SAP SD Fundamentals

- **Introduction to SAP SD**
  - Overview of SAP SD Module
  - SAP SD Integration with Other Modules (MM, FI, PP)
  - SAP Organizational Structure in SD
  - Key Master Data in SAP SD: Customer, Material, Pricing
- **Sales Processes and Documents**
  - Sales Order Processing: Standard and Configurable
  - Delivery Processing and Shipping
  - Billing and Invoicing Processes
  - Sales Document Flow and Status Overview
  - Credit Management and Risk Management
- **Pricing and Condition Techniques**
  - Pricing Procedures in SAP SD
  - Condition Types, Tables, and Records
  - Discount, Surcharge, and Rebate Management
  - Special Pricing Functions: Taxes, Freight, and More
  - Advanced Pricing Configuration and Troubleshooting
- **Availability Check and Transfer of Requirements**
  - Configuring Availability Check (ATP)
  - Backorder Processing and Rescheduling
  - Transfer of Requirements to Production Planning (PP)
  - Advanced Planning with SAP APO and SAP HANA
  - Integration with SAP MM and Inventory Management

Advanced SAP SD Configuration

- **Sales Order Management**
  - Customizing Sales Document Types
  - Configuring Item Categories and Schedule Line Categories
  - Advanced Sales Order Scenarios: Contracts, Scheduling Agreements
  - Sales Order Enhancement and User Exits
  - Advanced Document Flow and Copy Controls
- **Advanced Pricing Techniques**
  - Configuring Complex Pricing Procedures
  - Multi-Level and Condition Exclusion Pricing
  - Advanced Rebate Processing in SAP SD
  - Pricing in SAP S/4HANA Environment
  - Integration with SAP FICO: Revenue Account Determination
- **Billing and Invoicing**
  - Customizing Billing Document Types
  - Integrating Billing with SAP FICO: Account Determination
  - Advanced Billing Scenarios: Intercompany Billing, Debit/Credit Memo
  - Electronic Data Interchange (EDI) in Billing
  - Billing Plan and Milestone Billing Configuration
- **Shipping and Transportation**
  - Advanced Delivery Processing and Shipping Points Configuration
  - Route Determination and Transportation Scheduling
  - Integration with SAP TM (Transportation Management)
  - Freight Cost Calculation and Settlement
  - Outbound Delivery Enhancement and User Exits

SAP S/4HANA and SD Integration

- **Introduction to SAP S/4HANA**
  - Overview of SAP S/4HANA Architecture
  - Benefits of SAP HANA Database for SAP SD
  - Key Differences between SAP ECC and SAP S/4HANA SD
  - Migration Considerations for SAP SD to S/4HANA
  - S/4HANA Simplifications for SD Processes
- **SD Analytics and Reporting on HANA**
  - Real-Time Analytics in SAP SD with HANA
  - Using SAP Fiori Apps for SD Reporting
  - Custom Analytical Queries and CDS Views
  - Embedded Analytics in S/4HANA for SD
  - HANA Live for SAP SD: Predefined Content and Customization
- **Advanced Order-to-Cash (OTC) Process on HANA**
  - End-to-End OTC Process Optimization with S/4HANA
  - Accelerating Order Entry and Processing
  - Real-Time Credit Management and Risk Analysis
  - Leveraging Predictive Analytics for Sales Forecasting
  - OTC Process Automation and Integration with SAP Hybris
- **Integration with SAP HANA Modules**
  - Integration of SAP SD with SAP EWM (Extended Warehouse Management)
  - Integration with SAP GTS (Global Trade Services)
  - Advanced ATP with SAP HANA
  - Using SAP TM for Advanced Transportation Planning
  - SAP SD Integration with SAP IBP (Integrated Business Planning)

SAP SD Enhancements and Extensions

- **Custom Enhancements in SAP SD**
  - Enhancing Sales Documents using BAdIs and User Exits
  - Custom Fields and Enhancements in Pricing
  - Workflow Management in SAP SD
  - Output Determination and Smart Forms in Billing
  - Enhancing Delivery and Shipping Processes
- **SAP Fiori and Mobile Applications for SD**
  - Introduction to SAP Fiori for SD
  - Implementing SAP Fiori Apps for Sales Order Management
  - Mobile Solutions for Sales Representatives
  - Customizing SAP Fiori Apps for SD
  - Advanced Fiori Launchpad Configuration
- **Data Migration and SAP SD**
  - Data Migration Strategies from SAP ECC to S/4HANA
  - Using SAP Data Services for SD Data Migration
  - LSMW and LTMC Tools for Data Transfer
  - Handling Master Data and Transactional Data Migration
  - Ensuring Data Consistency and Integrity during Migration

SAP SD Master Data Management

- **Advanced Customer Master Data**
  - Configuring Account Groups and Partner Functions
  - Managing Customer Hierarchies and Sales Areas

Flat No: 506,5th Floor, Nilgiri Block, Aditya Enclave, Ameerpet ,Hyd -5000038.
Contact: +91 9032734343, Mail: info@vritsol.com www.vritsol.com

- o Customer Credit Management Integration
- o SAP MDG (Master Data Governance) for Customer Data
- o Customer Master Data Migration to S/4HANA

- **Material Master Data in SD**
  - o Advanced Material Master Configuration
  - o Sales-Specific Material Master Views
  - o Managing Material Listing, Exclusion, and Determination
  - o Integration with SAP MM for Material Management
  - o Material Master Data Governance and Quality

- **Condition Master Data**
  - o Managing Condition Records for Pricing
  - o Advanced Condition Techniques: Condition Index, Condition Exclusion
  - o Handling Promotions and Special Discounts
  - o Integration with SAP CRM for Condition Management
  - o Migrating Condition Records to S/4HANA

- **Credit and Risk Management**
  - o Advanced Credit Management Configuration
  - o Credit Control Areas and Credit Exposure
  - o Integration with SAP FSCM (Financial Supply Chain Management)
  - o Real-Time Credit Risk Analysis with HANA
  - o Automating Credit Checks and Risk Assessments

Advanced Sales Scenarios and Projects

- **Advanced Project and Case Studies**
  - o End-to-End SAP SD Implementation Project
  - o Optimizing Order-to-Cash Process in S/4HANA
  - o Real-Time Reporting and Analytics using HANA
  - o Global Rollout and Localization in SAP SD
  - o Integration of SAP SD with Cloud Solutions

- **Capstone Project**
  - o Comprehensive SD with HANA Implementation
  - o Custom Enhancements and Integrations
  - o Advanced Configuration and Optimization
  - o Real-Time Analytics and Reporting
  - o Post-Implementation Support and Troubleshooting