



Sydney Institute of ERP

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SAP SCM: Order Fulfillment

Course Goals

- Execute the main business procedures involved in sales and distribution processing.
- Implement the main functions and Customizing settings in sales and delivery processing.
- Implement functions and make Customizing settings in pricing and billing.
- Use functions and Customizing settings in general sales and distribution processes such as output and text determination.
- Utilize your knowledge directly as a junior consultant in your first period of practice.

Contents

- Processes in sales and distribution: organizational structures in sales and distribution, working with customer and material master data in sales and distribution, overview of the process chain for sales order processing, introduction to pricing in sales and distribution, introduction to the availability check, sales and distribution processing with make-to-order production, credit memo processing and returns processing, introduction to sales and distribution reporting.
- Sales: Creating and processing sales orders, sales document types, item categories, schedule line categories, document flow and copying control, partner determination, contracts and scheduling agreements, special business transactions, incompleteness logs, material determination, material listing/exclusion, product selection, free goods.
- Mini case study in sales.
- Delivery processes: Controlling outbound deliveries, creating and processing deliveries, picking, packaging, goods issue.
- Definition and maintenance of prices, surcharges, and discounts
- Setting up condition tables, access sequences, and condition types as part of pricing
- Using prices and other conditions in sales documents
- Promotions and sales deals
- Rebate processing
- Mini case study in pricing
- Controlling billing documents

- Creation forms and settlement forms for billing documents
- Billing plans and down payments
- Revenue account determination, business area account assignment, features of the SD-FI interface
- Message determination
- Text determination
- Integrated case study: implementation of a fictitious demo company using specific business processes, configuration and mapping of the company structure, master data, and business processes in the SAP system. Review and certification preparation

Student Handbooks:

TSCM60 Order Fulfillment I

Units

1. Navigation
2. Enterprise Structures in Sales and Distribution
3. Overview of Sales Processes
4. Master Data in Sales and Distribution
5. Sales and Distribution Processes – Data Determination and Collective Processing
6. Availability Check
7. Make-To-Order
8. Complaints Processing
9. Analyses for Sales and Distribution Processes
10. Enterprise Structures in Sales and Distribution – Revisited
11. Sales Order Processing
12. Controlling Sales Documents
13. Data Flow
14. Special Business Transactions
15. Incompleteness
16. Business Partner
17. Outline Agreements
18. Material Determination, Listing and Exclusion
19. Free Goods
20. Sales Workshop
21. Overview of the Delivery Process
22. Basic Customizing Settings for the Delivery Process
23. Goods Issue Process
24. Special Functions for Processing Deliveries
25. Packing
26. Goods Issue
27. Final Exercise
28. Appendix

TSCM62 Order Fulfillment II

Units

1. Condition Technique in Pricing
2. Pricing Configuration
3. Working with Condition Records
4. Special Functions
5. Condition Types
6. Taxes, pricing Agreements, and Rebates
7. Introduction
8. Basics
9. Controlling the Billing Process
10. Special Billing Types
11. Data Flow
12. Creating Billing Documents
13. Types of Settlements
14. Special Business Transactions
15. Account Determination
16. SD/FI Interface
17. Copying Control
18. Text Control
19. Output
20. System Modifications
21. Appendix
22. Bike International Organization
23. Business Blueprint

Course Based on Software Component (s) and Release (s)

SAP ERP ECC 6.0 EHP4

Course Version

Version: 092

Access to SAP ERP software and Training materials

SAP training materials will be provided for this course. Access to the latest SAP ERP software will be granted through SAP's training clients.

Award

On successful completion of this course, you will receive an Executive Certificate in ERP (SAP SCM: Order Fulfillment) from Sydney Institute of ERP.

Campus Location

Level 2, 80 Mount Street, North Sydney, NSW 2060

SAP Certification

On completion of the course, you can sit for formal relevant certification exam with SAP Australia. On successful completion, you will receive a certificate from SAP Germany.