

DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

Faculty of Technology and Engineering

The Maharaja Sayajirao University of Baroda

Vadodara



As a Partial Fulfillment Towards the Degree of

“Master of Computer Applications”

A Project Report on

Implementation of Automotive Company in SAP

Submitted By:

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CERTIFICATE

This is to certify that **Preeti Kumari - 2016033800095036** have successfully completed final year project entitled, **Implementation of Automotive Company in SAP** and have submitted the project report for the degree of Master of Computer Applications in the Department of Computer Science and Engineering of The Maharaja Sayajirao University of Baroda.

This is the record of their own work carried under my supervision and guidance. The matters embodied in this project, to the best of my knowledge, have not been submitted earlier for any award of any other degree, diploma, or fellowship of any University.

Dr. Apurva Shah

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Si2/HR/2022
Date: 05thMay2022

To Whom It May Concern

This is to certify that Ms. Preeti Kumari has completed her academic internship in SAP SD technology at Si2 Technologies Pvt. Ltd, Vadodara, from 3rd January 2022 to 05th May 2022.

During the period of her internship with us, she was found punctual, hardworking, and inquisitive.

We wish her all the best for her upcoming career.

Sincerely,

**VIKRANT
MEHTA**

Digitally signed by VIKRANT MEHTA
DN: c=IN, o=Personal,
pseudonym=c06aa126cde9a985914882cf4e2a6
d691f94dd6831d299c0fe5c77a9eb4df5,
2.5.4.20=edfd611e1e9153377a7753a9e587
fac51168392d746536f74327739494,
pobj=Vikrant Mehta-39023, o=GUJARAT,
serialNumber=2e082ec2ed254fa27a8c8bf982a1
5548474860a64b3cf7f523381d6c3447c8,
cn=VIKRANT MEHTA
Date: 2022.05.05 10:30:55 +05'30'

Authorized Signatory

Si2 Technologies Pvt. Ltd.

ABSTRACT

This report describes my internship experience at SI2 Technologies Pvt. Ltd., it is an IT-based company. The duration of this internship was of 4 Months. I was required to attain the office for 5 days a week (i.e., from Monday to Friday) from 10:00 am to 6:30 pm. This made me to be self-disciplined and finish my work on a regular basis and on time. The report is divided into seven chapters.

- Chapter one is about my purpose of choosing an internship and learning new technologies.
- Chapter two summarizes the company, its clients, competitors, and the strength of the company.
- Chapter three summarizes all internship assignments.
- Chapter four describes the atmosphere and the work environment of the company.
- Chapter five describes the communication methods used in the company.
- Chapter six summarizes the career reflection and the importance of this internship in my field of interest, along with my thoughts for my career-based goals.
- And Chapter seven is a brief conclusion of the whole report.

ACKNOWLEDGEMENT

I would like to express my gratitude to all the people involved in making this task achievable. I would like to mention their names in this section and show them my gratitude for their valuable support.

I would like to thank my internship guide Prof. Kamlesh Vaishnav and HOD Dr. Apurva Shah and all the other faculty members of my college for their encouragement, guidance and motivation.

My training wouldn't have been completed successfully without the immense support of the CEO Mr. Nilesh Joshi, IT delivery Head Mr. Chetan Shah, Lead HRM Mrs. Ritika Patel, Sr. ABAP Developer Mr. Sarang More, Sr. SAP SD Consultant Mr. Keyur Savalia, SAP SD Trainee Mr. Gaurav More and my team mates, who dedicated valuable time from their daily schedule especially for me and provided me with an opportunity to be a part of SI2 Technologies Pvt. Ltd. and also guided me throughout my work period by creating an optimum work environment for me to perform my internship smoothly.

I would also like to express my heartfelt affection and respect to my parents who supported me selflessly by creating an optimum environment for me to perform my internship assignment.

I consider myself very fortunate for being a part of MCA program of "The Maharaja Sayajirao University" of Baroda and appreciate the immense support, inspiration and knowledge that I receive, and that enable me to understand the demand of professional environment. From which I aspire to become a well-qualified individual and succeed in all my endeavors.

Contents

1. INTRODUCTION.....	5
1.1 Objective.....	6
1.2 Type of Organization.....	7
1.3 Vision and Mission Statement	7
1.4 Services offered by the Organization.....	7
1.5 Global partners of the Organizations.....	8
1.6 Major Strengths of the Organization.....	8
2. INTERNSHIP PROJECT.....	9
2.1 Method/Resources used to find this Internship.....	10
2.2 Departments of Organization in which I worked.....	10
2.3 SAP Implementation Project.....	10
2.3.1 Introduction.....	10
2.3.2 Purpose.....	11
2.3.3 Scope.....	12
2.3.4 Hardware and Software Requirements.....	12
2.3.5 Tools and Technologies.....	12
2.3.6 SAP ERP.....	13
2.3.7 SAP SD.....	14
2.3.8 Requirement Analysis of SD module in Project.....	16
2.3.9 Methodology Used.....	17
2.3.10 Business Flow Diagram.....	19
2.3.11 Screenshots and Explanations.....	20
2.3.12 Testing.....	42
2.4 Monthly tasks.....	44
2.5 Challenges or difficulties faced during each assignment	44
3. CORPORATE CULTURE.....	46
3.1 Organization norms.....	48

3.2 Corporate culture insights.....	49
4. COMMUNICATION.....	50
4.1 Communication Styles.....	51
4.2 Good examples of communication.....	51
4.3 Improving communication within organization.....	51
5. CAREER REFLECTION.....	52
5.1 How is the internship related to our field of study.....	52
5.2 Obtaining dream job	52
6. CONCLUSIONS	53
7. BIBLIOGRAPHY	54

1.INTRODUCTION

1.1 OBJECTIVE

By selecting the internship, I was able to know how it really feels to work in a company, and apply our knowledge, which I have learned from my college, for my own personal development.

The corporate exposure that I received during this course of internship was invaluable and it taught me various disciplines required and the necessities to be taken care of while working on the assignments and project in any organization.

I learned the professional ways of implementing business process in SAP ERP especially in Sales and Distribution module.

My main goal during the internship was to undertake various challenging stuff, work on popular ERP Software, and learn best approaches to fulfill requirements.

ORGANIZATION

1.2 TYPE OF ORGANIZATION

At Si2tech, they're a team of ambitious and passionate individuals who are committed to building a world class customer centric IT services organization. Si2Tech is a young, dynamic & growing organization with a very high degree of customer focused and employee centric culture. They currently employ around 100+ people and they're recognized for their strong people-first culture, including know for the Investors in People.

In India, they are located in Vadodara, Gujarat and starting their operations in Noida and Pune soon. They provide a wide range of business-critical software services, digital solutions and managed services, Infrastructure & Security solutions and services, which makes Si2tech a leading partner for customers across the globe.

Si2Tech is a Diversity Leader, ranked as High Trust High Performance culture organization by Great Place to work. Si2Tech understands the importance of confidentiality and integrity and certified ISO27001:2013 by TUV-Nord, GmbH. Germany.

1.3 VISION AND MISSION STATEMENT

- Client satisfaction is the key element.
- Providing quality services that surpass the expectations of the clients.
- Building long-term relationships with the clients.

1.4 SERVICES OFFERED BY THE ORGANIZATION

- **Enterprise Solutions:** -
 - a) SAP
 - b) Salesforce
 - c) Neptune App Development
- **Infrastructure Management:** -
 - a) Remote Infrastructure Management
 - b) Managed IT Services
 - c) Consulting
- **Cyber Security:** -
 - a) Remote SOC
 - b) Managed Cyber Security
 - c) Consulting

1.5 GLOBAL PARTNERS OF THE ORGANIZATION

The following are some of the global partners of SI2 Tech: -

- SAP Partner
- Citrix
- Vadict
- VCare Global
- PaloAlto networks
- Neptune Software

1.6 MAJOR STRENGTHS OF THE ORGANIZATION

The major strengths of the organization which helps lasting in competition are: -

- They provide quality services to clients and also give assurance for their maintenance.
- They fulfil the client's every requirement with the highest degree of perfection.
- Teamwork
- Results Oriented
- Functional and Technical Capabilities.
- Mature and Robust Processes.
- Consistent Planning and Action.

2. INTERNSHIP PROJECT

2.1 METHODS/RESOURCES USED TO FIND THIS INTERNSHIP

I got internship in SI2 Tech through on-campus placement, while applying for Internship the interviewer of the company asked various technical questions in the interview and studied my resume. After that he asked me certain questions on new technologies and business processes so he could check if the candidate is really interested in learning new technologies and business processes on her/his own and then 4 months Internship was permitted to me in company.

2.2 DEPARTMENTS OF ORGANIZATION IN WHICH I WORKED

Throughout the internship, I worked with SI2 tech's core SAP SD functional and SAP ABAP technical crew to implement an automotive company in SAP ERP.

2.3. SAP Project Case Study

2.3.1. Introduction

The CEO of automotive company, through an extensive evaluation process, has decided that his company requires an integrated software system. Having examined a number of possible solutions, he has determined that SAP's R/3 system best suits the company's needs and growth, and has bought licenses for the FI, CO, SD, PP and MM modules. My firm has been contracted to lead the installation project that includes some business process re-engineering.

My team, assigned to assist automotive company in the implementation of this business system, is to build a working prototype of the system and present it to the executive committee. Considering the attached information gathered from the client, my talented consulting team should design and configure the organizational structure and applicable master records to support the business. All appropriate posting documents and resulting accounting documents for each business transactions should be prototyped and tested. Document and justify any significant recommendations. In your presentation, significant attention should be given to integration and to the flow of business through the supply chain.

The following key areas should be covered.

- Planning issues encountered and their resolution.
- Integration points throughout the software.
- Flow of business transactions.

- Problems and obstacles found in prototyping the proposed implementation model.

The following is the information already gathered by our project team. I have limited access to the Senior Management Steering Committee of automotive company to respond to questions I may have and provide further information as required.

Background Information

1) Company information

This Automotive company has its head office in Vadodara. The company sells cars, and accessories. This automotive company owns Auto Direct Marketing, a distribution company in Mumbai that handles sales for Mumbai area. Financial statements are prepared at the corporate and subsidiary levels. The data and the application server are on a computer in the head office.

2) Organizational Structure

The manufacturing plant in Vadodara assembles all products sold by this automotive company. Inventory is then transferred from the plant to the other distribution centres in Vadodara and Surat. Auto Direct Marketing processes all sales to Mumbai customers.

Need to define the appropriate company codes in order to show the full range of required business functions in my prototype. Assign the appropriate business for internal balance sheets. The fiscal year is identical to the calendar year, however with four special periods. Each company code must have its own credit control area.

2.3.2 Purpose

Purpose of implementation of automotive company in SAP ERP is SAP integrates all of the functions like material management, sales and distribution, production planning, finance and controlling (FICO), along with access of stakeholders to that data. Once all of these functions are integrated, it is easier to make decisions that will result in:

- Single integrated platform implementation & TCO reduction for business applications full support;
- Fewer stock outages and resultant reduction in loss of sales (increased revenue);
- More efficient and reliable materials purchasing with resultant cost-savings and fewer production delays;
- Improved customer satisfaction due to fewer delays in product delivery;

- Reduced distribution and freight costs.

2.3.3 Scope

End-to-end implementation of SAP ERP for a manufacturing process, including the following:

- Finance & Controlling (FI/CO)
- Sales & Distribution (SD)
- Materials Management (MM)
- Production Planning (PP)

2.3.4. Hardware and Software Requirements

Hardware:

- RAM-Minimum 4GB.
- Hard Disk – Standard Configuration.
- Internet speed – Minimum 1mbps.

Software:

- SAP GUI for windows

2.3.5 Tools and Technologies

Operating System	<ul style="list-style-type: none"> • Windows 10
ERP Software	<ul style="list-style-type: none"> • SAP ERP
Documents	<ul style="list-style-type: none"> • MS Word • MS Excel • MS PowerPoint
Diagram Application	<ul style="list-style-type: none"> • Lucidchart

2.3.6 SAP ERP

What is SAP?

SAP stands for Systems Applications and Products in Data Processing. SAP, by definition, is also the name of the ERP (Enterprise Resource Planning) software as well as the name of the company. SAP system consists of a number of fully integrated modules, which covers virtually every aspect of business management. SAP is #1 in the ERP market. Other Competitive products of SAP Software in the market are Oracle, Microsoft Dynamics, etc.

What is SAP ERP? Why is it required?

The very fundamental question for any beginners is why Enterprise Resource Planning also called ERP, is required? To answer this, let's examine this typical business scenario.

Suppose a client approaches a sales team asking for a particular product. The sales team contacts the inventory department to check the availability of the product. To their surprise, the sales team found out that the product is out of stock. So next time this doesn't happen, they have to introduce an SAP ERP tool.

Before we actually see in detail, what ERP is and how ERP can help in your business process, we will understand how different departments are involved in the whole business process, right from the ordering of the raw material – to manufacturing goods – to delivering final products to the customer.

Here is the whole process that is followed by any business unit.

1. Client contacts the sales team to check the availability of the product
2. Sales team approaches the Inventory department to check for the availability of the product
3. In case the product is out of stock, the sales team approaches the Production Planning Department to manufacture the product
4. The production planning team checks with inventory department for availability of raw material
5. If the raw material is not available with inventory, the Production Planning team buys the raw material from the Vendors
6. Then Production Planning forwards the raw materials to the Shop Floor Execution for actual production
7. Once ready, the Shop Floor Team sends the goods to the Sales Team
8. Sales Team who in turn deliver it to the client

9. The sales team updates the finance with revenue generated by the sale of the product. Production planning team update the finance with payments to be made to different vendors for raw materials.
10. All departments approach the HR for any Human Resource related issue.

That is a typical business process for any manufacturing company. Some key inferences one could derive from the scenario would be.

- It has many departments or business units
- These departments or business units continuously communicate and exchange data with each other
- The success of any organization lies in effective communication, and data exchange, within these departments, as well as associated third party such as vendors, outsourcers, and customers.

2.3.7 SAP SD

What is SAP SD?

SAP Sales and Distribution is one of the key components of SAP ERP system and is used to manage shipping, billing, selling and transportation of products and services in an organization.

SAP Sales and Distribution module is a part of SAP Logistics module that manages customer relationship starting from raising a quotation to sales order and billing of the product or service. This module is closely integrated with other modules like SAP Material Management and PP.

Key Components in SAP SD

The key components in SAP Sales and Distribution module are –

- Customer and Vendor Master Data
- Sales Support
- Shipping of Material
- Sales Activities
- Billing related
- Transportation of products
- Credit Management
- Contract Handling and Management

- Foreign Trade
- Information System

SAP Sales and Distribution Cycle

- SAP SD - Organizational Structure

SAP provides many components to complete SAP Sales and Distribution organizational structure like Sales Areas, Distribution Channels, Divisions, etc. The SAP SD organization structure majorly consists of two steps –

- Creation of Organization elements in SAP system, and
- second is to link each element as per requirement.

On top of this organization structure in the SD module, sales organization is at highest level and is responsible for distribution of goods and services. SAP recommends to keep the number of sales organizations in an organizational structure to be minimum. This will help in making the reporting process easy and ideally it should have a single sales organization.

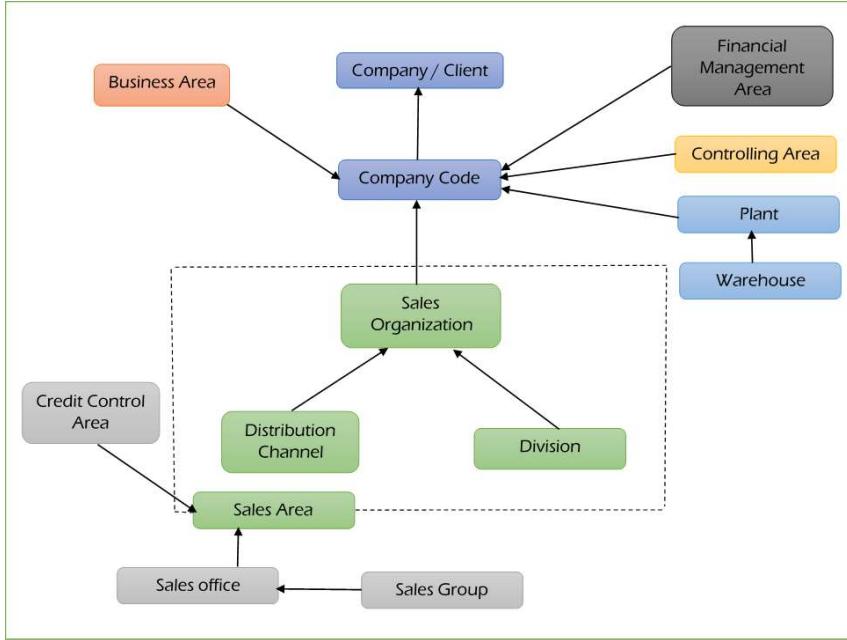
The next level is distribution channel, which tells the medium by which the products and services are distributed by an organization to its end users. Division in an organizational structure, which represents a product or service line in a single organization.

A sales area is known as entity, which is required to process an order in a company. It comprises of sales organization, distribution channel and a division.

In SAP SD organizational structure, each sales organization is assigned to a company code. Then the distribution channel and divisions are assigned to sales organization and all of these comprise to make a sales area.

In the first step of an SD organizational structure, sales organization is assigned to a company code and then is to define a distribution channel and then division to a sales organization.

The following diagram shows the organizational structure of a Sales and Distribution module-



2.3.8 Requirement Analysis of SD module in project

Functional Requirements

1) SD Organization structure include

- Company code
- Sales organizations
- Distribution channels (one for Car and one for Accessories)
- Division
- Sales area
- Sales plant
- Storage Location
- Shipping point

2) Master data

- Customer master
- Material master
- Customer Material information record
- Condition master data for pricing
- Output records

3) SD Process

- Material Listing and Exclusion
- Rush order
- Consignment
- Account Determination
- Rebates
- Delivery processing
- Billing and invoicing

4) Complaint process

5) Reports and Form

- ALV Report
- Smartform

Non-Functional Requirements

- **Correctness:** All the transactions and calculation should be correct, 100% accurate.
- **Reliability:** The data must be efficient so that better business decision can be taken.
- **Availability-** The system should be available 24x7.
- **Security:** The system is secured and allows only concerned people to login with user id and password.

2.3.9 Methodology Used

ASAP Methodology: SAP Implementation phases

ASAP stands for Accelerated SAP. ASAP Methodology is one of the important Software Development Life Cycles (SDLC) used for SAP Implementation projects. SAP is one of the best ERP systems, and ASAP Methodology is the way SAP implementation happens.

The ASAP methodology provides the proper framework for an implementation roadmap. SAP Implementation consists of several phases that include every stage of the software development lifestyle (SDLC) for SAP implementation. ASAP Methodology divides a project according to these vital phases. Each phase is considered a milestone. The project

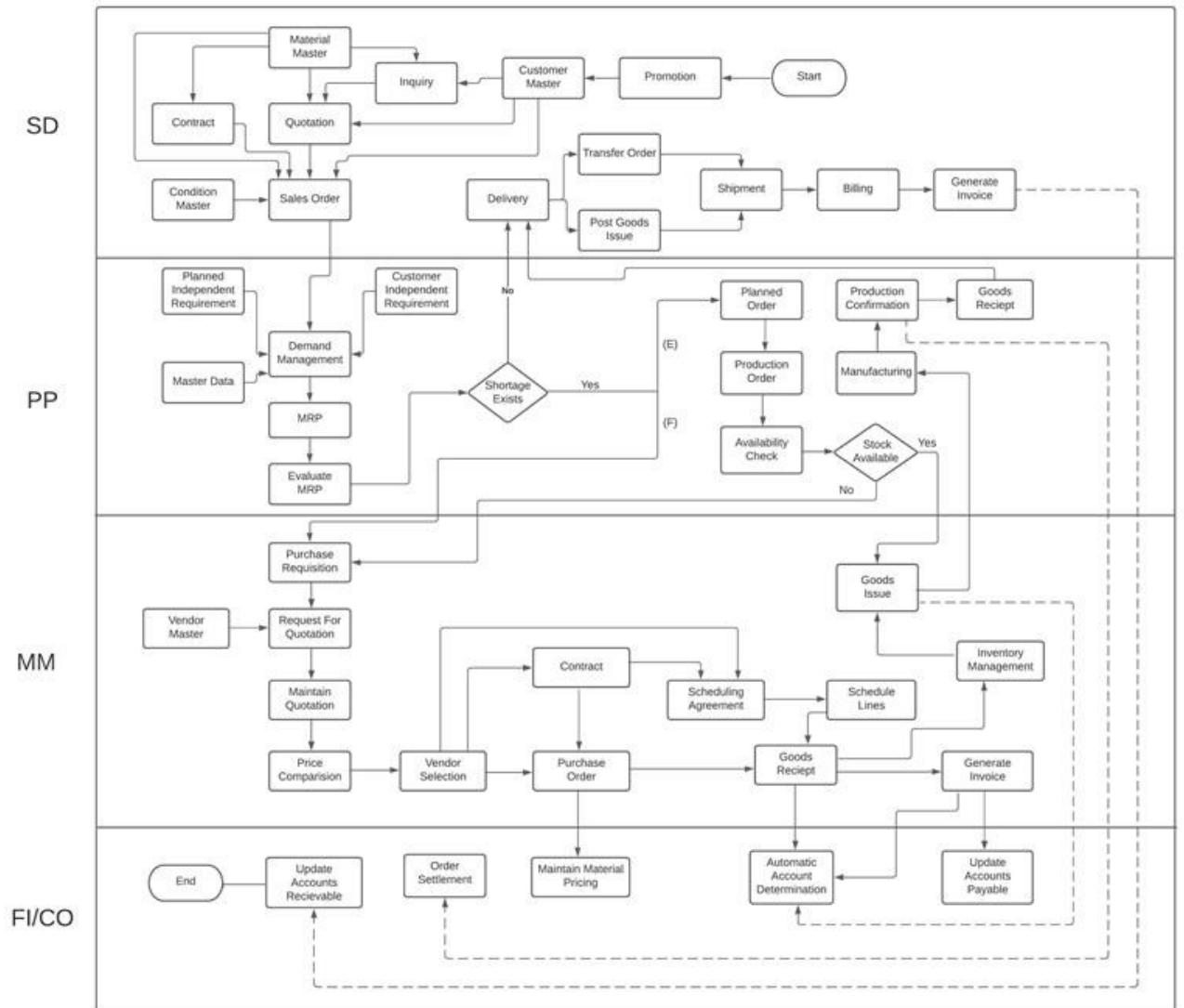
management team can concentrate on the current phase and start preparing for the next phase. This also provides a better roadmap and work distribution. The ASAP methodology provides a framework for SAP projects for implementation and enhancement as well for the customization needed for production support.

SAP Implementation Phases

Here are the six phases of SAP implementation project:

1. Project Preparation
2. Business Blueprint
3. Realization
4. Final Preparation
5. Go Live
6. Post-Production Support

2.3.10 Business Flow diagram



2.3.11 Screenshots and Explanations

SD organization Structure

Definition -

1. Define Sales Organization

Sales Organization

A sales organization is responsible for the sale and distribution of goods and services. It represents the selling unit as a legal entity. It is responsible for product guarantees and other rights to recourse, for example. Regional subdividing of the market can also be carried out with the help of sales organizations. Each business transaction is processed within a sales organization.

Path – SPRO->Enterprise Structure->Definition-> Sales and Distribution->Define, copy, delete, check sales organization

Change View "Sales organizations": Overview	
SOrg.	Name
MHSO	AutoDirect Sales Org
R100	Call Germany
R300	Retail USA
S300	Services USA
S330	SP Sales Org

2. Define Distribution Channel

Distribution Channel

A sales organization is responsible for the sale and distribution of goods and services. It represents the selling unit as a legal entity. It is responsible for product guarantees and other rights to recourse, for example. Regional subdividing of the market can also be carried out with the help of sales organizations. Each business transaction is processed within a sales organization.

Path – SPRO->Enterprise Structure->Definition->Sales and Distribution->Define, copy, delete, check distribution channel

RA – For Accessories

CA – For Car

Change View "Distribution channels": Overview		
	Distr. Channel	Name
	CB	Distrib. Cannel CPBV
	L1	Direct Sales - LAM
	R1	GM store
	R2	Supermarket
	R3	Fashion
	R4	Online store
	R5	Distribution
	R6	Wholesale
	RA	Accessories
	RC	Car
	S1	SP Post Dist Channel
	S3	Services
	SR	Services
	TS	TATA SALES

3. Define Division

Division

Division in SAP SD is a method of dividing products and services into different categories. In other words, the division is the method to group the same type of products on the basis of their similar characteristics. SAP SD divisions method is used to group different types of products and services.

Path – SPRO->Enterprise Structure->Definition->Logistics- General->Define, copy, delete, check distribution channel

Change View "Divisions": Overview								
		New Entries						
	Division	Name						
CP	Hyundai Verna							
H2	Product Selling							
I1	Media							
I2	Telco							

4. Define Plant

Plant

Plant is an independent, physical and highest organizational unit in MM module. It can be operational unit or manufacturing unit or a sales branch of an organization. From material management view, plant can be defined as a location that holds valued stock.

Path – SPRO->Enterprise Structure->Definition->Logistics- General->Define, copy, delete, check plant

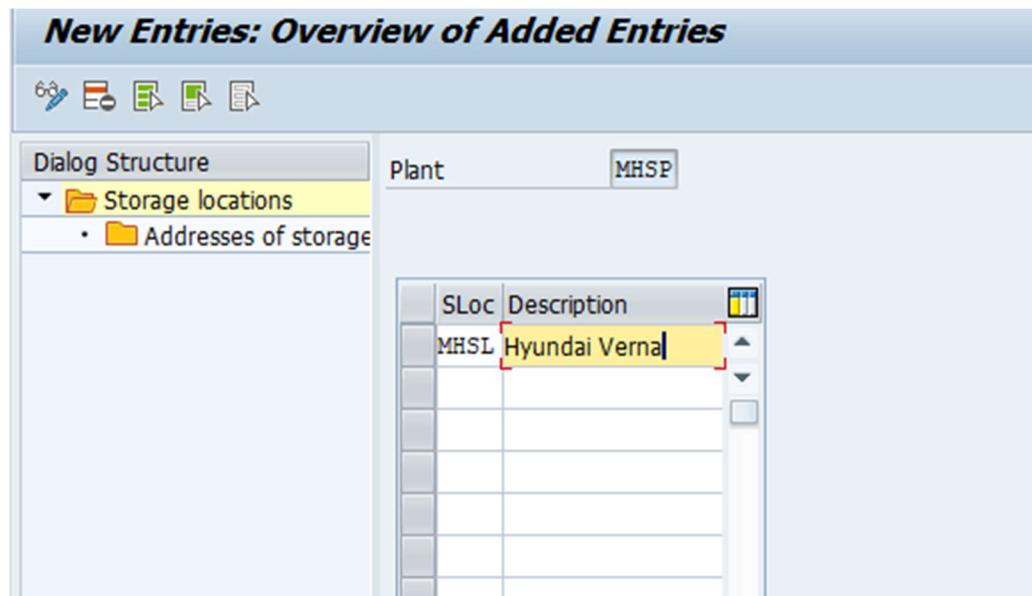
Change View "Plants": Overview								
	New Entries							
Plnt	Name 1		Name 2					
MHSP	AutoDirect Sales Plant Mumbai							
MTP2	Mayur engineering pvt limited		mayur plant2					

5. Define Storage Location

Storage Location

Storage location is the sub-division of plant where the stocks are physically stored and maintained within a plant. Each storage location can have its own address within a plant. It is required to maintain at least one storage location for one plant.

Path – SPRO->Enterprise Structure->Definition->Materials Management ->Maintain storage location



6. Define Shipping Point

Shipping point

“Shipping point is a place or location where the goods and services are delivered to the customers”. Shipping point is an independent organizational unit in SAP SD module and it is responsible for processing inbound and outbound deliveries.

Path – SPRO->Enterprise Structure->Definition->Logistics Execution ->Define, copy, delete, check shipping point

New Entries: Details of Added Entries

This screenshot shows the configuration of a new shipping point. The top section displays basic information: Shipping Point (SPMH), Location, Country, Departure Zone, and Times (Factory Calendar set to IN - Factory calendar for India). Below this, under 'Determine Times', the loading time is specified as 6 days. The 'Det.Pick/Pack Time' section shows a pick/pack time of 6 working days. In the bottom section, form text names are mapped to print picking list fields, including Address Text Name, Letter Header Text, Text Name Foot.Lines, Text Name Greeting, and Text Name SDB Sender. The 'Transmission Medium' field is highlighted with a red border.

Form Text Names	Print Picking List
Address Text Name	Output Type
Letter Header Text	Message Language EN
Text Name Foot.Lines	Number of Messages 2
Text Name Greeting	Send Time 4
Text Name SDB Sender	Transmission Medium 1
	Subsystem

Change View "Shipping Points": Overview

This screenshot displays a list of shipping points. The table has two columns: 'Shipping Point' and 'Description'. The first entry, 'SPMH', is highlighted with a yellow background and a red border, indicating it is the current selection. Other entries include SPVD, TATA, V001, X000, X001, and X002, each with its corresponding description.

Shipping Point	Description
SPMH	AutoDirect Shipping pt
SPVD	Hyundai Shipping Point BRD
TATA	TATA SHIPPING POINT
V001	Shipping Point HH Central WH
X000	Shipping Point Dresden 00
X001	Shipping Point Dresden 01
X002	Shipping Point Dresden 02

Assignment

1. Assign Sales org to company code

Path – SPRO->Enterprise Structure->Assignment->Sales and Distribution->Assign Sales organization to company code

SOrg.	Name	CoCd	Company Name	Status
MHSO	AutoDirect Sales Org	AD22	AutoDirect Motors	
R100	Retail Germany	R100	IDES Retail GmbH	
R300	Retail USA	R300	IDES Retail INC US	

2. Assign Distribution channel to Sales Organization

Path – SPRO->Enterprise Structure->Assignment->Sales and Distribution->Assign Distribution channel to Sales organization

Assignment Sales Organization - Distribution Channel				
SOrg.	Name	DChl	Name	Status
MHSO	AutoDirect Sales Org	RC	Car	
MHSO	AutoDirect Sales Org	RA	Accessories	
<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		

3. Assign division to Sales organization

Path – SPRO->Enterprise Structure->Assignment->Sales and Distribution->Assign Division to Sales organization

New Entries: Overview of Added Entries				
Assignment Sales Organization - Division				
SOrg.	Name	Dv	Name	Status
MHSO	AutoDirect Sales Org	CP	Hyundai Verna	
<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		
<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		

4. Setup Sales Area

Path – SPRO->Enterprise Structure->Assignment->Sales and Distribution->Set up Sales area

New Entries: Overview of Added Entries				
Assignment Sales Org. - Distribution Channel - Division				
SOrg.	Name	DChl	Name	Status
MHSO	AutoDirect Sales Org	RC	Car	CP Hyundai Verna
MHSO	AutoDirect Sales Org	RA	Accessories	CP Hyundai Verna
<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>

5. Assign Sales Organization to Distribution channel to plant

Path – SPRO->Enterprise Structure->Assignment->Sales and Distribution->Assign sales organization –Distribution channel – plant

New Entries: Overview of Added Entries						
Assignment Sales Organization/Distribution Channel - Plant						
SOrg.	Name	DChCust/Mt	Name	Plnt	Name 1	
MHSO	AutoDirect Sales Org	RC	Car	MHSP		
MHSO	AutoDirect Sales Org	RA	Accessories	MHSP		
<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		

6. Assign Sales plant to company code

Path – SPRO->Enterprise Structure->Assignment->Logistics – General->Assign plant to company code

Display View "Assignment Plant - Company Code": Overview				
Assignment Plant - Company Code				
CoCd	Plnt	Name of Plant	Company Name	Status
AD22	MHSP	AutoDirect Sales Plant Mumbai	AutoDirect Motors	
AFCO	2457	Jafrabad jetty	AFCONS INFRASTRUCTURE LTD	
AFCO	2458	Chhota Jetty	AFCONS INFRASTRUCTURE LTD	

7. Assign Shipping point to plant

Path – SPRO->Enterprise Structure->Assignment->Logistics – Execution ->Assign shipping point to plant

Shipping Points -> Plants: Overview	
Plant	
	Shipping Points
MHSP	AutoDirect Sales Plant Mumbai
	SFMH AutoDirect Shipping pt
MULI	MULI
	0001 Old shipping point 0001

Prepare the system

1. Define common distribution channel and divisions

Common Distribution Channel and Common Division are maintained so that if any master data like customer or material maintained with respect to one distribution channel can be used in other DCh. It prevents the multiplication of master records.

Eg: A customer is created for say sales area 1000/20/00 then the same customer can be used in sales area 1000/30/00 if we maintain 20 as common distribution channel. Hence no need for extending the customers, the same for materials also.

Path – SPRO->Sales and Distribution->Master Data->Define Common Distribution Channels

Change View "Org.Unit: Dist.Channel per Sales Org.- Assign Master Data"							
SOrg.	DChl	Name	DCh-Conds	Name	DCh-Cust/Mt	Name	
MHSO	RA	Accessories	RA	Accessories	RA	Accessories	
MHSO	RC	Car	RC	Car	RC	Car	
R100	R1	GM store	R1	GM store	R1	GM store	
R100	R2	Supermarket	R1	GM store	R2	Supermarket	
R100	R3	Fashion	R3	Fashion	R3	Fashion	

Path - SPRO->Sales and Distribution->Master Data->Define Common Distribution Channels

Change View "Org.Unit: Divisions per Sales Org.- Assign Master Data":							
SOrg.	Dv	Name	DivCon	Name	DivCus	Name	
MHSO	CP	Hyundai Verna	CP	Hyundai Verna	CP	Hyundai Verna	
R100	R1	Retail	R1	Retail	R1	Retail	

2. Preparation of setting of sales order

Path - SPRO->Sales and Distribution->Sales ->Sales Documents->Sales Document header->Assign Sales Area to Sales Document types

Combine Sales organization

Change View "Sales Organizations - Assign Order Type": Overview				
SOrg.	Name	Ref. SOrg	Name	
MHSO	AutoDirect Sales Org	1000	Germany Frankfurt	
R100	Call Germany			
R300	Retail USA			

Combine Distribution channels

Change View "DistribCh by SalesOrg - Assign Order Type": Overview				
SOrg.	DChl	Name	RefDistCh.	Name
MHSO	RA	Accessories	10	Final customer sales
MHSO	RC	Car	10	Final customer sales
R100	<input checked="" type="checkbox"/>	GM store		
R100	R2	Supermarket		
R100	R3	Fashion		

Combine Division

Change View "Divisions by SalesOrg - Assign Order Type": Overview				
SOrg.	Div	Name	RefDivDoc	Name
MHSO	CP	Hyundai Verna	00	Cross-division
R100	<input checked="" type="checkbox"/>	Retail		

Master Data

Customer Master Data –

The customer master data contains the information about business transaction and how transactions are recorded and executed by the system. A Master contains the information about the customers that an organization uses to do business with them.

Customer Account Number							
Sales Organization MHSO							
SearchTerm	PostalCode	City	Name 1		Customer	DChl	Dv
			Name	Surname	Number	Category	SubCategory
MEGHA	400067	BORIVALI	MEGHA ENTERPRISE		2022007006	RC	CP
MOHAN	400068	BORIVALI	MOHAN VAIDYA		2022007012	RC	CP
RAM	400093	ANDHERI EAST	RAM SHRIVASTAV		2022007011	RC	CP
SUMAN	400093	ANDHERI	SUMAN SAXENA		2022007016	RC	CP
SUNAINA	400091	ANDHERI	SUNAINA JHA		2022007015	RC	CP
SUNANDA	400068	BORIVALI	SUNANDA TEJWANI		2022007013	RC	CP
SURESH	400091	ANDHERI	SURESH THAKKAR		2022007014	RC	CP
VANDANA	400093	ANDHERI EAST	VANDANA SHARMA		2022007001	RC	CP

Material Master Data –

SAP SD Material Master is a centrally shared data used by all logistics modules. Information captured in the Material Master record can be descriptive or can have functional control depending on the usage. This information can be maintained across several organization levels or can be maintained for specific organization level (e.g., plant, storage location, sales organization, etc.)

Display of Entries Found																				
Table to be searched		Plant Data for Material																		
Number of hits		19	Maximum no. of hits																	
Runtime	0	500																		
Material	Plant	Status	Pl	ValCat	B	MS	Valid from	ABC	Cri	PGr	UoI	MRPPr	Typ	MRPC	M=B	PDT	GRT	PI	A.scrap	LS
88	MHSP	VLBG	X														0	0	M	0.00
CAR	MHSP	VE									HPG						0	0	M	0.00
CLOTH	MHSP	ELBGV									HPG						0	0	M	0.00
COVER	MHSP	ELBGV									HPG						0	0	M	0.00
ENGINEOIL	MHSP	ELBGV									HPG						0	0	M	0.00
ENGINEOILS	MHSP	ELBGV									HPG						0	0	M	0.00
FLOORFORMAT	MHSP	ELBGV									HPG						0	0	M	0.00
GPS	MHSP	VLEBG									HPG						0	0	M	0.00
HYUNDAI Verna	MHSP	VEL									HPG						0	0	M	0.00
KEY	MHSP	VLEBG									HPG						0	0	M	0.00
PHONE	MHSP	VLEB									HPG						0	0	M	0.00
PURIFIER	MHSP	ELBGV									HPG						0	0	M	0.00
SHADE	MHSP	ELBGV									HPG						0	0	M	0.00
T-AS101	MHSP	VBG															0	0	M	0.00
T-AS102	MHSP	V															0	0	M	0.00
T-AS106	MHSP	VELBG									HPG						0	0	M	0.00
T-AS107	MHSP	VELBG									HPG						0	0	M	0.00
TEST11	MHSP	VDLBG									HPG		PD	444			5	0	M	0.00
VERNA	MHSP	DAVELB									HPG		PD	444			10	0	M	0.00
																	EX			

Pricing Condition master data –

SAP SD conditions master data is of vital importance. In conditions master data, you define pricing for the product or service you are selling to your customers. The maintenance of the pricing conditions master data determines your revenue and discounts.

Display Price (PR00) : Overview



Sales Organization: MHSO AutoDirect Sales Org
 Distribution Channel: RA Accessories
 Valid On: 05.05.2022

Material with release status

Material	Description	P..	Amount	Unit	per	U...	C..	S..	Valid From
CLOTH	Micro Fiber Cloth		70.00	INR		1PC	C		04.04.2022
COVER	Cover For Hyundai Verna		1,300.00	INR		1PC	C		04.04.2022
ENGINEOIL	Shell Engine Oil (1 Litre)		700.00	INR		1PC	C		04.04.2022
ENGINEOIL5	Shell Engine Oil (500ML)		350.00	INR		1PC	C		04.04.2022
GPS	GPS Navigator		4,700.00	INR		1PC	C		04.04.2022
KEY	Flip Key		340.00	INR		1PC	C		04.04.2022
PHONE	Phone Holder		250.00	INR		1PC	C		04.04.2022

Display Customer Discount (K007) : Overview



Sales Organization: MHSO AutoDirect Sales Org
 Distribution Channel: RA Accessories
 Division: CP Hyundai Verna
 Valid On: 05.05.2022

Division/Customer

Customer	Description	Amount	Unit	per	U...	C..	S..	Valid From
2022007001	Indana Sharma	10.000-%			A			13.04.2022
2022007006	Megha Enterprise	20.000-%			A			13.04.2022
2022007011	Ram Shrivastav	0.000 %			A			13.04.2022
2022007012	Mohan Vaidya	25.000-%			A			13.04.2022
2022007013	Sunanda Tejwani	50.000-%			A			13.04.2022

Output types –

In SAP SD Output Master Data, you can define how to communicate and send specific information to your customer, at what time, by what means and to which business partner of your customer. For example, a customer has sent you a request for quotation (RFQ). Upon receipt of the same, you create a quotation in the SAP SD module. Now, you want to send it to your customer quoting the price of the material along with the validity dates. This can be done using output documents.

For Sales

Display View "Output Types": Overview

Dialog Structure

- Output Types
 - Mail title and texts
 - Processing routines
 - Partner functions

Application V1

OutputType	Name
ZORD	Hyundai Sales Order
ZWWW	Internet order
ZZ00	

For Delivery

Display View "Output Types": Overview

Dialog Structure

- Output Types
 - Mail title and texts
 - Processing routines
 - Partner functions

Application V2

OutputType	Name
ZDEL	Delivery Note Hyundai
ZLD0	Every note
ZLD1	Delivery note
ZZ00	Invoice List

For Billing

Display View "Output Types": Overview

Dialog Structure

- Output Types
 - Mail title and texts
 - Processing routines
 - Partner functions

Application V3

OutputType	Name
FUSI	Shippers Let of Inst
HYIN	Hyundai Invoice
LR00	Invoice List

Customer Material Info Record –

Sometimes, customer refers to a material with a layman name (rather than technical name) in purchase order. Hence there is a need to map customer material name with our material code, this process is called Customer Material Info Record.

Display Customer Material Info Record: Overview Screen			
Customer	2022007006	Megha Enterprise	
Sales Organization	MHSO	AutoDirect Sales Org	
Distribution Channel	RA	Accessories	
Material no.	Description	Cust. material	
CLOTH	Micro Fiber Cloth	MICROFIBRE CLOTH	
COVER	Cover For Hyundai Verna	CAR COVER	
ENGINEOIL	Shell Engine Oil (1 Litre)	CAR ENGINE OIL 1 LIT	
ENGINEOIL5	Shell Engine Oil (500ML)	CAR ENGINE OIL 500 ML	
GPS	GPS Navigator	GPS NAVIGATOR	
KEY	Flip Key	FLIP KEY	
PHONE	Phone Holder	PHONE HOLDER	

Partner Determination

Partner function is two-character identification key that describes the people and organization with whom you do the business, and who are therefore involved in transaction.

New Entries: Overview of Added Entries					
Dialog Structure		Partner Functions in Procedure			
Part...	Part...	Name	N...	M...	
AD	SP	Sold-to party	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
AD	BP	Bill-to party	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
AD	PY	Payer	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
AD	SH	Ship-to party	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
AD			<input type="checkbox"/>	<input type="checkbox"/>	
AD			<input type="checkbox"/>	<input type="checkbox"/>	
AD			<input type="checkbox"/>	<input type="checkbox"/>	
AD			<input type="checkbox"/>	<input type="checkbox"/>	
AD			<input type="checkbox"/>	<input type="checkbox"/>	

Maintain Pricing procedure

Pricing procedure gives functionality to assign different calculation types for different requirements. Pricing procedure used to determine all conditions into one procedure where the sub-total finds for net amount.

Change View "Pricing Procedures: Determination in Sales Docs.": Overview										
	SOrg.	DChl	Dv	DoPr	CuPP	PriPr.	Pricing procedure	CTyp	Condition type	
MHSO	RA	CP A	1		RVAA01	Standard		PR00	Price	
MHSO	RA	CP C	1					R100	100% discount	
MHSO	RC	CP A	1		RVAA01	Standard		PR00	Price	
MHSO	<input checked="" type="checkbox"/>	CP C	1					R100	100% discount	
R100	R1	R1 A			VKP001	SPr	Pricing Branch IT	VKP0	Sales Price	

Account determination

Account determination is used to post the revenue, discount, taxes automatically to FI from SD.

Change View "Acct Key": Overview							
	A...	CndTy.	ChAc	SOrg.	ActKy	G/L Account	Provision acc.
V	<input checked="" type="checkbox"/>	FI	AD22	MHSO	AD2	4002	4002
V		KOFI	AD22	MHSO	ERL	4002	4002
V		KOFI	AD22	MHSO	ERS	4002	4002

Order-To-Cash Cycle Document flow of standard order

It is a business process that involves sales order from customers to delivery and invoice. It comprises SO, Delivery, Post goods Issue (PGI) and billing to customers.

Document Flow			
Status overview Display document Service documents Additional links			
Business partner 2022007001 Vandana Sharma			
Document	On	Status	
- Inquiry 0010000033	06.05.2022	Completed	
- Quotation 0020000064	06.05.2022	Completed	
- Standard Order 0000012731	06.05.2022	Completed	
- Delivery 0080015470	06.05.2022	Completed	
- Picking request 20220506	06.05.2022	Completed	
- GD goods issue:delvy 0100000440	06.05.2022	complete	
- Invoice (F2) 0090036778	06.05.2022		
- Accounting document 0000006044	06.05.2022	Not cleared	

OTC Cycle Document Flow of Cash Sale Order

Cash sales is an order type where customer orders to pick up and pay for the goods immediately. Immediate delivery will be activated for this type. We may post the cash to separate account for cash sales like petty cash account. There is no credit management activated for cash sales.

Document Flow			
Status overview Display document Service documents Additional links			
Business partner 2022007011 Ram Shrivastav			
Document	On	Status	
- Cash Sale 0000012683	19.04.2022	Completed	
- Cash Sale 0080015423	19.04.2022	Completed	
- Picking request 20220419	19.04.2022	Completed	
- GD goods issue:delvy 0100000366	19.04.2022	complete	
- Cash Sale 0090036711	19.04.2022		
- Accounting document 0000006004	19.04.2022	Cleared	

Rush Order Document Flow

In rush order, the order creation and delivery happen on the same day. The delivery is created automatically when the rush order is saved. The pick and PGI then happens. The billing document is created with respect to the delivery document.

Document Flow			
Status overview Display document Service documents Additional links			
Business partner 2022007011 Ram Shrivastav			
Document	On	Status	
- Rush Order 0000012684	19.04.2022	Completed	
- Delivery 0080015424	19.04.2022	Completed	
• Picking request 20220419	19.04.2022	Completed	
• GD goods issue:delvy 0100000367	19.04.2022	complete	
- Invoice (F2) 0090036712	19.04.2022		
• Accounting document 0000006005	19.04.2022	Not cleared	

Free of Charge Delivery

Free of charge delivery or subsequent delivery is made, when a customer is not satisfied with the products or the quantity of good is lesser when delivered. The company has to initiate a return as per the customer's request. In this delivery, customer is not charged for shipping of goods.

Document Flow			
Status overview Display document Service documents Additional links			
Business partner 2022007011 Ram Shrivastav			
Document	On	Status	
- Deliv.Free of Charge 0000012685	19.04.2022	Completed	
- Delivery 0080015425	19.04.2022	Completed	
• Picking request 20220419	19.04.2022	Completed	
• GD goods issue:delvy 0100000373	19.04.2022	complete	

Sales Returns

A sales return is merchandise sent back by a buyer to the seller. The return is usually because an excess quantity was either ordered or shipped, or due to defective goods.

Document Flow			
		Status overview	Display document
		Service documents	Additional links
Business partner 2022007011 Ram Shrivastav			
Document	On	Status	
- Standard Order 0000012686	19.04.2022	Completed	
- Delivery 0080015426	19.04.2022	Completed	
- Invoice (F2) 0090036713	19.04.2022		
- Returns 0060000112	19.04.2022	Completed	
- Credit for Returns 0090036714	19.04.2022		
- Accounting document 0000006007	19.04.2022	Not cleared	

Credit/Debit Memo Document Flow

Credit memo: A sales document created on the basis of a customer complaint. This reduces receivables in Financial Accounting.

Debit memo: A sales document created on the basis of a customer complaint. This increases receivables in Financial Accounting.

Document Flow			
Status overview Display document Service documents Additional links			
Business partner 2022007011 Ram Shrivastav			
Document	On	Status	
- Standard Order 0000012686	19.04.2022	Completed	
- Delivery 0080015426	19.04.2022	Completed	
- Picking request 20220419	19.04.2022	Completed	
- GD goods issue:delvy 0100000378	19.04.2022	complete	
- Invoice (F2) 0090036713	19.04.2022		
- Accounting document 0000006006	19.04.2022	Not cleared	
- Returns 0060000112	19.04.2022	Completed	
- Returns delivery 0084000044	19.04.2022	Completed	
- GD ret.del. returns 0100000381	19.04.2022	complete	
- Credit for Returns 0090036714	19.04.2022		
- Accounting document 0000006007	19.04.2022	Not cleared	
- Credit Memo Request 0060000113	20.04.2022	Completed	
- Credit Memo 0090036715	20.04.2022		
- Accounting document 0000006008	20.04.2022	Not cleared	
- Debit Memo Request 0070000084	20.04.2022	Completed	
- Debit Memo 0090036716	20.04.2022		
- Accounting document 0000006009	20.04.2022	Not cleared	

Consignment Order

Consignment Process is where product is stored at the customer location but the owner of this product is still company. Customer stores the consignment stock at their own a warehouse. Customer can consume product from warehouse at any time and customer billed for product for actually quantity consumes.

1. Consignment Fill-up

Consignment Fill-Up is a process, in which company store product at customer sites and still company is the owner of this product. This process is known as consignment fill up (CF).

In consignment fill up only order and delivery take place.

Document Flow		
Status overview Display document Service documents Add		
Business partner 2022007016 Suman Saxena		
Document	On	Status
▼ Consignment Fill-up 0000012688	21.04.2022	Completed
▼ Delivery 0080015428	21.04.2022	Completed
• Picking request 20220421	21.04.2022	Completed
• GI consgmt: lending 0100000383	21.04.2022	complete

2. Consignment Issue

The customer can access product at any time to sell or their use from their warehouse and company will issue invoices for only accessed product, and this invoice known as the consignment issue (CI).

Document Flow		
Status overview Display document Service documents Add		
Business partner 2022007016 Suman Saxena		
Document	On	Status
▼ Consignment Issue 0000012689	21.04.2022	Completed
▼ Delivery 0080015429	21.04.2022	Completed
• GI iss: cust.consgmt 0100000384	21.04.2022	complete
▼ Invoice (F2) 0090036718	21.04.2022	
• Accounting document 0000006010	21.04.2022	Not cleared

3. Consignment Returns

If customer return product due to damage, poor quality, expiry, then this process is called consignment return (CONR). Consignment return happens after consignment issue. i.e customer can return Consignment product; the product is issued to customer by Consignment issue process.

In consignment Return Order, Delivery, Invoices and Credit for return take place.

Document Flow			
Status overview Display document Service documents Additional links			
Business partner 2022007016 Suman Saxena			
 	Document	On	Status
	▼ Consignment Returns 0060000114	21.04.2022	Completed
	▼ Returns delivery 0084000045	21.04.2022	Completed
	• Goods movement 0100000385	21.04.2022	complete
	▼ Credit for Returns 0090036719	21.04.2022	
	• Accounting document 0000006011	21.04.2022	Not cleared

4. Consignment Pick-up

When a customer request to the company, to take back the product, the company will pack this product from customer sites, this process is known as Consignment Pickup (CP). In consignment pickup process, product is not issued to customer and only stored at customer warehouse as consignment stock.

Document Flow			
Status overview Display document Service documents Additional links			
Business partner 2022007016 Suman Saxena			
 	Document	On	Status
	▼ Consignment Pick-up 0060000115	21.04.2022	Completed
	▼ Returns delivery 0084000046	21.04.2022	Completed
	• GI consgmt:ret.delv 0100000386	21.04.2022	complete

Listing and Exclusion

- **Listing** – You can create a material list for specific customers, which allows those customers to order only those materials which are maintained in the list.

- **Exclusion** – You can also maintain an exclusion record for specific customers and this doesn't allow that customer to order those materials.

Display Listing (A001) : Fast Entry

Customer	2022007016	Suman Saxena
Valid On	21.04.2022	
Customer/Material		
Material	Description	
GPS	GPS Navigator	
KEY	Flip Key	

Display Exclusion (B001) : Fast Entry

Customer	2022007016	Suman Saxena
Valid On	21.04.2022	
Customer/Material		
Material	Description	
COVER	Cover For Hyundai Verna	

Rebate

Rebate agreement is a special agreement granted to the customer on a specific volume of sales over a specific period of time.

Document	On	Status
Standard Order 0000012696	22.04.2022	Completed
Delivery 0080015436	22.04.2022	Completed
Picking request 20220422	22.04.2022	Completed
GD goods issue:delv 0100000393	22.04.2022	complete
Invoice (F2) 0090036726	22.04.2022	
Accounting document 0000006018	22.04.2022	Not cleared

Document	On	Status
Rebate Cred Memo Req 0060000116	22.04.2022	Completed
Rebate Credit Memo 0090036727	22.04.2022	
Accounting document 0000006019	22.04.2022	Not cleared

2.3.12 Testing

Unit Testing

Unit testing is used to test the functionality of a SAP system and its various components. It is performed by domain and configuration experts who know the functionality of each unit in a system.

Example

Suppose the task is to create a sales order and save it. To perform unit testing for this task, the tester should know that the sales order can be saved using the SAP organization elements like customer master data, partner functions, material master data, company code, credit control area, sales organization, etc.

System Testing

System Testing involves the integration of elements of a SAP system to ensure that related SAP functionality are linked together in the development environment.

Example

If you say a cash flow for a quotation in an organization would show that a quote can be used to create a sales order, a delivery can be created and processed from the order, the delivery can be billed, the billing released to accounting, and a customer payment applied against the accounting invoice.

Each unit is tested like this and then the test results are combined using system testing.

Integration Testing

In this testing, testing data comes from a real data extraction source. Data is known to business end-users.

Integration testing is used to present that the business process, as designed and configured in SAP, runs using real-world data. In addition, the testing shows that the interface triggers, reports, workflows are working.

SAP Regression Testing

Regression testing is used to find new functionalities and to test previous functionalities in a system when it is upgraded or a new system is set up. The key role of regression testing is to test the existing functionality and newly updated configuration and codebase.

When you upgrade your SAP system or apply a patch, it shouldn't affect the functionality that is expected to be performed by the users. In addition, it should not affect the new features that are supposed to be introduced in a new release.

2.4 MONTHLY TASKS

Month	Work Done
January	1. Overview of ERP 2. Overview of SAP 3. Completed the first book of SAP SD did all the assignments which were there in the book.
February	1. Prepared functional specification for SmartForm. 2. Implemented the enterprise Structure in SAP SD. 3. Completed the second book of SAP SD did all the assignments which were there in the book.
March	1. Created the Master Data. 2. Resolved the integration errors 3. Completed the third book of SAP SD 4. Performed the OTC cycle successfully. 5. Added the document types in project.
April	1. Completed the 4 th book in SAP SD and did all the assignments which were there in the book. 2. Configured discounts and other pricing processes like rebate settlement. 3. Configured the document types like consignment order, rush order, cash sales order etc.

2.5 Challenges or difficulties faced during my assignments

1. Difficulties consolidating information (Poor Communication)

The SAP system will take you away from working with disparate, inefficient systems. Using multiple business solutions prevents an organization from being connected. Without tools such as Sap, it is easy for tasks to take much longer than necessary, resulting in a reduction in productivity and lost opportunities. The SAP system makes sure that there will be no delay in cross – departmental communication.

2. Struggle accessing data

Without the SAP system, SMEs may struggle to report on business performance in real-time. Inventing in a system means you can view and export reports based on the latest business information. SAP system hold all costs, marketing and sales data in one system so you can be sure reports are accurate and up to date. A disconnect within a business can quickly result in missed opportunities and slow decision – making, which is where the SAP system can be of assistance.

3. Limited information outside of the office

When away from the office, business require employees to have instant access to systems. A cloud-based SAP system gives you access to all business information anytime and from anywhere meaning employees always have access to real – time business insights.

3.CORPORATE CULTURE

Working Atmosphere

What I liked about the working atmosphere in the organization:

- At SI2 Tech there was a perfect balance between professional and friendly environment. All the people follow the discipline but at the same time, they enjoy doing the work.
- It was a stress-free environment and I learnt the value of mutual respect while working in the others.
- Employee development and career growth was encouraging by appreciating for good performance.
- There's not any kind of discrimination at SI2 Tech. People from different religious background work together and unity is maintained.
- Even if I used to come late sometimes also, I didn't even get scolded.

What I disliked about the working atmosphere in the organization:

- I didn't have any experience through which I can say that I disliked this thing in the organization. It is one of the best environments to start off career in SAP SD.

Culture within Organization

Culture within the organization is really good. All are very friendly and they are welcoming. Being an intern there still they treated me as a part of their own company and always respected me in every way. Helped me understanding new technologies and solved my queries. Company never treated me as a junior or an intern it always supported me and made me its part.

3.1 CULTURAL NORMS

- Confidentiality**

They expected every employee to maintain confidentiality of their working details on projects as well as all the client details.

- Teamwork:**

They believe in teamwork as on one project there is not going to be a single person handling the whole project, so there's no 'I' in the teamwork only 'we'.

- Regularity:**

They expect every employee of the organization to be regular about office timings and given work assignments.

- Maintain Document:**

Preserving the Document and its readability is one of the important things inside any organization. SI2 Tech uses MS Excel and MS Word file for documentation. It enforces to make regular documentation of even smallest assignment. So that in case of contingencies, it becomes easy to review and do necessary changes.

- Testing:**

Before integration with other module in SAP, the individual functions should be tested properly.

- Continuous self-learning**

Everyone was expected to explore and continuously learn new things that are out in the market and use the latest technologies.

- One can't take leave without informing.**

CULTURAL NORMS THAT WERE PICKED BY ME

- I used to stay back at the office until the work was completed.
- I didn't take leave without informing my guide.
- I learnt to be more self-dependent and confident. SI2 tech provided me with such an atmosphere that I realized my innate talent and skills.
- Working with SI2 Tech created a deeper sense of responsibility in me. It helped me in creating new skills that will help me in future development.
- I learnt to prioritize and plan my weekly and daily workload which helped me in working efficiently.
- Maintaining work quality.
- Understanding Functional requirements: - for a functional consultant, the primary thing is to understand customer perspective and his needs. The Design should be minimalistic yet customizable, opinionated yet sober. That's what makes a great Business flow.
- I got to know how important a good communication skill is either with a client or other person in the office. It makes work run smoother and avoids misunderstandings and delays at work due to lack of communication.

3.2 Insights gained about corporate culture that I will take into consideration when searching for full time employment

- Managing time effectively.
- Every employee of the company should be equally respected, and give respect to all the employees, no matter whatever stress anyone is going through. And also give respect to all kinds of works from design level to development level.
- Before implementing any Business, a proper plan should be prepared. Requirements must be analyzed properly.

4.COMMUNICATION

COMMUNICATION

4.1 Ways in which I communicated within the organization

Communication within the organization:

To communicate between the staff and senior heads there was:

- One-to-one communication
- Group discussions
- Mobile conversation (if required)
- WhatsApp
- Email
- MS Teams

4.2 Example of good communication skills utilized by the employees

At SI2 Tech everyone tries to maintain good communication skills whether they are dealing with any organization or any client or any other employee. All my ideas and views were respected and welcomed positively by all team members. I was guided well understanding, enterprise architectures, their working and also explained many business processes. All my work was appreciated well. In fact, every employee is a good listener and every new idea are always taken into consideration.

4.3 Methods to improve the effectiveness of communication within the organization

At SI2 Tech, communication skills are really good but some or the other time some points are missed out, it's natural but still if they work on, they will be best in communication.

5. CAREER REFLECTIONS

5.1 How is the internship related to our field of study?

- As an intern, I performed the role of SAP SD Trainee. My internship at SI2 Tech provided me with the bridge between what I had learned in college, and how they came to be used in real life.
- Learning how to express my opinion constructively in the work setting, and knowing that the others respected my opinions, and took my advice. This was a way in which I could gain invaluable experience for my future career pursuits.
- I felt like I was doing work that had little impact on people, and that made me all passionate about the work that I was doing. It also broadened my options for my career in the near future.

5.2 Conclusion drawn regarding my future career goals

My primary objective is to become a successful SAP SD Consultant. However, my long-term objective is to do a job in the finest companies. My internship at SI2 tech helped me to realize the capability in this field and also my interest in this field. I got opportunity to again explore new technologies and make myself work like a pro in that. Lots of time, energy and resources are saved while working on new, enhanced technologies.

Nothing is better than getting your hands-on new technologies.

6. CONCLUSION

- The internship was like a prelude to our future professional career as I was giving a chance to go through the major roles and I hope that will give up flip to our professional careers, making them more enjoyable, owing to the greatest of experience and exposure we availed through the entire internship span, and the energy I spent for accomplishment of the different assignment in the internship.
- Having hands on the experience in the current industry std based system Architecture is the opportunity which I would have not missed in the span of my academic year.
- Watching my work into production made me more enthusiastic about work. The company has given me opportunity to work as a full-time employee at their office after the internship.
- It was my pleasure to work under such exceptional people in SI2 tech.
- Yes, I would definitely recommend other students to undergo internship or job at SI2 Technologies Pvt. Ltd. as it provides a warm and welcoming atmosphere to a person who really wishes to work whole heartedly and ready to explore new technologies.

7. BILBLIOGRAPHY

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