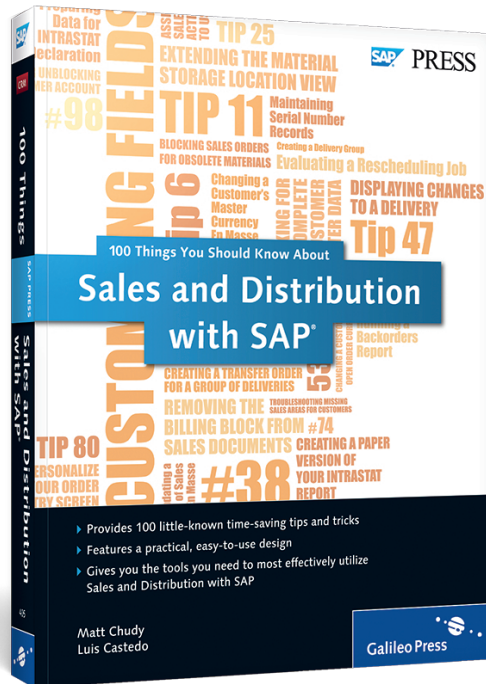


Matt Chudy and Luis Castedo

# 100 Things You Should Know About Sales and Distribution with SAP®



 Galileo Press®

Bonn • Boston

# Contents at a Glance

<b>1</b>	<b>Master Data</b> .....	<b>11</b>
<b>2</b>	<b>Sales Support</b> .....	<b>51</b>
<b>3</b>	<b>Sales</b> .....	<b>67</b>
<b>4</b>	<b>Shipping</b> .....	<b>143</b>
<b>5</b>	<b>Transportation</b> .....	<b>217</b>
<b>6</b>	<b>Billing</b> .....	<b>253</b>
<b>7</b>	<b>Credit Management</b> .....	<b>281</b>
<b>8</b>	<b>Sales Information System</b> .....	<b>311</b>
<b>9</b>	<b>Other Tools</b> .....	<b>325</b>

# Contents

<b>PART 1</b>	<b>Master Data</b>	<b>11</b>
1	Customizing the Fields in Customer Master Screens	12
2	Understanding Cross-Company Sales	16
3	Changing Customer Master Data en Masse	20
4	Changing the Account Group for a Customer	24
5	Blocking or Unblocking a Customer Account	27
6	Troubleshooting Missing Sales Areas for Customers	30
7	Checking for Incomplete Customer Master Data	33
8	Extending the Material Storage Location View	36
9	Extending the Material Master Views	39
10	Blocking Sales Orders for Obsolete Materials	42
11	Maintaining Serial Number Records	45
12	Maintaining Pricing Data with a Single Transaction	49
<b>PART 2</b>	<b>Sales Support</b>	<b>51</b>
13	Assigning Sales Activities to Users	52
14	Finding Duplicate Sales Activities with the Crossmatching Report	55
15	Listing Valid Sales Deals by Date	57
16	Listing Active Promotions in the System by Sales Area	59
17	Tracking Item Proposals	62
18	Listing Competitive Products in a Product Hierarchy	64
<b>PART 3</b>	<b>Sales</b>	<b>67</b>
19	Adjusting the Layout of Your Order Entry Screen	69
20	Processing Incomplete Sales Documents	72
21	Executing a Sales Order Quick Change	76
22	Processing Backorder SD Documents to Manage Customer Priority	80
23	Processing Backorders: Changing Committed Quantities	84
24	Running a Backorder Report for Financial Impact Summary	87
25	Automating Material Reallocation and Rescheduling Based on Delivery Priority Settings	91
26	Evaluating a Rescheduling Job	96
27	Processing Sales Documents That Are Blocked for Delivery	98

28	Removing the Billing Block from Sales Documents .....	101
29	Eliminating Duplicate Sales Documents .....	104
30	Including Kits in Sales Orders .....	107
31	Updating a List of Sales Orders en Masse .....	112
32	Generating Dynamic Product Proposals for Customers .....	116
33	Checking Material Availability Before Creating a Sales Order .....	119
34	Reviewing Expiring Open Quotations .....	121
35	Generating a List of Expiring Contracts .....	124
36	Generating Companion Sales Analysis for Future Orders .....	127
37	Preparing Data for INTRASTAT Declaration .....	130
38	Creating a Paper Version of Your INTRASTAT Report .....	135
39	Changing a Customer's Open Order Currency .....	137
40	Changing the Master Currency for Several Customers en Masse .....	140
<b>PART 4 Shipping .....</b>		<b>143</b>
41	Creating and Scheduling the Delivery Due List as a Background Job ....	145
42	Creating a Delivery Group for Better Delivery Processes .....	149
43	Adding Additional Search Fields in the Outbound Delivery Monitor ....	152
44	Creating a Transfer Order for a Group of Deliveries .....	155
45	Creating a Picking Wave According to Delivery Time .....	158
46	Working with the Picking Wave Monitor .....	162
47	Troubleshooting Wave Pick Issues with the Use of Logs .....	166
48	Listing Transfer Orders by Wave Pick .....	170
49	Moving Unfinished Deliveries to a Different Picking Wave .....	173
50	Changing or Deleting a Delivery Group .....	175
51	Listing Incomplete Outbound Deliveries .....	177
52	Displaying Changes to a Delivery .....	180
53	Automatically Replenishing Fixed Bins in the Warehouse .....	183
54	Replenishing Materials Based On Outbound Deliveries .....	187
55	Replenishing Warehouse Materials with the Random Storage Method .....	189
56	Cancelling Picking for Outbound Delivery and Returning Materials to Stock .....	192
57	Maintaining Pick Handling Unit Assignment .....	196
58	Displaying Pick Handling Unit Assignments .....	199
59	Using the Packing Station for Deliveries .....	201
60	Splitting Outbound Deliveries to Manage Logistics .....	204
61	Processing Collective Goods Issue via the Outbound Delivery Monitor .....	207
62	Cancelling or Reversing Outbound Deliveries after Goods Issue .....	210
63	Processing Deliveries Using the Warehouse Activity Monitor .....	213

<b>PART 5</b>	<b>Transportation</b>	<b>217</b>
64	Running a Transportation Planning List and Applying Mass Changes	218
65	Automating the Creation of Shipments	222
66	Running Collective Processing of Shipments in the Background	225
67	Reviewing Transportation Job Logs for Collective Shipment Processing	228
68	Printing Shipping Documents with a Mass-Output Procedure	231
69	Collectively Processing Shipment Cost Documents	234
70	Creating Shipment Cost Documents in the Background	238
71	Reviewing and Transferring Shipment Costs to Financial Accounting with a Single Report	241
72	Reviewing and Analyzing Shipment Cost Job Logs	244
73	Maintaining New and Existing Route Data	247
<b>PART 6</b>	<b>Billing</b>	<b>253</b>
74	Processing Multiple Deliveries in a Billing Due List	254
75	Cancelling Multiple Billing Documents	257
76	Collectively Releasing Billing Documents to Accounting	260
77	Creating a List of Billing Documents	263
78	Making a Document Relevant for Billing by Finding the Configuration Error	266
79	Manually Posting CO-PA Documents if Automated Posting Fails	269
80	Cancelling CO-PA Line Items	271
81	Reviewing Invoice Lists en Masse	274
82	Reviewing a Collective Run Log for Invoice List Jobs	277
<b>PART 7</b>	<b>Credit Management</b>	<b>281</b>
83	Releasing Blocked SD Documents to Process Sales Orders	282
84	Displaying a List of Released SD Documents	285
85	Releasing Individual or Grouped Blocked Sales Documents	287
86	Using Credit Release to Immediately Process Deliveries and Sales Orders	290
87	Listing Customer Balances to Review Credit Standings	293
88	Quickly Displaying the Details of Customer Balances	295
89	Changing Customer Credit Master Data	299
90	Running the Credit Overview to Create a Tracking List	302
91	Displaying Changes to Credit Management Master Data	305
92	Creating a Credit Master Sheet for a Customer Credit Review	307

<b>PART 8 Sales Information System</b> .....	<b>311</b>
93 Using the Credit Master Sheet to Discover Customer Credit Information .....	312
94 Displaying the Sales Price List .....	315
95 Analyzing Sales Volumes with the Sales Information System .....	318
96 Monitoring Blocked Sales Orders .....	322
 <b>PART 9 Other Tools</b> .....	 <b>325</b>
97 Building Reports Using QuickViewer .....	326
98 Browsing Sales Tables with Transaction SE16N .....	330
99 Accessing IDoc Documentation .....	333
100 Using SAP Mail/Inbox for Monitoring System Events and IDoc Failures .....	337
 Tables and Quick References .....	 341
Additional Resources .....	351
The Authors .....	353
Index .....	355

## Automating Material Reallocation and Rescheduling Based on Delivery Priority Settings

*You can process your sales orders and re-run availability to recommit your inventory based on delivery priority.*

When you enter sales orders into the system, stock is promised to each of the documents on a first-come, first-serve basis. This doesn't take into account that some of your customers are more important than others and the limited supply of material should be offered to them first. In this tip, we'll show you a way to automate this and execute rescheduling when either more products become available, or simply to fill priority one deliveries and ship them immediately by taking stock from a customer with a lower delivery priority setting.

### **And Here's How ...**

To access the rescheduling transaction, execute Transaction V\_V2 or follow the menu path:

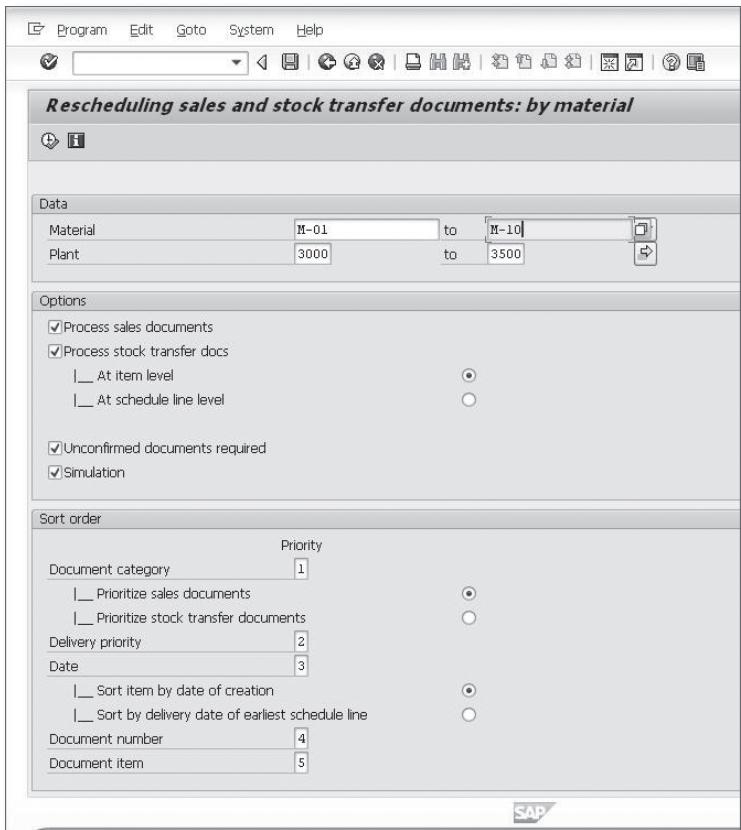
LOGISTICS • SALES AND DISTRIBUTION • SALES • BACKORDERS • RESCHEDULING • EXECUTE

This automated method will use delivery priority settings proposed from a customer master or customer material info record. The system will sort the orders

based on the delivery priority, reshuffling committed quantities to orders of a higher priority. (See Tip 26 for details on these influencing factors and Rescheduling Evaluation transaction details.)

You should always run this job in a background mode during the time when system resources aren't critical since this transaction can dramatically affect system performance.

To execute rescheduling in the foreground mode, fill out the following sections (see initial screen in Figure 1):



⤴ *Figure 1 Rescheduling Selection Screen*

- ▶ **DATA:** Select your material or range of materials and plants in scope for rescheduling.



- ▶ **OPTIONS:** Select the following objects:
  - ▶ Select what kind of documents you are rescheduling; checkmark **PROCESS SALES ORDERS**.
  - ▶ If you want to include **STOCK TRANSFER DOCUMENTS**, select the radio button (shown in Figure 1).
  - ▶ Specify if the line item or a schedule line detail should be taken into consideration.
  - ▶ You'll be carrying out rescheduling for documents with at least one unconfirmed transaction. If you select **UNCONFIRMED DOCUMENTS REQUIRED**, you'll increase the number of records for processing.
  - ▶ Select **SIMULATION** if you want to review the proposed changes. When ready, simply deselect this option before the true execution takes place and updates your documents.
- ▶ **SORT ORDER:** Define the priority for processing your order items. Priority 1 is highest priority and priority 5 is the lowest. If you want to exclude specific criteria, enter 0 in the priority field. The items and schedule lines found in the selection are sorted according to these criteria:
  - ▶ **DOCUMENT CATEGORY:** Either sales documents or STO's
  - ▶ **DELIVERY PRIORITY:** Obtained from customer master or info record
  - ▶ **DATE:** Creation date of the item or earliest schedule line date, document number, and document item
  - ▶ **DOCUMENT NUMBER:** Sequential order of your documents
  - ▶ **DOCUMENT ITEM:** Document line item number

When you're ready to run the simulation, click on the **EXECUTE** button or press **F8** to see the list of the proposed changes for your review (see Figure 2).

Next comes the checking rule selection. A checking rule defines the checking procedure for the availability check, taking into account, for example, purchase orders, reservations, and production orders; this is all set in IMG configuration. Checking rule A is used by default as a basis for rescheduling sales orders. Use checking rule B for rush order exceptions, and for orders with individual customer stock, use checking rule AE.

A list of proposed changes will show you materials, customer account numbers, documents, order quantities, and old and new confirmed dates.

**Log: Backorder Processing by Material**  
 Change document List orders Improvements Deterioration  
 Created by MCHUDY Display criteria Complete Date: 06/21/2011

Material	Description	Plant	Plant name	Customer	Name	Sales group	Document	Item	Order quantity	UoM	Old date	prev.confirmed qty	New date	new confirmed qty
M-10	Flatscreen MS 1775P	3000	New York											
4130	Compu Tech		Group S2											
	11789	10		500.000	PC	05/05/2010						0.000		
						06/14/2011						248.000	06/29/2011	500.000
						06/22/2011						252.000		0.000
M-10	Flatscreen MS 1775P	3200	Atlanta											
4130	Compu Tech		Group S2											
	11773	10		1.000	PC	03/19/2010						0.000		
						03/24/2010						1.000		0.000
	11792	10		1.000	PC	06/20/2011						1.000		
	11904	10		1.000	PC	06/03/2010						1.000		
	11905	10		2.000	PC	06/03/2010						0.000	06/27/2011	1.000
						06/13/2011						2.000	06/27/2011	
	30000052	10		2.000	PC	03/09/2010						0.000		
						03/16/2010						2.000		0.000
						04/09/2010						1.000		0.000
						05/09/2010						1.000		0.000
						06/09/2010						2.000		0.000
300702	Thornbury Enterprises		Group Internet 1											
	8974	40		16.000	PC	05/14/2003						16.000		0.000
													06/23/2011	16.000
	9045	40		16.000	PC	06/13/2003						16.000		0.000
													06/23/2011	16.000
	9611	40		16.000	PC	12/03/2003						8.000		
													06/23/2011	8.000

Figure 2 List of Proposed Rescheduling Changes

If errors are displayed, you can review the log by using the pull-down menu (selecting EDIT • ERROR LOG) as shown in Figure 3.

**Log: Backorder Processing by Material**  
 Created by MCHUDY Backorder processing: error log Date: 06/21/2011

Document	Item	Error message
Output	Text	
The log contains no errors.		

Figure 3 Error Log Display

By double-clicking on the listed sales orders or by clicking on the CHANGE DOCUMENT button, you can open orders in change mode, allowing you to make modifications as needed, like running Transaction VA02.

Another useful feature included on this list is the LIST ORDERS button, which links you directly to Transaction VA05 (Order List).

You can also change the scope of the list by clicking on the IMPROVEMENTS button. Change the scope of the list again by clicking on the DETERIORATION button.

Once you review the results, return to the main selection screen, deselect the SIMULATION radio button, and click on EXECUTE or press **F8**. You'll be prompted to accept your action.

## Evaluating a Rescheduling Job

*If some of your important customers didn't get their orders for priority processing once you rescheduled jobs, you can review the results to make sure the strategies you have in place actually execute the intended changes per plan.*

As mentioned in Tip 25, you can evaluate the results of your rescheduling run. If your results weren't exactly what you expected, you should review some of the supporting master data that's considered when rescheduling is applied (such as the delivery priority that's maintained in the customer master). In this tip, we'll show you how to find and analyze the results and determine if the system prioritized the orders according to your needs.

### ✓ And Here's How ...

In order to review the results of your last execution of Transaction V\_V2, run Transaction V\_R2. Alternatively, follow the menu path:

LOGISTICS • SALES AND DISTRIBUTION • SALES • BACKORDER • RESCHEDULING •  
EVALUATE

You can restrict the documents you want to analyze using the selection parameters in the initial screen.

Once you've indicated which documents you want to view, click on the EXECUTE button or press **F8**. You'll see a list of changes applied in the last rescheduling run (see Figure 1) showing materials, customer account numbers, documents, order quantities, and old and new confirmed dates.

Log: Backorder Processing by Material

Change document List orders Improvements Deterioration

Created by MCHUDY Display criteria Complete Date: 06/21/2011 204

Material	Customer	Description	Order quantity	UoM	Old date	Plant	Plant name	Sales group	prev. confirmed qty	New date	new confirmed qty
M-01	300703	Sunny Sunny 01				3200	Atlanta				
	8660	American Security Company	40	8.000	PC	02/19/2003	Group	Internet 1	8.000		0.000
	9414		40	8.000	PC	10/10/2003			8.000	06/23/2011	8.000
	10214		40	8.000	PC	07/13/2004			8.000	06/23/2011	8.000
	11022		40	8.000	PC	05/06/2005			8.000	06/23/2011	8.000
	11509		40	8.000	PC	05/17/2005			0.000	06/23/2011	8.000
						10/06/2005			8.000	06/23/2011	
	300705	Web Design Studio					Group	D1			
	9416		30	49.000	PC	10/10/2003			49.000		0.000
	9608		30	49.000	PC	12/03/2003			28.000	06/23/2011	49.000
	9629		30	49.000	PC	12/10/2003			35.000	06/23/2011	21.000
	9782		30	49.000	PC	02/03/2004			35.000	06/23/2011	14.000
	9796		30	49.000	PC	02/11/2004			35.000	06/23/2011	14.000
	9938		30	49.000	PC	03/30/2004			35.000	06/23/2011	14.000

Figure 1 Backorder Processing Results Report

Some useful functions of this list include:

- ▶ The ability to drill into any of the orders displayed by opening them in change mode, allowing you to make changes as needed on the fly. Double-click on the listed sales orders, click on the CHANGE DOCUMENT button, or press **[F2]**.
- ▶ The LIST ORDERS button links you directly to Transaction VA05 (Order List).
- ▶ Change the scope of the list by clicking on the IMPROVEMENTS button or pressing **[F7]** and the DETERIORATION button or **[F8]**.
- ▶ If any errors were recorded during processing, you can review the log by using the pull-down menu (select EDIT • ERROR LOG) or press **[Shift] + [F6]**.

If you don't like the results of the changes applied, you can go back to the initial rescheduling transaction (V\_V2, see Tip 25) and run the update with the original or changed selection criteria.

## Processing Sales Documents That Are Blocked for Delivery

*You can quickly review and unblock documents that need to be processed for delivery.*

Sales orders are defined in such a way that a block can be applied to the document due to configuration settings, credit check, and many other influencing factors. These blocks will prevent them from being available for delivery. Another important fact is that a block can be applied to the header, item, or both. If you have a significant number of orders that go on the delivery block, you need to review and unblock these orders immediately to prevent a loss of revenue.

### ✓ And Here's How ...

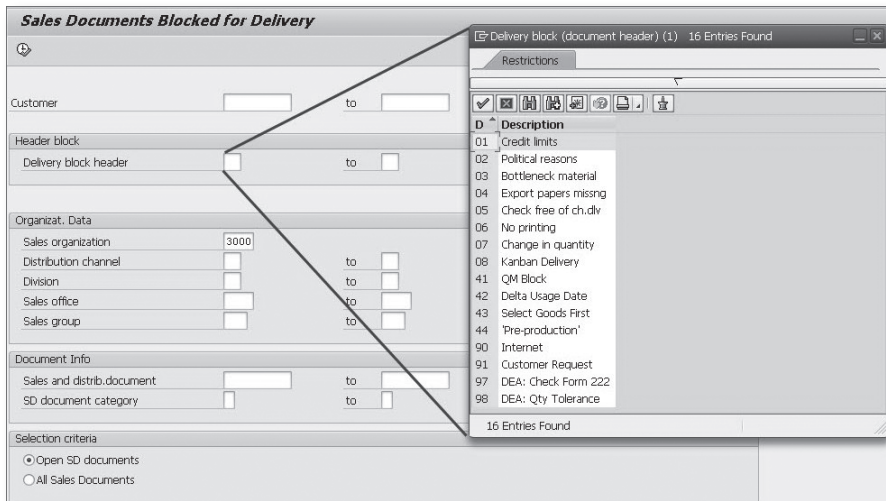
To review and remove delivery block from sales documents, start with Transaction VA14L or follow the menu path:

SALES AND DISTRIBUTION • CREDIT MANAGEMENT • SALES AND DISTRIBUTION DOCUMENTS • SALES AND DISTRIB. DOCUMENTS BLOCKED FOR DELIVERY

On the initial screen of the transaction (shown in Figure 1), specify the following fields:

- ▶ **CUSTOMER:** If you know the customer or a range of numbers, enter it here.
- ▶ **HEADER BLOCK:** Select the type of delivery header block (this report doesn't provide item-level selection options).
- ▶ **ORGANIZATIONAL DATA:** You can limit the number of records returned for processing, so fill in the SALES AREA data whenever possible.

- ▶ **DOCUMENT INFORMATION:** Specify the SD document number or range of numbers and specify SD document category (sales order, contract, etc.).
- ▶ **SELECTION CRITERIA:** Select **OPEN SD DOCUMENTS** or **ALL SALES DOCUMENTS** if you want to see all orders, including processed orders.



↗ **Figure 1** SD Documents Blocked for Delivery Selection Screen

Run the report by clicking on the EXECUTE icon or pressing **[F8]**. On the following screen you'll see the list of all blocked documents in the ALV list format (Figure 2).

SD Doc.	D	DelBlkDesc	D	Req.dlv.dt	Sold-to pt	Ship-to	Sales Document	Type	Header block	Item block	UsrStatBlk	CredChkBlk
6135	C			12/16/1999	3171	3171	Order		X			
7468	C			01/09/2002	1908	1908	Order			X		
7469	C			01/09/2002	1990	1990	Order			X		
9435	C	DEA: Check Form 222	97	10/16/2003	PH_W010	PH_W010	Order	X				
9498	C	DEA: Check Form 222	97	11/03/2003	PH_W010	PH_W010	Order	X				
9943	C			04/09/2004	30202	30202	Order					X
10303	C	DEA: Qty Tolerance	98	08/09/2004	PH_W010	PH_W010	Order	X				
10304	C	DEA: Check Form 222	97	08/10/2004	PH_W010	PH_W010	Order	X				

↗ **Figure 2** SD Documents Blocked for Delivery Basic List

Here, you'll find the SD document number, SD document category (like sales order, contract), delivery block description and code, required delivery date, sold-to and ship-to account numbers, sales document type, and block data. Select the appropriate sales order line, and click on the EDIT SALES ORDER button or press **Ctrl** + **F10** on your keyboard.

In the example shown in Figure 3, you're basically executing Transaction VA02 (Sales Order Change). Go to the appropriate tab showing the block information where you can review the data and remove the delivery block.

Change Standard Order 10304: Overview			
Standard Order	10304	Net value	10,000.00 USD
Sold-to party	PH_W010	McKesson-WEST SENECA / 2700 NORTH AMERICA AVENUE / ...	
Ship-to party	PH_W010	McKesson-WEST SENECA / 2700 NORTH AMERICA AVENUE / ...	
PO Number	skh001	PO date	
Sales    Item overview    Item detail    Ordering party    Procurement    Shipping    Reason for rejection			
Req. deliv. date	D 08/10/2004	Deliver.Plant	
<input type="checkbox"/> Complete delv.		Total Weight	20,000 G
Delivery block	97 DEA: Check Form 2...	Volume	30,000 CCM
Billing block		Pricing date	07/30/2004
Payment card		Exp.date	
Payment terms	NT30 Net 30	Incoterms	CIF Chicago
Order reason			
Sales area	3000 / 10 / 00 USA Philadelphia, Final customer sales, Cross-division		

« *Figure 3* Change Order Header Data Screen Delivery Block

Select the line data if you need to unblock the items as well. Once all order data is complete, save your order by clicking on the SAVE button or pressing **Ctrl** + **S** to return to the report. You've now successfully unblocked sales documents that were blocked for delivery.



# Index

## A

---

ABAP List Viewer (ALV), 331  
ABAP Workbench, 326  
Account analysis, 303, 309  
Account group, 24  
Account group CPD, 54  
Accounting block, 261, 299  
Accounting document, 243, 273, 260, 296  
Accounts receivables, 257  
Accruals, 243  
Additional fields, 264  
Administrator functions, 70  
ALE, 37  
All invoice lists, 274  
Allocation, 171  
All sales areas, 29  
Analysis of groups, 165  
APO, 147  
AR activity, 301  
Association rules, 129  
ATP allocation, 84  
Audit, 180  
Automatic block, 101  
Automatic replenishment, 185  
Availability check, 119  
Availability overview, 27, 119  
Available-to-promise check, 80

## B

---

Background job, 145  
Backorder processing, 80, 84  
Backorders report, 87  
Billing, 254, 266  
    *block*, 28, 78, 101  
    *due list*, 254  
    *items overview*, 276  
    *relevance*, 266

Billing document, 130, 139, 260, 263  
    *cancel*, 257  
    *overview*, 258  
Bill of materials, 107  
Bin, 38  
Block centrally, 27  
Block data, 100  
Blocked billing documents, 260  
Blocked documents, 99  
Blocked sales orders, 322  
Blocked SD documents, 282  
Block for order, 44  
Block sales support, 28  
Block/unblock customer, 27  
BOM, 107  
    *components*, 108  
    *explosion*, 109  
    *usage*, 108  
Box content documents, 201  
Bundle, 107

## C

---

Calculate workload, 158  
Cancel document, 284  
Cancel invoice, 257  
Cancel items, 77  
Cancel picking, 192  
Carry out a mass change, 22  
Change condition records, 49  
Change confirmation, 83  
Change document, 97  
Change equipment, 46  
Change log, 29, 181  
Change open order currency, 137  
Change shipment, 219, 236  
Changes to a delivery, 180  
Changes to credit management, 305  
Change values, 226, 239

Change variant, 226  
Change wave picks, 173  
Checking rule, 93, 119  
Collective goods issue, 207  
Collective processing, 149, 152, 172, 234  
    *background*, 225  
    *background*, 238  
    *of freight costs*, 221  
    *shipments*, 222, 228, 238  
Collective run, 228, 245  
Command window, 298  
Committed quantities, 84  
Common division, 31  
Companion material, 127  
Companion regularities, 129  
Companion sales analysis, 127, 137  
Company code, 16, 293, 295  
Competitive products, 64  
Completion status, 132  
Configuration error, 266  
Connection point address, 249  
Contact person, 52, 55  
Contract expiration date, 125  
Control record, 333  
CO-PA documents, 269  
CO-PA line items, 271  
Create A/R summary, 302  
Create change documents, 37  
Create customer for plant, 16  
Create reminders, 52  
Create TO, 215  
Credit account number, 303, 305  
Credit block, 285  
Credit check, 98  
Credit control area, 285, 300, 303  
Credit info, 290  
Credit limit, 284, 289, 292, 299, 303  
    *used*, 302, 305, 307  
Credit management blocks, 322  
Credit management central data, 300  
Credit management master data, 299  
Credit master sheet, 286, 307, 312  
Credit overview, 286, 302, 305  
Credit release, 291  
Credit representative group, 303  
Credit status, 288

Critical customer, 302  
Critical deliveries, 214  
Cross-company sales, 16  
Cross selling, 116  
Cross-selling analysis, 128  
Crossmatching report, 55  
Currency  
    *change online*, 138  
    *new*, 138, 141  
    *old/new*, 138, 141  
    *original*, 138, 141  
Customer, 293  
    *account*, 105, 117  
    *account details*, 295  
    *account number*, 28  
    *balances detail*, 299  
    *credit master data*, 299  
    *credit master texts*, 304  
    *list variant*, 89  
    *master*, 12, 26, 117, 126, 140, 303, 309  
    *master data*, 20  
Customer-material info records, 116  
Customer/material list variant, 89  
Customer number, 55  
Customer sales volume, 318  
Customer selection, 295  
Customer service, 45  
Customizing, 315  
Customs office, 249

## D

---

Data record, 333  
Days in arrears, 307, 314  
Debit memos, 101  
Define routes and stages, 247  
Delivery, 174, 254, 285, 301  
    *date*, 111  
    *document*, 46, 215  
    *due list*, 145  
    *group*, 149, 152, 155, 163, 175, 188  
    *order*, 180  
    *priority*, 79, 91  
    *status*, 105  
    *time*, 158

Delivery block, 28, 77, 322  
     *description, 100*  
 Detailed log message, 229, 246  
 Determination procedures, 159  
 Direct picking, 170  
 Dispatch/export, 133  
 Display, 15  
     *backorders, 87*  
     *balances, 293*  
     *customer balances detail, 295*  
     *document, 236, 297*  
     *document header, 298*  
     *item details, 106*  
     *jobs, 148, 227, 240*  
     *logs, 237*  
     *scheduling, 148*  
     *shipment, 236*  
     *variant, 113*  
 Distribution channel, 30, 53, 319  
 Division, 53, 319  
 Document categories, 166  
 Document copy function, 116  
 Document creation dates, 62  
 Document details, 297  
 Document flow, 16, 194, 212, 259  
 Document info, 291  
 Document overview, 297  
 Document type, 122, 125  
 Double-column display, 251  
 Drill, 81, 97  
 Dunning, 295  
 Dynamic product proposal, 116

## E

---

EAN number, 203  
 Edit incomplete data, 74, 100  
 Edit sales order, 100  
 Employees, 52  
 Enter storage locations, 36  
 Environment, 29, 286  
     *menu, 123, 126*  
 Equipment record, 46  
 Error log, 94, 97, 209  
 Error log for collective run, 279

European Monetary Union (EMU), 137, 141  
 Euro Workbench, 137, 140, 277  
 Expiring contracts, 124  
 Exporting list to Excel, 115  
 Extend customer, 30  
 Extend material master views, 39  
 Extend material storage location view, 36  
 Extend material view, 39  
 EXTRASTAT, 130

## F

---

Factory calendar, 249  
 Failed collective run, 278  
 Field changes, 29  
 Field status groups, 13  
 Financial impact summary, 87  
 FI posting details, 297  
 Fiscal year, 293  
 Fix bin, 183, 184, 187, 189  
 Follow-up documents, 179  
 Forward blocked document, 284, 291

## G

---

General data tab, 146  
 Get variant, 231  
 Goods issue, 152, 182, 210  
     *cancel, 211*  
     *date, 90, 188*  
 Goods movements, 46  
 Goods receipts, 130  
 Group of deliveries, 155  
 Group type, 149

## H

---

Handling unit, 46, 199, 202, 206, 219, 235  
     *numbers, 206*  
     *planned, 196*  
 Header segments, 335  
 Hidden fields, 154

Hiding columns, 70  
HTML format, 335  
Hyperlinks, 336

## I

---

IDoc  
    *documentation*, 333  
    *failures*, 337  
    *segment*, 333, 336  
Incompleteness Procedure, 177  
Incomplete outbound deliveries, 177  
Incomplete SD documents, 27, 69, 72, 76,  
    118, 218, 277  
Incompletion check, 72  
Incompletion log, 74, 132  
Information structure, 65  
Info structure S159, 161  
Intercompany billing, 17  
Interval indicator, 303  
INTRASTAT, 130, 135  
    *print*, 135  
Invoice list, 278  
    *change*, 275  
    *collective logs*, 277  
Invoice receipts, 130  
Item category, 266  
    *TAP*, 109  
Item category group  
    *LUMF*, 107  
Item proposals, 62, 116  
Item segments, 335

## J

---

Job parameters, 240

## K

---

Key fields, 21, 331  
Key figures, 320  
Kits in sales orders, 107

## L

---

Layout variant, 70  
Line item detail, 294  
Line items, 309  
List billing documents, 263  
List customer balances, 293  
List format, 304  
List of invoices, 274  
List of promotions, 59  
List of sales deals, 57  
List of sales orders, 112  
List TOs by wave pick, 170  
List variant, 324  
Locked items, 193  
Log, 166, 228, 244  
    *class*, 229, 245

## M

---

Maintain blocking reasons, 28  
Maintain copy control, 17  
Maintain grouping criteria, 224  
Maintain materials, 40  
Maintain pricing data, 49  
Maintain serial number data, 45, 49  
Maintain variant, 70  
Mass change, 114, 219  
Mass maintenance, 20  
Master data comparison, 33  
Match codes, 150  
Material availability, 119  
Material intercompany sales price, 18  
Material list variant, 89  
Material master, 39, 120, 126, 187  
Material number, 46, 81, 203  
Material type WETT, 64  
Maximum stock, 184  
Microsoft Excel, 297, 304, 306, 309  
Minimum stock, 184  
Missing master data, 33  
Monthly overview summary, 89  
MRP, 38  
Multiple deliveries, 155, 254  
My item proposals, 62

## N

---

New sales area, 30  
 Number ranges, 25

## O

---

Obsolete, 42  
 Oldest open items, 302  
 One-time customer, 54  
 Opened outbound deliveries, 187  
 Open invoice lists, 274  
 Open order currency, 140  
 Open sales orders, 113  
 Open SD document, 99  
 Operating concern, 271  
 Optional entry, 15  
 Order block, 28  
 Order entry screen, 69  
 Order list, 97  
 Order value, 292  
 Organizational data, 88, 112  
 Outbound delivery, 187  
 Outbound Delivery Monitor, 149, 152, 155,  
 158, 175, 207  
 Outbound delivery split, 204  
 Output data, 232  
 Output processing, 231  
 Overall document status, 291  
 Overdue open items, 302  
 Overview list with navigation, 304

## P

---

Packaging material groups, 196  
 Packing, 200  
   *for delivery, 197*  
   *station, 201, 202*  
 Parameter  
   LVA, 213  
   PPT, 232  
 Partially billed orders, 139  
 Partially processed deliveries, 106  
 Partner address, 126  
 Partners, 125

Past order data, 116  
 Payment cards, 322  
 Payment history, 304, 309  
 Periodic declaration, 136  
 Periodic job, 147, 226, 239  
 Pick, 152, 170  
   *handling unit, 199*  
   *HU assignment, 196*  
   *cancelled, 192*  
   *date, 188*  
 Picking wave, 173  
 Picking Wave Monitor, 162  
 Picking wave status  
   *billing status, 163*  
   *overall packing status, 163*  
   *overall warehouse management status,*  
   163  
   *total goods movement status, 163*  
   *transportation planning status, 163*  
 Pick/pack times, 159  
 Plan background processing, 145  
 Planned, 196  
 Plant, 81, 188  
 Posting changes, 213  
 Pre-sales process, 52  
 Price list, 315  
   *type, 315*  
 Pricing conditions, 49  
 Pricing errors, 260  
 Pricing procedure, 315  
 Print, 231  
   *labels, 201*  
 Printer control, 232  
 Procedure determination, 116  
 Processing log, 224  
 Processing mode, 232  
 Process sales documents blocked for  
   delivery, 98  
 Process sales orders, 93  
 Product hierarchy, 64  
 Production order, 120  
 Product proposals, 127  
 Profile, 147  
 Profitability analysis, 271  
 Profit center, 269  
 Promotions, 59  
 Purchase order, 120, 219, 235, 241, 243

Purchasing document, 243  
Put away, 193

## Q

---

QuickView, 341  
QuickViewer, 326  
Quotations, 121  
    *expiration date, 122*

## R

---

Random storage put-away, 189  
Range of documents, 291  
Rating, 303  
Reason for rejection, 77  
Receipt/import, 130  
Re-check blocked sales document, 284, 291  
Reject credit, 284, 286, 288, 291  
Released orders, 288, 291  
Released SD documents, 285  
Release sales document, 284  
Release to accounting, 261  
Relevant for billing, 266  
Remove delivery block, 100  
Replenishment, 187, 189  
    *control, 183*  
    *levels, 187*  
    *quantity, 184*  
Report  
    *RKECADL1, 271*  
    *RKERV002, 269*  
    *RLAUTA10, 186*  
    *RVSPERAU, 324*  
Required entry, 15  
Requirement number, 188  
Requirements, 119  
Rescheduling, 91, 96  
Return goods to stock, 192  
Reversal of goods issue, 210  
Reverse the PGI, 210  
Review invoice lists, 277  
Risk category, 300, 303  
Role, 147

Rough Workload Estimate log, 166  
Route data, 247  
Route ID, 249  
Route number, 249  
Route stages, 250

## S

---

S\_ADMI\_FCD, 70  
Safety stock, 120  
Sales activities, 52, 55  
Sales and Distribution interface system, 337  
Sales area, 58, 63  
Sales areas by customer, 28  
Sales BOM, 108  
Sales contracts, 285  
Sales deals, 57  
Sales document, 101, 139, 268, 287  
    *release, 288, 291*  
    *type, 100*  
Sales Information System (SIS), 318  
Sales not allowed, 43  
Sales order, 43, 46, 285, 301  
    *change, 74, 100*  
    *creation, 62*  
    *data, 287*  
    *quick change, 76*  
    *reference, 205*  
Sales organization, 28, 53, 160, 265, 274,  
    319  
Sales summary, 54  
Sales support, 28  
Sales tab, 69  
Sales tables, 330  
Sales volume by customer, 318  
Sales volume by material, 319  
SAP Inbox, 337  
    *create attachment, 339*  
    *deadline messages, 338*  
    *documents, 338*  
    *new message, 339*  
    *overdue entries, 338*  
    *workflow, 338*  
SAP list viewer, 294  
SAP Mail, 337

- Scenario, 147
- Scope of check, 120
- SD billing document, 269, 273
- SD document category, 100
- SD document number, 100
- Search criteria, 175
- Search fields, 152
- Search group, 175
- Segment structure, 333
- Selection using search help, 295
- Separator lines, 70
- Serialized materials, 45
- Serial number description, 46
- Serial number history, 46
- Service entry sheet, 241, 243
- Service procurement, 242
- Settlement data, 242
- Settlement list, 241
- Shipment cost documents, 234, 238, 244
- Shipment costing pricing procedure, 251
- Shipment data, 232
- Shipment lists, 237
- Shipping documents
  - print*, 231
- Shipping point, 90, 155, 160, 188, 210
  - configuration*, 159
- Shipping route, 149
- Shipping type, 249
- Ship-to party, 90
- Single-column display, 251
- SIS info structure, 159, 166
- Small quantities, 187
- Sort order, 93
- Special general ledger, 294
- Split quantity, 205
- Spreadsheet, 286
- Standard area menu, 49
- Statistical data, 319
- Status record, 333
- Stock in transfer, 120
- Stock level, 187
- Stock material, 108
- Stock shortages, 119
- Stock transports, 147
- Storage bin stock, 184
- Storage location, 38, 188
- Storage type, 188
- Subsequent outbound delivery split, 204
- Supplying plant, 109, 112
- Suppress, 15
- System events, 337

## T

---

- Table, 327
  - CE1xxxx*, 271
  - CE3xxxx*, 271
  - VCRSALE*, 128
- Table settings, 70
- Target billing type, 17
- Test mode, 272
- Test run, 270
- Texts, 309
- Time for comparison, 160
- Time slots, 159
- TO confirmation, 200
- TO number, 197
- Top-N, 321
- Tracking, 302
- Transaction
  - OVTC*, 247
  - CO06*, 80
  - CO06*, 84
  - CO09*, 27, 69, 119
  - CS01*, 108
  - ENGR*, 130, 135
  - EWUO*, 137
  - F.31*, 302, 309
  - F.35*, 312
  - FBL5N*, 295
  - FCV1*, 302
  - FD10N*, 293
  - FD32*, 299, 308
  - HU02*, 197
  - HUPAST*, 202
  - IE02*, 46
  - IQ02*, 46
  - IQ08*, 45, 69
  - KE4S00*, 271
  - LB10*, 186, 191
  - LH01*, 197

Transaction (Cont.)

LH03, 199  
 LL01, 213  
 LP21, 185  
 LP24, 189  
 LT0G, 192  
 LT03, 215  
 LT25A, 170  
 LT25N, 172  
 LT42, 156  
 MC+E, 318  
 MC+Q, 319  
 MCV5, 315  
 MEIS, 131  
 MM01, 36, 107, 184  
 MM02, 42, 120  
 MM50, 36, 39  
 MMSC, 36  
 OV50, 33  
 OVT0, 12  
 S\_ALR\_87012215, 305  
 S\_ALR\_87012218, 307  
 SBWP, 337  
 SDD1, 104  
 SDPV, 117  
 SDQ1, 121  
 SDQ2, 123  
 SDQ3, 123  
 SDV1, 124  
 SDV2, 126  
 SDV3, 126  
 SDVK, 127  
 SE43N, 50  
 SE16N, 330, 341  
 SE38, 269  
 SQVI, 326  
 SU3, 213, 232  
 V.00, 72  
 V.02, 72  
 V.14, 322  
 V.15, 87  
 V23, 101  
 V.24, 277  
 VA01, 29, 69, 109, 118  
 VA02, 74, 95, 100, 106, 133  
 VA02, 90

Transaction (Cont.)

VA03, 90  
 VA05, 95, 97, 112  
 VA14L, 98  
 VA52, 63  
 VA55, 62  
 VB25, 57  
 VB31, 60  
 VB35, 59  
 VC01N, 29, 53  
 VC/2, 54  
 VC02, 56  
 VC05, 54  
 VC15, 55  
 VCR1, 64  
 VD02, 117, 300  
 VD05, 27, 69  
 VDDI, 140  
 VE01, 133  
 VE02, 135  
 VF01, 29, 134  
 VF02, 134  
 VF03, 258, 270  
 VF04, 254  
 VF11, 133, 257  
 VF22, 274  
 VF23, 274  
 VF24, 277  
 VF25, 274, 277  
 VFX3, 260  
 VG01, 149, 155, 175  
 VG02, 175  
 VI02, 246  
 VI03, 237, 246  
 VI04, 221, 234, 239  
 VI06, 238  
 VK32, 49  
 VI12, 241  
 VI16, 244  
 VKM1, 277, 282, 285, 287  
 VKM2, 285  
 VKM3, 117, 286, 287, 291  
 VKM4, 286, 290  
 VKM5, 286  
 VL01N, 29, 111  
 VL02N, 133



## Transaction (Cont.)

VL03N, 194, 215, 229  
 VL06G, 207  
 VL06O, 153, 158  
 VL06O, 149  
 VL06P, 155, 215  
 VL09, 210  
 VL10BATCH, 145  
 VL22, 180  
 VL35, 160  
 VL36, 173  
 VL37, 162  
 VLLP, 166  
 VLLP, 161  
 VLSP, 204  
 VOR1, 30  
 VOR2, 31  
 VOV7, 266  
 V\_R2, 96  
 V\_RA, 80  
 VT02N, 219, 236  
 VT03N, 229, 246  
 VT04, 222, 225  
 VT05, 228  
 VT07, 225, 228  
 VT11, 218, 237  
 VT12, 221, 237  
 VT14, 221, 237  
 VT15, 221, 237  
 VT16, 221, 237  
 VT70, 231  
 V\_UC, 177  
 V\_V2, 91, 96  
 WE60, 333  
 WEWU, 117, 137, 140, 277  
 XD02, 117, 300  
 XD05, 27  
 XD99, 20  
 XK02, 132

Transfer order, 155, 171, 196, 199, 213  
 Transfer price condition, 18  
 Transfer requirements, 188, 213  
 Transfer shipment costs to FI, 241  
 Transfer template, 220

Transportation connection points, 248  
 Transportation job logs, 228, 244  
 Transportation lead time, 250  
 Transportation planning, 152, 182  
     *list*, 218  
 Travel duration, 250  
 Two-step picking, 170  
 Type of collective run, 277

**U**

---

Unchecked deliveries, 147  
 User role, 146

**V**

---

Validity date, 57  
 Validity periods, 62  
 Variant, 132, 145, 222, 238, 321  
     *change*, 145  
 VAT registration, 132  
 Vendor master, 132  
 Vendor master data, 52

**W**

---

Warehouse, 149  
     *activity monitor*, 213  
 Warehouse Management, 183, 187  
     *number*, 163, 197, 199  
 Warranty and partner, 48  
 Wave pick, 158, 166, 170  
     *delivery time*, 158  
 WM movement type, 183  
 Work list for invoice lists, 277

**X**

---

X-plant matl. status, 42