Step By Step Process for Order 2 Cash By-Ashraf Afzal

The Order to Cash (O2C) process flow in SAP S/4HANA involves a sequence of steps that starts with receiving a customer order and ends with receiving payment for the delivered goods or services. Here is a detailed description of the O2C process flow in S/4HANA:

1. Order Entry and Sales Order Processing:

- Customer places an order through various channels (phone, website, email, etc.).
- The order entry team creates a sales order in SAP S/4HANA using transaction code `VA01`.
- The sales order contains details such as customer information, order items, quantities, prices, and delivery requirements.
- The sales order triggers various checks, including availability of goods, credit limit check, and pricing determination.

2. Order Confirmation and Production/Delivery Planning:

- Upon creation of the sales order, the system performs checks and confirms the order's feasibility.
- The production or delivery planning teams are notified of the order and prepare for production or delivery processes.
- Depending on the business process, production orders or delivery documents may be created using transactions such as `CO01` or `VL01N`.

3. Goods Delivery and Shipment:

- The goods are picked from the warehouse based on the delivery requirements specified in the sales order.
- The delivery of goods is recorded in SAP S/4HANA using transaction code `VL02N` or through a delivery mobile app.
- The system updates the stock quantity, and relevant documents like delivery note and shipping labels are generated.

4. Invoice Generation and Accounts Receivable:

- Once the goods have been delivered, an invoice is generated in SAP S/4HANA for the customer using transaction code `VF01`.
- The invoice includes details such as the customer's billing information, prices, taxes, discounts, and payment terms.
- The system creates accounting entries to record the revenue and update accounts receivable.
 - The invoice is sent to the customer either electronically or via traditional mail.

5. Payment Processing:

- The customer reviews the invoice and makes a payment based on the agreed payment terms.
- Payments received from customers are recorded in SAP S/4HANA using transaction code `F-28` or through electronic bank integrations.
- The system updates the accounts receivable, clearing the open items, and reflecting the customer's payment.

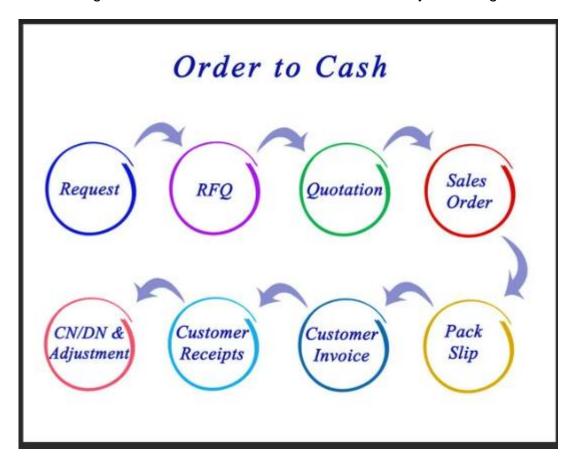
6. Accounts Receivable Management:

- The finance team monitors and manages the accounts receivable, ensuring timely payment collection from customers.
- Activities such as dunning, customer account statements, and collections management are performed in SAP S/4HANA.

7. Financial Reporting and Analysis:

- The finance department generates various financial reports and analyzes the O2C process's performance.
- Reports such as sales revenue, customer profitability, and order fulfillment metrics can be generated using SAP S/4HANA's reporting capabilities.

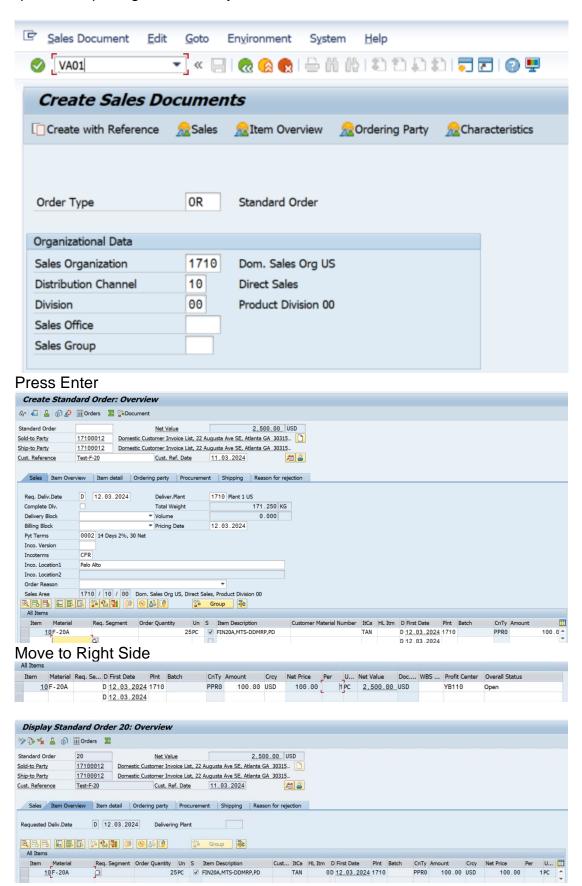
The O2C process flow in SAP S/4HANA aims to streamline and automate the end-to-end order processing, delivery, invoicing, and payment collection processes. It ensures efficient handling of customer orders, accurate billing, and timely revenue recognition, ultimately contributing to customer satisfaction and financial stability of the organization.

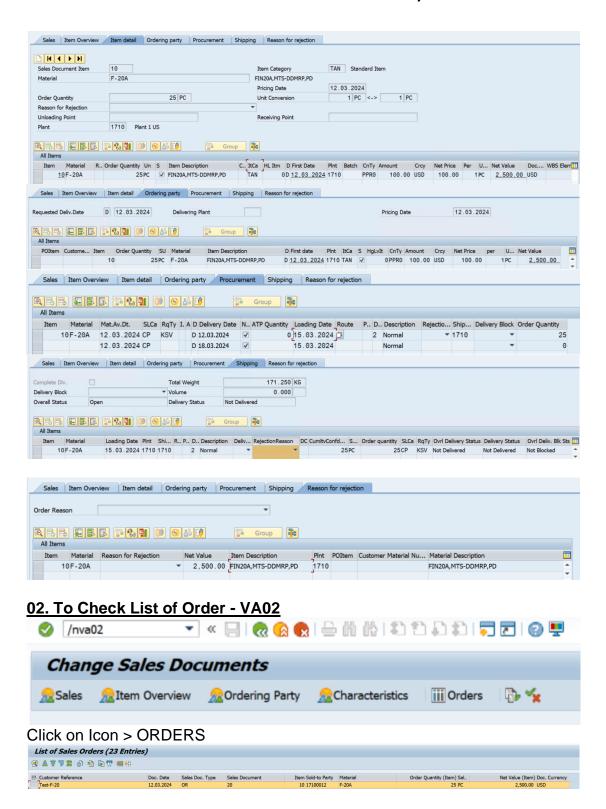


1. Create Sales Order: VA01

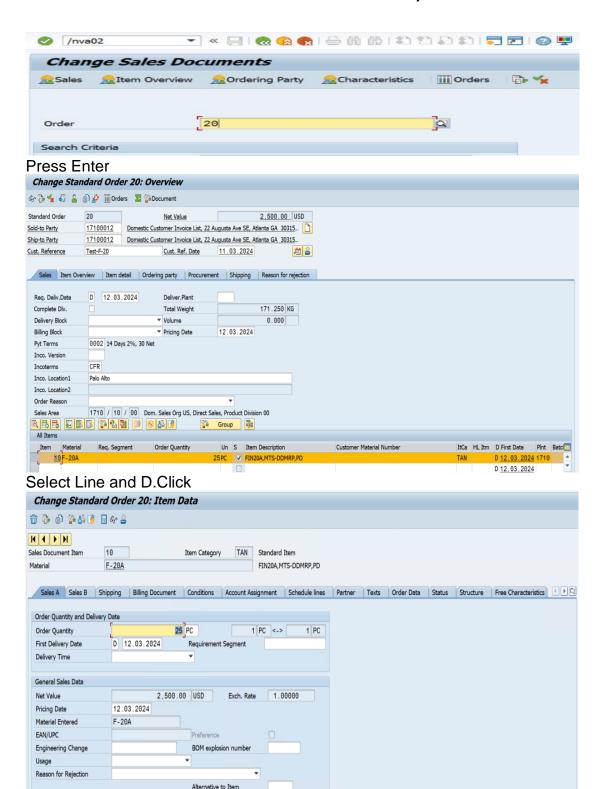
- Path: SAP Easy Access Menu -> Sales -> Sales Documents -> Sales Document -> Create

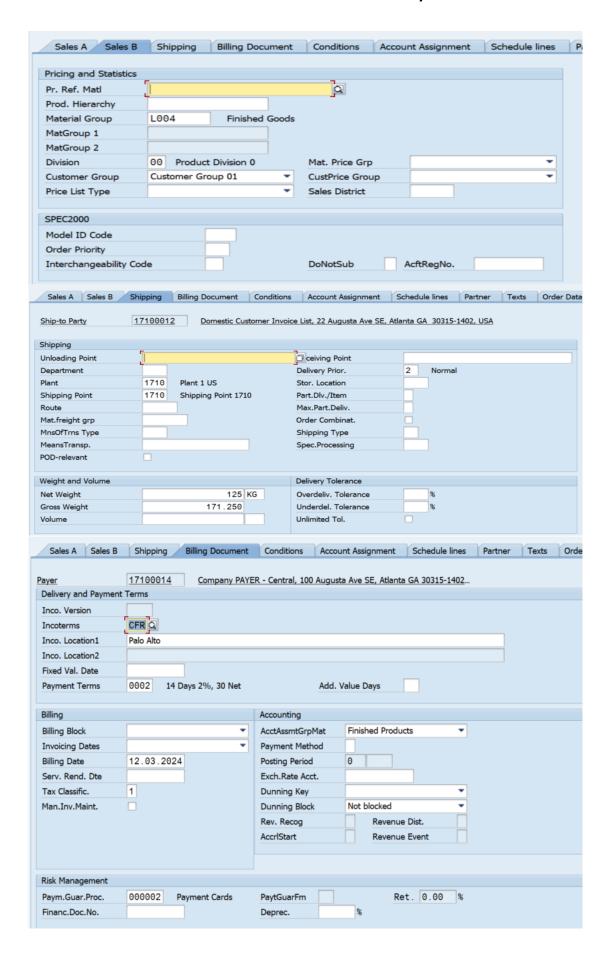
- Example: Create a sales order with relevant data such as customer "CUST01", materials, quantities, pricing, and delivery details.

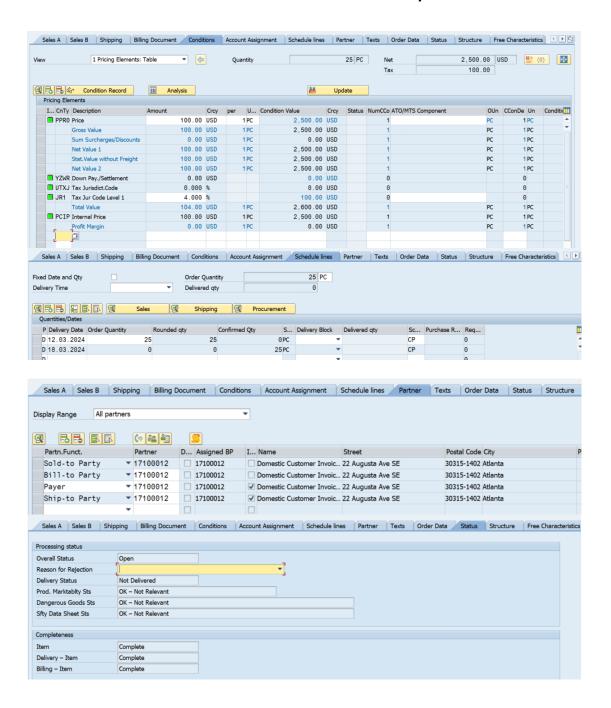




03. Check the Standard Order - VA02



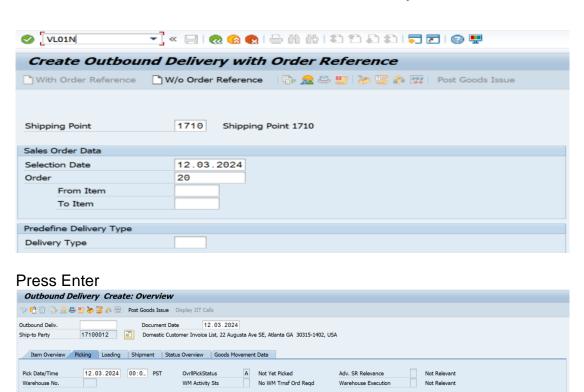




04. Deliver Goods - VL01N

- Path: SAP Easy Access Menu -> Logistics -> Logistics Execution -> Outbound Process -> Goods Issue for Outbound Delivery -> Create

Example: Create an outbound delivery document for the sales order to prepare for shipment or transfer of goods to the customer.



Click on > Post Goods Issue

☑ Outbound Delivery 80000035 saved, material document 4900000091 created

Data Will save and create Material Document Number

05. Post Goods Issue: VL02N

- Path: SAP Easy Access Menu -> Logistics -> Logistics Execution -> Outbound Process -> Goods Issue for Outbound Delivery -> Change

Example: Post the goods issue to reduce inventory and record the goods' movement out of the warehouse or storage location.



Post Good Issue Done above - It can also be done here

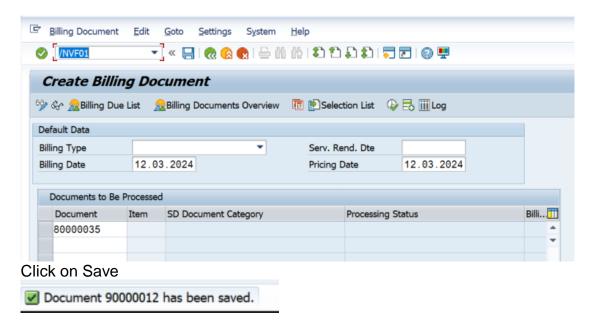


You can click here - Post Good issue Save

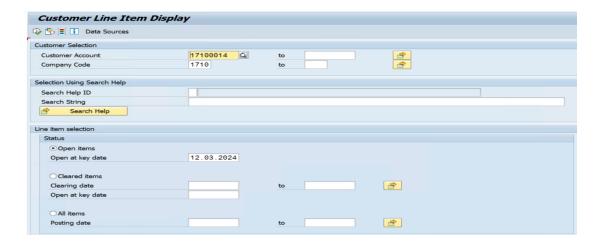
06. Invoice Customer: VF01

- Path: SAP Easy Access Menu -> Accounting -> Financial Accounting -> Accounts Receivable -> Document Entry -> Invoice -> Create

Example: Create an invoice for the customer based on the Sales Order and Delivery information.



07. Check Customer Open Invoice - FBL5N

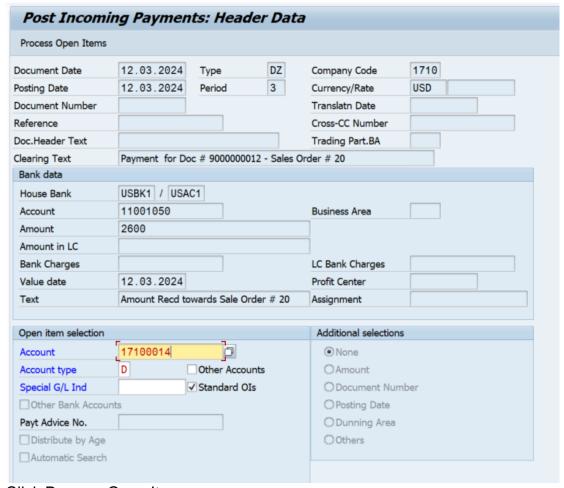




08. Post Incoming Payments: F-28

Path: SAP Easy Access Menu -> Accounting -> Financial Accounting -> Accounts Receivable -> Document Entry -> Incoming Payments -> Post Incoming Payments

Example: Record the customer's payment against the invoice, updating the accounts receivable and clearing the open items.



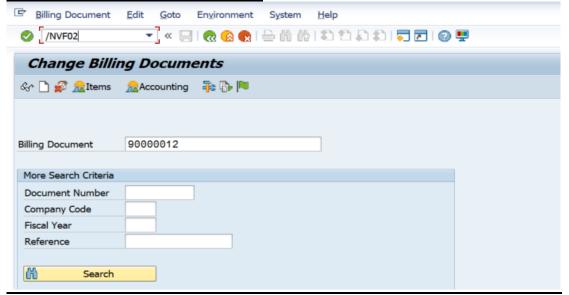
Click Process Open Item



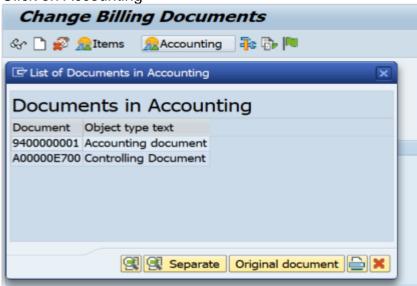
Save

☑ Document 1400000002 was posted in company code 1710

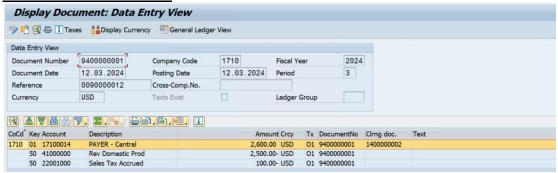
09. View Billing Document - VF02



Click on Accounting



Click on > 940000001



Click on Controlling Document



10.To View Document OverFlow - VL02N

