

# SAP Consumer Products



ADDON.IDESISCP

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## Icons

Icon	Meaning
	Caution
	Example
	Note
	Recommendation
	Syntax

## Typographic Conventions

Type Style	Description
<i>Example text</i>	Words or characters that appear on the screen. These include field names, screen titles, pushbuttons as well as menu names, paths and options.  Cross-references to other documentation
<b>Example text</b>	Emphasized words or phrases in body text, titles of graphics and tables
EXAMPLE TEXT	Names of elements in the system. These include report names, program names, transaction codes, table names, and individual key words of a programming language, when surrounded by body text, for example, SELECT and INCLUDE.
Example text	Screen output. This includes file and directory names and their paths, messages, names of variables and parameters, source code as well as names of installation, upgrade and database tools.
<b>Example text</b>	Exact user entry. These are words or characters that you enter in the system exactly as they appear in the documentation.
<Example text>	Variable user entry. Pointed brackets indicate that you replace these words and characters with appropriate entries.
EXAMPLE TEXT	Keys on the keyboard, for example, function keys (such as F2) or the ENTER key

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## SAP Consumer Products

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## Rebate Processing in SD and FI

### Purpose

A rebate agreement has been made between sales organization 1020 and the store chain RIWA. The agreement states that if the retail chain places enough orders to reach a certain annual sales volume for certain products, they will receive a price discount from the sales organization. The sales volume figures used to calculate the rebate include figures from all the companies that belong to the RIWA store chain. The rebate is paid to the head office.

You can find more information about this process under [i](#) [Page 7].

### Process Flow

You can find the data for this process under [?](#) [Page 9].

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## Additional Process Information

### SD Pricing

A new condition table has been created for rebate processing that enables you to make rebate pricing dependent on the following criteria:

- Sales organization
- Distribution channel
- Customer must belong to a customer hierarchy
- Materials must belong to points 1 to 10 of the product hierarchy

The procedure for using a partial area of the *Product hierarchy* field in *Pricing* is described in the Implementation Guide text.

Customizing menu path:

*Sales and Distribution* → *System Modification* → *Create new fields (using the condition technique)* → *New fields for pricing*.

### Updating Customer Hierarchy Categories in CO-PA

The operating concern IDEA defined in IDES has three characteristics for belonging to the customer hierarchy (customer hierarchy levels 1 to 3).

In the master records for customer hierarchy nodes, the *Assign hier.* (hierarchy assignment) field is maintained for the marketing data. The number maintained in this field controls to which of the relevant hierarchy nodes the three defined CO-PA characteristics are copied.

### +/- Sign Transfer of the Rebate Condition Type to CO-PA

The rebate condition types in SD correspond to the *VV090 Rebate* field in Profitability Analysis.

The system uses the rebate condition type to transfer the provision amount from the billing documents (created during the validity period of the rebate) to this field in Profitability Analysis.

The rebate condition type appears twice in the rebate credit memo (created once the rebate agreement had been settled). The first value is specified by the rebate amount that remains to be paid. This condition value is positive. The second value is specified using the rebate condition type for the value of the provision that remains to be written off. This condition value is displayed with a negative sign in SD. The difference between the actual rebate and the provision is copied from the rebate credit memo to the value field in Profitability Analysis. The CO-PA field uses the difference that has been posted to indicate the actual value of the rebate once it has been settled.

Because all the values transferred from SD to CO-PA are given the same sign, the indicator for the rebate condition type is set to *+/- sign transfer*. This indicator ensures that both positive and negative values from the condition are balanced.

Customizing menu path:

*Controlling* → *Profitability Analysis* → *Flows of Actual Values* → *Transfer of Billing Fields* → *Assign Actual Values*.

---

**Additional Process Information****Settlement Materials in Rebate Agreements**

Because the conditions in the rebate are not specific to the materials (they are created at a higher level in the product hierarchy), you need to specify a settlement material in the condition records for the rebate agreement. These settlement materials are used by the system to create credit memo requests and the rebate credit memo. For each product group (level 1 to 10 in the product hierarchy) that appears in the rebate agreement, a separate settlement material is assigned to the relevant product group in the *Product hierarchy* field.



## Data Used During This Process

Field	Data	Description
Sales organization	1020	Berlin, Germany
Distribution channel	20	Retail chains
Division	00	Cross-divisional
Plant	1100	Berlin plant
Warehouse number	011	Warehouse, Berlin
Shipping point	1100	Shipping point, Berlin
Agreement type	0004	Hierarchy rebate
Rebate recipient	6000	Customer
Product group	0011000105	Gloss paints
Product group	0011000110	Primer
Settlement material	170	Settlement material for rebate credit memo for gloss paints
Settlement material	178	Settlement material for rebate credit memo for primer
Sold-to party	6002	Customer
Sold-to party	6006	Customer
Material	Y-352	Gloss paints
Material	Y-353	Gloss paints
Material	CH_5103	Primer
Operating concern	IDEA	Global IDES
Type of Profit. Analysis	Costing-based	
Report	IDES-170	Rebate

## Posting the Stock

## Posting the Stock

### Use

During this process, you deliver specified materials to customers. In this first process step, you ensure that there is enough stock to cover the deliveries. You do not need to know anything about the procurement process for this scenario, as you post stock without making any reference to a previous production or purchase order. The materials involved are managed in batches. You therefore need to specify the characteristics of the batches to which the materials are posted.

### Procedure

1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Materials Management → Inventory Management → Goods Movement → Goods Receipt → Other</i>
<b>Transaction Code</b>	MB1C

2. Enter the following data:

Field	Data
Document date	Today's date
Posting date	Today's date
Movement type	501
Plant	1100
Storage location	0001

3. Choose .

4. Enter the following data:

Field	Data
<i>Position 1</i>	
Material (1st line)	Y-352
Quantity (1st line)	200
<i>Position 2</i>	
Material (2nd line)	Y-353
Quantity (2nd line)	400
<i>Position 3</i>	
Material (line 3)	CH_5103
Quantity (line 3)	340

5. Choose .


A dialog box appears informing you that the batches to be created are automatically numbered internally.

6. Choose Yes.

In the following screen, you enter the batch attributes for material Y-352.

7. Enter the following data:


Field	Data
Viscosity	180
Density	2.05
Wavelength	800


8. Choose .

Now you enter the batch attributes for material Y-353.

9. Enter the following data:

Field	Data
Viscosity	180
Density	2.05
Wavelength	600

10. Choose .


11. Choose .

The *Enter Other Goods Receipts: Classification* screen appears, where you enter the batch attributes for material CH\_5103. The R/3 System proposes specific values. Do not change these entries.


12. Enter the following data:

Field	Data
Viscosity	40
Gloss	80

13. Choose .

14. Choose .

15. Choose .

16. Choose  until the overview tree appears.

## Creating Rebate Agreements

## Creating Rebate Agreements

### Use

Now you enter data for the rebate agreement. You define the runtime of the agreement and the recipient of the rebate payment. Sales organization 1020 uses a three-level product hierarchy (main group, group, subgroup). The rebate agreement is based on the sales volume for a product from a specific group (for example, paint, underlay). Different rebate percentages apply to these groups. You define these individual agreements in this step.


### Procedure

1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Master Data → Agreements → Rebate arrangement → Create</i>
<b>Transaction Code</b>	VB01


2. Enter the following data:

Field	Data
Agreement type	0004 (hierarchy rebate)

3. Choose .


4. In the dialog box, enter the following data:

Field	Data
Sales organization	1020
Distribution channel	20
Division	00

5. Choose  *Copy*.

6. Enter the following data:

Field	Data
Description	RIWA: Colors DDMMYY (replace DD with the current day, MM with the month and YY with the year, e.g. 070899).
Rebate recipient	6000
Currency	EUR
Validity period	Today's date
To	End of current year
Verification levels	F

7. Choose .



The specified rebate recipient is the central office of the RIWA store chain.

8. Choose *Conditions*.
9. In the following dialog box, place the cursor on *Condition type ZB07* and choose *New condition record*.
10. Enter the following data:

Field	Data
Sales organization	1020
Distribution channel	20
Customer hierarchy	6000
Validity period	Today's date
To	End of current year
Prod. Grp (line 1)	0011000105
Rate (line 1)	8-
Prod. Grp (line 2)	0011000110
Rate (line 2)	5-

11. Choose .



The rebate agreement consists of two individual agreements, which are defined using the condition records. Once the requirements defined in the condition records have been met in the billing document, the rebate basis for the relevant condition record is increased by the billed value.

Both individual rebate agreements determine that the sales volumes for the RIWA store chain should be taken into account. The R/3 System represents the RIWA store chain as a customer hierarchy. The highest hierarchy level is the customer number specified in the condition record (here 6000). The sales volume figures (used later for the rebate) include both the sales volume reached by customer 6000 and the sales volumes of all customers assigned to customer 6000 in the hierarchy.

The conditions are also based on the volume for a product from a specific group (00110000105 = paint; 0011000110 = primer). Different rebate percentages apply to these groups. The percentages are scaled according to value.


12. Select both conditions and choose .

13. Enter the following data for the first condition:

Field	Data
From (line 1)	10000
Rate (line 1)	8-
From (line 2)	15000

## Creating Rebate Agreements

Rate (line 2)	10-
From (line 3)	20000
Rate (line 3)	12-
From (line 4)	50000
Rate (line 4)	15-

14. Choose .

15. Choose .

16. Enter the following data for the second condition:

Field	Data
From (line 1)	10000
Rate (line 1)	5-
From (line 2)	50000
Rate (line 2)	7-
From (line 3)	100000
Rate (line 3)	10-

17. Choose .

18. Choose .



The percentage of accruals determines that an accrual of the unpaid bonus payment is posted in financial accounting for each billing document. In profitability analysis this amount is displayed in the value field VV090 bonus. Because of the scaling the rate that will be used in end-of-period rebate, isn't determined yet. The percentage with which the accruals are posted in the billing documents is therefore an estimated value. For both individual rebate agreements you assume, that an average value in the sales grading will be achieved at the end of the validity period. With this assumption you determine the percentage of accruals.

19. Enter the following data:

Feld	Daten
Accruals (line 1)	10-
Accruals (line 2)	7-


20. Select both conditions and choose .




For each condition record, enter a material for settlement. This material is needed to create a credit memo request and a credit memo when settling the amount.

21. Enter the following data:


Field	Data
Matl f. settl.	170


22. Choose .

23. Choose .

24. Enter the following data:


Field	Data
Matl f. settl.	178

25. Choose .

26. Choose .

The R/3 System issues a rebate agreement number (for a hierarchy rebate).

Note this number.

27. Choose .

## Checking Customer Hierarchy

### Checking Customer Hierarchy

For a better understanding of the process, this step displays the structure of the customer hierarchy.

1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Master Data → Business Partners → Customer Hierarchy → Edit</i>
<b>Transaction Code</b>	VDH1N

2. Enter the following data:

Field	Data
Customer hierarchy type	A
Validity date	Today's date
Customer	6000
Sales organization	1020
Distribution channel	20
Division	00

3. Choose .

4. Position your cursor on RIWA Central Finance, then choose .

The partial agreements in the rebate agreement are created at the top level of the customer hierarchy (customer number 6000). The rebate agreement includes the sales volume for hierarchy node 6000 and all its sub-hierarchies.

5. Choose .



## Creating Sales Orders

Members of the RIWA store chain place orders with sales organization 1020 and you enter them in the R/3 System.

1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
<b>Transaction Code</b>	VA01

2. Enter the following data:

Field	Data
Order type	OR
Sales organization	1020
Distribution channel	20
Division	00

3. Choose .

4. Enter the following data:

Field	Data
Sold-to party	6002
Purch. order no.	RI-740398
Purchase order date	Today's date
Req.deliv.date	Today's date +4 working days
Pricing date	Today's date
Material	Y-352
Order quantity	200
Material	CH_5103
Order quantity	200

5. Choose .

6. In the *Partner selection* dialog box, select customer 6003.

7. Choose .

8. In the dialog box, choose .

9. Choose *Goto* → Header → Partner.

Sold-to party 6002 belongs to the RIWA store chain. You can see that the system has copied this information to the sales order. The business transaction fulfills the requirement that the rebate agreement is specific to a customer.

10. Choose .

## Creating Sales Orders

11. Select the first item and choose *Environment* → *Display material*.

12. Choose the *Sales: sales org. 2* tab page.

Here you can see that the material has been assigned to the product hierarchy.

13. Place the cursor on the product hierarchy number and choose the F4 help.

14. Place the cursor on *00110 Paints* and choose *Next level*.

On the next screen, the R/3 System lists all the groups that belong the main group *Paints*.

15. Place the cursor on *00105 Gloss paints* and choose *Next level*.

The R/3 System lists all the groups that belong to the subgroup "Gloss paints".

16. Choose .



On the *Display Material: (Finished product)* screen, you can see that the material has been assigned to the *gloss paints* subgroup, and to the *opaque paints* group. The material-specific requirement for the rebate agreement is therefore fulfilled.

17. Choose .

18. Complete steps 10 to 17 for the second item.



The material for the second item belongs to the *zinc-aluminium primer* subgroup and to the *priming* group. This also fulfills the material-specific requirement for the rebate agreement.

19. Choose the *Shipping* tab page.

20. Note the Material availability date (Mat. av. dat) for both items.

21. Choose .


The R/3 System issues a sales order number.

Note this number and use it instead of *sales order 1*, each time it is mentioned in the following scenario.

22. Create another sales order by entering the following data:

Field	Data
Sold-to party	6006
PO number	RI-744598
Purchase order date	Today's date
Req.deliv.date	Today's date +4 working days
Pricing date	Today's date
Material	Y-353
Order quantity	400

Material	CH_5103
Order quantity	140


23. Choose .

The sold-to party for this order is also a member of the product hierarchy. The materials ordered belong to the *gloss paint* or *primer* product group. This means that the order fulfills the requirements for the rebate agreement for both items.

24. In the dialog box, choose .


25. Choose the *Shipping* tab page.

26. Note the Material availability date (Mat. av. dat) for both items.

27. Choose .

The R/3 System issues a sales order number.

Note this number and use it instead of *sales order 2*, each time it is mentioned in the following scenario.

28. Choose .

29. In the dialog box, choose *No*.

30. Choose .

## Delivering Sales Orders

## Delivering Sales Orders

You deliver the sales orders to the customers. This part of the process does not have any special features with regard to rebate processing.

1. Call up the transaction as follows:


<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Shipping and Transportation → Outbound Delivery → Create → Collective Processing of Documents due for Delivery → Sales Orders</i>
<b>Transaction Code</b>	VL10A


2. Enter the following data:

Field	Data
Shipping point	1100
Delivery creation date	The earliest of the material availability dates
Delivery creation date (to)	The later of the material availability dates
Ship-to party	Empty (delete default entry)
Sales organization	1020

3. Choose the *Sales orders* tab page.

Field	Data
SD document (1st field)	Sales order 1
Sales document type	Sales order 2

4. Choose .

5. Choose .



If the numbers of sales order 1 and 2 are not sequential, it may be that other orders are included for your selection. If required, deselect these orders.


6. Choose  *Background*.

7. Choose .

8. Position your cursor on the report group, then choose *Documents*.

You see the created deliveries.

Make a note of the numbers for both deliveries generated by this run.

9. Choose  until the overview tree appears.


10. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Shipping and Transportation → Picking → Create Transfer Order → Single Document</i>
------------------	---

<b>Transaction Code</b>	LT03
-------------------------	------


11. Enter the following data:

Field	Data
Warehouse number	011
Plant	1100
Delivery	The first of the two deliveries you noted
Foreground/backgrnd	Background
Adopt picking quantity	2

12. Choose .

The system generates a transfer order for the picking of the delivery quantities. Adopting picking quantities means that the system immediately posts the goods issue for the delivery.

13. Repeat steps 11 and 12 for the second delivery.

14. Choose .

## Creating Invoices

## Creating Invoices

### Use

When you create the invoice, the system updates the rebate basis in the rebate agreement. In Financial Accounting, a provision is posted for the future rebate payment. The provision amount is accrued in the *Rebate value* field in Profitability Analysis.

### Procedure

1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Billing → Billing Document → Process Billing Due List</i>
<b>Transaction Code</b>	VF04

2. Enter the following data:

Field	Data
Billing date from	Today's date
To	Today's date
Sales organization	1020
Documents to be selected screen - delivery-related	Select

3. Choose  *DisplayBillList*.

The system lists all deliveries that are open for internal billing on the selected date.



Note that additional deliveries (from previous IDES processes) may be displayed that are open for billing. If this is the case, deselect the deliveries that do not belong to your current IDES process.


4. Choose .

The R/3 System displays a group number for the orders that you have created.

5. Position the cursor on the group number line, and then choose *Documents*.

You see a list of the created invoices.

6. Note the document numbers of both sales documents.

7. Place the cursor on the first invoice and choose  *Disp. doc..*


The quantity of the individual batch is billed on the basis of the system setting. For this reason, the billing document contains an item without a batch entry and a billing quantity of zero, and a further item for each batch with the corresponding billing quantity.

8. Select item 11, then choose  in the lower half of the screen.


9. Select the line for condition type ZBO7 and choose .

## Creating Invoices

You can see that the pricing condition has been calculated according to the rebate agreement that you created (in the *Rebates* section). The amount corresponds to the provision percentage rate determined in the rebate agreement (*Condition values* section). The condition is only for statistical purposes and does not influence the value of the billing item. A provision is posted for the value of the condition (*Control data* section).

10. Choose .

In the condition record for the rebate agreement, the sales volume valid for a rebate is increased by the value in the *Rebate basis* line.

11. Choose .

12. Choose  *Accounting*.

13. In the dialog box, choose *Accounting document*.

In Financial Accounting, both revenue and receivables have been posted, along with the provision for the value of condition type ZBO7. Account 8900 is the balance sheet account and account 884010 is the sales deduction account.

14. Choose .

Two documents exist for the profitability analysis because it is updated for each item in the sales order and billing document.

15. Choose the first document for the *profitability analysis*.

16. Choose the *Characteristics* tab page.


17. To see more characteristics, choose .

You can see all the relevant data from the billing document. On customer hierarchy level 01, you can see the first node for the RIWA central office, along with customer number 6000 and the assignments to customer hierarchies 02 and 03 (as discussed in the *Check Customer Hierarchy* process step). Product hierarchies 1 - 3 are filled according to the CO-PA derivation rules.



Characteristics exist for all dimensions that can be used for analysis purposes in Profitability Analysis. These characteristics values are derived from the customer and material master data and from SD partner roles (such as sales representatives), or from CO-PA-specific characteristics.

18. Choose the *Value fields* tab page.



19. Scroll down using , until the *rebate* and *revenue* fields are displayed. Note that the value of the Accounting provision in the *Cash discount* field is the sales deduction from the profitability analysis.



The value fields contain detailed information about billing quantities, revenue, rebates and detailed product cost components that were derived from the *Sales and Distribution* and *Product Cost Planning* areas. Note that the list of value fields continues over several screens.

20. Choose .

### Creating Invoices

21. Choose .
22. Choose  until the overview tree appears.



## Settling Rebate Agreements

### Use

Now you settle the rebate agreement. For obvious reasons, we cannot wait until the validity period of the agreement has expired before we do this.


### Procedure

1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Master Data → Agreements → Rebate arrangement → Change</i>
<b>Transaction Code</b>	VB02

2. Enter the following data:

Field	Data
Agreement	Agreement number noted earlier

3. Choose .

4. Choose .

The rebate agreement displays the values currently accrued for each condition.

5. Choose .

6. Enter the following data:

Field	Data
Status of agreement	B (agreement released for settlement)

7. Choose .

8. Choose *Rebate payments → Final settlement → Using payment screen*.

The amount to be paid for each individual agreement is displayed.

9. Choose .

10. Note the number of the credit memo request.

11. To close the dialog box, choose .

12. On the *Change Rebate Agreement* screen, choose *Rebate agreement → Display*.

13. Enter the following data:

Field	Data
Agreement	Agreement number noted earlier


14. Choose .

15. Choose *Rebate payments → Rebate documents*.

16. In the dialog box, enter the following data:


**Settling Rebate Agreements**

Field	Data
Final settlement	Select


17. Choose .



In the product group 0011000105 (gloss paint) area, the payment amount exceeds the provision amount. In the production group 0011000110 (primer) the opposite is true.

18. Choose .

19. To close the dialog box, choose .

20. Choose .

## Creating Rebate Credit Memos

### Use

Now you create the rebate credit memo (based on the credit memo request generated in the settlement).

### Procedure

1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Sales → Order → Change</i>
<b>Transaction Code</b>	VA02

2. Enter the following data:

Field	Data
Order	Credit memo request noted earlier

3. Choose .

You can see that the credit memo request has been created for the rebate recipient 6000 (entered in the rebate agreement). The items in the credit memo request are created using the settlement material entered in the condition records for the rebate agreement.

4. Select the first item and choose  in the lower half of the screen.

Condition type ZBO7 appears twice. In the first line, it contains the payment amount calculated from the sales volume. The second line contains the provision amount posted up to now. When you create the credit memo, the provision in Financial Accounting is written off by this amount. In Profitability Analysis, once the credit memo has been created, the system updates the difference between the payment and provision amounts in the *rebate* value field.

5. Choose .

6. Enter the following data:

Field	Data
Billing block	empty (delete any default)

7. Choose Sales document → Billing.

8. Choose .

The R/3 System issues a document number.

Note this number.

9. On the *Create Billing Document* screen, choose Billing document → Display.

10. Enter the following data:


Field	Data
Billing document	Your noted Billing number

## Creating Rebate Credit Memos

11. Choose  Accounting.


12. In the dialog box, double click on *Accounting document*.

The posted provision has been settled (account number 89000 and 884010).

13. Choose .

14. Double click on the first document from the profitability analysis.

15. Choose the *Characteristics* tab page.


16. To see more characteristics, choose .

You now see customer 6000 (the central office of the company RIWA), to which the rebate credit memo is sent. On the customer hierarchy level, only field 01 has been completed, because the credit memo was sent directly to the central office and not to the companies assigned beneath it.

You can see the settlement material for the product hierarchy for gloss paints, but you can't see the sold final product anymore.

You can only see product hierarchies 1 and 2 because the settlement material has been assigned to these hierarchy levels only.

17. Choose the *Value fields* tab page.

18. Scroll down using  until you display the *Rebate costing* field.

The value field contains the difference between the provision and the amount that was paid out. This means that the total amount of the sales deduction has increased, because the condition type for rebates was updated to Profitability Analysis using sign transfer. This makes it possible for a negative sign to count as an increase to costs.

19. Choose .

20. Double click on the second document in *Profitability Analysis*.


Look at the credit memo item for the product hierarchy for primers.

21. Choose the *Value fields* tab page.

The rebate value field contains the difference between the provision and the amount that was paid out. This time the value is not negative. This means that the provision was too high and that the total value of the rebates has been decreased by this amount.

22. Choose .

23. Choose .

24. Choose  until the overview tree appears.

## Displaying a Profitability Report

1. Call up the transaction as follows:


<b>Menu Path</b>	Accounting → Controlling → Profitability Analysis → Information System → Execute Report
<b>Transaction Code</b>	KE30




If you are executing a profitability analysis transaction for the first time since logging on, the *Set operating concern* dialog box appears.

2. Enter the following data:

Field	Data
Operating concern	IDEA
Type of Profit. Analysis	Costing-based

3. Choose .

This dialog box is shown only once during the session. Once you have made your selection, the system always selects the given operating concern and the relevant type of profitability analysis.

4. Select IDES-170 and choose .

The *Selection: Rebate* should display the parameters from the report. If this is not the case, enter the following data:

Field	Data
Period from	Current month (MM.YY)
To period	Current month (MM.YY)
Plan/act.ind.	0
Version	Empty (delete any default)
Record type	F

5. Choose .

In the top line, you can see that sales organization 1020 and distribution channel 20 have been determined for this report. You can page through the other characteristics as you require. The value fields displayed are for the billing quantity, revenue and rebate value.



For more information about the functions in Reporting, see [Executing Defined Reports in Profitability Analysis and Reporting Functions \[Ext.\]](#).

The first characteristic you see that can be navigated is the division. In this case, this is division (paints).

## Displaying a Profitability Report

6. Double-click on *03 paint*.

The system displays product hierarchy 1.

7. Double-click on line 00110 (paints).

You now see product hierarchy 2 and how it is divided between gloss paints (article Y-352 and Y-353) and primer (article CH\_5103). In the *Rebate* value field, you can see the amounts that were paid out as rebates.

8. Double-click on the line *0011000110*.


You see an overview of the articles in the product hierarchy. Article CH\_5103 is the finished product that was sold and 178 is the settlement material for this product hierarchy.

9. Double-click on the article CH\_5103.

You see an overview of the customers in the RIWA company that ordered this article.

10. Double-click on customer *6002*.

Product hierarchy 3 is assigned to the article CH\_5103.

11. Choose  twice.

12. Double-click on settlement material *178*.

The customer is the central office with customer number 6000. The difference between the rebate provision and rebate payment has been offset for this customer

13. Double-click on this customer.

You can see that product hierarchy 3 has not been assigned to the article because the settlement material is only defined up to product hierarchy 2.



You can see the product hierarchy for gloss paints by going back three steps and implementing steps 7-11 for product hierarchy 0011000105.

14. Choose .

The *Exit report* dialog box appears.

15. Choose Yes.

16. Choose .

## Integrated Planning Between Sales and Production

Integration of the planning data from the Sales Information System (SIS) with Sales & Operations Planning (SOP)

### Purpose

The sales quantities are planned in the Sales Information System (SIS) at the product level and from there, they are transferred into Sales & Operations Planning (SOP). The planned requirements are summarized and transferred to the higher-level product group and from there are disaggregated to other product groups. If you then want to forward the requirements to the requirements management at the levels of the individual products, you carry out the transaction [Transferring Values to Demand Management \[Page 45\]](#) in the process *Repetitive Manufacturing of Light Bulbs*.

### Process Flow

You can find the data for this process under [?](#) [Page 32].

1. [Analyzing the Planning Hierarchy \[Page 33\]](#)
2. [Planning the Order Quantity in the Sales Information System \(SIS\) \[Page 34\]](#)
3. [Transferring the Sales Quantities from SIS to Sales & Operations Planning \(SOP\) \[Page 35\]](#)
4. [Transferring Planning Data to Demand Management \[Page 37\]](#)

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**Data Used During This Process****Data Used During This Process**

Field	Data	Description
Plant	1200	
Info structure	S004	
Product groups	PG-BULB	Lightbulbs 220/235V
	PG-BULB-C	Clear lightbulbs 220/235V
	PG-BULB-F	Frosted lightbulbs 220/235V
	PG-BULB-Y	Yellow lightbulbs 220/235V
Material	L-40C	Clear lightbulb 40 Watt
	L-40F	Frosted lightbulb 40 Watt
	L-40F	Clear lightbulb 60 Watt
	DPC1	Desktop PC 89





## Analyzing the Planning Hierarchy

1. Call up the transaction as follows:


<b>Menu Path</b>	<i>Logistics → Sales and Distribution → Sales Information System → Planning → Flexible Planning → Master Data → Planning Hierarchy → Display</i>
<b>Transaction Code</b>	MC63

2. Enter the following data:

Field	Data
Info structure	S004

3. Choose .
4. Delete all entries in the dialog box.
5. Choose .

On the screen, you see how the different materials are distributed to the planning levels.

6. Double-click a line.  
You see how the material you have selected is distributed at the sales organization level.
7. Double-click the line.  
You see how the material you have selected is distributed at the distribution channel level within a specific sales organization.
8. Choose *Hierarchy graphic*.  
The complete planning hierarchy is displayed.
9. Choose  until the overview tree appears.

## Planning the Order Quantity in the Sales Information System (SIS)


### Planning the Order Quantity in the Sales Information System (SIS)

1. Call up the transaction as follows:

<b>Menu Path</b>	From the <i>Planning</i> node, choose <i>Change</i>
<b>Transaction Code</b>	MC94

2. Enter the following data:

Field	Data
Planning type	S004

3. Choose .


4. Enter the following data:

Field	Data
Material	No entry
Sales organization	1000
Distribution channel	12

5. Choose *Active version*.

6. Enter an incoming order quantity for the next few months or correct the existing data.

You plan incoming orders at the highest hierarchy level.


7. If you want to plan incoming orders of individual products assigned to this info structure, select the *Incoming orders qty* line and choose .

Note that the unit of measure for the info structure is not the same as the unit of measure for the individual products (piece and carton).

8. If you change the values in the *Sum of members* line, choose *Disaggregate row* to update the individual members.


Note that a new total quantity is distributed proportionately to the product.

9. Choose .

10. Select the line with your entries and choose .

Detailed information appears.

11. Choose .

12. Choose  until the overview tree appears.

Transferring the Sales Quantities from SIS to Sales & Operations Planning (SOP)

## Transferring the Sales Quantities from SIS to Sales & Operations Planning (SOP)


1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Production → SOP → Planning → For Material → Change</i>
<b>Transaction Code</b>	MC88

2. Enter the following data:

Field	Data
Material	L-40F (or the material for which you have entered planning values)
Plant	1200

3. Choose *Active version*.

To skip any warning messages, choose .

4. If you want to change the unit of measure or currency, choose *Settings → Units → Change units* and enter the following data in the dialog box:

Field	Data
Conversion to quantity unit	PC
Conversion to currency unit	DEM

5. Choose .



On the overview screen, you can only plan planned quantities in pieces. On the detail screen, you can plan the quantities for cartons.

The planning table for sales & operations planning (SOP) is displayed.

6. Position your cursor on the *Sales* line.

7. Choose *Edit → Create sales plan → Transfer plan from SIS*.

8. Enter the following data:

Field	Data
Info structure	S004
Version	A00
From	Current month
To	Some months in the future

9. Choose .


10. Enter the following data:

Field	Data
-------	------

---

**Transferring the Sales Quantities from SIS to Sales & Operations Planning (SOP)**


Incoming order qty	Select
--------------------	--------

11. Choose .


The planning values of the material are copied into the SOP planning table. The totals of the hierarchy for this material are transferred.

12. From the *Change Plan* screen, choose *Edit* → *Create productn plan* → *Synchronous to sales*.

The R/3 System adjusts the production figures for each plan period.

13. Choose .

The R/3 System confirms that your planning has been saved.

14. Choose  until the overview tree appears.

## Transferring Planning Data to Demand Management

1. Call up the transaction as follows:


<b>Menu Path</b>	From the <i>SOP</i> node, choose <i>Disaggregation</i> → <i>Transfer Material to Demand Management</i>
<b>Transaction Code</b>	MC74


2. Enter the following data:


Field	Data
Material	DPC1 (or the material for which you have entered planning values)
Plant	1200
Version	A00
Production plan for material or PG members	Select
Invisible transfer	Deselect

3. Choose *Transfer now*.



To skip any messages about usage or warning messages, choose .

4. Choose .

5. Choose  until the overview tree appears.

---

**Repetitive Manufacturing of Light Bulbs**

## Repetitive Manufacturing of Light Bulbs

### Purpose

#### Integration Between PP and SD

This process demonstrates production planning in repetitive manufacturing. The different views of planning (material, production line) are illustrated. Confirmation is carried out using backflushed consumption posting. At the end of the transaction, the documents created are then verified in cost accounting and accounting.

You can find more information about this process under [i](#) [Page 39].

### Prerequisites

If you need to create the necessary starting situation for this process, choose [R](#) [Page 41].

### Process Flow

You can find the data for this process under [?](#) [Page 40].

1. [Analyzing the Product Group Hierarchy](#) [Page 42]
2. [Changing the Sales & Operations Plan](#) [Page 43]
3. [Disaggregating the Sales & Operations Plan](#) [Page 44]
4. [Transferring Values to Demand Management](#) [Page 45]
5. [Checking Planned Independent Requirements](#) [Page 46]
6. [Entering or Changing the Planning in Repetitive Manufacturing](#) [Page 47]
7. [Confirming Production](#) [Page 50]
8. [Evaluating Costs and Quantities](#) [Page 52]

## Additional Process Information

### 1. Planning

The products are included in master production scheduling (MPS). There are two production versions (one for line L-1000 and one for line L-2000).

### 2. Bill of Material (BOM)

The second BOM level is a variant BOM. Each individual light bulb is a "phantom assembly". The bulbs are packed in boxes and the packaged bulbs represent the finished product.

### 3. Routings

Each of the production versions assigned to the two production lines has its own rate routing. The two rate routings are assigned to a task list group. All light bulbs can be manufactured with the same rate routing since the production process is the same for all bulb variants.

## Data Used During This Process

**Data Used During This Process**

Fields	Europe	North America	Description
CATT	ZID30907	ZID30928	
Plant	1200	3200	Plant for repetitive manufacturing
Product group	PG-BULB	PG-BULB	Light bulbs 220/235V
Product group	PG-BULB-C	PG-BULB-C	Light bulbs 220/235V clear
Product group	PG-BULB-F	PG-BULB-F	Light bulbs 220/235V pearl
Material	L-40C	L-40C	Light bulbs 220/235V 40 watts clear
Material	L-40F	L-40F	Light bulbs 220/235V 40 watts pearl
Material	L-60C	L-60C	Light bulbs 220/235V 60 watts clear
Material	L-60F	L-60F	Light bulbs 220/235V 60 watts pearl
Material	L-80C	L-80C	Light bulbs 220/235V 80 watts clear
Material	L-80F	L-80F	Light bulbs 220/235V 80 watts pearl
Routing (production line)	L-1000	L-1000	Line 1000
	L-2000	L-2000	Line 2000
Production version	0001	0001	Version 1 on line L-1000
Production version	0002	0002	Version 2 on line L-2000



## Setting the Prerequisites for this Process

### Use

In this procedure, you run a CATT program to create the requirements for this process. This CATT run updates the stocks of the individual materials to the levels required for this scenario.




### Procedure

1. Call up the transaction as follows:


<b>Menu Path</b>	<i>Tools → ABAP Workbench → Test → Test Workbench → CATT</i>
<b>Transaction Code</b>	SCEM

2. Enter the following data:

Field	Europe	North America
Test case	ZID30907	ZID30928

3. Choose .
4. Select *Backgr. process*.
5. Choose .
6. Choose .

The status bar at the bottom of the screen displays which transactions are currently being processed.

7. Choose  until the overview tree appears.

## Analyzing the Product Group Hierarchy


## Analyzing the Product Group Hierarchy

1. Call up the transaction as follows:

<b>Menu Path</b>	<i>Logistics → Production → SOP → Product Group → Change</i>
<b>Transaction Code</b>	MC86

2. Enter the following data:


<b>Field</b>	<b>Europe</b>	<b>North America</b>
Product group	PG-BULB	PG-BULB
Plant	1200	3200

3. Choose .

The proportional distribution to the lower-level members of the product group is displayed.

4. Choose *Hierarchy graphic*.

On the *Hierarchy Graphic of Product Group* screen, the system displays the complete structure of the product group along with the materials to be produced.

5. Choose  until the overview tree appears.



## Changing the Sales & Operations Plan

1. Call up the transaction as follows:

<b>Menu Path</b>	From the <i>SOP</i> node, choose <i>Planning</i> → <i>For Product Group</i> → <i>Change</i> .
<b>Transaction Code</b>	MC82

2. Enter the following data:

Field	Europe	North America
Product group	PG-BULB	PG-BULB
Plant	1200	3200

3. Choose *Active version*.
4. Enter sales quantities of your choice (for example, 100) for the following 5 months or change existing quantities in the planning table.
5. To generate the current production values, choose *Edit* → *Create production plan* → *Synchronous to sales*.
6. Choose .
7. Choose  until the overview tree appears.

## Disaggregating the Sales &amp; Operations Plan

## Disaggregating the Sales & Operations Plan

1. Call up the transaction as follows:

<b>Menu Path</b>	From the <i>SOP</i> node, choose <i>Disaggregation</i> → <i>Break Down PG Plan</i>
<b>Transaction Code</b>	MC76

2. Enter the following data:



Field	Europe	North America
Product group	PG-BULB	PG-BULB
Plant	1200	3200

3. Choose Active version.
4. In the dialog box, enter the following data

Field	Europe	North America
Create sales plans	Select	Select
Disaggregate sales plan	Select	Select

5. Choose .

In the *Detailed information* section, you can see how the sales quantities have been disaggregated to the dependent product groups based on the distribution specified.

6. To generate the production values, choose *Edit* → *Create production plan* → *Synchronous to sales*.
7. Choose .
8. Choose  until the overview tree appears.



## Transferring Values to Demand Management

1. Call up the transaction as follows:

<b>Menu Path</b>	From the <i>SOP</i> node, choose <i>Planning</i> → <i>For Product Group</i> → <i>Transfer Product Group to Planning</i>
<b>Transaction Code</b>	MC75

2. Enter the following data:

Field	Europe	North America
Product group	PG-BULB-C	PG-BULB-C
Plant	1200	3200
Prod. plan for mat. or PG members as proportion of PG	Select	Select

3. Choose *Transfer now*.
4. To skip the information dialog box, simply choose .
5. Choose  until the overview tree appears.

## Checking Planned Independent Requirements

## Checking Planned Independent Requirements

1. Call up the transaction as follows:

<b>Menu Path</b>	From the <i>Production</i> node, choose <i>Production Planning</i> → <i>Demand Management</i> → <i>Planned Independent Requirements</i> → <i>Create</i>
<b>Transaction Code</b>	MD61




2. Enter the following data:

Field	Europe	North America
Material	L-40C	L-40C
Plant	1200	3200
Version	00	00

3. Choose *Reqmts parameters*.

4. In the dialog box, enter the following data:

Field	Europe	North America
Plant	1200	3200
Requirements type	No entry	No entry
Version	00	00
Display	Period split	Period split
Active	Select	Select
Overview	Item screen	Item screen
History indicator	Select	Select

5. Choose  until the *Create Planned Independent Requirements: Item Screen* appears. The generated planned independent requirements are displayed. If necessary, change the data.
6. Choose .
7. Choose .



## Entering or Changing the Planning in Repetitive Manufacturing



1. Call up the transaction as follows:




<b>Menu Path</b>	From the <i>Production</i> node, choose <i>Repetitive Manufacturing</i> → <i>Planning</i> → <i>Planning Table</i> → <i>Change Mode</i>
<b>Transaction Code</b>	MF50

2. Enter the following data:

Field	Europe	North America
Plant	1200	3200
Period of examination: start to end	Enter time interval in the future or confirm default	Enter time interval in the future or confirm default
Material	Select	Select
Material	L-40C	L-40C

3. Choose the *Scheduling* tab.
4. Select *Rate-based plng* and *Capacity planning*.
5. Choose  *Planning table*.
6. Choose .
 

A dialog box appears.
7. Select *Total reqmts*.
8. Choose  *Copy*.
9. Position the cursor on the *Total reqmts* line.
10. Create the desired production quantities per plan period by choosing *Quantity change* → *Refresh RS from* → *Actual demand*.
11. In the dialog box, choose .
 

The *Distribute Production Quantities* dialog box appears.
12. Make an entry in the first line in the *Quota* field (for example 100(%)).
13. Choose  *Copy*.
14. Choose .
15. Choose .



### Alternative Procedure

You can also generate the production plan through master production scheduling (MPS).

1. Call up the transaction as follows:

## Entering or Changing the Planning in Repetitive Manufacturing


<b>Menu Path</b>	From the <i>Production</i> node, choose <i>Production Planning</i> → <i>MPS</i> → <i>MPS</i> → <i>Single-Item, Multi-Level</i>
<b>Transaction Code</b>	MD41

2. Enter the following data:

Field	Europe	North America
Material	PG-BULB-C	PG-BULB-C
Plant	1200	3200
Scope of planning / Product group	Select	Select
Processing key	NETCH	NETCH
Create purchase req.	2	2
Delivery schedules	3	3
Create MRP list	1	1
Planning mode	3	3
Scheduling	2	2
Also plan unchanged components	Select	Select
Display material list	Select	Select

3. Choose .

To skip the information dialog box, simply choose .

4. Choose  until the overview tree appears.

## Capacity Leveling

1. To carry out capacity leveling, call up the transaction as follows:

<b>Menu Path</b>	From the <i>Production</i> node, choose <i>Repetitive Manufacturing</i> → <i>Planning</i> → <i>Planning Table</i> → <i>Change Mode</i>
<b>Transaction Code</b>	MF50

2. Enter the following data:

Field	Europe	North America
Plant	1200	3200
Period of examination Start / end	Interval in the future	Interval in the future
Selection by production version	Production line (select)	Production line (select)
Production line	L-1000	L-1000

3. Choose the *Scheduling* tab.

4. Select *Rate-based plng* and *Capacity planning*.







---

**Entering or Changing the Planning in Repetitive Manufacturing**

5. Choose  *Planning table*.

The capacity view of the planning table for repetitive manufacturing appears.

If you change the run schedule quantities of the individual products, the capacity load of the line is changed accordingly. In this way, you can perform capacity leveling.

6. Choose  to perform capacity leveling in the graphical display.
7. Choose .
8. Choose .
9. Choose .

## Confirming Production




## Confirming Production

1. Call up the transaction as follows:

<b>Menu Path</b>	From the <i>Repetitive Manufacturing</i> node, choose <i>Backflush</i> → <i>REM Backflush</i>
<b>Transaction Code</b>	MFBF

2. Enter the following data:

Field	Europe	North America
Backflush qty	10	10
Material	L-40C	L-40C
Plant	1200	3200
Prod. version	0001	0001

3. Choose  *Post with correction*.
4. Choose .
5. To skip the warning message, choose .

The system displays the materials (BOM components) proposed for backflushing on the *Final Backflush* screen.

The current BOM is exploded depending on the revision level.  
An existing component scrap is taken into account.

The system issues a message informing you that the goods receipt (GR) for the product and the goods issues (GI) for the backflushed components have been executed.


If there is a shortage of components, the *Backflush Errors* dialog box appears. You can change the backflushed quantities and/or materials.

Choose *No* to process the backlog at a later time and confirm your entry.



### Postprocessing Goods Movements

You only need to carry out the following steps if the goods movements must be postprocessed. Otherwise, you remain on the *REM Backflush - Transaction Variant: None* screen and continue with the *Effects of the Confirmation* section.

1. Choose  until the overview tree appears.


The system creates a backlog record containing the missing components and quantities.

2. Call up the transaction as follows:

<b>Menu Path</b>	From the <i>Backflush</i> node, choose <i>Postprocess</i> → <i>Postprocessing List</i>
<b>Transaction Code</b>	MF47

3. Enter the following data:


Field	Europe	North America
Plant	1200	3200
Production line	L-1000	L-1000

4. Choose .


You now see all of the failed goods movements.

5. To see the reason for the failed goods movements, select an item and choose *Display errors*. Confirm the system information message. To process multiple error messages, choose *Select all*.
6. Choose *Change details* and correct the error as explained in the information message. To display the error once again, select the relevant line and choose *Extras* → *Display errors*. Confirm the system information message.

7. Choose .

8. Choose .

Process all of the failed items.


9. Choose  until the overview tree appears.

### Effects of the Confirmation

1. On the *REM Backflush - Transaction Variant: None* screen, choose *Environment* → *Mat. document for material*.
2. Enter the following data:

Field	Europe	North America
Material	L-40C	L-40C
Plant	1200	3200
Storage location	0001	0001

3. Choose .

4. Choose  until the overview tree appears.


5. In the dialog box, choose *No*.

## Evaluating Costs and Quantities

## Evaluating Costs and Quantities


1. Call up the transaction as follows:

<b>Menu Path</b>	From the <i>Repetitive Manufacturing</i> node, choose <i>Evaluations</i> → <i>CO Report Selection</i> → <i>Summarized Analysis</i> → <i>With Product Drilldown</i> → <i>Variance Analysis</i> → <i>Target/Actual Production Variances</i> → <i>Cumulative</i>
<b>Transaction Code</b>	S_ALR_87013139

2. If the *Set Controlling Area* dialog box appears, enter 1000 for Europe and 3000 for North America and then choose .

3. Enter the following data:

Field	Europe	North America
Plant	1200	3200

4. Choose .

The system displays an overview of the current costs incurred by the run schedule header (cost collector) and the difference between target costs and actual costs if there is any.

5. Choose .


6. In the dialog box, choose Yes.

7. Call up the next transaction as follows:

<b>Menu Path</b>	From the <i>Repetitive Manufacturing</i> node, choose <i>Evaluations</i> → <i>LIS Statistics</i> → <i>GR Statistics</i>
<b>Transaction Code</b>	MCP8

8. Enter the following data:

Field	Europe	North America
Plant	1200	3200
Material	L-40C	L-40C

9. Choose .

The system displays an overview with the quantity of goods received and the confirmed scrap ("actual scrap").