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In this chapter excerpt, you'll start by learning about different types of sales contracts (master, value, and quantity). Next, you'll walk through click-by-click instructions for monitoring condition contracts and executing condition contract settlement, including relevant configuration steps.

"Sales Contract and Agreement Management"

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The Author

Christian van Helfteren

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Chapter 5

Sales Contract and Agreement Management

Sales contracts and related documents are used to represent binding agreements between your company and its customers. Sales contracts can serve as a legal contract, a commercial agreement, or both. By representing these contracts in the system, you can automate their processing and trace their evolution.

Companies that have contracts with their customers usually need to control how those contracts affect the sales prices, availability, and other transactional data, and the SAP S/4HANA Sales contract and agreement functionality helps you with all those tasks.

Note that, for contract authoring, SAP provides a different tool called SAP Contract Lifecycle Management. If a significant enough portion of your business requires contracts, and the contracts are written by your company implementing SAP, this tool is worth evaluating.

In SAP S/4HANA Sales, contracts and agreements are sales documents that are maintained before transactions can start happening. Note, however, that a contract is also a transactional element of its own. In this chapter, we'll focus on sales contracts (Section 5.1), sales condition contracts (Section 5.2), and scheduling agreements (Section 5.3).

5.1 Master, Value, and Quantity Contracts

In SAP S/4HANA, you can limit sales conditions by quantity or value in quantity contracts and value contracts, respectively. In other words, you can define a special price for a customer up to a certain quantity or a total dollar value. After they purchase the agreed-on limit, that customer can no longer take advantage of the special contract price. This type of contract isn't used to define the minimum quantity they need to purchase before being eligible for a discount; that is handled by condition contracts (Section 5.2).

Quantity contracts (Section 5.1.2) and value contracts (Section 5.1.3) define upper limits that prevent a customer from depleting the whole inventory available at deeply discounted prices. These contracts are commonly used as negotiation tools; the prices offered often have a low profit margin and are awarded in exchange for other business or to launch a new product line.

Another usage for these documents is if your company uses sales order stock, such as in a make-to-order manufacturing scenario. In these scenarios, quantity and value contracts allow you to share inventory manufactured under the contract number with all sales documents created with reference to it. The stock will be assigned to the contract and not to the specific document that generated the demand.

In some scenarios, you may have several contracts that are part of the same business deal. In this case, you may benefit from having a master contract (Section 5.1.1) with which you can create other transactions. This approach allows you to control functionality across all documents and tie them all together for reporting and profitability analysis. Not many companies use master contracts.

Figure 5.1 shows how the types of contracts interact with each other and with sales orders. The master contract, when needed, is created first. Next, you'll create other quantity and/or value contracts with reference to the master contract.

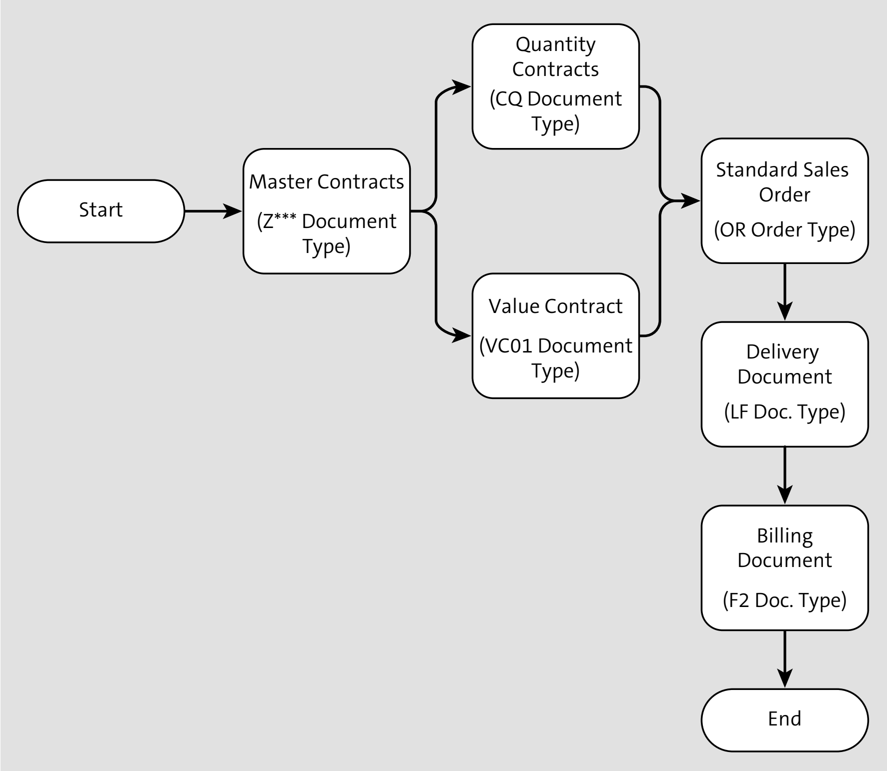


Figure 5.1 Quantity, Value, and Master Contract Processing

A subsequent sales order can be created with reference to either the quantity or the value contract. If you don't create the sales order with reference to the contract, the sales order won't take advantage of any of the data defined for the quantity or value contract. In the following sections, we'll walk you through this process.

Contracts can also be used in conjunction with the billing plan functionality to allow for periodic billing (monthly, quarterly, etc.) on a membership basis through subscription-based agreements. These types of agreements can be implemented in other types of sales documents, but with contracts, you're able to create other sales documents that reference the contract and limit the quantity and value of those sales document. For example, if your company offers monthly subscription packages to customers that, among other benefits, allow them to place sales order at a very low price during the subscription period, you can limit them to only purchasing five of the select materials during that time. You can create a quantity contract with a billing plan and specify the materials and maximum quantities that a customer can order as part of this subscription contract. More details about billing plans can be found in Chapter 10, Section 10.3.

5.1.1 Master Contracts

Master contracts can serve the quantity and value contracts in the same way these serve sales orders—as a source of the contract-relevant data and a way to group relevant document together. We'll walk you through all the steps in the following sections.

Viewing Master Contract Document Types

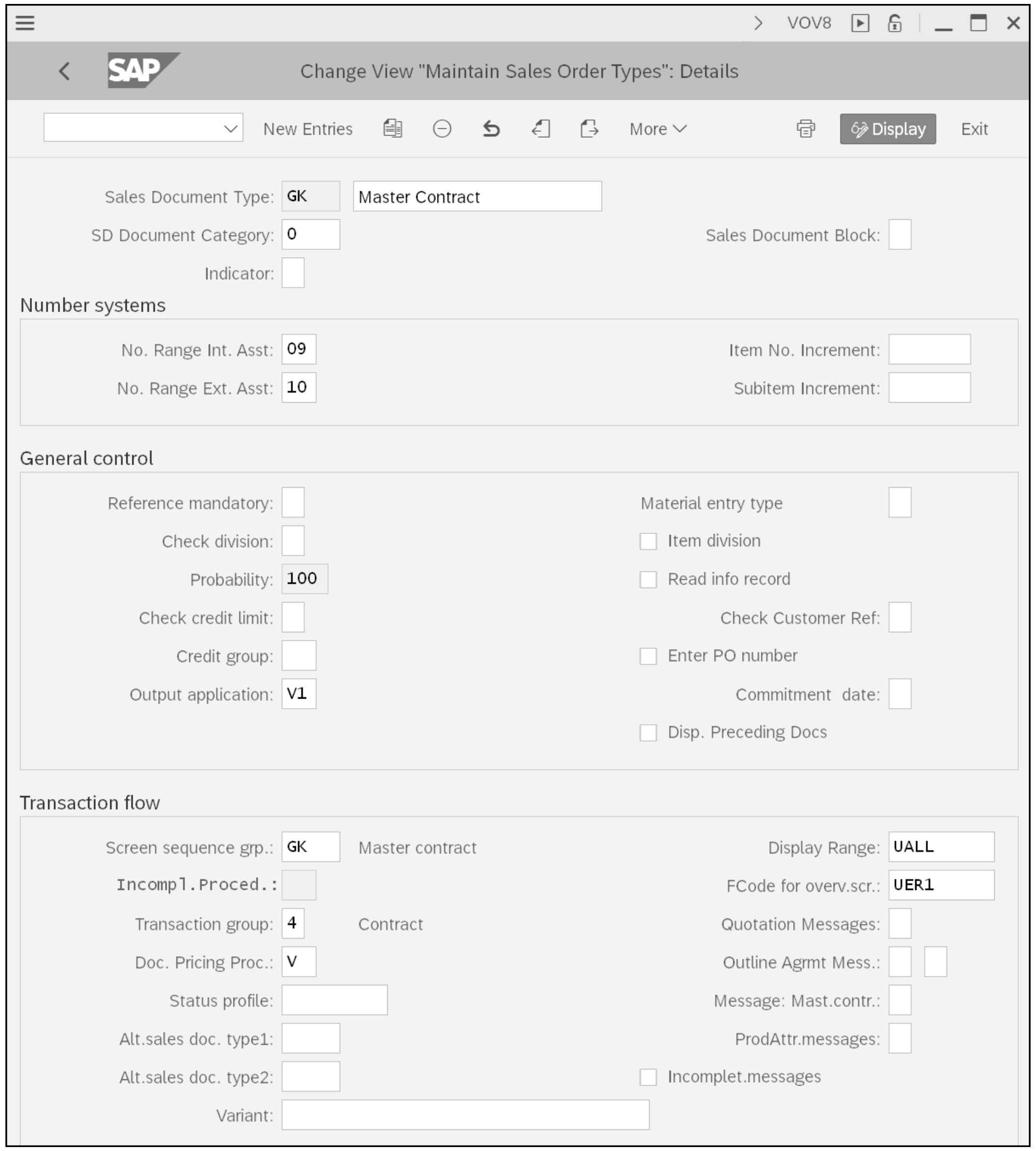
To configure sales document types, such as master contracts types, open Transaction VOV8, or follow the menu path **SAP Customizing Implementation Guide • Sales and Distribution • Sales • Sales Documents • Sales Document Header • Define Sales Document Types**. On the screen that opens, search for document type "GK", select the entry, and click the **Details** button 🔍 or (press F2). The screen shown in Figure 5.2 contains the out-of-the-box configuration for document type **GK**.

Figure 5.2 shows the top portion of the configuration for a master contract. Chapter 6, Section 6.1.1, has more details about other configuration fields on this screen.

For now, we're only highlighting the fields that are mandatory for master contracts, as follows (see Figure 5.2):

- In the header, the **SD Document Category** must be "0" (**Master Contract**).
- In the **Transaction flow** section, the **Screen sequence grp.** must be "GK" (**Master contract**).
- Also in the **Transaction flow** section, the **Transaction group** must be "4" (**Contract**).

The other fields may be modified according to your company's requirements. If you're going to make changes, you may consider creating a copy of this document type. This decision is covered in other chapters and is often consistent across all configuration, although it doesn't have to be.



Sales Document Type: GK Master Contract
SD Document Category: 0
Sales Document Block:
Indicator:

Number systems

No. Range Int. Asst: 09
Item No. Increment:
No. Range Ext. Asst: 10
Subitem Increment:

General control

Reference mandatory:
Material entry type
Check division:
☐ Item division
Probability: 100
☐ Read info record
Check credit limit:
Check Customer Ref:
Credit group:
☐ Enter PO number
Output application: V1
Commitment date:
☐ Disp. Preceding Docs

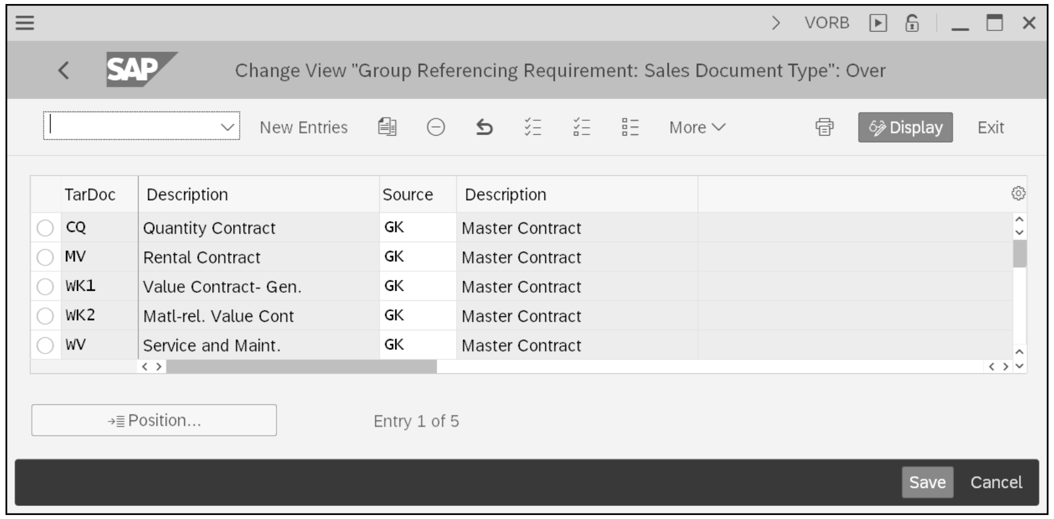
Transaction flow

Screen sequence grp.: GK Master contract
Display Range: UALL
Incompl.Proced.:
FCode for overv.scr.: UER1
Transaction group: 4 Contract
Quotation Messages:
Doc. Pricing Proc.: V
Outline Agrmt Mess.:
Status profile:
Message: Mast.contr.:
Alt.sales doc. type1:
ProdAttr.messages:
Alt.sales doc. type2:
☐ Incomplet.messages
Variant:

Figure 5.2 Viewing Master Contract Document Types

Defining Reference Sales Document Types

To view reference sales document types for master contracts, open Transaction VORB, or follow the menu path **SAP Customizing Implementation Guide • Sales and Distribution • Sales • Sales Documents • Contracts • Master Contract • Define Referencing Requirements • Define Reference Sales Document Types**. On the screen that opens, as shown in Figure 5.3, review the existing configuration.


VORB
Change View "Group Referencing Requirement: Sales Document Type": Over
New Entries
More
Display
Exit
Position...
Save
Cancel

	TarDoc	Description	Source	Description
○	CQ	Quantity Contract	GK	Master Contract
○	MV	Rental Contract	GK	Master Contract
○	WK1	Value Contract- Gen.	GK	Master Contract
○	WK2	Matl-rel. Value Cont	GK	Master Contract
○	WV	Service and Maint.	GK	Master Contract

Entry 1 of 5

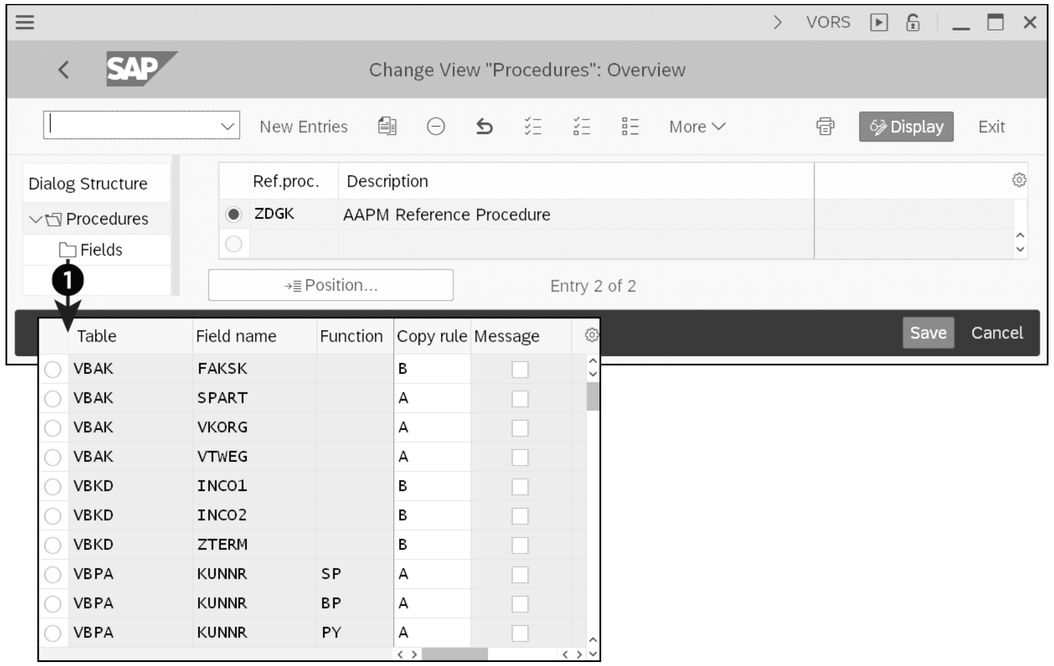
Figure 5.3 Viewing Reference Sales Document Types

Defining Referencing Procedures

To configure referencing procedures, open Transaction VORS, or follow the menu path **SAP Customizing Implementation Guide • Sales and Distribution • Sales • Sales Documents • Contracts • Master Contract • Define Referencing Requirements • Define Referencing Procedures**. On the screen that opens, select the **Reference Procedure SDGK**, and then click the **Copy** button. Enter the new name (we are calling ours "ZDGK") in the **Ref.proc.** field and enter descriptive text in the **Description** field, as shown in Figure 5.4. Then press `Enter`, and click the **Copy All** button on the screen that pops up.

This will create a clone of the SAP standard reference procedure. This is an important action for our fictitious company because to create contracts with reference to the master contract, we can't have FPLA and VEDA fields as we do with SDGK.

Next, double-click **Fields** in the **Dialog Structure** menu tree on the left side of the screen (see Figure 5.4 ❶). Now, you can delete the undesired fields, and you're just left with the fields that you want to copy from the master contract onto the contracts that refer to it.



	Ref.proc.	Description
●	ZDGK	AAPM Reference Procedure
○		

	Table	Field name	Function	Copy rule	Message
○	VBAK	FAKSK		B	☐
○	VBAK	SPART		A	☐
○	VBAK	VKORG		A	☐
○	VBAK	VTWEG		A	☐
○	VBKD	INCO1		B	☐
○	VBKD	INCO2		B	☐
○	VBKD	ZTERM		B	☐
○	VBPA	KUNNR	SP	A	☐
○	VBPA	KUNNR	BP	A	☐
○	VBPA	KUNNR	PY	A	☐

Figure 5.4 Defining Referencing Procedures

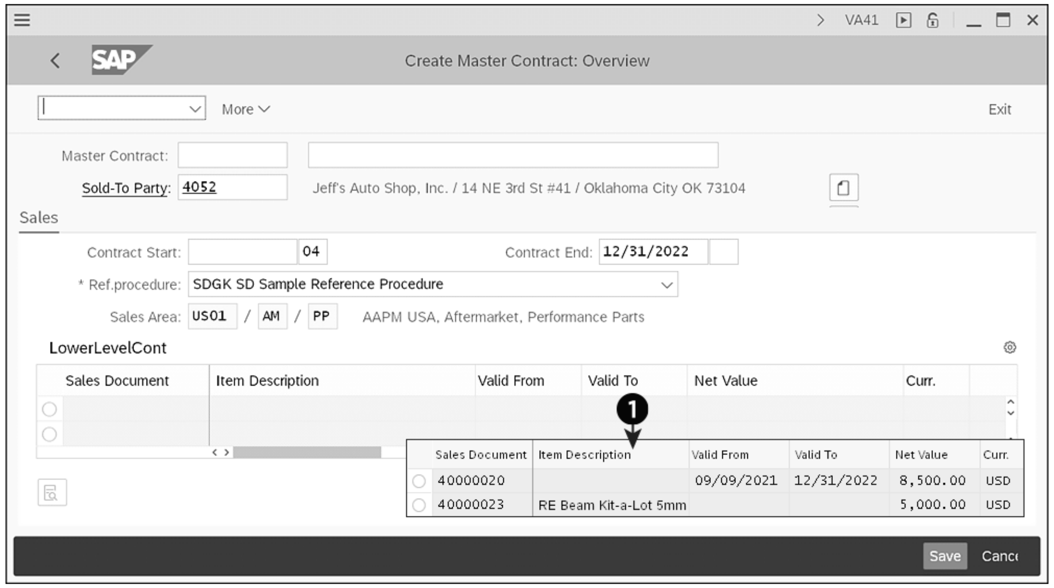
Also remove all checkmarks from the **Message** column. When checked, these will issue popup notifications to the user with details of the fields that were copied from the master contract into the subsequent ones.

The **Copy rule** column allows you to indicate whether the field should always be copied or if this is conditional to checks.

These settings replace the copy control configuration and is unique for master contracts. With this approach, you won't enter a copy control configuration for a master contract, and doing so is actually discouraged. In Section 5.1.2 and Section 5.1.3, we'll describe how to assign quantity and value contracts to master contracts without creating them with reference.

Creating Master Contract

After this configuration is in place, open Transaction VA41 to create a master contract. On the initial screen, select the master contract type **GK** and the desired sales area, and click the **Continue** button or press `Enter`. Then enter the basic contract data, as shown in Figure 5.5. **Sold-To Party** (customer) and **Ref.procedure** are the most important fields.



Master Contract:
Sold-To Party: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104
Contract Start: 04
Contract End: 12/31/2022
* Ref.procedure: SDGK SD Sample Reference Procedure
Sales Area: US01 / AM / PP AAPM USA, Aftermarket, Performance Parts

	Sales Document	Item Description	Valid From	Valid To	Net Value	Curr.
○	40000020		09/09/2021	12/31/2022	8,500.00	USD
○	40000023	RE Beam Kit-a-Lot 5mm			5,000.00	USD

Figure 5.5 Create Master Contract Overview Screen

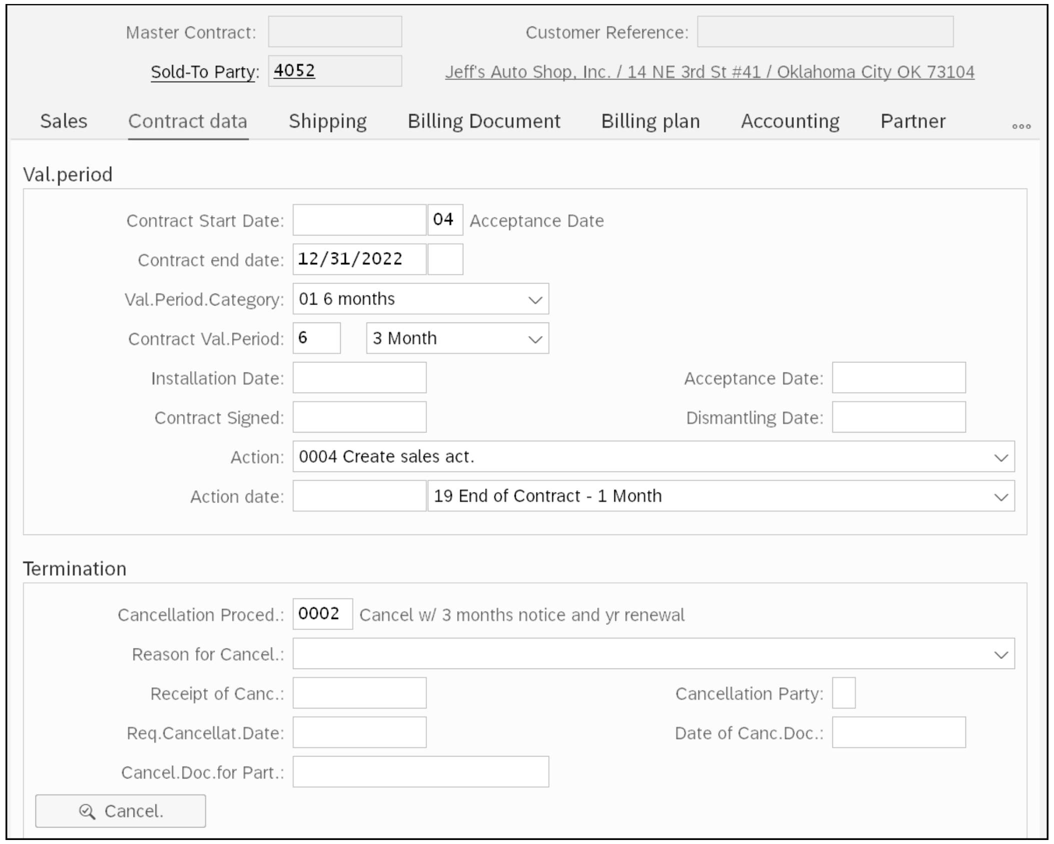
Dates in the **Contract Start** and **Contract End** fields are also commonly used to restrict the time in which this contract is valid. You may either type in fixed dates or use the two-digit codes at the end of each field to auto-populate the date based on events. The example shown in Figure 5.5 uses the default **Contract Start** date code **04** (**Acceptance Date**) and a fixed **Contract End** date.

The **LowerLevelCont** (lower-level contracts) section will show the quantity and value contracts created with reference to this master contract as they are created. This area will be empty when creating a new contract and populated as contracts are created (see Figure 5.5 ❶).

You can click on the **Display Header Details** button 🗐 to enter the detailed header data. The tabs and fields largely match the ones covered in the sales order in Chapter 6, except for the **Contract data** tab, shown in Figure 5.6. Note that even though you can populate all header fields across different tabs, only the fields included in the reference procedure configuration (refer to Figure 5.4) will be copied to the quantity and value contracts created with reference to this master contract. The **Contract Start Date** and **Contract end date** fields are the same from Figure 5.5.

The **Val.Period.Category** and **Contract Val.Period** fields allow you to define types of validity periods to populate the dates automatically.

The **Installation Date** and **Dismantling Date** fields are used when there is equipment involved in this contract; here, you indicate when the equipment was originally installed and the later record when it was dismantled. This is one of the possible uses for master contracts, but not the only one.



Master Contract:
Customer Reference:
Sold-To Party: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104

Contract Start Date: 04 Acceptance Date
Contract end date: 12/31/2022
Val.Period.Category: 01 6 months
Contract Val.Period: 6 3 Month
Installation Date:
Acceptance Date:
Contract Signed:
Dismantling Date:
Action: 0004 Create sales act.
Action date: 19 End of Contract - 1 Month

Cancellation Proced.: 0002 Cancel w/ 3 months notice and yr renewal
Reason for Cancel.:
Receipt of Canc.:
Cancellation Party:
Req.Cancellat.Date:
Date of Canc.Doc.:
Cancel.Doc.for Part.:

Figure 5.6 Contract Data Tab

The **Acceptance Date** field records the date on which the customer acknowledged and agreed with the contract terms, be it verbally or by signing paperwork (also recorded in the **Contract Signed** field). This information will be copied into the **Contract Start Date** because we're using date type **04**.

The **Action** field allows you to indicate an action to be taken at the end of the contract validity, and it uses the **Action date** field to determine when it will take place. This may be an automated action or a reminder for the team to perform the action.

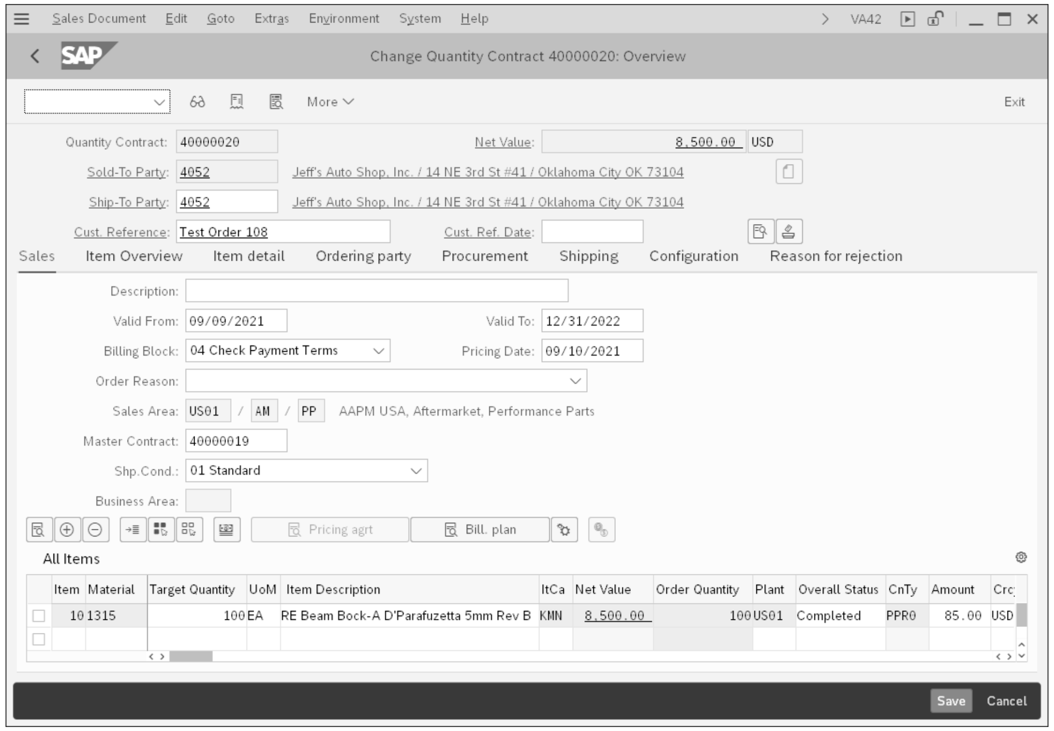
The **Cancellation Proced.** field indicates how the customer is allowed to cancel this contract if they so choose, per contractual conditions. The **Reason for Cancel.** field allows you to record the reason the customer decided to cancel the contract if they ever choose to do so. **Receipt of Canc.** is the date in which you received the communication that the customer wants to cancel the contract. **Cancellation Party** indicates who initiated the cancellation of the contract. The **Req.Cancellat.Date** field is the date in which you want the cancellation to be effective, **Date of Canc.Doc.** is the official date of the cancellation legal documentation received, and **Cancel.Doc.for Part.** is the identification number for that documentation.

The cancellation (**Cancel.**) button has details of the configured cancellation procedure (not included in this book).

5.1.2 Quantity Contracts

Quantity contracts are created using Transaction VA41. First, select the **CQ** document type on the initial screen, and click the **Continue** button. You'll see the **Overview** screen shown in Figure 5.7.

Don't click the **Create with Reference** button, even if you have a master contract to use as reference; instead, you'll use the **Master Contract** field on the next screen. This signals to the transaction that you aren't going to use the copy control, but the reference procedure configured as shown previously in Figure 5.4.



Change Quantity Contract 40000020: Overview

Quantity Contract: 40000020
Net Value: 8.500.00 USD
Sold-To Party: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104
Ship-To Party: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104
Cust. Reference: Test Order 108
Cust. Ref. Date:

Description:
Valid From: 09/09/2021
Valid To: 12/31/2022
Billing Block: 04 Check Payment Terms
Pricing Date: 09/10/2021
Order Reason:
Sales Area: US01 / AM / PP AAPM USA, Aftermarket, Performance Parts
Master Contract: 40000019
Shp.Cond.: 01 Standard
Business Area:

	Item	Material	Target Quantity	UoM	Item Description	ItCa	Net Value	Order Quantity	Plant	Overall Status	CnTy	Amount	Crc
☐	10	1315	100	EA	RE Beam Bock-A D'Parafuzetta 5mm Rev B	KMN	8.500.00	100	US01	Completed	PPR0	85.00	USD
☐													

Figure 5.7 Creating a Quantity Contract

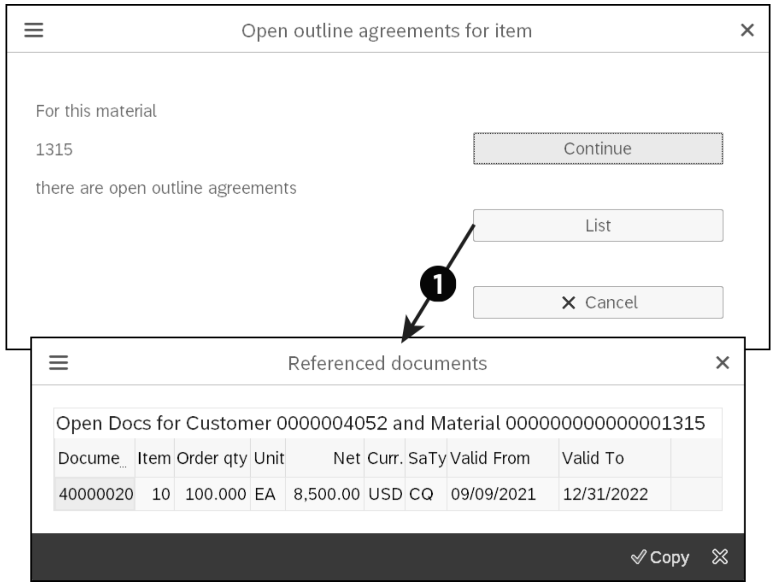
Enter the **Sold-To Party** (customer) number, **Valid From**/**Valid To** dates, and the **Master Contract** number (optional), and then press `Enter`. Next, enter the **Material** and **Target Quantity** that are covered in this quantity contract. You may enter special pricing conditions and other commercial terms offered in this contract using the navigation similar to what we'll cover for sales orders in Chapter 6.

Other fields, when populated, can be copied over to sales orders created with reference to this contract (according to the copy control configuration and routines defined). Make sure you only populate the fields you want to copy over to the sales order, which is the main reason you're setting up a master contract in the first place.

For our example contract, we entered a special price of $85.00 per unit; the regular price is $105.00 per unit. These prices will affect your sales orders. The target quantity we entered for material 1315 will control that only 100 units of this material can be purchased at the special price.

After this contract is saved, whenever you enter a sales order for this customer and this material, the message **For this material <XXX> there are open outline agreements** will appear with the **Continue**, **List**, and **Cancel** options, as shown in Figure 5.8. By selecting **List** ❶, you can browse the existing contracts relevant to this customer and material and then select one.

Alternatively, you can create sales orders with reference to a quantity contract by clicking the **Create with Reference** button on the initial sales order entry screen (Transaction VA01; see more details in Chapter 6).



For this material
1315
there are open outline agreements

Open Docs for Customer 0000004052 and Material 000000000000001315

Docume_	Item	Order qty	Unit	Net	Curr.	SaTy	Valid From	Valid To
40000020	10	100.000	EA	8,500.00	USD	CQ	09/09/2021	12/31/2022

Figure 5.8 Sales Order Messages for Quantity Contracts

When a quantity contract is linked to a sales order line, you can only order up to the target quantity specified in the quantity contract (in this example, 100 units). If you order anything more, you'll get an error message saying, **Target qty of reference: 100 EA (total referenced: <XXX>ea)**, where **XXX** is the quantity that you're attempting to order more than the 100-unit limit (as defined in the quantity contract line). You'll need to

correct this field before being allowed to continue; however, this is a configurable message in the copy control settings, so you may change this to a simple warning.

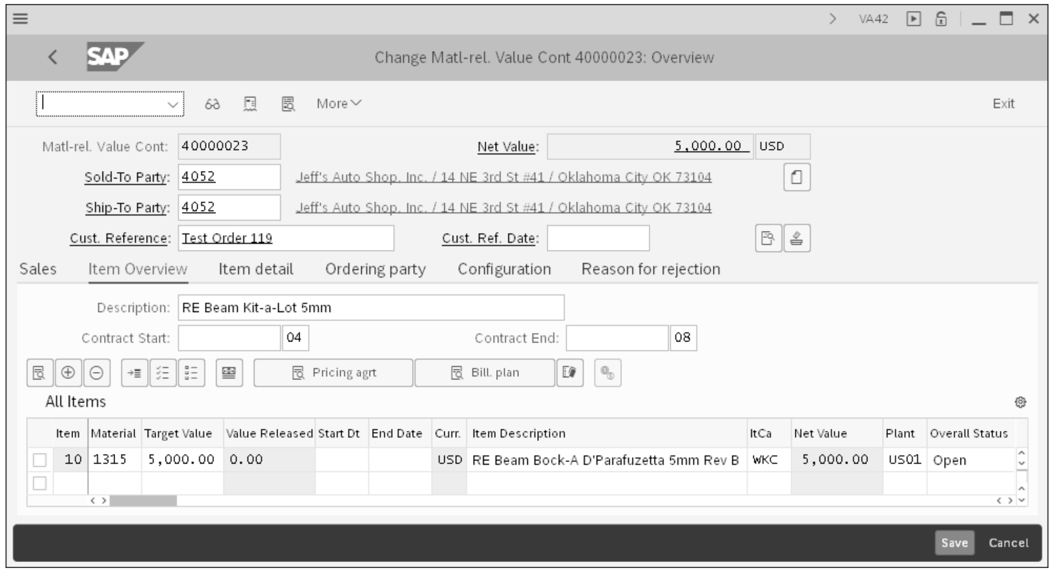
You can add another line to the sales order without reference to the contract to represent the delta quantity above the target quantity in the contract. The special pricing conditions in the contract won't affect this new line, so you'll need to ensure the customer understands that some units don't fall under the special price. An item text may be desirable to reduce customer complaints.

For orders created electronically via interfaces such as Electronic Data Interchange (EDI) and web sales interfaces, problems may arise. If you receive orders via these channels, you'll need to automate contract selection via custom development; otherwise, these sales orders will fail. If you set up a warning message, the EDI orders will be processed uninterrupted.

5.1.3 Value Contracts

Value contracts are created using Transaction VA41. On the initial screen, select document type **WK2** on the initial screen, and click the **Continue** button. You'll see the **Overview** screen, as shown in Figure 5.9, where you'll enter contract data.

Don't click the **Create with Reference** button, even if you have a master contract to use as reference; instead, you'll use the **Master Contract** field on the next screen. This signals to the transaction that you aren't going to use copy control, but the reference procedure configured per Figure 5.4, shown previously.



Matl-rel. Value Cont: 40000023
Net Value: 5,000.00 USD
Sold-To Party: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104
Ship-To Party: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104
Cust. Reference: Test Order 119
Cust. Ref. Date:
Description: RE Beam Kit-a-Lot 5mm
Contract Start: 04
Contract End: 08

	Item	Material	Target Value	Value Released	Start Dt	End Date	Curr.	Item Description	ItCa	Net Value	Plant	Overall Status
☐	10	1315	5,000.00	0.00			USD	RE Beam Bock-A D'Parafuzetta 5mm Rev B	WKC	5,000.00	US01	Open
☐												

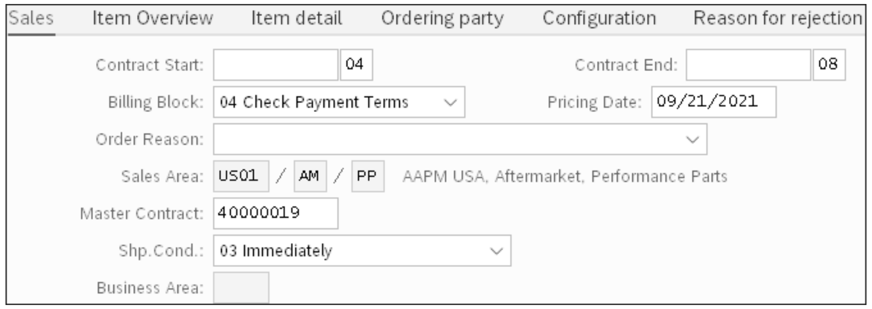
Figure 5.9 Create Value Contract: Overview Screen

As before, we'll highlight the fields that are different on this screen when compared to the standard sales order described in Chapter 6.

For contracts, you'll need to enter a description (**Description**) to help when browsing for the correct document at the time of sales order entry. You'll also need to enter a validity period (**Contract Start** and **Contract End** dates), which indicates the interval of time during which this contract can be used to create sales orders.

At the line level, notice that no quantity field exists. Instead, you'll enter a **Target Value** for this line and specify the material. This contract will be valid for orders created up to the dollar amount specified.

You can also select a **Master Contract** to link to this value contract under the **Sales** tab of the **Create Value Contract: Overview** screen, as shown in Figure 5.10. Note that we're referring to the **Sales** tab to the left of the **Item Overview** tab on the **Overview** screen shown previously in Figure 5.9, not the one in the header of the sales contract. The header **Sales** tab also contains the **Master Contract** field, but the other fields are different from the screen shown in Figure 5.10.



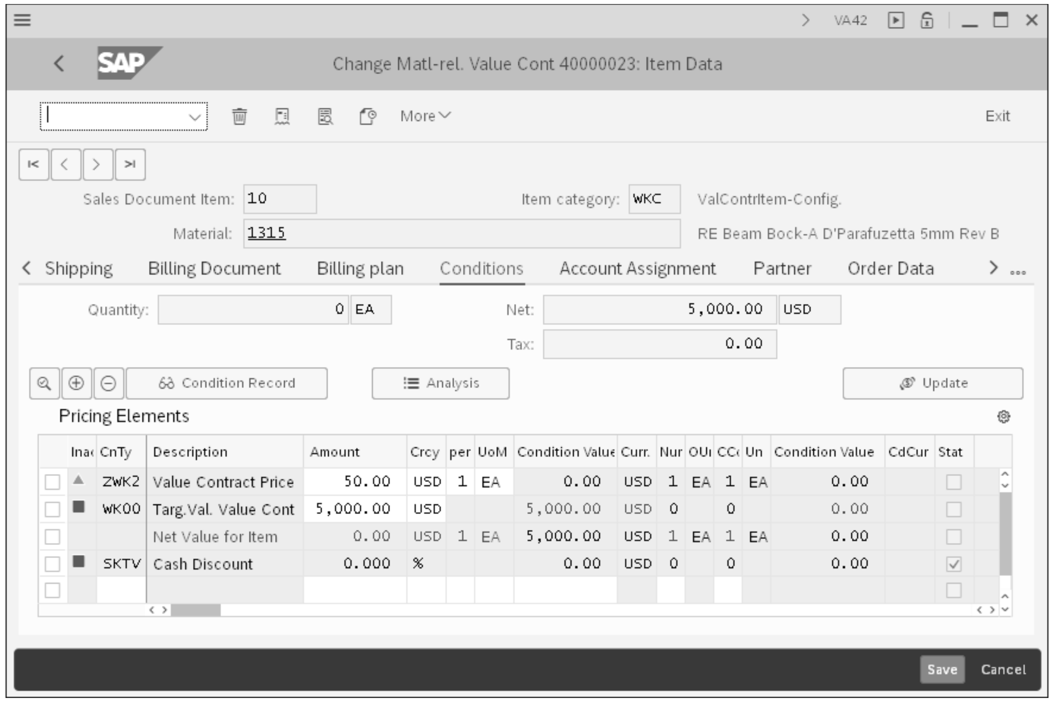
Contract Start: 04
Contract End: 08
Billing Block: 04 Check Payment Terms
Pricing Date: 09/21/2021
Order Reason:
Sales Area: US01 / AM / PP AAPM USA, Aftermarket, Performance Parts
Master Contract: 40000019
Shp.Cond.: 03 Immediately
Business Area:

Figure 5.10 Sales Tab on the Overview Screen

Adding the **Master Contract** on the screen shown in Figure 5.10 will trigger the reference procedure configured per Figure 5.4, shown previously, which will copy all relevant fields from the master contract into this value contract. Note, however, that because we're not using copy control, the document flow isn't updated with the master contract reference.

With some pricing configuration (see Chapter 4, Section 4.1), it's possible to define special pricing for this value contract (this isn't enabled out-of-the-box). In Figure 5.11, we configured condition type **ZWK2** with special **Value Contract Price** to be used on all orders created with reference to this value contract.

We then added `ZWK2` to both the value contract pricing procedure `WK0001`, before the value contract value (`WK00`), and the sales order pricing procedure (e.g., `RVAXUS`), after the normal price condition type (e.g., `PR00` and/or `PPR0`). We used the same **Step** number on both pricing procedure configurations to enable the automatic copy.



Sales Document Item: 10
Item category: WKC ValContrItem-Config.
Material: 1315 RE Beam Bock-A D'Parafuzetta 5mm Rev B
Quantity: 0 EA
Net: 5,000.00 USD
Tax: 0.00

Pricing Elements

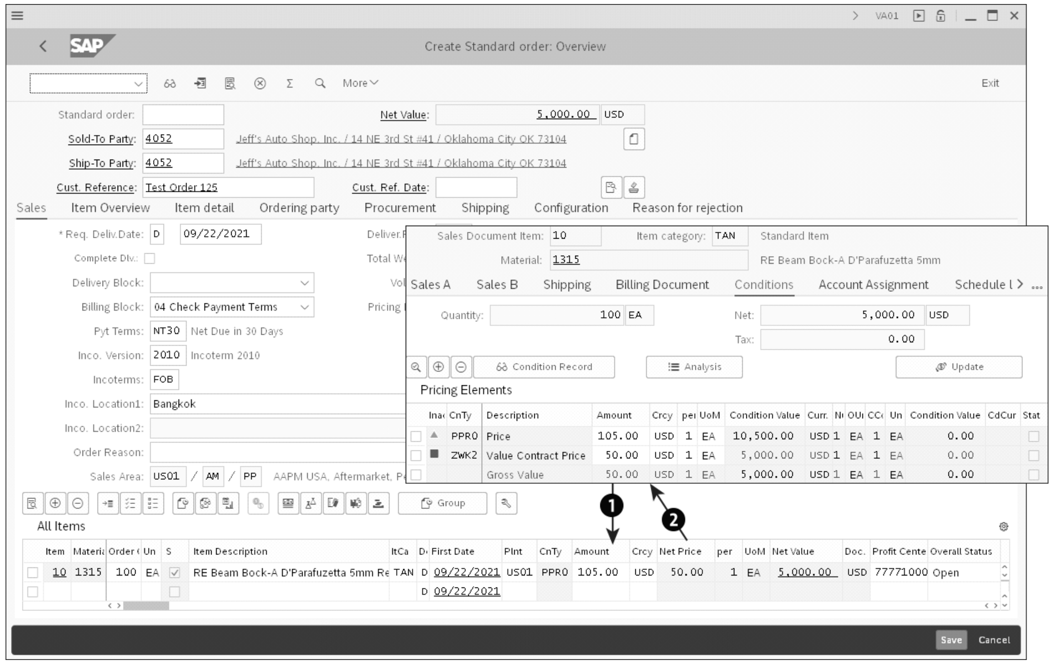
	Inac	CnTy	Description	Amount	Crcy	per	UoM	Condition Value	Curr.	Nur	OUı	CCı	Un	Condition Value	CdCur	Stat
☐	▲	ZWK2	Value Contract Price	50.00	USD	1	EA	0.00	USD	1	EA	1	EA	0.00		☐
☐	■	WK00	Targ.Val. Value Cont	5,000.00	USD			5,000.00	USD	0		0		0.00		☐
☐			Net Value for Item	0.00	USD	1	EA	5,000.00	USD	1	EA	1	EA	0.00		☐
☐	■	SKTV	Cash Discount	0.000	%			0.00	USD	0		0		0.00		☑
☐																☐

Figure 5.11 Header Details: Conditions Tab

Unlike the quantity contract, the value contract won't cause notifications to be issued on sales orders indicating the existence of a contract; instead, you'll need to voluntarily create a specific type of sales order (the JOR order type is provided out of the box) and then click on the **Create with Reference** button on the initial sales order entry screen. Figure 5.12 shows what you'll see following these instructions and adding the order quantity of **100 EA**.

Note that the list price of **$105.00** (see Figure 5.12 ❶) appears under the **Amount** column (per the pricing procedure determination configuration), but the net value is different at $50.00, which becomes clear when you look at the line's **Conditions** tab (see Figure 5.12 ❷). Condition type `ZWK2` is copied from the value contract and inactivates the list price condition type `PPR0`. The total net price is calculated by the only active condition type (`ZWK2`) totaling $50.00.

After a value contract is linked to a sales order line, you can only order up to the target value specified in the value contract (in this example, $5,000.00). If you order anything above that dollar amount, you'll get the error message, **Target value of value contract has been exceeded! Value contract: 0040000023, Item: 000010 Difference rate: XXX.XX USD Document cannot be saved**, where **XXX.XX** is the amount above the $5,000.00 limit.



Create Standard order: Overview

Standard order:
Net Value: 5,000.00 USD
Sold-To Party: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104
Ship-To Party: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104
Cust. Reference: Test Order 125
Cust. Ref. Date:

* Req. Deliv.Date: D 09/22/2021
Complete Dlv.: ☐
Delivery Block:
Billing Block: 04 Check Payment Terms
Pyt Terms: NT30 Net Due in 30 Days
Inco. Version: 2010 Incoterm 2010
Incoterms: FOB
Inco. Location1: Bangkok
Inco. Location2:
Order Reason:
Sales Area: US01 / AM / PP AAPM USA, Aftermarket, P

Sales Document Item: 10
Item category: TAN Standard Item
Material: 1315 RE Beam Bock-A D'Parafuzetta 5mm
Quantity: 100 EA
Net: 5,000.00 USD
Tax: 0.00

Pricing Elements

	Ina	CnTy	Description	Amount	Crcy	pe	UoM	Condition Value	Curr.	N	OU	CC	Un	Condition Value	CdCur	Stat
☐	▲	PPR0	Price	105.00	USD	1	EA	10,500.00	USD	1	EA	1	EA	0.00		☐
☐	■	ZWK2	Value Contract Price	50.00	USD	1	EA	5,000.00	USD	1	EA	1	EA	0.00		☐
☐			Gross Value	50.00	USD	1	EA	5,000.00	USD	1	EA	1	EA	0.00		☐

All Items

	Item	Materi	Order (	Un	S	Item Description	ItCa	D	First Date	Plnt	CnTy	Amount	Crcy	Net Price	per	UoM	Net Value	Doc.	Profit Cente	Overall Status
☐	10	1315	100	EA	☑	RE Beam Bock-A D'Parafuzetta 5mm Re	TAN	D	09/22/2021	US01	PPR0	105.00	USD	50.00	1	EA	5,000.00	USD	77771000	Open
☐					☐			D	09/22/2021											

Figure 5.12 JOR Sales Order Created with Reference to the Value Contract

5.2 Sales Condition Contracts and Settlement Management

Rebate agreements are discount programs conditional on achieving certain conditions. Consumers are often familiar with rebates when purchasing products from retailers and getting cash back after submitting receipts to the manufacturers. In this book, we're approaching all processes from a sales standpoint, so we'll refer to companies on the paying side of these rebate programs. Retail rebates such as these are sometimes handled via a clearing partner that takes care of the paperwork and sends you the data via EDI. This scenario is common in the consumer electronics industry.

For corporate customers, the most common rebates are based on sales volume targets. A customer is eligible for the discount only if they purchase over a given dollar amount within a predefined period; otherwise, the discount is forfeited.

Note that significant differences exist between how SAP S/4HANA handles rebates versus SAP ERP. SAP S/4HANA will account for the conditional discount based on regular sales invoices. The amount corresponding to the discount is posted to a separate account to indicate that this amount won't likely become revenue. This accounting feature is called *rebate accruals*, as rebates are accrued directly on the relevant customer invoices.

As of SAP S/4HANA version 1909, the SAP ERP transaction that creates sales rebates (Transaction VBO1) is blacklisted; that is, it still exists, but when you call it, you get the **Transaction VBO1 cannot be executed** error message.

Note

It's possible to remove Transaction VBO1 from the blacklist, but you must contact SAP and ask for an exception. Tables `ABLM_BLACKLIST` and `SBLM_BLACKLIST` control which transactions may be used and which are blocked.

Transactions to change (Transaction VBO2) and display (Transaction VBO3) SAP ERP sales rebates are still available. The instruction is that although you can continue processing existing rebate programs, new ones should be created using the new *condition contracts* SAP S/4HANA functionality designed for this type of requirement.

The condition contract feature isn't completely new. The materials management module was the primary user of this on the receiving end of sales rebates and other incentive programs. What is new is the usage of this feature for sales on the paying end of the incentive programs such as sales rebates.

To explain how condition contracts works, we'll use the out-of-the-box condition contract type 0S01 (sales rebate).

As shown in Figure 5.13, you first create the condition contract by entering the required data (sales data, business volume, settlement calendar, condition, and scales), and then release the contract. You can then monitor the business volume that applies to each settlement calendar date. Periodically, you can process accruals for the condition contracts that will create settlement billing documents for accruals.

In addition, you can periodically process partial settlements to award partial credits of payments to the rebate recipient. At the end of the condition contract period, you'll credit the customer's account with the corresponding amount accrued based on their invoices. Sales rebate agreements in SAP S/4HANA are called *customer condition contracts*. This difference in name is to highlight that SAP designed this functionality to fulfill business requirements other than just sales rebates, such as royalties, bonuses, and other incentive programs.

Note

You can process both accruals and settlement as a background job to ensure that you don't forget to process it, as you do for sales billing documents.

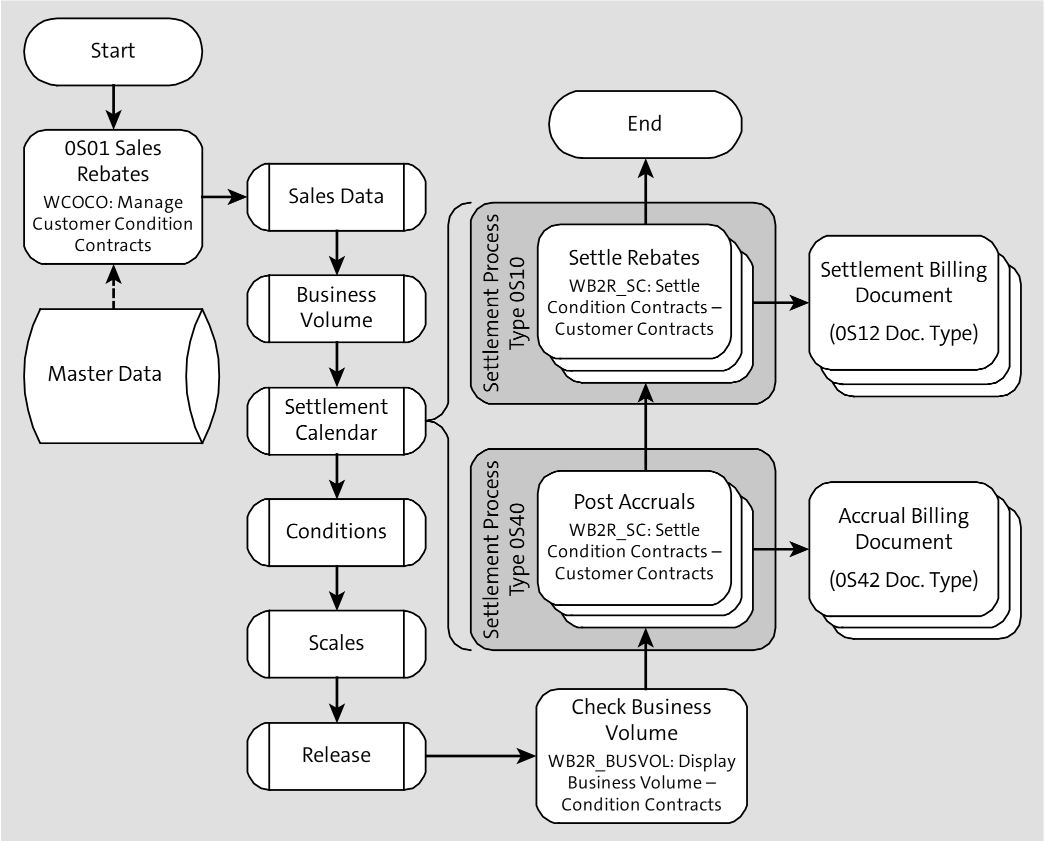

Start
0S01 Sales Rebates
WCOCO: Manage Customer Condition Contracts
Master Data
Sales Data
Business Volume
Settlement Calendar
Conditions
Scales
Release
End
Settlement Process Type 0S10
Settle Rebates
WB2R_SC: Settle Condition Contracts – Customer Contracts
Settlement Billing Document
(0S12 Doc. Type)
Settlement Process Type 0S40
Post Accruals
WB2R_SC: Settle Condition Contracts – Customer Contracts
Accrual Billing Document
(0S42 Doc. Type)
Check Business Volume
WB2R_BUSVOL: Display Business Volume – Condition Contracts

Figure 5.13 SAP S/4HANA Sales Rebate Processing

In Section 5.2.1, we'll create customer condition contracts (rebate agreements). Then, we'll start monitoring transactions that are considered relevant for the rebate agreement; the total amount of these transactions comprise the *business volume*. Monitoring the business volume is a recurring task. The main goal of the rebate program is to motivate customers to purchase more goods and services; therefore, enabling you to monitor sales and follow up with customers can bring in more sales.

On the accrual date that is planned according to the *settlement calendar*, you'll need to *post accruals*, which is typically done automatically by a background job. This activity signals to finance to "set money aside" to pay for rebates depending on how likely a customer is to achieve the goals set to receive the rebate.

On the settlement date, again planned according to the settlement calendar, you'll *settle the rebates*, which is typically done automatically by the same background job used

for accruals. This activity will credit the customer with the rebates to which they are entitled. You can also "release" the accrual amounts the customer wasn't able to take advantage of, converting these amounts to revenue or to other financial accounts as defined by the accounting team.

Several accruals and settlements may exist for the same rebate agreement, culminating in a *final settlement* that ends the rebate program. We'll cover customer rebate settlement in more detail later in this section

Configuration for sales condition contracts is very complex, so in this edition of the book, we're providing a lot more details to help you achieve more as you implement this important feature to substitute sales rebate agreement in SAP S/4HANA version 1909 and newer.

5.2.1 Monitoring Customer Condition Contracts

The Monitor Customer Condition Contracts app (formerly known as Manage Customer Condition Contracts) in SAP Fiori provides an overview of your existing rebate agreements.

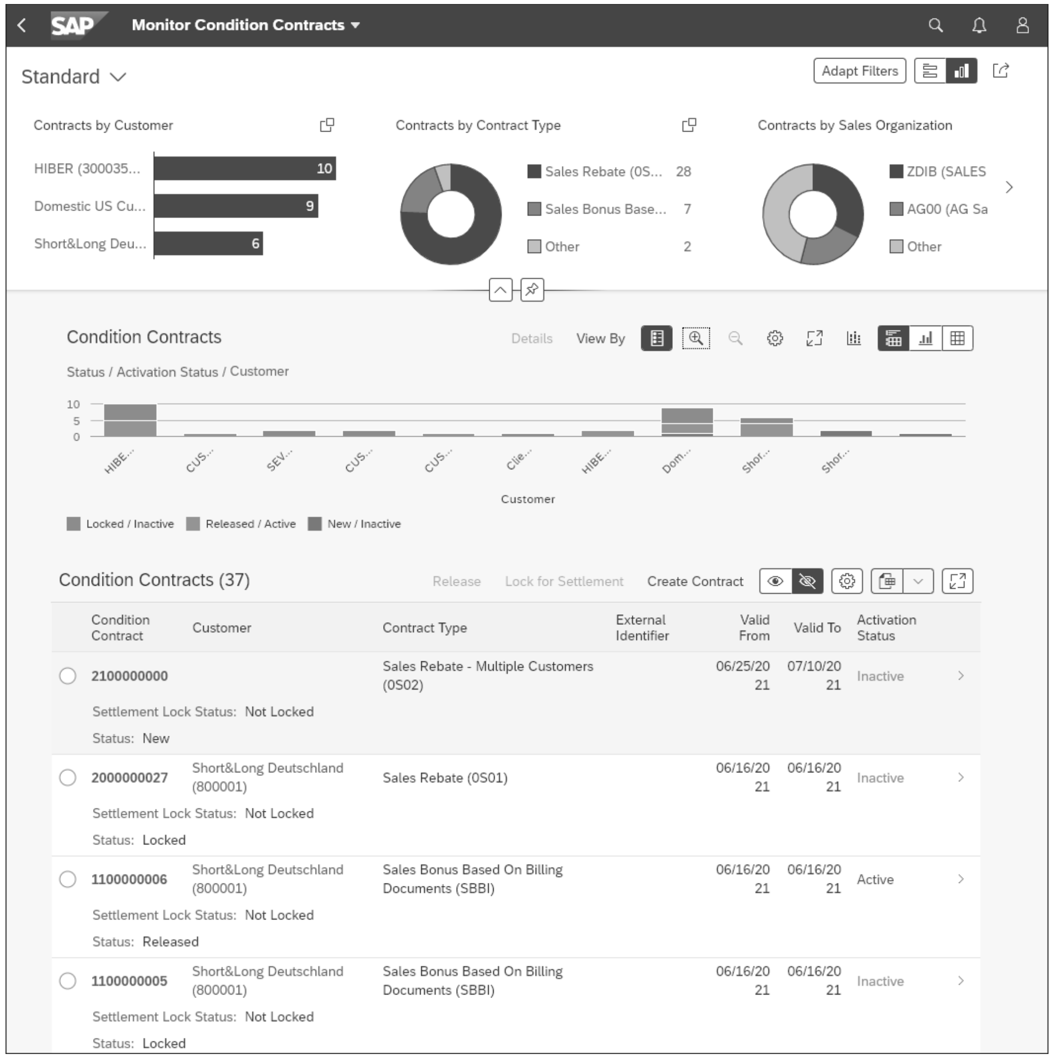
Note

The Monitor Customer Condition Contracts app is not yet available as of SAP S/4HANA release 2020. It is expected to be available with release 2021.

By clicking the **Create Contract** link, you can create new customer condition contracts, as shown in Figure 5.14. You can also call the Create Sales Rebate app, which skips this initial overview screen. Another app, Maintain Contract – Condition Contracts, features an enhanced SAP Fiori–based user interface similar to the SAP GUI Transaction WCOCO shown in Figure 5.15.

When you click the **Create Contract** link in Figure 5.14, the system will ask you what type of agreement you want to create. Decide whether the rebate will be customer specific or will include multiple customers and whether corresponding rebate settlements should be issued immediately. Alternatively, you could set up a two-step process that allows for review before a settlement is processed. The goods-related rebate agreement options are used when taxes must be calculated following the invoice in which the rebate was accrued.

The list of out-of-the-box condition contract types is the same whether you're using SAP Fiori or SAP GUI. In this book, we'll focus on contract type 0S01 (sales rebates).

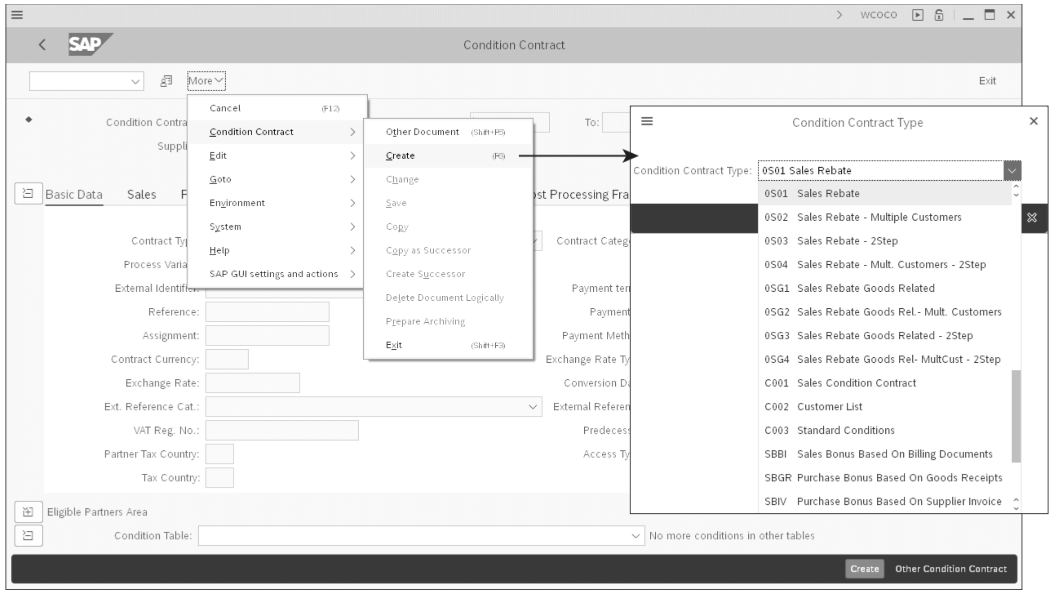

SAP
Monitor Condition Contracts
Standard
Adapt Filters
Contracts by Customer
HIBER (300035... 10
Domestic US Cu... 9
Short&Long Deu... 6
Contracts by Contract Type
Sales Rebate (0S... 28
Sales Bonus Base... 7
Other 2
Contracts by Sales Organization
ZDIB (SALES
AG00 (AG Sa
Other
Condition Contracts
Details
View By
Status / Activation Status / Customer
10
5
0
HIBE...
CUS...
SEV...
CUS...
CUS...
Clie...
HIBE...
Dom...
Shor...
Shor...
Customer
Locked / Inactive
Released / Active
New / Inactive
Release
Lock for Settlement
Create Contract

Condition Contracts (37)

	Condition Contract	Customer	Contract Type	External Identifier	Valid From	Valid To	Activation Status
○	**2100000000** Settlement Lock Status: Not Locked Status: New		Sales Rebate - Multiple Customers (0S02)		06/25/2021	07/10/2021	Inactive
○	**2000000027** Settlement Lock Status: Not Locked Status: Locked	Short&Long Deutschland (800001)	Sales Rebate (0S01)		06/16/2021	06/16/2021	Inactive
○	**1100000006** Settlement Lock Status: Not Locked Status: Released	Short&Long Deutschland (800001)	Sales Bonus Based On Billing Documents (SBBI)		06/16/2021	06/16/2021	Active
○	**1100000005** Settlement Lock Status: Not Locked Status: Locked	Short&Long Deutschland (800001)	Sales Bonus Based On Billing Documents (SBBI)		06/16/2021	06/16/2021	Inactive

Figure 5.14 Creating a New Condition Contract Using the Monitor Customer Condition Contracts App

Using SAP GUI, you can create condition contracts using Transaction WCOCO. Figure 5.15 shows the steps to start the creation of condition contracts using Transaction WCOCO and following **More • Condition Contract • Create**, which brings you to the **Condition Contract Type** screen. Alternatively, you can click on the **Create** button at the bottom of the screen. Select your condition contract type, **0S01** (**Sales Rebate**), in our example, and click the **Execute** icon.


WCOCO
SAP
Condition Contract
More
Exit
Cancel (F12)
Condition Contract
Edit
Goto
Environment
System
Help
SAP GUI settings and actions
Other Document (Shift+F5)
Create (F5)
Change
Save
Copy
Copy as Successor
Create Successor
Delete Document Logically
Prepare Archiving
Exit (Shift+F3)
Condition Contra
Suppli
To:
Basic Data
Sales
F
ost Processing Fra
Contract Ty
Process Varia
External Identifier
Reference:
Assignment:
Contract Currency:
Exchange Rate:
Ext. Reference Cat.:
VAT Reg. No.:
Partner Tax Country:
Tax Country:
Contract Categ
Payment ter
Payment
Payment Meth
Exchange Rate Ty
Conversion Da
External Referen
Predecess
Access Ty
Eligible Partners Area
Condition Table:
No more conditions in other tables
Create
Other Condition Contract
Condition Contract Type
0S01 Sales Rebate
0S02 Sales Rebate - Multiple Customers
0S03 Sales Rebate - 2Step
0S04 Sales Rebate - Mult. Customers - 2Step
0SG1 Sales Rebate Goods Related
0SG2 Sales Rebate Goods Rel.- Mult. Customers
0SG3 Sales Rebate Goods Related - 2Step
0SG4 Sales Rebate Goods Rel- MultCust - 2Step
C001 Sales Condition Contract
C002 Customer List
C003 Standard Conditions
SBBI Sales Bonus Based On Billing Documents
SBGR Purchase Bonus Based On Goods Receipts
SBIV Purchase Bonus Based On Supplier Invoice

Condition Contract Type: 0S01 Sales Rebate

Figure 5.15 Creating New Condition Contracts Using Transaction WCOCO in SAP GUI

You'll find configuration details about the condition contract types under the header data section, which we'll discuss next.

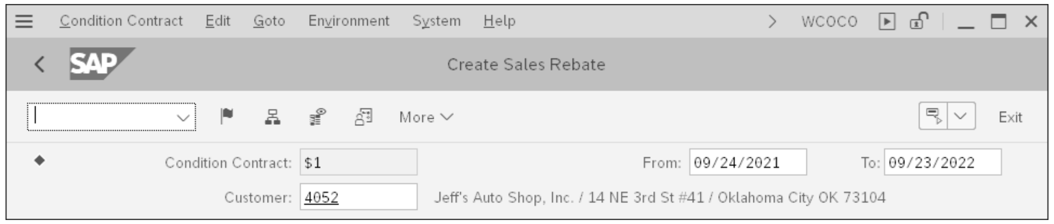
In the following sections, we'll cover the steps for managing condition contracts, referring to SAP GUI Transaction WCOCO (the SAP Fiori version is very similar):

1. Specify relevant header data that is used to identify the organization structure elements responsible for the corresponding credit memos/billing documents, specifically data on the **Basic Data**, **Sales**, **Administration**, and **Status Header** tabs.
2. Define the relevant sales transactions to consider when determining the business volume (sales volume) the customer has purchased.
3. Plan when accruals and settlements should take place (settlement data and settlement calendar).
4. Define conditions, that is, how much to accrue and how to award rebates to customers when they achieve the set target.
5. Set the sales target amounts, optionally using scales.
6. Release the rebate agreement, thus making it ready for accruals and settlements.

Header Data

Using the customer condition contract type 0S01 (sales rebate), shown in Figure 5.16, first enter the number of the customer to which this rebate is applicable in the **Customer** field; when using multiple customers' condition contracts, this step isn't required. This customer is the one that will receive credit or payment after the rebate is settled. This isn't necessarily the customer you sold the product to, as the sold-to customer goes under the business volume section (as we'll show in the "Business Volume Selection Criteria" section).

This double entry allows for great flexibility, in that you can include all necessary invoices using business volume selection criteria and award the rebate to an apparently unrelated partner. If your company has brokers or commissioned agents, this would make it simple to give them commissions or any part of the sales revenue for a multitude of reasons, not just sales rebates.



◆ Condition Contract: $1

From: 09/24/2021

To: 09/23/2022

Customer: 4052 Jeff's Auto Shop, Inc. / 14 NE 3rd St #41 / Oklahoma City OK 73104

Figure 5.16 Header Data of Transaction WCOCO

Continuing in Figure 5.16, define the contract validity period using the **From** and **To** date fields. The **To** date matches the date on which you'll perform the final settlement, generating the last credit to the customer under this agreement. Upon saving the rebate agreement, the document number will be assigned by the system using an internally assigned number rage, which is then displayed in the **Condition Contract** field.

In the following sections, we'll walk you through the key options in the header data and the configuration steps for header data items.

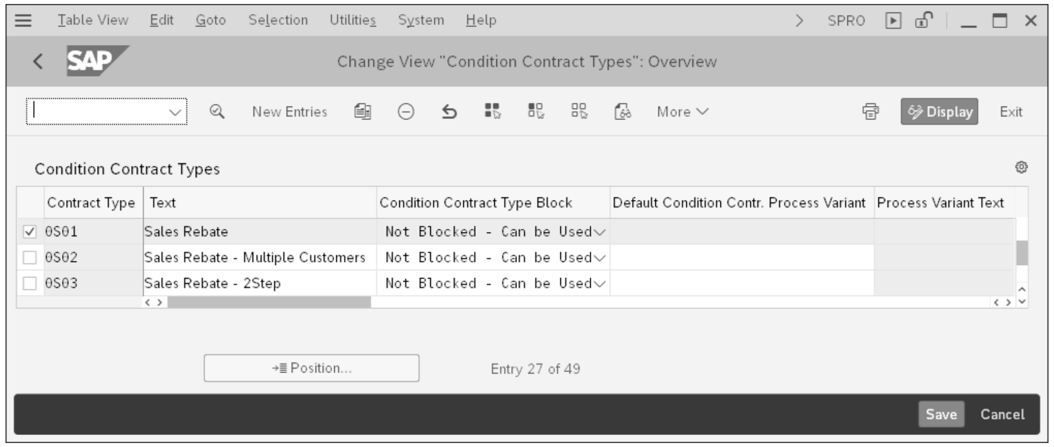
Command Bar

As shown in Figure 5.16, the following command bar buttons are available:

- The **Release** button ⚑ is used to activate the document and appears in the command bar only when the condition contract is inactive, as shown by the icon ◆ to the far left of the **Condition Contract** number. The condition contract is initially created with an **Inactive** status and will remain inactive until you click this button to release/activate it. The contract isn't considered ready for accruals and/or settlement until it has been released, so this button is critical for every condition contract you want to create. Note that this behavior can be charged using the condition contract process variant configuration described later in this section (**Default Application Status for Settlement Documents** field).
- The **Lock** button 🔒 puts this condition contract on hold. This button appears in the command bar only when the condition contract is released, as shown by the icon ■ to the left of the **Condition Contract** number. (Because the document hasn't yet been released, the 🔒 icon doesn't appear in the command bar in Figure 5.16.) After locking the condition contract, no further accruals or settlements can be created until you release it by clicking the **Release** button ⚑.
- The **Display Condition Usage** button shows other contracts that use the condition types included on this contract, as shown in detail later in this chapter in Figure 5.51.
- The **Document Flow Tree** button shows all documents created with reference to this condition contract.
- The **User Settings** button allows you to set user defaults and preferences.
- The **Services for Object** button controls interfaces related to the contract.

Configuring Condition Contract Types

To configure customer condition contract types, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define Condition Contract Types**. Figure 5.17 shows what you'll see following the menu path and screen commands as specified.



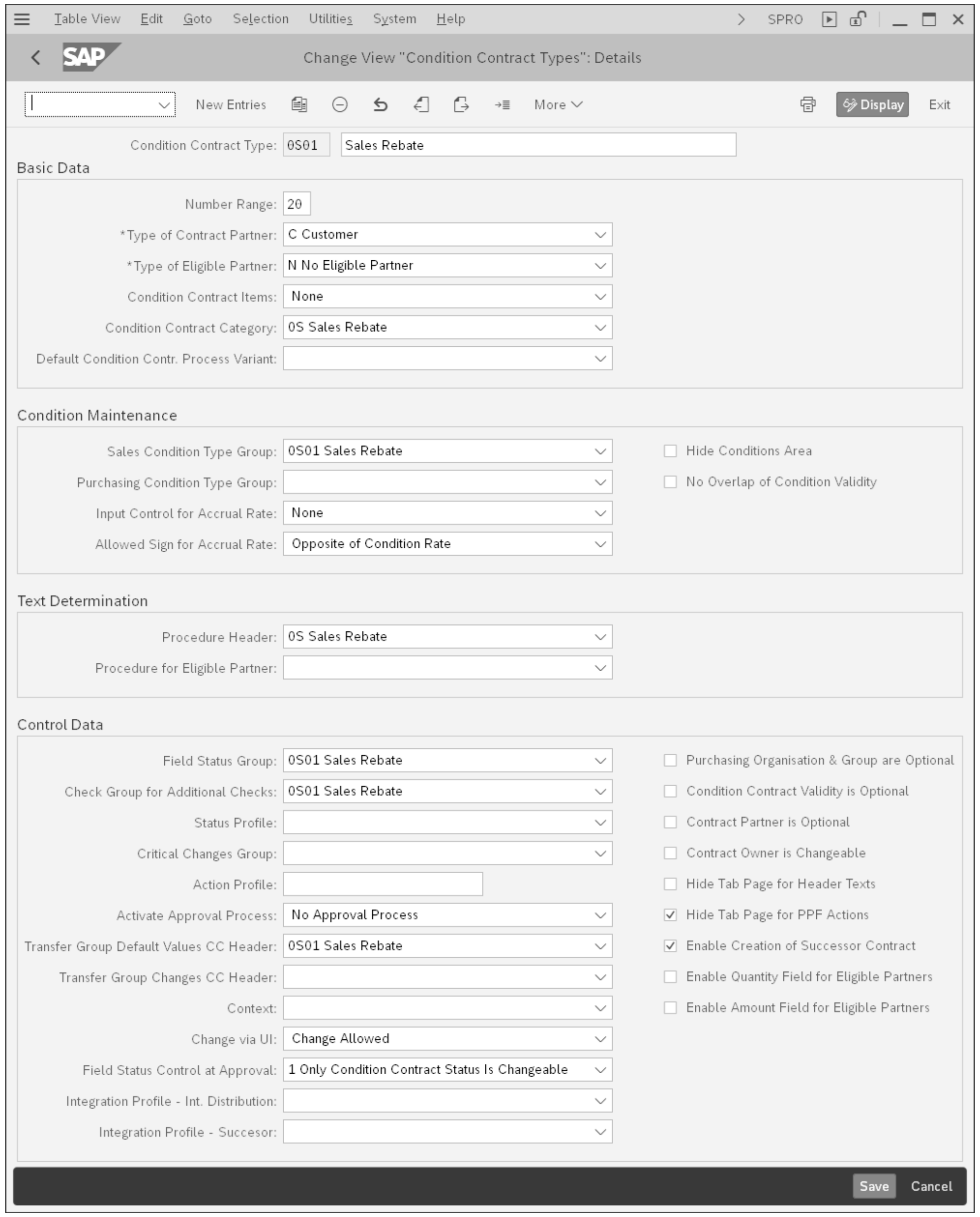
Condition Contract Types

	Contract Type	Text	Condition Contract Type Block	Default Condition Contr. Process Variant	Process Variant Text
☑	0S01	Sales Rebate	Not Blocked - Can be Used		
☐	0S02	Sales Rebate - Multiple Customers	Not Blocked - Can be Used		
☐	0S03	Sales Rebate - 2Step	Not Blocked - Can be Used		

Entry 27 of 49

Figure 5.17 Defining Condition Contract Types

Here you can assign a value under the **Condition Contract Type Block** column that will hide this code from the selection screen. You can also assign a process variant in the **Default Condition Contr. Process Variant** column. These fields are also available on the details screen, as shown in Figure 5.18. To open that screen, find the condition **Contract Type 0S01**, select the line, as shown in Figure 5.17, and then click **Details** 🔍 or press F2.



Condition Contract Type: 0S01 Sales Rebate

Basic Data

Number Range: 20
*Type of Contract Partner: C Customer
*Type of Eligible Partner: N No Eligible Partner
Condition Contract Items: None
Condition Contract Category: 0S Sales Rebate
Default Condition Contr. Process Variant:

Condition Maintenance

Sales Condition Type Group: 0S01 Sales Rebate
Purchasing Condition Type Group:
Input Control for Accrual Rate: None
Allowed Sign for Accrual Rate: Opposite of Condition Rate
☐ Hide Conditions Area
☐ No Overlap of Condition Validity

Text Determination

Procedure Header: 0S Sales Rebate
Procedure for Eligible Partner:

Control Data

Field Status Group: 0S01 Sales Rebate
Check Group for Additional Checks: 0S01 Sales Rebate
Status Profile:
Critical Changes Group:
Action Profile:
Activate Approval Process: No Approval Process
Transfer Group Default Values CC Header: 0S01 Sales Rebate
Transfer Group Changes CC Header:
Context:
Change via UI: Change Allowed
Field Status Control at Approval: 1 Only Condition Contract Status Is Changeable
Integration Profile - Int. Distribution:
Integration Profile - Succesor:
☐ Purchasing Organisation & Group are Optional
☐ Condition Contract Validity is Optional
☐ Contract Partner is Optional
☐ Contract Owner is Changeable
☐ Hide Tab Page for Header Texts
☑ Hide Tab Page for PPF Actions
☑ Enable Creation of Successor Contract
☐ Enable Quantity Field for Eligible Partners
☐ Enable Amount Field for Eligible Partners

Figure 5.18 Configuring Condition Contract Type Details

Let's look at each area of this screen as follows:

- **Basic Data**
  - The **Number Range** field is used for internally assigned (system-generated) document numbers for this condition contract type. See number range configuration details later in this section.

  - The **Type of Contract Partner** field is where you'll qualify this contract type as a customer condition contract used on sales rebates. Other options will make this a purchasing materials management condition contract (not covered in this book).
  - The **Type of Eligible Partner** field is used for the chargeback functionality (materials management scope). For sales, assign code **N No Eligible Partner**.
  - The **Condition Contract Items** field is used for materials management functionality; for sales, assign **None**.
  - The **Condition Contract Category** field controls contract-related functionality in SAP standard code; for sales, assign code **0S Sales Rebate**. (Configuration details are covered later in this section.)
  - The **Default Condition Contr. Process Variant** field allows you to define the default process variant for this contract type. The user may change it on a contract by contract basis. The process variant controls certain aspects of contract management such as field status and copy control. You may use this to differentiate contract processes without the need for creating multiple contract types or set defaults that are common across different contract types. (Configuration details are covered later in this section.)

- **Condition Maintenance**
  - The **Sales Condition Type Group** field qualifies the pricing condition types that you can assign in the **Conditions** area, shown later in Figure 5.51. This approach reduces the list of conditions from which a user may select when using the matchcode search and ensures that users don't select condition types not intended for this type of condition contract. For sales rebates, use **0S01 Sales Rebate**. (The configuration details for how to define new condition type groups and how to assign condition types to the groups are given later in this section.)
  - The **Hide Conditions Area** flag is used to hide the **Conditions** section of the rebate maintenance screen. For sales rebates, you must leave this flag unselected.
  - The **Purchasing Condition Type Group** field is used for the materials management functionality; for sales, leave this field blank.
  - The **No Overlap of Condition Validity** field prevents the condition type from being used on multiple contracts with the same validity period.
  - The **Input Control for Accrual Rate** field allows for accruals to be settled synchronously when no scales are maintained. Scales are used to accrue and settle different rebate rates according to the volume of purchase thresholds.
  - The **Allowed Sign for Accrual Rate** field is used to control the arithmetic sign of the accrual condition, which affects the accounting generated by the accrual (debit or credit).

- **Text Determination**
  - The **Procedure Header** field refers to the text determination procedure for the condition contract header using the table `WCOCOH` text object. Note that this field is *not* related to sales text determination (Transaction VOTXN), which we'll describe in Chapter 6, Section 6.3.10. (Configuration details are covered later in this section.)
  - The **Procedure for Eligible Partner** field is the eligible partner text determination procedure using the table `WCOCOH` text object. Note that this field is also *not* related to sales text determination. (Configuration details are covered later in this section.)
- **Control Data**
  - The **Field Status Group** field is a code representing the screen layout used for this transaction. For sales rebates, use **0S01 Sales Rebate**. (Configuration details are covered later in this section.)
  - The **Purchasing Organization & Group are Optional** flag, when selected, indicates that the **Purchasing Organization** and **Purchasing Group** fields don't need to be populated for a condition contract to be considered complete. Note that condition contracts don't use the same incompletion procedure functionality used in SAP S/4HANA Sales; instead, you use the field status to control this. The purchase organization and purchase group are enforced in addition to the field status for contracts settled via payment (versus account credit). This flag allows you to override this (issues may arise at time of settlement).
  - The **Check Group for Additional Checks** field is a code representing the checks built into the transaction that aren't applicable to all condition contracts. You must maintain a code here to activate the condition contract. For sales rebates, use **0S01 Sales Rebate**. You can find configuration for this field under the Transaction SPRO menu options: **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Additional Checks**. Further details aren't included in this edition of the book.
  - The **Condition Contract Validity is Optional** flag indicates that, for this type of condition contract, no validity period must be set up. For sales rebates, you'll need validity periods, so you must keep this field blank.
  - The **Status Profile** field controls the statuses that can be applied to the condition contract. This option is used for managing more complex portions of the contract lifecycle using the system. In other words, to enter prospect contracts and put them through a qualification process, perhaps step by step by several applicable teams, you can define statuses that represent multiple states of progress. This process could be understood as an approval workflow, but note that this process doesn't manage the sequence of steps it must go through like an approval workflow.

Most companies don't enter a contract until it's ready to be released. A release function allows for an approval step that should be sufficient for most companies.

You can find configuration for this field under the Transaction SPRO menu options: **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define and Configure Status Profiles**. Creation of status profiles is described in Chapter 13, Section 13.9. Note that when assigning the object type (see Chapter 13, Figure 13.35), choose **Condition Contracts** to enable the status profile to be used in the condition contract type configuration (see Figure 5.18).

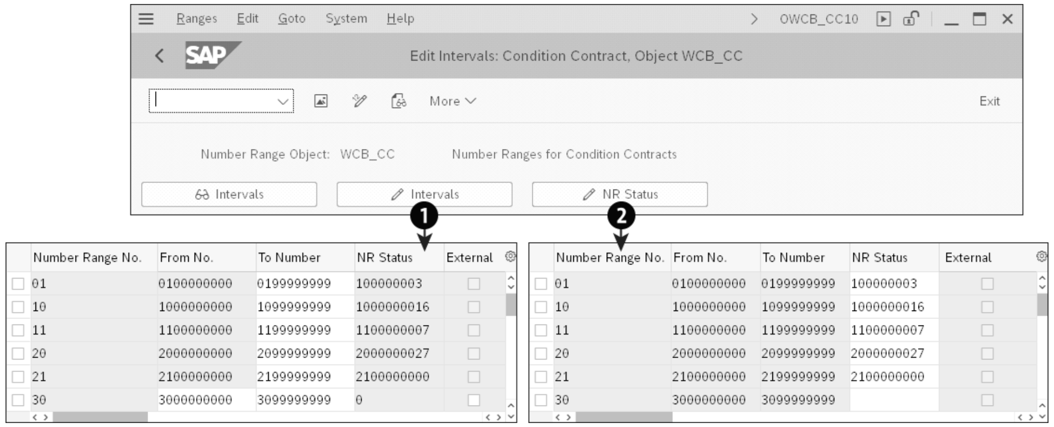
  - The **Contract Partner is Optional** flag controls whether you must specify a business partner number in the header of the condition contract; when selected, this flag makes the field optional. You'll need to define different methods to determine the customer to settle the contract.
  - The **Critical Changes Group** field is a code representing a group of condition contract fields that, when changed, would trigger the recalculation of a contract accrual and/or a settlement. See configuration details later in this section.
  - The **Action Profile** field is part of the post-processing framework (PPF). Depending on the code you select, the PPF functionality controls and allows for automated follow-up. Further details aren't included in this edition of the book.
  - The **Hide Tab Page for Header Texts** flag, when selected, eliminates the ability to enter text in the condition contract.
  - The **Activate Approval Process** field controls an out-of-the-box approval process for rebate agreements. If you require approval of the condition contract before it's released, change this value to "A"; otherwise, leave it blank.
  - The **Hide Tab Page for PPF Actions** flag, when selected, eliminates PPF data on the condition contract maintenance screen. If you're not using PPF, we recommend hiding these fields. Further details aren't included in this edition of the book.
  - The **Transfer Group Default Values CC Header** field is a code representing default values to be automatically populated in the condition contract tables for the type. For sales rebates, use **0S01 Sales Rebate**. This is hard-coded as event **75** (**Condition Contract Default Values Header**). (Configuration details are covered later in this section.)
  - The **Enable Creation of Successor Contract** flag indicates whether users can create condition contracts with reference to this contract type. This menu option is available in Transaction WCOCO, but only for contract types where this flag is set. This can be used when a contract is ending, and you want to create a new one with a link to the expiring one.
  - The **Transfer Group Changes CC Header** field is a code representing whether and how actual values must be overwritten on condition contract tables when the

document has been saved, disregarding any manual input. This is hard-coded as event **76** (**Condition Contract Header Change**). (Configuration details are covered later in this section.)

- The **Enable Quantity Field for Eligible Partners** flag indicates whether to allow the maintenance of quantity and unit of measurement (UoM) data for eligible partners.
- The **Context** field is a code representing this condition contract type in a feature called the transformation application. Further details aren't included in this edition of the book.
- The **Enable Amount Field for Eligible Partners** flag indicates whether to allow the maintenance of amount data for eligible partners.
- The **Change via UI** field indicates the allowed transaction codes that may be used to modify the status of condition contracts:
  - **Change Allowed** indicates that you may change the condition contract on any available transaction. This includes Transaction WCOCO (the same used to create the contract) as well as Transaction WCOCOALL and Transaction WCOCO_ACTION.
  - **No Change via User Interface** (**N**) indicates that you can't change the status of condition contracts of this type using any of the SAP GUI transactions.
  - **Only Status Change via User Interface** (**S**) indicates that you can only use Transaction WCOCOALL and Transaction WCOCO_ACTION to change the condition contract status, but not Transaction WCOCO. This may be useful if there is a concern that someone may release the condition contract before saving it. If you want to control the release action and ensure that you first save the contract with an **Inactive** status and only then be allowed to release it, you may change this parameter to **S**. This documents the release action in the change log of the condition contract with a user ID, date, and time to make it easy to find out exactly who did it and when.
- **Field Status Control at Approval** controls whether or not the users that release the condition contract may also make changes to the condition contract data.
- The **Integration Profile - Int Distribution** and **Integration Profile - Succesor** fields control distribution of this condition contract information to other functions. Further details aren't included in this edition of the book.

Number Ranges for Condition Contract

To configure condition contract number ranges, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define Number Ranges**. Transaction OWCB_CC10 will take you straight to this configuration screen. Figure 5.19 shows what you'll see following the menu path and screen commands as specified. Click on the display **Intervals** button ❶.



Number Range Object: WCB_CC Number Ranges for Condition Contracts

Number Range No.	From No.	To Number	NR Status	External
01	0100000000	0199999999	100000003	☐
10	1000000000	1099999999	1000000016	☐
11	1100000000	1199999999	1100000007	☐
20	2000000000	2099999999	2000000027	☐
21	2100000000	2199999999	2100000000	☐
30	3000000000	3099999999	0	☐

Number Range No.	From No.	To Number	NR Status	External
01	0100000000	0199999999	100000003	☐
10	1000000000	1099999999	1000000016	☐
11	1100000000	1199999999	1100000007	☐
20	2000000000	2099999999	2000000027	☐
21	2100000000	2199999999	2100000000	☐
30	3000000000	3099999999		☐

Figure 5.19 Condition Contract Number Ranges

The number range object (**WCB_CC**) is used for condition contracts.

On this screen, browse for the desired **Number Range No**. Document numbers start with (**From No.**) and are incremented by one for each new condition contract until the upper limit (**To Number**) is reached.

Using the **NR Status** button (see Figure 5.19 ❷), you can view the **NR Status** field showing the last number used for a given number range.

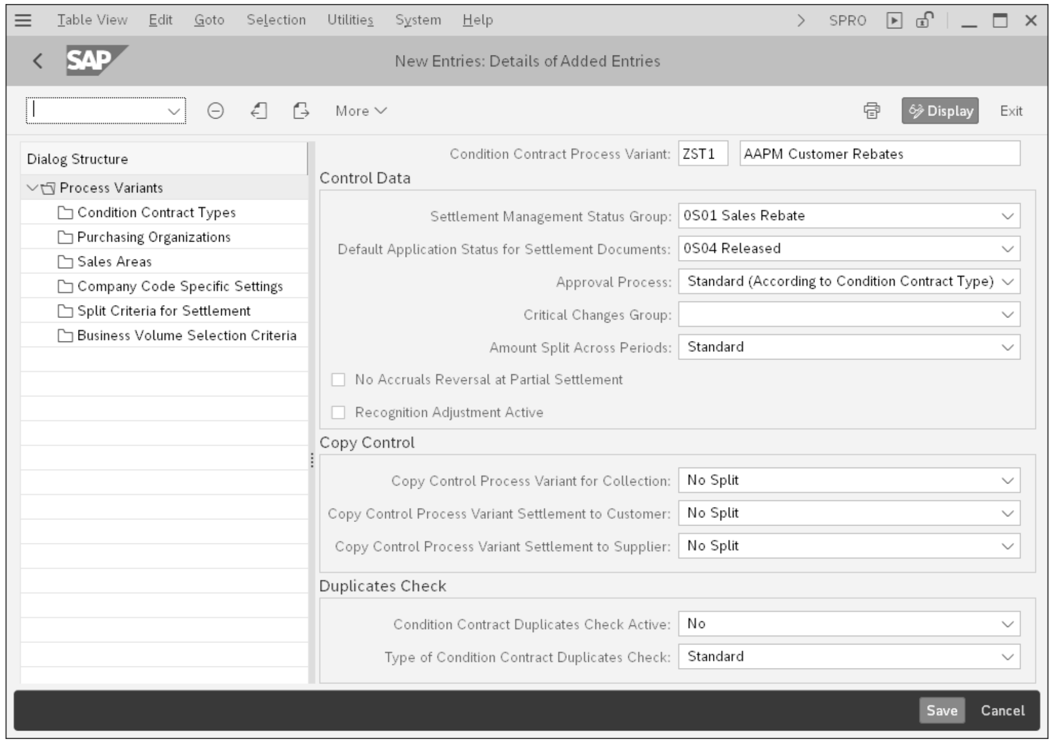
Condition contract type 0S01 uses number range 20; the last document number created was 2000000027, so the next document you create will be 2000000028.

The **External** column indicates whether this range should be used for internally assigned number ranges (the system controls what the next document number should be) or externally assigned number ranges (entered by the user).

Configuring Condition Contract Process Variants

To configure customer condition contract process variants, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define Condition Contract Process Variants**. To create new entries, click the **New Entries** button or press F5. Figure 5.20 shows what you'll see following the menu path and screen commands as specified.

First, specify a **Condition Contract Process Variant** four-character code and a meaningful description.



New Entries: Details of Added Entries

Condition Contract Process Variant: ZST1 AAPM Customer Rebates

Control Data

Settlement Management Status Group: 0S01 Sales Rebate
Default Application Status for Settlement Documents: 0S04 Released
Approval Process: Standard (According to Condition Contract Type)
Critical Changes Group:
Amount Split Across Periods: Standard
☐ No Accruals Reversal at Partial Settlement
☐ Recognition Adjustment Active

Copy Control

Copy Control Process Variant for Collection: No Split
Copy Control Process Variant Settlement to Customer: No Split
Copy Control Process Variant Settlement to Supplier: No Split

Duplicates Check

Condition Contract Duplicates Check Active: No
Type of Condition Contract Duplicates Check: Standard

Figure 5.20 Creating New Condition Contract Process Variants

The following list reviews each section and the corresponding fields in Figure 5.20:

- **Control Data**
  - The **Settlement Management Status Group** field is a code representing the field status used for condition contracts assigned with this process variant. This allows you to have different fields set as mandatory for the same condition contract type, depending on which process variant you select.
  - The **Default Application Status for Settlement Documents** field is used to define the default status for all settlement documents created for condition contracts with this process variant. This is used if you want the settlement document to be approved (released) before the customer is credited for the rebate amount. Using **0S04 Released**, the settlement document is released upon creation, eliminating the need for releasing it and/or approving it. There are a few approval process options with varying degrees of complexity to support your company's requirements.
  - **Approval Process** allows you to define a different approval process for this process variant that diverges from the approval process configured in the condition contract type.

  - **Critical Changes Group** allows you to define a different list of critical fields and must trigger recalculation of accruals and/or settlement on condition contract with this process variant that diverge form the critical change group configured in the condition contract type.
  - **Amount Split Across Periods** controls how the settlement amount is apportioned for recognition purposes. This is motivated by finance to affect how the settlement posts appear and to dilute them over time, typically if the amount is considered too high. In that case, you may want to even out that overtime to avoid questions on your company's results. This is applicable if the **Recognition Adjustment Active** flag is set.
  - **No Accruals Reversal at Partial Settlement** will signal to the partial settlement process that you don't want to deduct accruals. This may be desirable if the partial settlement is likely to be reversed in the next partial settlements. Keeping the accrual balance unchanged will prevent dramatic changes that may look questionable and require justification.
- **Copy Control**
  - **Copy Control Process Variant for Collection** allows you to control the criteria you use to control whether you can combine condition contracts into *collections* settlement documents. For instance, if you use the process variant only (**1**), you can combine condition contracts with different types as long as the process variants are the same.
  - **Copy Control Process Variant Settlement to Customer** allows you to control the criteria you use to control whether you can combine condition contracts into *customer*-facing settlement documents. For instance, if you use the process variant only (**1**), you can combine condition contracts with different types as long as the process variants are the same.
  - **Copy Control Process Variant Settlement to Supplier** allows you to control the criteria you use to control whether you can combine condition contracts into *supplier*-facing settlement documents. For instance, if you use the process variant only (**1**), you can combine condition contracts with different types as long as the process variants are the same.
- **Duplicates Check**
  - **Condition Contract Duplicates Check Active** controls whether the system must validate if the condition contract with this process variant was already entered and, if so, issues an error or warning message. Depending on your company's requirements, this may result in false negatives.
  - **Type of Condition Contract Duplicates Check** dictates the fields used for duplicate check purposes; in this version, the settlement material is the only additional field you can incorporate to the check.

Click the **Save** button, and then go to the **Condition Contract Types** option in the **Dialog Structure**. In Figure 5.21, enter the **Contract Type** in which the process variant can be used.

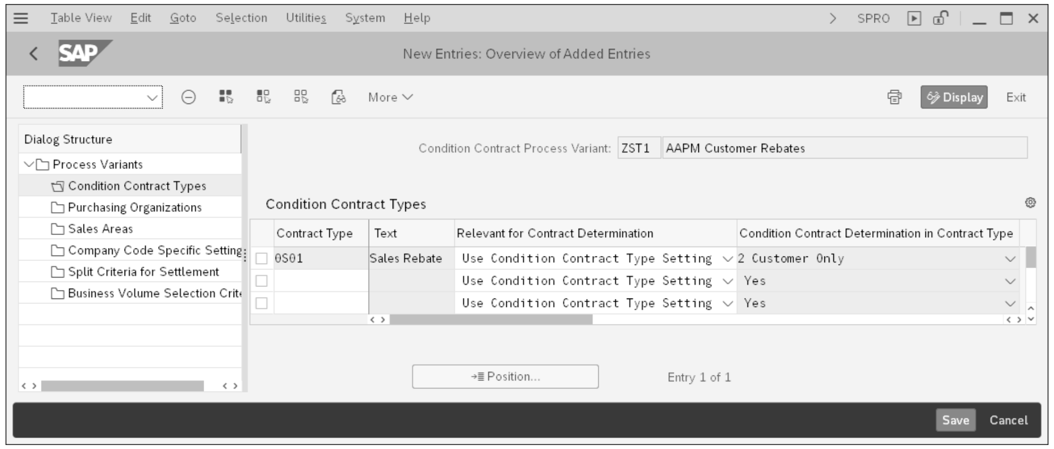


Table View
Edit
Goto
Selection
Utilities
System
Help
SPRO
SAP
New Entries: Overview of Added Entries
More
Display
Exit
Dialog Structure
Process Variants
Condition Contract Types
Purchasing Organizations
Sales Areas
Company Code Specific Setting
Split Criteria for Settlement
Business Volume Selection Crit
Position...
Entry 1 of 1
Save
Cancel

Condition Contract Process Variant: ZST1 AAPM Customer Rebates

Condition Contract Types

	Contract Type	Text	Relevant for Contract Determination	Condition Contract Determination in Contract Type
☐	0S01	Sales Rebate	Use Condition Contract Type Setting	2 Customer Only
☐			Use Condition Contract Type Setting	Yes
☐			Use Condition Contract Type Setting	Yes

Figure 5.21 Assigning Process Variants to Condition Contract Types

Notes

Note that the **Process Variant** field is only available in Transaction WCOCO if there is at least one process variant configured and assigned to the selected condition contract type. Figure 5.21 shows the steps to assign the selected process variant to condition contract type **0S01**. If no process variant is found, the field won't appear, even if you set it to do so in the field status configuration.

The other assignments of the process variant listed in the **Dialog Structure** in Figure 5.21 aren't included in this edition of the book.

Configuring Header Text Types

To configure text types to use in condition contract headers, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Text Control • Define Text Types for Header Texts**. To create new entries, click the **New Entries** button or press F5. Figure 5.22 shows what you'll see following the menu path and screen commands as specified.

In the screen shown in Figure 5.22, you enter a four-character text type under the **ID** column, and assign a **Description** to it. This code must be assigned to a text determination procedure before it can be used in the condition contract header. The corresponding configuration is described later in this section.

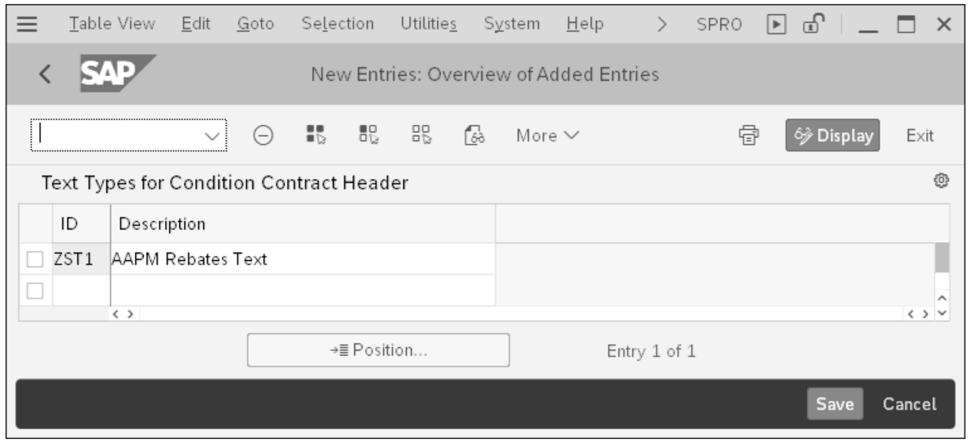


Table View
Edit
Goto
Selection
Utilities
System
Help
SPRO
SAP
New Entries: Overview of Added Entries
More
Display
Exit
Position...
Entry 1 of 1
Save
Cancel

Text Types for Condition Contract Header

	ID	Description
☐	ZST1	AAPM Rebates Text
☐		

Figure 5.22 Creating New Text Types for Use with Condition Contracts Headers

Configuring Eligible Partner Text Types

To configure text types to use on a condition contract's eligible partner, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Text Control • Define Text Types for Eligible Partner Texts**. To create new entries, click the **New Entries** button or press F5. Figure 5.23 shows what you'll see following the menu path and screen commands as specified.

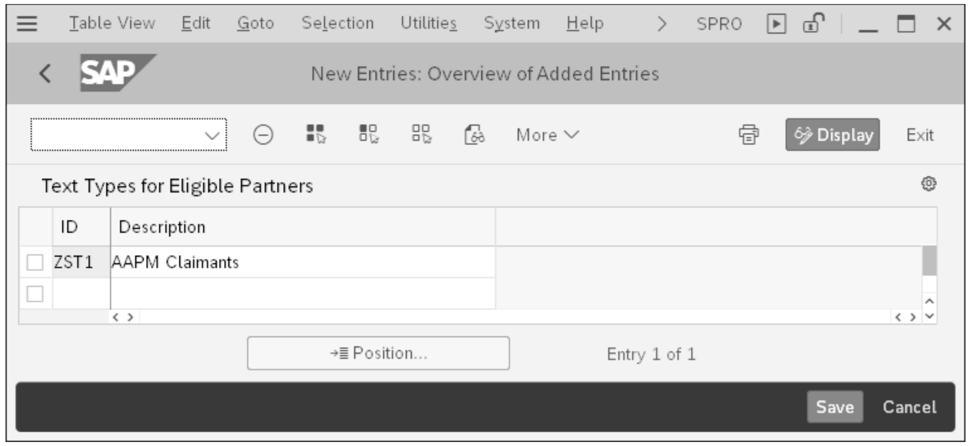


Table View
Edit
Goto
Selection
Utilities
System
Help
SPRO
SAP
New Entries: Overview of Added Entries
More
Display
Exit
Position...
Entry 1 of 1
Save
Cancel

Text Types for Eligible Partners

	ID	Description
☐	ZST1	AAPM Claimants
☐		

Figure 5.23 Creating New Text Types for Use with Eligible Partners on Condition Contracts

In the screen shown in Figure 5.23, you enter a four-character text type under the **ID** column and assign a **Description** to it. This code must be assigned to a text determination procedure before it can be used on condition contract eligible partners. The corresponding configuration is described later in this section.

Configuring Text Determination Procedures

To configure text determination procedures to use in condition contract headers and eligible partners, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Text Control • Define Text Determination Procedures**. Figure 5.24 shows what you'll see following the menu path and screen commands as specified.

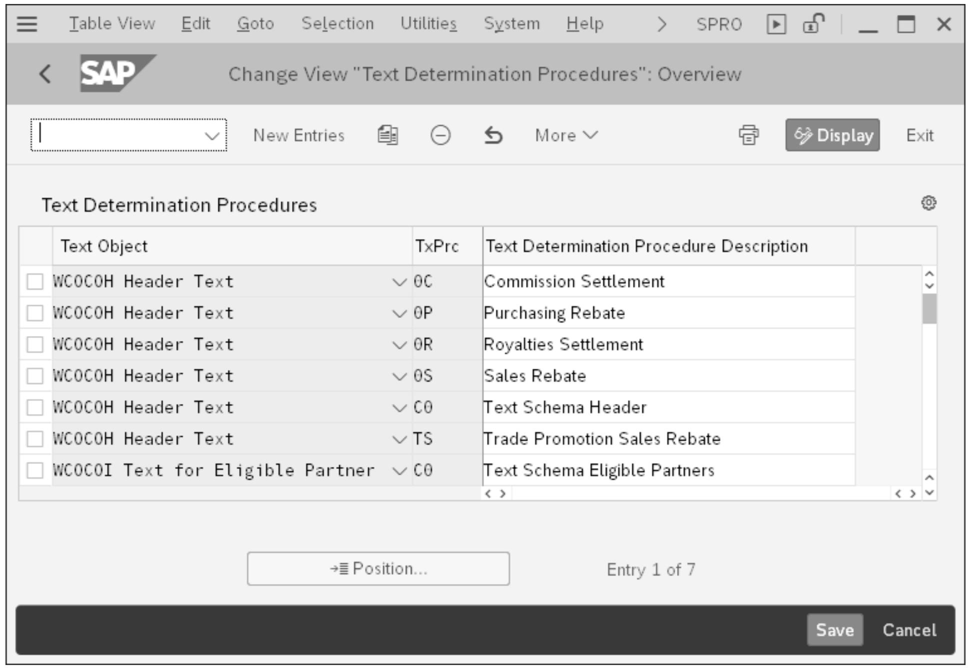


Table View Edit Goto Selection Utilities System Help SPRO
New Entries More Display Exit
Position...
Save Cancel

Change View "Text Determination Procedures": Overview

Text Determination Procedures

Text Object	TxPrc	Text Determination Procedure Description
WCOCOH Header Text	0C	Commission Settlement
WCOCOH Header Text	0P	Purchasing Rebate
WCOCOH Header Text	0R	Royalties Settlement
WCOCOH Header Text	0S	Sales Rebate
WCOCOH Header Text	C0	Text Schema Header
WCOCOH Header Text	TS	Trade Promotion Sales Rebate
WCOCOI Text for Eligible Partner	C0	Text Schema Eligible Partners

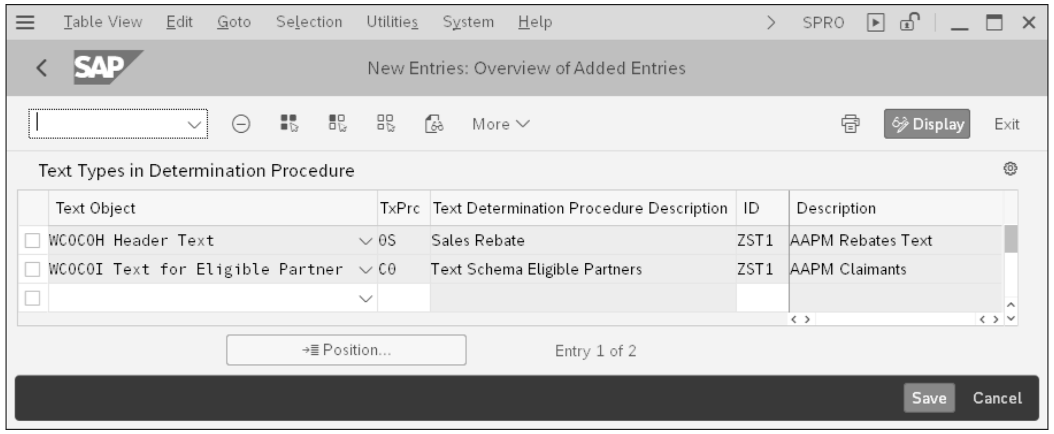
Entry 1 of 7

Figure 5.24 Browsing Existing Text Determination Procedures for Header and Eligible Partners

In Figure 5.24, you find the two different condition contract header **Text Objects** (header and eligible partner) assigned to different text determination procedures codes (**TxPrc**) and descriptions (**Text Determination Procedure Description**). Here, you're defining the procedures themselves, but you still need to assign the appropriate text types to the text determination as described later in this section.

Assigning Text Types to Text Determination Procedures

To assign text types to text determination procedures, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Text Control • Specify Text Types for Text Determination Procedure**. To create new entries, click the **New Entries** button or press `F5`. Figure 5.25 shows what you'll see following the menu path and screen commands as specified.



New Entries: Overview of Added Entries

Text Types in Determination Procedure

Text Object	TxPrc	Text Determination Procedure Description	ID	Description
WCOCOH Header Text	0S	Sales Rebate	ZST1	AAPM Rebates Text
WCOCOI Text for Eligible Partner	C0	Text Schema Eligible Partners	ZST1	AAPM Claimants

Entry 1 of 2

Figure 5.25 Assigning Text Types to Text Determination Procedures

In Figure 5.25, choose the **Text Object** (header or eligible partner) and text determination procedures (**TxPrc**), and assign all text type IDs (**ID**) that you want to add to that procedure.

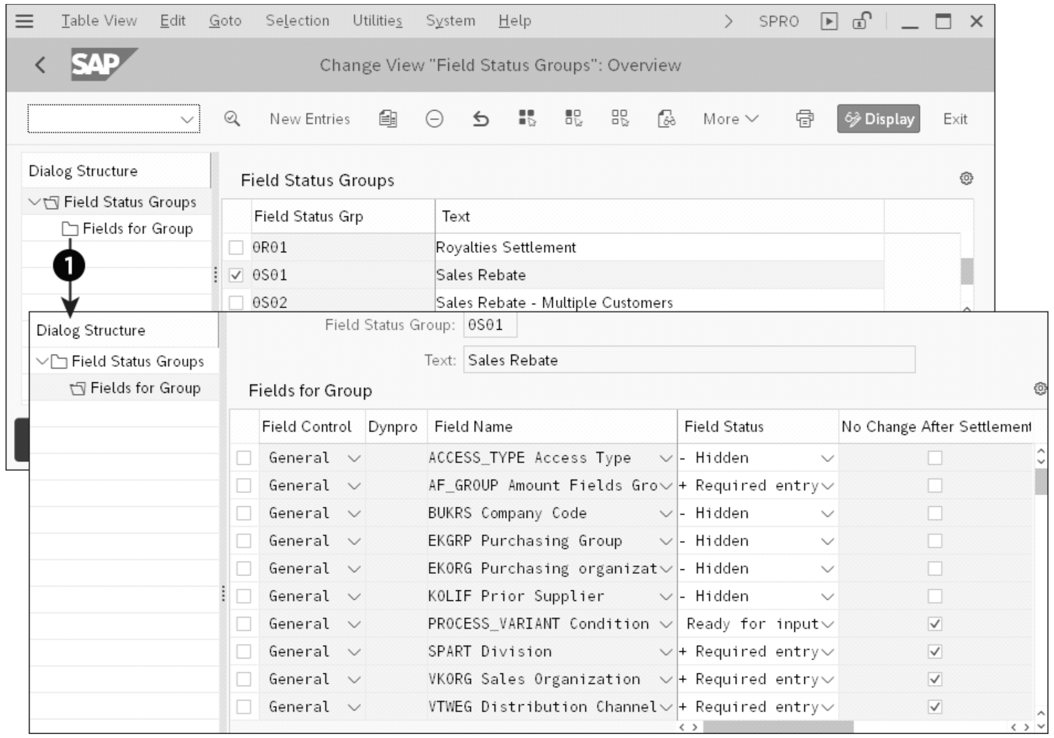
After you assign the condition contract header text object text determination procedure to the condition contract type configuration, all the text types assigned in this configuration screen will become available under the **Text** tab of the condition contract maintenance screen (Transaction WCOCO).

Configuring Field Status Groups

To display/maintain the field status group to use on condition contracts and process variants, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define and Configure Field Status Groups**. Figure 5.26 shows what you'll see following the menu path and screen commands as specified.

In Figure 5.26, find and select the desired **Field Status Grp** (**0S01** for **Sales Rebate**, as assigned to the condition contract type), and then double-click on **Fields for Group** under the **Dialog Structure** menu on the left side of the screen ❶.

Field Control indicates whether this configuration is applicable for both SAP GUI and SAP Fiori (**General**) or **Only User Interface** (**U**). The **Dynpro** column allows you to restrict the screen number to which this configuration is applicable within the user interface.



Field Status Groups

	Field Status Grp	Text
☐	0R01	Royalties Settlement
☑	0S01	Sales Rebate
☐	0S02	Sales Rebate - Multiple Customers

Field Status Group: 0S01

Text: Sales Rebate

Fields for Group

	Field Control	Dynpro	Field Name	Field Status	No Change After Settlement
☐	General		ACCESS_TYPE Access Type	- Hidden	☐
☐	General		AF_GROUP Amount Fields Gro	+ Required entry	☐
☐	General		BUKRS Company Code	- Hidden	☐
☐	General		EKGRP Purchasing Group	- Hidden	☐
☐	General		EKORG Purchasing organizat	- Hidden	☐
☐	General		KOLIF Prior Supplier	- Hidden	☐
☐	General		PROCESS_VARIANT Condition	Ready for input	☑
☐	General		SPART Division	+ Required entry	☑
☐	General		VKORG Sales Organization	+ Required entry	☑
☐	General		VTWEG Distribution Channel	+ Required entry	☑

Figure 5.26 Reviewing Field Status Group 0S01 for Usage on Condition Contracts

You may then modify the **Field Status** of the various **Field Name** values available on this screen that were already assigned to the field status group:

- **Hidden** (-)
  The corresponding fields will no longer appear in Transaction WCOCO. Users won't be able to see or edit them.
- **Ready for input**
  The corresponding fields will appear in Transaction WCOCO and be available for input, but are not mandatory. Users will be able to see and edit them if they so choose.
- **Required entry** (+)
  The corresponding fields will appear in Transaction WCOCO and will be mandatory. Users will need to enter a valid value in this field to be able to save the condition contract.
- **Not Ready for input** (*)
  The corresponding fields will appear in Transaction WCOCO, but they will be grayed out. Users will be able to see them but not edit them.

You may need to add new fields to this list if you want to modify their behavior. That can be achieved by clicking the **New Entries** button or pressing F5. The list of possible fields for selection is somewhat extensive, so it helps to know the technical field name.

If you delete fields from this screen, the corresponding field will behave per the SAP standard definition, which doesn't necessarily mean it will be available for input.

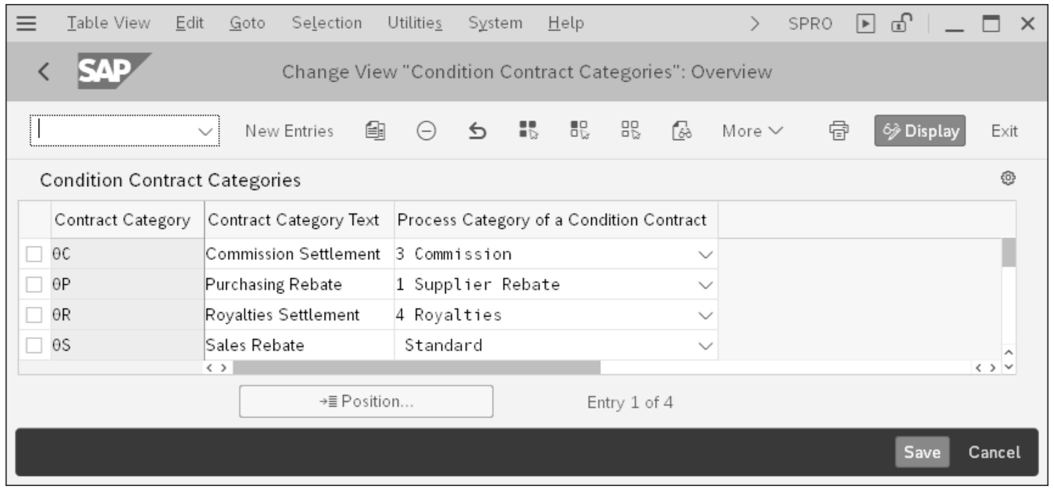
Some fields, such as the condition contract process variant, don't always obey the field status as defined here. This field will only appear in Transaction WCOCO if there is at least one process variant configured and assigned to the condition contract type, as described in the corresponding section earlier in this chapter. If there is no valid process variant configured, this field will be hidden no matter what.

The **No Change After Settlement** flag indicates that the corresponding field may not be changed after the first settlement document is created for the condition contract.

Configuring Condition Contract Categories

To display/maintain the condition contract categories to use in condition contracts, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define Condition Contract Categories**. Figure 5.27 shows what you'll see following the menu path and screen commands as specified.

Here you can browse the out-of-the-box configuration for condition contract category codes (**Contract Category**) and descriptions (**Contract Category Text**). The **Process Category of a Condition Contract** code indicates which kind of condition contract this may be used in. In this chapter, we're covering sales rebates (**0S**), but keep in mind that this functionality is very similar when dealing with commissions, supplier rebates, and royalties as well.



Condition Contract Categories

	Contract Category	Contract Category Text	Process Category of a Condition Contract
☐	0C	Commission Settlement	3 Commission
☐	0P	Purchasing Rebate	1 Supplier Rebate
☐	0R	Royalties Settlement	4 Royalties
☐	0S	Sales Rebate	Standard

Entry 1 of 4

Figure 5.27 Condition Contract Categories

Configuring Condition Type Groups

To display/maintain the condition type groups to use in other condition contract-related configuration objects, follow the menu path **SAP Customizing Implementation**

Guide • Logistics – General • Settlement Management • Condition Contract Management • Sales • Define Condition Type Groups. Figure 5.28 shows what you'll see following the menu path and screen commands as specified.

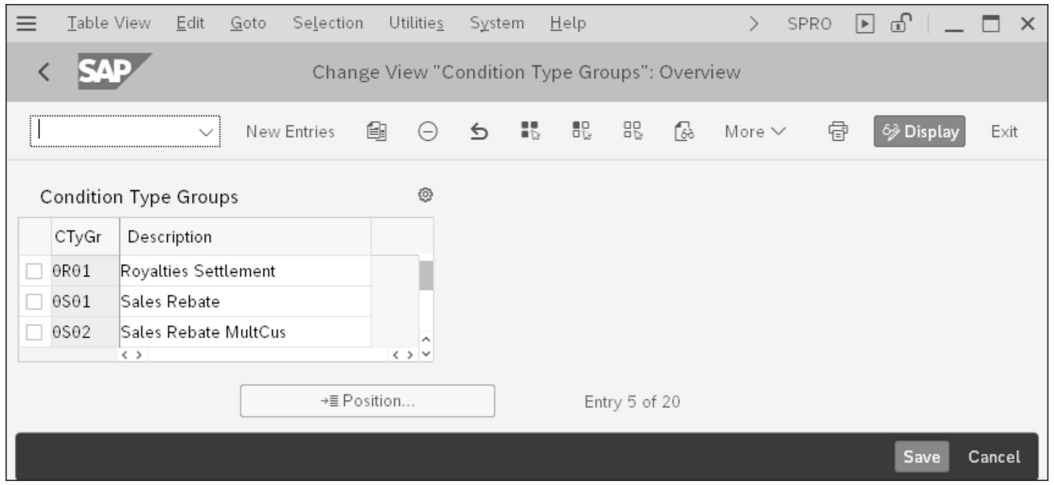


Table View
Edit
Goto
Selection
Utilities
System
Help
SPRO
Change View "Condition Type Groups": Overview
New Entries
More
Display
Exit
Position...
Save
Cancel

Condition Type Groups

	CTyGr	Description
☐	0R01	Royalties Settlement
☐	0S01	Sales Rebate
☐	0S02	Sales Rebate MultCus

Entry 5 of 20

Figure 5.28 Condition Type Group Configuration

There are several kinds of condition type groups used in the configuration of other components of settlement management to represent more than one condition type. Often, you have to identify the condition type designed for a specific purpose (e.g., accruals). If you need to define more than one condition type to use for the same purpose, you have to create a condition type group and assign it to all applicable condition types (as described in the next section) and then assign the condition type group instead of the individual condition type.

For this specific configuration, the condition contract type settlement settings, settlement documents, and so on, you'll find a condition type group next to the condition type field on the corresponding configuration screen. We'll cover most of those in the book, but there are more.

In Figure 5.28, you can browse through the existing condition type groups configured in the system. When creating a new condition type group, click the **New Entries** button or press F5, then choose a four-character code (**CTyGr**), and enter a description.

Assigning Condition Types to Condition Type Groups

To display/maintain the condition type groups to use on other condition-contract-related configuration objects, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Sales • Assign Condition Types to Condition Type Groups**. Figure 5.29 shows what you'll see following the menu path and screen commands as specified.

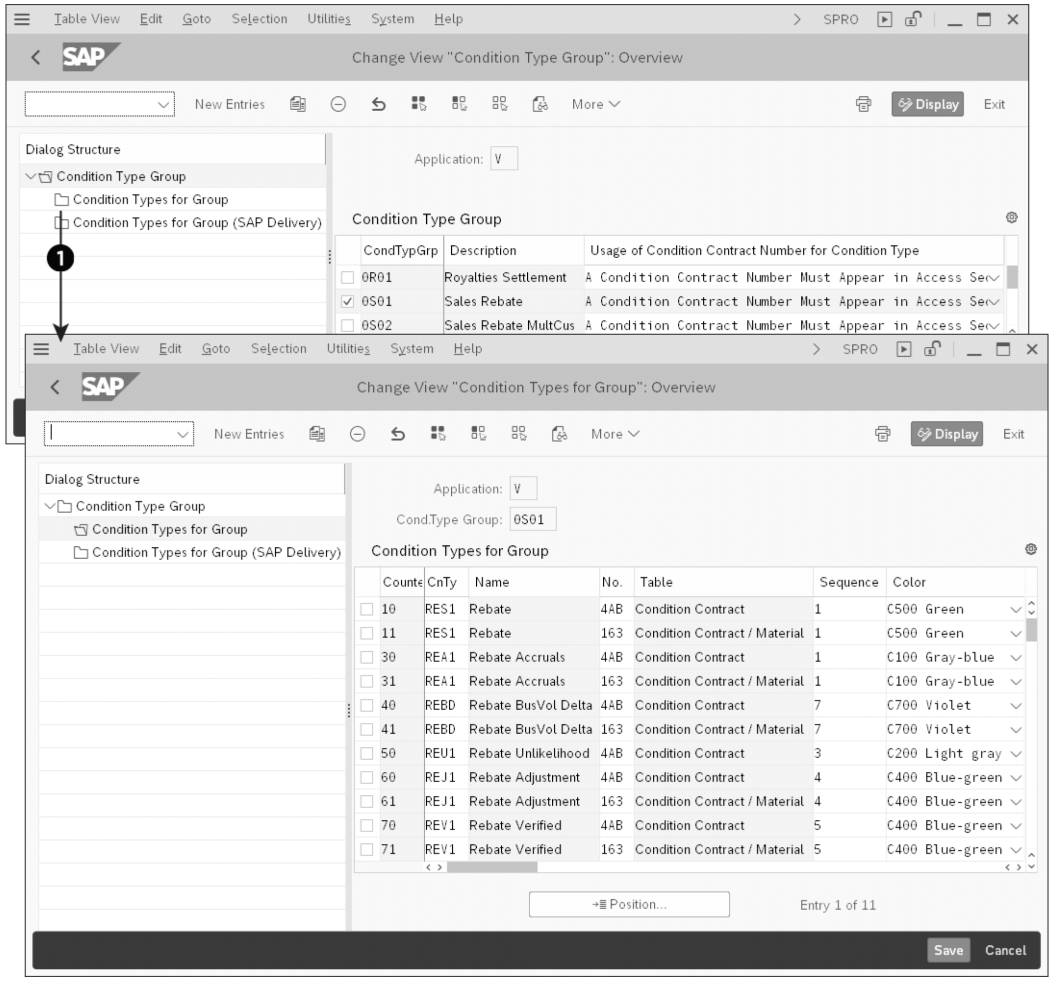


Table View
Edit
Goto
Selection
Utilities
System
Help
SPRO
Change View "Condition Type Group": Overview
New Entries
More
Display
Exit
Dialog Structure
Condition Type Group
Condition Types for Group
Condition Types for Group (SAP Delivery)
❶
Change View "Condition Types for Group": Overview
Position...
Save
Cancel

Application: V

Condition Type Group

	CondTypGrp	Description	Usage of Condition Contract Number for Condition Type
☐	0R01	Royalties Settlement	A Condition Contract Number Must Appear in Access Se
☑	0S01	Sales Rebate	A Condition Contract Number Must Appear in Access Se
☐	0S02	Sales Rebate MultCus	A Condition Contract Number Must Appear in Access Se

Application: V

CondType Group: 0S01

Condition Types for Group

	Counte	CnTy	Name	No.	Table	Sequence	Color
☐	10	RES1	Rebate	4AB	Condition Contract	1	C500 Green
☐	11	RES1	Rebate	163	Condition Contract / Material	1	C500 Green
☐	30	REA1	Rebate Accruals	4AB	Condition Contract	1	C100 Gray-blue
☐	31	REA1	Rebate Accruals	163	Condition Contract / Material	1	C100 Gray-blue
☐	40	REBD	Rebate BusVol Delta	4AB	Condition Contract	7	C700 Violet
☐	41	REBD	Rebate BusVol Delta	163	Condition Contract / Material	7	C700 Violet
☐	50	REU1	Rebate Unlikelihood	4AB	Condition Contract	3	C200 Light gray
☐	60	REJ1	Rebate Adjustment	4AB	Condition Contract	4	C400 Blue-green
☐	61	REJ1	Rebate Adjustment	163	Condition Contract / Material	4	C400 Blue-green
☐	70	REV1	Rebate Verified	4AB	Condition Contract	5	C400 Blue-green
☐	71	REV1	Rebate Verified	163	Condition Contract / Material	5	C400 Blue-green

Entry 1 of 11

Figure 5.29 Assigning Condition Types to Condition Type Groups

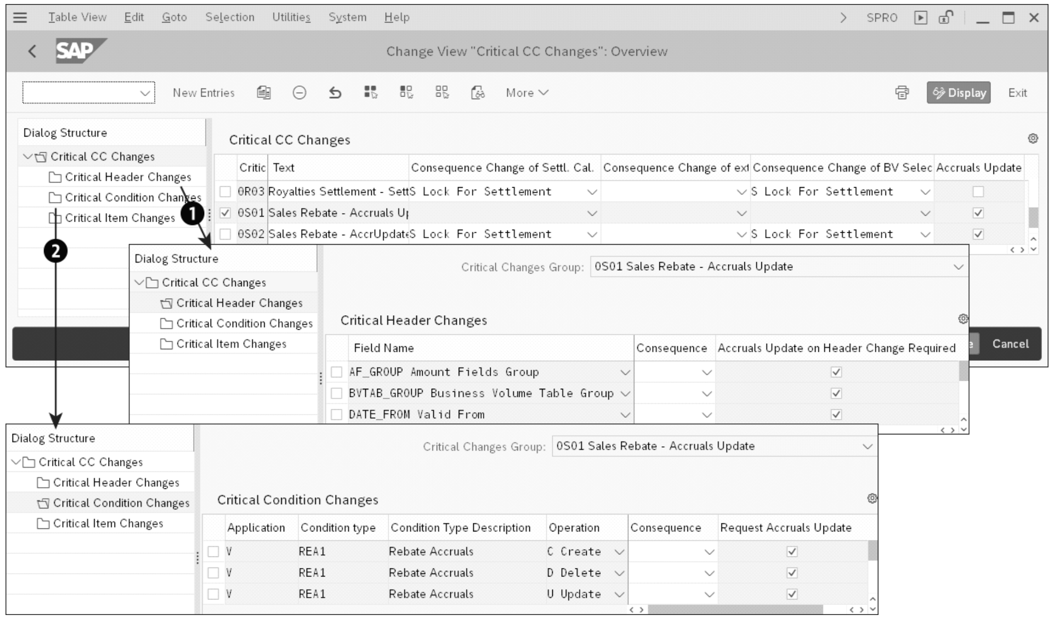
Browse the existing **Condition Type Group**, select the desired one (in this case, we are using **0S01** – **Sales Rebate**), then double-click **Condition Types for Group** in the **Dialog Structure** ❶. Here, you can view all the condition types (**CnTy**) and condition tables (**No.**) that are included in the condition type group.

Configuring Critical Changes Groups

To display/maintain the critical changes groups, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define and Configure Critical Changes Groups**. Figure 5.30 shows what you'll see following the menu path and screen commands as specified.

Critical changes groups enable you to lock the condition contract and/or the settlement document if specific information is changed in the condition contract. If your company requires the controlled release (approval) of the condition contracts or the settlement documents, this is important. Without configuring this feature, the user may be able to make changes after release/approval without triggering a new approval.

Browse the SAP out-of-the-box configuration for the **Critical Changes Group 0S01**, find it in the **Critical CC Changes** list, and select the corresponding line, as shown in the top screen in Figure 5.30. When creating a new **Critical Changes Group**, click the **New Entries** button or press F5, choose a four-character code, and assign a description (**Text**).



Critical CC Changes

	Critic	Text	Consequence Change of Settl. Cal.	Consequence Change of ext	Consequence Change of BV Selec	Accruals Update
☐	0R03	Royalties Settlement - Sett	S Lock For Settlement		S Lock For Settlement	☐
☑	0S01	Sales Rebate - Accruals U				☑
☐	0S02	Sales Rebate - AccrUpdate	S Lock For Settlement		S Lock For Settlement	☑

Critical Changes Group: 0S01 Sales Rebate - Accruals Update

Critical Header Changes

	Field Name	Consequence	Accruals Update on Header Change Required
☐	AF_GROUP Amount Fields Group		☑
☐	BVTAB_GROUP Business Volume Table Group		☑
☐	DATE_FROM Valid From		☑

Critical Changes Group: 0S01 Sales Rebate - Accruals Update

Critical Condition Changes

	Application	Condition type	Condition Type Description	Operation	Consequence	Request Accruals Update
☐	V	REA1	Rebate Accruals	C Create		☑
☐	V	REA1	Rebate Accruals	D Delete		☑
☐	V	REA1	Rebate Accruals	U Update		☑

Figure 5.30 Critical Changes Groups Configuration for Sales Rebates

At the **Critical CC Changes** level, you can configure consequences for when changes are made to the settlement calendar (**Consequence Change of Settl. Cal.**), external settlement calendar (**Consequence Change of ext. Settl Cal.**), and business volume selection criteria (**Consequence Change of BV Selection Data**). The **Accruals Update** flag controls whether the accruals need to be updated upon a change being made in the business volume selection criteria.

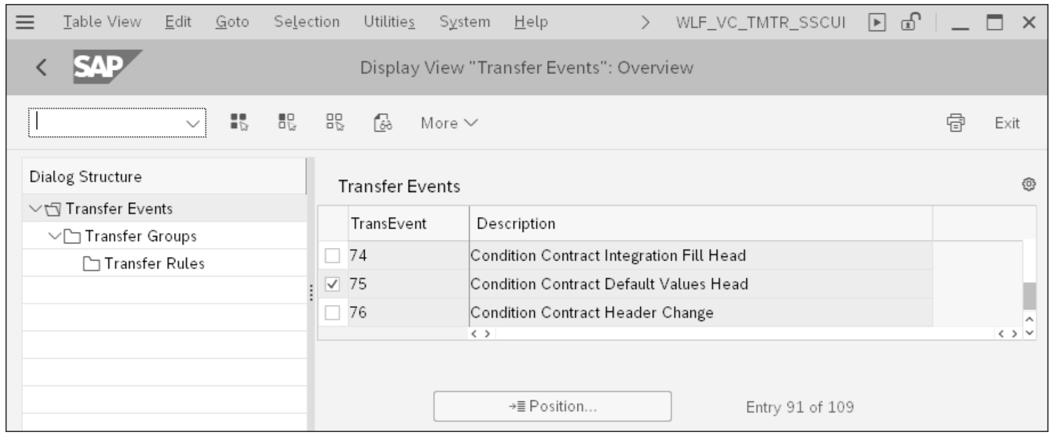
Consequence options are to either lock the condition contract (**L**), requiring it to be released again by the corresponding command bar button described earlier, or lock the settlement document (**S**), requiring it to be released before posting to accounting.

You can then double-click on either **Critical Header Changes** (see Figure 5.30 ❶) or **Critical Condition Changes** (see Figure 5.30 ❷) in the **Dialog Structure** menu on the left of the screen.

On these subscreens, you'll see the **Field Name** list or **Condition type** list that, when manually modified by the user in Transaction WCOCO, will trigger a given **Consequence**.

Configuring Transfer Groups

To configure transfer groups, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Settlement Documents • Specify Settings for Transfer Manager • Define Transfer Groups**. Transaction WLF_VC_TMTR_SSCUI will take you straight to this configuration screen. Figure 5.31 shows what you'll see following the menu path and screen commands as specified.



Transfer Events

	TransEvent	Description
☐	74	Condition Contract Integration Fill Head
☑	75	Condition Contract Default Values Head
☐	76	Condition Contract Header Change

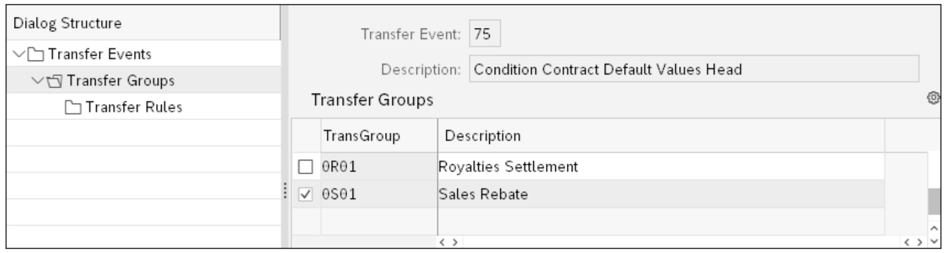
Figure 5.31 Transfer Group Configuration (Transfer Manager) (1 of 3)

The transfer groups are part of a system group called the Transfer Manager. This serves similar purposes to the copy control VOFM ABAP routines we'll discuss in the order, delivery, and billing chapters (see Chapter 6, Chapter 9, and Chapter 10, respectively). With the Transfer Manager, you can do more without the need for ABAP code, such as copying values, which means you can implement transfer of data between master data and transaction objects using only configuration while still being able to add code if necessary.

In Figure 5.31, first locate the desired transfer event, which must be found rather than defined because it's hard-coded in the SAP transactions. One way to find this information is by using SAP help in the desired field (press the F1 key). For instance, in the condition contract type configuration shown previously in Figure 5.18, you'll find two fields where you can populate the transfer group: **Transfer Group Default Values CC Header** (used when the contract fields are first populated with default information, before the user has the chance to modify them) and **Transfer Group Changes CC Header** (used to validate/overwrite manually changed values in the contract while the user works on entering or modifying the contract information). While in these fields on the configuration screen in Figure 5.18, press the F1 key. The system will display a help text in which you'll see transfer event **75** called out for **Transfer Group Default Values CC Header** and transfer event **76** for **Transfer Group Changes CC Header**.

In the **Transfer Events** area, find and select **TransEvent 75** (**Condition Contract Default Values Head**), as shown in Figure 5.31, and then double-click **Transfer Groups** under the

Dialog Structure menu. The screen shown in Figure 5.32 will appear, which is where you define transfer groups to later assign to other configuration options (e.g., **Transfer Group Default Values CC Header** in the condition contract type configuration shown earlier in Figure 5.18).



Transfer Event: 75

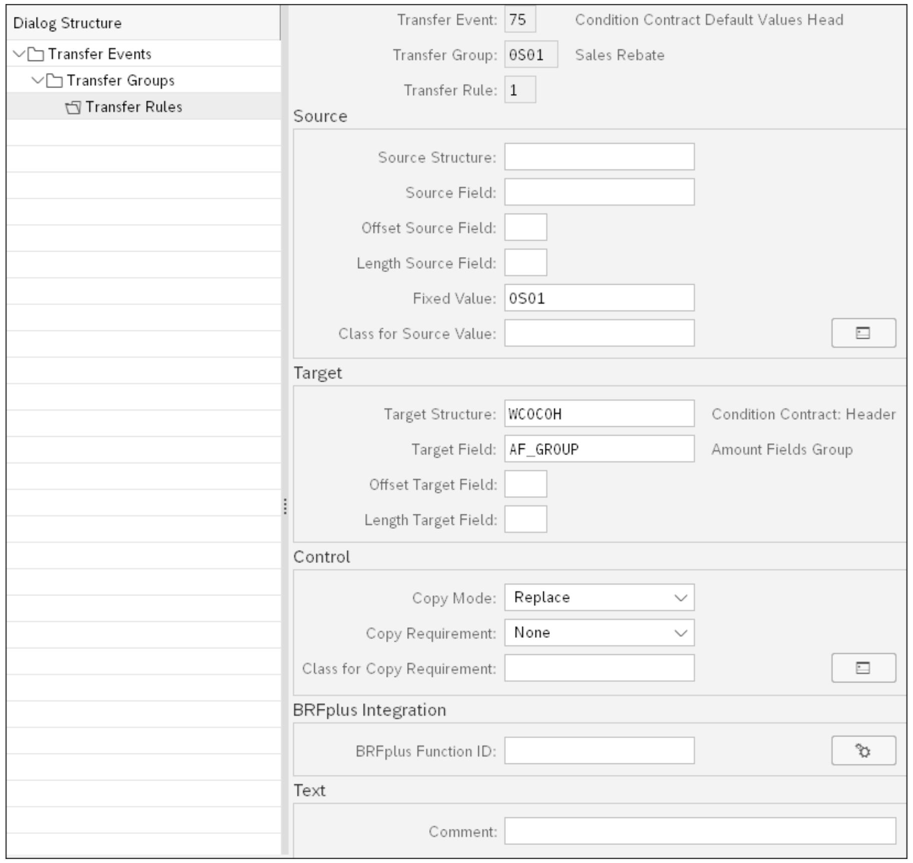
Description: Condition Contract Default Values Head

Transfer Groups

	TransGroup	Description
☐	0R01	Royalties Settlement
☑	0S01	Sales Rebate

Figure 5.32 Transfer Group Configuration (Transfer Manager) (2 of 3)

In the **Transfer Groups** area, find and select transfer group **0S01**, and then double-click **Transfer Rules** under the **Dialog Structure** menu on the left. You'll arrive at the screen shown in Figure 5.33.



Transfer Event: 75 Condition Contract Default Values Head

Transfer Group: 0S01 Sales Rebate

Transfer Rule: 1

Source

Source Structure:

Source Field:

Offset Source Field:

Length Source Field:

Fixed Value: 0S01

Class for Source Value:

Target

Target Structure: WCOCOH Condition Contract: Header

Target Field: AF_GROUP Amount Fields Group

Offset Target Field:

Length Target Field:

Control

Copy Mode: Replace

Copy Requirement: None

Class for Copy Requirement:

BRFplus Integration

BRFplus Function ID:

Text

Comment:

Figure 5.33 Transfer Group Configuration (Transfer Manager) (3 of 3)

Here you can add several rules that will take place on event **75** for all condition contracts created with a condition contract type assigned with the **Transfer Group Default Values CC Header 0S01** on the configuration screen.

Transfer Rule 1 shown in Figure 5.33 is configured out of the box to unconditionally prepopulate the amount fields group (**AF_GROUP**) in the condition contract header (**WCOCOH**) via Transaction WCOCO or using the Monitor Customer Condition Contracts app in SAP Fiori with the **Fixed Value 0S01** by default.

As you start entering condition contracts, you'll notice that the amount fields group is always populated with 0S01, and you may struggle to find where to define the default for this field in configuration. This is done via the Transfer Manager configuration described here. You may change the fixed value, delete it, or remove the transfer group from your condition contract type configuration to prevent this from happening.

Let's walk through the other fields available in this screen:

- **Source Structure** is used when you want to copy a value from an internal variable within the SAP standard code. There are types of variables called structures that contains fields much like tables do, but they only exist within the code and are populated from database sources (tables) and may be later modified before the Transfer Manager is called. If you want to use a field within a structure to populate the target field, identify it here.
- **Source Field** is the name of the field you'll copy values from, likely a component of a structure identified in the previous field.
- **Offset Source Field** is used when you want to use only a portion or substring of the source field, skipping the first few characters. For instance, if the source field contains the value "101-Paraphusetta" and you use an offset of **4**, you'll ignore the first four characters, and the end result would be "Paraphusetta".
- **Length Source Field** is used when you want to use only a portion of the substring of the source field, disregarding the rest. For instance, if the source field contains the value "101-Paraphusetta", and you define a length of **6**, the end result would be "101-Pa".

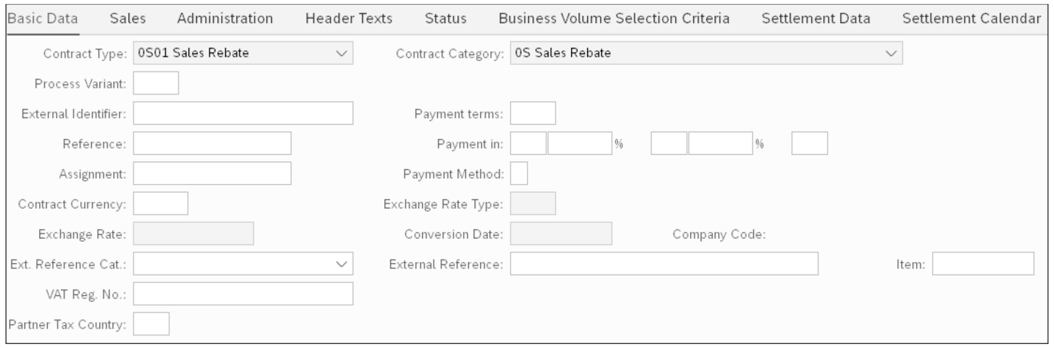
  Note that you can combine both offset and length. For instance, if the source field contains the value "101-Paraphusetta", and you define an offset of **4** and length of **6**, the end result would be "Paraph".
- **Class for Source Value** allows you to define code to implement more complex sources with the ability to add built-in logic. If you choose a class, you can use the **Display Class for Source Value** button to view the code for the selected class.
- **Target Structure** is the name of the destination variable structure you want to populate with the source structure/field or fixed value defined previously.
- **Target Field** is the name of the destination variable field within the selected target structure or free-standing variable you want to populate with the source structure/field or fixed value defined previously.

- **Offset Target Field** allows you to populate portions of the target field, skipping the first few characters. For instance, let's assume the target variable currently has the value "JoseMaria". If the source field has the value "101-Paraphusetta", and you define an offset of **4**, the result would be "Jose101-Paraphusetta".
- **Length Target Field** allows you to populate portions of the target field, limited to the given number of characters. For instance, let's assume the target variable currently has the value "JoseMaria". If the source field has the value "101-Paraphusetta", and you define a length of **4**, the result would be "101-Maria".
- **Copy Mode** is where you specify the action you want to take between the source and target variables. **Replace** means you want to move the content of the source variable into the target overwriting it. You may also append, insert, add, and subtract.
- **Copy Requirement** allows you to define the conditions of the copy action. The transfer rule only performs the specified action if this requirement is met.
- **Class for Copy Requirement** allows you to define code to implement more complex requirement conditions. If you choose a class, the **Display Class for Copy Requirement** button will show you the code for the selected class.
- **BRFplus Function ID** is used when you're working with the Business Rules Framework plus (BRFplus) feature. It allows the user to define rules dynamically and modify them on the fly without the need for configuration. This is a really powerful feature that may be used in several other instances such as pricing and output determination instead of the condition technique discussed in Chapter 4. We don't provide further details on BRFplus in this edition of the book.
- **Comment** is used to textually describe what this function is intended for. This helps document and explain the purpose of the function so that other people can understand it without having to know field names and read class codes.

Basic Data

We've now explored all of the header data configuration for Transaction WCOCO. Let's continue with the **Basic Data** tab, shown in Figure 5.34, which has the following fields:

- The **Contract Type** field is for the code and description of the selected contract type.
- The **Contract Category** field is configured in the contract type and displayed in this field as reference.
- The **Process Variant** field appears only when a valid value is configured and assigned to the condition contract type, the corresponding configuration was described earlier in the "Header Data" section.
- The **External Identifier** field is a reference that the customer uses for this sales rebate (when applicable).



Contract Type: 0S01 Sales Rebate

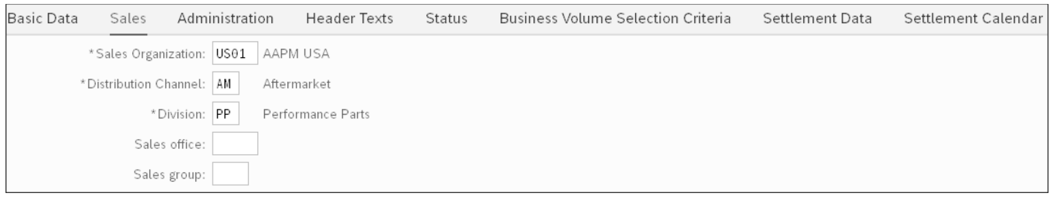
Contract Category: 0S Sales Rebate

Figure 5.34 Basic Data Tab of Transaction WCOCO

- The **Reference** and **Assignment** fields are identification numbers that allow the accounting team to communicate with the customer and with the sales department. This information will be copied to the account postings and will be available for accounts receivable functionality. Using copy control configuration, you can define the rules for populating this field automatically with the sales order number, with the invoice number, or with other fields.
- The **Payment terms**, **Payment in**, and **Payment Method** fields describe how to make payments to customers based on the rebate credits generated from this contract. This is applicable if you're issuing payment. If you're crediting the customer account, these fields aren't necessary.
- The **Contract Currency** field is the currency in which the amounts contained in this contract are expressed.
- The **Exchange Rate Type**, **Exchange Rate**, and **Conversion Date** fields are used in multicurrency environments, when more than one exchange rate is maintained, to identify which rate must be used in this document.
- The **Ext. Reference Cat.**, **External Reference**, and **Item** fields are used for integrated environments where contracts are created electronically from other data sources. These fields are then populated and used when sending data back.
- The **VAT Reg. No.** field is a tax registration number used in Europe and other countries for value-added tax (VAT) purposes.
- The **Partner Tax Country** field is the country in which the customer is registered for VAT purposes.

Sales

Under the **Sales** tab, shown in Figure 5.35, you'll see the following fields: **Sales Organization**, **Distribution Channel**, **Division**, **Sales office**, and **Sales group**. These fields are sales organizational structure elements responsible for this rebate agreement.


Basic Data
Sales
Administration
Header Texts
Status
Business Volume Selection Criteria
Settlement Data
Settlement Calendar

*Sales Organization: US01 AAPM USA
*Distribution Channel: AM Aftermarket
*Division: PP Performance Parts
Sales office:
Sales group:

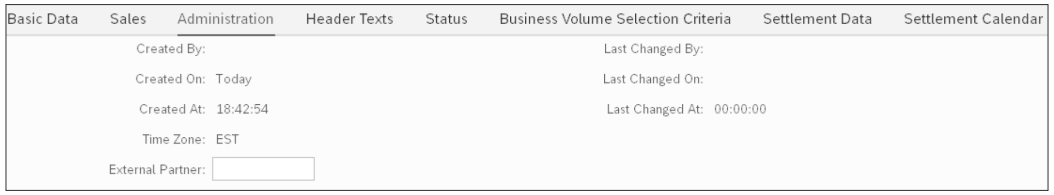
Figure 5.35 Sales Tab of Transaction WCOCO

If you have intercompany invoices, expect setup to be required. This functionality is capable of handling such documents, but it requires configuration and development changes as it doesn't come ready out of the box.

Administration

The **Administration** tab, shown in Figure 5.36, has the following fields:

- **Created By**, **Created On**, **Created At**, and **Time Zone** identify the user ID that created this contract and when the contract was created.
- **Last Changed By**, **Last Changed On**, and **Last Changed At** identify the last user ID that modified this contract and when the contract was last modified.
- **External Partner** is used with EDI to identify the partner that sent you contract data electronically (when applicable).

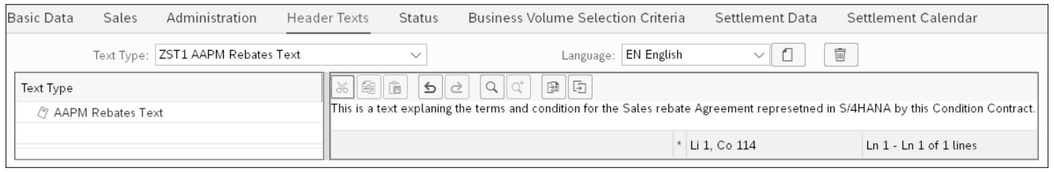

Basic Data
Sales
Administration
Header Texts
Status
Business Volume Selection Criteria
Settlement Data
Settlement Calendar

Created By:
Created On: Today
Created At: 18:42:54
Time Zone: EST
External Partner:
Last Changed By:
Last Changed On:
Last Changed At: 00:00:00

Figure 5.36 Administration Tab of Transaction WCOCO

Header Texts

Under the **Header Texts** tab, shown in Figure 5.37, you can maintain freeform texts as configured in the header text procedure assigned to the contract type.


Basic Data
Sales
Administration
Header Texts
Status
Business Volume Selection Criteria
Settlement Data
Settlement Calendar

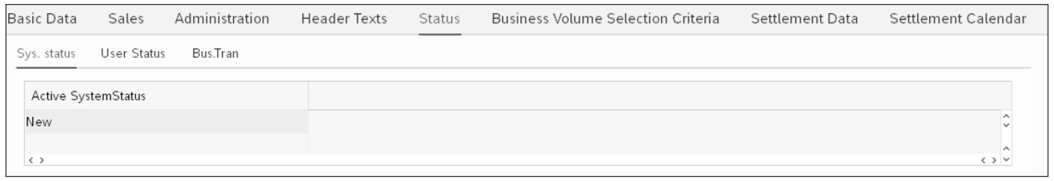
Text Type: ZST1 AAPM Rebates Text
Language: EN English
Text Type
AAPM Rebates Text
This is a text explaning the terms and condition for the Sales rebate Agreement represetned in S/4HANA by this Condition Contract.
* Li 1, Co 114
Ln 1 - Ln 1 of 1 lines

Figure 5.37 Header Texts Tab of Transaction WCOCO

See the text configuration information in the "Header Data" section earlier in this chapter for details on how to configure new text types. Note that this isn't the same configuration as every other sales and distribution document.

Status

The **Status** tab, shown in Figure 5.38, is used to change the values configured in the status profile assigned to the contract type configuration (if any). Depending on the selected profile, the fields will be populated differently and serve different purposes.


Basic Data
Sales
Administration
Header Texts
Status
Business Volume Selection Criteria
Settlement Data
Settlement Calendar
Sys. status
User Status
Bus.Tran

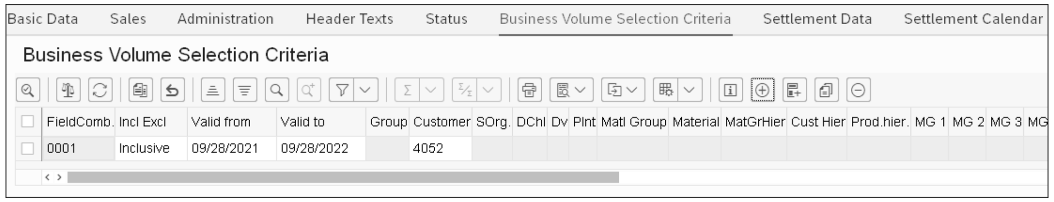
Active SystemStatus
New

Figure 5.38 Status Tab of Transaction WCOCO

You can find configuration for status profiles under the Transaction SPRO menu options: **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define and Configure Status Profiles**. Creation of status profiles is described in Chapter 13, Section 13.9. Note that when assigning the object type (see Chapter 13), choose **Condition Contracts** to enable the status profile to be used in the condition contract type configuration (refer to Figure 5.18).

Business Volume Selection Criteria

The **Business Volume Selection Criteria** tab, shown in Figure 5.39, is an important tab where you'll make selections to filter the relevant invoices and other types of billing documents that should be considered when calculating the sales/business volume this customer has purchased from your company.


Basic Data
Sales
Administration
Header Texts
Status
Business Volume Selection Criteria
Settlement Data
Settlement Calendar

Business Volume Selection Criteria

☐	FieldComb.	Incl Excl	Valid from	Valid to	Group	Customer	SOrg.	DChl	Dv	Plnt	Matl Group	Material	MatGrHier	Cust Hier	Prod.hier.	MG 1	MG 2	MG 3	MG
☐	0001	Inclusive	09/28/2021	09/28/2022		4052													

Figure 5.39 Business Volume Selection Criteria Tab of Transaction WCOCO

Click on the **New Line** button ⊕, and then select the desired field combination (**FieldComb.**) from the list the system will show you on a popup window. This code will control which other columns will be used. The number of columns you'll find on this tab depends on how many field combinations were configured for this condition contract types. (We'll cover the configuration details later in this section.)

After selecting the desired field combination and pressing `Enter`, the necessary fields will be made available on this section of the screen. In our example, we're using the field combination **0001**, and the **Customer** column will be made available for entry.

Note also that field combination **0001** allows you to select a different date interval (**Valid from** and **Valid to**) than the contract validity period. This may be useful if you want to have different criteria for different date intervals. For instance, this rebate may be valid for a given material number during the first six month but a different number in the last six months. You can add field combination 0009 twice with the validity dates and the different material numbers.

You can also control whether this condition should be used to include or exclude invoices in the business volume by making selections in the **Incl Excl** column.

For the remaining columns, the ones activated correspond to the field combination you choose.

As shown in Figure 5.40, after the list of invoices matching these criteria is identified, the system will accumulate the amounts and use them as a base to calculate the accrual and settlement amounts per pricing procedure configuration of the corresponding settlement document. Note that in the pricing procedure, there will be no condition records for the base amount; instead, the value is calculated by the settlement process and included as a condition value for condition type REBV. (We'll cover the configuration details for the business volume determination profiles later in this section.)

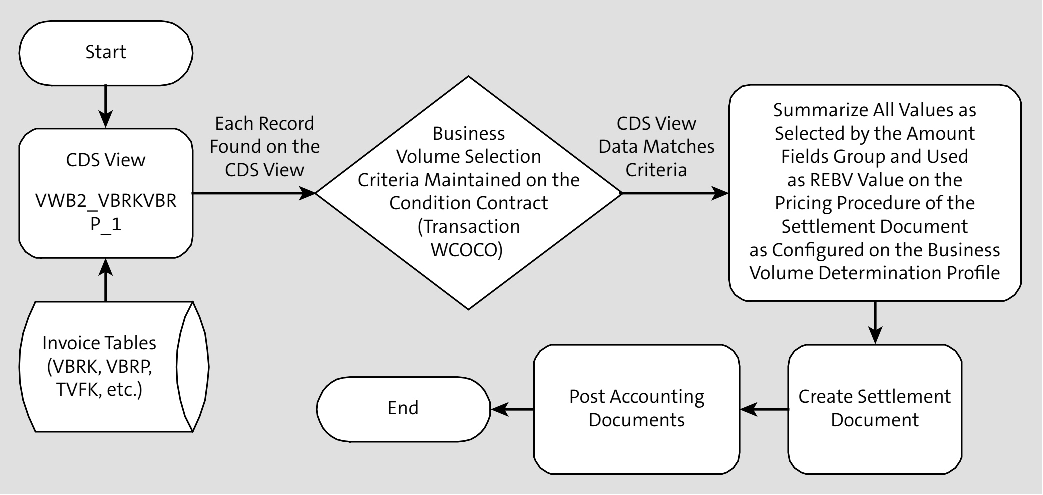

Start
CDS View
VWB2_VBRKVBR
P_1
Invoice Tables
(VBRK, VBRP,
TVFK, etc.)
Each Record
Found on the
CDS View
Business
Volume Selection
Criteria Maintained on the
Condition Contract
(Transaction
WCOCO)
CDS View
Data Matches
Criteria
Summarize All Values as
Selected by the Amount
Fields Group and Used
as REBV Value on the
Pricing Procedure of the
Settlement Document
as Configured on the Business
Volume Determination Profile
Create Settlement
Document
Post Accounting
Documents
End

Figure 5.40 Business Volume Determination Overview

Now, let's move on to the key configuration activities for business volume selection criteria in the following subsections.

Configuring Field Combinations

To display/maintain field combinations used on business volume selection criteria, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Settlement • Define and Configure Field Combinations for Business Volume Selection**. The top area of Figure 5.41 shows what you'll see following the menu path and screen commands as specified.

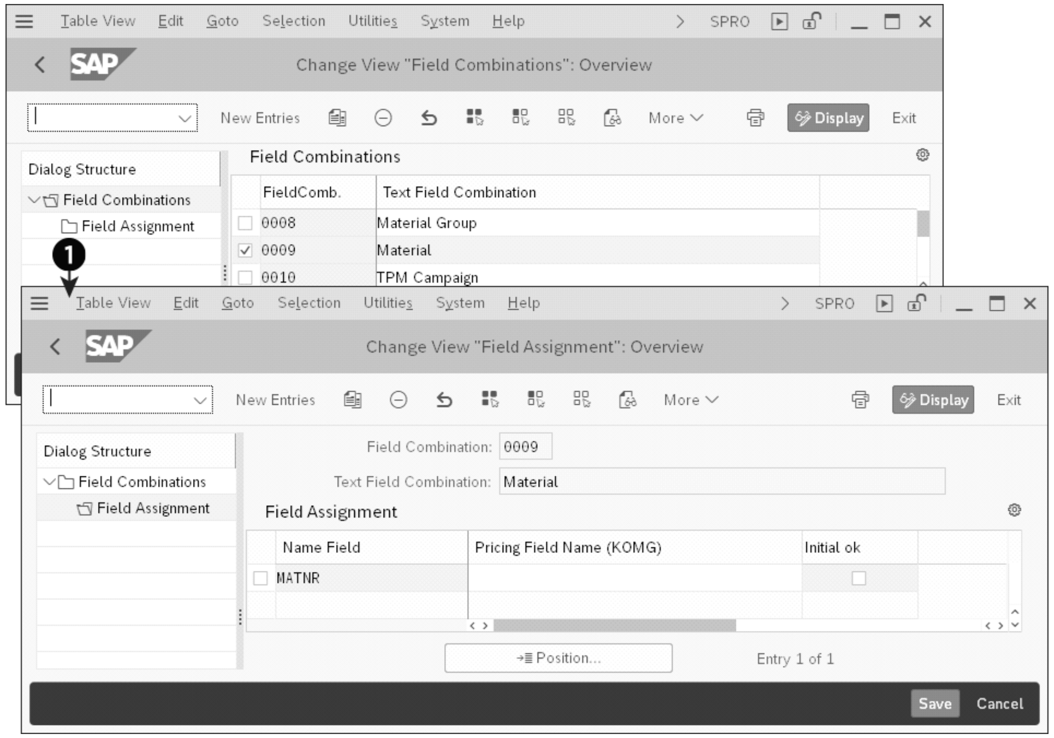


Table View
Edit
Goto
Selection
Utilities
System
Help
SPRO
New Entries
More
Display
Exit
Dialog Structure
Field Combinations
Field Assignment
1
Position...
Save
Cancel

Change View "Field Combinations": Overview

Field Combinations

	FieldComb.	Text Field Combination
☐	0008	Material Group
☑	0009	Material
☐	0010	TPM Campaign

Change View "Field Assignment": Overview

Field Combination: 0009

Text Field Combination: Material

Field Assignment

	Name Field	Pricing Field Name (KOMG)	Initial ok
☐	MATNR		☐

Entry 1 of 1

Figure 5.41 Reviewing the Field Combination 0009 Configuration

Here you can browse the SAP out-of-the-box field combination codes; look for **0009**, find it in the list, and select the corresponding line. When creating a new **Field Combination**, click the **New Entries** button or press F5, choose a four-character code (**FieldComb.**), and assign a description (**Text Field Combination**). You can create new entries custom fields to use as business volume selection criteria.

After selecting the desired field combination in the list, double-click **Field Assignment** in the **Dialog Structure** menu on the left side of the screen (see Figure 5.41 ❶). Here you can review the technical field names that are part of field combination 0009.

It may be tempting to add multiple technical fields under the same field combination, but that isn't advisable due to the amount of data you'll need to maintain in Transaction WCOCO. Instead, you can define how the existing field combinations relate to each other, that is, if the conditions will follow an "and"/"or" Boolean equation. We'll cover configuration for sets of field combinations next.

Configuring Sets of Field Combinations

To display/maintain the sets of field combinations, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition**

Contract Management • Condition Contract Settlement • Define and Configure Sets of Field Combinations. The top area of Figure 5.42 shows what you'll see following the menu path and screen commands as specified.

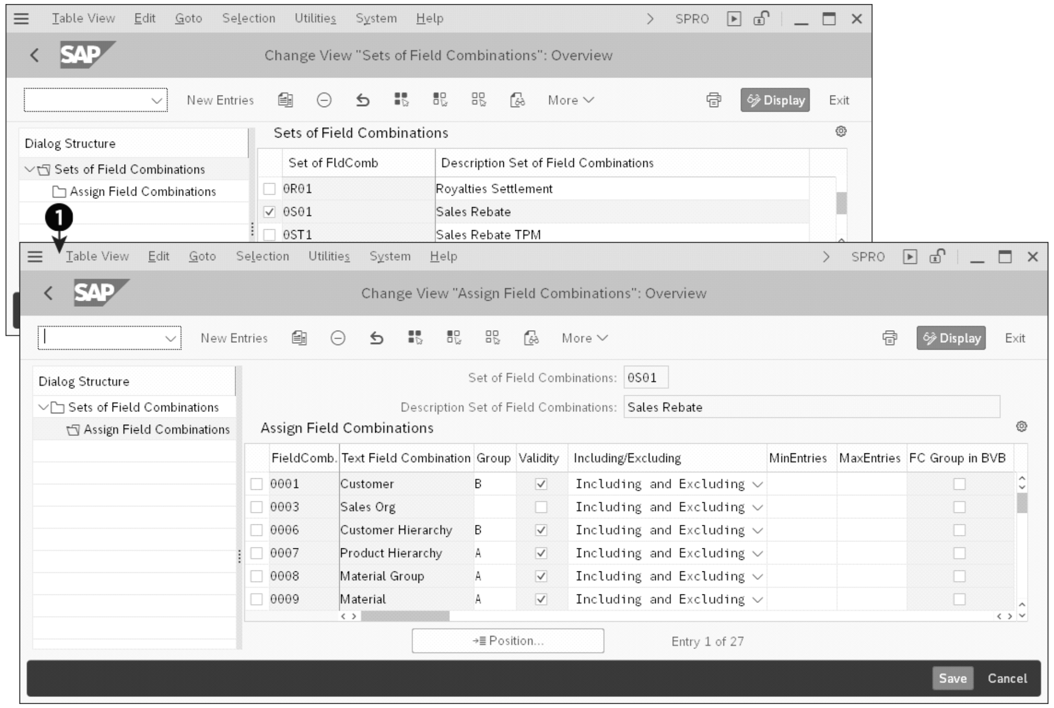


Table View
Edit
Goto
Selection
Utilities
System
Help
SPRO
Change View "Sets of Field Combinations": Overview
New Entries
More
Display
Exit
Dialog Structure
Sets of Field Combinations
Assign Field Combinations
❶
Change View "Assign Field Combinations": Overview
Position...
Save
Cancel

Sets of Field Combinations

	Set of FldComb	Description Set of Field Combinations
☐	0R01	Royalties Settlement
☑	0S01	Sales Rebate
☐	0ST1	Sales Rebate TPM

Set of Field Combinations: 0S01

Description Set of Field Combinations: Sales Rebate

Assign Field Combinations

	FieldComb.	Text Field Combination	Group	Validity	Including/Excluding	MinEntries	MaxEntries	FC Group in BVB
☐	0001	Customer	B	☑	Including and Excluding			☐
☐	0003	Sales Org		☐	Including and Excluding			☐
☐	0006	Customer Hierarchy	B	☑	Including and Excluding			☐
☐	0007	Product Hierarchy	A	☑	Including and Excluding			☐
☐	0008	Material Group	A	☑	Including and Excluding			☐
☐	0009	Material	A	☑	Including and Excluding			☐

Entry 1 of 27

Figure 5.42 Reviewing Set of Field Combination 0S01

Here you can browse the SAP out-of-the-box configuration for the 0S01 field combination set, find it in the list, and select the corresponding line. When creating a new set of field combinations, click the **New Entries** button or press F5, choose a four-character code, and enter a description in the **Description Set of Field Combinations** field.

After selecting the desired set of field combinations (**Set of FldComb**) in the list, double-click **Assign Field Combinations** in the **Dialog Structure** menu on the left side of the screen (see Figure 5.42 ❶). Here you can review the field combinations that are part of the set of field combination 0S01.

The **Group** column with matching values controls the field combinations that must be combined with an "and" condition. The ones with different **Group** values are combined with an "or" condition. You can choose any value for this field, but it needs to match or not the other field combination to have the effect.

The **Validity** flag controls whether to maintain validity dates for this field combination within this set or not. **Including/Excluding** allows you to restrict the usage to only **Including**, only **Excluding**, or **Including and Excluding**.

You can specify and minimum (**MinEntries**) and maximum (**MaxEntries**) that this field combination must have in Transaction WCOCO. **MinEntries** is used to make field combinations mandatory, and **MaxEntries** prevents too many entries from causing performance issues.

Checking the **FC Group in BVB** flag allows users to make a selection for a group value, similar to what was described earlier, to define the and/or logic dynamically. Some users may find this confusing, whereas others may like or even need the flexibility. The **Group** column appears after the validity dates shown previously in Figure 5.39.

Business Volume Determination Profile

To display/maintain the business volume determination profile, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Settlement • Define and Configure Profiles for Business Volume Determination**. Figure 5.43 shows what you'll see following the menu path and screen commands as specified.

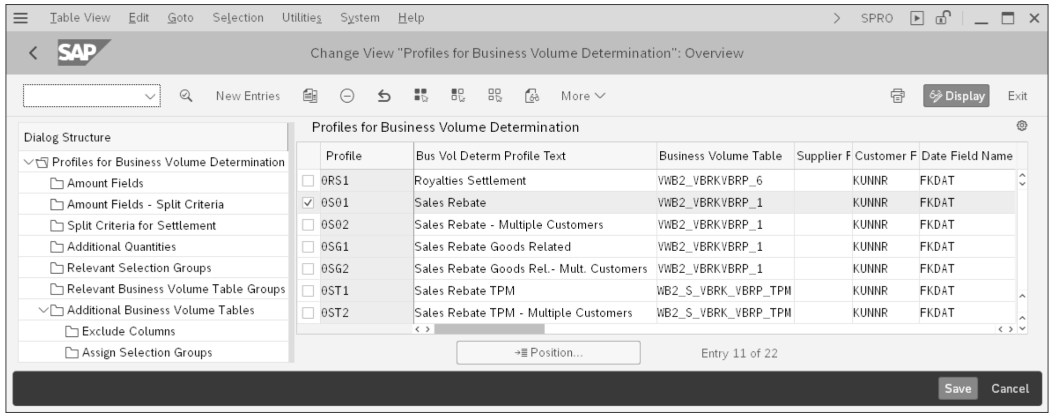


Table View
Edit
Goto
Selection
Utilities
System
Help
SPRO
Change View "Profiles for Business Volume Determination": Overview
New Entries
More
Display
Exit
Dialog Structure
Profiles for Business Volume Determination
Amount Fields
Amount Fields - Split Criteria
Split Criteria for Settlement
Additional Quantities
Relevant Selection Groups
Relevant Business Volume Table Groups
Additional Business Volume Tables
Exclude Columns
Assign Selection Groups
Position...
Save
Cancel

Profiles for Business Volume Determination

	Profile	Bus Vol Determ Profile Text	Business Volume Table	Supplier F	Customer F	Date Field Name
☐	0RS1	Royalties Settlement	VWB2_VBRKVBRP_6		KUNNR	FKDAT
☑	0S01	Sales Rebate	VWB2_VBRKVBRP_1		KUNNR	FKDAT
☐	0S02	Sales Rebate - Multiple Customers	VWB2_VBRKVBRP_1		KUNNR	FKDAT
☐	0SG1	Sales Rebate Goods Related	VWB2_VBRKVBRP_1		KUNNR	FKDAT
☐	0SG2	Sales Rebate Goods Rel.- Mult. Customers	VWB2_VBRKVBRP_1		KUNNR	FKDAT
☐	0ST1	Sales Rebate TPM	WB2_S_VBRK_VBRP_TPM		KUNNR	FKDAT
☐	0ST2	Sales Rebate TPM - Multiple Customers	WB2_S_VBRK_VBRP_TPM		KUNNR	FKDAT

Entry 11 of 22

Figure 5.43 Reviewing Business Volume Determination Profile 0S01 (1 of 3)

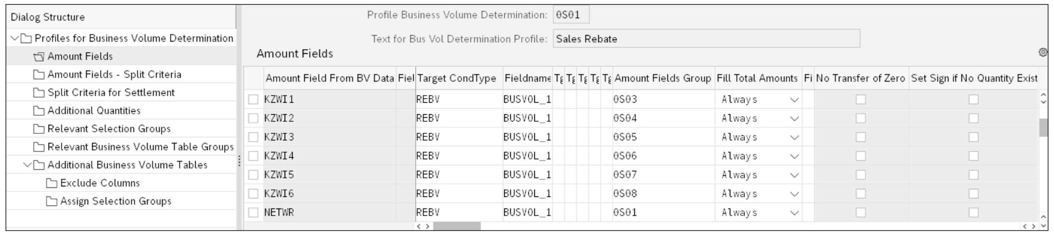
Here you can browse the SAP out-of-the-box configuration for the business volume determination profile **0S01**, find it in the list, and select the corresponding line, as shown in Figure 5.43. When creating a new business volume determination profile, click the **New Entries** button or press F5, then choose a four-character code, and assign a description (**Bus Vol Determ Profile Text**.)

On this screen, you also select the source for the business volume calculation starting with **Business Volume Table**. For sales rebates, the default is **VWB2_VBRKVBRP_1**, which is a core data services (CDS) view. CDS views are part of SAP S/4HANA, similar in functionality to the database views we used to have in SAP ERP. CDS views also combine data from multiple tables and includes selection conditions to prefilter the data. The source defines the universe from which you'll pick the invoices that are applicable to all condition contracts and settlement documents assigned to this business volume determination profile. CDS views are also widely used to query data in SAP S/4HANA. We won't include detailed instructions on how to create and modify CDS views in this book, as this is usually done by the development team.

CDS view `VWB2_VBRKVBRP_1` combines header (`VBRK`) and line (`VBRP`) data from the invoice tables. This make other settlement management configuration easier because the data source is always the same, and the selection criteria may include header data (e.g., bill-to customer) and line data (e.g., material number). You can use CDS view `VWB2_VBRKVBRP_1` in Transaction SE16 (Table Browser) as if it was a table. This is advisable to understand and verify the settlement results during testing of your condition contracts. If you don't find the data on this CDS view, check the selection condition parameters. One common cause of issues during an upgrade project is the join condition in field `VBRP-FKART_ANA`. This field didn't exist in SAP ERP, and depending on how the upgrade was executed, the field may be left blank causing widespread issues—one of which is CDS view `VWB2_VBRKVBRP_1` appearing empty. This is fixed by your infrastructure upgrade team.

In the business volume determination profile configuration screen shown in Figure 5.43, you must also indicate which fields from the **Business Volume Table** are used to identify the **Supplier Field Name** (used in materials management condition contracts), **Customer Field Name**, and **Date Field Name** (used to check if the invoice is within the validity period, as specified in the condition contracts).

After selecting the desired business volume determination profile in Figure 5.43, double-click **Amount Fields** in the **Dialog Structure** menu on the left side of the screen to arrive at the screen shown in Figure 5.44.


Dialog Structure
Profiles for Business Volume Determination
Amount Fields
Amount Fields - Split Criteria
Split Criteria for Settlement
Additional Quantities
Relevant Selection Groups
Relevant Business Volume Table Groups
Additional Business Volume Tables
Exclude Columns
Assign Selection Groups

Profile Business Volume Determination: 0S01

Text for Bus Vol Determination Profile: Sales Rebate

Amount Fields

	Amount Field From BV Data	Fiel	Target CondType	Fieldname	T	T	T	T	T	Amount Fields Group	Fill Total Amounts	Fi	No Transfer of Zero	Set Sign if No Quantity Exist
☐	KZWI1		REBV	BUSVOL_1						0S03	Always		☐	☐
☐	KZWI2		REBV	BUSVOL_1						0S04	Always		☐	☐
☐	KZWI3		REBV	BUSVOL_1						0S05	Always		☐	☐
☐	KZWI4		REBV	BUSVOL_1						0S06	Always		☐	☐
☐	KZWI5		REBV	BUSVOL_1						0S07	Always		☐	☐
☐	KZWI6		REBV	BUSVOL_1						0S08	Always		☐	☐
☐	NETWR		REBV	BUSVOL_1						0S01	Always		☐	☐

Figure 5.44 Reviewing Business Volume Determination Profile 0S01 (2 of 3)

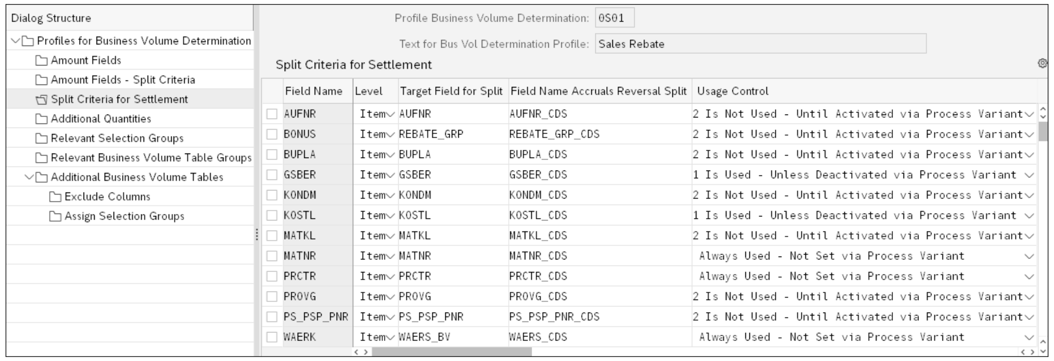
Here you can identify which key figure field (**Amount Field From BV Data**) from the business volume table is to be used to calculate the relevant invoice amounts to be used as input on the settlement documents pricing procedure using the condition type specified in the **Target CondType** column (default is **REBV**).

The entries on this screen are assigned with an **Amount Fields Group** code, which allows the user to select a group under the **Settlement Data** tab to use in Transaction WCOCO, as covered later in this section. Configuration for **Amount Fields Groups** can also be found next in this section. We also mentioned the **Amount Fields Group** in the transfer

group/Transfer Manager configuration that is used out of the box to define a default value for the Transaction WCOCO screen.

In this screen, you can also control the `WB2_D_BVDETAIL` table field that will store this key figure information in the **Fieldname on Detailed Statement** column. The table is used on report transactions such as Transaction WB2R_BUSVOL, covered in Chapter 14, Section 14.4.11, and Transaction WB2R_BVDETAIL_IDA, covered in Chapter 14, Section 14.4.12. Field `BUSVOL_1` is the default value for this. As you work on reporting, you may need to use different fields depending on your company's specific requirements.

After selecting the desired business volume determination profile in Figure 5.43, you can also double-click **Split Criteria for Settlement** in the **Dialog Structure** menu on the left side of the screen to arrive at the screen shown in Figure 5.45.


Dialog Structure
Profiles for Business Volume Determination
Amount Fields
Amount Fields - Split Criteria
Split Criteria for Settlement
Additional Quantities
Relevant Selection Groups
Relevant Business Volume Table Groups
Additional Business Volume Tables
Exclude Columns
Assign Selection Groups

Profile Business Volume Determination: 0S01

Text for Bus Vol Determination Profile: Sales Rebate

Split Criteria for Settlement

	Field Name	Level	Target Field for Split	Field Name Accruals Reversal Split	Usage Control
☐	AUFNR	Item	AUFNR	AUFNR_CDS	2 Is Not Used - Until Activated via Process Variant
☐	BONUS	Item	REBATE_GRP	REBATE_GRP_CDS	2 Is Not Used - Until Activated via Process Variant
☐	BUPLA	Item	BUPLA	BUPLA_CDS	2 Is Not Used - Until Activated via Process Variant
☐	GSBER	Item	GSBER	GSBER_CDS	1 Is Used - Unless Deactivated via Process Variant
☐	KONDM	Item	KONDM	KONDM_CDS	2 Is Not Used - Until Activated via Process Variant
☐	KOSTL	Item	KOSTL	KOSTL_CDS	1 Is Used - Unless Deactivated via Process Variant
☐	MATKL	Item	MATKL	MATKL_CDS	2 Is Not Used - Until Activated via Process Variant
☐	MATNR	Item	MATNR	MATNR_CDS	Always Used - Not Set via Process Variant
☐	PRCTR	Item	PRCTR	PRCTR_CDS	Always Used - Not Set via Process Variant
☐	PROVG	Item	PROVG	PROVG_CDS	2 Is Not Used - Until Activated via Process Variant
☐	PS_PSP_PNR	Item	PS_PSP_PNR	PS_PSP_PNR_CDS	2 Is Not Used - Until Activated via Process Variant
☐	WAERK	Item	WAERS_BV	WAERS_CDS	Always Used - Not Set via Process Variant

Figure 5.45 Reviewing Business Volume Determination Profile 0S01 (3 of 3)

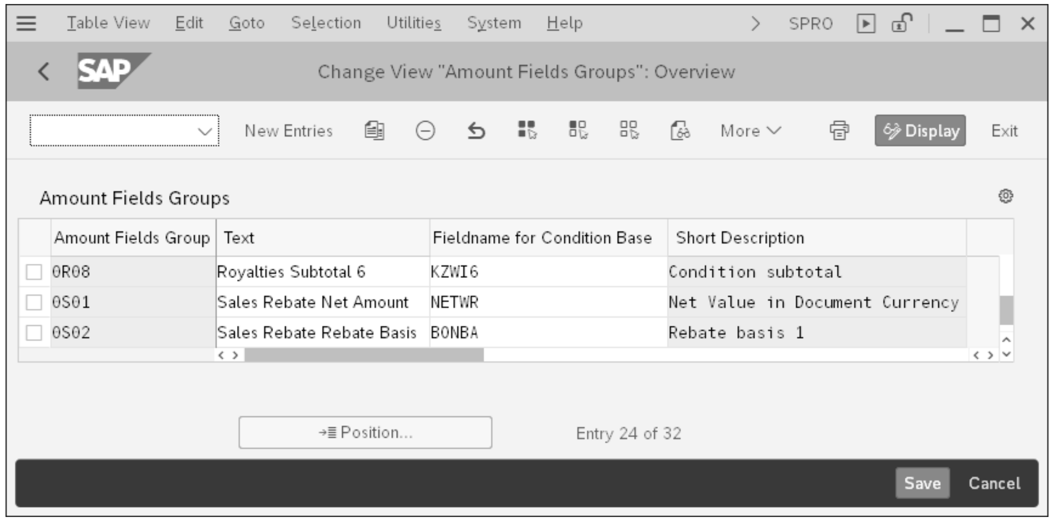
Here you define the fields that must have the same content for them to be combined into a single settlement document, including accruals. Under the technical **Field Name** column, you'll find the fields configured out of the box (either on the header or item level in the **Level** column). The **Target Field for Split** allows you to select the destination of the source field contents; this replaces the need for copy control (requirements and data transfer) that you use on other sales documents and allows for flexibility when controlling the splits.

The **Field Name Accruals Reversal Split** field from table `WCOCOF` is used to consider the accrual amounts already processed when creating new accrual documents. We'll talk about accrual documents later in this chapter. In this field, you can define how the data is populated in this table.

Configuring Amount Fields Group

To display/maintain the amount fields group, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Settlement • Define Amount Fields Groups**. Figure 5.46 shows what you'll see following the menu path and screen commands as specified.

Here you can browse the SAP out-of-the-box configuration for the **Amount Fields Group 0S01**. When creating a new **Amount Fields Group**, click the **New Entries** button or press F5, then choose a four-character code, and assign a description (**Text**.)



Amount Fields Groups

Amount Fields Group	Text	Fieldname for Condition Base	Short Description
☐ 0R08	Royalties Subtotal 6	KZWI6	Condition subtotal
☐ 0S01	Sales Rebate Net Amount	NETWR	Net Value in Document Currency
☐ 0S02	Sales Rebate Rebate Basis	BONBA	Rebate basis 1

Entry 24 of 32

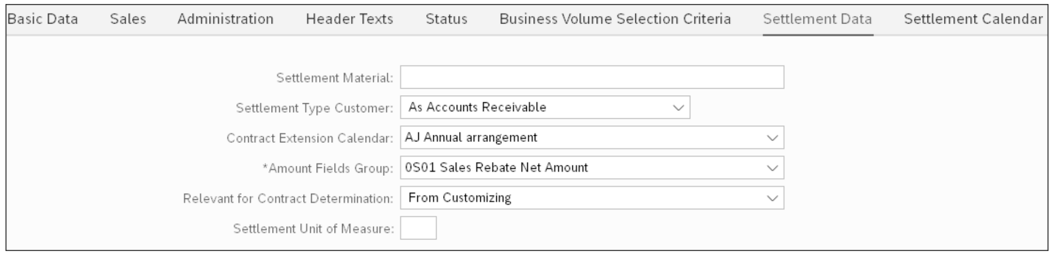
Figure 5.46 Reviewing Amount Fields Group 0S01 Configuration

You also make a selection for the pricing communication structure (KOMP) field name, which is used to accumulate the net value calculated by the pricing procedure on **Fieldname for Condition Base**.

Settlement Data

The **Settlement Data** tab, shown in Figure 5.47, has the following fields:

- The **Settlement Material** field is a different material number to be used when issuing credits to the customer under this rebate agreement, when no valid material number is determined based on the business volume. You may configure default values for this field via the configuration described next in this section.
- The **Settlement Type Customer** field defines whether and how to credit the customers on settlement credit memo billing documents that are created based on this rebate agreement.



Settlement Material:
Settlement Type Customer: As Accounts Receivable
Contract Extension Calendar: AJ Annual arrangement
*Amount Fields Group: 0S01 Sales Rebate Net Amount
Relevant for Contract Determination: From Customizing
Settlement Unit of Measure:

Figure 5.47 Settlement Data Tab of Transaction WCOCO

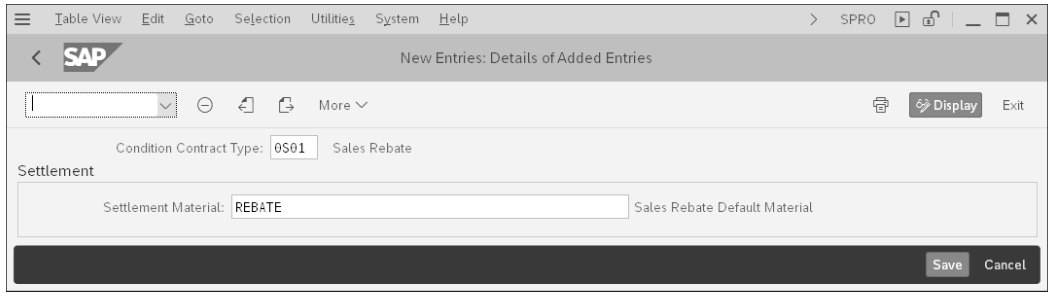
The most commonly used values used here are **As Accounts Receivable**, which indicates that the credit owed to the customer will be used to clear (pay for) pending accounts receivables (invoices) they owe you, and **As Accounts Payable**, which indicates that the credit owed to the customer will be paid as a vendor payment.

- The **Contract Extension Calendar** field is the calendar to use when extending this condition contract after its validity period has expired.
- The **Amount Fields Group** field is a mandatory selection where you'll select the invoice amount to use when calculating the sales/business volume. This field is used to determine whether and how much rebate the customer is eligible for during business volume determination. Configuration for **Amount Fields Groups** can be found in the previous section. We also mentioned the **Amount Fields Group** in the transfer group/Transfer Manager configuration that is used to define a default value for this screen out of the box; this can be found in the "Header Data" section.
- **Relevant for Contract Determination** allows you to indicate if this condition contract can be used in pricing procedure contract determination, potentially affecting how prices are calculated and/or accounted for on regular sales invoices.
- The **Settlement Unit of Measure** field is the UoM to be used when calculating the sales/business volume. If selling products using multiple UoMs, you can use this field to convert multiple UoMs into a uniform UoM to make your reports easier to read and the calculation easier to verify.

We'll walk through the settlement data configuration next.

Configuring Default Settlement Data

To configure default settlement data, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Settlement • Specify Local Settlement Settings for Condition Contract Types**. Click the **New Entries** button or press F5. Figure 5.48 shows what you'll see following the menu path and screen commands as specified.



Condition Contract Type: 0S01 Sales Rebate

Settlement

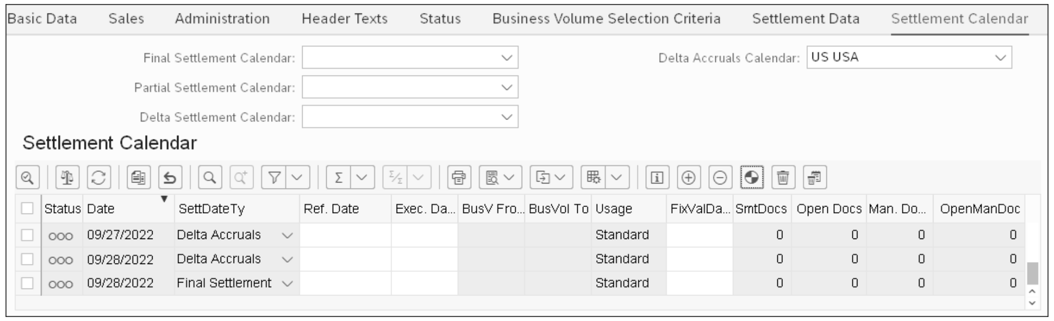
Settlement Material: REBATE Sales Rebate Default Material

Figure 5.48 Configure Default Settlement Data for Condition Contract Type 0S01

Choose the **Condition Contract Type** for which you want to define default settlement data values, and then choose a valid material number to use as **Settlement Material** in the **Settlement Data** tab of Transaction WCOCO. Note that this configuration is non-transportable; you'll need to redo it as part of cutover on every test environment and at go-live.

Settlement Calendar

The **Settlement Calendar** tab, shown in Figure 5.49, is a mandatory tab for condition contracts. Under this tab, you'll plan the dates during which the sales/business volume the customer achieved should be assessed before issuing an accrual or a settlement credit.



Final Settlement Calendar:
Partial Settlement Calendar:
Delta Settlement Calendar:
Delta Accruals Calendar: US USA

☐	Status	Date	SettDateTy	Ref. Date	Exec. Da...	BusV Fro...	BusVol To	Usage	FixValDa...	SmtDocs	Open Docs	Man. Do...	OpenManDoc
☐	○○○	09/27/2022	Delta Accruals					Standard		0	0	0	0
☐	○○○	09/28/2022	Delta Accruals					Standard		0	0	0	0
☐	○○○	09/28/2022	Final Settlement					Standard		0	0	0	0

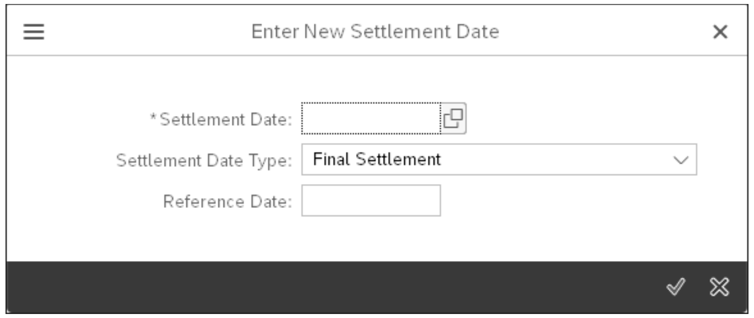
Figure 5.49 Settlement Calendar Tab of Transaction WCOCO

Keep in mind that each entry found here represents a settlement/accrual activity that is planned to take place on that date. Typically done by a background job, the processing of these dates will be described in Section 5.2.2. Each of these dates will be linked to the corresponding settlement/accrual documents on a document flow you may later consult/report on.

It's very tempting to define a high frequency of accruals and settlements, and the customer may require you to do so. But keep in mind that the larger the number of dates you assign here, the harder it will be to manage the contract and verify its accuracy.

If you can avoid a high frequency settlement, add the desired dates manually using the **New Line** button ⊕. The popup window shown in Figure 5.50 will appear, allowing you to select the **Settlement Date**, **Settlement Date Type**, and **Reference Date** you want to add.

You'll need to repeat this operation to add the settlement date lines for all desired events. You'll need to define the mandatory final settlement date before you're allowed to save the condition contract; others are optional. It's very likely you'll need to accrue the condition contracts periodically by creating delta accrual dates. Once a month (before month-end closing) is the norm, but you may need to do so once a week or on selected dates.



*Settlement Date:
Settlement Date Type: Final Settlement
Reference Date:

Figure 5.50 Popup Window to Enter a New Settlement Date Line

If you have to use a high frequency calendar, the **Final Settlement Calendar**, **Partial Settlement Calendar**, **Delta Settlement Calendar**, and **Delta Accruals Calendar** fields (refer to Figure 5.49) identify different factory calendars to automatically create high frequency dates for the corresponding rebate activity represented by the settlement date types. You can use these fields to avoid nonworking days when planning dates.

If a calendar is assigned to one or more of these fields, you can use the **Generate Calendar** button ◐ to automatically populate the **Settlement Calendar** area with dates. For instance, earlier in Figure 5.49, we chose **US USA** calendar in the **Delta Accruals Calendar** field, and clicked on the **Generate Calendar** button ◐. This screenshot only shows the last few dates, but there is one delta accrual for every business day between 9/28/2021 and 9/28/2022.

If you configure a calendar with the once-a-month business day, you could generate a month accrual schedule without entering each date individually. If you have a high volume of contracts and want to ensure that the accruals always happen on the same date, this may be an appealing option.

Note that all dates configured as a business day on the US calendar get assigned with a **Delta Accruals** settlement date type (**SettDateTy**). Note also that the system always assigns a mandatory **Final Settlement** date on the last day of the condition contract validity.

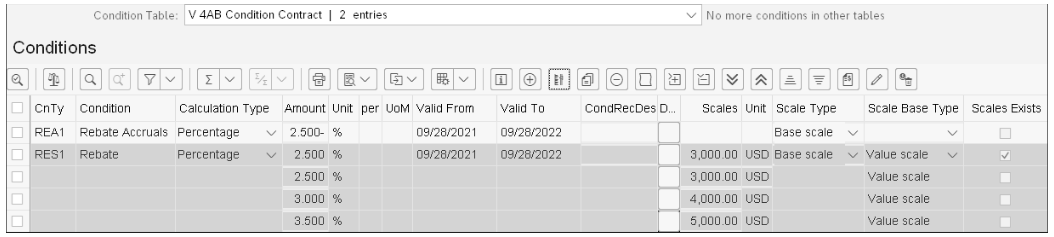
The elements of a calendar include the following fields:

- The **Status** icon indicates whether this settlement calendar entry is due to be processed, late, and so on. If this date was already processed, it will show up with a green light if it was successful or red light if it failed. Note that a red-light failure doesn't necessarily mean an error has occurred; it simply indicates that the date wasn't processed as planned and that may or may not have happened for legitimate reasons.
- The **Date** field is the date of this settlement calendar entry.
- The **SettDateTy** field represents the settlement calendar entry type:
  - **<Blank> Final Settlement** is the date on which you'll issue the final settlement credit to the customer under this rebate agreement.

  - **1 Partial Settlement** is for issuing partial settlement credits to the customer under this rebate agreement.
  - **2 Delta Settlement** is used for adjusting a previous settlement made to the customer under this rebate agreement. The delta settlement option considers settlements already made when determining a new settlement amount.
  - **3 Delta Accruals** is used as the date on which business volume should be checked and for "setting money aside" to pay for a rebate that will likely be credited to the customer. This credit is achieved by creating an accrual billing document.
- The **Ref. Date** field is the date when a partial settlement should take place according to this settlement calendar to be used as a reference when calculating delta settlements. The delta is the difference, incremental or decremental, from the partial settlement issued, adjusting the remaining settlement due to changes. This date must be before the **Settlement D...** and is mandatory for delta settlements.
- The **Exec. Date** field is the date when the settlement should be processed. You may want to allow for a few days of buffer between the **Settlement D...** and the date when the settlement creates credits for review and for making any necessary adjustments.
- The **BusV From** field is the "from date" used to select invoices and credit memos when determining the sales/business volume of a customer.
- The **BusVol To** field is the "to date" used to select invoices and credit memos when determining the sales/business volume of a customer.
- The **Usage** field indicates whether you'll need to process retroactive accruals on this date or not. The system determines these retroactive accruals based on the sequence of events you're maintaining and then displays this status to notify your users that this activity is on purpose and not accidental.
- The **FixValDate** field allows you to set a fixed date in the settlement document created for this entry to use when determining pricing condition records, whenever applicable.
- The **SmtDocs** field is the amount of the settlement billing document created on this date so far.
- The **Open Docs** field is the amount of the open settlement billing document being processed on this date.
- The **Man. Docs** field is the amount of the manual settlement billing document created on this date so far.
- The **OpenManDoc** field is the amount of the open manual settlement billing document being processed on this date.

Conditions

Figure 5.51 shows the **Conditions** section of the sales rebate agreement (condition contracts), where you'll define the relevant targets for the rebate and define the applicable awards.



Condition Table: V 4AB Condition Contract | 2 entries

No more conditions in other tables

Conditions

☐	CnTy	Condition	Calculation Type	Amount	Unit	per	UoM	Valid From	Valid To	CondRecDes	D...	Scales	Unit	Scale Type	Scale Base Type	Scales Exists
☐	REA1	Rebate Accruals	Percentage	2.500-	%			09/28/2021	09/28/2022		☐			Base scale		☐
☐	RES1	Rebate	Percentage	2.500	%			09/28/2021	09/28/2022		☐	3,000.00	USD	Base scale	Value scale	☑
☐				2.500	%						☐	3,000.00	USD		Value scale	☐
☐				3.000	%						☐	4,000.00	USD		Value scale	☐
☐				3.500	%						☐	5,000.00	USD		Value scale	☐

Figure 5.51 Adding Condition Types to the Condition Contract

The **Condition Table** field represents the pricing condition table in use on this condition contract. Because you're familiar with the condition technique (covered in Chapter 4, Section 4.1), you'll expect to first select the condition type and then select the key combination corresponding to the condition table where the data will be stored. In condition contracts, as shown in Figure 5.51, you must first select the **Condition Table** using the dropdown box before selecting the condition types and entering the pricing data/condition records.

The condition types available for selection are those assigned to the field group for the condition contract types, as described in the corresponding configuration screens in the "Header Data" section. It's important to describe the out-of-the-box condition to understand their usage.

You'll find the following columns on this screen:

- The selected condition type (**CnTy**) indicates the purpose of the condition record being maintained. The main condition types provided out of the box for sales rebates include the following:
  - **REA1** (**Rebate Accruals**) indicates the percentage of the sales invoice amount that should be accrued (money "set aside"). This amount will be used later when awarding rebate credits upon fulfillment of the established sales targets.
  - **RES1** (**Rebate**) indicates the percentage of the sales invoice amount that will be awarded to the customer under the titles of rebate credits upon fulfillment of the established sales targets, which are maintained under **Scales**.

  You can use scales as shown in Figure 5.51; in this example, we're accruing 2.5% for all sales matching the business volume selection criteria. If the customer purchases $4,000.00 or less, they will get a 2.5% credit. Any amount above that and less than $5,000.00 would be awarded 3.5%.
- The **Condition** field is the condition type description.
- The **Calculation Type** field is where you'll select a percentage, quantity base, weight base, or a fixed amount to award back to the customer or to accrue.
- The **Amount** field is the percentage or value corresponding to the condition type.

- The **Unit** field is a quantity used to indicate the **Amount** when a currency value is used instead of a percentage. On sales pricing condition records, this quantity is called “per”, as in price per 1 each.
- The next **UoM** field is the UoM for the **Unit** quantity described previously.
- The **Valid From** field is the validity start date for this condition type, defaulted from the contract header.
- The **Valid To** field is the validity end date for this condition type, defaulted from the contract header.
- The **CondRecDes** field (condition record description) allows you to use text to keep track of the condition records you’re creating for documentation purposes.
- The **D...** (deleted) field indicates if this condition was deleted.
- The **Scales** field is the value threshold that the customer’s sales volume must achieve to be eligible for this condition. You may add a new threshold by clicking on the scales icon ▤.
- The third **Unit** field is the currency for the **Scales** field.
- The **Scale Type** field indicates how the scale values maintained here are applied. The default **Base Scale** is ascending; **To-Scale** is descending scales.
- The **Scale Base Type** field qualifies the contents of the **Scales** field. Other than the invoice amount, you also base this condition type on quantities, weights, and so on.
- The **Scales Exist** flag indicates that scales have been maintained for this condition type.

5.2.2 Executing Condition Contract Settlement

A condition contract defines rules about how and when to accrue a portion of sales for rebate payments and when to issue credits to the customer. For these rules to become account postings and credits, you’ll need to run a settlement process.

For this process, you can use the Settle Condition Contracts – Customer Contracts app in SAP Fiori or open Transaction WB2R_SC in SAP GUI. Both methods follow the same screens with the same fields, but we’ll use SAP GUI Transaction WB2R_SC in this section. This process is usually scheduled to run as a background job, which avoids you having to remember to do this activity periodically.

Some companies struggle with the concept of automatic settlements. If you schedule a background job to process final settlement, the customer will get their credit on the settlement calendar date. If your company wants the customer to request credit for their rebates programs before awarding the credit, this automation is undesirable.

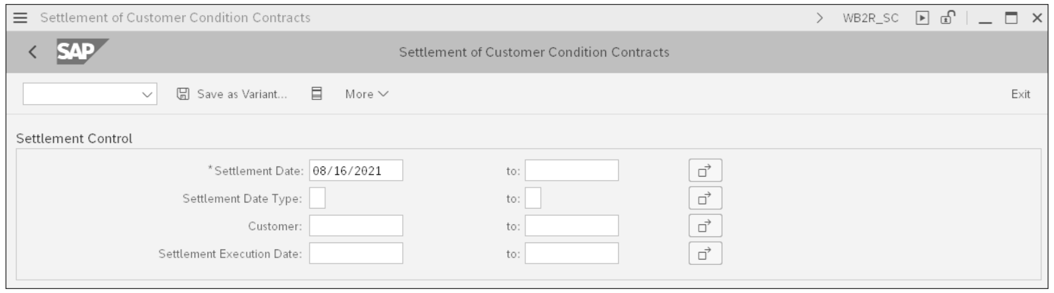
If the concern is related to consistency of the calculations, you can run the settlement manually, in simulation mode, to test the background job and take any corrective action necessary.

When you start using rebates in SAP S/4HANA, settlement is particularly important. Understanding condition contract data and its impacts is important for anyone managing rebates even if only a few employees are involved in the implementation effort.

In the following sections, we’ll cover the Transaction WB2R_SC selection screens and the execution log you’ll see after each processing.

Settlement Control

As shown in Figure 5.52, on the settlement selection screen, in the **Settlement Control** section, you’ll control which settlement dates of the condition contract should be processed in this execution of the settlement run.


Settlement of Customer Condition Contracts
WB2R_SC
SAP
Settlement of Customer Condition Contracts
Save as Variant...
More
Exit

Settlement Control

*Settlement Date: 08/16/2021 to:

Settlement Date Type: to:

Customer: to:

Settlement Execution Date: to:

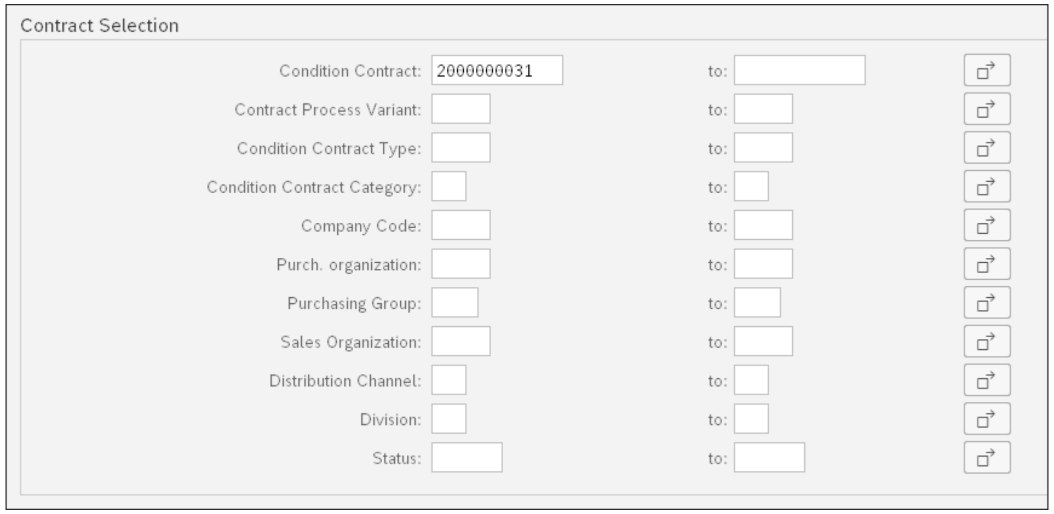
Figure 5.52 Transaction WB2R_SC Selection Screen (1 of 5): Settlement Control

The fields in the **Settlement Control** area are as follows:

- The **Settlement Date** mandatory field filters the dates in the settlement calendar of the condition contracts selected for processing.
- The **Settlement Date Type** field allows you to process only certain types of dates in the settlement calendar of the selected condition contracts. This field is used when you want to schedule accrual-only jobs, settlement-only jobs, and so on.
- The **Customer** field allows you to restrict, by customer, which condition contracts to process.
- The **Settlement Execution Date** field allows you to filter settlement calendar dates based on the execution dates. Note that the execution date is optional in the settlement calendar entries. If you filter data using this field, and the corresponding field isn’t populated in the settlement calendar, that field won’t be selected for processing.

Contract Selection

The next part of the **Settlement of Customer Condition Contracts** screen, **Contract Selection**, is shown in Figure 5.53. In this section, you can filter condition contracts that should be processed. By restricting the number of contracts, you can increase performance.



Contract Selection

Condition Contract:	2000000031	to:	
Contract Process Variant:		to:	
Condition Contract Type:		to:	
Condition Contract Category:		to:	
Company Code:		to:	
Purch. organization:		to:	
Purchasing Group:		to:	
Sales Organization:		to:	
Distribution Channel:		to:	
Division:		to:	
Status:		to:	

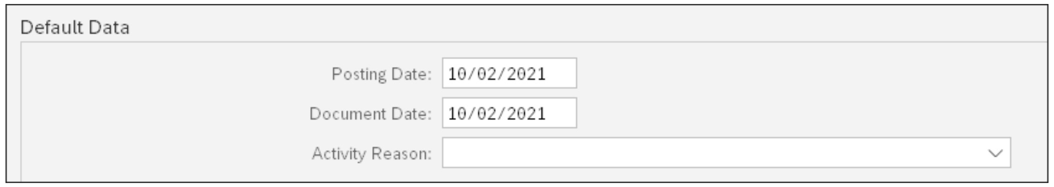
Figure 5.53 Transaction WB2R_SC Selection Screen (2 of 5): Contract Selection

The important fields in this section include the following:

- The **Condition Contract** field allows you to restrict settlement processing, by condition contract number, to limit the condition contracts to process. This field is often used when running settlement in the foreground, as in Figure 5.53.
- The **Contract Process Variant** field allows you to restrict, by condition contract process variant, the condition contracts to process.
- The **Condition Contract Type** field allows you to restrict, by condition contract type, the condition contracts to process. For instance, you can indicate that only sales rebates, type 0S01, should be settled.
- The **Condition Contract Category** field allows you to restrict, by condition contract category, the condition contracts to process. For instance, you can indicate that the settlement should only involve sales customer contracts.
- The **Company Code** field allows you to restrict, by company code, the condition contracts to process. This field is important for access control in environments with multiple company codes. Users often are only authorized to process documents belonging to the company code for which they work.
- The **Purch. organization** field allows you to restrict, by purchasing organization, the condition contracts to process. This field is used for vendor rebates, not sales.
- The **Purchasing Group** field allows you to restrict, by purchasing group, the condition contracts to process. This field is used for vendor rebates, not sales.
- The **Sales Organization**, **Distribution Channel**, and **Division** (the sales area) fields allow you to restrict, by sales area, the condition contracts to process. These fields are important for access control in more complex environments. Users often are only authorized to process documents belonging to the sales areas under which they work.
- The **Status** field allows you to restrict, by specific status codes, the condition contracts to process. This field ensures that only documents of a specific status are processed. This field requires the use of a status profile in contract type configuration.

Default Data

The **Default Data** section, shown in Figure 5.54, allows you to modify the default data used by this process to create the settlement documents.



Default Data

Posting Date: 10/02/2021

Document Date: 10/02/2021

Activity Reason:

Figure 5.54 Transaction WB2R_SC Selection Screen (3 of 5): Default Data

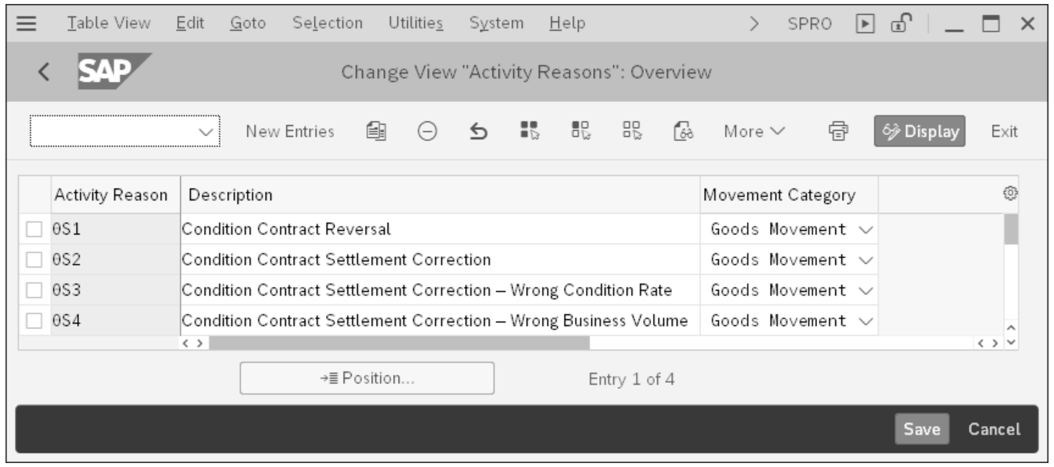
The fields in this section are as follows:

- The **Posting Date** field is the date you want to use in the settlement document created by this execution, which is used by accounting to identify which period the document belongs to. Note, however, that you can't use a posting date from closed accounting periods. You can only backdate a posting into a period that hasn't been closed yet. This is useful when scheduling a job to process previous day settlement calendar dates and backdating the settlement to match.
- The **Document Date** field is the billing document date you want to use in the document created by this execution; this date is also used in sales reports.
- The **Activity Reason** field may be used to qualify special circumstances in which you're adjusting customer rebates. The steps for configuring activity reason codes are described next.

Defining Activity Reasons

To configure activity reasons, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Basic Settings • Define Activity Reasons**.

As shown in Figure 5.55, when creating new entries, click the **New Entries** button or press F5, choose a three-character activity reason code (**Activity Reason**), add a description (**Description**), and indicate a movement category (**Movement Category**), which indicates whether this settlement run is related to goods movement or value posting.



Change View "Activity Reasons": Overview

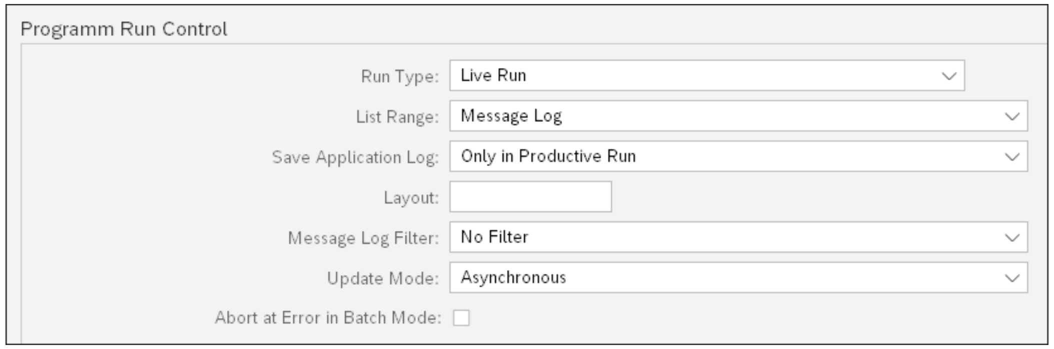
Activity Reason	Description	Movement Category
0S1	Condition Contract Reversal	Goods Movement
0S2	Condition Contract Settlement Correction	Goods Movement
0S3	Condition Contract Settlement Correction – Wrong Condition Rate	Goods Movement
0S4	Condition Contract Settlement Correction – Wrong Business Volume	Goods Movement

Entry 1 of 4

Figure 5.55 Defining Activity Reasons

Program Run Control

The **Programm Run Control** section, shown in Figure 5.56, controls the actions executed during the settlement run and the desired quantity/quality of traceability messages the system should generate.


Programm Run Control

Run Type: Live Run
List Range: Message Log
Save Application Log: Only in Productive Run
Layout:
Message Log Filter: No Filter
Update Mode: Asynchronous
Abort at Error in Batch Mode: ☐

Figure 5.56 Transaction WB2R_SC Selection Screen (4 of 5): Program Run Control

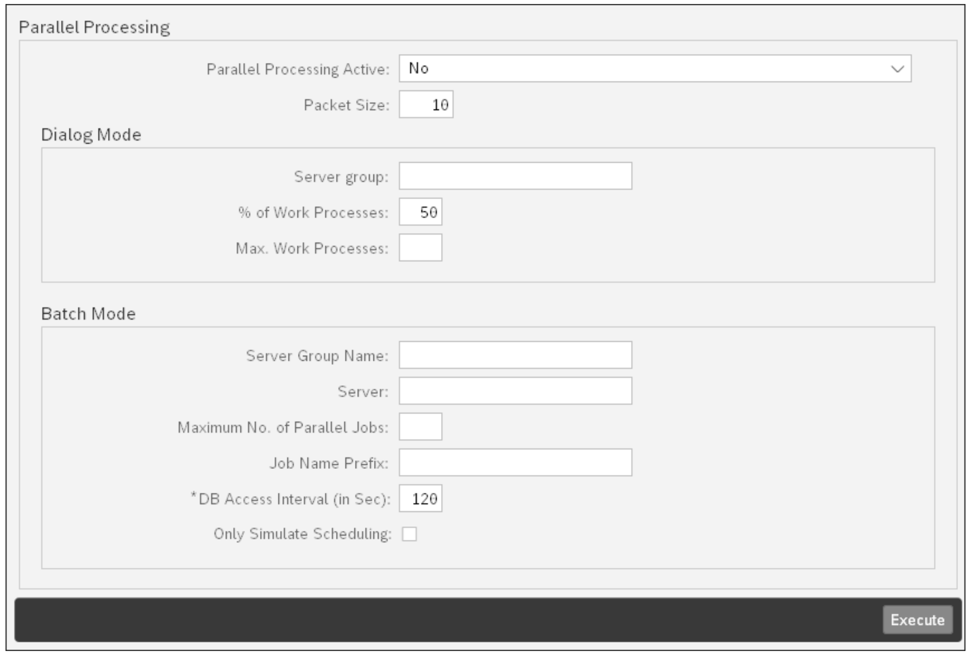
The fields and checkboxes in this section are as follows:

- The **Run Type** field indicates whether only active (released) contracts should be included on the run or whether inactive contracts should be simulated as well.
- The **List Range** field indicates what should be displayed after the settlement run has concluded.
- The **Save Application Log** field indicates whether the resulting report/log should be saved for future consultation. If you're running several simulations, you may not want to include the resulting logs, which consume system resources and make it harder to find the actual execution logs.

- The **Layout** field is the customized report layout saved using the ABAP List Viewer (ALV) list display, which allows you to manipulate, save, and duplicate layouts of your preference.
- The **Message Log Filter** field allows you to remove some messages that you may consider unnecessary, thus making the log easier to read.
- The **Update Mode** field allows you to make the settlement process run more quickly and start several work processes (potentially running in parallel) to create the resulting billing document asynchronously. If you don't expect many documents, you can run the settlement job synchronously, and after the job finishes running, all documents will already be created, and any messages issued will be included in the log.
- The **Abort at Error in Batch Mode** flag indicates that a serious error message will abort the execution of a given condition contract; processing will stop on other condition contracts as well. This option avoids having the same error message issued several times for different documents.

Parallel Processing

The **Parallel Processing** section, shown in Figure 5.57, contains technical settings that allow you to create settlement documents in parallel, thus optimizing system resources (e.g., CPU and memory). This option is important for the high volume of contracts and limited system resources during the background job execution time. By defining these parameters carefully, you may even be able to run the background job during business hours, if need be, with controlled impact to overall system performance.


Parallel Processing

Parallel Processing Active: No
Packet Size: 10

Dialog Mode

Server group:
% of Work Processes: 50
Max. Work Processes:

Batch Mode

Server Group Name:
Server:
Maximum No. of Parallel Jobs:
Job Name Prefix:
*DB Access Interval (in Sec): 120
Only Simulate Scheduling: ☐

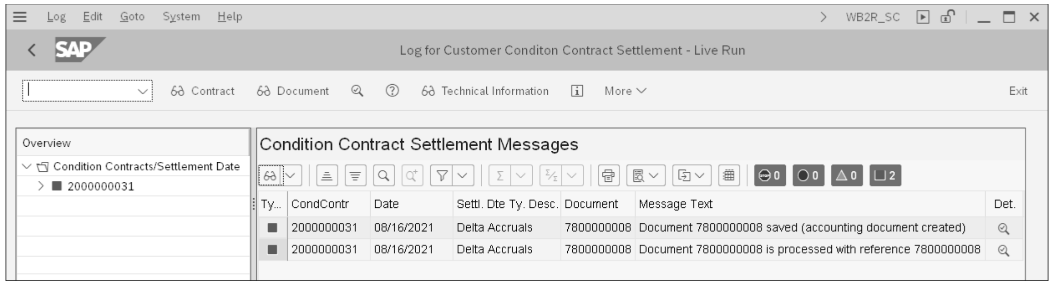
Figure 5.57 Transaction WB2R_SC Selection Screen (5 of 5): Parallel Processing

The important fields and checkboxes in this area include the following:

- The **Parallel Processing Active** field allows you to request the execution of asynchronous work processes to take place in parallel. This option optimizes processing time but can put a toll on hardware resources. The next setting ensures that your hardware can handle the load generated by this execution.
- The **Packet Size** field is the number of condition contracts processed on each parallel process. A large number reduces the benefit of parallel processing; a small number consumes more hardware resources.
- The **Server group** field identifies a group of application servers to handle the load of creating billing documents when running the settlement in the foreground.
- The **% of Work Processes** field indicates the percentage of available work processes that should be dedicated to parallel processing.
- The **Max. Work Processes** field identifies the maximum total number of parallel work processes that can be run at any time.
- The **Server Group Name** field identifies a group of application servers to handle the load of creating billing documents when running the settlement in the background (as batch jobs).
- The **Server** field identifies a specific server name where the background job should be scheduled and should run.
- The **Minimum No. Of Parallel Jobs** field allows you to indicate that you want to run multiple parallel jobs.
- The **Job Name Prefix** field identifies the first character of the job name created by the settlement, thus making it easier to find these jobs in the background job log.
- The **DB Access Interval (in Sec)** field must be defined to ensure you don't exhaust the database server with constant access from multiple parallel jobs.
- The **Only Simulate Scheduling** flag indicates that you don't want to run parallel jobs, just simulate their creation to assess how many jobs will be required and other aspects.

Execution Log

Figure 5.58 shows a sample execution log, which is what you'll see after executing the settlement run. The goal of this log is to report all actions taken during execution. If any settlement documents were created, you'll see the document numbers in this log. If certain dates in the condition contract settlement calendar were ignored, you'll see the reason documented as well (but not for dates excluded via selection criteria).



Log for Customer Conditon Contract Settlement - Live Run

Condition Contract Settlement Messages

Ty...	CondContr	Date	Settl. Dte Ty. Desc.	Document	Message Text	Det.
■	2000000031	08/16/2021	Delta Accruals	7800000008	Document 7800000008 saved (accounting document created)	🔍
■	2000000031	08/16/2021	Delta Accruals	7800000008	Document 7800000008 is processed with reference 7800000008	🔍

Figure 5.58 Execution Log for Condition Contract Settlement

5.2.3 Configuring Condition Contract Settlement

When settling condition contracts, there are key configuration elements that will map information to be used for calculating the settlement amount and other aspects for the resulting settlement document.

We'll first cover the settlement settings for condition contract types and the settlement process types. Related configuration will be included as well.

Settlement Settings for Condition Contract Types

The condition contract type configuration covered in the "Header Data" section is focused mostly on capturing the required information from the user. To settle contracts, there are several other settings that need to be in place, which we'll discuss in the next sections.

Configuring Settlement Settings for Condition Contract Types

To configure settings for condition contract types for settlement, follow the menu path **SAP Customizing Implementation Guide • Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Settlement • Specify Settlement Settings for Condition Contract Types**. Figure 5.59 shows what you'll see following the menu path and screen commands as specified. Here you can review the out-of-the box configuration for condition contract type **0S01**.

Find and select the desired condition contract type, and then double-click **Settlement Settings** under the **Dialog Structure** menu on the left side of the screen (see Figure 5.59 ❶). Here you assign the **Settlement Date Types** to the **Settlement Types**. You can also define parameters for reversal.

In Figure 5.59, you can also review detailed settlement settings by selecting the desired condition contract type and clicking the **Details** button 🔍 ❷. Let's walk through the configuration that you'll find on this screen.

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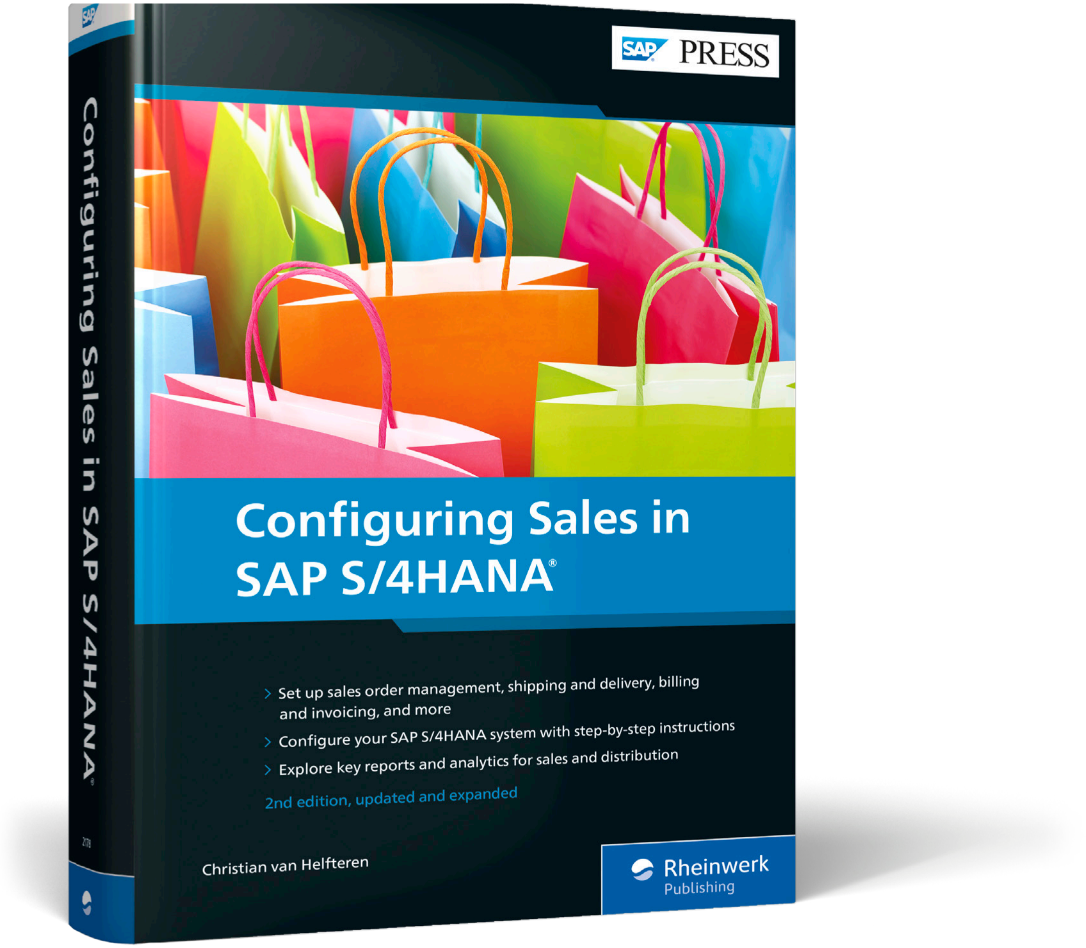
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