

Sales and Distribution (SD)



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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
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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Sales and Distribution (SD)

Overview

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Sales

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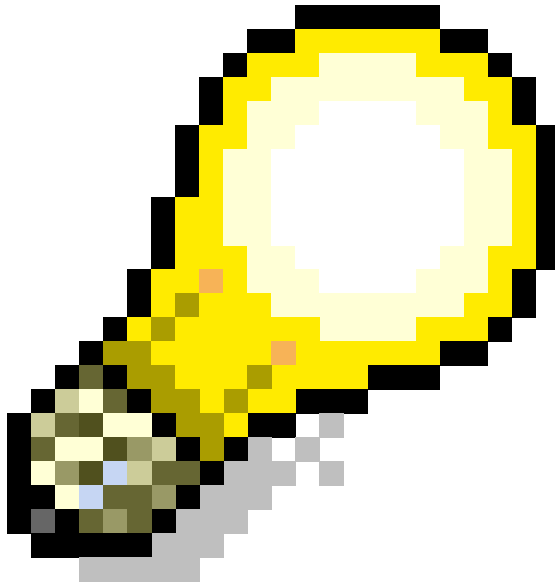
Internet

[Displaying Product Information in the Internet \[Ext.\]](#)

[Availability Information Via the Internet \[Ext.\]](#)

Sales and Distribution in IDES

The following documentation portrays the structural organization and special features of Sales and Distribution in IDES Germany. It describes the most important organizational units and their embedding in the IDES group as a whole. Those organizational units not yet productive or still in preparation are characterized in a particular way. In this documentation you will also find reference lists of important master data which can be used when processing sales documents.



The description of the IDES SD organization in other countries is not part of this documentation.

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3. [Special Features \[Page 19\]](#)
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Introduction

Pre-configured customizing settings and a well-assorted set of master data in IDES allow you to carry out all standard business transactions easily in the areas of *Sales Support*, *Sales*, *Shipping* and *Billing*, and understand their integration with other enterprise functions.

The range of examples for *Sales Support* includes the creation and evaluation of sales activities, market analysis, analysis of the competition and the creation of direct mailing campaigns.

In the area of *Sales*, numerous business transactions with related functions such as pricing, availability check, document printing, etc. can be processed.

The range of examples for *shipping* processing includes transportation scheduling, delivery scheduling, picking, loading and printing of shipping documents.

Billing covers, amongst other things, the processing of invoices, credit memos or debit memos.

The *Sales Information System* (SIS) is continually supplied with current data from the different areas in SD.

Organization



Organization

External Organization

IDES has two *sales organizations* in Germany: 1000 and 1020. The products and services marketed are clearly allocated to one *division* and reach the customer via different *distribution channels*.

Sales Organizations

The sales organizations have the following areas of responsibility:

Sales organization 1000 is in charge of selling and distributing pumps, elevators, lighting, motorcycles, vehicles and high tech products.

Sales organization 1020 is responsible for consumer goods, chemical and pharmaceutical products and cosmetics.

Product Divisions

Materials and services sold in IDES are allocated to the following product divisions:

Division	Description
01	Pumps
02	Motorcycles
03	Paints
04	Lighting
05	Food
06	Elevators
07	High Tech
08	Services
10	Vehicles
12	Solvents
13	Pharmaceuticals
14	Cosmetics(in preparation)

Distribution Channels

The sales of IDES products takes place via the following distribution channels:

Distribution Channel	Description
10	End customer sales
12	Sold for resale
14	Service
20	Store chains

22	Industrial customers
24	Pharmaceutical customers

Sales Areas

Which materials are managed in which organizational unit is determined by the sales area, that is, the combination of a sales organization, a distribution channel and a division. *Sales in IDES is carried out on a cross-divisional basis via division 00.*

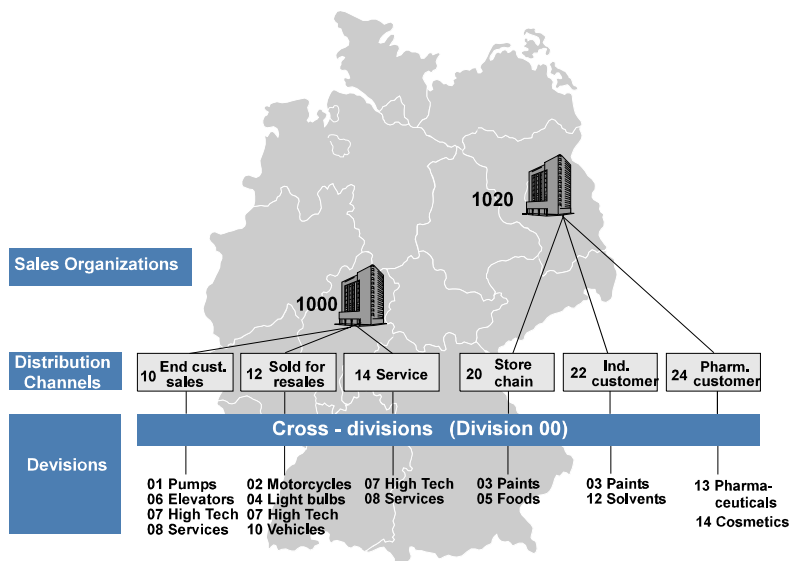
Sales documents in IDES are processed in one of the following sales areas:

Sales organization	Distribution channel	Division
1000	10	00
1000	12	00
1000	14	00
1020	20	00
1020	22	00
1020	24	00

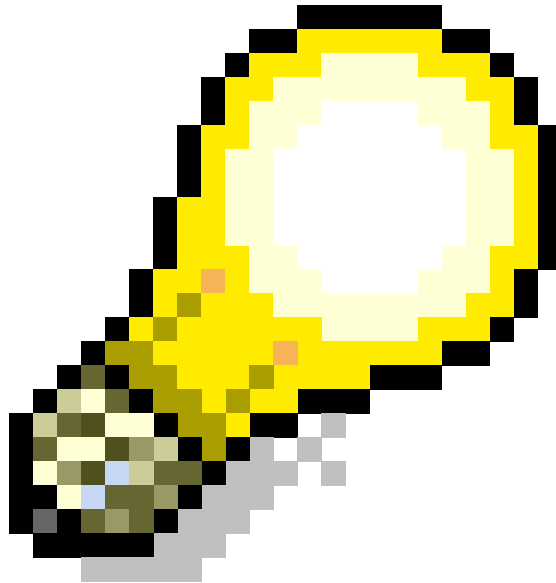
All other divisions are assigned to the different products (product division) and play a key role in the following processes:

- Business area determination in the sales document
- Data update in the Sales Information System (SIS) and in Profitability Analysis (CO-PA).

The following graphic explains the IDES sales areas:

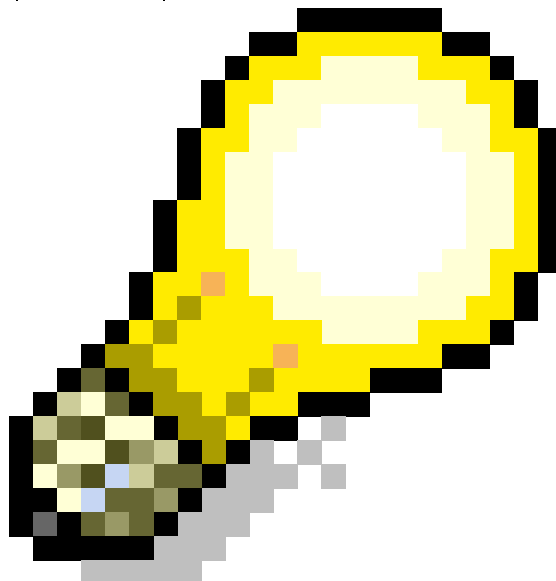


Special assignments ensure that in one given sales area only certain products can be sold.

Organization

If a sales order is created in the sales area 1000/10/00 the following products may be sold:

Product	Division
Pumps	01
Elevators	06
High Tech	07
Services	08



At the moment, master data in the sales organization 1020 for scenarios concerning the sale of consumer goods and chemical products, is limited to foods and paints. Master data for pharmaceutical products and cosmetics is not available at present.

Internal Organization

IDES has four branches in Germany. The sales headquarters (sales office 1000) are based in Frankfurt. The other branches are in Hamburg (sales office 1010), Berlin (sales office 1020) and Stuttgart (sales office 1030). Personnel working at the branches are organized into sales groups. Each sales group contains a number of sales representatives, depending on the size of the branch.

Shipping Organization

Shipping Points

Scheduling and processing deliveries to customers or replenishment deliveries to an internal warehouse is carried out in Germany via any of 6 shipping points which are assigned to the plants in Hamburg, Berlin, Dresden, Frankfurt and Stuttgart. Collective picking is carried out at a special shipping point (1999) in Dresden (collective shipping).

Picking

Picking in IDES is carried out with **Lean WM**, i. e. using MM-WM transfer orders. Under **Lean-WM** we understand the implementation of a reduced functionality of the Warehouse Management module (MM-WM) in simply structured warehouses without stock management at storage bin level.

The following warehouse numbers are relevant in IDES Germany for picking with Lean WM:

Plant	Storage location	Warehouse Nr.
1000 Hamburg	0001	010 Hamburg
	0002	010 Hamburg
1100 Berlin	0001	011 Berlin
1200 Dresden	0001	012 Dresden
1300 Frankfurt	0001	013 Frankfurt
1400 Stuttgart	0001	014 Stuttgart

Relationship between Sales and Distribution, Accounting and Materials Management

The sales organizations 1000 (Frankfurt) and 1020 (Berlin) are assigned to the company code 1000 (Germany). Which plants are relevant to sales is defined by the following allocation between sales organization/distribution channel and plant:

Sales Organization	Distribution Channels	Plants				
		1000	1100	1200	1300	1400
1000	10	X		X	X	
	12	X		X		X
	14			X		
1020	20		X			
	22		X			

Organization

	24		X			
--	----	--	---	--	--	--



Special Features

Sales Document Entry

Sales document entry in IDES is permitted only via division 00 (cross-divisional sales).

Business Area Determination

Depending on the product division of a given material or service and the providing plant, a business area is automatically determined for each order item in the sales document. At the time of invoicing, all relevant revenue data is allocated to the respective business area. An exception to this occurs when processing sales documents in sales area 1000/14/00 (service from the sales organization in Frankfurt). In this case, the business area is determined by the sales area itself.



Revenues generated by the sale of high tech products to end customers or retailers are normally assigned to business area 7000 (Electronic Products), as the product belongs to division 07 (High Tech). If, however, the same material is shipped for service purposes as a replacement part, revenues generated are then assigned to business area 8000 (External Services).

Credit Management


Automatic credit limit check during sales document processing (e.g. sales order, delivery) is an understandable necessity in a real business organization. However, in a model company like IDES it is undesirable that a business scenario not primarily concerned with credit management, cannot be processed due to the customer's credit limit being exceeded. With this in mind, IDES has limited the amount of customers for which credit is checked.

The following is a list of these customers:

Customer number	Description
4999	Hallmann Anlagenbau GmbH
1350	NSM Pumpentechnik AG
1380	NSM Marschfelden GmbH
1390	Technik und Systeme GmbH

Sales employees

When sales documents are processed, the sales employee responsible for the customer is automatically defaulted from the customer master record. Each sales employee belongs to a sales group and manages a certain number of customers depending on his qualifications and areas of expertise. The sales employee has a personnel number and is assigned to the organizational unit 1400 (Sales Germany) in Human Resources.

If you wish to see the organizational allocation of sales employees in Human Resources, select  [\[Ext.\]](#), to get an explanation.

Special Features

Product Hierarchy

Products and Services sold in IDES are allocated a three-tier product hierarchy which is used for statistical and pricing purposes.

SD and Profitability Analysis

During order processing, important information is stored in the sales document. This is forwarded to Profitability Analysis during billing in order to support Controlling and decision-making in the company from a market point of view. The following features are involved:

Features	Example
Fixed features	Article, customer, business area, sales organization, distribution channel, product division etc.
Master data	Material group, customer's industry sector, class of customer, sales employee, sales office etc.
Features specific to IDES	Sales region, product category, product hierarchy 1, 2 and 3 etc., derived from the sales document via special rules

Transaction data

Permanent sales document entry in IDES ensures that a data set is continually updated for the use by other applications. These, mainly automatically generated sales documents, supply the Sales Information System (SIS) and Profitability Analysis (CO-PA) with data at regular intervals. This allows the functionality of these applications to be demonstrated with a consistent volume of information.

Transport Zones and Routes

For the purpose of shipping and delivery processing, Germany has been divided in 10 transportation zones (the same zones as used by the postal system). Pre-defined example routes are used to help determine the itinerary and the means of transport.

Packaging

Delivery items can be packed in IDES with the help of pre-defined shipping materials (e.g. crates, boxes, pallets). This makes it possible to document which type of packaging should be or has been assigned to the products to be delivered. Loading the packaged goods can be shown using various means of transport.

In IDES, the system can make you a packaging proposal for the following groups of materials:

Small parts, that have already been packed during production can be packed further into *pallet boxes* or *wire baskets* during delivery processing.

Pumps can be packed into *wooden crates* (for domestic and overseas transportation).

Monitors/on-board computers can be assigned to *padded boxes*.

Special boxes are intended for packing **PC-Ensembles**.

Light bulb boxes can be further packed in *pallet boxes*.

Packing can be represented in terms of a hierarchy. Those products packed at the first stage can be packed further or loaded onto a means of transport, e.g. a *padded box* is loaded onto a *pallet*, the pallet in turn onto a *freight car* or truck.

Reference lists

Reference lists

The following reference lists help you to get a quick overview of important master data in IDES which you can use when processing sales documents. At present, these reference lists only apply to master data defined in the German organizational units.

1. Select [R \[Ext.\]](#) , to get *customer reference lists*.
2. Select [R \[Ext.\]](#) , to get *product reference lists*.
3. Select [R \[Ext.\]](#) , to get reference lists of *Sales employees*.

Sales

1. [Sales Order Processing and Subsequent Functions \[Page 24\]](#)
2. [Rush Order Processing \[Page 36\]](#)

Sales Order Processing and Subsequent Functions

Purpose

Business transactions in Sales and Distribution are recorded in the R/3 System using sales documents.

You can find more information about this process under [i](#) [Page 25].

Process Flow

You can find the data for this process under [?](#) [Page 26].

1. [Creating a Sales Order \[Page 27\]](#)
2. [Delivering a Sales Order \[Page 30\]](#)
3. [Billing a Sales Order \[Page 33\]](#)
4. [Displaying Master Data \[Page 35\]](#)

Additional Process Information

The sales order is the central document in Sales and Distribution. A sales order can be created on the basis of preceding inquiries and quotations. During order entry, you can record information about the customer and the products or services in the document. You also perform various checks, such as the availability check and the credit limit check. The information entered in the sales order is transferred to subsequent documents, which are used to further process the business transaction. The delivery document is the basis for the shipping activities. When shipping has been completed, the delivered goods and/or the services rendered are invoiced during the billing process. The billing data are then forwarded automatically to Financial Accounting and Profitability Analysis.

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

Fields	Europe	North America
Order type	OR (Standard Order)	OR (Standard Order)
Sales organization	1000	3000
Distribution channel	10	10
Division	00	00
Customer	1000	3000
Material	P-103	P-103
Shipping point	1000	3000
Warehouse number	010	300

Creating a Sales Order

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Europe	North America
Order type	OR	OR
Sales organization	1000	3000



You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.

3. Choose .

4. Enter the following data:

Field	Europe	North America
Sold-to party	1000	3000
Ship-to party	1000	3000
Purch. order no.	K-BE-200000	C-BU-200000
PO date	Today's date	Today's date
Req.deliv.date	Today's date + three working days	Today's date + three working days
Pricing date	Today's date	Today's date
Material	P-103	P-103
Order quantity	2	2



The purchase order number establishes a link between the customer's purchase order and the sales document you generate. You can use the purchase order number to search for the sales document (see [Using Matchcodes \[Ext.\]](#)).




5. Choose .

6. If the system displays the *Sales area for customer to party* dialog box, double-click on the following ship-to party.

Field	Europe	North America
Ship-to party	1000 / 10 / 00	3000 / 10 / 00

Creating a Sales Order


If the goods ordered by the customer are not available on the requested delivery date, the R/3 System branches automatically to an availability check screen. Here you can choose one of the delivery options, for example, *Delivery proposal*.

7. To confirm any informations, choose .
8. Select the item, then choose .
9. Select the item with the confirmed order quantity, then choose .
10. Choose the Shipping tab page.


To ensure that the most important shipping activities begin on time, for example, picking, loading and transport, the system automatically executes delivery scheduling. You can see the necessary entries for this shipment.



Make a note of the *Material availability date*, as you will need this as a selection criterion to create the delivery. If the *Transport planning date* is earlier than the material availability date, you can create the delivery on this date. You can also see the shipping point responsible for delivering this order.

11. Choose *Goto* → *Overview*.
12. Select the item, then choose .

The R/3 System uses condition types to display all of the pricing elements relevant for this order item (for example, prices, surcharges, discounts, freight costs, taxes, and so on). On this tab page you see all of the pricing elements determined for this item.

13. Choose .
14. Choose *Extras* → *Output* → *Header* → *Edit*.

On the following screen, you see the output to be generated for this business transaction and the partner.


15. Choose .

The system confirms that the standard order has been saved.



16. Make a note of the document number.
17. Choose *Sales document* → *Change*.

In the *Go to "Change"* dialog box, choose *No*.
The system defaults the previously created order.

18. Choose *Sales document* → *Issue output to*.
19. In the dialog box, you see the output type valid for this sales document (BA00 = Order confirmation).
20. Choose *Print options*.

In the dialog box, you see additional printing information.
21. Choose  *Execute*.

Creating a Sales Order

22. In the *Output output* dialog box choose .
23. Choose  until the overview tree appears.

Delivering the Sales Order

Delivering the Sales Order

Use

As soon as the material availability date or the transportation scheduling date for a schedule line has arrived, the schedule line becomes due for shipping. When you create a delivery, you initiate shipping activities such as picking and transportation scheduling. You now create an individual delivery.

Procedure

Creating an Individual Delivery

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Outbound Delivery → Create → Single Document → With Reference to Sales Order</i>
Transaction Code	VL01N

2. Enter the following data:

Field	Europe	North America
Shipping point	1000	3000
Selection date	The material availability date or the transport planning date of the first item	The material availability date or the transport planning date of the first item
Order	Your sales order number	Your sales order number



You can search for your order number, using the F4 input help. For more information, choose [Match Code Usage \[Ext.\]](#).

3. Choose .
4. Select the delivery item, then choose .

You now see the item details. On the *Picking* tab page, note the following:

Field	Description
Pick. Stat.	Picking status of the delivery item
WM status	Status of the Warehouse Management activities
Whse no.	Warehouse number/warehouse complex
Stor.type	Storage type

Picking the Delivery


You now trigger the picking of the delivery. This is achieved using a transfer order, which is generated as a subsequent function to the delivery. The transfer order is the basis for the picking list, which is used to withdraw the ordered goods from stock.

5. Choose *Subsequent functions* → *Create transfer order*.
6. The system asks whether you want to save the data. Choose Yes.

The delivery is saved.

7. Enter the following data:


Field	Europe	North America
Warehouse number	010	300
Delivery	Defaulted	Defaulted
Foreground/background	Background	Background

8. Choose .

The system generates a transfer order for the picking of the delivery quantities.


9. To display the individual picking list, choose *System* → *Services* → *Output controller*.

The system generates a new session.

10. Choose *Further selection criteria*.
11. In the *Further Selection Criteria: Select Spool Requests* dialog box, in the *Basic settings* screen area, select *Extended*, then choose .

12. Enter the following data:


Field	Europe	North America
Spool request name	LVS2	LVS2

13. Choose .

14. Select the entry, then choose .

You now see a print preview of the transfer request.

15. Choose *System* → *End session*.

16. Choose  until the overview tree appears.

Posting the Goods Issue

17. As soon as picking is completed, you can post the goods issue for the delivery. The goods issue document for a delivery is a Materials Management (MM) and Financial Accounting (FI) document, which is used to update stock quantities and stock values. The system also updates a document for account-based Profitability Analysis. Goods issue ends the involvement of the shipping department in the business transaction. Call up the transaction as follows:

Menu Path	<i>Logistics</i> → <i>Sales and Distribution</i> → <i>Shipping and Transportation</i> → <i>Outbound Delivery</i> → <i>Change</i> → <i>Single Document</i>
------------------	---


Delivering the Sales Order

Transaction Code	VL02N
-------------------------	-------

18. Choose *Post goods issue*.

The system confirms that the delivery has been saved.

19. Make a note of the document number. You will need this to create the billing document.

20. Choose  until the overview tree appears.

Billing the Sales Order

Use

Billing is the final activity in Sales and Distribution. When you create a billing document, you use a reference document, the delivery in this case.



Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction Code	VF01



Enter your delivery number, if it has not already been defaulted by the R/3 System.

2. Choose .
3. Select the billing item, then choose .



You now see the billing, pricing, accounting, and order data for this item.

4. Choose the *Item partners* tab page.


You see the various partners involved in this business transaction.



Note that the partner responsible for payment (= payer) differs from the sold-to party.

5. Choose .
6. Choose .


The system confirms that the billing document has been saved. The billing document has now been saved in Sales and Distribution, and the billing data have been automatically updated to Financial Accounting and Profitability Analysis.

7. To display these documents, choose *Billing document → Display*.
8. Choose  *Accounting*.

In the dialog box, you can choose the document type you wish to call up.


9. Choose the *Accounting document*.


On the overview screen for the accounting document, you see the line items with the corresponding accounts and amounts that have been posted in Financial Accounting.

10. Choose .
11. Choose *Profitab. Analysis*.
12. Choose either the *Characteristics* or the *Value fields* tab page.

Billing the Sales Order

You now see the various characteristics or value fields that have been transferred to Profitability Analysis.

13. Choose  until the overview tree appears.

In the *List of Documents in Accounting* dialog box, choose .

Displaying the Document Flow

Use

To ensure that all of the information in the logistics chain is fully integrated, the individual sales and distribution documents build on each other to form a network of interrelated documents. You can access the document flow from any of the Sales and Distribution documents involved in the entire business transaction. In this case, you access the document flow from the order.



Procedure


1. Call up the transaction as follows:


Menu Path	<i>Logistics → Sales and Distribution → Sales → Order → Display</i>
Transaction Code	VA03



Enter your sales order number, if not already defaulted.

2. Choose .
3. Choose .

You see all of the documents involved in the business transaction up to now, and the overall processing status. To call up any of the documents, position your cursor on the relevant line, then choose  *Display document*.

4. Choose  until the overview tree appears.

Processing Rush Orders

Processing Rush Orders

The processing of rush orders is covered in [Picking with Automatic Generation of Transfer Orders \[Page 276\]](#).

Special Business Transactions

1. [Cross-Company-Code Sales \[Page 38\]](#)
2. [Third-Party Order Processing \[Page 60\]](#)
3. [Sales Processing according to ATP logic and Backorders \[Page 74\]](#)
4. [Sales Processing with Availability Check against Product Allocation \[Page 99\]](#)
5. [Sales Processing with Value Contract \[Page 117\]](#)
6. [Invoicing a Project by Down Payment Processing \[Page 134\]](#)
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Cross-Company Code Sales Processing

Cross-Company Code Sales Processing

The French branch of the IDES Group is purely a sales organization, without its own production plants. It is responsible for the French-speaking market and mostly sells products that have been produced at other locations of the IDES Group.

In this IDES scenario, a customer places an order for personal computers with the French sales organization. The computers are produced in the Dresden plant of the IDES AG. Sales organization France notifies the Dresden plant directly of the customer requirements. The production plant in Germany then delivers these goods to the customer of the French sales organization. The customer is invoiced by the French sales organization for this delivery. IDES Germany invoices the French sales organization for the goods delivered.

This means that two companies (company codes) of the IDES Group are involved in this sales transaction. We refer to IDES France as the ordering company code and IDES Germany as the supplying company code.

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

Process Flow

You can find the data for this process under [?](#) [Page 41].

1. [Creating the Sales Order in the Ordering Company Code \[Page 42\]](#)
2. [Creating the Delivery in the Supplying Company Code \[Page 44\]](#)
3. [Picking in the Supplying Company Code \[Page 45\]](#)
4. [Creating the Invoice for the End Customer in the Ordering Company Code \[Page 47\]](#)
5. [Creating the Internal Invoice in the Supplying Company Code \[Ext.\]](#)
6. [Evaluating the Incoming Invoice in Financial Accounting \[Page 51\]](#)
7. [Customizing in Profitability Analysis \(CO-PA\) for Cross-Code Sales \[Page 52\]](#)
8. [Displaying line Items in Profitability Analysis for the Ordering Code \[Page 54\]](#)
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10. [Analyzing Profitability Reports \[Page 58\]](#)

Additional Process Information

Special Features in Pricing

In cross-company sales processing there are two invoices: one invoice for the customer and one internal invoice for the ordering company code. In both the customer invoice and the internal invoice an internal price is set that has been agreed by both the supplying and ordering company codes. This price in the invoice for the end customer represents the goods purchase value used for the profitability analysis in the ordering company code. The internal price is invoiced to the ordering company code and appears in the profitability analysis for the supplying company code as a revenue.

To cope with this double function, Pricing uses two pricing procedures. Pricing in the sales order and in the invoice for the customer uses the standard pricing procedure. Pricing uses a second pricing procedure for the internal invoice. This procedure is a copy of the standard procedure, with the exception that it uses the new condition type ZIV1, rather than condition type PI01, to determine the internal price. The condition type ZIV1 uses the condition type PI01 as a reference. This means that there are no condition records for condition type ZIV1. Pricing for the internal invoice uses the corresponding condition from condition type PI01. When sending invoice data to the profitability analysis, this procedure allows you to copy the value from condition PI01 into the *Costs* value field for a customer invoice and to copy the value of the condition type ZIV1 into the *Revenue* value field for an internal invoice.

Determining a business area

The rules for business area account assignment in goods issue posting and billing are set for each sales area in *Customizing* for SD.

There are two sales areas in cross-company sales processing: a selling sales area (sales organization 2200 – distribution channel 10 – division 00) and a supplying sales area (sales organization 1000 – distribution channel 12 – division 00).

The business area for the supplying sales area is determined according to the plant and the item division (material R-1001 belongs to division 07 = High Tech). This rule is used to determine business area 7000 (electronic products) in the sales order item. This entry is copied into the delivery and the goods issue document. This rule is also used to determine the business area in the internal invoice to the ordering company code. Posting to the business area 7000 then takes place.

The business area for the ordering sales area is determined according to sales organization, distribution channel and item division. Business area determination in the invoice to the end customer uses this rule. The business area 7200 (Electronic products France) is determined in the final customer invoice and the resulting accounting document.

Creating an incoming invoice by EDI (Electronic Data Interchange)

Cross-company sales processing gives you the option of automatically creating an inbound invoice in the ordering company code. This is done using EDI, a technique which enables a cross-company electronic exchange of messages between business partners that may have different hardware, software and/or communication devices. In the example given, two partners exchange messages within one system. The message belongs to the EDI message type *INVOIC* (for an invoice). The message is exchanged between a sender (vendor = supplying company code) and a recipient (customer = ordering company code). There are two variants of the message type. If you use the variant F1, invoice receipt is posted to the recipients indirectly in

Additional Process Information

Financial Accounting. This process uses this variant. If you use the variant MM, the invoice receipt is posted in Materials Management using the invoice check. The variant MM is used for stock transfer between different company codes.

The partner agreements required for this EDI procedure have already been defined for the two partners involved in this exchange of messages(*Tools → Business Communication IDoc → Partner Profile*) The supplying company code is represented by vendor number 10000 and partner type LI (vendor). The ordering company code is represented by customer number 22000 and partner type KU (customer). The inbound parameters for vendor 10000 determine which rules apply if the system receives the *INVOIC* message from the vendor in the FI variant. The outbound parameters for customer 22000 are used in the R/3 System, if the *INVOIC* message is copied to the customer in the FI variant.. You can use output control for customer 22000 to specify whether message RD04, which was determined in the internal invoice, is linked with the EDI message type *INVOIC* in the FI variant.

You are also required to enter the vendor number (10000) for the EDI procedure in the customer master record for the ordering company code (22000). The ordering company code is transferred to the supplying company code using this vendor number (*Account at customer* field in the sales data).

Data Used During This Process

Field	Data	Description
Order type	OR	Standard order
Sales organization	2200	Sales organization of the sales orders and the customer invoice
Distribution channel	10	Distribution channel for end customer
Division	00	Cross-divisional
Customer	2500	End customer
Material	R-1001	Finished product PC
Shipping point	1200	Dresden
Sales organization	1000	Sales organization of the internal invoice
Customer	22000	Customer master of the ordering company code
Vendor	10000	Vendor master of the supplying company code

Creating Sales Orders in Ordering Company Code

Creating Sales Orders in Ordering Company Code

Use

A customer places an order with sales organization 2200 (France). You then create a sales order in this sales organization. By entering the appropriate plant in the sales order position the sales department triggers the delivery of the goods from plant 1200 (Dresden). The customer requirements are then entered into the requirements list of plant 1200. In the sales order, the system determines the sales price for the ordered item. The system simultaneously determines the price for the internal invoice of the supplying company code to the ordering company code. This internal price is purely statistical in the sales order, and does not therefore influence the value of the order item.

In this first process, you act as an employee of the sales order department in the sales organization France.


Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Data
Order type	OR (standard order)
Sales organization	2200
Distribution channel	10
Division	00

3. Choose .




4. Enter the following data:

Field	Data
Sold-to party	2500
PO number	AD-649087
Purchase order date	Today's date

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



Field	Data
Req.deliv.date	Today's date + 5 working days
Pricing date	Today's date
Material	R-1001
Order quantity	10

Creating Sales Orders in Ordering Company Code



6. Choose .
7. If a dialog box appears, choose .
8. On the *Create Standard Order: Overview* screen, select the item, then choose .
9. Choose the *Shipping* tab page.



A sale of material R-1001 in sales organization 2200 (France) always triggers a delivery directly from the producing plant 1200 (Dresden). Plant 1200 is therefore entered in the material master record as the supplying plant. This ensures that this plant is defaulted in the order item.

10. On the *Create Standard Order: Item Data* screen, choose *Environment* → *Availability*.
You see that the sales order item is reported as a requirement to MRP in plant 1200. Since you are processing the standard order in the create mode, the sales order item is displayed in this list as a simulated requirement.
11. Choose  until the *Create Standard Order: Item Data* screen appears.
12. Choose the *Conditions* tab page to go to the pricing screen of the item.
13. Select condition *PR00*, then choose  *Condition rec.*


You see that the sales price has been determined using sales organization 2200 (France), distribution channel 10 (End customer sales) and material R-1001.

14. Choose .
15. Select condition *PI01*, then choose  *Condition rec.*

The internal price has been determined using supplying sales organization 2200, supplying plant 1200 and material R-1001.



16. Choose .
17. Select condition *PI01*, then choose .

The *Create Standard Order: Item Data* screen appears. The internal price is marked as statistical in the sales order.

18. Choose  until the *Create Standard Order: Overview* screen appears.
19. Choose the *Shipping* tab page.



Note the material availability date. You will need it later as a selection criterion to create the delivery. You can also see the shipping point responsible for delivery of the order.

20. Choose .
21. Note the number of the standard order.
22. Choose  until the overview tree appears.

In the dialog window, choose *No*.

Creating the Delivery in the Supplying Company Code

Creating the Delivery in the Supplying Company Code

Use

The system has transferred the cross-company-code order directly into the delivery due list of shipping point 1200 (Dresden). On the delivery creation date, you create and process a delivery in this shipping point.

During the next activities you act as an employee in a shipping department of the supplying company code.

Procedure


1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Data
Shipping point/receiving point	1200
Deliv.creation date (to)	The material availability date or the transport planning date of the first item
Route	FR0005
Sales organization	2200

3. Choose .

4. Choose .



If there are other entries that are not suitable for the selected delivery list, remove the marker for these orders.


5. Choose  *Background*.

6. Choose .

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

You see the created deliveries.

8. Make a note of the delivery number generated by this run.

9. Choose  until the overview tree appears.

Picking in the Supplying Company Code

Use

You use a picking list for withdrawal from the warehouse of the materials that are to be delivered to the customer. This picking list is generated on the basis of a transfer order created for the delivery.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Picking → Create Transfer Order → Single Document</i>
Transaction Code	LT03

2. Enter the following data:


Field	Data
Warehouse number	012
Delivery	Your noted delivery number
Process Flow	Background
Adopt picking quantity	1

3. Choose .

The system issues a transfer order number.



The description below assumes that the material for the delivery has been picked in accordance with the entries in the transfer request. Serial numbers are entered in the delivery item and goods issue is posted.

4. Choose  until the overview tree appears.



5. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Post Goods Issue → Collective Processing via Outb. Delivery Monitor</i>
Transaction Code	VL06G








6. Enter the following data:

Field	Data
Shipping point/receiving point	1200
Planned goods mvt date	Adopt system proposal
Planned goods mvt date (to)	Adopt system proposal
Route	FR0005

Picking in the Supplying Company Code

7. Choose .
8. On the *Goods Issue for Outbound Deliveries to be Posted* screen, select the line with the delivery created in this run.
9. Choose *Subsequent Functions* → *Change outbound deliveries*.
10. Select the delivery item, then choose *Extras* → *Serial numbers*.
11. In the *Maintain Serial Numbers* dialog box, choose .
12. On the *Display Material Serial Number: Serial Number Selection* screen, enter the following data (in the *Serial number selection* screen area):

Field	Data
Plant	1200
Storage location	0001

13. Choose .
14. On the *Display Material Serial Number: Serial Number List* screen, select 10 serial numbers.
You can make multiple selections by using the *CTRL-Key*.
Choose only serial numbers without values in the *Description of technical object* field.
15. Choose .
16. In the *Maintain Serial Numbers* dialog box, choose .
17. On the *Delivery ... Change: Overview* screen, choose .
- The *Goods Issue for Outbound Deliveries to be Posted* screen appears.
18. Select the delivery, then choose  *Post Goods Issue*.
The *Actual Goods Issue Date* dialog box appears.
19. Choose .
- You have now confirmed the proposed date as the actual goods issue date. The system confirms the goods movement.
20. Choose  until the overview tree appears.

Creating Invoices for Customers in Ordering Company Code

Use

When you post the goods issue, the system enters the delivery in the billing due list of sales organization 2200 (France). Sales organization 2200 uses this delivery to create an invoice for the customer. The billing document contains both the sales price and the internal price. As in the sales order, this is purely a statistical entry.

You now act as an employee of sales organization 2200 (France) to create an invoice.

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Data
Billing date from	Today's date
Billing date to	Today's date (defaulted)
Sales organization	2200
Delivery-related (in the <i>Documents to be selected</i> screen area)	Select

3. Choose  *DisplayBillList*.

The system proposes all the deliveries due on the current date for the selected sales organization.



Note that there could be more deliveries (from previous processes) ready for billing than you created in this process. If this is the case, simply deselect the deliveries that do not belong to your current IDES process.


4. On the *Process Billing Due List* screen, choose .

The system displays your group number.

5. Place the cursor on the line with the group number and then choose *Documents*.

You see the sales document created for your group.

6. Note the billing document number in the *SD doc.* column.


7. Position your cursor on the line containing your sales document, then choose  *Display document*.


8. Select your position.


Creating Invoices for Customers in Ordering Company Code

9. Choose *Go to → Header → Header*.

In the accounting data you see that the invoice is assigned to the company code 2200 (IDES France).

10. Choose .

11. On the *Invoice ... (F2) Display: Overview of Billing Items* screen, mark the item and choose  (in the lower area of the screen).

12. On the *Invoice.. (F2) Display: Item Data* screen, mark the condition PI01 and choose .

You reach the *Invoice ... (F2) display: Item Data* screen.

Condition PI01 is marked as *statistic* in the invoice for the end customer.

13. Choose .


14. On the *Invoice.. (F2) Display: Item Data* screen, choose  *Analysis*.

15. On the *Condition determination analysis* screen, scroll down until you can display the condition type *VPRS Cost* appears.

16. Double click on the *VPRS*.



The condition *Cost (VPRS)* is part of the pricing procedure. It has statistic character and shows the goods issue value in the invoice. In this case goods issue is posted in a different company code to that of the billing document, so the condition is ignored. The cost that is transferred to the Sales Information System and to Profitability Analysis is the condition value for the internal price, rather than your value.

15. Choose  until the overview tree appears.

Creating Internal Invoices in the Ordering Company Code

Use

By creating an invoice for the end customer, the delivery is entered into the billing due list for the sales organization of the supplying company code. An internal invoice is created to the supplying company code. This invoice includes the internal price for billing.

Create the invoice as if you were an employee for sales organization 1000 (Germany).

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Data
Billing date from	Today's date
To	Today's date (defaulted)
Sales organization	1000
Delivery-related (in the <i>Documents to be selected</i> screen area)	Deselect
Intercompany billing (in the <i>Documents to be selected</i> section)	Select



In the *Documents to be selected* screen area, deselect any other fields that are selected.

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, simply deselect the deliveries that do not belong to your current IDES process.

4. On the *Process Billing Due List* screen, choose .



The system displays your group number.

5. Position your cursor on the line containing your user name, then choose *Documents*.


You see the sales document created for your group.

6. Make a note of this document number.




Creating Internal Invoices in the Ordering Company Code

7. Position your cursor on the line containing your sales document, then choose  *Disp. doc..*
8. Select your position, then choose .
9. Choose the *Item partners* tab page.

The payer of this billing document is the ordering company code.


10. Choose  until the screen *Intercompany Billing ... Overview of Billing Item* appears.
11. Choose *Goto* → *Header* → *Header*.

In the area of the accounting data, you see that the billing document is assigned to the company code 1000 (IDES AG).


12. Choose .
13. On the *Intercompany Billing xxx (IV) Display: Overview of Billing Items* screen, select the item, then choose  (in the lower area of the screen).
14. Select condition *PR00*, then choose .

The price *PR00* calculated in the billing document for the customer is inactive in the internal billing document.

15. Choose .
- The *Intercompany Billing ### Display: Item Data* screen appears.

16. Select condition *ZIV1*, then choose .

The price for condition type *ZIV1* is the active price for this internal billing document.

17. Choose  until the *Intercompany Billing ### Display: Item Data* screen appears.
18. Scroll down the section until you can display the condition type *VPRS Cost*.




Unlike the end customer invoice in the ordering company code, the system determines the condition *Cost (VPRS)* for the internal invoice in the supplying company code. You see the goods issue value that is forwarded as costs to the Sales Information System and to Profitability Analysis.

It has been agreed between the company codes that the internal invoice of the supplying company code is to be posted automatically as an incoming invoice in the Financial Accounting of the ordering company code.

19. On the *Intercompany Billing xxx (IV) Display Item Data* screen, choose *Goto* → *Header* → *Output*.

You then reach the *Intercompany Billing (IV) Display: Output* screen.

The *Invoice receipt IV (RD04)* output has been defined for internal invoices. This output accesses a program that posts the respective amount to the vendor account, using the data in the invoice from the ordering company code.

20. Choose  until the overview tree appears.

Evaluating Incoming Invoices in Financial Accounting

Use



The system uses the data in the internal invoice that you created in the supplying company code to automatically generate a vendor invoice in company code 2200 (IDES France). In this process step, you display this vendor document.

1. Call up the transaction as follows:


Menu Path	<i>Accounting → Financial Accounting → Accounts Payable → Account → Display/change line items</i>
Transaction Code	FBL1N

2. Enter the following data:


Field	Data
Vendor account	10000
Company code	2200
Open items	Select

3. Choose .
4. In the left screen area open the folder *Document data*.
5. Select the *Reference* option in the folder.
6. Choose .
7. Under *Dynamic Selections*, enter the following data:

Field	Data
Reference	Document number of the internal invoice preceded by two zeros (Example: Document number = 90005389 Entry = 0090005389)

8. Choose .

On the *Display Vendor Line Items: Basic List* screen, you see an open item that has been created on the basis of the incoming invoice document.

9. Choose  until the overview tree appears.

Customizing in Prof. Analysis (CO-PA) for Cross Code Sales

Use

Customizing entries are required to transfer the values from the previous process steps into the corresponding fields in Profitability Analysis.

One prerequisite is a characteristic to classify internal and external customers. For this purpose, you create the characteristic *Intercompany business* (cross-company code sales) in Profitability Analysis. This differentiates customers according to external and affiliated companies.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Accounting → Controlling → Profitability Analysis → Master Data → Maintain Derivation Rules</i>
Transaction Code	KEDE



If you are executing a profitability analysis transaction for the first time since logging on to the system, a dialog box appears.

2. In this case, 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. On the *Characteristic Derivation: Maintain Entries* screen, select *Derivation rule: Customer → Intercompany ind.*, then choose  *Display rule values*.

5. On the *Characteristic Derivation: Display Values* screen, you see the number range interval used to distinguish the customer structure. Customer numbers 1 - 9999 are defined as external customers (E), customer numbers 10000 - 99999 are defined as affiliated companies (I).

6. Choose  until the overview tree appears.




The assignment of the condition types from SD to the value fields in CO-PA also needs to be modified. The condition types for intercompany business ZIV1 and PI01 need to be assigned to their respective value fields as *Internal Revenue* and *Internal Cost*.

7. Call up the transaction as follows:

Menu Path	<i>Tools → AcceleratedSAP → Customizing → Edit project</i>
------------------	--

Customizing in Prof. Analysis (CO-PA) for Cross Code Sales

Transaction Code	SPRO
------------------	------

8. On the *Customizing: Edit Project* screen, choose  *SAP Reference IMG*.
9. Choose *Controlling* → *Profitability Analysis* → *Flows of Actual Values* → *Transfer of Billing Documents*.
10. Choose  *Assign Value Fields*.
11. In the dialog box, choose  *Choose*.

The *Change View CO-PA: Assignment of SD Conditions to Value Fields: Overview* screen appears.

12. Scroll down to condition type *PI01*.




This condition type is assigned to value field *VV140 Cost of goods sold* and is therefore transferred to Profitability Analysis as a cost of the ordering company code.

13. Scroll down to condition type *ZIV1*.

This condition type is assigned to value field *VV010 Revenue*.



This ensures the correct flow of values to Profitability Analysis. The amount represented by the cost of goods sold for the ordering company code is the revenue for the supplying company code.

14. Choose .
15. In the dialog box, choose .
16. Choose  until the overview tree appears.

Displaying Line Items in Profitability Analysis for Ordering Company Code

Displaying Line Items in Profitability Analysis for Ordering Company Code

Use

When you create billing documents, the data flows into Profitability Analysis. To check which value flows were triggered by the external or internal billing documents, you now examine the corresponding postings.


Procedure

10. Call up the transaction as follows:

Menu Path	<i>Accounting → Controlling → Profitability Analysis → Information System → Display Line Item List → Actual</i>
Transaction Code	KE24

11. Enter the following data:

Field	Data
Currency type	B0
Record type	F
Period/year	Current month/year (MM.YYYY)
Entered by	Your user name
Billing date	Today's date

12. Choose .

If the *Line items* dialog box appears, choose  *Continue*.

The *Display Actual Line Items: List* screen appears. You see a list of the billing document items. The system displays selected detail information for each item, such as *Document number* or *Entered by*. The line items are displayed in the operating concern currency (currency type B0).

13. Double-click on the *ref. doc. no.* field for the document you have created for the external billing document for currency type BO.

14. Choose  or  to display these characteristics.

As you see on the *Display line items* screen, the line items use the business transaction with the French customer 2500 *Adecom SA* (customer-related characteristic) from the French company code 2200. The *Intercompany Ind.* field is marked with E (customer-related characteristic). This means that the system has used Customizing to recognize the customer as external.

The article is assigned to plant 1200 (article-related). The profit center (article-related) and the business area, however, are related to the French organizational units.





The characteristics represent all the dimensions that can be used in the profitability analysis. These characteristic values are derived from the customer and material

Displaying Line Items in Profitability Analysis for Ordering Company Code

master data and from SD partner roles (such as sales representatives) or from CO-PA-specific characteristics.

15. Choose the *Value fields* tab page.

The currency of this posting is the French franc. The applicable currency conversion rate to the currency of the operating concern is also given.

16. Choose  or  to see the mentioned fields.

On these screens, you see detailed information on order and billing quantities, revenues, discounts and detailed product cost components, which are derived from the Sales and Product Costing areas.

In the revenue field, you see the sales revenue in DEM that corresponds to the order value in FRF.





As the main currency for the operating concern is DEM, all values are calculated in DEM accordingly.

In the *Cost of goods sold* field, you see the internal cost price as a cost factor for the ordering company code.

Note this value.

17. Choose *Environment* → *Integration*.

18. Mark *Display billing document*, then choose .



19. Select the billing document, then choose  (in the lower area of the screen).

On the *Display invoice...:Item data* screen, you can see the sales revenue in FRF (DM revenue/ exchange rate x 100) under condition type PR00, and the condition type PI01, which specifies the internal cost (purchase price /exchange rate *100).

20. Choose  until you reach the *Display Actual Line Items: List* screen.



Displaying Line Items in Profit. Anal. For Supp. Company Code

1. On the *Display Actual Line Items: List* screen, call up the document that you created for the internal billing document (billing type IV) by double-clicking on it.

2. Choose  or  to display the mentioned characteristics.

As you can see on the *Display Line Items* screen, the customer is now the ordering company code *22000 IDES France SA* and sales are invoiced to the supplying company code *1000 Germany. Frankfurt* (see special features). Accordingly, the currency for this posting is DEM. The *Intercompany Ind.* characteristic is marked with an *I*. This means that the R/3 system has recognized the company as an internal, or otherwise-related, company using Customizing for the customer.



The article is assigned to plant *1200*. The profit center and the business area now correspond to the German organizational units.

3. Choose the *Value fields* tab page.
4. Choose  or  to display the mentioned characteristics.


In the *Revenue* field, you see the sales revenue in DM. This could be seen in the ordering company code as a cost factor.

In the *Purchase price* field, you see the standard price from the material master. This specifies the manufacturing costs in the supplying company code.

Note this value.

5. Choose *Environment* → *Integration*.
6. Mark *Display Material* and choose .
7. In the *Display material (Initial)* screen, confirm the material proposed by the system by choosing .
8. In the *Display ... Material (Finished product)* screen, choose the *Accounting 1* tab page.

In the *Current evaluation* field, the standard price is used for price control. This is the value of the manufacturing costs (multiplied by the sales quantity), which are charged to the supplying company code.

9. Choose  until the overview tree appears.

Profitability Report Analysis

Profitability Report Analysis

Use

As shown in the line item display, the data is sent to the profitability analysis when the billing documents are created. You now call up a profitability report and check performance at operating concern and company code level.



As described in *Customizing in the profitability analysis (CO-PA) for cross-company sales*, an intercompany indicator was created in the profitability analysis. This differentiates between internal and external customers. For reporting at company-code level, the revenues and costs of the various goods (billing type F2 or IV) are entered. At operating concern level, only the revenue from the external customer and the manufacturing costs of the supplying company code are entered (for balance sheet reasons). Below you see the effects of setting the intercompany indicator for reporting.

Procedure

21. Call up the transaction as follows:

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

22. Open the folder *Report*.

A list of all CO-PA reports that are already defined is displayed.

23. Mark report *IDES-150*, then choose

A dialog box appears in which you can enter variables for the report.

24. Enter the following data:

Field	Data
Article	R-1001
Fiscal year	Current year
Period from	Current month
To period	Current month

25. Choose

After issuing a message to point out that the data has been reselected, the system issues the report list.

On the *Execute Intercompany – Business research: Detail list* screen, the data from the IDES business transaction example is contained in the first column with the IC indicator *E* (external customer). This corresponds to the values from the French company code (see column 4) and shows the revenue and cost factor from internal sales.

In the second column, the IDES values are displayed with the IC indicator *I* (related company). This data is relevant to the success of the supplying company code (see


Profitability Report Analysis

division 5). The revenue corresponds to the internal costs between the two company codes and the purchase price gives the manufacturing costs.

The third column contains the amounts from the IDES company without setting the intercompany indicator. This means that the same business transaction is displayed with double revenues and costs. This is not desirable from an operating concern viewpoint.



For operating concern reports therefore, a difference must be made between reports that deal with internal business transactions and those that deal with external ones. This does not need to be the case from a company code viewpoint.

26. Choose  until the overview tree appears.

27. In the dialog box, choose Yes.

Third-Party Order Processing

Third-Party Order Processing


Purpose

The French branch of the IDES Group is purely a sales company, without its own production plants, and is responsible for the French-speaking market.


The goods can be delivered to the customer in different ways:

- Delivery from the company's own stock, which is procured from other IDES group sites by means of stock transfer (see *Cross-Company Sales Processing*).
- Delivery from the stock of another IDES group company (see *Cross-Company Sales Processing*)
- Delivery by an external supplier (*third-party order processing*)

In third-party processing the company transfers the sales order to an external vendor. This vendor delivers the goods directly to the customer and invoices the IDES company. The customer receives an invoice from the IDES company's sales office.

You can find more information about this process under  [\[Page 61\]](#).

Process Flow

You can find the data for this process under  [\[Page 62\]](#).

1. [Creating Sales Orders and Purchase Requisitions \[Page 63\]](#)
2. [Creating a Purchase Order \[Page 66\]](#)
3. [Posting a Goods Receipt \[Page 68\]](#)
4. [Posting Invoice Receipt for Purchase Order \[Page 70\]](#)
5. [Invoicing the Sales Order \[Page 72\]](#)

Additional Process Information

Item Categories

In this example, we assume that the material for the customer order is delivered mainly using third-party order processing. For this reason, material M-02 has been assigned to item category group BANS (third-party item) in the sales data. The standard system proposes item category TAS (third-party item) for a material assigned to this group. This item category triggers third-party order processing.

If a material is delivered only occasionally by third-party order processing, you assign it to a different item category group. For a material that has been assigned to item category group NORM (standard item), the system proposes item category TAN (standard item). Materials in this item category are delivered by your company.

However, the standard system allows you to change item categories. Sometimes materials (usually delivered by your company) are provided by an external supplier. If this is the case, when processing orders, you can choose item category TAS instead of TAN. This triggers third-party order processing.

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

Field	Data	Description
Order type	OR	Standard order
Sales organization	2200	Sales organization for sales order
Distribution channel	10	Distribution channel for end customer
Division	00	Cross-divisional
Customer	2501	Customer
Material	M-02	Trading goods
Purch. organization	2200	Sales organization France
Purchasing group	220	Purchasing group Paris
Plant	2200	Plant Paris
Vendor	1010	Vendor
Company code	2200	IDES France

Creating Sales Orders and Purchase Requisitions

Use

In this first process step, you act as an employee in the sales order processing department for the sales organization in France. The customer orders a material that is to be delivered with third-party order processing.


Procedure

28. Call up the transaction as follows:

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

29. Enter the following data:

Field	Data
Order type	OR (standard order)
Sales organization	2200
Distribution channel	10
Division	00

30. Choose .

31. Enter the following data:

Field	Data
Sold-to party	2501
Purch.order no.	BE-787044
PO date	Today's date
Req.deliv.date	Today's date +2 working days
Pricing date	Today's date
Material	M-02
Order quantity	2

32. Choose .

33. In the dialog box, choose .

The system goes to the *Standard Order: Purchase Order Scheduling* screen, because it cannot meet the requested delivery date.



The item is scheduled automatically in the sales order, taking into account the planned delivery and processing times for the purchase. The purchase processing time is the time needed to convert a purchase requisition into a purchase order. It is

Creating Sales Orders and Purchase Requisitions

determined for each plant. For plant 2200, it is one working day. The planned delivery time (taken from the purchasing information record) is five calendar days.

34. Choose *Complete dlv.*

35. Select the item and choose .

36. You see that the system has generated two schedule lines.

The first schedule line contains the same date as the customer's requested delivery date. No quantity is confirmed for this date. The date for the second schedule line is based on automatic purchase order scheduling. The order quantity is confirmed for this date.

37. Select the second schedule line, then choose .

38. Choose the *Procurement* tab page.

39. Choose *Edit* in the *External procurement* section.



When you save the sales order, the system enters the number of the purchasing document in the *Purchase requisition* field.

40. You see in the *Procurement options* section that the system has proposed vendor 1010 (Sunny Electronics GmbH).



The system has proposed this vendor because it has been selected as the fixed procurement source in the source list for material M-02. You can change this proposal by going to *Edit* → *Assign supply source*.

41. Choose *Environment* → *Master data* → *Info record*.

42. Choose *Purch. org. data 1*.

In the *Control* section, a planned delivery time of 5 days is given. This time is necessary if the material is procured from vendor 1010. The purchase scheduling time has been based on this delivery time.

43. Choose  until the *Create Standard Order: Overview* screen appears.

44. Select the item and choose *Goto* → *Item* → *Texts*.

45. Double-click on the *Purchase order text* line and enter the following data:

Field	Data
Language (below right)	English

46. Enter the following text in the text editor:

Notify Mr. Dupic at Bernadin SA by telephone when the delivery is due to arrive.


47. Choose .

48. On the *Create Standard Order: Item Data* screen, choose .

The R/3 System issues a sales order number.

49. Make a note of the document number.

Creating Sales Orders and Purchase Requisitions

50. Choose  until the overview tree appears.

In the dialog box choose *No*.

Creating a Purchase Order

Creating a Purchase Order

Use

A purchase requisition was created from the sales order. In purchasing, a purchase order is created based on this requisition. In this first process step, you act as an employee in purchasing group 220 for the French IDES company.


Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Materials Management → Purchasing → Purchase Requisition → Follow-On Functions → Create Purchase Order → Via Assignment List</i>
Transaction Code	ME58

2. Enter the following data:

Field	Data
Purchasing group	220
Purchasing organization	2200
Vendor	1010
Plant	2200
Scope of list	A
Delivery date	Today's date +2 working days



3. Choose .
4. Place the cursor on the second line for the selected vendor, and choose *Process assignment*.
5. Enter the following data:

Field	Data
Order type	NB

6. Choose .




If any other purchase orders are available for the current date, the system displays the *Create Purchase Order: Increase PO* dialog box, which you can use to expand the available purchase orders. In this case, choose *New purchase order*.

7. On the left side of the screen, under *Open requisitions*, select the purchase requisition number.
8. Choose .
9. To open the header data area, choose  *Header*.

Creating a Purchase Order


10. To display the address of the vendor, choose the *Address* tab page.

11. To open the *Item details* area, choose  *Item details*.


12. Choose the *Delivery* tab page.



The *goods receipt* indicator is activated as a default value. This means that goods receipt has to be posted for a third-party item. Posting goods receipt is demonstrated in another process step. In system settings, you can use the account assignment category to control whether goods receipt is defined for a third-party item.

13. Choose .

Make a note of the purchase order number

14. Choose  until the overview tree appears.

15. Call up the transaction as follows:

Menu Path	<i>Logistics → Materials Management → Purchasing → Purchase Order → Messages → Print/Transmit</i>
Transaction Code	ME9F

16. Enter the following data:

Field	Data
Document number	Your PO number

17. Choose .

18. Select the purchase order and choose *Display message*.




Note the text about delivery notification that has been taken from the sales order item.

19. Choose .

20. Select your purchase order, then choose *Output message*.



The system indicates that the message has been issued (green tick). In this example, the message has been configured so that it is entered in a spool request first and is not output immediately.

21. Choose  until the overview tree appears.

Posting the Goods Receipt

Posting the Goods Receipt

Use

The supplier reports to the purchasing department that the materials have been delivered to the customer.



Due to the fact that third-party order processing is a goods movement from the supplier directly to the customer, this does not affect inventory management. However, the purchasing department at IDES France wants to record the delivery to the customer in the system and creates a goods receipt for the third-party order. Posting goods receipt has the following effects:

- Inventory is not updated. Goods receipt is posted directly to consumption.
- The order value is posted to a GR/IR clearing account for invoice verification.
- Goods receipt can be monitored in the purchase order history.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Materials Management → Inventory Management → Goods Movement → Goods Receipt → For Purchase Order → PO Number Known</i>
Transaction Code	MIGO

2. Enter the following data:

Field	Data
Purchase order	Your purchase order number

3. Choose .

The system copies the header data of the purchase order into the header data area of the GR document.


The purchase order items are copied into the item overview.

The PO number you entered is copied into the *Current PO order* field, and the *PO number* field is once again ready for input.

If you click on individual items, the system displays an item data screen, which allows you, for example, to change the incoming quantity.

4. In the header data area of the *General* tab page, enter the following data:

Field	Data
Document date	Today's date (default)
Posting date	Today's date (default)

5. To open the item detail area, choose  *Detail Data*.

Posting the Goods Receipt

6. Choose the *WK* tab page to check your organization data.
7. In the item overview area, select *OK* for your item.




If the OK indicator in the item overview area is not active, close the item detail area or select *Item OK* in the lower area of the item detail.

8. Choose *Post*.



The system confirms the posting and assigns a material document number. Make a note of this number.

9. Choose  until the overview tree appears.

Posting the Invoice Receipt for Purchase Order

Posting the Invoice Receipt for Purchase Order

Use

The external supplier has shipped the materials to the customer and bills IDES France for the delivery. In invoice verification, you post the invoice receipt.

Procedure

1. Call up the transaction as follows:


Menu Path	<i>Logistics → Materials Management → Purchasing → Purchase Order → Follow-On Functions → Logistics Invoice Verification</i>
Transaction Code	MIRO

2. Choose *Edit* → Switch company code.

In the *Enter Company Code* dialog box, the system displays the company code that is currently active for invoice verification. This refers to the company code last used by the user.

3. Enter the following data:

Field	Data
Company code	2200

4. Choose .

5. In the field above the item overview, use the F4 input help to choose *Purchase order/Scheduling agreement* (if it is not already defaulted).

You can also use this activity, for example, to enter invoices with reference to the delivery schedule. The system defaults the value last entered by the user.

6. On the *Basic Data* tab of the header data area, enter the following data:

Field	Data
Invoice date	Today's date
Posting date	Today's date (default)
Tax amount, right field	E4 (TVA LEE 20,6% sur importation)
To the right of the <i>Purchase order/Scheduling agreement</i> field	Your purchase order number

7. Choose .





In the item overview, the system displays the purchase order data. In the balance field, it displays the net amount that is required to calculate the gross amount. The traffic light in the balance field is red.

Posting the Invoice Receipt for Purchase Order

The value of the goods delivered plus VAT is normally entered on the invoice sent to you by the vendor. In this scenario, we simulate this procedure and determine the invoice amount ourselves.


8. Enter the following data:


Field	Data
Amount	Determined gross amount
	Select

9. Choose .




When you confirm your entries, the traffic light in the balance field changes to green.

10. Choose .

If you are requested by the system to enter a barcode, choose .

The system confirms with the message *Document no....created*.

11. Choose  until the overview tree appears.

Invoicing the Sales Order

Invoicing the Sales Order

Use

After receiving the invoice for the third-party order, the customer is billed for the relevant order in this step.

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Data
Billing date from	Today's date
Billing date to	Today's date (defaulted)
Sales organization	2200
Sold-to party	2501
Order-related (in the Documents to be selected section)	Select
Delivery-related (in the Documents to be selected screen area)	Deselect

3. Choose  *Display BillList*.

The system proposes all the orders due on the current date for the selected sales organization.



Note that there could be more orders (from previous processes) ready for billing than you created in this process. If this is the case, deselect the orders that do not belong to your process.


The invoice receipt for the purchase order has updated the billing date of the order item. It can now be found in the billing due list, with the posting date of the invoice receipt document.

4. Choose .

The system generates a group number for the billing documents that you have created.

5. Place the cursor on the group number and then choose *Documents*.

The invoices created for the group number are displayed in a list.

6. Place the cursor on the sales document and choose  *Disp. doc.*




The system copies the amount to be billed from the invoice receipt document, which has been posted based on the incoming invoice.

7. Select the item, then choose *Goto* → *Item* → *Item conditions*.

The item condition VPRS (Cost) is displayed.



The amount of the incoming invoice has been transferred as the cost of the billing document (net value minus 3 percent cash discount).

8. Choose  until the overview tree appears.

Sales Processing according to ATP logic and Backorders

Purpose

To increase the planning security as well as the delivery availability, the IDES model company checks the material availability within the sales order. The availability check is done to secure coverage of requirements by either stock or planned inward stock movement. This helps recognizing the availability on requirements date already when entering the sales order or whether it is necessary to plan ahead in a different way to ensure material availability.

If the R/3 System detects a material shortfall, it automatically assigns the quantity available to the IDES sales via a deliberate backorder processing.

The process is about the availability check based on the ATP quantity. When calculating the ATP quantity (ATP = available to promise) the R/3 System checks whether all outward movements are covered by existing inward movements and whether the inward movements contain minor quantities still open for incoming outward movements. These minor quantities not yet assigned form the ATP quantity.

You can find more information about this process under [i](#) [Page 75].

Process Flow

You can find the data for this process under [?](#) [Page 76].

1. [Checking initial situation and establish if necessary](#) [Page 77]
2. [Creating sales orders](#) [Page 80]
3. [Analyzing current requirements and stock development](#) [Page 84]
4. [Processing master production scheduling \(MPS\)](#) [Page 85]
5. [Processing rescheduling](#) [Page 87] [Page 87]
6. [Converting planned order into production order](#) [Page 89]
7. [Creating Sales Order](#) [Page 91]
8. [Processing rescheduling](#) [Page 93]
9. [Backorder Processing](#) [Page 95]
10. [Establishing the Initial Situation](#) [Page 97]

Additional Process Information

Controlling the availability check

The scope of the availability check is controlled via the checking group and the checking rule. The checking group is enclosed in the plant data of the material master record. With the help of the checking rule one can distinguish the individual sales activities (sales order, delivery). For the process described here we defined a new checking group and determined the scope of checking for this checking group at the time of order creation and delivery time. We will deal with the scope of check at a later time in this script.

The availability check's reaction described in the process is based on the following system settings:

- For the new checking group we activated the checking with cumulative amounts. This setting helps avoiding inconsistencies in the confirmation situation, which could emerge by a shift in time of inward movements.
- On the level of sales and distribution we determined that the availability works within the framework of a rescheduling run with the option "delivery proposal"

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

Field	Data	Description
Material	P-106	Finished product pump
Plant	1000	Plant Hamburg
Order type	OR	Standard order
Sales organization	1000	Sales organization Germany
Sales channel	10	Sales channel for consumer
Division	00	Cross-division
Customer	1320	Sold-to party of sales order 1
Customer	2000	Sold-to party of sales order 2
Customer	2006	Sold-to party of sales order 3
Shipping point	1000	Shipping point Hamburg

Checking initial situation and establish if necessary

Use

To run the process you need a definite starting situation. In the last step you will create the starting situation once again. Firstly check, whether your predecessor executed this last step beforehand.

Procedure

Checking material stock and perhaps correct it

This process assumes a stock of 100 pieces. The following CATT procedure checks whether this stock exists and perhaps processes an inventory posting.

1. Call up the transaction as follows:

Menu Path	<i>Tools → ABAP Workbench → Test → Test Workbench → CATT Extended</i>
Transaction Code	SCAT


2. Enter the following data:

Field	Data
Test case	Z_IDES_P_106


3. Choose .

4. Select the following options:

Block	Option
Log type	W/o
Processing mode	Background
Variants	W/o

5. Choose .

In the lower area of the screen (action line) the R/3 System displays what transactions are currently being processed. When the last run has been finished you receive a confirmation.

6. Choose  until the overview tree appears.

Checking inward and outward movements and perhaps deleting them

7. Call up the transaction as follows:


Menu Path	<i>Logistics → Production → Production Planning → MPS → Evaluations → Stock/Reqmts list</i>
Transaction Code	MD04


8. Choose the *Individual access* tab page.


9. Enter the following data:

Checking initial situation and establish if necessary

Field	Data
Material	P-106
Plant	1000

10. Choose .

The list should contain exactly one entry with the MRP element "Stock" (Plant stock). It displays a quantity available of 100. If this is the case, choose .

11. Choose  until the overview tree appears, to continue with process step [Creating sales order \[Page 80\]](#).



If you do not encounter this starting situation you will have to produce it yourself by executing the following steps.

12. Should the list contain entries for MRP element "Sales order" (Order) you have to firstly delete them. On the *Stock/Requirements List: Individual Lines* screen, position the cursor on the respective sales order and choose .

13. Choose *Sales Document* → Delete.

14. In the dialog box choose Yes to delete the order properly.


15. Choose .

16. Choose .

The sales order deleted before can no longer be found on the list.

17. Proceed like that (step 12-16) for other sales orders that are still on the list.

Should the list contain entries for the MRP element "production order" (PR-ORD) you have to flag this production order for deletion.


18. Position the cursor on the production order and choose .

19. Choose *Order* → *Functions* → *Deletion flag* → set.

20. Choose .

21. Choose .

Should the list contain entries for the MRP element "planned order" (PL-ORD) you have to delete the planned order.

22. Position the cursor on the production order and choose .

23. Choose *Sales Document* → Delete.


24. Confirm the dialog box with Yes.

25. Choose .

26. Choose  (perhaps repeatedly).

Now the list displays a plant stock of 100 pieces. This means that the starting situation necessary for the process step is now completed.

Checking initial situation and establish if necessary

27. Choose  until the overview tree appears.

Creating sales orders

Creating sales orders

Use

When creating and editing a sales order one checks the availability of the material ordered. If the material is not available on the customer's desired date the person responsible gets notice of the situation and gets informed when the material will be available again. The amount confirmed by the availability check is reserved for the sales order in order to make sure that this material is taken into account when the R/3 System processes other sales orders using this material.

You will now play the role of a clerk in the sales order administration.

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:


Field	Data
Order type	OR
Sales organization	1000
Distribution channel	10
Division	00

3. Choose .

4. Enter the following data:

Field	Data
Sold-to party	1320
Purch. order no.	BE-801258
PO date	Current date
Req.deliv.date	Current date + 6 working days
Pricing date	Current date
Material	P-106
Order quantity	60


5. Choose .

6. To skip any messages, choose .

7. Choose the *Shipping* tab page.



The R/3 System displays a material availability date (Field: Mat.av.dt) for the item. The material availability date is determined by calculating backwards from the customer's required delivery date and also considering the time that will be needed for other activities such as picking, packing, loading and transportation. The material availability date is the date on which the requirement is reported to the MRP.

8. Choose .


The R/3 System awards a sales order number. Write down this number.



This sales order is now called *Sales order 1*.

9. Create another sales order. Therefore enter the following data:

Field	Data
Sold-to party	2006
Purch. order no.	ET-439154
PO date	Current date
Req.deliv.date	Current date + 6 working days
Pricing date	Current date
Material	P-106
Order quantity	50

10. Choose .

11. To skip any messages, choose .

As the amount ordered by the customer is not available on the required delivery date, the R/3 System branches to the *Standard order: Availability Control* screen.



The availability control is carried out for plant 1000, that was proposed in the sales order item. We can only confirm 40 pieces for the required delivery date. A complete delivery can only be confirmed after the end lead time that is displayed on this screen including the shipping and transportation times. One delivery proposal confirms 40 pieces for the required delivery date and the remaining 10 at a later time due to the replenishment lead time.

12. Choose *ATP quantities*.

You reach the *Availability Overview* screen informing you about the inward and outward movements posted.

The MRP elements are displayed accumulated on a daily basis.

13. To display the single records, choose  *Totals records*.

Creating sales orders



The MRP element "Stock" displays a stock of 100 pieces. The *sales order 1* is displayed as MRP element "Order" with a requirement quantity of 60 pieces. The requirements date is the material availability date that was determined in the sales order via the delivery scheduling. Now the complete requirements quantity is confirmed. The accumulated ATP quantity is therefore only 40 pieces. The sales order you just entered will be displayed as simulated requirement in the overview (MRP element SimReq). 40 pieces ATP quantity are available for this order. This means that the availability control can therefore confirm a one-time delivery of 40 pieces on the required delivery date. On the *Availability Overview* screen, the R/3 System displays the end of the replenishment lead time of the material (field "End lead time").

14. Choose  *Scope of check*.

A dialogue box informs you about the availability check control.



The availability check takes into consideration the stock freely available including safety stock. Other stock types being subject to usage restrictions are not considered.

The checking evaluates planned orders and production orders as inward movements. For the planned orders the R/3 System only includes firmed orders. Firmed planned orders are orders that have already been edited by the MRP controller. They are no longer changed by an MRP controller. On the other hand there are sales requirements (Sales orders) and deliveries as outward movements.

The replenishment lead time materials are included in the checking. This means that the availability check for the requirements is processed within the replenishment lead time. Requirements outside the replenishment lead time are generally available as the R/3 System assumes that these materials can be made available within the replenishment lead time via materials planning. If it is not possible to cover a requirement via inward movements, the end of the replenishment lead time is the earliest date on which one can confirm the materials. For in-house produced materials the replenishment lead time is maintained in the field *Replleadtime* of the MRP data. This is the estimated production time for a material across all production levels from procurement of the raw materials up to the final assembly. If this overall lead time is not maintained the R/3 System adopts the in-house production time as replenishment lead time.


15. Choose .

16. Choose .

17. On the *Standard Order: Availability Control* screen, choose *Delivery proposal*.

18. Select your item and choose .


The R/3 System created two schedule lines due to the delivery proposal selected.

19. Select the second delivery schedule and choose  *Shipping*.

20. Choose the *Shipping* tab page.




The material availability date has been postponed to the end of the replenishment lead time. Starting from this material availability date the R/3 System determined the other dates displayed by a forward scheduling and also took into consideration how much time would be needed for activities connected to delivery such as picking, packing, loading and transportation.

21. Choose .

The R/3 System awards a sales order number. Write this number down.



In the following we name this sales order *Sales Order 2*

22. Choose  until the overview tree appears.

In the dialog box *Exit Order Processing* choose *No*.

Analyzing current requirements and stock development

Analyzing current requirements and stock development

Use

Both sales orders you entered, represent a requirement from the MRP's point of view.

Playing the role of MRP controller in plant 1000 in this process step you get an overview about the current requirements and stock development of material P-106.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Production → Production Planning → MPS → Evaluations → Stock/Reqmts list</i>
Transaction Code	MD04

2. Enter the following data:

Field	Data
Material	P-106
Plant	1000

3. Choose .


You can see that both sales orders you just entered are listed here as requirements.



Both sales orders report its complete order quantity as requirements to materials planning on the desired date. This means that the materials planning has the task to procure the requirements for the customers required date.

The sales order processing however, also provides the possibility to transfer the requirements according to the amounts and dates confirmed by the availability control. Therefore set the indicator in the field *Date a. amount fix* which will appear on the scheduling overview screen as well as on the screen for the availability check in the sales order.

The quantity available is determined by the R/3 System by adding or subtracting the receipt or issue quantity per MRP element.

4. Choose  until the overview tree appears.

Processing master production scheduling (MPS)

Use

Material P-106 is classified as master product in plant 1000. Master products are materials that have high influence on the company's value added or which allocate critical resources. Therefore they must be planned with increased attention.

In this process you take the role of an employee in the requirements planning and you are responsible for the planning of the material.

Procedure

1. Call up the transaction as follows:



Menu Path	<i>Logistics → Production → Production Planning → MPS → MPS → Single-Item, Single-Level</i>
Transaction Code	MD42

2. Enter the following data:

Feld	Data
Material	P-106
Werk	1000
Fields in the block <i>MRP control parameter</i>	Transfer default values



A single-item planning is executed, because in this process only the planning result of material P-106 is relevant.

3. Choose .
4. To skip any warning messages, choose .

The system confirms that the requirements planning is executed.

5. Choose .

6. Call up the transaction as follows:

Menu Path	<i>Logistics → Production → Production Planning → MPS → MPS → Single-Item, Interactive</i>
Transaction Code	MD43




To check the planning result, you can use the interactive master production scheduling. There you do the fine-tune of the production plan for master products.


7. Enter the following data:

Feld	Data
------	------

Processing master production scheduling (MPS)


Material	P-106
Werk	1000
Fields in the block <i>Control parameter</i>	Transfer default values

8. Choose .

9. To skip any warning messages, choose .



The planning time fence determines a period, within which the R/3 system can't plan or change order proposals automatically. Thus the planner gets time for the manual planning of the critical products. To support planning, the system has created a planned order with the corresponding quantity. The planned order is dated to the end of the planning time fence.


10. Position the cursor on the line with the planned order (*PIOrd*) and choose .


11. Enter the following data:

Field	Data
Date	Date of the <i>sales order 2</i>

12. Choose .

The planned order is added to the list according to the new date.


13. Position the cursor on the line with the planned order (*PL-AUF*) and choose .

14. Choose .

15. Choose .



In the master production scheduling the critical products are one-level planned at the master product level. For the lower BOM levels dependent requirements are created without further planning of the BOM structure. The planning result won't be transferred to the dependent products until the master production scheduling is finished.

16. Choose  until the overview tree appears.

Processing rescheduling

Use

After finishing a planning session the sales orders will be rescheduled. Based on the planning results the rescheduling process checks the availability of the sales orders.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Environment → Backorders → Rescheduling → Execute</i>
Transaction Code	V_V2



Practically rescheduling will be executed overnight, because it requires much system resources.

2. Enter the following data:

Feld	Daten
Material	P-106
Plant	1000
Unconfirmed documents required	Select
Simulation	Deselect



During the rescheduling the open sales order items release their confirmed quantities. The items are sorted according to delivery priority, creation date, document number and item number and are then transferred to the availability check. Both sales orders are checked in the order of their creation date, because they have the same delivery priority.

If the *Unconfirmed documents required* parameter is selected, at least one document of the material must be unconfirmed to assure that all documents of the material are transferred to the availability check.

The delivery date of the sales order can be set as sorting criterion for the availability check, via the *sorting criterion delivery date* parameter (which you didn't choose). In this case every sales order is sorted according to the delivery date within the priority.

Sales order items with the marks *date* and *fixed quantity* aren't rescheduled.


3. Choose

The system displays a list of the rescheduling results.

In the rescheduling log you can see, that *sales order 2* has got a new confirmed quantity (column *confirmed new*).

4. In the dialog box, choose Yes.

Processing rescheduling

5. Choose  until the overview tree appears.

Converting planned order into production order

Use

In this process step the planned order is converted into a production order by the MRP controller. The production order has to be postponed even though it was planned differently.



Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Production → Production planning → MPS → Evaluations → Stock/Reqmts list</i>
Transaction Code	MD04

2. Enter the following data:

Field	Data
Material	P-106
Plant	1000



3. Choose .
4. Position the cursor on the line with the planned order and choose .
5. Choose -> *Prod.ord.*





Due to a machine breakdown the start of the production order is postponed three days.

6. Enter the following data:

Field	Data
Finish (in the block <i>Dates</i>)	Delete date
Start (in the block <i>Dates</i>)	Previous date + 3 working days
SchedType (in the block <i>Scheduling</i>)	1 (Forwards)


7. Choose .
8. Choose .

The R/3 System determines a new order finish date.
9. Choose .

The R/3 System reports the allocation of a production order number.
10. Choose (probably several times) , until the production order just created is displayed under the MRP element *ProdOrd.*

The input date of the production order is placed after the requirements date of the two sales orders.

Converting planned order into production order

11. Choose  until the overview tree appears.

Creating Sales Order

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Data
Order type	OR
Sales organization	1000
Sales channel	10
Division	00

3. Choose .

4. Enter the following data:

Field	Data
Sold-to party	2000
Purch. order no.	CA-740398
Order date	Today's date
Req.deliv.date	Today's date + 8 working days
Pricing date	Today's date
Material	P-106
Order quantity	10

5. Choose .

If a dialog box appears, choose .

6. Choose *ATP quantities*.

The MRP elements are displayed accumulated on a daily basis.

7. To display the individual records, choose  *Totals records*.




The 10 pieces are only assigned to the sales order after completion of the replenishment lead time as the availability check includes a check of the accumulated incoming and issue quantities. The total amount of the incoming quantities is 110 pieces, the total amount of the precious issue quantities is 110 pieces. The shortage check prevents that the ATP quantity of the production order is assigned to the new sales order.

8. Choose .

9. Choose *Continue*.


Creating Sales Order

10. Choose .

The R/3 System awards a sales order number. Write this number down.



In the following we call this sales order *Sales order 3*.

11. Choose  until the overview tree appears.

12. If the dialog box *Exit Order Processing* appears, choose *No*.


Processing rescheduling

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Environment → Backorders → Rescheduling → Execute</i>
Transaction Code	V_V2

2. Enter the following data:

Field	Data
Material	P-106
Plant	1000
Unconfirmed documents required	Select
Simulation	Deselect

3. Choose .




Note that both *sales order 1* as well as *sales order 2* are confirmed due to the fact that their availability was checked at a time when the R/3 System had a sufficient ATP quantity available. If the parameter *Unconfirmed documents necessary* is set, the R/3 System has to have confirmed at least one more sales order of the material so that the sales order of this material will be checked. In our example this applies to *Sales order 3* as the order quantity was not confirmed for the desired date.

The R/3 System lists the results of the rescheduling

4. Choose *Deterioration*.



The R/3 System processed the availability check of the sales order items in the sequence delivery priority, creation date, document number and item number. As the orders have no different delivery priority, *sales order 1* was checked first. It has the complete ATP quantity available and the order quantity of 60 pieces remains confirmed. Due to the production order postponement the situation for *Sales order 2* deteriorates as the availability is checked later. The order quantity. The order quantity up to now confirmed for the desired date will now be distributed to two dates. For *Sales order 3* the last one checked there is no change, due to the fact that in the shortage check 10 pieces were only be confirmed after the replenishment lead time. The planned order created from the requirements planning will not be included into the checking as it is not firmed.

5. Choose  until the overview tree appears.

Processing rescheduling

Backorder Processing

Use

The IDES Sales and Distribution uses backorder processing. Via backorder processing it is possible to list sales orders for the desired material and edit it manually respective to the confirmation. This can also even out shortfalls by assigning ATP quantities or taking back quantities confirmed somewhere else and be assigned once again.

In the process mentioned here as an employee in the sales department you decide the *Sales order 2* has priority before the *Sales order 1* and is to be delivered with the complete order quantity for required delivery date. The restacking of the confirmed quantity is processed in the backorder processing.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Backorders → Backorder Processing → Material</i>
Transaction Code	CO06

2. Enter the following data:

Field	Data
Material	P-106
Plant	1000
Checking Rule	A (= SD order)

3. Choose .

In the overview the R/3 System lists those incoming and issue quantities which are taken into consideration within the framework of the availability check. There is no ATP quantity available.


4. Position the cursor on the Sales order 1 and choose  *Change confirmation*.

In the block *Sales Requirements* the R/3 System offers the confirmed amount to be changed (Field *Committed*).

5. Reduce this quantity by 10 pieces and choose .




For *Sales order 2* the R/3 System contains two entries in the list of the ATP situation this is due to the fact that the order quantity was distributed and confirmed by two schedule lines according to the delivery proposal.


6. Position the cursor on the schedule line at a later time of *Sales order 2* that displays a confirmed quantity of 10 pieces and select  *Change Confirmation*.

In the block *Sales Requirements* the R/3 System offers the confirmed amount to be changed (Field *confirmed*).


Backorder Processing


7. Reduce this quantity by 10 pieces to 0 and choose .


For the first schedule line of *Sales order 2* the R/3 System provides the 10 pieces ATP.

8. Position the cursor on the first schedule line of the *Sales order 2* that displays a confirmed quantity of 40 pieces and choose  *Change Confirmation*.

In the block *Sales Requirements* the R/3 System offers the confirmed amount to be changed (Field *confirmed*).

9. Increase this quantity by 10 pieces to 50 and choose .

10. Choose .

11. Choose  until the overview tree appears.

Establishing initial situation

Use

For the process to be executed again, you re-establish the initial situation with this step. You will delete the inward and outward movements that have been entered during this process.









Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Production → Production Planning → MPS → Evaluations → Stock/Reqmts.list</i>
Transaction Code	MD04

2. Enter the following data:

Field	Data
Material	P-106
Plant	1000

3. Choose .
4. Position the cursor on the row that contains Sales order 1 and choose .
5. Choose *Sales document → Delete*.
6. In the dialogbox answer *Yes* when you are asked whether to delete the order.
7. Choose .
8. Choose  (probably repeat).
The sales order just deleted can no longer be found in the list.
9. Proceed likewise for Sales order 2 and 3 (steps 4-8).
10. Position the cursor on the production order and choose .
11. Choose *Functions → Deletion flag → Activate*.
12. Choose .
13. Choose .
- The list now only shows a plant stock of 100 pieces.
14. Choose  until the overview tree appears.

Establishing initial situation

Sales Processing With Availability Checks Against Allocations

Purpose

Sales organization 1000 (Germany) and sales organization 2200 (France) of the IDES company sell personal computers. These computers are produced in plant 1200 (Dresden). For specific personal computers the product allocations are determined by agreement between the production management of plant 1200 and the management of the two sales organizations involved. Each sales organization is entitled only to the agreed proportion of the agreed contingent of production of plant 1200. Each sales organization allocates its contingent further among its distribution paths.

For further information, see under [i](#) [Page 100]

Process Flow

You can find the data for this process under [?](#) [Page 101].

1. [Create Process Starting Position \[Page 102\]](#)
2. [Determine Material for Product Allocation \[Page 104\]](#)
3. [Edit Planning Hierarchy \[Page 105\]](#)
4. [Edit Product Allocation Planning \[Page 108\]](#)
5. [Creating the Sales Orders \[Page 111\]](#)
6. [Check Planning \[Page 115\]](#)
7. [Create Other Process Starting Position \[Page 116\]](#)

Additional Process Information

Information Structure

The product allocation data is saved in an information structure. In the standard system information structure S140 is delivered as an example of product allocation processing. This information structure allows product allocation processing by product allocation processing object, sales organization, distribution channel, customer, group and ordering party. As it is not necessary to put such details in the IDES company, we defined a new information structure S700 that allows product allocation determination by product allocation processing object, sales organization and distribution channel. The order quantity is updated when you confirm the allocation quantity. The update periods for this quantity are determined from the allocation delivery date.

Product Allocation Processing Method

You can settle the product allocation processing order quantity against the product allocation quantity in two ways. The discrete ATP check bases the settlement on the current and future product allocation quantity. Product allocation quantities not used from previous periods are not taken into consideration. The cumulated ATP check settles the quantities against the remaining product allocation quantities using the standard ATP check logic. Product allocation quantities not used from previous periods are taken into consideration for the calculation of product allocation quantities available for the current period. The product allocation processing scheme set up for this process uses the cumulated ATP check method.

Data Used During This Process

Field	Data	Description
Material	R-1001	Personal computers
Information Structure	S700	Structure in which the product allocation processing data is saved
Product allocation processing object	R-1001	object to which the product allocation processing data apply
Order type	Standard order	Standard order
Sales organization	1000	Sales organization Germany
Sales organization	2200	Sales organization France
Distribution channel	10	Distribution channel for end customer
Distribution channel	12	Distribution channel for retailers
Division	00	Cross-divisional
Customer	1320	Customer of the first sales order
Customer	2000	Customer of the second sales order
Customer	2006	Customer of the third sales order

Create Process Starting Position

Create Process Starting Position

Use

The process requires an initial situation. You create this starting situation in this step.


Procedure

1. Call the transaction as follows:

Menu Path	<i>Logistics → Logistics Controlling → Flexible Planning → Master Data → Planning Hierarchy → Change</i>
Transaction Code	MC62


2. Enter the following data:

Field	Data
Info structure	S700

3. Choose .

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


Field	Data
Prod. allocation object	R-1001
Sales organization	No entry (delete any default)

5. Choose .

6. Choose *Edit → Delete all Members*.

7. In the dialog-box that appears twice, choose *Delete subtree(s)*.

8. Choose .

9. Choose  until the overview tree appears.

10. Call the transaction as follows:

Menu Path	<i>Tools → ABAP Workbench → Test → Test Workbench → CATT Extended</i>
Transaction Code	SCAT

11. Enter the following data:

Field	Data
Test case	Z_IDES_KONTI


12. Choose .

13. Select the following options:


Block	Option
Log type - W/o	Select

Create Process Starting Position

Processing mode - Background	Select
Variants - W/o	Select

14. Choose .

In the status bar, you see which transactions are being processed. When the last procedure is completed, you receive a message that the R/3 System has posted a document.

15. Choose  until the overview tree appears.

Determine Material for Product Allocation

Determine Material for Product Allocation

Use

Materials the sales quantities of which are assigned via product allocations, have to be indicated in the R/3 System. This is done with the help of a product allocation processing scheme.


Procedure

1. Call the transaction as follows:


Menu Path	<i>Logistics → Sales and Distribution → Master Data → Products → Material → Other Material → Change</i>
Transaction Code	MM02

2. Enter the following data:

Field	Data
Material	R-1001

3. Choose *Select view(s)*.
4. In the *Select view(s)* dialog-box, select the view *Basic Data 1* and *MRP Materials Planning 3* and choose .
5. Enter the following data:

Field	Data
Plant	1200

6. Choose .
7. On the *Basic Data 1* tab, enter the following data:



Field	Data
Product schema	R-1001



The product allocation processing scheme determines product allocation criteria.

8. On the *Basic Data 3* tab, enter the following data:

Field	Data
Strategy group	40

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

Edit Planning Hierarchy

Use

Before the product allocation quantities can be planned, you must define a planning hierarchy. In the planning hierarchy you determine the sales organizations and distribution channels for the product allocation quantities.

Procedure

1. Call the transaction as follows:


Menu Path	<i>Logistics → Logistics controlling → Flexible planning → Master data → Planning hierarchy → Change</i>
Transaction Code	MC62

2. Enter the following data:

Field	Data
Info structure	S700



The info structure determines the product allocation criteria. The info structure S700 allows product allocation by sales organization and distribution channel. In the info structure the R/3 System saves the product allocation data (e. g. product allocation quantity and order quantity per sales organization and distribution channel).

3. Choose .
4. Enter the following data in the *Attributes* dialog box:

Field	Data
Prod. allocation object	R-1001
Sales organization	No entry (delete any default)



You have entered a product allocation processing scheme in the material master record R-1001 in the process step "Determine material for product allocation". This scheme contains the product allocation processing object R-1001. At this point you determine that the following specifications are valid for product allocation processing object R-1001. The product allocation object scheme links the product allocation data and the material master record R-1001 for which the product is to be allocated. In our example one material refers to one product allocation scheme. You could use one product allocation scheme for several materials. Product allocation quantities based on this scheme are valid for all materials assigned to this scheme. Thus it would be possible to determine product allocation quantities for a common component of the materials involved.

5. Choose .

You go to the *Change Planning Hierarchy: Sales organization* screen.


Edit Planning Hierarchy

6. Enter the following data in the first row:

Field	Data
Sales org.	1000
Proportion (%)	70

7. Enter the following data in the second row:

Field	Data
Sales org.	2200
Proportion (%)	30

8. Choose .



Your entries specify that product allocation is possible for the product allocation object R-1001 in sales organizations 1000 and 2200. The proportion factors define the proportion of the product allocated to the two sales organizations when you define the total quantity for the product allocation object R-1001 in the future planning. In the following steps you determine the distribution channels for which product allocation quantities are to be determined, and specify proportions for the distribution channels.

9. Position the cursor on the entry for sales organization 1000 and choose *Next level*.

You go to the *Change Planning Hierarchy: Distribution Channel* screen.

10. Enter the following data in the first row:

Field	Data
Distr. chl	10
Proportion (%)	20

11. Enter the following data in the second row:

Field	Data
Distr. chl	12
Proportion (%)	80

12. Choose .


13. Position the cursor on the entry for sales organization 2200 in the *Change Planning Hierarchy: Sales organization* screen and choose *Next level*.

14. Enter the following data in the first row:

Field	Data
Distr. chl	10
Proportion (%)	100

15. Choose .

You get the message *Planning hierarchy changed*.


16. Choose .

17. Call the transaction as follows:

Menu Path	From the <i>Flexible Planning</i> node, choose <i>Master data</i> → <i>Calculate Proportional Factors</i> → <i>Using Planning Hierarchy</i>
Transaction Code	MC9B

18. Enter the following data:


Field	Data
Structure	S700

19. Choose .

The R/3 System confirms that the proportions have been calculated.



You entered proportions at all levels of the planning hierarchy. The R/3 System determines the proportions at the lowest (detailed) level in the hierarchy from these proportions. In the case of the distribution channel 10 in sales organization 1000 the proportion is determined as follows: 20 % x 70% x 100 % equals a proportion of 14 %. If you set a product allocation quantity on the aggregated level of the product allocation processing objects, this quantity will be distributed according to the proportions to the lowest level of the distribution channels (Disaggregation). The values of the intermediate levels in the sales organization are the sum of the distribution channels in the sales organization.

20. Choose  until the overview tree appears.

Edit Product Allocation Planning

Edit Product Allocation Planning

Use

The product allocation quantities are determined in a plan. Plans are made for all sales organizations and distribution channels in the planning hierarchy.

Procedure

51. Call the transaction as follows:

Menu Path	<i>Logistics → Logistics controlling → Flexible Planning → Planning → Change</i>
Transaction Code	MC94

52. Enter the following data:

Field	Data
Planning type	Z_S700

53. Choose .




The data of the plan which you make is saved in the info structure S700. The planning type is a template of the underlying info structure. The planning type e. g. defines the layout of the lines in the plan.

54. Enter the following data:

Field	Data
Prod. allocation object	R-1001

55. Delete any default *Sales Organization* and *Distribution Channel* field values.

56. Choose *Inactive version*.

57. Select version *000 Actual Data* In the *Choose Inactive Version* dialog-box and confirm with .

58. Confirm any warning messages with .


You go to the *Change Consistent Planning* screen.




The product allocation data is saved in an information structure. Info structures are also used in the Logistics Information System and the Sales & Operations Planning (SOP). Several versions of an information structure can exist (e.g. several planning versions and one version with the actual data). The actual data are administered under the version number 000. The version A01 always contains the active planning version. You save the planned product allocation quantities and updated sales order quantities (= Actual data) together in version 000. You must therefore plan under version number 000. As the version number 000 is not the active planning version, you have to select *Inactive Version*.

Edit Product Allocation Planning

The planning tableau contains four key figures. The *Product Allocation Quantity* key figure can be planned. The other key figures are not ready for input. The *Incoming Order Quantity* key figure is updated from the sales orders. The *Open Product Allocation* and *Unconfirmed Quantity* key figures are calculated. The planning tableau starts with the current period.

59. Choose .

The planning horizon is twelve months.


60. Choose , to return to the beginning of the planning horizon.



In the following steps you determine a product allocation quantity for a period of twelve month and distribute it evenly to the individuals periods. You are currently on the aggregation level of the product allocation processing object R-1001 which represents the material R-1001. Product allocation quantities assigned to this level are distributed to the members of this planning hierarchy according to the proportions (Disaggregation).

61. Select the line *Product Allocation Quantity*

62. Choose *Edit* → *Select* → *Select all periods*.

63. Choose .

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

Field	Data
ProdAllocQty	4000
OP (in the Product Allocation Quantity row)	==

65. Choose .

The specified quantity is distributed among the periods. As the R/3 System has no sales orders at hand to settle them against, it displays an open product allocation quantity of the same amount.

66. Position your cursor on the *ProdAllocQty* line and choose .

67. Mark the *Sum Members* row.

68. Position the cursor on a member field in the *Sum Members* row.

69. Choose *Disaggregate row*.

The R/3 System displays the product allocation quantity distribution per period on the sales organization levels 1000 and 2200. The standard value on the level of the product allocation processing object R-1001 is distributed according to the proportion.

70. Select the line *R-1001 1000*.

71. Choose .

The distribution channels of sales organization 1000 are displayed.

72. Mark the *Sum Members* row.

73. Position the cursor on a member field in the *Sum Members* row.


Edit Product Allocation Planning

74. Choose *Disaggregate Row*.


The R/3 System distributes the product allocation quantity per period on the sales organization levels 10 and 12.

You get an overview of the product allocation quantity distribution in the distribution channels in sales organization 1000.

75. Note the open product allocation quantity in the first two periods for the distribution channel 10 in the sales organization 1000.

76. Choose .

The plan under version number 000 is saved.

77. Choose  until the overview tree appears.

Creating the Sales Orders

Use

When processing sales orders the R/3 System checks whether the order quantity is covered by the product allocation. The check against the product allocation is done after the ATP availability check using the quantity it found. The ATP availability check (ATP = available to promise) checks whether the outward movements (e.g. sales orders, deliveries) are covered by inward movements (e. g. production orders) and whether the inward movements retain open quantities for new sales orders. If the subsequent availability check against the product allocation results in a change of the quantity confirmed, the R/3 System informs the order administration.



To avoid the entry of many sales orders with small order quantities in this process step, we chose the order quantities so that the order quantities of three sales orders use up the product allocation quantities for two months.

Procedure

1. Call the transaction as follows:

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


2. Enter the following data:


Field	Data
Order type	OR (standard order)
Sales organization	1000
Distribution channel	10
Division	00

3. Choose .

4. On the *Sales* tab, enter the following data:

Field	Data
Sold-to party	1320
Purch. order no.	BE-297678
Req.deliv.date	Today's date
Material	R-1001
Order quantity	25

5. Choose .

6. Confirm any dialog box with .

Creating the Sales Orders

For the material R-1001 the R/3 System has a sales BOM that is deleted automatically after entering the item. The items additionally created are purely explanatory and do not affect the product allocation.

7. Select the item in the *Create Standard Order Overview* screen and choose .

The *Create Standard Order: Item Data* screen appears.



The R/3 System confirms the ordered quantity for the earliest possible delivery date according to the delivery and transport schedule. Using this delivery date of the schedule line the R/3 System determines the period for the product allocation quantity check. For the corresponding month the distribution channel 10 in sales organization 1000 has a sufficient product allocation quantity available. Thus the R/3 System confirms the sales order items from the product allocation processing point of view.

8. Choose .

You get the message *Standard order XXX saved*.

9. Enter the following data:

Field	Data
Sold-to party	2006
Purch. order no.	ET-897678
Req.deliv.date	Last working day of the second week next month
Material	R-1001
Order quantity	35

10. Choose .

11. Choose *Header Note*  in the dialog box.

12. Choose  if the *Information* dialog box appears.



This sales order as well is created for the sales organization 1000 and distribution channel 10.

13. Select the first item, then choose .


The *Create Standard Order: Item Data* screen appears.



The availability check against the ATP quantities confirmed the order quantity. The product allocation quantity check periods are determined from the allocation delivery date. The open product allocation quantity in distribution channel 10 of sales organization 1000 covers the order quantity in the following month. Thus the R/3

Creating the Sales Orders


System confirms the sales order items from the product allocation processing point of view too.

14. Choose .

15. On the *Create Standard Order: Overview* screen, enter the following data:

Field	Data
Sold-to party	2000
Purch. order no.	CA-410989
Req.deliv.date	Last working day of the second week next month
Material	R-1001
Order quantity	40

16. Choose .

17. Confirm any dialog box with .

18. You go to the *Standard Order: Availability Check* screen.



The quantity proposed for the required delivery date as a one-time delivery is the open product allocation quantity up to the period the required delivery date is scheduled. The remaining order quantity can only be confirmed at the beginning of the following month when a new product allocation quantity becomes available.

19. Choose *Product Allocation*.

You go to the *Product Allocation: Calculate Confirmation* dialog box.



The R/3 System determined the product allocation processing scheme R-1001 from the material master record R-1001. The scheme comprises the product allocation processing object R-1001. The product allocation by sales organization and distribution channel is made in this object.

The order is created for sales organization 1000 and distribution channel 10. Thus the display has the attributes R-1001 (product allocation processing object), 1000 (sales organization) and 10 (distribution channel). The R/3 System checks the product allocation quantity still open for the delivery date for these attributes.

When calculating the open product quantity the check includes all unused product allocation quantities up to a maximum of three months before and after the product allocation date of the order (see "Interval").


For the req.deliv.date the R/3 System can therefore only confirm a subset. The remaining order quantity is then confirmed for the period in which a sufficient product allocation quantity is available again.

20. Choose .



The product allocation for the orders entered is displayed.

Creating the Sales Orders

21. Choose .

If applicable, the R/3 System informs you in the *Information* dialog-box that the product allocation processing check changed the confirmation.

22. Choose *Delivery Proposal* in the *Standard Order: Availability Check* screen.


23. If an *Information* dialog box appears, choose *Help*.

The *Help - Information* dialog box explains the message.

Choose  in the *Help Information* dialog box.

Choose *Information*  in the dialog box.

24. Choose  in the *Change Standard Order: Overview* screen.

25. Choose  until the overview tree appears.

26. Choose *No* in the dialog box.

Check Planning

Use

When you enter sales orders, the confirmed order quantities are put in the product allocation planning key figure "incoming order quantity".

Procedure

78. Call the transaction as follows:

Menu Path	<i>Logistics → Logistics Controlling → Flexible Planning → Planning → Display</i>
Transaction Code	MC95

79. Enter the following data:


Field	Data
Planning type	Z_S700


80. Choose .

81. Enter the following data:

Field	Data
Prod.allocation object	R-1001
Sales organization	1000
Distribution channel	10

82. Choose *Inactive version*.


83. Select version *000 Actual Data* in the *Choose Inactive Version* dialog-box and confirm with .

84. Confirm any warning messages with .

You go to the *Display Consistent Planning* screen.

The incoming order quantities have been updated. They are settled against the product allocation quantities and this settlement results in the product allocation quantity still open or unconfirmed quantity per period determined by the product allocation processing.

85. Choose .

86. Choose  until the overview tree appears.

Create Other Process Starting Position

Create Other Process Starting Position

Use

The material R-1001 is also used in other IDES processes. To avoid disturbing these processes, you must reverse the material allocation to the product allocation processing scheme here. The R/3 System will no longer execute the check against product allocation quantity for the material R-1001.

Procedure

87. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Master Data → Products → Materials → Other Materials → Change</i>
Transaction Code	MM02

88. Enter the following data:

Field	Data
Material	R-1001


89. Choose *Select view(s)*.

90. Select *Basic Data 1* in the dialog box and choose .

91. Enter the following data:

Field	Data
Allocation schema	Delete existing allocation

92. Choose .

93. Choose  until the overview tree appears.

Sales Processing with a Value Contract

Purpose

A value contract has been agreed between sales organization 1020 of the IDES enterprise and the retail chain RIWA. The value contract includes the purchase to a specified target amount of products from the Gloss paints product group. This purchasing agreement contains a special price reduction, which is fulfilled in the contract release orders. The contract also determines which companies of the RIWA group are authorized to be released from the contract through their purchase orders.

You can find more information about this process under [i](#) [Page 118].

Process Flow

You can find the data for this process under [?](#) [Page 119].

1. [Posting the Stock](#) [Page 120]
2. [Display the Value Contract](#) [Page 122]
3. [Creating Sales Orders with Reference to the Contract](#) [Page 125]
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Additional Process Information

Contract Type

We have created a new sales document ZWK1 especially for this IDES process. In contrast to contract type WK1 (general contract type), which is supplied with the standard, you can create contract data for contracts of the new sales order type. This enables you to store price agreements in the contract.

In contracts of sales document type ZWK1, the system defaults rule B for checking the authorized release partners. This rule ensures that the system checks the customer in the customer hierarchy. The system accepts the partner as the ship-to party of the contract if the partner wishing to release from the contract is the ship-to party of the contract, or if they are assigned to the ship-to party of the contract at a lower level of the customer hierarchy.

Copying Control

Contracts of contract type ZWK1 can be released through standard orders (sales document type OR). To transfer the partner data from the contract to the order, we defined a new copy routine and entered this into the copy control of both document types. The copy routine ensures that only the releasing ship-to party is transferred in the release, and the other partners are determined from the master data of the ship-to party.

Data Used During This Process

Field	Data	Description
Plant	1100	Berlin
Storage location	0001	Delivering warehouse
Material	Y-352	colour 5 litre can
Material	Y-353	colour 10 litre can
Contract	40000080	Value contract
Order type	OR	Standard order
Sales organization	1020	Berlin, Germany
Distribution channel	20	Retail chains
Division	00	Cross-divisional
Sold-to party	6005	
Sold-to party	6006	
Shipping point	1100	Berlin
Warehouse number	011	Warehouse, Berlin

Posting the Stock

Posting the Stock

Use

During this process you deliver specified materials to customers. In the first process step, you ensure that there is sufficient stock to fulfil these deliveries. As the procurement process is not of absolute interest to this process, you post the stock without reference to any upstream production or purchase order. The materials involved are managed in batches. You therefore need to specify the characteristics of the batches that are posted to.

Procedure

94. Call up the transaction as follows:

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

95. Enter the following data:

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

96. Choose .

97. Enter the following data:

Field	Data
Material (1st line)	Y-352
Quantity (1st line)	250
Material (2nd line)	Y-353
Quantity (2nd line)	200

98. Choose .

99. In the *Automatic Batch Number Allocation* dialog box, the system informs you that the batches to be created are numbered automatically. Choose Yes.


The *Enter Other Goods Receipts: Classification* screen appears, where you enter the batch attributes for material Y-352.

100. Enter the following data:

Field	Data
Viscosity	180

Posting the Stock


Density	2.05
Wavelength	800


101. Choose .


The *Enter Other Goods Receipts: Classification* screen appears, where you enter the batch attributes for material Y-353.

102. Enter the following data:


Field	Data
Viscosity	180
Density	2.05
Wavelength	600

103. Choose .

104. Choose .

105. Choose .

The system issues a document number.

106. Choose  until the overview tree appears.

Display the Value Contract

Display the Value Contract

Use

In this process step, you find out about the agreements for the existing value contract. As this process chain assumes a precisely defined difference between the target value of the contract and the value used until now, you may need to change the previous target value.



Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Contract → Display</i>
Transaction Code	VA43

2. On the *Change Contract: Initial Screen*, enter the following data:

Field	Data
Contract	40000080


3. Choose .
4. If an *Information* dialog box appears, reminding you of the subsequent numbers, choose .

Compare the target value of the contract item with the released value. The target value should be 13850 EUR higher than the previous released value
5. Position your cursor in the *Product hierarchy* field of the value contract item, then choose the F4 input help.


The system branches to the *Product Hierarchy* dialog box.



The sales department has a three-level product hierarchy (main group, group, subgroup). The generic entry 0011000105* in the product hierarchy field, defines that the value contract refers to materials belonging to the paint colors group, or its subgroups. When releases are made from this value contract, the system checks whether the ordered materials belong to one of the product hierarchies listed here.

6. Choose  to ensure that no changes are made to the contents of the *Product hierarchy* field.

The contract item is coupled with a price agreement. This agreement specifies that a discount of 10 % is to be awarded with all contract release orders.


7. On the *Change Value Contract (IDES)...*: *Overview* screen, choose  (Display details for document header).
8. Choose the *Sales* tab page.



On the *Change Value Contract (IDES) ####: Header Data* screen, you can see that the rule *Check partner of customer hierarchy* applies to the release check. This rule states that a partner wishing to release against a contract, is authorized to carry out

Display the Value Contract

this release if they are the sold-to party of the contract, or if they are assigned to the sold-to party of the contract at a lower hierarchy level.

9. Choose  until the overview tree appears.

Checking the Release Situation in the Value Contract

Checking the Release Situation in the Value Contract

Use

The values released by the two sales orders have now been updated in the value contract. You can now display the release situation.


Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Contract → Display</i>
Transaction Code	VA43

2. On the *Display Contract: Initial Screen*, enter the following data:


Field	Data
Contract	40000080

3. Choose .

The *Display Value Contract (IDES) XXXX: Overview* screen appears



The released value of the contract is now greater than the target value.

4. Choose  until the overview tree appears.

Creating Sales Orders with Reference to the Contract

Use

In this process step, you create two sales orders with reference to the value contract. The value released by the relevant sales order is updated in the value contract.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction Code	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	6005
Purch. order no.	RI-438900
PO date	Today's date
Req.deliv.date	Today's date +4 working days

5. Choose *Sales document → Create with reference*.

6. If the *Information* dialog box appears, choose .


7. In the dialog box, choose the *Contract* tab page.

8. Choose  *Contracts*.



The system determines from which value contracts the releasing partner 6005 can release from. As customer 6005 is assigned to a lower level of the customer hierarchy for the sold-to party, the system defaults the appropriate contract.

9. Choose *Selection list*.

10. To skip the warning message, choose .

The *Value Contract (IDES) #####: Selection List for Reference Document* screen appears.

Creating Sales Orders with Reference to the Contract


11. Choose  *Enter matl.*




You now define which of the materials ordered by the customer is to be released against the value contract. The system checks whether the specified materials belong to one of the product hierarchies stored in the value contract, which would make them valid for release.


12. Enter the following data:

Field	Data
Material (1st line)	Y-352
Order quantity (1st line)	200
Material (2nd line)	Y-353
Order quantity (2nd line)	100

13. Choose .

14. On the *Value Contract (IDES) XXXX: Selection List for Reference Document* screen, choose  *Copy*.

The *Create Standard Order: Overview* screen appears.

15. Select the first item, then choose .

The *Create Standard Order: Item Data* screen appears.



The discount stored in the value contract has been copied into the sales order item.

16. Choose .

17. Choose the *Shipping* tab page.

18. Note the material availability date (*Mat.av.dt.*) for both items.

19. Choose .

The system issues a sales order number. Make a note of this number. This order will now be referred to as *Sales order 1*.

20. Choose .

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

22. On the *Create Sales Order: Initial Screen*, choose .

23. Enter the following data:

Field	Data
Sold-to party	6006
Purch. order no.	RI-538900
PO date	Today's date

Creating Sales Orders with Reference to the Contract

Req.deliv.date	Today's date +4 working days
----------------	------------------------------

24. Choose *Sales document* → *Create with reference*.


25. In the *Create with Reference* dialog box, choose the *Contract* tab page.

26. Choose  *Contracts*.



The system determines from which value contracts the releasing partner 6006 can release from. As customer 6006 is assigned to a lower level of the customer hierarchy for the sold-to party, the system defaults the appropriate contract.

27. Choose *Selection list*.

28. To skip the warning message, choose .

The *Value Contract (IDES) #####: Selection List for Reference Document* screen appears.


29. Choose  *Enter matl.*




You now define which of the materials ordered by the customer is to be released against the value contract. The system checks whether the specified materials belong to one of the product hierarchies stored in the value contract, which would make them valid for release.

30. On the *Change Value Contract (IDES) #####: List of Materials to be Copied* screen, enter the following data:

Field	Data
Material (1st line)	Y-352
Order quantity (1st line)	50
Material (2nd line)	Y-353
Order quantity (2nd line)	100

31. Choose .

32. On the *Change Value Contract (IDES) XXXX: Selection List for Reference Document* screen, choose  *Copy*.

The *Standard Order: Overview* screen appears.



The customer orders the first item for a later delivery date. You therefore need to change the existing entry for the delivery date.


33. Select the first item, then choose .


34. Enter the following data:

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

Creating Sales Orders with Reference to the Contract


Delivery date (1st line)	Original date + 10 working days
--------------------------	---------------------------------

35. Choose .

36. Choose .

37. On the *Standard Order: Overview* screen, choose the *Shipping* tab page.


38. Note the material availability date (*Mat.av.dt.*) of the second, earlier item.

39. Choose .

The *Value Contract Release* dialog box informs you that the target value of the contract has been exceeded. The contract item does, however, allow you to save the order with reference to the contract, thereby exceeding the target value.

40. Choose *Save*.

The system issues a sales order number. Make a note of this number. This order will now be referred to as *Sales order 2*.

41. Choose  until the overview tree appears.

In the *Exit Order Processing* dialog box, choose *No*.

Delivering the Sales Orders

Usage

You now deliver the two sales orders. The first item of sales order 2 is not delivered just yet, due to the later delivery date.

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Data
Shipping point/receiving point	1100
Delivery creation date	The earliest of the material availability date from order number 1
Delivery creation date (to)	Today + 6 working days
Ship-to party	Empty (delete default entry)
Sales organization (in the <i>General data</i> section)	1020

3. Choose the *Sales orders* tab page.

Field	Data
<i>Range of documents</i> section SD document (1st field)	Sales order 1
<i>Range of documents</i> section SD document (2nd field)	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 *Goto → Documents*.

Delivering the Sales Orders

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:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Picking → Create Transfer Order → Single Document</i>
Transaction Code	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 pick 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 goods issue for the delivery.

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

14. Choose  until the overview tree appears.

Creating the Billing Document

1. Call up the transaction as follows:

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

2. Enter the following data:


Field	Data
Billing date from	Today's date
to	Today's date
<i>Organization data section:</i> Sales organization	1020
<i>Documents to be selected:</i> Delivery-related	Select

3. Choose  *DisplayBill.list*.


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, simply deselect the deliveries that do not belong to your current IDES process.

4. Choose .

The *Process Billing Due List* screen appears.

5. Choose  until the overview tree appears.

Cancelling the Sales Order Item

Cancelling the Sales Order Item

Use

Customer 6006 informs you that they wish to cancel the first item of *sales order 2*. You now need to enter a rejection reason for this item.


Procedure

1. Call up the transaction as follows:


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

2. On the *Change Sales Order: Initial Screen*, enter the following data:




Field	Data
Order	Document number of sales order 2

3. Choose .

In the *Information* dialog box, the system may inform you of subsequent documents.

4. Choose .
5. On the *Change Standard Order #####: Overview* screen, choose the Reason for rejection tab page.
6. To enter a rejection reason for the first item, enter the following data:

Field	Data
Reject (rejection reason in first line)	Customer usage to be postponed

7. Choose .
8. To skip a warning message, choose .
9. Choose  until the overview tree appears.


Checking the Release Situation in the Value Contract

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Contract → Display</i>
Transaction Code	VA43

2. Enter the following data:


Field	Data
Contract	40000080

3. Choose .

The *Display Value Contract (IDES) XXXX: Overview* screen appears.



The released value has been reduced by the value of the rejected item.

4. Choose  until the overview tree appears.

Invoicing a Project with Down Payment Processing

Invoicing a Project with Down Payment Processing

Purpose

A customer has placed an order for the construction, delivery and assembly of a passenger elevator. The sales order is completed within a project and the order contains an agreement with the customer that they make a down payment once they have received the layout of the first construction plan. You invoice the customer for the order as the project progresses by sending them two billing documents. The down payment is settled in the first partial invoice.

This process should clarify how a billing plan for a sales order item can be linked to project milestones and down payment processing. The process does not provide a detailed description of the Logistics aspects of the project. See the [Make-To-Order Production of Elevators \[Ext.\]](#) scenario for more details of the Logistics side (for example, assembly processing, variant configuration, material requirements planning, delivery).

You can find more information about this process under [i \[Page 135\]](#).

Process Flow

You can find the data for this process under [? \[Page 137\]](#)

1. [Preparatory Measures \[Ext.\]](#)
2. [Creating Sales Orders and Projects \[Page 139\]](#)
3. [Releasing a Project \[Page 143\]](#)
4. [Confirming Activity \[Page 144\]](#)
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Additional Process Information

The following information applies mainly to IDES users with knowledge of Customizing for SD and the project system. This text uses data from the process to demonstrate how the billing plan in the sales order is linked with the project. Particular attention is paid to how this applies within Customizing. Because this text refers to this IDES demo, you should read it after completing the process chain.

Assembly Processing with a Network

Material E-1001 used in the process, belongs to planning strategy group 85 (assembly processing network with project). This group contains strategy 85 (assembly processing network with project). This strategy is controlled by requirement type ZMPN (assembly with network/project). Assembly processing with network type PS04 is provided for this requirement type. This setting means that when you create a sales order item for this material, the system automatically creates a network of this category in the project system.

(see SAP Reference IMG: *Production → Production planning → Demand Management → Planned Independent Requirements → Planning Strategy →...*)

Billing with the Billing Plan

The material belongs to item category group 0008 (PS: Billing plan without configuration). This item category group causes item category TP01 (Network: Billing plan without configuration) to be used in the sales document type PS1 (PS: Order) that is used in this process.

(See SAP Reference IMG: *Sales and Distribution → Sales → Sales Documents → Sales Document Item → Assign item categories*)

In item category TP01, billing relevance I (relevant for order-related billing - billing plan) is set. Billing plan type 10 (PS partial billing) has also been assigned to this category. This configuration causes a billing plan of this type to be used for the item in the sales order.

(See SAP Reference IMG: *Sales and Distribution → Billing → Billing plan → Assign billing plan types to item categories*)

Link between the billing plan and the network

In the sales order item, the item category configuration creates a billing plan with billing plan type 10 (PS: Milestone billing). Three date categories are defined in Customizing for this billing plan type: 01 - Milestone billing, 02: - Final invoice, 03: - Down payment request. Billing rule 1 (percentage milestone billing) is configured for date category 1. Date category 02 works with billing rule 3 (final invoice for milestone billing). This rule ensures that amounts remaining to be billed (possibly arising from price changes after the first partial invoices) are included in a final invoice. Date category 03 uses rule 4 (down payment for percentage milestone billing). This rule triggers down payment processing. Date category 03 refers to the standard billing type FAZ (down payment request) with which the down payment request should be posted.

(See SAP Reference IMG: *Sales and Distribution → Billing → Billing plan → Define and assign date categories → Maintain date category for billing plan type*).

As explained above, a network is also created on the basis of the requirement type for the sales order item. When it does this, the R/3 System uses the standard network E-1001 (with which material E-1001 is linked) as a reference. This standard network belongs to the project system basis data. Milestones are assigned to some of the processes in this standard network. In these

Additional Process Information

milestones, the indicator "Sales document date" is set. This indicator when used with date key 01 (Date in the billing plan) controls whether the date for a milestone is copied into the billing plan for the sales order. The relevant billing percentage rate is also specified in the milestone, except for in the milestone for the final invoice.

(see application menu: *Logistics → Project System → Basic Data → Templates → Network Parameters from Sales Order...*).

The milestones in the standard network E-1001 also indicate the relevant milestone usage. These are the usages PS01, PS03 and PS04. Milestone usage is determined in Customizing.

Milestone usage can refer to a date category for a billing plan type in Sales and Distribution.

There is no date category specified for usage PS01. In this case the R/3 System chooses the default date category from billing plan type 10. This is date category 01 (partial billing). Activity 1150 in the network, linked to a milestone of usage PS01, issues the date and the billing percentage rate for a partial invoice to the billing plan for the sales order. Activity 2000 also contains a milestone for the same purpose. Confirming this activity triggers a second partial invoice.

A reference to date category 03, billing plan type 10 is available for usage PS03. The second milestone in activity 2000 is for usage PS03. This allows the activity to issue the date for the final invoice in the billing plan.

Milestone usage PS04 is linked to date category 04, billing plan type 10. Activity 1000 in the network contains a milestone with this usage. Activity 1000 uses it to issue the date and percentage rate for the down payment request in the billing plan for the sales order.

(See SAP Reference IMG: *Project System → Structures → Operative Structures → Milestones → Define milestone usage*)

Data Used During This Process

Field	Data	Description
Sales order type	PS1	Sales order type for project processing
Sales organization	1000	Sales organization: Germany
Distribution channel	10	Distribution channel for end customer
Division	00	Cross-division
Sold-to party	1600	Customer
Material	E-1001	Elevator
Company code	1000	IDES Germany
Account	113100	Bank account

Preparatory Measures

Preparatory Measures



Descriptions in the project system are not multi-lingual so carry out an [Automatic translation \[Ext.\]](#) to the language you require.

Creating Sales Orders and Projects

1. Call up the transaction as follows:

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


2. Enter the following data:


Field	Data
Order type	PS1
Sales organization	1000
Distribution channel	10
Division	00

3. Choose .

4. Enter the following data:

Field	Data
Sold-to party	1600
Purch.order no.	TA-450931
PO date	Current date
Requested delivery date	Accept proposed date
Material	E-1001
Order quantity	1

5. Choose .

In case you are asked to enter a business area, enter *1000* and choose .

The system informs you that it has read and scheduled the network.



The elevator ordered by the customer will be manufactured in a project and material E-1001 is linked to a standard network. The network created in the sales order is copied from the standard network. The network determines the progress of the project, in other words, the chronological sequence of the individual project steps.

You reach the *PS: order: Availability Control* screen.



The network scheduling determines a final date for the project and in the Availability Control screen, the system informs you that, in accordance with current planning, the order item cannot be confirmed until this date.

6. Choose *Complete dl.*

Creating Sales Orders and Projects

7. Select the item and choose *Goto → Item → Billing plan*.



The customer will be invoiced for the sales order item with a billing plan. The total value of the item is billed in two partial invoices as the project progresses. The final invoice is for any amount outstanding after both partial invoices have been paid. You have also agreed with the customer that they pay 10 per cent of the total value as a down payment. The planned billing dates have been taken from the network that was created in the background for the sales order item. All dates have been blocked for billing (*Block* field) because the actual dates have not yet been confirmed. The block is removed once the milestones assigned to these dates in the network have been confirmed as completed.

8. Choose the *Schedule lines* tab page.

9. Select the second schedule line and choose .

10. Choose the *Procurement* tab page.

In the *Assembly* section, the system displays the sequential number of the network that was created when you created the order item. When you save this sales order, this number is replaced by a final network number.

11. In the *Assembly* section, choose *Header*.

You reach the *Network Create: Header Data* screen.



In order to explain how the billing plan is linked to the project, we will now branch into the network although this is not necessary for actually creating the order. The project is created automatically when you save the sales order.

12. Choose .

13. On the *Create Network: Basic Data Overview (Basic Dates)* screen, choose the *Int.processing* tab page.

The system lists all the activities that have to be implemented during the internal processing of the project.

14. Choose .

15. Choose .

The system branches to the *Create: Network: Milestone Overview* screen for activity 1000, which represents the project phase up until when the customer accepts the construction layout.

Milestones are assigned to an activity and are used within the project to control when certain phases in the process have been achieved.

16. Select the milestone line and choose .


The system branches to the *Milestone detail data* screen.

In the *Basic data* tab page in the *Usage* section, you can see that the *Sales document date* indicator has been activated. This indicator specifies that the scheduled date for the activity is to be copied into the billing plan for the sales order. The *InvoicePercentg* field

Creating Sales Orders and Projects

displays the percentage amount in the invoice or required for a down payment for the date. The milestone is linked to the down payment date in the billing plan.


17. Choose .

18. On the *Create: Network: Milestone Overview* screen, choose  several times until you reach the display for activity 1150, which controls the project's earned value. (The activity number is displayed in the *Activity* field.)

19. Select the milestone line and choose .

Activity 1150 is also linked to a milestone and when this milestone is confirmed, the partial invoice releases 30 per cent of the total value.

20. Choose .

21. Choose  several times, until the system informs you that it has reached the last activity.

22. Choose .

23. Choose the *Ext. processing* tab page.

The system lists an activity called *Certification & Release to Customer*, which is implemented by another company.

24. Select activity 2000 and choose .

This activity is linked to two milestones.

25. Select both milestone lines and choose .

When the first milestone is confirmed, the second partial invoice for the billing plan is released, which bills the customer for the remaining 70 per cent of the total order value.

26. Choose .

When the second milestone *Final bill - correction* is confirmed, the system removes the billing block for a final invoice. The final invoice can contain any remaining amounts that still need to be paid. This might be necessary, for example, if you agree to increase the price during the project after partial invoices, based on the old price, have already been created.

27. Choose .


28. Choose .

29. On the *Create PS: order: Schedule Line Data* screen, choose .

To confirm possible warning messages choose .

The system informs you that it has generated the project and issues you with a sales order number.

30. Make a note of the sales order number.

31. Choose  until the overview tree appears.

In the *Exit order Processing* dialog box choose *No*.

Releasing a Project


Use


In order to carry out the activities in a project, you have to release the it. Follow this step to release your project.

Procedure



1. Call up the transaction as follows:

Menu Path	<i>Logistics → Project System → Project → Project Builder</i>
Transaction Code	CJ20N



In case you open the *project builder* for the first time, choose  twice.

2. Choose .
3. Enter the following data:

Field	Data
Project definition	E- + (sales order number noted earlier); Example: E-5423

4. Choose .
5. Select  *Elevator modell 1001* in the left-hand corner.
6. Choose *Edit → Status → Release*.

The status in the field *System status* will be set to *REL* (Released).

7. Choose .
8. Choose .

Confirming Activity

Confirming Activity


Use

Once you have created the layout and it has been accepted by the customer, you can confirm the relevant activity in the project.

Procedure


1. Call up the transaction as follows:

Menu Path	<i>Logistics → Project System → Project → Project Builder</i>
Transaction Code	CJ20N

2. Choose .

3. Enter the following data:

Field	Data
Project def.	E- + (sales order number noted earlier); Example: E-5423

4. Choose .

5. Select  *Elevator modell 1001* in the left-hand corner.

6. Choose .

7. Select the activity  *Layout & acceptance from customer*.

8. Choose *Edit → Activity → Confirm*.

In the dialog box you see the actual data of the customer activity 1000 *Layout & acceptance*. The indicator *FinalConfirm* is selected.

9. Choose .

The status in the field *System status* will be set to *CNF* (Confirmed).

10. Wählen Sie .

11. Wählen Sie .

Creating Down Payment Requests

Use

When you confirm activity 1000, the system removes the billing block for the first date in the billing plan, because the prerequisites for the down payment request have been fulfilled. Create the down payment request in this step.

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:




Field	Data
Billing date from	Current date
Billing date to	Current date
SD document	Sales order number noted earlier
Sales organization	1000
Documents to be selected - Order-related	Select
Documents to be selected - Delivery-related	Deselect

3. Choose  *DisplayBillList*.


The sales order is displayed on the *Process Billing Due List* screen.

4. Select the entry in the worklist and choose *Environment → Display Document*.
5. Select item 10 and choose *Goto → Item → Billing Plan*.

You can see that the down payment date is no longer blocked for billing. The billing date is the confirmation date of the assigned project activity so the order is in today's billing worklist.

6. Choose .
7. On the *Display PS: order...: Overview* screen, choose  again.
8. Choose .


The system displays that a billing document has been created.

9. Position your cursor on the line containing your group number and choose *Documents*.
10. Place the cursor on the sales document and choose  *Disp. doc*.
11. Select the item and choose *Goto → Item → Item Conditions*.

In the line *Calculated Costs*, you can see that the final amount is 10 per cent of the sales order value plus output tax.

Creating Down Payment Requests


12. In the column *Condition Value*, note the value of *Calculated Costst*.

13. Choose .

14. Choose  *Accounting*.

You reach the *Display Document: Overview* screen where the most important data for the document created in Financial Accounting is displayed.

The document generated in Financial Accounting does not have any affect on accounting and does not update the transaction figures. However, it is used as a noted item to remind the Accounting department that a down payment has to be made, and serves as a posting template for the down payment or as a document for the dunning program. A document item is entered in the receivables account for the down payment request without creating an offsetting entry.

15. Choose  until the overview tree appears.

Posting Down Payments

Use

On receipt of the down payment request, the customer transfers the required amount to your company. In this step, you enter the down payment using the down payment request as a reference. The R/3 System then automatically sets the down payment as cleared.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Accounting → Financial Accounting → Accounts Receivable → Document Entry → Down Payment → Down Payment</i>
Transaction Code	F-29



2. Enter the following data:

Field	Data
Document date	Current date
Company code	1000 (is proposed)
Currency	EUR
Account (in the <i>Customer</i> section)	1600
Special G/L ind.	A (down payment)
Account (in the <i>Bank</i> section)	113100
Amount	Amount noted earlier

3. Choose *Requests*.



Because you are not permitted to balance down payments with receivables and liabilities from the delivery, the down payment is treated as a special G/L transaction both in G/L accounting and in accounts receivables accounting. Special G/L transactions are those that have to be processed separately.

4. Select the down payment request you want to process and choose *Create down payments*.
5. On the *Post Customer Down Payment: Display Overview* screen, choose .
6. Choose  until the overview tree appears, confirming the *Exit Editing* dialog box with Yes.

Confirming Activity

Confirming Activity

Use

Because this script deals mainly with the billing aspect of a project, you now confirm the activity that leads to the first partial invoice.

Procedure

1. Call up the transaction as follows:


Menu Path	<i>Logistics → Project System → Progress → Confirmation → Individual Confirmation → Enter</i>
Transaction Code	CN25



You reach the *Create Network Confirmation: Initial Screen*.

2. Enter the following data:

Field	Data
Network	Network number proposed by the R/3 System




If the R/3 System does not propose a network number, you can search for it with a matchcode. Choose the *Networks by Sales Order*. Enter the sales order number you entered earlier and choose .

3. Choose .
4. On the *Create Network Confirmation: Activity Overview* screen, choose *1150 (Update control)* and choose  *Actual data*.

On the *Create Network Confirmation: Actual data* dialog box, the R/3 System proposes values which you can accept.

5. Choose .

On the *Create Network Confirmation: Initial Screen*, the R/3 System informs you that the confirmation has been saved.

6. Choose  until the overview tree appears.




Creating Invoices

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Data
Billing date from	Current date
Billing date to	Current date
SD document	Sales order number noted earlier
Sales organization	1000
Order-related (in the <i>Documents to be selected</i> section)	Select

3. Choose  *DisplayBillList*.
4. On the *Process Billing Due List* screen, select the entry in the worklist and choose *Environment → Display document*.
You reach the *PS: Display order...: Overview screen*.
5. Select item 10 and select *Goto → Item → Billing plan*.
The R/3 System branches to the *Display PS: order...Item Data* screen.
You can see that the first invoice date is no longer blocked for billing. The billing date is the confirmation date of the assigned project activity so the order is in the billing due list.
6. Choose .
7. On the *PS: Display order...: Overview screen*, choose  again.
You eventually reach the *Process Billing Due List* screen.
8. Select the entry in the billing due list and choose *Individual billing document*.
This takes you to the *Invoice Create...(F2): Overview of Billing Items* screen.







The billing document contains two items: The first item invoices the customer for 30 per cent of the total order value. The second item displays the down payment amount that has to be off-set.

9. Select the second item and choose *Pricing*.



If you did not want the total down payment amount to be offset with the first partial invoice, you could change the pricing amount for condition type AZWR (down payment/offsetting) here in the *Pricing* screen for the *Offset Item*. In this case the offset amount that is now open will appear for offsetting in the next partial invoice.

Creating Invoices

10. Choose .
11. On the *Invoice ... (F2) Create: Overview of Billing Items* screen, choose .
12. The *Process Billing Due List* screen issues the billing document number in a message. Note this number.
13. Choose .
14. Choose  until the overview tree appears.

Displaying Single Line Items



Procedure

1. Call up the transaction as follows:




Menu Path	<i>Accounting → Financial Accounting → Accounts Receivable → Account → Display/Change Line Items</i>
Transaction Code	FBL5N

2. Enter the following data:

Field	Data
Customer	1600
Company code	1000
Open items	Select

3. Choose .
4. On the left side of the screen, in the *Documents* folder, select *Reference*.
5. Choose  *Adopt Selected Items*.
6. Enter the following values in the *Selection Criteria: Values* dialog box:

Field	Data
Reference (from)	Billing document noted earlier with two leading zeros (for example, 0090005702)

7. Choose .
8. Choose .
- You reach the *Display Customer Line Item: Basic List* screen.
9. Choose  until the overview tree appears.

Confirming Activity

Confirming Activity

Procedure


1. Call up the transaction as follows:

Menu Path	<i>Logistics → Project System → Progress → Confirmation → Individual Confirmation → Enter</i>
Transaction Code	CN25

You reach the *Create Network Confirmation: Initial Screen*.

2. Enter the following data:

Field	Data
Network	Network number proposed by the R/3 System
Activity	2000


3. Choose .

The R/3 System branches to the *Create Network Confirmation: Actual data* screen.

4. Enter a duration of 3 days.

5. Choose .

On the *Create Network Confirmation: Initial Screen*, the R/3 System informs you that the confirmation has been saved.

6. Choose  until the overview tree appears.


Creating Invoices

1. Call up the transaction as follows:

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





2. Enter the following data:

Field	Data
Billing date from	Current date
Billing date to	Current date
SD document	Sales order number noted earlier
Sales organization	1000
Order-related (in the <i>Documents to be selected</i> section)	Select

3. Choose  *DisplayBillList*.
4. On the *Process Billing Due List* screen, select the entry in the worklist and choose *Environment → Display document*.
You reach the *PS: Display order...: Overview screen*.
5. Select item 10 and select *Goto → Item → Billing plan*.
You reach the *Display PS: Order...Item Data* screen.



You can see that the date for the second partial invoice for the remaining 70 per cent as well as the date for the final invoice are no longer blocked for billing. No prices have been increased during the project run time so the date for the final invoice does not contain any values to be billed.

6. Choose .
7. On the *Display PS Order: Overview screen*, choose .
8. Choose .
9. Choose  until the overview tree appears.

Creating Invoices

Consignment Handling

[Consignment Fill-Up \[Page 156\]](#)

[Consignment Pick-Up \[Page 162\]](#)

[Consignment Issue \[Page 168\]](#)

[Consignment Returns \[Page 175\]](#)

Consignment Fill-Up

Consignment Fill-Up

Purpose

Consignment stock at the customer site can be replenished using *Consignment fill-up*.

You can find more information about this process under [i](#) [\[Page 157\]](#).

Process Flow

You can find the data for this process under [?](#) [\[Page 158\]](#).

1. [Displaying the Consignment Stock \[Page 159\]](#)
2. [Replenishing Consignment Stock at the Customer Site \[Page 160\]](#)

Additional Process Information

Consignment fill-up replenishes the stock at the customer site. Since the goods remain the property of your company, this process is not relevant for pricing and consequently not for invoicing either.

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

Field	Europe	North America
Order type	CF (Consignment fill-up)	CF
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00
Sold-to party	1001	3001
Material	L-40F	L-40F
Shipping point	1200	3200
Plant	1200	3200
Warehouse number	012	320


Displaying the Consignment Stock

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Materials Management → Inventory Management → Environment → Stock → Stock Overview</i>
Transaction Code	MMBE

2. Enter the following data:

Field	Europe	North America
Material	L-40F	L-40F
Plant	1200	3200
Display version	1	1
No zero stock lines	Selected	Selected
Company code	Selected	Selected
Plant	Selected	Selected
Storage location	Selected	Selected
Batch	Selected	Selected
Special stock	Selected	Selected

3. Choose .


The R/3 System displays the stock situation according to your selection criteria.




The stock for product L-40F is recorded in cartons (base unit of measure). In sales and distribution, this material can be sold in cartons or pallets. One pallet contains 4 cartons.

4. Select *Cust. consignment*, then choose .

In the dialog box, you see information about the consignment stock located at various customer sites. Note the consignment stock *unrestricted-use* for customer 1001 (Europe) or customer 3001 (North America).

5. In the dialog box, choose .

6. Choose  until the overview tree appears.

Replenishing Consignment Stock at the Customer Site

Replenishing Consignment Stock at the Customer Site

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Europe	North America
Order type	CF	CF
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00




You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.

3. Choose .

4. Enter the following data:

Field	Europe	North America
Sold-to party	1001	3001
Purch. order no.r	K-LM-300000	C-IS-100300
PO date	Today's date	Today's date
Req.deliv.date	Today's date + 2 days	Today's date + 2 days
Material	L-40F	L-40F
Order quantity	20 (cartons)	20 (cartons)

5. Choose .

If the system displays a dialog box, choose .



If the goods ordered by the customer are not available on the requested delivery date, the R/3 System branches automatically to an availability check screen. Here you can choose one of the delivery options, for example, *Delivery proposal*. The R/3 System then returns to the overview screen.

6. On the *Shipping* tab page, check that the following shipping point has been entered:

Field	Europe	North America
-------	--------	---------------

Replenishing Consignment Stock at the Customer Site

Shi... (Shippig point)	1200	3200
------------------------	------	------

7. Choose *Sales document* → *Deliver*.

The system confirms that the consignment fill-up has been saved.

8. Choose *Subsequent functions* → *Create transfer order*.

The *End document processing* dialog box appears.

9. Choose Yes.


The delivery has been saved.

10. Enter the following data:

Field	Europe	North America
Warehouse number	012	320
Delivery	Defaulted	Defaulted
Foreground/backgrnd	Background	Background
Adopt picking quantity	2	2

11. Choose .

The system generates a transfer order for the picking of the delivery quantities. Option 2 (Adopt picking quantity) ensures that the goods issue posting is made at the same time as the delivery.

12. Choose  until the overview tree appears.

13. To see the changes made to the stock situation, repeat the procedure [Displaying the Consignment Stock \[Page 159\]](#).

On the stock overview screen, you can see that the consignment stock at the customer site has increased by 20 cartons.

Consignment Pick-Up

Consignment Pick-Up

Purpose

Consignment goods not used by the customer can be returned to the warehouse of your company using *Consignment Pick-Up*.

You can find more information about this process under [i](#) [\[Page 163\]](#).

Process Flow

You can find the data for this process under [?](#) [\[Page 164\]](#).

1. [Collecting Consignment Goods from the Customer Site \[Page 165\]](#)
2. [Displaying the Consignment Stock \[Page 167\]](#)

Additional Process Information

Your company uses consignment pick-up to take back consignment goods that the customer does not need. This process is not relevant for billing since the goods remain the property of your company.

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

Field	Europe	North America
Order type	CP (Consignment pick-up)	CP
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00
Sold-to party	1001	3001
Material	L-40F	L-40F
Shipping point	1200	3200
Plant	1200	3200
Storage location	0001	0001

Collecting Consignment Goods from the Customer Site

Collecting Consignment Goods from the Customer Site

Prerequisites

If you would like to execute this process without first performing consignment fill-up, you should first execute the process step [Displaying the Consignment Stock \[Page 159\]](#). This enables you to track the stock changes triggered by this process.

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Europe	North America
Order type	CP (consignment pick-up)	CP
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00



You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.


3. Choose .

4. Enter the following data:

Field	Europe	North America
Sold-to party	1001	3001
Purch. order no.	K-LM-300001	C-IS-100300
PO date	Today's date	Today's date
Req.deliv.date	Today's date	Today's date
Material	L-40F	L-40F
Order quantity	4 (cartons)	4 (cartons)

5. Choose .

6. Choose *Sales document → Deliver*.

7. Select the delivery item, then choose .

8. Choose the *Processing* tab page.

Collecting Consignment Goods from the Customer Site

Note that this business transaction is not relevant for picking (Field: Not relevant for pick).


9. Choose the *Picking* tab page.

10. Enter the following data:

Field	Europe	North America
Stor. location	0001	0001

11. Choose *Post goods receipt*.

The customer consignment stock has now been reduced by 4 cartons and the system has posted a goods receipt to your regular inventory. This concludes this business transaction.

12. Choose  until the overview tree appears.


Displaying the Consignment Stock

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Materials Management → Inventory Management → Environment → Stock → Stock Overview</i>
Transaction Code	MMBE

2. Enter the following data:

Field	Europe	North America
Material	L-40F	L-40F
Plant	1200	3200
Display version	1	1
No zero stock lines	Selected	Selected
Company code	Selected	Selected
Plant	Selected	Selected
Storage location	Selected	Selected
Batch	Selected	Selected
Special stock	Selected	Selected


3. Choose .

You can see that your total stock has increased by four cartons.

4. Select *Cust.consignment*, then choose .

The consignment stock of this customer has been reduced by 4 cartons.

5. In the dialog box, choose .

6. Choose  until the overview tree appears.

Consignment Issue

Consignment Issue

Purpose

The *Consignment issue* enables the customer to withdraw consignment goods from the special stock that are to be used or sold.

You can find more information about this process under [i](#) [\[Page 169\]](#).

Process Flow

You can find the data for this process under [?](#) [\[Page 170\]](#).

1. [Creating a Consignment Issue \[Page 171\]](#)
2. [Billing the Consignment Issue \[Page 174\]](#)

Additional Process Information

This business transaction is relevant for billing, because the property is transferred between owners.

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

Field	Europe	North America
Order type	CI (Consignment Issue)	CI
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00
Sold-to party	1001	3001
Material	L-40F	L-40F
Shipping point	1200	3200
Plant	1200	3200

Creating a Consignment Issue

Prerequisites

If you would like to execute this process without first performing consignment fill-up, you should first execute the process step [Displaying the Consignment Stock \[Page 159\]](#). This enables you to track the stock changes triggered by this process.

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Europe	North America
Order type	CI	CI
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00




You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.

3. Choose .

4. Enter the following data:

Field	Europe	North America
Sold-to party	1001	3001
Purch.order no.	K-LM-300002	C-IS-100303
PO date	Today's date	Today's date
Req.deliv.date	Today's date	Today's date
Material	L-40F	L-40F
Order quantity	8 (cartons)	8 (cartons)

5. Choose .




Standard pricing is performed for this business transaction, because the issued goods are to be invoiced.

6. Choose *Sales document → Deliver*.

Creating a Consignment Issue

On the *Delivery Create: Overview* screen, the system confirms that the consignment issue has been saved.

7. Select the delivery item, then choose .


Choose the *Processing* tab page.



Note that this business transaction is not relevant for picking (Field: Not relevant for pick).

8. Choose *Edit* → *Post goods issue*.

The customer consignment stock has now been reduced by 8 cartons and the system has posted a goods receipt to your regular inventory. This concludes this business transaction.

9. Choose  until the overview tree appears.

You now display the customer consignment stock once again.

10. Call up the transaction as follows:

Menu Path	<i>Logistics</i> → <i>Materials Management</i> → <i>Inventory Management</i> → <i>Environment</i> → <i>Stock</i> → <i>Stock Overview</i>
Transaction Code	MMBE

11. Enter the following data:


Field	Europe	North America
Material	L-40F	L-40F
Plant	1200	3200
Display version	1	1
No zero stock lines	Selected	Selected
Company code	Selected	Selected
Plant	Selected	Selected
Storage location	Selected	Selected
Batch	Selected	Selected
Special stock	Selected	Selected

12. Choose .

13. Select *Cust.consignment* line, then choose .

14. The consignment stock of this customer has been reduced by 8 cartons.

15. In the dialog box, choose .

16. Choose  until the overview tree appears.



Billing the Consignment Issue

Billing the Consignment Issue


1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales → Billing → Billing Document → Create</i>
Transaction Code	VF01

The R/3 System defaults the delivery you have just created.

2. Choose .
3. Choose .

The system confirms that the billing document has been saved.

4. Choose  until the overview tree appears.

Consignment Returns

Purpose

Consignment returns enable your customer to return goods to the consignment stock that have already been issued from it.

You can find more information about this process under [i](#) [\[Page 176\]](#).

Process Flow

You can find the data for this process under [?](#) [\[Page 177\]](#).

1. [Processing Returns of Consignment Goods \[Page 178\]](#)
2. [Creating a Credit Memo \[Page 181\]](#)

Additional Process Information

Additional Process Information

This business transaction is relevant for billing, because the customer is credited for the returned goods.

Data Used During This Process

Field	Europe	North America
Order type	CR (Consignment returns)	CR
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00
Sold-to party	1001	3001
Material	L-40F	L-40F
Shipping point	1200	3200
Plant	1200	3200
Storage location	0001	0001

Processing the Return of Consignment Goods

Processing the Return of Consignment Goods

Prerequisites

If you would like to execute this process without first performing consignment fill-up, you should first execute the process step [Displaying the Consignment Stock \[Page 159\]](#). This enables you to track the stock changes triggered by this process.

Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Europe	North America
Order type	CR (consignment return)	CR
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00



You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.

3. Choose .

4. Enter the following data:

Field	Europe	North America
Sold-to party	1001	3001
Purch. order no.	K-LM-300003	C-IS-100304
PO date	Today's date	Today's date
Order reason	Poor quality	101 (poor quality)
Material	L-40F	L-40F
Order quantity	2 (cartons)	2 (cartons)

5. Choose .


The system issues a warning that you need to check the billing date.

6. Choose .




Processing the Return of Consignment Goods

This business transaction has been automatically blocked for billing (see the *Billing block* field *Check credit memo*). You can only create the credit memo for this customer when the block has been removed.


7. Select the return item, then choose .
8. Choose the *Shipping* tab page, then enter the following data:

Field	Europe	North America
Storage location	0001	0001

9. Choose *Sales document* → *Deliver*.
10. Select the delivery item, then choose .
11. Choose the *Processing* tab page.



Note that this business transaction is not relevant for picking.



12. Choose *Post goods receipt*.
You have now increased the customer consignment stock in your plant by 2 cartons.
13. Choose  until the overview tree appears.
You now display the customer consignment stock once again.

14. Call up the transaction as follows:

Menu Path	<i>Logistics</i> → <i>Materials Management</i> → <i>Inventory Management</i> → <i>Environment</i> → <i>Stock</i> → <i>Stock Overview</i>
Transaction Code	MMBE


15. Enter the following data:


Field	Europe	North America
Material	L-40F	L-40F
Plant	1200	3200
Display version	1	1
No zero stock lines	Selected	Selected
Company code	Selected	Selected
Plant	Selected	Selected
Storage location	Selected	Selected
Batch	Selected	Selected
Special stock	Selected	Selected

16. Choose .
17. Select *Cust.consignment*, then choose .

The consignment stock of this customer has been increased by 2 cartons.

Processing the Return of Consignment Goods

18. Choose .


19. Choose  until the overview tree appears.

Creating a Credit Memo


1. Call up the transaction as follows:

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

2. Enter the number of the sales document you created for the consignment return (or search [Using Matchcodes \[Ext.\]](#)).

3. Choose .

In the dialog box, the system informs you about the subsequent documents.

4. Choose .

5. To ensure that you can create the billing document choose in the *Billing block* field the F4 input help and select the blank line.

6. Choose *Sales document → Billing*.

The system saves your changes.

7. Choose .

The document is saved.

8. Choose *Billing document → Display*.


The system defaults the number of your credit memo.


9. Choose  *Accounting*.

In the dialog box, you can choose the document type you wish to call up.

10. Choose the *Accounting document*.

On the overview screen for the accounting document, you see the line items with the corresponding accounts and amounts that have been posted in Financial Accounting.

11. Choose  until the overview tree appears.

In the dialog box choose .

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 183].

Process Flow

You can find the data for this process under [?](#) [Page 185].

1. [Posting Stock](#) [Page 186]
2. [Creating Rebate Agreements](#) [Page 188]
3. [Checking Customer Hierarchy](#) [Page 192]
4. [Creating Sales Orders](#) [Page 193]
5. [Delivering Sales Orders](#) [Page 196]
6. [Creating Invoices](#) [Page 198]
7. [Settling Rebate Agreements](#) [Page 201]
8. [Creating Rebate Credit Memos](#) [Page 205]
9. [Displaying a Profitability Report](#) [Page 207]

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

107. Call up the transaction as follows:

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

108. Enter the following data:

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

109. Choose .

110. 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

111. Choose .


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

112. Choose Yes.

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

113. Enter the following data:


Field	Data
Viscosity	180
Density	2.05
Wavelength	800


114. Choose .

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

115. Enter the following data:

Field	Data
Viscosity	180
Density	2.05
Wavelength	600


116. Choose .

117. 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.


118. Enter the following data:

Field	Data
Viscosity	40
Gloss	80

119. Choose .

120. Choose .

121. Choose .

122. 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:

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

Creating Rebate Agreements


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:

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

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

Creating Sales Orders

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:


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


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

Delivering Sales Orders

Transaction Code	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:

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

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

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

Creating Rebate Credit Memos

Use

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

Procedure

25. Call up the transaction as follows:

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

26. Enter the following data:

Field	Data
Order	Credit memo request noted earlier

27. 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.

28. 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.

29. Choose .

30. Enter the following data:

Field	Data
Billing block	empty (delete any default)

31. Choose Sales document → Billing.

32. Choose .

The R/3 System issues a document number.

Note this number.

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

34. Enter the following data:


Field	Data
Billing document	Your noted Billing number

Creating Rebate Credit Memos

35. Choose  Accounting.


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

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

37. Choose .

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

39. Choose the *Characteristics* tab page.


40. 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.

41. Choose the *Value fields* tab page.

42. 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.

43. Choose .


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


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

45. 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.

46. Choose .

47. Choose .

48. Choose  until the overview tree appears.

Displaying a Profitability Report

1. Call up the transaction as follows:


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

Monitoring Sales Promotion Budgets

Sales organization 1020 has created a sales promotion, that is, a general marketing plan, for the product group "paint", which contains several types of sales deals. The sales deals provide the basis for arranging discounts with the customers and the promotion contains the budgets planned for the discounts. When you create a sales deal, the system checks whether resources are still available from the planned budget. As soon as sales orders or billing documents for a particular sales deal are created, the actual figures from these transactions are transferred to the budget so that it remains up to date.

You can find more information about this process under [i](#) [Page 210].

Process Flow

You can find the data for this process under [?](#) [Page 211].

1. [Posting Stock](#) [Page 212]
2. [Creating Promotions](#) [Page 214]
3. [Planning Budgets](#) [Page 215]
4. [Display Budget](#) [Page 218]
5. [Creating Sales Promotions](#) [Page 220]
6. [Display Sales Actions](#) [Page 224]
7. [Controlling Budget Assignments](#) [Page 226]
8. [Creating the Sales Orders](#) [Page 227]
9. [Controlling Budget Assignments](#) [Page 230]
10. [Delivering Sales Orders](#) [Page 231]
11. [Creating Transport Request](#) [Page 232]
12. [Creating Billing Documents](#) [Page 233]
13. [Controlling Budget Assignments](#) [Page 234]
14. [Resetting Starting Situation](#) [Page 235]

Additional Process Information

Expanding the Operating Concern

The IDEA operating concern (IDES global operating concern) has been expanded to include promotions and sales deals. This means that these are also available as evaluation objects in Profitability Analysis.

Activating Budgets in Profitability Analysis

Budget assignments have to be updated for each condition type when you maintain condition records. The condition type used in this process (KA00 - sales discount) has already been activated.

Call up the Customizing transaction as follows:

Menu Path	<i>Controlling → Profitability Analysis → Flows of Actual Values → Set up transfer of customer rebate agreements</i>
Transaction Code	SIMG_CFMENUORKEKES4

IDES-180 Report

Data can be transferred from the *Sales and Distribution* (SD) application component to *Profitability Analysis* at three different times. When you maintain condition records, data is updated with transaction type G (customer rebate agreements); when you create sales orders, it is updated with transaction type A (incoming sales orders); and when you bill them, data is transferred to Profitability Analysis with transaction type F (billing data).

Report IDES-180 has been defined for budget controls. This report evaluates data that have been updated for a promotion in Profitability Analysis. The data is compressed at promotion level according to country, sales region, customer and period/year. The report contains different indicators. Indicator *Plan promotion* evaluates data available in transaction type G as planning data in Profitability Analysis. This data comes from promotion budget planning. The Actual deal indicator is based on data available in transaction type G as actual data. This data is updated when you create condition records. The report calculates the actual data for transaction type A with the *Actual orders* indicator and, for transaction type F with the *Actual billing document* indicator.

All the indicators named are based on the *Other rebates* value field in the IDEA operating concern. Condition type KA00 (promotion discount) from SD correspond to this value field in Profitability Analysis.

The three indicators *Open promotions*, *Open orders* and *Open billing documents* are all defined by a formula that calculates the difference between the planned values and the actual values for each transaction type.

Data Used During This Process

Field	Data	Description
Plant	1100	Berlin
Storage location	0001	Material storage
Material	Y-352	Paint 5 Liter can
Material	Y-353	Paint 10 Liter can
Promotion type	0030	Promotion
Sales organization	1020	Berlin, Germany
Distribution channel	20	Retail chains
Division	00	Cross-divisional
Customer	6010	Homebuilding
Customer	6011	Havers
Customer	6002	Riwa
Type of sales deal	0020	Sales deal
Operating concern	IDEA	Operating concern IDES
Plan version	180	Promotion
Planning layout	IDES180	Promotion
Report	IDES-180	Promotion
Shipping point	1100	Shipping point Berlin
Warehouse number	011	Warehouse Berlin

Posting Stock

Posting Stock

Use

During this process you deliver specified materials to customers. In the first activity you ensure that there is sufficient stock to fulfil these deliveries. As the procurement process is not of interest to this process, you post the stock without reference to any upstream production or purchase order. The materials involved are managed in batches. You therefore need to specify the characteristics of the batches that are posted to.

Procedure

1. Call the transaction as follows:

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


Column	Row	Data
Material	1	Y-352
Quantity	1	150
Material	2	Y-353
Quantity	2	130

5. Choose .

6. If the *Automatic Batch Number Assignment* dialog box appears, choose Yes.


7. Enter the following data for Material Y-352:


Field	Data
Viscosity	180
Density	2,05
Wavelength	800

8. Choose .


9. Enter the following data for Material Y-353:

Field	Data
Viscosity	180
Density	2,05
Wavelength	600

10. Choose .

11. Choose .

A document number assignment is displayed in the status line.

12. Choose  until the overview tree appears.

Creating Promotions

Creating Promotions

Use

This activity creates promotions in the R/3 System. You specify the promotion's sales area and validity period.


Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Master Data → Agreements → Promotion → Create</i>
Transaction Code	VB31


2. Enter the following data in the *Create Promotion* screen:

Field	Data
Promotion type	0030

3. Choose .

4. Enter the following data in the *Organizational Data* dialog box:

Field	Data
Sales organization	1020
Distribution channel	20
Division	00

5. Choose  *Copy*.


6. Enter the following data:

Field	Data
Description	Your paint program
Validity period from	First day of the current month
To	six months later

7. Choose .

The promotion number is displayed in the status line.

8. Note the promotion number.

9. Choose  until the overview tree appears.

Planning Budgets

Use

This activity determines the budget for promotions. The budget plans the discounts which can be allowed in a sales promotion. The planning levels are country and region and customer.


Procedure

1. Call the transaction as follows:

Menu Path	<i>Accounting → Controlling → Profitability Analysis → Planning → Edit Planning Data</i>
Transaction Code	KEPM





2. If the *Set Operating Concern* dialog box appears, enter the following data:

Field	Data
Operating concern	IDEA
Costing-based	Select







3. Choose .



This dialog box appears when the transaction is first called. The R/3 System keeps your selection.


4. Open the  *Planning Levels* →  *IDES 180* →  *IDES 180* tree in the top left-hand corner.
5. Choose *Change Planning Package* by clicking with the right-hand key on  *IDES 180*.
6. Enter the following data at the right-hand side:

Field	Data
From Country + Region	DE 05 (North-Rhine Westphalia)
From Period/Year	Current month/year
To Period/Year	Current month/year
Promotion	Promotion number noted earlier
Version	180


7. Choose .
8. Call the *Promotion* by double-click on  *IDES*.
9. Open the  *IDES 180* →  *Enter planning Data* →  *IDES 180* tree in the bottom left-hand corner.
10. Call *Change Sales and Profit Plan: Aggregated Values* by double click on  *IDES180*.
11. Enter the following data:

Planning Budgets

Column	Row	Data
Customer	1	6010
Budget	1	40000
Customer	2	6011
Budget	2	20000

12. Choose .

13. Select the first row:

14. Choose .






The cumulated value which you specified was distributed among the promotion periods (months) by the R/3 System in the *Change Sales and Profit Planning: Period Values* screen.

15. Choose .

The status row shows that the plan data have been posted.



You then plan the data for country + region DE 08 (Baden-Württemberg).


16. Open the  *Planning Levels* →  *IDES 180* →  *IDES 180* tree in the top left-hand corner.




17. Choose *Change Planning Package* by clicking with the right-hand key on  *IDES 180*.

18. Enter the following data at the right-hand side:

Field	Data
From Country + Region	DE 08 (Baden-Wuerttemberg)
From Period/Year	Current month/year
To Period/Year	Current month/year
Promotion	Promotion number noted earlier
Version	180

19. Choose .

20. Call the *Promotion* by double-click on  *IDES*.


21. Open the  *IDES 180* →  *Enter planning Data* →  *IDES 180* tree in the bottom left-hand corner.


22. Call *Change Sales and Profit Plan: Aggregated Values* by double click on  *IDES180*.

23. Enter the following data:


Column	Data
--------	------

Customer	6002
Budget	24000

24. Choose .

25. Choose .

The status row shows that the plan data have been posted.

26. Choose  until the overview tree appears.

Display Budget

Display Budget





Use

In the following step, display the planning data for one of the two regions again. This should clarify how the planning data in profitability analysis has been cumulated.








Procedure

1. Call the transaction as follows:

Menu Path	<i>Accounting → Controlling → Profitability Analysis → Planning → Edit Planning Data</i>
Transaction Code	KEPM

2. Open the  *Planning Levels* →  *IDES 180* →  *IDES 180* tree in the top left-hand corner.
3. Choose *Change Planning Package* by clicking with the right-hand key on  *IDES 180*.
4. Enter the following data at the right-hand side:

Field	Data
Country + Region	DE 05
From Period/Year	Current month/year
To Period/Year	Current month/year
Promotion	Promotion number noted earlier
Version	180

5. Choose .
6. Call the *Promotion* by double-click on .
7. Open the  *IDES 180* →  *Enter planning Data* →  *IDES 180* tree in the bottom left-hand corner.
8. Call *Change Sales and Profitability Planning: Cumulated Values* by double click on .
9. Select the row for customer 6010.
10. Choose  *Line items*.

If the *Line items: Selection Conditions* dialog box appears, choose .




The data has been posted to Profitability Analysis as transaction type G (customer agreements) as planning values (planned/actual indicator = 1).


11. Double-click on the first item to call the *Display Planned Individual Items: List*.

Display Budget



The planned figures have been updated for the characteristic values that you entered for sales organization, country + region, customer and promotion. Other characteristics can be derived from these characteristic values, (such as the company code from the sales organization) or they are taken from the customer master record that you specified (for example, customer class). The budget is copied into the *Other discounts* field.

12. Choose .

13. Choose  until the overview tree appears.

In the dialog box, choose *No*.

Creating Sales Promotions

Creating Sales Promotions

Use

A promotion contains sales deals which are used to agree a rebate with a customer for certain products in the range of paints. The value of the pricing rebate that arises from the planned sales volume is updated as a budget assignment.

Procedure

1. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Master Data → Agreements → Sales deal → Create</i>
Transaction Code	VB21


2. Enter the following data:

Field	Data
Type of sales deal	0020

3. Choose *Reference Promotion*.

4. Make the following entries in the *Input Reference Agreement* dialog box:

Field	Data
Promotion	Promotion number noted earlier

5. Choose  *Copy*.

6. Choose .

On the *Organizational Data* dialog box, you can see that the promotion specified has been copied to the organizational data for the agreement.

7. Choose .

8. Enter the following data:

Field	Data
Description	6010: Paint
To period	Current month + 5

9. Choose *Conditions*.

The *Valid Condition Types and Key Combination* dialog box appears.

10. Position the cursor on the row for condition type *KA00 Sales Promotion*.

11. Choose *New Condition Records*.

12. Enter the following data:

Field	Data
Sales organization	1020

Distribution channel	20
Customer	6010
Material (1st line)	Y-352
Rate (line 1)	10
Material (2nd line)	Y-353
Rate (line 2)	15

13. Choose .

14. Mark both rows.

15. Choose .

The *Create Sales Deal: Detail Sales Promotion (KA00)* screen for the first condition is displayed.


16. Enter the following data:

Field	Data
Planned basis	20000

17. Choose .



The planned sales volume for customer 6010 and material Y-352 during the validity period of the rebate is 20,000 DEM. The system uses this value to calculate the planned condition value which is then transferred to Profitability Analysis (see below).

18. Choose  to display the condition for the second item.

19. Enter the following data:

Field	Data
Planned basis	30000

20. Choose .

21. Choose .

To skip any warnings about *Overlapping Validity Periods* choose .



The number of your sales action is displayed in the status row.

22. Note the sales action number.



Create another sales deal.

23. Enter the following data:


Creating Sales Promotions

Field	Data
Type of sales deal	0020

24. Choose *Reference Promotion*.

25. Enter the following data:

Field	Data
Promotion	Promotion number noted earlier

26. Choose  *Copy*.

27. Enter the following data:

Field	Data
Description	6011: Paint
to	Current month + 5

28. Choose *Conditions*.

The *Valid Condition Types and Key Combination* dialog box appears.

29. Position the cursor on the row for condition type *KA00 Action*.


30. Choose *New condition Record*.

31. Enter the following data in the *Create Sales Deal: Overview Sales Promotion(KA00)* screen:

Field	Data
Sales organization	1020
Distribution channel	20
Customer	6011
Material (1st line)	Y-352
Rate (line 1)	7,5
Material (2nd line)	Y-353
Rate (line 2)	11

32. Choose .


33. Mark both rows.

34. Choose .

35. Enter the following data:


Field	Data
Planned basis	10000


36. Choose .

37. Choose  to display the condition for the second item.

38. Enter the following data:

Field	Data
Planned basis	15000


39. Choose .

40. Choose .

To skip any warnings about *Overlapping Validity Periods* choose .

The number of your sales action is displayed in the status row.

41. Note the second sales action number.

42. Choose  until the overview tree appears.

Display Sales Action

Display Sales Action

Use

In the following step, display the data for one of the two sales deals again. The system displays how the data from the condition records created for this sales deal is forwarded to Profitability Analysis.



Procedure

1. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Master Data → Deals → Sales Deals → Display</i>
Transaction Code	VB23

2. Enter the following data:

Field	Data
Sales deal	Number of second sales deal

3. Choose .
4. Choose *Conditions*.
5. On the **Valid Condition Types and Key Combinations** dialog box, place the cursor on *Condition type KA00 sales deal* and choose .
6. Select the first item:
7. To display the individual items, choose *Environment → Line items*.



The planned value of the condition is transferred to Profitability Analysis with transaction type G (customer agreements). This transaction type also posts the data from the previous budget assignment. In contrast to the budget data which was posted to Profitability Analysis with the planned/actual indicator 1 (planned), the condition values are indicated as 0 (actual). Profitability Analysis also uses another currency so the documents are displayed in both the operating concern's currency (currency type B0) and the company code currency (currency type 10).

The planned condition value is distributed across the different months (periods) according to the condition's validity period.

8. Double-click on the first individual item.
9. Choose the *Characteristics* tab page.



The planned value of the discount has been updated at country and region and customer levels. Country and region and customer are also the promotion budget criteria. As the promotion number which belongs to the sales deal has been transferred to Profitability Analysis, the budget assignment can be compared with the promotion budget using the planned condition values.


Display Sales Action


10. Choose the *Value fields* tab page.

11. Choose  until *Other rebates* is displayed.



Condition type KA00 (promotion discount) from SD corresponds to the *Other rebates* field in Profitability Analysis. This field contains the planned condition value.

12. Choose  until the overview tree appears.

In the dialog box, choose .

Controlling Budget Assignments

Controlling Budget Assignments

Use

As soon as sales promotions with their rebate agreements have been created, you can check how much of the budget has been used for the promotion.



This report displays the data available in Profitability Analysis for the sales deal you created. The first drill-down level displays the data at country level. This compares the country budget (*Promotion planned*) against the actual values at country level for the sales promotion (*Promotion Actual*). *Open Promotions* displays the difference between the values as an open budget. You can navigate further to the levels for *Country + Region*, *Customer* and *Period* (month).

Procedure

1. Call the transaction as follows:


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

2. Select the report  *IDES-180*.

3. Choose .

4. Enter the following data:

Field	Data
Promotion	Promotion number noted earlier


5. Choose .

6. Call the customer view by double-click on *North Rhine Westphalia*.

7. Call the distribution of the total values among the periods by double-click on the first customer.

8. Choose .

9. In the dialog box, choose Yes.

10. Choose  until the overview tree appears.

Creating Sales Orders

1. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Order → Create</i>
Transaction Code	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	6010
Purch. order no.	HE-760398
PO date	Today's date
Req.deliv.date	Today's date + 4 working days
Pricing date	Today's date
Material (1st line)	Y-352
Order quantity (1st line)	100
Material (2nd line)	Y-353
Order quantity (2nd line)	50

5. Choose .

6. To skip any information messages, choose .

7. Select the first item.

8. Choose .

The *Create Standard Order: Item Data* screen appears.

9. Select the row for condition type *KA00 Sales Promotion*.

10. Choose  *Condition rec.*


11. Select the row for condition type *KA00*.


12. Choose .



Creating Sales Orders


The promotion discount is taken from the sales action you created earlier that in turn belongs to the *Paint program* promotion.

13. Choose .

14. Choose .

15. Choose the *Shipping* tab in the *Create Standard Order: Overview* screen.

16. Note the material availability date (*Mat. av. dat*) for both items.

17. Choose .

The assigned order number is displayed in the status bar.

18. Note the order number.

This order will now be referred to as *Sales order 1*.

19. To create another order, make the following entries:

Field	Data
Sold-to party	6011
Purch. order no.	HA-984598
PO date	Today's date
Req.deliv.date	Today's date + 4 working days
Pricing date	Today's date
Material	Y-352
Order quantity	50
Material	Y-353
Order quantity	80

20. Choose .

21. To skip any information messages, choose .

22. Choose the *Shipping* tab page.


23. Note down the Material availability date (*Mat. av. dat*) for both items.

24. Choose .

The assigned order number is displayed in the status bar.

25. Note the second order number.

This order will now be referred to as *Sales order 2*.

26. Choose  until the overview tree appears.

In the dialog box, choose *No*.

Controlling Budget Assignments

Controlling Budget Assignments

Use

As soon as sales orders are created for the sales deal, the actual figures for these orders become available for monitoring the budget.



The report lists the value updated from the customer orders for the rebate in the *Actual sales order value* column. The *Open sales order values* column contains the budget amount that has not yet been used by the sales orders.

Procedure

1. Call the transaction as follows:


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

2. Select the report  *IDES-180*.

3. Choose .

4. Enter the following data:

Field	Data
Promotion	Promotion number noted earlier


5. Choose .

6. Call the customer view by double-click on *North Rhine Westphalia*.

7. Call the distribution of the total values among the periods by double-click on the first customer.

8. Choose .

9. In the dialog box, choose Yes.

10. Choose  until the overview tree appears.

Delivering Sales Orders

1. Call the transaction as follows:

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




2. Enter the following data:

Field	Data
Shipping point/receiving pt	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.

4. Enter the following data:

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

5. Choose .
6. Select your customer orders.
7. Choose  *Background*.
8. Choose  to display the log.
9. Position the cursor on the group number.
10. Choose *Documents*.

The numbers for the created deliveries are displayed in the *Document* column.

11. Make a note of both delivery numbers.
12. Choose  until the overview tree appears.

Create Transport Request


Create Transport Request

1. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Picking → Create Transfer Order → Single Document</i>
Transaction Code	LT03

2. Enter the following data:

Field	Data
Warehouse number	011
Plant	1100
Delivery	First delivery number
Foreground/backgrd	Background
Adopt pick quantity	2

3. Choose .




The system generates a transfer order for the picking of the delivery quantities. Option 2 (Adopt picking quantity) ensures that the goods issue posting is made at the same time as the delivery.

4. Enter the following data:

Field	Data
Warehouse number	011
Plant	1100
Delivery	Second delivery number
Foreground/backgrd	Background
Adopt pick quantity	2

5. Choose .

6. Choose  until the overview tree appears.

Creating Billing Documents

1. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Billing → Billing Document → Process Billing Due List</i>
Transaction Code	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 – delivery-related	Select

3. Choose  *DisplayBill.List*.

The system displays all the deliveries that are still open for internal billing on the current date.

If other deliveries than those you created are selected, deselect them.


4. Choose .

The invoicing run is displayed.

5. Position the cursor on the line containing your billing run.

6. Choose *Documents*.

The created invoices are displayed.

7. Choose  until the overview tree appears.

In the dialog box, choose Yes.

Controlling Budget Assignments

Controlling Budget Assignments

Use

Once an invoice has been created for the deliveries, budget monitoring can access the actual figures from the billing documents.



The report lists the value updated from the billing documents for the rebate in the *Actual billing document value* column. The *Open billing document values* column contains the budget amount that has not yet been used by the billing documents.

Procedure

1. Call the transaction as follows:


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

2. Select the report  *IDES-180*.

3. Choose .

4. Enter the following data:

Field	Data
Promotion	Promotion number noted earlier


5. Choose .

6. Call the customer view by double-click on *North Rhine Westphalia*.

7. Call the distribution of the total values among the periods by double-click on the first customer.

8. Choose .

9. In the dialog box, choose Yes.

10. Choose  until the overview tree appears.

Resetting Starting Situation

Use


Set a deletion flag for the condition records you created for the sales promotions so that the process can be repeated. This prevents the validity periods overlapping with each other.

Procedure

1. Call the transaction as follows:


Menu Path	<i>Logistics → Sales and Distribution → Master data → Conditions → Select using index → Change conditions.</i>
Transaction Code	V/15

2. Select the index *Customer/Sales Org/Distrib. Channel/Sector* in the *Select Index* dialog box.

3. Choose .

4. Enter the following data:

Field	Data
Customer	6010
To	6011
Sales organization	1020
Distribution channel	20
Division	Empty (delete any default)
Valid on	Today's date

5. Choose .

6. Choose *Administrative data*.

The system displays the condition records that are assigned to the sales promotion you created.


7. Select all condition records.

8. Choose .

The *D* column displays the deletion flag for the condition records.

9. Choose .

The status row shows that the condition records have been saved.

10. Choose  until the overview tree appears.

Resetting Starting Situation

Shipping

1. [Combining Orders \(Manually and via the Delivery Due List\) \[Page 238\]](#)
2. [Partial Delivery \[Page 249\]](#)
3. [Packing the Delivery \[Page 259\]](#)
4. [Kpicking with Lean WM \[Page 267\]](#)

Combining Orders (Manually and Via the Delivery Due List)

Combining Orders (Manually and Via the Delivery Due List)

Purpose

In this process, a customer places two orders on the same day. The second order is to be delivered together with the first.

You can find more information about this process under [i](#) [Page 239].

Process Flow

You can find the data for this process under [?](#) [Page 240].

1. [Creating a Sales Order \[Page 241\]](#)
2. [Creating a Sales Order With Reference to a Document \[Page 243\]](#)
3. [Combining Orders Manually in One Delivery \[Page 245\]](#)
4. [Processing the Delivery Due List \[Page 246\]](#)
5. [Picking the Delivery and Posting the Goods Issue \[Page 248\]](#)

Additional Process Information

You can group entire orders, order items of different orders, or partial deliveries of individual order items into one delivery. The orders (or order items) and schedule lines must have identical shipping criteria. At the time of delivery, orders can be combined manually or automatically via the delivery due list.

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

Field	Europe	North America
Order type	OR (Standard order)	OR
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00
Customer	1033	3850
Material 1	R-1141	R-1141
Material 2	R-1140	R-1140
Shipping point	1200	3200
Warehouse number	012	320

Creating a Sales Order

1. Call up the transaction as follows:


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

2. Enter the following data:

Field	Europe	North America
Order type	OR	OR
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00




You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.

3. Choose .

4. Enter the following data:



Field	Europe	North America
Sold-to party	1033	3850
Purch.order no.	K-KA-201001	C-SD-058300
PO date	Today's date	Today's date
Req.deliv.date	Today's date + three working days	Today's date + three working days
Pricing date	Today's date	Today's date
Material	R-1141	R-1141
Order quantity	5	5

5. Choose .



If a dialog box should appear, choose .



If the goods ordered by the customer are not available on the requested delivery date, the R/3 System branches automatically to an availability check screen. Here you can choose one of the delivery options, for example, *Delivery proposal*. The R/3 System then returns to the overview screen.

6. On the overview screen, select your item, then choose .
7. Select the schedule line with the confirmed order quantity, then choose .

Creating a Sales Order

8. Choose the *Shipping* tab page.
9. Make a note of the *Material availability date*, as you will need this as a selection criterion to create the delivery. If the Transport planning date is earlier than the *material availability date*, you can create the delivery on this date.
10. Choose .
11. Make a note of the order number.
12. Choose  until the overview tree appears.
In the dialog box, choose *No*.

Creating a Sales Order With Reference to a Document

Use

The customer orders five more monitors. The first sales order is to be used as a reference. Both orders are to be delivered together.

Procedure

1. Call up the transaction as follows:

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


The system automatically proposes the following data from the previous transaction.

Field	Europe	North America
Order type	OR	OR
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00

2. To use the first order as a copy reference, choose  *Create with reference*.

3. Choose the *Order* tab page, then enter the following data:

Field	Europe	North America
Order	Order number from the first process step	Order number from the first process step
Req.deliv.date	Today's date + three working days	Today's date + three working days

4. Choose  *Copy*.

The system copies all relevant data and branches to the overview screen of the new document.

5. Enter the following data:

Field	Europe	North America
Purch.order no.	K-KA-201002	C-SD-058301
PO date	Today's date	Today's date




6. On the same screen, change following data:

Field	Europe	North America
Material	R-1140	R-1140
Order quantity	6	6

7. Choose .

Creating a Sales Order With Reference to a Document

Since you are changing the material proposed in the first order, the R/3 System updates the item type and pricing.

8. In the next dialog boxes, choose .
9. Choose .
10. Make a note of the order number.
11. Choose  until the overview tree appears.

In the *Exit Order Processing* dialog box, choose *No*.

Combining Orders Manually in One Delivery

Use

In this process step, you create an individual delivery for the second order and then manually add the first order to the delivery.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Outbound Delivery → Create → Single Document → With Reference to Sales Order</i>
Transaction Code	VL01N

2. Enter the following data:

Field	Europe	North America
Shipping point	1200	3200
Selection date	The material availability date or the transport planning date of the first item	The material availability date or the transport planning date of the first item
Order	Second order number	Second order number


3. Choose .

The R/3 System generates the first delivery item from the second sales order.

4. To copy the open item from the first sales order to this delivery, choose *Outbound delivery → Deliver sales order*.

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


Field	Europe	North America
Order	Number of the first sales order	Number of the first sales order

6. Choose .

You now see the new item from the first order.



Do **not** save this delivery, since this process step is only used to demonstrate how you can manually combine orders at the time of delivery.

7. Choose  until the overview tree appears.

The system asks whether you want to save your data. Choose *No*.

Processing the Delivery Due List

Processing the Delivery Due List

Use

Instead of creating a delivery individually for a sales order, you can use the delivery due list to process deliveries for all order items that are due for delivery at a certain time or within a certain period. In this case, the R/3 System creates deliveries for all of the sales order items you select. It also checks which order items can be combined into one delivery.

In this process step, the R/3 System automatically creates one delivery for the two sales orders you created earlier.

Procedure

1. Call up the transaction as follows:

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


2. Enter the following data:

Field	Europe	North America
Shipping point/receiving pt	1200	3200
Deliv.creation date (from)	The material availability date or the transport planning date of the first item	The material availability date or the transport planning date of the first item

3. Choose the *Sales orders* tab page.

4. Enter the following data:

Field	Europe	North America
SD document (from)	First order number	First order number
Sales document (to)	Second order number	Second order number

5. Choose .

The R/3 System displays the two order items due for delivery that match your selection criteria.

6. Choose .

7. Choose  *Background*.

8. Choose .


The system generates a log.

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

10. Select the document number, then choose  *Disp.doc..*

You now see the created delivery.

Processing the Delivery Due List

11. Note the delivery number displayed in the *Outbound delivery* field.
12. Choose  until the overview tree appears.

Picking the Delivery and Posting the Goods Issue

Picking the Delivery and Posting the Goods Issue

1. Call up the transaction as follows:


Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Picking → Create Transfer Order → Single Document</i>
Transaction Code	LT03

2. Enter the following data:

Field	Europe	North America
Warehouse number	012	320
Delivery	Delivery number	Delivery number
Foreground/background	Background	Background
Adopt pick.quantity	2	2

3. Choose .

The system generates a transfer order for the picking of the delivery quantities. Option 2 (Adopt picking quantity) ensures that the goods issue posting is made at the same time as the delivery.

4. Choose  until the overview tree appears.

Partial Deliveries

Purpose

Due to technical problems in Shipping, you are unable to deliver a sales order completely on the confirmed delivery date. A second delivery is required to complete the order.

You can find more information about this process under [i](#) [\[Page 250\]](#).

Process Flow

You can find the data for this process under [?](#) [\[Page 251\]](#).

1. [Creating the Sales Order \[Page 252\]](#)
2. [Delivering the Sales Order \[Page 254\]](#)
3. [Picking the Delivery \[Page 255\]](#)
4. [Reprocessing the Delivery \[Page 256\]](#)
5. [Delivering the Open Order Quantities \[Page 257\]](#)

Additional Process Information

Additional Process Information

A partial delivery may be necessary if the entire quantity of goods ordered by the customer is not available on the requested delivery date. Another reason may be that no complete deliveries can be created during delivery processing because of, say, organizational or transportation capacity limitations.

Data Used During This Process

Field	Europe	North America
Order type	OR (standard order)	OR
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00
Customer	2140	4140
Material	M-12	M-12
Shipping point	1200	3000
Warehouse number	012	300
Plant	1200	3000

Creating a Sales Order

Creating a Sales Order

1. Call the transaction as follows:


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

2. Enter the following data:

Field	Europe	North America
Order type	OR	OR
Sales organization	1000	3000
Distribution channel	12	12
Division	00	00



You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.

3. Choose .

4. Enter the following data:

Field	Europe	North America
Sold-to party	2140	4140
PO number	K-NIC-801000	C-NI-0414000
Purchase order date	Today's date	Today's date
Req.deliv.date	Today's date + three working days	Today's date + three working days
Pricing date	Today's date	Today's date
Material	M-12	M-12
Order quantity	10	10

5. Choose .


6. To close the information dialog box, choose .



If the goods ordered by the customer are not available on the requested delivery date, the R/3 System branches automatically to an availability check screen. Here you can choose one of the delivery options, for example, *Delivery proposal*. The R/3 System then returns to the overview screen.



7. Select the required item.

8. Choose .

9. Choose the *Schedule lines* tab page.
10. On the *Create Standard Order: Item Data* screen, select the schedule line with the confirmed order quantity.
11. Choose .
12. Choose the *Shipping* tab page.
13. Make a note of the *Material availability date*, as you will need this as a selection criterion to create the delivery.



If the Transport planning date is earlier than the material availability date, you can create the delivery on this date.

14. Choose .
15. Make a note of the order number.
16. Choose  until the overview tree appears.

In the dialog box, choose *No*.

Delivering the Sales Order


Delivering the Sales Order


17. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Outbound Delivery → Create → Single Document → With Reference to Sales Order</i>
Transaction Code	VL01N

18. Enter the following data:


Field	Europe	North America
Shipping point	1200	3000
Selection date	The material availability date or the transport planning date of the first order	The material availability date or the transport planning date of the first order
Order	Your order number	Your order number

19. Choose .

20. Choose .

In the status bar, you see the number of the delivery you created.

21. Note this delivery number.

22. Choose  until the overview tree appears.

Picking the Delivery

23. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Picking → Create Transfer Order → Single Document</i>
Transaction Code	LT03

24. Enter the following data:


Field	Europe	North America
Warehouse number	012	300
Delivery	Delivery number noted earlier	Delivery number noted earlier
Foreground/Backgrnd	Background	Background
Adopt picking quantity	Empty (delete any default)	Empty (delete any default)

25. Choose .

The system generates a transfer order for the picking of the delivery quantities.

In the status bar, you see the number of your transfer order.

26. Note the number of the transfer order.

27. Choose  until the overview tree appears.

Reprocessing the Delivery

Reprocessing the Delivery


The delivery quantities could not be picked completely. To ensure that the goods issue can be made for the first partial delivery, you now enter the difference in the delivery document.

28. Call the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Outbound Delivery → Change → Single Document</i>
Transaction Code	VL02N

29. Enter the following data:

Field	Europe	North America
Delivery	Delivery number noted earlier	Delivery number noted earlier

30. Choose .

31. Choose the *Picking* tab page.


32. Enter the following data:

Field	Europe	North America
Delivery quantity	8	8
Picking quantity	8 (that is, less than the quantity updated in the transfer order)	8 (that is, less than the quantity updated in the transfer order)



To ensure that the goods issue can be posted for this delivery, the delivery quantity must be identical to the picked quantity.

33. Choose *Post goods issue*.

34. Choose  until the overview tree appears.

Delivering the Open Order Quantities

1. Call the transaction as follows:


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

2. Enter the following data:

Field	Europe	North America
Order	Your order number	Your order number

3. Choose .

In the dialog box, the system informs you about the subsequent documents.

4. Choose .

5. Choose .

6. Choose .


7. On the *Change Standard Order ###: Overview* screen, select the item.

8. Choose .

You can now see that the ordered quantity differs from the delivered quantity.

9. To generate the delivery document for the open quantities, choose *Sales document → Deliver*.



If the open quantities are not ready for shipment on the defaulted selection date (today's date), the system issues an error message to inform you that no delivery items could be created. If this occurs, set the selection date three days in the future, then choose .

The system defaults the remainder delivery quantity (2 pieces).

10. Choose *Subsequent Functions → Create Transfer Order*.

11. In the dialog box, to save your data, choose *Yes*.

12. On the *Create Transfer Order for Delivery Note: Initial* screen, enter the following data:


Field	Europe	North America
Warehouse number	012	300
Process Flow	Background	Background
Copy picking quantity	2	2

13. Choose .



Delivering the Open Order Quantities

Option 2 (Adopt picking quantity) ensures that the goods issue posting is made at the same time as the delivery.

14. Choose  until the overview tree appears.

Packing the Delivery

Purpose

You can find more information about this process under [i](#) [Page 260].

Process Flow

You can find the data for this process under [?](#) [Page 261].

1. [Creating a Sales Order \[Page 262\]](#)
2. [Delivering the Sales Order \[Page 264\]](#)
3. [Billing the Sales Order \[Page 266\]](#)

Additional Process Information

Additional Process Information

Packing is part of delivery and transportation processing. While you process a delivery, you can select the delivery items that you want to pack and assign them to shipping units.

Data Used During This Process

Field	Data
Order type	OR
Sales organization	1000
Distribution channel	10
Division	00
Plant	1200
Shipping point	1200
Warehouse number	012
Customer	1200
Material	R-1140
Shipping material 1	PK-100
Shipping material 2	PK-095

Creating a Sales Order

Creating a Sales Order

1. Call up the transaction as follows:


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

2. Enter the following data:

Field	Data
Order type	OR
Sales organization	1000
Distribution channel	10
Division	00



You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.

3. Choose .

4. Enter the following data:


Field	Data
Sold-to party	1200
Purch.order no.	K-MI-302000
PO date	Today's date
Req.deliv.date	Today's date +2 working days
Pricing date	Today's date
Material	R-1140
Order quantity	2


5. Choose .

6. In the dialog box choose .





If the goods ordered by the customer are not available on the requested delivery date, the system branches automatically to an availability check screen. Here you can choose one of the delivery options, for example, *Delivery proposal*. The system then returns to the overview screen.

7. Select the item, then choose .

8. On the *Schedule lines* tab page, select the schedule line with the confirmed order quantity, then choose .

Creating a Sales Order

9. Choose the *Shipping* tab page.
10. Make a note of the *Material availability date*, as you will need this as a selection criterion to create the delivery. If the Transport planning date is earlier than the material availability date, you can create the delivery on this date.
11. Choose .

The system confirms that the standard order has been saved.
12. Make a note of the sales order number.
13. Choose  until the overview tree appears.

In the *Exit Order Processing* dialog box, choose *No*.

Delivering the Sales Order

Delivering the Sales Order

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Sales → Order → Subsequent Functions → Outbound Delivery</i>
Transaction Code	VL01N

2. Enter the following data:

Field	Data
Shipping point	1200
Selection date	The material availability date or the transport planning date of the first process step
Order	Your sales order number


3. Choose .

4. Choose .

The *Pack Items* screen is subdivided into two areas: In the upper section, you enter the shipping units in which you want to pack the delivery items. In the lower screen area, you select the items that you want to pack.


5. Select item 10 in the lower screen, then choose .

In the dialog box, you can select the shipping material in which you can pack the selected item. In this case, the monitor can be packed only in a carton with cushioning material (*special carton hi-tech*).

6. Position your cursor on shipping material *PK-100*, then choose .

The system automatically generates a shipping unit in the upper section of the screen (internal number assignment).




7. In the lower section select the monitors to be packed.
8. At the top of the screen, select the carton (*PK-100*) that is to be used for the packing.
9. Because the total weight of the items (30 kg) would exceed the permissible weight of the carton (20 kg), choose  *per part qty*.







The system generates a second shipping unit. Both monitors have now been packed.





If you had chosen *Pack item*, only one monitor would have been packed. The system would then have issued a message that only a partial quantity was packed because the weight limit had been exceeded.

10. To display all of the items packed to date, choose .

11. To display the contents of the two cartons, expand the hierarchy nodes.

12. Choose  *Item*.
13. To create the second level in the packing hierarchy (pallet), choose the *Pack HUs* tab page.
The *Pack Shipping Units* screen appears.
14. In the lower screen area, select both cartons, then choose .
In the dialog box, you can select the shipping material on which you can pack or stack the two cartons.
15. Position your cursor on pallet (110 X 110 X 12.5), then choose .
16. Select both cartons (PK-100) in the lower screen area. Select also the pallet on which these cartons are to be stacked in the upper screen area.
17. Choose .
The system confirms that the selected shipping units (cartons) have been packed.
18. To display all of the items that have been packed, choose .
19. To display the cartons and the delivery items that have been packed on the pallets, expand the two packing hierarchy levels.
20. Choose  until the *Delivery Create: Overview* screen appears.
Since the shipping units you selected are liable for costs, the R/3 System has generated two additional items independent of the order: one item for the shipping unit carton (2 pieces) and one for the pallet (1 piece). These items are transferred to the billing document.
21. Choose *Subsequent functions* → *Create transfer order*.
22. In the dialog box choose Yes.
23. Enter the following data:

Field	Data
Warehouse number	012
Plant	1200
Delivery	Defaulted
Process Flow	Background
Adopt picking quantity	2


24. Choose .
The system creates a transfer order for picking the delivery quantities. Option 2 (Adopt picking quantity) ensures that the goods issue posting is made at the same time as the delivery.
25. Choose  until the overview tree appears.

Billing the Sales Order


Billing the Sales Order

1. Call up the transaction as follows:


Menu Path	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction Code	VF01

2. Choose .

The *Create Billing Document* screen appears. You can see that the items generated during the packing of the delivery have been transferred to the billing document. As these items are liable for costs, pricing will be carried out.

3. Choose .

The system confirms that the billing document has been saved.

4. Choose  until the overview tree appears.

Picking with Lean WM

Picking in IDES is made using Lean WM (warehouse management) in the MM-WM application module with simply structured warehouses without inventory management for the storage bins.

WM picking is executed using a transfer order, which allows you to start and monitor movements within a warehouse complex. The transfer order is the basis for the picking list, which is used to withdraw the ordered goods from stock.

The following warehouse complexes are relevant in IDES for picking with Lean WM:

Plant	Storage location	Warehouse number/warehouse complex
1000 Hamburg	0001	010 Hamburg
1100 Berlin	0001	011 Berlin
1200 Dresden	0001	012 Dresden
1300 Frankfurt	0001	013 Frankfurt
1400 Stuttgart	0001	014 Stuttgart
2000 Heathrow	0001	020 Heathrow
2300 Paris	0001	022 Paris
3000 New York	0001	300 New York
3100 Chicago	0001	310 Chicago
3200 Atlanta	0001	320 Atlanta
3300 Los Angeles	0001	330 Los Angeles
3400 Seattle	0001	340 Seattle
4000 Toronto	0001	400 Toronto



Picking in the warehouses listed above is not subject to confirmation.

Various procedures can be used to create WM transfer orders. These are described below:

1. [Picking with Individual Generation of Transfer Orders \[Page 268\]](#)
2. [Picking with Automatic Generation of Transfer Orders \[Page 276\]](#)
3. [Picking using the Collective Processing Method \[Page 282\]](#)

Picking with Individual Generation of Transfer Orders

Picking with Individual Generation of Transfer Orders

Purpose

Due to technical problems in Shipping, you may sometimes need to pick deliveries individually. In this case, picking is triggered either as a subsequent function during delivery processing, with a separate transaction by specifying the number of the delivery, or by selecting the delivery from a work list.

In this process, you trigger the picking of a delivery as a separate business transaction. You generate the basic requirements of this process (the sales order and the corresponding delivery) using a CATT (Computer Aided Test Tool).

You can find more information about this process under [i](#) [Page 269].

Process Flow

You can find the data for this process under [?](#) [Page 270].

1. [Generating the Sales Order and the Delivery \[Page 271\]](#)
2. [Picking the Delivery Individually \[Page 272\]](#)
3. [Posting a Goods Issue \[Page 274\]](#)
4. [Billing the Sales Order \[Page 275\]](#)

Additional Process Information

Picking as a follow-on activity to the delivery is described in the IDES process [Order Processing and Subsequent Functions \[Page 24\]](#) (process step: *Delivering the Sales Order*).

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

Field	Europe	North America	Description
CATT (test run)	ZID30780_02	ZID30780_02	CATT-procedure to generate sales orders and deliveries
Variant	A01	B01	Variants for sales organizations 1000 and 3000
Sales organization	1000	3000	
Plant	1000	3000	
Warehouse number	010	300	

Generating the Sales Order and the Delivery

123. Call up the transaction as follows:

Menu Path	<i>Tools → ABAP Workbench → Test → Test Workbench → CATT Extended</i>
Transaction Code	SCAT


124. Enter the following data:

Field	Europe	North America
Test case	ZID30780_02	ZID30780_02

125. Choose .

126. Enter the following data:

Block	Europe	North America
Log type	W/o (select)	W/o (select)
Processing mode	Background (select)	Background (select)
Variants	Special, generic	Special, generic
CATT procedure variant (in the <i>Variants</i> section)	A01	B01

127. Choose .


In the status bar, you see which transactions are being processed. The system confirms that the delivery has been saved.



You can find the sales order generated by the CATT procedure using [Use the search help \[Ext.\]](#) for the following PO number.

Field	Contents	Example
PO number	DDMMYY-00-User	060600-00-Smith

128. Make a note of the delivery number.

129. Choose  until the overview tree appears.

Picking the Delivery Individually


Picking the Delivery Individually

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Picking → Create Transfer Order → Single Document</i>
Transaction Code	LT03

2. Enter the following data:

Field	Europe	North America
Warehouse number	010	300
Delivery	Delivery number (Defaulted)	Delivery number (Defaulted)
Foreground/backgrnd	Background	Background
Adopt pick.quantity	Blank	Blank

3. Choose .

The system generates a transfer order for the picking of the delivery quantities.

4. Make a note of the transfer order number.

5. Choose *Transfer order → Display*.

6. Enter the following data:

Field	Europe	North America
Transfer order no.	Number of the transfer order (Defaulted)	Number of the transfer order (Defaulted)
Warehouse number	010	300

7. Choose .

8. Choose the *From-data* tab page.

9. Note the following input fields:

Field	Contents	Description
Tpe	005	Storage type from where the material is to picked
Stor. bin	H1-101	Storage bin from where the material is removed (defined in material master)

10. Choose the *To-data* tab page.

11. Note the following input fields:


Field	Contents	Description
Tpe	916	Storage type into which the material picked is to be placed

Picking the Delivery Individually


C... (Confirmation status source/dest.)	Picking and transport confirmed	Item automatically confirmed, since no explicit confirmation required
---	---------------------------------	---

12. On the *Display Transfer Order: Item List* screen, to display the individual picking list, choose *System → Services → Output controller*.

The system generates a new session.


13. Adopt the data proposed by the system, then choose .

14. Select the top entry *LVS2*.

15. Choose .

You now see a print preview of the transfer order.

16. Choose *System → End Session*, then return to the *Display Transfer Order: Item List* screen.

17. Choose  until the overview tree appears.

Posting the Goods Issue

Posting the Goods Issue

Usage

To complete the shipping activities, you now post the goods issue for the delivery.


Procedure

1. Call up the transaction as follows:


Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Outbound Delivery → Change → Single Document</i>
Transaction Code	VL02N

2. Enter the following data:

Field	Data
Delivery	Delivery number (Defaulted)

3. Choose .
4. Choose the *Picking* tab page.

You can see that the system automatically updates the picking quantities when you create the transfer order. If required, you could enter a different picking quantity.
5. Choose *Post goods issue*.

The system confirms that the delivery has been saved.
6. Choose  until the overview tree appears.


Billing the Sales Order

1. Call up the transaction as follows:


Menu Path	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction Code	VF01

2. Enter the following data:

Field	Europe	North America
Document number	Delivery number (Defaulted)	Delivery number (Defaulted)

3. Choose .

The system confirms that the billing document has been saved.

4. Choose  until the overview tree appears.

Picking with Automatic Generation of Transfer Orders

Picking with Automatic Generation of Transfer Orders

Purpose

In this process, you process and deliver immediately an incoming customer order. To do this, you use a rush order (where the system generates the delivery document at the same time as the order).

The delivery quantities are picked automatically. When goods issue has been completed, the order is billed.

You can find more information about this process under [i \[Page 277\]](#).

Process Flow

You can find the data for this process under [? \[Page 278\]](#) [\[Page 278\]](#).

1. [Creating a Sales Order for Immediate Delivery \[Page 279\]](#)
2. [Billing the Rush Order \[Page 281\]](#)

Additional Process Information

The automatic generation of a WM transfer order for the picking of delivery quantities is determined by the output control in shipping.

When the delivery is created, if at least one of the delivery items is relevant for WM, we use the condition technique to determine output type **WMTA** at the header level of the delivery.

We determine output type WMTA based on the delivery type and the shipping condition that is valid for this business transaction. For this purpose, the IDES development team has defined a message record with transmission time-spot **4** (process immediately) for delivery type **LF** and shipping condition **10** (immediately). This ensures that as soon as the delivery is created, the system automatically generates the WM transfer order in the background.

Order type **RO** (rush order) ensures that shipping condition **10** is automatically entered in the order header data and is transferred to the delivery to be generated by the system.



In IDES, we have also defined shipping condition **10** as the default value for order type **CS** (cash sales).

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

Field	Europe	North America
Order type	RO (Rush order)	RO
Sales organization	1000	3000
Distribution channel	10	10
Division	00	00
Customer	1172	3171
Material	M-08	M-08
Shipping point	1200	3000
Warehouse number	012	300

Creating a Sales Order for Immediate Delivery

1. Call up the transaction as follows:


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

2. Enter the following data:

Field	Europe	North America
Order type	RO (Rush order)	RO



You do not need to specify the sales area at this point. The system derives the sales area when you enter the sold-to-party. If the sold-to-party has been defined in more than one sales area, the system requests you to select the appropriate sales area.

3. Choose .

4. Enter the following data:

Field	Europe	North America
Sold-to party	1172	3171
Purch. order no.	K-CD-500000	C-HI-500000
PO date	Today's date	Today's date
Req.deliv.date	Today's date	Today's date
Pricing date	Today's date	Today's date
Material	M-08	M-08
Order quantity	10	10

5. Choose .

6. Choose *Goto → Header → Shipping*.



Note that the shipping condition *Immediately* has been adopted automatically.

7. Choose .

8. Choose *Sales document → Display*.


If the system displays the *Go to "Display"* dialog box, choose *No*.

The system defaults the number of the rush order.

9. Choose .

Creating a Sales Order for Immediate Delivery

The system displays the documents involved in this business process to date. In addition to the rush order, you can also see the delivery and the WMS transfer order that were generated automatically.


10. Select the outbound delivery, then choose  *Display document*.

11. Choose *Extras* → *Deliver output* → *Header*.

12. Select output type *WTMA*, then choose *Further data*.

You can see that this output type has been processed successfully.


13. Choose  until the *Delivery ### Display: Overview* screen appears.

14. To execute the goods issue directly, choose .

15. Choose *Post goods issue*.

The system confirms that the goods issue for this delivery has been saved.

16. Make a note of the delivery number.

17. Choose  until the overview tree appears.


Billing the Rush Order

1. Call up the transaction as follows:


Menu Path	<i>Logistics → Sales and Distribution → Billing → Billing Document → Create</i>
Transaction Code	VF01

2. Enter the following data:

Field	Europe	North America
Document number	Delivery number	Delivery number

3. Choose .

The system confirms that the billing document has been saved.

4. Choose  until the overview tree appears.

Picking using the Collective Processing Method

Picking using the Collective Processing Method

Purpose

In this process, a shipping controller issues and stages materials from the warehouse for different deliveries on the basis of a collective picking list. The picking process is initiated by the creation of WM transfer orders using the collective processing method.

The basis for this process (several customer orders) is generated by a CATT-procedure (Computer Aided Test Tool).

You can find more information about this process under [i](#) [Page 283].

Process Flow

You can find the data for this process under [?](#) [Page 284].

1. [Creating Sales Orders \[Page 285\]](#)
2. [Creating Deliveries via Delivery Due List \[Page 286\]](#)
3. [Picking using the Collective Processing Method \[Page 287\]](#)
4. [Posting Goods Issue \[Page 289\]](#)

Additional Process Information

The delivery of the sales orders is managed in this process by a special shipping point. This shipping point uses the collective method to process deliveries. During sales order entry, the R/3 System assigns this shipping point automatically to the different order items due to the shipping condition 03 (collective processing).

Data Used during this Process**Data Used during this Process**

Field	Europe	North America	Description
CATT (test procedure)	ZID30780_02	ZID30780_02	CATT-Test procedure to create sales orders
Variant	A10 - A17	B10 - B17	Variants for sales organization 1000 and 3000
Sales organization	1000	3000	
Plant	1200	3000	
Shipping point	1999	3999	
Warehouse number	012	300	

Creating Sales Orders

Use

The data needed for this process is generated by means of a CATT-Test case. Thus, you create 8 sales orders which form the basis for delivery processing.


Procedure

1. Call up the transaction as follows:

Menu Path	<i>Tools → ABAP Workbench → Test → Test Workbench → CATT Extended</i>
Transaction Code	SCAT


2. Enter the following data:

Field	Data
Test case	ZID30780_02

3. Choose .

4. Choose the following options:

Block	Europe	North America
Log type	W/o	W/o
Processing mode	Background	Background
Variants	Special, generic	Special, generic
CATT procedure variant (in the <i>Variants</i> section)	A1*	B1*


5. Choose .

In the status bar, you see which transactions are being processed. The system confirms that the delivery has been saved.



You find the sales order generated by the CATT procedure using [Use the search help \[Ext.\]](#) for the following purchase order number:

Field	Content	Example
Purch.order no.	DDMMYY-Sequential Number-User (Sequential Numbers: 10 - 17)	300998-11-MUSTER

6. Choose  until the overview tree appears.

Creating Deliveries via Delivery Due List

Creating Deliveries via Delivery Due List

Use

All sales orders whose delivery due date has been reached should now be delivered. The selection of the order items qualifying for shipment is done through a delivery due list.


Procedure

1. Call up the transaction as follows:

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

2. Enter the following data:

Field	Europe	North America
Shipping point/receiving pt	1999	3999
Deliv. creation date (from)	Current date	Current date
Deliv. creation date (to)	Current date + 3 working days	Current date + 3 working days
Sales organization	1000	3000

3. Choose .

The system displays a list of all those orders due for shipment that meet your selection criteria.

4. Select your order, then choose  *Background*.

5. Choose .


The system displays a log of the delivery run. Please note that the deliveries created have automatically been grouped together under the delivery run number (see screen name). This number is used afterwards to do collective picking and goods issue.

6. Write down the delivery run number in the *Group* field.

7. Choose .

8. Choose .

The system displays a list of created deliveries together with the sales orders on which they are based.

9. Choose  until the overview tree appears.

Picking using the Collective Processing Method

Use

The picking process is now initiated using the collective processing method. As a result, a picking list containing all relevant deliveries is generated. This list is used by the picker to issue and stage the goods to be delivered.

Procedure

1. Call up the transaction as follows:

Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Picking → Create Transfer Order → Via Outb. Delivery Monitor</i>
Transaction Code	VL06P

2. Enter the following data:

Field	Europe	North America
Shipping point/receiving pt	1999	3999
Picking date	Current date	Current date
Picking date (to)	Current date	Current date
Warehouse number	012	300
Group	Delivery run number	Delivery run number

3. Choose .

On an overview screen, all items meeting your selection criteria are displayed.

4. Choose .

5. Choose *Subsequent functions → Group → Create*.

6. In the *Create Group* dialog box you are requested to give a reference name to the collective processing run.

7. Enter the following data:

Field	Europe	North America
Group type	K	K
Description	DDMMYY-Delivery run number e.g. 301299-460	DDMMYY-Delivery run number e.g. 301299-460

8. Choose .

The group number is displayed at the bottom of the screen.


9. Choose .

10. Choose  TO in backgr.

11. Enter the following data:

Picking using the Collective Processing Method

Field	Europe	North America
Select items	Selected	Selected
Adopt pick.quantity	1	1


12. Choose .


The collective processing run is executed. As a result, WM-transfer orders are created for the different deliveries and a collective picking list is generated.

A run log is displayed as soon as all documents have been processed.

13. To display the picking list, on the *Day's Workload for Picking* choose *System* → *Services* → *Output controller*.


The system opens a new session.

14. On the *Output controller: Spool request selection* screen, choose .

15. Select the corresponding spool request (LVS2...), then choose .

A print preview of the picking list displayed.

16. To return to the *Day's Workload for Picking* screen of the first session, choose *System* → *End session*.

17. Choose  until the overview tree appears.


Posting Goods Issue

1. Call up the transaction as follows:




Menu Path	<i>Logistics → Sales and Distribution → Shipping and Transportation → Post Goods Issue → Collective Processing Via Outb.Delivery Monitor</i>
Transaction Code	VL06G

2. Enter the following data:


Field	Europe	North America
Shipping point/receiving pt	1999	3999
Pland gds mvmnt date	Blank	Blank
Pland gds mvmnt date (to)	Blank	Blank
Group	Number of delivery run under which deliveries have been grouped together	Number of delivery run under which deliveries have been grouped together

3. Choose .

The system displays the deliveries that belong to the group.

4. On the *Goods Issue for Outbound Deliveries to be Posted* screen, choose  and then .
5. Confirm the proposed goods issue date in the dialog box *Specify Actual Goods Issue Date* with .

The system confirms that the goods issue has been posted. This business transaction is herewith complete from the point of view of shipping.

6. Choose  until the overview tree appears.

Posting Goods Issue

