

Customer and Invoice Process User Manual

eNoah iSolution India Pvt Ltd

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Introduction

eCRM is a Customer Relationship Management Tool. This is an Intelligent Tool where we can keep a perfect track of the Customers. PM can create Customers, Projects, Provisional Invoices and Actual Invoices in CRM. SAP system will be involved in integration of Customers and Invoices.

This document will describe about the Integration of CRM and SAP in the Customer creation, Provisional Invoice and Actual Invoice. Integration is implemented for 5 entities called India, Singapore, Malaysia, Australia and USA.

Project Manager will create Project in CRM. That time Customer should go for Finance Team approval. Once got the two levels of approval from Finance Team, Customer details will be posted into SAP Business Partner Master. Customer details will not editable in SAP.

Project Manager will create Provisional invoice for the Project. This Provisional invoice should go for Finance Team approval. Once got the two levels of approval from Finance Team, Provisional invoice should be posted as Journal Entry in SAP. Journal Entry details will not editable in SAP.

Project Manager will create Actual invoice for the Project. This Actual invoice should go for Finance Team approval. Once got the two levels of approval from Finance Team, Actual invoice should be posted as AR Invoice Entry in SAP. Actual Invoice details will not editable in SAP.

New Release

Customer Integration from CRM to SAP

- In CRM, Customer Master Table will be maintained. Entity based Customers will be loaded in Customer dropdown. PM can create or select the Customers at the time of Lead Creation. Until and Unless, Lead has been moved to Project, Customers will be considered as Contact and Is Client will not be checked. Once the Lead has moved to Project, created Customer details should go for Finance Team Approval. Once Finance team has approved the Customer, SAP Code should generate. Customer details will be inserted into SAP Business Partner Master.
- ➤ Whenever PM has updated the Approved Customer which is integrated with SAP, should go for finance team approval.
- > If Customer is in waiting for approver status then, PM will not be allowed to create invoices.
- ➤ PM can raise invoices only if the Customer is in Approved Status.
- > PM / Approver 1 / Approver 2 will be notified in email.



Provisional Invoice Integration from CRM to SAP

- PM can raise Provisional Invoice only when the Customer is approved.
- > PM can create Payment Milestones for current and future months
- > PM can submit Provisional invoices only for the current month.
- PM / Approver 1 / Approver 2 will be notified in email.

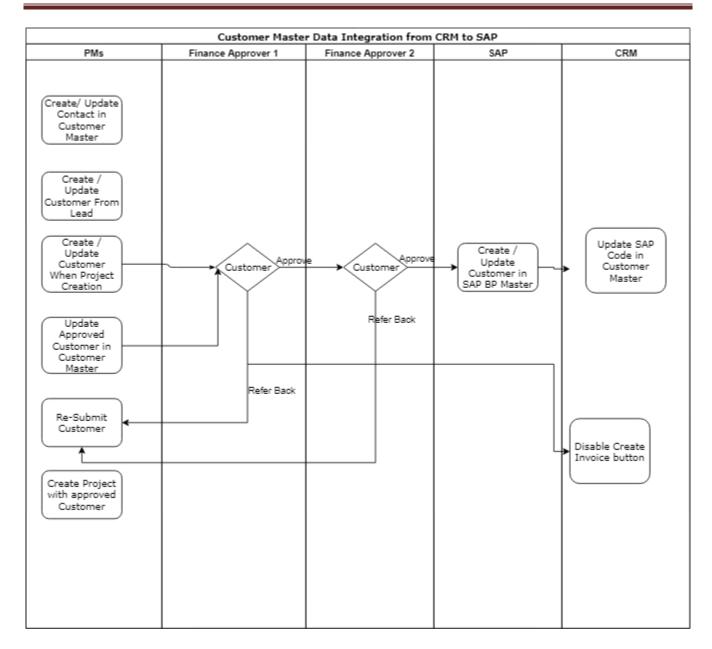
Actual Invoice Integration from CRM to SAP

- PM can raise Actual Invoice only when the Customer is approved.
- > PM can convert only the approved Provisional invoice into Actual Invoices.
- > PM can submit Actual invoices only for the current month.
- > PM can download the Actual Invoice as a PDF from their login itself once Finance Team has approved the actual Invoices.
- > PM / Approver 1 / Approver 2 will be notified in email.

Customer Master data integration

Flow Diagram





Note:

If PM has updated the Approved Customers, again It should go for Finance Team Approver 1 and 2

Until Customer has approved, PM cannot create / submit Provisional and Actual Invoices.



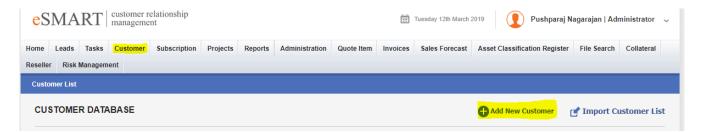
Project Manager Login

Customer can be created in below three places.

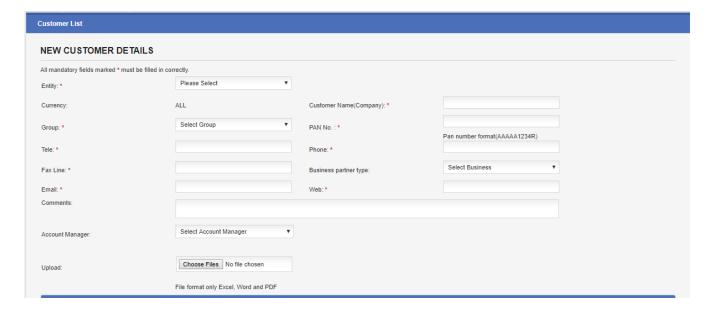
- 1. Create Customer in Master
- 2. Create Lead
- 3. Move to Project

Steps to Create Customer in Customer Master

- Go to Customer tab
- Click Add New Customer button.

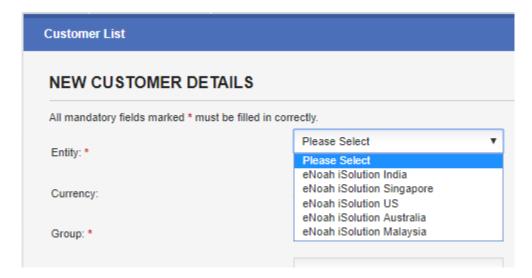


- Below Screen will open up.
- Select Entity Name from dropdown(It will list India, Australia, Malaysia, Singapore and USA)

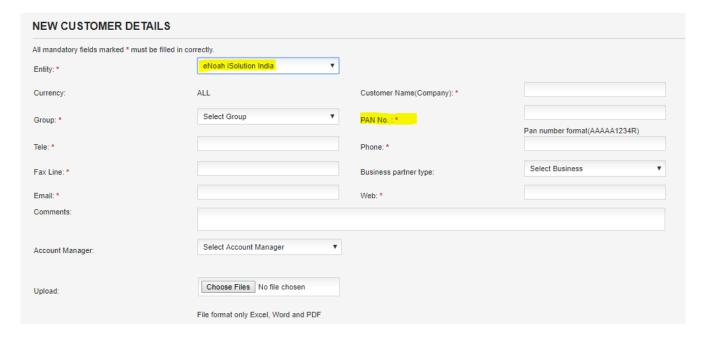




Entity Dropdown

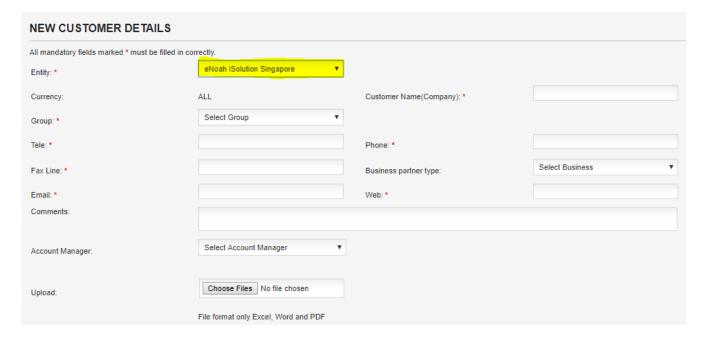


- You can see Entity based fields will be loaded. If Entity is India and Group is Domestic then PAN and GSTIN number field will be displayed. For Other Entities/Intercompany/International, PAN and GSTIN are not required.
- Below screen is for India Entity.

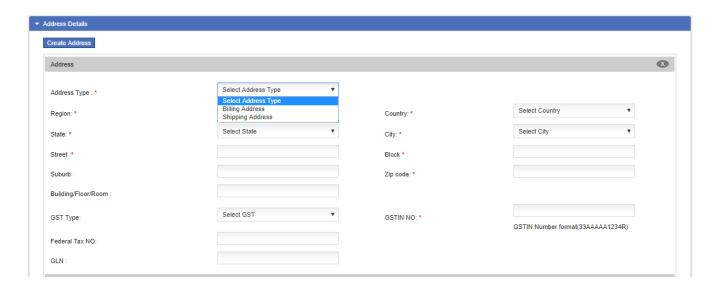




For Other Entity



- Enter the Appropriate Details in above Customer Details section
- We can enter Multiple Addresses in both Billing and Shipping types as below.



- Address fields will be loaded based on the Country selection of the Customer.
- Address Fields for India Customer as below:





Address Fields for Singapore Country Customer



Address Fields for Malaysia Country Customer





Address Fields for Australia Country Customer

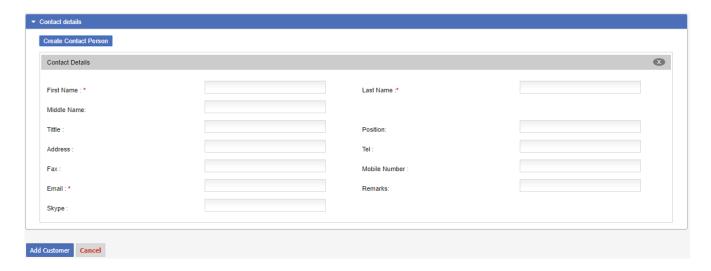


Address Fields for USA Country Customer



Contact Person Tab

Here, You can add multiple contact person details.



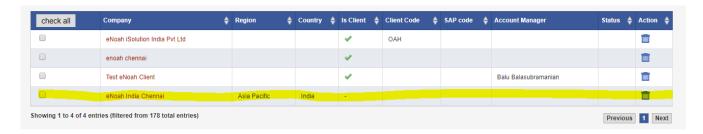


Once entered all Mandatory fields, Click on Add Customer Button.



You can see the added Customer in the below line item.

You can delete the Customer created in Customer Master which is not associated with Leads and Projects.



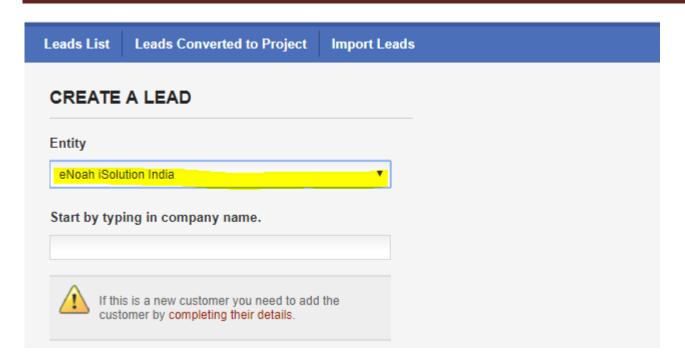
Steps to Create Customer in Lead

Click on Add New Lead button

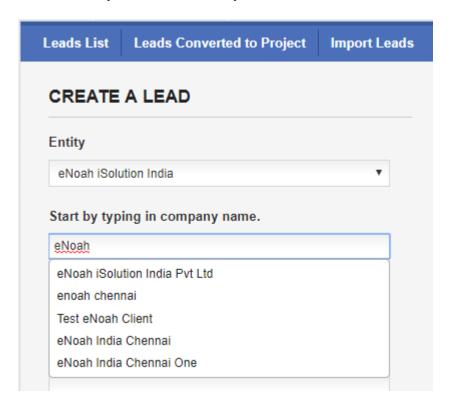


Select Entity from below drodown





Once Entity has been selected, Type the Customers name in Company name auto search as below. It will list only the selected Entity's Customers.

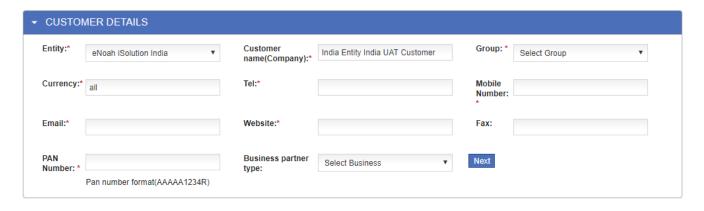


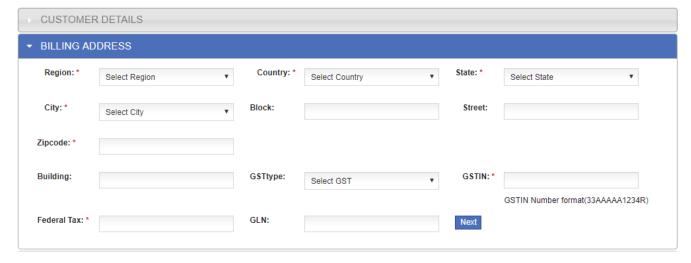
If Customer does not exists already, Clicking on below link Customer creation window will open up.



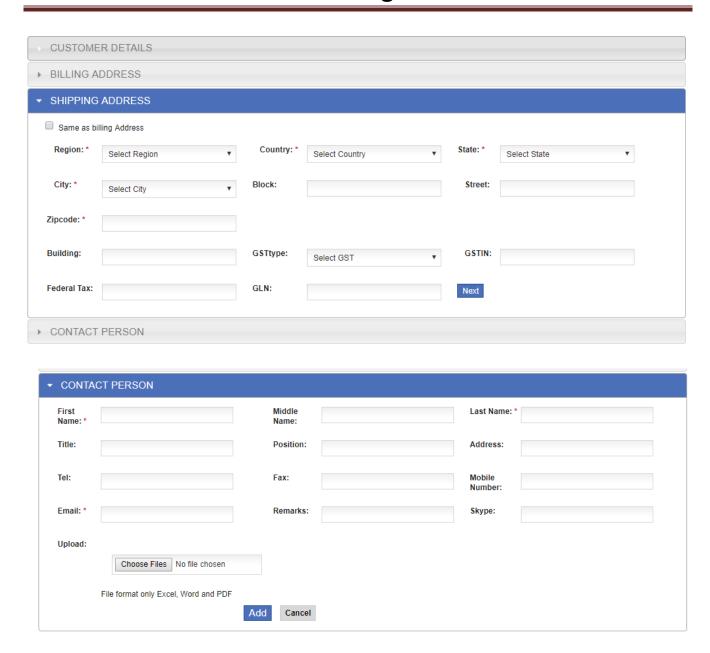


Customer Creation screen at the time of Lead Creation





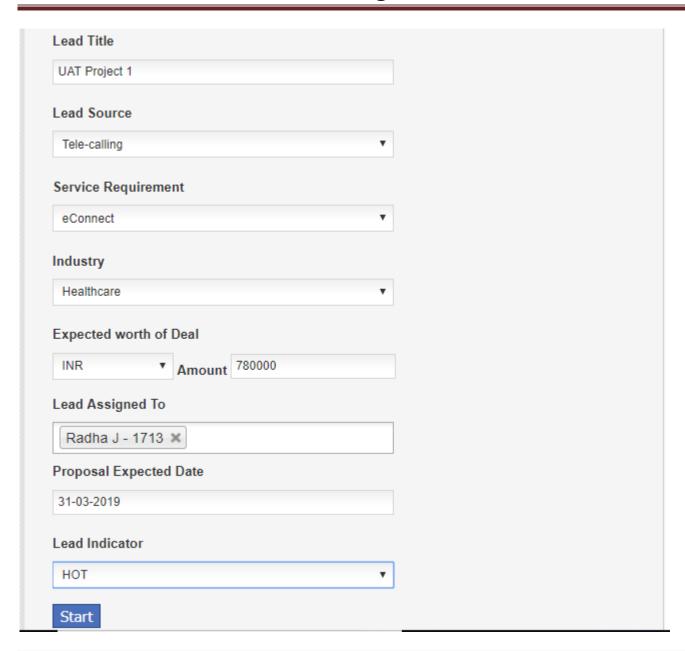




Once entered all Mandatory details, Clicking on Add button, Customer will be created and should be displayed in Customer Master Table.

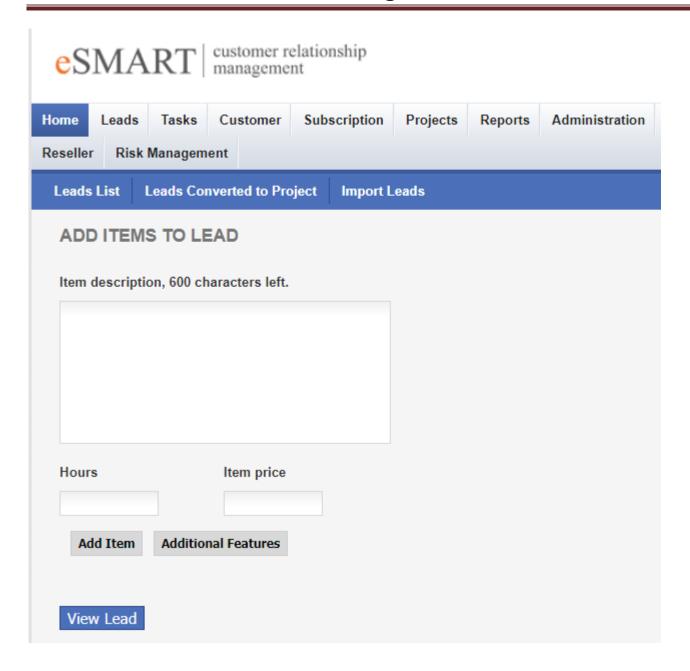
Once entered below details, Clicking on Start Button, Lead Will be created.



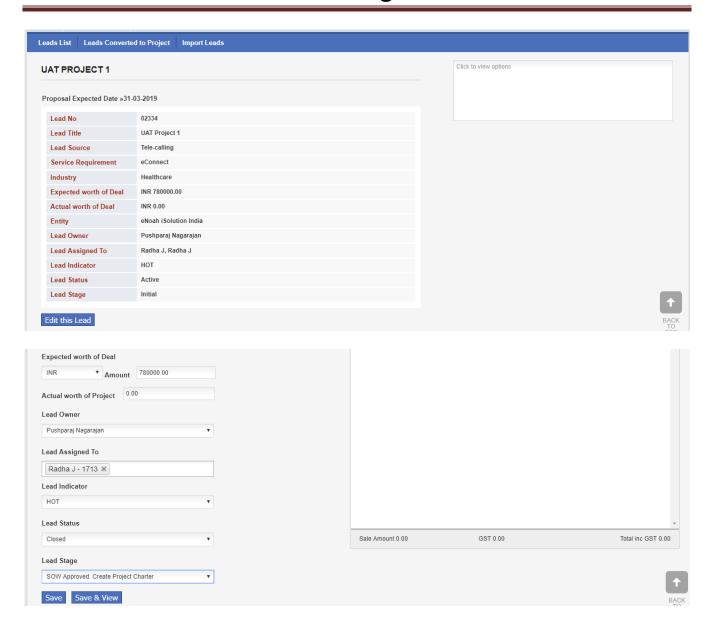


If You wants to create Project from Lead, Click on View button as below and change the Lead Status to Closed and Lead Stage to SOW Approved, Create Project Charter.

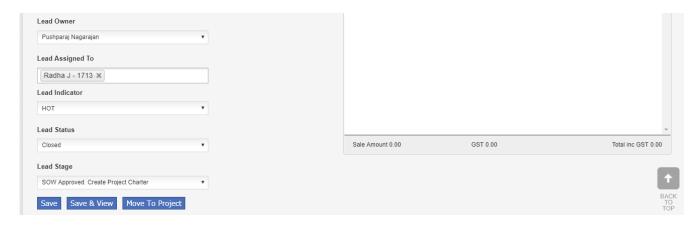








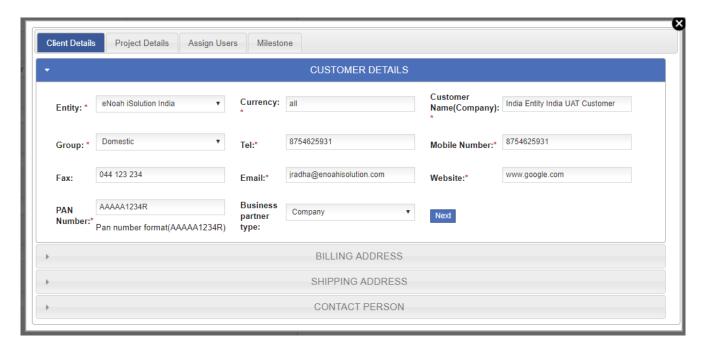
Once Saved the changes, Clicking on Save button, Move To Project button should be enabled.



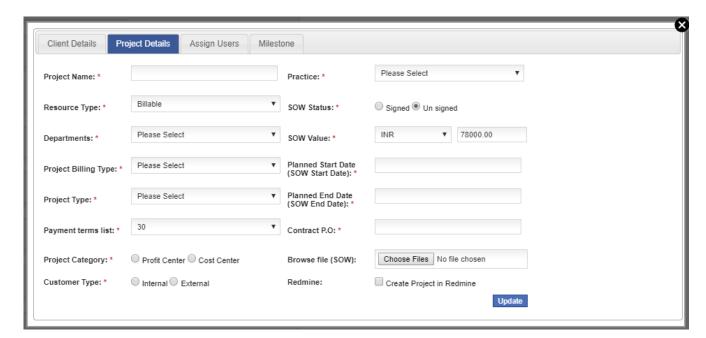


Customer Integration - Move To Project

Clicking on Move To Project, New pop up will open and it includes Client Details, Project Details, Assign Users and Milestone Tabs as below.

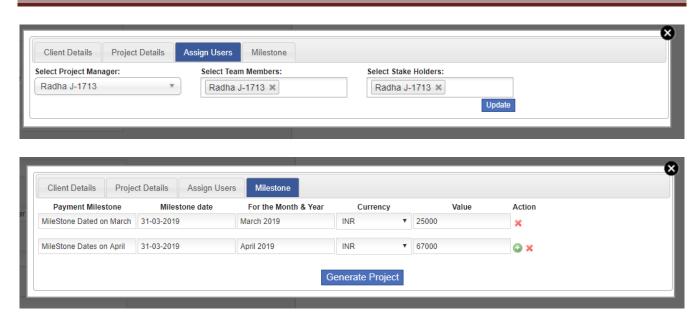


Here, You can Verify the Customer Details and can update the details in all Tabs.

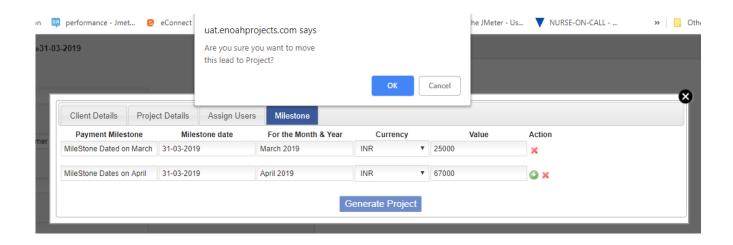






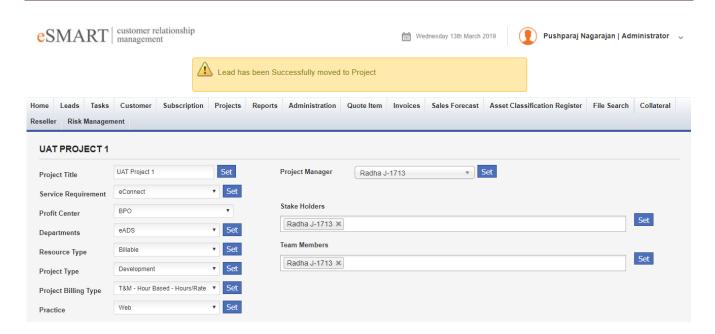


Once Updated all details and clicking on Generate Project, Project should be created and at the same time Customer Details should go for First Level Finance Team Approval.

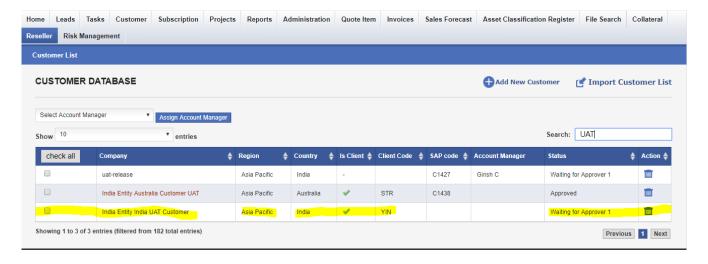








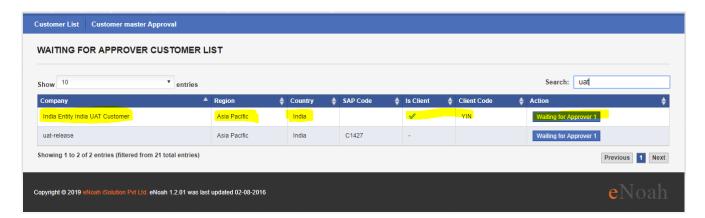
Customer Details in PM Login should be as below



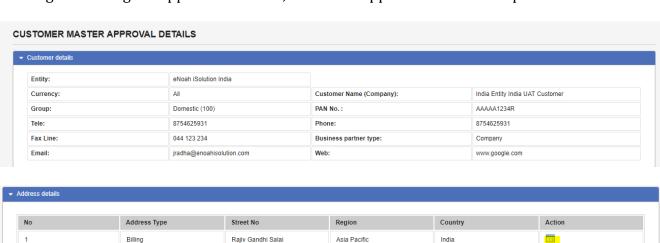


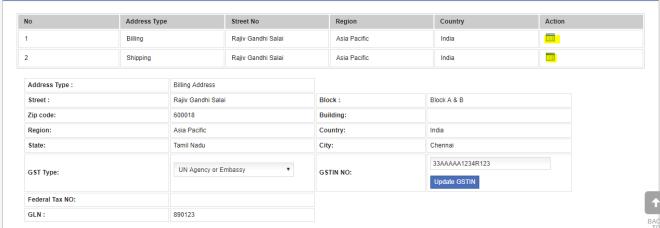
Approver 1 Login

Customer Details in Approver 1 Login should be as below. Clicking on Customer master Approval tab, You can see Waiting for Approver 1 request.



Clicking on Waiting for Approver 1 button, Customer Approval Screen will open.









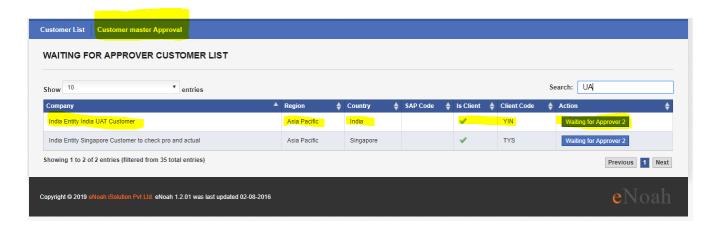
Finance Team Approver 1 can Approve or Refer back the Customer Details. Once Approver 1 has approved the request, It should go for Finance Team Approver 2.

Notes:

- 1. If Entity is India and Customer is India Country then GST Type and GSTIN Numbers fields will be editable to Approver 1 and 2.
- 2. For other Entity and Other Country Customers, Customer Details will be read only to Approver 1 and 2.

Approver 2 Login

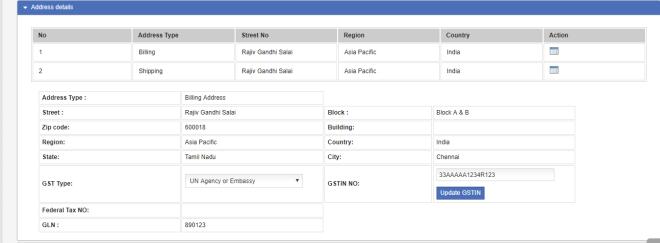
Customer Details in Approver 2 Login should be as below. Clicking on Customer master Approval tab, You can see Waiting for Approver 2 request.



Clicking on Waiting for Approver 2 button, Customer Approval Screen will open.



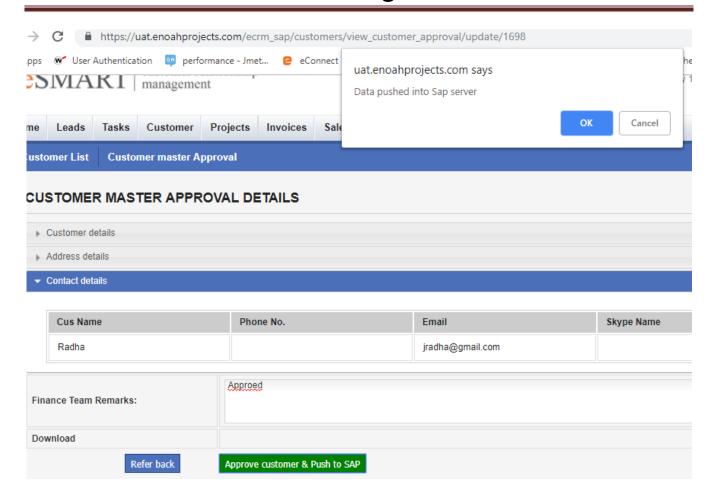






Finance Team Approver 2 can Approve or Refer back the Customer Details.Once clicked Approve customer & Push to SAP, It should be integrated with SAP. The Customer should be created in SAP BP Master.





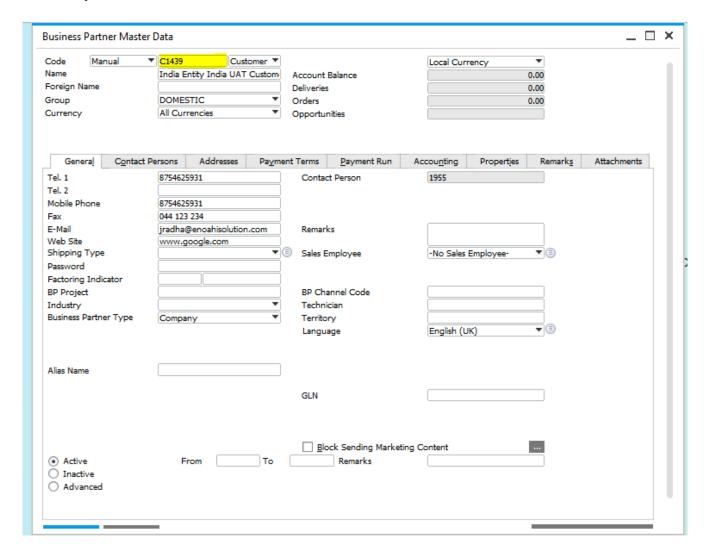
Now, SAP Code will be generated against Customer. Refer Below





SAP User Login

If you want to check this Customer in SAP, Copy this SAP Code and Search this code in respective SAP Entity BP Master. Refer Below



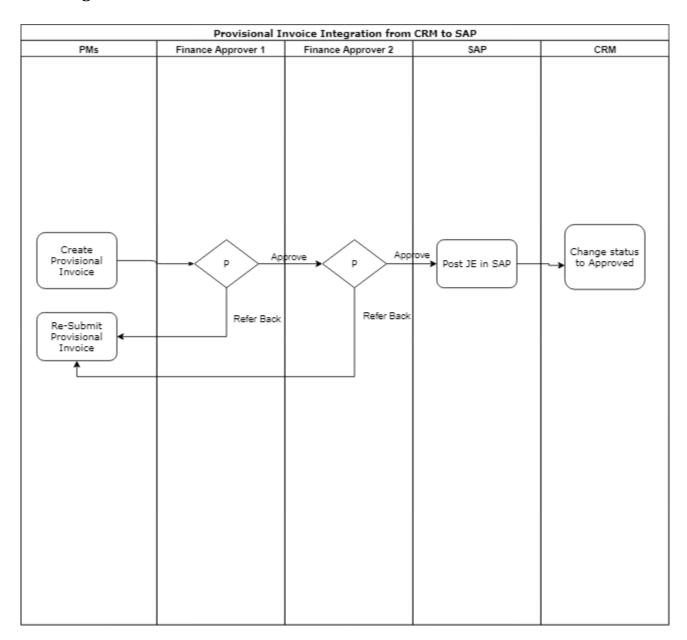
Note:

In SAP BP Master, Customer details will be readonly.



Provisional Invoice Integration with SAP

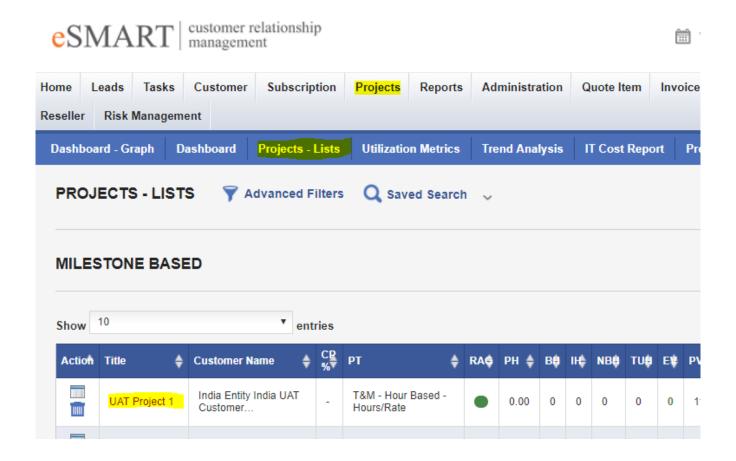
Flow Diagram



Project Manager Login

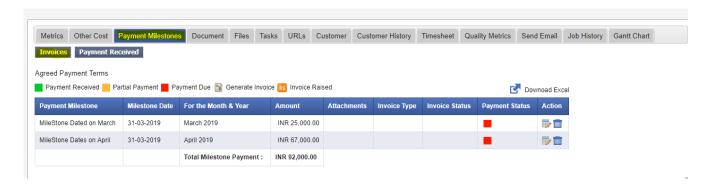
Login as a PM and Go to Projects -> Project Lists - > Here Click on the Project Name.





Goto - > Payment Milestone.

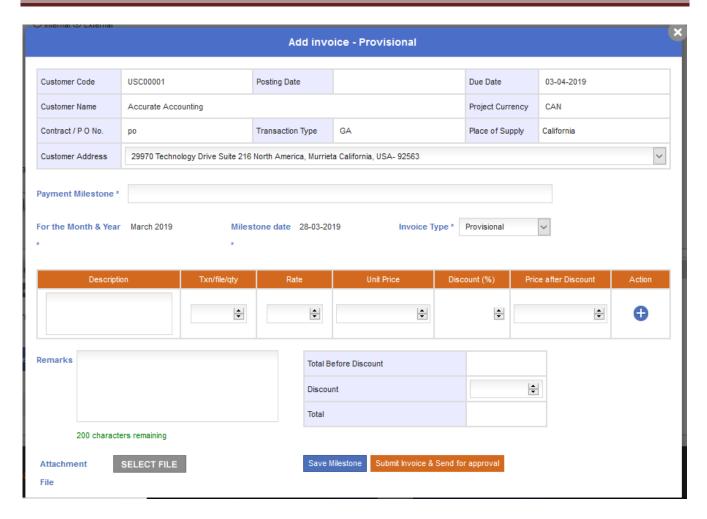
Milestone which is created at the time of Project will be displayed in Payment Milestone



If you want to Submit a Provisional Invoice, you can do by clicking on the Invoices Tab. Or can by clicking on the Edit icon against the already created Milestones.

Clicking on Invoices Tab, Provisional Invoice Tab will open up.





Enter Mandatory details and clicking on Submit Invoice button.

If you want to just save the Provsional Deails then just click on Save button.

If you have submitted the Provisional invoice, Status of the Provisional Invoice will be displayed as waiting for Approver 1.

Note:

Based on Project Type, Invoice columns will vary.

New project billing type	Qty	Rate
Fixed Bid	Unit Price	
		Rate/Hou
T&M - Hour Based - Hours/Rate	No.of Hrs	r
		Rate/Hou
T&M with Cap	No.of Hrs	r
Non Billable		
Transaction Based – Txn/File/Qty/Rate	Trxn/file/qty	Rate/TRX
FTE based - FTE/Rate	No.of FTE	Rate/FTE
FTE with Cap	No.of FTE	Rate/FTE



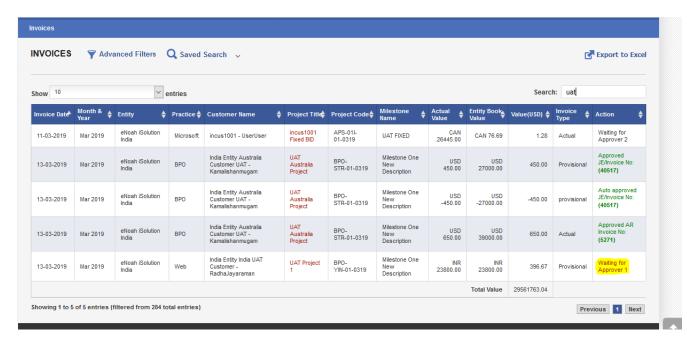
Internal		
T&M - Day Based - Days/Rate	No.of Days	Rate/Day



Once submitted, PM cannot edit the Provisional invoice.

Finance Team Approver 1 Login

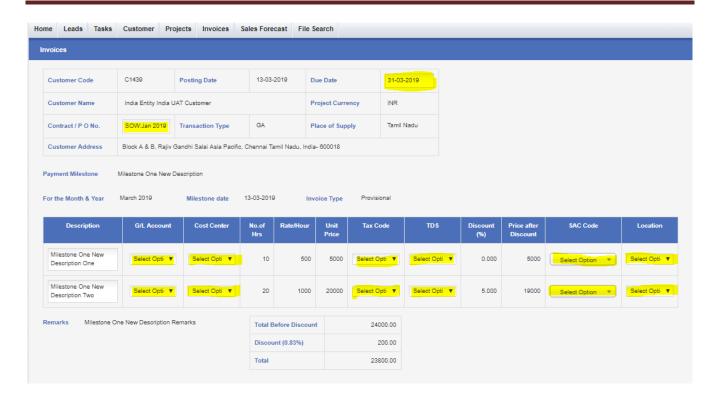
Login as a Finance Team Approver 1 and Go to Invoices.



This above page will list all Provisional and Actual Invoices.

Submitted Provisional Invoice should be visible to Finance Team Approver 1 Dashboard with Link. Search by valid data and click on the Waiting for Approver 1 link.





In above screen, Yellow colored fields will be editble. Once entered Mandatory fields on this screen, Approver 1 should Update the Provisional Invoice.



Clicking on the Update Provisional Invoice button, entered details will be updated.



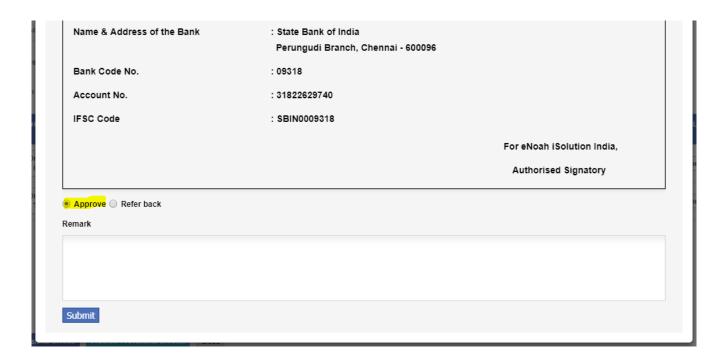
Once Updated, Click on the Preview Provisional Invoice button.



Clicking on this button, Previw will be dispalyed as below.

	ENOAH ISOLUTION INDIA PRIVA	TE LIMITED	
	Elnet Software City, Third F	loor	
	TS-140, Block No.2&9,	:	
	Rajiv Gandhi Salai,Tarama Chennai- 600113.	anı	
	CIN U72300TN2005PTC058	3178	
	TAX INVOICE		
Name of th	e Customer	Invoice No.	Invoice Date
India Entity India UAT Customer	e oustonier	invoice ito.	mvoice bate
Block A & B,			
		Contract / P	D. No. and Date
Rajiv Gandhi Salai,		Contract/1.	5. No. and Date
Tamil Nadu, India			
Chennai - 600018.		SOW:	Jan 2019
GSTIN:33AAAAA1234R123			
Desc	ription	No.of Hrs Rate/Hour	Amount in INR
Milestone One New Description One		10 50	5000
Price After Discount			5000
Milestone One New Description Two Discount (5.000%) Price After Discount		20 1000	0 20000 1000 19000
		Subtotal	24000
		Doc discount(0.83%)	200
		Grand Total	23800.00
(In Words:) Twenty Three Thousands	Eight Hundred Only		
GSTIN: 33AABCE5973G1ZO	HSN Code : 85238020	Import Export C	ode No. : 406009660
PAN No : AABCE5973G	SA Code: 998313		
Payment Terms : Within 18 days from	the date of invoice		





In Previw Screen, Approver 1 will have option called Approve and Reject.

Now, click on the Approve button. Once Approved, this request should be displayed in Approver 2 Login.

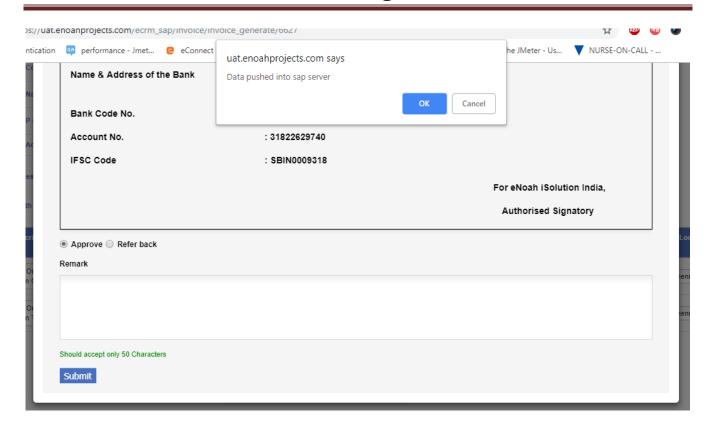
Finance Team Approver 2 Login

Same process of Finance Team Approver 1.

In Approver 2 Login, Entered details by the Approver 1 should be visible.

Once Approver 2 has approved this request, Data pushed into SAP alert message will be displayed.





Once Provisional invoice has been posted, Journal Entry Invoice Number will be displayed as below.



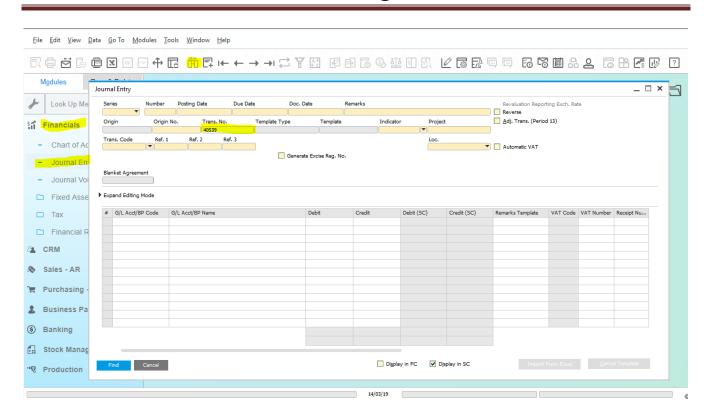
SAP User Login

If you search the Journal Entry Number in SAP, It will display the Journal Entry document.

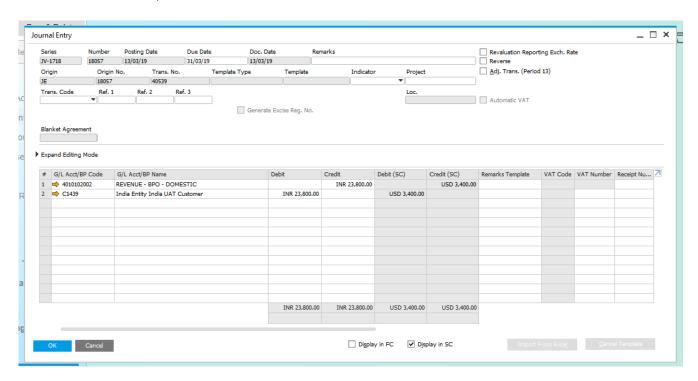
Goto SAP in respective entty login.

Goto Financials - > Journal Entry -> Search Enter the JE No. in Trans. No. as below.





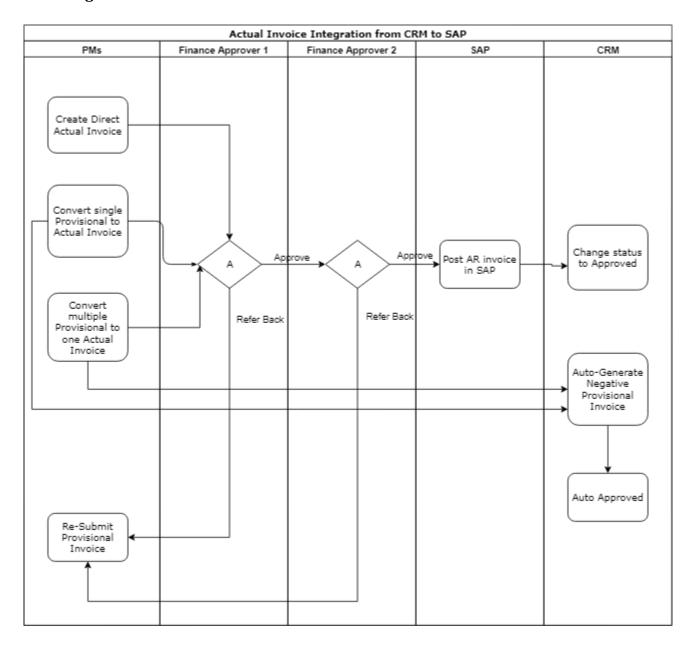
Click On Find button, Details will be fetched as below.





Actual Invoice Integration with SAP

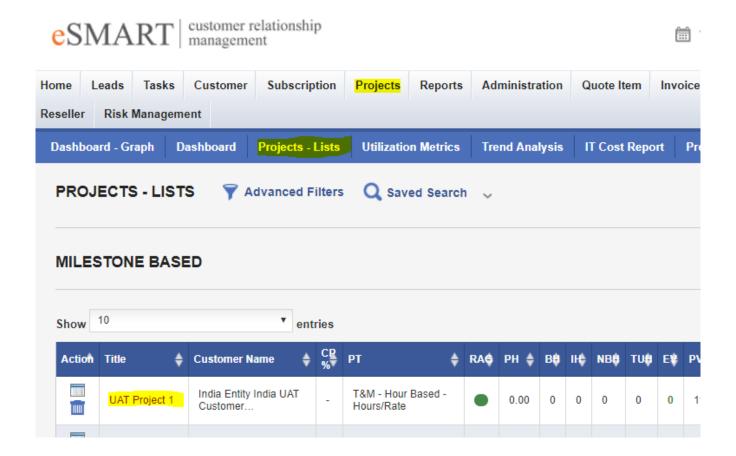
Flow Diagram





Project Manager Login

Login as a PM and Go to Projects -> Project Lists - > Here Click on the Project Name.



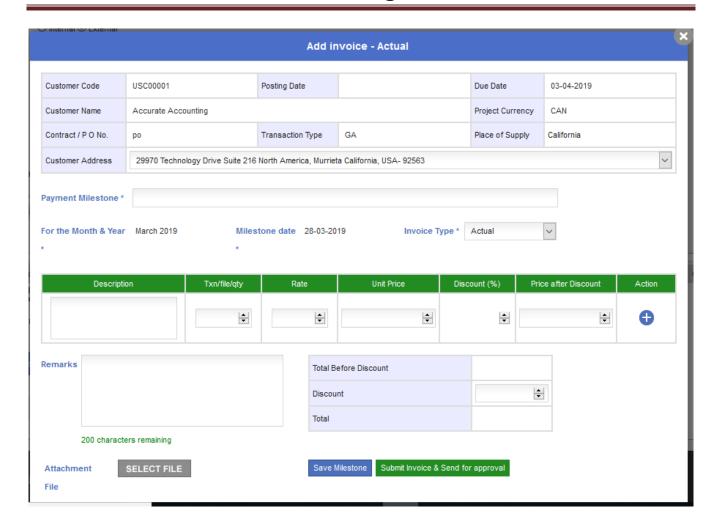
Go to - >Payment Milestone.

Milestone which is created at the time of Project will be displayed in Payment Milestones->Invoices

If you want to submit an Actual Invoice, you can do by clicking on the Invoices Tab. Or can by clicking on the Edit icon against the already created Approved Provisional Invoices.

Clicking on Invoices Tab, Invoice Tab will open up.





Enter Mandatory details and clicking on Submit Invoice button.

If you want to just save the Invoice Deails then just click on Save button.

Once you have submitted the Actual invoice, Status of the Actual Invoice will be displayed as waiting for Approver 1.

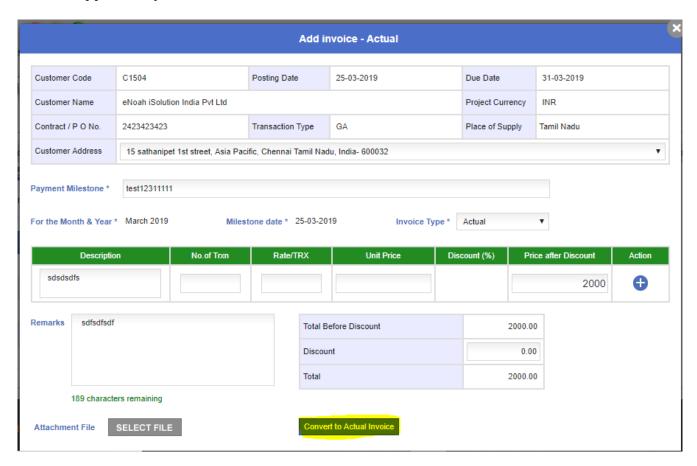
Converting Provisional Invoice to Actual Invoice

Click on Edit button against the Approved Provisional Invoice as below

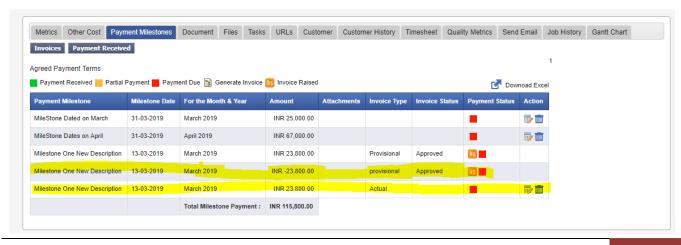




Invoice pop will open with entered details as below. It will populate the Provisional Invoice details which is approved by finance team.

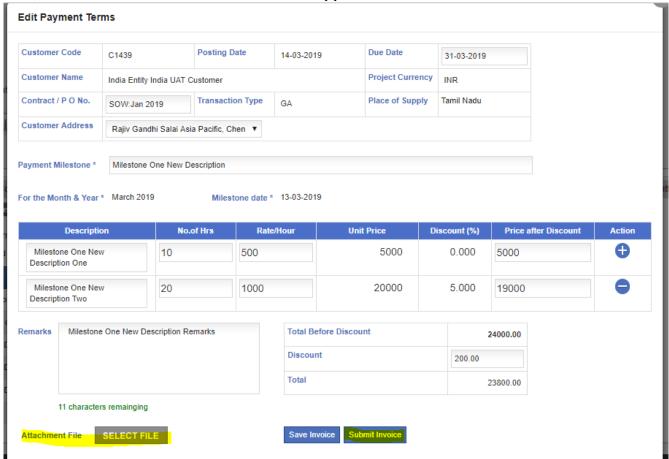


Once verified all details, Click on Convert Actual Invoice. Clicking on Convert Actual Invoice button, Negative Provisional will be posted with status called Approved, also Actual Invoice will be created as in screen shot. This negative Provisional Invoice will be visible to Approver 1 and 2 Dashboards.





Now, Edit the Actual Invocie and Submit it for Approval.



Here, You can attach files as well. Click on Submit button Invoice button.

Actual Invoice will be submitted and status will be Waiting for Approver 1.

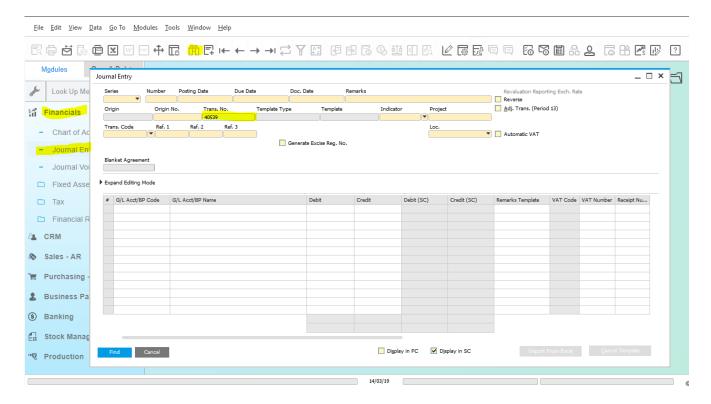


This request will be visible to Finance Team Approver 1.



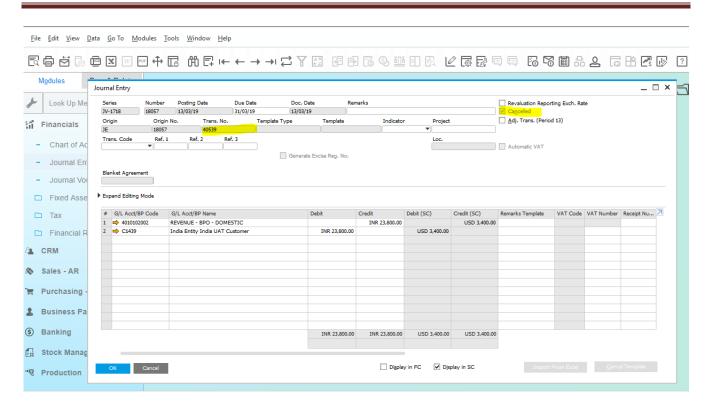
Once Negative Provisional has been posted, then Negative Journal Entry also will be posted in SAP.

Goto SAP - >Financials - >Journal Entry->Search Enter the JE No. in Trans. No. as below.



You can see the Journal Entry will be displayed with status called Cancelled as below.





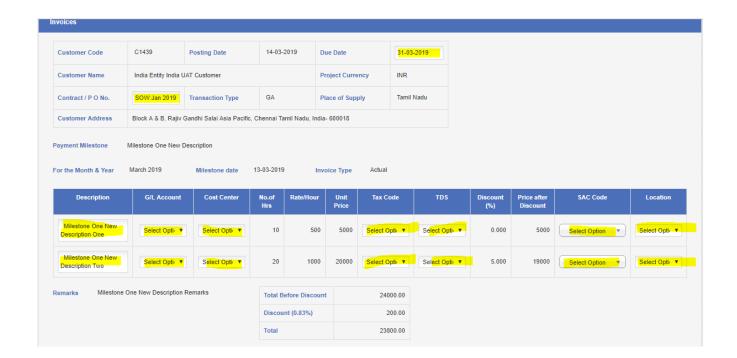
Finance Team Approver 1 Login

Login as a Finance Team Approver 1 and Go to Invoices.

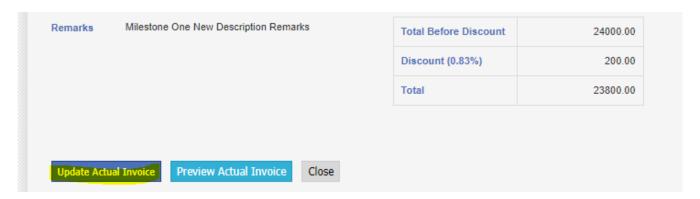


This above page will list all Provisional and Actual Invoices. Submitted Actual Invoice should be visible to Finance Team Approver 1 Dashboard with Link. Search by valid data and click on the Waiting for Approver 1 link.



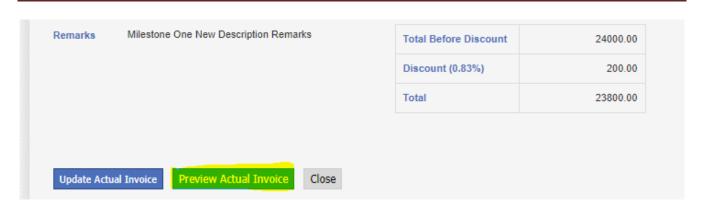


In above screen, Yellow colored fields will be editble. Once entered Mandatory fields on this screen, Approver 1 should Update the Actual Invoice.



Clicking on the Update Actual Invoice button, entered details will be updated.





Once Updated, Click on the Preview Actual Invoice button. Clicking on this button, Previw will be dispalyed as below.

ENOAH	I ISOLUTION INDIA PRIVATE	LIMITED		
	Elnet Software City, Third Floo	or		
	TS-140, Block No.2&9,			
	Rajiv Gandhi Salai,Taramani			
	Chennai- 600113.			
	CIN U72300TN2005PTC05817	78		
	TAX INVOICE			
Name of the Customer		Invoid	e No.	Invoice Date
India Entity India UAT Customer				
Block A & B,				
Rajiv Gandhi Salai,		Contract / P.O. No. and Date		
Tamil Nadu, India				
Chennai - 600018.		SOW:Jan 2019		
GSTIN:33AAAAA1234R123				
Description		No.of Hrs	Rate/Hour	Amount in INR





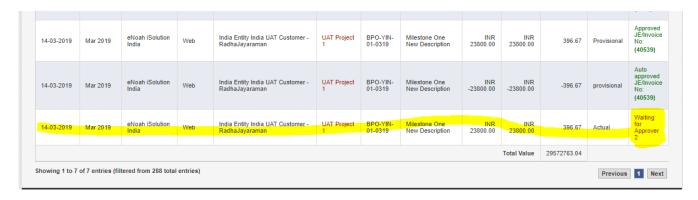
In Previw Screen, Approver 1 will have option called Approve and Reject.



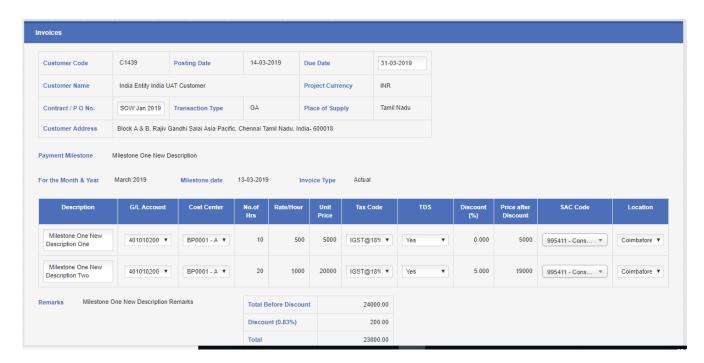
Now, click on the Approve button. Once Approved, this request should be displayed in Approver 2 Login.

Finance Team Approver 2 Login

Same process of Finance Team Approver 1.

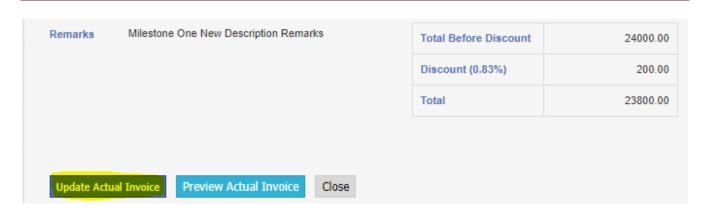


In Approver 2 Login, Click on Waiting for Approver 2. Entered details by the Approver 1 should be visible.

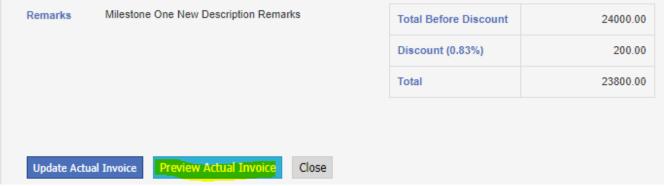


Once you have verified, Click on Update Actual Invoice.

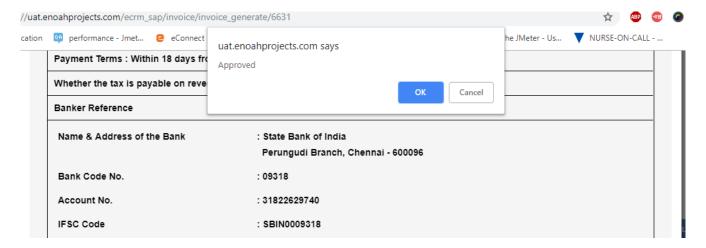




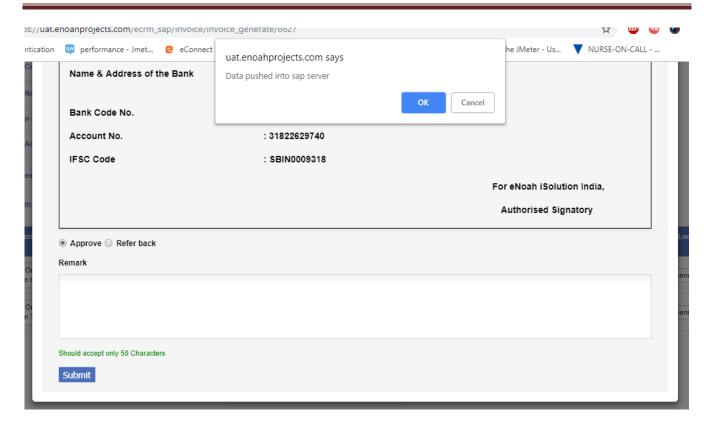
Once Updated, Click on Preview Actual Invoice button to Approve / Reject the Invoice.



Once Approver 2 has approved this request, Data pushed into SAP alert message will be displayed.







Once Actual invoice has been posted, AR Invoice Number will be displayed as below.



If you search the AR Invoice Number in SAP, It will display the AR Invoice document.

SAP User Login

Goto SAP in respective entty login.

Goto Financials - >Actaul Entry ->Search Enter the AR Invoice No. as below. Click On Find button, Details will be fetched as below.





