



SAP SD

SAP SD (Sales and Distribution) is one of the core functional modules of SAP ERP that allows organizations to store and manage customer-related as well as product-related data. Companies can then use this data to manage all of the sales ordering, shipping, billing, pricing, credit management, and invoicing processes for their products and services.

Thus SAP SD system is basically used to store, manage and control the customer and product data of an organization.

SAP SD is part of logistics ecosystem used to manage customer relationship starting from raising a quotation to sales order and billing of the product or service. It allows companies to input their customer sales price, check for open orders and forecast etc. SD comprises of a number of sub-modules: SAP-SD-MD (Master Data), SAP-SD-BF (Basic Functions), SAP-SD-SLS (Sales), SAP-SD-SHP (Shipping), SAP-SD-TBA (Transportation), SAP-SD-FTT (Foreign Trade), SAP-SD-BIL (Billing), SAP-SD-CAS (Sales Support).

Key areas covered by SAP SD are: Pre-sales actions, comprising of Inquiry and Quotation creation, Sales Order processing, viz. Sales Order (SO) creation, Shipping including Outbound Delivery document creation, Billing that takes into count both Billing document and invoice creation.

Course Syllabus

- Introductions to SD
 - Introduction to ERP
 - SAP Overview
 - Functions and Objectives Of SD
 - Overview Cycle of SD

- Organizational structure of an Enterprise in the SAP ECC system
 - Navigation basics- Easy access, favorites, settings
 - Creation of Organizational Elements - Company, Company code, Plant, Storage Location, Sales organization, Distribution channel, Sales Office, Sales group and Assignments

- Master Data
 - Material Master
 - Customer Master
 - Customer Material Information record

- Pricing Process and Determination
 - Pricing Condition technique overview
 - Define Access sequence
 - Define Condition Types
 - Define pricing procedures
 - Pricing procedure determination
 - Pricing conditions in sales order
 - Pricing conditions in Invoicing

- Document Types for Pre-sales and Sales Documents
(IN, QT, OR, QC, WK1, WK2, CS, RO, CR, DR)-vov8
 - Define Document types
 - Define Number Ranges for Document Type
 - Defining Sales document types with controls
 - Sales Item category defining and controls

- Schedule line categories
- Item category and schedule line categories determinations

➤ Sales Cycles - sales processes

- Sales Inquiry Process
- Sales Quotation Process
- Contracts processing
- Sales Order Process
- Delivery and Shipping process
- Invoicing Process
- Credit and Debit Memo process
- Credit Sales Process- Configuring credit checks, risk categories
- Cash Sales process
- Rush Order process

➤ Free goods processing

- Free goods process overview
- Free goods Condition technique
- Exclusive and Inclusive free offers

➤ Revenue Account Determination

- Integration of SD with FI/CO
- Revenue account determination process
- Revenue account determination
- G/L account determinations

➤ SD Basic Functions

- Partner determination process
- Output determination process
- Text determination process
- Material determination
- Transfer of requirements
- Availability check process
- Incompletion process

- Listing and Exclusion
- Route determination process
- Working with Bill of Materials

➤ Special Sales Special Processes

- Consignment Sales process
- Stock transport order
- Third party process
- Returnable transport packaging – RTP
- Intercompany Sales
- Rebates processing

➤ Invoicing Plans

- Periodic Invoicing
- Milestone billing

➤ Variant Configuration

- Variant Configuration Overview
- Confuting variant configuration process
- Working with variants & variants pricing
- Testing scenarios in variant pricing

➤ Integration with Other Modules and Support

- Integration of SD with FI/CO
- Integration of SD with MM
- Integration of SD with PP
- Idocs handling
- Batch Jobs handling
- Support Projects Handling documentation
- Implementation Projects handling & documentation
- Resume Preparation
- Interview preparation