	Utilization	Certification Dates	Bond/UT-1 Detail	Excise Invoice Summary	Addresses
	RG23A	RG23C	PLA						
Balance	271,764.22	800.00	4,000.00				Interest value	<input type="text"/>	
Utilization	374.00						Duty payable	374.00	<input checked="" type="checkbox"/> Change Values
							Total payable	374.00	

We can see that BED is calculated for 1 item, and entered in appropriate head RG23A/RG23C/PLA as applicable. Now click the Document details Tab and enter the reason “10” Quantity discrepancy.

Update : ARE1 Internal Document

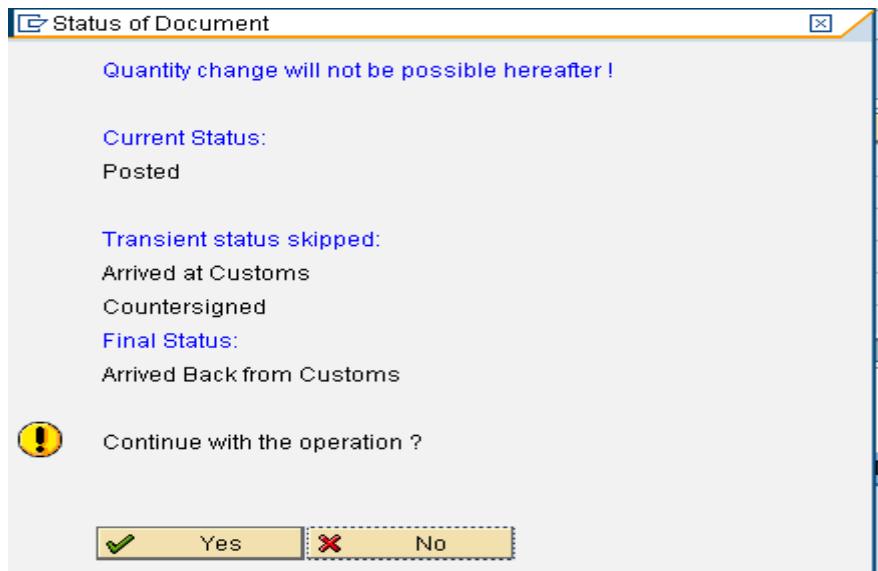
Check		A06 Update	R10 ARE1 Internal Docum																												
<table border="1"> <thead> <tr> <th colspan="2">Document Details</th> <th>Total Duties</th> <th>Utilization</th> <th>Certification Dates</th> <th>Bond/UT-1 Detail</th> <th>Excise Invoice Sum</th> </tr> </thead> <tbody> <tr> <td>Ser./Exc. grp.</td> <td>W2 10</td> <td>Sold-to party</td> <td>30000</td> <td>Doc. Status</td> <td>P Posted</td> <td><input type="button"/></td> </tr> <tr> <td>Doc. No.</td> <td>81 2006</td> <td>Ship-to party</td> <td>30000</td> <td>Export type</td> <td>B Export Under Bond</td> <td><input type="button"/></td> </tr> <tr> <td>Form No.</td> <td>0000000005 2006</td> <td>Reason code</td> <td>10 <input type="button"/></td> <td></td> <td></td> <td><input checked="" type="checkbox"/></td> </tr> </tbody> </table>				Document Details		Total Duties	Utilization	Certification Dates	Bond/UT-1 Detail	Excise Invoice Sum	Ser./Exc. grp.	W2 10	Sold-to party	30000	Doc. Status	P Posted	<input type="button"/>	Doc. No.	81 2006	Ship-to party	30000	Export type	B Export Under Bond	<input type="button"/>	Form No.	0000000005 2006	Reason code	10 <input type="button"/>			<input checked="" type="checkbox"/>
Document Details		Total Duties	Utilization	Certification Dates	Bond/UT-1 Detail	Excise Invoice Sum																									
Ser./Exc. grp.	W2 10	Sold-to party	30000	Doc. Status	P Posted	<input type="button"/>																									
Doc. No.	81 2006	Ship-to party	30000	Export type	B Export Under Bond	<input type="button"/>																									
Form No.	0000000005 2006	Reason code	10 <input type="button"/>			<input checked="" type="checkbox"/>																									

Now check for consistency.

Message:  Document is O.K.

Important Note: At present we cannot Update for Ecess values, due to some pending development by SAP for ARE1 Procedure. For that we have to Update ECess values in **J1IH Excise JV Other Adjustments**. (will be explained subsequently).

Upon Saving, the popup will be:

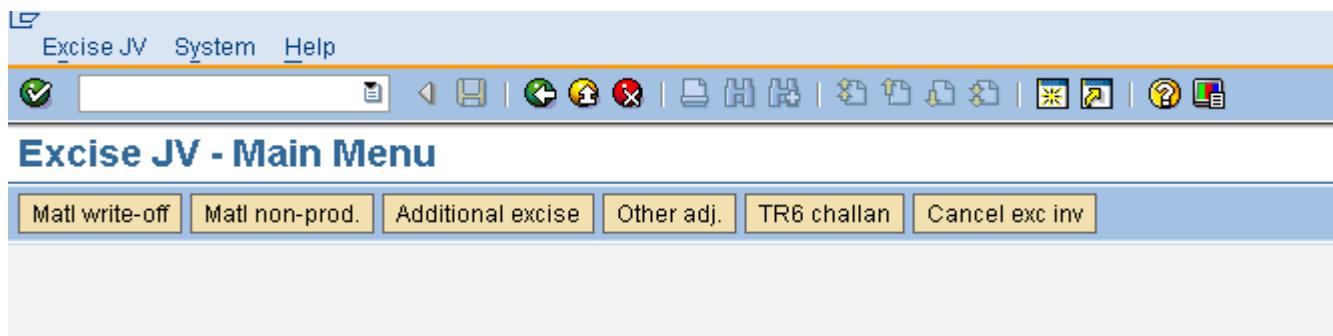


Press Enter to Continue.

Message: ARE1 0000000081/2006 has been successfully updated

Since the Utilization for ECess is not happening in ARE1 directly, it has to be carried out separately as described below:

SAP Easy Access India Localization Menu	<i>SAPMenu→IndirectTaxes→Excise JV→ Create</i>
Transaction code	J1IH



Click on **Other adj.** Tab.

Create Excise JV - Initial Screen (Other adjustments)

Document Number	<input type="text"/>	
Document Year	<input type="text"/>	
Company Code	<input checked="" type="checkbox"/>	
Plant	<input checked="" type="checkbox"/>	
Excise Group	<input checked="" type="checkbox"/>	
Subtransaction Type	<input type="checkbox"/>	

Modvat Account Selection

- RG23A
- RG23C
- PLA
- Fortnightly Payment

Now Enter the ARE1 Document number for which ECess to be updated and other details which are self explanatory. Under Modvat Account Selection, we can choose RG23A or PLA.

Create Excise JV - Initial Screen (Other adjustments)

Document Number	<input type="text" value="00000000081"/>
Document Year	<input type="text" value="2006"/>
Company Code	<input type="text" value="1000"/>
Plant	<input type="text" value="1000"/>
Excise Group	<input type="text" value="10"/>
Subtransaction Type	<input type="checkbox"/>

Modvat Account Selection

- RG23A
- RG23C
- PLA
- Fortnightly Payment

(For ARE1 Transaction of Updation, The Entries is as follows:

Change View "Transaction code vs accounts": Overview

The screenshot shows the SAP transaction code vs accounts overview screen. The table lists various transaction codes (Exci., S...) and their corresponding debit/credit indicators (DC ind) and account names. The entries include:

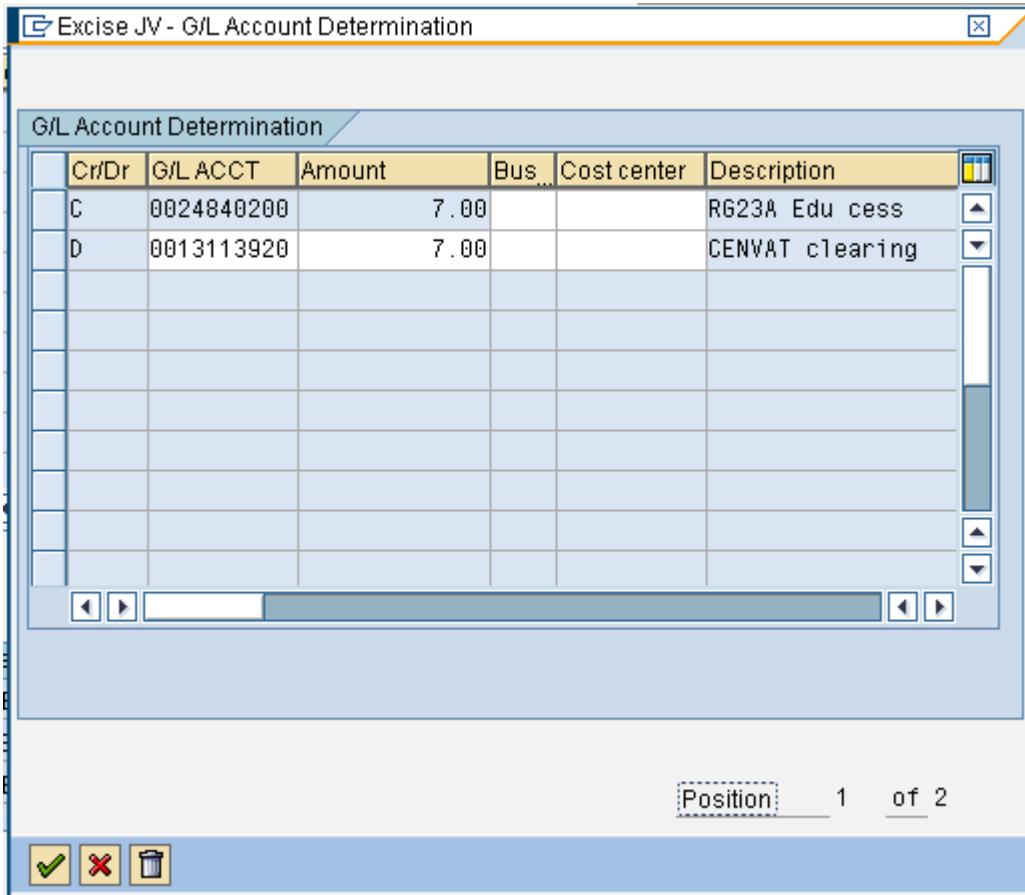
Exci.	S...	DC ind	Account name
57NR	01	CR Credit	RG23ECS RG 23
57NR	01	CR Credit	RG23NCD RG 23
57NR	01	DR Debit	REVERS CENVAT
ARE1		CR Credit	CLEAR CENVAT
ARE1		CR Credit	PLABED PLA BED
ARE1		CR Credit	PLAECS PLA ECS
ARE1		CR Credit	PLANCD PLA NCC
ARE1		CR Credit	RG23BED RG 23
ARE1		CR Credit	RG23ECS RG 23
ARE1		CR Credit	RG23NCD RG 23
ARE1		DR Debit	REVERS CENVAT
ARE3		CR Credit	CLEAR CENVAT
ARE3		CR Credit	PLABED PLA BED

ie., Cenvat Reversal Account 13113930 Dr
PLA ECS 24880200 Cr
RG23AECS 24840200 Cr)

Now Press Enter to Continue in J1IH Screen.

Create Excise JV - Details wrt 000000081 2006 for other adjustn

Enter the ECS Value for the missing portion and Click on **Determine G/L accounts** tab.



We can modify the Cevat Clearing Account as Cenvat Reversal Account 13113930

Press ENTER to continue and SAVE.

Once again the above popup comes, Modify the Dr GL Account as 13113930 – Cenvat Reversal account and Press ENTER to continue. Message:

 Excise JV 0000000088 acctng. no. 100000751 with Part2 Sl. 0000000029 has been successfully created is displayed.

Print ARE1 Document

Transaction Code: J1IA101 Display Mode

Input: ARE1 Internal Document number for example 0000000081 created here.

Display : ARE1 Internal Document

A screenshot of the SAP Display: ARE1 Internal Document interface. At the top, there are three input fields: 'A03 Display' with a dropdown arrow, 'R10 ARE1 Internal Docum' with a dropdown arrow, and '0000000081' with a magnifying glass icon. Below these is a toolbar with icons for document, system, help, and various system functions. A horizontal bar contains tabs: 'Document Details' (highlighted in blue), 'Total Duties', 'Certification Dates', 'Bond/UT-1 Detail', and 'Excise Invoice Summary'. The main area is currently empty.

Press ENTER to continue.

A screenshot of the SAP Display: ARE1 Internal Document interface. The 'Document Details' tab is selected. The toolbar shows a circled printer icon. The main area displays document details:

Ser./Exc. grp.	W2	10	Sold-to party	30000	Doc. Status	L Arrived Back from Customs
Doc. No.	81	2006	Ship-to party	30000	Export type	B Export Under Bond
Form No.	0000000005	2006	Reason code	10		

Click on the Printer Icon as above and proceed based on the system driven directions.

Closing ARE1

Transaction Code: J1IA101 and Select UPDATE Option.

Input Value is ARE1 Internal document number 0000000081. and Press ENTER to continue.

Select the "Certification Dates" Tab and Enter the Export Confirmed Date

Update : ARE1 Internal Document

Check

A06 Update R10 ARE1 Internal Docum

Document Details Total Duties Certification Dates Bond/UT-1 Detail Excise Invoice Summary Addresses

Created On	16.11.2006	Arrived at Customs	16.11.2006	Sent to Excise Dept	16.11.2006
Dispatched On	16.11.2006	Countersigned by Customs	16.11.2006	Export Confirmed	<input type="text" value="16.11.2006"/> <input type="button"/>
Removal Time	00:50:44	Arrived Back	16.11.2006		

Update : ARE1 Internal Document

Check

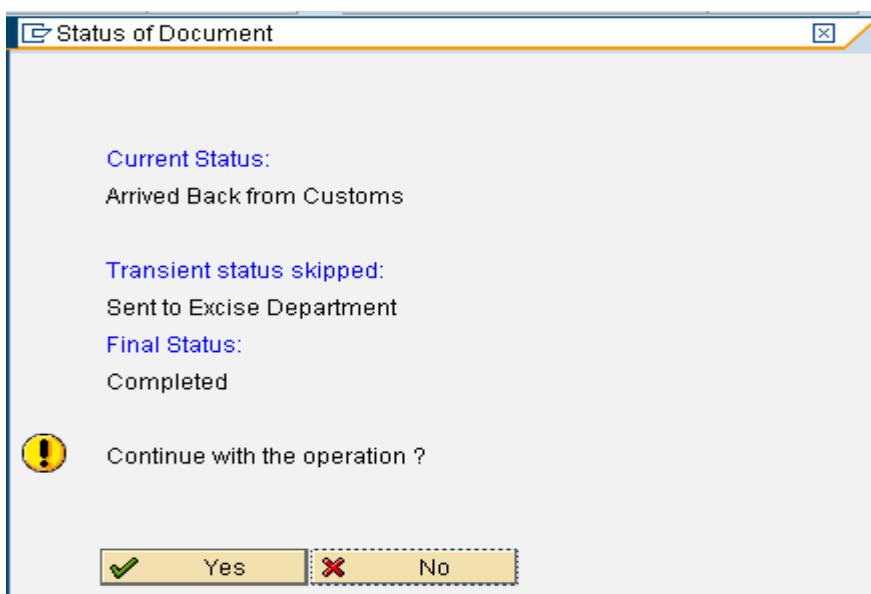
A06 Update R10 ARE1 Internal Docum

Document Details Total Duties Certification Dates Bond/UT-1 Detail Excise Invoice Summary Addresses Additional Data Part II

Created On	16.11.2006	Arrived at Customs	16.11.2006	Sent to Excise Dept	16.11.2006
Dispatched On	16.11.2006	Countersigned by Customs	16.11.2006	Export Confirmed	<input type="text" value="16.11.2006"/> <input type="radio"/>
Removal Time	00:50:44	Arrived Back	16.11.2006		

Item	Material	Chap. ID	Dispatch qty	U...	Exc. base
1	EFP00030F002	3922.90.00	5	NOS	0.00
2	EFP00W40E001	7006.00.00	5	NOS	0.00

Now Save the Document and ARE1 is complete and the POPUP is as follows:



Press ENTER to continue.

ARE1 0000000081/2006 has been successfully updated

Thus ends the ARE1 Procedure.

5 Exports Under Letter of Undertaking

Process is same as Exports under Bond. When creating Excise Invoice, in Transaction Code J1IIN, you have to select LOUT option instead of Bond under EXCISE INVOICE TYPE.

The screenshot shows the SAP Fiori interface for the transaction code J1IIN. The top navigation bar includes 'Excise Invoice', 'Edit', 'Goto', 'System', and 'Help'. Below the navigation bar is a toolbar with various icons. The main title is 'Excise Utilization for Factory Sale'. A sub-header 'Accounting' is visible. The 'Document Details' section contains fields for 'Excise Reference' (1000000047), 'Excise Invoice' (0000005006), 'Sold-to party' (30000 HEBATULLAH BROS. LTD.), and 'Ship-to party' (30000 HEBATULLAH BROS. LTD.). The 'Land' field is set to 'KE'. The 'Excise Details' section shows the 'Excise invoice type' as 'EXPORT Bond / No Bond / Deemed LoU' (with 'LoU' highlighted by a red circle) and a 'Calculate Tax' button. Below this, a table displays 'Doc.Amount' across six columns: BED (3,362.00), SED (0.00), AED (0.00), NCCD (0.00), CESS (0.00), and ECS (67.00).

6 Deemed (Merchant) Exports

Process is same as Exports under Bond. When creating Excise Invoice, in Transaction Code J1IIN, you have to select **Deemed** option instead of Bond under EXCISE INVOICE TYPE

Sales Order Type: ZOD1

The screenshot shows the SAP Excise Utilization for Factory Sale interface. The top menu bar includes 'Excise Invoice', 'Edit', 'Goto', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main title is 'Excise Utilization for Factory Sale'. Under 'Document Details', there are fields for 'Excise Reference' (1000000047), 'Excise Invoice' (0000005006), 'Sold-to party' (30000 HEBATULLAH BROS. LTD.), and 'Ship-to party' (30000 HEBATULLAH BROS. LTD.). Under 'Excise Details', the 'Excise invoice type' dropdown is set to 'EXPORT Bond / No Bond / Deemed / LoU', with 'Deemed' highlighted by an oval. The 'Calcuata Tax' button is also visible. Below this, a table shows document amounts in various currencies: BED (3,362.00), SED (0.00), AED (0.00), NCCD (0.00), CESS (0.00), and ECS (67.00).

7 Export No Bond

Process is same as Exports under Bond. When creating Excise Invoice, in Transaction Code J1IIN, you have to select **No Bond** option instead of Bond under EXCISE INVOICE TYPE

8 Cancellation of Invoice

SAP R/3 menu	<i>Logistics → Sales and Distribution → Billing → Billing Document → Cancel</i>
Transaction code	VF11

Sometimes, Values like Freight, Discount may not be added by oversight. Whatever may be the reason, the Billing document can be cancelled using the above transaction code.

Cancel Billing Document

			Billing due list			Billing document overview			Selection list
Default data									
Billing Date <input type="text"/>									
Docs to be processed									
Document	Item	SD document categ.	Processing status						
1700000706									

Press ENTER to continue

Billing Document Cancel: Billing Document Overview			
Log		Split analysis	
All bill.docs			
Billing Type	Name	Net Value	
DEP INVOICE STANDARD	AMUTHA HARDWARES	29,371.04	
DEP Cancel. Invoice	AMUTHA HARDWARES	29,371.04	

Now save the Document. Message:

Document 1700000720 saved (no automatic clearing)

9 Reversal of Post Goods Issue

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Shipping and Transportation → Post Goods Issue → Cancellation/Reversal</i>
Transaction code	VL09

Sometimes after goods issue, that quantity has been delivered more than required. There may be various other reasons where such decision to be taken to reverse the goods issue.

Reverse Goods Movement

Transacts to Be Canceled

Shipping Point: 1110

Route:

Goods Movement Date:

Inbound / Outbound Delivery: 800000009

Group of Deliveries:

Shipment Number:

Inbound Delivs & Outbound Delivs
 Outbound Dely
 Inbound Dlvs

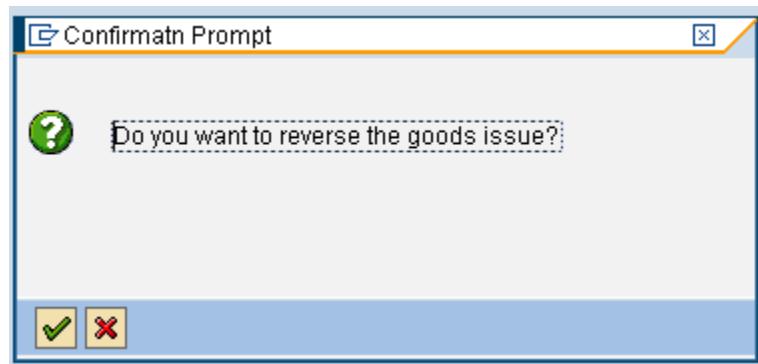
Click the Execute Button

Reverse Goods Movement

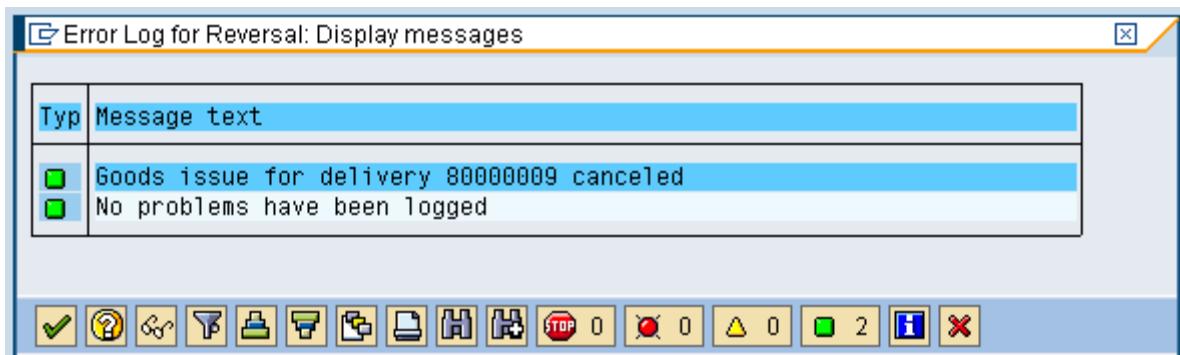
Reverse Define Date Log Refresh

Delivery	DlvTp	ActGIDat	SPt	LPt	Route	PckDate	ShpToPrty	RvrsDate	G
800000009	ZLF1	31.10.2006	1110			31.10.2006	11711	16.11.2006	C

After selecting the line, click on the Reverse tab.



Press to continue.



10 Trading Sales

In Trading sales scenario against Customer purchase order will buy the Material from the vendor/Market and supply the same to the Customer. Sales document for Inquiry ZIT1, Quotation ZQTT and Order ZORT. Inquiry and Quotation procedure will be same like MTO. But when we are creating Order Acceptance against Customer Purchase order by default system will generate Purchase requisition number. With reference to this Purchase requisition number will procure the Material.

Create Sales Order

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction code	VVA01

Create Sales Order: Initial Screen

The screenshot shows the initial screen of the SAP Create Sales Order dialog. At the top, there are several navigation buttons: 'Create with Reference' (selected), 'Sales', 'Item overview', and 'Order'. Below these, the 'Order Type' is set to 'PORT' under 'Order - Trading'. A large blue box labeled 'Organizational data' contains the following information:

Sales Organization	1810	AMPL DOMESTIC SALES
Distribution Channel	10	Direct Sales
Division	10	Turning Center
Sales Office		
Sales Group		

Create with reference:

This is a sub-dialog titled 'Create with Reference' with tabs for Inquiry, Quotation, Order, Contract, SchedAgree, and BillDoc. The 'Quotation' tab is selected, showing a field for 'Quot.' containing '20000046' and a 'Requested deliv.date' field. Below these are 'Search criteria' fields for 'Pur. Order', 'Sold-to party', and 'WBS element'. A 'Search' button is located at the bottom left of the search area. At the bottom of the dialog are three buttons: 'Copy' (with a checkmark icon), 'Selection list', and a red 'X' button.

Enter the Quotation number, click on Copy icon to continue.

Create Purchase Requisition: Item 00010

Release strategy

Doc. type	NB	Item cat.		AcctAssCat	M
Material	TRADING	Matl group	TRADING	Plant	1800
Short text	Trading Material			Stor. loc.	

Qty and Date

Quantity 1 EA Deliv.date D 30.11.2007

MRP Data

Requisnr. Purch. grp @ Req. date 30.11.2007 Resubmis.
TrackingNo MRP ctrlr Release dt 30.11.2007 GR pr.time

Valuation Control

Val. price INR / 1 EA GR IR
 GR non-val

Procurement Options

Agreement		Purchasing Org.	9000	Order unit	EA
Fixed vend	VENDORMM	Vendor for mm		Supplying plant	
Info rec.	53000000160				
Des.vendor					

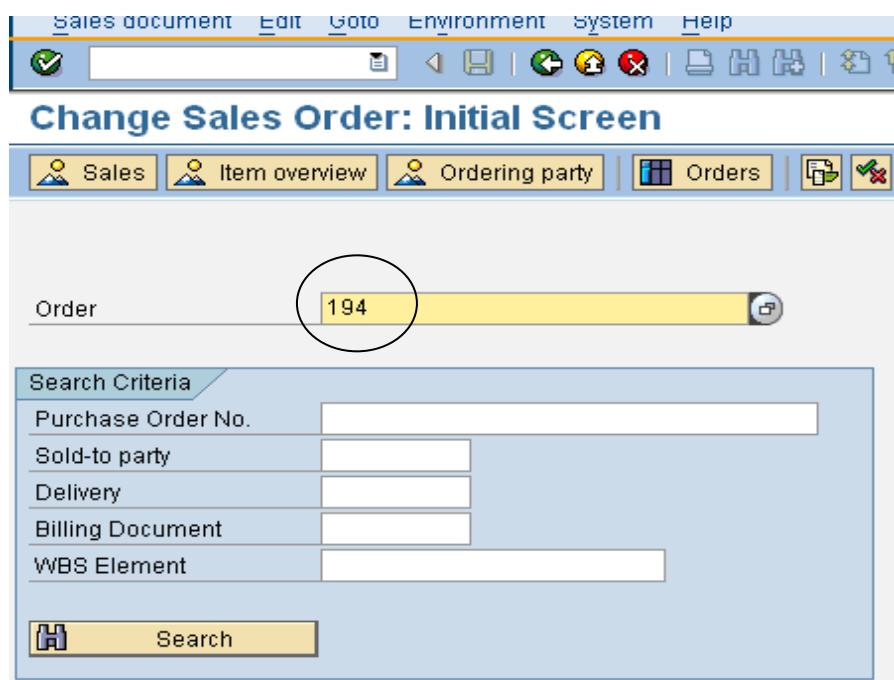
 Make an entry in all required fields

Fill Valuation price and Purchase group.

Create Purchase Requisition: Item 00010

Release strategy					
Doc. type	NB	Item cat.		AcctAssCat	M
Material	TRADING	Matl group	TRADING	Plant	1800
Short text	Trading Material			Stor. loc.	
Qty and Date					
Quantity	1	EA	Deliv.date	D	30.11.2007
MRP Data					
Requisnr.		Purch. grp	500	Req. date	30.11.2007
TrackingNo		MRP ctrlr		Release dt	30.11.2007
Resubmis.		GR pr.time			
Valuation Control					
Val. price	1000	INR	/ 1	EA	<input checked="" type="checkbox"/> GR <input checked="" type="checkbox"/> IR <input type="checkbox"/> GR non-val
Procurement Options					
Agreement		Purchasing Org.	9000	Order unit	EA
Fixed vend	VENDORMM	Vendor for mm		Supplying plant	
Info rec.	5300000160				
Des.vendor					

 Click on  icon to continue. Check the necessary fields as explained in MTO scenario and Save. By default system will generate Purchase requisition number. We can see this number by using change mode Transaction code is VA02.



Enter Order Acceptance number and press ENTER.

All items

Item	Material	Order quantity	SU	S	Description	Plnt	Custo
10TRADING		1 EA			Trading Material	1800	

Schedule lines for item

Select the line item and click on Schedule lines for item.

Sales A	Sales B	Shipping	Billing Document	Conditions	Account assignment	Schedule lines	Partners	Texts	Order Data	
<input type="checkbox"/> Fixed date and qty				Order quantity	1 EA					
Delivery time				Delivered qty	0					
Quantities/Dates										
P	Deliv. date	Order quantity	Rounded qty	Confirmed qty.	S...	Delivery block	Delivered qty	Sc...	Purchase requisition	R...
D	20.11.2007	1	1	1 EA				CB	10006963	11
D										0
D										0
D										0
D										0
D										0
D										0
D										0
D										0
D										0

Now you can see the purchase requisition number. Click on  icon on to come out. Balance other procedure like delivery, Billing document and Excise invoice are same like MTO.

11 Credit/Debit Memo Process

In Business there are many situations Debit/Credit Memo are issued to the customer. We shall consider an example that is a situation may arise where the items supplied to the Customer, may be Customer asked to make payment of freight and insist for debit memo.

- a. Creation of Debit Memo Request with reference to respective invoice
- b. Release of Debit Memo request
- c. Creation of Debit Memo.

Creation of Debit Memo Request

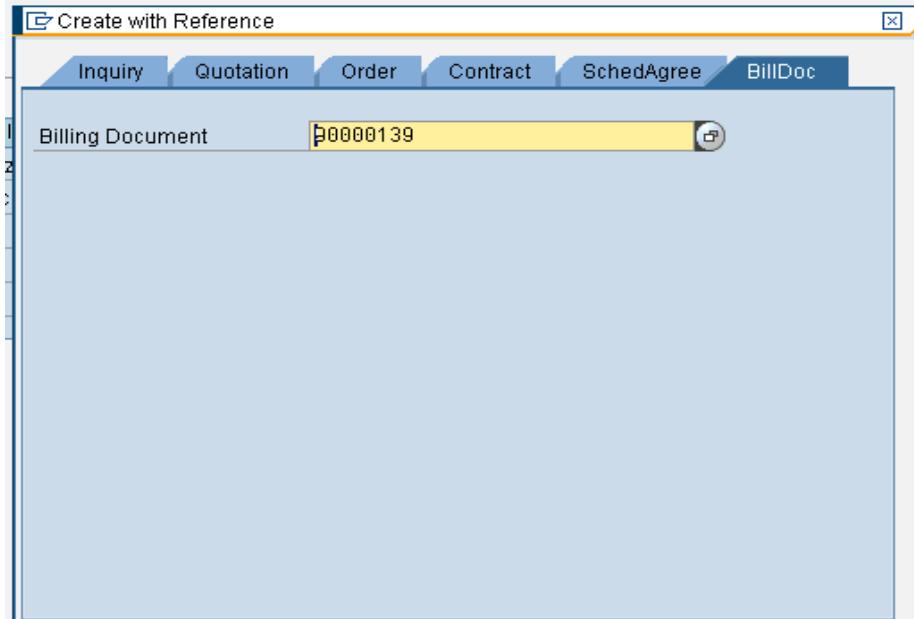
Transaction Code: VA01

Create Sales Order: Initial Screen

The screenshot shows the initial screen of the SAP transaction VA01. At the top, there are four tabs: "Create with Reference" (selected), "Sales", "Item overview", and "Dr. Memo Req.". Below the tabs, the "Order Type" is set to "ZDR1". A section titled "Organizational data" displays the following information:

Organizational data	
Sales Organization	1810 AMPL DOMESTIC SALES
Distribution Channel	10 Direct Sales
Division	10 Turning Center
Sales Office	
Sales Group	

Click on **Create with Reference** tab. Enter the Billing Document with reference to which a debit memo request has to be created.



Press ENTER to continue.

Create Dr. Memo Req.: Overview

A screenshot of the SAP 'Create Dr. Memo Req.: Overview' screen. At the top, there are icons for New, Open, Save, Delete, and Print, followed by a 'Orders' button. Below that is a summary row: 'Dr. Memo Req.' (empty), 'Netvalue' (1,397,760.00), 'INR' (button), 'Sold-to party' (S000015), 'Srinivasa Engineering / Street / 560050 BANGALORE' (button), 'Ship-to party' (S000015), 'Srinivasa Engineering / Street / 560050 BANGALORE' (button), and 'PO Number' (empty) with a 'PO date' field (empty) and a 'Print' button. The main area has tabs: 'Sales' (selected), 'Item overview', 'Item detail', 'Ordering party', 'Procurement', and 'Reason for rejection'. Under 'Sales', there are fields for 'Billing date' (30.11.2007), 'Serv.rendered' (29.11.2007), 'Billing block' (09 Check Debit Memo), and 'Pricing date' (29.11.2007). The 'All items' section shows a table with columns: Item, Material, Target quantity, U..., Netvalue, Reason for rejection, and Description. One row is visible: '10 8020000000' with '1 EA' and '1,397,760.00'.

As it has seen above that line item has been copied and we have to delete price. By selection tab select the line as shown bellow. Further the Billing Block shown in circled portion can be removed by authorized person.

Item	Material	Target quantity	U...	Net value	Reason for rejection
10802000000		1 EA		1,397,760.00	

Click on pricing condition icon.

Sales A	Sales B	Shipping	Billing Document	Conditions	Account assignment	Partners
Qty	1 EA		Net	1,397,760.00 INR		
			Tax	174,000.00		
CnTy	Name	Amount	Crcy	per	U...	Condition value
ZBP1	Base	1,200,000.00	INR	1 EA		1,200,000.00 INR
	Sub Total	1,200,000.00	INR	1 EA		1,200,000.00 INR
	Sub Total	1,200,000.00	INR	1 EA		1,200,000.00 INR
UTXJ	Tax Jurisdict.Code	100.000	%			1,200,000.00 INR
JMOD	Excise Duty @16%	16.000	%			192,000.00 INR
	Base Price	1,200,000.00	INR	1 EA		1,200,000.00 INR
JEX2	Excise Duty @16%	100.000	%			192,000.00 INR
	Basic Price + BED	1,392,000.00	INR	1 EA		1,392,000.00 INR
JSED	IN A/R SED	0.000	%			0.00 INR
	Base + BED + AED	1,392,000.00	INR	1 EA		1,392,000.00 INR
	Base + BED+AED+SED	1,392,000.00	INR	1 EA		1,392,000.00 INR
JCED	IN A/R CESS	0.000	%			0.00 INR
JECS	IN A/R ED. CESS	2.000	%			3,840.00 INR
	Base + BED+AED+SED+c	1,392,000.00	INR	1 EA		1,392,000.00 INR
	ED.CESS	3,840.00	INR	1 EA		3,840.00 INR

Remove the price from Amount field which has copied from billing document and press ENTER.

Sales document Edit Goto Extras Environment System Help

Create Dr. Memo Req.: Item Data

Sales Document Item 10 Item category L2N Request
Material 802000000 Demo Spinner 15

Sales A Sales B Shipping Billing Document Conditions Account assignment P...

Qty	1 EA	Net	0.00 INR
		Tax	0.00

CnTy	Name	Amount	Curcy	per	U...	Condition value	Curr.	Num
ZBP1	Base	0.00	INR	1 EA		0.00	INR	
	Sub Total	0.00	INR	1 EA		0.00	INR	
	Sub Total	0.00	INR	1 EA		0.00	INR	
UTXJ	Tax Jurisdict.Code	100.000	%			0.00	INR	
JMOD	Excise Duty @ 16%	16.000	%			0.00	INR	
	Base Price	0.00	INR	1 EA		0.00	INR	
JEX2	Excise Duty @ 16%	100.000	%			0.00	INR	
	Basic Price + BED	0.00	INR	1 EA		0.00	INR	
JSED	IN A/R SED	0.000	%			0.00	INR	
	Base + BED + AED	0.00	INR	1 EA		0.00	INR	
	Base + BED+AED+SED	0.00	INR	1 EA		0.00	INR	
JCED	IN A/R CESS	0.000	%			0.00	INR	
JECS	IN A/R ED. CESS	2.000	%			0.00	INR	
	Base + BED+AED+SED+c	0.00	INR	1 EA		0.00	INR	
	ED.CESS	0.00	INR	1 EA		0.00	INR	

Select back icon to go back.

Dr. Memo Req. Net value 0.00 INR

Sold-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE

Ship-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE

PO Number PO date

Sales Item overview Item detail Ordering party Procurement Reason for rejection

Billing date 30.11.2007 Serv.rendered 29.11.2007

Billing block 09 Check Debit Memo Pricing date 29.11.2007

All items

Item	Material	Target quantity	U...	Net value	Reason for rejection	Des
10	802000000	1 EA		0.00		Der

Select header details icon and select condition tab page.

Create Dr. Memo Req.: Header Data

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Condition value	CdC...
	Total					0.00	INR	0.00	
	Sut Total					0.00	INR	0.00	
UTXJ	Tax Jurisdict.Code					0.00	INR	0.00	
JMOD	Excise Duty @ 16%					0.00	INR	0.00	
	Base Price					0.00	INR	0.00	
JEX2	Excise Duty @ 16%					0.00	INR	0.00	
	Basic Price + BED					0.00	INR	0.00	
JSED	IN A/R SED					0.00	INR	0.00	
	Base + BED + AED					0.00	INR	0.00	
	Base + BED+AED+SED					0.00	INR	0.00	
JCED	IN A/R CESS					0.00	INR	0.00	
JECS	IN A/R ED. CESS					0.00	INR	0.00	
	Base + BED+AED+SED+c					0.00	INR	0.00	
	ED.CESS					0.00	INR	0.00	
JM1X	A/R Sec and high ECS					0.00	INR	0.00	

Scroll down to enter freight condition type

JIN5	IN A/R LST Surchrg				0.00	INR	
JIN6	IN A/R VAT				0.00	INR	
	BASE+BED+ED.CESS+VA				0.00	INR	
	Net value				0.00	INR	
ZDIF	Rounding diff.(min.)				0.00	INR	
	Total Payable				0.00	INR	
	Total Payable						

CnTy	Name	Amount	Crcty	per	U...	Condition value	Curr.	Condition va
ZECX	Edu. Cess @ 2%					0.00	INR	
JHEC	S&H Edu.Cess @1%					0.00	INR	
	BASE + BED + AED +SE					0.00	INR	
JIN4	IN A/R Surcharge					0.00	INR	
JIN5	IN A/R LST Surchrg					0.00	INR	
JIN6	IN A/R VAT					0.00	INR	
	BASE+BED+ED.CESS+VA					0.00	INR	
	Net value					0.00	INR	
ZDIF	Rounding diff.(min.)					0.00	INR	
ZHD0	Freight Header level	5,000.00	INR			5,000.00	INR	
	Total Payable					5,000.00	INR	

Step 1: Select the condition type ZHD0 for freight

Step 2: Enter the freight value example Rs.5000

Step 3: Click on Activate icon

Now you can see net value field is showing Rs.5000

Now check for incompleteness. Document will prompt you to give Order Reason. Provide the order reason as shown below:

Sales Item overview Item detail Ordering party Procurement

Billing block	09 Check Debit Memo	Pricing date	29.11.2007
Payment card		Exp.date	
Card Verif. Value			
Order reason	024 Fright Charge		
Sales area	1810 / 10 / 10	AMPL DOMESTIC SALES, Direct Sales, Turnir	
Billing date	30.11.2007		
Serv.rendered date	29.11.2007		

All items

Item	Material	Target quantity	U...	Netvalue
	10802000000	1 EA		5,000.00

Complete the Document by clicking the Edit Next Data icon. Save the Document. Message:

 Dr. Memo Ref. 70000004 has been saved.



Debit Memo

Transaction Code: VF01

Debit Memo has to be created with reference to the respective debit Memo Request created.

Create Billing Document

Billing due list Billing document overview Selection list

Default data			
Billing Type			Serv.rendered
Billing date			Pricing date

Docs to be processed

Document	Item	SD document categ.	Processing status
70000004	<input type="button" value=""/>		

Debit Memo (ZOL2) Create: Overview of Billing Items

Billing documents																										
ZOL2 Debit Memo:	\$000000001	Net value 5,000.00 INR																								
Payer	S000015	Srinivasa Engineering / Street / IN - 560050 BANGALOR																								
Billing date	30.11.2007																									
<table border="1"> <thead> <tr> <th>Item</th> <th>Description</th> <th>Billed Quantity</th> <th>SU</th> <th>Netvalue</th> <th>Material</th> </tr> </thead> <tbody> <tr> <td>10</td> <td>Demo Spinner 15</td> <td>1 EA</td> <td></td> <td>5,000.00</td> <td>802000000</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>			Item	Description	Billed Quantity	SU	Netvalue	Material	10	Demo Spinner 15	1 EA		5,000.00	802000000												
Item	Description	Billed Quantity	SU	Netvalue	Material																					
10	Demo Spinner 15	1 EA		5,000.00	802000000																					

Value can be changed if needed. Save the Document. Message: Document 90000143 has been saved.

Similarly Credit Memo can be raised.
Credit memo request document type is ZCR1

12 Service and Spare Sales

The machine which we have supplied to the Customer will carry warranty period. If machine is not performing at Customer site, Customer complaints the same which need to address. Service Engineer gives a report for the same after inspecting the machine. If machine is under warranty need to give service free of cost. If material is non warranty need to submit quotation for the same to the Customer.

Create Inquiry

The Enquiry (Verbal/written) made by prospect has to be captured in the system.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Inquiry → Create</i>
Transaction code	VA11

Sales document Edit Goto Environment System Help

| | | | | |

Create Inquiry: Initial Screen

Create with Reference | Sales | Item overview | Ordering party

Inquiry Type

Organizational data	
Sales Organization	1810 AMPL DOMESTIC SALES
Distribution Channel	10 Direct Sales
Division	10 Turning Center
Sales Office	
Sales Group	

Maintain all necessary fields in initial screen to continue.

Press ENTER.

Create In-Serv & Sparsale: Overview

The screenshot shows the SAP R/3 interface for creating an In-Serv & Sparsale entry. At the top, there are several icons and a toolbar labeled "Orders". Below the toolbar, there are input fields for "In-Serv & Sparsale" (with value S000015), "Net value" (0.00 INR), "Sold-to party" (S000015, Srinivasa Engineering / Street / 560050 BANGALORE), "Ship-to party" (S000015, Srinivasa Engineering / Street / 560050 BANGALORE), and "PO Number" (with a search icon). A "PO date" field is also present.

The main area contains several tabs: Sales, Item overview, Item detail, Ordering party, Procurement, Shipping, and Reason for r... (partially visible). The "Sales" tab is active. Below the tabs, there are several input fields grouped into sections:

- Req. deliv.date:** D 03.12.2007
- Valid from:** 03.12.2007 (circled)
- Deliver.Plant:** (empty field)
- Valid to:** 31.12.2007 (circled)
- Total Weight:** 0 KG
- Pricing date:** 03.12.2007
- Total amount:** 0.00
- Doc. currency:** INR / 1.00000 (with a dropdown arrow)
- Incoterms:** FOB Free on Board
- Payment terms:** AD10 30% advance 5% a...
- Order reason:** 057 Oil/air leakage (circled)

At the bottom, there is a table titled "All items" with columns: Item, Material, Order quantity, SU, S, Description, Plnt, Cust. One row is shown with Item 108020000000, Order quantity 1 EA, Description Demo Spinner 15, and a checked checkbox in the S column.

Fill all necessary fields like:

Customer Name: S000015

Valid from: 03.12.2007 Inquiry received date

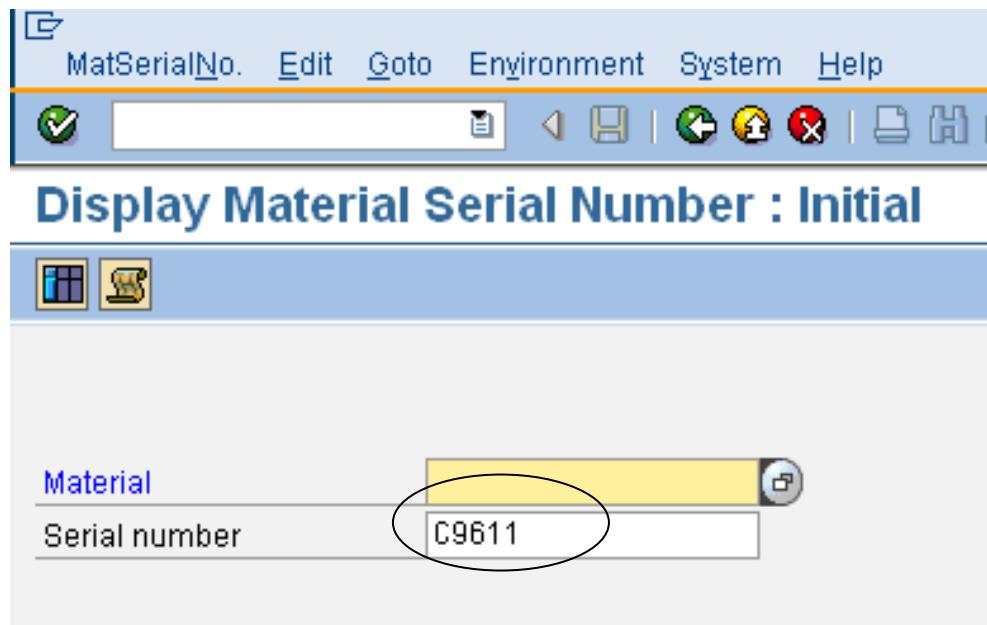
Valid to: 31.12.2007

Order reason: Maintain what customer is complaining. i.e. Oil/air leakage.

In-Serv & Sparsale 10000047 has been saved

Identify machine warranty status.

SAP R/3 menu	<i>Logistics → Material Management → Physical Inventory → Environment → Serial Numbers → Display</i>
Transaction code	IQ03



Enter Serial number and press enter to continue.

Material	802000000	Demo Spinner 15
Serial number	C9611	Category M Machines
Status	ESTO	

SerData Configuration data

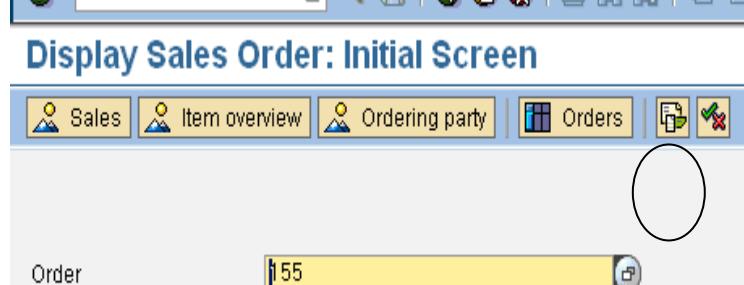
General

Equipment	History
Last SerialNo	

Stock information

Stock type	01 Sales order
Plant	1800 ASKAR MICRONS PVT LTD
StorageLocation	STR1 Storage Loc 1
Stock batch	Master batch
Special stock	Orders on hand
Customer	Vendor
Sales order	Date L.GoodsMvt
	WBS element

We can see now Customer Order Acceptance number. With reference this number we can check the status of delivery and billing dates.
Go to VA03



Enter OA number and click on document flow icon.

Document Flow

Business partner A0014DK09 ASKAR MECHATRONICS SYSTEMS PVT LTD			
Document	On	Status	
↳ Inquiry - MTO 0010000035	16.11.2007	Completed	
↳ Quotation MTO 0020000038	16.11.2007	Completed	
↳ Order - MTO 0000000155	16.11.2007	Completed	
↳ Pro Forma for OA/QT 0090000096	16.11.2007	Completed	
↳ Dly-MTO-AMPL 0080000062	16.11.2007	Completed	
↳ Picking request 20071116	16.11.2007	Completed	
↳ GD goods issue:delv 4900000561	16.11.2007	complete	
↳ Invoice - MTO - AMPL 0090000097	16.11.2007	Completed	
↳ Accounting document 0090000097	16.11.2007	Cleared	
↳ Accounting document 0100000053	16.11.2007	Cleared	
↳ Dr. Memo Req. 0070000002	21.11.2007	Completed	
↳ Debit Memo 0090000126	21.11.2007	anceled	
↳ Cancel. Invoice (S1) 0090000127	21.11.2007	anceled	
↳ Debit Memo 0090000128	21.11.2007	anceled	
↳ Cancel. Invoice (S1) 0090000129	21.11.2007	anceled	
↳ Debit Memo 0090000130	21.11.2007	Completed	
↳ Accounting document 0090000130	21.11.2007	Not cleared	

Now we can see entire history flow of this serial number.

Let us assume it is under warranty. With reference to Inquiry create sales order to issue the spare part for the same.

Under Warranty Scenario

Create Sales Order (Order Acceptance)

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction code	VVA01

By default system copied Customer details, but not material (Machine) because here need to enter required spare parts.

Change payment terms as: ST16 – 100% free of cost.

Select spare parts by using radio button.

Create Service&Spare: Overview

Service&Spare Net value 0.00 INR
 Sold-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE
 Ship-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE
 PO Number PO date

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

Req. deliv.date	D 03.12.2007	Deliver.Plant	
<input type="checkbox"/> Complete dlv.		Total Weight	0 KG
Delivery block		Volume	0.000
Billing block		Pricing date	03.12.2007
Payment card		Exp.date	
Card Verif. Value		Incoterms	F0B Free on Board
Payment terms	ST16		
Order reason	015 Oil/air leakage		

All items

Item	Material	Order quantity	SU	S	Description	Plnt	Customer Mat
10A0902-014-0000-01V		1 EA			Z-AXIS BALL SCREW ASSEMBLY1810		

Select material and click on pricing condition icon.

Qty	1	EA	Net	5,824.00	INR					
			Tax	725.00						
CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon... Un
ZBPT1	Excise	5,000.00	INR	1 EA		5,000.00	INR	1 EA		1 EA
	Sub Total	5,000.00	INR	1 EA		5,000.00	INR	1 EA		1 EA
	Sub Total	5,000.00	INR	1 EA		5,000.00	INR	1 EA		1 EA
UTXJ	Tax Jurisdict.Code	100.000	%			5,000.00	INR	0		0
JMOD	Excise Duty @ 16%	16.000	%			800.00	INR	0		0
	Base Price	5,000.00	INR	1 EA		5,000.00	INR	1 EA		1 EA
JEXX2	Excise Duty @ 16%	100.000	%			800.00	INR	0		0
	Basic Price + BED	5,800.00	INR	1 EA		5,800.00	INR	1 EA		1 EA
	Base + BED + AED	5,800.00	INR	1 EA		5,800.00	INR	1 EA		1 EA
	Base + BED+AED+SED	5,800.00	INR	1 EA		5,800.00	INR	1 EA		1 EA
JCED	IN A/R CESS	0.000	%			0.00	INR	0		0
JECS	IN A/R ED. CESS	2.000	%			16.00	INR	0		0
	Base + BED+AED+SED+ED.CESS	5,800.00	INR	1 EA		5,800.00	INR	1 EA		1 EA
	ED.CESS	16.00	INR	1 EA		16.00	INR	1 EA		1 EA
JA1X	A/R Sec and high ECS	1.000	%			8.00	INR	0		0

Since need to supply this spare part at free of cost to the Customer and also needs to pay Excise Duty and CST and LST to the Government.

The screenshot shows the SAP ERP Billing Document interface. At the top, there are tabs: Sales A, Sales B, Shipping, Billing Document, Conditions, Account assignment, Schedule lines, Partners, Texts, Order Data, and several icons. Below the tabs, there are input fields for Qty (1 EA), Net (824.00 INR), and Tax (725.00). A large table lists line items with columns for CnTy, Name, Amount, Crcty, per, U..., Condition value, Curr., Num..., OUn, CCon..., Un, Condition value, and CdC... . One row is highlighted with a yellow background and a circled 'JFCG IN 100% discount' condition type. The 'Amount' field shows '100.000-' and the 'Condition value' field shows '5,000.00- INR'. To the right of the table is a vertical scroll bar.

CnTy	Name	Amount	Crcty	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC...
	BASE+BED+ED.CESS+VA	6,525.00	INR	1 EA		6,525.00	INR	1 EA	1 EA		1 EA	0.00	
	Net value	6,525.00	INR	1 EA		6,525.00	INR	1 EA	1 EA		1 EA	0.00	
ZDIF Rounding diff.(min.)		0.00	INR	1 EA		0.00	INR	1 EA	1 EA		1 EA	0.00	
Total Value		6,525.00	INR	1 EA		6,525.00	INR	1 EA	1 EA		1 EA	0.00	
Sub Total for Servic		0.00	INR	1 EA		0.00	INR	1 EA	1 EA		1 EA	0.00	
Tata Payable		0.00	INR	1 EA		0.00	INR	1 EA	1 EA		1 EA	0.00	
JFCG IN 100% discount		100.000-				5,000.00- INR		0	0		0	0.00	

Scroll down and enter Condition type JFCG for 100% discount. Now you can see only Excise Duty and VAT value is displayed in Net and Tax fields.

Save the document



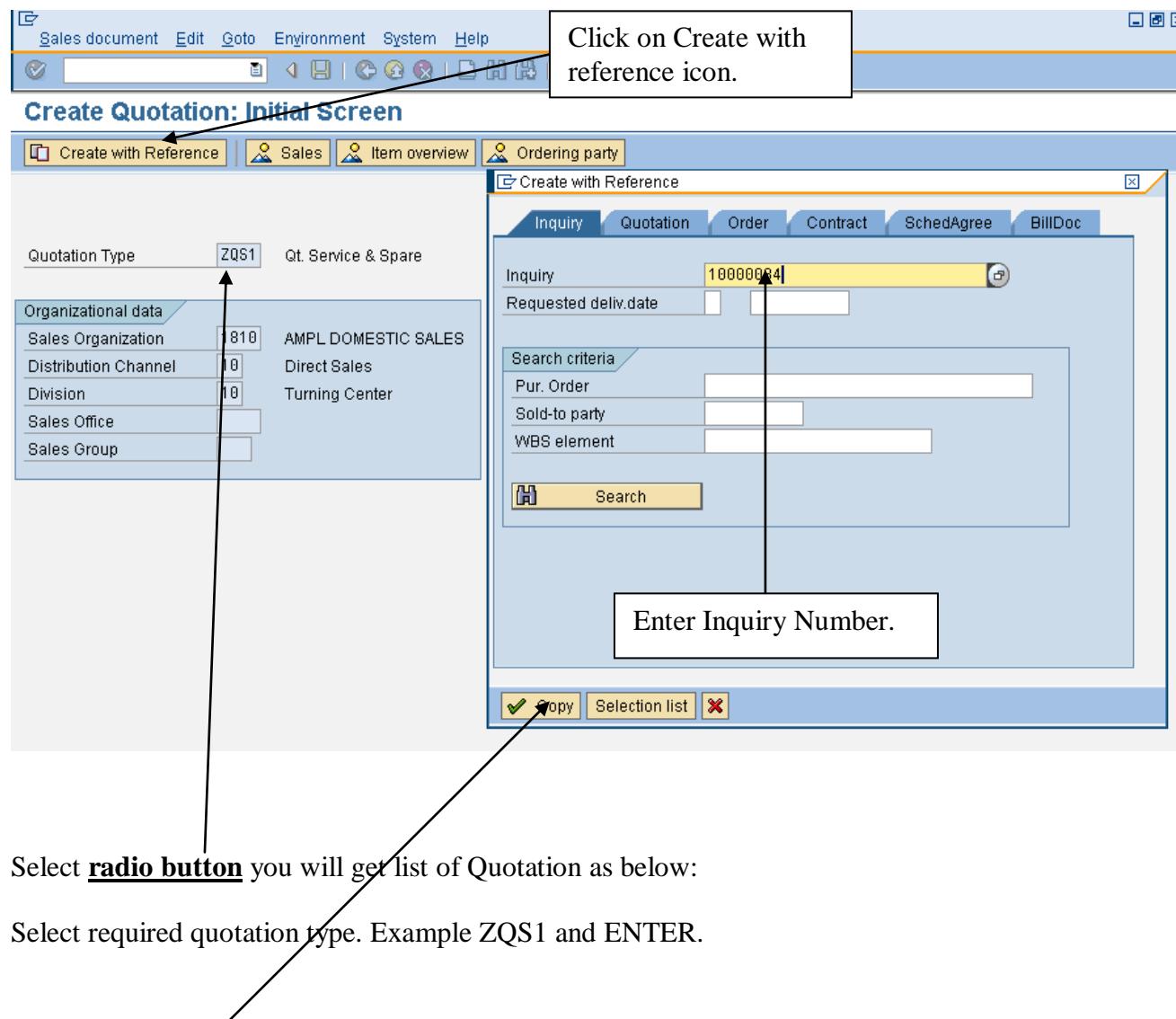
Next procedures PGI (Delivery), Create Billing Document and Excise Invoice (if Material relevant for Excise Duty) use same procedure as earlier mentioned in MTO scenario.

Non Warranty Scenario

If Machine is under non-Warranty with reference to Inquiry, need to create Quotation.

Create Quotation

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Quotation → Create</i>
Transaction code	VA21



All the details shall be fetched from the Inquiry document.

The screenshot shows the SAP GUI interface for creating a sales document. The title bar reads "Create Qt. Service & Spare: Overview". The menu bar includes "Sales document", "Edit", "Goto", "Extras", "Environment", "System", and "Help". The toolbar has various icons for document management and search. The main area contains fields for "Qt. Service & Spare" (with value S000015), "Netvalue" (0,00), "INR", "Sold-to party" (S000015) with address "Srinivasa Engineering / Street / 560050 BANGALORE", "Ship-to party" (S000015) with address "Srinivasa Engineering / Street / 560050 BANGALORE", and "PO Number" (PO date). Below these are tabs for "Sales", "Item overview", "Item detail", "Ordering party", "Procurement", "Shipping", and "Reason for rejection". The "Sales" tab is selected, showing delivery details like "Req. deliv.date" (21.12.2007), "Deliver.Plant" (empty), "Valid from" (21.12.2007), "Valid to" (30.12.2007), "Total Weight" (0,000), "Pricing date" (21.12.2007), "Total amount" (0,00), "Doc. currency" (INR), "Incoterms" (FOB Free on Board), and payment terms (AD10 30% advance 5% a...). The "Item overview" tab displays a table titled "All items" with columns: Item, Material, Order quantity, SU, S, Description, Customer Material Numb, ItCa, DG..., HgLvlt, and E. The table currently has one row selected. At the bottom are more toolbar icons.

Sales document Edit Goto Extras Environment System Help

Create Qt. Service & Spare: Overview

Qt. Service & Spare Net value 0,00 INR
 Sold-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE
 Ship-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE
 PO Number PO date 21.12.2007

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

Req. deliv.date	D 21.12.2007	Deliver.Plant	
Valid from	21.12.2007	Valid to	30.12.2007
<input type="checkbox"/> Complete div.		Total Weight	0 KG
		Pricing date	21.12.2007
Total amount 0,00		Doc. currency	INR / 1,00000
		Incoterms	FOB Free on Board
Payment terms AD10 30% advance 5% a...			
Order reason Oil/air leakage			

All items

Item	Material	Order quantity	SU	S	Description	Customer Material Numbr	ItCa	DG...	HgLvlt	D
10A0902-014-0000-01V		1 EA	<input checked="" type="checkbox"/>		Z-AXIS BALL SCREW ASSEMBL...	AGN2				
2NSERVICE		1 EA	<input type="checkbox"/>		Service Charge	AGX1				
			<input type="checkbox"/>							
			<input type="checkbox"/>							
			<input type="checkbox"/>							
			<input type="checkbox"/>							

Enter the Material No & Service

Enter quotation Valid to field.

Sales document Edit Goto Extras Environment System Help

Create Qt. Service & Spare: Overview

Qt. Service & Spare Netvalue 0,00 INR
 Sold-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE
 Ship-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE
 PO Number PO date 21.12.2007

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

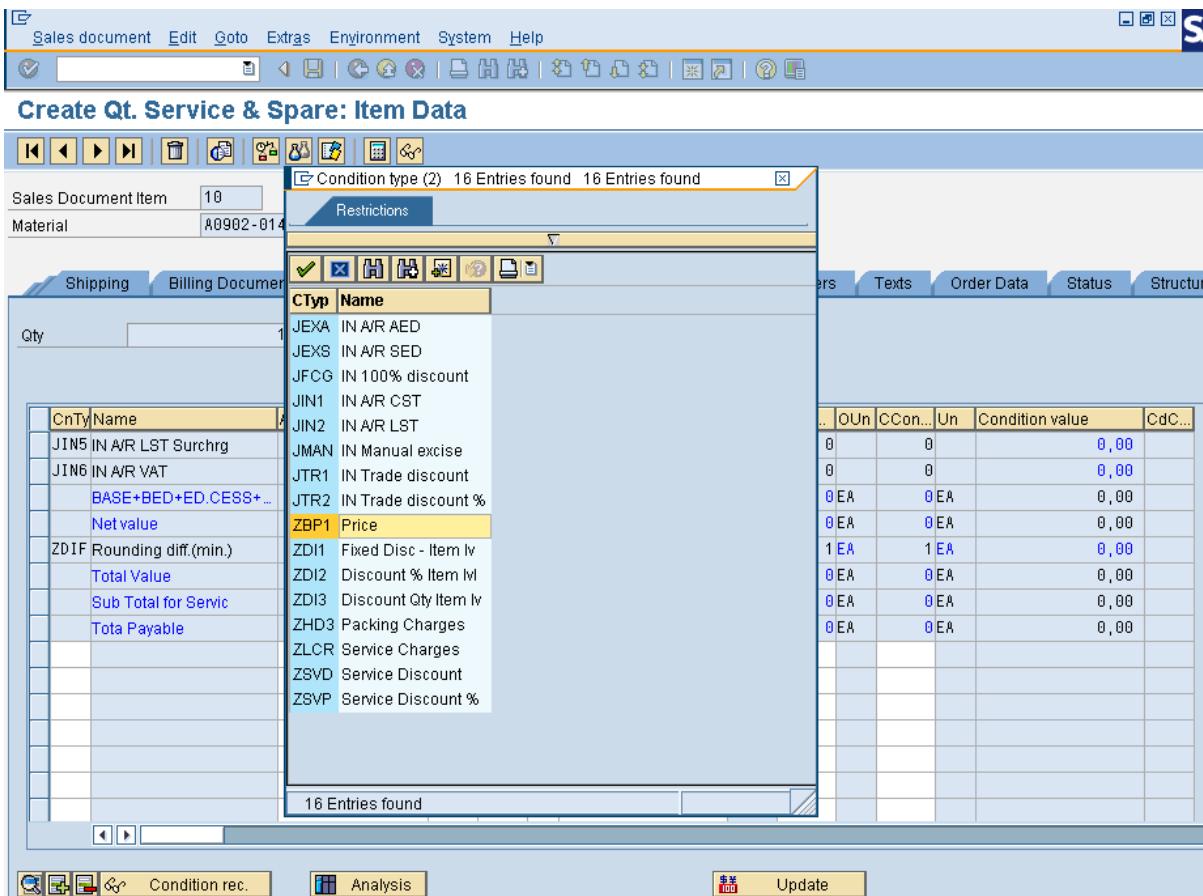
Req. deliv.date	D 21.12.2007	Deliver.Plant	
Valid from	21.12.2007	Valid to	30.12.2007
<input type="checkbox"/> Complete dlv.		Total Weight	100 KG
		Pricing date	21.12.2007
Total amount	0,00	Doc. currency	INR / 1,00000
		Incoterms	FOB Free on Board
Payment terms	AD10 30% advance 5% a...		
Order reason	Oil/air leakage		

All items

Item	Material	Order quantity	SU	Description	Customer Material Numb	ItCa	DG...
10 A0902-014-0000-01V		1 EA		Z-AXIS BALL SCREW ASSEMBL...	AGN2		
20 SERVICE		1 EA		Service Charge	AGX1		

Item conditions

Select the line item by using select icon. And click on Item condition icon you will get new screen as billow shown:



Check here all conditions like. ZBP1 for Price, JEX2 for Excise duty 16%. Etc. Charges and enter the required price.

Sales document Edit Goto Extras Environment System Help

Create Qt. Service & Spare: Item Data

Sales Document Item 10 Item category AGN2 Standard Item

Material A0902-014-0000-01V Z-AXIS BALL SCREW ASSEMBLY (THK)

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC...
ZBP1	Price	5.000,00	INR		1 EA	5.000,00	INR	1 EA	1 EA		1 EA	0,00	
	Sub Total	5.000,00	INR		1 EA	5.000,00	INR	1 EA	1 EA		1 EA	0,00	
	Sub Total	5.000,00	INR		1 EA	5.000,00	INR	1 EA	1 EA		1 EA	0,00	
UTXJ	Tax Jurisdict.Code	100,000	%			5.000,00	INR	0	0		0	0,00	
JM0D	Excise Duty @ 16%	16,000	%			800,00	INR	0	0		0	0,00	
	Base Price	5.000,00	INR		1 EA	5.000,00	INR	1 EA	1 EA		1 EA	0,00	
JEX2	Excise Duty @ 16%	100,000	%			800,00	INR	0	0		0	0,00	
	Basic Price + BED	5.800,00	INR		1 EA	5.800,00	INR	1 EA	1 EA		1 EA	0,00	
	Base + BED + AED	5.800,00	INR		1 EA	5.800,00	INR	1 EA	1 EA		1 EA	0,00	
	Base + BED+AED+SED	5.800,00	INR		1 EA	5.800,00	INR	1 EA	1 EA		1 EA	0,00	
JCED	IN A/R CESS	0,000	%			0,00	INR	0	0		0	0,00	
JECS	IN A/R ED. CESS	2,000	%			16,00	INR	0	0		0	0,00	
	Base + BED+AED+SED ...	5.800,00	INR		1 EA	5.800,00	INR	1 EA	1 EA		1 EA	0,00	
	ED.CESS	16,00	INR		1 EA	16,00	INR	1 EA	1 EA		1 EA	0,00	
JA1X	AVR Sec and high ECS	1,000	%			8,00	INR	0	0		0	0,00	

Condition rec. Analysis Update

Now we can see overall Pricing conditions like Base price and Taxes.

Sales document Edit Goto Extras Environment System Help SAP

Create Qt. Service & Spare: Overview

Qt. Service & Spare Net value 5.824,00 INR
 Sold-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE
 Ship-to party S000015 Srinivasa Engineering / Street / 560050 BANGALORE
 PO Number PO date 21.12.2007

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

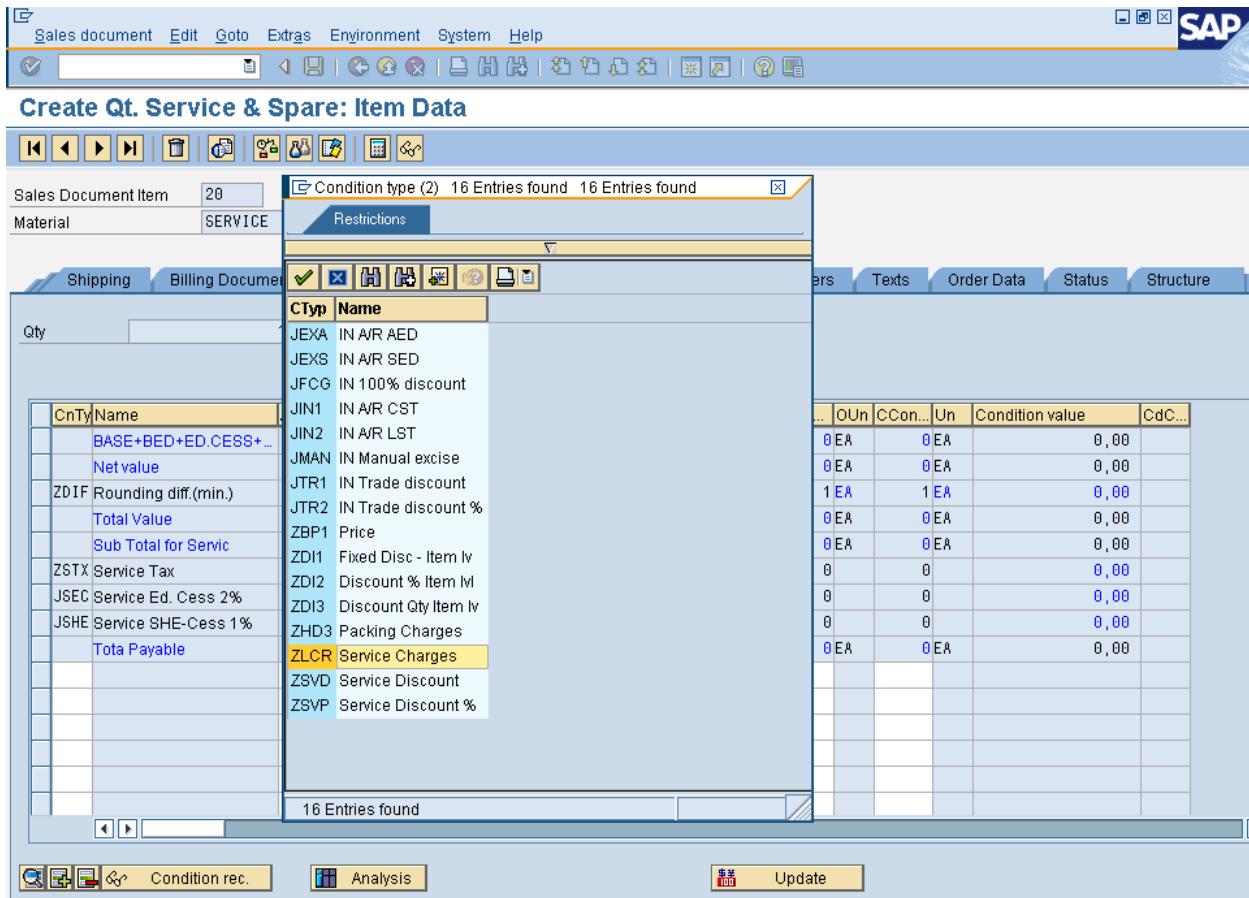
Req. deliv.date	D 21.12.2007	Deliver.Plant	
Valid from	21.12.2007	Valid to	30.12.2007
<input type="checkbox"/> Complete dlv.		Total Weight	100 KG
		Pricing date	21.12.2007
Total amount	6.549,00	Doc. currency	INR / 1,00000
		Incoterms	FOB Free on Board
Payment terms	AD10 30% advance 5% a...		
Order reason	Oil/air leakage		

All items

Item	Material	Order quantity	SU	S	Description	Customer Material Numb	ItCa	DG...	HgLvt	CFirstdat
10 A0902-014-0000-01V		1 EA			Z-AXIS BALL SCREW ASSEMBL...	AGN2				D 21.12.:
20 SERVICE		1 EA			Service Charge	AGX1				D 21.12.:
										D 21.12.:
										D 21.12.:
										D 21.12.:

Select the line item by using select icon. And click on Item condition icon you will get new screen as bellow shown:



Check here all conditions like. ZLCR for Service Charges and enter the required price.

The screenshot shows the SAP ERP interface for creating service item data. The top menu bar includes Sales document, Edit, Goto, Extras, Environment, System, and Help. The title bar says 'Create Qt. Service & Spare: Item Data'. The main area shows a table of service charges:

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC...
	BASE + BED + AED + SE	0,00	INR		1 EA		0,00	INR	0 EA	0 EA		0,00	
JIN4	IN A/R Surcharge	0,000	%				0,00	INR	0	0		0,00	
JIN5	IN A/R LST Surchrg	0,000	%				0,00	INR	0	0		0,00	
	BASE+BED+ED.CESS+...	0,00	INR		1 EA		0,00	INR	0 EA	0 EA		0,00	
	Net value	0,00	INR		1 EA		0,00	INR	0 EA	0 EA		0,00	
ZDIF	Rounding diff.(min.)	0,00	INR		1 EA		0,00	INR	1 EA	1 EA		0,00	
	Total Value	0,00	INR		1 EA		0,00	INR	0 EA	0 EA		0,00	
ZLCR	Service Charges	3.000,00	INR		1 EA		3.000,00	INR	1 EA	1 EA		0,00	
	Sub Total for Servic	3.000,00	INR		1 EA		3.000,00	INR	1 EA	1 EA		0,00	
ZSTX	Service Tax	12,000	%				360,00	INR	0	0		0,00	
JSEC	Service Ed. Cess 2%	2,000	%				7,00	INR	0	0		0,00	
JSHE	Service SHE-Cess 1%	1,000	%				4,00	INR	0	0		0,00	
	Tota Payable	3.371,00	INR		1 EA		3.371,00	INR	1 EA	1 EA		0,00	

At the bottom, there are buttons for Condition rec., Analysis, and Update.

Now we can see overall Pricing conditions like Service Charges Including Taxes.

The screenshot shows the SAP Sales document creation interface. The top menu bar includes options like Sales document, Edit, Goto, Extras, Environment, System, and Help. The SAP logo is in the top right corner. On the left, there's a sidebar with buttons for Create Qt. Service & Spare, Sales, and Item. The main area has tabs for Procurement, Shipping, and Reason for rejection, with the Incompletion log tab currently selected (highlighted in orange). The form contains fields for various parameters: Display range, Fast change of..., Propose items (Ctrl+F11), Delete unchanged item, Batch determination (Ctrl+F2), Overall network scheduling, Assign contract, Check dangerous goods, Check availability (Ctrl+F4), New pricing document (Ctrl+F6), Req. deliv.date (with Cancel button F12), Valid from (21.12.2007), Valid to (30.12.2007), Total Weight (100 KG), Pricing date (21.12.2007), Total amount (9.920,00), Doc. currency (INR), Incoterms (FOB Free on Board), Payment terms (AD10 30% advance 5%), and Order reason (Oil/air leakage). Below this is a table titled 'All items' showing two rows of material details:

Item	Material	Order quantity	SU	Description	Customer Material Numbr	ItCa	DG...	HgLvlt	C Fir...
10 A0902-014-0000-01V		1 EA		Z-AXIS BALL SCREW ASSEMBL...		AGN2			D 21
20 SERVICE		1 EA		Service Charge		A6X1			D 21
									D 21
									D 21
									D 21

Now go to Edit Tab and select Incompletion Log to check the missing data.

Now save the Quotation by clicking the save icon. The Quotation will be saved and the system will generate the Quotation number.

Qt. Service & Spare 20000085 has been saved

Next procedures Sales Order Acceptance, PGI (Delivery), Create Billing Document and Excise Invoice (if Material relevant for Excise Duty) use same procedure as earlier mentioned in MTO scenario

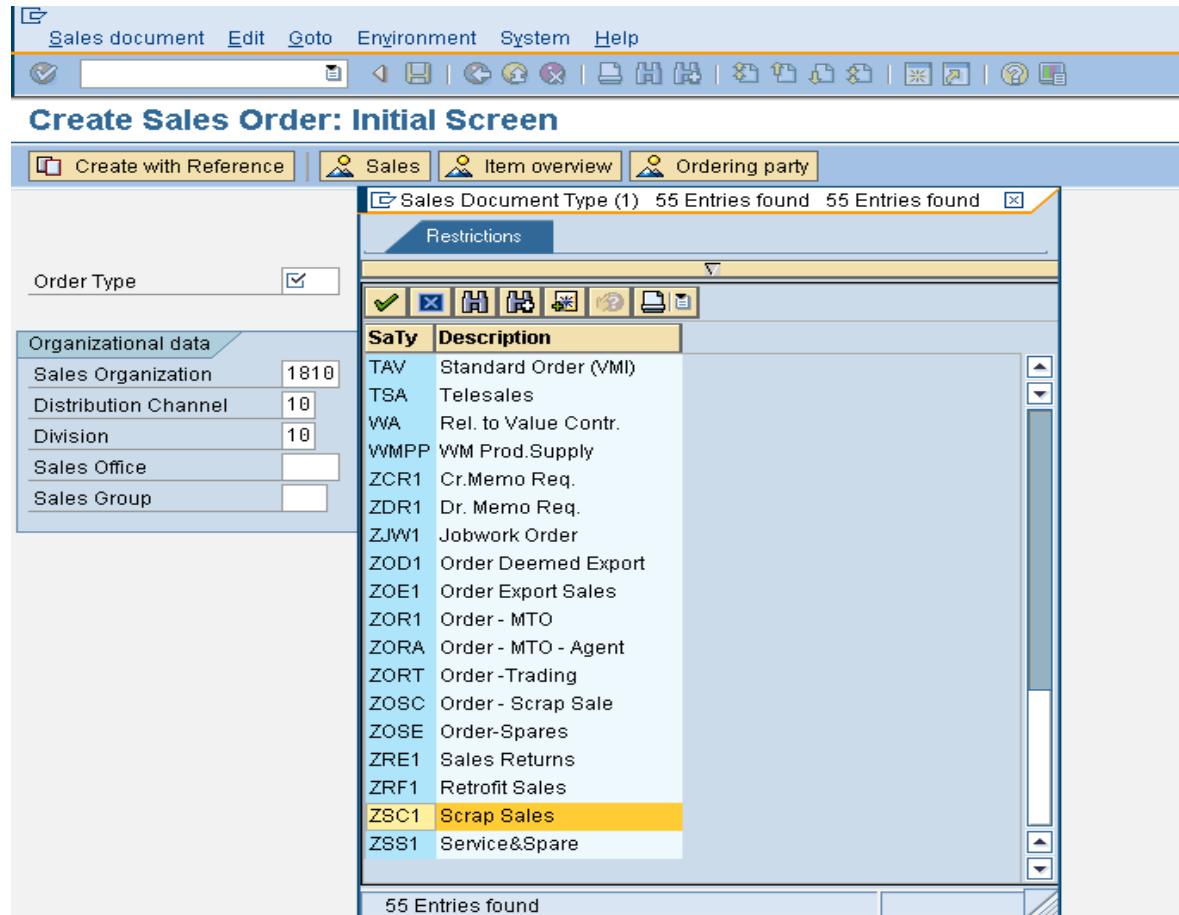
12. Scrap Sales

Create Sales Order

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction code	VA01

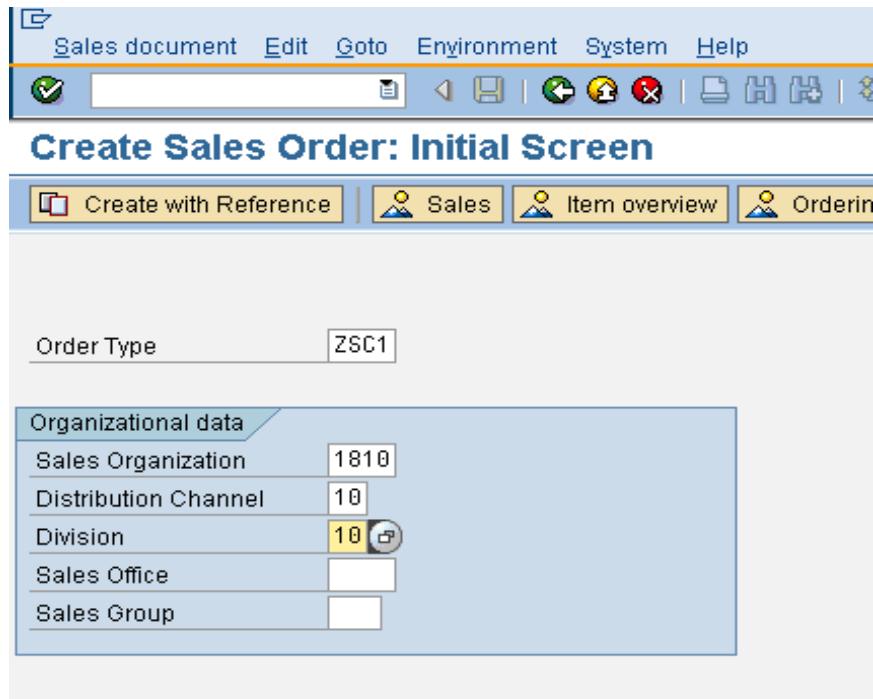
Create Sales Order: Initial Screen

The screenshot shows the initial screen for creating a sales order in SAP. At the top, there is a toolbar with four buttons: 'Create with Reference' (highlighted in yellow), 'Sales', 'Item overview', and 'Ordering party'. Below the toolbar, there is a field for 'Order Type' with a dropdown arrow. A large blue box labeled 'Organizational Data' contains five fields: 'Sales Organization', 'Distribution Channel', 'Division', 'Sales Office', and 'Sales Group', each with a dropdown arrow.



First we have to select appropriate sales Organization, Distribution Channel and Division. The Sales organization is 1810, the Distribution Channel is 10 for Direct sales and the Division 10. (Sales Organization + Distribution Channel + Division constitute a sales area). The sales Office is optional entries which helps a lot for reporting purposes. After the organizational data is entered, now select the order type and drill down and all the sales documents assigned to the sales area will be displayed.

Select the Order Type ZSC1 for Scrap sales.



Now press ENTER to continue. The Overview screen will be as follows:

Sales document Edit Goto Extras Environment System Help

Create FACT SALES STANDARD: Overview

FACT SALES STAND: Enter the Customer no. here

Sold-to-party If the ship to party is different from sold-to-party, then enter the ship to party

Ship-to-party PO Number PO date

Enter the Customer's purchase Order Reference

Req. deliv.date D 08.11.2006 Deliver.Plant Total Weight 0.000

Complete dlv. Volume 0.000

Delivery block Billing block Pricing date 08.11.2006

Payment card Exp.date

Payment terms Incoterms

Order reason

Sales area 1100 / 10 / 00 DOMESTIC SALES ORG, FACTORY SALES, COMMON DIV

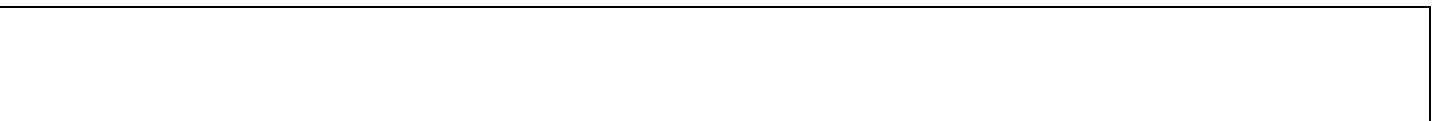
All items

Item	Material	Order Quantity	SU	S	Description	Customer Material Numb	ItCa	DGI	HgLv

Enter Material Code

Enter the Order Quantity

(Please refer the appendix for help to make selections for customer/material)



After entering the required details, the screen will appear like this:

Sales document Edit Goto Extras Environment System Help SAP

Create Scrap Sales: Overview

Scrap Sales Netvalue 0.00
Sold-to party scrap
Ship-to party scrap
PO Number Test1234 PO date

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

Req. deliv.date	D 07.12.2007	Deliver.Plant	
<input type="checkbox"/> Complete dlv.		Total Weight	0.000
Delivery block		Volume	0.000
Billing block		Pricing date	07.12.2007
Payment card		Exp.date	
Card Verif. Value		Incoterms	
Payment terms			
Order reason			

All items

Item	Material	Order quantity	SU	S	Description	Plant	Customer Material Numbr	ItCa	DG...	HgLvlt
	scrap0001	1					1800			

Enter the Plant Code.

Now press “ENTER”. The customer details shall be fetched from the customer master and the material details will be collected from the sales views of the material master.

Sales document Edit Goto Extras Environment System Help

Create Scrap Sales: Overview

Scrap Sales Netvalue 0.00 INR
 Sold-to party SCRAP Scrap Buyer / 123 / 123456 Mysure
 Ship-to party SCRAP Scrap Buyer / 123 / 123456 Mysure
 PO Number Test1234 PO date
[Display doc. header details](#)

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

Req. deliv.date	D 07.12.2007	Deliver.Plant	
<input type="checkbox"/> Complete dlv.		Total Weight	0 KG
Delivery block		Volume	0.000
Billing block		Pricing date	07.12.2007
Payment card		Exp.date	
Card Verif. Value		Incoterms	FOB Free on Board
Payment terms	AD13 100% payment bef...		
Order reason			

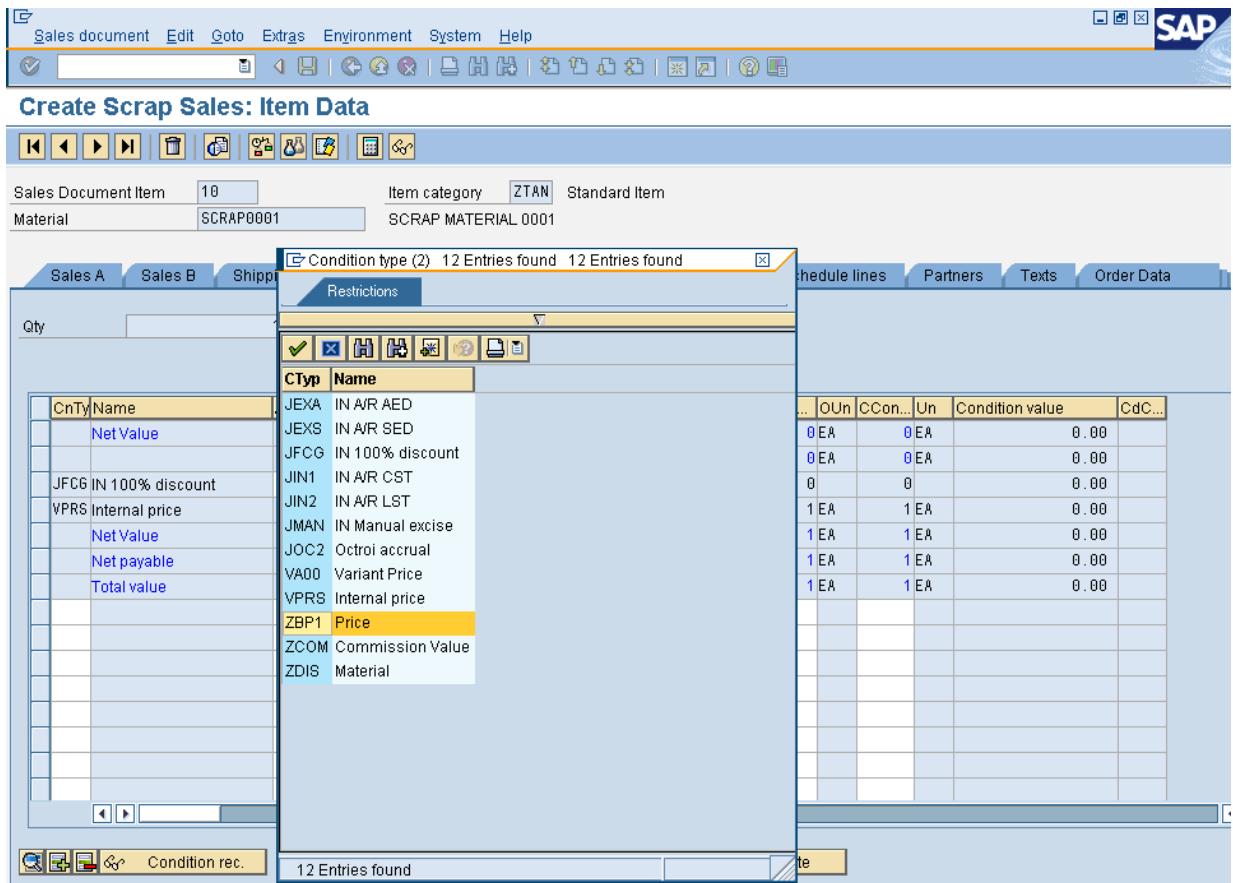
All items

Item	Material	Order quantity	SU	S	Description	Plnt	Customer Material Numb	ItCa	DG...	Hgl
10	SCRAP0001	1 EA			SCRAP MATERIAL 0001	1800		ZTAN		

Pricing error: Mandatory condition ZBP1 is missing

Flag the item line as shown below and click the condition icon  in the bottom portion to go to the pricing screen.

The Pricing screen for this line will appear. Enter Condition Type ZBP1 manually and enter the price of the Scrap Material.



Sales document Edit Goto Extras Environment System Help

Create Scrap Sales: Item Data

Sales Document Item 10 Item category ZTAN Standard Item

Material SCRAP0001 SCRAP MATERIAL 0001

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines Partners Texts Order Data

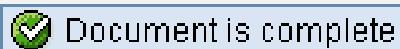
CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCOn...	Un	Condition value	CdC...
ZBP1	Excise	100.00	INR	1 EA		100.00	INR	1 EA	1 EA	1 EA		0.00	
	Sub Total	100.00	INR	1 EA		100.00	INR	1 EA	1 EA	1 EA		0.00	
JMAN	IN Manual excise		%				INR	0	0	0		0.00	
	Basic Price	100.00	INR	1 EA		100.00	INR	1 EA	1 EA	1 EA		0.00	
JEX2	Excise Duty @ 16%	100.000	%			0.00	INR	0	0	0		0.00	
JADE	IN: A/R AED	0.000	%			0.00	INR	0	0	0		0.00	
	BASE+ BED	100.00	INR	1 EA		100.00	INR	1 EA	1 EA	1 EA		0.00	
JSED	IN A/R SED	0.000	%			0.00	INR	0	0	0		0.00	
	Base + BED + AED	100.00	INR	1 EA		100.00	INR	1 EA	1 EA	1 EA		0.00	
JCES	IN A/R CESS	0.000	%			0.00	INR	0	0	0		0.00	
	BASE + BED + AED + S	100.00	INR	1 EA		100.00	INR	1 EA	1 EA	1 EA		0.00	
JCED	IN A/R CESS	0.000	%			0.00	INR	0	0	0		0.00	
	BASE + BED + AED + S	100.00	INR	1 EA		100.00	INR	1 EA	1 EA	1 EA		0.00	
	ED.CESS	0.00	INR	1 EA		0.00	INR	1 EA	1 EA	1 EA		0.00	
ZECX	Edu. Cess @ 2%	100.000	%			0.00	INR	0	0	0		0.00	

Condition rec. Analysis Update

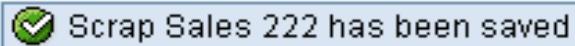
We can see the pricing details as above. Being Scrap sale, we can see the excise duty and the cess being not calculated.

Item	Material	Order quantity	SU	S	Description	Customer Material Num	ItCa	DG...	HgLvlt	D
10 SCRAP0001	SCRAP MATERIAL 0001	1 EA		<input checked="" type="checkbox"/>	SCRAP MATERIAL 0001	ZTAN				

Now in overview screen, go to Incompletion log and check for the incompleteness as shown. If there is no incompleteness, the message “Document is complete” is displayed.



Now save the Sale Order by clicking the save icon. The Sales Order will be saved and the system will generate the Sales Order number.



Create Delivery

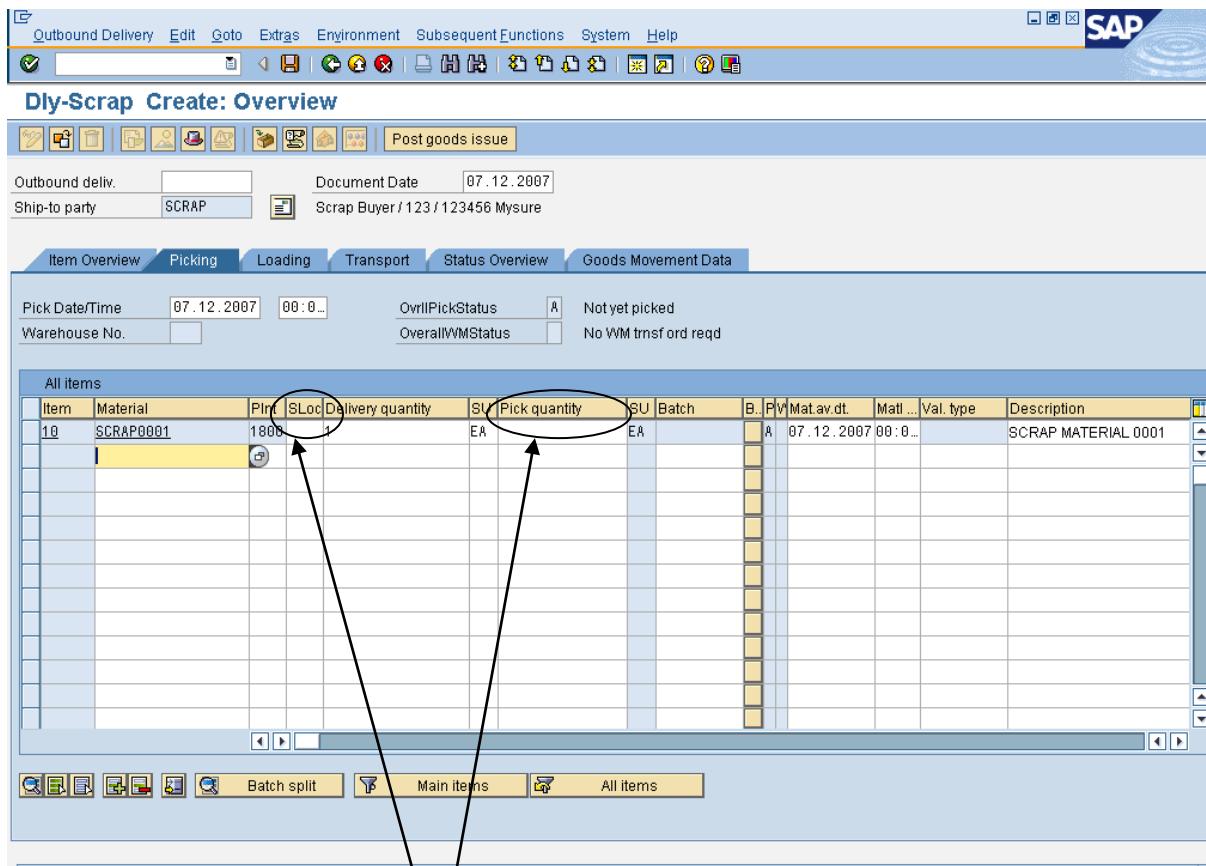
Now the next step is creating the Delivery.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Shipping and Transportation → Outbound Delivery → Create → Single Document → With Reference to Sales Order</i>
Transaction code	VL01N

In the Create Outbound Delivery with Order reference, we have to enter the appropriate shipping point, selection date and the relevant sales document.

For AMPL Retrofit sales, the Shipping point for 1800, for AMSPL sales 2700 and for HIE sales, shipping point will be 3600 and SSTPL sales Shipping point will be 4500.

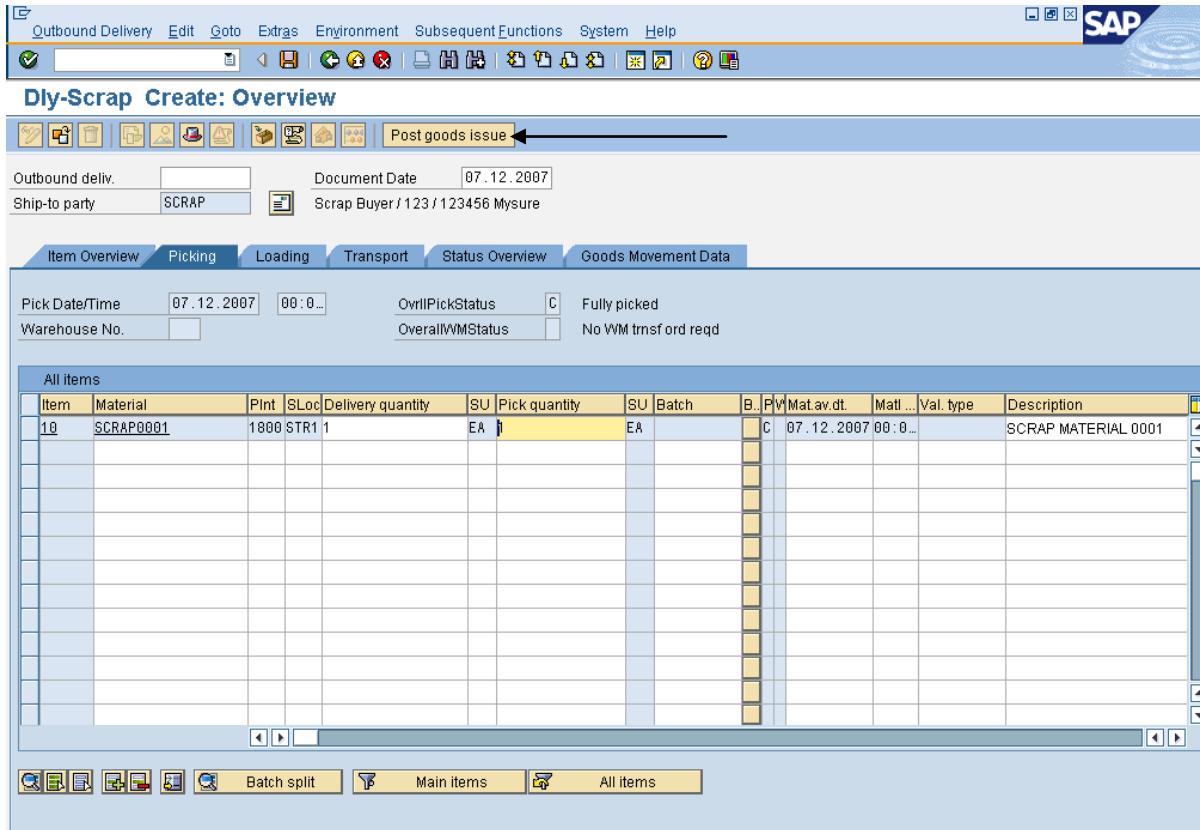
Now Press ENTER to Continue. This will take to the “Create delivery: Overview Screen”



Enter Storage Location
& Pick Quantity

We can see the Ship to Party and the Material Code and the quantity are all copied from the sale order. We have to do one thing in Delivery Document a) Post Goods Issue.

All the items are to be picked in the system. For this click the **Picking** tab.



The system says that the goods movement has not started. Now click the **Post Goods Issue** as shown above. The system will do the goods issue and Delivery Document Number will be generated. The system displays the message as follows:

Now save the Delivery Order by clicking the save  icon. The Delivery Order will be saved and the system will generate the Delivery number.

 Dly-Scrap 80000091 has been saved

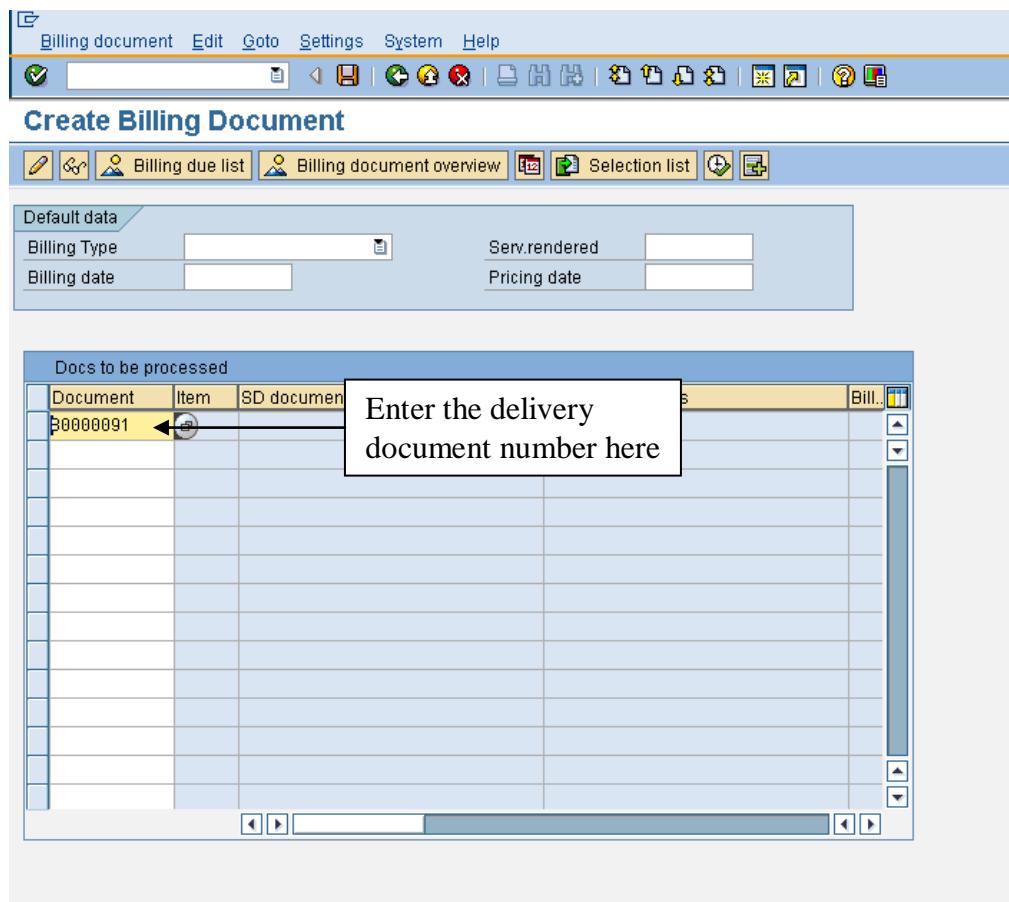


Creating Billing Document

After creating the delivery, Invoice has to be generated with reference to the delivery.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction code	VF01

Create Billing Document Initial Entry Screen will be like this:



Now press ENTER. This will take to Billing Overview Screen

Going to the conditions screen, price can be verified before saving.

Billing Inv-Scrap (ZOSC) Create : Header data

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Condition value	CdC...
ZBP1	Price					100.00	INR	0.00	
	Sub Total:					100.00	INR	0.00	
JMAN	IN Manual excise					0.00	INR	0.00	
	Basic Price					100.00	INR	0.00	
JEX2	Excise Duty @ 16%					0.00	INR	0.00	
JAED	IN A/R AED					0.00	INR	0.00	
	BASE+ BED					100.00	INR	0.00	
JSED	IN A/R SED					0.00	INR	0.00	
	Base + BED + AED					100.00	INR	0.00	
JCES	IN A/R CESS					0.00	INR	0.00	
	BASE + BED + AED + S					100.00	INR	0.00	
JCED	IN A/R CESS					0.00	INR	0.00	
	BASE + BED + AED + S					100.00	INR	0.00	

Now Go Back to the overview screen by clicking the icon.

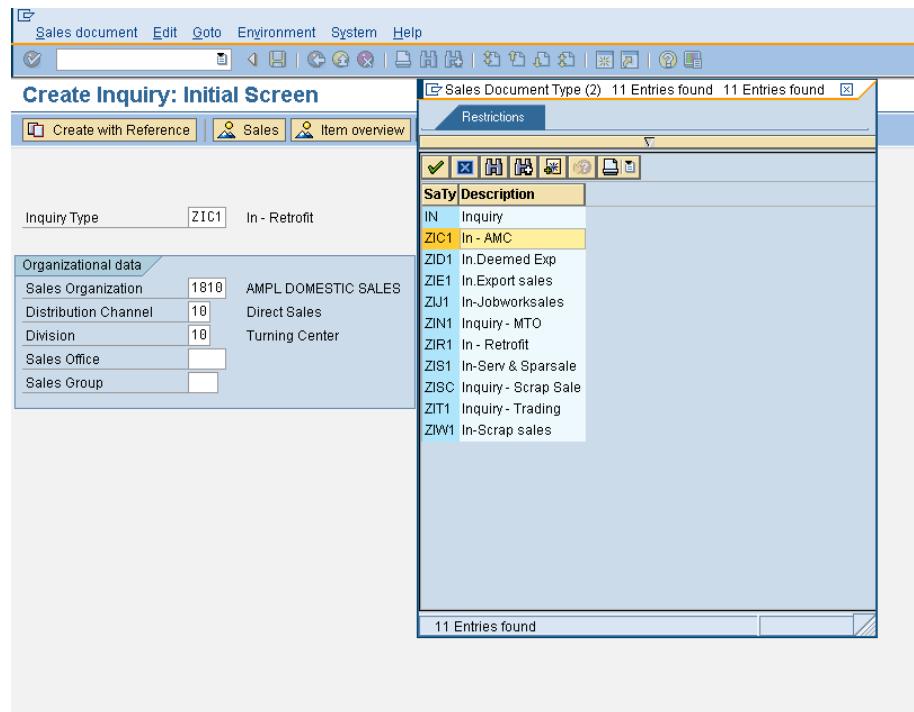
Use this icon to save the document.

Document 90000159 has been saved

14. Annual Maintenance Contract

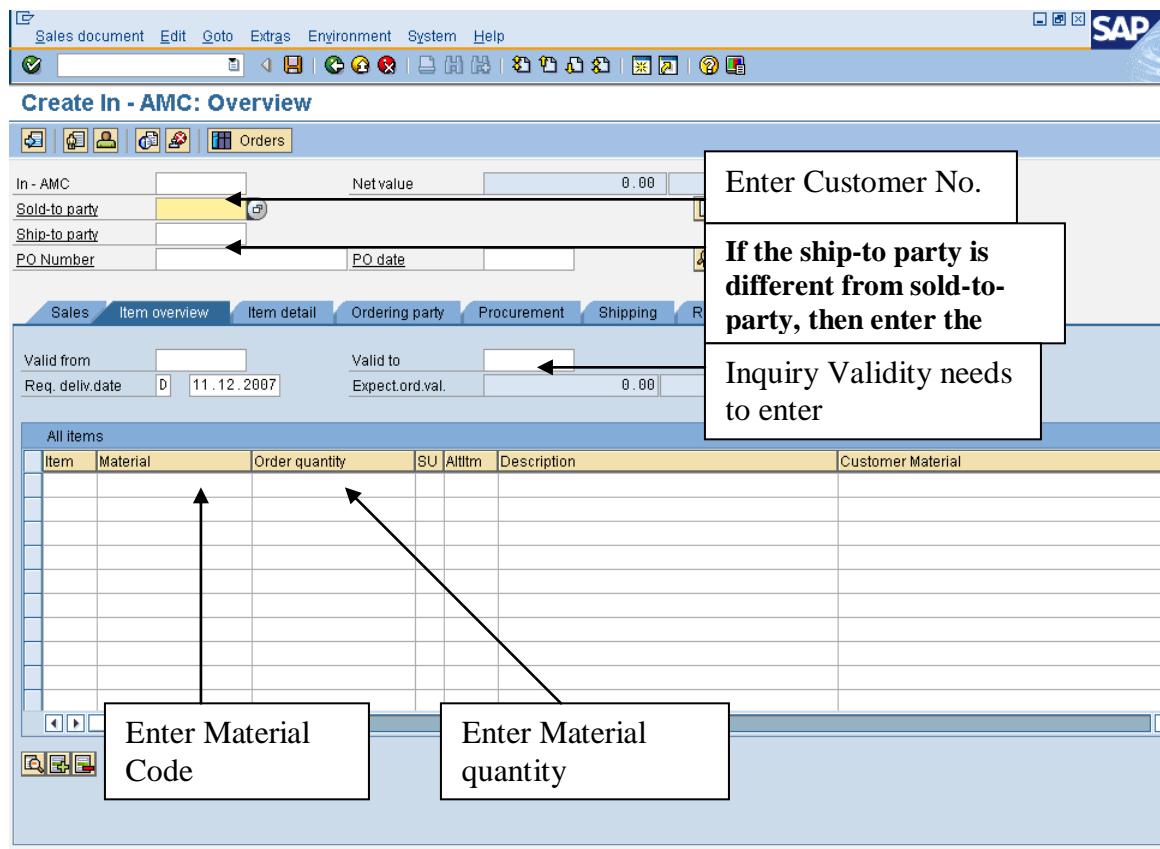
Create Inquiry

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Inquiry → Create</i>
Transaction code	VAA1



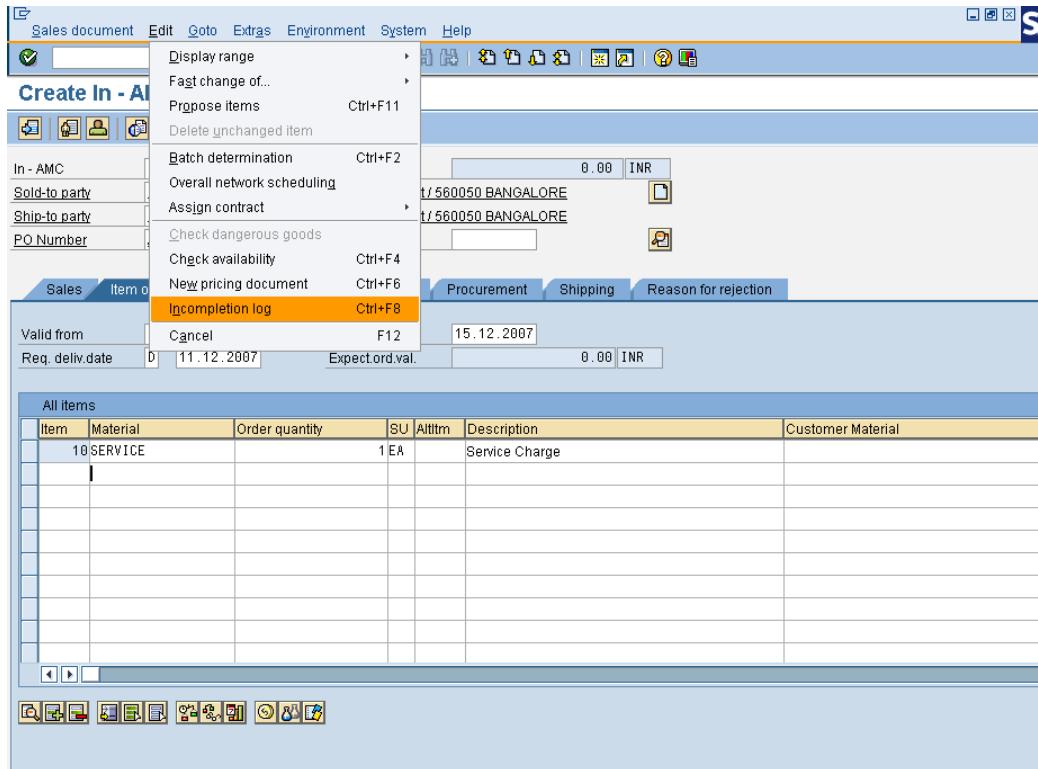
First we have to select appropriate sales Organization, Distribution Channel and Division. The Sales organization is 1810, the Distribution Channel is 10 for direct sales and the Division 10 is for Turning Center. (SalesOrganization+Distribution Channel+Division constitute a sales area). The sales Office is optional entry which helps a lot for reporting purposes. After the organizational data is entered, now select the Inquiry type and drill down and all the Inquiry documents assigned to the sales area will be displayed select Enquiry type ZIC1 and press enter.

Now press ENTER to continue. The Overview screen will be as follows:



The customer details shall be fetched from the customer master and the material details will be collected from the sales views of the material master. The pricing details will flow from the appropriate pricing condition records.

Once entered all necessary field will get screen as below:



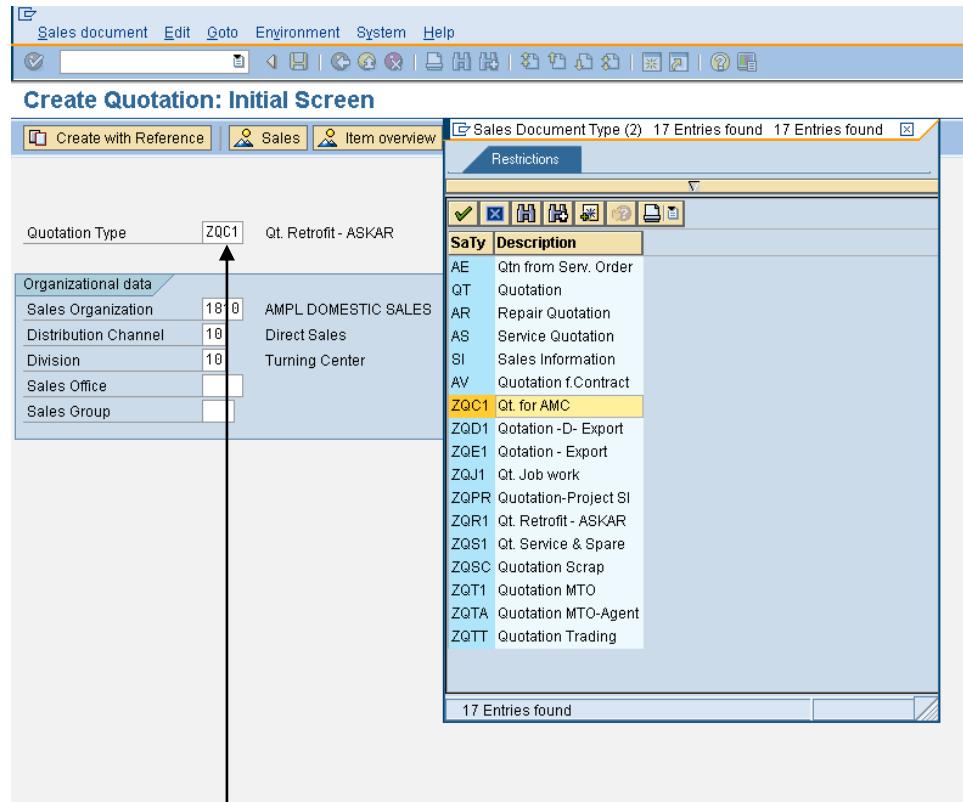
Now go to Edit Tab and select Incompletion Log to check the missing data.

Click on save icon. You will get as bellow message:



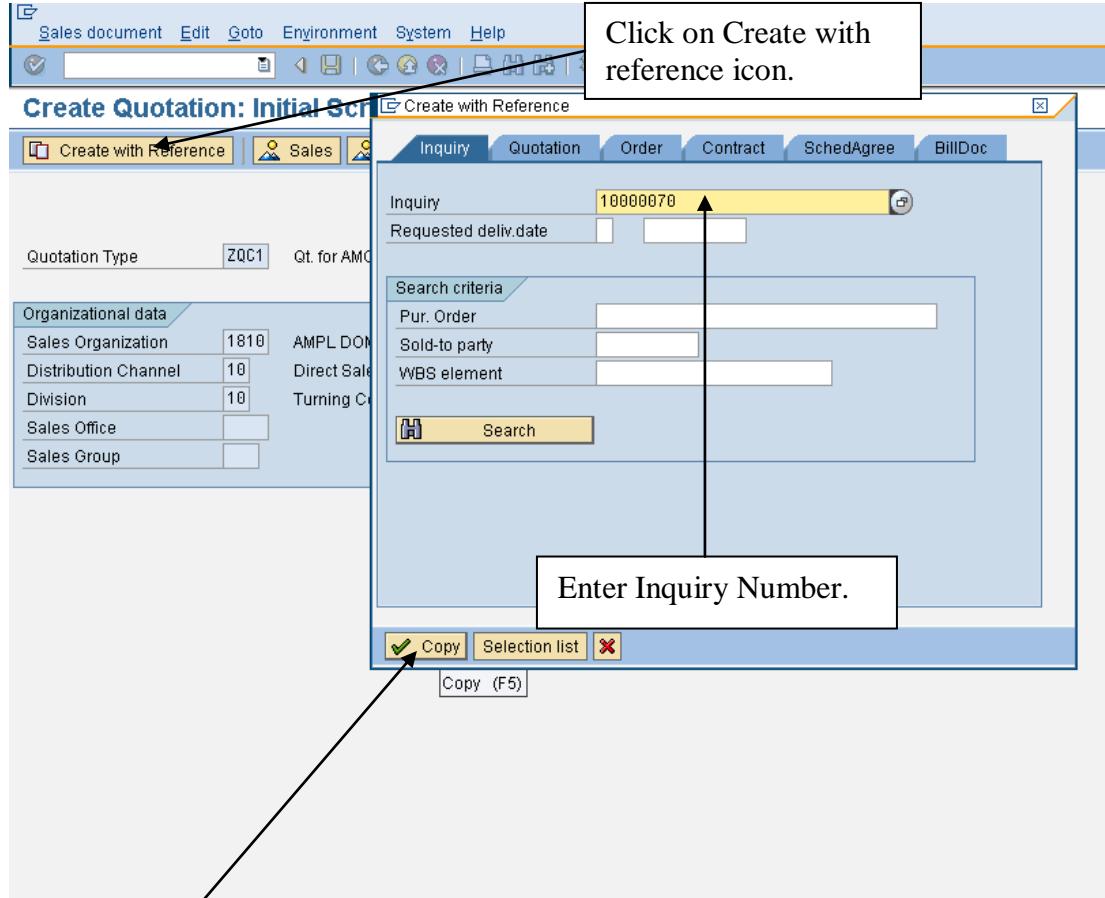
Create Quotation

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Quotation → Create</i>
Transaction code	VA21



Select radio button you will get list of Quotation as bellow:

Select required quotation type. Example ZQC1 and ENTER.



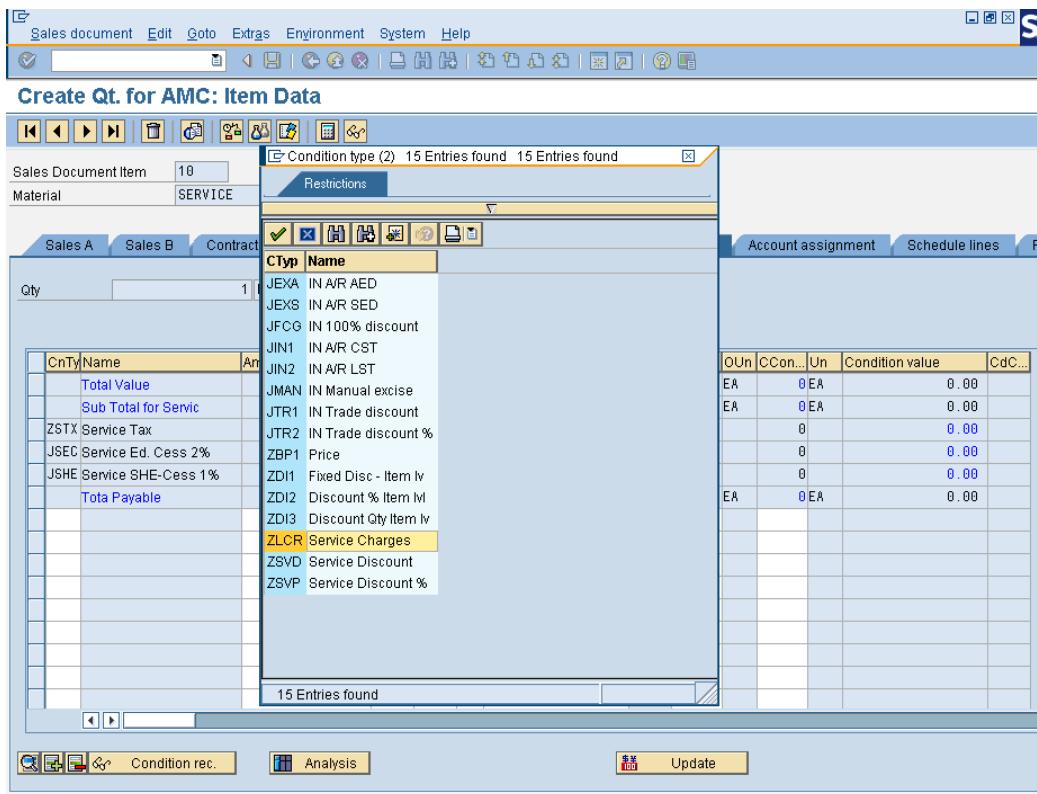
Select Copy icon, you will get new screen as shown follows:

All the details shall be fetched from the Inquiry document.

Item	Material	Order quantity	Target quantity	U...	Description	Customer Material Numb
10 SERVICE		1			Service Charge	

Enter quotation Valid to field.

Select the line item by using Select icon. And click on Item condition icon you will get new screen as billow shown:



Check here all conditions like. Select ZLCR for Service Charges and enter the required price.

Sales document Edit Goto Extras Environment System Help

Create Qt. for AMC: Item Data

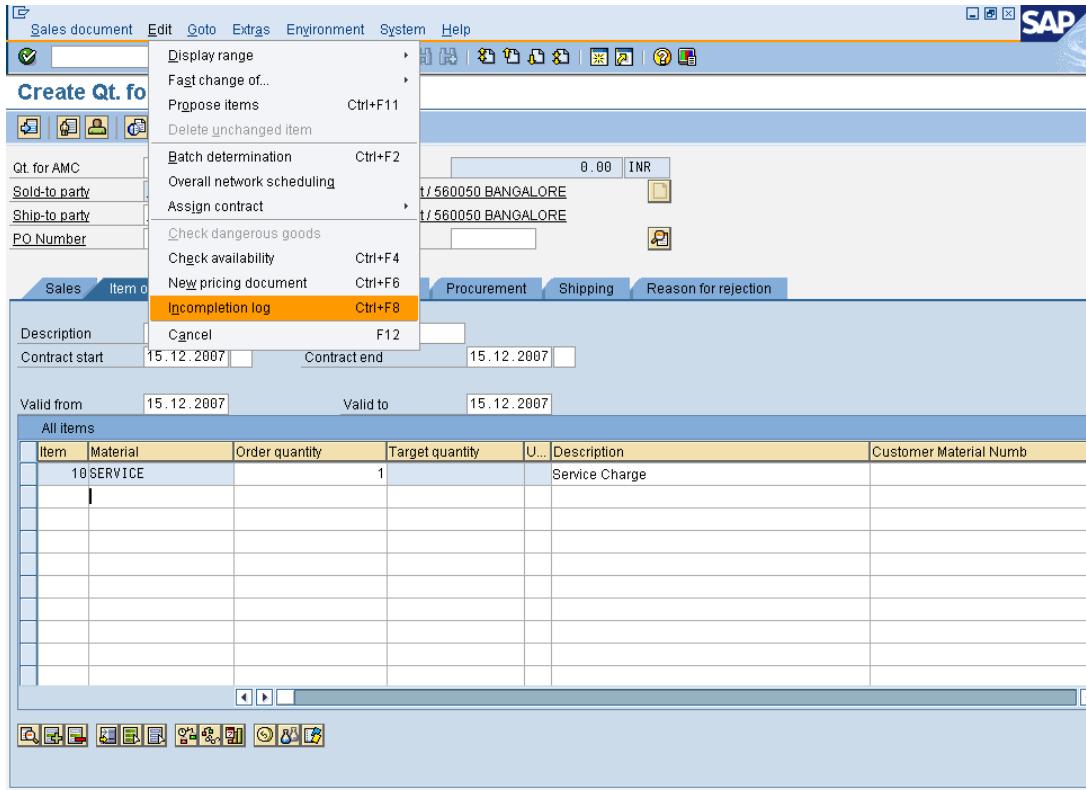
Sales Document Item 10 Item category AVN1 Standard Item
Material SERVICE Service Charge

Sales A Sales B Contract data Shipping Billing Document Billing plan Conditions Account assignment Schedule lines

Qty	1 EA	Net	5,000.00 INR
		Tax	618.00

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC
	BASE + BED + AED +SE	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
JIN4	IN A/R Surcharge	0.000	%			0.00	INR	0	0			0.00	
JIN5	IN A/R LST Surchrg	0.000	%			0.00	INR	0	0			0.00	
	BASE+BED+ED.CESS+ ...	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
	Net value	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
ZDIF	Rounding diff.(min.)	0.00	INR	1 EA		0.00	INR	1 EA	1 EA			0.00	
	Total Value	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
ZLCR	Service Charges	5,000.00	INR	1 EA		5,000.00	INR	1 EA	1 EA			0.00	
	Sub Total for Servic	5,000.00	INR	1 EA		5,000.00	INR	1 EA	1 EA			0.00	
ZSTX	Service Tax	12.000	%			600.00	INR	0	0			0.00	
JSEC	Service Ed. Cess 2%	2.000	%			12.00	INR	0	0			0.00	
JSHE	Service SHE-Cess 1%	1.000	%			6.00	INR	0	0			0.00	
	Total Payable	5,618.00	INR	1 EA		5,618.00	INR	1 EA	1 EA			0.00	

Condition rec. Analysis Update



Now go to Edit Tab and select Incompletion Log to check the missing data.

Sales document Edit Goto Extras Environment System Help

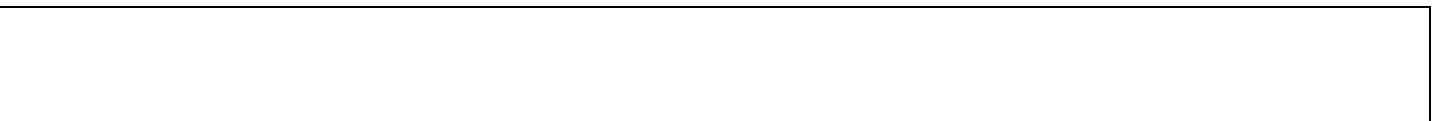
Create Qt. for AMC: Overview

Item	Material	Order quantity	Target quantity	Description	Customer Material Numbr
10SERVICE		1	1	Service Charge	

Document is complete

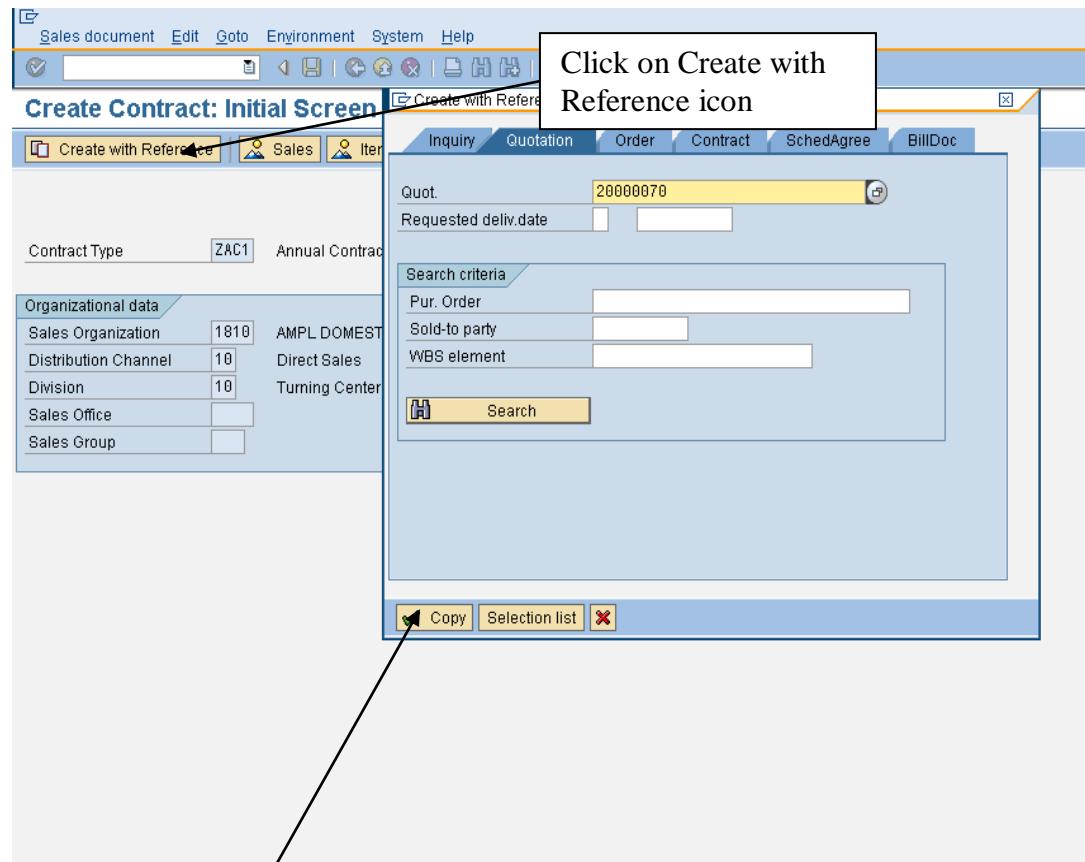
Click on save icon. You will get as bellow message:

Qt. for AMC 20000070 has been saved



Create Contract

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Contract → Create</i>
Transaction code	VA41



Now press **Copy** icon to continue. The Overview screen will be as follows:

First we have to select appropriate sales Organization, Distribution Channel and Division. The Sales organization is 1810, the Distribution Channel is 10 for Direct sales and the Division 10. (Sales Organization + Distribution Channel + Division constitute a sales area). The sales Office is optional entries which helps a lot for reporting purposes. After the organizational data is entered, now select the order type and drill down and all the sales documents assigned to the sales area will be displayed.

Select the Contract Type ZAC1 for AMC.

1) Enter PO Number
2) Enter PO date

Item	Material	Order quantity	Target quantity	U...	Description	Customer Material Numb
	10 SERVICE	1			Service Charge	

Now press “ENTER”. The customer details shall be fetched from the customer master and the material details will be collected from the sales views of the material master. The pricing details will flow from the appropriate pricing condition records.

Sales document Edit Goto Extras Environment System Help

SAP

Create Annual Contract: Item Data

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC...
	BASE + BED + AED +SE	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
JIN4	IN A/R Surcharge	0.000	%			0.00	INR	0	0			0.00	
JIN5	IN A/R LST Surchrg	0.000	%			0.00	INR	0	0			0.00	
	BASE+BED+ED.CESS+...	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
	<u>Net value</u>	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
ZDIF	Rounding diff.(min.)	0.00	INR	1 EA		0.00	INR	1 EA	1 EA			0.00	
	<u>Total Value</u>	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
ZLCR	Service Charges	5,000.00	INR	1 EA		5,000.00	INR	1 EA	1 EA			0.00	
ZSTX	Sub Total for Servic	5,000.00	INR	1 EA		5,000.00	INR	1 EA	1 EA			0.00	
ZSTX	Service Tax	12.000	%			600.00	INR	0	0			0.00	
JSEC	Service Ed. Cess 2%	2.000	%			12.00	INR	0	0			0.00	
JSHE	Service SHE-Cess 1%	1.000	%			6.00	INR	0	0			0.00	
	<u>Tota Payable</u>	5,618.00	INR	1 EA		5,618.00	INR	1 EA	1 EA			0.00	

Condition rec. Analysis Update

The pricing details will flow from the appropriate pricing condition records.



Now go to Contract Data and enter the Mandatory fields.

Sales document Edit Goto Environment System Help SA

Create Annual Contract: Header Data

Annual Contract: S000015 Purchase Order: Srinivasa B...

Contract data

Val.period

- Contract start date: 15.12.2007
- Contract end date: 15.12.2007

Val.period.category

Contract val.period:

Installation date:

Contract signed:

Action:

Action date:

Termination

Cancellation proced.:

Reason for Cancel.:

Receipt of canc.:

Req.cancelat.date:

Cancel doc for part.:

Assignment cancellation procedure/cancellation rule (1) 2 Entries found 2 Entries

Restrictions

CPrc Description

- 0001 Cancel to ValidPrdEnd, yrly withdrawlRight
- 0002 Cancel w/ 3 months notice and yr renewal

2 Entries found

Enter Cancellation Procedure

Enter Validity Period Category

Enter Contract Validity Period



Once all the required mandatory fields are entered, the contract data screen looks as below.

Sales document Edit Goto Extras Environment System Help

Create Annual Contract: Item Data

Sales Document Item 10 Item category TAD1 Service
 Material SERVICE Service Charge

Sales A Sales B Contract data Shipping Billing Document Billing plan Conditions

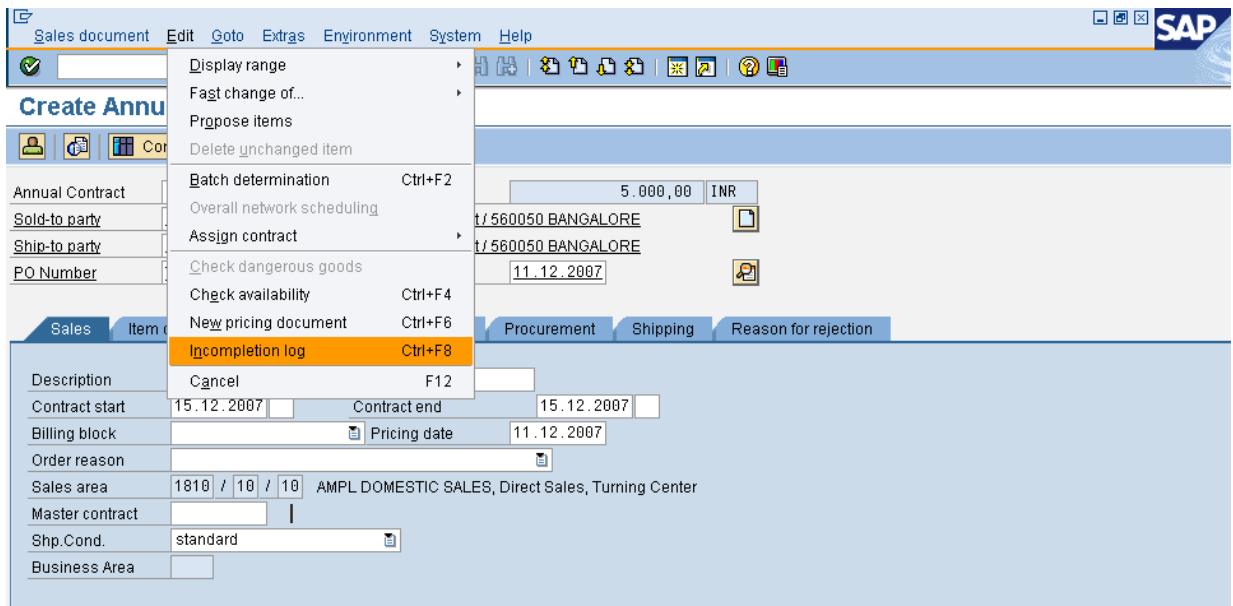
Val.period

Contract start date	15.12.2007
Contract end date	15.12.2007
Val.period.category	1 year
Contract val.period	Year
Installation date	
Contract signed	
Acceptance date	
Dismantling date	

Termination

Cancellation proced.	0002 Cancel w/ 3 months notice and yr renewal
Reason for Cancel.	
Receipt of canc.	
Req.cancellat.date	
Cancel.doc.for part.	
<input type="button" value="Cancel."/>	

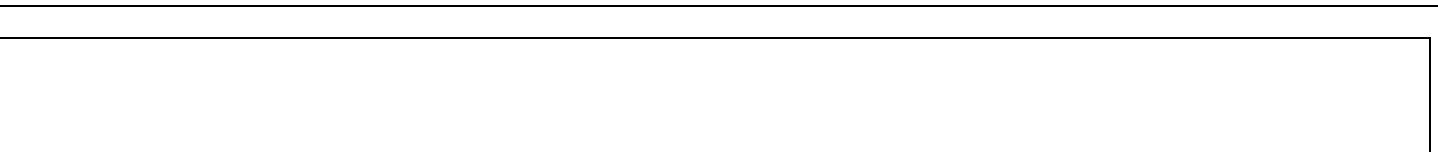
Enter Contract Start Date Enter Contract End Date



Now go to Edit Tab and select Incompletion Log to check the missing data.

Now save the Sale Order by clicking the save icon. The Contract will be saved and the system will generate the Contract number.

Annual Contract 40000009 has been saved



Creating Billing Document

After creating the delivery, Invoice has to be generated with reference to the delivery.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction code	VF01

Create Billing Document Initial Entry Screen will be like this:

The screenshot shows the SAP Create Billing Document initial entry screen. At the top, there is a toolbar with icons for various functions. Below the toolbar is a menu bar with options like Billing document, Edit, Goto, Settings, System, and Help. The main title is "Create Billing Document". Below the title, there is a toolbar with icons for Billing due list, Billing document overview, Selection list, and other functions. The main area is divided into sections: "Default data" and "Docs to be processed". In the "Default data" section, there are fields for Billing Type, Serv.rendered, Billing date, and Pricing date. In the "Docs to be processed" section, there is a grid with columns for Document, Item, SD document categ., Bill., and others. A callout box points to the "Document" column of the first row, which contains the value "40000009". A cursor arrow is pointing to this value. A tooltip box says "Enter the delivery document number here".

Now press ENTER. This will take to Billing Overview Screen

The screenshot shows the SAP Billing Overview screen. The title bar reads "Invoice OA AMC AMPL (ZAC1) Create: Overview of Billing Items". The top menu includes "Billing document", "Edit", "Goto", "Environment", "System", and "Help". Below the menu is a toolbar with various icons. The main area displays a table of billing items. The table has columns: Item, Description, Billed Quantity, SU, Netvalue, Material, and Cost. There is one row visible, which is highlighted in yellow. The row details a "Service Charge" item with a quantity of "1 EA", a net value of "5,000.00", and a material code of "SERVICE". The cost is listed as "0.00". At the bottom of the table are navigation buttons for sorting and filtering.

Going to the conditions screen, price can be verified before saving.

Billing document Edit Goto Environment System Help SAP

Invoice OA AMC AMPL (ZAC1) Create: Item Data

Billing items

Item	10	Created by	ASKAR_SD
Item category	TAD1	Created on	10.12.2007 Time 23:49:38
Material	SERVICE	Service Charge	
Batch			

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO data

Qty	1 EA	Net	5,000.00 INR
		Tax	618.00

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC...
	BASE+BED+ED.CESS+...	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
	Netvalue	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
ZDIF	Rounding diff.(min.)	0.00	INR	1 EA		0.00	INR	1 EA	1 EA			0.00	
	Total Value	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
ZLCR	Service Charges	5,000.00	INR	1 EA		5,000.00	INR	1 EA	1 EA			0.00	
	Sub Total for Servic	5,000.00	INR	1 EA		5,000.00	INR	1 EA	1 EA			0.00	
ZSTX	Service Tax	12.000	%			600.00	INR	0	0			0.00	
JSEC	Service Ed. Cess 2%	2.000	%			12.00	INR	0	0			0.00	
JSHE	Service SHE-Cess 1%	1.000	%			6.00	INR	0	0			0.00	
	Total Payable	5,618.00	INR	1 EA		5,618.00	INR	1 EA	1 EA			0.00	

Condition rec. Analysis Update

Now Go Back to the overview screen by clicking the  icon.

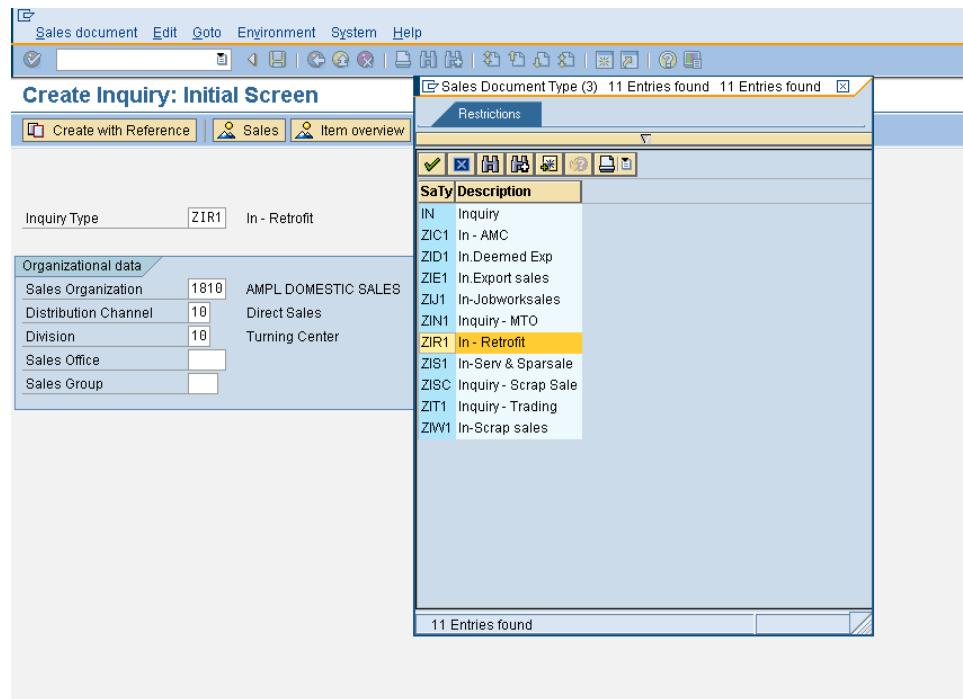
 Use this icon to save the document.

 Document 90000182 has been saved

15. Retrofit Sales

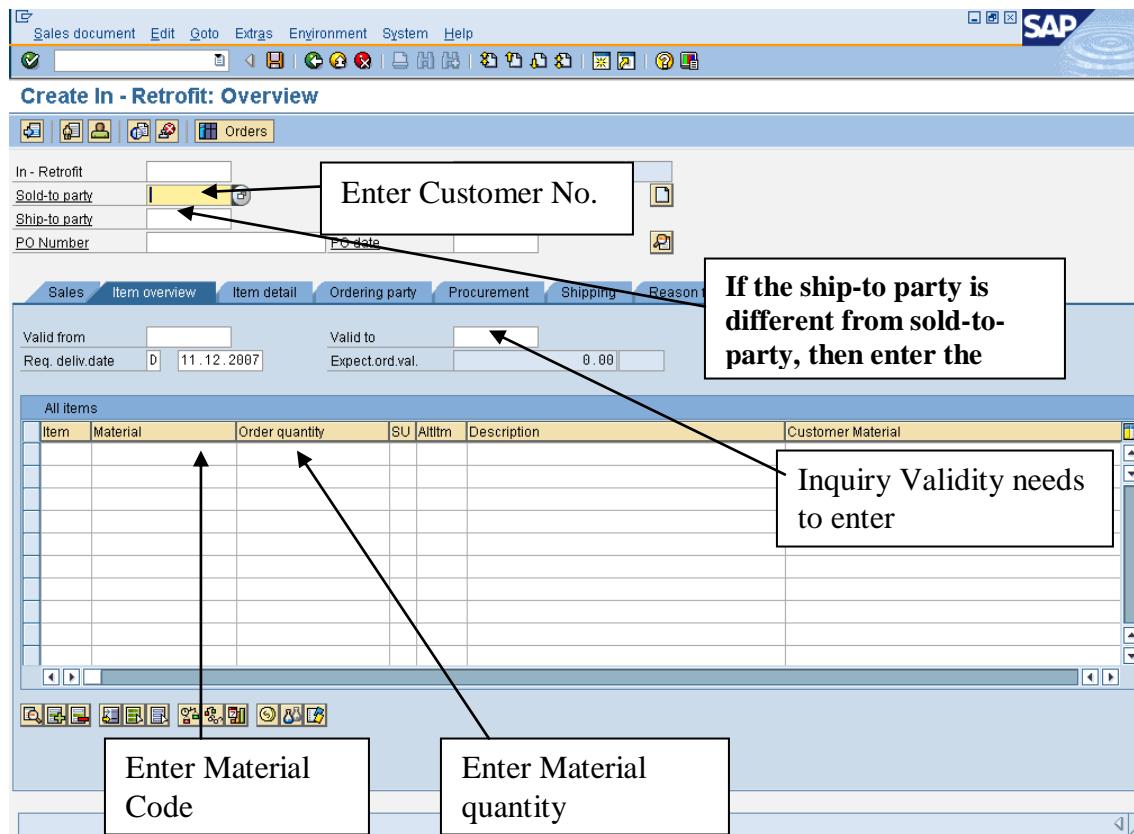
Create Inquiry

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Inquiry → Create</i>
Transaction code	VA11



First we have to select appropriate sales Organization, Distribution Channel and Division. The Sales organization is 1810, the Distribution Channel is 10 for direct sales and the Division 10 is for Turning Center. (SalesOrganization+Distribution Channel+Division constitute a sales area). The sales Office is optional entry which helps a lot for reporting purposes. After the organizational data is entered, now select the Inquiry type and drill down and all the Inquiry documents assigned to the sales area will be displayed select Enquiry type ZIR1 and press enter.

Now press ENTER to continue. The Overview screen will be as follows:



The customer details shall be fetched from the customer master and the material details will be collected from the sales views of the material master. The pricing details will flow from the appropriate pricing condition records.



Once entered all necessary field will get screen as below:

Sales document Edit Goto Extras Environment System Help

SAP

Create In - Retrofit: Overview

In - Retrofit Netvalue 0.00 INR

Sold-to party A0008DT01 AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR, GANAP...

Ship-to party A0008DT01 AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR, GANAP...

PO Number PO date

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

Req. deliv.date D 11.12.2007 Deliver.Plant

Valid from Valid to 15.12.2007

Complete dlv. Total Weight 1 KG

Pricing date 11.12.2007

Total amount 0.00 Doc. currency INR / 1.00000

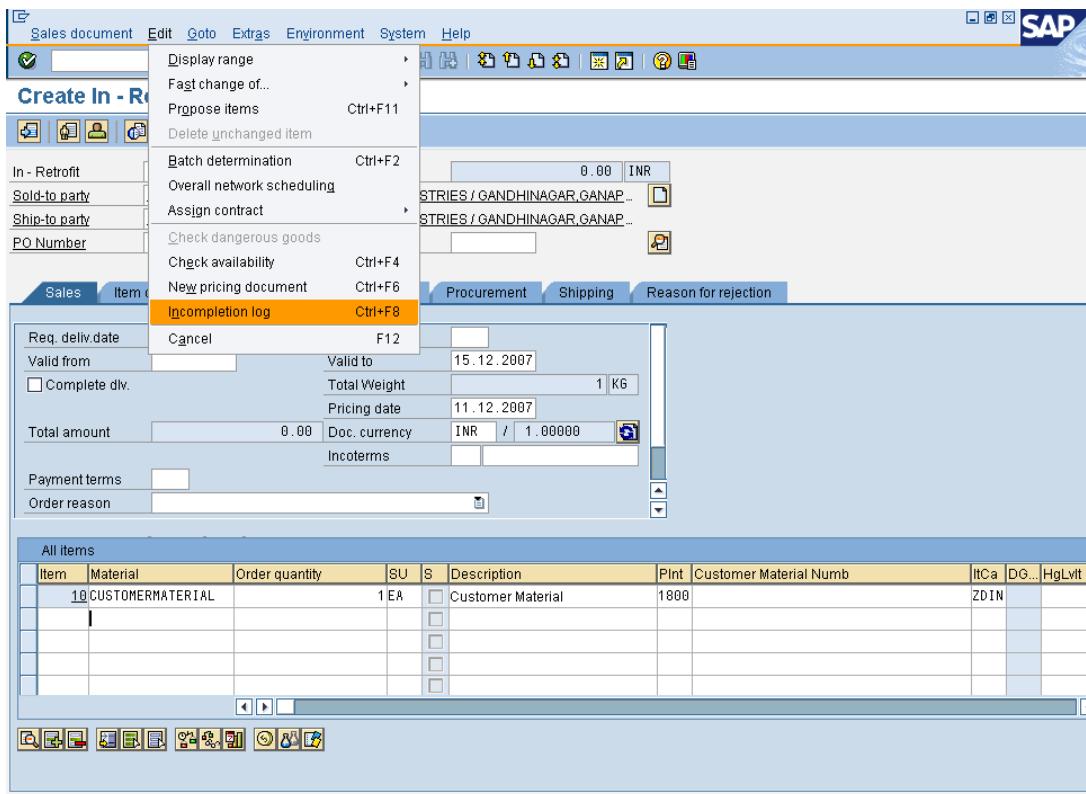
Incoterm

Payment terms

Order reason

All items

Item	Material	Order quantity	SU	Description	Plnt	Customer Material Numb	ItCa	DG...	HgLvlt
10	CUSTOMERMATERIAL	1 EA		<input type="checkbox"/> Customer Material	1800		ZDIN		
				<input type="checkbox"/>					
				<input type="checkbox"/>					
				<input type="checkbox"/>					
				<input type="checkbox"/>					
				<input type="checkbox"/>					



Now go to Edit Tab and select Incompletion Log to check the missing data.

Sales document Edit Goto Extras Environment System Help

Create In - Retrofit: Overview

In - Retrofit Net value 0.00 INR

Sold-to party A00080TD1 AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR_GANAP...

Ship-to party A00080TD1 AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR_GANAP...

PO Number PO date

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

Req. deliv.date D 11.12.2007 Deliver.Plant
Valid from Valid to 15.12.2007
 Complete delv.
Total Weight 1 K6
Pricing date 11.12.2007
Total amount 0.00 Doc. currency INR / 1.00000
Payment terms Incoterms
Order reason

All items

Item	Material	Order quantity	SU	S	Description	PInt	Customer Material Numb	ItCa	DG...	HgLvlt
10 CUSTOMERMATERIAL		1 EA			Customer Material	1800		ZDIN		

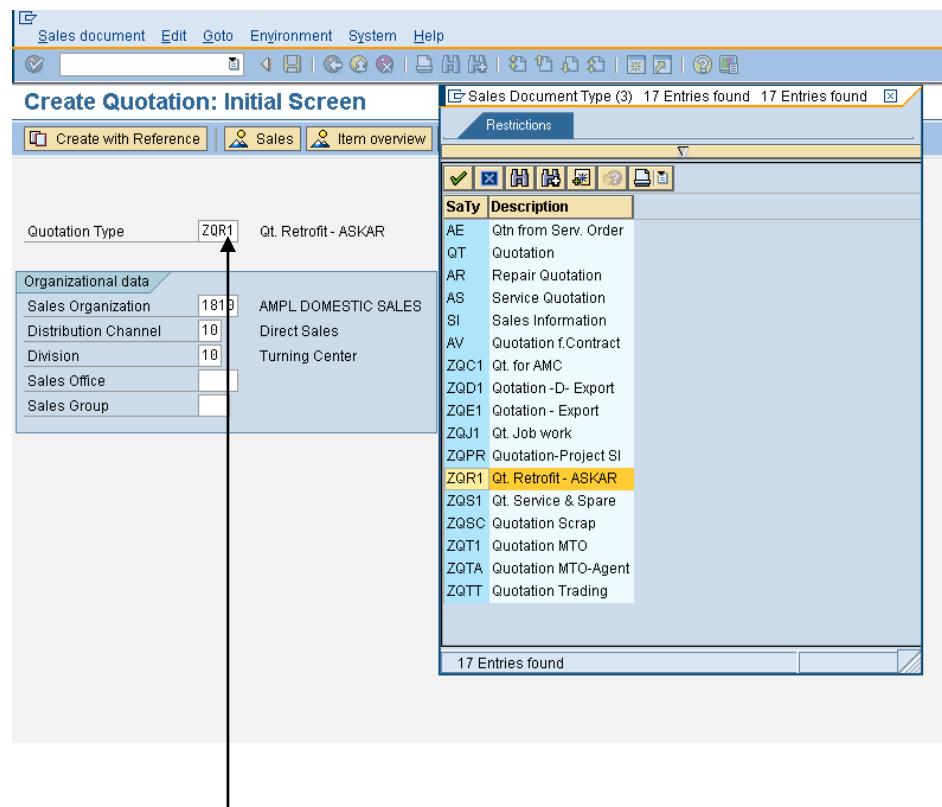
Document is complete

Click on save icon. You will get as bellow message:

In - Retrofit 10000072 has been saved

Create Quotation

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Quotation → Create</i>
Transaction code	VA21

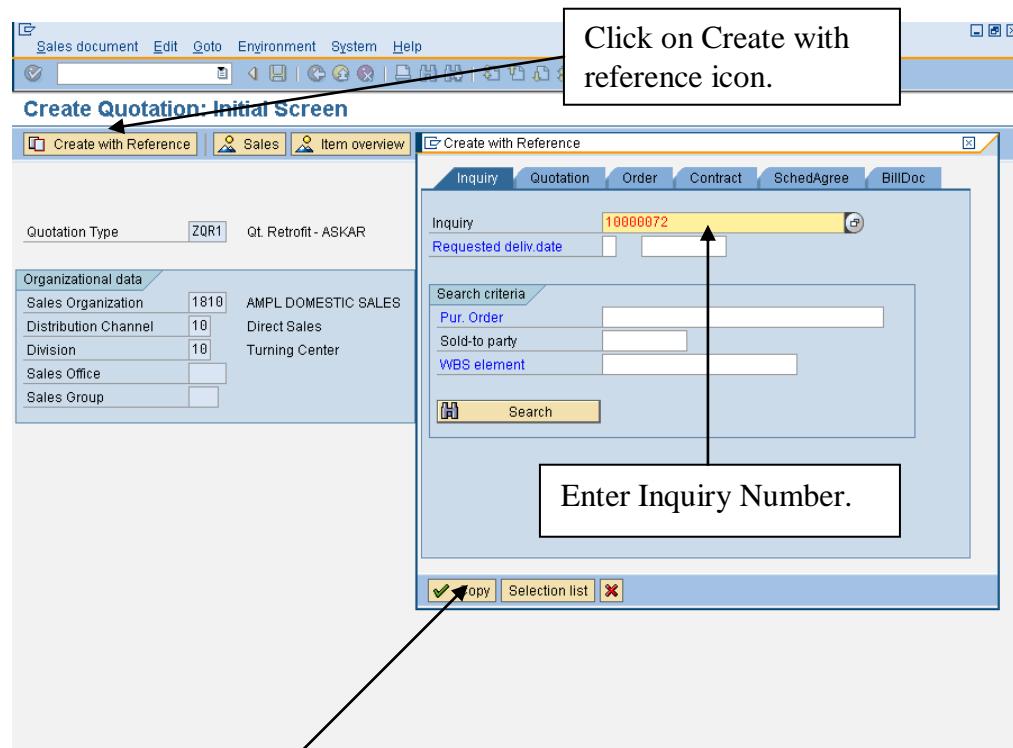


Select **radio button** you will get list of Quotation as bellow:

Select required quotation type. Example ZQR1 and ENTER.



Click on Create with reference icon you will get new screen as shown below:



Select Copy icon, you will get new screen as shown follows:



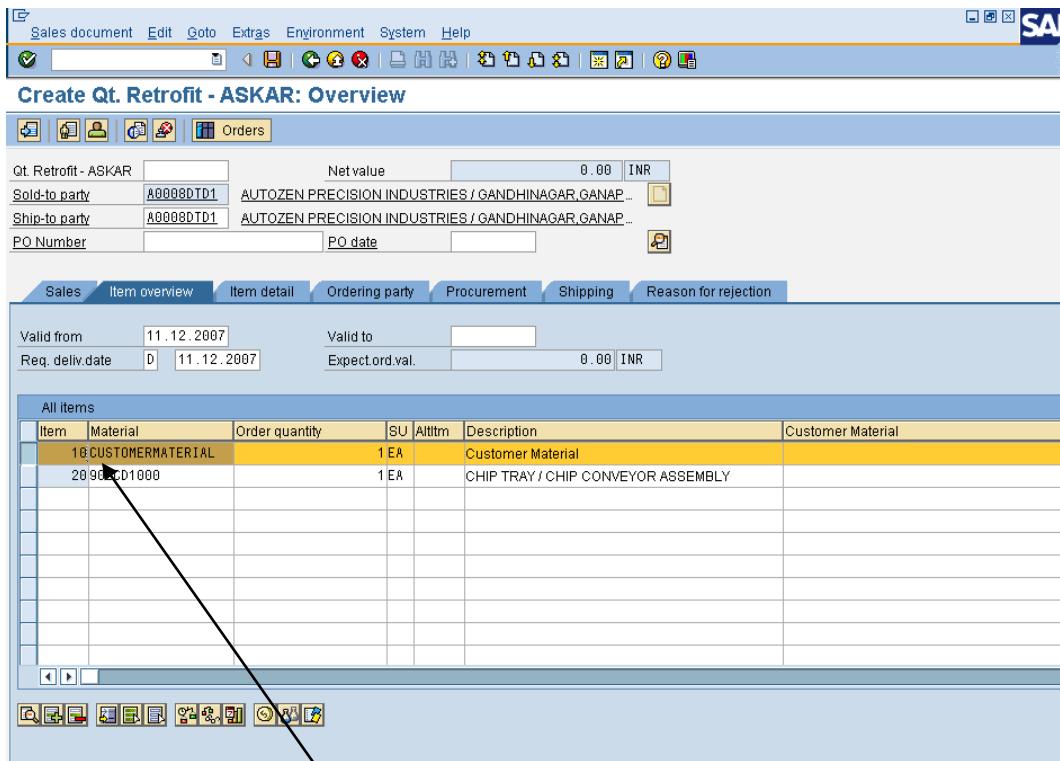
All the details shall be fetched from the Inquiry document.

The screenshot shows the SAP ERP interface for creating a sales document. The title bar reads "Create Qt. Retrofit - ASKAR: Overview". The menu bar includes "Sales document", "Edit", "Goto", "Extras", "Environment", "System", and "Help". The SAP logo is in the top right corner. The toolbar below the menu has various icons for document creation and modification. The main area contains fields for "Qt. Retrofit - ASKAR" (value 0.00 INR), "Sold-to party" (value A0008DTD1, description AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR, GANAP...), "Ship-to party" (value A0008DTD1, description AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR, GANAP...), "PO Number" (empty), and "PO date" (empty). Below these are tabs for "Sales", "Item overview", "Item detail", "Ordering party", "Procurement", "Shipping", and "Reason for rejection". Under "Sales", there are fields for "Valid from" (11.12.2007) and "Valid to" (empty), and "Req. deliv.date" (D 11.12.2007) and "Expect.ord.val." (0.00 INR). A table titled "All items" lists one item: "10 CUSTOMERMATERIAL" with "Order quantity" 1 EA and "Description" Customer Material. The bottom toolbar has standard SAP navigation icons.

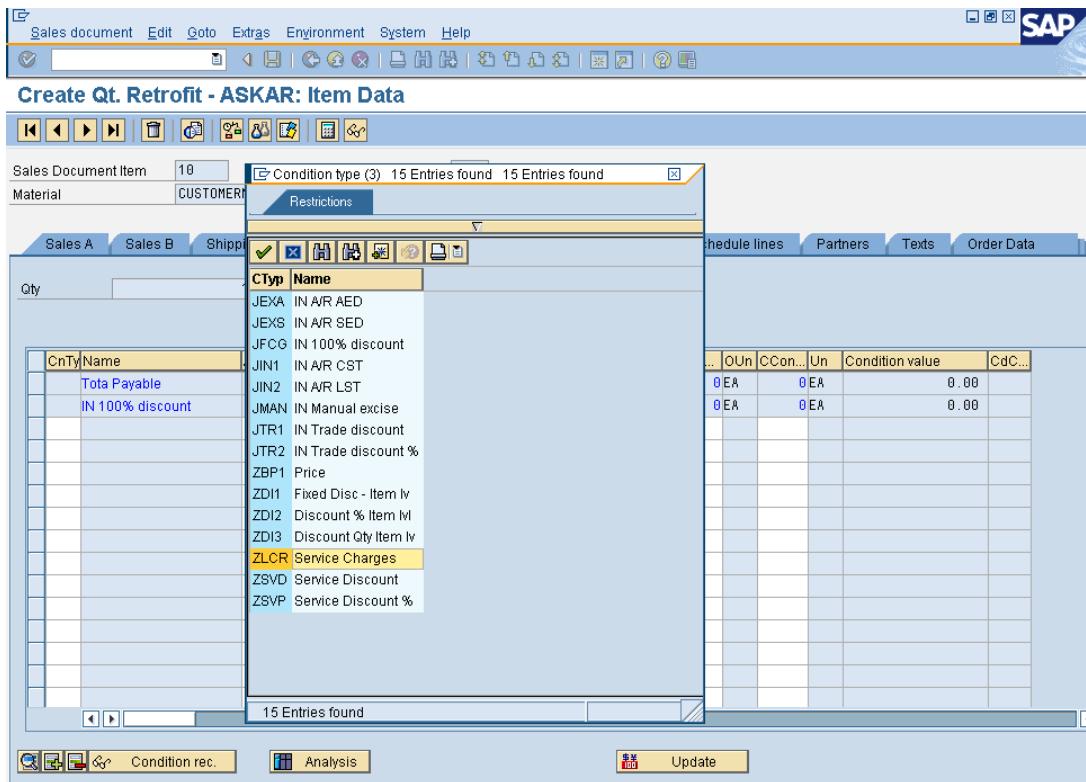
The screenshot shows the SAP Sales document interface for creating a quotation. The top navigation bar includes Sales document, Edit, Goto, Extras, Environment, System, Help, and the SAP logo. The main title is "Create Qt. Retrofit - ASKAR: Overview". Below the title is a toolbar with icons for New, Open, Save, Print, and others. The main area has tabs for Sales, Item overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection. Under Sales, there are fields for Net value (0.00 INR), Sold-to party (A0008DT01), Ship-to party (A0008DT01), PO Number, PO date, Valid from (11.12.2007), Valid to, Req. deliv.date (D 11.12.2007), and Expect.ord.val. (0.00 INR). A large table titled "All items" lists material details: Item (10 CUSTOMER MATERIAL), Material (10902CD1000), Order quantity (1 EA), SU Alt m (Customer Material), Description (CHIP TRAY / CHIP CONVEYOR ASSEMBLY). The bottom of the screen shows a toolbar with various icons.

Enter quotation **Valid to** field .

Enter the Material No.



Select the line item by using Select icon. And click on Item condition icon you will get new screen as bellow shown:



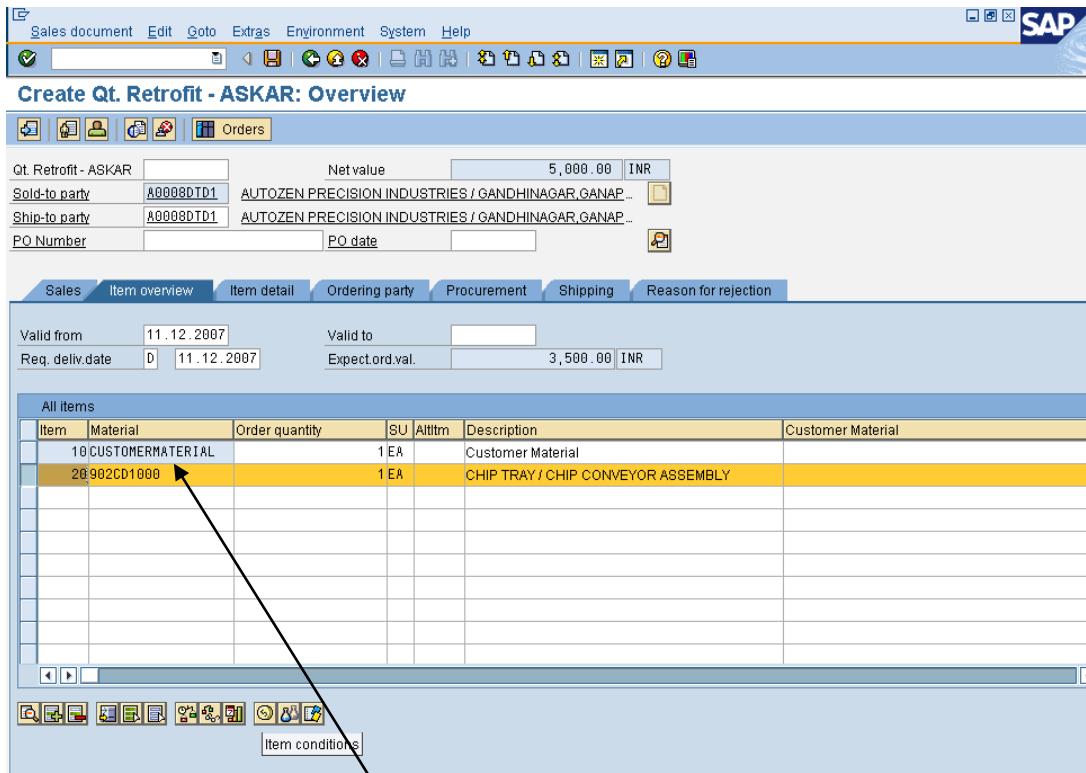
Check here all conditions like. Select ZLCR for Service Charges and enter the required price.

Sales document Edit Goto Extras Environment System Help SAP

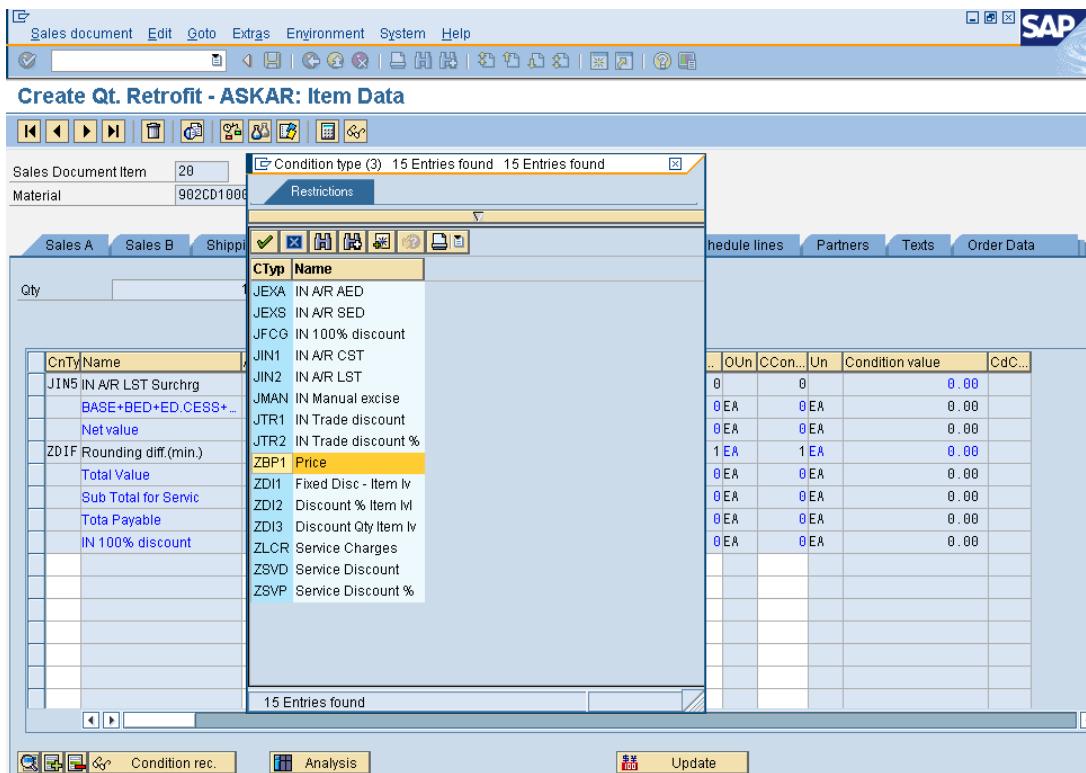
Create Qt. Retrofit - ASKAR: Item Data

CnTy	Name	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	Cdc...
	BASE + BED + AED +SE	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
	BASE + BED + AED +SE	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
JIN4 IN A/R Surcharge		0.000	%			0.00	INR	0	0			0.00	
JIN5 IN A/R LST Surchrg		0.000	%			0.00	INR	0	0			0.00	
	BASE+BED+ED.CESS+...	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
	Net value	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
ZDIF Rounding diff.(min.)		0.00	INR	1 EA		0.00	INR	1 EA	1 EA			0.00	
	Total Value	0.00	INR	1 EA		0.00	INR	0 EA	0 EA			0.00	
ZLCR	Service Charges	5,000.00	INR	1 EA		5,000.00	INR	1 EA	1 EA			0.00	
	Sub Total for Servic	5,000.00	INR	1 EA		5,000.00	INR	1 EA	1 EA			0.00	
ZSTX Service Tax		12.000	%			600.00	INR	0	0			0.00	
JSEC Service Ed. Cess 2%		2.000	%			12.00	INR	0	0			0.00	
JSHE Service SHE-Cess 1%		1.000	%			6.00	INR	0	0			0.00	
	Total Payable	5,618.00	INR	1 EA		5,618.00	INR	1 EA	1 EA			0.00	
	IN 100% discount	0.00	INR	1 EA		0.00	INR	1 EA	1 EA			0.00	

Condition rec. Analysis Update



Select the line item by using Select icon. And click on Item condition icon you will get new screen as bellow shown:



Check here all conditions like. ZBP1 for Price, JEX2 for Excise duty 16%. Etc. Charges and enter the required price.

Sales document Edit Goto Extras Environment System Help SAP

Create Qt. Retrofit - ASKAR: Item Data

Sales Document Item 20 Item category AGNA Std Item Jobwork

Material 902CD1000 CHIP TRAY / CHIP CONVEYOR ASSEMBLY

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines Partners Texts Order Data

Qty	1 EA	Net	10,000.00 INR
		Tax	0.00

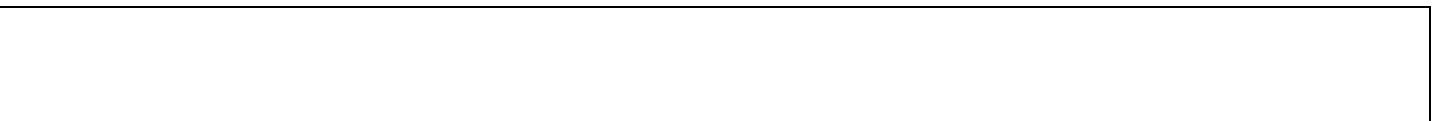
CnTyName	Amount	Crcy	per	U...	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	Cdc...
ZBPI Excise	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
Sub Total	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
Sur Total	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
Base Price	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
JEX2 Excise Duty @ 16%	100.000	%			0.00	INR	0	0	0		0.00	
Basic Price + BED	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
Base + BED + AED	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
Base + BED+AED+SED	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
JCED IN AR CESS	0.000	%			0.00	INR	0	0	0		0.00	
Base + BED+AED+SED...	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
ED.CESS	0.00	INR	1 EA		0.00	INR	1 EA	1 EA	1 EA		0.00	
ZECX Edu. Cess @ 2%	100.000	%			0.00	INR	0	0	0		0.00	
JHEC S&H Edu.Cess @ 1%	100.000	%			0.00	INR	0	0	0		0.00	
BASE + BED + AED + SE	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	
BASE + BED + AED + SE	10,000.00	INR	1 EA		10,000.00	INR	1 EA	1 EA	1 EA		0.00	

Condition rec. Analysis Update

Now go to Edit Tab and select Incompletion Log to check the missing data.

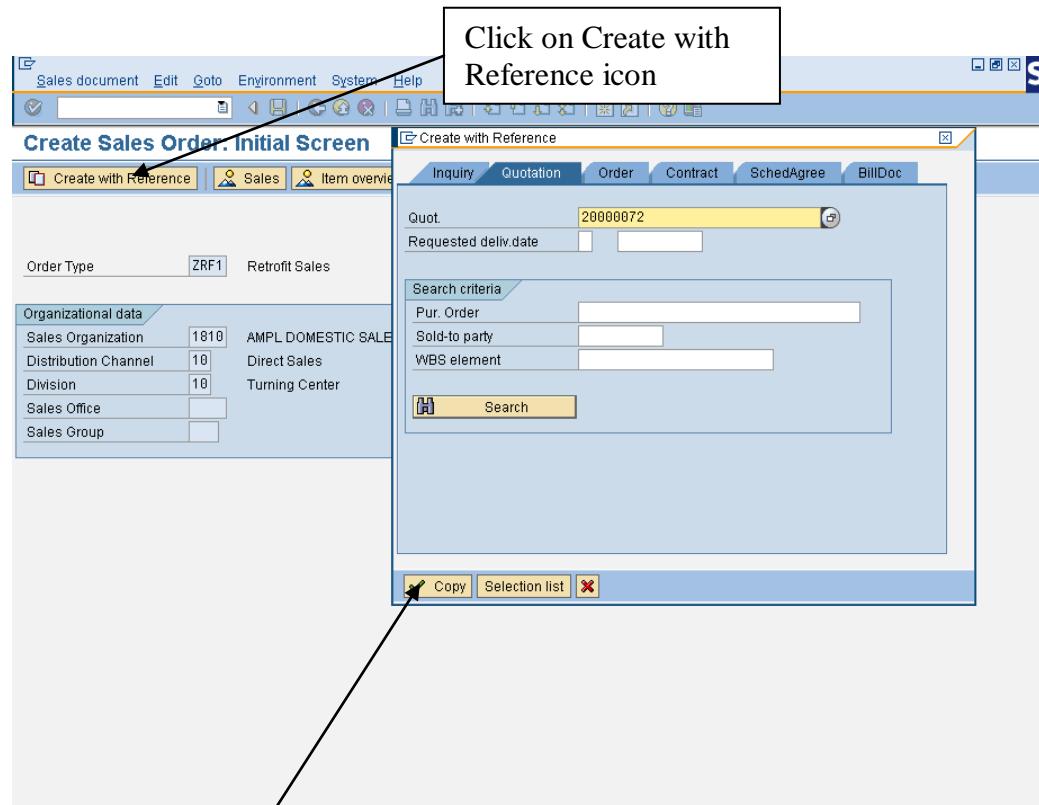
Now save the Quotation by clicking the save  icon. The Quotation will be saved and the system will generate the Quotation number.





Create Sales Order (Order Acceptance)

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction code	V0A1



Now press Copy icon to continue. The Overview screen will be as follows:

First we have to select appropriate sales Organization, Distribution Channel and Division. The Sales organization is 1810, the Distribution Channel is 10 for Direct sales and the Division 10. (Sales Organization + Distribution Channel + Division constitute a sales area). The sales Office is optional entries which helps a lot for reporting purposes. After the organizational data is entered, now select the order type and drill down and all the sales documents assigned to the sales area will be displayed.

Select the Order Type ZRF1 for Retrofit sales.

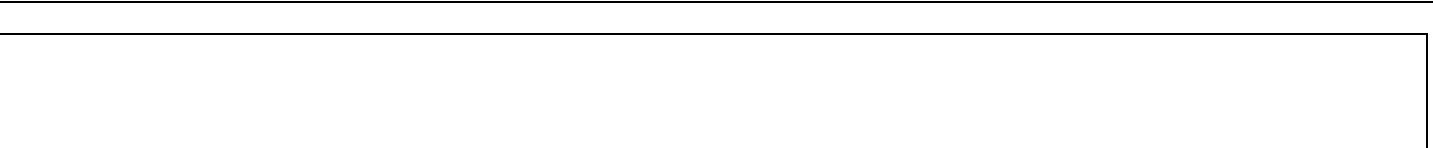
SAP Create Retrofit Sales: Overview

PO Number: testretro1 PO date: 11.12.2007

1) Enter PO Number
2) Enter PO date

Item	Material	Order quantity	SU	Description	Plnt	Customer Material Numbr	ItCa	DG...	HgLvt	DPfl
	10 CUSTOMER MATERIAL	1 EA		Customer Material	1800	ZTAN		D 11		
	20 902CD1000	1 EA		CHIP TRAY / CHIP CONVEYOR ...	1800	ZTAN		D 11		

Now press “ENTER”. The customer details shall be fetched from the customer master and the material details will be collected from the sales views of the material master. The pricing details will flow from the appropriate pricing condition records.



Sales document Edit Goto Extras Environment System Help SAP

Create Retrofit Sales: Overview

Retrofit Sales Net value 16,648.00 INR
Sold-to party A0008DTD1 AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR,GANAP...
Ship-to party A0008DTD1 AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR,GANAP...
PO Number PO date

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

Req. deliv.date D 11.12.2007 Deliver.Plant
 Complete dlv. Total Weight 1 K6
Delivery block Volume 0.000
Billing block Pricing date 11.12.2007
Payment card Exp.date
Card Verif. Value Incoterms
Payment terms
Order reason

All items

Item	Material	Order quantity	SU	S	Description	Pint	Customer Material Numbr	ItCa	DG...	HgLvlt	DP
10 CUSTOMER MATERIAL		1 EA			<input type="checkbox"/> Customer Material	1800		ZTAN		D 1	
20 902CD1000		1 EA			<input type="checkbox"/> CHIP TRAY / CHIP CONVEYOR ...	1800		ZTAN		D 1	
					<input type="checkbox"/>					D 1	
					<input type="checkbox"/>					D 1	
					<input type="checkbox"/>					D 1	

Check item availability

Check for Item Availability



Select the Tick mark to confirm the availability of the material.

Screenshot of the SAP ERP interface showing the "Retrofit Sales: Availability Control" screen.

The screen displays the following details:

- Item: 20 Sched.line: 1
- Material: 902CD1000 CHIP TRAY / CHIP CONVEYOR ASSEMBLY
- Plant: 1800
- Req.deliv.date: 11.12.2007
- Open Quantity: 1 EA
- Max.Part.Deliveries: 9
- Fix qty/date

Three sections are shown for delivery confirmation:

- One-time del. on req. del. dte:** Dely/Conf.Date: 11.12.2007 / 11.12.2007 Confirmed quantity:
- Complete delivery:** Dely/Conf.Date: 11.12.2007 / 11.12.2007
- Dely proposal:** Dely/Conf.Date: 11.12.2007 / 11.12.2007 Confirmed qty:
The Dely proposal section contains 10 rows, each with a date range and a checkbox column, all of which have a checkmark.

Sales document Edit Goto Extras Environment System Help

Create Retrofit Sales: Overview

Retrofit Sales Net value 16,648.00 INR
 Sold-to party A00080TD1 AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR, GANAP...
 Ship-to party A00080TD1 AUTOZEN PRECISION INDUSTRIES / GANDHINAGAR, GANAP...
 PO Number PO date

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

Req. deliv.date	D 11.12.2007	Deliver.Plant	
<input type="checkbox"/> Complete dlv.		Total Weight	1 KG
Delivery block		Volume	0.000
Billing block		Pricing date	11.12.2007
Payment card		Exp.date	
Card Verif. Value		Incoterms	
Payment terms			
Order reason			

All items

Item	Material	Order quantity	SU	S	Description	Plnt	Customer Material Numbr	ItCa	DG...	HgLvt	CF
	10 CUSTOMERMATERIAL	1 EA			Customer Material	1800		ZTAN		D 1	
	20 902CD1000	1 EA			CHIP TRAY / CHIP CONVEYOR ...	1800		ZTAN		D 1	
										D 1	
										D 1	
										D 1	

Availability check was carried out DEV (3) (009) ASKARDEV INS

Now Availability check will be carried out.

Now in overview screen, go to Incompletion log and check for the incompleteness as shown. If there is no incompleteness, the message “Document is complete” is displayed.

The screenshot shows the SAP Sales document interface. The top menu bar includes Sales document, Edit, Goto, Extras, Environment, System, and Help. A toolbar with various icons is visible above the main area. On the left, a sidebar lists options like Create Retiro, Retrofit Sales, Sold-to party, Ship-to party, PO Number, Sales, and Item. The main area has tabs for Procurement, Shipping, and Reason for rejection, with the Incompletion log tab currently selected (highlighted in orange). Below the tabs, there are several input fields and dropdown menus for delivery date, weight, volume, pricing date, payment card, and payment terms. At the bottom, a table titled "All items" displays two rows of material details:

Item	Material	Order quantity	SU	S	Description	Plnt	Customer Material Numb	ItCa	DG...	Hgl
10 CUSTOMER MATERIAL		1 EA			Customer Material	1800		ZTAN		
20 902CD1000		1 EA			CHIP TRAY / CHIP CONVEYOR ...	1800		ZTAN		

 Document is complete

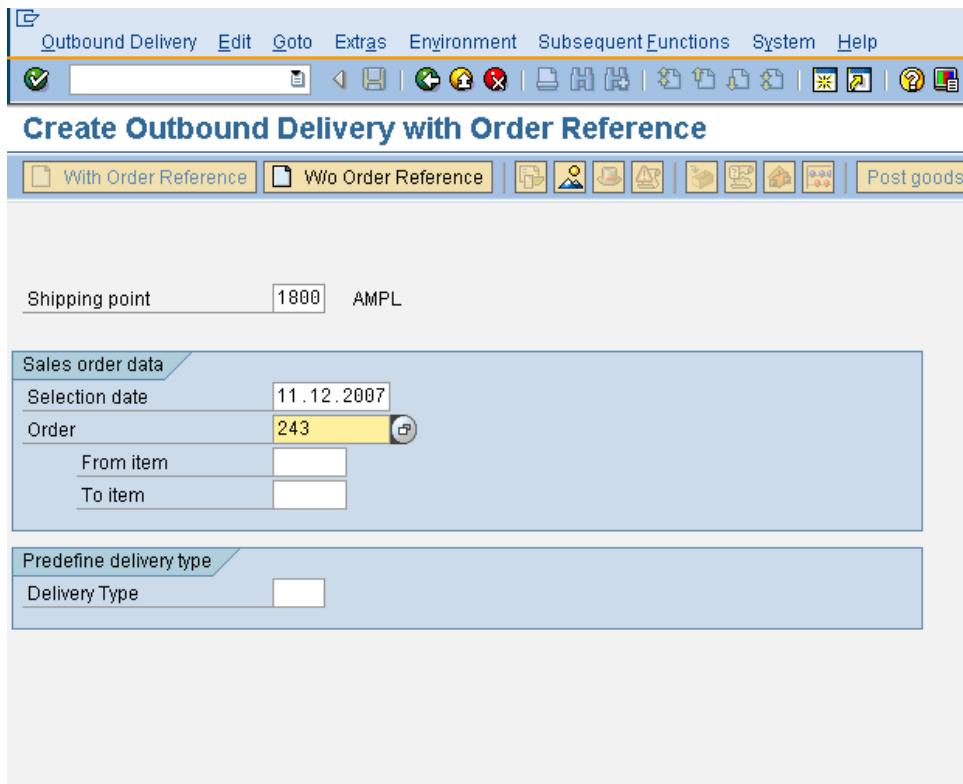
Now save the Sale Order by clicking the save  icon. The Sales Order will be saved and the system will generate the Sales Order number.

 Retrofit Sales 243 has been saved

Create Delivery

Now the next step is creating the Delivery.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Sales → Shipping and Transportation → Outbound Delivery → Create → Single Document → With Reference to Sales Order</i>
Transaction code	VL01N



In the Create Outbound Delivery with Order reference, we have to enter the appropriate shipping point, selection date and the relevant sales document.

For AMPL Retrofit sales, the Shipping point for 1800, for AMSPL sales 2700 and for HIE sales, shipping point will be 3600 and SSTPL sales Shipping point will be 4500.

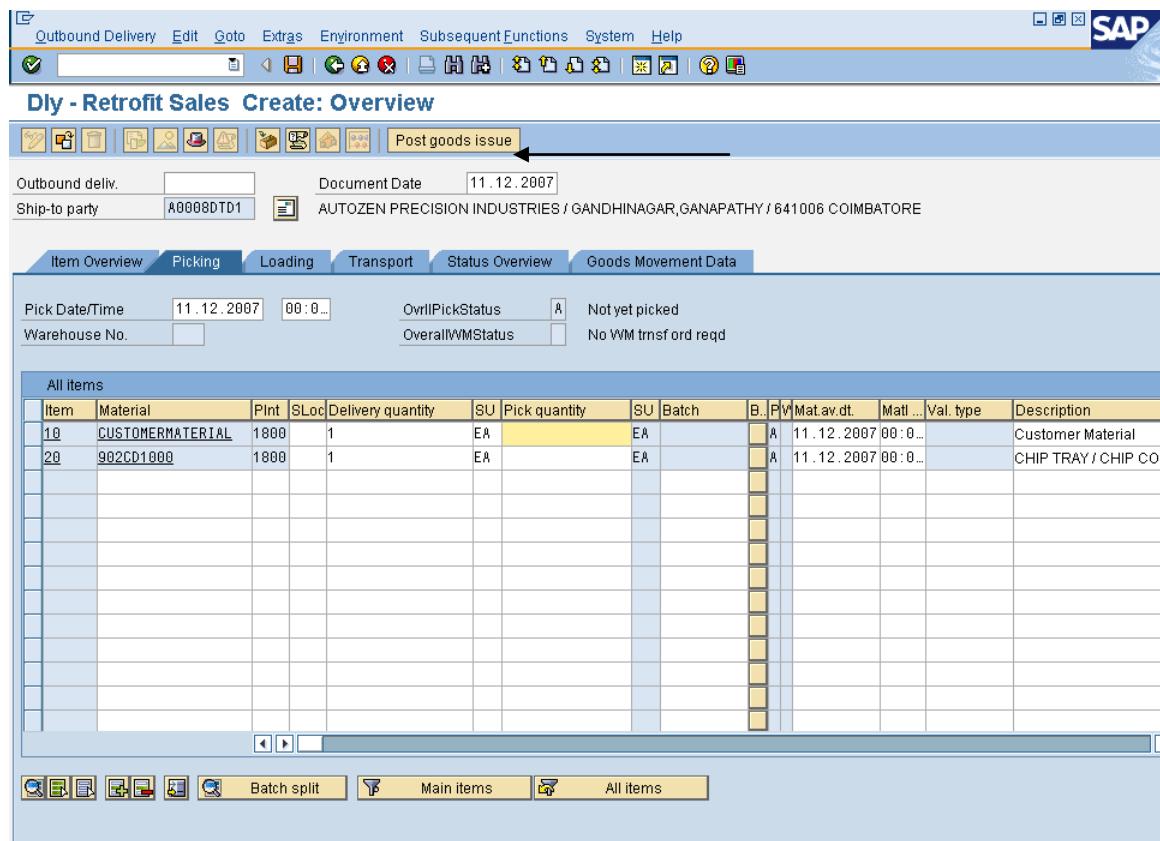
Now Press ENTER to Continue. This will take to the “Create delivery: Overview Screen”

The screenshot shows the SAP Outbound Delivery interface. At the top, there's a toolbar with various icons and the SAP logo. Below the toolbar, the title bar reads "Dly - Retrofit Sales Create: Overview". Underneath the title bar, there's a toolbar with icons for document creation, search, and other functions. The main area has sections for "Outbound deliv.", "Document Date" (set to 11.12.2007), and "Ship-to party" (set to A0008DTD1). Below these, there's a section for "Post goods issue". The "Item Overview" tab is selected, showing a table of items. The table has columns for Item, Material, PInt, SU, Delivery quantity, SU, Pick quantity, SU, Batch, B.., Pv, Mat.av.dt., Mat..., Val. type, and Description. Two rows are visible: one for CUSTOMERMATERIAL (Item 10) and another for 992CD1000 (Item 20). Both rows show a delivery quantity of 1 and a pick quantity of EA. The "Picking" tab is highlighted in blue at the bottom of the screen. At the bottom, there are buttons for "Batch split", "Main items", and "All items".

Enter Storage Location
& Pick Quantity

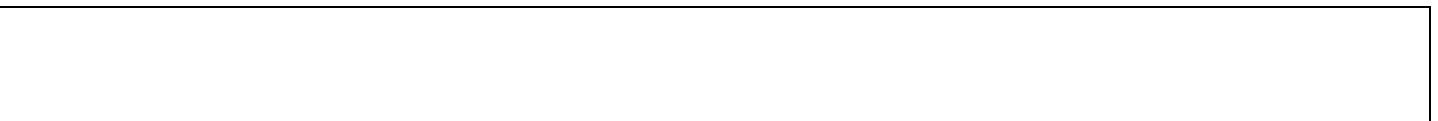
We can see the Ship to Party and the Material Code and the quantity are all copied from the sale order. We have to do one thing in Delivery Document a) Post Goods Issue.

All the items are to be picked in the system. For this click the **Picking** tab.



The system says that the goods movement has not started. Now click the **Post Goods Issue** as shown above. The system will do the goods issue and Delivery Document Number will be generated. The system displays the message as follows:

Dly - Retrofit Sales 80000105 has been saved



Creating Billing Document

After creating the delivery, Invoice has to be generated with reference to the delivery.

SAP R/3 menu	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction code	VF01

Create Billing Document Initial Entry Screen will be like this:

The screenshot shows the SAP R/3 Create Billing Document interface. At the top, there's a toolbar with various icons. Below it is a menu bar with 'Billing document', 'Edit', 'Goto', 'Settings', 'System', and 'Help'. The main title is 'Create Billing Document'. Underneath, there are several buttons: a pencil icon, a magnifying glass, a location pin, 'Billing due list', 'Billing document overview', 'Selection list', and a green checkmark icon. A sub-menu 'Default data' is open, showing fields for 'Billing Type' (with a dropdown arrow), 'Serv.rendered' (with a dropdown arrow), 'Billing date' (with a text input field), and 'Pricing date' (with a text input field). At the bottom of the sub-menu, there's a 'Bill.' button with a yellow background and a blue icon. The main area is titled 'Docs to be processed' and contains a grid. The first column is 'Document', which has a value '80000105' highlighted with a yellow background. The second column is 'Item' and the third is 'SD document cat.'. To the right of the grid is a vertical scroll bar. A callout box with a black border and white text points to the 'Document' field in the grid, containing the instruction 'Enter the delivery document number here'.

Now press ENTER. This will take to Billing Overview Screen

The screenshot shows the SAP ZRF1 Create: Overview of Billing Items screen. The top menu bar includes 'Billing document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main title is 'Invoice - Retrofit (ZRF1) Create: Overview of Billing Items'. A toolbar below the title has icons for 'Billing documents' and 'Print'. The header contains fields for 'Invoice - Retrofit' (\$00000001), 'Net value' (16,648.00 INR), 'Payer' (A0008DTD1), and 'Billing date' (11.12.2007). The main area is a table titled 'Item' with columns for Item, Description, Billed Quantity, SU, Netvalue, Material, and Cost. Two rows are visible: one for 'Customer Material' (Item 10) with a net value of 5,000.00 and another for 'CHIP TRAY / CHIP CONVEYOR...' (Item 20) with a net value of 11,648.00.

Item	Description	Billed Quantity	SU	Netvalue	Material	Cost
10	Customer Material	1 EA		5,000.00	CUSTOMERMATERIAL	0.00
20	CHIP TRAY / CHIP CONVEYOR...	1 EA		11,648.00	902CD1000	0.00

Going to the conditions screen, price can be verified before saving the document.

Billing document Edit Goto Environment System Help SAP

Invoice - Retrofit (ZRF1) Create: Item Data

Billing items

Item	10	Created by	ASKAR_SD
Item category	ZTAN	Created on	11.12.2007 Time 01:14:00
Material	CUSTOMERMATERIAL	Customer Material	
Batch			

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO data

Qty	1 EA	Net	5,000.00 INR
		Tax	618.00

CnTy	Name	Amount	Crcy	per	U..	Condition value	Curr.	Num...	OUn	CCon...	Un	Condition value	CdC...
UIN5	AR LST Surcharge	0.000 %				0.00 INR		0	0 EA	0 EA	0 EA	0.00	
	BASE+BED+ED+CESS+...	0.00	INR	1 EA		0.00 INR		0 EA	0 EA	0 EA	0 EA	0.00	
	Netvalue	0.00	INR	1 EA		0.00 INR		0 EA	0 EA	0 EA	0 EA	0.00	
ZDIF	Rounding diff.(min.)	0.00	INR	1 EA		0.00 INR		1 EA	1 EA	1 EA	1 EA	0.00	
	Total Value	0.00	INR	1 EA		0.00 INR		0 EA	0 EA	0 EA	0 EA	0.00	
ZLCR	Service Charges	5,000.00	INR	1 EA		5,000.00 INR		1 EA	1 EA	1 EA	1 EA	0.00	
	Sub Total for Service	5,000.00	INR	1 EA		5,000.00 INR		1 EA	1 EA	1 EA	1 EA	0.00	
ZSTX	Service Tax	12.000 %				600.00 INR		0	0	0	0	0.00	
JSEC	Service Ed. Cess 2%	2.000 %				12.00 INR		0	0	0	0	0.00	
JSHE	Service SHE-Cess 1%	1.000 %				6.00 INR		0	0	0	0	0.00	
	Total Payable	5,618.00	INR	1 EA		5,618.00 INR		1 EA	1 EA	1 EA	1 EA	0.00	
	IN 100% discount	0.00	INR	1 EA		0.00 INR		1 EA	1 EA	1 EA	1 EA	0.00	

Condition rec. Analysis Update

DEV (3) (009) ASKARDEV INS

Now Go Back to the overview screen by clicking the  icon.

 Use this icon to save the document.

 Document 90000184 has been saved

Create Excise Invoice

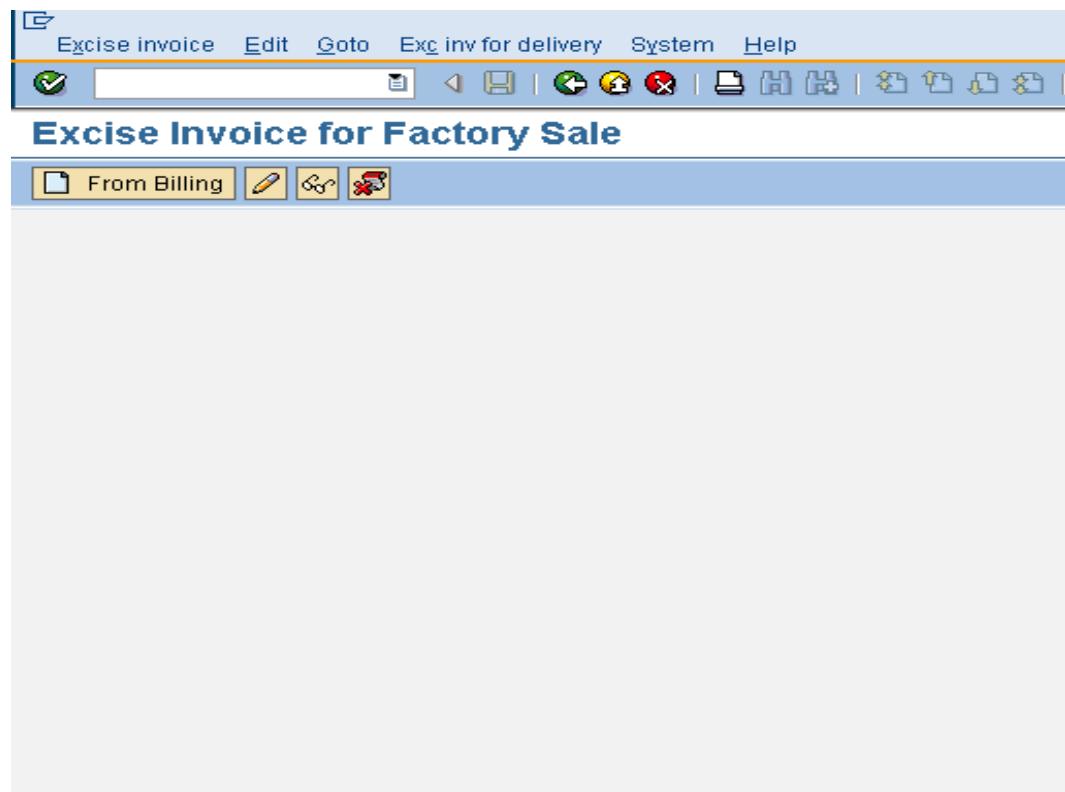
Now the Excise Invoice has to be created for factory sale with respect to the invoice created above:

This can be created using Transaction Code J1IIN or by following menu path in India Localization Menu. The Transaction code to go to India Localization Menu is J1ILN

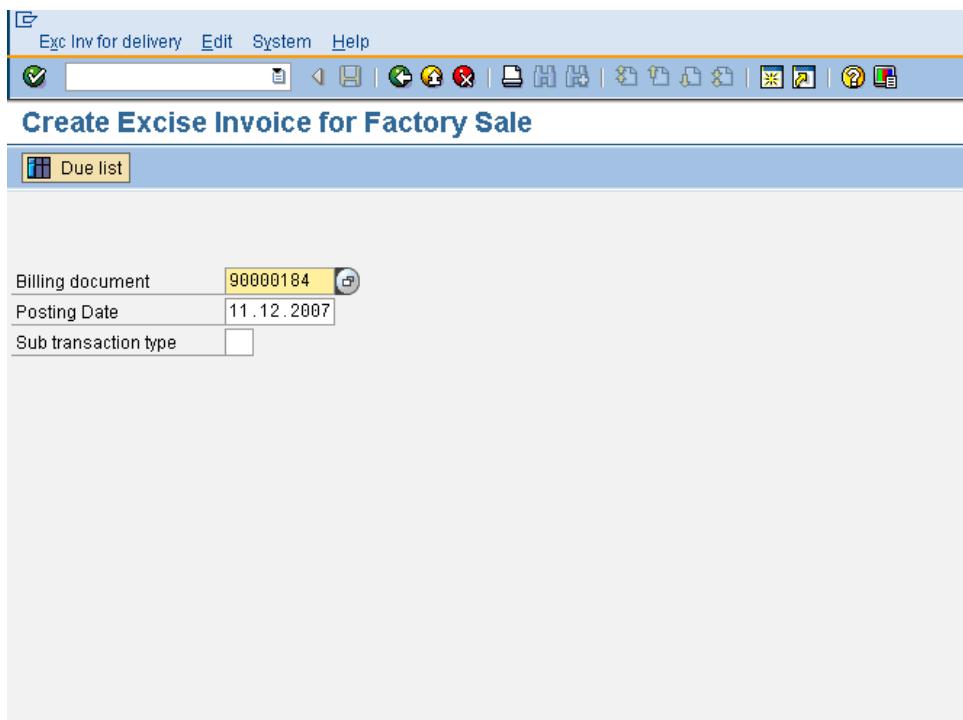
SAP Easy Access India Localization Menu	SAPMenu→IndirectTaxes→Sales/OutboundMovements → Excise Invoice→For Sale Order→ Create
Transaction code	J1IIN

Transaction code	J1IIN
------------------	-------

Upon executing the above Transaction Code, EXCISE INVOICE FOR FACTORY SALE screen is displayed where  to be clicked



On clicking the “From Billing” Tab, a new screen will appear as follows:



Just clicking the due list will display the Bills due for excise invoicing otherwise directly enter the invoice number and give the correct posting date.

After selecting the billing document and giving the correct posting date, press ENTER. The Excise Invoice screen will be as follows:

Enter the Excise Group “E1” and series group “S1”.

We can see all the values defaulted from the previous document. Now save the document by clicking the save icon.

The system will give a message:

Excise Invoice 1010000034 generated ; Modvat database updated .