

Covers SAP
ECC 5.0 & 6.0



Implementing SAP Sales & Distribution

ESSENTIAL SKILLS FOR SAP PROFESSIONALS



- *Learn Important Aspects and Essential Technical Details of SD Functionality.*
- *Cross-functional Integration of Sales, Delivery & Billing Documents.*
- *Utilize Advanced Quick Reference Document.*
- *Solve Issues with Guidance of General Error Document.*
- *Discover How SD Integrates and Interacts With MM & FICO.*

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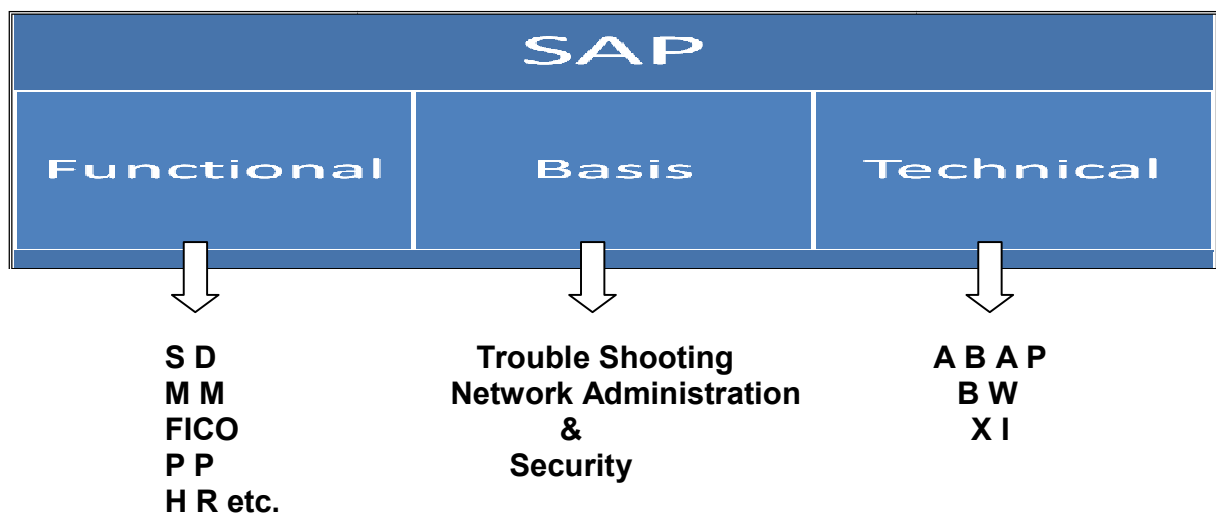
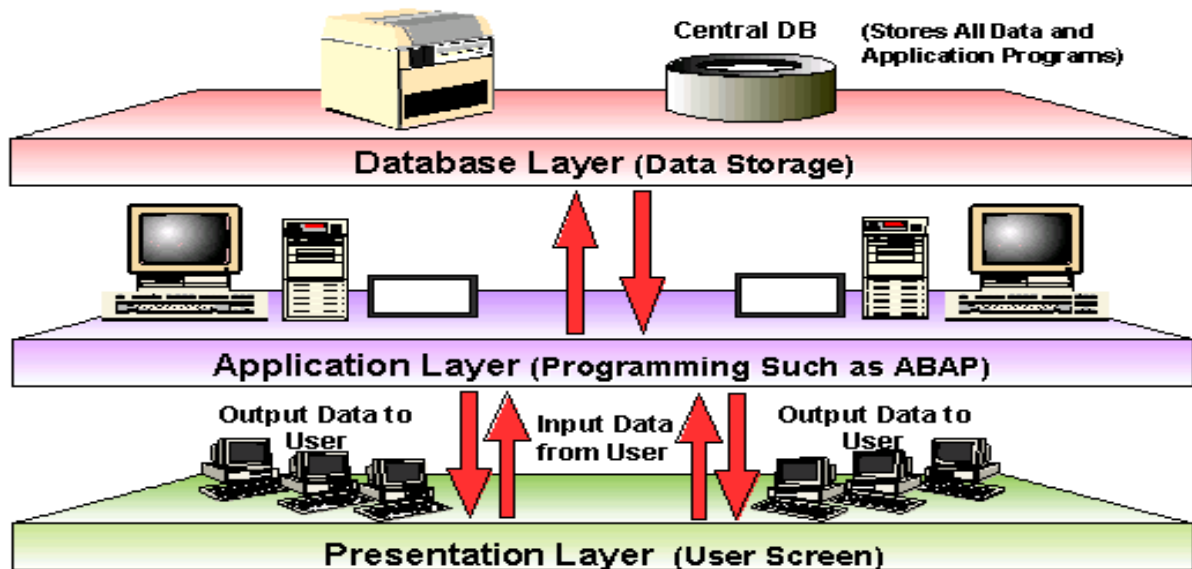
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1. Introduction to SAP

SAP: *Systems, Applications, and Products in Data Processing.*

SAP was founded in 1972 in Waldron, Germany. It is an **ERP** (Enterprise Resource Planning) software product that seamlessly integrates the different functions in a business (such as sales, procurement, production & Finance). SAP provides rich functionality in each of these business areas without sacrificing the convenience of an integrated system.

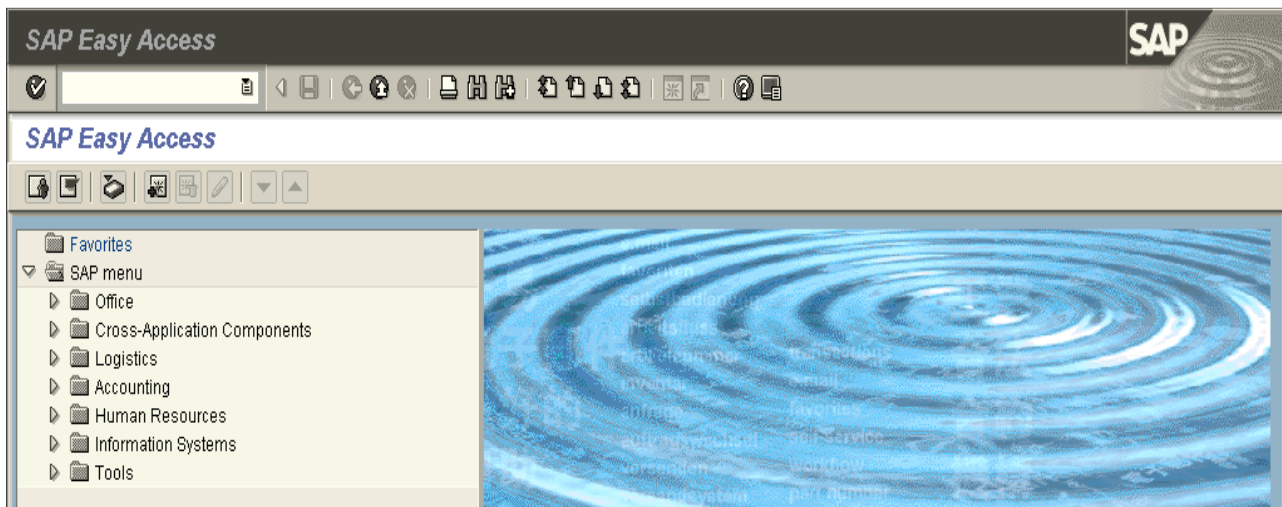
SAP R/3: *R = Real Time & 3 = Three Tire Architecture.*



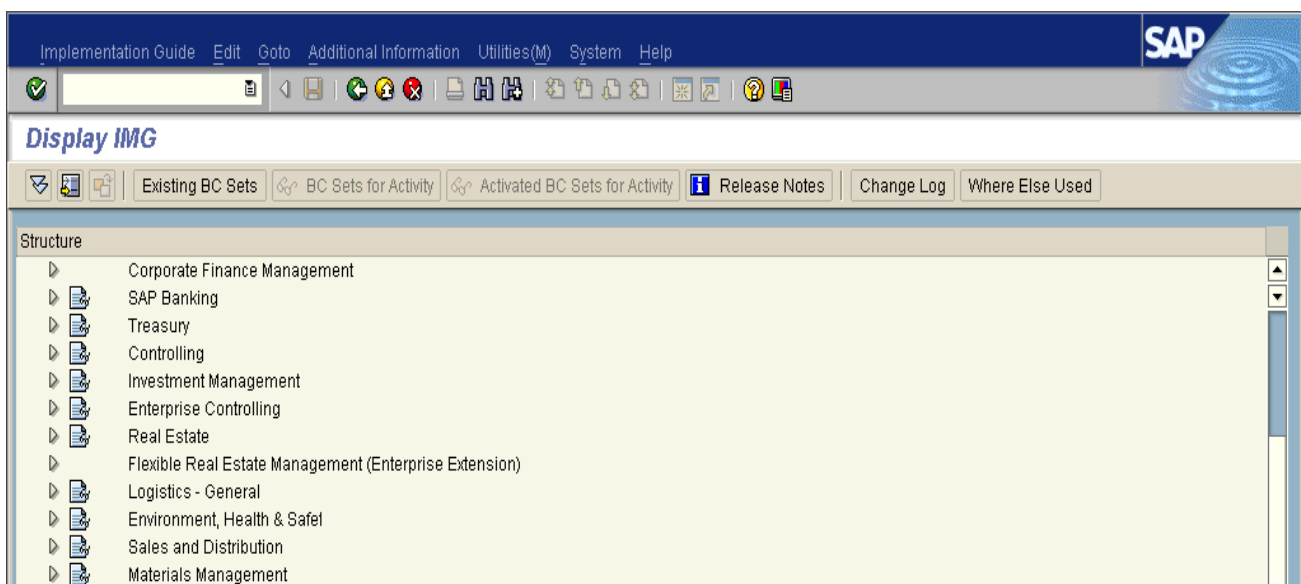
2. SAP Navigation Overview

Menus: SAP has 2 Menus (Screens)

A. Easy Access Menu: Easy Access Menu is generally the first screen that users will face in the system. Generally all the Day-to-Day business transactions will take place here. (End-Users will be working on this menu)



B. IMG Screen (Customizing Menu): All the Customizing, configuration will be done here. (Like Define New Sales Areas, Document Types etc). Generally end-users will not be having the access for this menu.



Path: Path is the way to reach to a particular transaction / screen.

Transaction Codes: Transaction codes are the short cut to the path to a specific screen.

Eg: The T. Code: **VA01** brings you to the Create Sales Order screen.

Search: 1. How to search the menu path for a particular Transaction Code

- a) Type: **Search_SAP_Menu** in Menu field and execute.
- b) Enter the Transaction Code in the search text entry and enter.

You will get the menu path for a particular Transaction Code

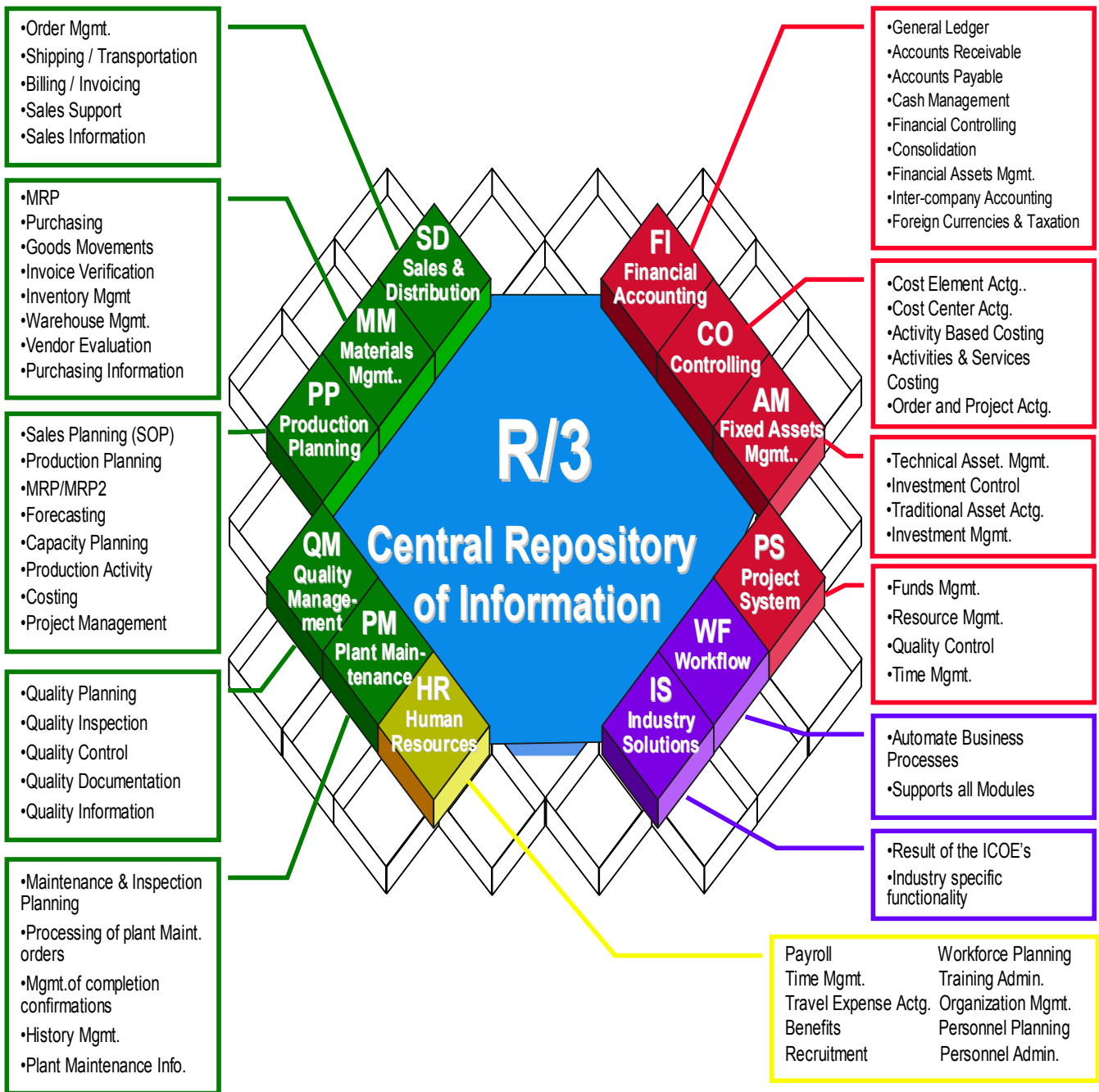
2. How to search for a Transaction Code

- a) Type SE16 in Menu field and execute.
- b) Enter table name TSTC and enter.
- c) Enter a search word along with *

Eg: VA* which will give you all the transactions starting with **VA** and text of that transaction in the last column of that report.

Shortcut	Description
/n	Ends the current transaction.
/nxxxx	Moves you from anywhere into transaction xxxx. Note, however, that you are terminating the current screen and will lose any unsaved data.
/nVA00	Moves you from anywhere into the sales screen [VA00].
/i	Deletes the current session.
/nend	Logs off from the system.
/nex	Logs off from the system without a confirmation prompt.
/o	Generates a session list. (A session is a window into SAP, similar to having multiple documents/windows open in an application on a pc.)
/oXXXX	Opens transaction xxxx in a new session.
/oVA00	Opens transaction VA00 in a new session.

Short-Cut Keys: F1- Help, F2-Details, F3- Back, F4- List of Values, F5-New Entries, F6- Copy,F7- Select All& F8- Execute

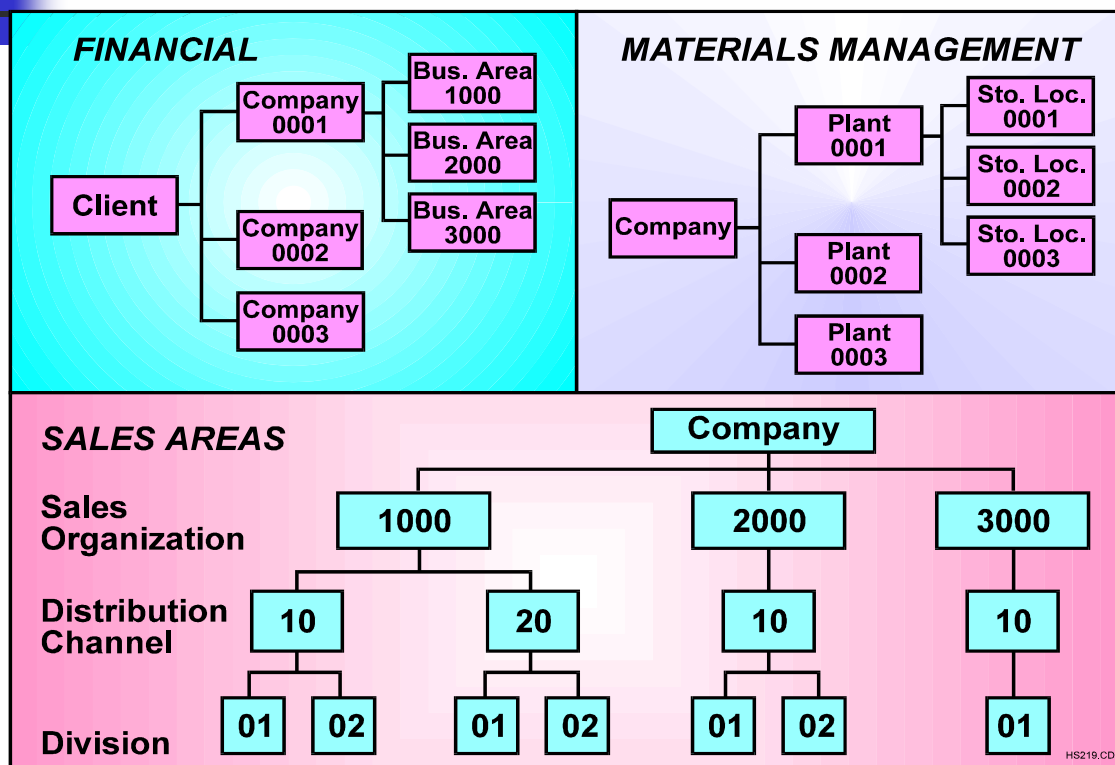


3. Enterprise Structure.

The organizational data reflects the structure of the (Client) business. Every transaction occurs within this structure; we must set the Enterprise Structure of the client before we process S D transactions.

Eg. Without a sales area it is not possible to create a sales order in SAP.

SAP Enterprise Structure.



3.1 Overview of Enterprise Structure

Company Code: - The company code is a legal entity, which takes care of the business process of a company.

NOTE: - 1. Company Code is defined in FI Module.
2. FI is the first module to be started in SAP implementation.

Sales Organization: - Specifies the responsible organization unit, which takes care of the sales & distribution process in the company. The highest-level of organizational unit in SD is Sales Organization.

Distribution Channel: - Specifies the channel through which the goods & services are delivered to the customers.

Eg: - Direct Sales, Internet Sales, W. Sellers, Tele Sales & Retailers.

Divisions: - Specifies the range (Group) of products or services for which the company is doing the sales. A Division is used to group material and services. A material can have only one Division.

Sales Area: - A Sales area is a combination of a Sales organization, DC and Division. It defines the Distribution channel of a Sales organization uses to sell products of certain Division.

Sales Line: - The combination of Sales Organization and Distribution channel is called as sales line.

Sales Office: - It is the Geographical aspect of the structure (it is like the same as branch office)

Sales Group: - The employees working under the sales office can be divided into different sales Groups, based on their functions.

Plant: - The factory or the manufacturing unit is called as plant in SAP. The delivering plant is from where the materials and services are distributed.

Storage Location: - A storage location is the place within the plant where we can store the goods. Each plant has at least one storage location assigned to it.

Relationships: -

Company Code to Sales Organization: - One company code can have many sales organizations. But one Sales Organization has to be assigned to one company code. So the relationship is **One to Many**.

One ↔ Many

Sales Organization to Distribution Channel: - One Sales Organization can have many distribution channels. One Distribution channel can be assigned to many sales organizations, so the relationship is **Many to Many**.

Many ↔ Many

Sales Organization to Division: - One Sales Organization can have many divisions & one division can be assigned to many sales organizations. So the relationship is **Many to Many**.

Many ↔ Many

Distribution Channel to Division: - One Distribution channel can have many divisions. One division can be assigned to many Distribution channels. So the relationship is **Many to Many**.

Many ↔ Many

NOTE: - *If sales Organization wants to use a plant to deliver the goods, that plant must be assigned to the Sales Organization.*

3.2 Definition & Assignment of Elements

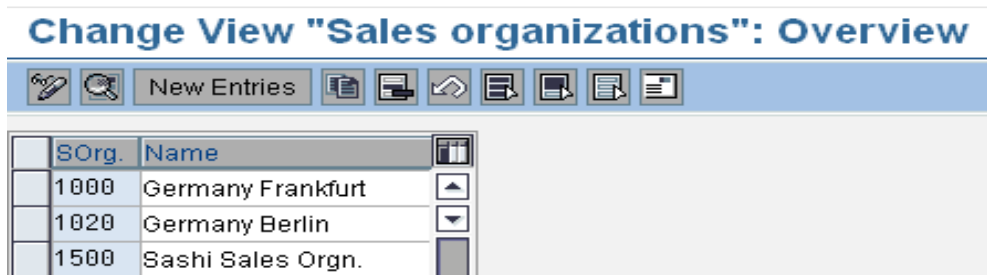
Definitions: -

Defining Sales Organization: - [OVX5]

SPRO → Enterprise Structure → Definition → Sales & Distribution →
Define Copy, Delete, and Check Sales organization
Copy, Delete, Check Sales organization [EC04]

Go to Copy Organizational Object [F6]

- 1) In the field from sales organization, specify an existing organization, in the field To sales organization specify the required new sales organization.
- 2) Come back to the previous screen, go to defined sales Orgn & go to details
Enter the Values for the fields; Description, Currency, S.Orgn Calendar – 01.
- 3) Select the Address icon (on Top) and maintain the corresponding details.



Statistics Currency: - The currency that is proposed as default currency when statistics is generated for the sales organization.

Rebate Process Active: - If a sales organization wants to give rebates to their customers this field has to be checked.

Sales Orgn Calendar: Specifies the working day/Holiday calendar for the sales organization

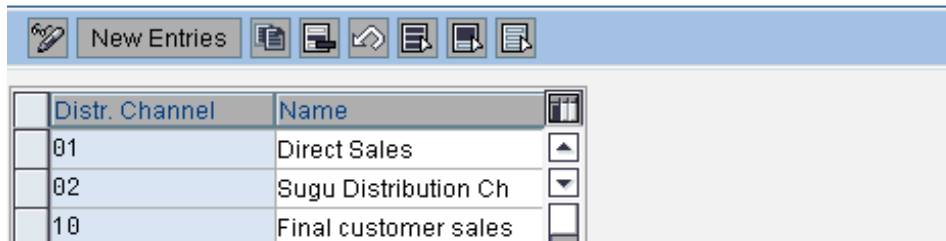
Defining Distribution Channel: - [OVXI]

SPRO → Enterprise Structure → Definition → Sales & Distribution →
Define Copy, Delete, Check Distribution Channel
Copy, Delete, Check Distribution Channel [EC05]

Go to Copy Organizational Object [F6], Enter the Values from DC & To DC
Come back [F3]

Go to Define Distribution Channel [OVXI]

Change View "Distribution channels": Overview



Distr. Channel	Name
01	Direct Sales
02	Sugu Distribution Ch
10	Final customer sales

Defining Division: - [OVXB]

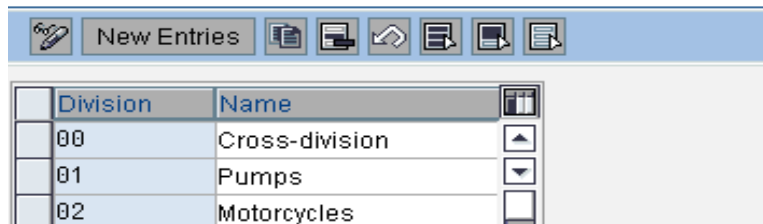
SPRO → Enterprise Structure → Definition → Logistics General
Define Copy, Delete, Check Division → Copy, Delete, Check Division [EC06]

Go to Copy Organizational Object [F6], Enter the Values from Division & To Div
Come back [F3]

Go to Define Division [OVXB]

Select defined division and enter the required name and save it.

Change View "Divisions": Overview



Division	Name
00	Cross-division
01	Pumps
02	Motorcycles

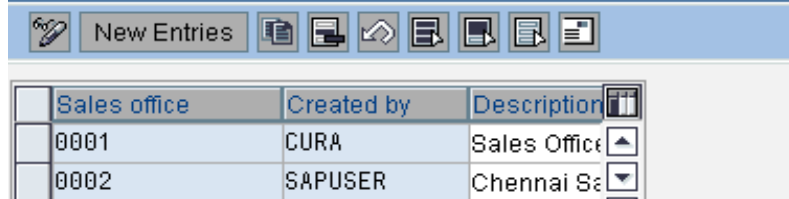
Defining Sales Office: - [OVX1]

SPRO → Enterprise Structure → Definition → Sales & Dist → Maintain S. Office

Go to New entries [**F5**] and define the sales office

Go to Address Icon [**Shift+F5**] and maintain the details and save it.

Change View "Sales offices": Overview



Sales office	Created by	Description
0001	CURA	Sales Office
0002	SAPUSER	Chennai Sales Office

Defining Sales Group: - [OVX4]

SPRO → Enterprise Structure → Definition → Sales & Dist → Maintain S. Group

Go to New entries and define the Sales Group and save it.

Change View "Sales Groups": Overview



Sales group	Description
001	Sales group 001
002	Chandigarh Sales Grp

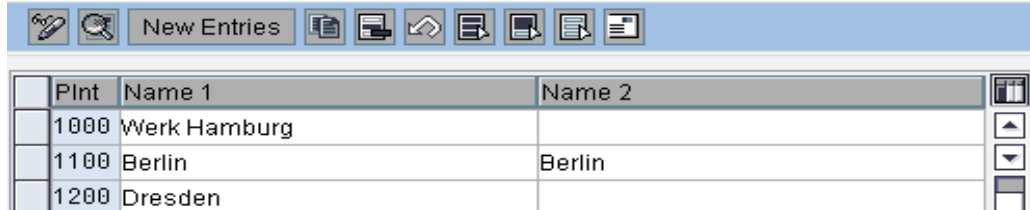
Defining a Plant: - [EC02]

SPRO → Enterprise Structure → Definition → Logistics General → Define, Copy, Delete, Check Plant → Copy, Delete, Check Plant

Go to copy Organizational object [**F6**], Enter the Values from Plant & to Plant

Come back [**F3**], Go to Define Plant [**OX10**]

Change View "Plants": Overview



Plnt	Name 1	Name 2
1000	Werk Hamburg	
1100	Berlin	Berlin
1200	Dresden	

Select the defined Plant & go to Address Icon, Maintain Details & save it.

Change View "Plants": Details

New Entries [Icons]

Plant: 1000
 Name 1: Werk Hamburg
 Name 2: [Empty]

Detailed information

Language Key: DE German
 House number/street: Alsterdorfer Strasse 13
 PO Box: [Empty]
 Postal Code: 22299
 City: Hamburg
 Country Key: DE Germany
 Region: 02 Hamburg
 County code: [Empty]
 City code: [Empty]
 Tax Jurisdiction: [Empty]
 Factory calendar: 01 Factory calendar Germany standard

Define Storage Location: - [OX09]

SPRO → Enterprise Structure → Definition → Materials Management → Maintain storage location

Enter the required Plant & Go to New entries define.

Change View "Storage locations": Overview

New Entries [Icons]

Plant: 1200

Dialog Structure: Storage locations (Addresses of storage)

SLoc	Description
0001	Materiallager
0002	Fertigwarenlager

Defining Regions

SPRO → SAP Net Weaver → Gen Settings → Set Countries → Insert Regions. Go to new entries and create the region for the required country.

Change View "Regions": Overview

New Entries [Icons]

Country	Region	Description
IN	10	Karnataka
IN	11	Kerala