



Sales and Distribution (SD) Overview

Objective



- เพื่อให้ทราบโครงสร้างของระบบการขาย/บริการ และการจัดลำหน่ายของโปรแกรม SAP
- เพื่อให้ทราบถึงพังก์ชั่นงานที่มีอยู่ในระบบการขาย/บริการ และการจัดลำหน่ายของโปรแกรม SAP
- เพื่อให้ทราบถึงรายละเอียด และความรับผิดชอบต่อข้อมูลหลัก(Master)
- เพื่อความเข้าใจในภาพรวมและการเชื่อมโยงระหว่างระบบการขาย/บริการและการจัดลำหน่ายกับระบบงานอื่นที่เกี่ยวข้อง(Integration Module)

Agenda



ภาพรวมของระบบการขายใน SAP



โครงสร้างของระบบ SAP ด้านการขาย (Organization Structure)



ประเภทของมูลในระบบ SAP ด้านการขาย (Master Data)



พัฒนาในระบบกระบวนการขาย (Sale Processing)

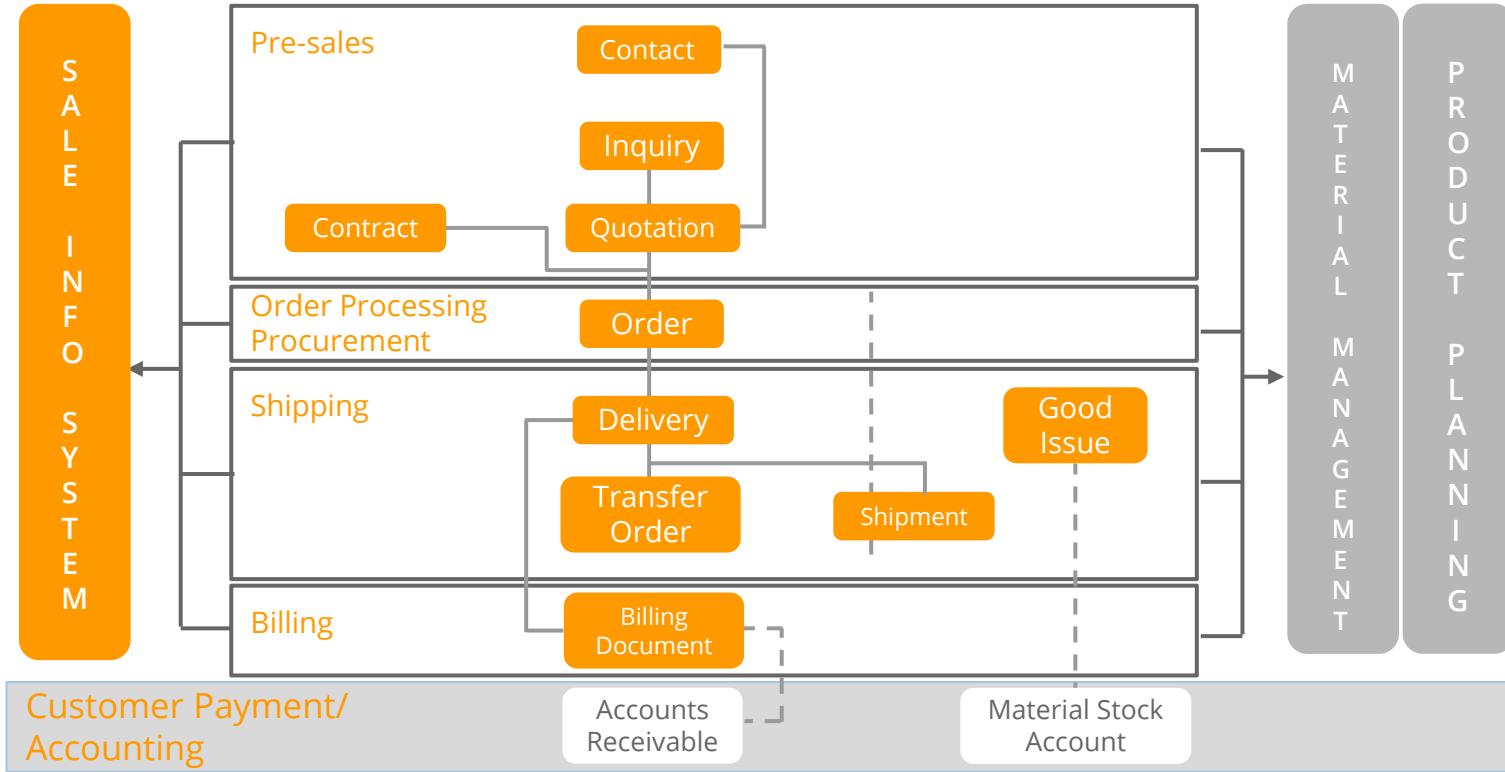
การรวมของระบบการขายใน SAP





SD Process Overview

Pre-sales



โครงสร้างของระบบ SAP ด้านการขาย (Organization Structure)



Sales Organization Structure for Domestics

Sales Organization

គឺ អង្គភាពក្រសួង
ដែលត្រូវបានរៀបចំ
ដើម្បីជាមួយតាមតម្លៃ
និងសេវាដែលផ្តល់ទៅ

**Distribution Channel**

គឺ ជំនាញដែលផ្តល់ទៅ
អង្គភាពក្រសួង

**Division**

1000
Domestics

10
Direct

11
Dealer (B2B)

12
Agent (B2C)

20
Retail
Shop/Branch

00
Common
(Taxable)

10
Tax
Exempt

Sales Organization Structure for Online

Sales Organization
គឺ អង្គភាពក្រសួងដែល
មានអាជីវកម្មលើផលិតផល
និងបរិភេទ



Distribution Channel
គឺ ជំនាញដែលផ្តល់
ផលិតផលទៅអ្នកប្រើបាយ



Division

1000
Domestics

30
E-Commerce

31
M-Commerce

32
S-Commerce

40
Marketplace

00
Common
(Taxable)

10
Tax
Exempt

Sales Organization Structure for Export

Sales Organization

គឺ អង្គភាពក្រសួង
ដែលត្រូវបានរៀបចំ
ដើម្បីផ្តល់ជូនសិទ្ធិ
និងសេវាដល់

**Distribution Channel**

គឺ ជាមួយនឹងក្រសួង
ដែលត្រូវបានរៀបចំ
ដើម្បីផ្តល់ជូនសិទ្ធិ

**Division**

Sales Organization Structure for Service and Other

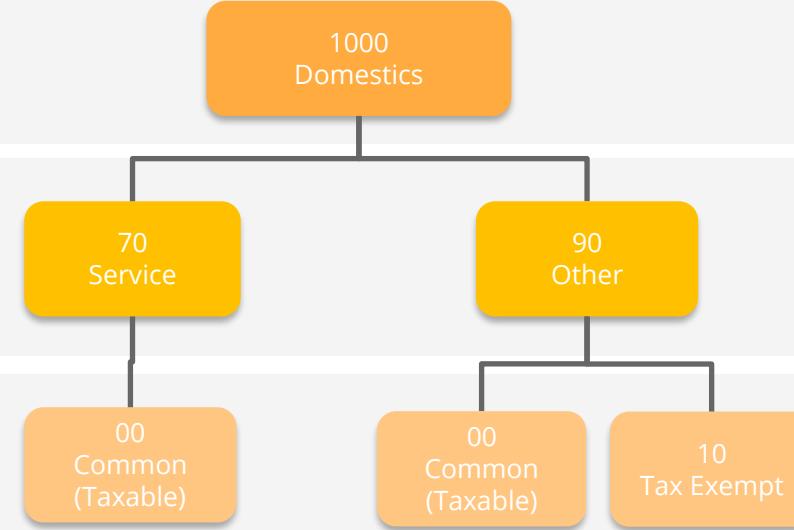
Sales Organization
គឺ អង្គភាពក្រសួង
ដែលត្រូវបានរៀបចំ
ដើម្បីផ្តល់ជូនលិខិតុយ
និងសេវាដល់



Distribution Channel
គឺ ជំនាញផ្ទៃជាមួយ



Division





Distribution Channel



1

ที่ทำหน้าที่อธิบาย
ช่องทางที่จะส่งสินค้า
และ บริการไปยังลูกค้า
เช่น ขายส่ง, ขาย
ปลีก, ขายทาง
อินเตอร์เน็ต เป็นต้น

2

เป็นตัวแปรในการ
กำหนดข้อมูลหลักราคา

3

เป็นเงื่อนไขในการ
ออกรายการขาย

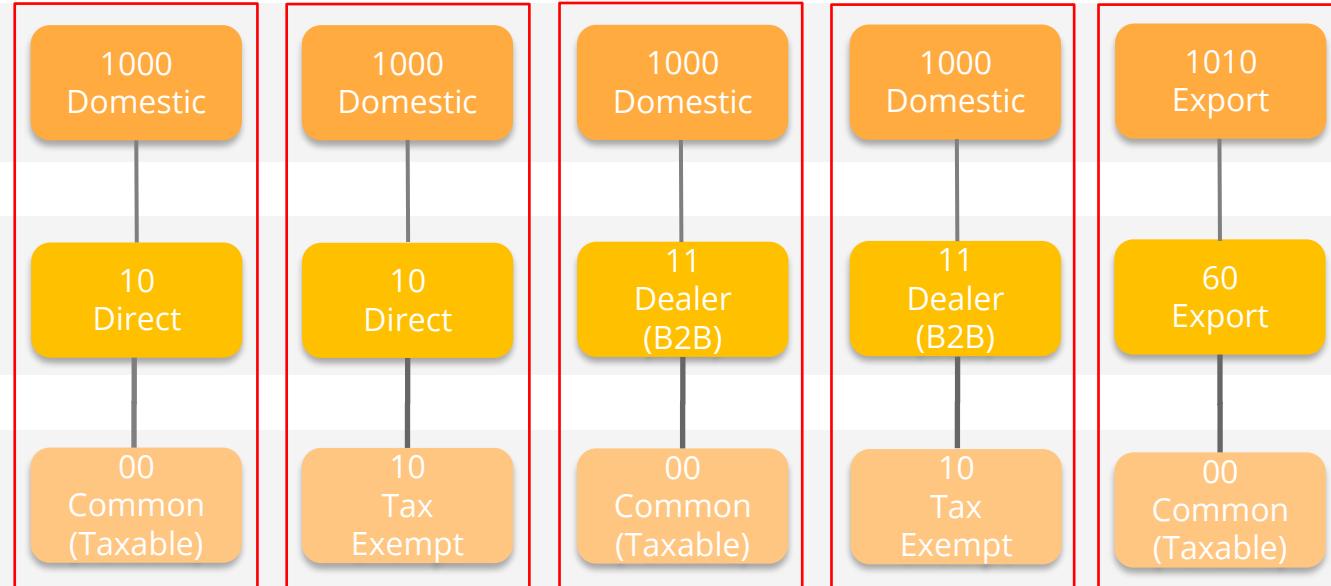
4

ใช้กำหนดข้อมูลหลัก
ต่างๆ เช่น ลูกค้า สินค้า
แยกตามมุมมองการ
ขาย

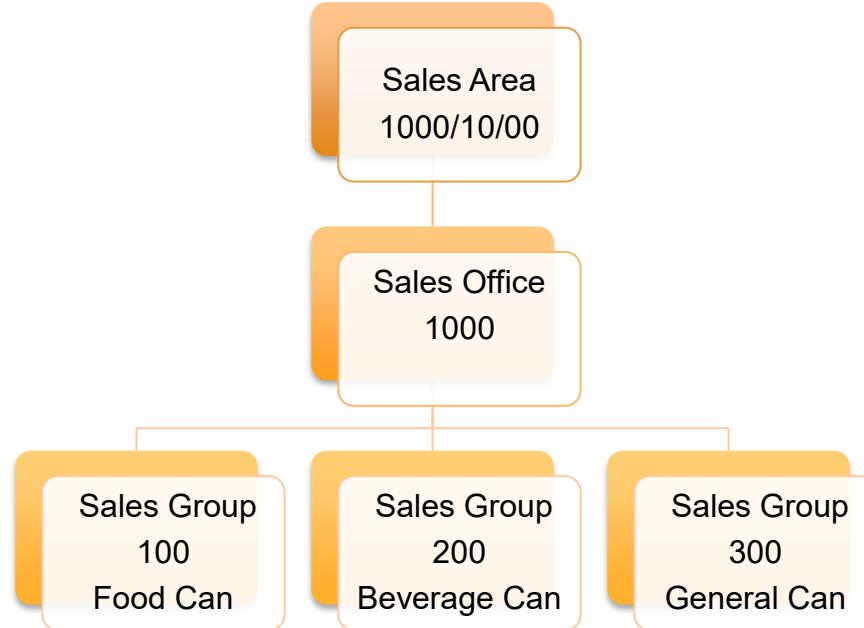


Sales Area : Sale Org:DChl:DV

Sales Organization
คือ หน่วยองค์กรที่มี
หน้าที่จำหน่ายสินค้าและ
บริการ



Internal Sales Organization Structure





สำนักงานขาย (Sales Office)

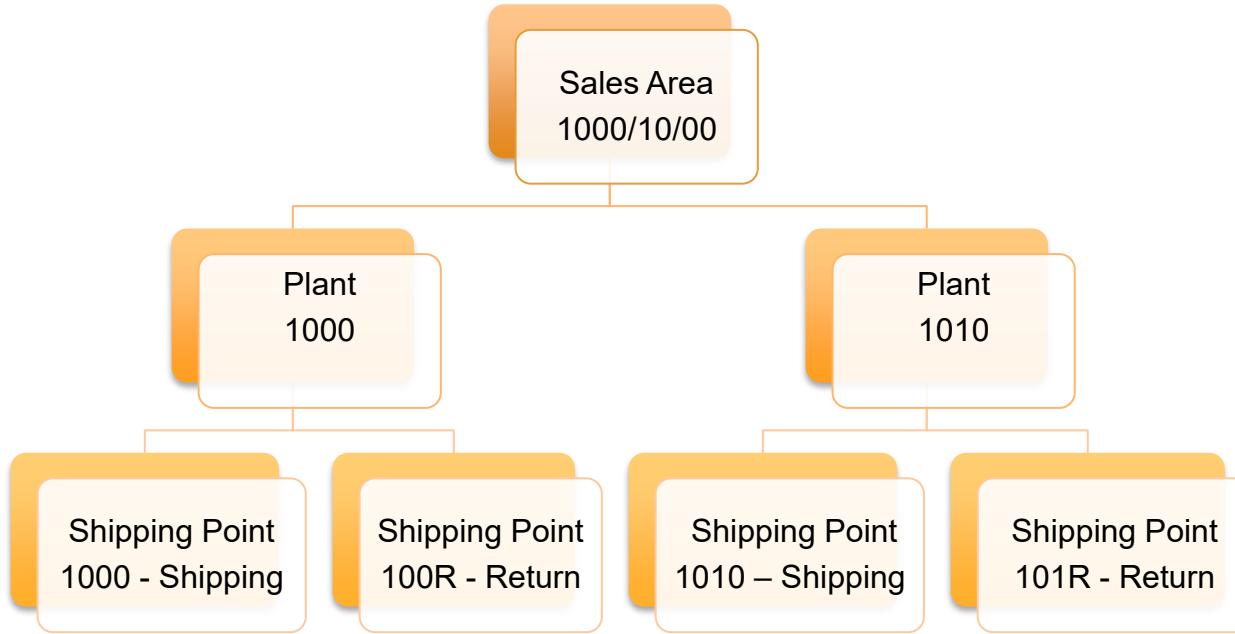
- หน่วยองค์กรที่เป็นสำนักงานขาย สามารถใช้จัดกลุ่มข้อมูลอกรายงาน
- สามารถใช้เป็นเงื่อนไขในการจัดกลุ่มการขาย



กลุ่มการขาย (Sales Group)

- หน่วยองค์กรทำหน้าที่เป็นหน่วยย่อยของสำนักงานขาย สามารถใช้จัดกลุ่มข้อมูลอกรายงาน
- สามารถอยู่ภายใต้สำนักงานขายได้มากกว่า 1 แห่ง
- สามารถใช้เป็นเงื่อนไขในการจัดกลุ่มและกรองข้อมูลเอกสารใบสั่งขาย
- สามารถนำไปกำหนดในข้อมูลหลักลูกค้าเพื่อจำแนกกลุ่มพนักงานขายที่รับผิดชอบ

Shipping Structure



ประเภทของมูลในระบบ SAP ด้าน การขาย (Master Data)



SD Master Data Overview



Detailed information about customers, material and business partners



Flexible data structures that support the business environment

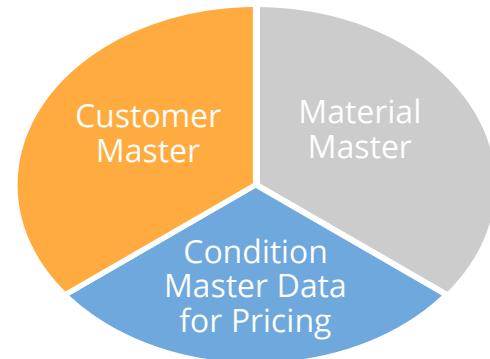


Specialized master data to support sales order processing



SD master data:

1. Customer Master
2. Material Master
3. Condition Master Data for Pricing



Customer Master Data

General data

Relevant for sales and distribution and accounting

Valid for:

all organizational units



General data

- ที่อยู่ (Address)
- ควบคุมข้อมูล (Control data)
- ข้อมูลการติดต่อ (Contact data)

Company code data

Relevant for accounting

Valid for:

Company Code



Company data

- การจัดการบัญชี (Account Management)
- การทำธุรกรรมการชำระเงิน (Payment transaction)
- การบันทึกบัญชี (Reconciliation account)

Sales area data

Relevant for sales and distribution

Valid for:

Sales Organization,
Distribution Channel,
Division



Sales Area data

- การขาย (Sales)
- การส่งสินค้า (Shipping)
- คู่ค้าทางธุรกิจ (Partner function)

Display Organization : 68100002

Menu ▾ Locator On/Off Person Organization Group Open BP Switch Between Display and Change Relationships Settings Services for Object ▾ Exit

Business Partner: 68100002 Inlandskunde TH 2 / Bangkok, KrungThep Mahanakorn

* Display in BP Role: Business Partner (Gen.)

Address Address Overview Identification Control Payment Transactions Status Where-Used List Technical ID

Name

Title: Company

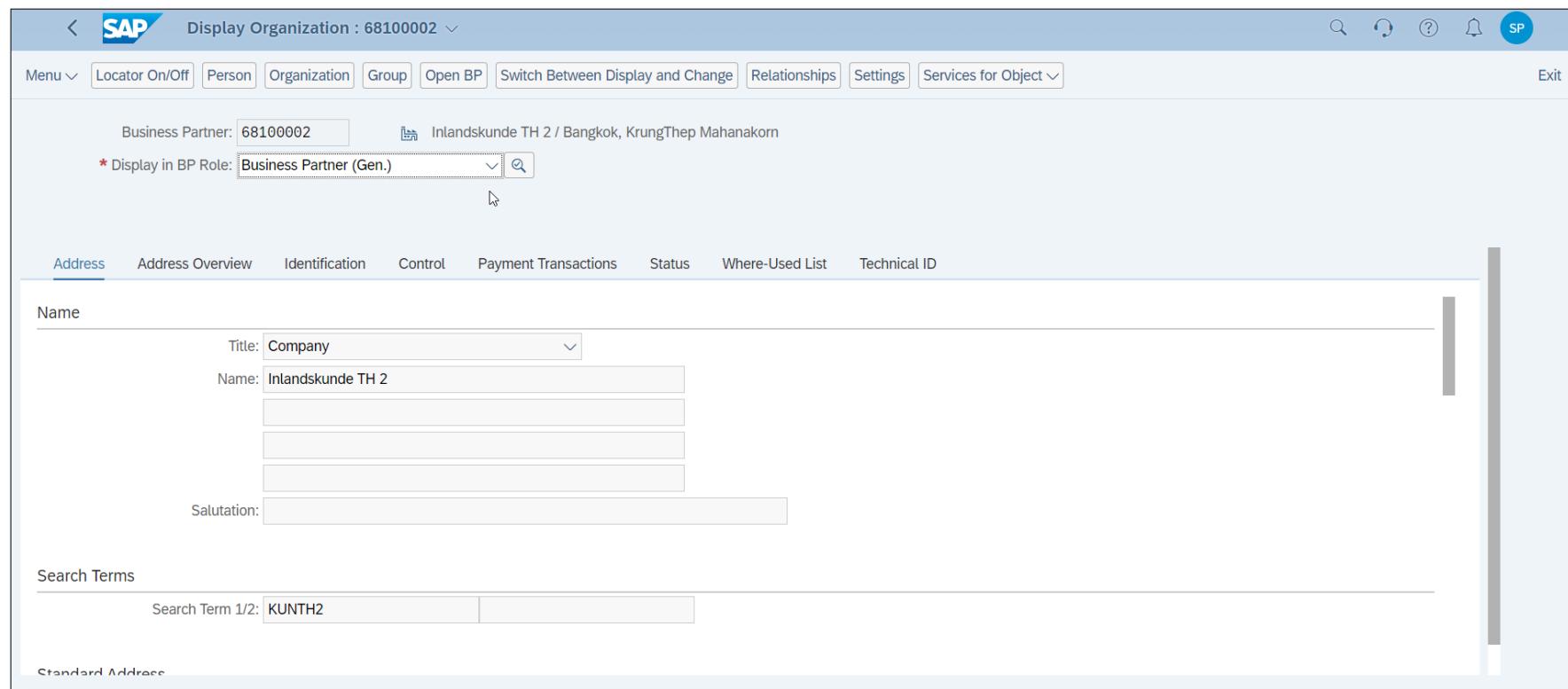
Name: Inlandskunde TH 2

Salutation:

Search Terms

Search Term 1/2: KUNTH2

Standard Address



ทะเบียนลูกค้า (Customer Master Data)

SAP Display Organization: 68100002, role Customer

Menu ▾ Locator On/Off Person Organization Group Open BP Switch Between Display and Change General Data ETM Data Additional Data

Business Partner: 68100002 Inlandskunde TH 2 / Bangkok, KrungThep Mahanakorn
* Display in BP Role: Customer

Sales Area

Sales Org.: 6810	TH Sales Org.	<input type="button" value="Sales Areas"/>
Distr. Channel: 10	Distribution Channel	<input type="button" value="Switch Area"/>
Division: 00	Division	

Orders Shipping Billing Partner Functions Additional Data Status Customer: Texts Documents Transport Data

Order

Sales District:	<input type="text"/>
Customer Group:	01 Customer Group 01
Sales Office:	<input type="text"/>
Sales Group:	<input type="text"/>
Authorization Group:	<input type="text"/>

SAP Display Organization: 68100002, role Customer (Fin.Accounting)

Menu ▾ Locator On/Off Person Organization Group Open BP Switch Between Display and Change General Data ETM Data

Business Partner: 68100002 Inlandskunde TH 2 / Bangkok, KrungThep Mahanakorn
* Display in BP Role: Customer (Fin.Accounting)

Company Code

Company Code: 6810	TH Company Code	<input type="button" value="Company Codes"/>
Customer: 68100002		<input type="button" value="Switch Company Code"/>
Supplier:		

Customer: Account Management Customer: Payment Transactions Customer: Correspondence Customer: Insurance

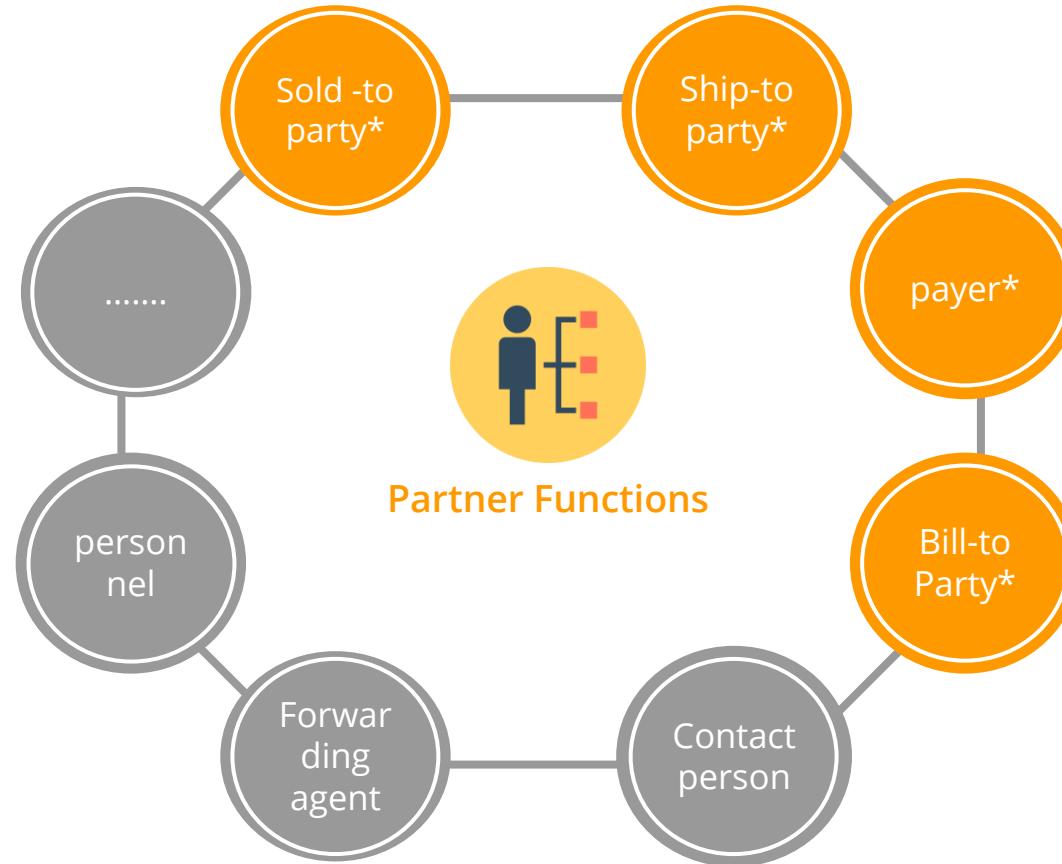
Account Management

Reconciliation Acct:	12100000 Receivables Domestic
Head Office:	<input type="text"/>
Sort Key:	009 External doc.number

Partner Functions Overview

- Business partner functions in SAP are used to define the rights and responsibilities of each business partner in a business transaction
- Partner functions are assigned when you create a master record for a business partner

Business partner	Description
Sold To Party	Contains data on sales, such as the assignment to a sales office or a valid price list
Ship To Party	Contains data for shipping, such as unloading point and goods receiving hours
Bill to Party	Contains the address and data on document printing and electronic communication
Payer	Contains data on billing schedules and bank details



< SAP Display Organization: 68100002, role Customer ▾

Menu ▾ Locator On/Off Person Organization Group Open BP Switch Between Display and Change General Data ETM Data Additional Data, PRA General

Business Partner: 68100002 Inlandskunde TH 2 / Bangkok, KrungThep Mahanakorn

* Display in BP Role: Customer

Sales Area

Sales Org.: 6810	TH Sales Org.	Sales Areas
Distr. Channel: 10	Distribution Channel	Switch Area
Division: 00	Division	

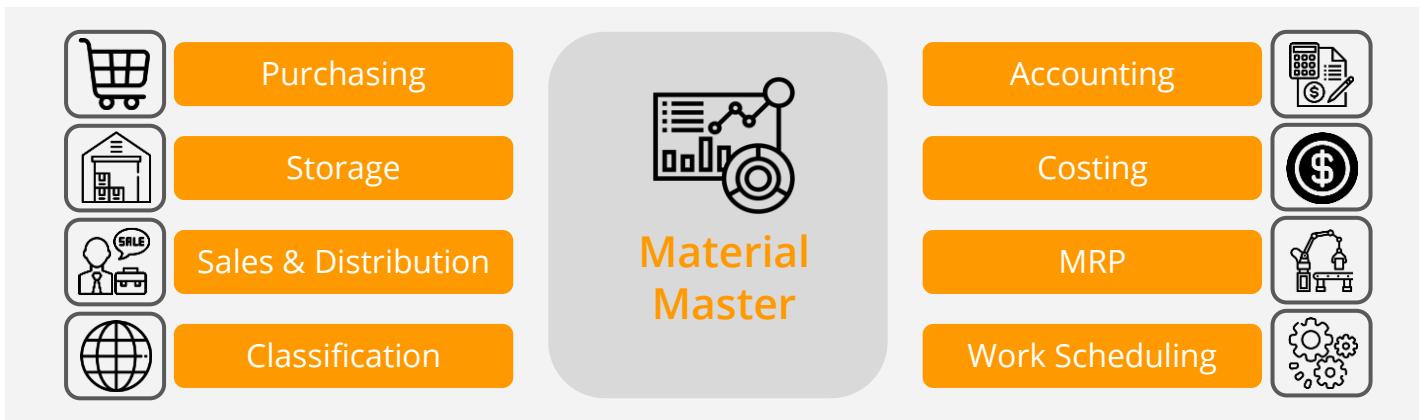
Orders Shipping Billing Partner Functions Additional Data Status Customer: Texts Documents Transport Data

Partner Functions

	PR	Partner Functn	Number	Assigned BP	Descript.	Partner Description	Def	
<input type="radio"/>	SP	Sold-to Party	68100002	68100002	Inlandskunde TH 2		<input checked="" type="checkbox"/>	
<input type="radio"/>	BP	Bill-to Party	68100002	68100002	Inlandskunde TH 2		<input type="checkbox"/>	
<input type="radio"/>	PY	Payer	68100002	68100002	Inlandskunde TH 2		<input type="checkbox"/>	
<input type="radio"/>	SH	Ship-to Party	68100002	68100002	Inlandskunde TH 2		<input type="checkbox"/>	
<input type="radio"/>								

Material Master Overview

- Material Master contains descriptions of all materials procured and stocked by an enterprise
- Is the central repository of information on materials for the enterprise
- Integrates material data into a single database used by engineering, sales & distribution, purchasing, accounting, and other departments



Material Master View

- Some material data is valid for all organizational levels, while some is only valid for certain levels.
- The material master is designed to reflect the structure of the enterprise so that the material data can be managed centrally, without overloading with redundant information.



Company Code data

- Data that is valid for the whole company
- For example, material number, material short text, material group, and units of measure.



Sales Org Data

- Data that is valid for one sales org
- For example, shipping data, packing data, and delivering plant information.



Storage Location Data

- Data that is valid for one storage location
- For example, storage bin description, picking area, and quantity on hand in the storage location

Material Master Sales Related Data



SAP Display Material (Initial Screen) ▾

Menu Org. Levels

* Material: TG0011

Organizational Levels

Plant: 6810
Storage Location:
Valuation Type:
Sales Organization: 6810
Distribution Channel: 10
 Organizational Levels/ Profiles Only on Request

Select View(s)

View

Basic Data 1
 Basic Data 2
 Sales: Sales Org. Data 1
 Sales: Sales Org. Data 2
 Sales: General/Plant Data
 Extended SPP Basic Data
 International Trade: Export
 Sales Text
 Purchasing
 International Trade: Import
 Purchase Order Text
 MRP 1
 MRP 2
 MRP 3
 MRP 4
 Advanced Planning
 Extended SPP

View selection only on request

Select View(s) Default Setting

SAP Display Material TG0011 (Material general) ▾

Menu ▾ Other Material Additional Data Org. Levels Services for Object ▾

Basic data 1 Basic data 2 Sales: sales org. 1 Sales: sales org. 2 Sales: General/Plant Ext. SPP Basic Data

Material:	TG0011	i
Descr.:	Trading Good 0011,PD,Regular Proc.	68
Sales Org.:	6810	TH Sales Org.
Distr. Chl:	10	Distribution Channel

General data

Base Unit of Measure:	PC	Piece	Division:	00	Division
Sales Unit:			Sales unit not var.:	<input type="checkbox"/>	
Unit of Measure Grp:			Valid from:		
X-distr.chain status:			Valid from:		
DChain-spec. status:					
Delivering Plant:	6810	TH Plant			
Material Group:	L001	Trading Materials			
Cash Discount:	<input type="checkbox"/>		Conditions		

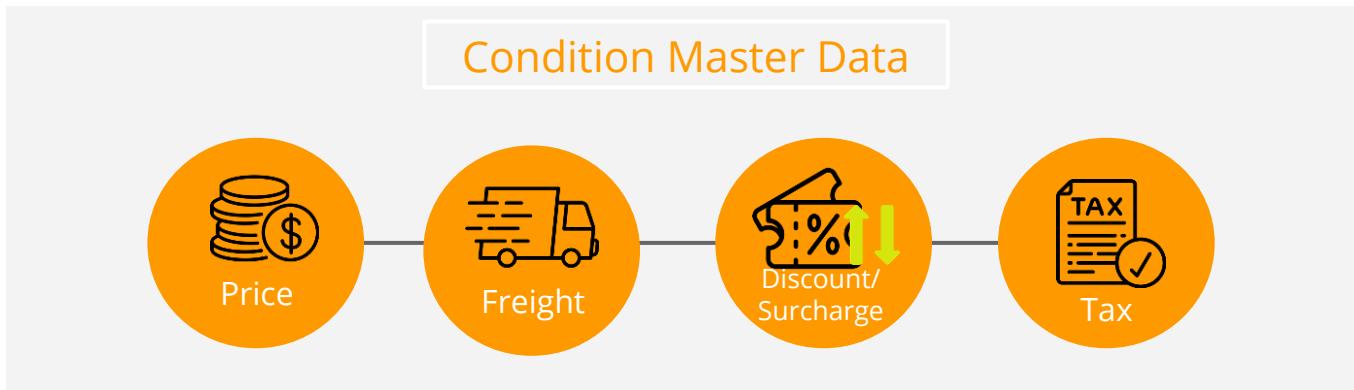
Tax data

De...	Departure Ctry/Reg.	Tax ...	Tax Condition Type	T... Tax classification	
TH	Thailand	TTX1	Output Tax	1 Full tax	

SD Master Data - Condition Master Data for Pricing

Pricing Overview

The term pricing is used broadly to describe the calculation of prices (for external use by customers or vendors) and costs (for internal purposes, such as cost accounting). Conditions represent a set of circumstances that apply when a price is calculated.



SAP Manage Prices - Sales

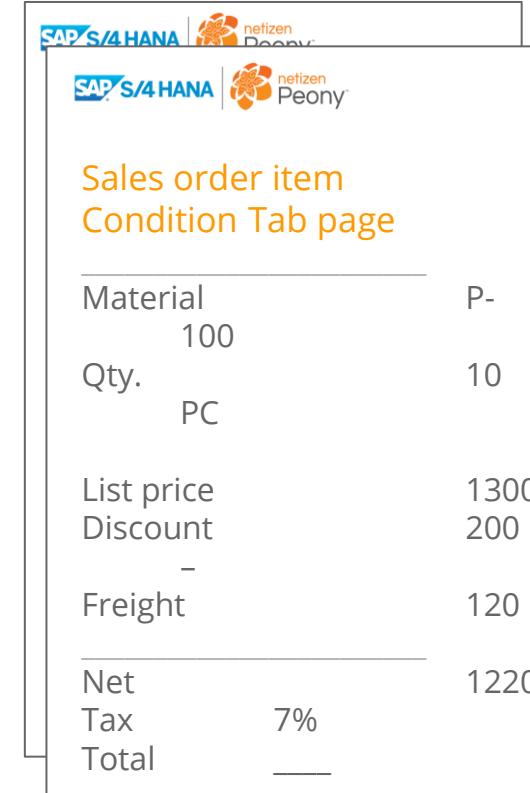
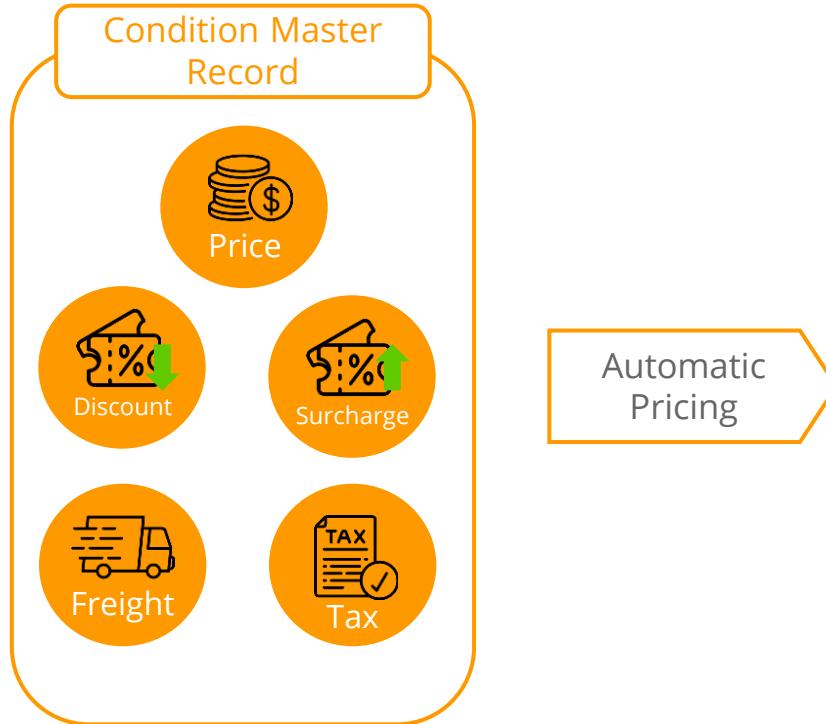
Standard*

Editing Status: All Filter Method: Condition Type: Price (PPRO) Key Combination: Material with rel... Valid On: Condition Record No.: Approval Request ID:

Release Status: Sales Organization: Distribution Channel: Product: Go Adapt Filters (4)

Condition Records (43)

	Condition ...	Condition Table	Sales Organization	Distribution Channel	Product	Valid From	Valid To	Condition Amount or Ra...	Pricing Unit	Release Status	
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	ELECTRIC FAN (FG011)	05.09.2023	31.12.9999	8.980,00 THB	1 PC	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	SEMI35 – Assembly Unit 1 (2T) (SG35)	05.09.2023	31.12.9999	6,17 THB	1 PC	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	Service Part (Defined) (SRV_04)	05.09.2023	31.12.9999	538,80 THB	1 EA	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	Stock Service Part w. Serial No. Profile (SRV_...	05.09.2023	31.12.9999	657,00 THB	1 PC	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	Stock Service Part (SRV_05)	05.09.2023	31.12.9999	484,92 THB	1 PC	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	Service Bundle Fixed Price (SRV_BUNDLE_01)	05.09.2023	31.12.9999	6.465,60 THB	1 EA	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	Service Expense (SRV_02)	05.09.2023	31.12.9999	538,80 THB	1 EA	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	Service (SRV_01)	05.09.2023	31.12.9999	1.257,20 THB	1,000 HR	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	FIN6200, MTO-PI, PD, Batch (FG6200)	05.09.2023	31.12.9999	25.575,04 THB	1,000 KG	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	FIN20A,MTS-DDMRP,PD (F-20A)	05.09.2023	31.12.9999	3.592,00 THB	1 PC	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	SEMI201,MTS,D1,Subassembly (S-201)	05.09.2023	31.12.9999	538,80 THB	1 PC	Released	>
<input type="checkbox"/>	Price (PP...	Material with release stat...	TH Sales Org. (6810)	Distribution Channel (10)	FIN10B,MTS-DDMRP,PD (F-10B)	05.09.2023	31.12.9999	1.796,00 THB	1 PC	Released	>



SAP S/4HANA | netizen Peony

SAP S/4HANA | netizen Peony

Sales order item Condition Tab page

Material	P-
100	
Qty.	10
PC	
List price	1300
Discount	200
-	
Freight	120
Net	1220
Tax	7%
Total	

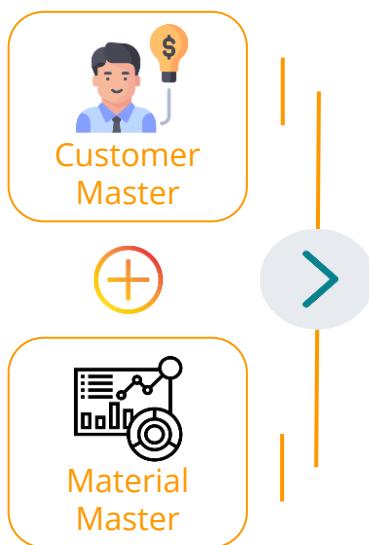
SD Master Data-Customer material Info

SAP S/4HANA

netizen
Peony

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- The Customer-Material Info record links a customer material number to a specific material.
- By using a Customer Master Info Record, the customer can order their part number and SAP will do the translation to our own part number.
- The Customer-Material Info Record also allows specific shipping and other information to be stored in SAP.



The screenshot shows the SAP S/4HANA interface for Customer - Material Information. At the top, the SAP S/4HANA logo and the netizen Peony logo are visible. The main title is "Customer - Material Information". Below the title, there are two tables of data:

Customer	2500
Sales organization	6810
Distribution channel	10

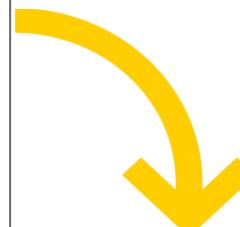
Material	specific data	Description	Customer
P-100	Pumpe		S3000H
P-200	Pumpe (QM)		S400
P-101	Pumpe PRECISION 101		R111



Customer – Material Information

Customer – Material Information		
Customer	2500	
Sales organization	6810	
Distribution channel	10	
Material	Description	Customer
specific data		
P-100	Pumpe	S3000H
P-200	Pumpe (QM)	S400
P-101	Pumpe PRECISION 101	R111

Purchase order		
Cust.	2500	
PO no.	2006-1A	
Item		
1	S400	
2	R111	

Sales Order		
Sold – to party		2500
Ordering		
Item	Cust.mat.info	
	Material	
1	S400	
2	R111	



< SAP Manage Customer Materials ▾

Standard ▾

Editing Status: Customer Material: Customer: Product: Sales Organization: Distribution Channel:

Search  All  Customer  Product  Sales Organization  Distribution Channel  Go Adapt Filters

Customer Materials (5) Standard ▾ Create Delete      ...

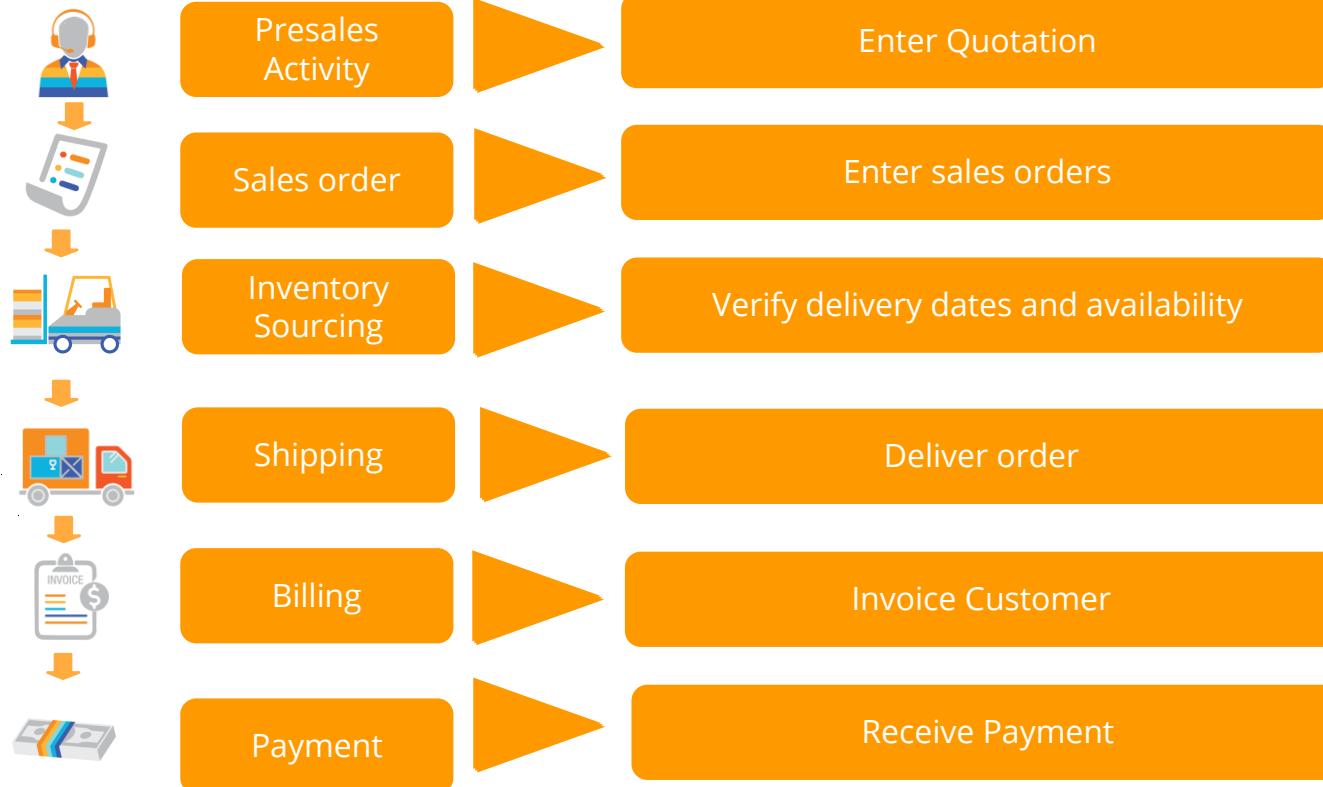
Customer Material	Customer	Product	Sales Organization	Distribution Channel	Search Term	
<i>Unnamed Object</i> ELECTRIC_FAN	Inlandskunde TH 1 68100001	ELECTRIC FAN FG011	TH Sales Org. 6810	Distribution Channel 10		
<i>Unnamed Object</i> HANACT1	Inlandskunde TH 1 68100001	Trad.Good 12,Reorder Point,Reg.Trad. TG12	TH Sales Org. 6810	Distribution Channel 10		
<i>Unnamed Object</i> CUS_TH_TG11	Domestic Customer TH 9 68100009	Trad.Good 11,PD,Reg.Trading TG11	TH Sales Org. 6810	Distribution Channel 10		
<i>Unnamed Object</i> TG0011	Inlandskunde TH 80 68100080	Trading Good 0011,PD,Regular Proc. TG0011	TH Sales Org. 6810	Distribution Channel 10		
<i>Unnamed Object</i> SG35	Inlandskunde TH 11 68101011	SEMI35 – Assembly Unit 1 (2T) SG35	TH Sales Org. 6810	Distribution Channel 10		

พัฒนาในระบบกระบวนการขาย (Sale Processing)

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Contents :

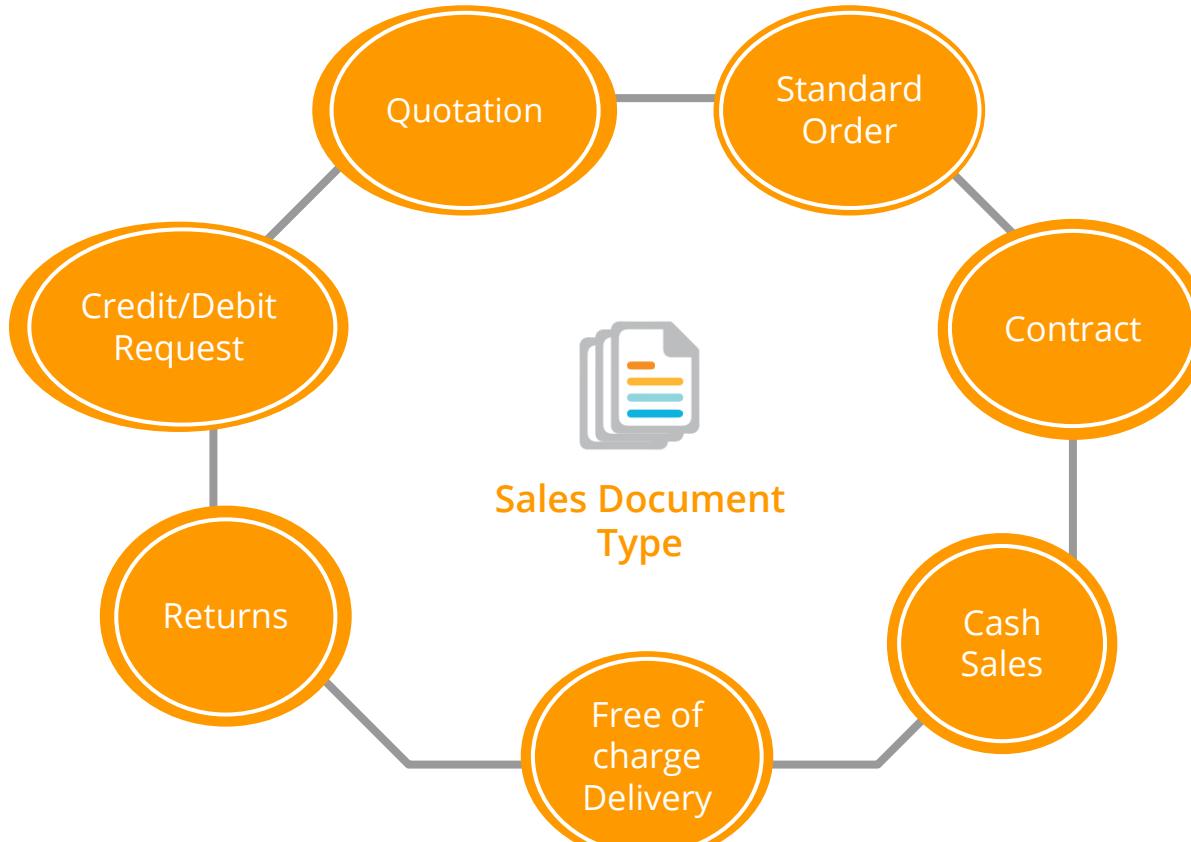


Sales Processes

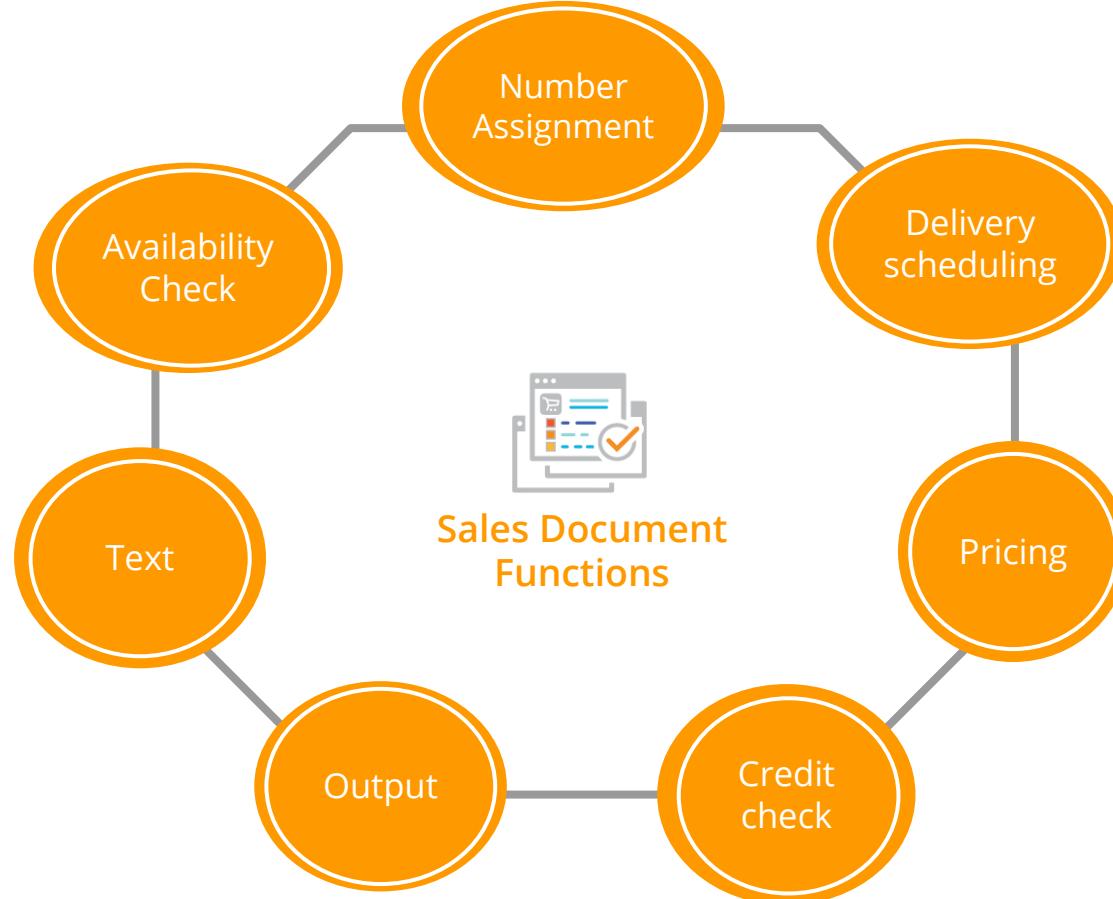
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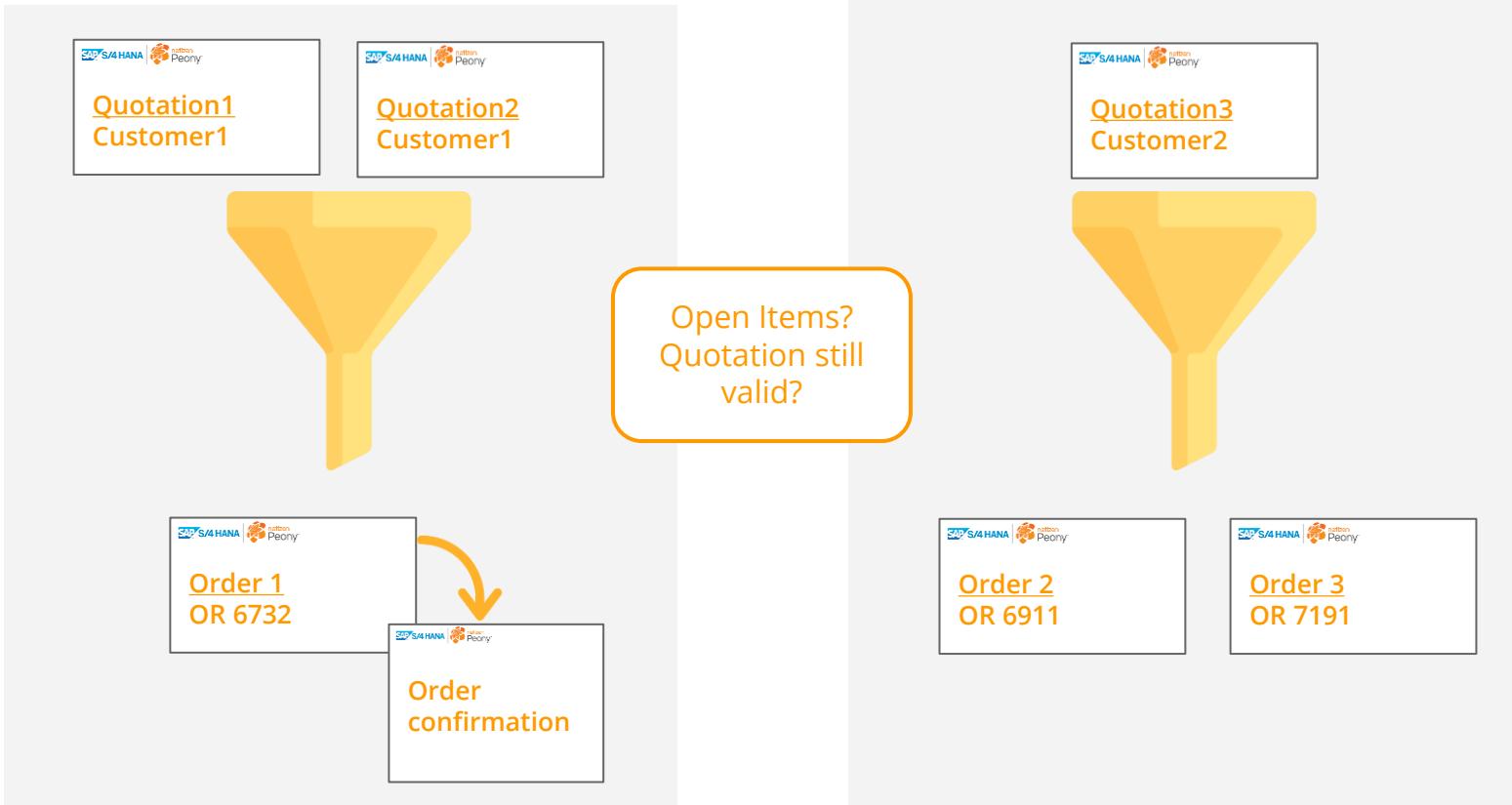
Sales Document Types



Sales Document Functions



Creating an Order

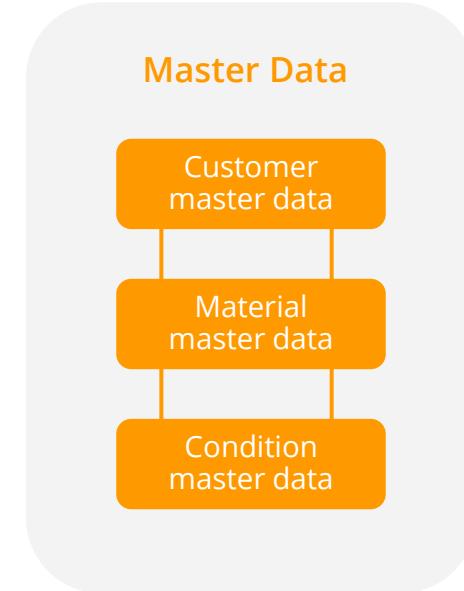


Sales Order Management



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Sales Order 15549				
Sold-to party				
Ship-to party		1400001		
Item	Material	Quantity	Net Val.	
10	2982	10 PC	10,000	฿
Schedule Lines				
1	10.06.2016	10 PC		





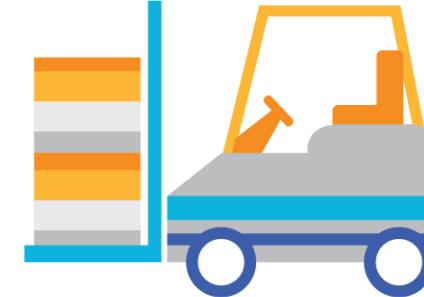
Delivery Processes

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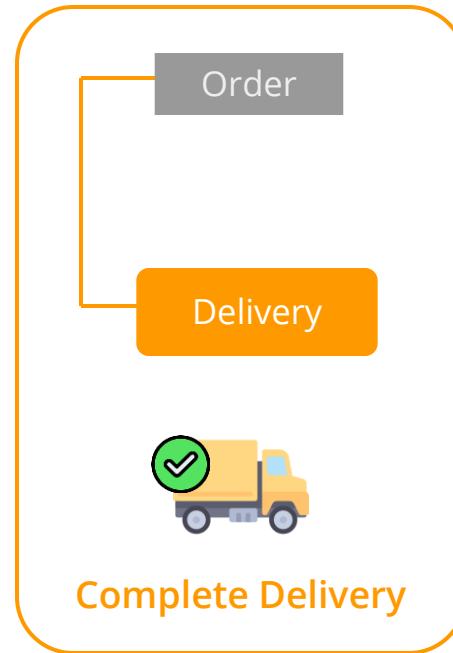
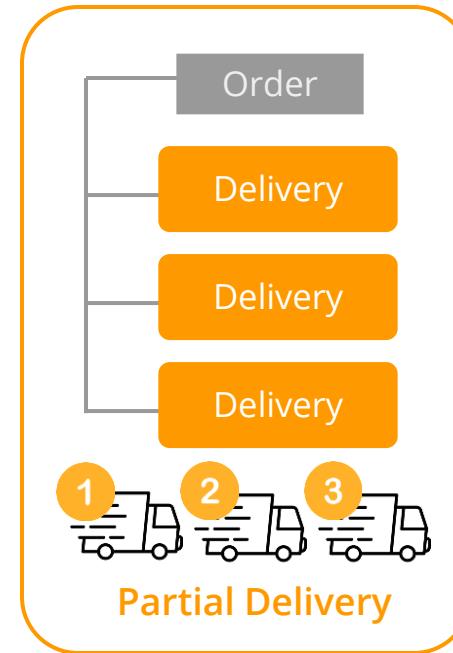
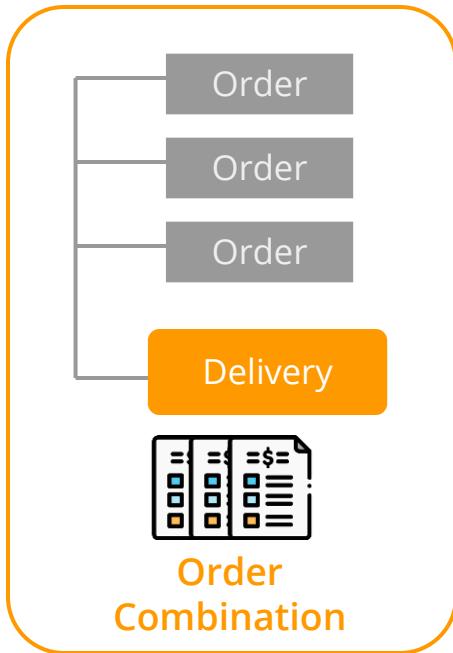
Delivery Process

- Delivery processing supports :
 - Creating outbound deliveries
 - Picking
 - Packing (Optional)
 - Posting the goods issue



Delivery Creation

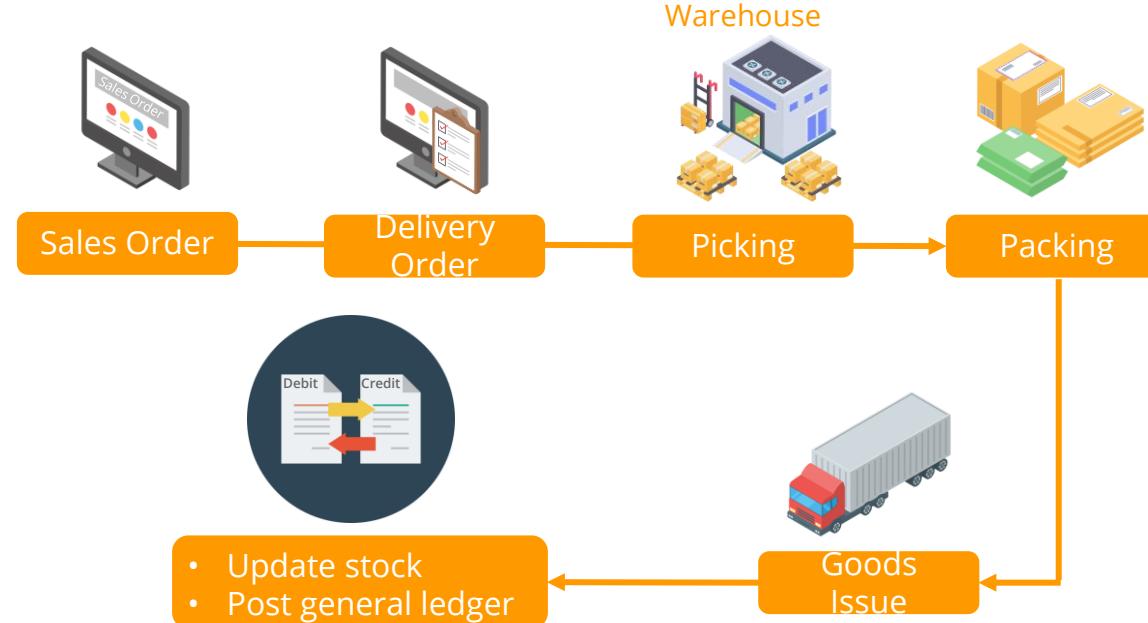




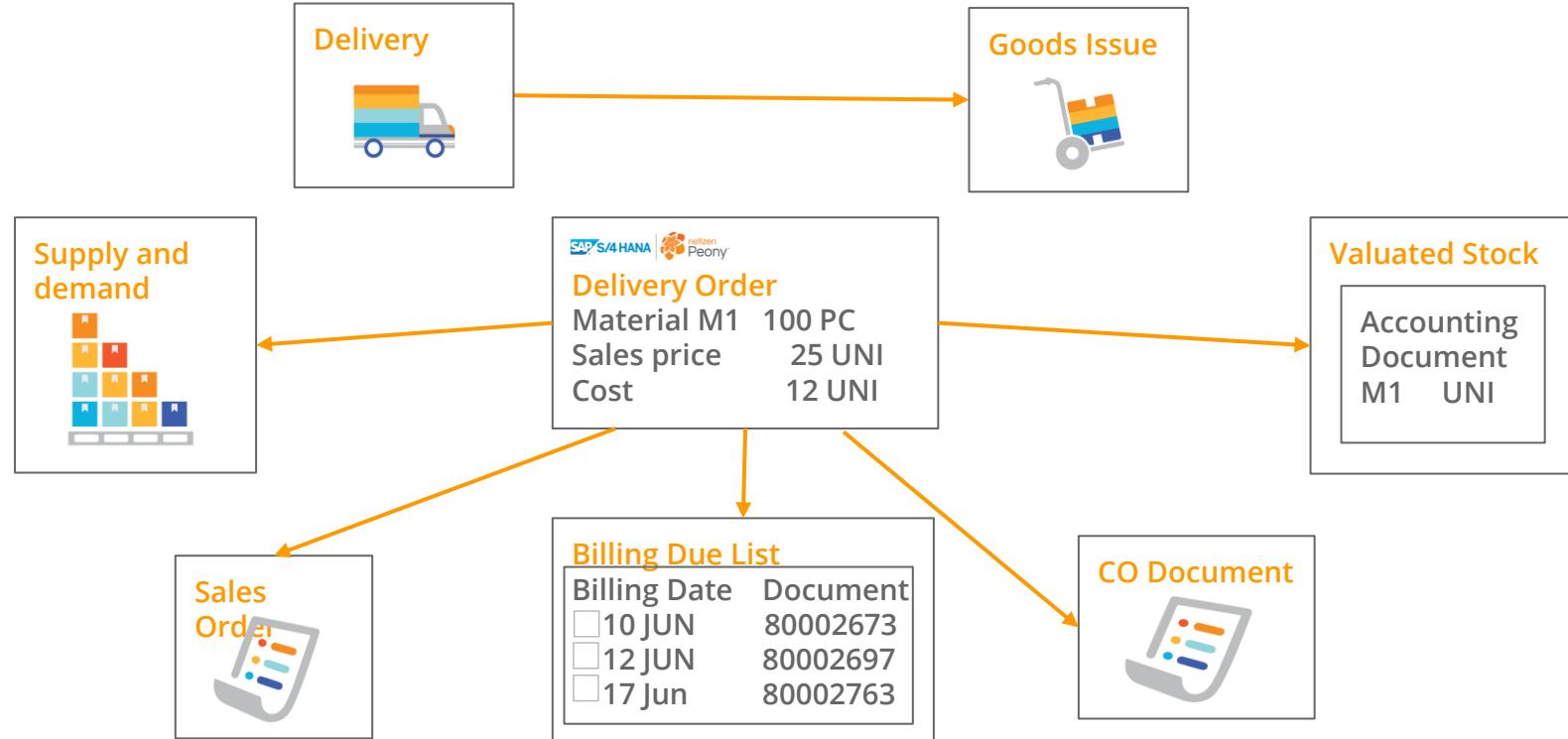
Delivery Order



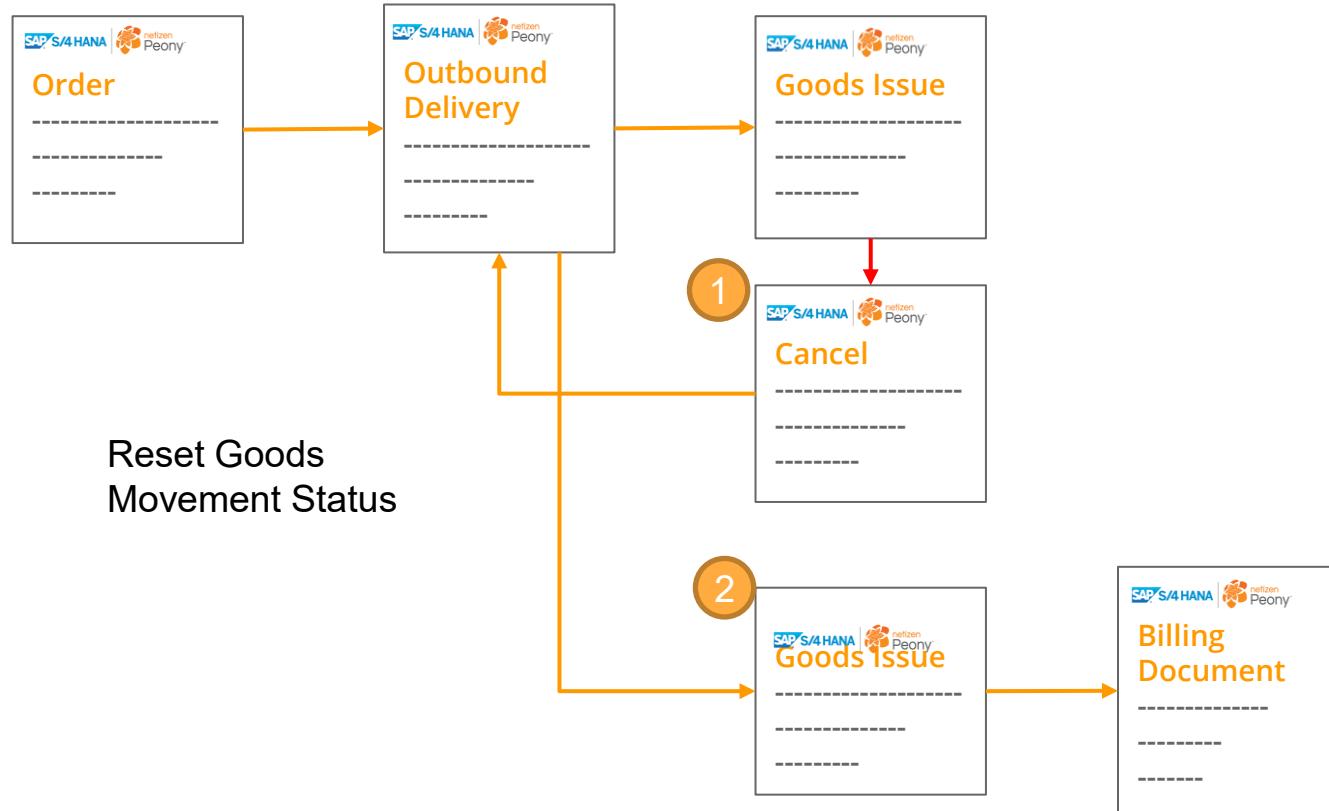
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Effect of Posting Goods Issue



Canceling Good Issue







NETIZEN

Good Issue

SAP S/4HANA

netizen
Peony™

SAP Display Material Document 4900000002 - Sasipa Prasitsirikul

All Search

Menu Services for Object

Display Material Document 4900000002 2023

General Doc. info

Entered By: Sasipa Prasitsirikul

Created On: 09.11.2023 05:21:02 UTC

FI Documents

Transaction Code: Change Outbound Delivery VL02N

Line	Mat. Short Text	Wa...	Qty in UnE	EUn	SLoc	Profit Center	G/L Account	Batch	Valuation Type	M...	D.. Stock Type	PInt	JIT Call Num...	Item	Sp...	Customer
1	Trad.Good 11.PD.Reg.Trading		5	PC	Std. Storage 1	YB700	54083000		601	-	Unrestricted-Use	TH Plant	0		Domestic Customer TH 3	

Material: Trad.Good 11.PD.Reg.Trading

TG11

Material Group: L001

SAP
Platinum Partner

united VARs

Billing Process

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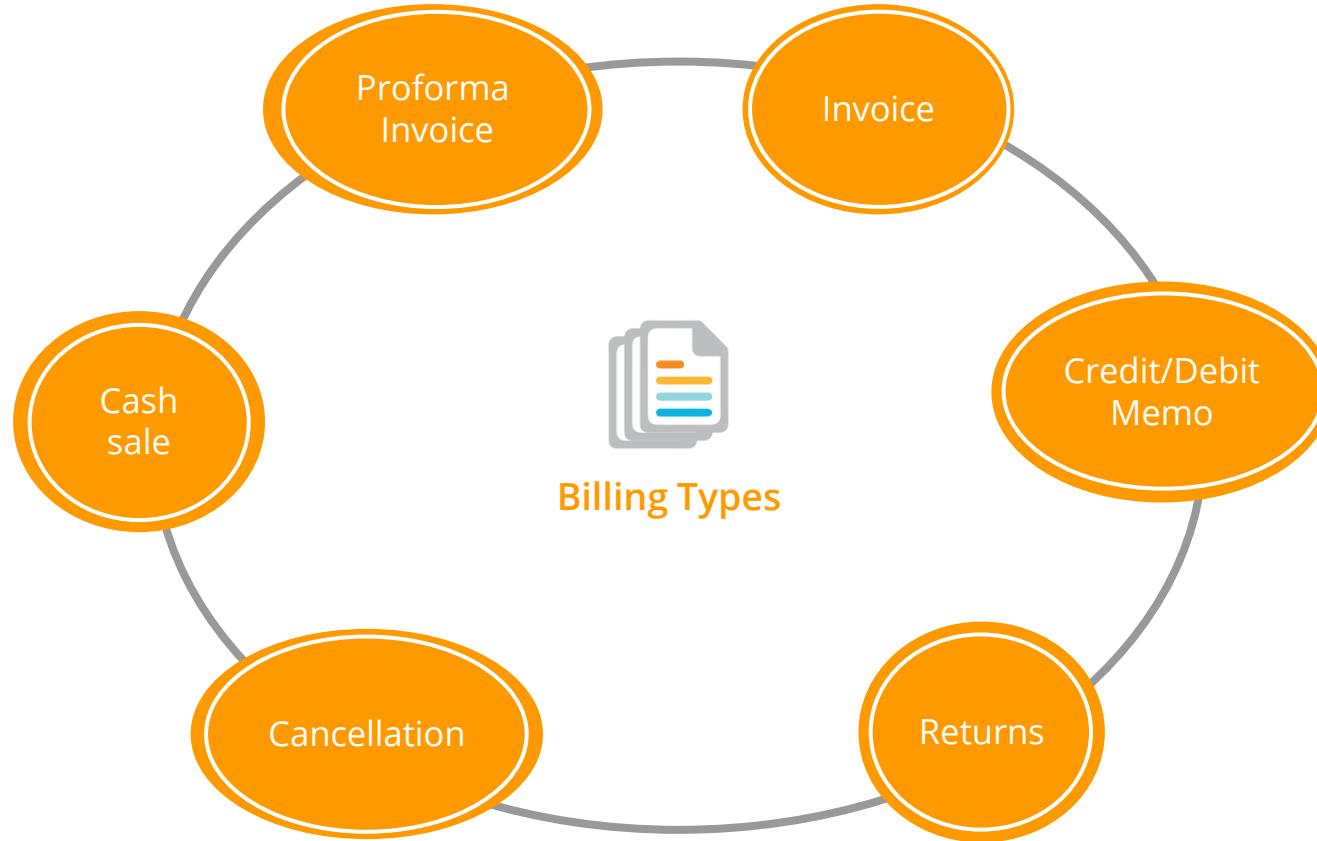


➤ Billing supports :

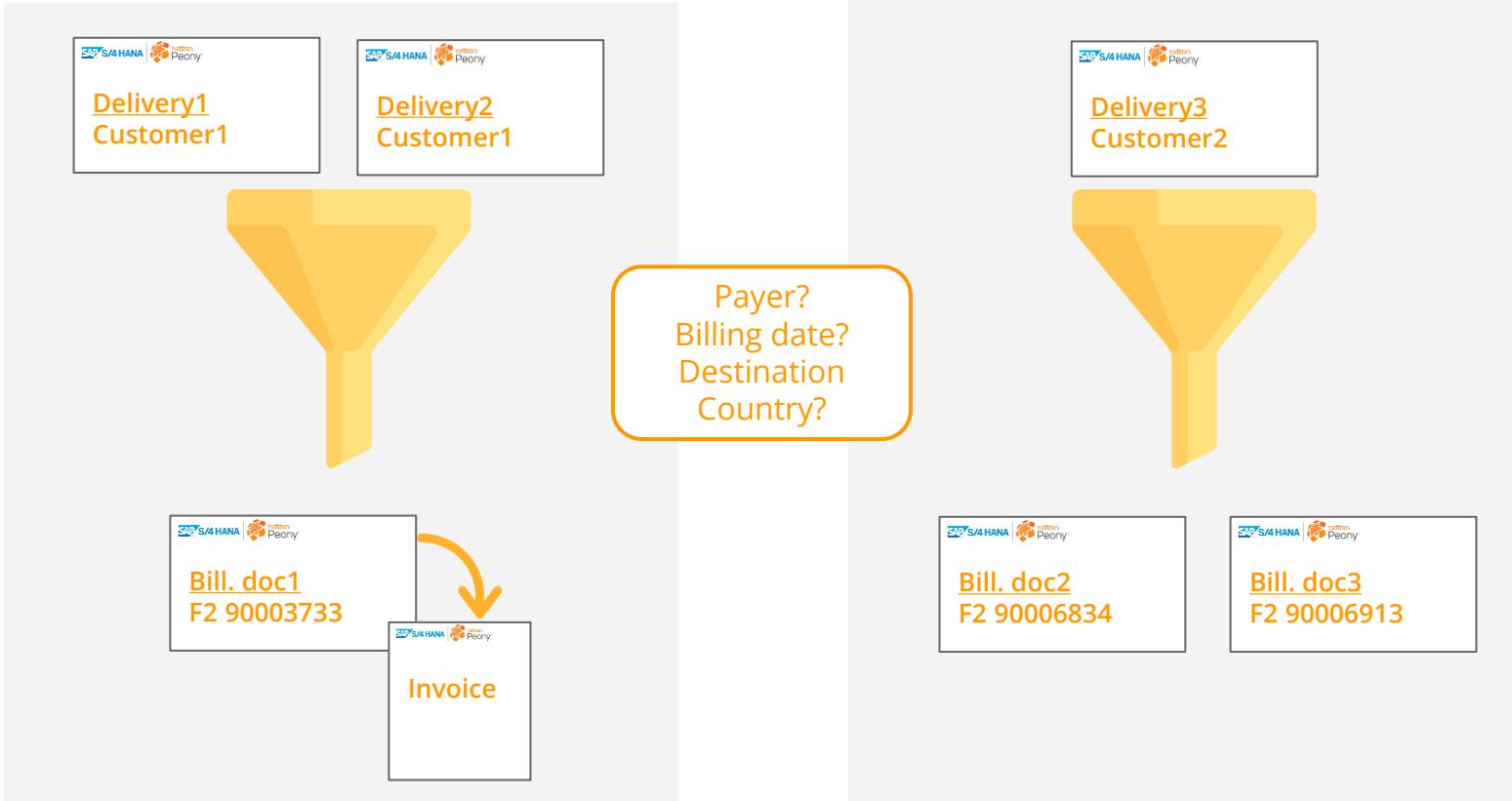
- Creating invoices for products and services
- Creating credit and debit memos
- Canceling previously posted billing documents
- Automatically transferring billing document data to accounting



Billing Types



Invoice Processing



Sales Processing - Billing Methods

Separate
invoice per
delivery



Order

Delivery

Invoice

Delivery

Invoice

Collective
Invoice



Order

Delivery

Invoice

Order

Delivery

Invoice
Split



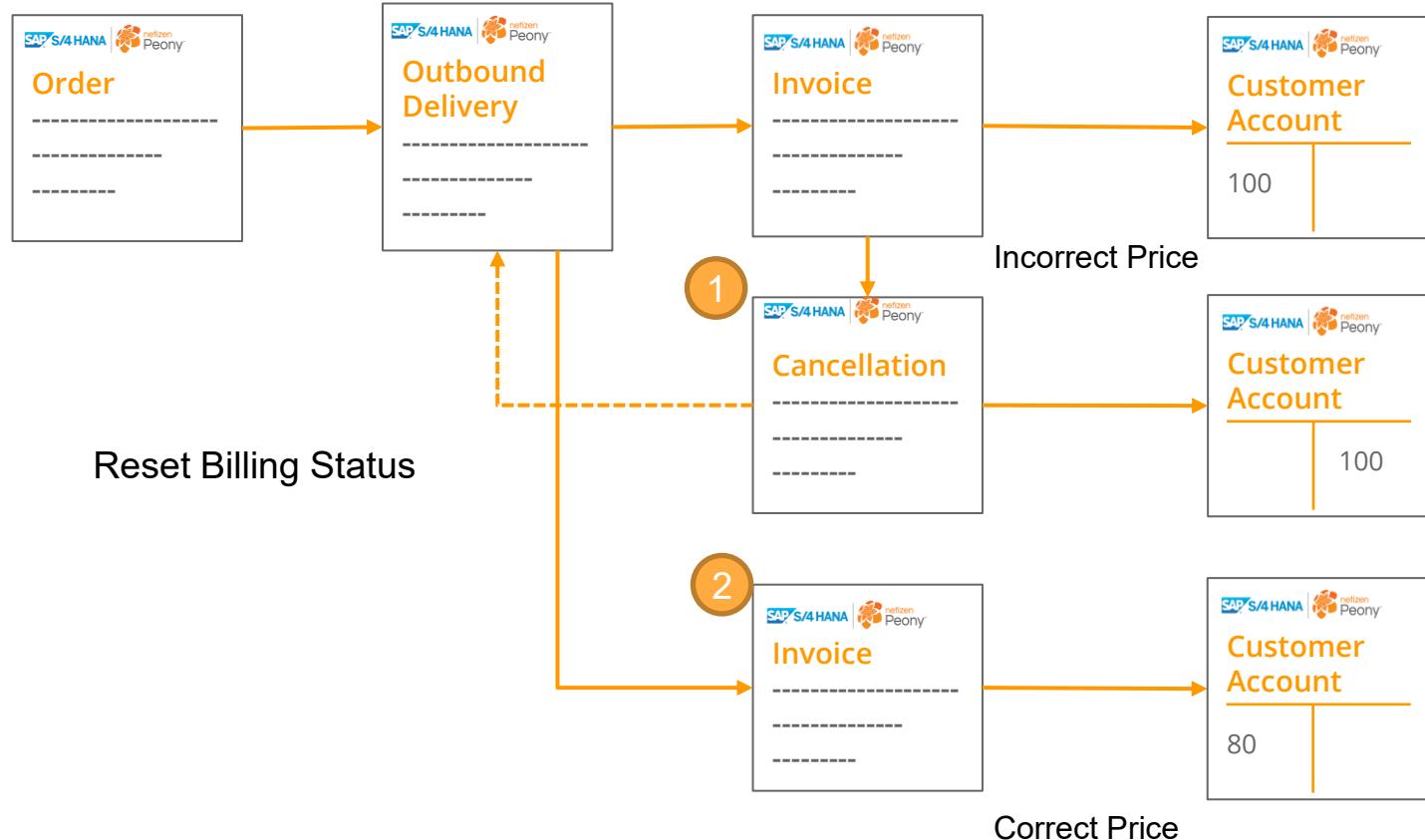
Order

Delivery

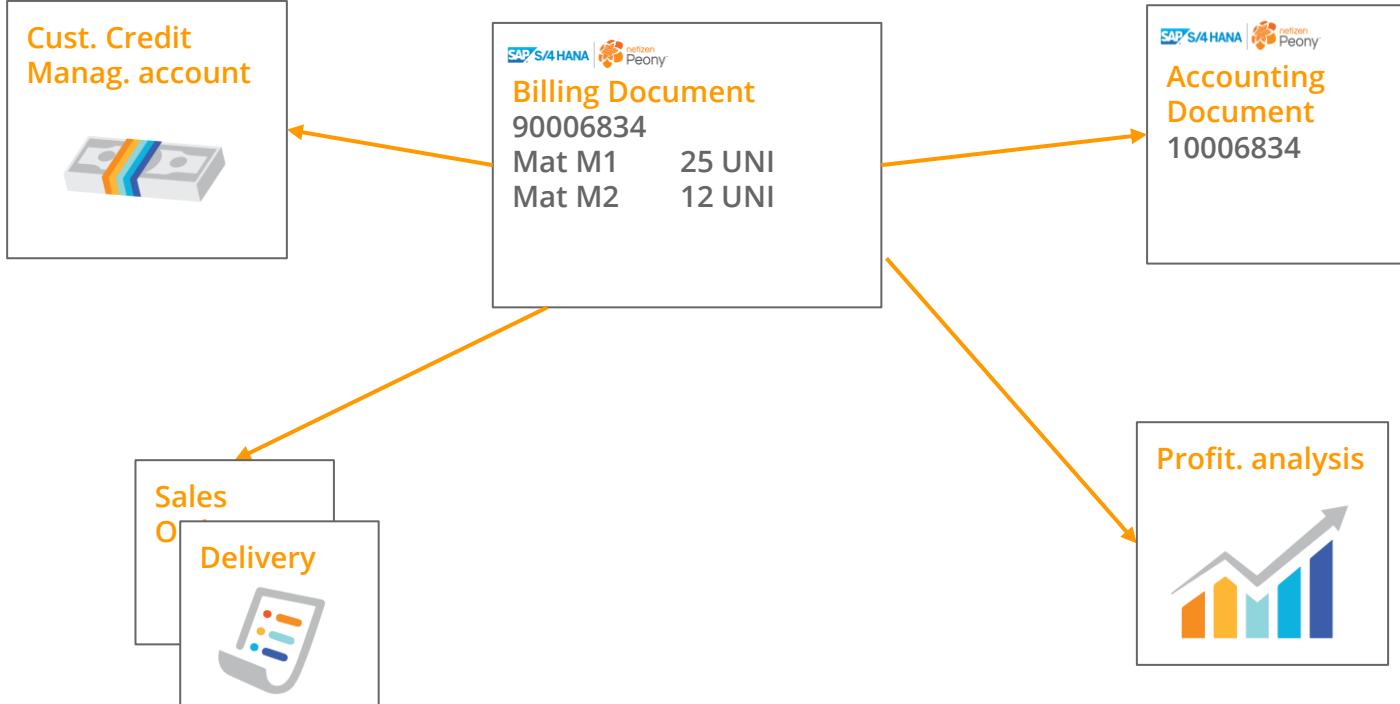
Invoice

Invoice

Cancellation Document



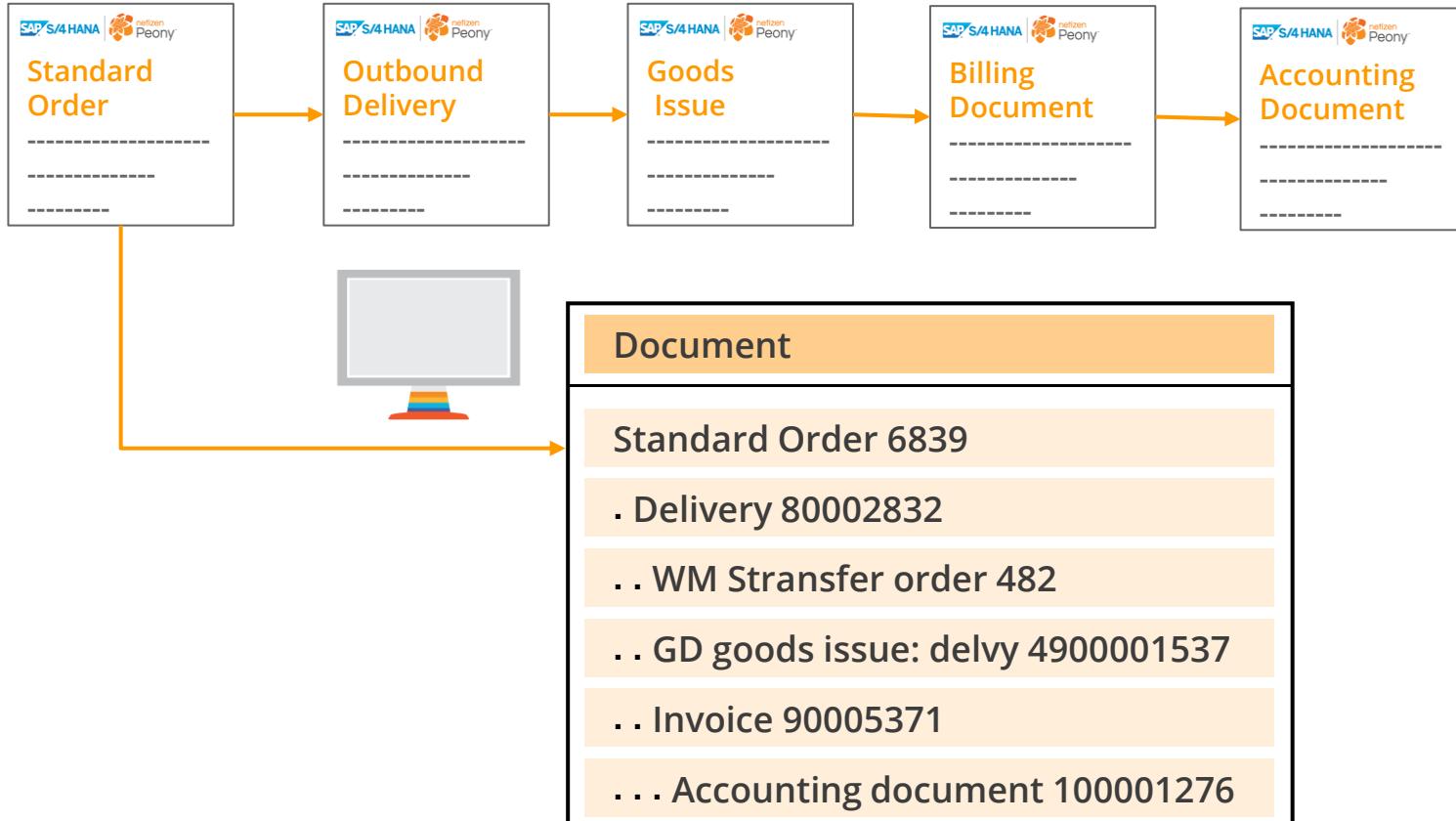
Effects of Billing Document

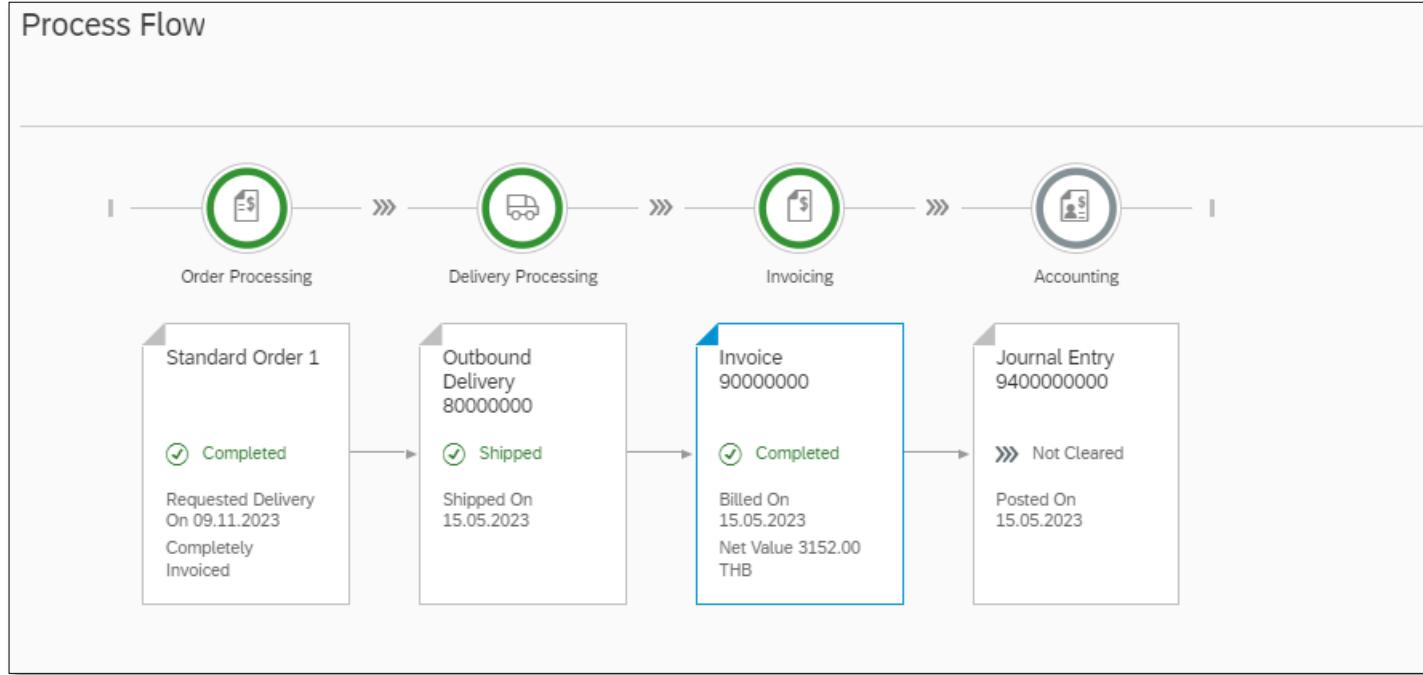


Billing Document

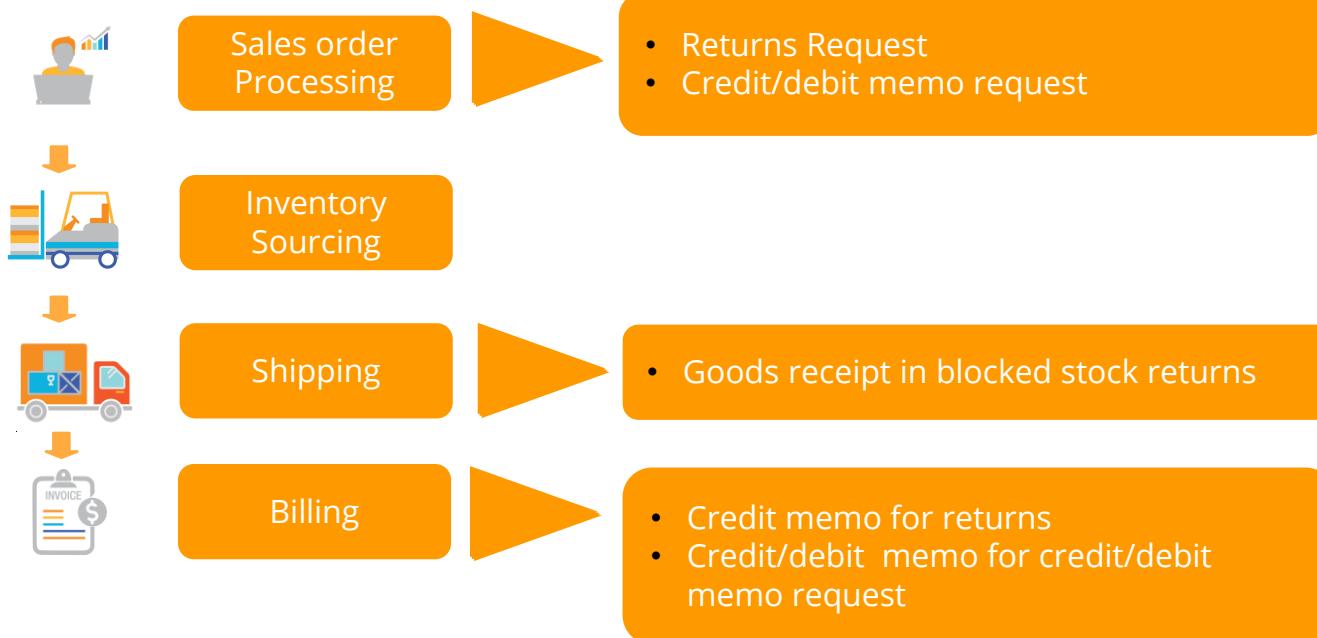


Document Flow

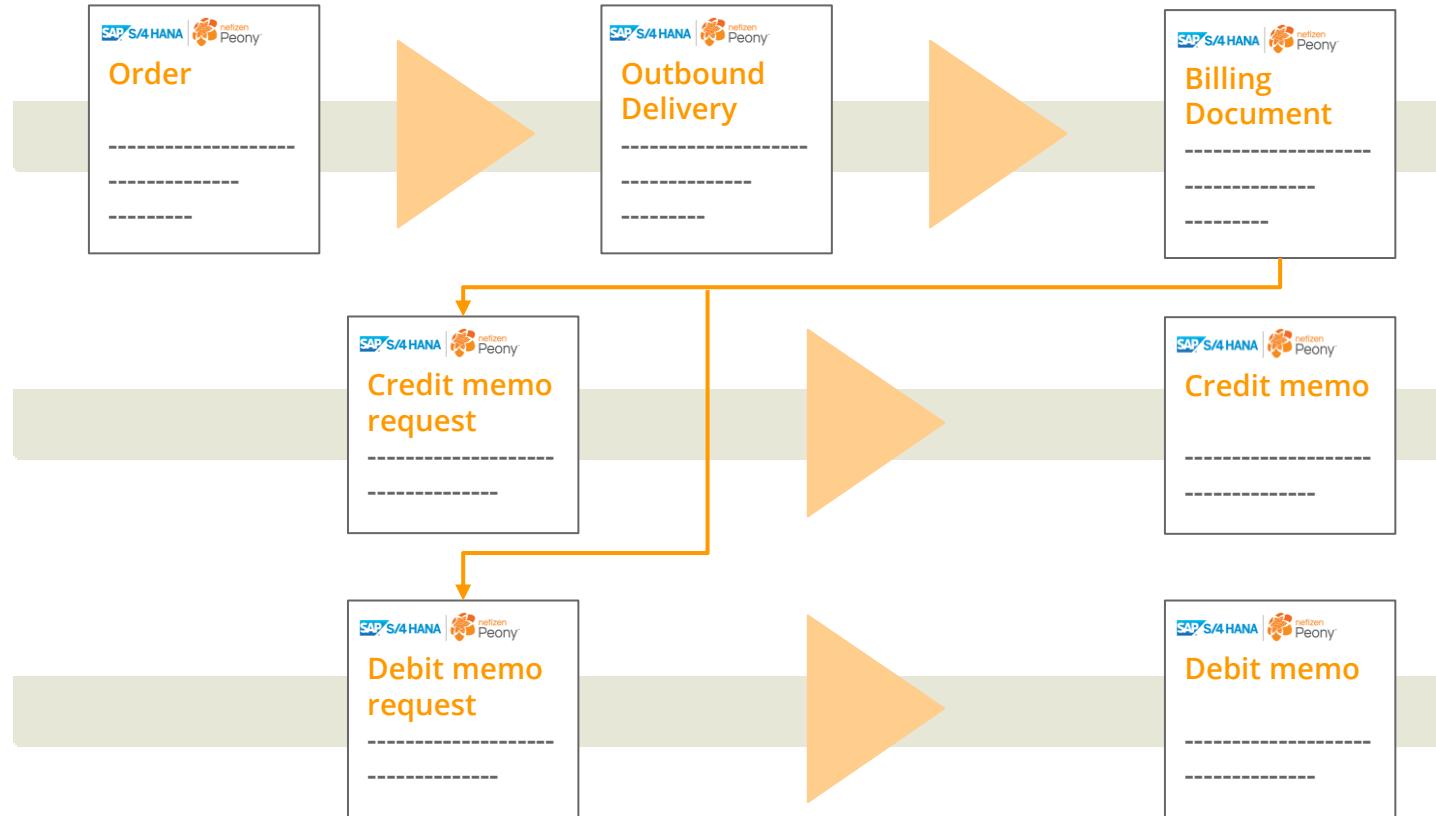




Contents :

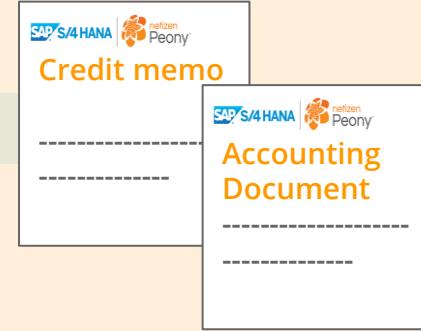
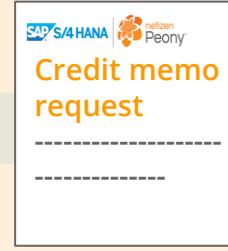


Processes in Credit and Debit Memo

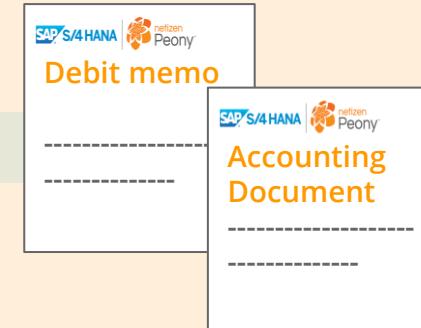


Processing Credit / Debit Memo

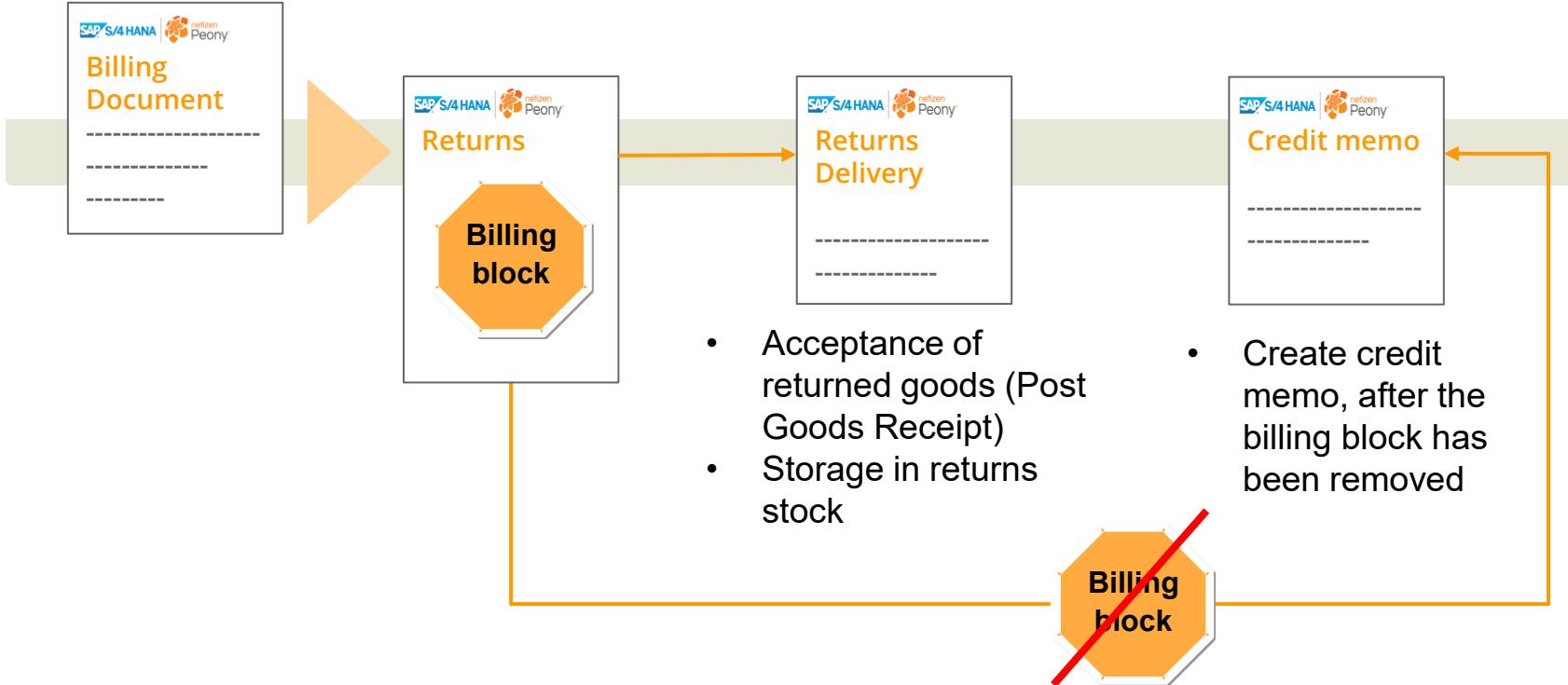
Credit Memo



Debit Memo



Processing Returns



Topics

THANK YOU

Disclaimer

ข้อกำหนดและเงื่อนไขทางกฎหมาย

บริษัท เนทิเซน์ จำกัด ขอสงวนลิขสิทธิ์ในข้อมูลที่ปรากฏในเอกสารนี้ ห้ามมิให้
ผู้ใดใช้ประโยชน์ ทำซ้ำตัดแปลง นำออกแสดงทำให้ปรากฏหรือเผยแพร่ต่อ
สาธารณะชน ไม่ว่าด้วยประการใด ๆ ซึ่งข้อมูลในเอกสารนี้ไม่ว่าทั้งหมดหรือบางส่วน
เว้นแต่ได้รับอนุญาตเป็นหนังสือจากบริษัทอย่างเป็นทางการ และต้องได้รับการแจ้ง
บอกกล่าวล่วงหน้าแล้วเท่านั้น

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