

ABC - SAP Project

User Manual- Sales and Distribution

Project	ABC - SAP Project
Document ID	EUD-SD-20090425 V1.0

Version	Date	Distribution List
Version 1.0	7-Feb-17	

Version History				
Ver. No.	Ver. Date	Changed By	Change Description	Filename
1.0	11/04/09		Initial Draft	

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User Manual- Sales and Distribution

Created By:
Document : EUD-SD-20090425 V1.0

2/7/2017

Created : 7-Feb-17
UPDATED :

Table of Contents

1	Introduction	3
2	SAP Logon	3
3	Master Data	6
3.1	Customer Master	6
3.2	Pricing Condition	16
3.3	Rebate Agreement	25
3.4	Output	33
3.5	Material Determination	40
3.6	Master Data	42
4	Domestic Sales	43
4.1	Create Contract	43
4.2	Create Sales Order	45
4.3	Create Delivery	54
4.4	Create Invoice	59
5	Export Sales	62
5.1	Create Contract	62
5.2	Create Sales Order	64
5.3	Create Delivery	73
5.4	Create Invoice	78
6	Scrap Sales	81
6.1	Create Inquiry	81
6.2	Create Quotation	81
6.3	Create Sales Order	81
6.4	Create Delivery	81
6.5	Create Invoice	81

ABC - SAP Project

User Manual- Sales and Distribution

Created By:
Document : EUD-SD-20090425 V1.0

2/7/2017

Created : 7-Feb-17
UPDATED :

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 

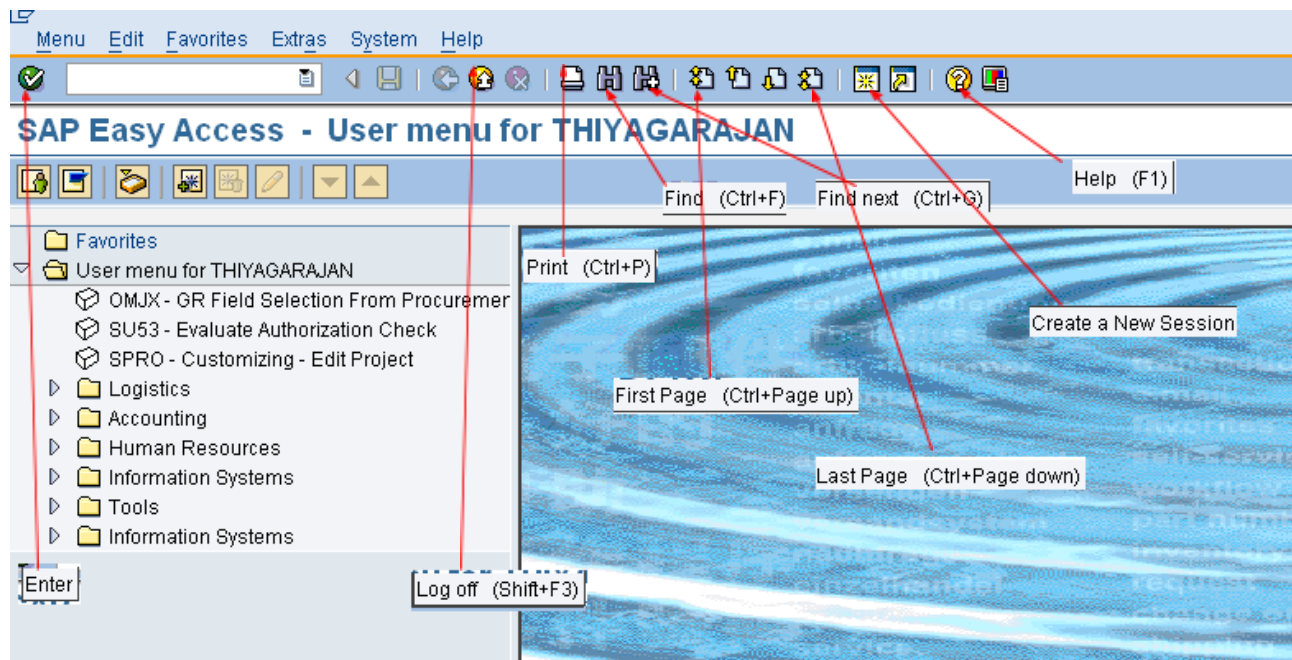
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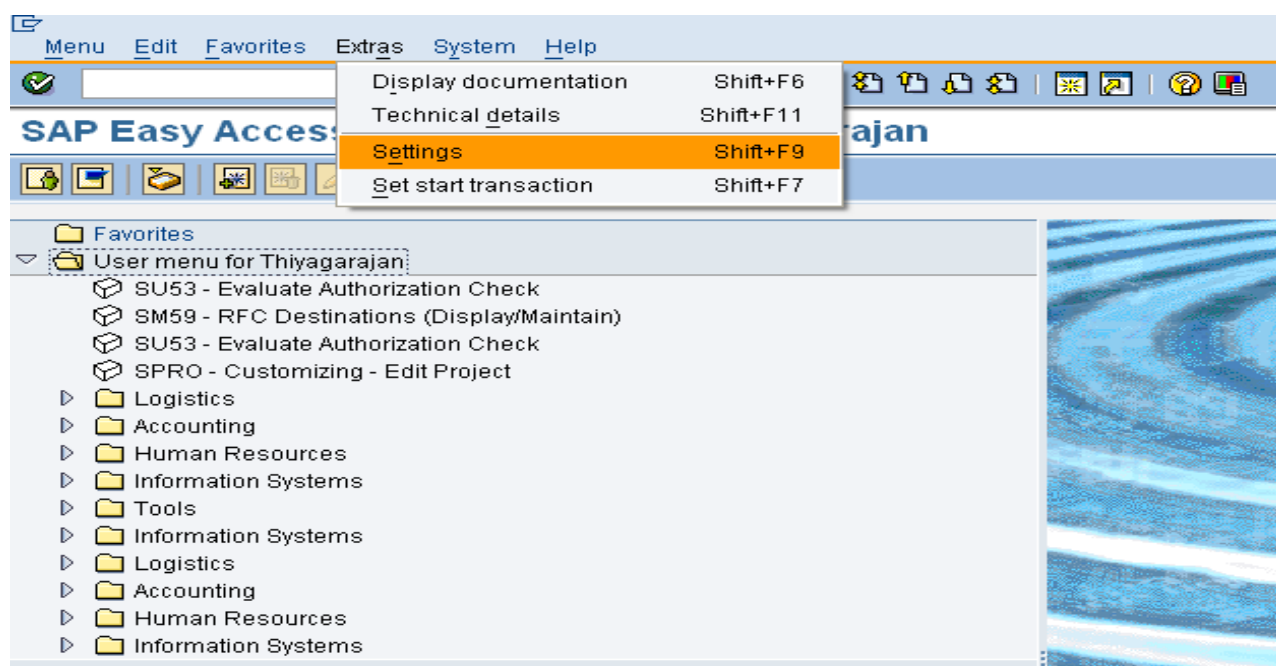
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To display the T-Codes in the Easy Access follow the steps as it is in the below screen shots

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

Check the Display Technical Check box.



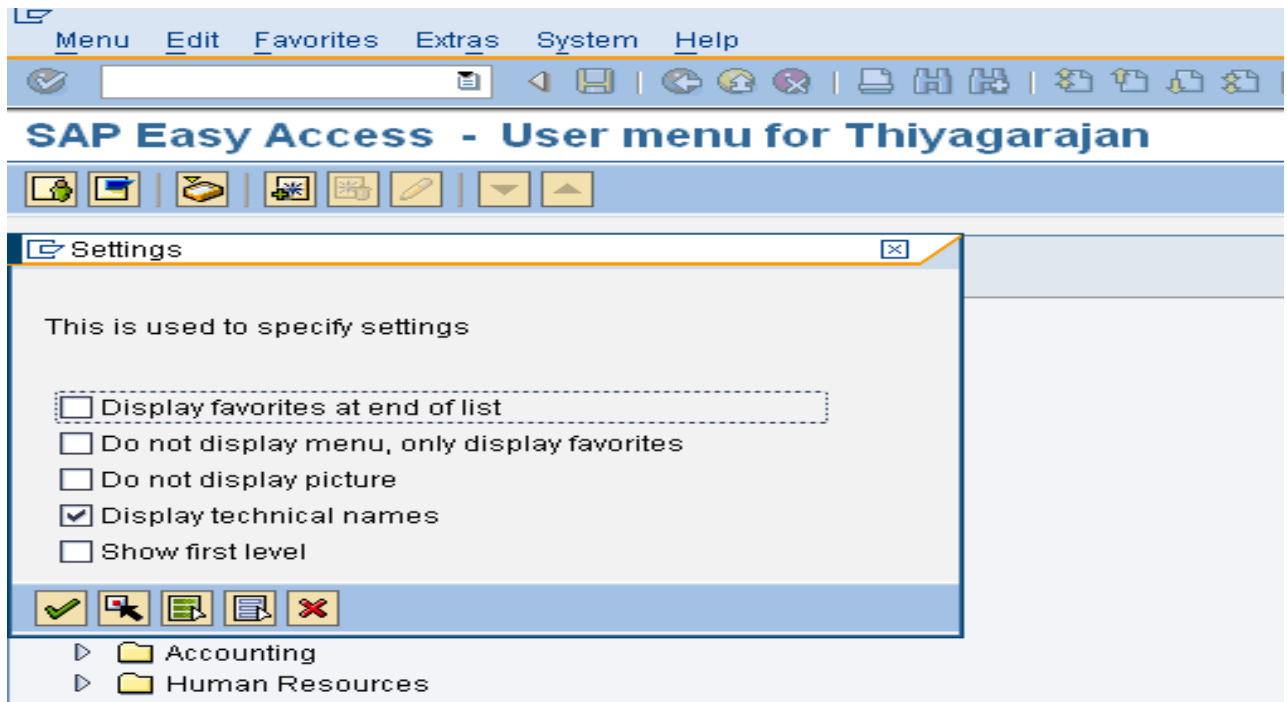
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Created By:
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Created By:
Document : EUD-SD-20090425 V1.0

2/7/2017

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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.

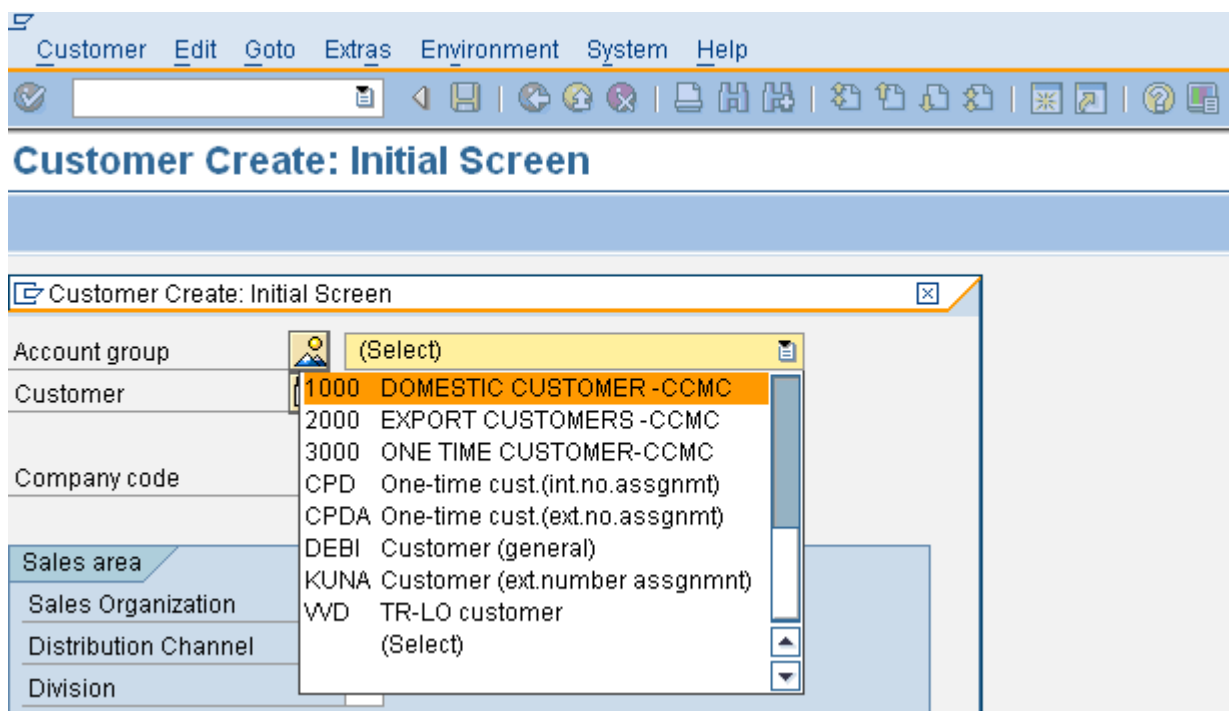
By maintaining the all master data accurately, system reduces the business process transaction time because system proposes the master data to the transactions automatically.

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	<i>SAP Easy Access</i> □ <i>Logistics</i> □ <i>Sales and Distribution</i> □ <i>Master Data</i> □ <i>Business Partner</i> □ <i>Customer</i> □ <i>Create</i>
Transaction code	XD01



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Document : EUD-SD-20090425 V1.0

2/7/2017

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Customer Create: Initial Screen

Account group 1000 DOMESTIC CUSTOMER -CCMC

Customer

Company code 1000 CCMC

Sales area

Sales Organization 1000 CCMC Sales Org

Distribution Channel 10 Export Channel

Division 10 CANS

All sales areas... Customer's sales areas...

Reference

Customer

Company code

Sales organization

Distribution channel

Reference division

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 

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Document : EUD-SD-20090425 V1.0

2/7/2017

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Customer: INTERNAL

Address | Control Data | Payment Transactions | Marketing | Unloading Points | Export Data | Contact Person

Name

Title

Name ☒

Search Terms

Search term 1/2 ☒

Street Address

Street/House number

Postal Code/City ☒

Country ☒ Region

PO Box Address

PO Box

Postal code

Company postal code

Communication

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

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Create Customer: General Data

Customer: INTERNAL

Address | Control Data | **Payment Transactions** | Marketing | Unloading Points | Export Data | Contact Person

Name

Title: Company

Name: SIPCO

Search Terms

Search term 1/2: SIPCO

Street Address

Street/House number:

Postal Code/City: Jeddah

Country: SA | Region:

PO Box Address

PO Box:

Postal code:

Company postal code:

Communication

Language: EN English

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

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Customer Edit Goto Extras Environment System Help

Customer INTERNAL SIPCO Jeddah
Company Code 1000 CCMC

Account Management Payment Transactions Correspondence Insurance

Accounting information

Recon. account 130002 Sort key
Head office
Authorization Cash mgmt group
Value adjustment

Interest calculation

Interest indic. Last key date
Interest cycle Last interest run

Reference data

Prev.acct no. Personnel number
Buying Group

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

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The screenshot shows the SAP 'Create Customer: Company Code Data' screen. The 'Sales Area Data' tab is selected, indicated by a red line. The screen displays the following fields and sections:

- Customer Data:**
 - Customer: INTERNAL
 - Company Code: 1000
 - SIPCO
 - Jeddah
- Account Management:** Payment Transactions, Correspondence, Insurance
- Payment data:**
 - Terms of payment: 1000
 - B/e charges payt term: []
 - Time until check paid: []
 - Tolerance group: []
 - Known/neg.leave: []
 - AR Pledging Ind: []
 - ☒ Payment history record
- Automatic payment transactions:**
 - Payment methods: []
 - Alternat.payer: []
 - B/exch.limit: [] SAR
 - ☐ Single payment
 - ☐ Payment advice by EDI
 - Payment block: []
 - House Bank: []
 - Grouping key: []
 - Next payee: []
 - Lockbox: []
- Payment advice notes:**
 - Rsn code conv.: []
 - Selection rule: []

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.

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Create Customer: Sales Area Data

Other Customer | General Data | Company Code Data

Customer: INTERNAL SIPCO Jeddah
Sales Org.: 1000 CCMC Sales Org
Distr. Channel: 10 Domestic Channel
Division: 10 CANS

Sales | **Shipping** | Billing Documents | Partner Functions

Sales order

Sales district:
Sales Office: 1000
Sales Group:
Customer group:
ABC class:
Currency: SAR Saudi Riyal
☐ Switch off rounding
Product attributes

Order probab.: 100 %
AuthorizGroup:
Item proposal:
Acct at cust.:
UoM Group:
Exch. Rate Type:
PP cust. proc.:

Pricing/Statistics

Price group:
Cust.pric.proc.: 1
Price List:
Cust.Stats.Grp:

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.

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User Manual- Sales and Distribution

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Document : EUD-SD-20090425 V1.0

2/7/2017

Created : 7-Feb-17
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Create Customer: Sales Area Data

Customer: INTERNAL SIPCO Jeddah
Sales Org.: 1000 CCMC Sales Org
Distr. Channel: 10 Domestic Channel
Division: 10 CANS

Shipping

Delivery Priority: 2 Normal item ☒ Order Combination
Shipping Conditions: 03 Local
Delivering Plant: 1000 CCMC
☐ Relevant for POD
POD timeframe:

Partial deliveries

☐ Complete delivery reqd by law
Partial delivery per item: ☐ Partial delivery allowed
Max. partial deliveries: 9
☐ Unlimited tol.
Underdel. Tolerance:
Overdeliv. Tolerance: 10,0

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.

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Document : EUD-SD-20090425 V1.0

2/7/2017

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Create Customer: Sales Area Data

Other Customer | General Data | Company Code Data

Customer: INTERNAL SIPCO Jeddah
Sales Org.: 1000 CCMC Sales Org
Distr. Channel: 10 Domestic Channel
Division: 10 CANS

Sales | Shipping | **Billing Documents** | Partner Functions

Billing document

☐ Subs. invoice processing ☒ Rebate ☐ Price determin.
Invoicing dates: C1 CCMC -Factory Calender.
InvoicingListDates:

Delivery and payment terms

Incoterms: CIF Jeddah
Terms of payment: 1000

Accounting

Acct assgmt group: 01 Domestic Revenues

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.

ABC - SAP Project

User Manual- Sales and Distribution

Created By:
Document : EUD-SD-20090425 V1.0

2/7/2017

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Create Customer: Sales Area Data

Customer: INTERNAL SIPCO Jeddah

Sales Org.: 1000 CCMC Sales Org

Distr. Channel: 10 Domestic Channel

Division: 10 CANS

Partner Functions

PF	Partner Function	Number	Name	Partner Description	D
SP	Sold-to party	INTERNAL	SIPCO		☐
BP	Bill-to party	INTERNAL	SIPCO		☐
PY	Payer	INTERNAL	SIPCO		☐
SH	Ship-to party	INTERNAL	SIPCO		☐
					☐
					☐
					☐
					☐
					☐
					☐
					☐
					☐
					☐
					☐
					☐
					☐
					☐

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

Customer 0000100005 has been created for company code 1000 sales area 1000 10 10

3.1.2 Change Customer Master

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Master Data</i> ☐ <i>Business Partner</i> ☐ <i>Customer</i> ☐ <i>Change</i>
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.

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Document : EUD-SD-20090425 V1.0

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The screenshot shows the 'Customer Change: Initial Screen' in SAP. The interface includes a menu bar with 'Customer', 'Edit', 'Goto', 'Extras', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main area contains the following fields and buttons:

- Customer:** 100005 (with a magnifying glass icon) and SIPCO (with a lock icon).
- Company code:** 1000 and CCMC.
- Sales area:**
 - Sales Organization:** 1000 and CCMC Sales Org.
 - Distribution Channel:** 10 and Domestic Channel.
 - Division:** 10 and CANS.
- Buttons:** 'All sales areas...' and 'Customer's sales areas...'.
- Footer:** A row of icons including a checkmark, a magnifying glass, a document, a refresh icon, and a close icon.

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.

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3.2.1 Create Condition Record

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Master Data</i> ☐ <i>Conditions</i> ☐ <i>Select Using Condition Type</i> ☐ <i>Create</i>
Transaction code	VK11

Condition type PR00

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

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The screenshot shows the SAP 'Create Condition Records' interface. At the top, there is a menu bar with 'Condition', 'Edit', 'Goto', 'Extras', 'Environment', 'System', and 'Help'. Below the menu bar is a toolbar with various icons. The main title is 'Create Condition Records'. Underneath, there are two tabs: 'Condition Information' and 'Key Combination'. The 'Condition type' is set to 'PR00'. A pop-up window titled 'Key Combination' is open, displaying three radio button options: 'Customer/material with release status' (which is selected), 'Price list category/currency/material with release status', and 'Material with release status'. At the bottom of the pop-up, there are two icons: a green checkmark and a red X.

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.

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Create Price Condition (PR00) : Fast Entry

Sales Organization: 1000 CCMC Sales Org
Distribution Channel: 20 Export Channel
Customer: 1000000 SIPCO

Enter Sales org, Dist Chnnl and Customer

Customer/material with release status

Material	Description	P	Amount	Unit	per	U	C	S	valid From	valid to	D	S	S	T	E
M35505	B COLA 355 ml MSBI		175,00	USD	1.000	EA	C		22.04.2009	31.12.9999					
☒															
☒															
☒															
☒															
☒															
☒															
☒															
☒															
☒															
☒															

Enter Material Code

Enter Amount, Currency, No. of units and valid from to

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

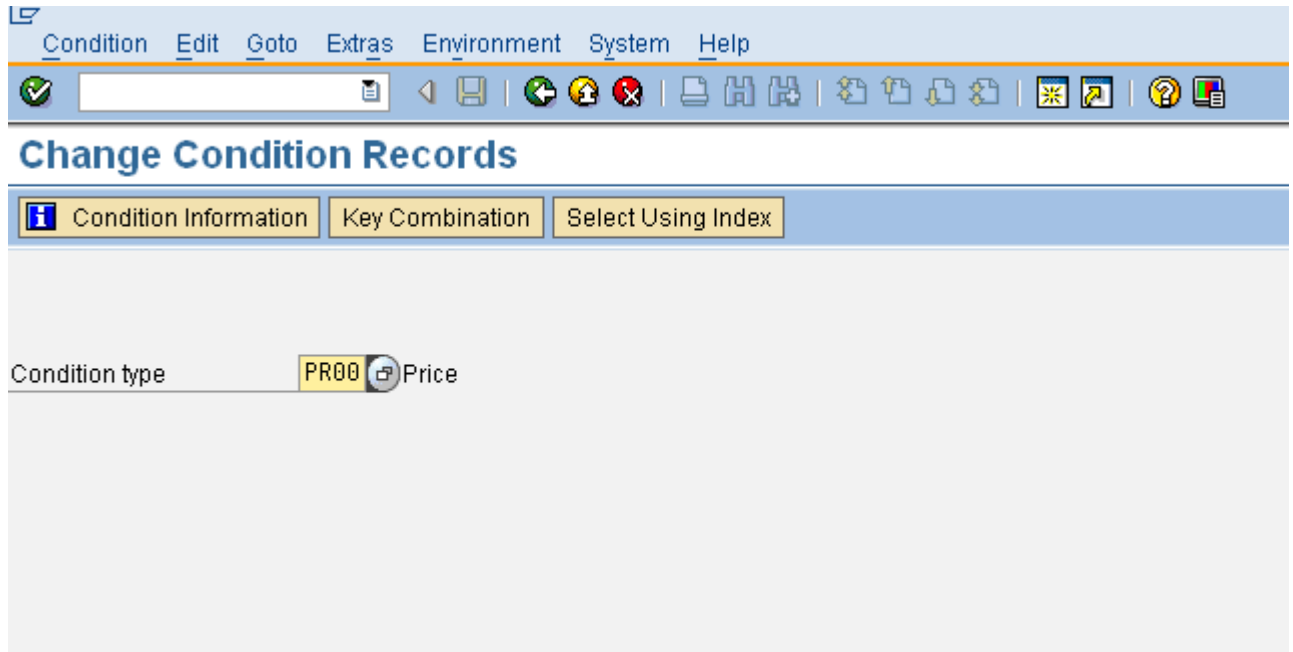
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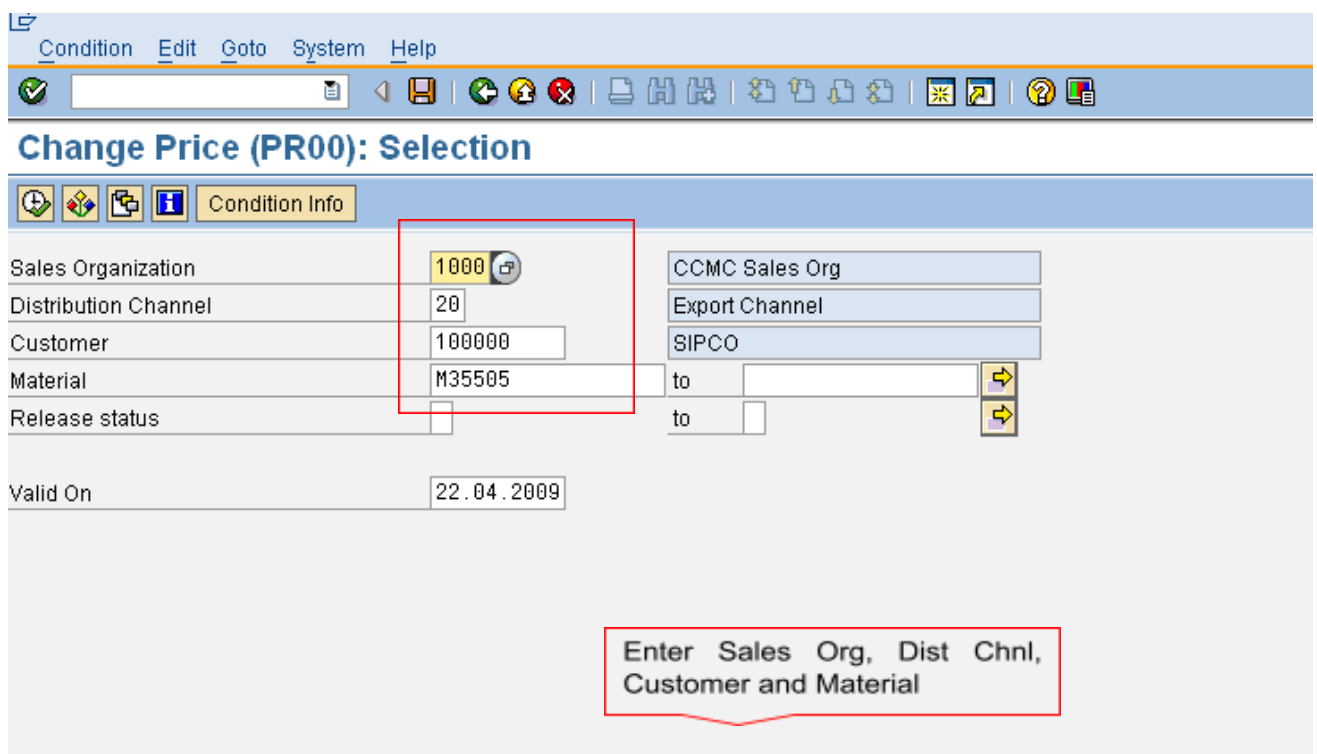
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Created : 7-Feb-17
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The screenshot shows the SAP 'Change Condition Records' screen. At the top, there is a menu bar with 'Condition', 'Edit', 'Goto', 'Extras', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main title 'Change Condition Records' is displayed in a large blue font. Below the title, there are three tabs: 'Condition Information', 'Key Combination', and 'Select Using Index'. The 'Condition Information' tab is active. In the main area, the 'Condition type' is set to 'PR00' and 'Price' is selected.

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



The screenshot shows the SAP 'Change Price (PR00): Selection' screen. At the top, there is a menu bar with 'Condition', 'Edit', 'Goto', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main title 'Change Price (PR00): Selection' is displayed in a large blue font. Below the title, there are four tabs: 'Condition Info', 'Condition Data', 'Condition Price', and 'Condition History'. The 'Condition Info' tab is active. The screen displays several input fields for selection criteria: 'Sales Organization' (1000), 'Distribution Channel' (20), 'Customer' (100000), 'Material' (M35505), 'Release status' (empty), and 'Valid On' (22.04.2009). To the right, there are fields for 'CCMC Sales Org', 'Export Channel', and 'SIPCO'. Below these fields, there are two 'to' fields with arrows. A red box highlights the 'Sales Organization', 'Distribution Channel', 'Customer', and 'Material' fields. A red box at the bottom right contains the text: 'Enter Sales Org, Dist Chnl, Customer and Material'.

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Document : EUD-SD-20090425 V1.0

2/7/2017

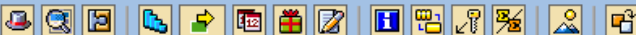
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After entering all the information press F8 or  button to go to the detail screen.

Condition Edit Goto Extras Environment Pricing System Help



Change Price Condition (PR00) : Overview



Sales Organization: 1000 CCMC Sales Org
 Distribution Channel: 20 Export Channel
 Customer: 100000 SIPCO
 Valid On: 22.04.2009

Customer/material with release status

Material	S	Description	P	Amount	Unit	per	U	C	S	Valid From	Valid to	D	S	S	T
M35505		B COLA 355 ml MSBI		175,00	SAR	1.000	EA	C		22.04.2009	30.04.2009				
☒															
☒															
☒															
☒															

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.

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Document : EUD-SD-20090425 V1.0

2/7/2017

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Condition Edit Goto Extras Environment Pricing System Help

Change Price Condition (PR00) : Overview

1000 CCMC Sales Org
 20 Export Channel
 1000000 SIPCO
 22.04.2009

Customer/material with release status

Material	S	Description	P	Amount	Unit	per	U	C	S	Valid From
M35505	☒	COLA 355 ml MSBI		175,00	SAR	1.000	EA	C		22.04.2009
☒										
☒										
☒										
☒										
☒										
☒										
☒										
☒										
☒										

Select Rule

1 / 1

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.

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2/7/2017

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Condition Edit Goto Extras Environment Pricing System Help

Change Price Condition (PR00) : Overview

☐ Sales Organization 1000 CCMC Sales Org
☐ Distribution Channel 20 Export Channel
☐ Customer 100000 SIPCO
☐ Valid On 22.04.2009

Customer/material with release status

Material	Description	P	Amount	Unit	per	U	C	S	Valid From	Valid to	D	S	S	T	E
M35505	COLA 355 ml MSBI		175,00	SAR	1.000	EA	C		22.04.2009	31.12.9999	☒	☐	☐	☐	☐
☒											☐	☐	☐	☐	☐
☒											☐	☐	☐	☐	☐

☒ Deletion indicator for 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

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Document : EUD-SD-20090425 V1.0

2/7/2017

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Display Price (PR00): Selection

Condition Edit Goto System Help

Condition Info

Sales Organization: 1000 CCMC Sales Org

Distribution Channel: 20 Export Channel

Customer: 100000 SIPCO

Material: M35505 to

Release status: to

Valid On: 22.04.2009

Display Price (PR00) : Overview

Condition Edit Goto Extras Environment Pricing System Help

Sales Organization: 1000 CCMC Sales Org

Distribution Channel: 20 Export Channel

Customer: 100000 SIPCO

Valid On: 22.04.2009

Customer/material with release status

Material	Description	P	Amount	Unit	per	U	C	S	Valid From	Valid to
M35505	COLA 355 ml MSBI		175,00	SAR	1.000	EA	C		22.04.2009	31.12.9999

In display mode user can not do any changes.

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Document : EUD-SD-20090425 V1.0

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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	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Master Data</i> ☐ <i>Conditions</i> ☐ <i>Rebate Agreement</i> ☐ <i>Create</i>
Transaction code	VBo1

The screenshot shows the SAP 'Create Rebate Agreement' dialog box. The title bar includes menu items: Rebate Agreements, Edit, Goto, Rebate Payments, Extras, Environment, System, and Help. Below the title bar is a toolbar with various icons. The main area of the dialog has a tab labeled 'Create with Reference'. Below this, the 'Agreement type' field is highlighted with a red box and contains the value '0001'. To the right of this field, the text 'Group Rebate' is visible. A callout box with a red border points to the '0001' value in the field, containing the text 'Select 0001 and press enter'.

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User Manual- Sales and Distribution

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Document : EUD-SD-20090425 V1.0

2/7/2017

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Rebate Agreements Edit Goto Rebate Payments Extras Environment System Help

Create Rebate Agreement

Create with Reference

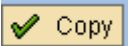
Agreement type 0002 Material Rebate

Organizational Data

Sales Organization	1000	CCMC Sales Org
Distribution Channel	10	Domestic Channel
Division	10	CANS
Sales Office		
Sales Group		

Copy Cancel

Enter Sales Organization
Enter Distribution
Enter Division

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

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2/7/2017

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Agreement Edit Goto Rebate Payments Extras Environment System Help

Create Group Rebate : Overview Agreement

Conditions Pay Accrue

Agreement Agreement type 0001 Group Rebate

Description

Rebate Recipient

Rebate recipient AQS

Currency

Payment Method BANK TRANSFER

External description

Validity

Settlement periods

Validity period

To

Enter the Customer who receives the payment, Currency and Payment Method

Control Data

Agreement Status Open

Verification levels Display totals by payer/material

Bonus payments

Enter validity Period
From
To

Li 1, Co 1 Ln 1 - Ln 1 of 1 lines

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

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User Manual- Sales and Distribution

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Document : EUD-SD-20090425 V1.0

2/7/2017

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Agreement Edit Goto Rebate Payments Extras Environment System Help

Create Material Rebate : Overview Material Rebate (BO02)

Sales Organization

1000

CCMC Sales Org

Distribution Channel

10

Domestic Channel

Division

10

CANS

Customer

100000

SIPCO

Validity period

01.01.2009

To

31.12.2009

Customer/Material

Material	Description	Amount	Unit	per	U	Accruals	Rate	Sca
P20556	MIRINDA ORANGE (Gener	15,00-	SAR	1.000	EA	15,00-		
☒								
☒								
☒								
☒								
☒								
☒								
☒								
☒								

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.

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Agreement Edit Goto Rebate Payments Extras Environment System Help

Create Material Rebate : Scales Material Rebate (BO02)

Variable key

SOrg	D...	Dv	Customer	Material	Description
1000	10	10	100000	P20556	MIRINDA ORANGE (Generic) 355 ml SIPCO

Validity

Valid From	01.01.2009
Valid to	31.12.2009

Control data

ScaleBasis	C	Quantity scale
Check	A	Descending

Scales

Scale Type	Scale quantity	U...	Amount	Unit	per	UoM	Accruals
to	20.000	EA	15,00-	SAR	1.000	EA	
	40.000		20,00-				
	60.000		30,00-				
	80.000		35,00-				
	100.000		40,00-				

Material Rebate 6 created

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.

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3.3.2 Change Rebate Agreement

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Master Data</i> ☐ <i>Conditions</i> ☐ <i>Rebate Agreement</i> ☐ <i>Change</i>
Transaction code	VBo2

Rebate Agreements Edit Goto Rebate Payments Extras Environment System Help

Change Rebate Agreement

Agreement 6

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.

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Agreement Edit Goto Rebate Payments Extras Environment System Help

Change Material Rebate 6 : Overview Agreement

Conditions Accrue Pay Execute Settlement Delete Icon

Agreement 6 Agreement type 0002 Material Rebate

Description Material Rebate

Rebate Recipient

Rebate recipient 100000 SIPCO

Currency SAR

Payment Method T BANK TRANSFER

External description

Validity

Settlement periods

Validity period 01.01.2009

To 31.12.2009

Control Data

Agreement Status Open

Verification levels F Display totals by payer/material

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.

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Agreement Edit Goto Rebate Payments Extras Environment System Help

Change Material Rebate 5 : Overview Agreement

Conditions Accrue Pay Execute Settlement

Agreement 5 Agreement type 0002 Material Rebate

Description Material Rebate

Rebate Recipient

Rebate recipient 200002 M/S Al-Shahd

Currency SAR

Payment Method

External description

Validity

Settlement periods

Validity period 01

To 31

Control Data

Agreement Status Open

Verification levels F Display totals by payer/material

Delete "Rebate Agreement"

Data will be lost.

Do you want to Material Rebate 5 delete?

Yes No

Material Rebate 5 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	VB03

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The screenshot shows the SAP 'Display Material Rebate 6 : Overview Agreement' screen. At the top is a menu bar with 'Agreement', 'Edit', 'Goto', 'Rebate Payments', 'Extras', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main area is divided into several sections: 'Conditions' (with a sub-menu icon), 'Rebate Recipient', 'Validity', 'Control Data', and 'Bonus payments'. The 'Rebate Recipient' section contains fields for 'Rebate recipient' (100000), 'Currency' (SAR), 'Payment Method' (T), and 'External description'. The 'Validity' section contains fields for 'Settlement periods', 'Validity period' (01.01.2009), and 'To' (31.12.2009). The 'Control Data' section contains fields for 'Agreement Status' (Open) and 'Verification levels' (F). The 'Bonus payments' section is currently empty.

Agreement	6	Agreement type	0002	Material Rebate
Description	Material Rebate			
Rebate Recipient				
Rebate recipient	100000	SIPCO		
Currency	SAR			
Payment Method	T	BANK TRANSFER		
External description				
Validity				
Settlement periods				
Validity period	01.01.2009			
To	31.12.2009			
Control Data				
Agreement Status	Open			
Verification levels	F	Display totals by payer/material		
Bonus payments				

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

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Output conditions Edit Goto System Help

Create Condition Records (Inquiry): Fast Entry

Communication

Sales Organization CCMC Sales Org

Condition Recs.

	Customer	Name	Funct	Partner	M...	Dat...	Lang...
	100000	SIPCO	SP		1	1	
☒							
☒							
☒							
☒							
☒							

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1. output module

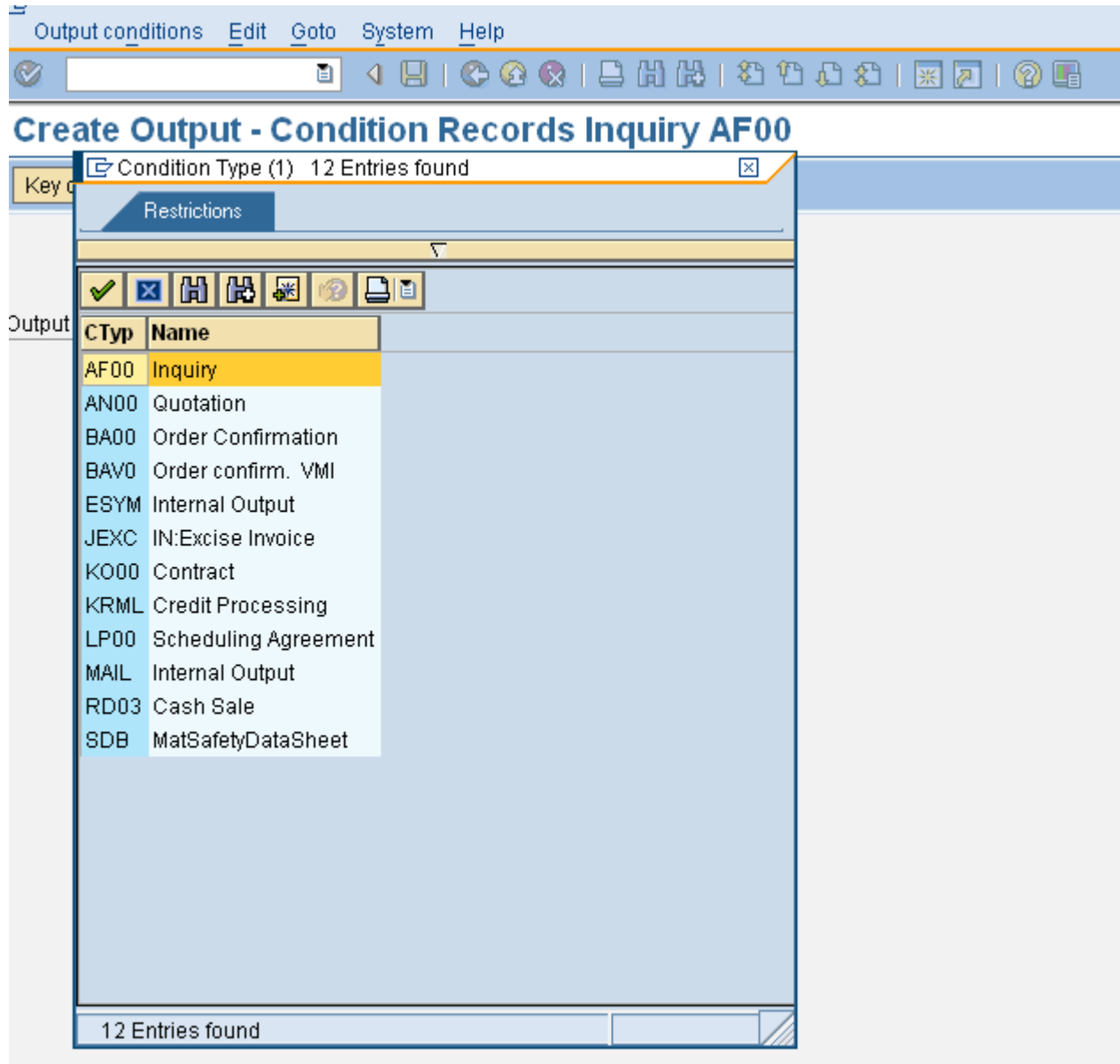
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3.4.2 Create (for shipping)

SAP R/3 Menu	SAP Easy Access ☐ Logistics ☐ Sales and Distribution ☐ Master Data ☐ Output ☐ Shipping ☐ Create
Transaction code	vv21

Created : 7-Feb-17
UPDATED :

[illegible]

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2/7/2017

Created : 7-Feb-17
UPDATED :

Output_conditions Edit Goto System Help

Create Condition Records (Delivery Note) : Communication

Variable Key

Sales Org.	Customer	Description
1000	100002	AQS

Print output

Output Device LP01 ☒ Print immediately

Number of messages ☐ Release after output

Spool request name

Suffix 1

Suffix 2

SAP cover page Do Not Print

Recipient

Department

Cover Page Text

Authorization

Storage Mode 1 Print only

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

Created By:	2/7/2017	Created : 7-Feb-17
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[illegible]

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Sales Org.	Customer	Description
1000	100002	AQS

Output Device	LP01	☒ Print immediately
Number of messages		☐ Release after output
Spool request name		
Suffix 1		
Suffix 2		
SAP cover page	X Print	
Recipient		
Department		
Cover Page Text		
Authorization		
Storage Mode	1 Print only	

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

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Created : 7-Feb-17
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The screenshot shows the SAP 'Create Material Determination: Initial Screen'. The menu bar includes 'Material determination', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. The toolbar contains various icons for navigation and actions. Below the toolbar, there are two tabs: 'Condition info.' (selected) and 'Key combination'. The main area contains a label 'Material determ.type' followed by a text input field containing 'A001' and a button labeled 'Material Entered'.

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

The screenshot shows the SAP 'Create Material Entered (A001) : Fast Entry' screen. The menu bar and toolbar are the same as the previous screen. Below the toolbar, there is a section for 'Alternative materials (F2)' with fields for 'Valid From' (22.04.2009), 'Valid to' (30.04.2009), and 'Proposed reason' (0005). A red box highlights the 'Proposed reason' field, and a callout bubble points to it with the text 'Select the proposed reason'. Below this is a table titled 'Material Entered' with columns: 'MatEntered', 'Name', 'Material', 'Description', 'U...', 'Reason', and 'Alt...'. The first row of the table is highlighted in yellow and contains the following data: '355MLAQS', '5 ml AQS', 'P22621', 'PEPSI SPRAY PAINT PROMO 355 M', and '0005'. A red box highlights the 'MatEntered' column, and a callout bubble points to it with the text 'Enter original material'. Another red box highlights the 'Reason' column, and a callout bubble points to it with the text 'Enter to be material'.

MatEntered	Name	Material	Description	U...	Reason	Alt...
355MLAQS	5 ml AQS	P22621	PEPSI SPRAY PAINT PROMO 355 M		0005	

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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.

Material determination Edit Goto Environment System Help

Create Material Entered (A001) : Fast Entry

Key

Material entered	Description
355MLAQS	355 ml AQS

Validity period

From 22.04.2009 To 30.04.2009

Sustitution reason

0005 Manual matl selectn

Alternative materials

Material	U...	Description	MRP ind.	
P22621	EA	PEPSI SPRAY PAINT PROMO 355 ML AQS	☐	
P22624	EA	PEPSI SPRAY PAINT PROMO 355 ML AQS	☐	
P22625	EA	PEPSI SPRAY PAINT PROMO 355 ML AQS	☐	
P22626	EA	PEPSI SPRAY PAINT PROMO 355 ML AQS	☐	
P22628	EA	PEPSI SPRAY PAINT PROMO 355 ML AQS	☐	
☒			☐	
☒			☐	

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

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Created : 7-Feb-17
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3.6 Master Data

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Created : 7-Feb-17
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4 Domestic Sales

4.1 Create Contract

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

The screenshot shows the SAP 'Create Contract: Initial Screen'. At the top, there is a menu bar with 'Sales document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. Below the menu bar is a toolbar with various icons. The main title is 'Create Contract: Initial Screen'. Below the title is a navigation bar with four buttons: 'Create with Reference', 'Sales', 'Item overview', and 'Ordering party'. The main area contains the 'Contract Type' field, which is set to 'CQ' (Quantity Contract). A red box highlights the 'CQ' field, and a red callout bubble points to it with the text 'Enter CQ doc type'. Below the 'Contract Type' field is a table with the following data:

Organizational Data	
Sales Organization	1000
Distribution Channel	10
Division	10
Sales Office	
Sales Group	

To the right of the table, the following text is displayed: 'CCMC Sales Org', 'Domestic Channel', and 'CANS'. A red box highlights the 'Sales Organization', 'Distribution Channel', and 'Division' fields in the table, and a red callout bubble points to it with the text 'Enter Sales Org, Distribution Channel and Division'.

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

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Create Quantity Contract: Overview

Enter Customer NO

Quantity Contract: Net value: 20,000 SAR

Sold-to party: AQS // 99999 Jeddah

Ship-to party: AQS // 99999 Jeddah

PO Number: PO date:

Enter PO number

Sales Item overview Item detail Ordering party Procurement Shipping Reason for rejection

Description:

Valid from: Valid to:

Billing block: Pricing date:

Order reason:

Sales area: CCMC Sales Org, Domestic Channel, CANS

Master contract:

Shipping Cond.:

Business Area:

Enter material number And quantity

Item	Material	Target quantity	U...	Description	Customer Mater
10	355MLAQS	100.000	EA	355 ml AQS	
20	250MLAQS	100.000	EA	PEPSI SPRAY PAINT PROMO 355 ML AQS	

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.

 Quantity Contract 3007 has been saved

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4.2 Create Sales Order

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Sales</i> ☐ <i>Order</i> ☐ <i>Create</i>
Transaction code	VA01

 Sales document Edit Goto Environment System Help



Create Sales Order: Initial Screen

 Create with Reference  Sales  Item overview  Ordering party

Order Type 

Enter OR doc type

Organizational Data

Sales Organization	1000	CCMC Sales Org
Distribution Channel	10	Domestic Channel
Division	10	CANS
Sales Office		
Sales Group		

Click  Create with Reference system will take the user to the below screen.

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Sales Organization	1000	CCMC Sales Org
Distribution Channel	10	Domestic Channel
Division	10	CANS

Sal Create with Reference/Release from Contract

Sal

Inquiry Quotation Order **Contract** SchedAgree BillDoc

Contract 3007

Releasing partner

Requested deliv.date D 25.04.2009

Select this TAB first

Search Criteria

Pur. Order

WBS element

Search

Copy Item Selection Contracts Partners

Enter the contract document number. Press Enter

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2/7/2017

Created : 7-Feb-17
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The screenshot displays the 'Create Sales Order: Initial Screen' in SAP. A dialog box titled 'Material Substitution for 355MLAQS: Select a Material' is open. The dialog contains the following fields:

- Substitution reason : 0005 Manual matl selectn
- Material entered : 355MLAQS
- Plant : 1000
- Requested deliv. qty : 100.000 EA
- Requested deliv.date : 25.04.2009

Below these fields is an 'Item list' table:

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

The 'Material' column of the table is highlighted with a red box. At the bottom of the dialog, there are checkmark and cross icons.

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

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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

Order Type:
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

Order Type:
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	

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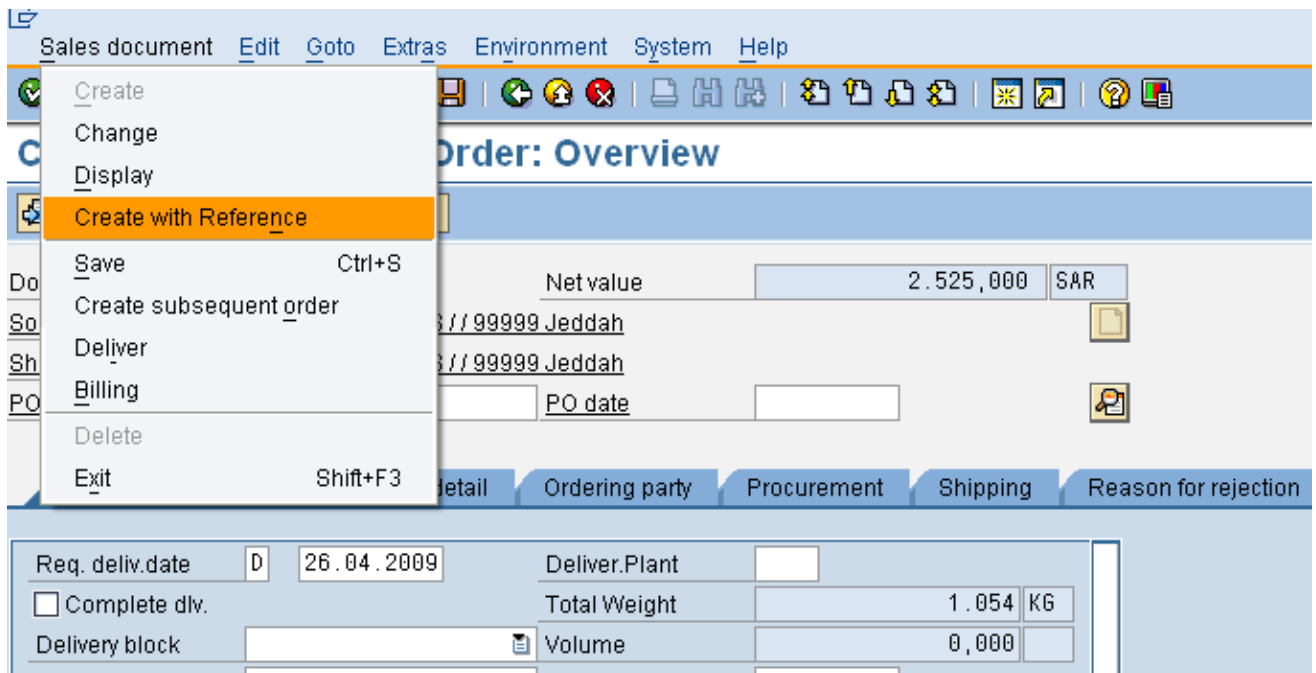
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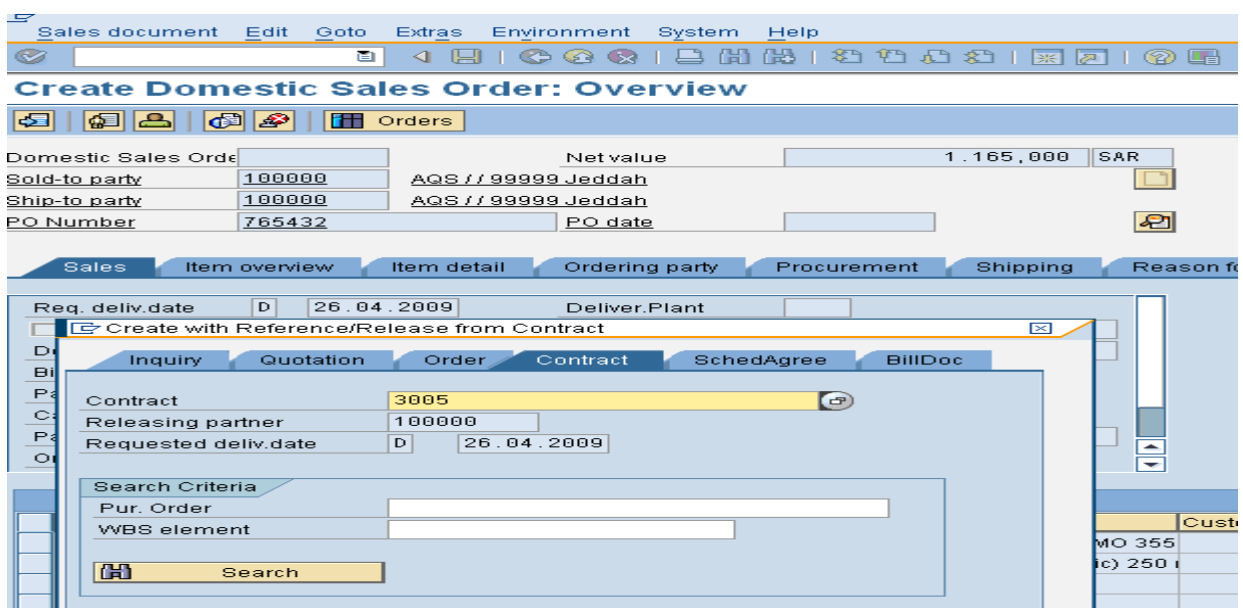
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At the same time user wanted to copy more than one material in the sales order,



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



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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

Create Domestic Sales Order: Overview

Domestic Sales Order: Net value: 3.350,000 SAR

Sold-to party: 100000 AQS // 99999 Jeddah

Ship-to party: 100000 AQS // 99999 Jeddah

PO Number: 765432 PO date:

Sales | Item overview | Item detail | Ordering party | Procurement | Shipping | Reason for rejection

Req. deliv. date: D 25.04.2009 Deliver. Plant:

☐ Complete div. Total Weight: 2.108 KG

Delivery block: Volume: 0,000

Billing block: Pricing date: 25.04.2009

Payment card: Exp. date:

Card Verif. Code:

Payment terms: 0002 Incoterms: CIF Jeddah

Order reason:

All items

Item	Material	Order Quantity	Un	\$	Description	Customer Material Numb	ItCa
10	P22621	100.000	EA		PEPSI SPRAY PAINT PROMO 355		TAN
20	P20469	100.000	EA		MIRINDA ORANGE (Generic) 250		TAN

Unit of measure is EA for cans and determine from Material Master

Incoterm will be copied from customer master data

Standard item category should be TAN

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)

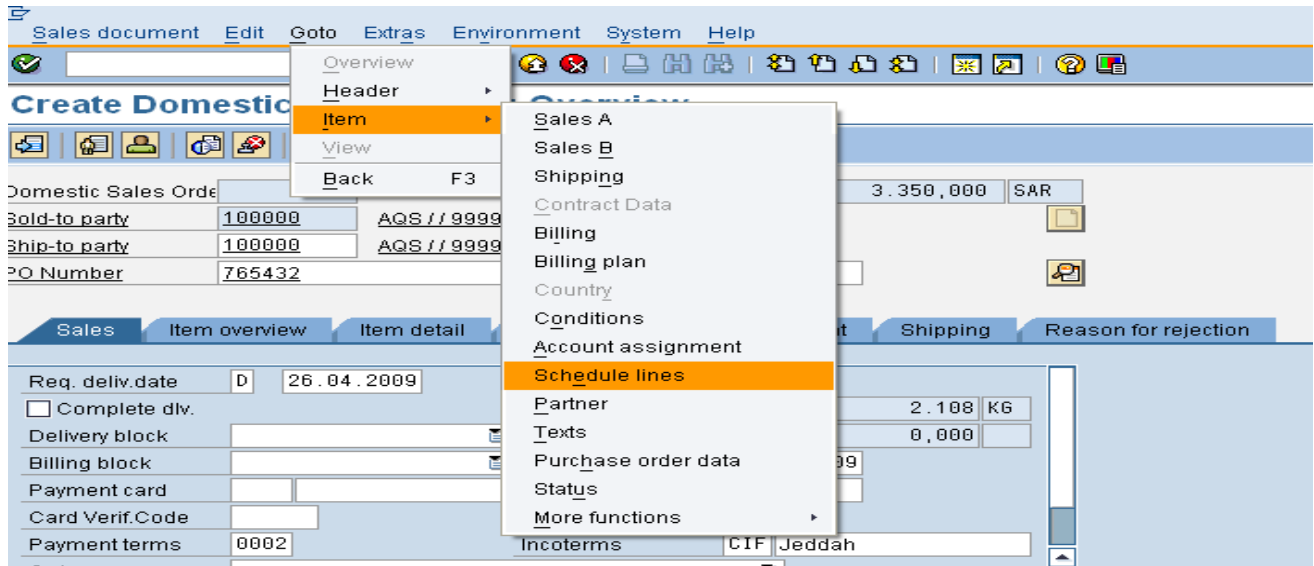
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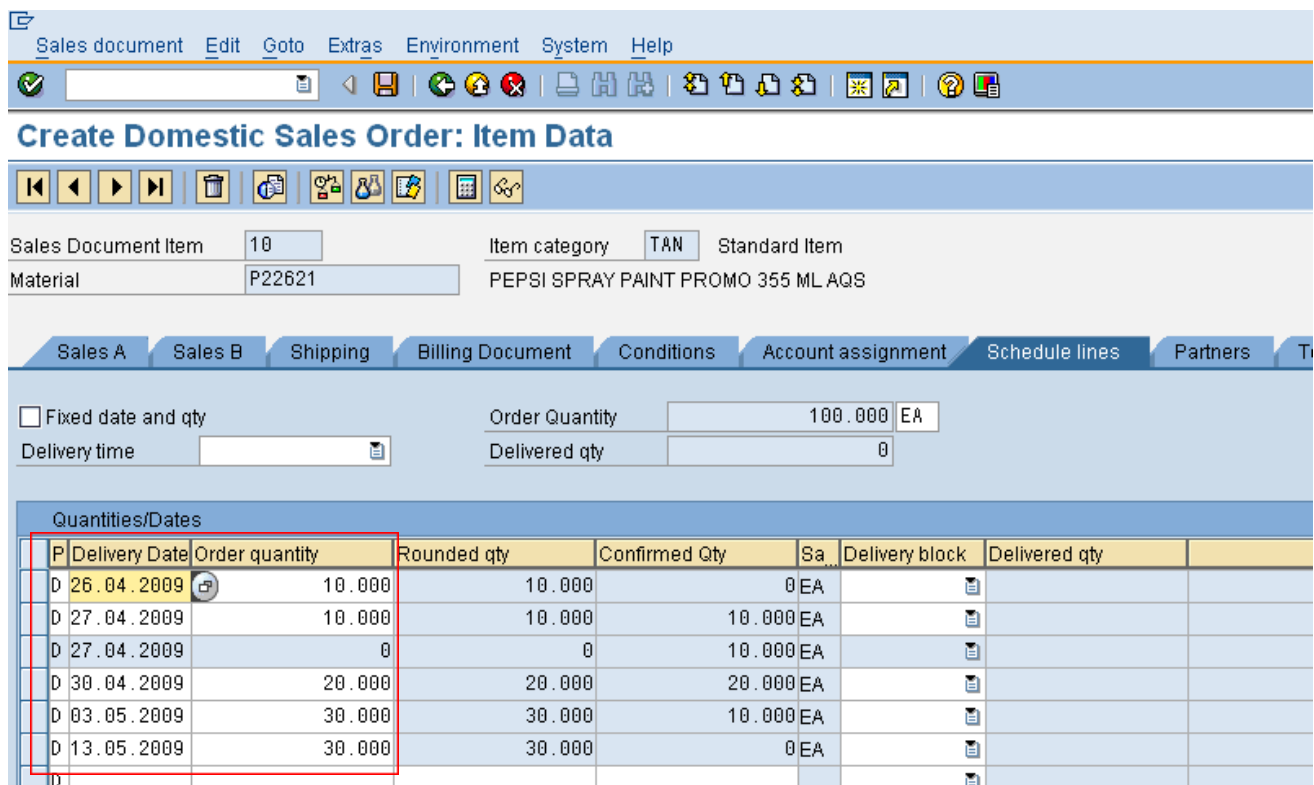
Created By:
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Enter the date and quantity to be delivered (screen shot is below).



Click Shipping TAB as shown below

Enter manually delivery date and delivery quantity.

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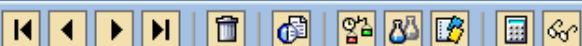
2/7/2017

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 Sales document Edit Goto Extras Environment System Help



Create Domestic Sales Order: Item Data



Sales Document Item Item category Standard Item
Material PEPSI SPRAY PAINT PROMO 355 ML AQS

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines

Ship-to party 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			

Weight and Volume

Net weight	1 KG
Gross weight	1
Volume	

Delivery Tolerance

Overdeliv. Tolerance	10,0 %
Underdel. Tolerance	%
Unlimited tol.	☐

Enter Storage Location

Determine from Material Master

Determine from Customer Master

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UPDATED :

Sales document Edit Goto Extras Environment System Help

Create Domestic Sales Order: Item Data

Sales Document Item
 Material

Item category Standard Item
 PEPSI SPRAY PAINT PROMO 355 ML AQS

Sales A
Sales B
Shipping
Billing Document
Conditions
Account assignment
Schedule lines
Partn

Qty EA

Net SAR
 Tax

Pricing Elements											
N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC	OU
☒	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

No manual entry needed for pricing

All pricing will determine from pricing condition master.

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

Domestic Sales Order 1039 has been saved

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Created : 7-Feb-17
UPDATED :

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.

Shipping point ☒

Sales order data

Selection date 25.04.2009

Order 1039

From item

To item

Predefine delivery type

Delivery Type

Select 1000 for Domestic Sales Process

Shipping Point/Receiving Point (1) 4 Entries found

Restrictions

ShPt	Description
0001	Shipping Point 0001
1000	Shipping Point Domestic
2000	Shipping Point Export
3000	Shipping Point Scarp

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

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Created By:
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2/7/2017

Created : 7-Feb-17
UPDATED :

Outbound Delivery Create: Overview

Outbound deliv. Document Date 25.04.2009

Ship-to party 100000 AQS // 99999 Jeddah

Item Overview Picking Loading Transport Status Overview Goods Movement Data

Pick Date/Time 25.04.2009 08:00 OverallPickStatus A Not yet picked

Warehouse No. OverallWMStatus No WM trnsf ord reqd

Item	Material	PInt	SLoc	Deliv. Qty	Un	Picked Qty	Un	Batch	B	P	W	Stag. Date	Mat
10	P22621	1000	1100	99.998	EA		EA			A		25.04.2009 08:	
20	P20469	1000	1100	99.998	EA		EA			A		25.04.2009 08:	

Remove the quantity

Change the UOM

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.

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Outbound Delivery Create: Overview

Outbound deliv. Document Date 25.04.2009

Ship-to party 100000 AQS // 99999 Jeddah

Item Overview Picking Loading Transport Status Overview Goods Movement Data

Pick Date/Time 25.04.2009 08:00 OvrllPickStatus C Fully picked

Warehouse No. OverallWMStatus No WM trnsf ord reqd

All Items

Itm	Material	Plnt	SLoc	Deliv. Qty	Un	Picked Qty	Un	Batch	B...	P	W
10	P22621	1000	1100	2,0	PAL	2,0	PAL			C	
20	P20469	1000	1100	2,0	PAL	2,0	PAL			C	

Enter actual delivery quantity

Change UOM from EA to PAL

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

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System Help

Select Pallet Ticket for Delivery

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

System Help

Select Pallet Ticket for Delivery

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.

Selected Pallet quantity is lees than delivery qty

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Created : 7-Feb-17
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System Help

Select Pallet Ticket for Delivery

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

Selected Pallet quantity exceeds delivery quantity

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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

 Outbound Delivery 80000106 has been saved

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.

Outbound Delivery: 80000106

Click Here

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

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Created : 7-Feb-17
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✓ Outbound Delivery 80000106 has been saved

4.4 Create Invoice

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Billing</i> ☐ <i>Billing Document</i> ☐ <i>Create</i>
Transaction code	VF01

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

Create Billing Document

Default data

Billing Type Serv.rendered
Billing Date Pricing date

Docs to be processed

Document	Item	SD document categ.	Processing status	Bill
80000106				

Enter Delivery Document

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

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2/7/2017

Created : 7-Feb-17
UPDATED :

Billing document Edit Goto Settings System Help

Create Billing Document

Billing due list Billing document overview Selection list

Invoice 90000091 Net Value 329,647 SAR
Payer 100000 AQS / / SA - 99999 Jeddah
Billing Date 25.04.2009

Item	Description	Billed Quantity	SU	Net value	Material	Cost
10	PEPSI SPRAY PAINT PROMO 35	2.0 PAL		0,340	P22621	70,000
20	MIRINDA ORANGE (Generic) 250	2.0 PAL		329,307	P20469	39.916,000

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

Billing document Edit Goto Settings System Help

Create Billing Document

Billing due list Billing document overview Selection list

Item 10 Created by THIYAGARAJAN
Item category TAN Created on 25.04.2009 Time 17:22:47
Material P22621 PEPSI SPRAY PAINT PROMO 355 ML AQS
Batch

Click this TAB

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data

Qty 2.0 PAL Net 0,340 SAR
Tax 0,000

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC	OU	CCon	Un	Condition value	CdCur	Stat
PR00		Price	17,000	SAR	1.000	EA	0,340	SAR		1	EA	1	EA	0,00		
		Rebate Basis	17,000	SAR	1.000	EA	0,340	SAR		1	EA	1	EA	0,00		
B001		Mat/Group Rebate	10,000	%			0,034	SAR		0		0		0,034	SAR	
Z004		100% of rebate	100,000	%			0,034	SAR		0		0		0,00		
		Net Value	17,000	SAR	1.000	EA	0,340	SAR		1	EA	1	EA	0,00		
VPRS		Internal price	35,000	SAR	1	PAL	70,000	SAR		10	EA	1	PAL	70,000	SAR	
		Profit Margin	3.483,000	SAR	1.000	EA	69,660	SAR		1	EA	1	EA	0,00		
Z005		Chims	1,000	%			0,003	SAR		0		0		0,00		

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Created : 7-Feb-17
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Click the button  to save. System generates the billing document number as shown below.

 Document 90000091 has been saved Enter VF02

Invoice 90000091 (F2) Change: Overview of Billing Items

Accounting Billing documents

F2 Invoice: 90000091 Net Value 329,647 SAR
 Payer 100000 AQS / SA - 99999 Jeddah
 Billing Date 25.04.2009 Click Here 

Item	Description	Billed Quantity	SU	Net value	Material	Cost
10	PEPSI SPRAY PAINT PROMO 35	2.0	PAL	0,340	P22621	70,000
20	MIRINDA ORANGE (Generic) 250	2.0	PAL	329,307	P20469	39.916,000

Invoice 90000091 (F2) Change: Overview of Billing Items

Accounting Billing documents

List of Documents in Accounting 329,647 SAR

Documents in Accounting Double Click Here 

Doc. Numb.	Object type text	Id
0001000029	Accounting document	
0100000339	Controlling Document	

Separate Original document 

SU	Net value	Material	Cost
2.0 PAL	0,340	P22621	70,000
2.0 PAL	329,307	P20469	39.916,000

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Display Document: Data Entry View

Document Number: 1000029 Company Code: 1000 Fiscal Year: 2009
 Document Date: 25.04.2009 Posting Date: 25.04.2009 Period: 4
 Reference: 765432 Cross-CC no.: Ledger Group:
 Currency: SAR Texts exist: ☐

Check all the Entries

C...	Item	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

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User Manual- Sales and Distribution

Created By:
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2/7/2017

Created : 7-Feb-17
UPDATED :

The screenshot displays the 'Create Contract: Initial Screen' in SAP. The top menu bar includes 'Sales document', 'Edit', 'Goto', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main area has a title bar with 'Create with Reference', 'Sales', 'Item overview', and 'Ordering party' buttons. The 'Contract Type' field is set to 'CQ', with a callout 'Enter CQ doc type' pointing to it. The 'Organizational Data' section is highlighted with a blue background and contains the following fields:

Organizational Data		
Sales Organization	1000	CCMC Sales Org
Distribution Channel	20	Export Channel
Division	10	CANS
Sales Office		
Sales Group		

Red boxes highlight the 'Contract Type' field and the 'Organizational Data' section. A callout 'Enter Sales Org, Distribution Channel and Division' points to the 'Sales Organization', 'Distribution Channel', and 'Division' fields.

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

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Created : 7-Feb-17
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Create Quantity Contract: Overview

Enter Customer NO

Quantity Contract Net value 20,000 SAR

Sold-to party AQS // 99999 Jeddah

Ship-to party AQS // 99999 Jeddah Enter PO number

PO Number PO date

Sales Item overview Item detail Ordering party Procurement Shipping Reason for rejection

Description

Valid from Valid to

Billing block Pricing date Enter material number And quantity

Order reason

Sales area CCMC Sales Org, Domestic Channel, CANS

Master contract

Shipping Cond.

Business Area

All items

Item	Material	Target quantity	U...	Description	Customer Mater
10	355MLAQS	100.000	EA	355 ml AQS	
20	250MLAQS	100.000	EA	PEPSI SPRAY PAINT PROMO 355 ML AQS	

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.

 Quantity Contract 3007 has been saved

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

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Sales</i> ☐ <i>Order</i> ☐ <i>Create</i>
Transaction code	VA01

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Created By:
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Sales Organization	1000	CCMC Sales Org
Distribution Channel	10	Domestic Channel
Division	10	CANS

Sal Create with Reference/Release from Contract

Sal

Inquiry	Quotation	Order	Contract	SchedAgree	BillDoc
---------	-----------	-------	----------	------------	---------

Contract

Releasing partner

Requested deliv.date **Select this TAB**

Search Criteria

Pur. Order

WBS element

Search

Copy Item Selection Contracts Partners

Enter the contract document number. Press Enter

Enter the contract document number. Press Enter

Created By:
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Created : 7-Feb-17
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69

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Created : 7-Feb-17
UPDATED :

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

Order Type:
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

Order Type:
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	

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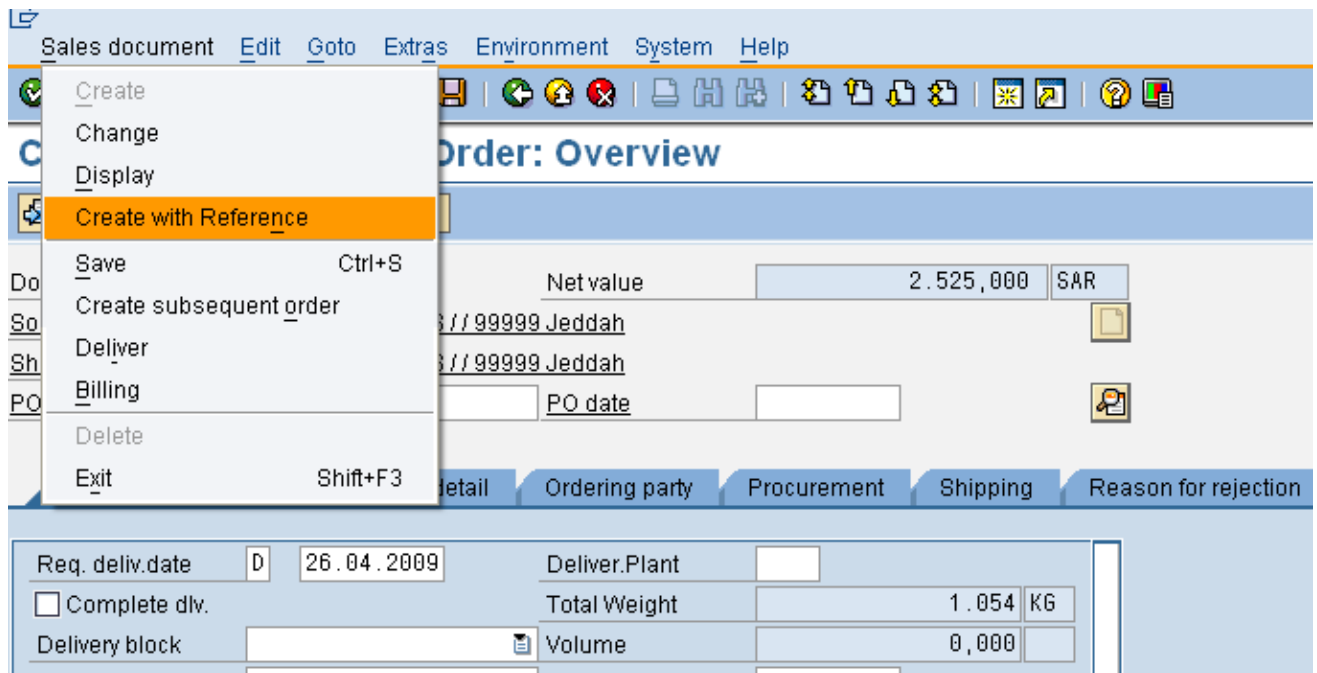
User Manual- Sales and Distribution

Created By:
Document : EUD-SD-20090425 V1.0

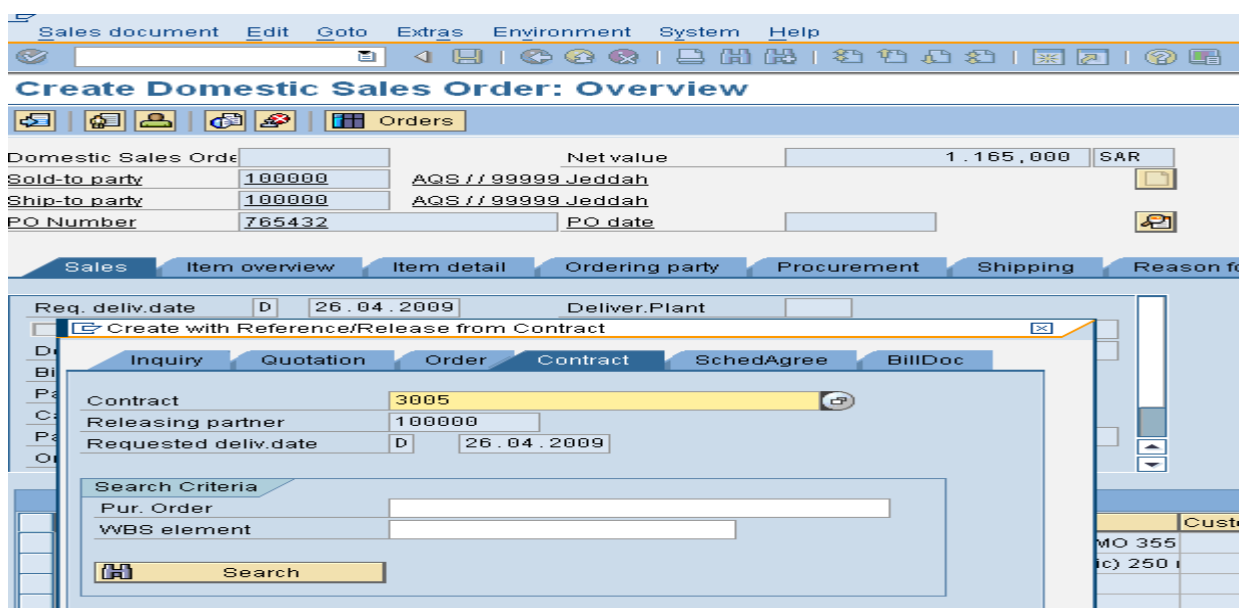
2/7/2017

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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.



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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

Create Domestic Sales Order: Overview

Domestic Sales Order: Net value: 3.350,000 SAR

Sold-to party: 100000 AQS // 99999 Jeddah

Ship-to party: 100000 AQS // 99999 Jeddah

PO Number: 765432 PO date:

Sales | Item overview | Item detail | Ordering party | Procurement | Shipping | Reason for rejection

Req. deliv. date: D 25.04.2009 Deliver.Plant:

☐ Complete div. Total Weight: 2.108 KG

Delivery block: Volume: 0,000

Billing block: Pricing date: 25.04.2009

Payment card: Exp.date:

Card Verif.Code:

Payment terms: 0002 Incoterms: CIF Jeddah

Order reason:

All items

Item	Material	Order Quantity	Un	\$	Description	Customer Material Numb	ItCa
10	P22621	100.000	EA		PEPSI SPRAY PAINT PROMO 355		TAN
20	P20469	100.000	EA		MIRINDA ORANGE (Generic) 250		TAN

Unit of measure is EA for cans and determine from Material Master

Incoterm will be copied from customer master data

Standard item category should be TAN

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)

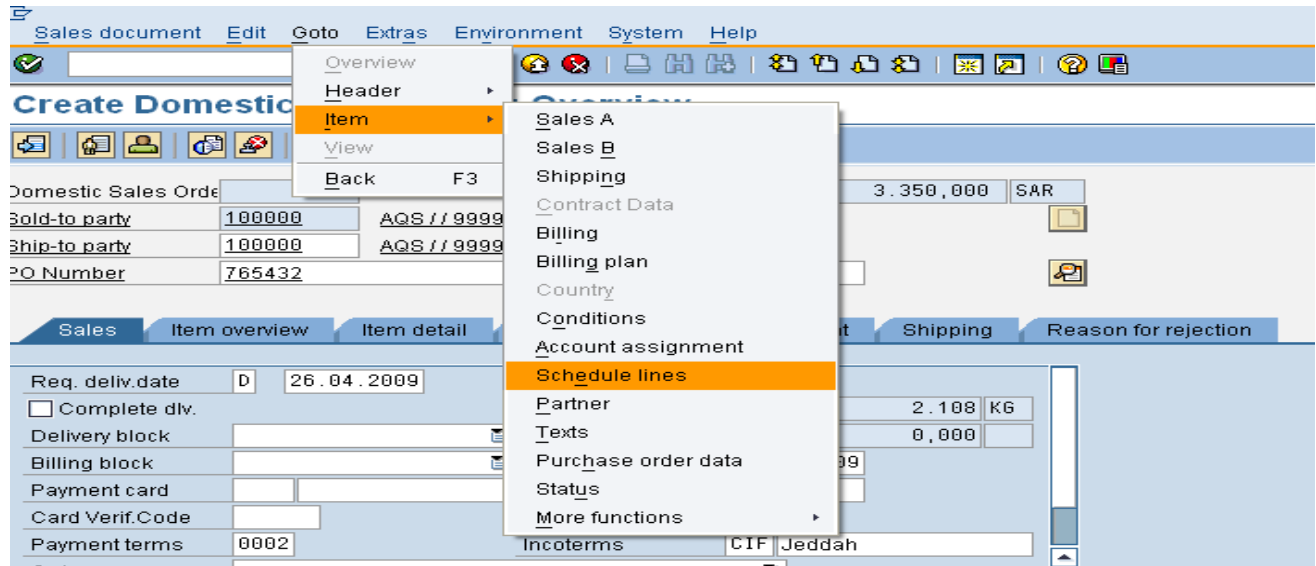
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User Manual- Sales and Distribution

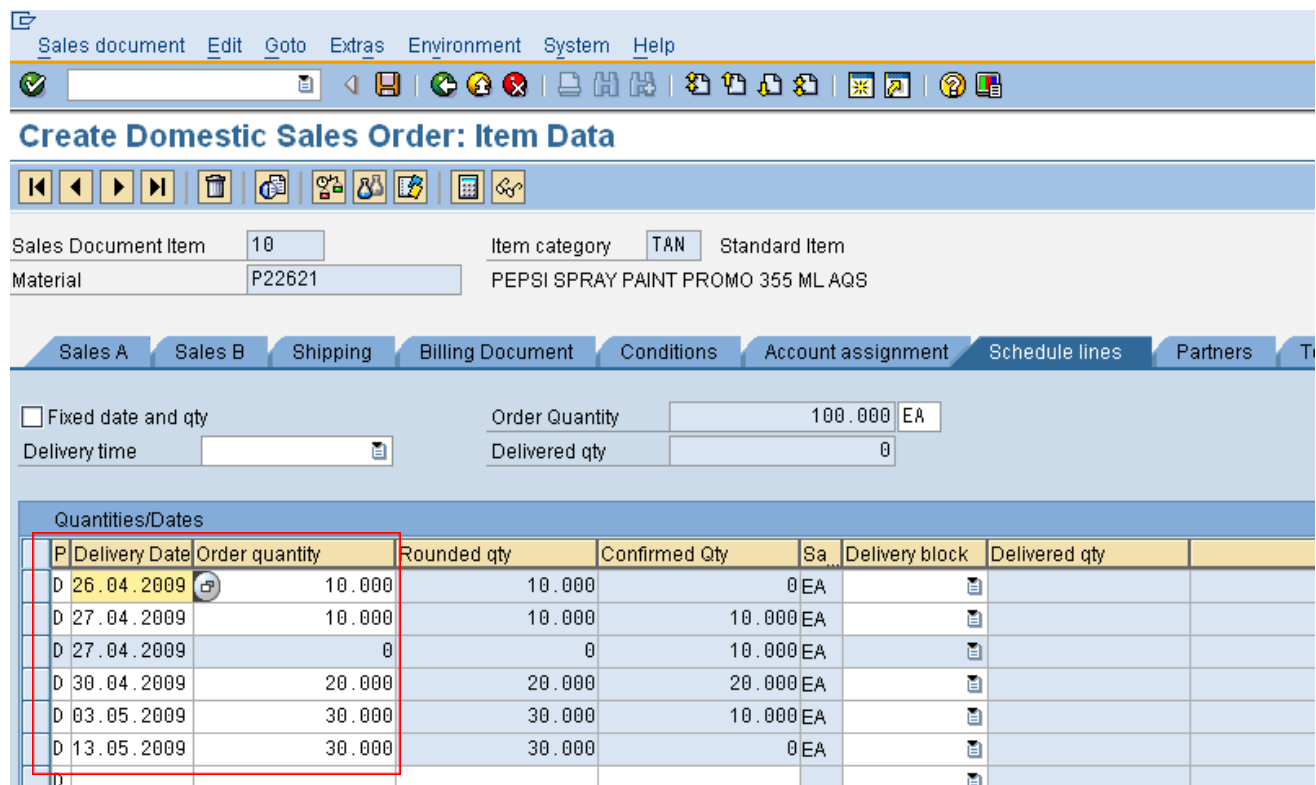
Created By:
Document : EUD-SD-20090425 V1.0

2/7/2017

Created : 7-Feb-17
UPDATED :



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.

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Created By:
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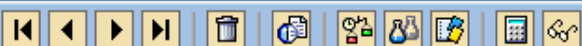
2/7/2017

Created : 7-Feb-17
UPDATED :

 Sales document Edit Goto Extras Environment System Help



Create Domestic Sales Order: Item Data



Sales Document Item Item category Standard Item
Material PEPSI SPRAY PAINT PROMO 355 ML AQS

Sales A Sales B Shipping Billing Document Conditions Account assignment Schedule lines

Ship-to party 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			

Weight and Volume

Net weight	1 KG
Gross weight	1
Volume	

Delivery Tolerance

Overdeliv. Tolerance	10,0 %
Underdel. Tolerance	%
Unlimited tol.	☐

Enter Storage Location

Determine from Material Master

Determine from Customer Master

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2/7/2017

Created : 7-Feb-17
UPDATED :

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 Partr

Qty: 100.000 EA Net: 1.700,000 SAR Tax: 0,000

Pricing Elements											
N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC...	OU
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

No manual entry needed for pricing

All pricing will determine from pricing condition master.

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

Domestic Sales Order 1039 has been saved

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Created : 7-Feb-17
UPDATED :

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.

Shipping point ☒

Sales order data

Selection date 25.04.2009

Order 1039

From item

To item

Predefine delivery type

Delivery Type

Select 1000 for Domestic Sales Process

Shipping Point/Receiving Point (1) 4 Entries found

Restrictions

ShPt	Description
0001	Shipping Point 0001
1000	Shipping Point Domestic
2000	Shipping Point Export
3000	Shipping Point Scarp

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

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Created By:
Document : EUD-SD-20090425 V1.0

2/7/2017

Created : 7-Feb-17
UPDATED :

Outbound Delivery Create: Overview

Outbound deliv. Document Date 25.04.2009

Ship-to party 100000 AQS // 99999 Jeddah

Item Overview Picking Loading Transport Status Overview Goods Movement Data

Pick Date/Time 25.04.2009 08:00 OverallPickStatus A Not yet picked

Warehouse No. OverallWMStatus No WM trnsf ord reqd

Item	Material	PInt	SLoc	Deliv. Qty	Un	Picked Qty	Un	Batch	B	P	W	Stag. Date	Mat
10	P22621	1000	1100	99.998	EA		EA			A		25.04.2009 08:	
20	P20469	1000	1100	99.998	EA		EA			A		25.04.2009 08:	

Remove the quantity

Change the UOM

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.

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User Manual- Sales and Distribution

Created By:
Document : EUD-SD-20090425 V1.0

2/7/2017

Created : 7-Feb-17
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[Outbound Delivery](#) [Edit](#) [Goto](#) [Extras](#) [Environment](#) [Subsequent Functions](#) [System](#) [Help](#)

Outbound Delivery Create: Overview

Post Goods Issue

Outbound deliv.
 Ship-to party

Document Date
 AQS // 99999 Jeddah

Item Overview
Picking
Loading
Transport
Status Overview
Goods Movement Data

Pick Date/Time
 Warehouse No.

OvrllPickStatus Fully picked
 OverallWMStatus No WM trnsf ord reqd

All Items												
itm	Material	Plnt	SLoc	Deliv. Qty	Un	Picked Qty	Un	Batch	B...	P	W	
10	P22621	1000	1100	2,0	PAL	2,0	PAL					C
20	P20469	1000	1100	2,0	PAL	2,0	PAL					C

Enter actual delivery quantity

Change UOM from EA to PAL

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

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2/7/2017

Created : 7-Feb-17
UPDATED :

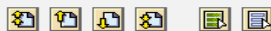
System Help

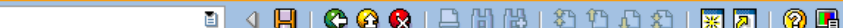
Select Pallet Ticket for Delivery



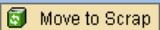
Pallet Number	Line	Material	Customer	Can Size	Date	Status	Quantity	Unit
091 - 90000235	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091 - 90000234	01	P22621	0000100000	355ML	23.04.2009	A	1.000	PAL
091 - 90000224	01	P22624	0000100000	355ML	23.04.2009	A	1.000	PAL
091 - 90000223	01	P22624	0000100000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



System Help

Select Pallet Ticket for Delivery



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.

 Selected Pallet quantity is lees than delivery qty

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Document : EUD-SD-20090425 V1.0

2/7/2017

Created : 7-Feb-17
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System Help

Select Pallet Ticket for Delivery

Move to Scrap

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

Selected Pallet quantity exceeds delivery quantity

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Created : 7-Feb-17
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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

Outbound Delivery 80000106 has been saved

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.

Outbound Delivery: 80000106

Click Here

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

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2/7/2017

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✓ Outbound Delivery 80000106 has been saved

5.4 Create Invoice

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Billing</i> ☐ <i>Billing Document</i> ☐ <i>Create</i>
Transaction code	VF01

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

Create Billing Document

Default data

Billing Type Serv.rendered

Billing Date Pricing date

Enter Delivery Document

Document	Item	SD document categ.	Processing status	Bill
80000106				

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

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2/7/2017

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Billing document Edit Goto Settings System Help

Create Billing Document

Billing due list Billing document overview Selection list

Invoice 90000091 Net Value 329,647 SAR
Payer 100000 AQS / / SA - 99999 Jeddah
Billing Date 25.04.2009

Item	Description	Billed Quantity	SU	Net value	Material	Cost
10	PEPSI SPRAY PAINT PROMO 35	2.0 PAL		0,340	P22621	70,000
20	MIRINDA ORANGE (Generic) 250	2.0 PAL		329,307	P20469	39.916,000

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

Billing document Edit Goto Settings System Help

Create Billing Document

Billing due list Billing document overview Selection list

Item 10 Created by THIYAGARAJAN
Item category TAN Created on 25.04.2009 Time 17:22:47
Material P22621 PEPSI SPRAY PAINT PROMO 355 ML AQS
Batch

Click this TAB

Item Detail Item Partners Conditions ForTrade/Customs Item Texts PO Data

Qty 2.0 PAL Net 0,340 SAR
Tax 0,000

N	CnTy	Name	Amount	Crcy	per	U	Condition value	Curr.	Status	NumC	OU	CCon	Un	Condition value	CdCur	Stat
PR00		Price	17,000	SAR	1.000	EA	0,340	SAR		1	EA	1	EA	0,00		
		Rebate Basis	17,000	SAR	1.000	EA	0,340	SAR		1	EA	1	EA	0,00		
B001		Mat/Group Rebate	10,000	%			0,034	SAR		0		0		0,034	SAR	
Z004		100% of rebate	100,000	%			0,034	SAR		0		0		0,00		
		Net Value	17,000	SAR	1.000	EA	0,340	SAR		1	EA	1	EA	0,00		
VPRS		Internal price	35,000	SAR	1	PAL	70,000	SAR		10	EA	1	PAL	70,000	SAR	
		Profit Margin	3.483,000	SAR	1.000	EA	69,660	SAR		1	EA	1	EA	0,00		
Z005		Chims	1,000	%			0,003	SAR		0		0		0,00		

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User Manual- Sales and Distribution

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Document : EUD-SD-20090425 V1.0

2/7/2017

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

 Document 90000091 has been saved Enter VF02

Invoice 90000091 (F2) Change: Overview of Billing Items

Accounting Billing documents

F2 Invoice: 90000091 Net Value 329,647 SAR
 Payer 100000 AQS / / SA - 99999 Jeddah
 Billing Date 25.04.2009 Click Here 

Item	Description	Billed Quantity	SU	Net value	Material	Cost
10	PEPSI SPRAY PAINT PROMO 35	2.0	PAL	0,340	P22621	70,000
20	MIRINDA ORANGE (Generic) 250	2.0	PAL	329,307	P20469	39.916,000

Invoice 90000091 (F2) Change: Overview of Billing Items

Accounting Billing documents

List of Documents in Accounting 329,647 SAR
 99 Jeddah Double Click Here 

Doc. Numb.	Object type text	Id	SU	Net value	Material	Cost
0001000029	Accounting document		2.0	0,340	P22621	70,000
0100000339	Controlling Document		2.0	329,307	P20469	39.916,000

Separate Original document  

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2/7/2017

Created : 7-Feb-17
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Display Document: Data Entry View

Document Number: 1000030 Company Code: 1000 Fiscal Year: 2009
 Document Date: 26.04.2009 Posting Date: 26.04.2009 Period: 4
 Reference: 342423 Cross-CC no.:
 Currency: USD Texts exist: ☐ Ledger Group:

Check all the Entries

C...	Item	PK	S	Account	Description	Amount	Curr.	Tx
1000	1	01		200002	SIPCO	3.193,28	USD	
	2	50		500001	Sales revenues- Expt	3.193,28	USD	
	3	40		835011	Sales commission	31,93	USD	
	4	50		490004	Clg-cust. commission	31,93	USD	
	5	40		835011	Sales commission	99,79	USD	
	6	50		490004	Clg-cust. commission	99,79	USD	
	7	40		835012	Prov Claims&Errors	30,62	USD	
	8	50		440004	Reserve For claims	30,62	USD	

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

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User Manual- Sales and Distribution

Created By:
Document : EUD-SD-20090425 V1.0

2/7/2017

Created : 7-Feb-17
UPDATED :

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Sales</i> ☐ <i>Quotation</i> ☐ <i>Create</i>
Transaction code	VA21

6.3 Create Sales Order

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Sales</i> ☐ <i>Order</i> ☐ <i>Create</i>
Transaction code	VA01

6.4 Create Delivery

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

6.5 Create Invoice

SAP R/3 Menu	<i>SAP Easy Access</i> ☐ <i>Logistics</i> ☐ <i>Sales and Distribution</i> ☐ <i>Billing</i> ☐ <i>Billing Document</i> ☐ <i>Create</i>
Transaction code	VF01