



SAP SD

Duration: 30-35Hrs

Timings: Flexible

Fee: As Per the Discussion

We recognize that many of you are willing to put the extra effort to migrate to SAP practice and become SAP consultants. We help you to achieve your goal with a team of experienced SAP instructors, excellent infrastructure, and a clear roadmap to SAP certification.

However, we do not provide false guarantees on securing any SAP jobs for you. We have a history of ex-students who have found excellent SAP jobs based on our SAP training, implementation of case study projects and post training support which we provided during their enrolment.

In short we have what you need at prices you can afford. At SAPVITS our goal is to provide you with courteous, expedient, professional service of the highest caliber.

Salient Features of the Training:

- ✓ Interactive training for better learning.
- ✓ Pre-evaluations-learn only what you need to learn.
- ✓ Experienced and certified Trainer - More than 8+ years of experience.
- ✓ Convenient weekday and weekend batches available Demo.
- ✓ Timings for the classes are arranged upon flexibility of both the Trainee and the Trainer.
- ✓ Remote 24X7 Server Access will be provided.
- ✓ Lab exercises provided for hands-on training.
- ✓ Soft copy of study material.
- ✓ Access to the recorded videos which you have attended.

Browse our Website <http://www.sapvits.com> for more information about SAPVITS.

If you have any questions or would like to speak with a SAPVITS representative regarding our training, please contact us at

Email: info@sapvits.com

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“Give a man a fish and you feed him for a day. Teach a man to fish and you feed him for a lifetime.”

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- **Unit 1: Enterprise Structures in Sales and Distribution:**
Definition and Assignments of all organizational units:
(Company, Company code, Sales Org, Dist Channel, Division, Sales Area, Plant, Shipping point, Storage location, Loading point, Warehouse, Loading groups, etc)
- **Unit 2: Master Data Creation and Maintenance: Types of Master Data**
 - Customer Master: Different groups of data
(General data, Company Code data, Sales Area data)
 - Material Master: Various areas/ Views of Material Master data
(Basic data 1,2, Sales: Sales org 1, 2, Sales: General/Plant, Sales Text, Foreign trade data, etc.)
 - Customer-Material Information record (CMIR)
 - Output Master data
 - Condition Master data: Different types of Condition Master data
(Prices: Material price, Price list, Customer specific price, etc.)
(Surcharges / Discounts: For the customer, for the Material, for customer/Material, Price group, Material group, Price group/material group, etc)
(Freight: Freight Inco terms 1 and Inco terms 2 and its importance)
(Taxes: Value added tax, Output tax and others)
 - Additional Master data: Output, Log of Incompleteness, Common Master Data, Free goods master data, etc.
- **Unit 3: Functions and Controls of:**
 - Sales Documents
 - Item categories
 - Schedule lines and their configuration in business processes.
- **Unit 4: Availability check and Scheduling:**
 - Overview and importance of Availability check,
 - Functions of Availability check,
 - ATP Concept (Available to Promise)
 - Configuration of Availability
 - Scheduling (Backward and Forward)
- **Unit 5: Configuration of all Basic functions:**
 - Pricing Controls
 - Partner Determination
 - Free goods
 - Listing/ Exclusions
 - Output Control
 - Text Control
 - Log of Incompleteness
 - Material determination
 - Bills of Material (BOM) Scenarios
- **Unit 6: Overview of Presales activities:**
 - Inquiries
 - Quotations,
 - Sales campaigns
 - Promotions
 - Sales deals

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- **Unit 7: Overview of Sales Process:**
 - Standard Sales
 - Consignment Sales:
 - Consignment fill-up
 - Consignment-Issue
 - Consignment>Returns
 - Consignment-Pickup
 - Outline agreements:
 - Contracts (Quantity, Value, Service and Maintenance),
 - Scheduling Agreements
 - Complaints Process:
 - Returns
 - Credit memo request
 - Debit memo requests
 - Invoice Correction requests, etc.
 - Special sales scenarios:
 - Rush Orders
 - Cash sales process.

- **Unit 8: Shipping process: Sub process of Shipping**
 - Outbound deliveries
 - Picking
 - Packing
 - Post Goods Issue(PGI)
 - Basic Organizational Units for the Delivery process
 - Pre-requisites for creating and processing Outbound Deliveries
 - Concept and Function of the Delivery Document
 - Controlling Deliveries

- **Unit 9: Billing Process:**
 - Overview of Billing process
 - Billing Type Controls and Configurations
 - Creation of Billing documents

Special Billing types:

 - Billing types in Complaints processing
 - Periodic billing
 - Milestone billing
 - Down payment processing, etc.

Types of Settlements:

 - Invoice combination
 - Invoice Split
 - Invoice List, etc.

- **Unit 10: Account determination:**
 - Account determination process and Areas
 - Account assignment for business areas, etc.

- **Unit 11: Data flow and Copy control:**

Overview and Functions of Copy Control:

Configuration of copy control: Source, Target, Data Transfer routines, Requirements, and Switches.

Copy Control levels:

- Sales to Sales
- Sales to Deliveries
- Sales to Billing
- Deliveries to Billing
- Billing to Billing
- Billing to Sales Process

- **Unit 12: PRICING**

- Overview of Pricing and its importance
- Configuration of Pricing

Configuration of Condition technique:

- Condition fields
- Condition tables
- Access Sequence
- Condition types
- Pricing Procedure
- Condition Records.

- **Unit 13: SD/FI Interface**

- Overview and Configuration of Sales and Distribution documents to financial accounting.