Sales and Distribution

ERP OVERVIEW

- Understanding ERP
- What is ERP?
- Why ERP?
- Limitation of ERP?
- Benefits of ERP

SAP OVERVIEW

- About SAP
- Why SAP?
- Advantages and scope of SAP
- System Landscape **:** PROD / DEV / QA
- What is R/3 & Purpose of R/3?
- R/3 Technology Environment
- R/2 & R/3 System Architecture
- Modules in SAP R/3
- Understanding BASIS Environment

SAP SD ENTERPRISE STRUCTURE

- Life Cycle of SAP Work Flow
- Organization Levels
- Client, Company Code, Plant
- Purchasing Organization, Purchase Group
- Storage Location
- Sales Organization, Sales Organization Structure
- Customer Master, Vendor Master

Master Data

- Customer
- Vendor

- Material
- Customer Material Info Record

SD Document Types

- Inquiry
- Quotation
- Sales Order
- Delivery
- Billing
- Return Order
- Debit Memo Request / Credit Memo Request
- Invoice Correction Request
- Cash Order / Rush Order / Consignment
- Contract (Rental / Value / Schedule)
- Scheduling Contract

Basic Functions

- Pricing
- Taxes
- Availability Check
- Transfer of Requirements
- Partner Determination
- Text Control
- Incompletion log
- Material Determination
- Output Control
- Listing / Exclusion
- Account Assignment
- Credit Management / Risk Management

Partner Determination

- Define Partner Functions
- Define Partner Procedure
- Hierarchy Account Group
- Customer hierarchy Change

Text Control

- Define Text Types
- Define and Assign Text Determination Procedure

Incompletion Log

- Define Status Groups
- Define and Assign Incompleteness Procedures

Material Determination

- Define Substitution Reasons
- Define Pre-requisites and Assign Procedures to Sales Document Types

Output Control

- Define Requirements / Print Parameters
- Maintain Output Determination for Sales / Delivery / Billing documents

Listing / Exclusion

- Activate L / E for Documents
- Maintaining the procedures of L / E

Account Assignment

- Assign G/L Accounts
- Define and Assign A / C Determination Procedure
- Revenue Account Determination

Credit / Risk Management

- Simple Credit
- Dynamic Credit

Pricing

- Define & Assign Pricing Procedure
- Maintain Pricing Procedure

Taxes

- Define Tax for Master Reports
- Define Tax Determination Rules

Availability Check

- Availability check with ATP Logic

Transfer of Requirements

- Define Requirements Types / Classes
- Maintain Requirements for TOR / Purchase Assembly Orders
- Determination of Requirement types

Delivery

- Basic Shipping functions
- Define & Maintain Delivery Document Types / Item Categories
- Picking Overview
- Packing Overview

Shipment / Transportation

- Basic Transportation
- Routes
- Shipment Doc Type / Cost Document

Billing

- Billing Document Types

Additional Business Processes

- Intercompany Process
- Stock Transfer
  A. With Delivery
  B. Without Delivery
- Rebate
- IPO
- MTO

Add-on helping hands overview

- Transport Request
- Copying Control
- IDOC
- Batch Job
- User Exists (Sales Order, Delivery, Billing, Account to Billing transfer, customer master, material master)
- Routine
- Layout

- SAP Query
- Useful Tables