SAP Service Provider

ADDON.IDESISP

Release 4.6C

SAP™

Copyright

Icons

Icon	Meaning
	Caution
	Example
	Note
	Recommendation
	Syntax

Typographic Conventions

Type Style	Description
Example text	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
Example text	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.
Example text	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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Processing Services Using Sales Orders

Use

This process describes a typical process chain for a customer requesting services that are to be entered in a sales order. In this case, the sales order items record costs and revenues, and represent the controlling object. The actual costs are incurred when labor hours are confirmed via the time sheet, and, if required, when travel costs, or other costs, are entered on the sales order. The actual revenues are determined through resource-related billing of the sales order. At period end, after results analysis has been performed for the sales order, the costs and revenues affecting net income are settled to costing-based Profitability Analysis, where they can be evaluated.

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Process Flow

You can find the data for this process under [Page 8].

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Additional Process Information

This IDES process is relevant to you if you are a service provider who requires only a lean process to carry out your services.

The customer orders a particular service from you, for which you later want to analyze the operating profit. When you perform this service, most of the costs incurred are labor related. In addition to these labor-related costs, travel costs and material picking costs are also incurred.

The amount to be invoiced is not known in advance, but will be determined on the basis of the labor hours worked and the consumption costs. You can, however, also enter a manual estimate of the invoiced amount, and award discounts on the calculated amount, if required.

To evaluate the operating results accurately, you can compare the cost of sales with the sales revenue or the costs with the expected revenues.

In reporting, you can organize and analyze the posted data in various ways. For example, you can determine the profitability of a particular sales representative or market segment.

Creating a Sales Order

1. Call up the transaction as follows:

Menu Path	*Logistics* → *Sales and Distribution* → *Sales* → *Order* → *Create*
Transaction Code	VA01

2. Enter the following data:

Field	Data
Order type	ZSP1 (SP: Service order)
Sales organization	S300
Distribution channel	S3
Division	S3

3. Choose .
4. Enter the following data:

Field	Data
Sold-to party	3221
PO number	Any

5. Choose the *Item overview* tab page, then enter the following data:

Field	Data
Material	ISP-CONSLT
Order quantity	8

6. Choose *Goto* → *Header* → *Partners*.
7. If a dialog box appears, choose *Continue*.
8. To create a new partner role, enter the following data:

Field	Data
Partner function	Sales employee
Partner	10750

9. Choose .
10. Choose .
11. In the *Itm* column, note the item number.
12. Choose .

    You see the sales order number (SP: Service order).
13. Note this sales order number.
14. Choose until the overview tree appears.

Resource-Related Billing of a Sales Order

1. Call up the transaction as follows:

Menu Path	*Logistics → Sales and Distribution → Sales → Order → Subsequent Functions → Resource-Related Billing Document*
Transaction Code	DP91

2. Enter the following data:

Field	Data
Sales document	Your sales order number
Posting date to	(must be at least the date entered in the time sheet)

3. Choose *Expenses*.
4. Choose the *Percentage* tab page.
5. Double-click on the order number of your sales order.
6. Enter the following data:

Field	Data
Percentage to be billed	Overwrite 100.00 with 50.00
Deferred percentage rate	50.00

7. Choose .
8. If any warning messages appear, choose .
9. Choose *Sales price*.
10. Choose *Billing request*.
11. To create the billing request, choose *Yes*.
12. Choose *Sales document* → *Billing*.
13. Choose .
14. Choose until the overview tree appears.

Executing Results Analysis for the Sales Order

1. Call up the transaction as follows:

Menu Path	*Accounting → Controlling → Product Cost Controlling → Cost Object Controlling → Product Cost by Sales Order → Period-End Closing → Single Functions → Results Analysis → Execute → Individual Processing*
Transaction Code	KKA3

2. Enter the following data:

Field	**Data**
Sales order	Your sales order number
Item	(The item number of your sales order)
Period	Current period
Fiscal year	Current fiscal year
Res.Analysis version	0

3. Choose .
4. Choose .
5. Choose until the overview tree appears.

Settling the Sales Order to Profitability Analysis

1. Call up the transaction as follows:

Menu Path	*Accounting → Controlling → Product Cost Controlling → Cost Object Controlling → Product Cost by Sales Order → Period-End Closing → Single Functions → Settlement*
Transaction Code	VA88

2. If you are requested to set the controlling area, enter the following data, then choose ✔:

Field	Data
Controlling area	S300

If this message does not appear, choose *Extras → Set controlling area* and enter the relevant data. Then choose ✔.

3. Enter the following data:

Field	Data
Sales organization	S300
Sales document	Your sales order number
Item	(The item number of your sales order)
Settlement period	Current period
Posting period	Current period
Fiscal year	Current fiscal year
Test run	Deselect

4. Choose .

   You now see the basic list, which confirms the error-free processing.

5. Choose until the overview tree appears.

Displaying the Report in Profitability Analysis

1. Call up the transaction as follows:

Menu Path	*Accounting → Controlling → Profitability Analysis → Information System → Execute Report*
Transaction Code	KE30

2. If you are requested to set the operating concern, enter the following data, then choose ✔:

Field	Data
Operating concern	S300

3. Select report *IDES-010*, then choose .
4. Enter the following data:

Field	Data
From period/year	001.(current fiscal year)
To period/year	012.(current fiscal year)

5. Choose .
6. Navigate through the report.
7. Choose until the overview tree appears.
8. In the dialog box, choose *Yes*.

Processing Services Using the Project System

Use

This process describes a typical process chain for a customer requesting services that are to be entered in a sales order. WBS elements, which also serve as controlling objects, are assigned to the sales order items. The actual costs are incurred when labor hours are confirmed via the time sheet, and, if required, when travel costs, or other costs, are entered on the WBS elements. The actual revenues are determined through resource-related billing of the sales order and posted to a WBS element. At period end, after results analysis has been performed for the project to which the WBS elements belong, the costs and revenues affecting net income are settled to costing-based Profitability Analysis, where they can be evaluated.

You can find more information about this process under [Page 17].

Process Flow

You can find the data for this process under [Page 18].

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Additional Process Information

This IDES process is relevant to you if you are a service provider who has specific requirements for the processing of your services. For example, you may wish to structure processing by further subdividing the tasks to be performed. You might wish to specify budgets for individual tasks or for the overall project, thus ensuring that all postings are checked against the relevant budgets. You can also schedule the service to be performed using milestones or degrees of processing.

The customer orders a particular (usually complex) service from you, for which you later want to analyze the operating profit. When you perform this service, most of the costs incurred are labor related. In addition to these labor-related costs, travel costs and material picking costs are also incurred.

The amount to be invoiced is not known in advance, but will be determined on the basis of the labor hours worked and the consumption costs. You can, however, also enter a manual estimate of the invoiced amount, and award discounts on the calculated amount, if required.

To evaluate the operating results accurately, you can compare the cost of sales with the sales revenue or the costs with the expected revenues.

In reporting, you can organize and analyze the posted data in various ways. For example, you can determine the profitability of a particular sales representative or market segment.

Data Used During This Process

Field	Data	Description
Project profile	SP1000	Service project
Order type	ZSP1	SP:Service release order
Sales organization	S300	Services USA
Distribution channel	S3	Services
Division	S3	Services
Sold-to party	3212	Cross-World Consulting
Material	ISP-CONSPS	Consulting project
Data entry profile	ISP_PS	SP Service order
Company code	S300	IDES Services
Controlling area	S300	IDES Services
Operating concern	S300	Operating concern IDES Serv.Prov
Plant	S300	Atlanta (Services USA)

Entering a Project with WBS Elements

1. Call up the transaction as follows:

Menu Path	*Logistics → Project System → Project → Special Maintenance Functions → Structure Planning → Create Project*
Transaction Code	CJ2D

2. Enter the following data:

Field	Data
Project def.	S-zzzz (zzzz = four-figure number)
Description	Any
Start	(Any, for example, the first day of the fiscal year)
Finish	(Any, for example, the final day of the fiscal year)
Project profile	ISP: Service project

3. Choose .
4. In the first line, enter the following data:

Field	Data
Lev (Level)	1
WBS element	A-xxxx (xxxx = four-figure number)
Description	Any

5. In the second line, enter the following data:

Field	Data
Lev (Level)	2
WBS element	A-yyyy (yyyy = four-figure number)
Description	Any

6. Choose .
7. Select the first WBS element, then choose .
8. In the *Operative Indicator* screen area, select *Billing element.*
9. Make a note of the WBS element number that you have just indicated as a billing element.
10. Choose .
11. To select both elements, choose .
12. Choose *Edit* → *Status* → *Release*.
13. Choose .
14. Choose until the overview tree appears.

Entering a Sales Order With Assigned WBS Element

1. Call up the transaction as follows:

Menu Path	*Logistics → Sales and Distribution → Sales → Order → Create*
Transaction Code	VA01

2. Enter the following data:

Field	Data
Order type	ZSP1 (SP: Service order)
Sales organization	S300
Distribution channel	S3
Division	S3

3. Choose .
4. Enter the following data:

Field	Data
Sold-to party	3212
PO number	Any

5. Choose *Goto → Header → Partners*.
6. To create a new partner role, enter the following data:

Field	Data
Partner function	Sales employee
Partner	10750

7. Choose then .
8. Choose the *Item overview* tab page, then enter the following data:

Field	Data
Material	ISP-CONSPS
Order quantity	2

9. Choose .
10. Select your sales order item, then choose .
11. Choose the *Account assignment* tab page.
12. Enter the following data:

Field	Data
WBS element	The billing element of your project

13. Choose .

Entering a Sales Order With Assigned WBS Element

14. In the *Itm* column, note the item number.
15. Choose .
16. Make a note of the sales order number (SP: Service order)..
17. Choose until the overview tree appears.

Generating Settlement Rules for the Project

1. Call up the transaction as follows:

Menu Path	*Logistics → Project System → Controlling → Period-End Closing → Single Functions → Settlement Rule → Individual Processing*
Transaction Code	CJB2

2. Choose *Extras → Set controlling area*.
3. In the dialog box, enter the following data, then choose ✔:

Field	Data
Controlling area	S300

4. On the *Settlement Rule Generation* screen, enter the following data:

Field	Data
Project definition	Your project
Period	Current period
Fiscal year	Current fiscal year
Test run	Deselect

5. Choose .
6. Choose until the overview tree appears.

Confirming the Labor Hours Worked on the WBS Element

1. Call up the transaction as follows:

Menu Path	*Human Resources* → *Time Management* → *Time Sheet* → *Time Data* → *Enter*
Transaction Code	CAT2

2. Enter the following data:

Field	Data
Data entry profile	ISP_PS
(if required, starting date)	Today‘s date
Personnel number	10750

3. Choose .
4. Enter the following data:

Field	Data
Receiver WBS element	One of the WBS elements of your project
Column with today’s date	6

5. Choose .
6. Choose .
7. Call up the transaction as follows:

Menu Path	From the *Time Sheet* node, choose *Transfer* → *Accounting*
Transaction Code	CAT7

8. On the *Selection parameters* screen area, enter the following data:

Field	Data
Personnel number	00010750

9. Choose .
10. Choose until the overview tree appears.

Resource-Related Billing of a Sales Order

1. Call up the transaction as follows:

Menu Path	*Logistics → Sales and Distribution → Sales → Order → Subsequent Functions → Resource-Related Billing*
Transaction Code	DP91, VA02, VF01

2. Enter the following data:

Field	Data
Sales document	Your sales order number
Posting date to	(must be at least the date entered in the time sheet)

3. Choose *Expenses*.
4. Choose the *Percentage* tab page.
5. Double-click on the sales order, then enter the following data:

Field	Data
Percentage to be billed	Overwrite 100.00 with 50.00
Deferred percentage rate	50.00

6. Choose .
7. Choose *Sales price*.
8. Choose *Billing request*.
9. To create the billing request, choose *Yes*.
10. Choose *Sales document* → *Billing*.
11. On the *Debit Memo (L2) Create: Overview of Billing Items* screen, choose .
12. Choose until the overview tree appears.

Executing Results Analysis for the Project

1. Call up the transaction as follows:

Menu Path	*Logistics → Project System → Controlling → Period-End Closing → Single Functions → Results Analysis → Execute → Individual Processing*
Transaction Code	KKA2

2. Enter the following data:

Field	Data
WBS element	The billing element of your project
Period	Current period
Fiscal year	Current fiscal year
Res.Analysis version	0

3. Choose .
4. Choose .
5. Choose until the overview tree appears.

Settling the Project to Profitability Analysis

1. Call up the transaction as follows:

Menu Path	*Logistics → Project System → Controlling → Period-End Closing → Single Functions → Settlement → Individual Processing*
Transaction Code	CJ88

2. Choose *Extras → Set controlling area* then check the following data:

Field	Data
Controlling area	S300

3. Choose ✔.
4. Enter the following data:

Field	Data
Project definition	Your project
Settlement period	Current period
Posting period	Current period
Fiscal year	Current fiscal year
Test run	Deselect

5. Choose .

   You now see the basic list, which confirms the error-free processing.

6. Choose until the overview tree appears.

Displaying the Report in Profitability Analysis

1. Call up the transaction as follows:

Menu Path	*Accounting → Controlling → Profitability Analysis → Information System → Execute Report*
Transaction Code	KE30

2. If you are requested to set the operating concern, enter the following data, then choose :

Field	Data
Operating concern	S300

3. Select report *IDES-010*, then choose .
4. Enter the following data:

Field	Data
From period/year	001.(current fiscal year)
To period/year	012.(current fiscal year)

5. Choose .
6. Navigate through the report.
7. Choose until the overview tree appears.
8. In the dialog box, choose *Yes*.