

Reading Sample

With this sample chapter, dig into configuring condition contracts in SAP S/4HANA for customer rebates with click-by-click instructions. First configure pricing, and then the corresponding condition contract maintenance items for rebates! Get expert tips and tricks along the way.



“Configuring Condition Contracts for Customer Rebates”



Contents



Index



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Chapter 2

Configuring Condition Contracts for Customer Rebates

We begin our discussion of configuring condition contracts in SAP S/4HANA with a focus on customer rebates.

Using a customer rebate is a common scenario in cases where customers become eligible for a rebate as per the sales agreement. This amount can also be accrued over a period of time, and then finally can be settled. Organizations use this scenario as they collaborate with different stakeholders and provide rebates that eventually help to boost sales. SAP has provided standard condition contract types and condition types for these rebates, accruals, and settlements. In the course of the book, we'll leverage the standard configurations with modifications as required for these scenarios.

This chapter covers standard settlement management configuration and document types for customer rebate scenarios. As we'll detail throughout the chapter, the standard settings can be customized at various nodes for different sales rebate business scenarios. In the next chapter, we'll walk through the step-by-step process flows for sales rebate scenarios, taking the perspective of business users. The configurations done by the consulting or implementation team in this chapter will be the backbone for the sales rebate scenarios that are explained in the next chapter.

The configurations for condition contract management can be broadly divided into the following areas:

- Configuration for pricing, including condition contract conditions, covered in Section 2.1
- Configuration for condition contract maintenance, covered in Section 2.2
- Configuration for condition contract settlement, covered in Section 2.3

Let's begin with the pricing settings.

2.1 Configure Pricing with Condition Contract Conditions

In this section, we'll describe the base configurations for pricing that are used for condition contract creation, accrual posting, rebate calculation, reversal, and settlement. Our focus will mostly be on the condition types and settings that will be maintained in the condition contracts and settlement process.

2.1.1 Define Pricing Condition Tables

During pricing for condition contracts, the rebates, accruals, and settlement amount will be determined through the pricing procedures maintained for settlement management. These procedures will contain the *condition types*, following the standard condition technique used in SAP to fetch data records. The condition types will have respective access sequences assigned to these accesses and will contain the different condition tables sequenced in a specific order. These pricing condition tables consist of different key fields and represent the condition records.

To define pricing condition tables, use the following menu path: **Logistics – General • Settlement Management • Basic Settings • Pricing • Sales (SD) • Define Condition Tables • Create Condition Tables.**

In the condition contract functionality, condition records are maintained in condition contracts. Therefore, the condition record that is being created for a condition table contains **Condition Contract** (with the technical name `COCO_NUM`) as one of the key or access fields.

Based on the business requirements, you can create new tables and add fields from field catalogs as required. To do this, double-click on the required fields (e.g., **Customer Group, Dest. Country/Region**) in the **Field Catalog** on the right side of Figure 2.1, and move them under the **Selected Fields** on the left. Click on the **Technical View** button at the top, and review the fields, as shown in Figure 2.2. If the newly added field is required at the item level, mark its checkbox in the **Item Field** column. Then click on the red and white generate icon on the top left. This will generate the fields and create the table accordingly. In the example, custom table 904 is created. Some of the standard tables provided by SAP are also listed in Table 2.1.

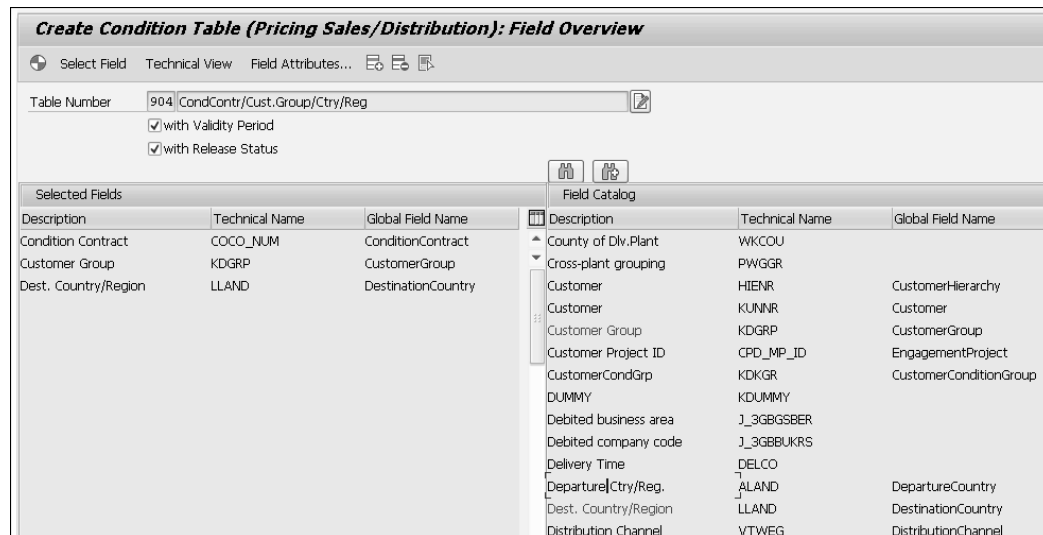


Figure 2.1 Create Condition Table

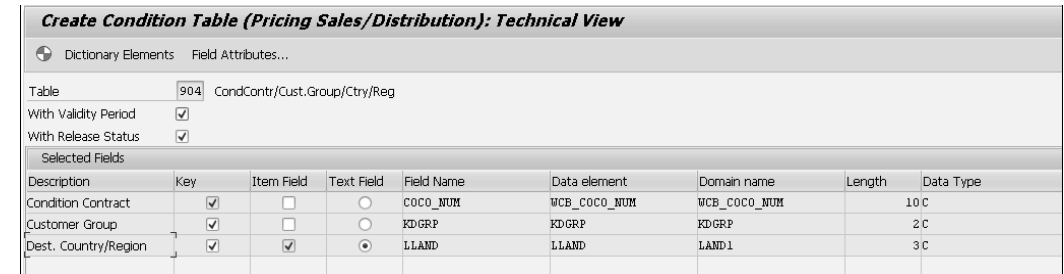


Figure 2.2 Condition Table Technical View

Condition Table	Key Fields Description	Technical Name
Table 4AB	Condition Contract	COCO_NUM
Table 163	Condition Contract and Material	COCO_NUM and MATNR
Table 4A0	Condition Contract and Customer	COCO_NUM and KUNNR

Table 2.1 Standard Pricing Condition Tables and Keys

2.1.2 Maintain Pricing Access Sequences

Once created, pricing condition tables are maintained in a sequence and get assigned to the respective condition types. During pricing calculation, the condition records will be searched according to the sequence maintained in the respective *access sequence*.

To define pricing access sequence, use the following menu path: **Logistics – General • Settlement Management • Basic Settings • Pricing • Sales (SD) • Define Access Sequences • Change Access Sequences.**

To create a new access sequence, you can create new entries or copy an existing access sequence from the list of SAP standard access sequences, as shown in Figure 2.3.

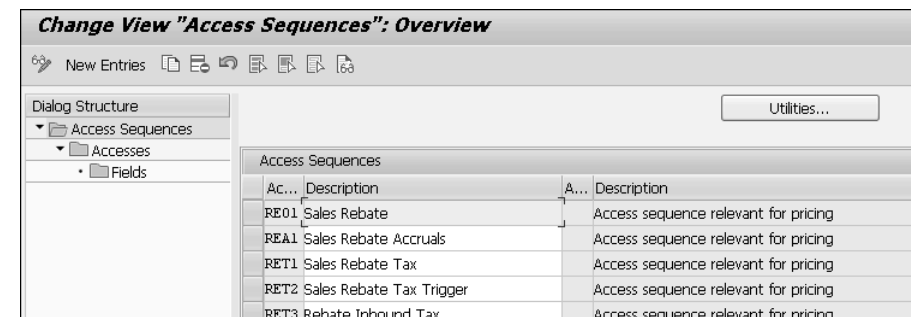


Figure 2.3 Access Sequences

Select an access sequence, and create or copy the access sequence to create a new access sequence. In the example in Figure 2.4, access ZRE1 is created. Then double-click on the

Accesses folder in the left menu tree, and click on **New Entries** to add the new table 904 to access ZRE1. Then double-click on **Fields** in the left menu tree to assign the fields automatically, as shown in Figure 2.5.

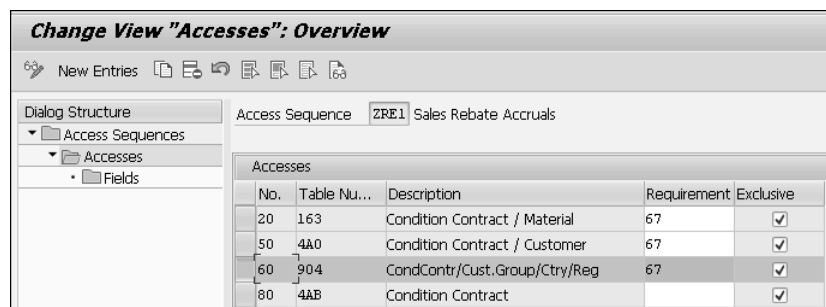


Figure 2.4 Adding a Table to Access



Figure 2.5 Assigning Fields to a Table

Table 2.2 lists some of the standard tables and requirements that are assigned to the access sequences. Standard access sequences RE01 and REA1 have the same tables assigned.

Access Sequence	Tables	Comments
RE01 Sales Rebate	Tables 163, 4A0, and 4AB	Requirement 75 assigned
REA1 Sales Rebate Accruals	Tables 163, 4A0, and 4AB	Requirement 67 assigned to table 163 and table 4A0

Table 2.2 Access Sequence and Tables Assigned

Note that access sequence RE01 has requirement 75 assigned to it, which checks whether the condition table is relevant for settlement. Meanwhile, access sequence REA1 has requirement 67 assigned. By using this requirement along with the **Exclusive** flag, the access search continues for all the relevant contracts and filters them out for

further access—instead of stopping after a successful hit within a condition type. Therefore, with this requirement, the **Exclusive** flag shown in Figure 2.4 works on both the condition type and contract levels.

2.1.3 Define Pricing Condition Types

Now that the access sequence and respective condition tables are in place, pricing condition types must be configured and the respective access sequences must be assigned to the condition types. Recall that condition types will be used in the settlement pricing procedure to calculate accruals, rebates, and settlement amounts. Few condition types are functional without an access sequence and these condition types will be used in pricing procedures to calculate the values through the program. Therefore, searching condition records through an access isn't required, and these condition types are functional without an access sequence.

To define pricing condition types, use the following menu path: **Logistics – General • Settlement Management • Basic Settings • Pricing • Sales (SD) • Define Condition Types • Set Pricing Condition Types**.

To create a new condition type, you should create a new entry or copy an existing condition type with similar parameters, as shown in Figure 2.6. The new condition types can then be included in condition contracts or settlement pricing procedures, as appropriate. You can see that condition type ZRE1 is created in the system later in this section in Figure 2.7 and Figure 2.8.

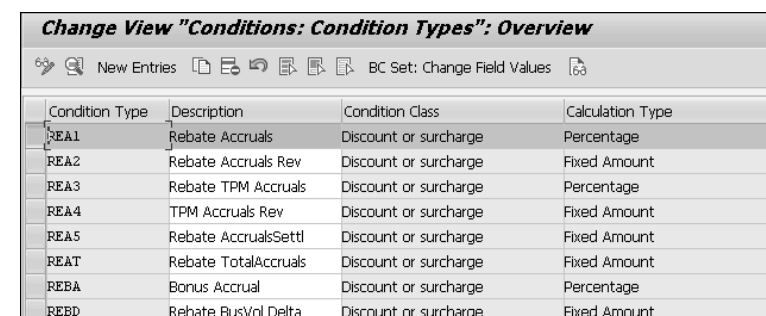


Figure 2.6 Create New Entries or Copy Condition Types

The following condition types are provided by SAP and are used in sales rebate scenarios:

- REA1 (Rebate Accruals)**
 For accruals in sales documents, you need to maintain condition type REA1 in the sales pricing procedure. This condition type is also maintained as data records in the condition contract with the respective percentage. Because this is an accrual condition type, the **Accrual** indicator is set in the configuration (in the **Control Data 2** section of the condition type screen).

- **RES1 (Rebate)**

This condition type is maintained as data records in the condition contract with the respective percentage and used to calculate the rebates during the settlement run.

- **REBV (Rebate Business Vol)**

This condition type is maintained in the settlement pricing procedure and is used by the settlement program to calculate the business volume as specified by the field combinations in the condition contracts.

- **RES2 (Rebate Part Settl Rev)**

This condition type is maintained in the settlement pricing procedure and is used to store the amounts of previous partial settlements.

- **REA5 (Rebate Accruals Settl)**

This condition type is maintained in the settlement pricing procedure and is used to update the accruals index during the settlement run.

- **RED1 (Rebate Accruals)**

This condition type is maintained in the settlement pricing procedure and is used to determine the accrual amount for delta accruals. It uses condition type REA1 as a reference, and is useful for calculating the net amount for accrual updates.

- **RED2 (Rebate Accr Total)**

This condition type is maintained in the settlement pricing procedure and is used to determine the total amount of already reversed accruals.

- **RETX (Rebate Tax)**

This condition type is maintained in the settlement pricing procedure and is used when the rebate is considered as a service.

- **RETT (Rebate Tax Trigger)**

This condition type is maintained in the settlement pricing procedure and is used for goods-related taxation.

- **RENT (Rebate Net Amount)**

This condition type is maintained in the settlement pricing procedure and is used for business volume in manually created settlement documents.

- **ASO1 (Tax Trigger)**

This condition type is maintained in the settlement pricing procedure and is used as a tax trigger in manually created settlement documents.

- **MWAS (Output Tax)**

This condition type is maintained in the settlement pricing procedure and is used to receive the value determined from condition types RETT or ASO1.

- **REU1 (Rebate Unlikelihood)**

This condition type is maintained in the condition contract with a value of 100%. This means if the business volume target isn't reached, then existing accruals will be reversed and no accruals will be created.

- **REAT (Rebate Total Accruals)**

This condition type is maintained in the settlement pricing procedure and is used for posted accruals in manually created settlement documents.

The following reversal condition types are used in rebate scenarios and will be used to calculate the reversal amount as applicable:

- **REJ1 (Rebate Adjustment)**

This condition type is maintained in the condition contract and settlement pricing procedure. It's used if correction is required for the rebate amount.

- **REBD (Rebate Bus Vol Delta)**

This condition type is maintained in the condition contract and settlement pricing procedure. It's used if correction is required for the business volume.

- **REA2 (Rebate Accruals Rev)**

This condition type is maintained in the settlement pricing procedure and is used to reverse accruals during settlement runs.

We'll discuss the use of condition types in pricing procedures in Section 2.1.8 where the condition types are used in the pricing procedures for different scenarios.

As businesses carry out daily transactions and build business volume by creating billing documents, sales rebate accruals may need to be calculated and posted till settlement is carried out. Condition types for rebate accruals can be used in such scenarios. As an example, condition type ZRE1 is shown in Figure 2.7 and Figure 2.8, which is a customized version of a rebate accrual condition type. Other condition types and their relevant parameters are listed in Table 2.3.

Recall that values for some of the condition types will be predetermined, so you don't have to manually assign access to them. For example, business volume for condition type REBV will be calculated by the program during the settlement run, and the corresponding values will be determined automatically.

Condition types REA1, REA5, and REA2 are marked as accruals in the **Control Data 2** section of the configuration screen. This ensures the values are posted to the corresponding accrual account during pricing and account determination.

Condition types RETX, RETT, and RED1 have reference condition types maintained, meaning that they will be able to refer to and use the condition records for the reference condition type. For example, condition type RETX will refer the condition record maintained for condition type MWST.

The screenshot shows the SAP configuration for condition type 'ZRE1 Rebate Accruals-1'. The 'Access Sequence' is 'REA1 Sales Rebate Accruals'. Under 'Control Data 1', the 'Condition Class' is 'Discount or surcharge', 'Calculation Type' is 'Percentage', and 'Plus/Minus' is set to 'Negative'. The 'Dat.Rec.Source' is 'Condition Technique (SAP S/4HANA)'. The 'Changes which can be made' section shows 'Manual Entries' as 'Not possible to process manually' and other options like 'Header Condition', 'Item Condition', and 'Delete' are unchecked.

Figure 2.7 Condition Types (Part 1)

The screenshot shows the 'Master Data' and 'Scales' sections of the SAP configuration. 'Proposed Valid From' is 'Today's date' and 'Proposed Valid To' is '31.12.9999'. 'Pricing Procedure' is empty, and 'Delete from DB' is 'Do not delete (set the deletion flag ...)'. 'Ref. Condition Type' and 'Ref. Application' are empty. 'Obsolete' is 'Maint. of cond. recs allowed'. Under 'Scales', 'Scale Base Type' is empty, 'Check Scale' is 'None', and 'Scale Type' is 'can be maintained in condition record'. 'Control Data 2' shows 'Currency Conversion' and 'Exclusion' are unchecked, 'Accruals' is checked, and 'Pricing Date' is 'Billing date (KOMK-FKDAT)'. 'Text Determination' shows 'TextDermProcedure' and 'Text ID' are empty.

Figure 2.8 Condition Types (Part 2)

Condition Type	Description	Access Sequence	Condition Class	Accruals	Reference Condition Type
REA1	Rebate Accruals	REA1	Discount or surcharge	Accrual	
RES1	Rebate	RE01	Discount or surcharge		
REBV	Rebate Business Vol.		Discount or surcharge		
RES2	Rebate Part Sett'l Rev		Discount or surcharge		
REA5	Rebate Accruals Sett'l		Discount or surcharge	Accrual	
RED1	Rebate Accruals	RE01	Discount or surcharge		REA1
RED2	Rebate Accr Total		Discount or surcharge		
RETX	Rebate Tax	RET1	Taxes		MWST
RETT	Rebate Tax Trigger	RET1	Tax classification		MWST
RENT	Rebate Net Amount		Prices		
AS01	Tax Trigger		Tax classification		
MWAS	Output Tax		Taxes		
REU1	Rebate Unlikelihood	RE01	Discount or surcharge		
REAT	Rebate Total Accruals		Discount or surcharge		
REJ1	Rebate Adjustment	RE01	Discount or surcharge		
REBD	Rebate Bus Vol Delta	RE01	Discount or surcharge		
REA2	Rebate Accruals Rev		Discount or surcharge	Accrual	

Table 2.3 Condition Types and Corresponding Parameters

2.1.4 Specify Condition Contract Relevance for Condition Types

In the previous section, you defined the condition types. Now you need to specify them as relevant for condition contract functionality. To define condition contract relevance for condition types, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Conditions • Sales • Specify CC-Relevance and Copy Control for Condition Types.**

Let’s look at two important fields in this node:

■ **Relevant for CC Determination**

By checking this field, the condition types become relevant for determination of condition contracts during pricing of a document associated with the condition contracts. For example, when an invoice is created with the condition type, the system will trigger the determination for relevant condition contracts to calculate the condition value.

■ **Usage**

This parameter controls the usage of the condition type in condition contract management. Based on this parameter, the code will perform certain checks and restrict certain functions. SAP has provided the usage options listed in Table 2.4.

Usage	Description
1	Settlement Condition
2	Accruals
3	Other Contract Condition
4	Unlikelihood
5	Settlement Condition with Accruals
6	Accrual from Settlement Condition
7	Settlement Condition Adjustment
8	Other Contract Condition (Adjustments)
9	Accruals for Chargeback
A	Business Volume
B	Offset Preceding Settlements
C	Accrual Reversal
D	Accrual from Settlement
E	Net Amount in Manual Settlement
O	Other Settlement Document Condition

Table 2.4 Usage Options

For standard condition types, this is shown in Figure 2.9. For the condition type ZRE1 that you created in previous steps, both the fields are updated, as shown in Figure 2.10.

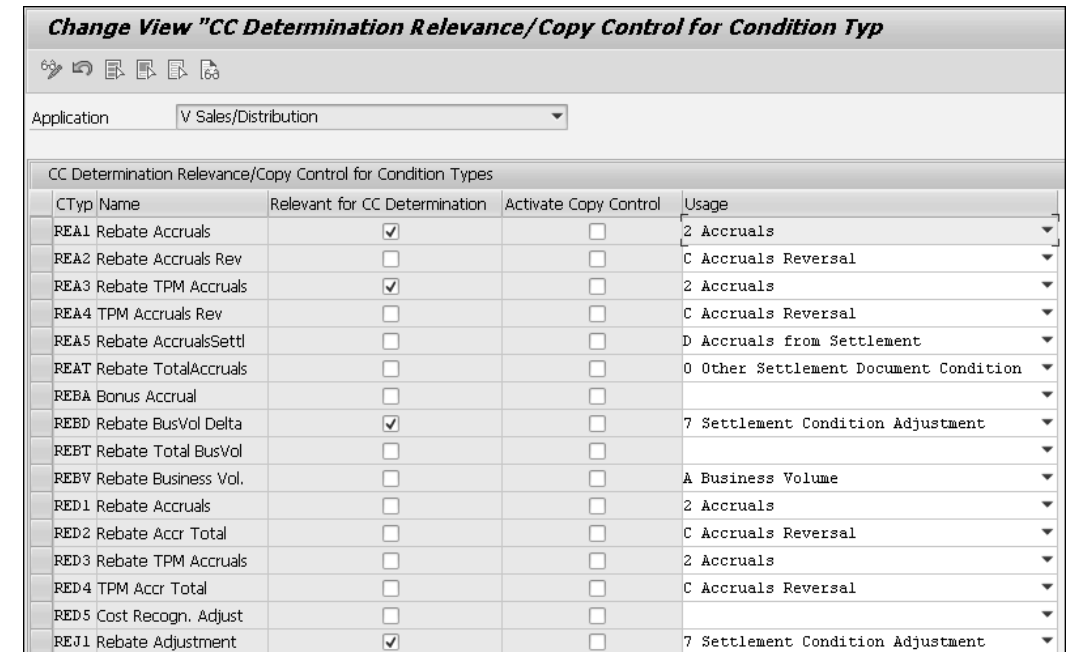


Figure 2.9 Specify Condition Contract Relevance for Condition Types

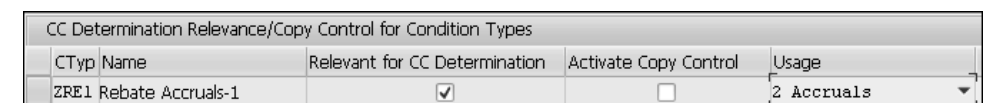


Figure 2.10 Specify Condition Contract Relevance for Condition Type ZRE1

2.1.5 Define Condition Type Groups

In the previous sections, you defined the condition types. Now you need to group them for rebate processing and assign the groups to the respective condition contract type. To define condition type groups, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Conditions • Sales • Define Condition Type Groups.**

In the condition type groups, condition types and associated tables are grouped together for rebate processing. In this section, you’ll create a condition type group, and in the following section, we’ll explain how to assign the condition types to the condition type groups. To create a new condition type group, you need to create a new entry or copy an existing condition type with similar parameters. As an example, condition type group ZS01 is created in the system and shown in Figure 2.11. Then the condition

type grouping must be assigned to the condition contract type to be effective. For example, condition type group ZS01 is assigned to the condition contract type OS01 Sales Rebate in Figure 2.12. The node for configuring condition contract types is covered in Section 2.2.8.

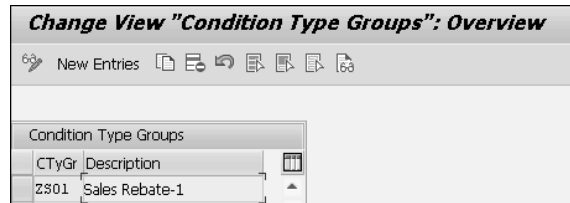


Figure 2.11 Create a New Condition Type Group

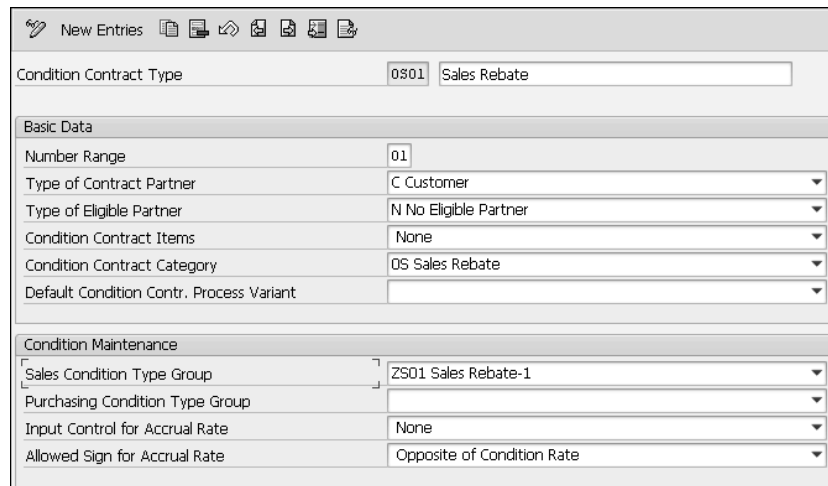


Figure 2.12 Assign a Condition Type Group in the Condition Contract Type Field

SAP has provided grouping OS01 Sales Rebate and grouping OS02 Sales Rebate MultCust, as shown in Figure 2.13.

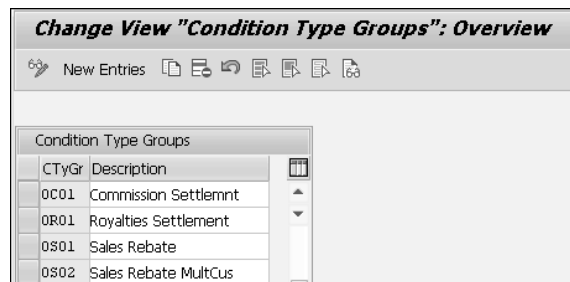


Figure 2.13 Other Condition Type Groups

Group OS01 is assigned to condition contract type for one customer (OS01 Sales Rebate), and group OS02 is assigned to condition contract type for multiple customers (OS02 Sales Rebate Multiple Customers). As shown in Figure 2.14, condition type groups are listed, and condition types will be assigned in the next section by clicking on the **Condition Types for Group** folder.

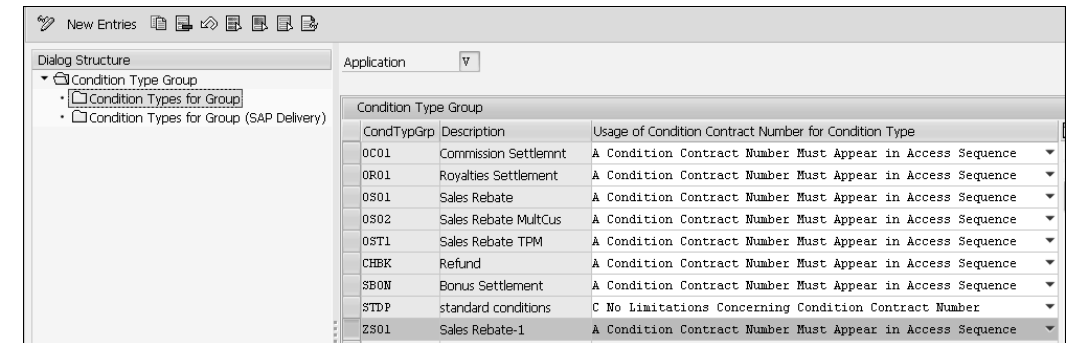


Figure 2.14 Condition Type Group

2.1.6 Assign Condition Types to Condition Type Groups

To assign condition types to the condition type groups you just created, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Conditions • Sales • Assign Condition Types to Condition Type Groups.**

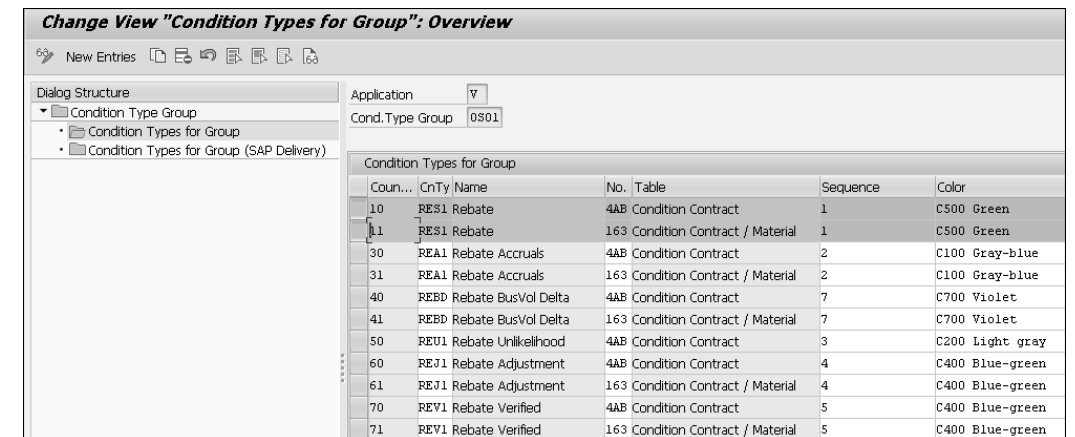


Figure 2.15 Condition Type Group OS01 and Assigned Condition Types

Note

During assignment of condition types to a group, SAP has provided the option of assigning multiple condition types to a group. If a single condition type is used, then

multiple tables can be grouped by repeating the same condition type. For example, as shown in Figure 2.15, a single condition type for rebate RES1 is assigned in group OS01 with tables 4AB (Condition Contract) and 163 (Condition Contract/Material). Similarly, in group OS02, additionally table 4A0 (Condition Contract/Customer) is assigned so that rebates can be maintained for multiple customers as well.

To use the new condition type group, select the relevant condition type group, and then double-click on **Condition Types for Group** in the **Dialog Structure** pane on the left; the condition types assigned to the group will be displayed. To assign new condition types and tables, click on **New Entries** to add the same. For example, condition type ZRE1 and its corresponding tables are assigned to condition type group ZS01, as shown in Figure 2.16.

For a condition group, if **Usage of Condition Contract Number for Condition Type** is marked as **A**, then the condition types for which the **Relevant for Condition Contract Determination in Pricing** indicator is set can be assigned.

Coun...	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	ZRE1	Rebate Accruals-1	4AB	Condition Contract	2	C100 Gray-blue
31	ZRE1	Rebate Accruals-1	163	Condition Contract / Material	2	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	REV1	Rebate Adjustment	4AB	Condition Contract	4	C400 Blue-green
61	REV1	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

Figure 2.16 Assign Condition Types to Condition Type Group

2.1.7 Define Account Keys

Now you need to review and create the account keys that are required for account determination during rebate and accrual posting. To define account keys for account determination, use the following menu path: **Logistics – General • Settlement Management • Basic Settings • Account Determination • Revenue Account Determination (SD) • Define and Assign Account Keys • Define Account Key**.

Account key OS1 (Rebate Sales) is defined and will be used in pricing procedures for determination of rebate and accrual condition types. If new keys need to be created to differentiate the account postings in finance, then click on **New Entries**, as shown in Figure 2.17, or copy existing keys and rename them accordingly. In addition, you must

assign the new account key with the corresponding condition type in pricing and configure the account determination accordingly.

ActKy	Name
OS1	Rebate Sales
OS2	Rebate Sales1

Figure 2.17 Define Account Key

2.1.8 Define Pricing Procedures

Now that the condition types, access sequence, and account keys have been defined, let's focus on the *pricing procedures* that will be used by the settlement program. To define pricing procedures for settlement management, use the following menu path: **Logistics – General • Settlement Management • Basic Settings • Pricing • Sales (SD) • Define Pricing Procedures**.

SAP has provided pricing procedures for several scenarios. These pricing procedures cover not only the basic sales rebate scenarios, delta, and manual rebates but also other variations related to whether tax for the rebate is considered as service or revenue reductions. SAP has provided the German pricing procedure as a template for reference. For specific countries, these pricing procedures can be copied and adapted to the specific scenarios. For example, new tax or accrual condition types can be added according to the country tax rules and business processes. In this section, we'll be discussing pricing procedures A10005 Rebates (Germany), A10006 Rebates Delta Accrual (Germany), A10007 Rebates (Goods Rel.) (Germany), and A10008 Rebates Manual (Germany), which are shown in Figure 2.18. To create new pricing procedures, select the relevant pricing procedure, and click on the **Copy As** button beside **New Entries**. This will copy the existing pricing procedure. Then update the relevant changes as required. In the example in Figure 2.19, pricing procedure ZA1007 Rebate (Goods Rel.)-XYZ is created.

Procedure	Description	Speci...	Pricing Type
A10005	Rebates (Germany)	<input type="checkbox"/>	
A10006	Rebates Delta Accrual(Germany)	<input type="checkbox"/>	
A10007	Rebates (Goods Rel.) (Germany)	<input type="checkbox"/>	
A10008	Rebates Manual (Germany)	<input type="checkbox"/>	

Figure 2.18 Define Pricing Procedures

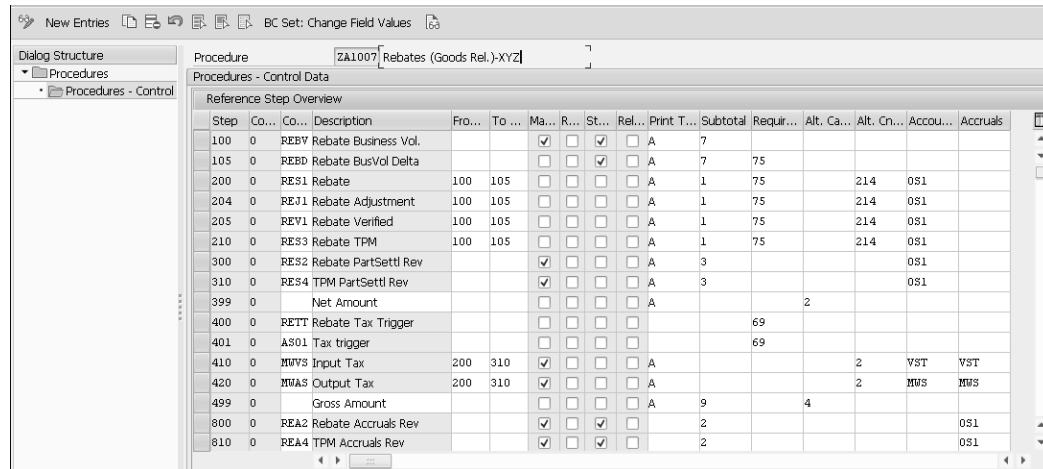


Figure 2.19 Create New Pricing Procedure

Pricing Procedure A10005 Rebates (Germany)

During a partial or final settlement run, you can use pricing procedure A10005 Rebates (Germany) to calculate rebates, as shown in Figure 2.20. Let's walk through the important condition types for this pricing procedure and consider their relevance in settlement management.

- **REBV (Rebate Business Vol.)**
 When the settlement program is run, the program calculates the business volume through this condition type. Based on the business volume, the rebates will be calculated in the next steps. Other standard settings (e.g., **Manual** indicator, **Statistical** indicator, and the **Subtotal** field) are shown in Figure 2.20.
- **REBD (Rebate BusVol Delta)**
 If a fixed amount of business volume is maintained in the condition contract for condition type REBD, then the settlement program determines the fixed amount and adjusts the business volume. The condition record is maintained in the **Condition Contract Conditions** section and relevant tables. As this amount is determined through the access sequence tables assigned with REBD, the **Manual** indicator isn't required. **Subtotal 7** (KOMP-BONBA) has been used to store the business volume amount.
- **RES1 (Rebate)**
 Because you have the business volume from REBV or REBD from previous steps, rebates are calculated based on the business volume and stored in **Subtotal 1 to 6** as suitable. As shown in Figure 2.20, **Subtotal 1** (KOMP-KZWII) has been used to store the rebate amount.

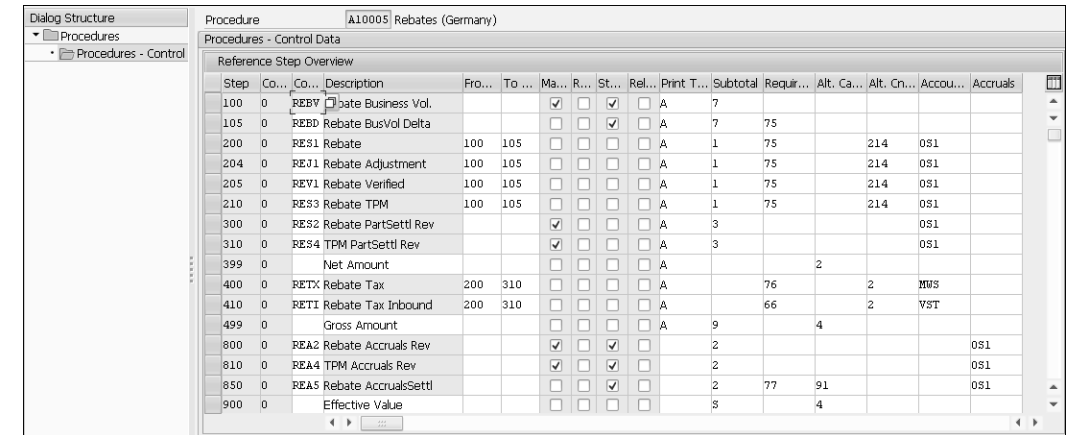


Figure 2.20 Pricing Procedure A10005 Rebates (Germany)

- **REJ1 (Rebate Adjustment)**
 If a fixed amount of rebate is maintained in the condition contract for REJ1, the settlement program determines the fixed amount and adjusts the rebate amount calculated through RES1 in the previous step.
- **REV1 (Rebate Verified)**
 This is also a fixed amount and is maintained in the condition contract. When the settlement program determines the fixed amount in REV1, the rebates calculated in previous steps are set to inactive. This deactivation happens through condition exclusion and will be explained further in later sections.
- **RES2 (Rebates PartSettl Rev)**
 The settlement program calculates all the partial settlements and uses condition type RES2 to store the amount in **Subtotal 1 to 6** as suitable. As shown in Figure 2.20, **Subtotal 3** (KOMP-KZWI3) is used to store the same.
- **Net Amount**
 With all the total rebates calculated based on condition types RES1, REJ1, and REV1, and with the previously settled rebates set through condition type RES2, the net of these is calculated in **Net Amount**. In addition, an **Alt. Calculation of Condition** amount is configured as **2** in the **Net Amount** line, as shown in Figure 2.20.
- **RETX (Rebate Tax)**
 Tax is calculated based on the net amount. Condition type RETX has a reference condition type MWST, and, therefore, it's determined accordingly using the corresponding access sequence.
- **Gross Amount**
 This is the sum of net amount and tax amount. As shown in Figure 2.20, **Subtotal 9** (KOMP-BRTWR) has been used to store the gross amount.

■ **REA2 (Rebate Accruals Rev)**

The settlement program calculates the amount of accrual reversal and stores the value in a subtotal. As shown in Figure 2.20, **Subtotal 2** (KOMP-KZW12) is used to store the same.

■ **REA5 (Rebate AccrualsSettl)**

Any excess amount that is calculated as the difference between REA2 Rev Accrual and net value, will be transferred to **Subtotal 2**. If you want to settle any amount of rebate manually, you can maintain REV1 in the condition contract. Then, during the settlement run, SAP S/4HANA will keep track of the excess accrual amount through REA5 and post accordingly.

Pricing Procedure A10006 Rebates Delta Accrual (Germany)

During the delta settlement run, you can use pricing procedure A10006 Rebates Delta Accrual (Germany) to calculate rebates, as shown in Figure 2.21. We already explained the settings and relevance of the important condition types, so let's focus specifically on relevant parameters for delta accrual and settlement.

Step	Co...	Co...	Description	Fro...	To ...	Ma...	R...	St...	Rel...	Print T...	Subtotal	Requir...	Alt. Ca...	Alt. Cr...	Accou...	Accruals
100	0	REB7	Rebate Business Vol.			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	A	7					
105	0	REB8	Rebate BusVol Delta			<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	A	7	75				
200	0	RES1	Rebate	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
201	0	RED1	Rebate Accruals	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
204	0	REJ1	Rebate Adjustment	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
205	0	REV1	Rebate Verified	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
208	0	RED5	Cost Recogn. Adjust	200	205	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	92		216	081	
210	0	RES3	Rebate TPM	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
211	0	RED3	Rebate TPM Accruals	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
300	0	RES2	Rebate PartSettl Rev			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	3				081	
310	0	RES4	TPM PartSettl Rev			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	3				081	
320	0	REU1	Rebate Unlikelihood	200	310	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
350	0	RED2	Rebate Accr Total			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	2				081	
360	0	RED4	TPM Accr Total			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	2				081	
399	0		Net Amount			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A			2			
499	0		Gross Amount			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	9		4			

Figure 2.21 Pricing Procedure A10006 Rebates Delta Accrual (Germany)

As explained in previous sections, condition type RES1 (Rebates) is maintained in the condition contract, and it calculates rebates based on the business volume from previous steps. In the next step, condition type RED1 (Rebate Accruals) is used to determine the accrual amount with accrual conditions maintained for REA1. RED1 uses REA1 as a reference condition type, so all the condition records maintained for REA1 will be applicable for RED1 as well. In addition, condition types RES1 and RED1 will be maintained in exclusion groups for pricing A10006, where the condition with a higher percentage will apply. So, if the rebate and accrual percentages are different, the higher of the two will be applicable and won't be calculated twice.

In scenarios where the business volume target isn't achieved, condition type REU1 (Rebate Unlikelihood) is used. In the condition contract condition record, if REU1 is maintained as 100%, and if the target business volume isn't reached by 100%, then the existing accruals will be reversed, and no accruals will be created.

Pricing Procedure A10007 Rebates (Goods Rel.) (Germany)

In this section, we'll explain pricing procedure A10007 Rebates (Goods Rel.) (Germany), which is shown in Figure 2.22. Again, having already explained the settings and relevance of the important condition types related to pricing procedure A10005, we'll now focus on how tax is determined and is different for pricing procedure A10007. For goods-related taxation, sales rebates are considered as normal revenue reduction, and the tax that is valid for the sales of the material is applied.

Step	Co...	Co...	Description	Fro...	To ...	Ma...	R...	St...	Rel...	Print T...	Subtotal	Requir...	Alt. Ca...	Alt. Cr...	Accou...	Accruals
100	0	REB7	Rebate Business Vol.			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	A	7					
105	0	REB8	Rebate BusVol Delta			<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	A	7	75				
200	0	RES1	Rebate	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
204	0	REJ1	Rebate Adjustment	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
205	0	REV1	Rebate Verified	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
210	0	RES3	Rebate TPM	100	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	1	75		214	081	
300	0	RES2	Rebate PartSettl Rev			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	3				081	
310	0	RES4	TPM PartSettl Rev			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	3				081	
399	0		Net Amount			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A			2			
400	0	RETT	Rebate Tax Trigger			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A		69				
401	0	AS01	Tax trigger			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A		69				
410	0	MWV3	Input Tax	200	310	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A				2	VST	VST
420	0	MWAS	Output Tax	200	310	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A				2	MWS	MWS
499	0		Gross Amount			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	A	9		4			
800	0	REA2	Rebate Accruals Rev			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	A	2					081
810	0	REA4	TPM Accruals Rev			<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	A	2					081

Figure 2.22 Pricing Procedure A10007 Rebates (Goods Rel.) (Germany)

During settlement run for goods-related taxation scenarios, the tax code may or may not be determined from the business volume data. If the tax code is determined from the business volume data, then condition type AS01 will be activated. If the tax code could not be determined from business volume data, then condition type RETT will be activated. This is controlled by requirement 69 CCS: Tax Trigger. To fetch the tax code, condition type RETT will use the reference condition type MWST and its corresponding records. Once the tax code is determined, the relevant tax percentage is retrieved from it using the finance tax calculation procedure and tax code, as shown in Figure 2.23. Then the percentage is passed on to condition type MWAS for calculating the relevant tax amount in such scenarios, as shown in Figure 2.24.

Note that condition type MWAS should be included in both the financial accounting (FI) tax calculation procedure and the settlement pricing procedure for successful determination of tax codes.

The screenshot shows the 'Finance Tax Calculation Procedure' dialog box. The 'Procedure' field is set to 'TAXD' and 'Sales Tax - Germany'. The 'Reference Step Overview' table is as follows:

Step	Co...	Co...	Description	Fro...	To ...	Ma...	R...	St...	Print T...	Subtotal	Requir...	Alt. Ca...	Alt. Cr...	Accou...	Accruals
100	0		BASB Base Amount												
110	0	MWAS	Output Tax	100										MWS	
120	0	MWVS	Input tax	100										VST	
130	0	MWRK	Travel Expenses (%)	100										VST	
140	0	MWVM	Non-deduct.Input Tax	100										NAV	
150	0	MWVZ	Non-deduct.Input Tax	100										MVY	
200	0	NLXA	Acquisition Tax Cred	100										ESA	
210	0	NLXY	Acquisition Tax Deb.	200										ESE	

Figure 2.23 Finance Tax Calculation Procedure

The screenshot shows the 'Maintain Tax Code: Tax Rates' dialog box. The 'Properties' tab is active, showing the following details:

- Country/Region Key: DE (Germany)
- Tax Code: A2 (7% domestic output tax)
- Procedure: TAXD
- Tax Type: A (Output tax)

The 'Percentage Rates' table is as follows:

Tax Type	Acct. Key	Tax Percent. Rate	Level	From Lvl	Cond. Type
Base Amount			100	0	BASE
Output Tax	MWS	7.000	110	100	MWAS
Input tax	VST		120	100	MWVS
Travel Expenses (%)	VST		130	100	MWRK
Non-deduct.Input Tax	NAV		140	100	MWVM
Non-deduct.Input Tax	MVY		150	100	MWVZ
Acquisition Tax Cred	ESA		200	100	NLXA
Acquisition Tax Deb.	ESE		210	200	NLXY

Figure 2.24 Output Tax Code

Pricing Procedure A10008 Rebates Manual (Germany)

Pricing procedure A10008 Rebates Manual (Germany) is shown in Figure 2.25. This pricing procedure can be used when a settlement document needs to be created for an external invoice sent by a customer. For external invoices, tax data is determined from the manual entries in settlement documents. Condition type RENT holds the net value that is entered in the settlement document item. Condition type ASO1 triggers the tax determination, and requirement 65 prevents condition records from being read. The tax percentage is then adopted by condition type MWAS Output Tax.

Now that you've defined the pricing procedures and included all the relevant condition types, you need to specify the rules so that the relevant condition types for the scenario is determined and the rest of the condition types are excluded. For this, you need to define the exclusion, which is covered in the next section.

The screenshot shows the 'Reference Step Overview' table for pricing procedure A10008 Rebates Manual (Germany). The table is as follows:

Step	Co...	Co...	Description	Fro...	To ...	Ma...	R...	St...	Rel...	Print T...	Subtotal	Requir...	Alt. Ca...	Alt. Cr...	Accou...	Accruals
100	0	RENT	Rebate Net Amount							A			251		OS1	
400	0	ASO1	Tax trigger								65					
410	0	MWVS	Input Tax	100					A				253		VST	VST
420	0	MWAS	Output Tax	100					A				253		MWS	MWS
450	0	RETX	Rebate Tax	100					A		76				MWS	
460	0	RETI	Rebate Tax Inbound	100					A		66		2		VST	
499	0		Gross Amount						A		9		4			
900	0		Effective Value								3		4			
901	0	REAT	Rebate TotalAccruals								6					
950	0	REAS	Rebate AccrualsSettl	100							2		91			OS1

Figure 2.25 Pricing Procedure A10008 Rebates Manual (Germany)

2.1.9 Define the Exclusion for Groups of Conditions

For pricing procedures, several condition types are used to determine the correct pricing. If several condition records are valid at the same time, then you can use *exclusion groups* to compare condition types and specify a rule to determine the appropriate one. In the following section, you'll review and create the exclusions for condition types.

To define exclusions for groups of conditions, use the following menu path: **Logistics – General • Settlement Management • Basic Settings • Pricing • Sales (SD) • Condition Exclusion for Groups of Conditions.**

As shown in Figure 2.26, you need to follow three steps for enabling the exclusion functionality during pricing: (1) create condition exclusion groups, (2) assign condition types to the exclusion groups, and (3) assign the condition exclusion groups to the pricing procedures.

The screenshot shows the 'Select Activity' dialog box with the following activities listed:

- Define Condition Exclusion Groups
- Assign Condition Types to Exclusion Groups
- Maintain Condition Exclusion for Pricing Procedures

Figure 2.26 Setting Up Exclusion Groups for Conditions

To create an exclusion group, click on **Define Condition Exclusion Groups**, and then create new entries or copy an existing entry and rename it. As shown at the bottom of Figure 2.27, exclusion groups ZS01 and ZS02 have been created.

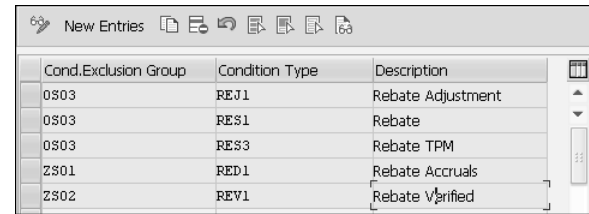


Figure 2.27 Define Condition Exclusion Groups

To assign the condition types to exclusion groups, follow the second step (refer to Figure 2.26). Click on **Assign Condition Types to Exclusion Groups**, and assign the respective condition types, as shown in Figure 2.28.

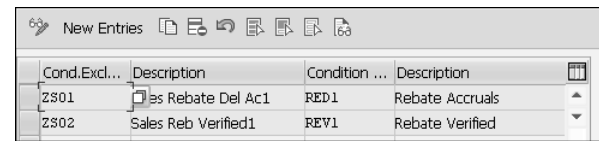


Figure 2.28 Assign Condition Types to Exclusion Groups

To assign the exclusion groups to the pricing procedure, follow the third step (refer to Figure 2.26), and click on **Maintain Condition Exclusion for Pricing Procedures**. Select the pricing procedure, and double-click on **Exclusion**. Then assign the exclusion groups by selecting **New Entries**, as shown in Figure 2.29. The condition types can be compared and selected based on the rules as indicated by the condition exclusion procedure. The condition exclusion procedures are listed in Table 2.5. In the example, we've selected **D – Exclusive** (see the **ConditExcl** and **Procedure** columns in Figure 2.29), so if the condition type REV1 Rebate Verified in the first group ZS02 is active, then the condition types REJ1 Rebate Adjustment and RES1 Rebate in the second group OS03 will be set as inactive.

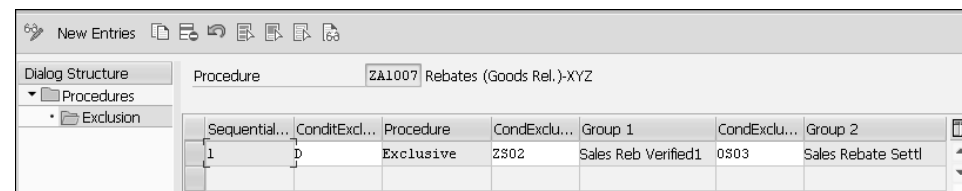


Figure 2.29 Maintain Condition Exclusion for Pricing Procedures

Condition Exclusion Procedure	Description
A	Best condition between condition types
B	Best condition within the condition types

Table 2.5 Condition Exclusion Procedures

Condition Exclusion Procedure	Description
C	Best condition between the two exclusion groups
D	Exclusive
E	Least favorable within the condition type
F	Least favorable between the two exclusion groups
L	Least favorable between condition types

Table 2.5 Condition Exclusion Procedures (Cont.)

2.1.10 Define Document Schema Groups for Settlement Document Types

A condition contract can be settled in different ways, depending on the business requirement (e.g., final settlement, partial settlement, delta settlement, delta accruals, and reversals). To cater to this need, the respective pricing procedure needs to be determined for the settlement document types. Using a document schema group allows you to group the settlement document types for pricing procedure determination. The group is assigned to the settlement document types. To define document schema groups for settlement document types, use the following menu path: **Logistics – General • Settlement Management • Basic Settings • Pricing • Define Document Schema Groups for Settlement Document Types**.

For sales rebate scenarios, SAP has provided document schema groups for various scenarios, as shown in Figure 2.30. For example, document schema groups are available for sales rebate, delta, and manual scenarios. If new schema groups are required beyond those provided, click on **New Entries** or copy an existing one to rename it. Some of the available settlement document types and corresponding document schema groups are listed in Table 2.6.

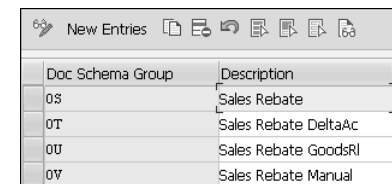


Figure 2.30 Define Document Schema Groups for Settlement Document Types

Settlement Document Type	Settlement Document Description	Document Schema Group	Document Schema Group Description
OS12	Sales Rebate	OS	Sales Rebate

Table 2.6 Settlement Document Types and Document Schema Groups

Settlement Document Type	Settlement Document Description	Document Schema Group	Document Schema Group Description
0522	Sales Rebate Parked	05	Sales Rebate
0552	Sales Rebate Proforma	05	Sales Rebate
0562	Sales Rebate Accruals Reversal	05	Sales Rebate
0542	Sales Rebate Delta Accruals	0T	Sales Rebate DeltaAc
0544	Sales Rebate Delta Accruals Reversal	0T	Sales Rebate DeltaAc
05A2	Sales Rebate Goods Related	0U	Sales Rebate Goods RI
05A4	Sales Rebate Goods Related Reversal	0U	Sales Rebate Goods RI
0532	Sales Rebate Manual	0V	Sales Rebate Manual
0534	Sales Rebate Manual Reversal	0V	Sales Rebate Manual

Table 2.6 Settlement Document Types and Document Schema Groups (Cont.)

Document schema groups are assigned to the settlement document type in the pricing section, as shown in Figure 2.31. When the settlement run happens, the pricing determination uses this assignment to select the appropriate pricing.

Change View "Customizing settlement doc type - Settlement Document": D

New Entries

Pricing

Application for Price Determination: V Sales/Distribution

Document Schema Group: 05 Sales Rebate

Tax Determination Method: 2 If Multiple Tax Types, then FI, Otherwise from Pricing

Price Change Group:

Negative Net Value: 1 Allowed

Negative Effective Value: 1 Allowed

Hierarchy Category Supplier for Pricing:

Hierarchy Category Customer:

Country/Region Key for Supplier Pricing: Standard (Billing)

Country/Region Key for Customer Pricing: Standard (Billing)

Triangular Deal Indicator: No Proposal

Final Processing for Supplier Pricing: Yes

Final Processing for Customer Pricing: Yes

Tax Data for Customer: 1 From Bill-To Party

No Check for Price Condition in Schema

Propose Tax Departure Country/Region

Propose Tax Destination Country/Region

Figure 2.31 Document Schema Group Assigned to Settlement Document Type in the Pricing Section

2.1.11 Define Pricing Procedure Determination

You've already defined the settlement pricing procedures for sales rebate and relevant settings. Now the settlement program needs to determine the appropriate pricing procedure. From a sales rebate perspective, this determination is mainly based on the document schema groups and customer pricing procedure. To define pricing procedure determination for settlement management, use the following menu path: **Logistics – General • Settlement Management • Basic Settings • Pricing • Specify Pricing Procedure Determination**.

After selecting the menu path, a dialog box appears. Select the **Determination of Settlement Documents and Settlement Document Lists** option. If a new pricing procedure determination is required, select **New Entries** or copy from an existing entry to create a new pricing procedure determination and update the relevant details. As shown in Figure 2.32, for sales rebates, pricing procedure A10005 is determined based on **Doc Schema Group** as **05 Sales Rebate** and customer pricing procedure (**Cust.Pric.Procedure**) as blank. If you need to determine a different pricing procedure, you may use different customer pricing procedures. Pricing procedure A10005 Rebates (Germany) is mainly used for partial and final settlement, whereas pricing procedure A10006 Rebates Delta Accrual (Germany) is used for delta accruals.

PurOrg	Schema Group	Doc Schema Group	Schema Grp, Supplier	Cust.Pric.Procedure	Country/Region Key	PricPrSupp	Description	PricPrCust	Description
Standard Schema	05 Sales Rebate	Standard schema vendor				A10005	Rebates (Germany)	A10005	Rebates (Germany)
Standard Schema	0T Sales Rebate DeltaAc	Standard schema vendor						A10006	Rebates Delta Accrual(Germany)
Standard Schema	0U Sales Rebate GoodsRI	Standard schema vendor						A10007	Rebates (Goods Rel.) (Germany)
Standard Schema	0V Sales Rebate Manual	Standard schema vendor		1 Standard				ZA10007	Rebates (Goods Rel.)-XYZ
Standard Schema	0V Pur Rebate Manual	Standard schema vendor				A10008	Rebates Manual (German...	A10008	Rebates Manual (Germany)
Standard Schema	0V Pur Rebate Manual	Standard schema vendor				A10005	Rebates Manual (German...	A10005	Rebates Manual (Germany)

Figure 2.32 Define Pricing Procedure Determination

Now that you've defined the pricing-related settings required for the calculation of settlement amounts during settlement of a condition contract, you'll next define the condition contract types and their related parameters.

2.2 Configure Condition Contract Maintenance

The condition contract is the main document that is created in a condition contract management solution. In this document, you maintain the conditions, define the criteria for business volume selection, specify the customers, and maintain the settlement calendar information. This is also where different condition contract types are configured and used based on the scenarios.

In the following section, you'll configure these condition contract types, and we'll discuss different parameters related to the condition contract.

2.2.1 Define Number Ranges

When a condition contract is created, the system assigns a number automatically based on the number range assigned to the contract type. In this section, you'll define the number ranges for these contract types. To define the number range for a condition contract type, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define Number Ranges**.

The number range object for a condition contract is WCB_CC and will be displayed on the screen, as shown in Figure 2.33. Click on the **Change Intervals** button (the pencil) to create new number ranges as required for your business. Then click on the **Insert Line** icon, and add the desired number range, as shown in Figure 2.34. SAP recommends using number ranges according to the sales rebate scenarios. For example, number ranges 20 to 29 can be used for sales rebate condition contracts.

Figure 2.33 Define Number Range for Condition Contract

Number Range No.	From No.	To Number	NR Status	External
01	0000000001	1000000000	41	<input type="checkbox"/>
1	1000000001	2000000000	1000000004	<input type="checkbox"/>
20	2000000001	3000000000	0	<input type="checkbox"/>

Figure 2.34 Create New Number Range

The number range is then assigned to the respective condition contract type. The example in Figure 2.35 shows number range 20 assigned to the condition contract type OS01. The configuration path for condition contract types will be mentioned later in Section 2.2.8.

Figure 2.35 Assign Number Range to Condition Contract Type

2.2.2 Define Condition Contract Categories

Condition contract categories are assigned to the condition contract types and are used to group them. When a condition contract is created, the condition contract category is copied to the condition contract header. This is useful in reports as a selection parameter in Transaction WCOOALL and also in business add-in (BAdI) implementations. To define a condition contract category, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define Condition Contract Categories**.

For sales rebates, condition contract category OS Sales Rebate is used (see Figure 2.36) and assigned to the condition contract type, as shown previously in Figure 2.35.

Contract Category	Contract Category Text	Process Category of a Condition Contract
OS	Sales Rebate	2 Customer Rebate

Figure 2.36 Define Condition Contract Categories

2.2.3 Define and Configure Field Status Groups for Header Fields

Recall that the condition contract is the main document in condition contract management. This means it's used for rebates related to both sales and purchases. However, fields that are relevant for purchases may not be relevant for sales, and vice versa. *Field status groups* help to control the header fields of a condition contract and specify whether a field should be hidden or display only (or marked required, if needed), depending on the business scenario.

To define field status groups for header fields, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define and Configure Field Status Groups**.

Select **New Entries** or copy from an existing entry to create a new status group. As an example, we've created field status group ZS01 Sales Rebate-Z in Figure 2.37. Select the field status group, and click on the **Details** icon (magnifying glass) to view or modify the user interface (UI) changes if required. Depending on the usage of the condition contract, **UI Changes** can be used, as shown in Figure 2.38. For example, if the condition contract is created from an external application, and the business requirement is to prevent the data from being changed, then mark the checkboxes for the various options available. If the **No Condition Maintenance on UI** checkbox is marked, for instance, then maintenance of conditions on the UI is disabled. Similarly, if **No Text Maintenance on UI** is checked, then header and item texts are disabled. In addition, if the **No BV Selection Criteria Maint. on UI** is checked, then business volume selection criteria can't be maintained on the UI. In the same way condition contract items and

calendar can be controlled with the **No Item Maintenance on UI** and **No Calendar Maintenance on UI** checkboxes, respectively.

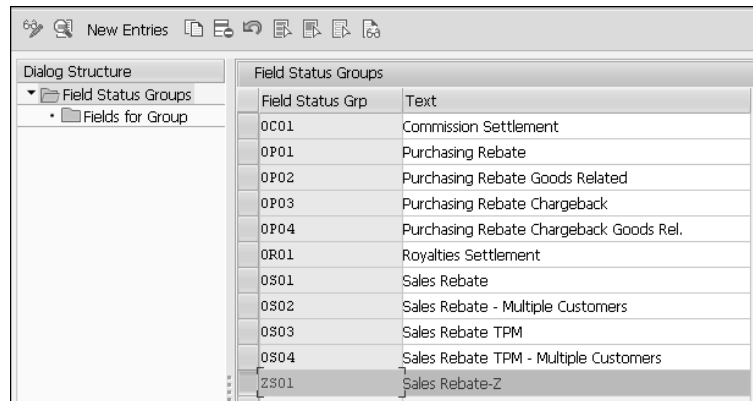


Figure 2.37 Define Field Status Groups

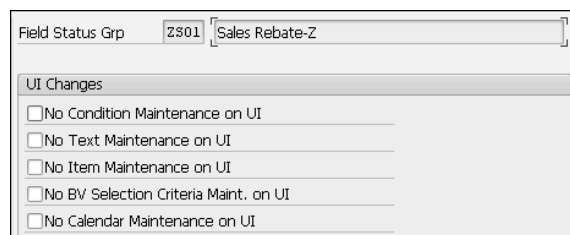


Figure 2.38 Configure Field Status Groups for UI Changes

Click on the **Fields for Group** folder, and click on **New Entries** to add new fields if required. For example, data related to the purchase organization are marked as **Hidden** in the **Field Status** column, but sales organization is marked as a **Required Entry**, as shown in Figure 2.39.

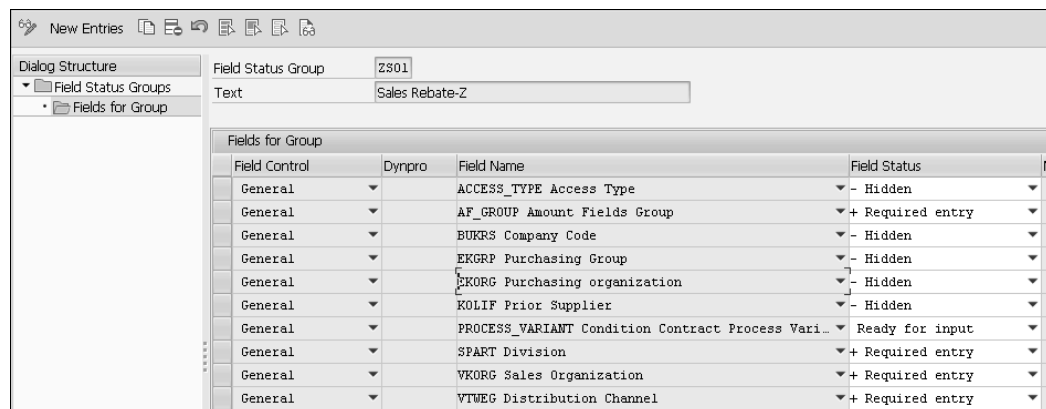


Figure 2.39 Add and Update the Field Status for a Field

After the required modifications, the field status group is assigned to the **Control Data** section for the condition contract type, as shown in Figure 2.40.

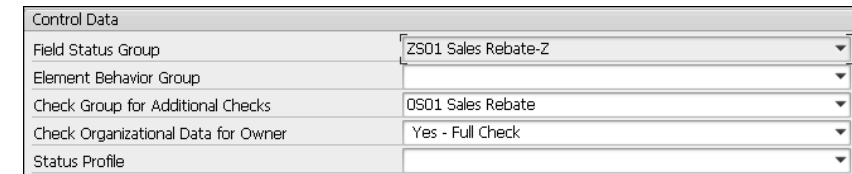


Figure 2.40 Assign the Field Status Group to a Condition Contract Type

2.2.4 Define Text Determination Procedures

With condition contracts, business users sometimes need to store information in the form of text in a header. To enable this functionality, you need to configure a text control for header texts. To configure a new text type, you need to define the new text type; you'll then assign to the text procedure in Section 2.2.5. To define the text types for header texts, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Text Control • Define Text Type for Header Text**.

Select **New Entries** or copy from an existing entry to create a new text type. As an example, ZS01 ZText for Condition Contract is created and shown at the bottom of Figure 2.41.

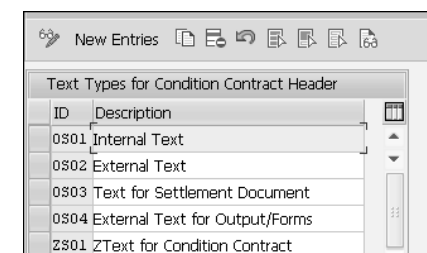
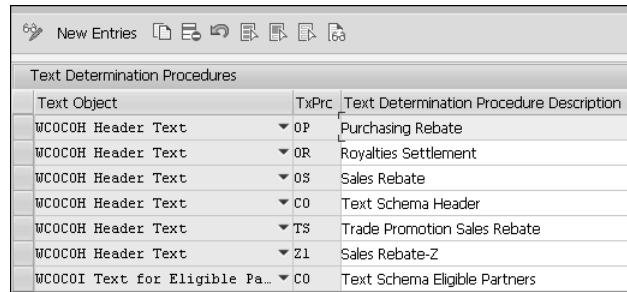


Figure 2.41 Define a Header Text Type for Condition Contract

Now, define the text determination procedure via the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Text Control • Define Text Determination Procedure**.

Select **New Entries** or copy from an existing entry to create a new text determination procedure. As an example, Z1 Sales Rebate-Z is created and shown in Figure 2.42.



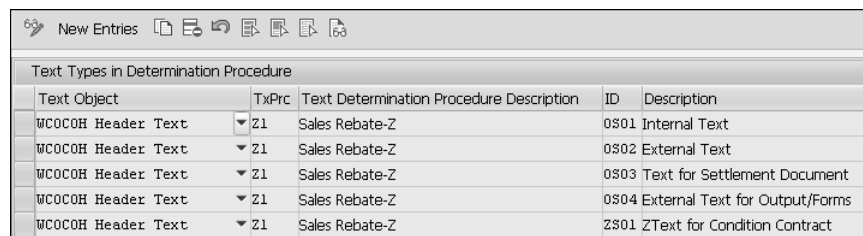
Text Object	TxPrc	Text Determination Procedure Description
WC0COH Header Text	OP	Purchasing Rebate
WC0COH Header Text	OR	Royalties Settlement
WC0COH Header Text	OS	Sales Rebate
WC0COH Header Text	CO	Text Schema Header
WC0COH Header Text	TS	Trade Promotion Sales Rebate
WC0COH Header Text	Z1	Sales Rebate-Z
WC0COI Text for Eligible Pa...	CO	Text Schema Eligible Partners

Figure 2.42 Define a Text Determination Procedure

2.2.5 Specify Text Types for Text Determination Procedures

In the previous steps, you've defined the text types and text determination procedure. Now, you can assign the text types to the text determination procedure by using the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Text Control • Specify Text Types for Text Determination Procedure.**

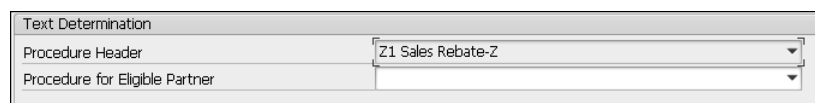
Select **New Entries** or copy from an existing entry. Then assign the new text types to the new text determination procedure you already created. In the example in Figure 2.43, text type ZS01 ZText for Condition Contract is assigned to text determination procedure Z1 Sales Rebate-Z.



Text Object	TxPrc	Text Determination Procedure Description	ID	Description
WC0COH Header Text	Z1	Sales Rebate-Z	0S01	Internal Text
WC0COH Header Text	Z1	Sales Rebate-Z	0S02	External Text
WC0COH Header Text	Z1	Sales Rebate-Z	0S03	Text for Settlement Document
WC0COH Header Text	Z1	Sales Rebate-Z	0S04	External Text for Output/Forms
WC0COH Header Text	Z1	Sales Rebate-Z	ZS01	ZText for Condition Contract

Figure 2.43 Specify Text Types for the Text Determination Procedure

After the required modifications are done, as shown in previous steps, the text determination procedure is assigned to the condition contract type in the **Text Determination** section shown in Figure 2.44.



Text Determination

Procedure Header: Z1 Sales Rebate-Z

Procedure for Eligible Partner: [Empty]

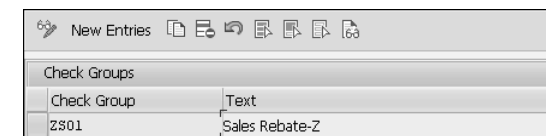
Figure 2.44 Assign the Text Determination Procedure to the Condition Contract Type

2.2.6 Define Check Groups

If you need to perform additional checks during condition contract processing, then you can use check groups to do the required customization. Your ABAP or technical team may need to create ABAP classes for additional checks on condition contract header and item fields, so consult them as necessary. These classes and other checks are then assigned to a check group, and the check group is assigned to the condition contract types. So, if applicable, the same check can be used for multiple condition contract types at the same time.

To define check groups, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Additional Checks • Define Check Groups.**

Select **New Entries** or copy from an existing entry. As an example, check group ZS01 Sales Rebate-Z is created and shown in Figure 2.45.



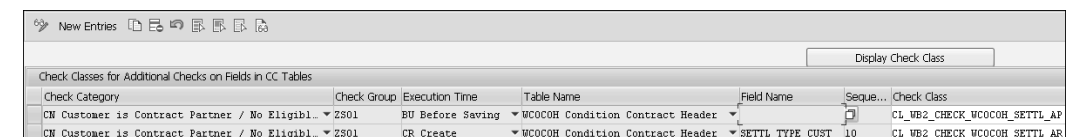
Check Group	Text
ZS01	Sales Rebate-Z

Figure 2.45 Define Check Groups

At this point, your ABAP team creates the custom check with the newly created check group, ABAP class, and other checks.

To define additional checks for table structures and individual fields, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Additional Checks • Additional Checks for Table Structures and Individual Fields • Assign Check Classes to Condition Contract Table Structures.**

Begin by selecting **New Entries** or copy from an existing entry, as shown in Figure 2.46.



Check Category	Check Group	Execution Time	Table Name	Field Name	Seque...	Check Class
CN Customer is Contract Partner / No Eligibl...	ZS01	BU Before Saving	WC0COH Condition Contract Header			CL_WB2_CHECK_WC0COH_SETTL_AP
CN Customer is Contract Partner / No Eligibl...	ZS01	CR Create	WC0COH Condition Contract Header	SETTL_TYPE_CUST	10	CL_WB2_CHECK_WC0COH_SETTL_AR

Figure 2.46 Assign Check Classes to Condition Contract Table Structures

After the required modifications are done, as shown in previous steps, the check group is assigned to the condition contract type in the **Control Data** section, as shown in Figure 2.47.

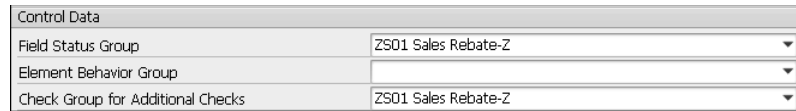


Figure 2.47 Assign the Check Group for Additional Checks to the Condition Contract Type

2.2.7 Specify Settings for the Transfer Manager

During settlement document creation, the Transfer Manager allows you to copy certain data from source structure fields to target structure fields without coding. These transfers are mainly done through transfer events, transfer groups, and transfer rules. The *transfer events* are hard coded in the settlement program; SAP has provided many transfer events to cater to different business scenarios. Under the transfer events, you can create *transfer groups*, which hold the *transfer rules*.

Let's say you need to determine the correct tax code based on the material tax classification. Tax determination during condition contract settlement depends on the type of condition contract. If it's a goods-related condition contract, then the tax code and the tax rate can be determined from the business volume based on the original tax code determined in the sales invoice. However, if it's not a sales reduction, and the condition contract is treated as a service provided, then the tax code can't be determined from the sales business volume. In this case, for standard tax deductions, the material tax classification is determined using Transfer Manager. You can use transfer event 023 Fill Pricing Item Customer for transfer group OS01 Sales Rebate to default a fixed value for material tax classification TAXM1 with a rule. These transfer groups are then assigned to settlement document types either via settlement document types or event.

To define the Transfer Manager settings, use the following menu path: **Logistics – General • Settlement Management • Settlement Documents • Specify Settings for Transfer Manager**. There are three activities in this configuration path, as shown in Figure 2.48. In the **Define Transfer Groups** node, you create the new transfer group and transfer rules. In the other nodes, you assign transfer groups to settlement documents via the settlement document type or event.

Let's focus on each one.

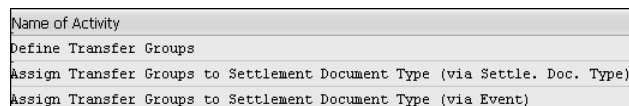


Figure 2.48 Specify Settings for Transfer Manager

Define Transfer Groups

In the **Define Transfer Groups** node, select a transfer event, and drill down to the transfer groups, as shown in Figure 2.49.

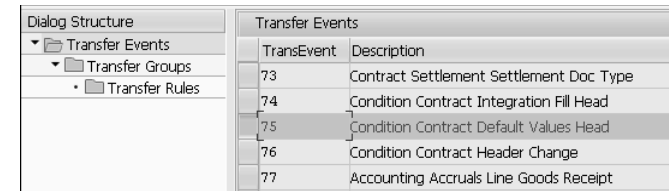


Figure 2.49 Select Transfer Event

Click on the **Transfer Groups** folder to open it. Then select a transfer group, and click on **New Entries** or copy from an existing entry, as shown in Figure 2.50.

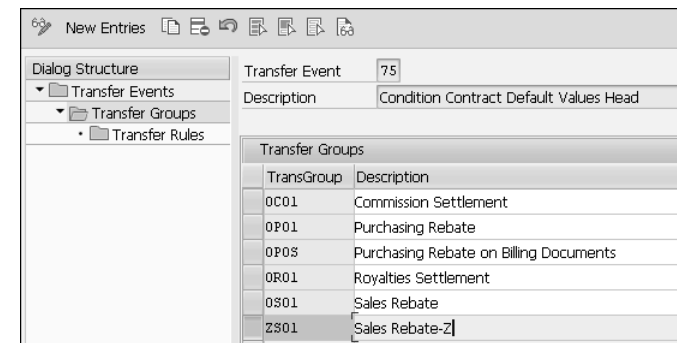


Figure 2.50 Define Transfer Groups

Click on the **Transfer Events • Transfer Groups • Transfer Rules** in the **Dialog Structure** pane, as shown in Figure 2.51. If required, you can add new transfer rules to the transfer group by clicking **New Entries**.

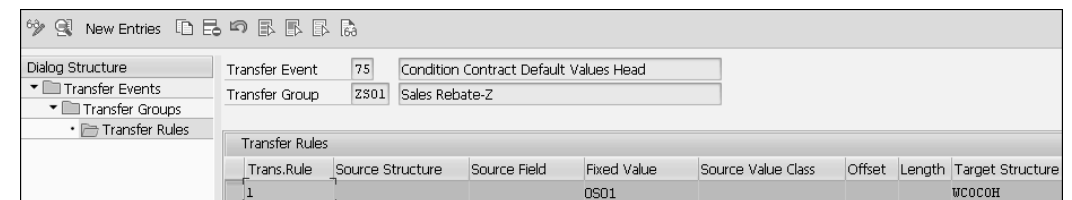


Figure 2.51 Define Transfer Rules

A transfer rule generally consists of three sections—source, target, and control—each with its own area of the screen. The **Source** section consists of the source structure and field. If any fixed value is required to be copied, then the **Fixed Value** field in the **Source** section can also be used. The **Target** section specifies the target structure and field, and the **Control** section determines the copy mode. As shown in Figure 2.52, the fixed value of tax classification 1 is set to be transferred during the creation of a settlement document for a sales rebate.

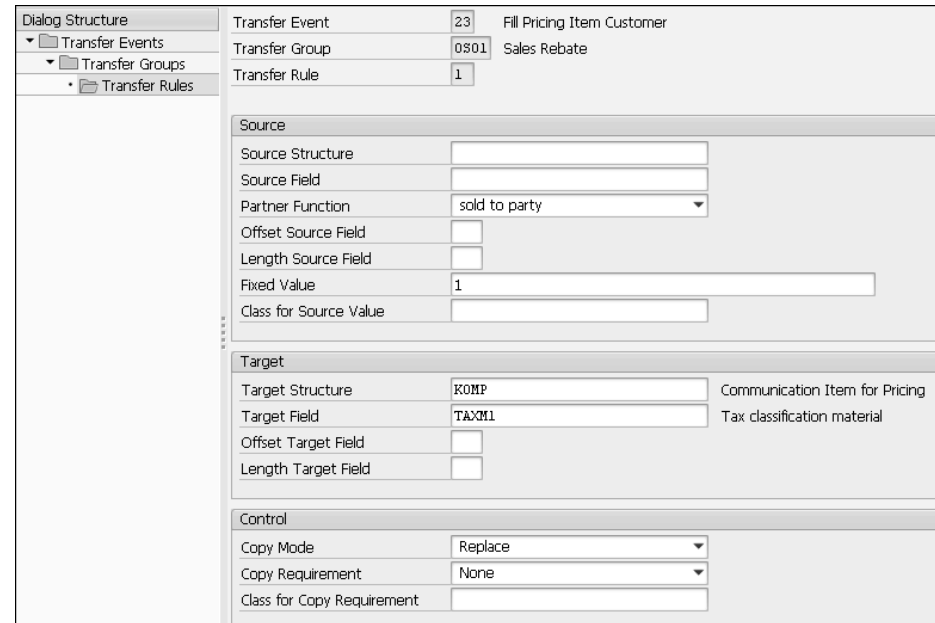


Figure 2.52 Define Source, Target, and Control for Transfer Rules

Now that you've selected the required transfer event and configured the transfer groups and rules, these can be assigned to the settlement document types. This activity can be done via settlement document types or via events.

Assign Transfer Groups to Settlement Document Types (via Settlement Document Type)

Select the settlement document type, and click on the **Assign Transfer Groups** folder shown in Figure 2.53.

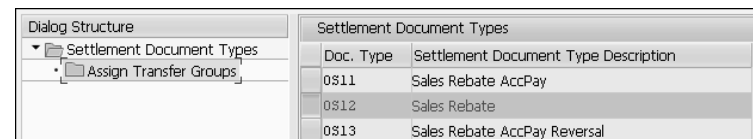


Figure 2.53 Assign Transfer Groups to Settlement Document Types via Settlement Document Types (Part 1)

Then click on **New Entries** or copy an existing entry to modify. Add or update the new transfer event and transfer group as required. The required transfer events and transfer groups are then assigned to the respective settlement document type, as shown in Figure 2.54. In this case, you can see that transfer events 23, 32, 61, 70, and 75 have been assigned to OS12 Sales Rebate.

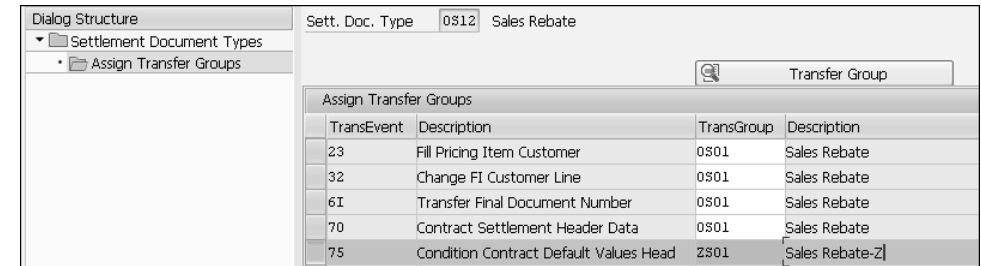


Figure 2.54 Assign Transfer Groups to Settlement Document Types via Settlement Document Types (Part 2)

Assign Transfer Groups to Settlement Document Types (via Event)

Select the transfer event and navigate to the settlement document type to assign the transfer group. In the example in Figure 2.55, settlement document type OS12 Sales Rebate and transfer group OS01 Sales Rebate have been assigned to transfer event 23.

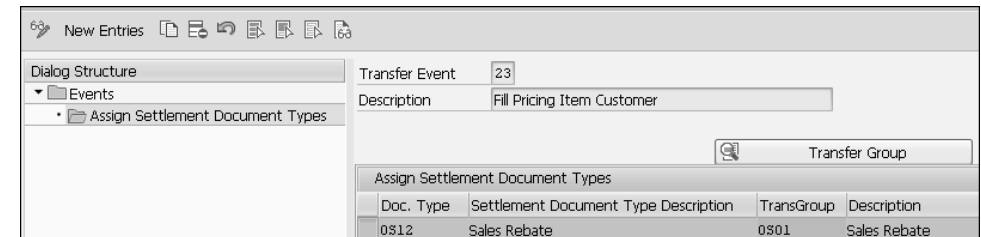


Figure 2.55 Assign Transfer Groups to Settlement Document Types via Event

2.2.8 Define Condition Contract Types

As the primary document in condition contract management, the condition contract is where you maintain conditions, eligible partners, business volume selection criteria, and settlement calendars. Several *condition contract types* are provided by SAP, and they can be used according to the business need. Configuration settings for a condition contract type mainly consist of basic data, condition maintenance, text determination, and control data.

To define condition contract types, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Define Condition Contract Types.**

For sales rebate, SAP has provided several condition contract types for various scenarios, as listed in Table 2.7.

Condition Contract Type	Description
0S01	Sales Rebate
0S02	Sales Rebate – Multiple Customers
0S03	Sales Rebate – 2-Step
0S04	Sales Rebate – Multiple Customers – 2-Step
0SG1	Sales Rebate Goods Related
0SG2	Sales Rebate Goods Related – Multiple Customers
0SG3	Sales Rebate Goods Related – 2-Step
0SG4	Sales Rebate Goods Rel – Multiple Customers – 2-Step

Table 2.7 Condition Contract Types for Sales Rebate

The condition contract types listed in Table 2.7 generally cover most of the business scenarios. But if customization is required, select **New Entries** or copy an existing condition contract type, and update the relevant parameters.

So far in this chapter, we've already mentioned a few important customizations and their assignments to the condition contract type. The customized condition contract type shown in Figure 2.56 and Figure 2.57 is for a sales rebate for a certain customer, so in the **Basic Data** section, the **Type of Contract Partner** is **C Customer** and the **Type of Eligible Partner** is **N No Eligible Partner**. For a sales rebate with *multiple* customers, the **Type of Contract Partner** is **N No Contract Partner** because the eligible customers for sales rebates are determined during the settlement run.

The screenshot shows the 'Basic Data' section of the SAP S/4HANA Condition Contract Maintenance interface. The 'Condition Contract Type' is set to 'ZS01 Sales Rebate-Z'. The 'Number Range' is '20'. The 'Type of Contract Partner' is 'C Customer' and the 'Type of Eligible Partner' is 'N No Eligible Partner'. The 'Condition Contract Items' are 'None' and the 'Condition Contract Category' is '0S Sales Rebate'. The 'Default Condition Contr. Process Variant' is empty. The 'Condition Maintenance' section shows 'Sales Condition Type Group' as 'ZS01 Sales Rebate-1', 'Purchasing Condition Type Group' as empty, 'Input Control for Accrual Rate' as 'None', and 'Allowed Sign for Accrual Rate' as 'Opposite of Condition Rate'. The 'Text Determination' section shows 'Procedure Header' as 'Z1 Sales Rebate-Z' and 'Procedure for Eligible Partner' as empty.

Figure 2.56 Condition Contract for a Sales Rebate: Single Customer (Part 1)

The screenshot shows the 'Control Data' section of the SAP S/4HANA Condition Contract Maintenance interface. The 'Field Status Group' is 'ZS01 Sales Rebate-Z', 'Element Behavior Group' is empty, 'Check Group for Additional Checks' is 'ZS01 Sales Rebate-Z', and 'Check Organizational Data for Owner' is 'Yes - Full Check'. The 'Status Profile' is empty, 'Critical Changes Group' is empty, and 'Action Profile' is empty. The 'Activate Approval Process' is 'No Approval Process', 'Transfer Group Default Values CC Header' is '0S01 Sales Rebate', and 'Transfer Group Changes CC Header' is empty. The 'Context' is empty, 'Changes on the User Interface' is 'Changes Allowed', 'Field Status Control at Approval' is '1 Only Condition Contract Status Is Changeable', 'Integration Profile - Int. Distribution' is empty, 'Integration Profile - Successor' is empty, and 'Initial Status for Contract Item' is 'Blocked'. On the right side, there are several checkboxes: 'Purchasing Organisation & Group are Optional' (unchecked), 'Condition Contract Validity is Optional' (unchecked), 'Contract Partner is Optional' (unchecked), 'Contract Owner is Changeable' (unchecked), 'Hide Tab Page for Header Texts' (unchecked), 'Hide Tab Page for PPF Actions' (unchecked), 'Enable Creation of Successor Contract' (checked), 'Enable Quantity Field for Eligible Partners' (unchecked), and 'Enable Amount Field for Eligible Partners' (unchecked).

Figure 2.57 Condition Contract for a Sales Rebate: Single Customer (Part 2)

2.2.9 Activate Additional Functions

You can also activate additional functions for condition contract maintenance in this customizing activity. To activate additional functions, use the following menu path: **Logistics – General • Settlement Management • Condition Contract Management • Condition Contract Maintenance • Activate Additional Functions**.

During condition contract maintenance with Transaction WCOCO, you can enable several functions by marking their checkboxes, as shown in Figure 2.58:

- **Allow Condition to be Copied**
If this is marked, then the copy button in the condition contract will be active and can be used to copy conditions.
- **Allow Deletion of Conditions to be Revoked**
If this is marked, the deletion flag will be reset when the condition contract is saved. In other words, the already-deleted condition records will be undeleted.
- **Allow Change of Condition Validity**
If this is marked, then the condition validity can be updated in the condition contract.
- **Display Scale Quantity/Value in Main Item**
If this is marked, then the scale quantity/value of the first scale item is also displayed in the main item.
- **Authority Check for Logical Deletion of Contract**
If this is marked, the authorization check is carried out for logical deletion of condition contract in authorization objects W_COCO and W_COCO_ORG.
- **Contract Status “Lock After Settlement”**
If this is marked, the condition contract will be updated with the **Locked After Settlement** status after settlement.

Contents

Preface	15
1 Introduction to Settlement Management	19
1.1 What Is Settlement Management in SAP S/4HANA?	19
1.2 Scenarios Covered with Settlement Management	21
1.3 Key Concepts of Settlement Management	23
1.4 Differences between SAP ERP Rebates and the SAP S/4HANA Condition Contract	26
1.5 Benefits of Settlement Management	27
1.6 Summary	29
2 Configuring Condition Contracts for Customer Rebates	31
2.1 Configure Pricing with Condition Contract Conditions	31
2.1.1 Define Pricing Condition Tables	32
2.1.2 Maintain Pricing Access Sequences	33
2.1.3 Define Pricing Condition Types	35
2.1.4 Specify Condition Contract Relevance for Condition Types	40
2.1.5 Define Condition Type Groups	41
2.1.6 Assign Condition Types to Condition Type Groups	43
2.1.7 Define Account Keys	44
2.1.8 Define Pricing Procedures	45
2.1.9 Define the Exclusion for Groups of Conditions	51
2.1.10 Define Document Schema Groups for Settlement Document Types ...	53
2.1.11 Define Pricing Procedure Determination	55
2.2 Configure Condition Contract Maintenance	55
2.2.1 Define Number Ranges	56
2.2.2 Define Condition Contract Categories	57
2.2.3 Define and Configure Field Status Groups for Header Fields	57
2.2.4 Define Text Determination Procedures	59
2.2.5 Specify Text Types for Text Determination Procedures	60

2.2.6	Define Check Groups	61
2.2.7	Specify Settings for the Transfer Manager	62
2.2.8	Define Condition Contract Types	65
2.2.9	Activate Additional Functions	67
2.3	Configure Condition Contract Settlement	68
2.3.1	Define Amount Fields Groups	68
2.3.2	Define Explosion Groups for the Business Volume Base	69
2.3.3	Define and Configure Profiles for Business Volume Determination	71
2.3.4	Define and Configure Field Combinations for Business Volume Selection	77
2.3.5	Define and Configure Sets of Field Combinations	79
2.3.6	Define and Configure Condition Type Groups for Accruals	81
2.3.7	Define Number Ranges	82
2.3.8	Define Country-Specific Number Ranges	83
2.3.9	Define Process Categories	84
2.3.10	Specify Text Determination	87
2.3.11	Define and Configure Text Transfer Groups	90
2.3.12	Define Posting Rules	92
2.3.13	Define Field Change Groups for Cancellation Documents	93
2.3.14	Define Settlement Document Types	94
2.3.15	Assign Transfer Groups to Settlement Document Types	102
2.3.16	Define Field Status Groups	103
2.3.17	Define Column Sorting Groups	105
2.3.18	Define Settlement Process Types	107
2.3.19	Allowed Combinations Settlement Process Type/Settlement Document Type	110
2.3.20	Specify Copy Control	111
2.3.21	Specify Settlement Settings for Condition Contract Types	112
2.4	Summary	116
3	Processing Sales Rebates	117
3.1	General Process for Sales Rebates	117
3.2	Single Customer One-Step Process	118
3.2.1	Keys to Configuration	120
3.2.2	Process Flow	124
3.3	Single Customer Two-Step Process	144
3.3.1	Keys to Configuration	145
3.3.2	Process Flow	146

3.4	Rebate for Multiple Customers	154
3.4.1	Keys to Configuration	155
3.4.2	Process Flow	158
3.5	Goods-Related Taxation Rebate for a Single Customer	164
3.5.1	Keys to Configurations	165
3.5.2	Process Flow	169
3.6	Summary	173
4	Processing Advanced Sales Rebates	175
4.1	Multiple Customers Using a Customer List	175
4.1.1	Keys to Configuration	175
4.1.2	Process Flow	181
4.2	Rebates for Customer Hierarchy Nodes	184
4.2.1	Keys to Configuration	185
4.2.2	Process Flow	186
4.3	Fixed Amount Rebates Independent of Sales Volume	191
4.3.1	Keys to Configuration	191
4.3.2	Process Flow	193
4.4	Fixed Amount Rebates and Accrual without Business Volume	196
4.4.1	Keys to Configuration	196
4.4.2	Process Flow	197
4.5	Customer Rebate Based on the Sales Target with the Rebate Business Volume Addition	200
4.6	Summary	205
5	Configuring Condition Contracts for External Sales Commissions	207
5.1	Configure Pricing with Condition Contract Conditions	208
5.1.1	Pricing Condition Tables	208
5.1.2	Pricing Access Sequences	209
5.1.3	Pricing Condition Types	209
5.1.4	Specify Condition Contract Relevance for Condition Types	214
5.1.5	Define Condition Type Groups	215
5.1.6	Assign Condition Types to Condition Type Groups	216

5.1.7	Define Account Keys	217
5.1.8	Define Pricing Procedures	217
5.1.9	Define Exclusion for Groups of Conditions	219
5.1.10	Define Document Schema Groups for Settlement Document Types ...	221
5.1.11	Define Pricing Procedure Determination	222
5.2	Configure Condition Contract Maintenance	223
5.2.1	Define Number Ranges	223
5.2.2	Define Condition Contract Categories	224
5.2.3	Define and Configure Field Status Groups for Header Fields	225
5.2.4	Define Text Determination Procedures	226
5.2.5	Specify Text Types for Text Determination Procedures	227
5.2.6	Define Check Groups	228
5.2.7	Specify Settings for Transfer Manager	229
5.2.8	Define Condition Contract Types	231
5.3	Configure Condition Contract Settlement	232
5.3.1	Assign Partner Functions to Predefined Partner Relations	232
5.3.2	Define Amount Fields Groups	233
5.3.3	Define Explosion Groups for the Business Volume Base	234
5.3.4	Define and Configure Profiles for Business Volume Determination	235
5.3.5	Define and Configure Field Combinations for Business Volume Selection	238
5.3.6	Define and Configure Sets of Field Combinations	239
5.3.7	Define and Configure Condition Type Groups for Accruals	240
5.3.8	Define Number Ranges	241
5.3.9	Define Country-Specific Number Ranges	243
5.3.10	Define Process Categories	244
5.3.11	Specify Text Determination	246
5.3.12	Define and Configure Text Transfer Groups	248
5.3.13	Define Posting Rules	249
5.3.14	Define Field Change Groups for Cancellation Documents	250
5.3.15	Define Settlement Document Types	251
5.3.16	Define Field Status Groups	254
5.3.17	Define Column Sorting Groups	255
5.3.18	Define Settlement Process Types	255
5.3.19	Allowed Combinations Settlement Process Type/Settlement Document Type	257
5.3.20	Specify Settlement Settings for Condition Contract Types	257
5.4	Summary	258

6	Processing External Sales Commissions	259
6.1	General Process for External Sales Commissions	259
6.2	External Sales Commissions Based on Billing Documents	264
6.2.1	Maintain External Sales Agent Partner (ES)	266
6.2.2	Create the Condition Contract	267
6.2.3	Check Business Volume for the Condition Contract	273
6.2.4	Post Accruals for the Condition Contract	275
6.2.5	Post Partial Settlement for the Condition Contract	279
6.2.6	Post Final Settlement for the Condition Contract	283
6.3	External Sales Commissions Based on Paid Billing Documents	284
6.3.1	Create a Condition Contract	285
6.3.2	Check Business Volume for the Condition Contract	287
6.3.3	Post Accruals for the Condition Contract	288
6.3.4	Post Partial Settlement for the Condition Contract	288
6.3.5	Post Final Settlement for the Condition Contract	293
6.4	Summary	295
7	Configuring Condition Contracts for Royalty Settlement	297
7.1	Configure Pricing with Condition Contract Conditions	298
7.1.1	Pricing Condition Tables	298
7.1.2	Pricing Access Sequences	298
7.1.3	Pricing Condition Types	299
7.1.4	Specify Condition Contract Relevance for Condition Types	303
7.1.5	Define Condition Type Groups	305
7.1.6	Assign Condition Types to Condition Type Groups	305
7.1.7	Define Account Keys	306
7.1.8	Define Pricing Procedures	307
7.1.9	Define Exclusion for Groups of Conditions	309
7.1.10	Define Document Schema Groups for Settlement Document Types ...	310
7.1.11	Define Pricing Procedure Determination	312
7.2	Configure Condition Contract Maintenance	312
7.2.1	Define Number Ranges	313
7.2.2	Define Condition Contract Categories	314
7.2.3	Define and Configure Field Status Groups for Header Fields	314
7.2.4	Define Text Determination Procedures	315
7.2.5	Specify Text Types for Text Determination Procedures	316

7.2.6	Define Check Groups	317
7.2.7	Specify Settings for Transfer Manager	318
7.2.8	Define Condition Contract Types	320
7.3	Configure Condition Contract Settlement	322
7.3.1	Assign Partner Functions to Predefined Partner Relations	322
7.3.2	Define Amount Fields Groups	322
7.3.3	Define Explosion Groups for the Business Volume Base	323
7.3.4	Define and Configure Profiles for Business Volume Determination	324
7.3.5	Define and Configure Field Combinations for Business Volume Selection	325
7.3.6	Define and Configure Sets of Field Combinations	326
7.3.7	Define and Configure Condition Type Groups for Accruals	326
7.3.8	Define Number Ranges	328
7.3.9	Define Country-Specific Number Ranges	329
7.3.10	Define Process Categories	330
7.3.11	Specify Text Determination	331
7.3.12	Define and Configure Text Transfer Groups	333
7.3.13	Define Posting Rules	333
7.3.14	Define Field Change Groups for Cancellation Documents	334
7.3.15	Define Settlement Document Types	334
7.3.16	Define Field Status Groups	337
7.3.17	Define Column Sorting Groups	338
7.3.18	Define Settlement Process Types	338
7.3.19	Allowed Combinations of Settlement Process Type and Settlement Document Type	339
7.3.20	Specify Settlement Settings for Condition Contract Types	340
7.4	Summary	341
8	Processing Royalties	343
8.1	General Process for Royalties	343
8.2	Royalty Settlement One-Step Process	347
8.2.1	Maintain the Royalty Recipient Partner	348
8.2.2	Create a Condition Contract	349
8.2.3	Check Business Volume for the Condition Contract	352
8.2.4	Post Accruals for the Condition Contract	353
8.2.5	Post Partial Settlement for the Condition Contract	355
8.2.6	Post Final Settlement for the Condition Contract	358
8.2.7	Post Delta Settlement for the Condition Contract after Final Settlement	361

8.3	Royalty Settlement Using the Manual Settlement Process	363
8.3.1	Create Condition Contract	364
8.3.2	Check Business Volume for the Condition Contract	366
8.3.3	Post Accruals for the Condition Contract	366
8.3.4	Process Manual Settlement Document for the Condition Contract	367
8.3.5	Post Partial Settlement for the Condition Contract	372
8.4	Summary	374
9	Status Management and Flexible Approval Workflow	377
9.1	Condition Contract Status	377
9.2	Approval Mechanism	379
9.3	Keys to Configuration	379
9.3.1	SAP GUI Configuration	380
9.3.2	Manage Teams and Responsibilities	387
9.3.3	Manage Workflows for Condition Contracts and Settlement Documents	395
9.3.4	Activate OData Services	403
9.4	Authorizations in Settlement Management	404
9.5	Approving Condition Contracts	405
9.5.1	Create Condition Contract	406
9.5.2	Request Approval to Release Condition Contract	407
9.5.3	Release Condition Contract	408
9.5.4	Request Release of the Condition Contract for Settlement	410
9.5.5	Release Condition Contract for Settlement	411
9.6	Approving Settlement Documents	413
9.6.1	Create a Settlement Document	413
9.6.2	Release Settlement Document to Accounting	414
9.7	Summary	416
10	Reporting and Additional Features	419
10.1	Important SAP Fiori Apps and Reports	419
10.1.1	Display Business Volume – Condition Contracts	419
10.1.2	Display Detailed Statement – Condition Contracts	422

10.1.3	Analyze Detailed Statement Sales Rebates	423
10.1.4	Display Settlement Documents – Condition Contracts	424
10.1.5	Analyze Detailed Statement Sales Commissions	426
10.1.6	Monitor External Sales Commissions	427
10.1.7	Analyze Detailed Statement Royalties	430
10.1.8	Additional SAP Fiori Apps	430
10.1.9	Enterprise Search for Condition Contract	432
10.2	Mass Processing	433
10.2.1	Perform Business Transactions for Condition Contracts	433
10.2.2	Mass Extensions of Condition Contracts	435
10.2.3	Mass Change of Condition Contract Validity	438
10.2.4	Customer Settlement: Retroactive Accruals Update	439
10.2.5	Reverse Settlement Documents for Condition Contracts	441
10.2.6	Mass Change to Settlement Documents	444
10.3	Additional Features	446
10.3.1	Working with Condition Contracts with Web Application Programming Interfaces	446
10.3.2	Commonly Used Core Data Services Views	447
10.3.3	Commonly Used Transactions and Tables for Condition Contracts	448
10.3.4	Commonly Used Business Add-Ins for Condition Contracts	450
10.3.5	Extensibility of Customer Condition Contracts and Settlement Documents	453
10.4	Summary	454
11	Implementing Condition Contract Management	455
11.1	Implementation Paths	455
11.1.1	New Implementations	455
11.1.2	System Conversions and Migrations	456
11.2	SAP Roadmap for Settlement Management	458
11.3	Summary	458
	The Authors	461
	Index	463

Index

A

Access sequence	33, 331
<i>O4</i>	331
<i>205</i>	247
<i>214</i>	331
<i>215</i>	247
<i>RCO</i>	209
<i>RCO1</i>	209
<i>RCA1</i>	209
<i>REO1</i>	34
<i>REA1</i>	34
<i>RRO1</i>	298
<i>RRA1</i>	298
Account determination	
<i>Menu path</i>	217
Account key	44, 306
<i>ORI</i>	306
<i>OS1</i>	44
<i>Define</i>	217
<i>Menu path</i>	44, 306
Accounting document	277, 355, 360, 371, 374
Accrual	115
Accrual condition type	200
Accrual posting	68, 131, 187, 275, 288, 353, 366
Accrual reversal	68
Accrual without business volume	196
Accrued rebate value	118
Activate additional functions	
<i>Menu path</i>	67
Activate OData services	403
Advanced sales rebates	175
Allowed combination	110, 257, 339
<i>Menu path</i>	110, 257, 340
Amount fields	74
Amount fields group	68, 74, 128, 233, 262, 322
<i>OCO1</i>	233
<i>Menu path</i>	68, 233, 322
Analytical SAP Fiori app	29
Analyze Detailed Statement	
Royalties app	430
Analyze Detailed Statement Sales	
Commissions app	426
Analyze Detailed Statement Sales	
Rebates app	423, 426

Application programming	
interface (API)	21, 446
Application status	380, 384
<i>OSO2</i>	385
<i>OSO3</i>	385
Approval mechanism	377, 379
<i>Manual or automatic</i>	379
<i>SAP Fiori app setup</i>	379
<i>SAP GUI configuration</i>	379
Assign condition type	43, 216
<i>Menu path</i>	43, 216
Authorization object	
<i>W_COCO</i>	67, 404
<i>W_COCO_ORG</i>	67, 404
<i>W_WBRK_FKA</i>	405
<i>W_WBRK_ORG</i>	405
<i>W_WBRK_STS</i>	405
Authorizations	404
<i>Commissions</i>	404
<i>Royalties</i>	404
<i>Sales rebates</i>	404

B

Batch requests	447
Billing documents	348
<i>Create</i>	265
Brownfield projects	456
Business Add-ins (BAIs)	450
Business Application Programming	
Interface (BAPI)	124
Business area (GSBER)	237
Business catalog	420, 423, 425, 427, 430, 432, 435, 438, 439, 441
Business object	
<i>BUS2100002</i>	381
<i>BUS2235</i>	381
Business process category	108
<i>OS</i>	86
Business role	420, 425, 427, 432, 436, 438, 442
Business Rules Framework plus (BRFplus)	124
Business volume	68, 113, 273, 352, 361, 436
<i>Check</i>	273, 287, 352, 366
<i>WB2R_BUSVOL</i>	28

Business volume determination	
profile	71–73, 177, 234, 235, 324
ORS1	325
OSOI	73, 74
OSI2	73, 74, 177
OSG1	73, 76
OSG2	73, 76
Menu path	71, 235, 324
OCS1	236
OCS2	236
ZSCL	177
Business volume selection	238
Menu path	179
Business volume selection criteria	23, 127, 182, 261, 345, 446
C	
CDS view	423, 426, 447
Condition contracts	447
Settlement documents	448
Change Business Partner app	266
Change Settlement Documents app	444
Change Validity – Condition	
Contract app	438
Check group	61, 228, 317
OCO1	228
ORO1	317
Menu path	61, 228
Child nodes	121
Collection settlement document	110, 119, 148
Create	148
Column sorting group	105, 110, 255, 338
Menu path	105, 255, 338
Commission recipient	268
Commissions based on billing	264
Commissions based on paid billing	284
Company code	344
Condition	
RCBV	293
RCS1	293
RCS2	293
Condition contract	21, 23, 26, 118, 124, 146, 260, 344, 406, 446
OSI2	176
Approve	379, 405
Configure	31
Create	124, 146, 158, 169, 181, 186, 193, 197, 265, 267, 285, 348, 349, 364, 406
Migration object	456
Release	377, 379, 408, 411
Condition contract (Cont.)	
Request approval to release	407
Request release	410
Settle	265, 348
Condition contract category	57, 224, 314
OC	224
OR	314
OS	57
Menu path	57, 224, 314
Condition contract condition	31, 207, 297
Condition contract maintenance	31, 55, 207, 223, 297, 312
BADIs	451
Condition contract relevance	40, 303
Menu path	303
Condition contract settlement	31, 68, 207, 232, 297, 322
BADIs	452
Condition contract status	377, 447
Condition contract type	65, 145, 231, 320, 344
OCS1	231, 240, 252, 260
OCS2	231, 240, 252, 260
OCS3	231, 240, 252, 260, 284
OCS4	231, 240, 253
ORS1	320, 325, 336, 344, 364
ORS2	325, 336, 344
OSOI	66, 73, 97, 113, 119, 121, 123, 145, 157
OSI2	66, 73, 97, 154, 156, 158, 184
OSI3	73, 97
OSI4	66, 73, 98, 154
OSI4	260
OSG1	66, 73, 98, 119, 123
OSG2	66, 73, 98
OSG3	66, 73, 98
OSG4	66, 73, 98
COO2	154, 175
Menu path	176, 231, 320
Condition exclusion group	
OCO1	220
OCO2	220
OCO3	220
ORO1	309
ORO2	309, 310
ORO3	309, 310
Condition exclusion procedure	52
Condition group	44
Condition record	32, 446
Scale	446
Validity	446
Condition table	263

Condition type	32, 41, 277
OCII	279
OC4I	276
ASOI	36, 210, 300
Menu path	41
MWAS	36, 49, 50
MWVS	211, 280, 282, 291, 295, 300, 356, 359, 363, 371, 373
RCOI	211
RCAI	210, 212, 271
RCA2	211, 219, 280, 282, 291, 295
RCA5	210, 241
RCAT	211
RCBD	211, 218
RCBV	210, 218, 278, 280, 282, 291, 294
RCDI	210
RCD2	210
RCJI	211, 220
RCNT	210
RCS1	210, 211, 218, 280, 282, 291, 294
RCS2	210, 282, 294
RCTT	210, 219, 280
RCTX	210
RCVI	211
REAI	220
REA1	35, 197
REA2	37, 141, 199
REA5	36
REAT	37
REBD	37, 200, 202
REBV	36, 37, 141
RED1	36, 48
RED2	36
REJI	37
RENT	36, 50
RES1	36, 48
RES2	36
RETT	36, 49
RETX	36
REUI	36, 49
RROI	301
RRA1	299, 300, 302, 303, 306, 327, 347, 352
RRA2	300, 309, 327, 356, 359, 373
RRA5	300
RRAT	300
RRBD	299, 300, 306, 308
RRBV	300, 307, 356, 359, 363, 373
RRD1	300
RRD2	300
RRJI	300
Condition type (Cont.)	
RRNT	300, 371
RRS1	299–301, 306, 308, 347, 356, 359, 363, 373
RRS2	300, 359, 363, 373
RRTT	300, 308, 356
RRTX	300
RRUI	300
Condition type group	81, 215, 240, 305
OCO1	215
ORO1	305, 306
Menu path	81, 215, 240, 305, 306
Conditions area	129
Configure pricing	31, 208, 298
Contract category	125
Contract condition type	
ORS1	320
ORS2	320
OSI3	144
OSI3	144
Contract control	113
Contract determination in pricing	115
BADIs	452
Contract extension	116, 436
Contract extension calendar	128
Contract recipient	23
Contract relevance	
Menu path	40
Contract type	23, 125
OCS1	284, 286
OCS3	284
Copy control	111
Menu path	111
Core data services (CDS)	20
Cost center (KOSTL)	238
Country-specific number range	83, 243, 329
Menu path	243, 329
Create Condition Contract app	124, 130, 267, 285, 349, 364
Create	406
Currency (WAERK)	238
Customer	261
Customer (KUNNR)	71, 157, 238
Customer hierarchy	185, 261
Customer hierarchy node	184
27OOIO	187
Customer invoice	131
Create	131
Customer list	175
Create	181
Multiple customers	175

Customer sales rebates	22
Customer settlement	114
Customizing node	122
D	
Data sources	25
Date adjustment	439
Default data	99
Default for payment	109
Define check groups	
<i>Menu path</i>	317
Define condition contract	
<i>Menu path</i>	65
Delta accrual	24, 28, 118, 184, 187, 188
Delta accrual settlement	133
<i>Create</i>	133
Delta accrual settlement document	197
<i>Create</i>	197
Delta settlement	25, 142, 361
<i>Create</i>	142
<i>Post</i>	361
Detailed settlement	
<i>WB2R_BVDETAIL</i>	29
Display Business Volume – Condition	
Contracts app	419
Display Business Volume app	158, 273, 274, 287, 352, 366
Display Detailed Statement –	
Condition Contract app	422
Display Settlement Date app	431
Display Settlement Documents –	
Condition Contracts app	424
Distribution channel (VTWEG)	74, 130, 156, 169, 181, 238, 261, 345
Division (SPART)	74, 156, 157, 238
Document entry	99
Document schema	310
Document schema group	53, 221, 310
<i>OC</i>	221
<i>OD</i>	221
<i>OE</i>	221
<i>OX</i>	311
<i>OY</i>	311
<i>OZ</i>	311
<i>Menu path</i>	53, 221, 310
Document type	
<i>OR11</i>	334

E

Eligible partners	25
Enter Settlement Manually – Condition	
Contracts app	368
Enterprise Search	433
Enterprise Search app	431
Enterprise Search for Condition	
Contract app	432, 433
ES External Agent	233, 266
Event type linkages	380, 381
<i>Menu path</i>	380
Exclusion	51
Exclusion for groups	219, 309
<i>Menu path</i>	219, 309
Exclusion group	51
<i>OCO3</i>	220
<i>Assign condition</i>	52
<i>Create</i>	51
<i>Menu path</i>	51
Explosion class	69, 234, 323
Explosion group	69, 234, 323
<i>Menu path</i>	70, 234, 324
Explosion rule	69
Extend Condition Contracts app	435
Extensibility	453
External identifier	260
External reference	125
External reference category	125
External sales commission	22, 207, 259
<i>General process</i>	259
F	
Factsheet-based SAP Fiori app	29
Field change group	93
<i>OR</i>	93, 250, 334
<i>Menu path</i>	93
Field combination	77, 238, 325
<i>0026</i>	238
<i>Menu path</i>	77, 179, 238, 325
Field combination group	80
Field status group	57, 103, 110, 191, 225, 254, 314, 337
<i>OCO1</i>	225
<i>ORO1</i>	314
<i>OSO1</i>	125
<i>Menu path</i>	57, 103, 225, 254, 314
Final settlement	25, 118, 139, 152
<i>Create</i>	139, 152, 162, 170, 182, 188
<i>Post</i>	283, 293, 358

Final settlement document	283
<i>Create</i>	194, 199
Financial accounting	49
Fixed amount rebate	191, 196
Flexible Approval Workflow	377
Function	387
<i>Menu path</i>	387
<i>SCCM_F1</i>	388, 393
<i>SCCM_F2</i>	388, 393
<i>STLMTAPR</i>	388, 395, 402
Function profile	387, 388
<i>Map</i>	389
<i>Menu path</i>	388

G

General control	85, 99
Goods-related taxation	49
<i>Contract</i>	164
<i>Rebate</i>	164
<i>Variations</i>	164
Greenfield implementation	455
Gross amount	47, 219, 309
Gross settlement amount	362
Group	
<i>OSO1</i>	42, 43
<i>OSO2</i>	42, 43
Groups for cancellation documents ..	250, 334
<i>Menu path</i>	250, 334

I

Identification object	100
Implementation paths	455
Inactive status	377

K

Keys to configuration	120
-----------------------------	-----

L

Legacy transfer migration cockpit	
(LTMC)	456
LI Vendor	233
Licensee	343
Licensing	343
Licensor	322, 343, 344
Locked for settlement	378
<i>Request release</i>	410

M

Maintain Contract Condition	
Contracts app	378
Manage Condition Contracts app	423
Manage Customer Condition	
Contract app	124
Manage Teams and	
Responsibilities app	387, 390, 411
<i>Release</i>	379
Manage Workflows for Condition	
Contracts app	395, 398
<i>Release</i>	379
Manage Workflows for Settlement	
Documents app	395
Manual Settlement Document	367
<i>Process</i>	367
Manual settlement process	363
Mass change	434
Mass processing	433
Material	261
Material (MATNR)	238
Material group	261
Migrate Your Data app	456, 457
Monitor Condition Contract app	407, 410
Monitor Customer Condition	
Contracts app	423, 428
Monitor External Sales	
Commissions app	427
Monitor Royalty Condition	
Contracts app	428
My Inbox app	395, 408, 411

N

Net amount	47, 218, 308
Net amount (NETWR)	27, 28, 69
Net amount payable	359, 363, 373
New implementation	455
Number range	56, 82, 99, 241, 328
<i>Define</i>	223, 313
<i>Menu path</i>	56, 82, 84, 223, 241, 313, 328
Number range object	
<i>W_LFAKTURA</i>	328
<i>WCB_CC</i>	56, 224, 313

O

OData	446
Order-to-cash process	21, 265, 348
Organizational data	260, 344

P

Package processing 150
 Parallel processing 150
 Partial payment 136
 Partial settlement 24, 118, 119, 136, 148, 159
 Check 355
 Create 136, 148, 159
 Post 279, 288, 355, 372
 Partner function 261, 266, 322
 RR 322
 Partner type 322
 LI Vendor 322
 Posting rule 92, 249, 333
 OA 92, 93, 249, 250, 334
 OD 92
 Menu path 249, 333
 Predefined partner relations 232, 322
 Menu path 233, 322
 Pricing access sequence 33, 209, 298
 Menu path 33, 209, 298
 Pricing condition 32, 371
 Characteristics 209
 Menu path 35
 Pricing condition table 32, 208, 298
 Menu path 32, 208, 298
 Pricing condition type 35, 209, 299
 Menu path 210, 299
 Pricing element 183, 194, 199, 373
 Pricing procedure 45, 217, 307
 A10005 46
 A10006 45, 48
 A10007 45, 49, 168
 A10008 45, 50
 A10009 307, 310, 312
 A10010 307
 A10011 307
 A10012 218, 222
 A10013 218
 A10014 218
 Menu path 45, 307
 Pricing procedure determination 55, 222, 312
 Menu path 55, 222, 312
 Pricing with condition contract
 condition 298
 Process category 84, 244, 330
 OR 330
 Menu path 85, 244, 330
 Process flow 146
 Process variant 125, 380
 Procure-to-pay process 21

Product hierarchy 261
 Profit center (PRCTR) 238
 Program run control 134
 Purchasing group 344
 Purchasing organization 344

R

Rebate accrual rate 136
 Rebate basis (BONBA) 27, 28
 Rebate business volume addition 200
 Rebate for multiple customers 154
 Reference condition type 37, 39
 Relevance for condition types 214
 Menu path 214
 Relevant for contract determination 128
 Reporting BADIs 452
 Requirement 67 34, 299
 Requirement 75 34
 Revenue reduction 117
 Reversal condition 37
 Reverse Settlement Documents –
 Condition Contracts app 441
 Royalties 23, 343
 General process 343
 Royalty recipient 345
 Maintain 348
 Partner 348
 RR 348
 Royalty settlement 297, 347

S

Sales agent 261
 Sales agent partner, maintain 266
 Sales organization 261, 268, 345
 Sales organization (VKORG) ... 74, 156, 157, 238
 Sales process type
 OS10 86
 OS15 86
 OS20 86
 OS25 86
 OS26 86
 OS30 86
 OS35 86
 OS36 86
 OS40 86
 OS4A 86
 OS60 86
 OS65 86
 OS66 86
 OS70 86

Sales rebate 117
 General process 117
 Variations 175
 Sales reduction 119
 Sales target 200
 Sales volume 261
 SAP ERP rebates 26
 SAP Fiori apps 419
 Analytical 419
 Factsheet 419
 Transactional 29, 419
 SAP Fiori launchpad 424, 432, 433
 SAP GUI configuration 380
 SAP GUI transactions 419
 SAP Note 2226380 457
 SAP Note 2267415 457
 SAP Sales Cloud 21
 SAP_BR_BILLING_CLERK 124
 SAP_BR_CONTRACT_MANAGER_CCM 124
 SAP_BR_INTERNAL_SALES_REP 124
 SAP_BR_SALES_MANAGER 124
 Schedule Accrual Reversal – Customer
 Condition Contracts app 431
 Schedule Accrual Reversal – External Agent
 Commissions app 431
 Schedule Accrual Update – Customer
 Condition Contracts app 431
 Schedule Accrual Update – External Agent
 Commissions app 431
 Schedule Accruals Reversal – Royalty
 Contracts app 431
 Schedule Accruals Update – Royalty
 Contracts app 431
 Schedule Contract Settlement – Customer
 Condition Contracts app 431
 Schedule Contract Settlement – External
 Agent Commissions app 431
 Schedule Contract Settlement – Royalty
 Contracts app 431
 Schedule Customer Settlement Document
 List Creation Contracts app 431
 Schedule Document Pricing – Settlement
 Management app 431
 Schedule Supplier Settlement Document
 List Creation app 431
 Set Status – Condition Contracts app 433
 Sets of field combination 79, 185, 239, 326
 Menu path 79, 239, 326
 Settle Condition Contracts –
 Supplier app 275, 279, 283, 288–290,
 292, 293, 353, 355, 358, 362, 366
 Settle Condition Contracts app 423

Settlement 114
 Settlement amount 371
 Calculation 68
 Settlement calendar 23, 128, 134, 263,
 346, 351, 446
 Assignment 68
 Settlement conditions 25, 263, 347
 Settlement data 262, 268, 346, 351
 Settlement date 113, 134
 Adjustment 439
 Type 199
 Settlement document 26, 413
 Approve 413
 Create 68, 413
 Release 379, 414
 Settlement document type 94, 122, 222,
 251, 311, 334
 OC11 253
 OR11 336
 OS12 98
 Menu path 94, 251
 Settlement management 19
 Menu path 217
 Settlement material 128, 268
 Settlement procedure 108
 Settlement process
 Category 108
 Type 105–107, 145, 246, 255, 257,
 331, 338, 339
 Settlement process type
 OR10 338
 OS20 145
 Menu path 107, 256
 Settlement program 25
 Settlement settings 112, 145, 257, 340
 Menu path 112, 180, 257, 340
 Settlement type customer 128
 Settlement unit of measure 128, 268
 Single customer one-step 118
 Single customer two-step 144
 Sold-to party (KUNNR) 74
 Specify text type 60, 227
 Split criteria 274
 Standard customer hierarchy 186
 Standard team category 389
 Menu path 389
 Status group 380, 384
 OS01 385
 Menu path 384
 Status management 377
 Supplier 260, 344
 System conversion 456

T

Table	
163	33, 34, 44, 208, 298
4AO	34, 44
4AB	33, 34, 44, 208, 298
4AO	33, 156, 208, 298
904	34
VBOX	26, 457
WBRK	144
WBRP	144
WCOCOF	74, 116
Task filter	382
Maintain	382
Task name	380
Maintain	382
Menu path	382
Tax code	49, 123, 166, 368
Tax condition type	123
Taxation as a service	97
Team type	390
Menu path	390
Technical name	298
COCO_NUM	32, 33, 208, 298
MATNR	33, 298
Text determination	59, 87, 246, 331
Menu path	59, 87, 227, 246
Text determination procedure	226, 315, 316, 332
OC	227, 247
OR	316, 317, 332
Menu path	316
Text ID	87, 246, 331
OCO1	246, 247
OCO2	246, 247
OCO3	246, 247
ORO1	331
ORO2	331
ORO3	331
Text transfer group	90, 248, 333
Menu path	248, 333
Text type	
Menu path	59, 226, 227
Text types for header	
Menu path	316
Transaction	
BP	266
LTMC	456
SWDD_SCENARIO	383
VBOF	26
WB2R_AB_DOCS	425, 449

Transaction (Cont.)

WB2R_BUSVOL	28, 133, 158, 170, 273, 287, 352, 366, 449
WB2R_BVDETAIL	449
WB2R_CANCEL_DOCS	441, 449
WB2R_DOC_ENTRY	368, 449
WB2R_EXTENSION	435, 449
WB2R_IMG	449
WB2R_RAV	449
WB2R_SC	133, 136, 139, 148, 159, 162, 170, 182, 187, 188, 194, 197, 199, 201, 449
WB2R_SC_CORR	449
WB2R_SETTL_CAL	449
WB2R_SV	275, 279, 283, 288–290, 292, 293, 353, 355, 358, 362, 366, 449
WB2R_SV_CORR	449
WB2R_UAC	439, 449
WB2R_UAV	449
WCB_VALIDITY_CHANGE	438
WCOCO	67, 124, 130, 146, 158, 181, 186, 193, 200, 267, 285, 349, 364, 378, 406, 407, 410, 448
WCOCO_ACTION	130, 433, 448
WCOCO_CHANGE	449
WCOCO_CREATE	449
WCOCO_DISPLAY	449
WCOCOALL	448
WLFA	449
WLR2	449
WLR3	449
WZR2	144, 449
WZR3	144, 449
WZRC	148, 449
WZRMC	444, 449
Transfer event	62, 121, 229, 318
20	103, 230, 320
22	103, 229, 230, 318, 320, 357
23	62, 103, 121–123, 168
32	103
6I	103, 230, 320
70	103, 230, 320
75	103, 230, 233, 320
78	230, 320
Transfer group	62, 102, 122, 229, 318
OCO1	233
ORO1	318, 323
OSO1	62, 122, 123
OSG1	168
Assign	64
Define	62

Transfer Manager	62, 229
Menu path	62, 120, 229, 318
Transfer rule	62, 122, 229, 318

U

Update Accruals – Changed Contracts app	439
Usage options	40, 304

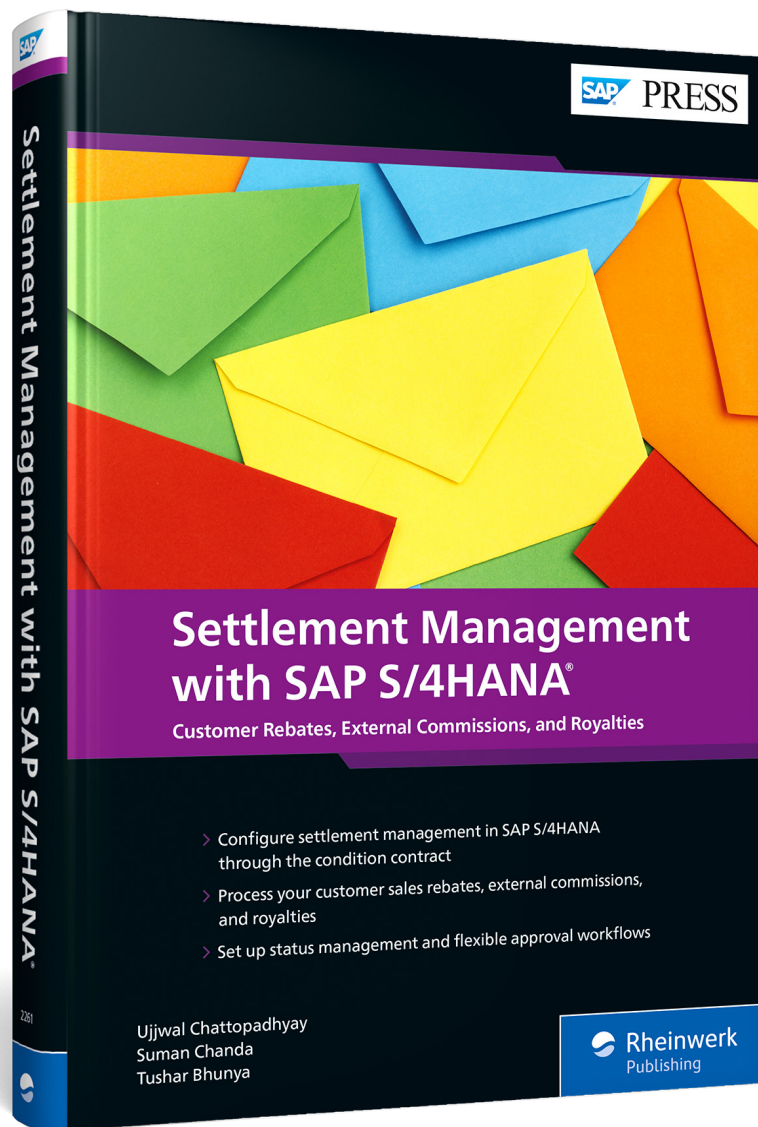
V

V Supplier	232
Validity period	23, 181

Value-added service	117, 119
Value-added tax (VAT)	100
VAT registration number	100
Virtual data model (VDM)	447

W

Workflow activation	
Menu path	380
Workflow notification	387
Menu path	387
Workflow scenario	380
Activate	380



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