ABC - SAP Project

User Manual- Sales and Distribution

Project	ABC - SAP Project
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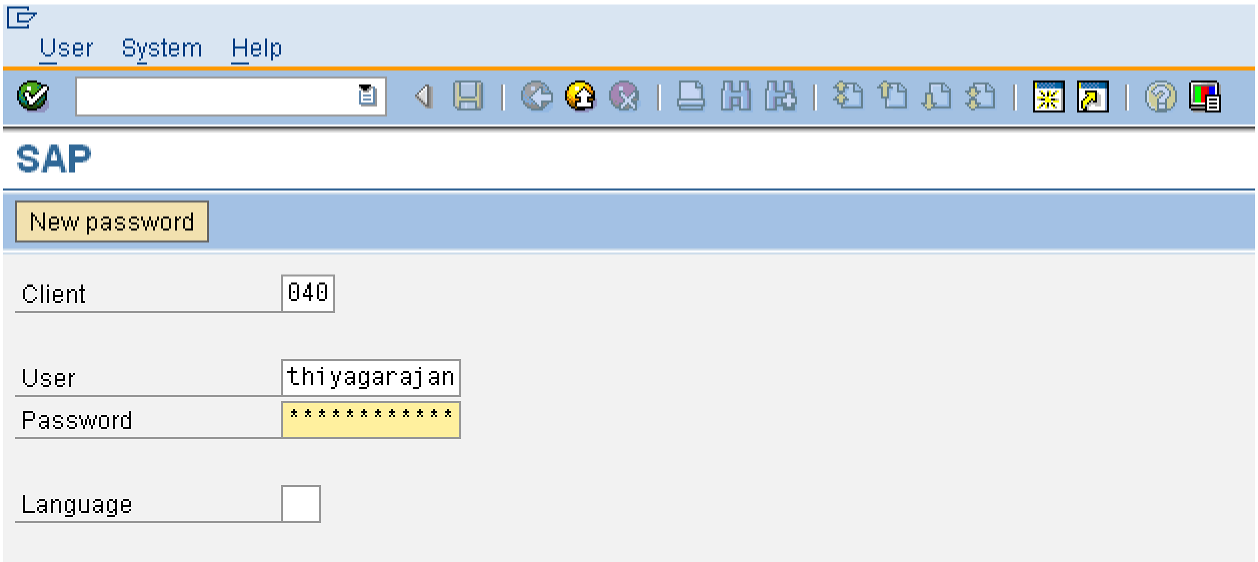
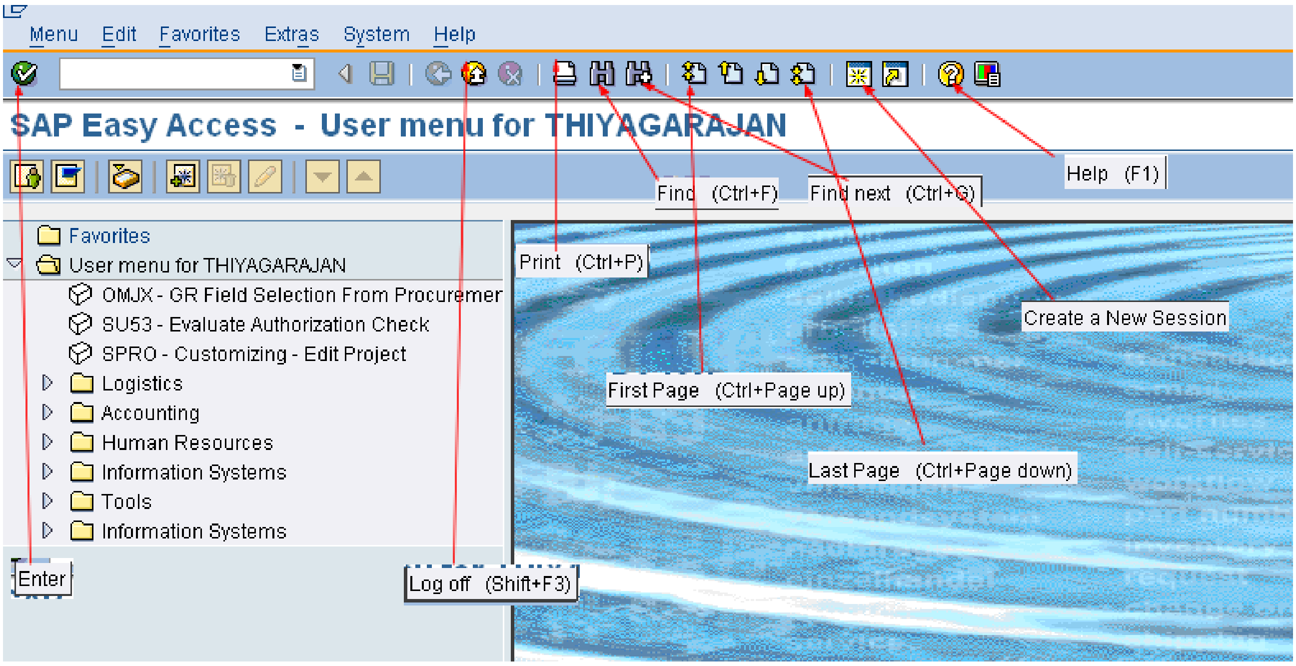
1 Introduction

This document is projected to elucidate all master data creation and business process step transaction creations.

2 SAP Logon



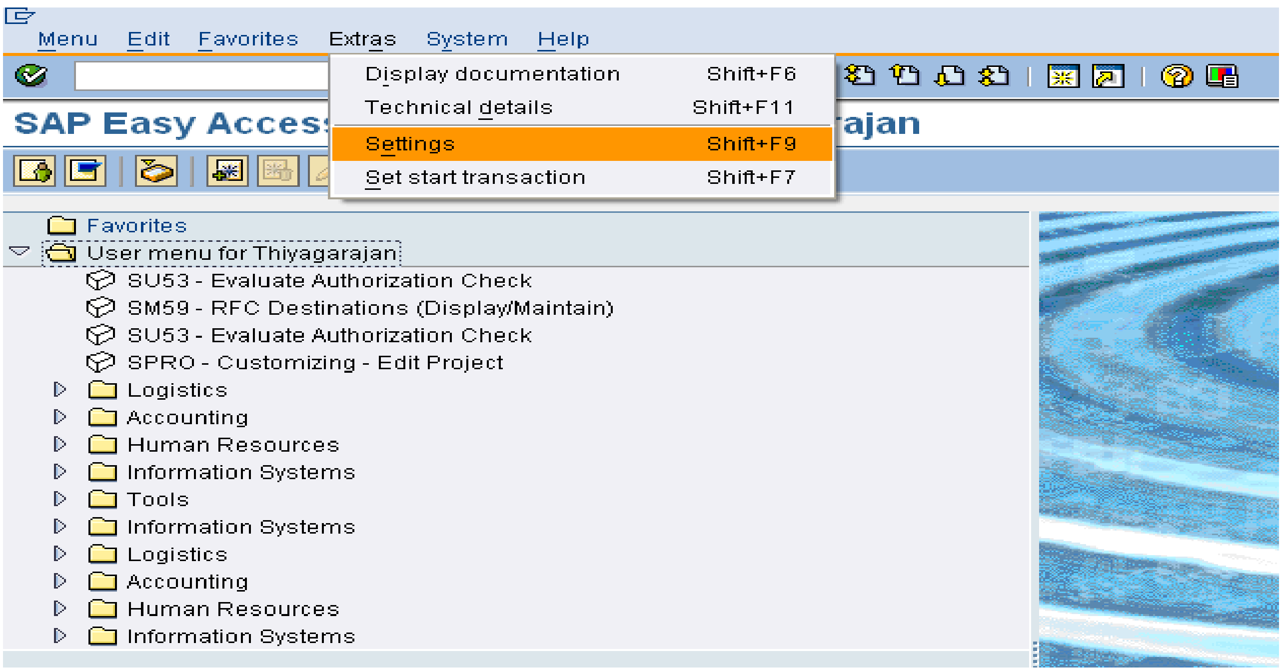
1. Select the SAP System from Sap logon pad
2. Select Client.
3. Logon to SAP with appropriate ‘User ID’ and ‘Password’
4. Press ‘Enter’ or click

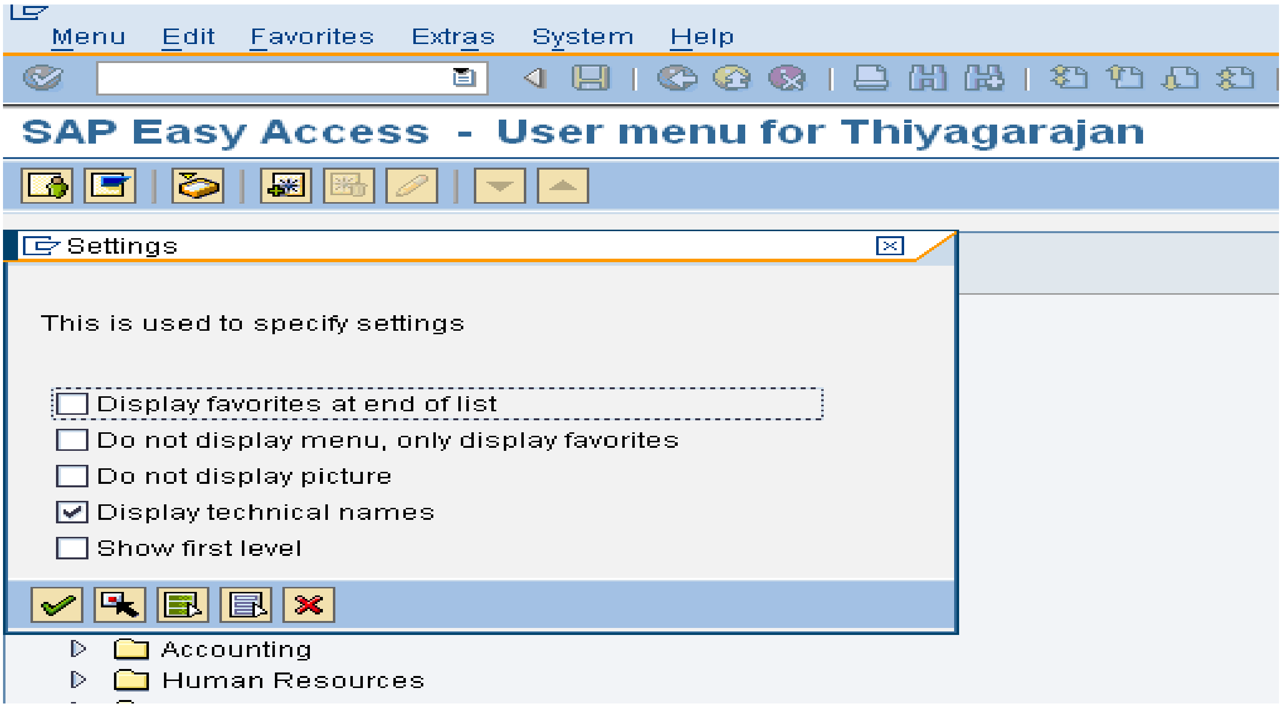


To display the T-Codes in the Easy Access follow the steps as it is in the below screen shots

Click Extras, Select Settings system will pop up the next screen.

Check the Display Technical Check box.





Menu
Edit
Favorites
Extras
System
Help
SAP Easy Access - User menu for Thiyagarajan
Settings
This is used to specify settings
Display favorites at end of list
Do not display menu, only display favorites
Do not display picture
Display technical names
Show first level
Accounting
Human Resources

3 Master Data

3.1 Customer Master

Customer is a business partner with whom you have the relationship involving the transfer of goods and services. The Customer Master records contain all the necessary data for processing business transactions.

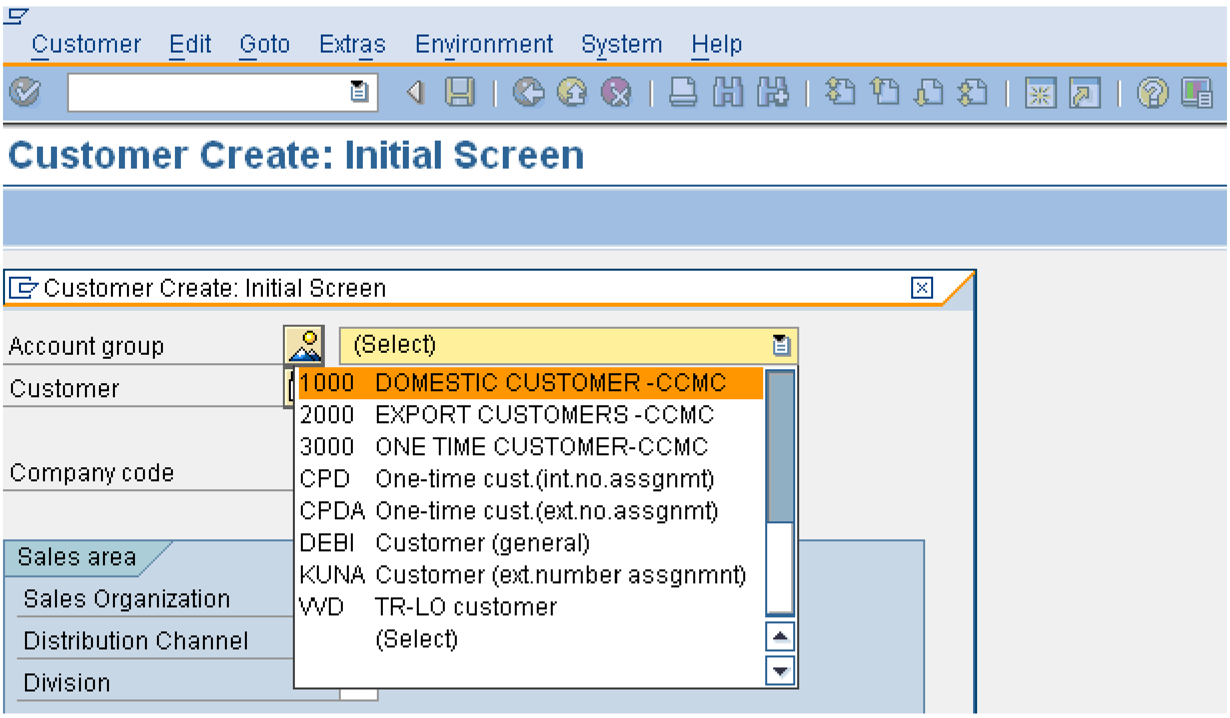
By maintaining the all master data accurately, system reduces the business process transaction time because system proposes the master data to the transactions automatically.

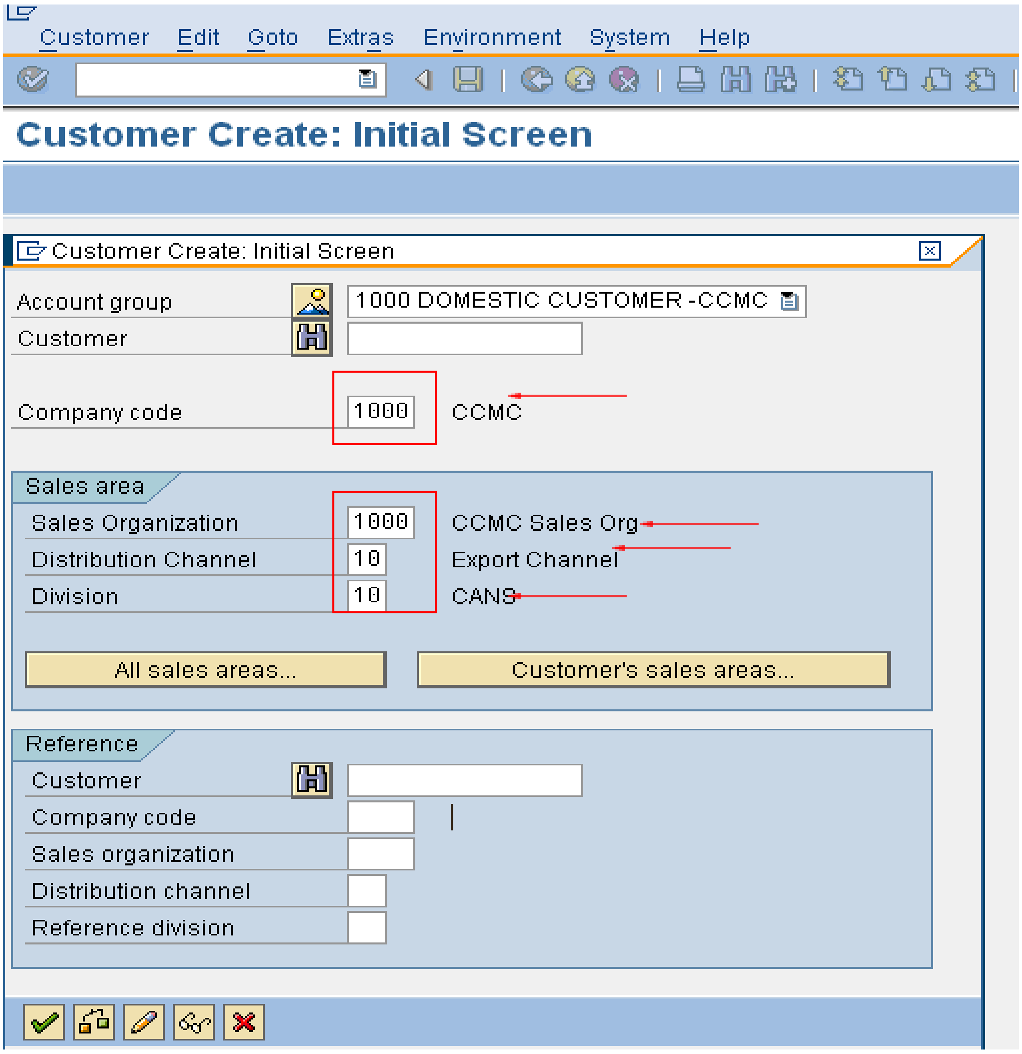
There are three different levels where you have to fill the business process related information.

General data, Company code data and sales area data

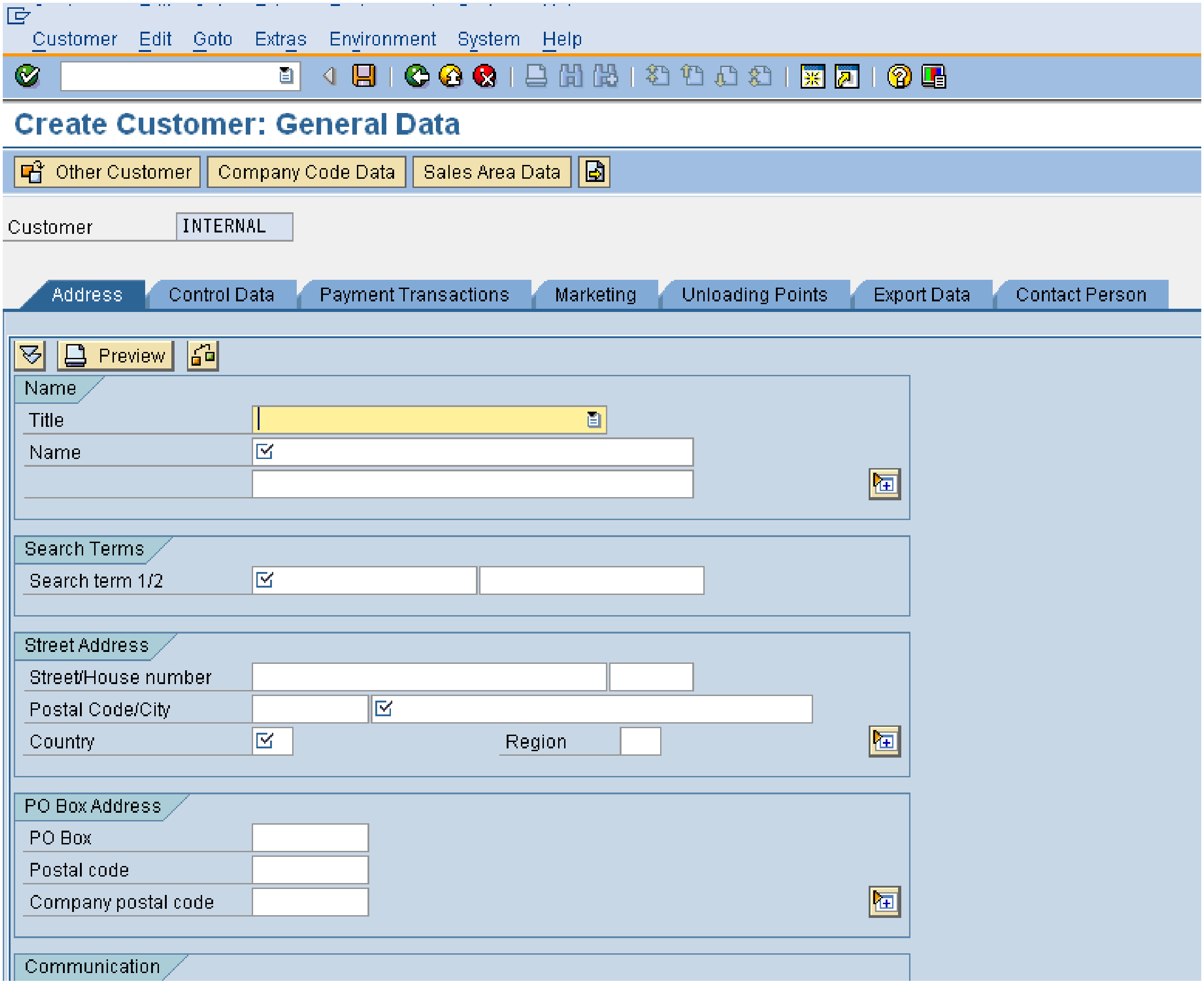
3.1.1 Create Customer Master

SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Master Data □ Business Partner □ Customer □ Create*
Transaction code	`XD01`

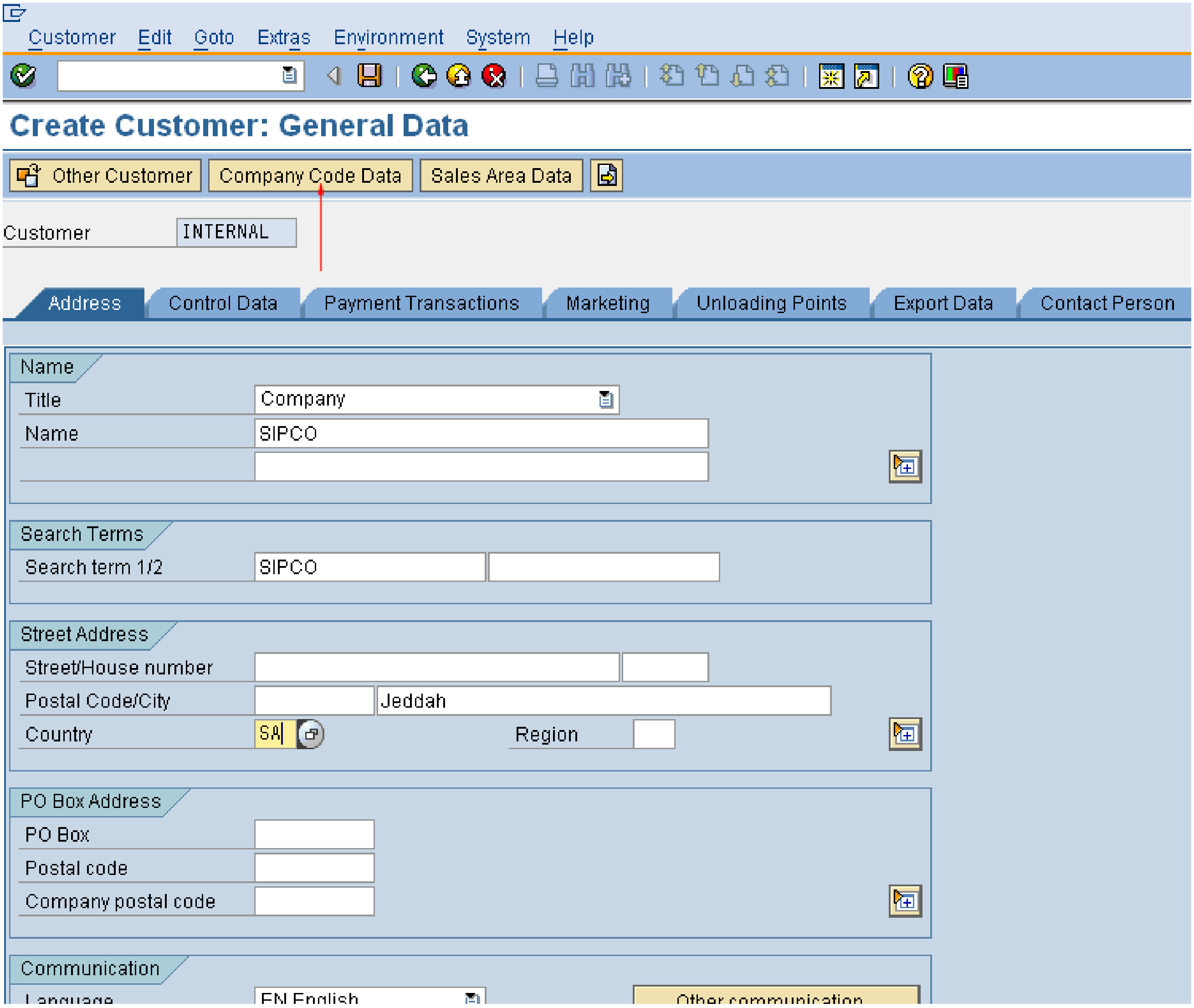




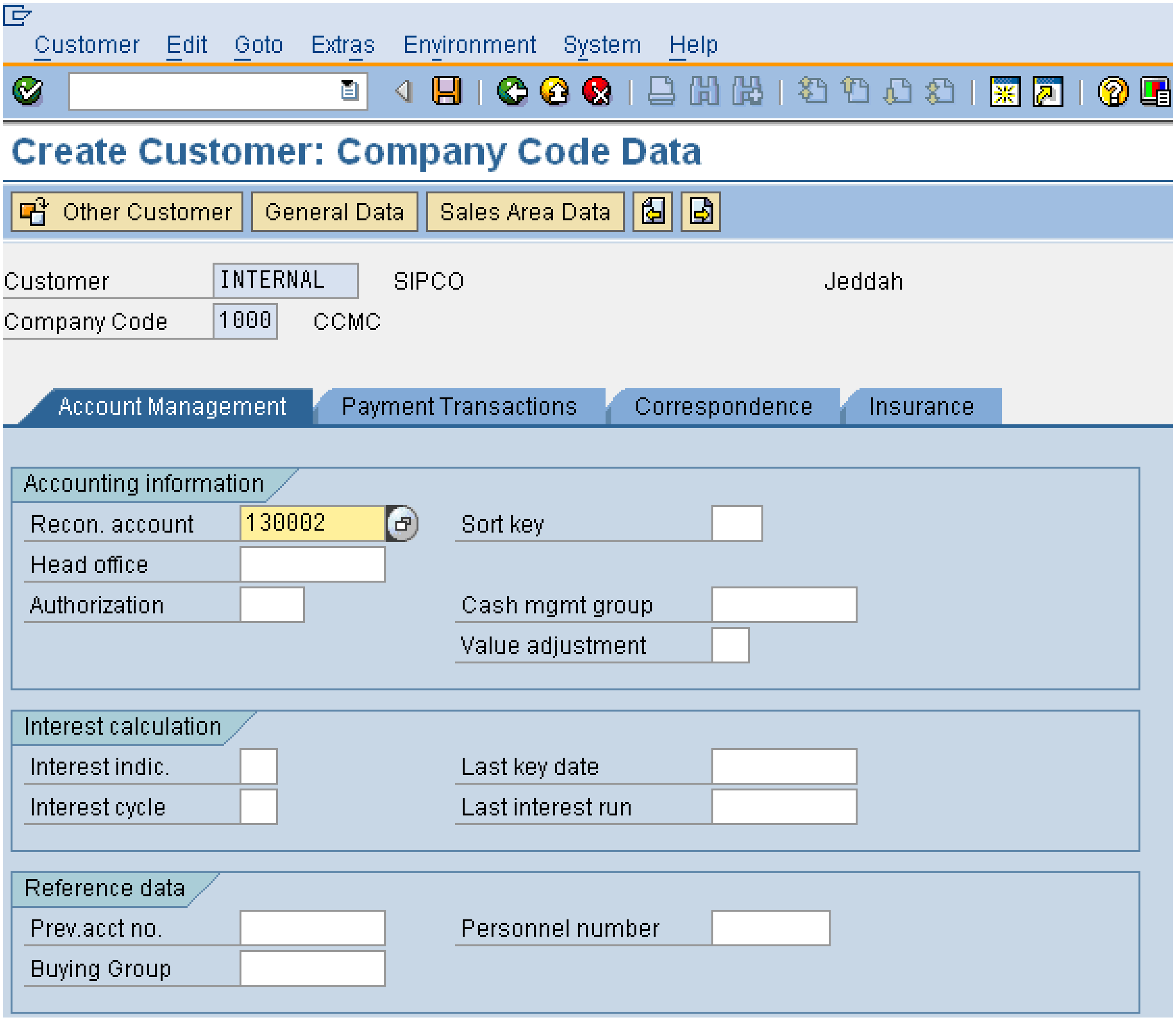
1. Select Account Group “1000 Domestic Customer - ABC”
2. Enter Company code ‘1000’
3. Enter Sales Organization as ‘1000’
4. Enter Distribution Channel as ‘10’
5. Enter Division as ‘10’.
6. Press ‘Enter’ or click



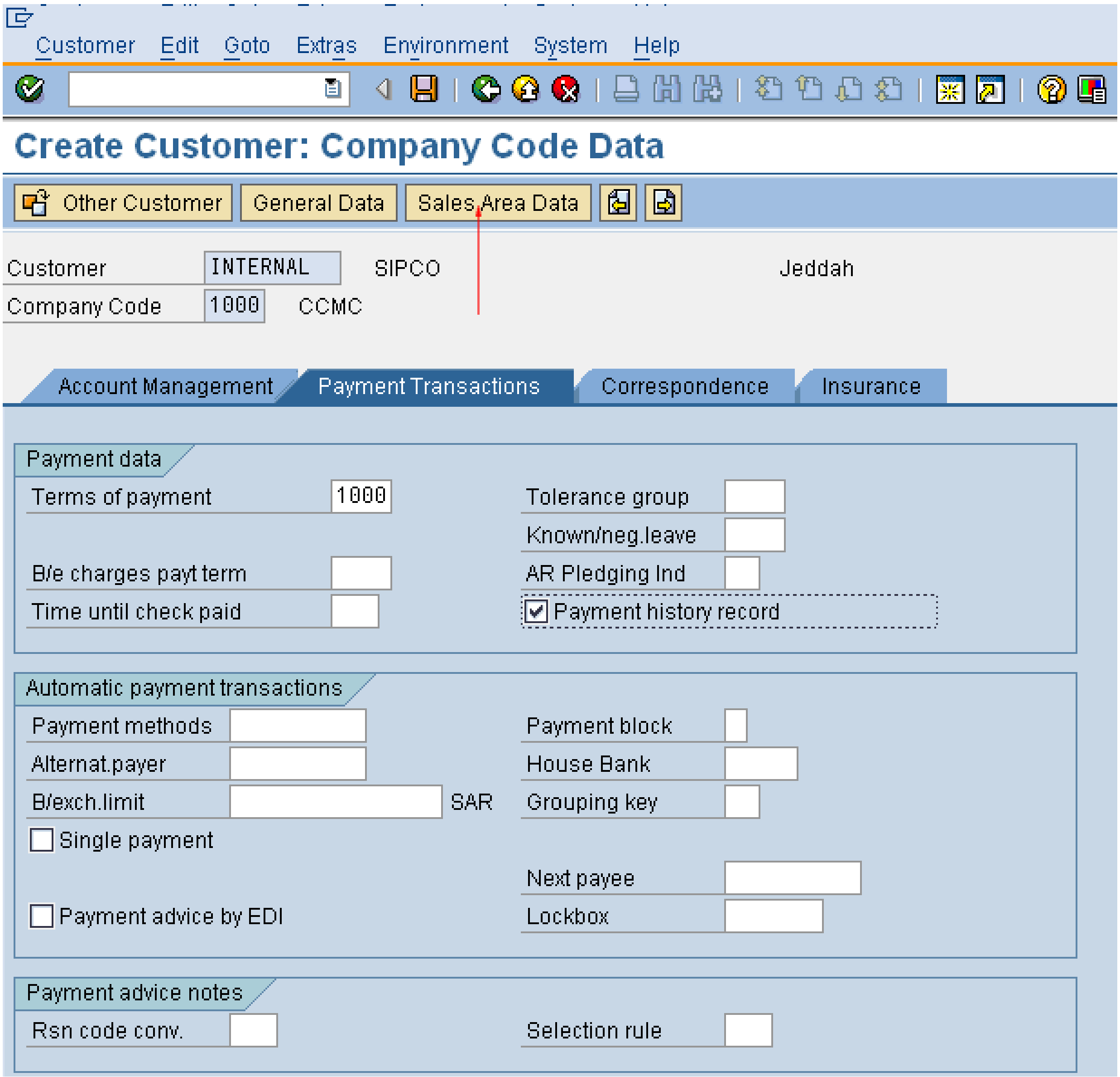
The check box shows the mandatory fields status. System will not allow the user to move forward without filling of all the mandatory fields.



The above screen shows that all the mandatory fields are filled. Click the Company Code Data TAB

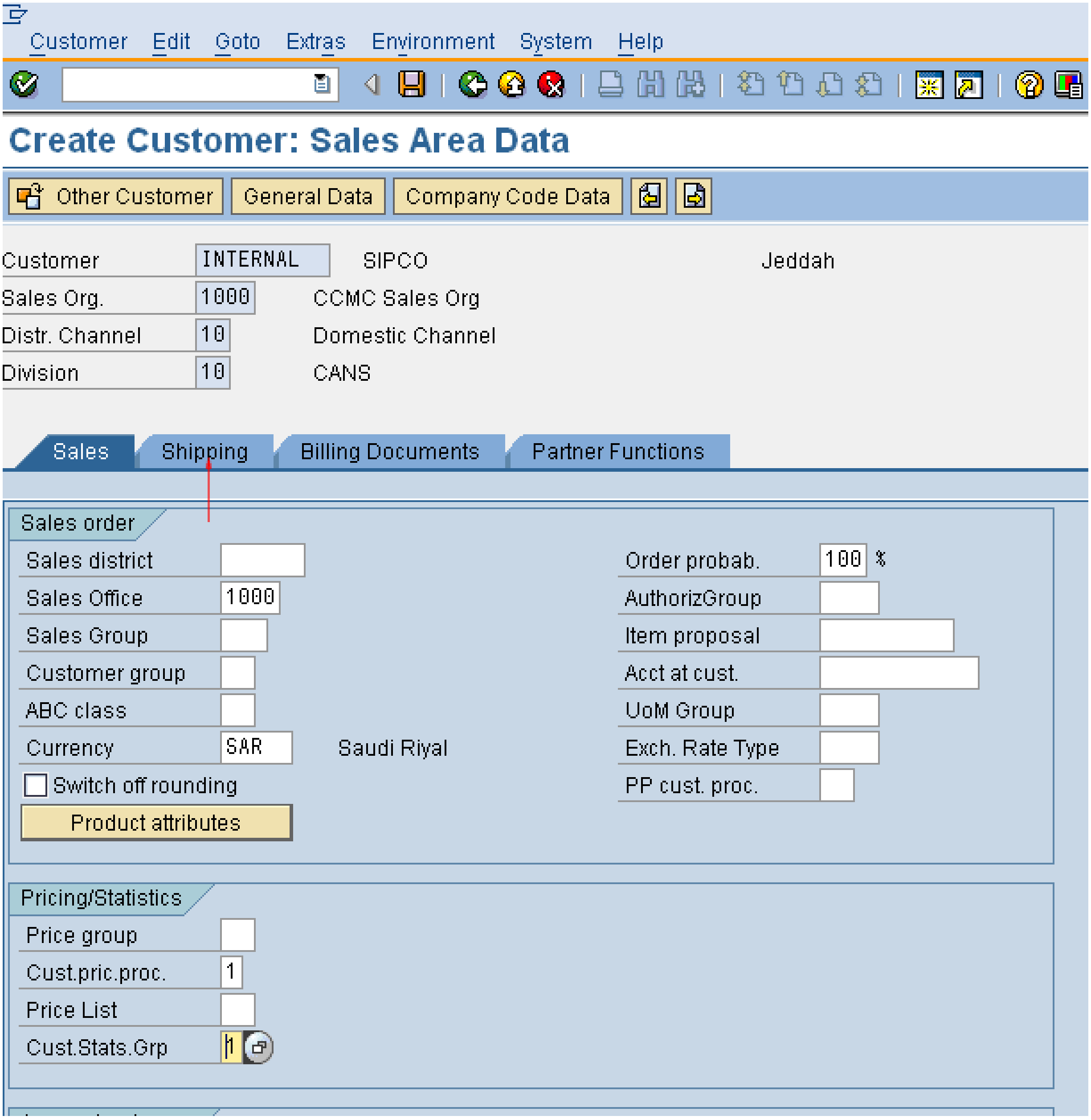


This Recon. Account is integrated with FI module to post the transaction value automatically to the particular GL account.



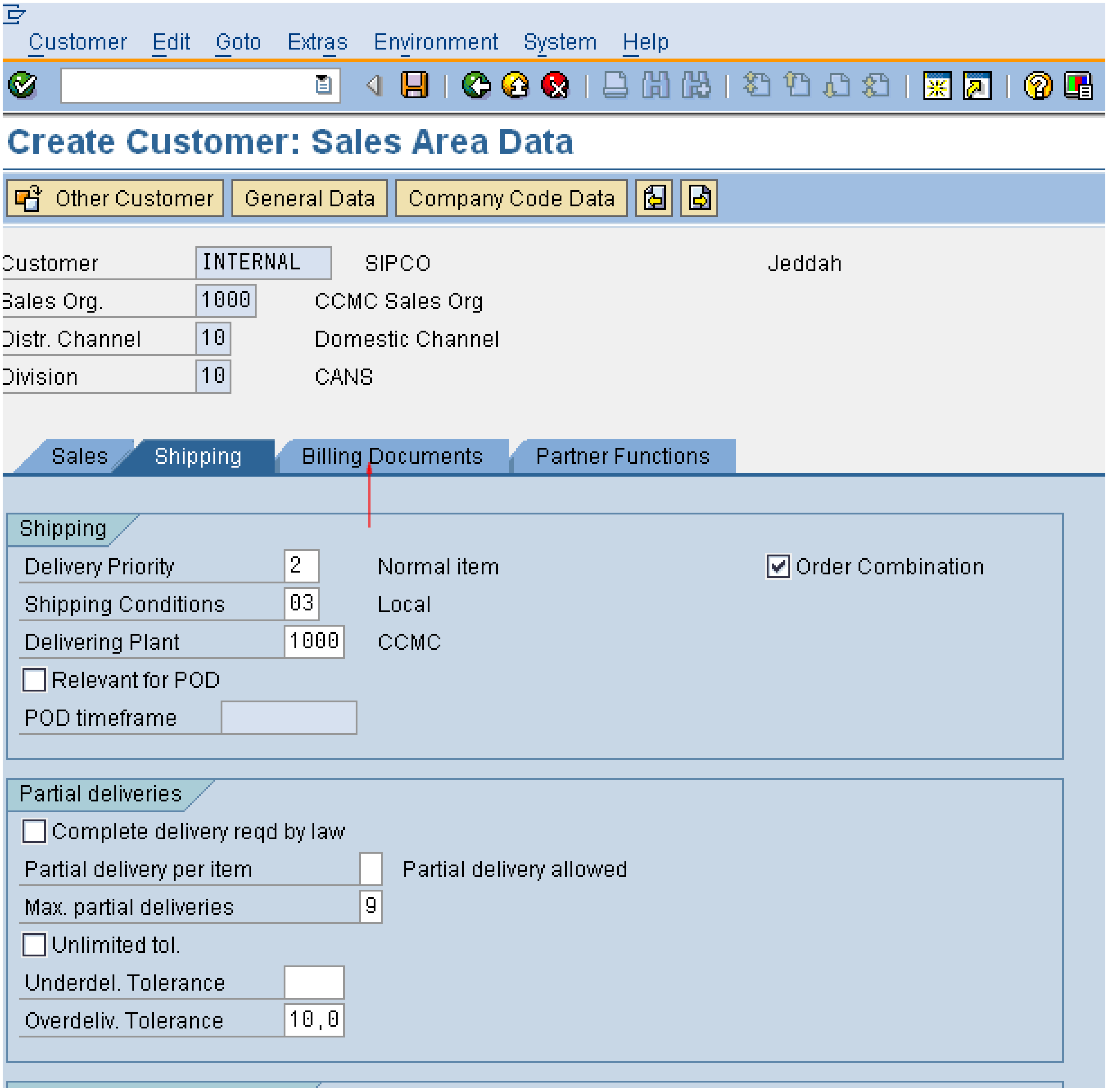
Enter the customer terms of payment. So that the system picks the terms of payment automatically while creating sales order. Tick the check box to update payment history.

Then click the sales area TAB. The system will take the user to the below screen where we need to fill up all the mandatory fields related to sales process.



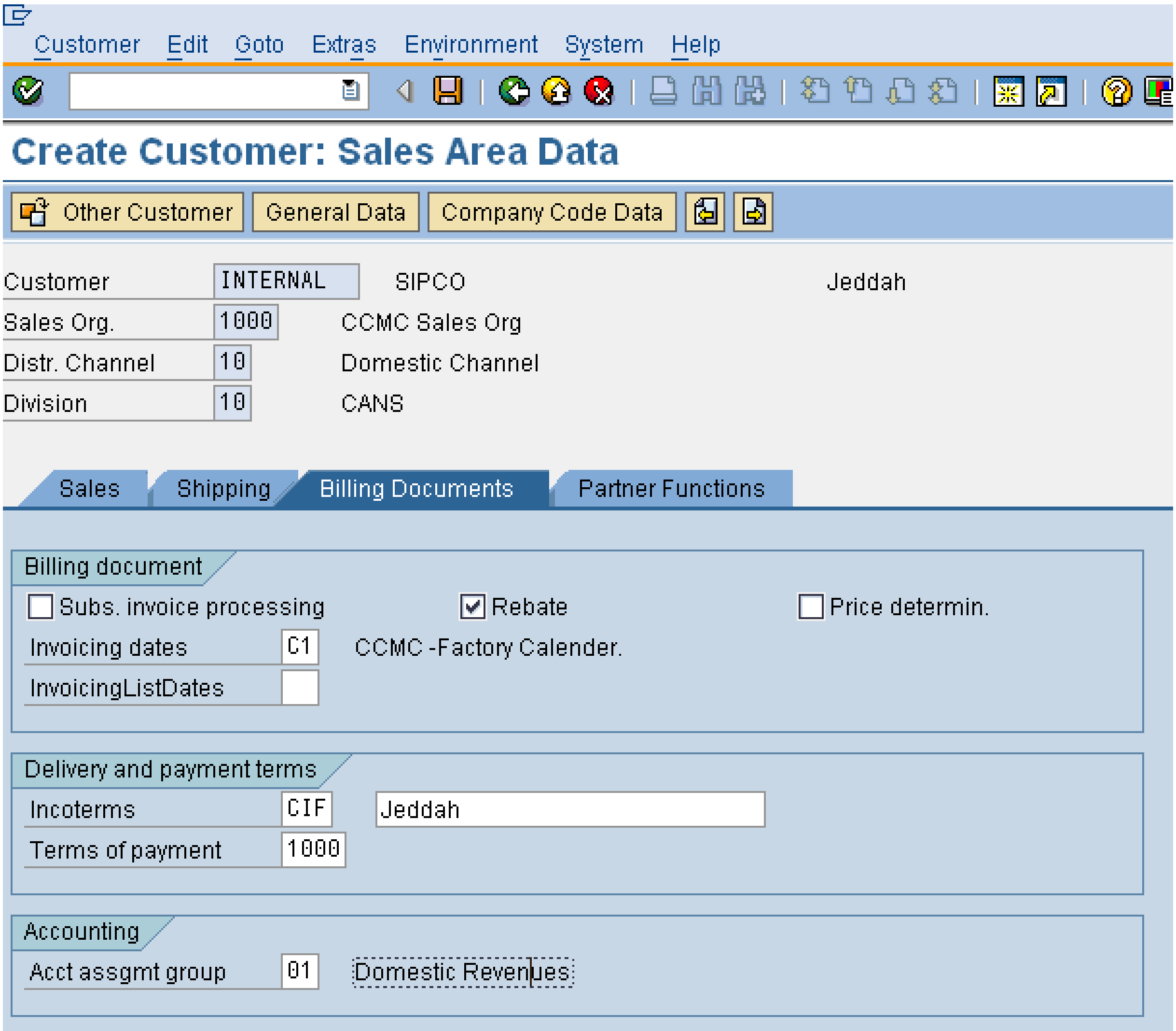
Enter Sales Office, Currency, Cust.pric.proc and Cust.stats.Grp.

Click shipping TAB. The system will take the user to the below screen where we need to fill up all the mandatory fields related to sales process.



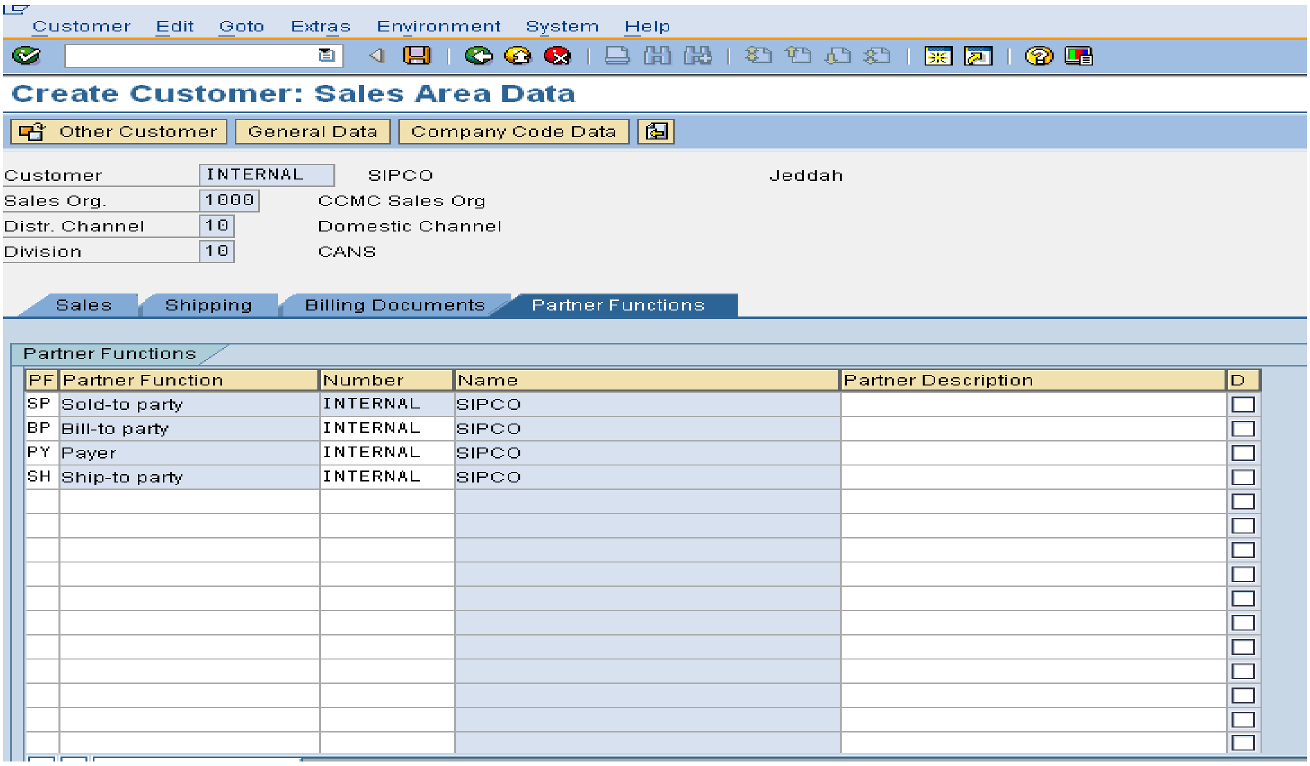
Enter Delivery Priority, Shipping Conditions, Delivering Plant and Over delivery Tolerance.

Click the Billing Document TAB. The system will take the user to the below screen where we need to fill up all the mandatory fields related to sales process.



Enter Invoicing Dates, Incoterms, Terms of Payment and Account assignment group. Tick the check box for the rebate process.

The system will propose the partner functions automatically.



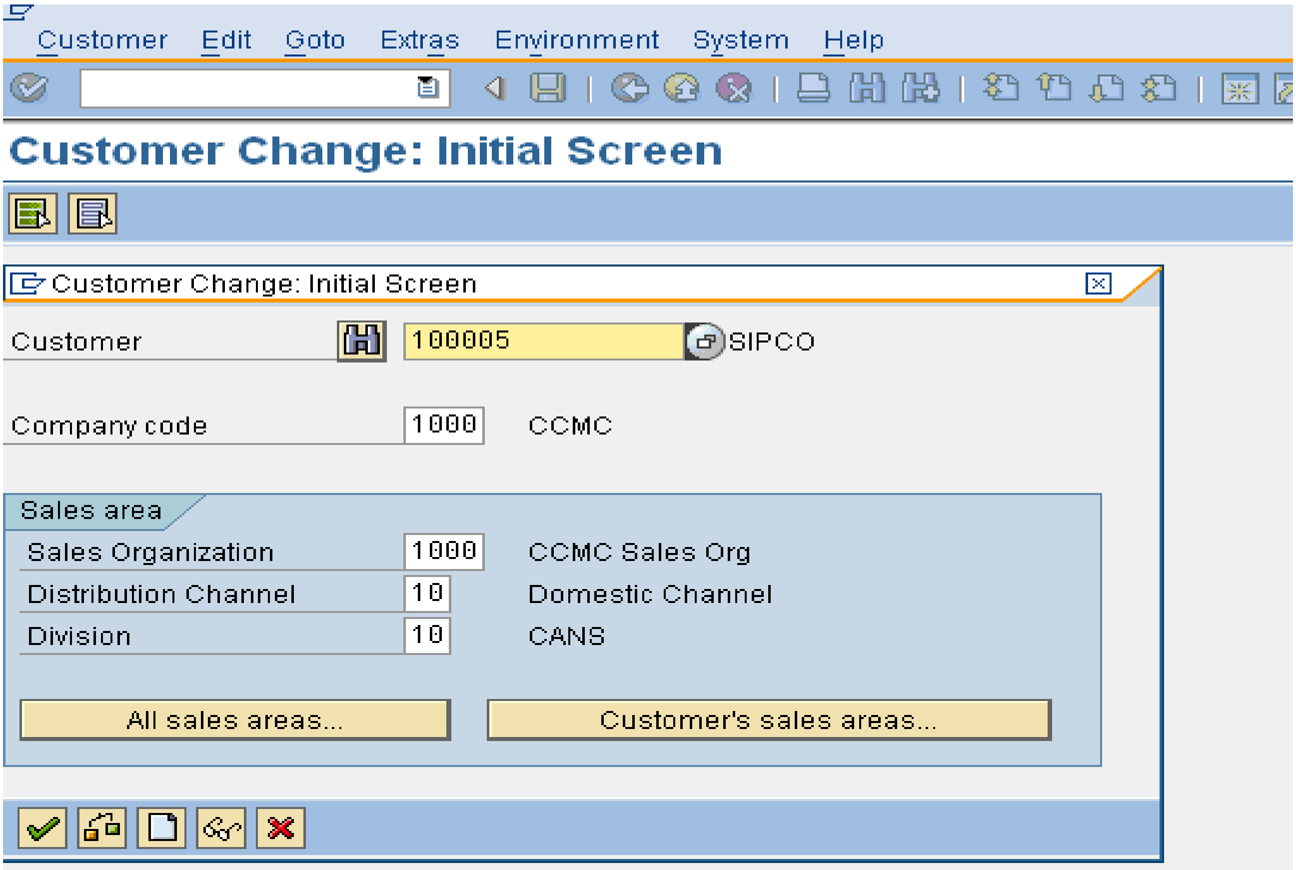
Save the Customer Master by click the button. System will generate customer number and the same shown below.

3.1.2 Change Customer Master

SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Master Data □ Business Partner □ Customer □ Change*
Transaction code	XD02

If the customer master data needs to be changed, User has to enter the customer number and respective sales area and then press enter.

System will take the user to the respective screen and changes can be done as per the requirement.



3.2 Pricing Condition

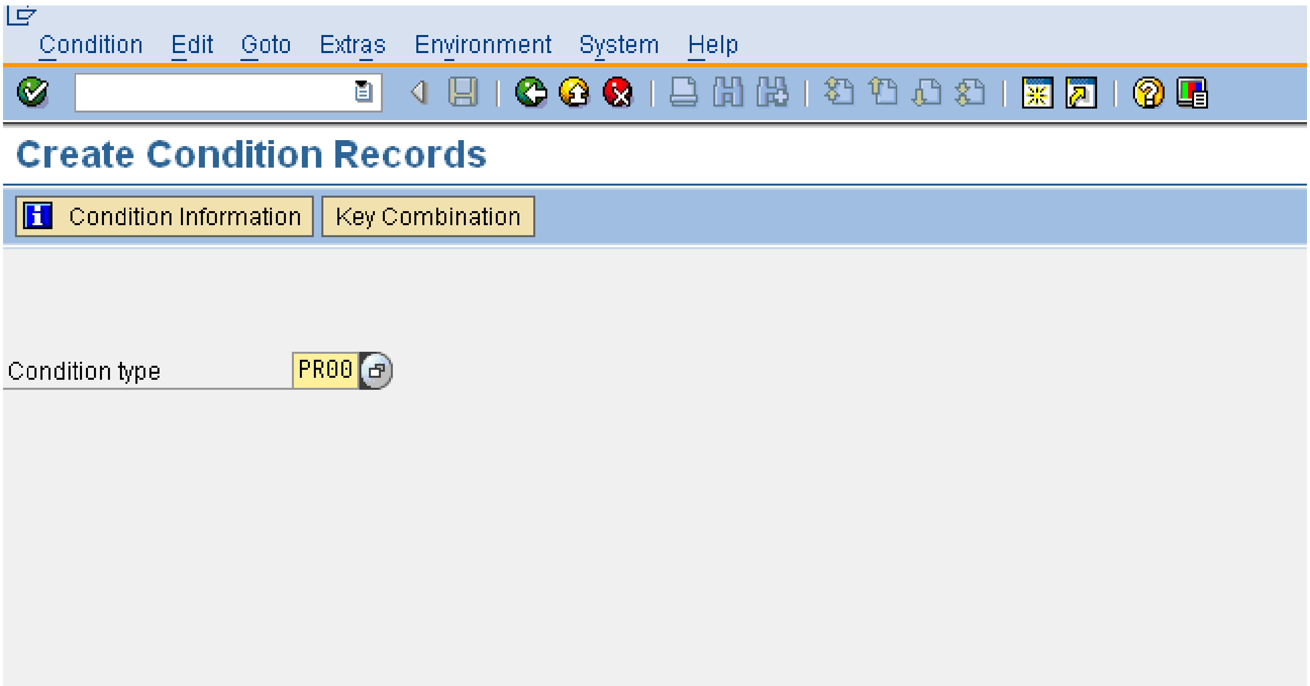
This Document is intended to explain the Creation of Pricing Master. This section explains how to perform day-to-day pricing activities during sales order processing and how to create and maintain pricing information by using condition records.

Condition records allow the user to store and retrieve pricing data in the system. All the pricing elements of the daily business - the prices, discounts, and surcharges for freight and taxes - that you want to use for automatic pricing must be stored in the system as condition records.

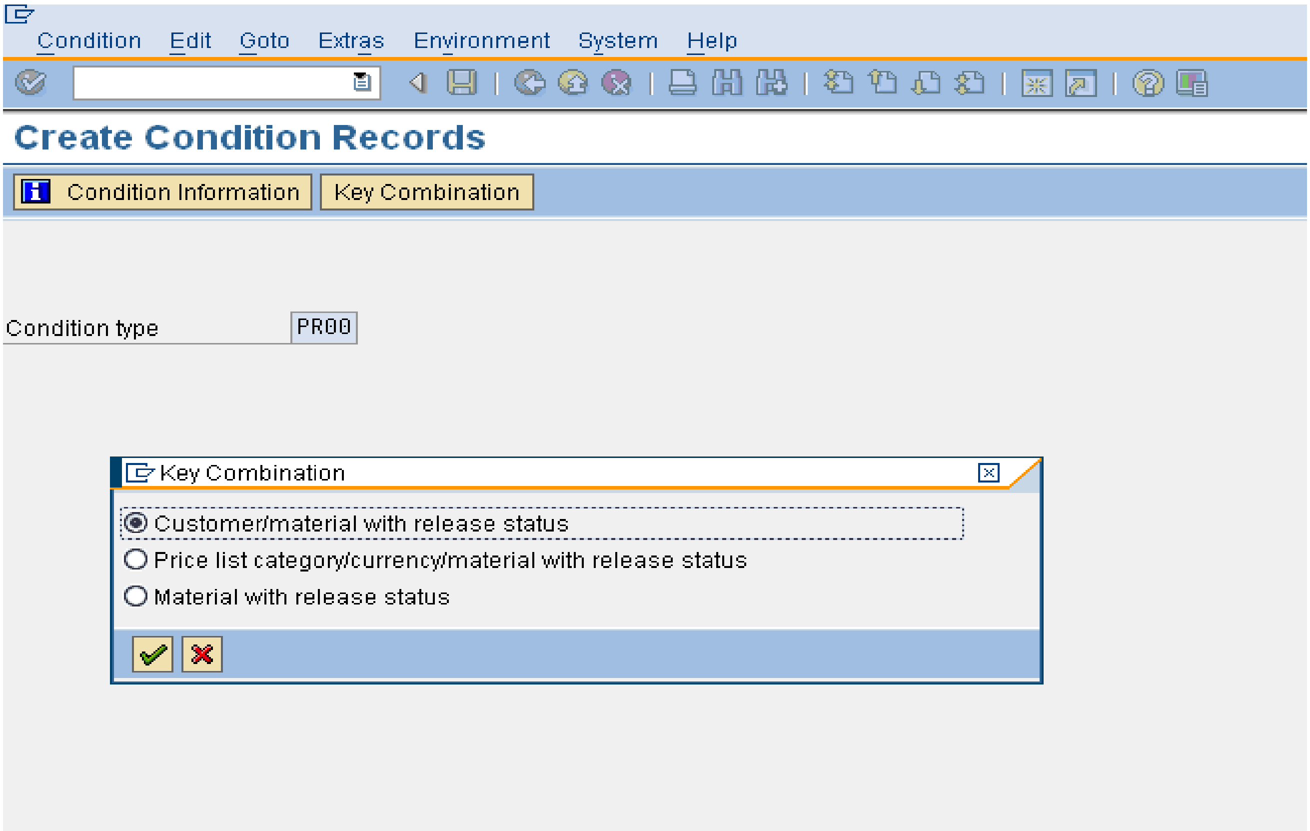
Create condition records for all the pricing elements that the system takes into account during automatic pricing. During document processing, the system transfers data from the condition records and determines the amounts for individual pricing elements (prices, discounts and surcharges) and the final amount for the sales document.

3.2.1 Create Condition Record

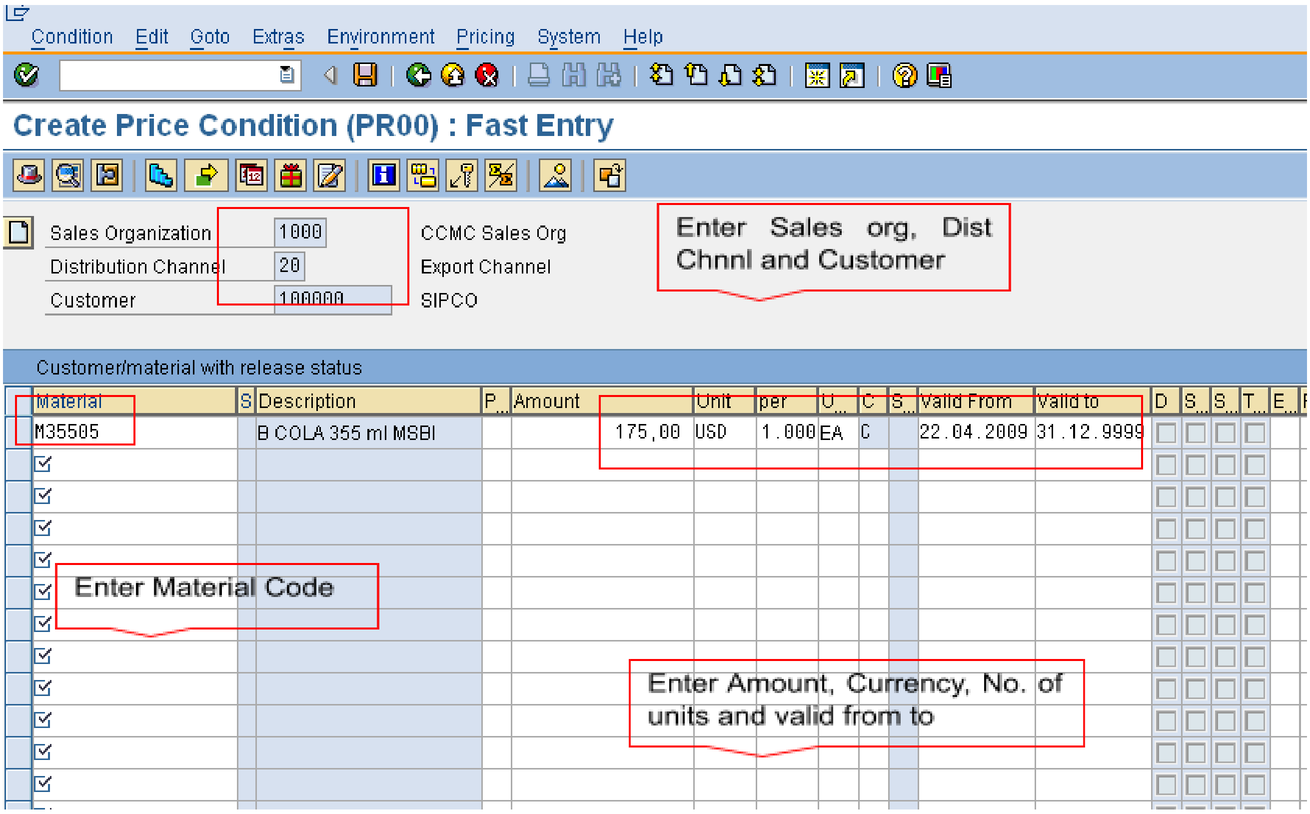
SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Master Data □ Conditions □ Select Using Condition Type □ Create*
Transaction code	**VK11**



Enter Condition Type “PR00” as shown in the figure then Press ‘Enter’ or click that will get you a screen as below



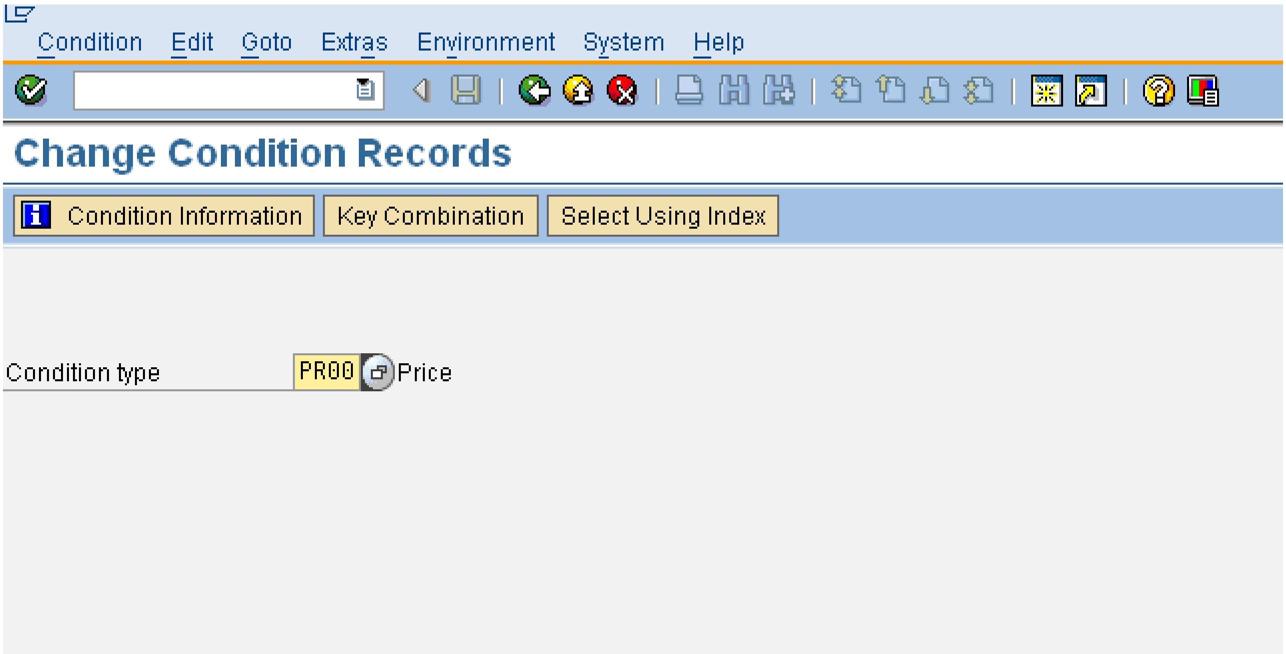
Place the radio button in the Customer/Material with release status and press enter or click. System will take the user to the below screen.



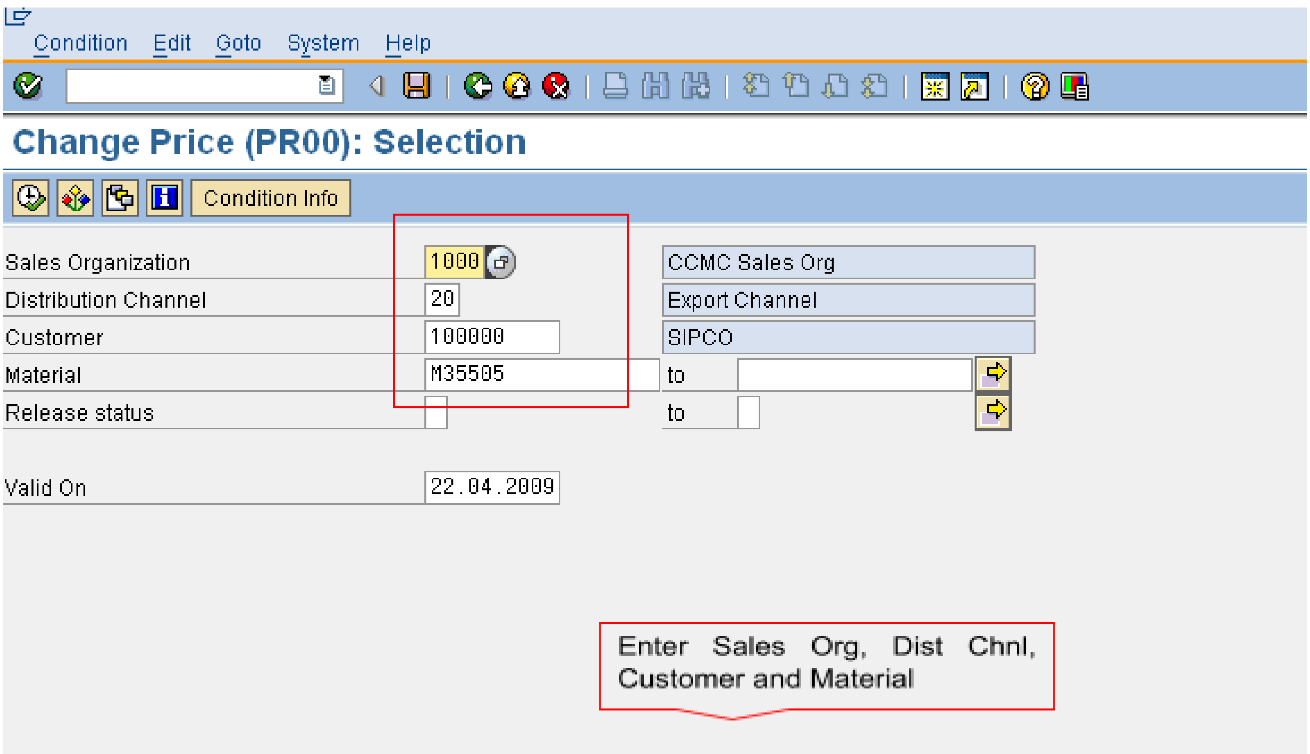
Press enter or click and save or click button

3.2.2 Change and Delete Condition Record

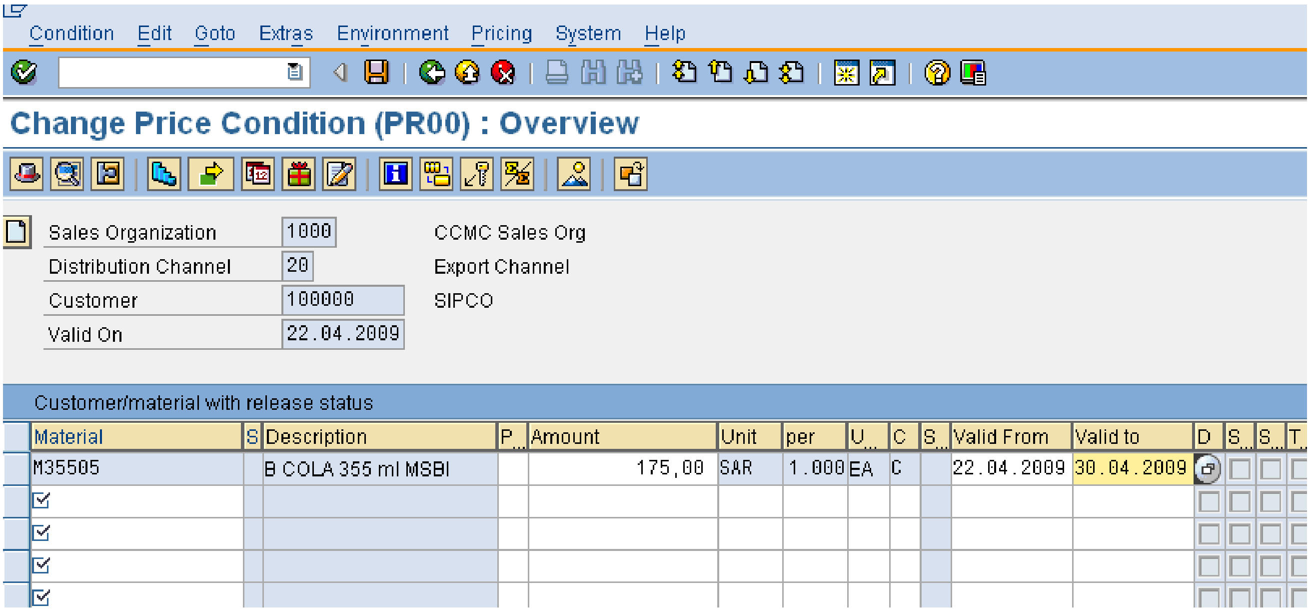
SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Master Data Conditions Select Using Condition Type Change*
Transaction code	**VK12**



Enter condition type PR00 and press enter or click . System will take the user to the below screen.

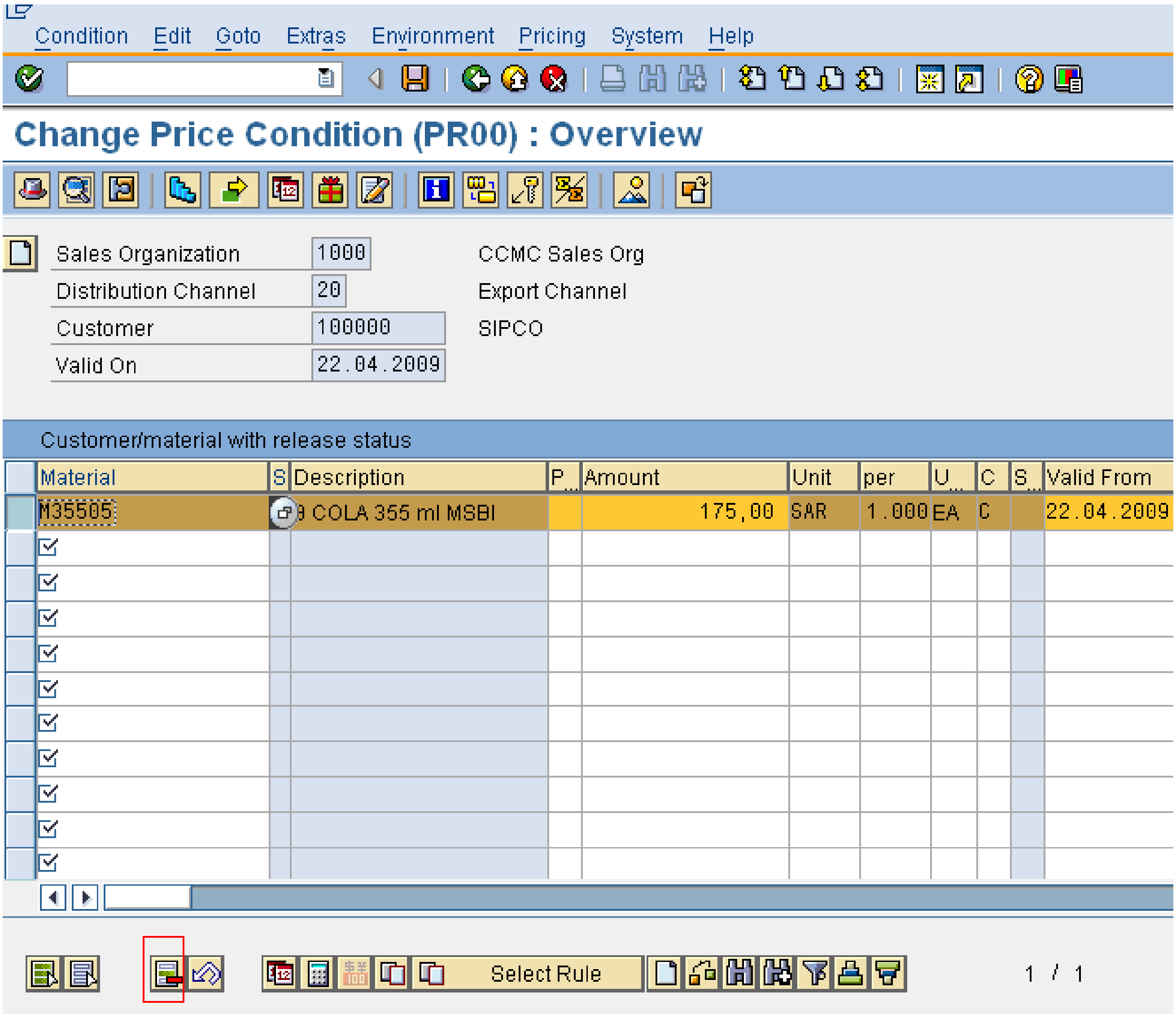


After entering all the information press F8 or button to go to the detail screen.

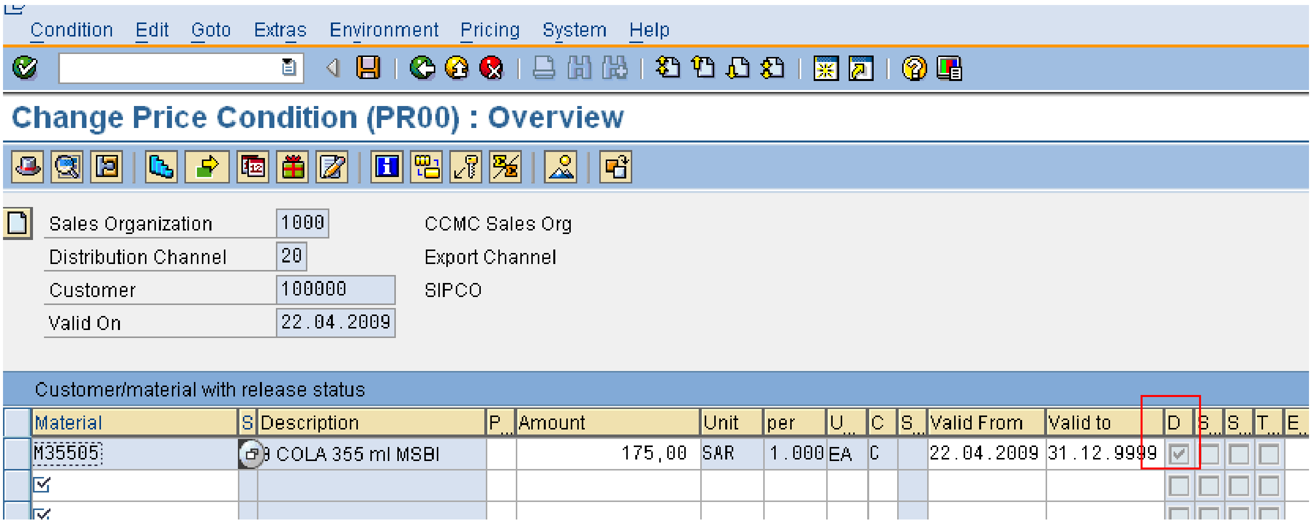


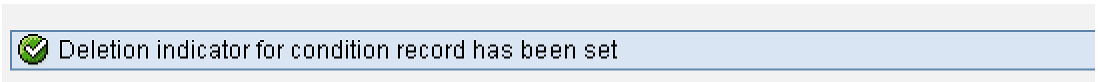
In the above screen user can make changes based on the requirement. At the same time if the user wants to delete the existing records do follow the below steps.

Created By: 2/7/2017	Created : 7-Feb-17
Document : EUD-SD-20090425 V1.0	UPDATED :



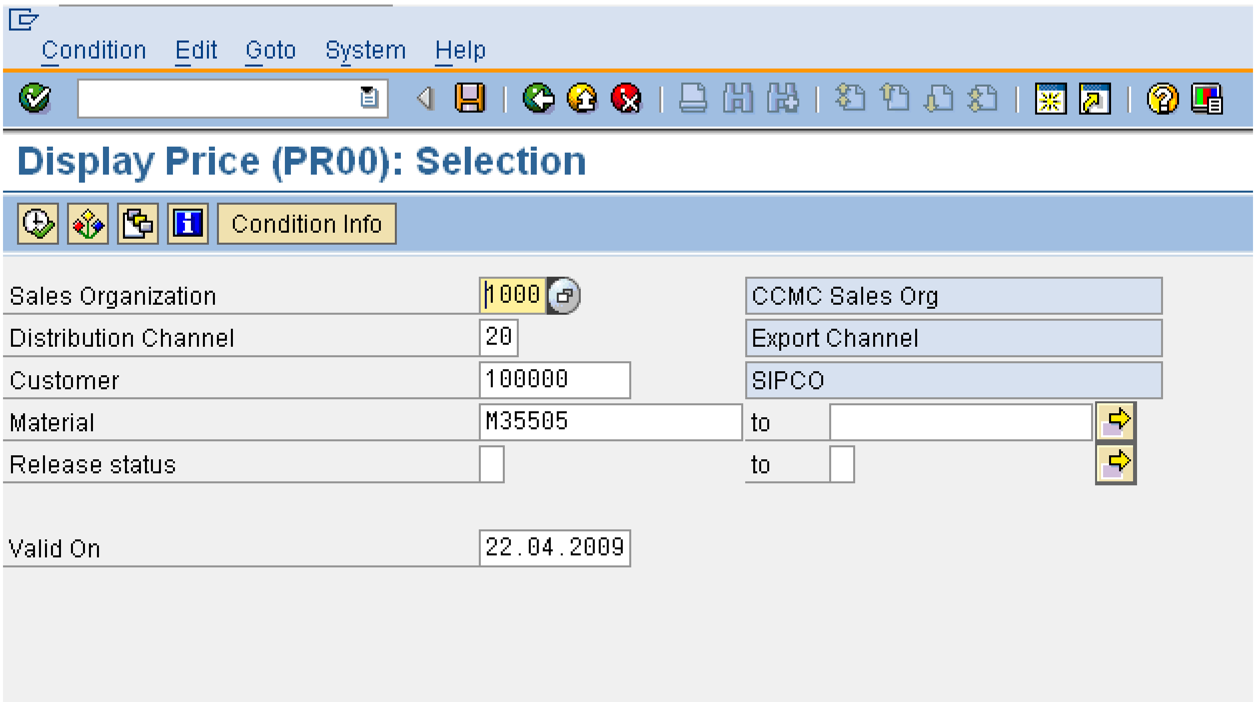
Select the line item to be deleted and press delete icon system will show the below screen with deletion indicator fix in the check box and deletion indicator for the condition record has been set.

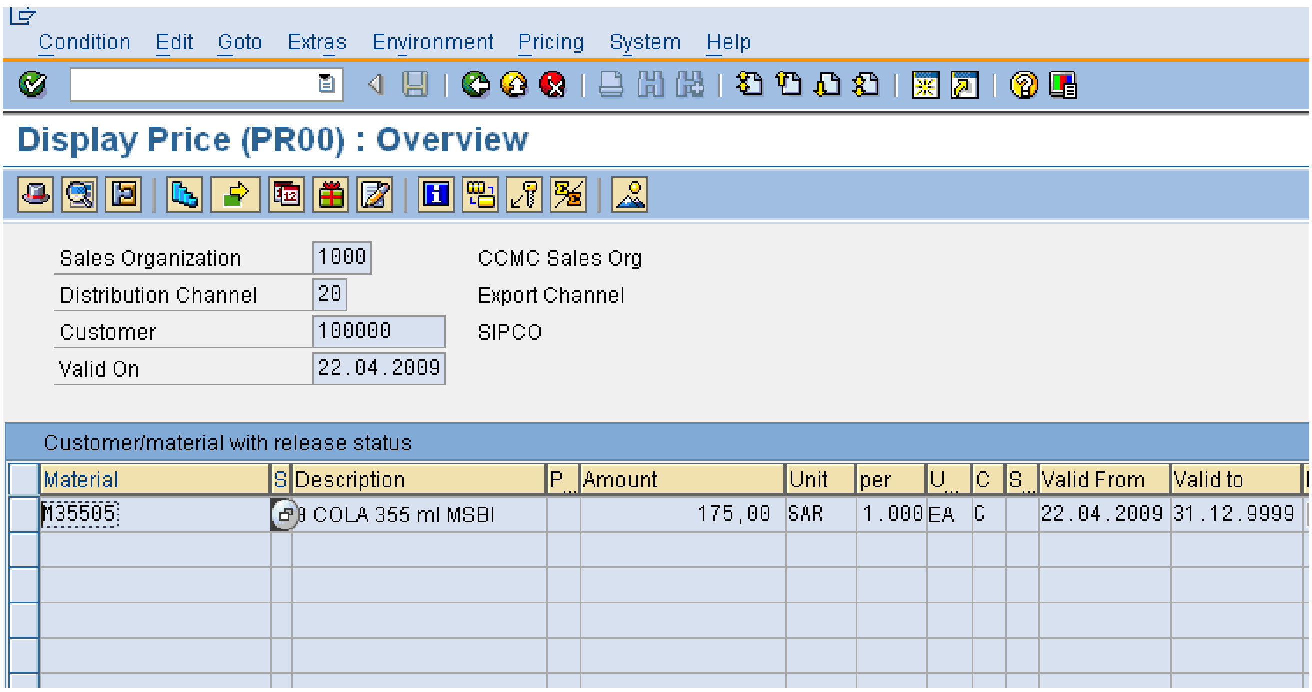




3.2.3 Display Condition Record

SAP R/3 Menu	*SAP Easy Access* □ *Logistics* □ *Sales and Distribution* □ *Master Data* □ *Conditions* □ *Select Using Condition Type* □ *Display*
Transaction code	**VK13**





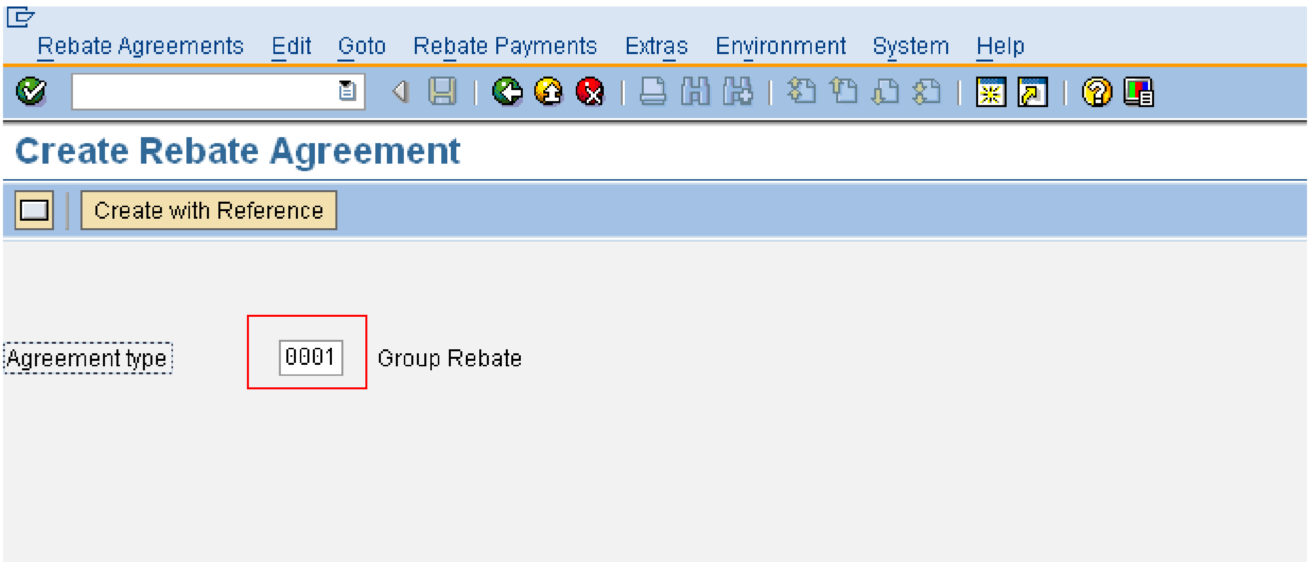
In display mode user can not do any changes.

3.3 Rebate Agreement

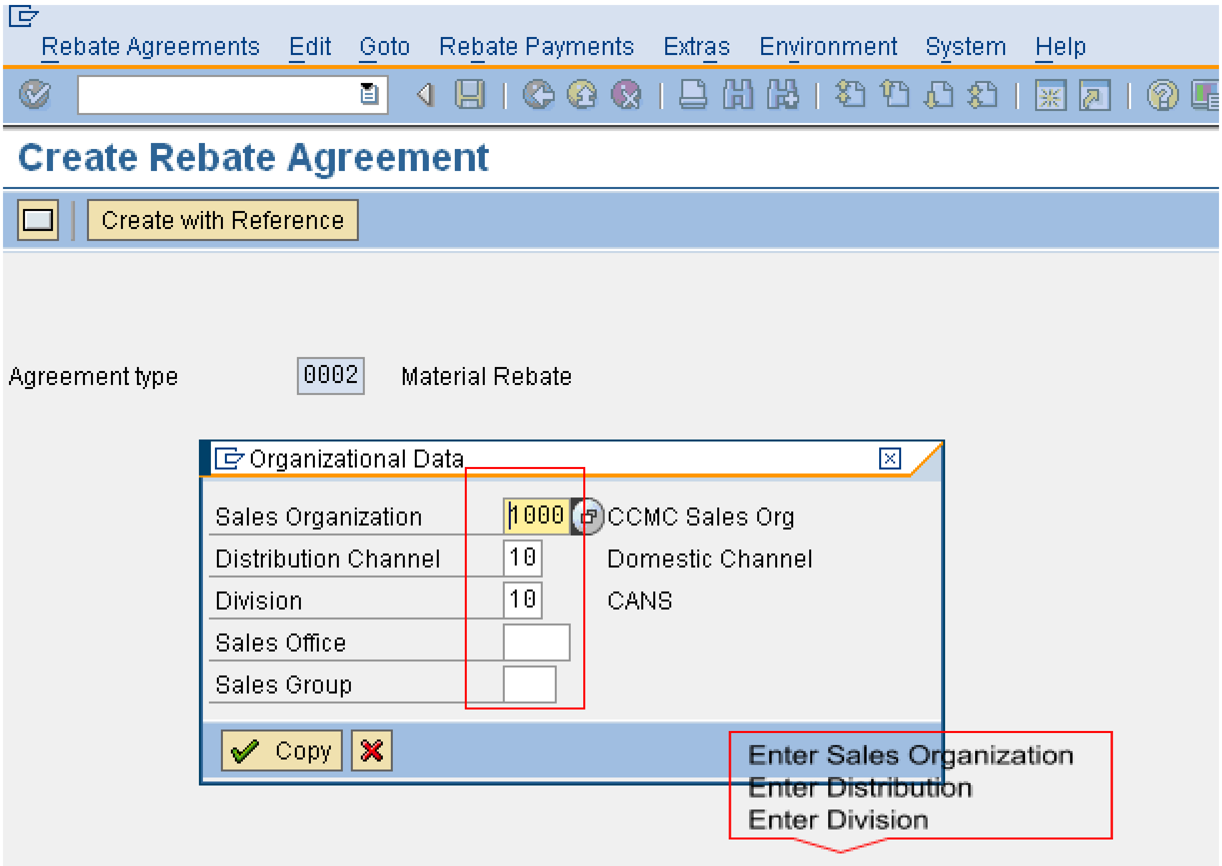
A rebate is a special discount which is paid retroactively to a customer. This discount based on the customer sales volume over a specified time period.

3.3.1 Create Rebate Agreement

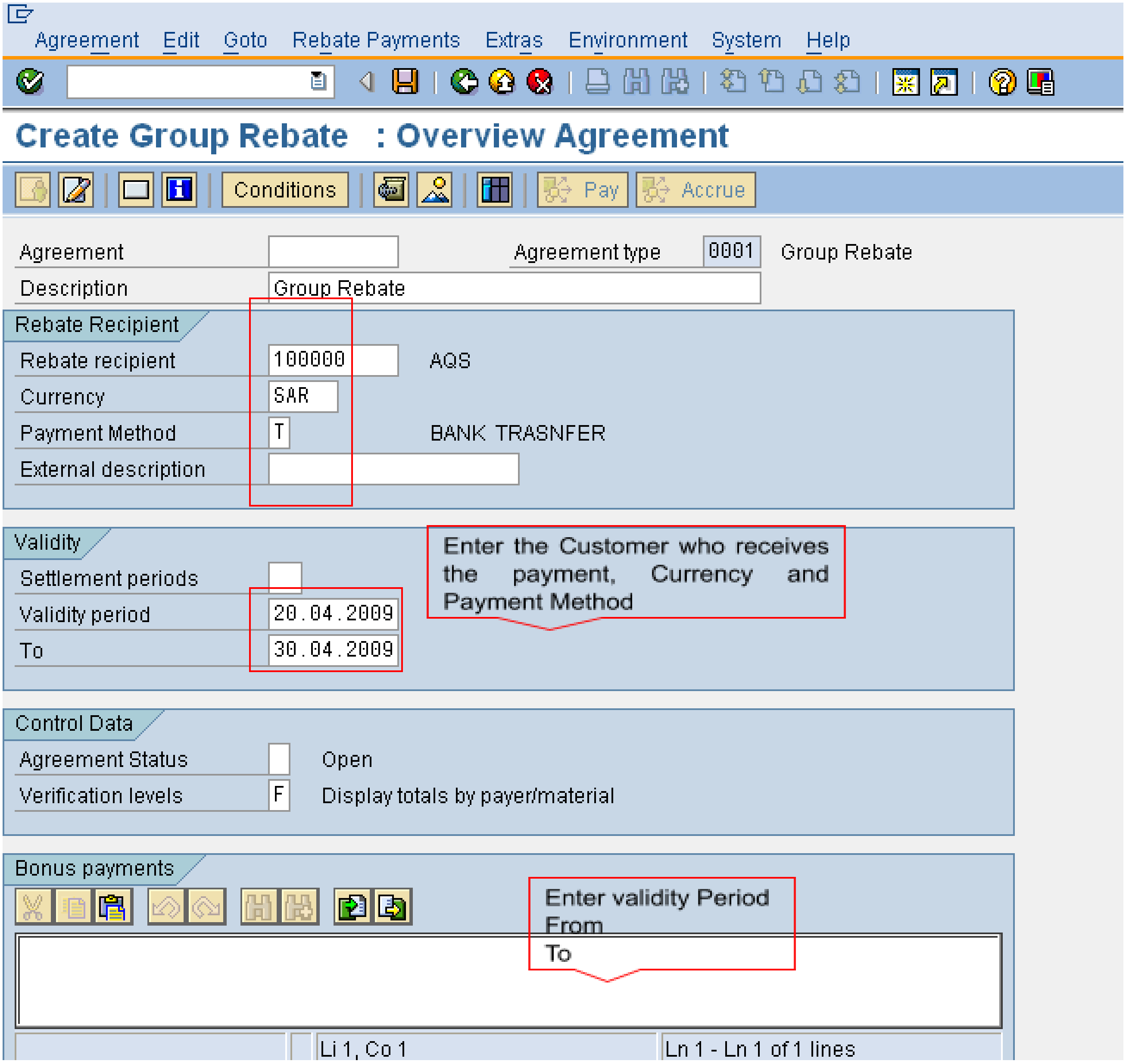
SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Master Data Conditions Rebate Agreement Create*
Transaction code	VBo1



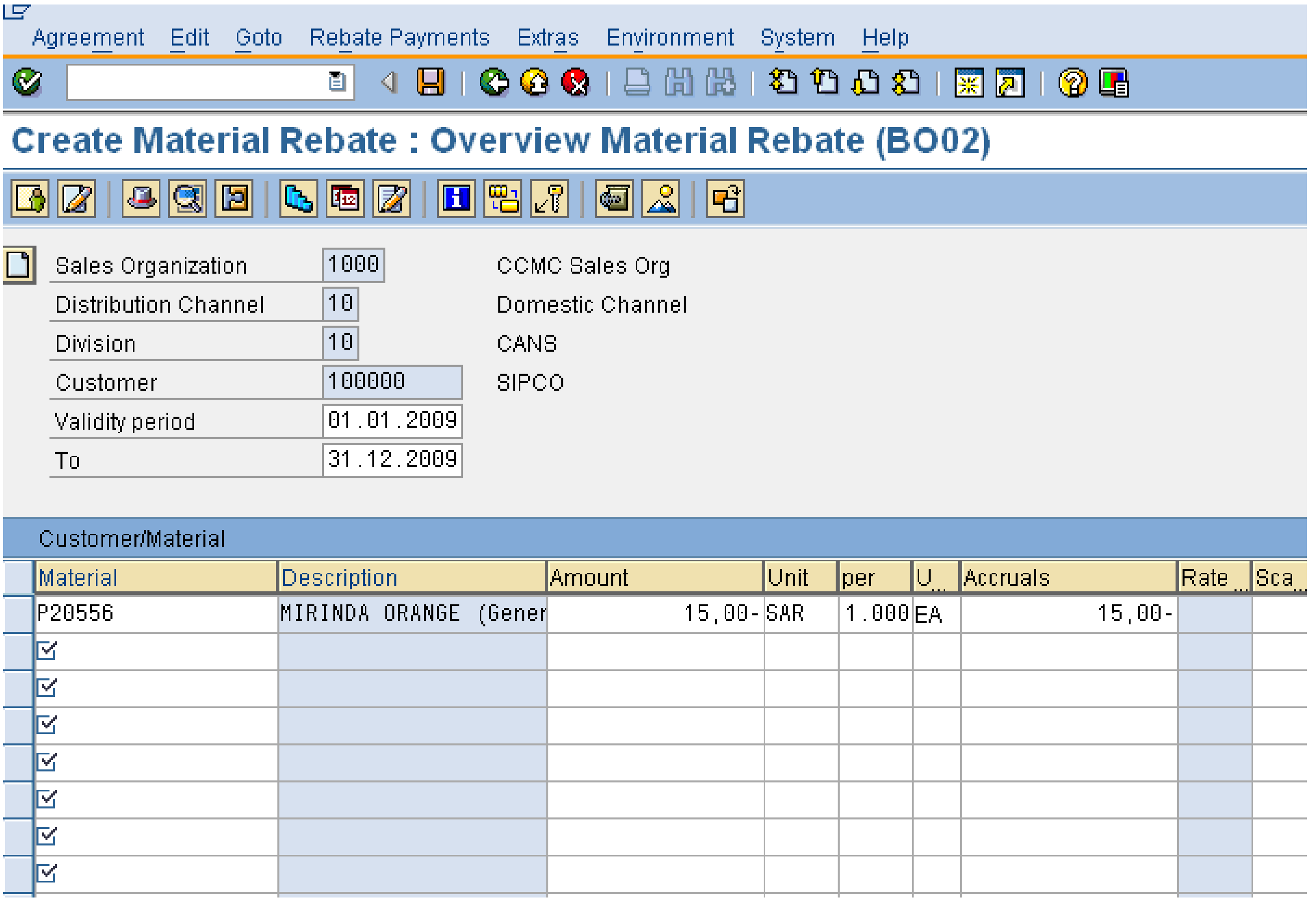
Select 0001 and press enter



Press enter or select Copy system will take the user to the below screen.



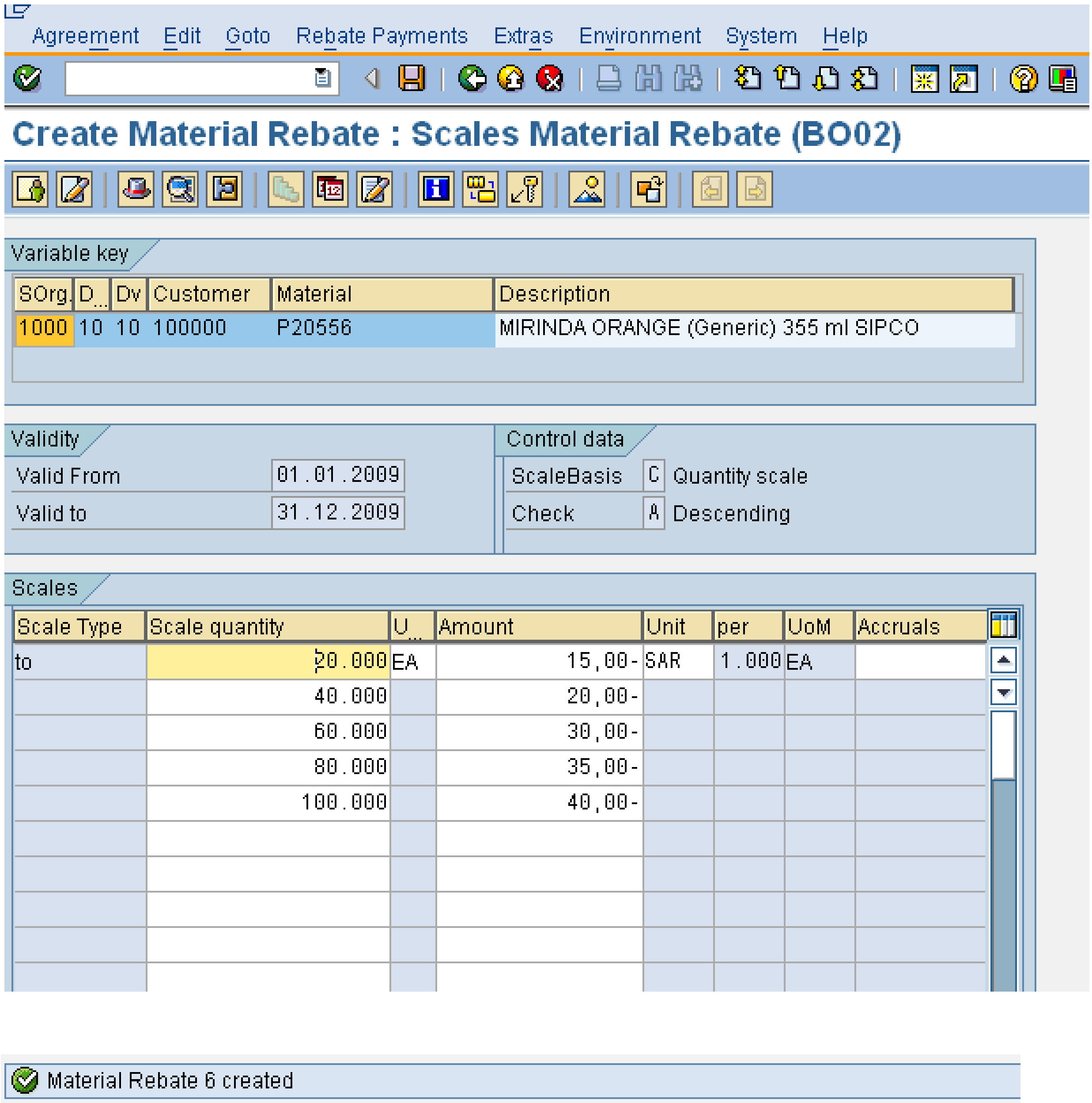
The rebate is going to be created based on the group rebate and how long rebate agreement valid.



With in the rebate agreement user can create separate condition records for each product the customer buys. These records specify the rebate amount for each product.

The user can specify a pricing scale so that the customer can earn better rebate by ordering more volume. Because rebates are always paid retroactively, the system keeps track of all billing document that are relevant for rebate processing.

Below screen shows how to maintain scale.

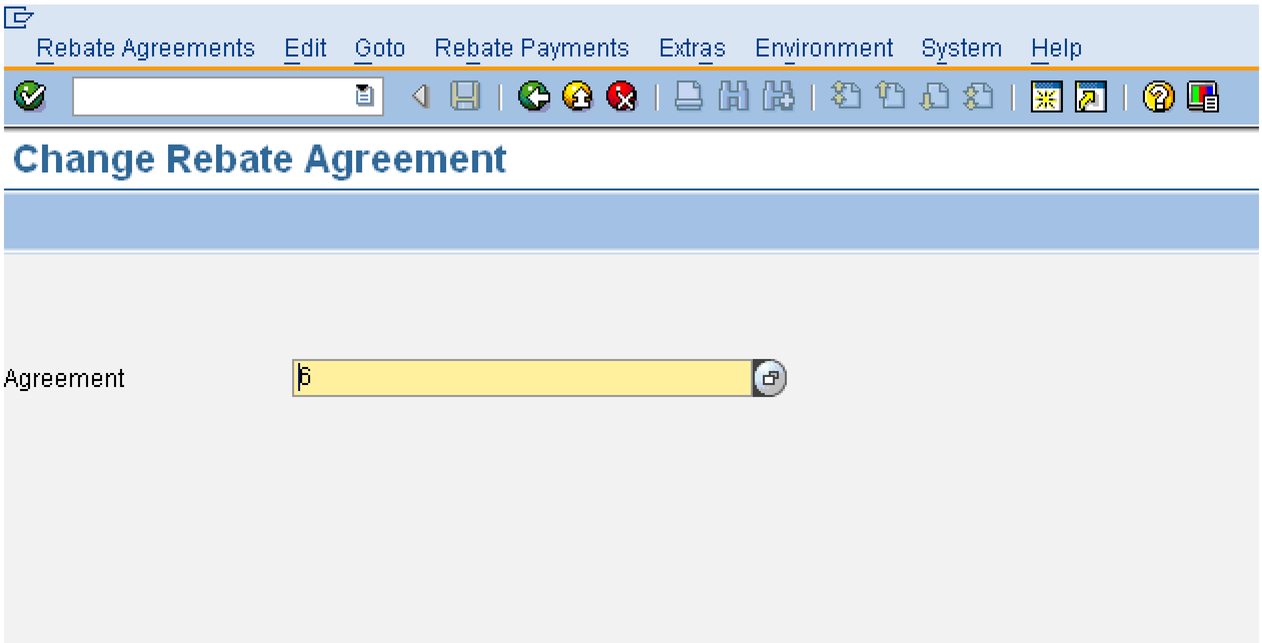


Finally save the rebate by click button. System will generates a number for the rebate agreement as above.

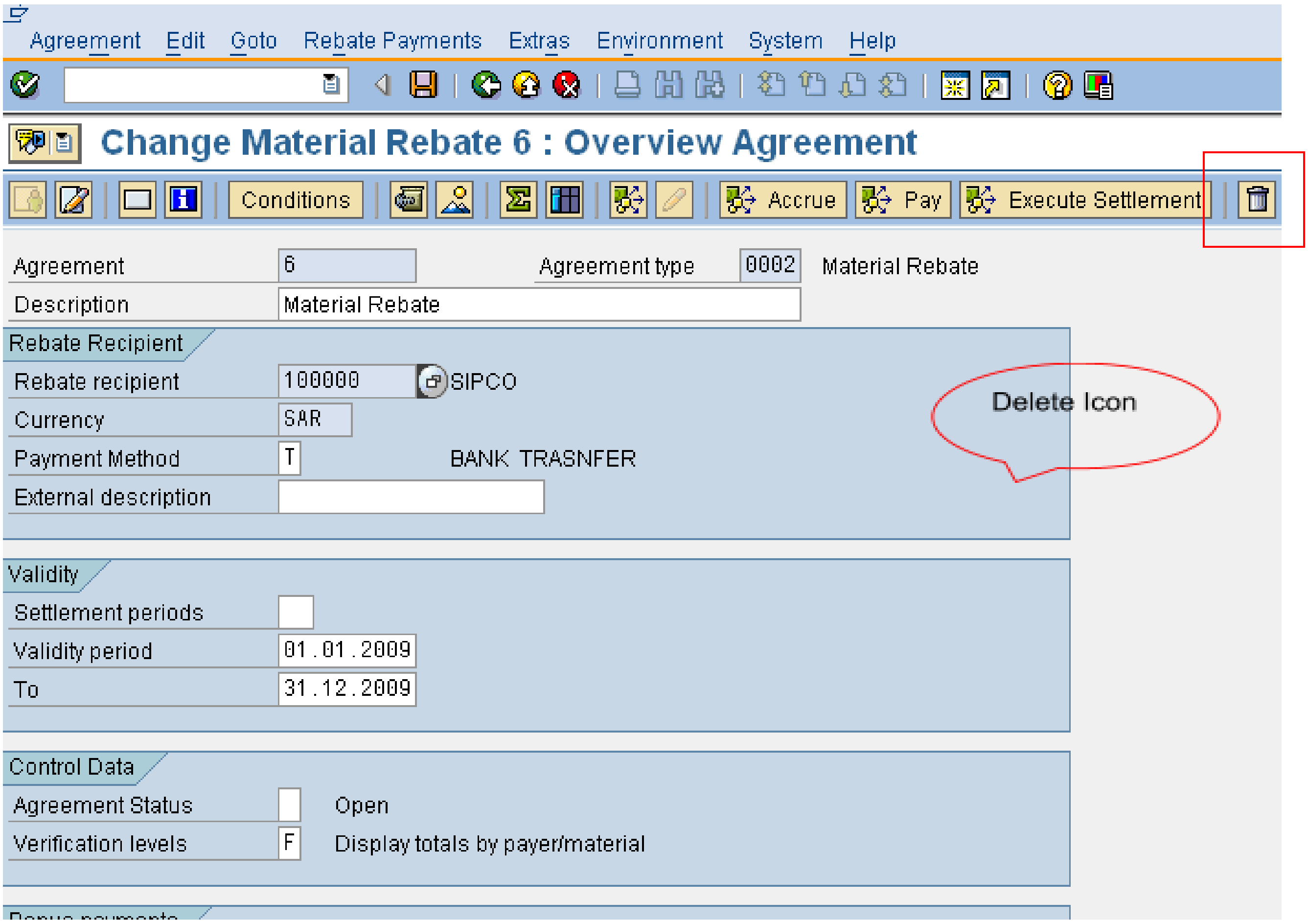
A rebate agreement is finally settled when issue a credit note to the customer for the accumulated rebate total.

3.3.2 Change Rebate Agreement

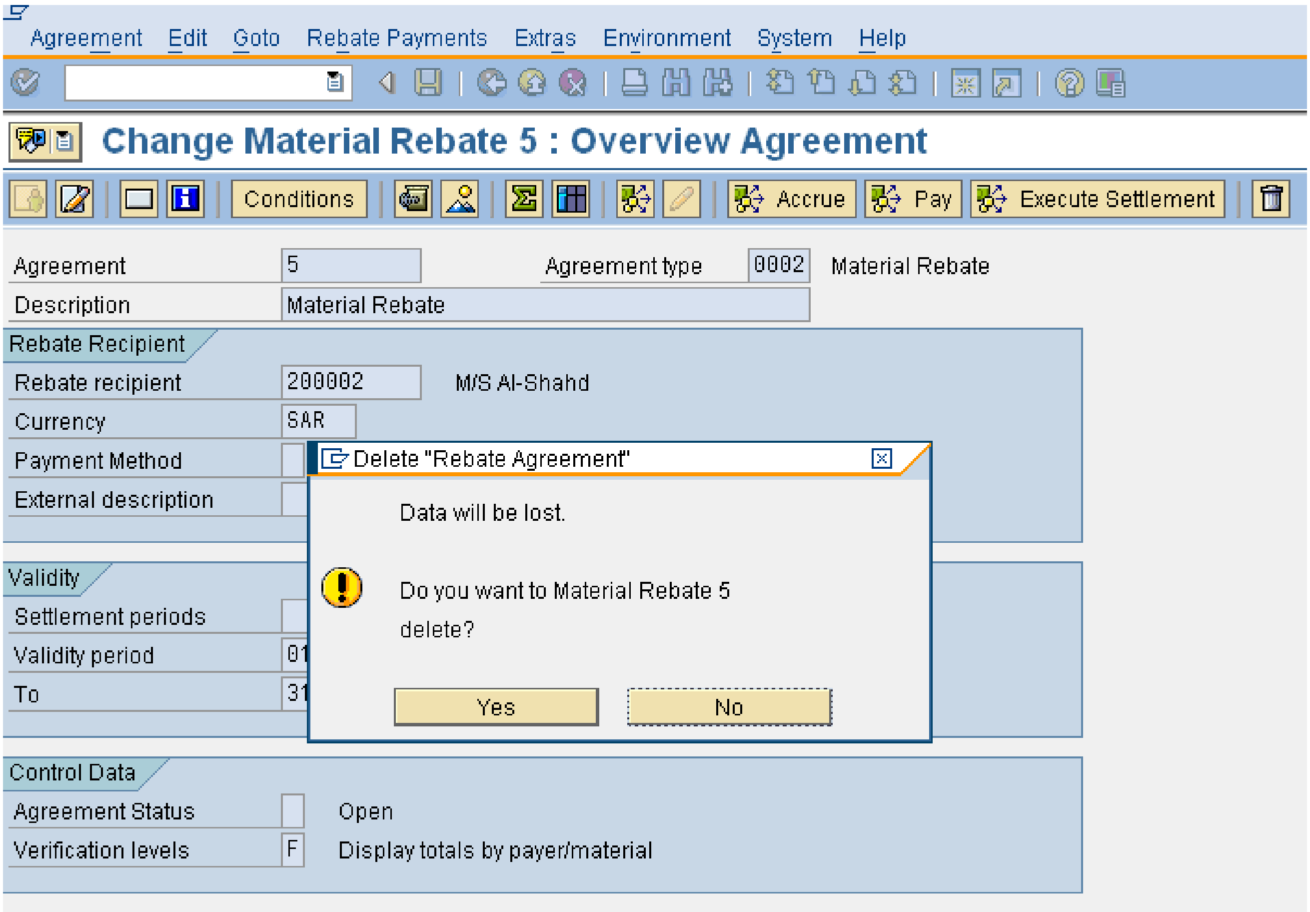
SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Master Data □ Conditions □ Rebate Agreement □ Change*
Transaction code	VBo2

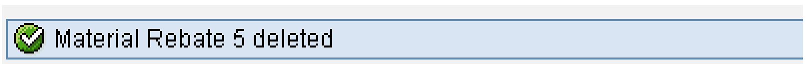


If the user wanted to change validity period or pricing scale go to change mode and enter the respective rebate agreement number and press enter. System will take the user to the below screen. User can make changes as per the requirement.



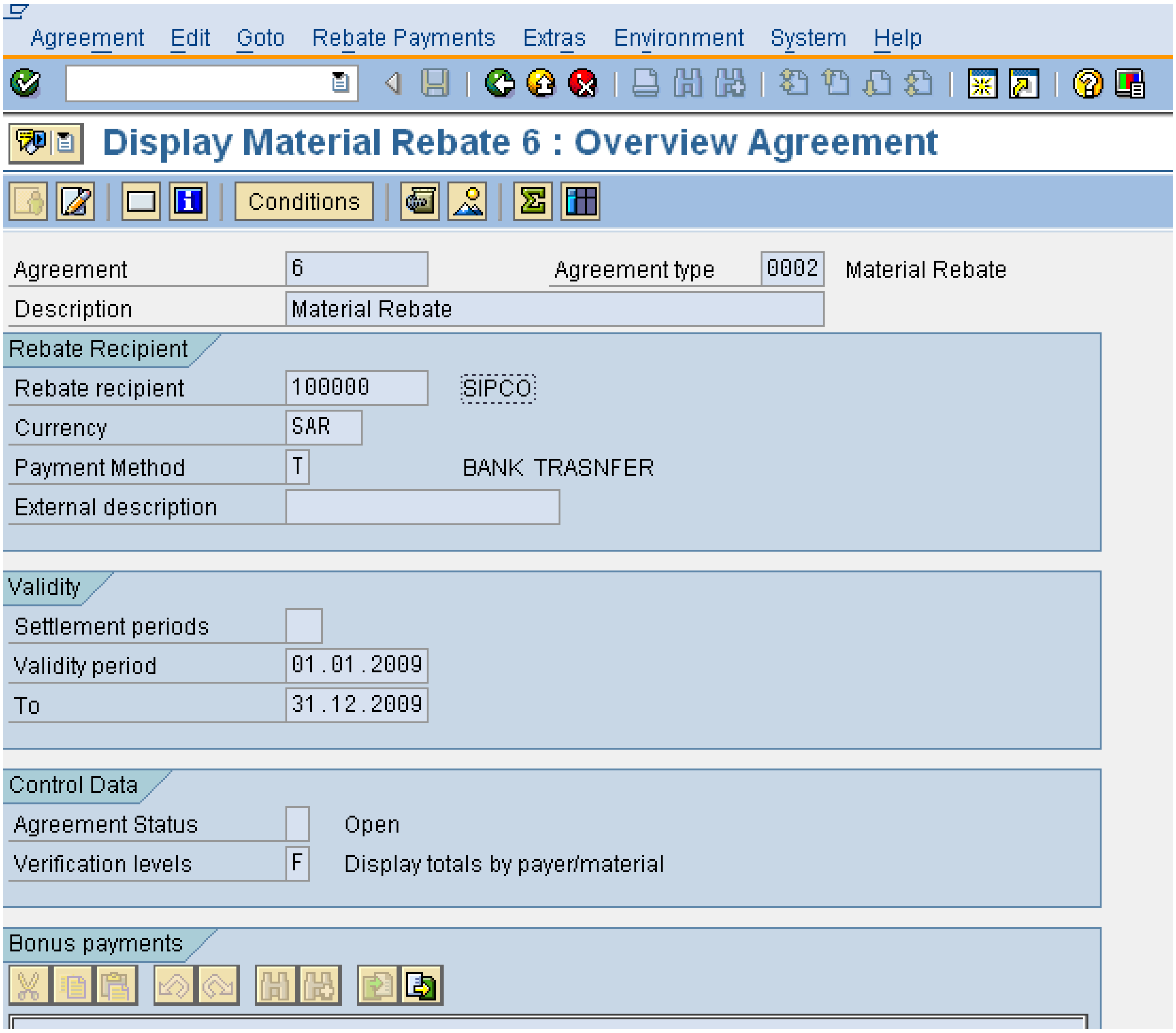
At the same time user wanted to delete the rebate agreement go to change mode enter the respective rebate agreement number press enter. System will take the user to the above screen and press the delete icon. System will show the pop up message with the below content. If click yes system generate the message saying that the respective rebate agreement deleted.





3.3.3 Display Rebate Agreement

SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Master Data □ Conditions □ Rebate Agreement □ Display*
Transaction code	VBo3

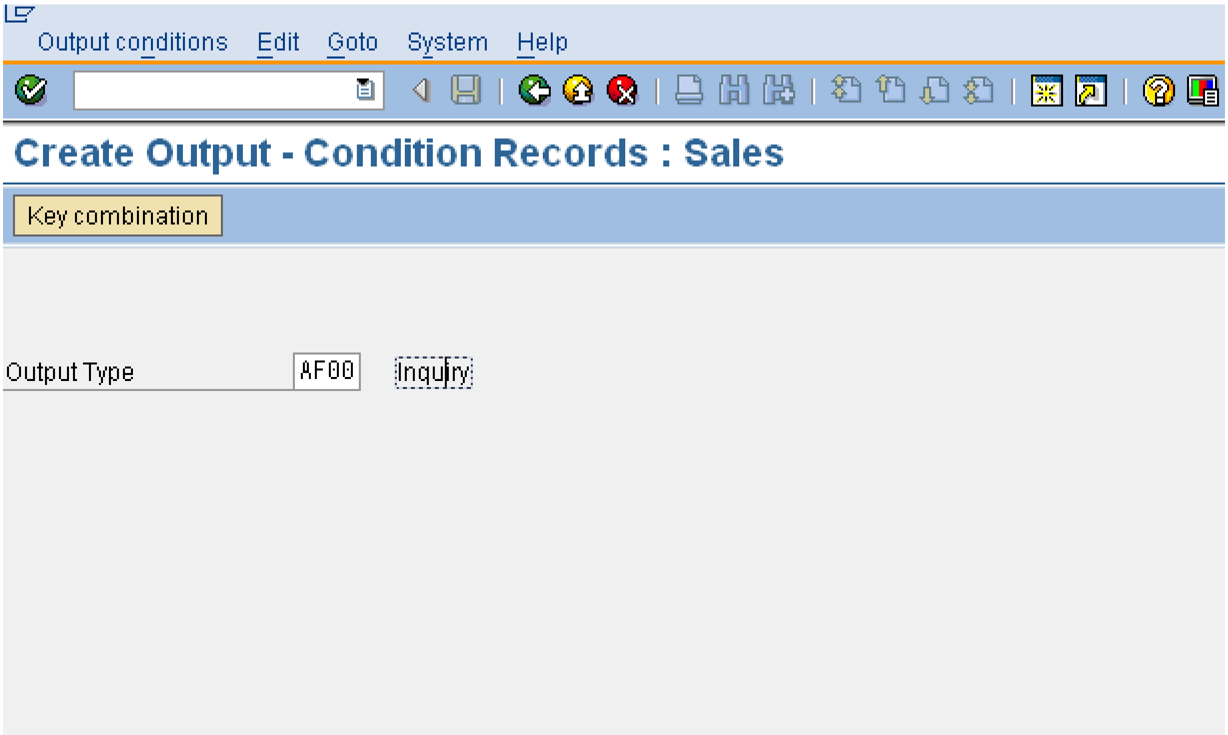


3.4 Output

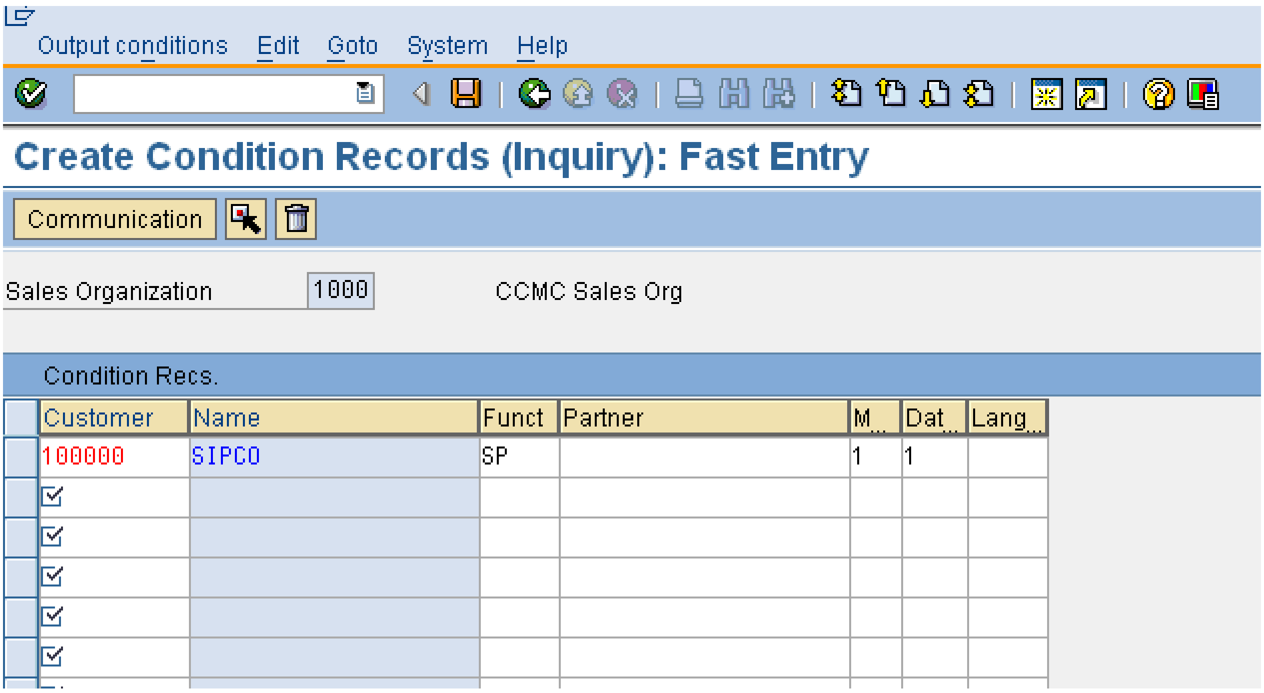
The output determination component offers output functions of sales, shipping and billing.

3.4.1 Create (for sales document)

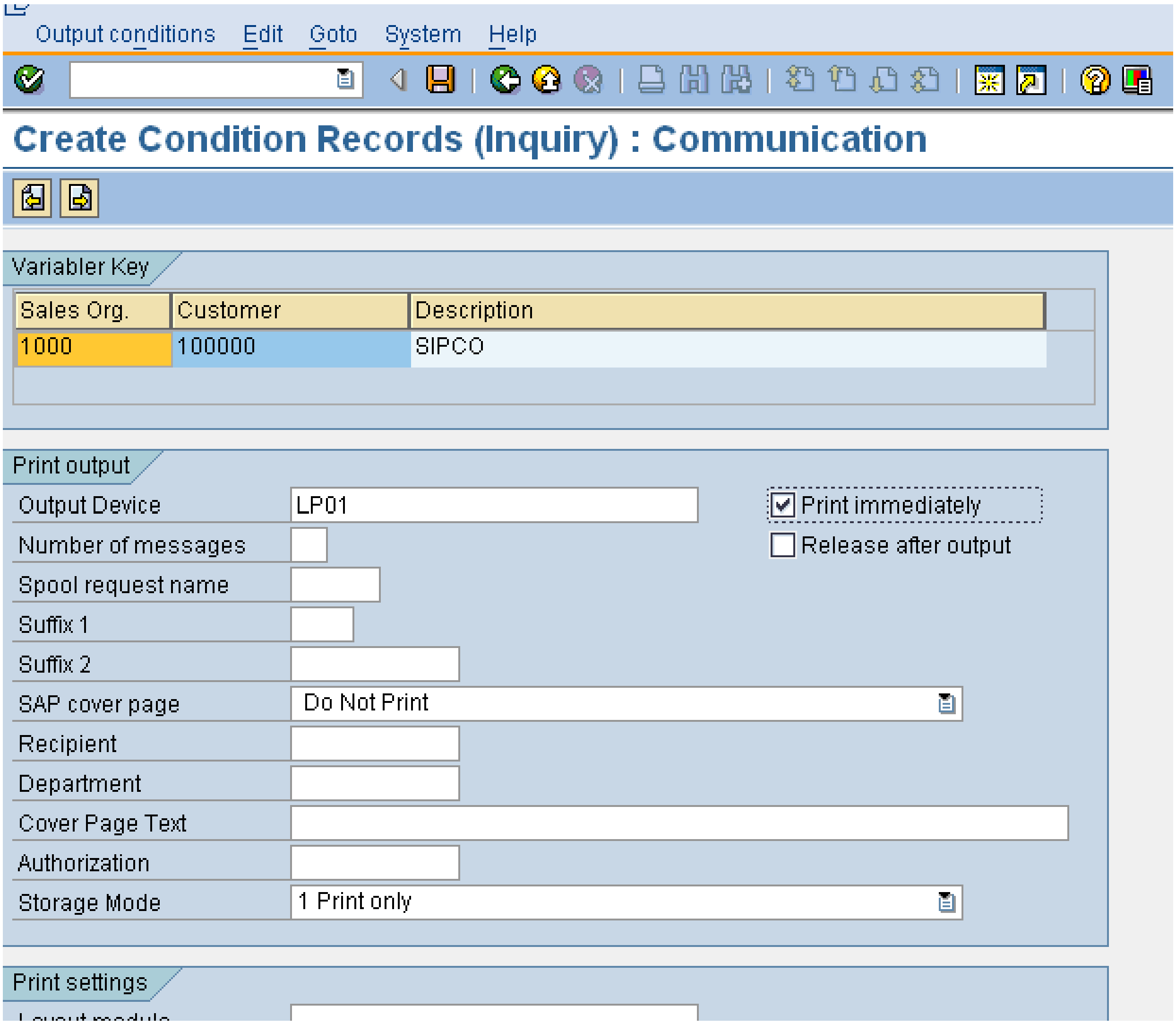
SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Master Data □ Output □ Sales Document □ Create*
Transaction code	VV11



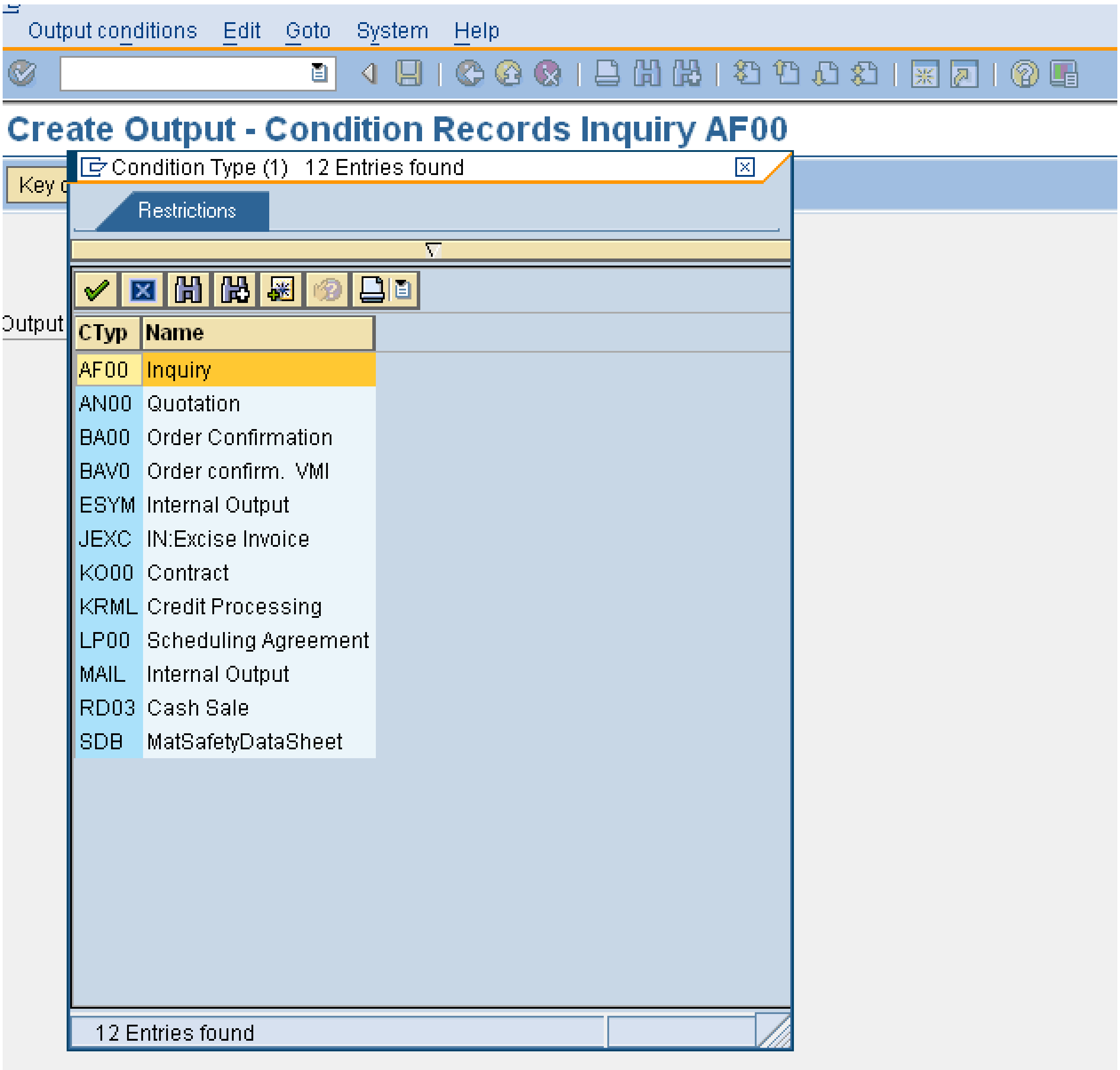
Output conditions
Edit
Goto
System
Help
Create Output - Condition Records : Sales
Key combination
Output Type
AF00
Inquiry



Output conditions
Edit
Goto
System
Help
Create Condition Records (Inquiry): Fast Entry
Communication
Sales Organization
1000
CCMC Sales Org
Condition Recs.
Customer
Name
Funct
Partner
M...
Dat...
Lang...
100000
SIPCO
SP
1
1

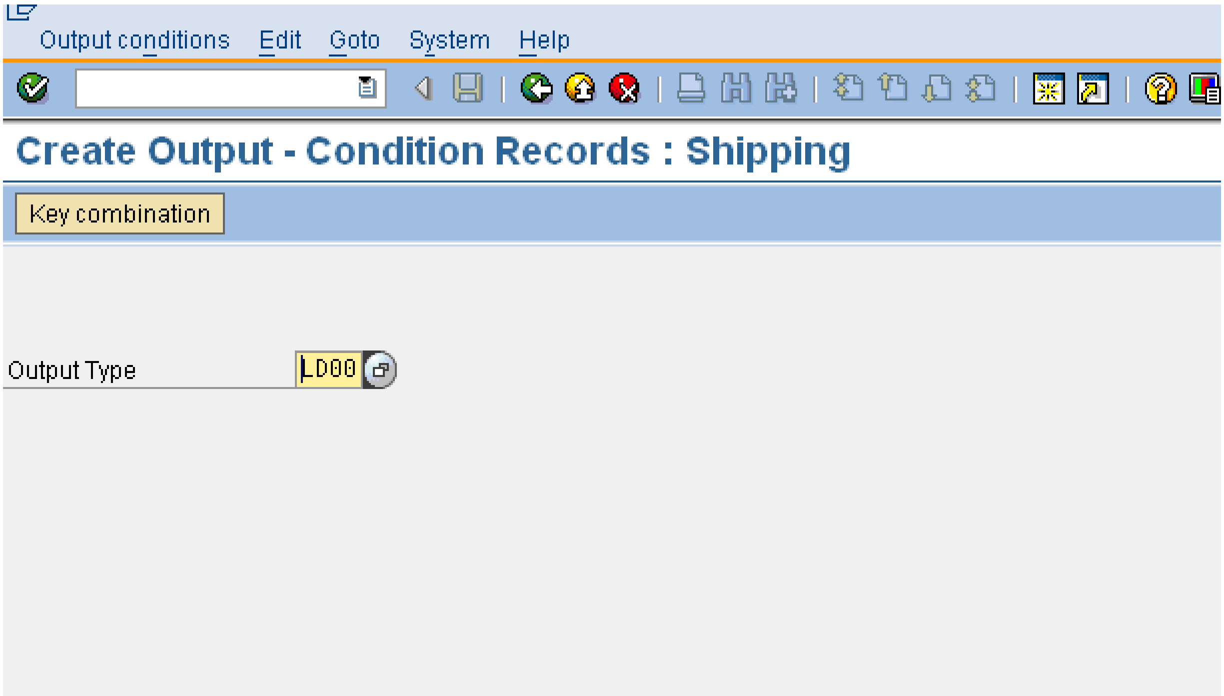


Output conditions
Edit
Goto
System
Help
Create Condition Records (Inquiry) : Communication
Variabler Key
Sales Org.
Customer
Description
1000
100000
SIPCO
Print output
Output Device
LP01
Print immediately
Release after output
Number of messages
Spool request name
Suffix 1
Suffix 2
SAP cover page
Do Not Print
Recipient
Department
Cover Page Text
Authorization
Storage Mode
1 Print only
Print settings

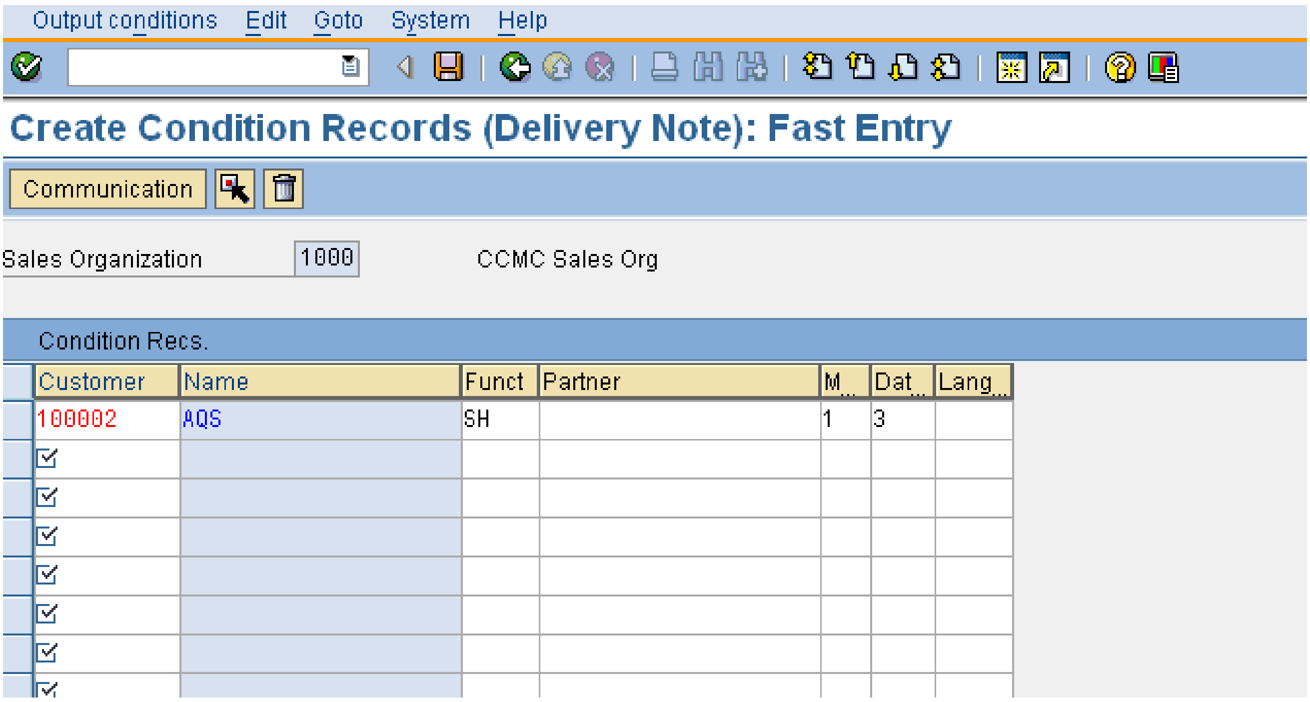


3.4.2 Create (for shipping)

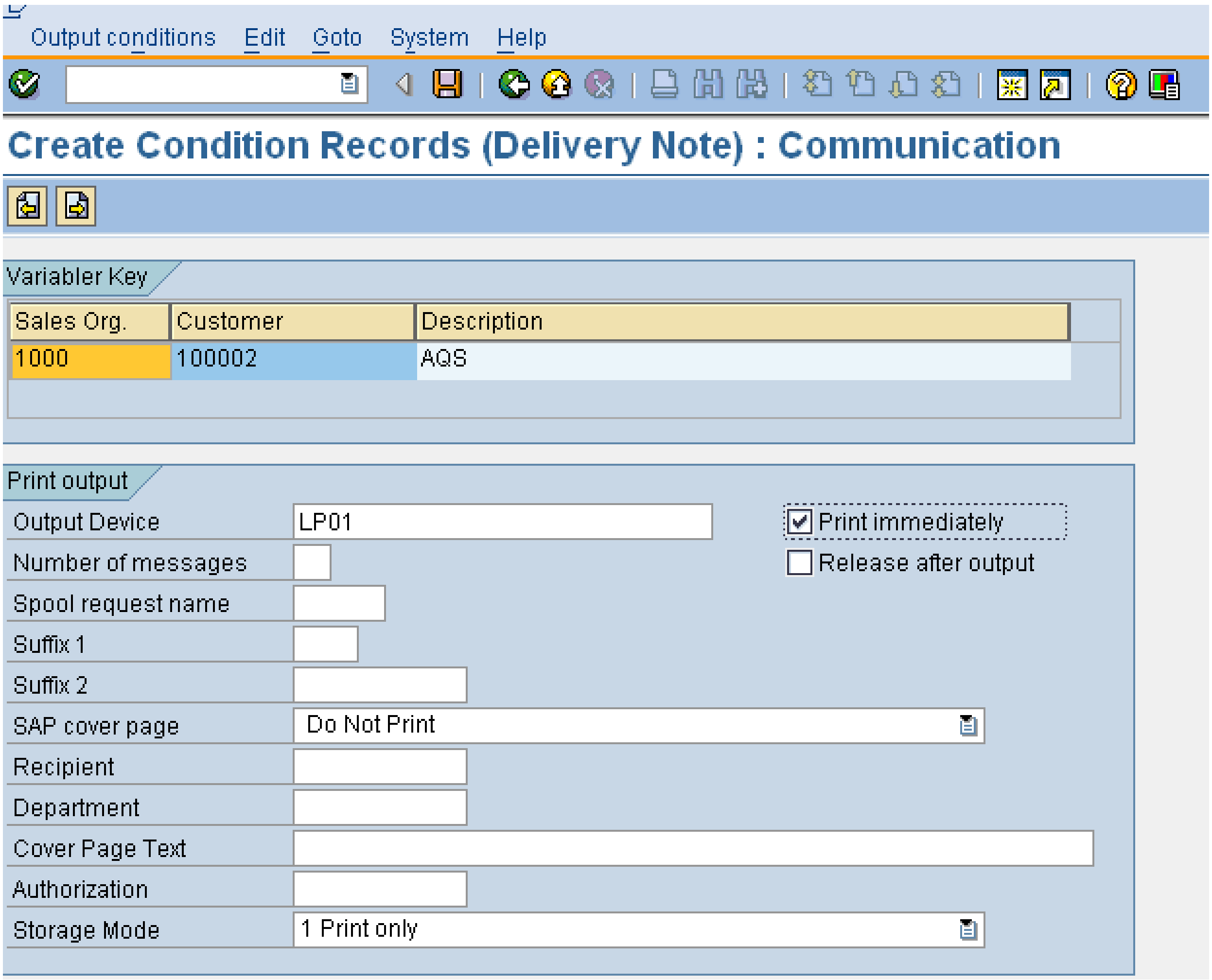
SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Master Data □ Output □ Shipping □ Create*
Transaction code	**VV21**



Output conditions Edit Goto System Help
Create Output - Condition Records : Shipping
Key combination
Output Type
LD00

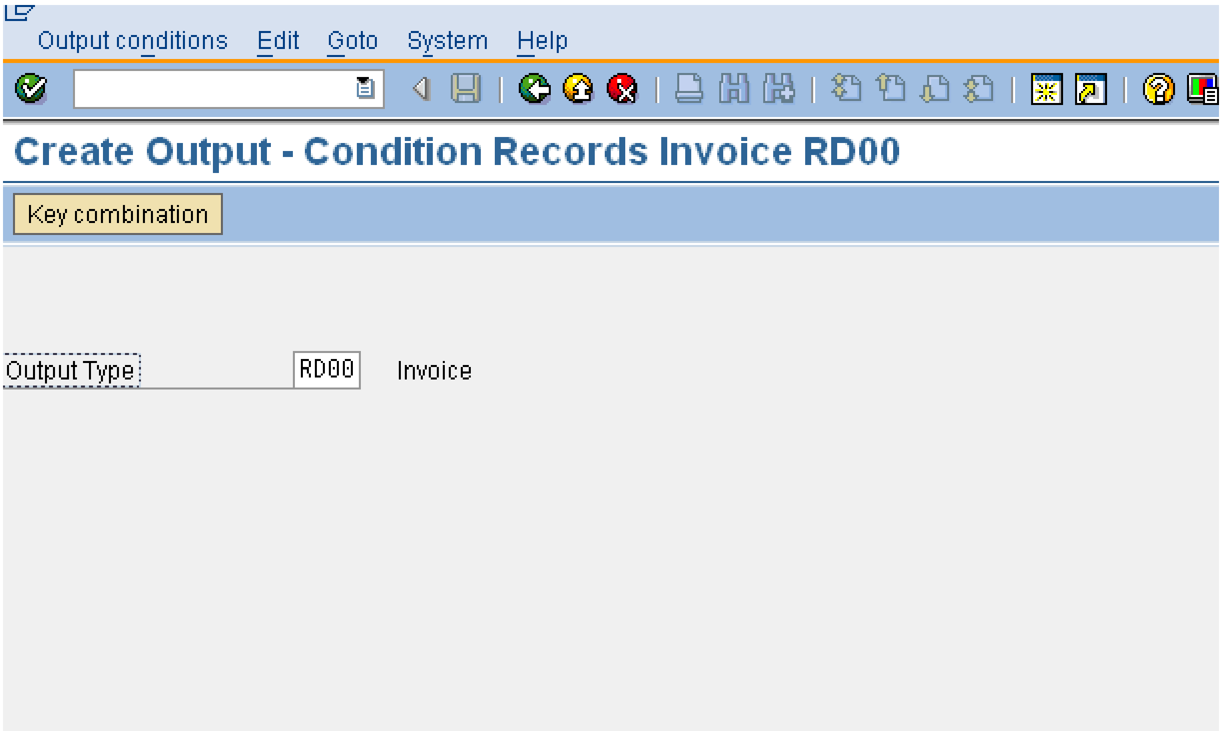


Output conditions Edit Goto System Help
Create Condition Records (Delivery Note): Fast Entry
Communication
Sales Organization
1000
CCMC Sales Org
Condition Recs.
Customer
Name
Funct
Partner
M...
Dat...
Lang...
100002
AQS
SH
1
3

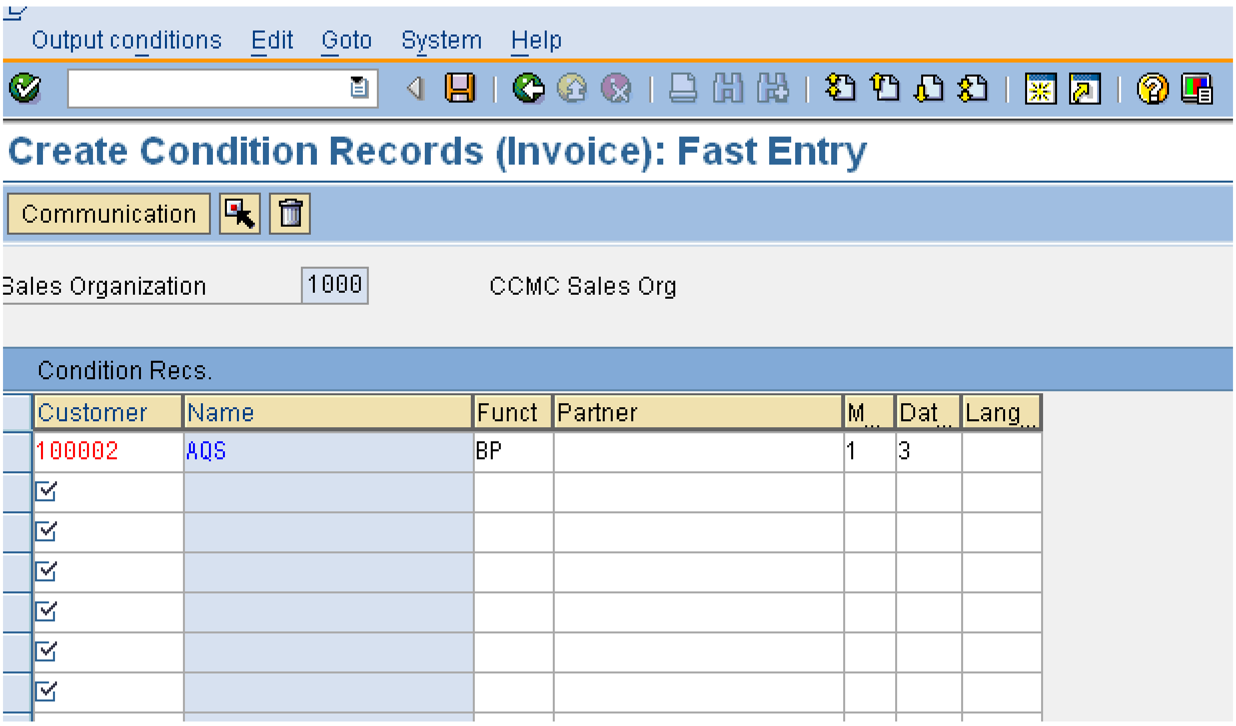


3.4.3 Create (for Billing Document)

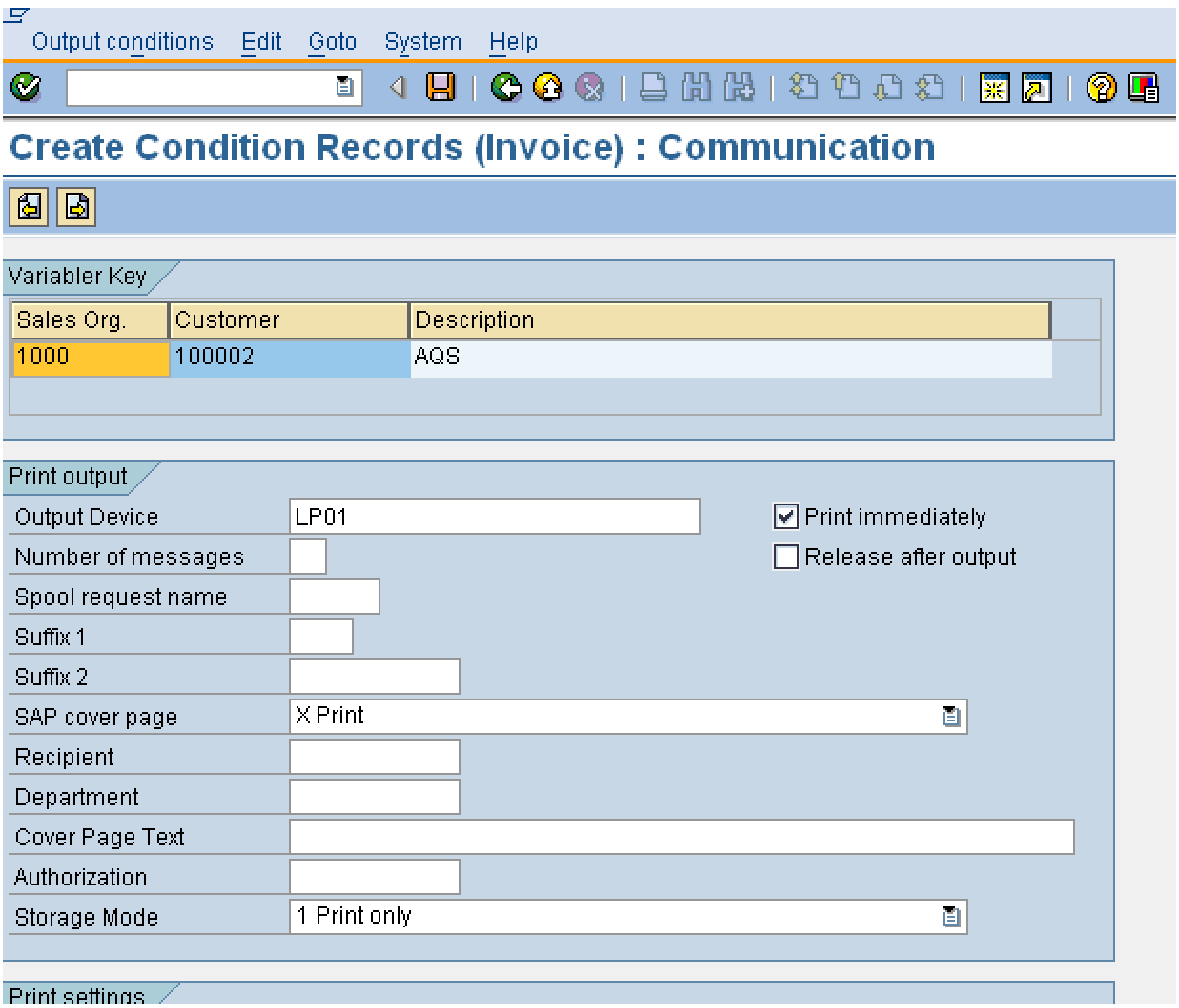
SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Master Data Output Billing Document Create*
Transaction code	VV31



Output conditions Edit Goto System Help
Create Output - Condition Records Invoice RD00
Key combination
Output Type RD00 Invoice



Output conditions Edit Goto System Help
Create Condition Records (Invoice): Fast Entry
Communication
Sales Organization 1000 CCMC Sales Org
Condition Recs.
Customer Name Funct Partner M... Dat... Lang...
100002 AQS BP 1 3

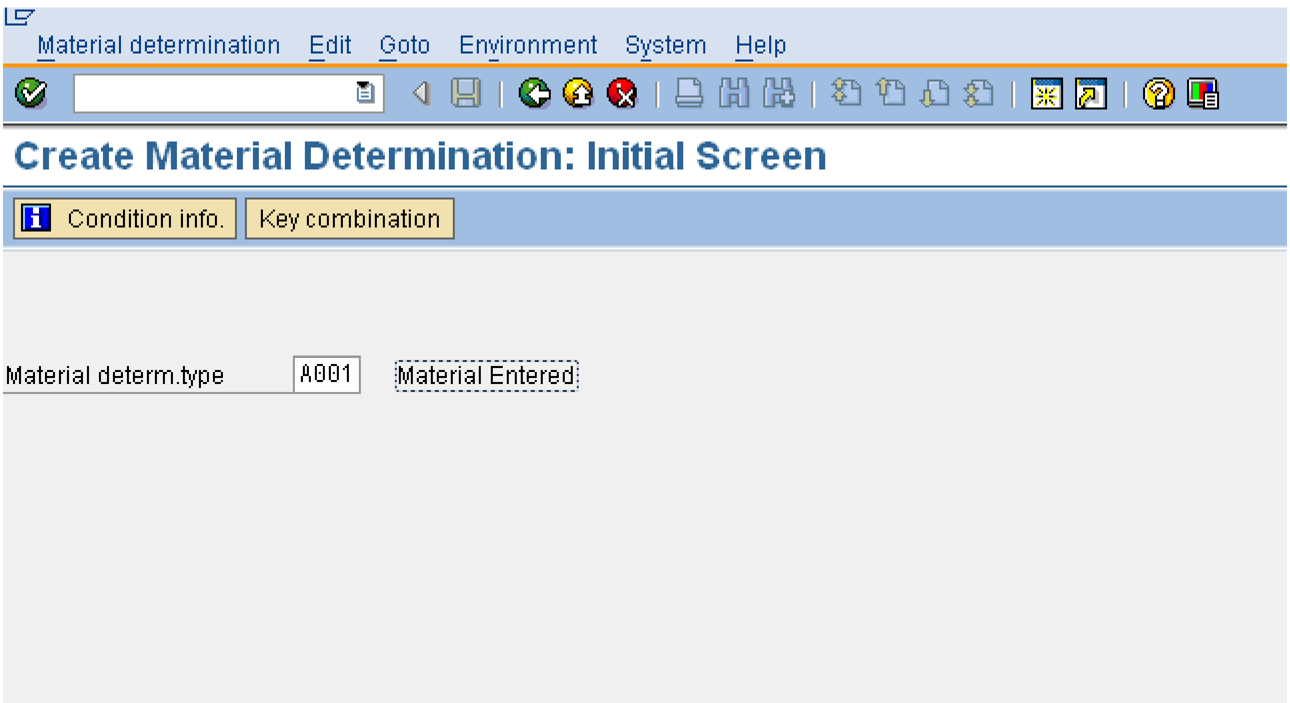


3.5 Material Determination

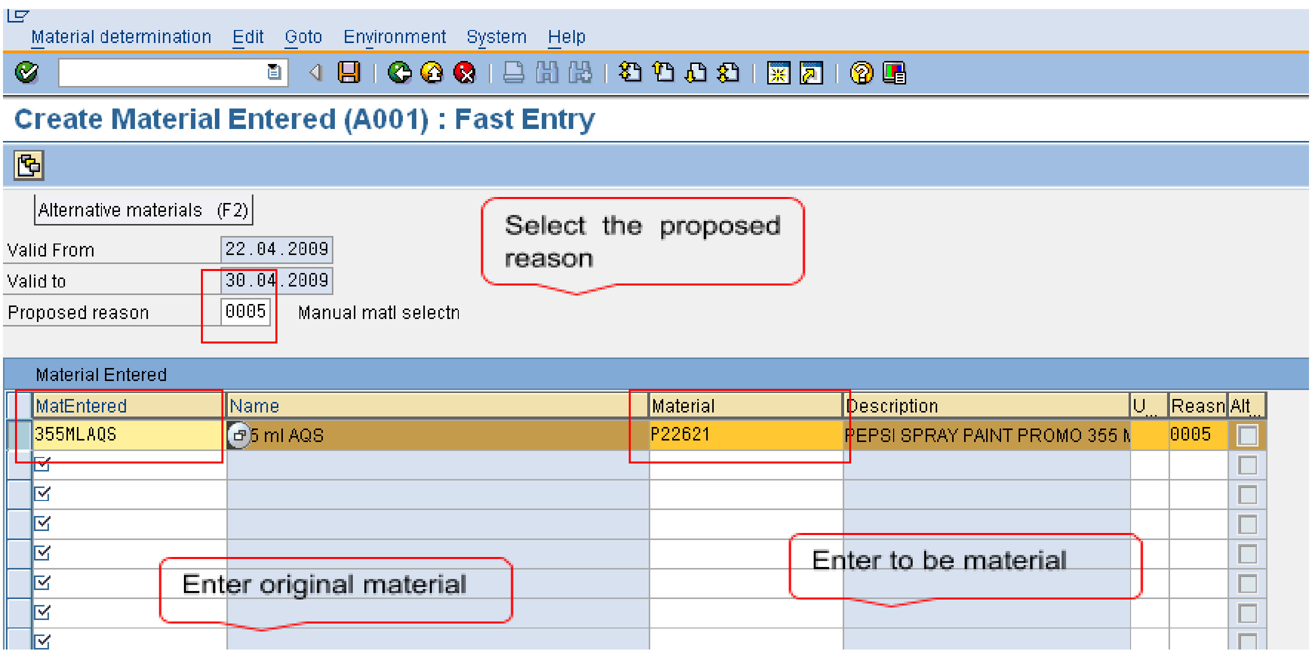
Material determination enables the substitution of materials in sales documents during sales order processing. Using the material determination, system substitutes the material only during the specified period.

3.5.1 Create

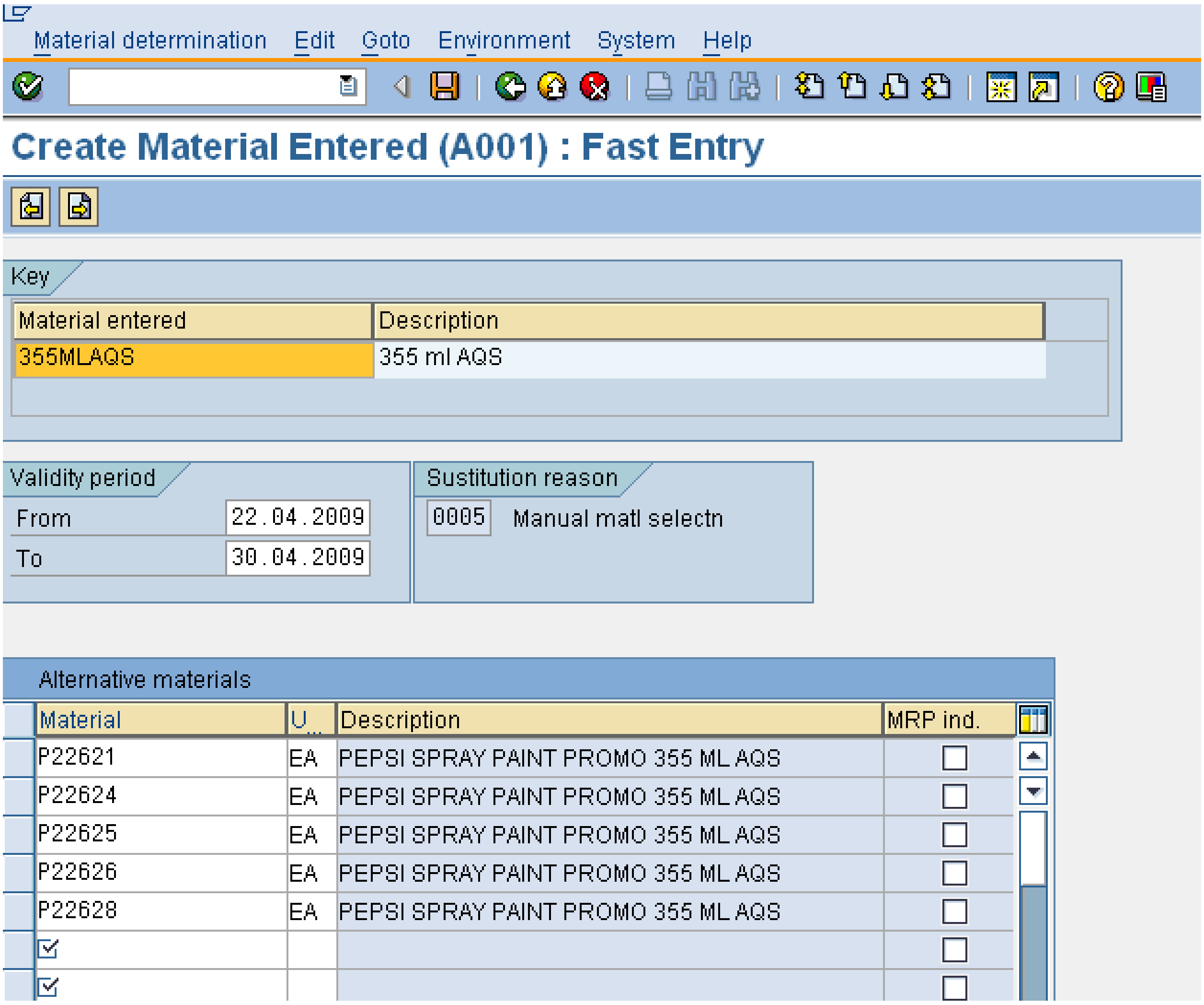
SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Master Data □ Products □ Material Determination □ Create*
Transaction code	VB11



Enter condition type A001 as shown above screen shot then press enter or click . System will take the user to the below screen.



If the user wants to enter more materials to be SWAP enter F2 or . System take the user to the below screen. The user can able to enter more materials in the alternative materials.



Click the button to save

3.5.2 Change

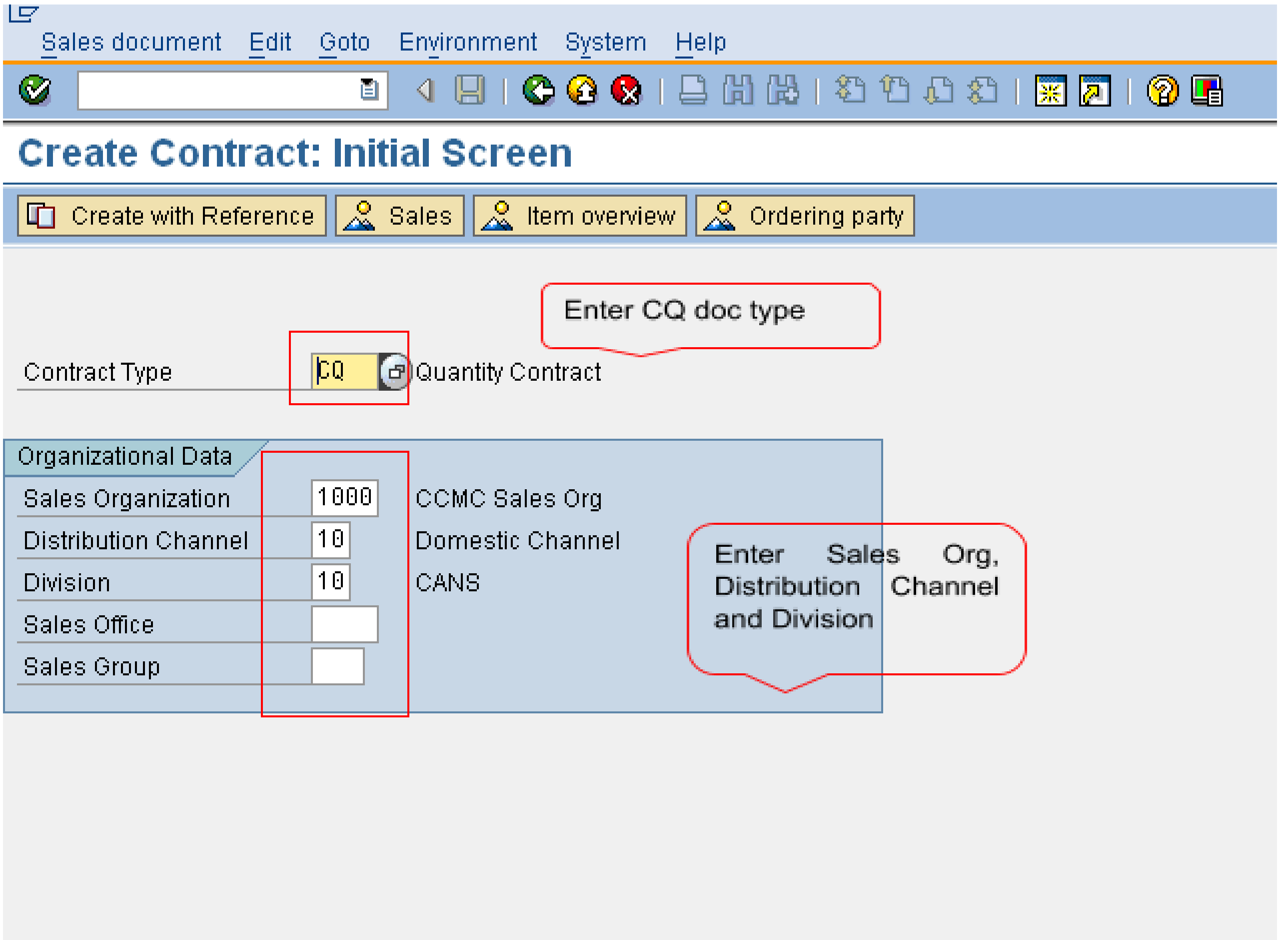
SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Master Data Products Material Determination Change*
Transaction code	**VB12**

3.6 Master Data …..

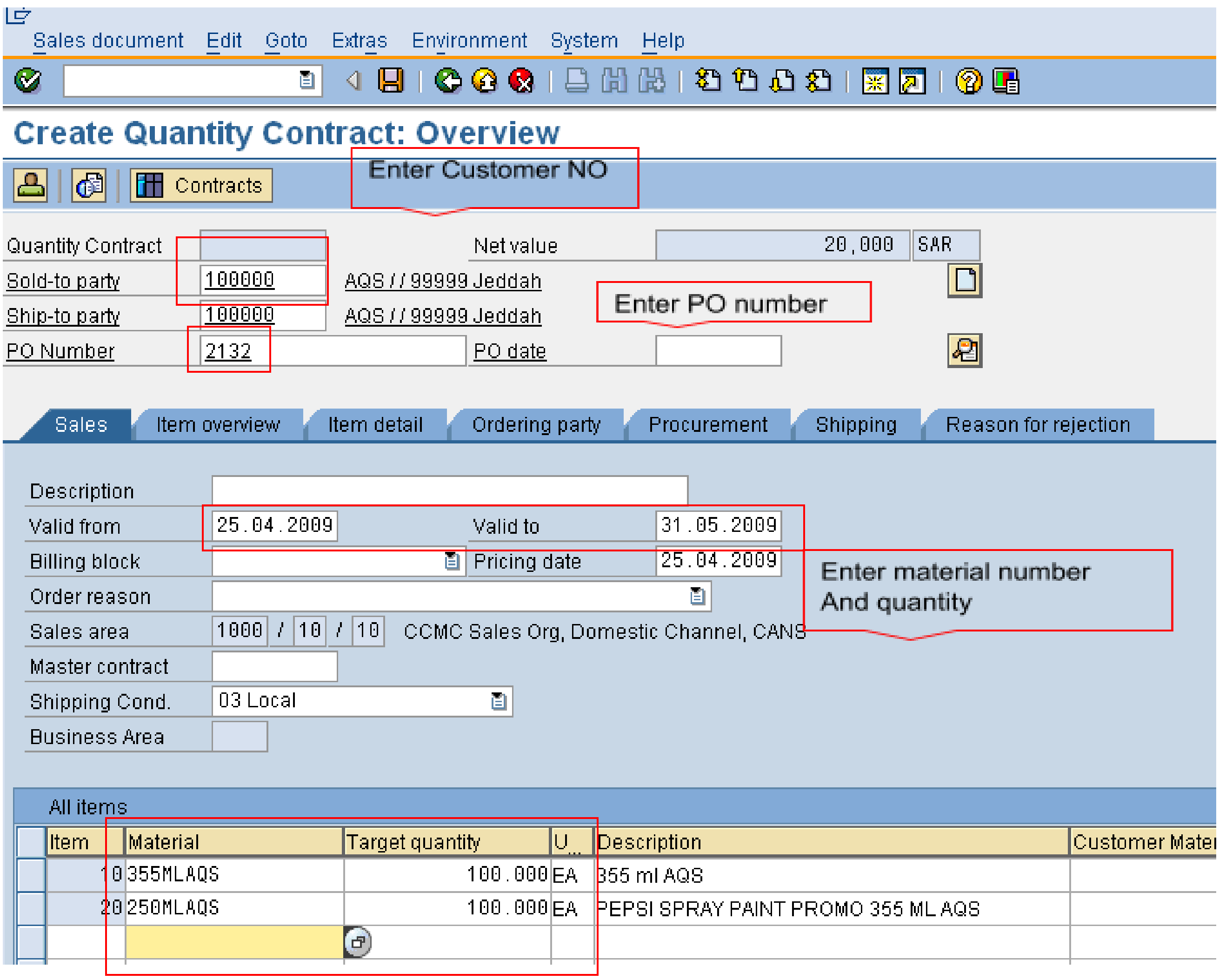
4 Domestic Sales

4.1 Create Contract

SAP R/3 Menu	*SAP Easy Access → Logistics → Sales and Distribution → Sales → Contract → Create*
Transaction code	**VA41**



Press Enter the system will take the user to the below screen.



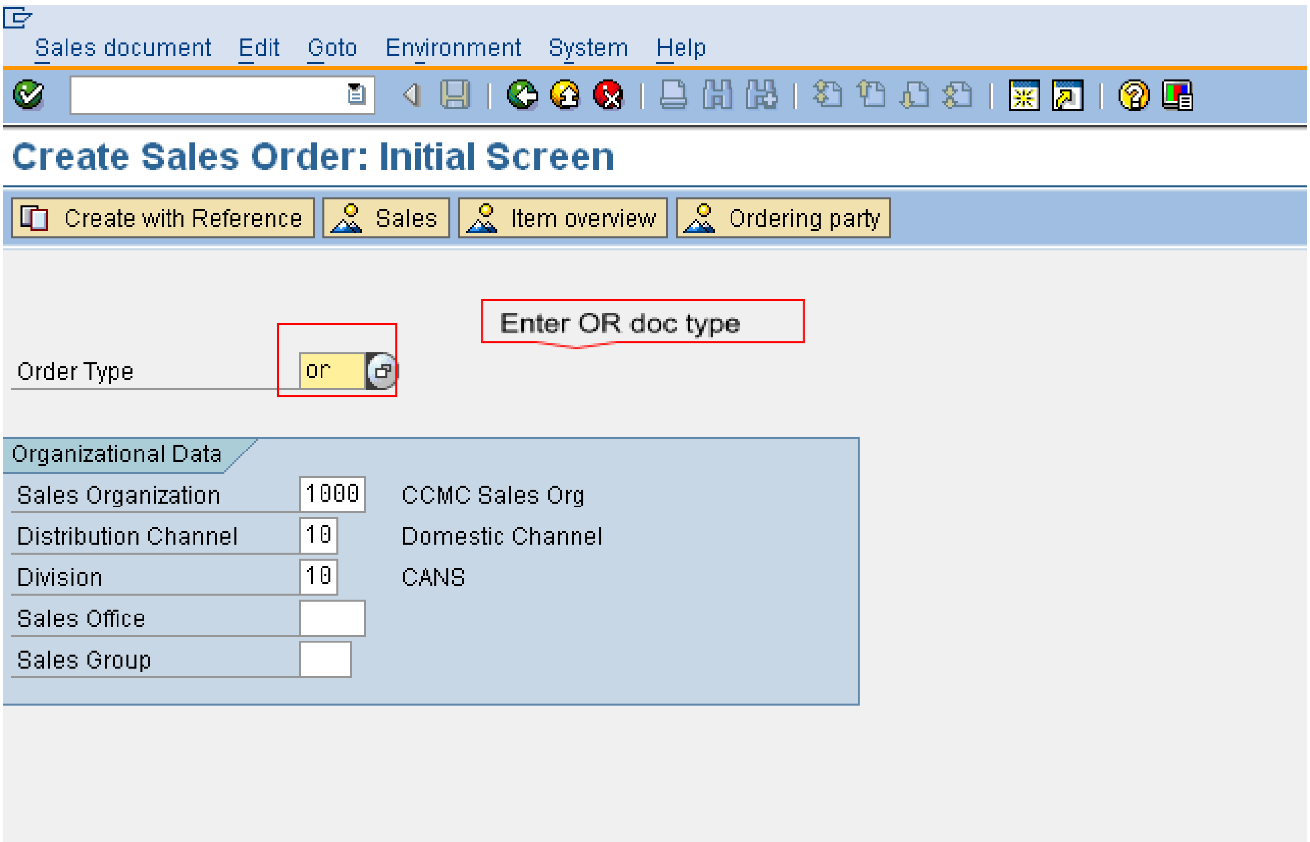
Fill up all the above details which are marked in the red box and press Enter. System will determine all the relevant data from the master data.

Only dummy material has to be entering in the contract because the actual (label) material is not being known at the time of contract creation. And maintain the pricing for this dummy material for the purpose to avoid warning message at the time sales order creation with reference to this contract. But the original pricing will be captured during sales order from the original material only.

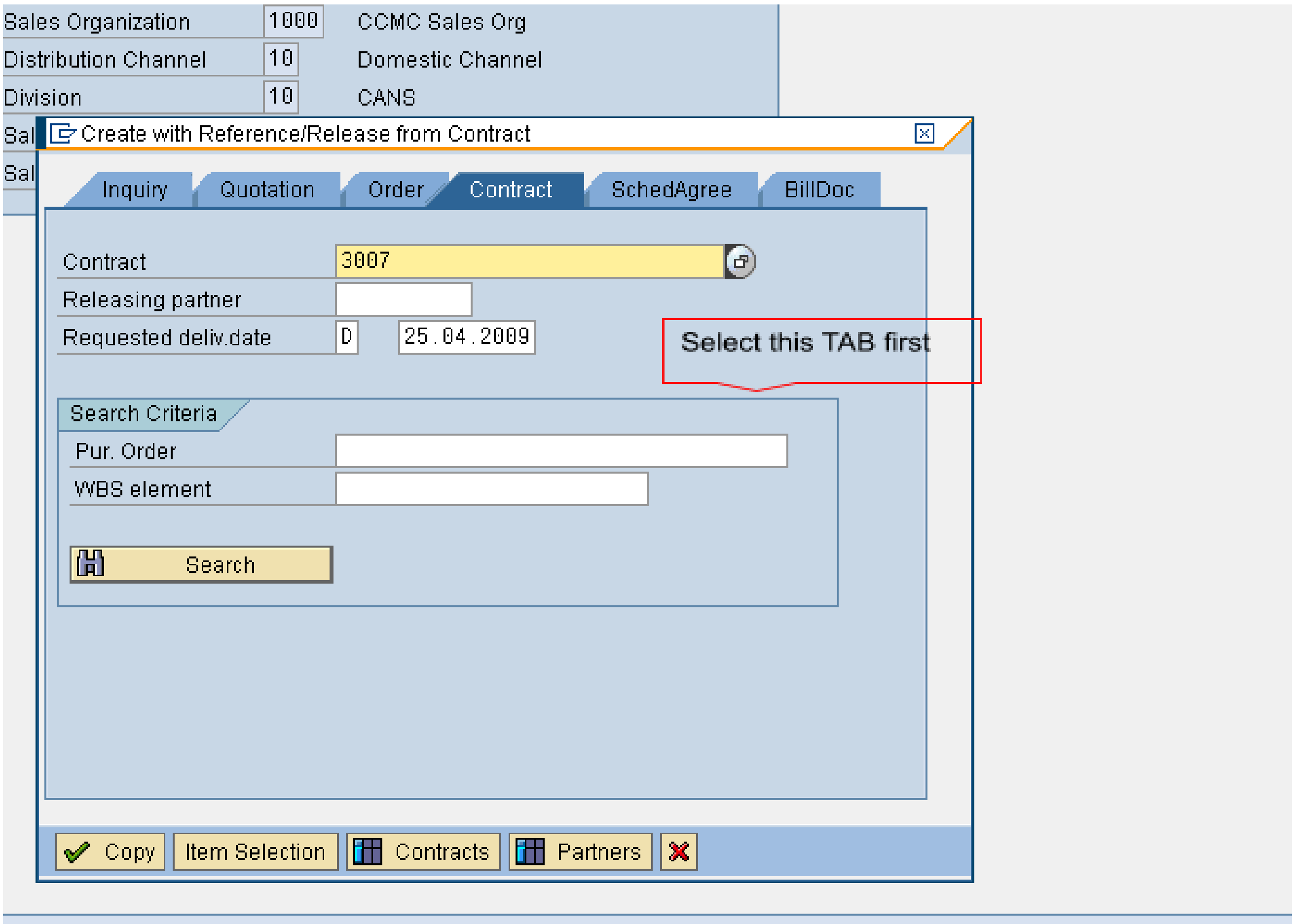
Click the button  to save. System generates the contract document number as shown below.

4.2 Create Sales Order

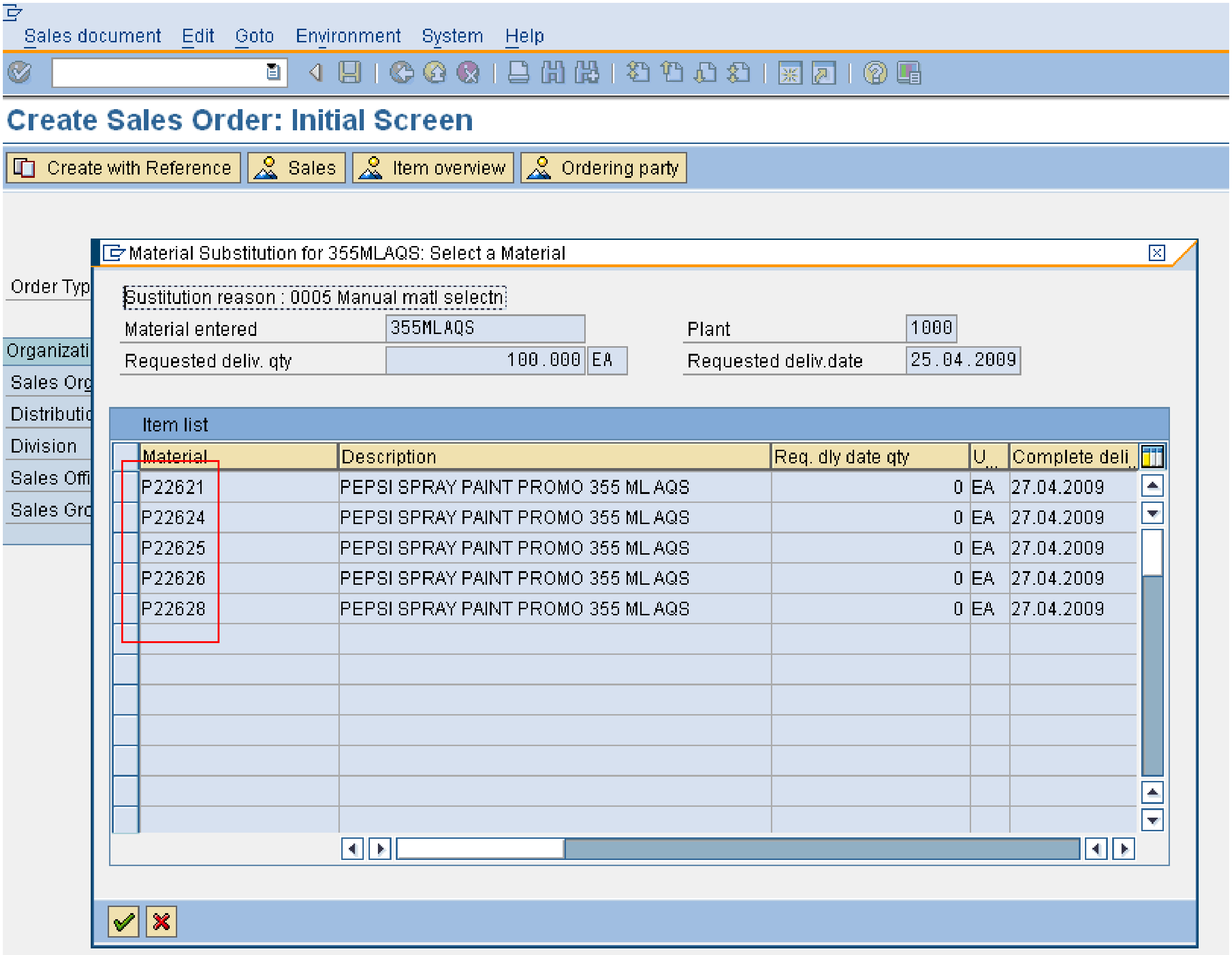
SAP R/3 Menu	*SAP Easy Access ▯ Logistics ▯ Sales and Distribution ▯ Sales ▯ Order ▯ Create*
Transaction code	**VA01**



Click  system will take the user to the below screen.



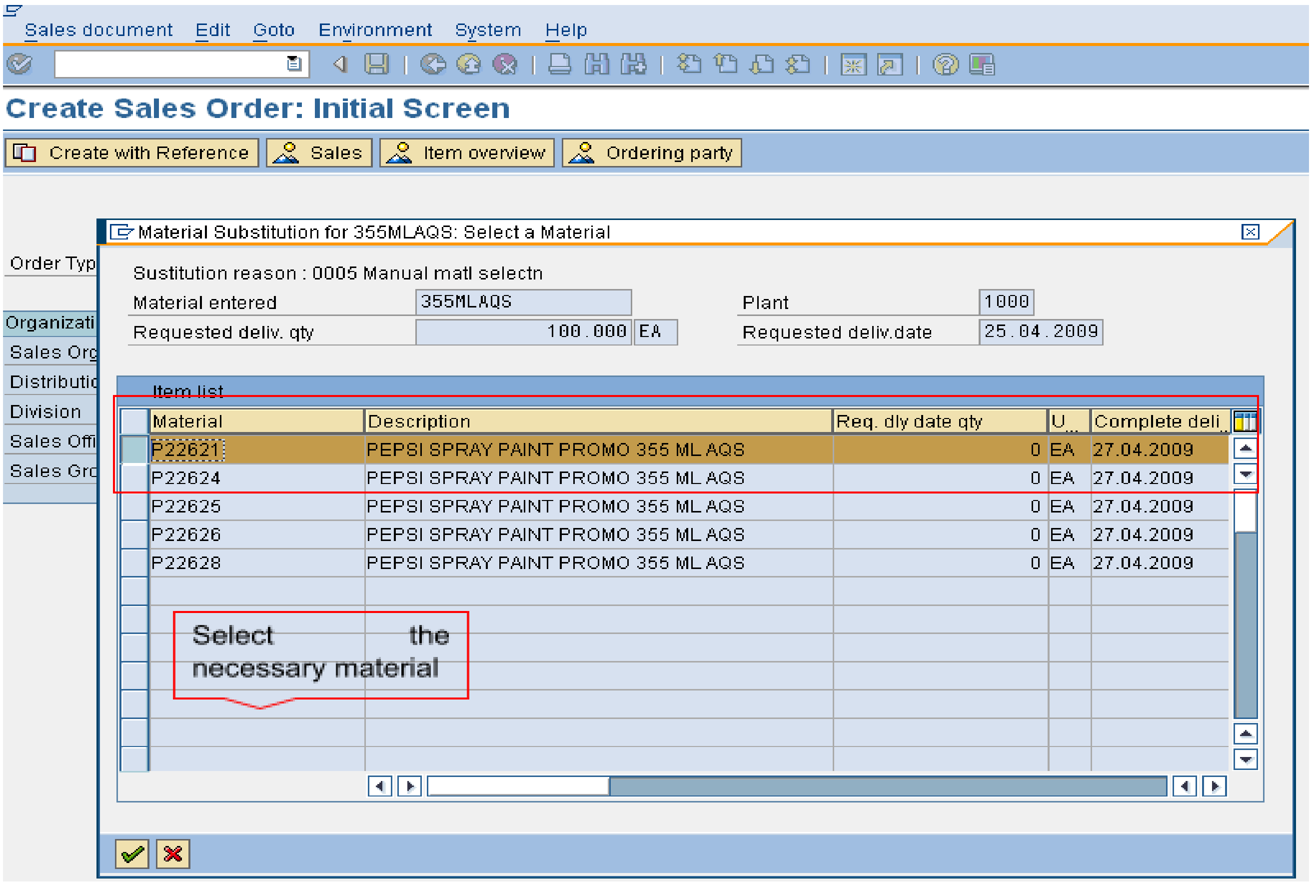
Enter the contract document number. Press Enter



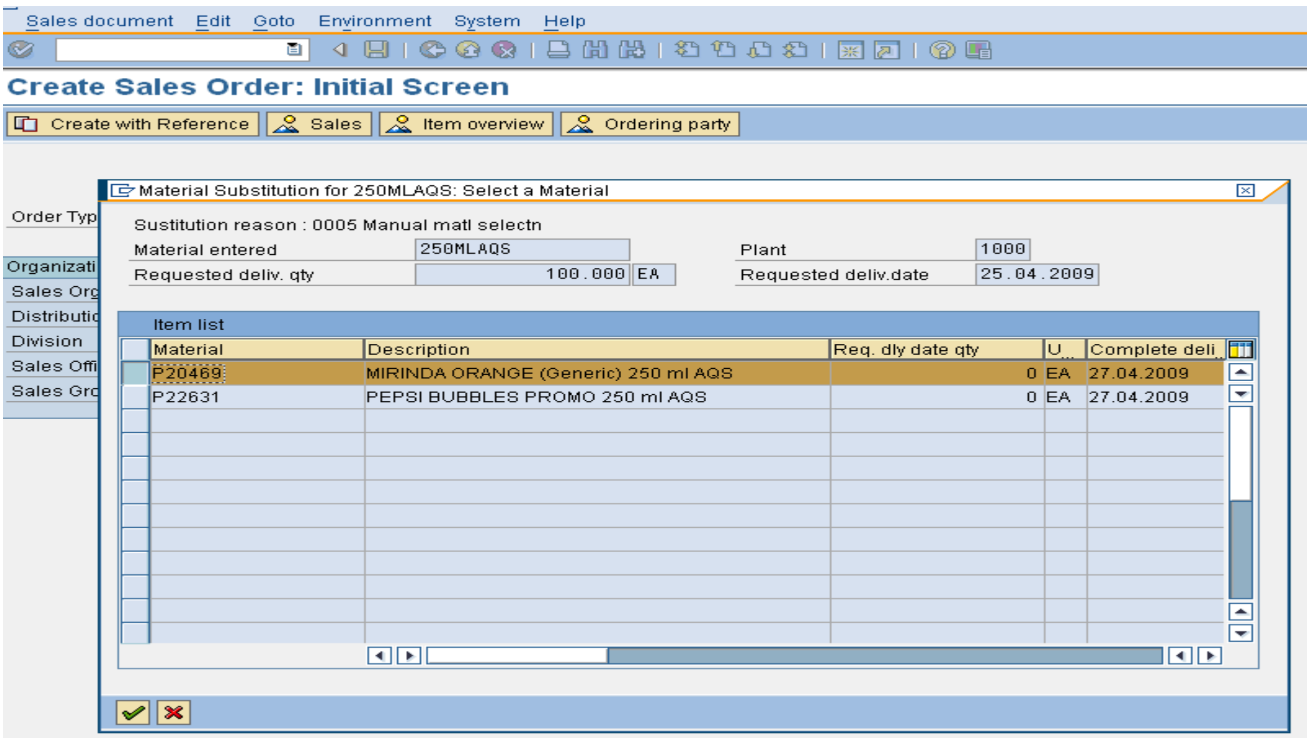
System will show the above screen.

Select one material, press Enter. If you have more than one material in the material determination record, system pop up the second material then select the second material.

The screen shots are below

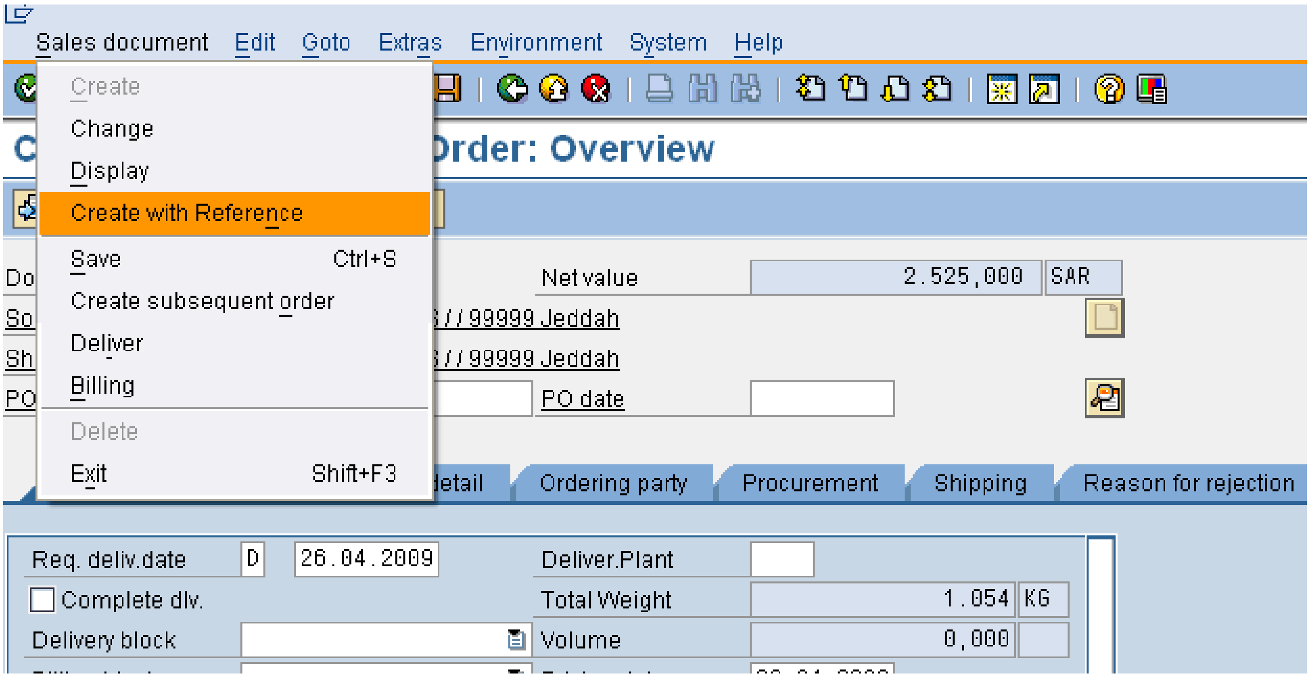


Sales document Edit Goto Environment System Help
Create Sales Order: Initial Screen
Create with Reference Sales Item overview Ordering party
Material Substitution for 355MLAQS: Select a Material
Sustitution reason : 0005 Manual matl selectn
Material entered 355MLAQS
Plant 1000
Requested deliv. qty 100.000 EA
Requested deliv.date 25.04.2009
Item list
Material Description Req. dly date qty U... Complete deli...
P22621 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
P22624 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
P22625 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
P22626 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
P22628 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
Select the necessary material

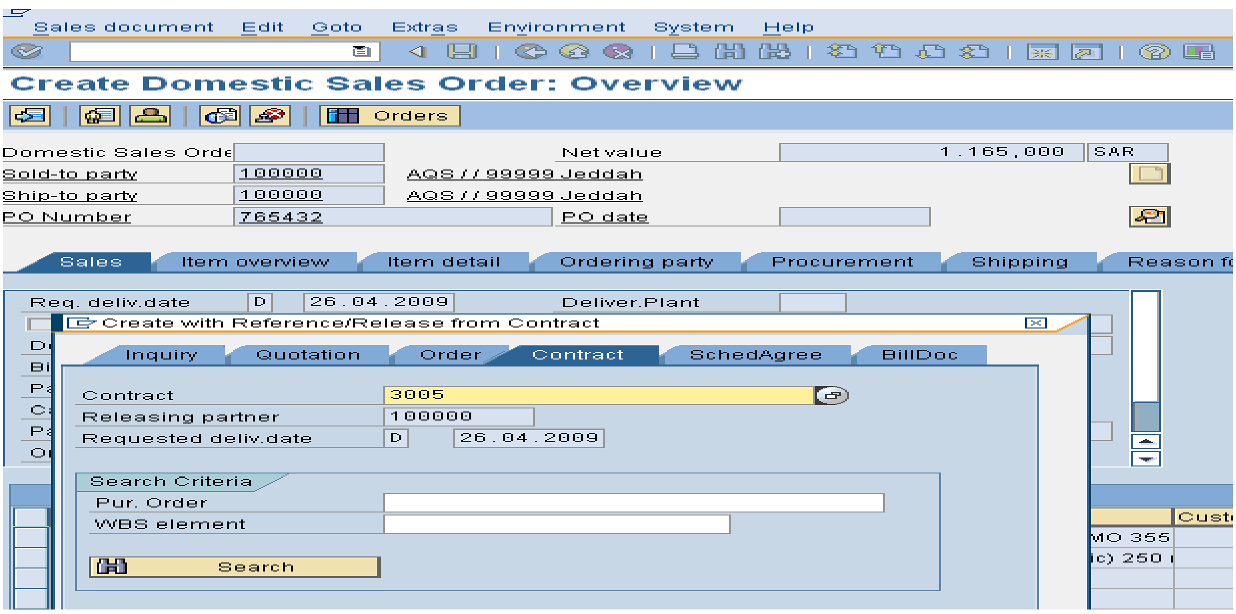


Sales document Edit Goto Environment System Help
Create Sales Order: Initial Screen
Create with Reference Sales Item overview Ordering party
Material Substitution for 250MLAQS: Select a Material
Sustitution reason : 0005 Manual matl selectn
Material entered 250MLAQS
Plant 1000
Requested deliv. qty 100.000 EA
Requested deliv.date 25.04.2009
Item list
Material Description Req. dly date qty U... Complete deli...
P20469 MIRINDA ORANGE (Generic) 250 ml AQS 0 EA 27.04.2009
P22631 PEPSI BUBBLES PROMO 250 ml AQS 0 EA 27.04.2009

At the same time user wanted to copy more than one material in the sales order,

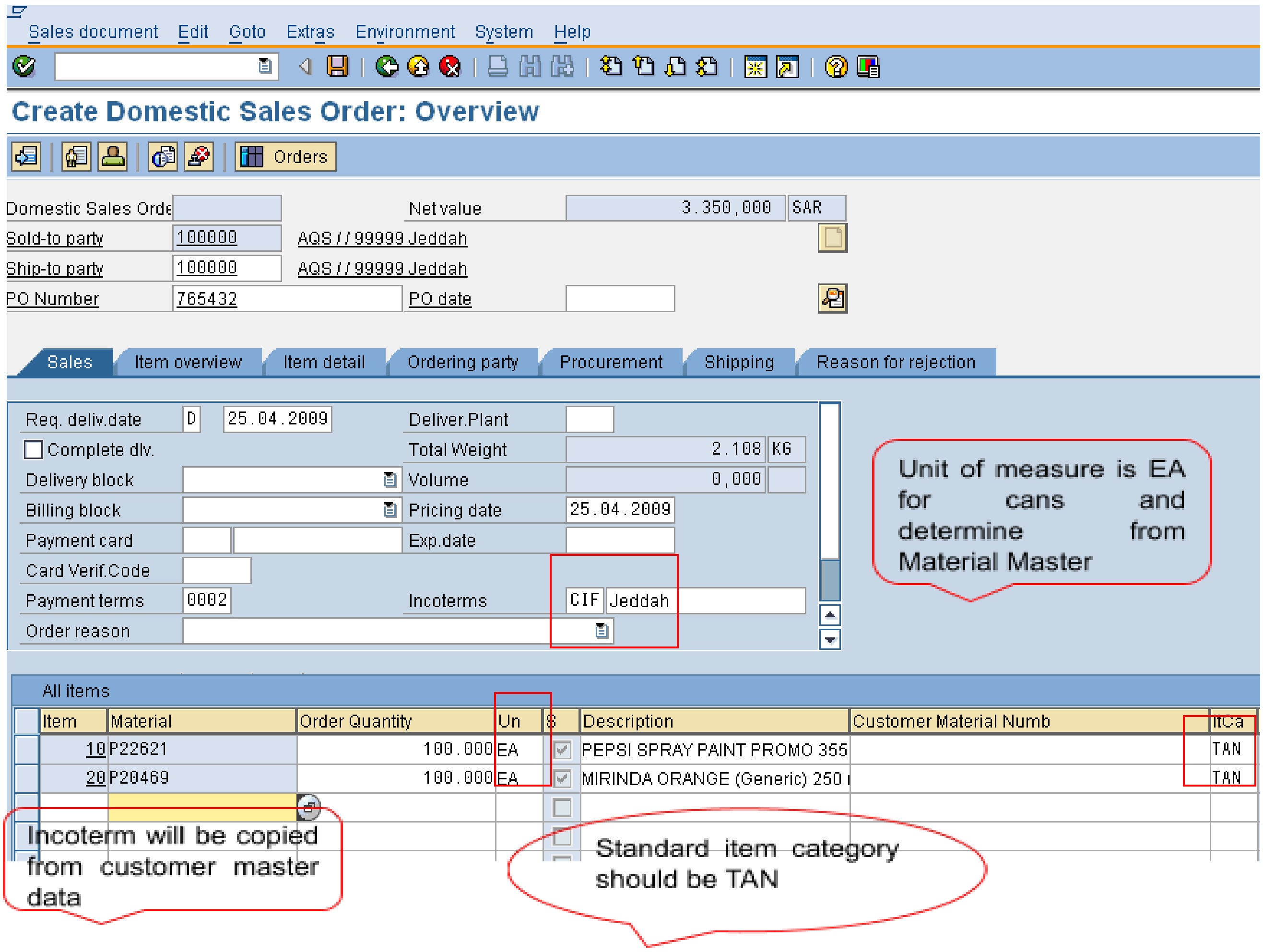


Go to Sales document Click create with Reference, system will take in to the below screen again.



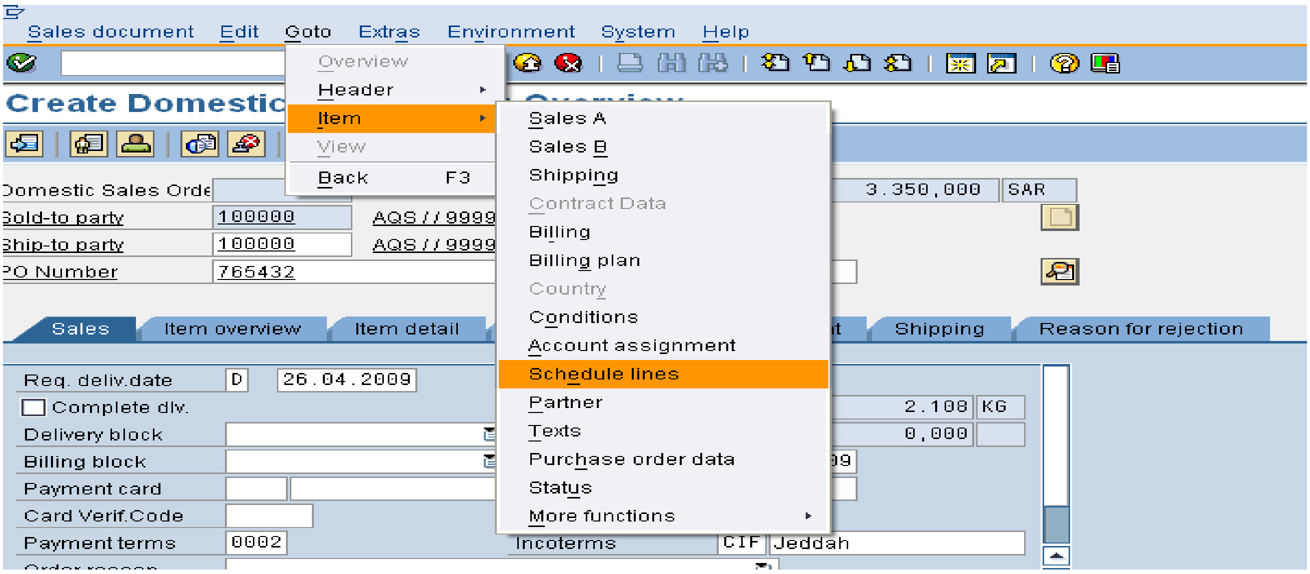
Then enter the contract number and press enter or click copy icon. Again system will take the user to the material determination screen and select the second material press Enter.

System will copy the material and take the user to the sales order screen. The sales order screen is below

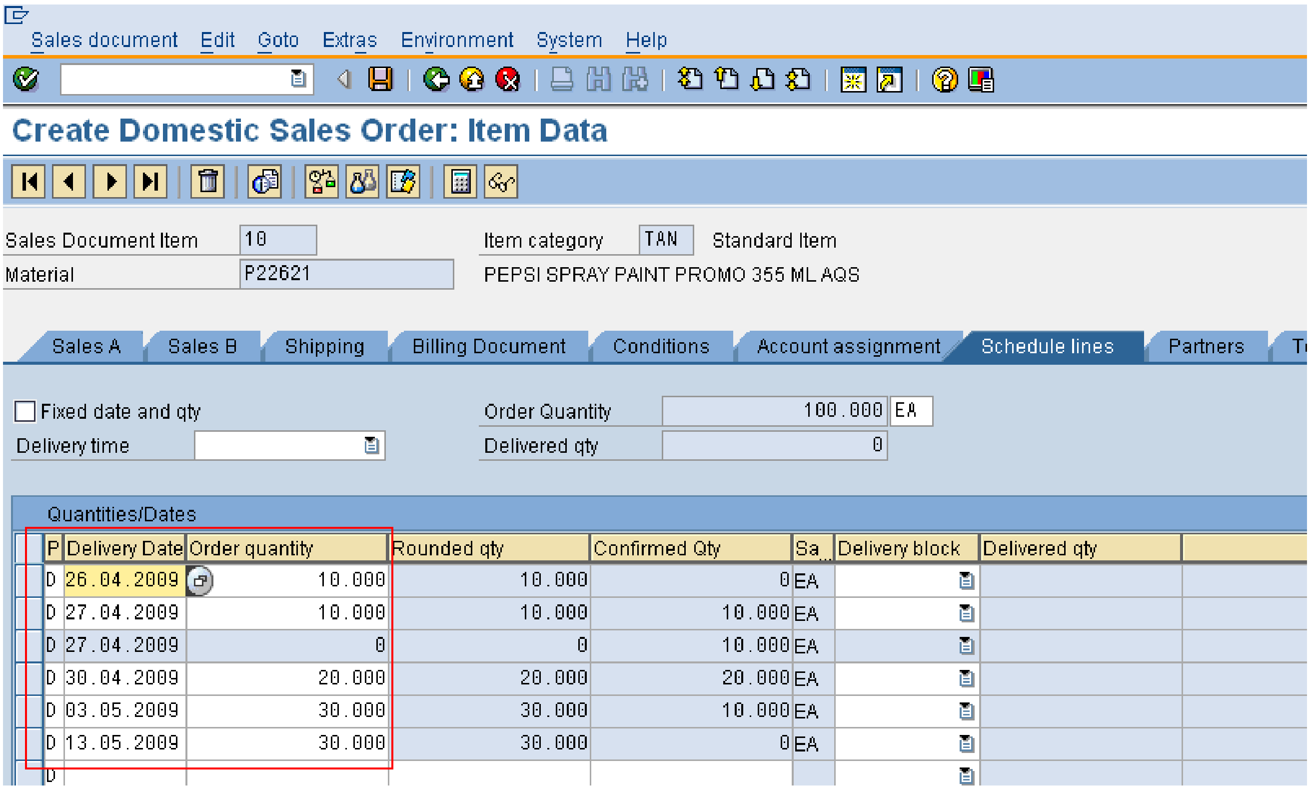


By double clicking the sales order line item user can able to go to item detail screen or

GOTO – item – schedule lines (the screen shot is below)

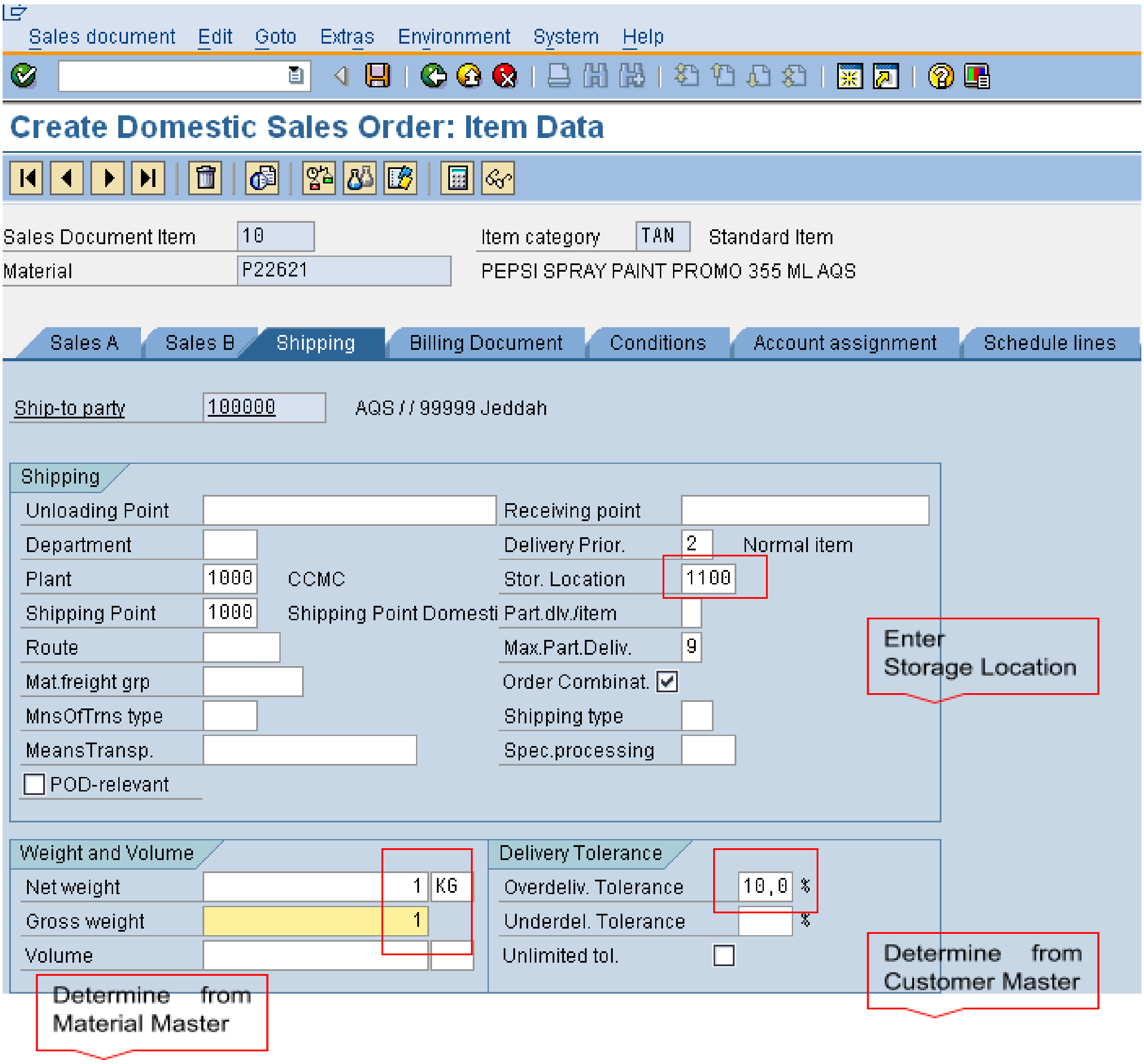


Enter the date and quantity to be delivered (screen shot is below).

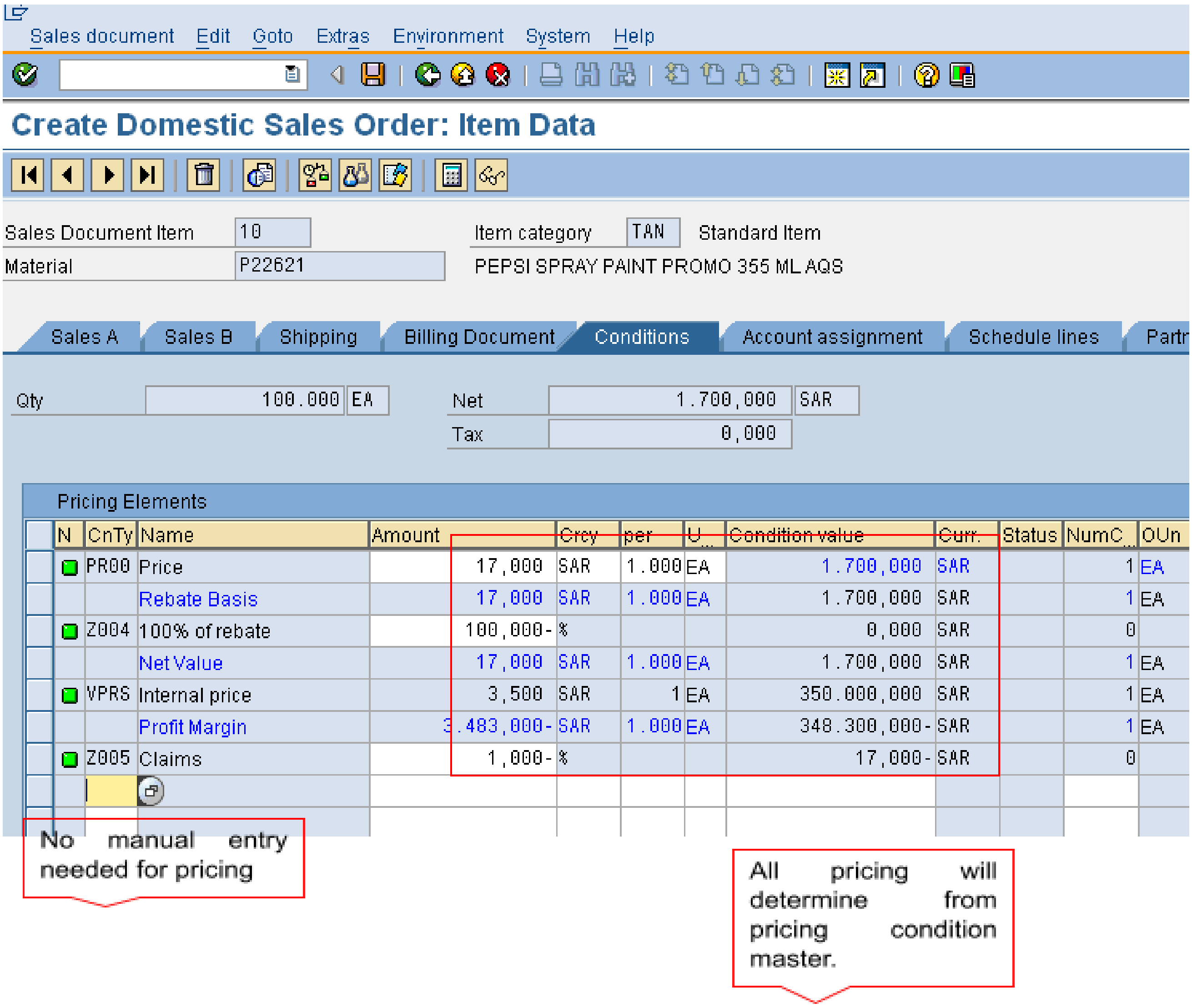


Click Shipping TAB as shown below

Enter manually delivery date and delivery quantity.

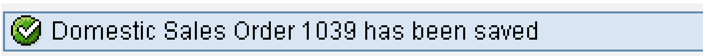


Sales document Edit Goto Extras Environment System Help
Create Domestic Sales Order: Item Data
Sales Document Item 10
Item category TAN Standard Item
Material P22621
PEPSI SPRAY PAINT PROMO 355 ML AQS
Sales A
Sales B
Shipping
Billing Document
Conditions
Account assignment
Schedule lines
Ship-to party 100000 AQS / / 99999 Jeddah
Shipping
Unloading Point
Receiving point
Department
Delivery Prior. 2 Normal item
Plant 1000 CCMC
Stor. Location 1100
Shipping Point 1000 Shipping Point Domesti
Part.dlv./item
Route
Max.Part.Deliv. 9
Mat.freight grp
Order Combinat.
MnsOfTrns type
Shipping type
MeansTransp.
Spec.processing
POD-relevant
Enter Storage Location
Weight and Volume
Net weight 1 KG
Gross weight 1
Volume
Delivery Tolerance
Overdeliv. Tolerance 10,0 %
Underdel. Tolerance %
Unlimited tol.
Determine from Customer Master
Determine from Material Master



N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC	OUn
	PR00	Price	17,000	SAR	1.000	EA	1.700,000	SAR		1	EA
		Rebate Basis	17,000	SAR	1.000	EA	1.700,000	SAR		1	EA
	Z004	100% of rebate	100,000-	%			0,000	SAR		0	
		Net Value	17,000	SAR	1.000	EA	1.700,000	SAR		1	EA
	VPRS	Internal price	3,500	SAR	1	EA	350.000,000	SAR		1	EA
		Profit Margin	3.483,000-	SAR	1.000	EA	348.300,000-	SAR		1	EA
	Z005	Claims	1,000-	%			17,000-	SAR		0	

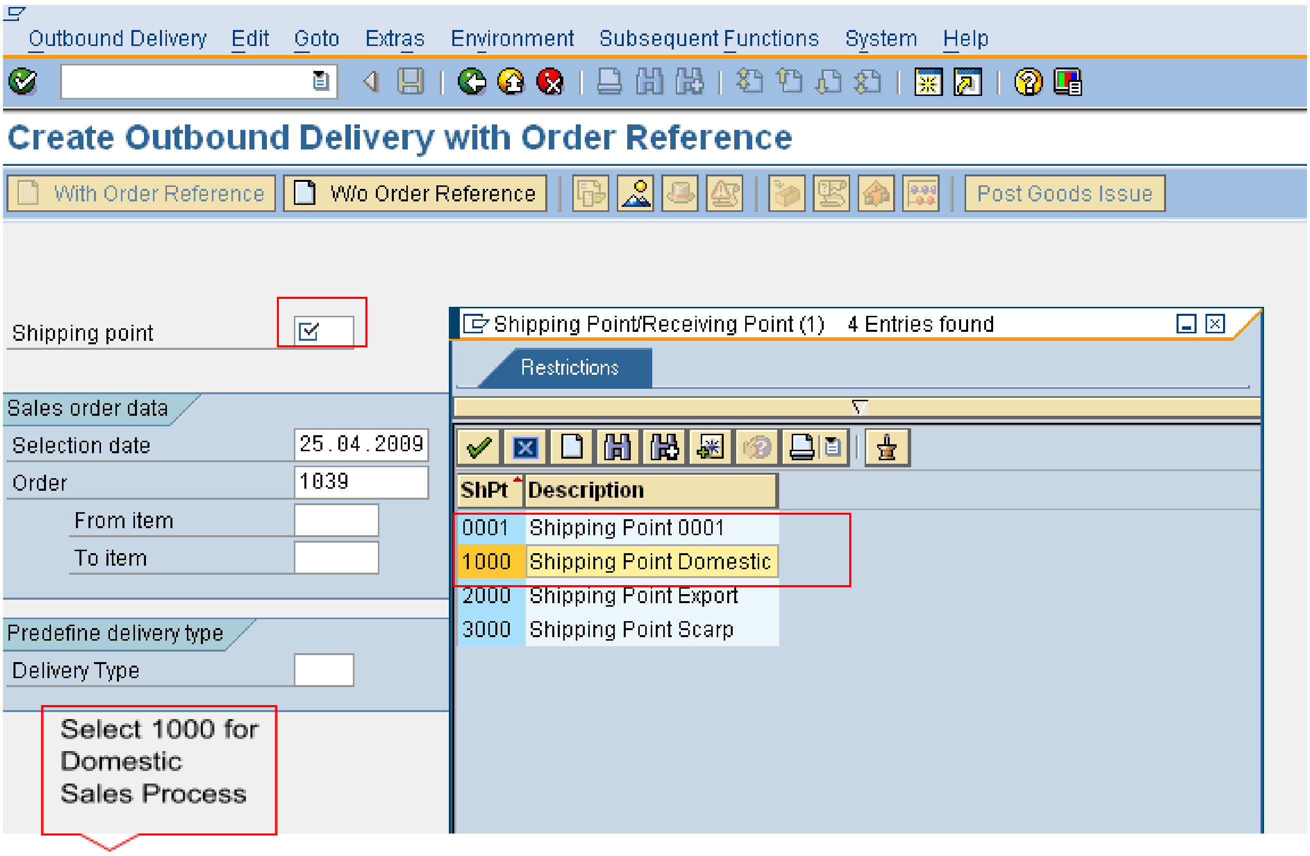
Click the button  to save. System generates sales order document number.



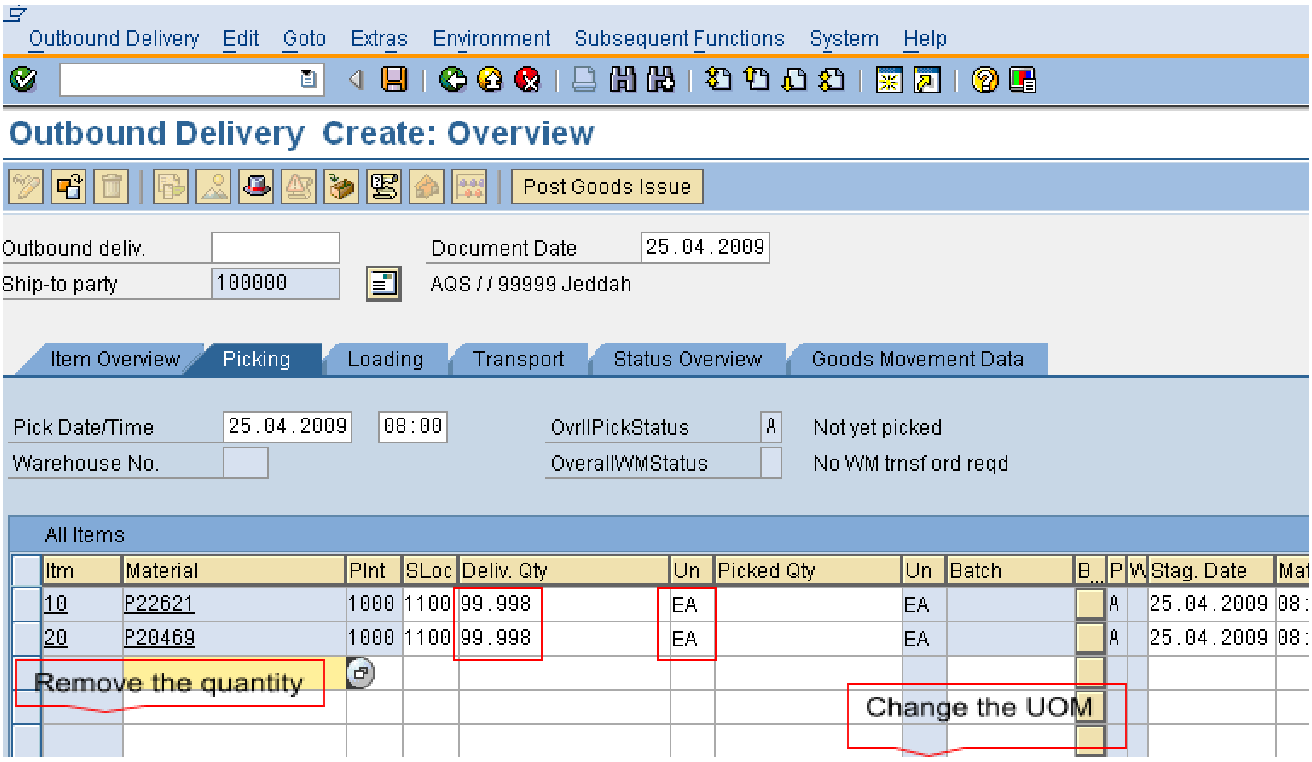
4.3 Create Delivery

SAP R/3 Menu	*SAP Easy Access* □ *Logistics* □ *Sales and Distribution* □ *Shipping and Transportation* □ *Outbound Delivery* □ *Create* □ Single Document
Transaction code	`VL01N`

Create delivery with reference to the sales order.

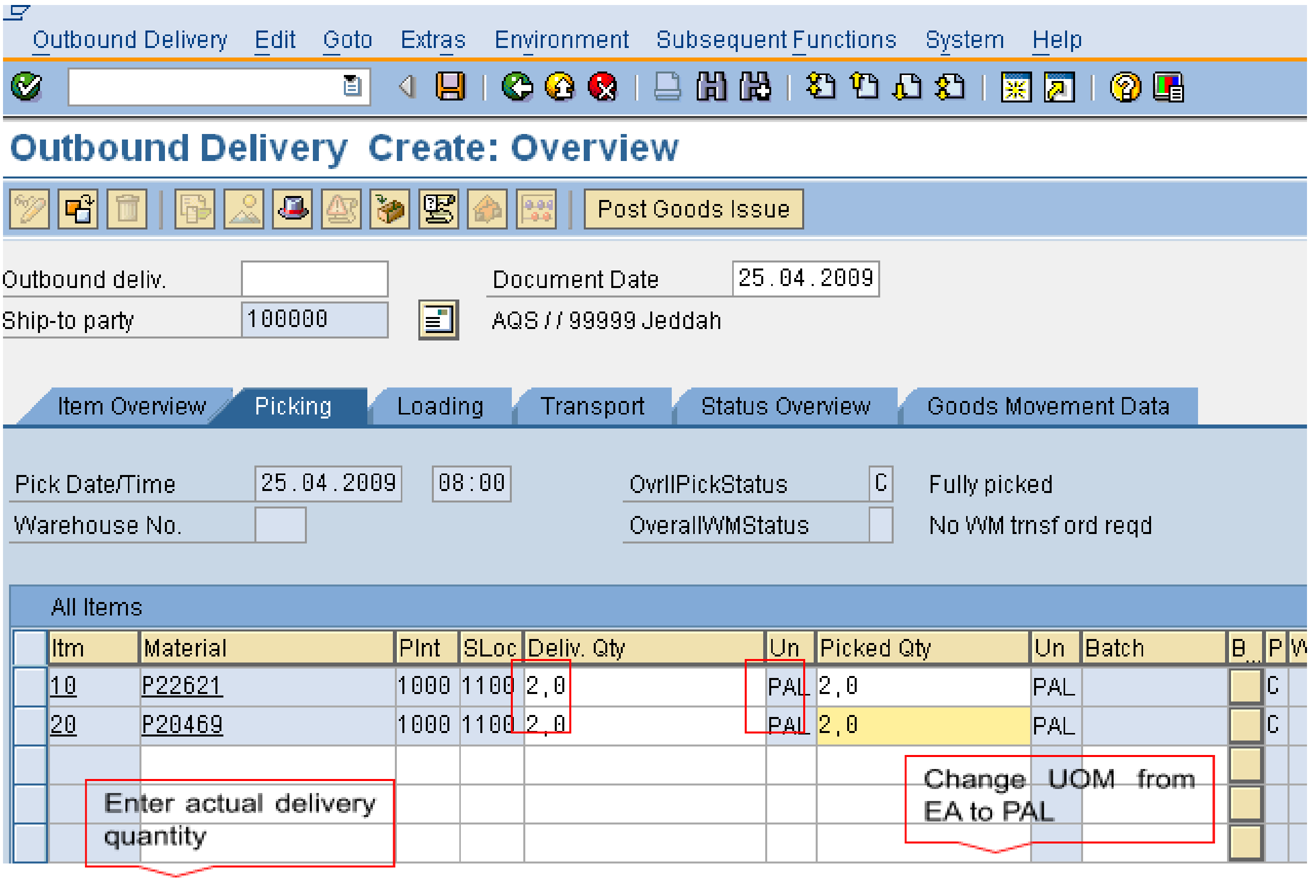


Press Enter, system will take the user to next screen.

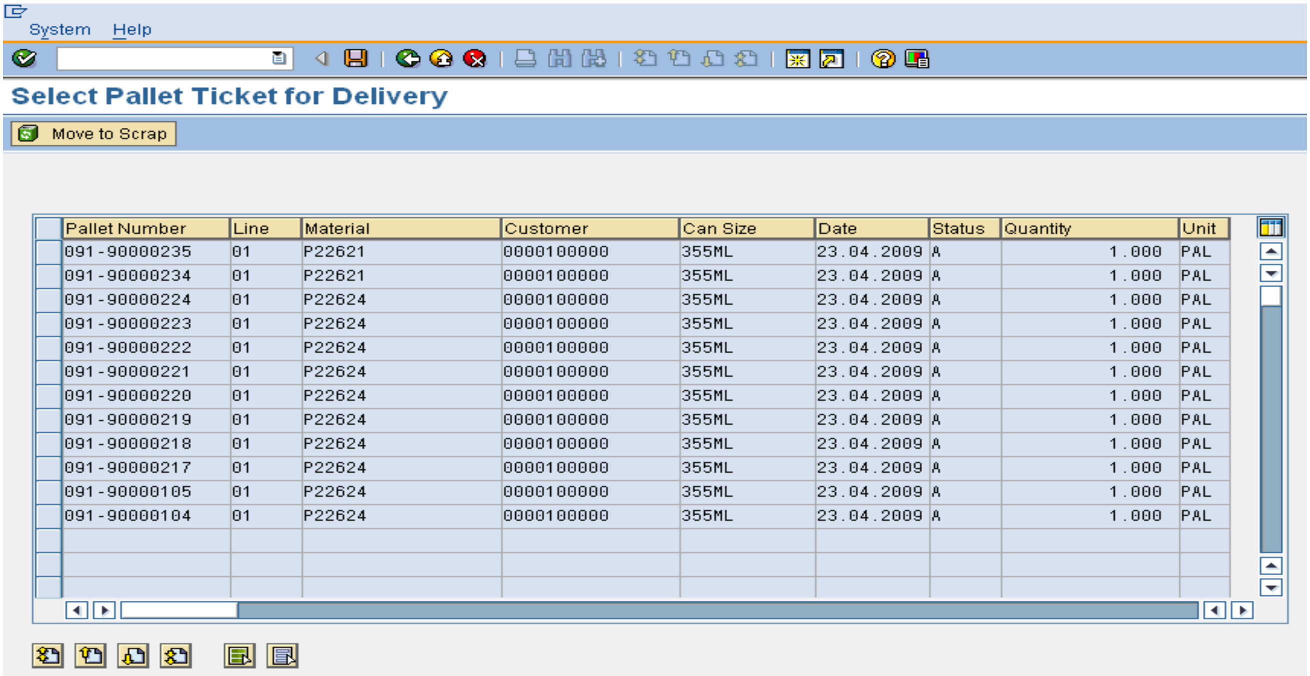


In the above screen delivery quantity will be copied from the sales order. In the sales order, number of cans entered as Each (Unit of Measure).

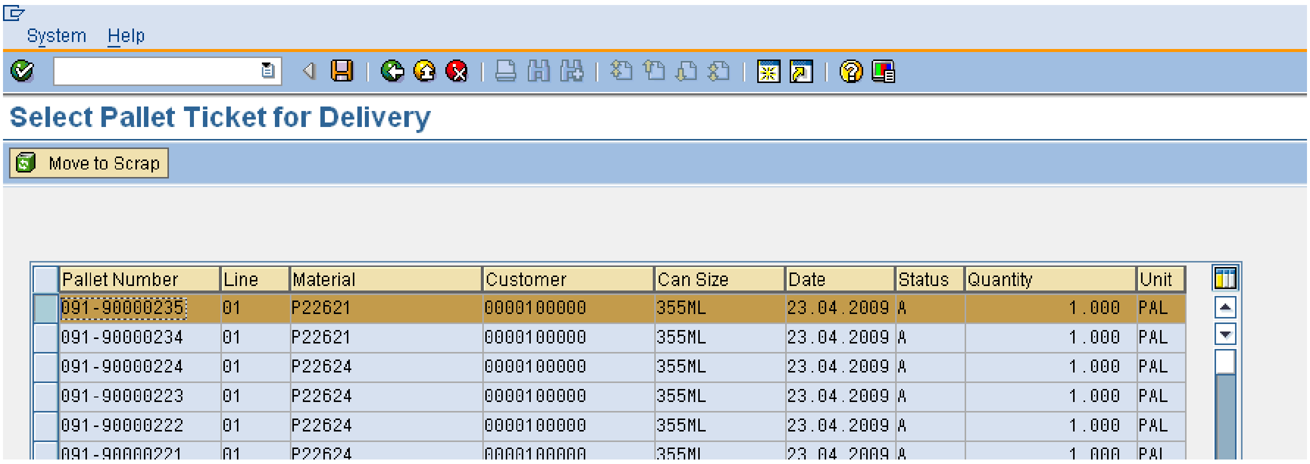
But in the delivery document, quantity has to be changed as PAL (pallet). The quantity conversion for the pallet will be maintained in the material master based on the can size for example (355ml cans – 1pallet =7410 each) and the delivery unit of measure is also maintained in the material master.



Click the button to save. System will show the next screen

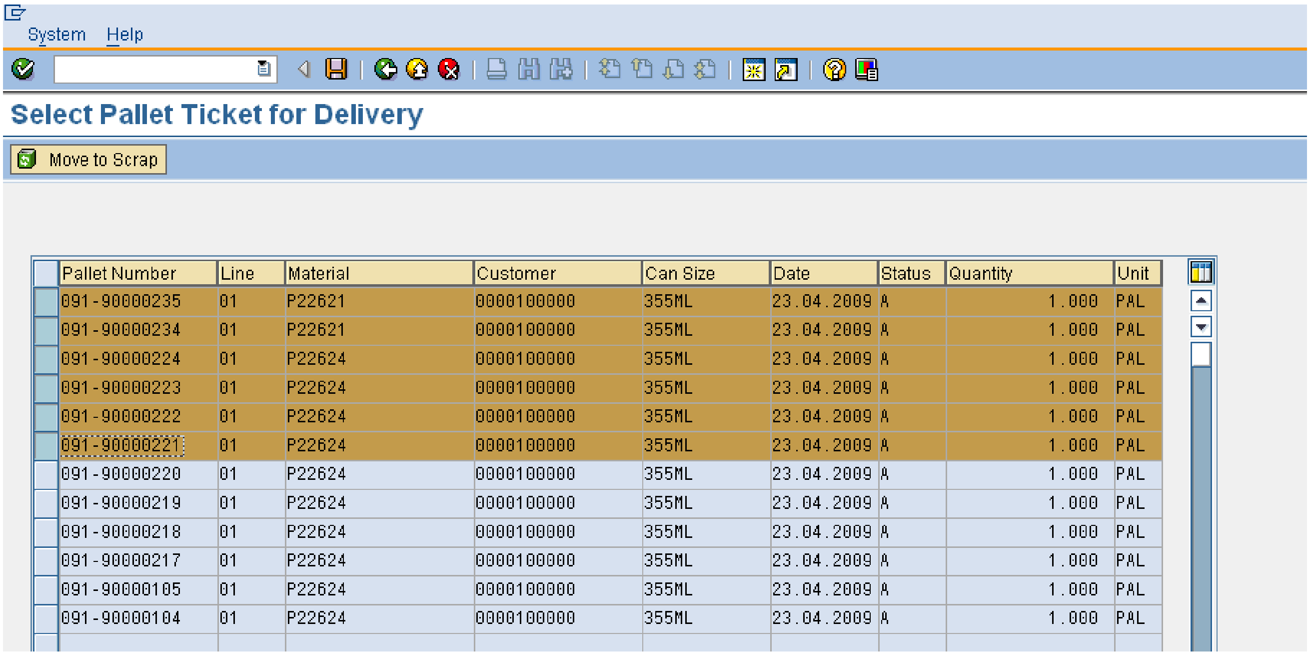


Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091-90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000224	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000223	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000222	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000221	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000220	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000219	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000218	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000217	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000105	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000104	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL



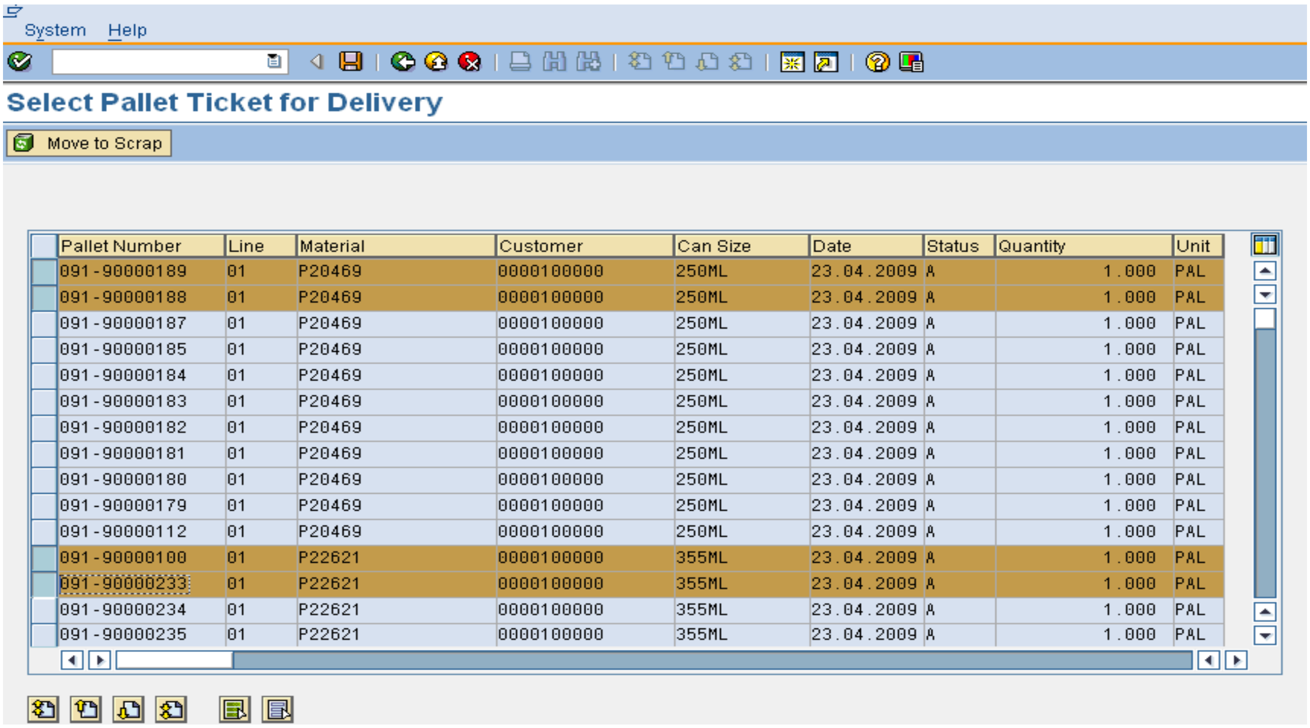
Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091-90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000224	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000223	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000222	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000221	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL

If the user selects the number of pallets less than the delivery quantity system will show the error as shown below.



Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091-90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000224	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000223	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000222	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000221	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000220	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000219	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000218	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000217	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000105	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000104	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL

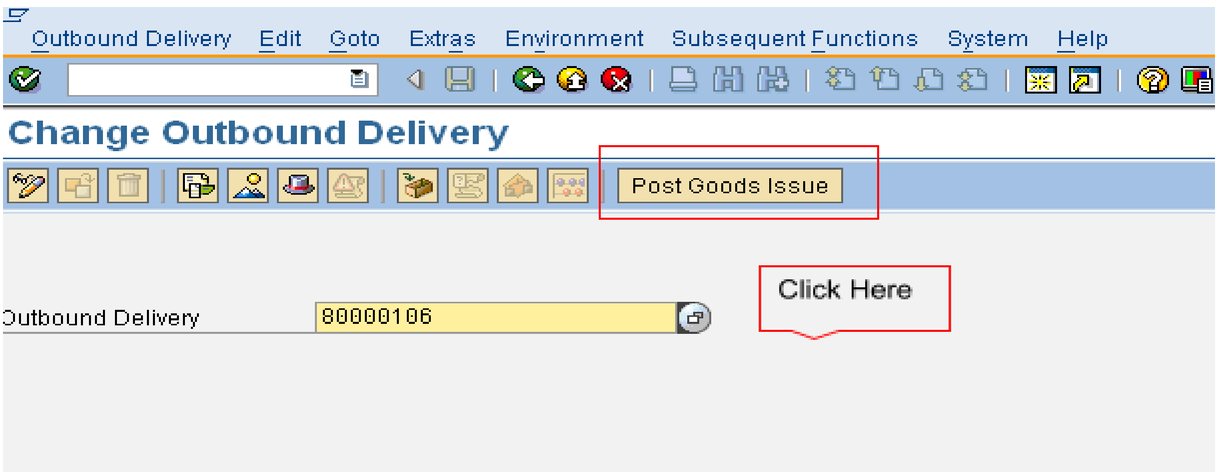
If the user selects the number of pallets more than the delivery quantity system will show the error as shown below



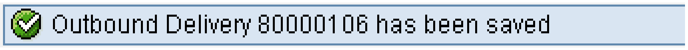
Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091-90000189	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000188	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000187	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000185	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000184	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000183	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000182	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000181	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000180	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000179	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000112	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000100	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000233	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL

If the user select exact number of pallets with the delivery quantity system allows creating the delivery document. And Click the button  to save system generates the delivery document as shown below

Then GOTO VL02N transaction code, system automatically shows the below screen with the delivery document number. If not enter the delivery document number manually and click PGI icon.



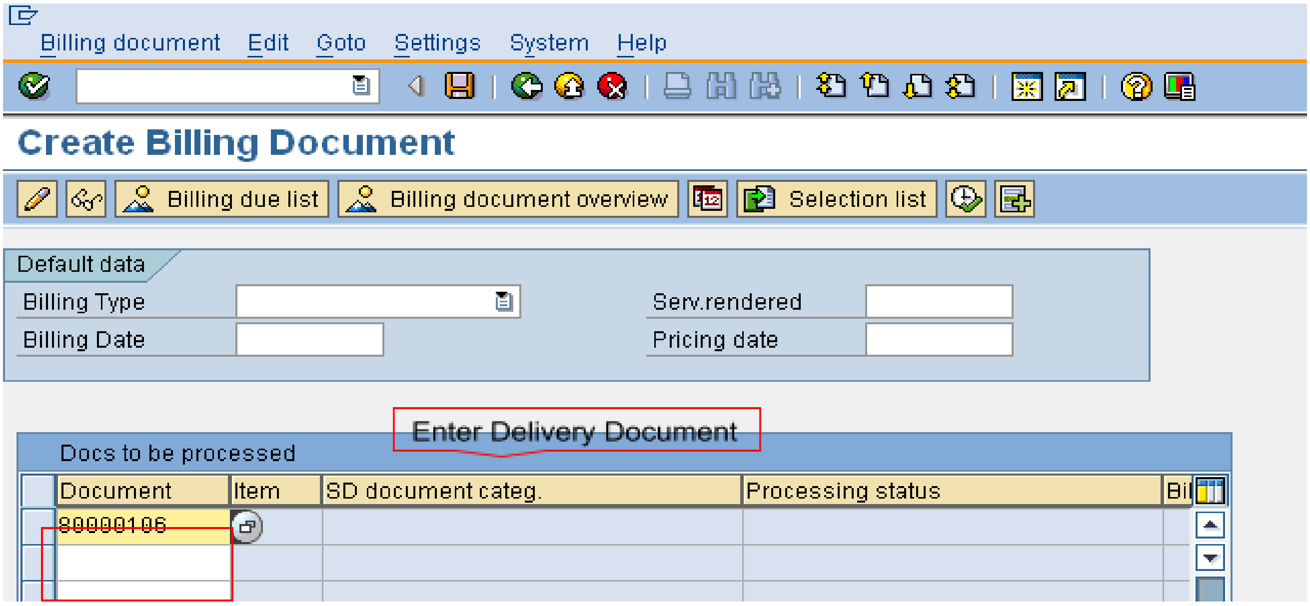
The system will show again the below message. Now delivery document created.



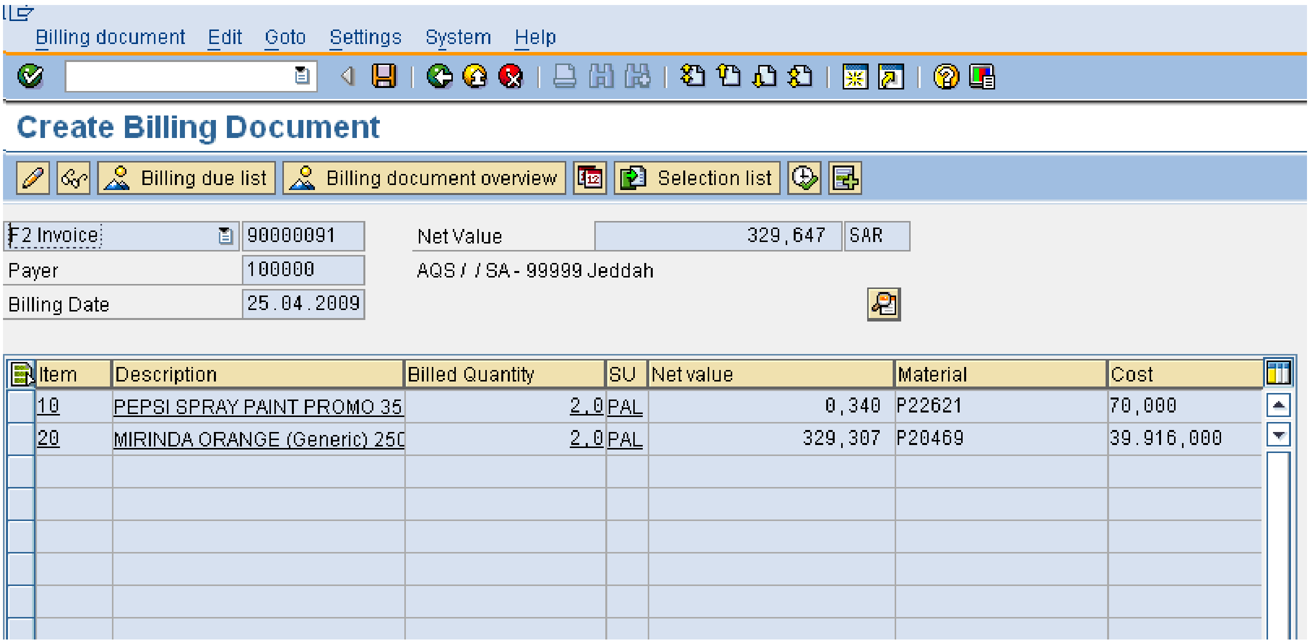
4.4 Create Invoice

SAP R/3 Menu	*SAP Easy Access* □ *Logistics* □ *Sales and Distribution* □ *Billing* □ *Billing Document* □ Create
Transaction code	**VF01**

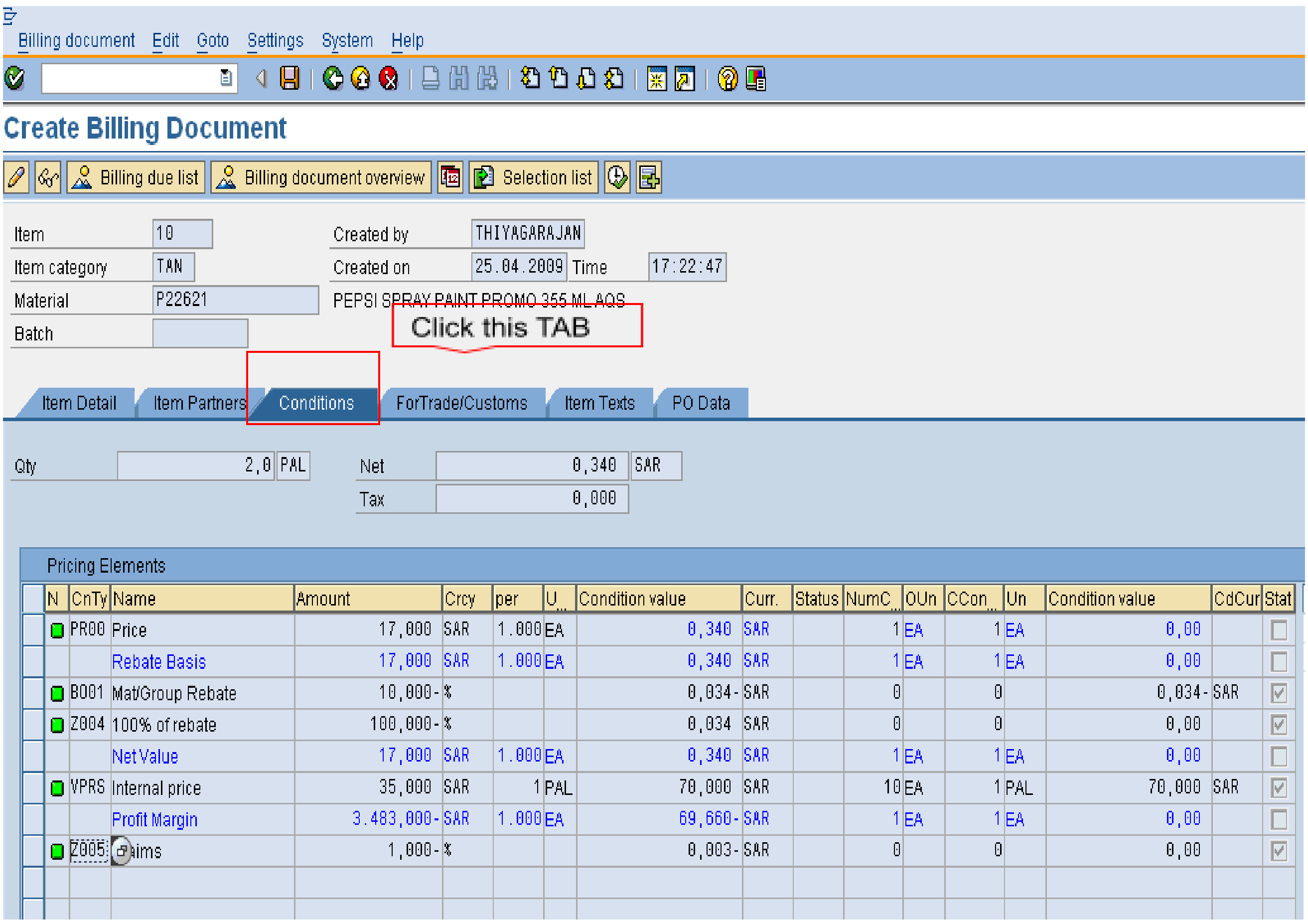
Create Invoice with reference to the delivery document. Enter VF01 press Enter.



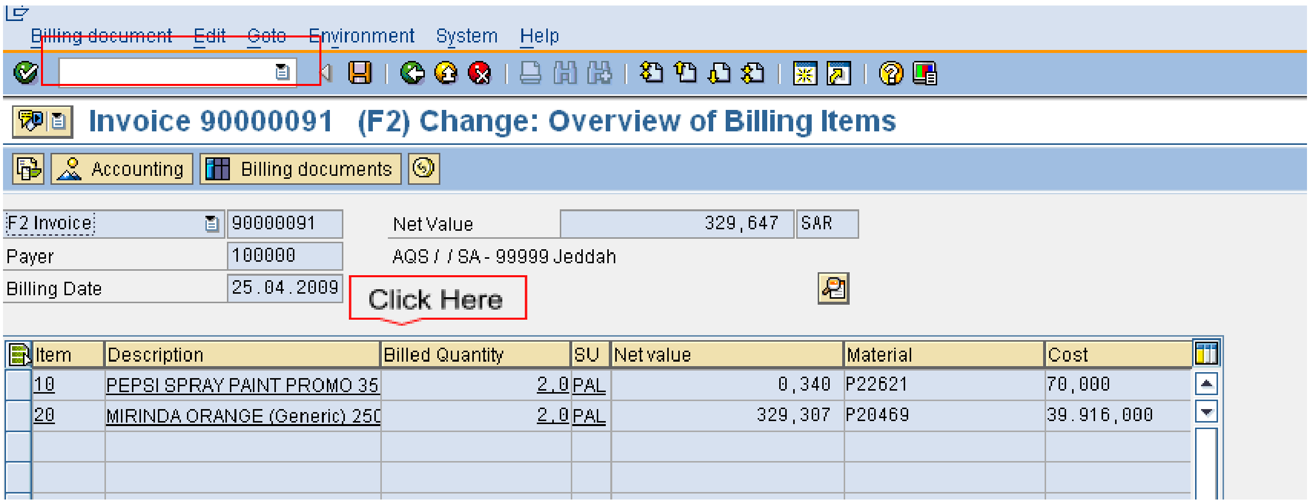
Press Enter. System will take the user to the detailed screen as shown below. In the billing document manual entries are not allowed.

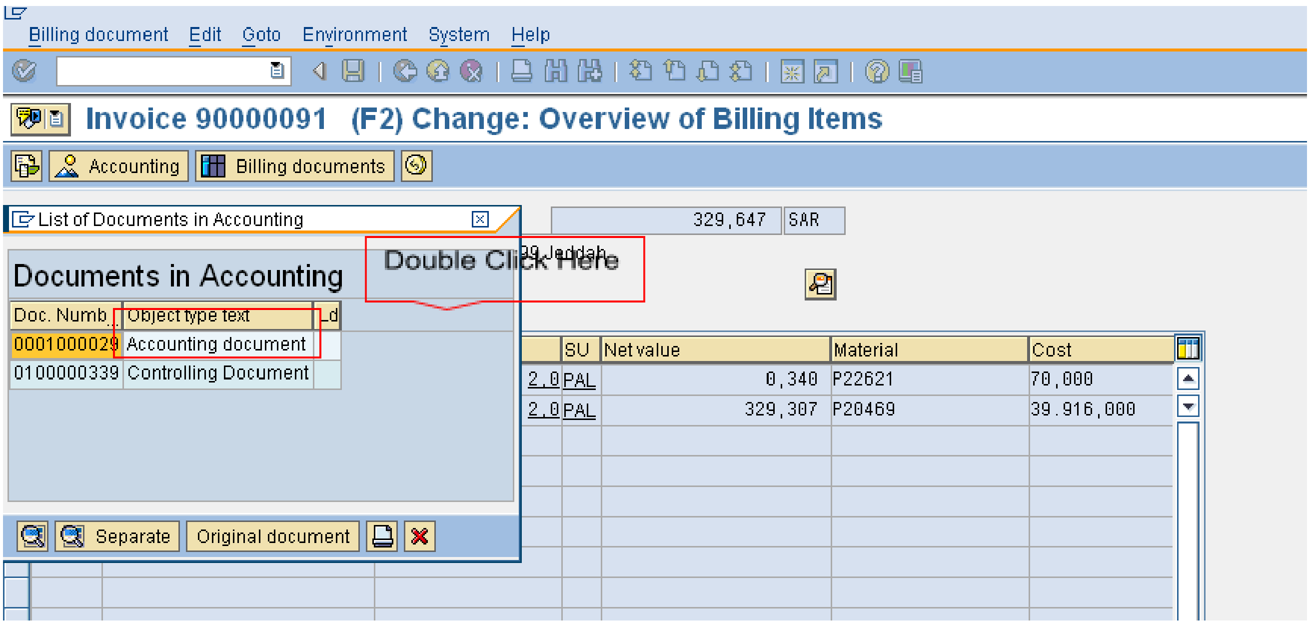


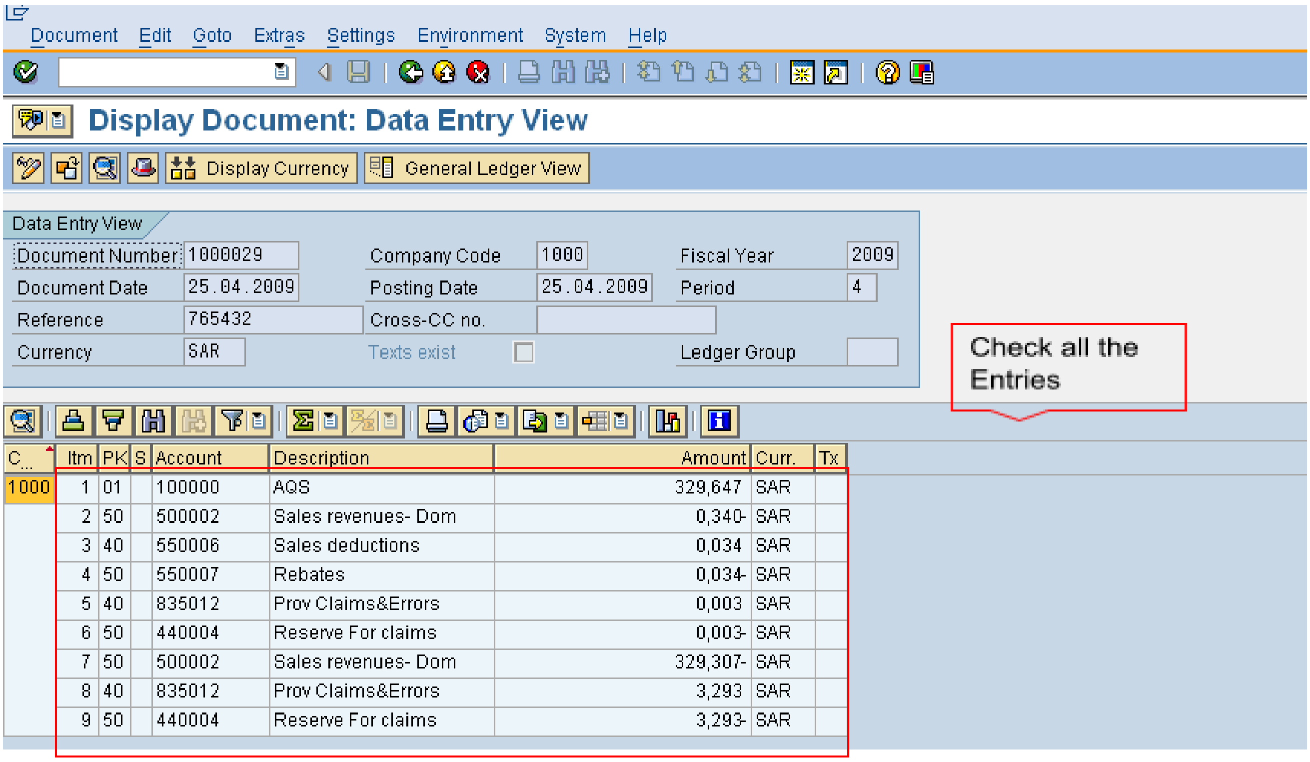
By double clicking the line item user can go to the item details screen and check the pricing details.



Click the button to save. System generates the billing document number as shown below.





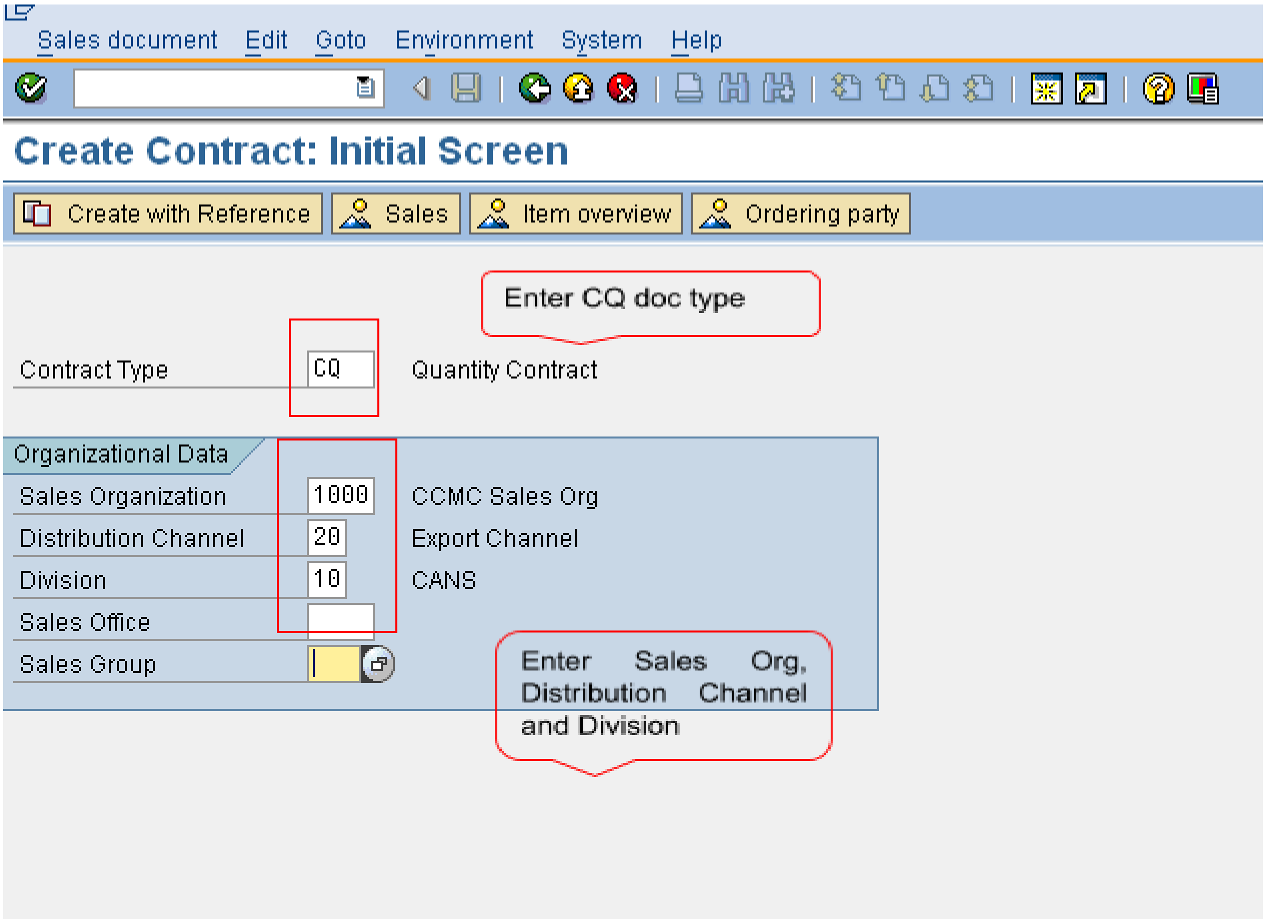


C...	Itm	PK	S	Account	Description	Amount	Curr.	Tx
1000	1	01		100000	AQS	329,647	SAR	
	2	50		500002	Sales revenues- Dom	0,340-	SAR	
	3	40		550006	Sales deductions	0,034	SAR	
	4	50		550007	Rebates	0,034-	SAR	
	5	40		835012	Prov Claims&Errors	0,003	SAR	
	6	50		440004	Reserve For claims	0,003-	SAR	
	7	50		500002	Sales revenues- Dom	329,307-	SAR	
	8	40		835012	Prov Claims&Errors	3,293	SAR	
	9	50		440004	Reserve For claims	3,293-	SAR	

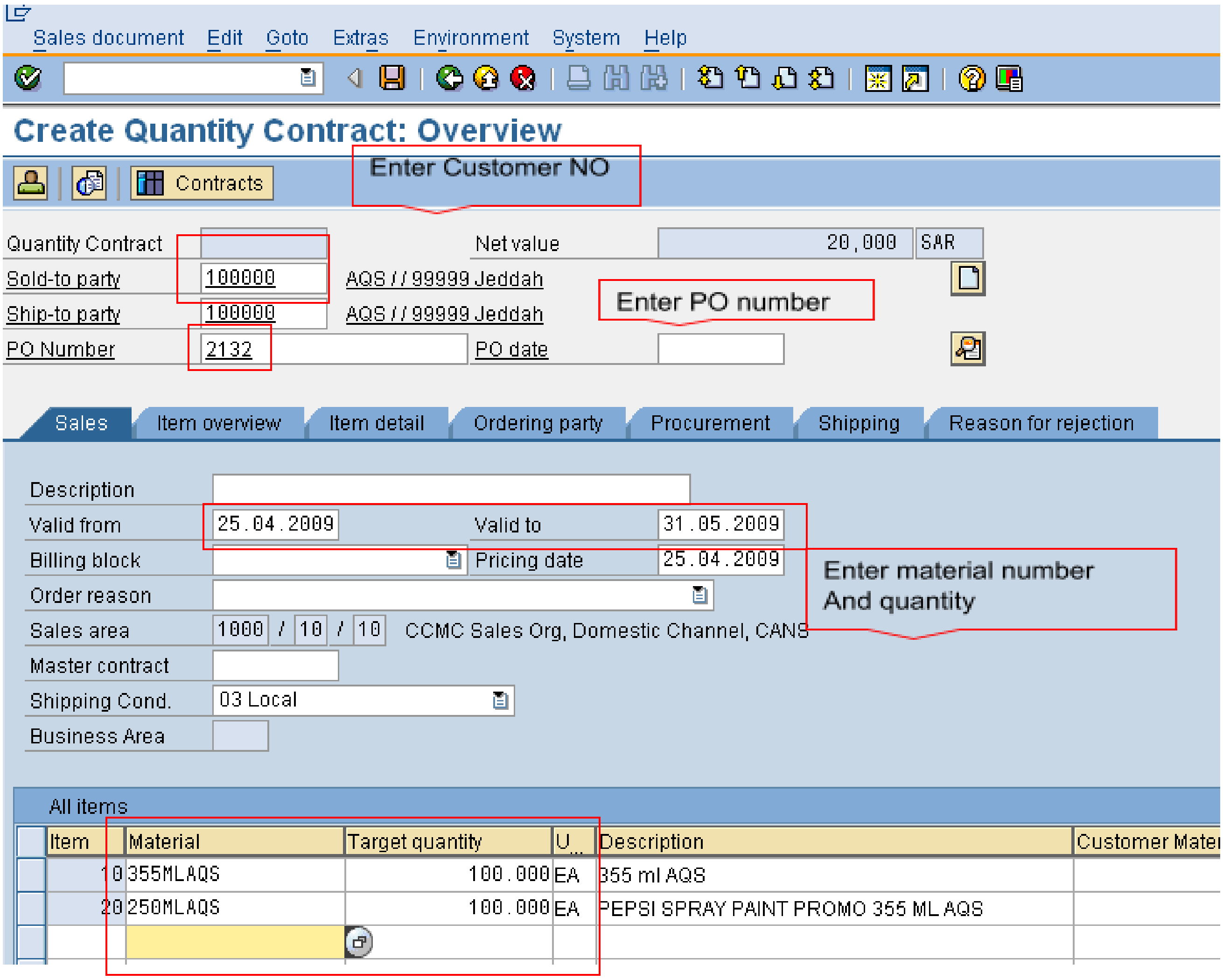
5 Export Sales

5.1 Create Contract

SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Sales □ Contract □ Create*
Transaction code	**VA41**



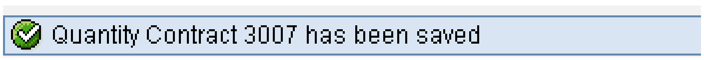
Press Enter, system will take the user to the below screen.



Fill up all the above details which are marked in the red box and press Enter. System will determine all the relevant data from the master data.

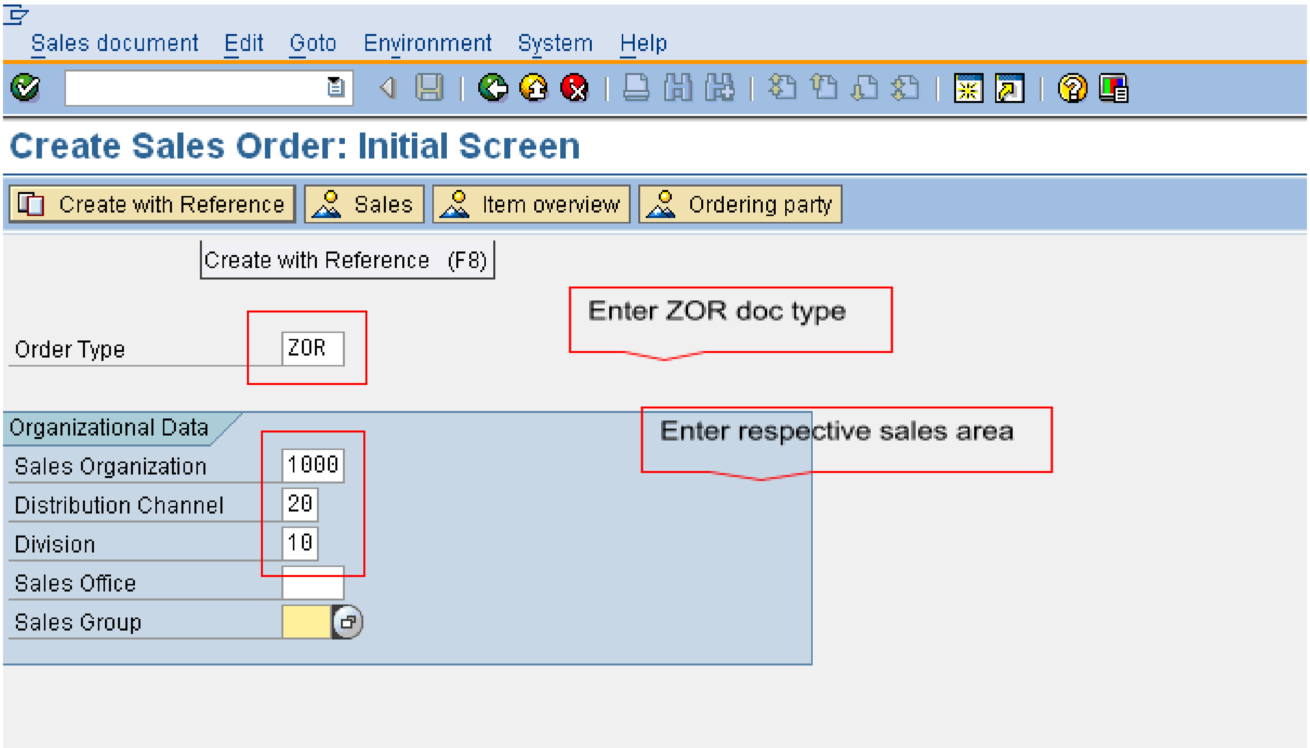
Only dummy material has to be entering in the contract because the actual (label) material is not being known at the time of contract creation. And maintain the pricing for this dummy material for the purpose to avoid warning message at the time of sales order creation with reference to this contract. But the original pricing will be captured during sales order from the original material only.

Click the button to save. System generates the contract document number as shown below.



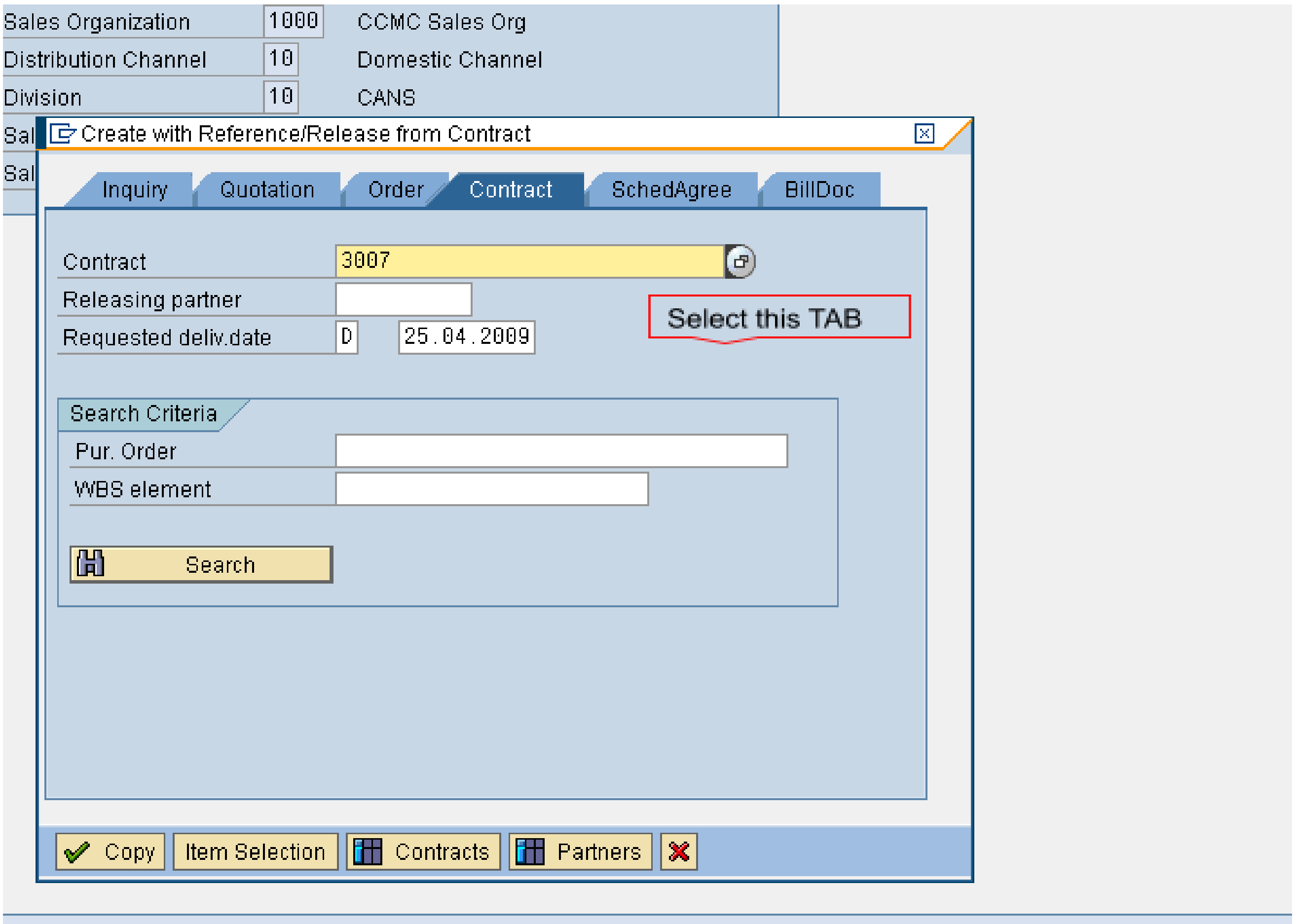
5.2 Create Sales Order

SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Sales Order Create*
Transaction code	VA01



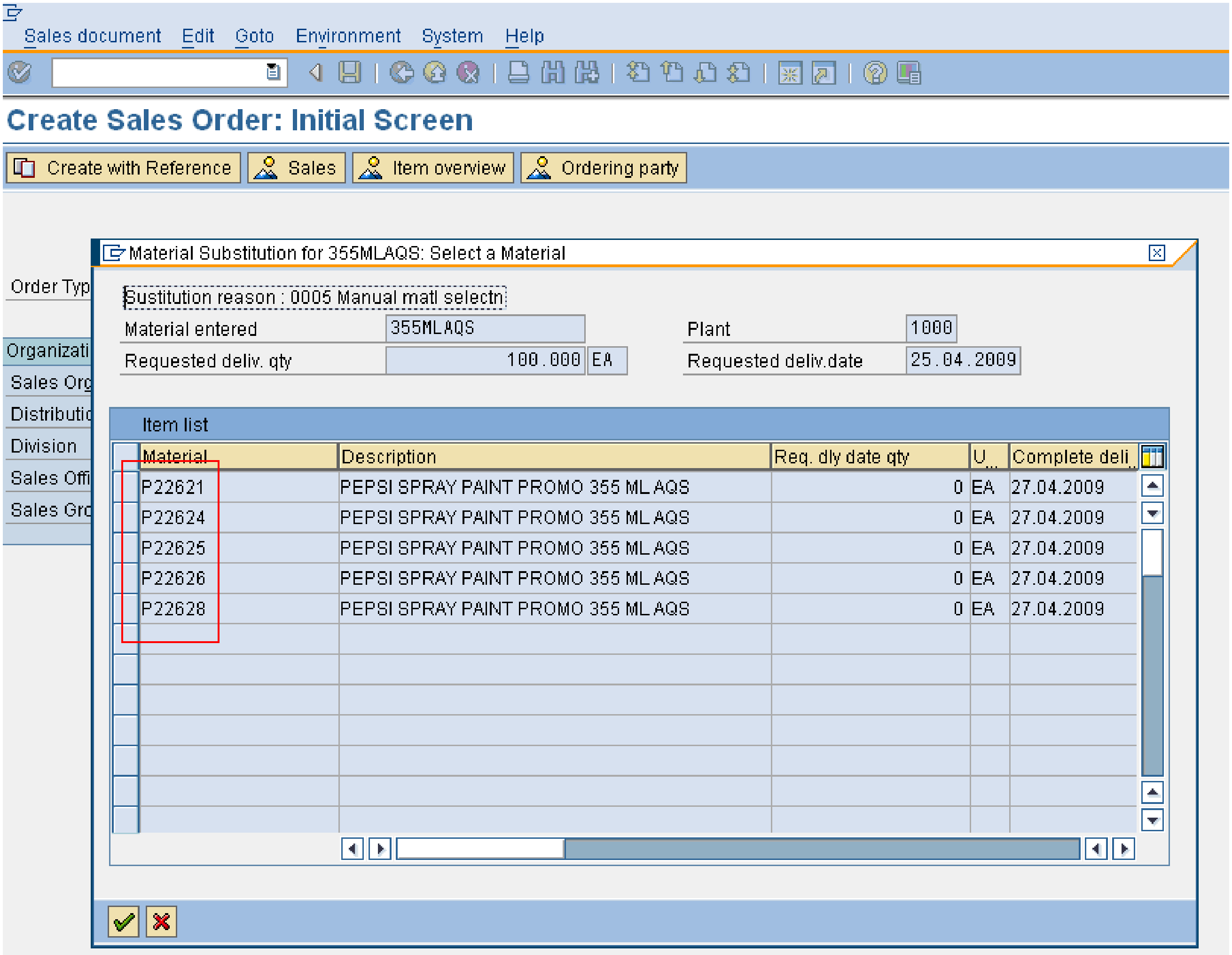
Click 

system will take the user to the below screen.



Enter the contract document number. Press Enter

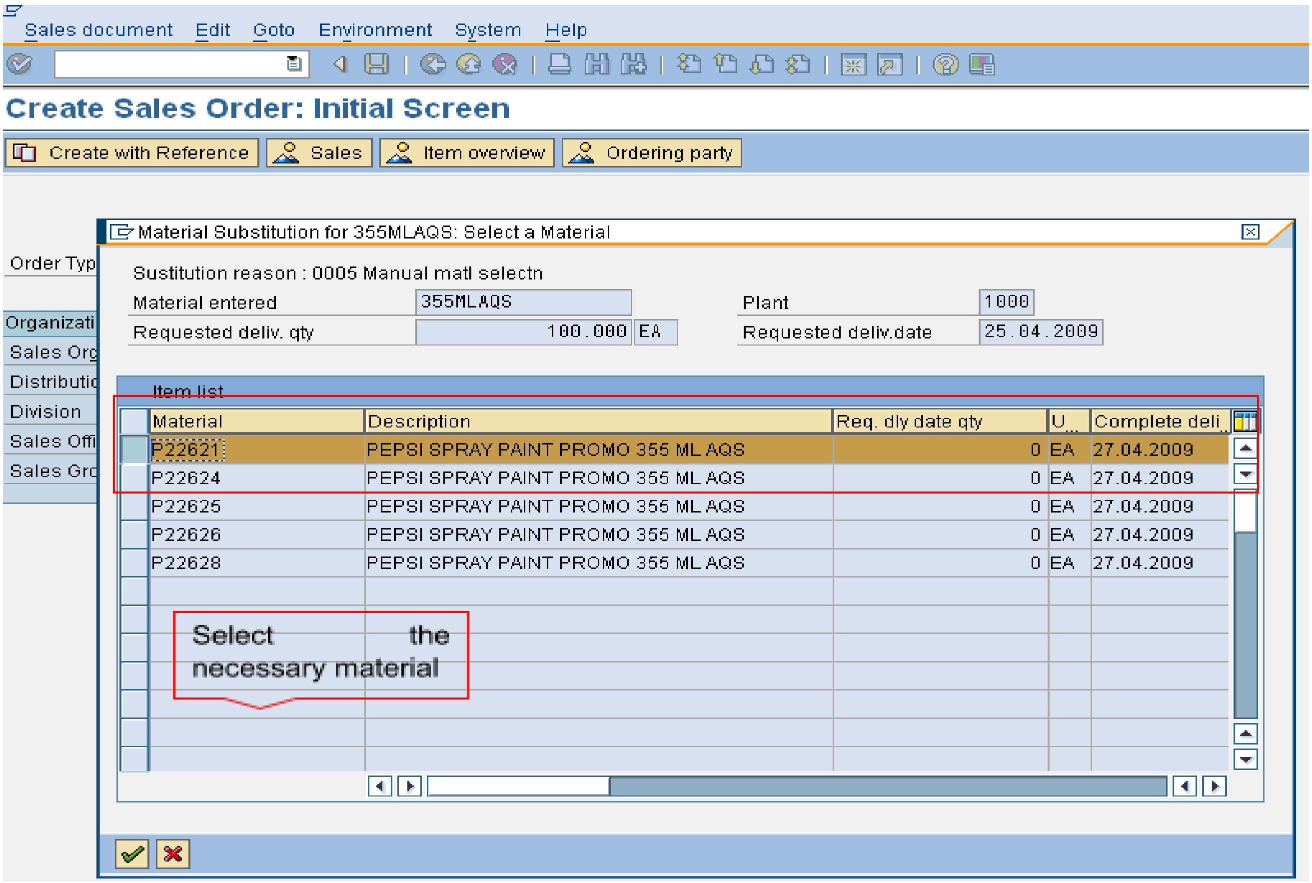
Enter the contract document number. Press Enter



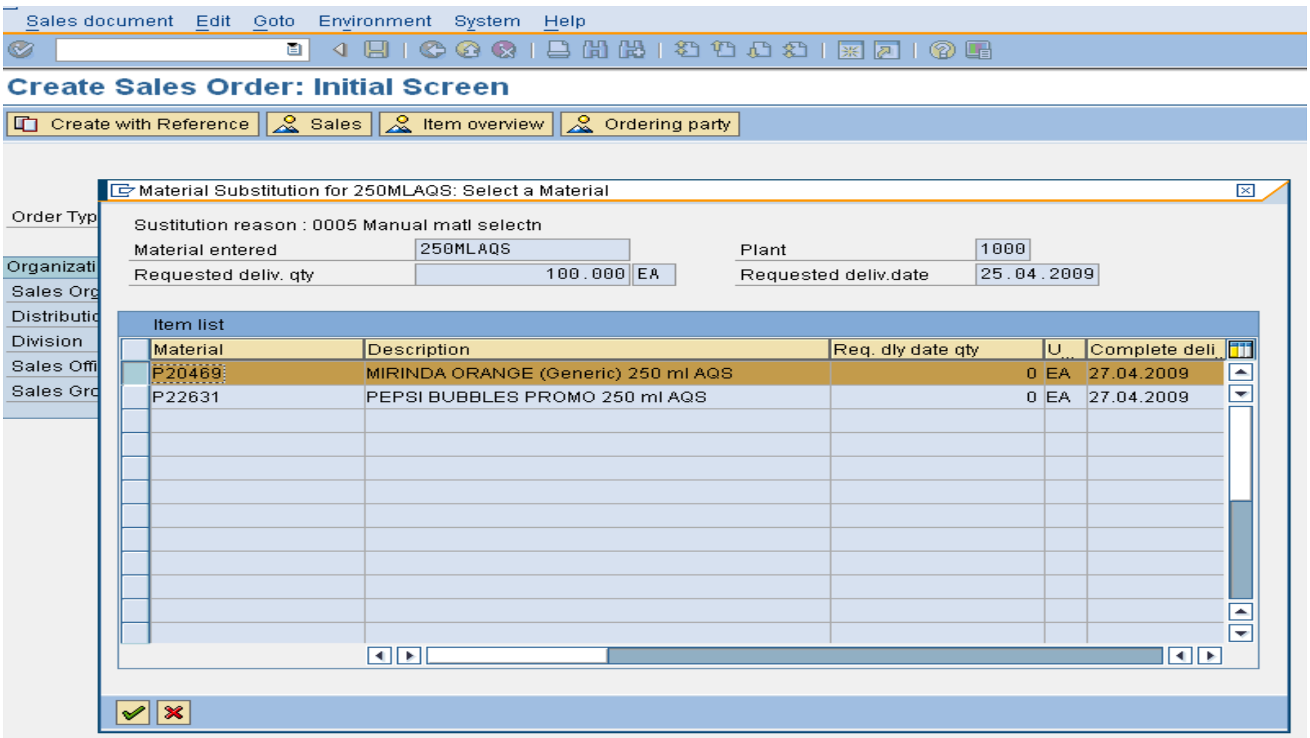
System will show the above screen.

Select one material, press Enter. If you have more than one material in the material determination record, system pop up the second material then select the second material.

The screen shots are below

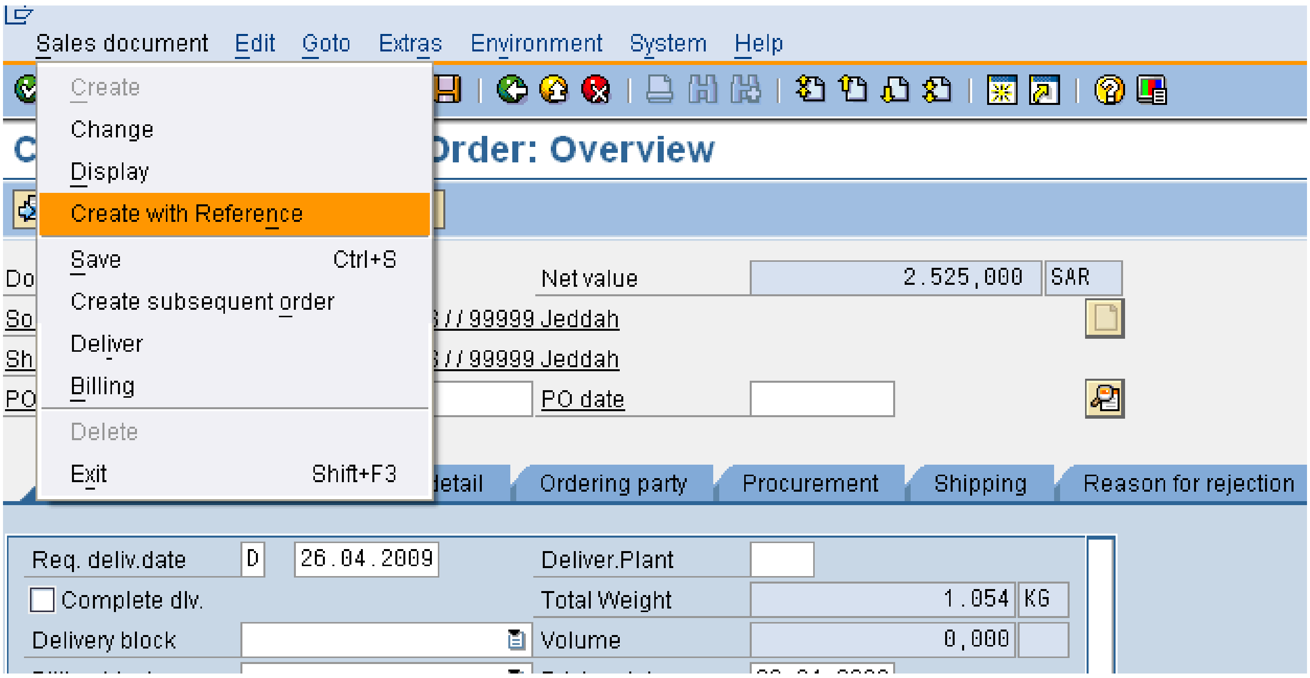


Sales document Edit Goto Environment System Help
Create Sales Order: Initial Screen
Create with Reference
Sales
Item overview
Ordering party
Material Substitution for 355MLAQS: Select a Material
Sustitution reason : 0005 Manual matl selectn
Material entered 355MLAQS
Plant 1000
Requested deliv. qty 100.000 EA
Requested deliv.date 25.04.2009
Item list
Material
Description
Req. dly date qty
U...
Complete deli...
P22621 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
P22624 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
P22625 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
P22626 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
P22628 PEPSI SPRAY PAINT PROMO 355 ML AQS 0 EA 27.04.2009
Select the necessary material
Order Typ
Organizati
Sales Org
Distributio
Division
Sales Offi
Sales Grc

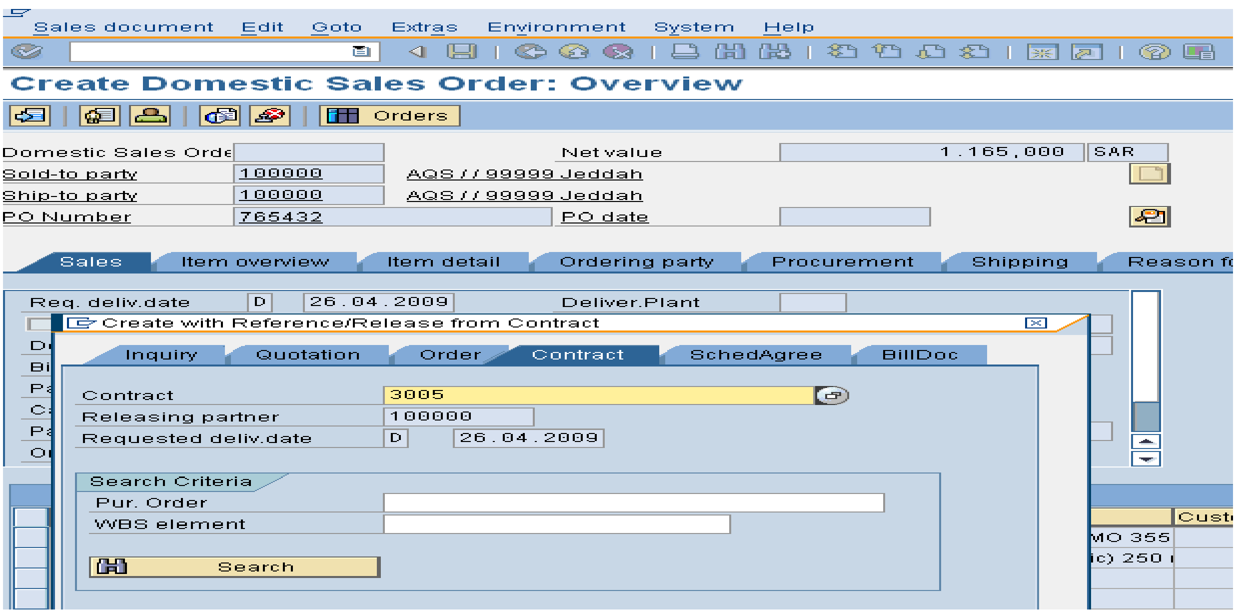


Sales document Edit Goto Environment System Help
Create Sales Order: Initial Screen
Create with Reference
Sales
Item overview
Ordering party
Material Substitution for 250MLAQS: Select a Material
Sustitution reason : 0005 Manual matl selectn
Material entered 250MLAQS
Plant 1000
Requested deliv. qty 100.000 EA
Requested deliv.date 25.04.2009
Item list
Material
Description
Req. dly date qty
U...
Complete deli...
P20469 MIRINDA ORANGE (Generic) 250 ml AQS 0 EA 27.04.2009
P22631 PEPSI BUBBLES PROMO 250 ml AQS 0 EA 27.04.2009
Order Typ
Organizati
Sales Org
Distributio
Division
Sales Offi
Sales Grc

At the same time user wanted to copy more than one material in the sales order,

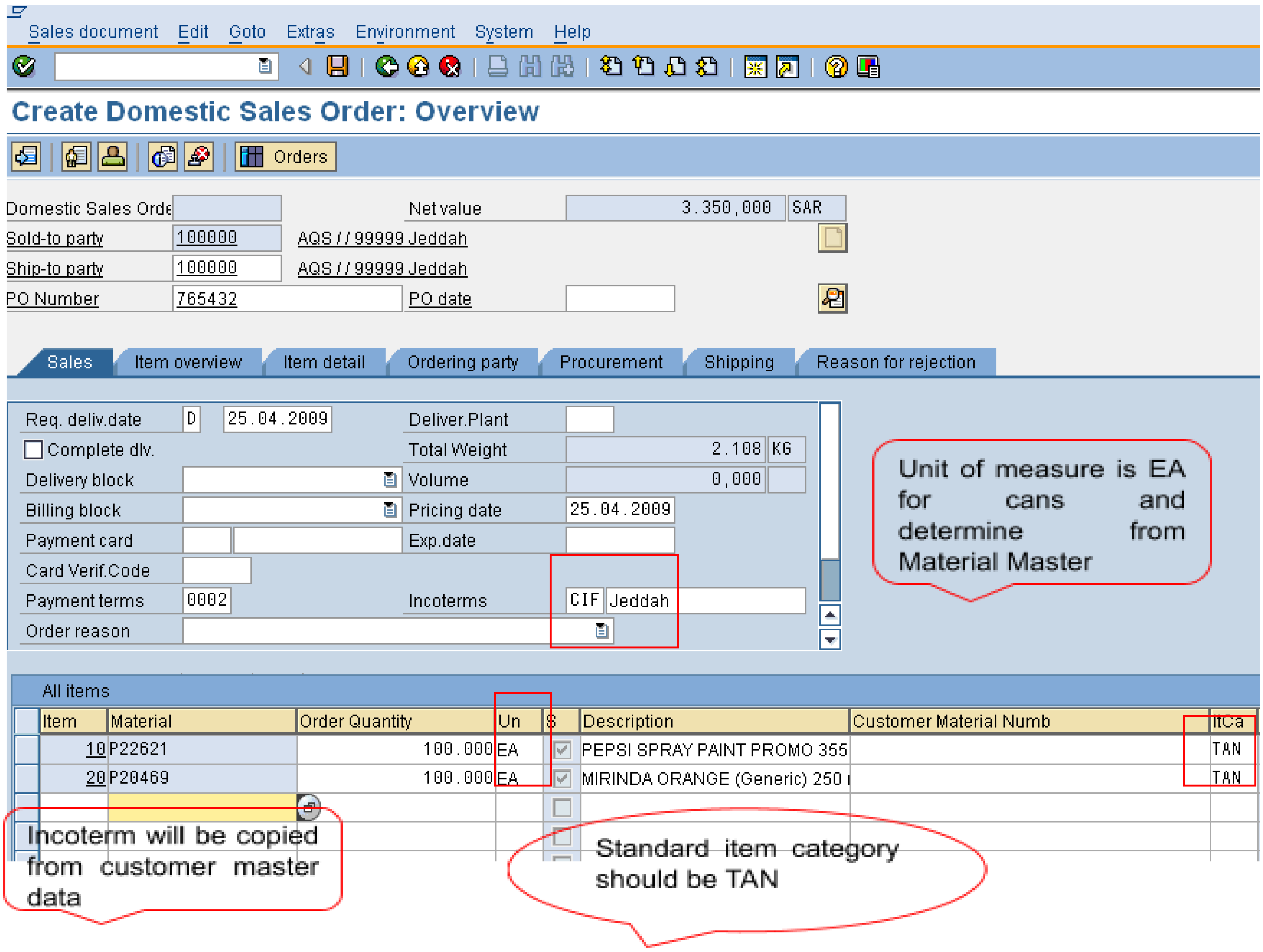


Go to Sales document Click create with Reference, system will take in to the below screen again.



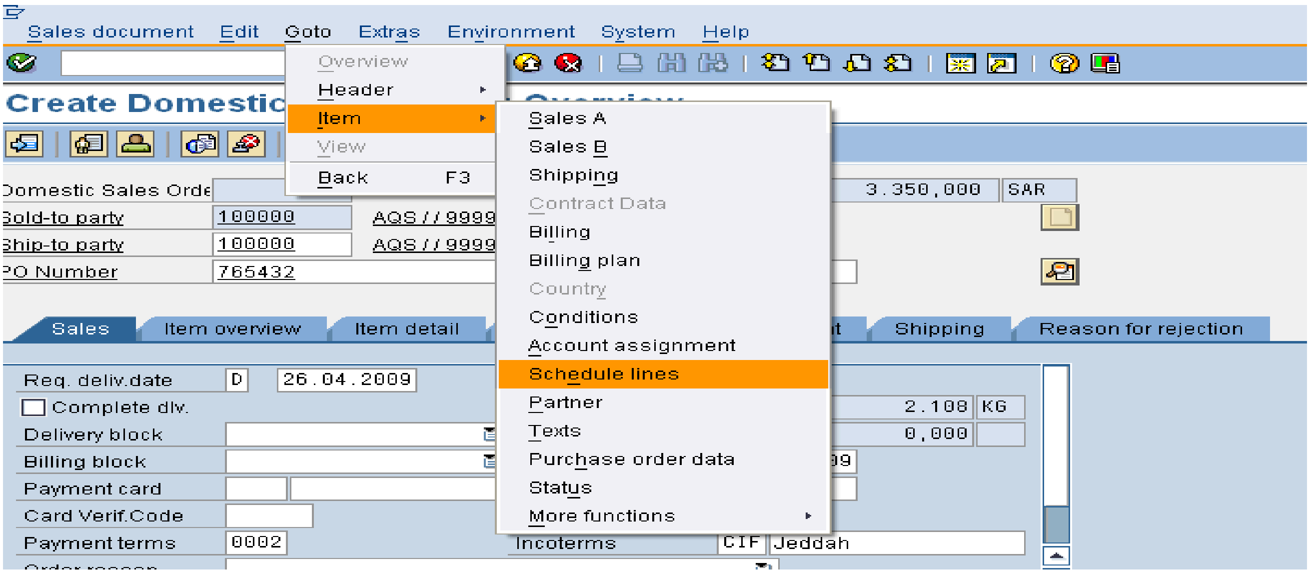
Then enter the contract number and press enter or click copy icon. Again system will take the user to the material determination screen and select the second material press Enter.

System will copy the material and take the user to the sales order screen. The sales order screen is below

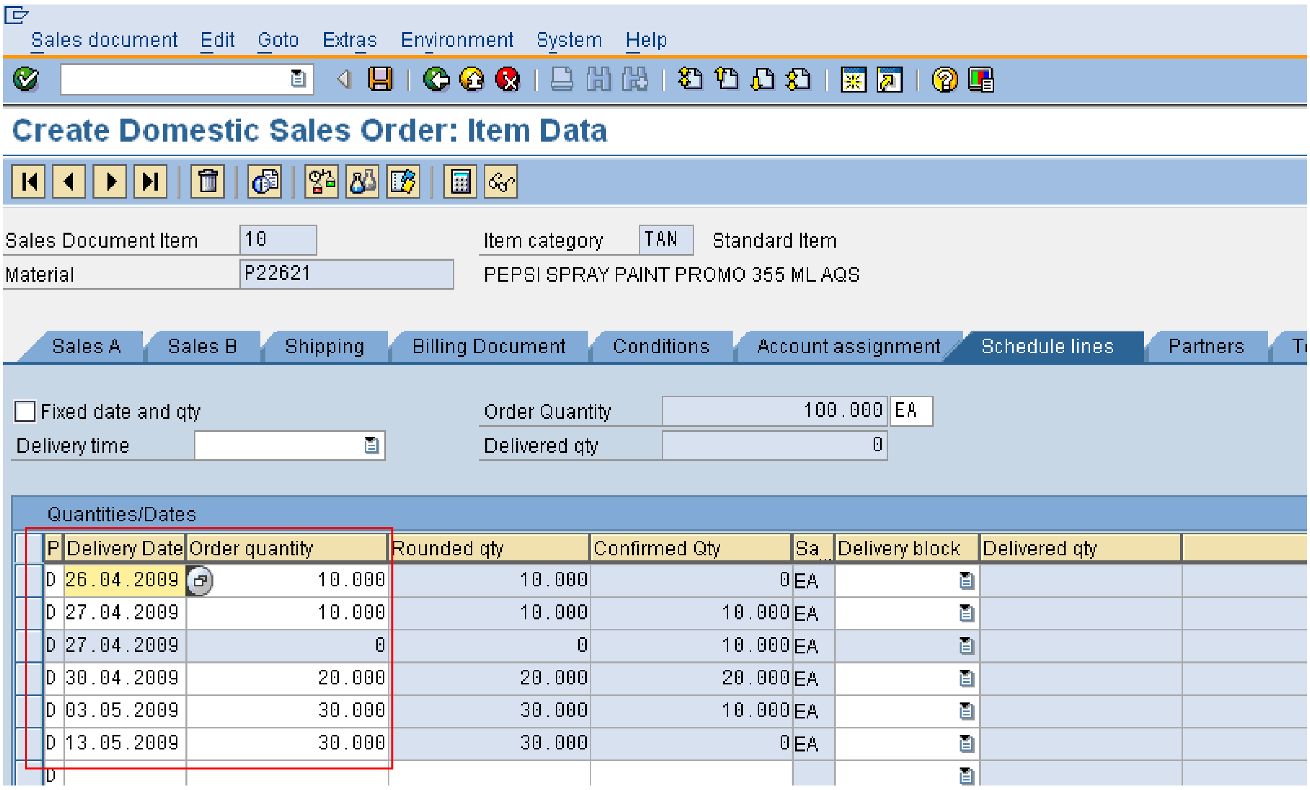


By double clicking the sales order line item user can able to go to item detail screen or

GOTO – item – schedule lines (the screen shot is below)

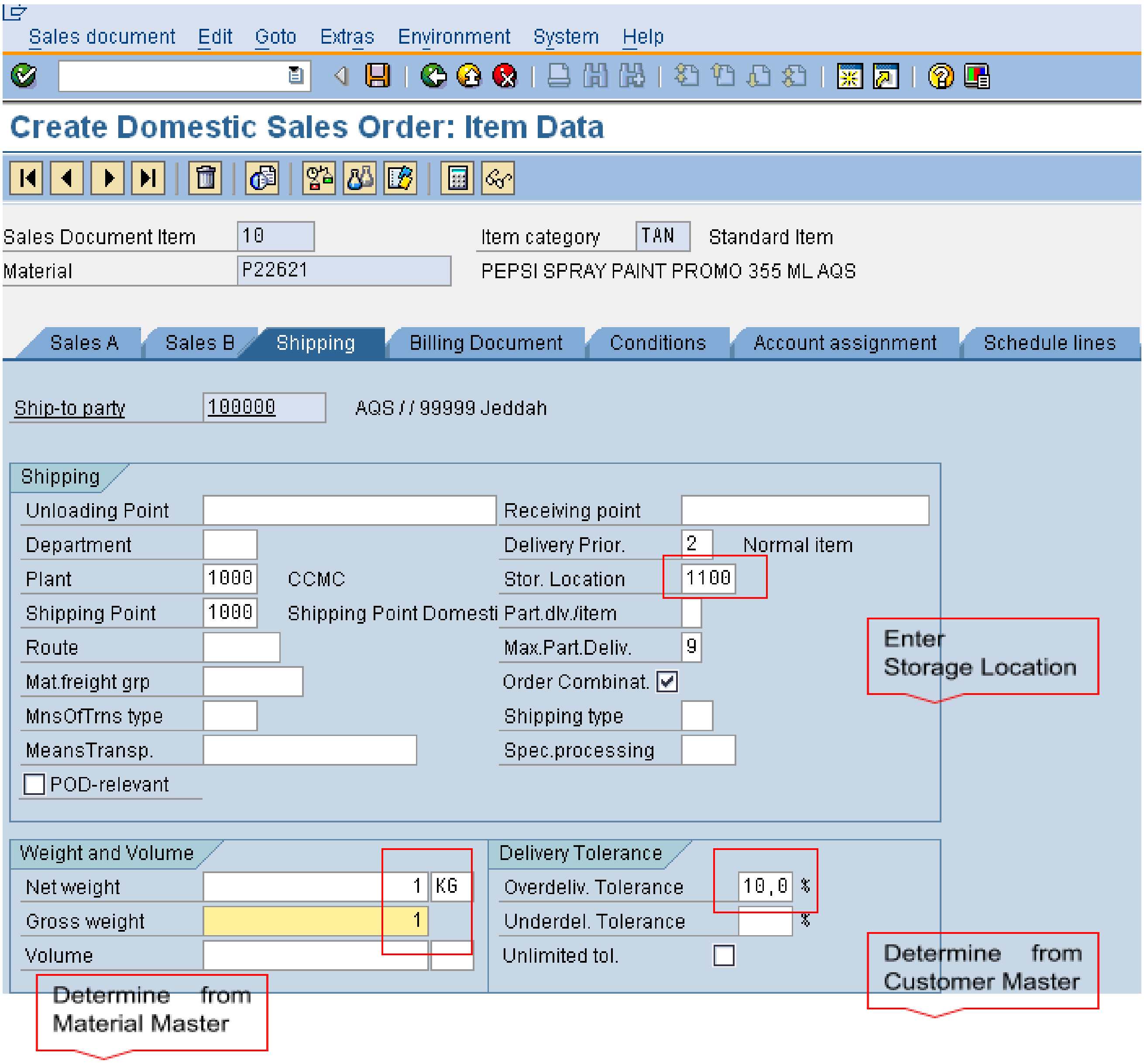


Enter the date and quantity to be delivered (screen shot is below).

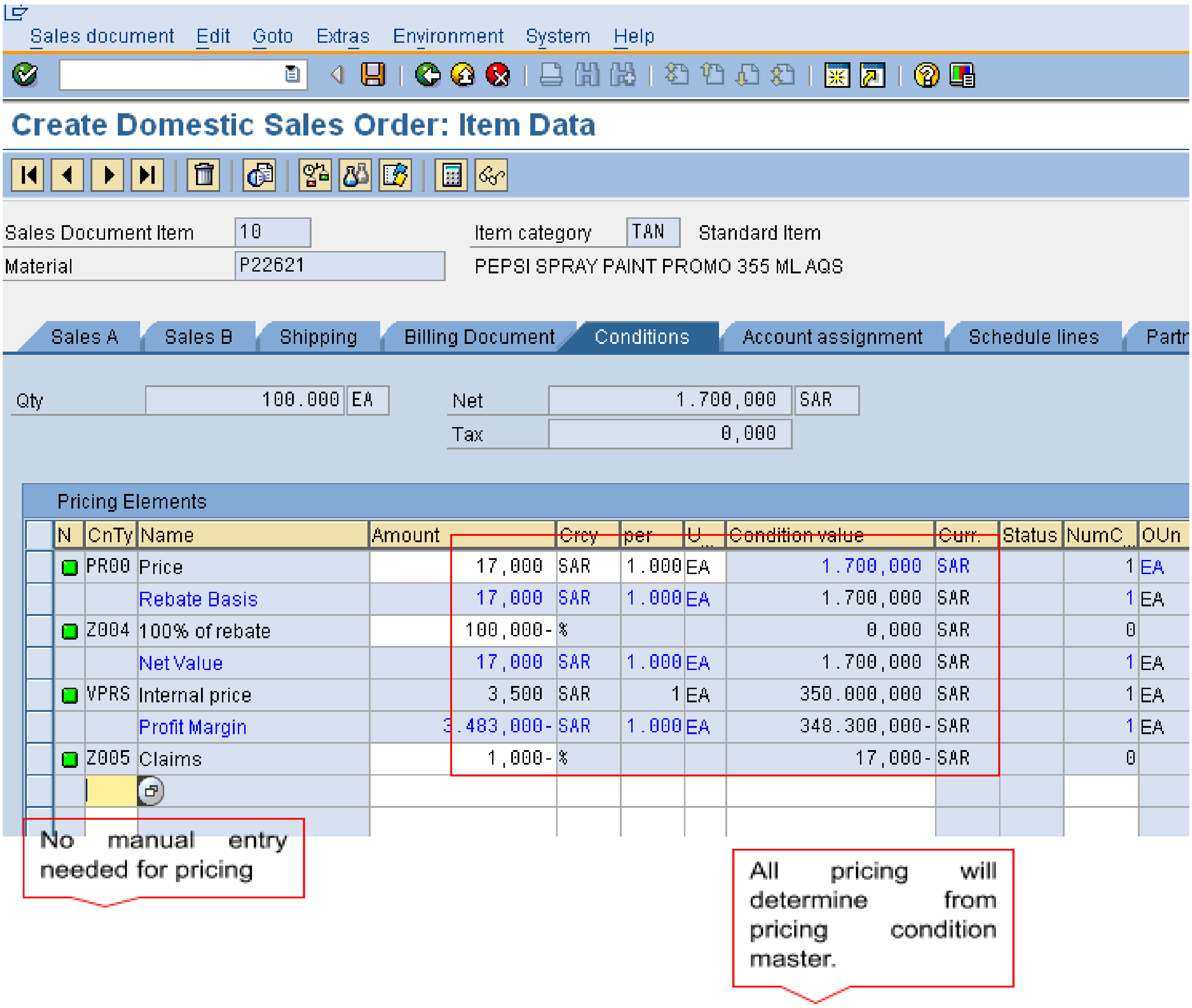


Click Shipping TAB as shown below

Enter manually delivery date and delivery quantity.



Sales document Edit Goto Extras Environment System Help
Create Domestic Sales Order: Item Data
Sales Document Item 10
Item category TAN Standard Item
Material P22621
PEPSI SPRAY PAINT PROMO 355 ML AQS
Sales A
Sales B
Shipping
Billing Document
Conditions
Account assignment
Schedule lines
Ship-to party 100000 AQS / / 99999 Jeddah
Shipping
Unloading Point
Receiving point
Department
Delivery Prior. 2 Normal item
Plant 1000 CCMC
Stor. Location 1100
Shipping Point 1000 Shipping Point Domesti
Part.dlv./item
Route
Max.Part.Deliv. 9
Mat.freight grp
Order Combinat.
MnsOfTrns type
Shipping type
MeansTransp.
Spec.processing
POD-relevant
Enter Storage Location
Weight and Volume
Net weight 1 KG
Gross weight 1
Volume
Delivery Tolerance
Overdeliv. Tolerance 10,0 %
Underdel. Tolerance %
Unlimited tol.
Determine from Customer Master
Determine from Material Master

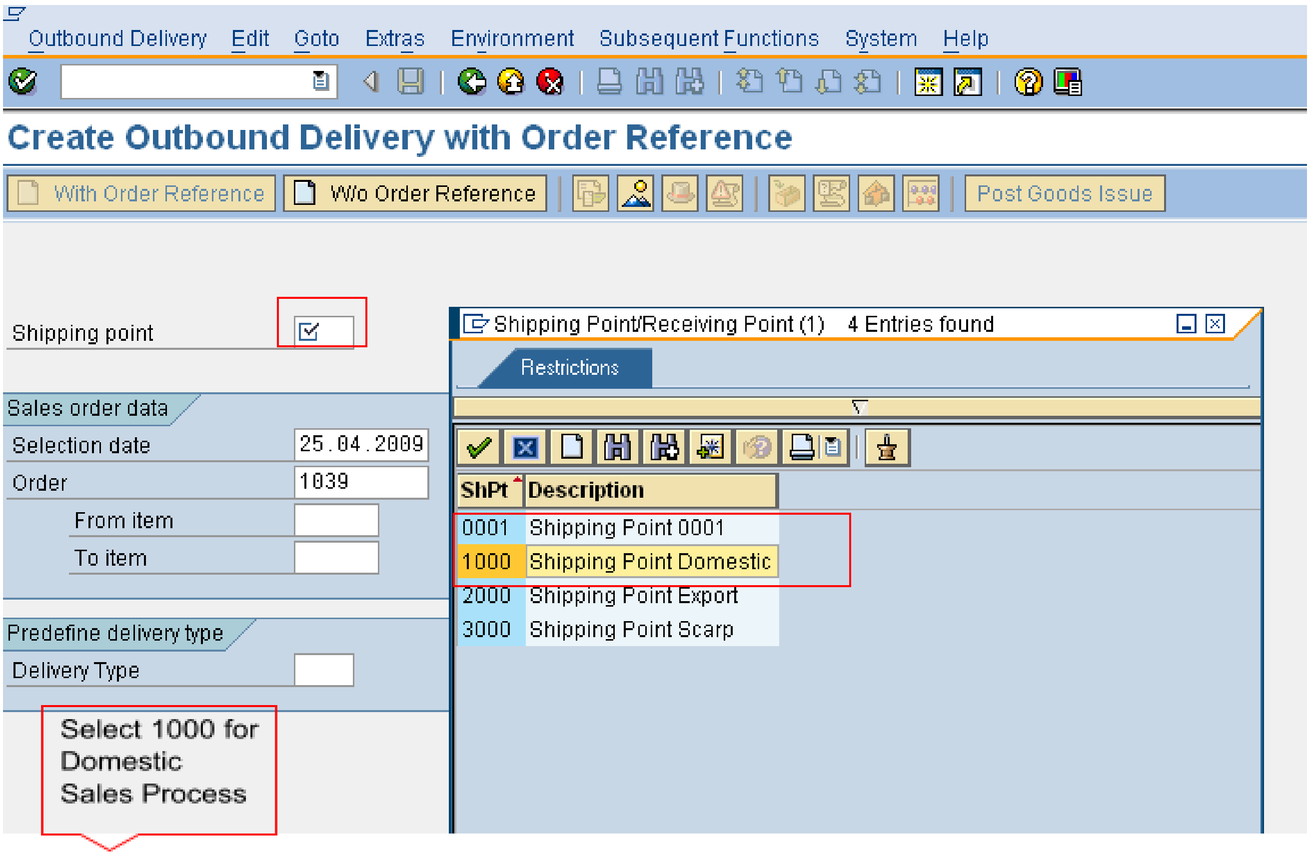


Click the button to save. System generates sales order document number.

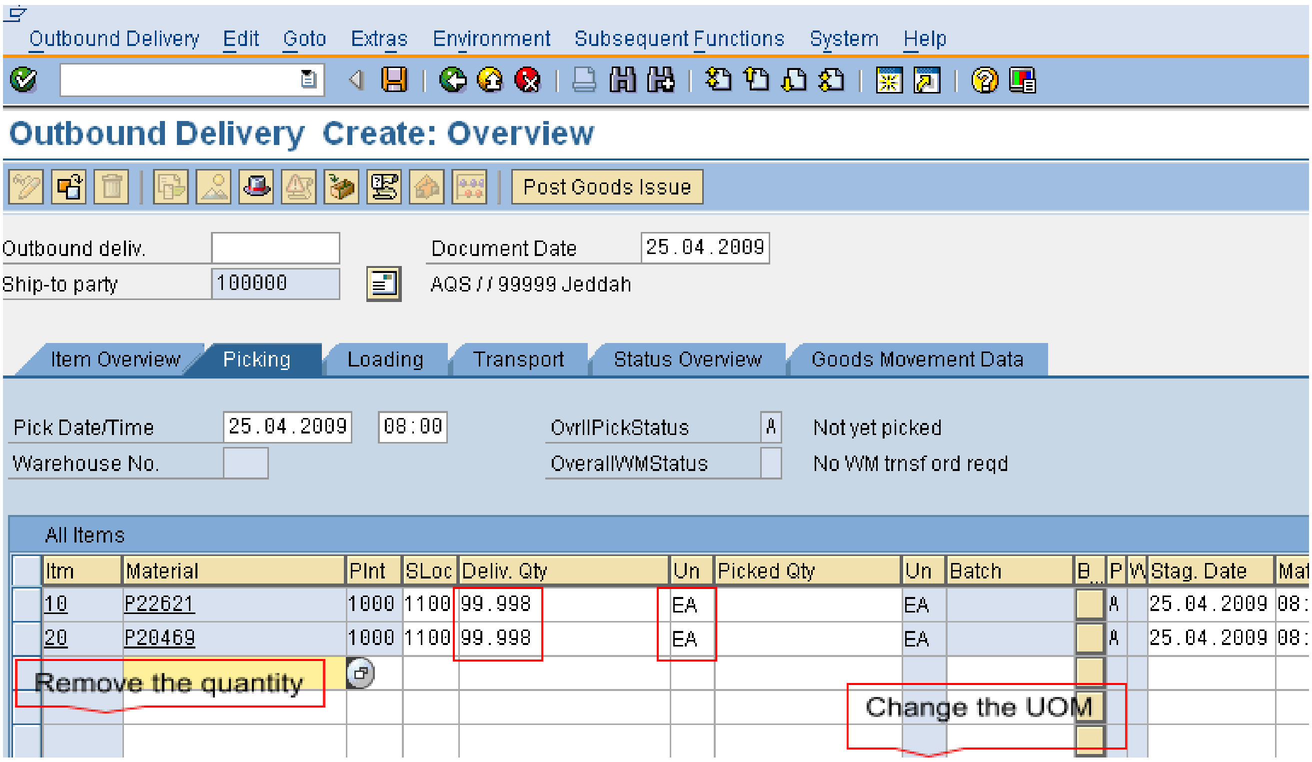
5.3 *Create Delivery*

SAP R/3 Menu	*SAP Easy Access □ Logistics □ Sales and Distribution □ Shipping and Transportation □ Outbound Delivery □ Create □* Single Document
Transaction code	`VL01N`

Create delivery with reference to the sales order.

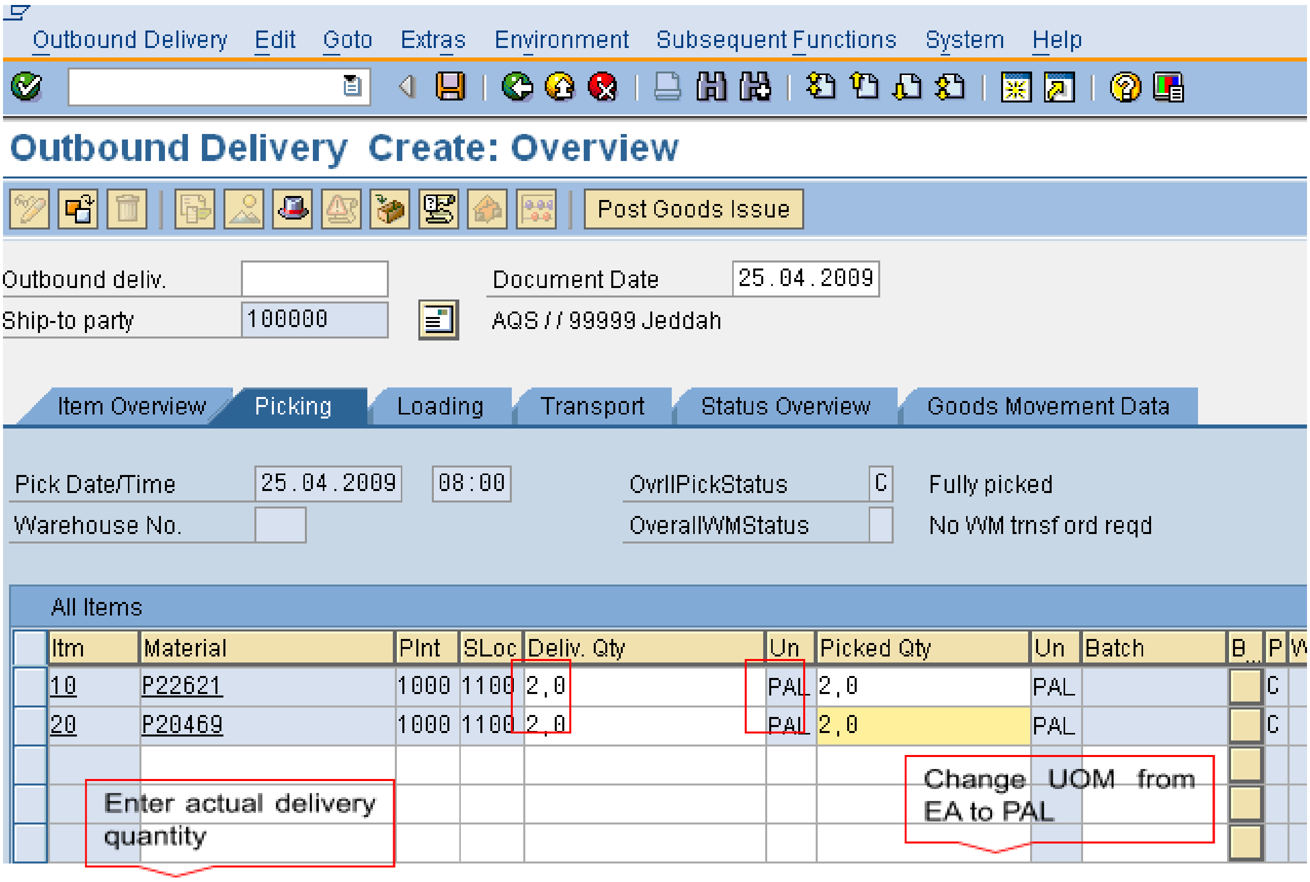


Press Enter, system will take the user to next screen.

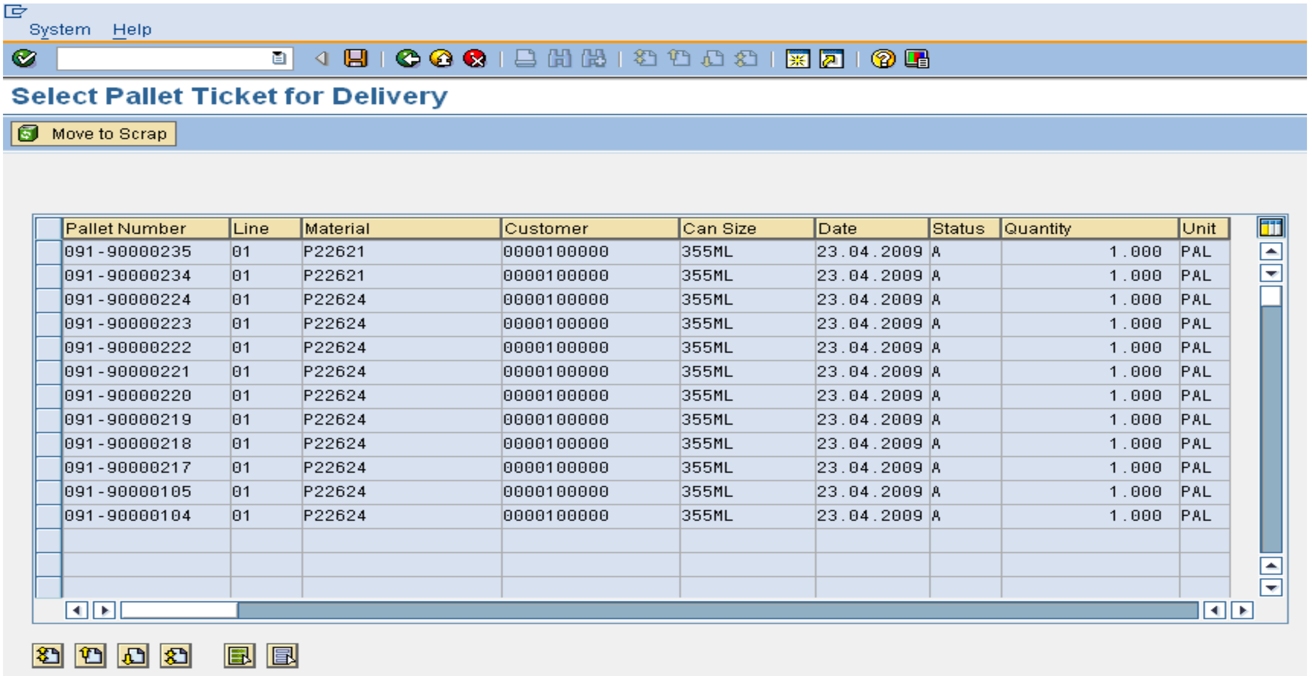


In the above screen delivery quantity will be copied from the sales order. In the sales order, number of cans entered as Each (Unit of Measure).

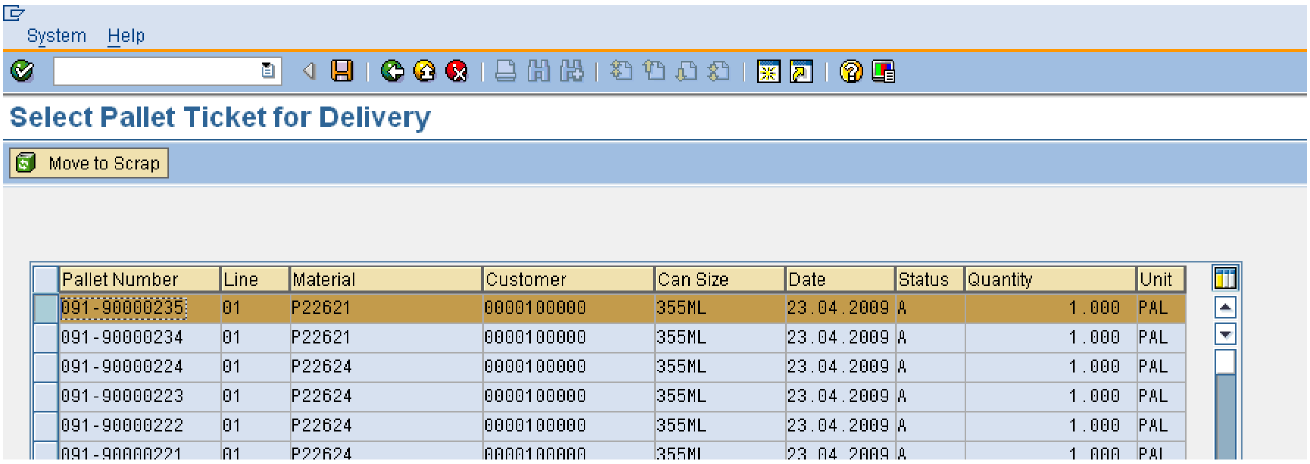
But in the delivery document, quantity has to be changed as PAL (pallet). The quantity conversion for the pallet will be maintained in the material master based on the can size for example (355ml cans – 1pallet =7410 each) and the delivery unit of measure is also maintained in the material master.



Click the button to save. System will show the next screen

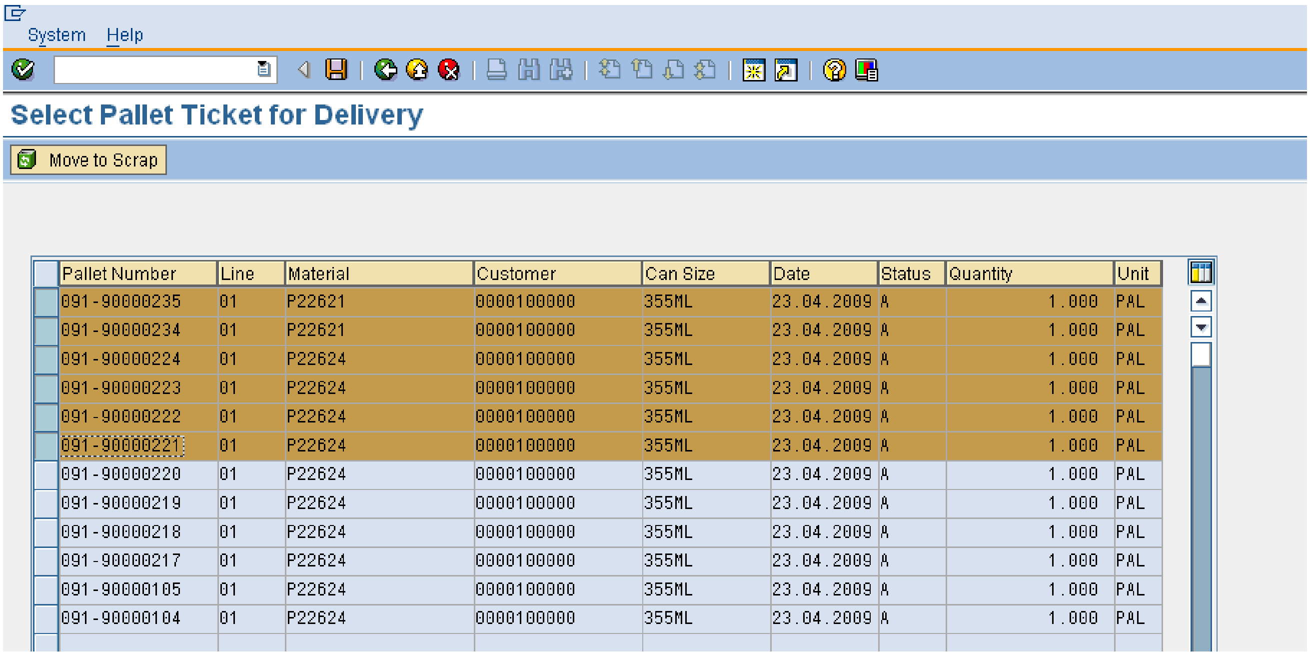


Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091-90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000224	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000223	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000222	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000221	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000220	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000219	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000218	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000217	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000105	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000104	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL



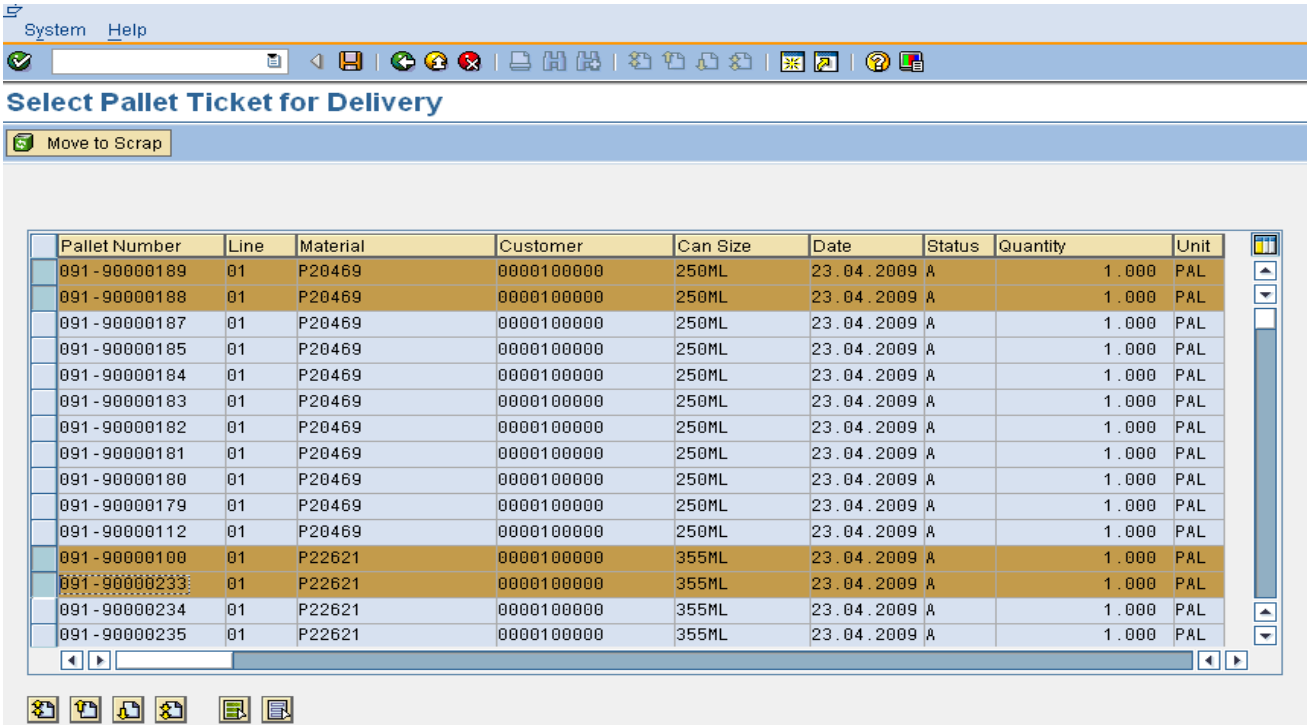
Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091-90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000224	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000223	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000222	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000221	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL

If the user selects the number of pallets less than the delivery quantity system will show the error as shown below.



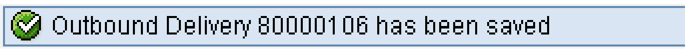
Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091-90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000224	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000223	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000222	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000221	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000220	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000219	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000218	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000217	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000105	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000104	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL

If the user selects the number of pallets more than the delivery quantity system will show the error as shown below

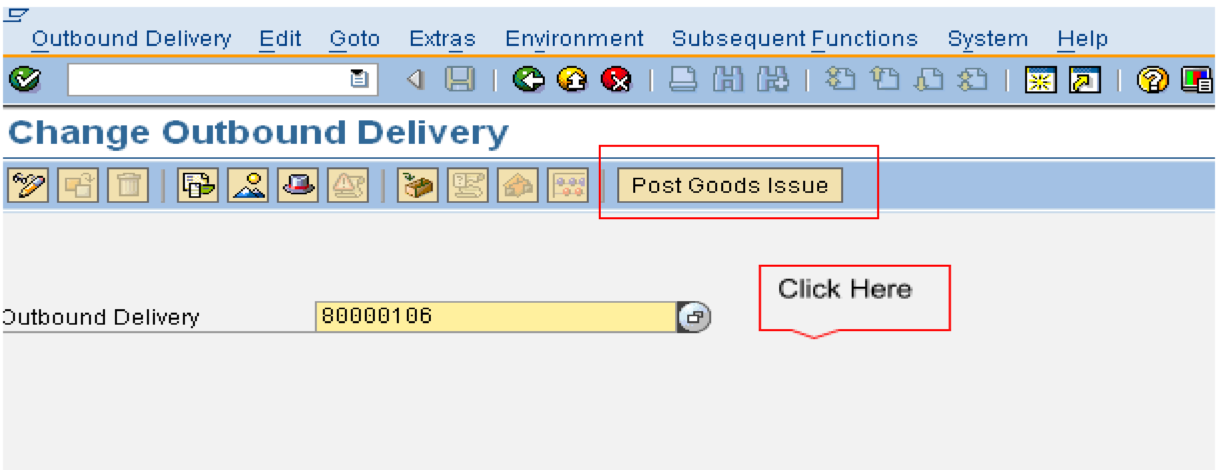


Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091-90000189	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000188	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000187	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000185	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000184	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000183	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000182	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000181	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000180	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000179	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000112	01	P20469	0000100000	250ML	23.04.2009	A	1.000	PAL
091-90000100	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000233	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091-90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL

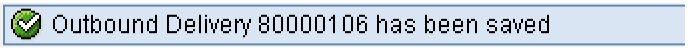
If the user select exact number of pallets with the delivery quantity system allows creating the delivery document. And Click the button to save system generates the delivery document as shown below



Then GOTO VL02N transaction code, system automatically shows the below screen with the delivery document number. If not enter the delivery document number manually and click PGI icon.



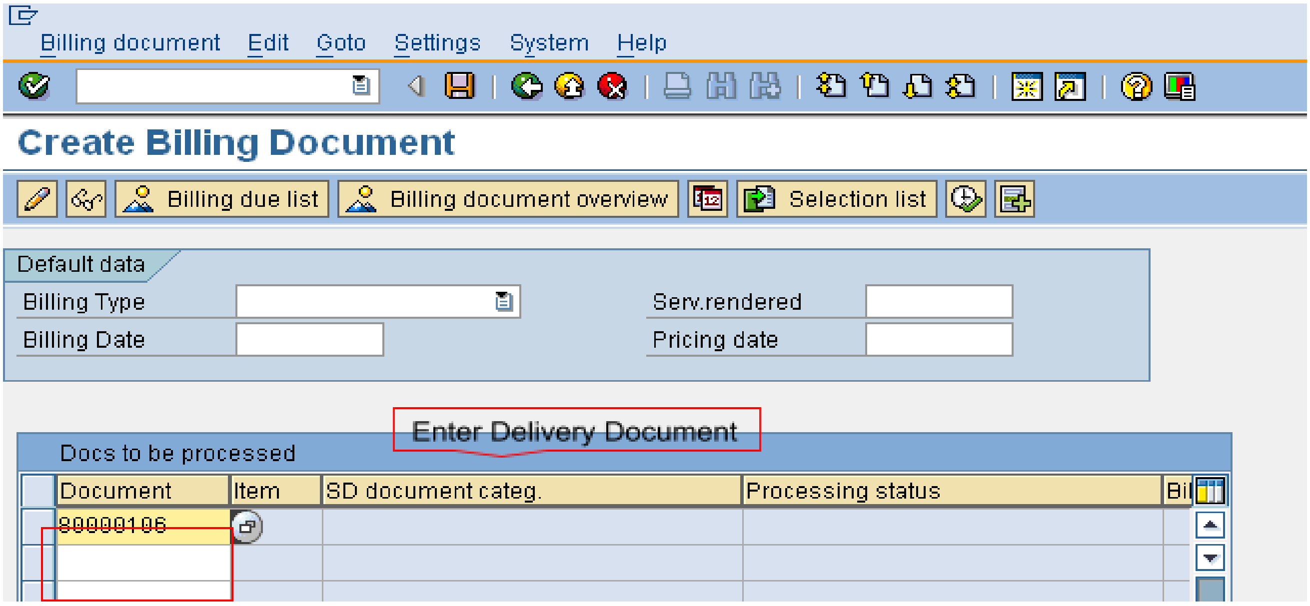
The system will show again the below message. Now delivery document created.



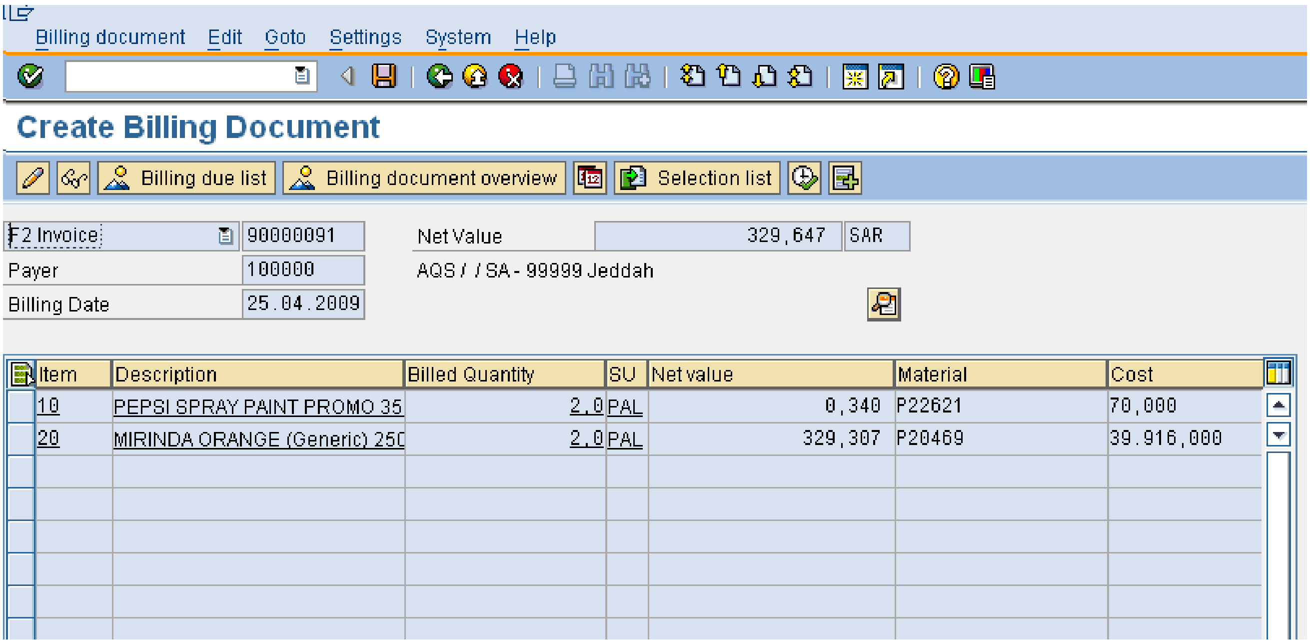
5.4 Create Invoice

SAP R/3 Menu	*SAP Easy Access* ⎕ *Logistics* ⎕ *Sales and Distribution* ⎕ *Billing* ⎕ *Billing Document* ⎕ Create
Transaction code	**VF01**

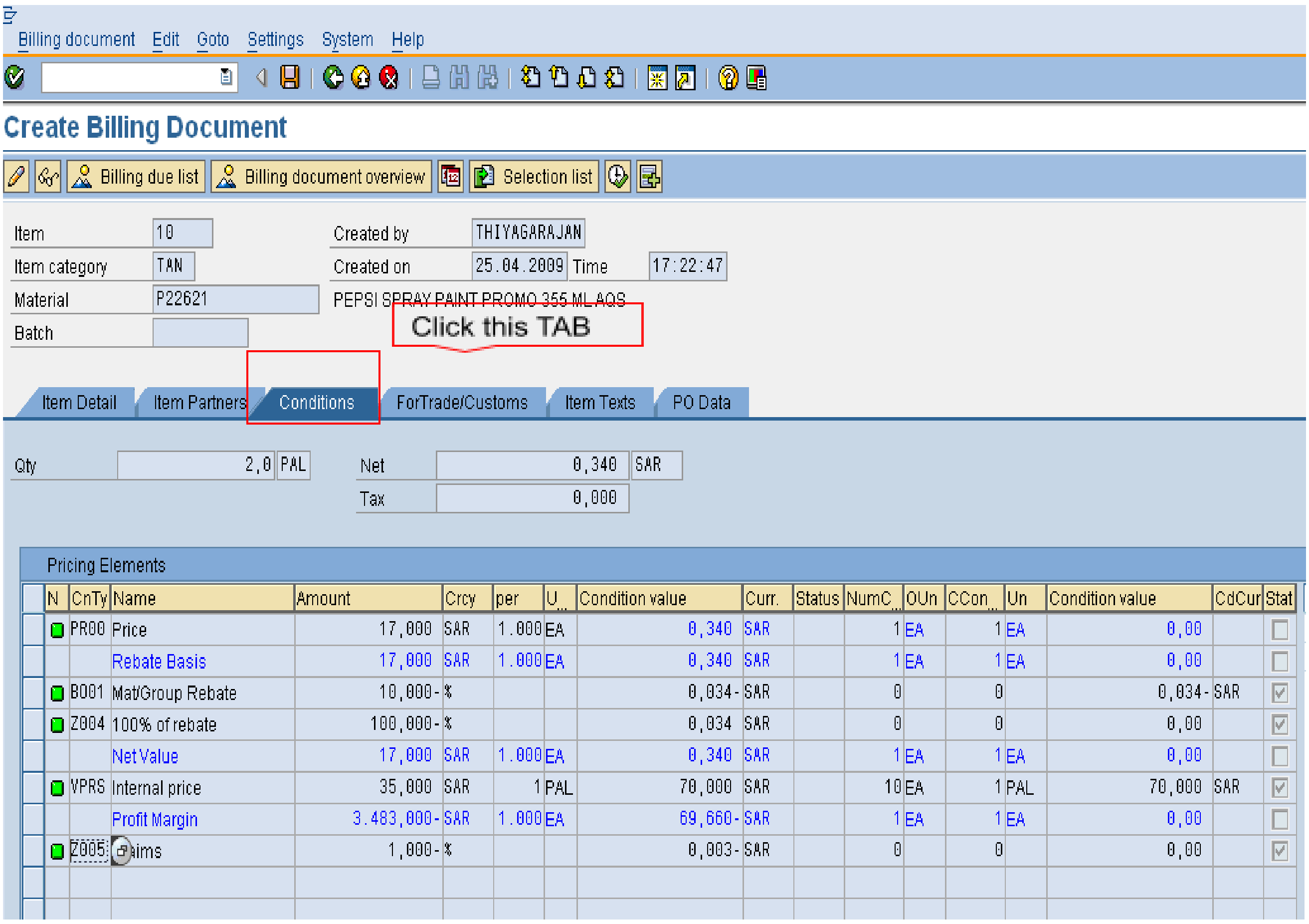
Create Invoice with reference to the delivery document. Enter VF01 press Enter.



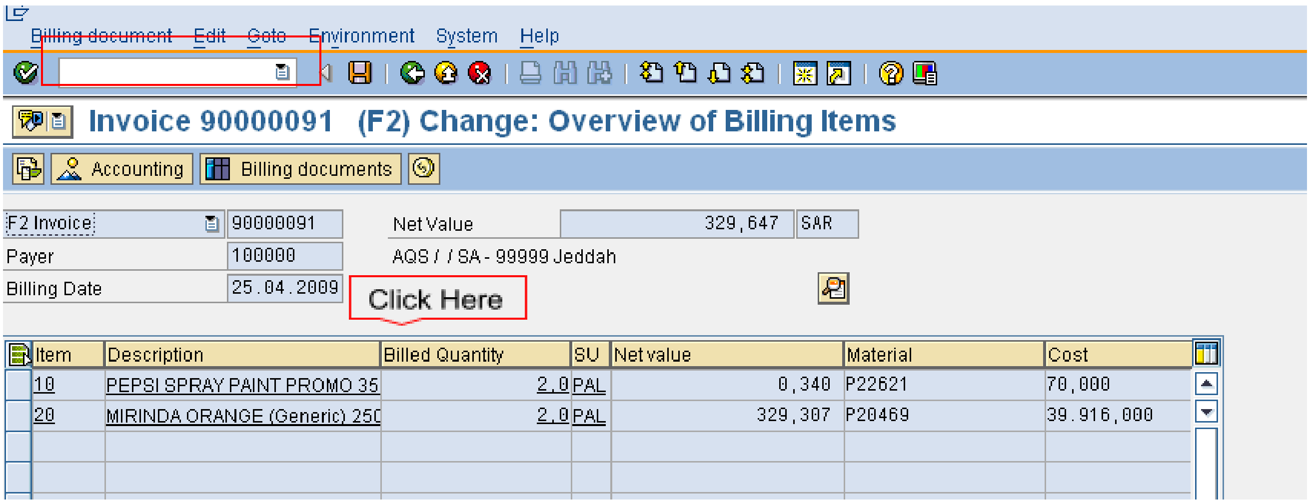
Press Enter. System will take the user to the detailed screen as shown below. In the billing document manual entries are not allowed.

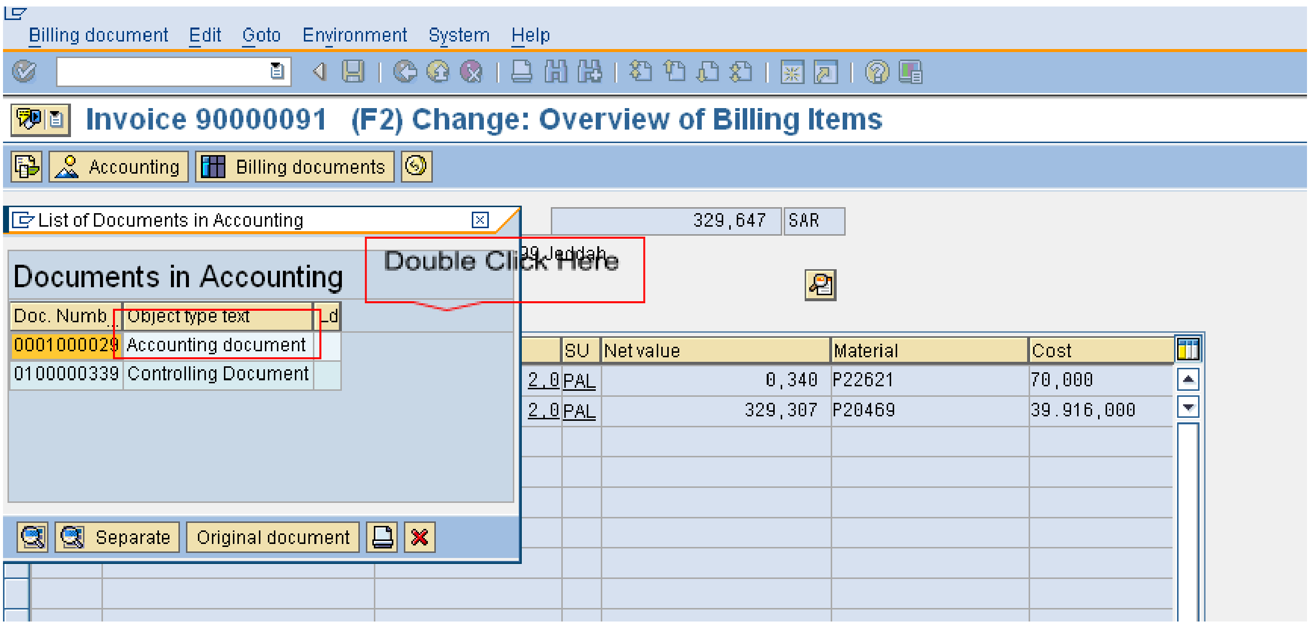


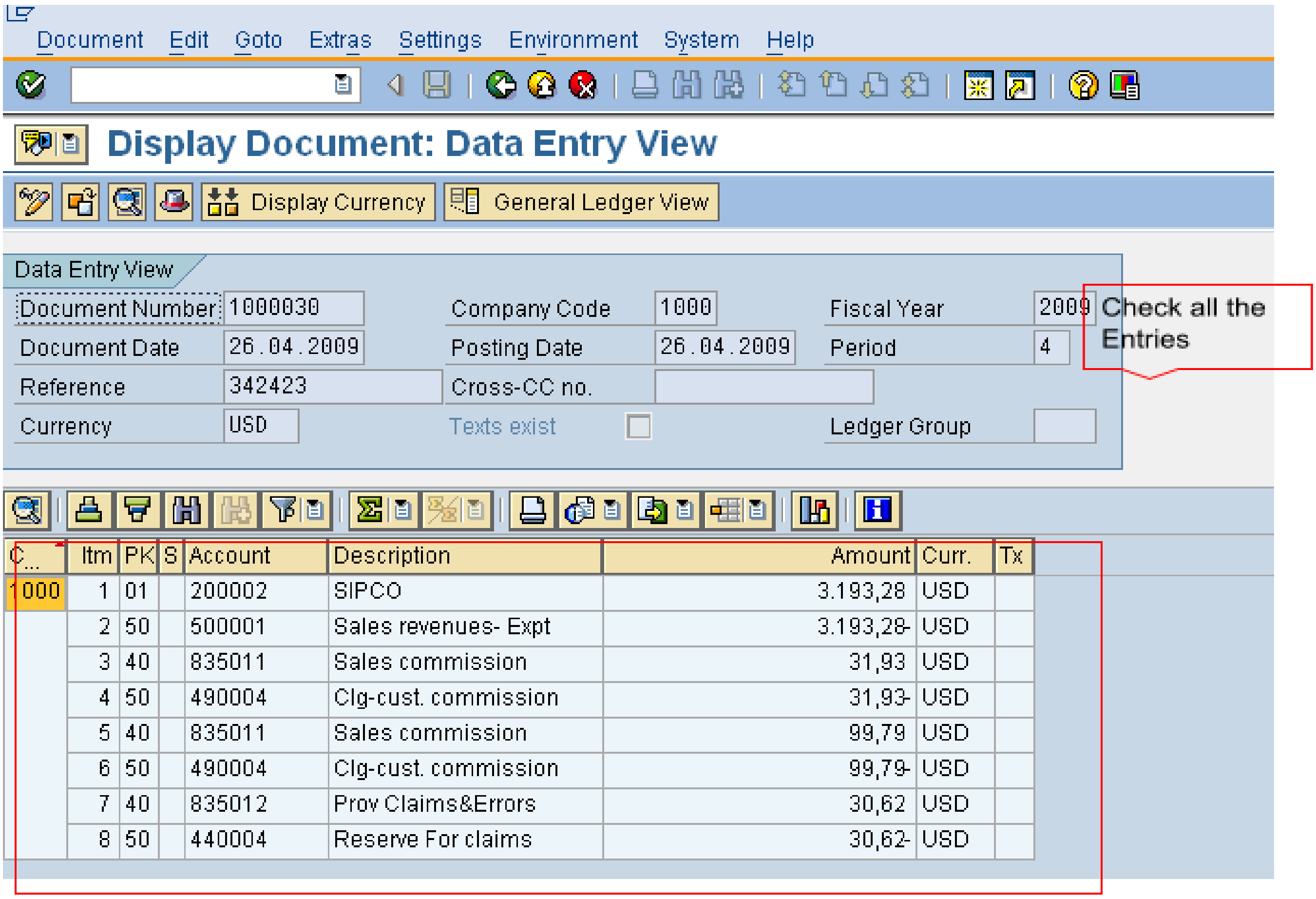
By double clicking the line item user can go to the item details screen and check the pricing details.



Click the button to save. System generates the billing document number as shown below.







6 Scrap Sales

6.1 *Create Inquiry*

SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Sales Inquiry Create*
Transaction code	**VA11**

6.2 *Create Quotation*

SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Sales Quotation Create*
Transaction code	**VA21**

6.3 Create Sales Order

SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Sales Order Create*
Transaction code	**VA01**

6.4 Create Delivery

SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Shipping and Transportation Outbound Delivery Create* Single Document
Transaction code	**VL01N**

6.5 Create Invoice

SAP R/3 Menu	*SAP Easy Access Logistics Sales and Distribution Billing Billing Document* Create
Transaction code	**VF01**