

SAP University Alliances

Authors Hans-Jürgen Scheruhn
Bret Wagner
Stefan Weidner



Sales and Distribution (SD)

Product

SAP ERP 6.0 EhP7
Global Bike Inc.

Level

Beginner

Focus

Cross-functional integration
Sales and Distribution

Version

2.40

Last Update

April 2015



- Introduction to SAP
- Navigation
- Introduction to GBI
- **Sales & Distribution**
- Materials Management
- Production Planning
- Financial Accounting
- Controlling
- Human Capital Management
- Warehouse Management
- Project System

- Sales Support
- Sales
- Shipping and Transportation
- Billing
- Credit Management
- Foreign Trade

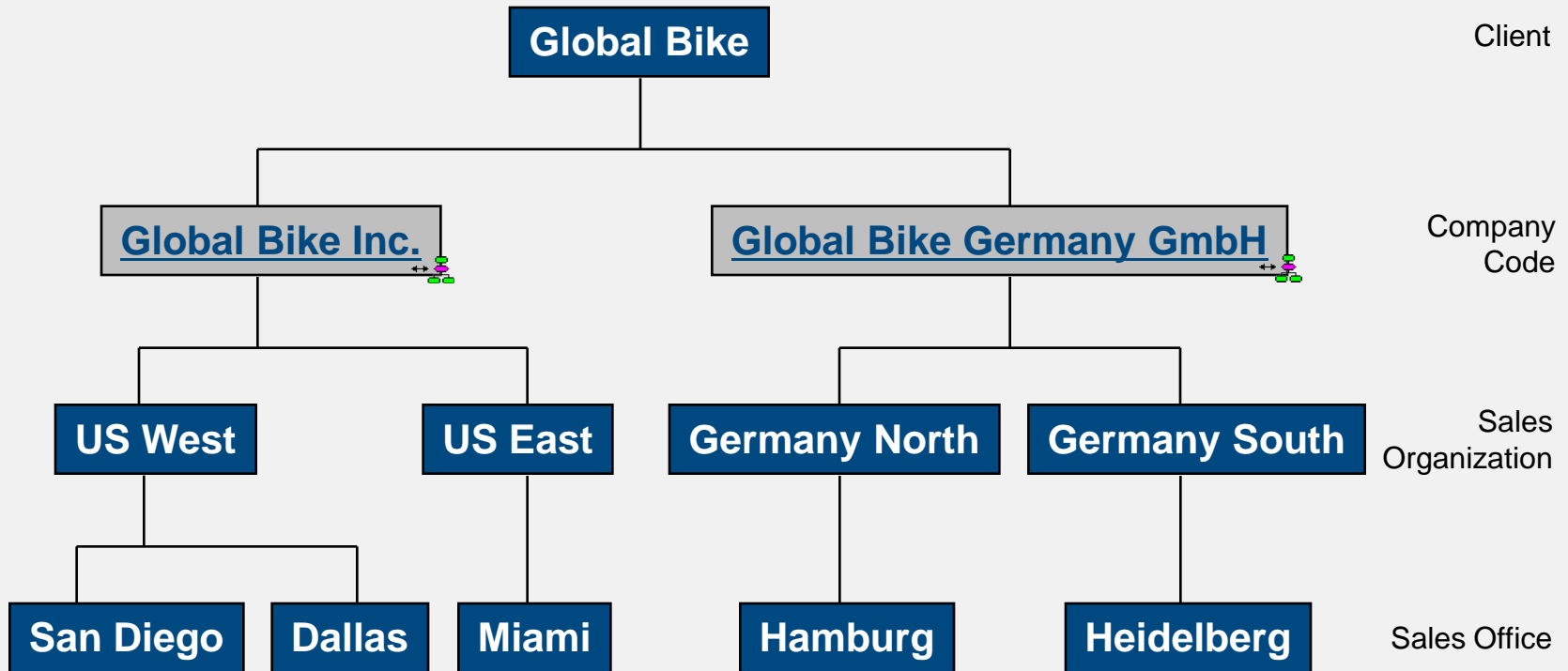
- SD Organizational Structure
- SD Master Data
- SD Processes
 - Order-to-Cash Process

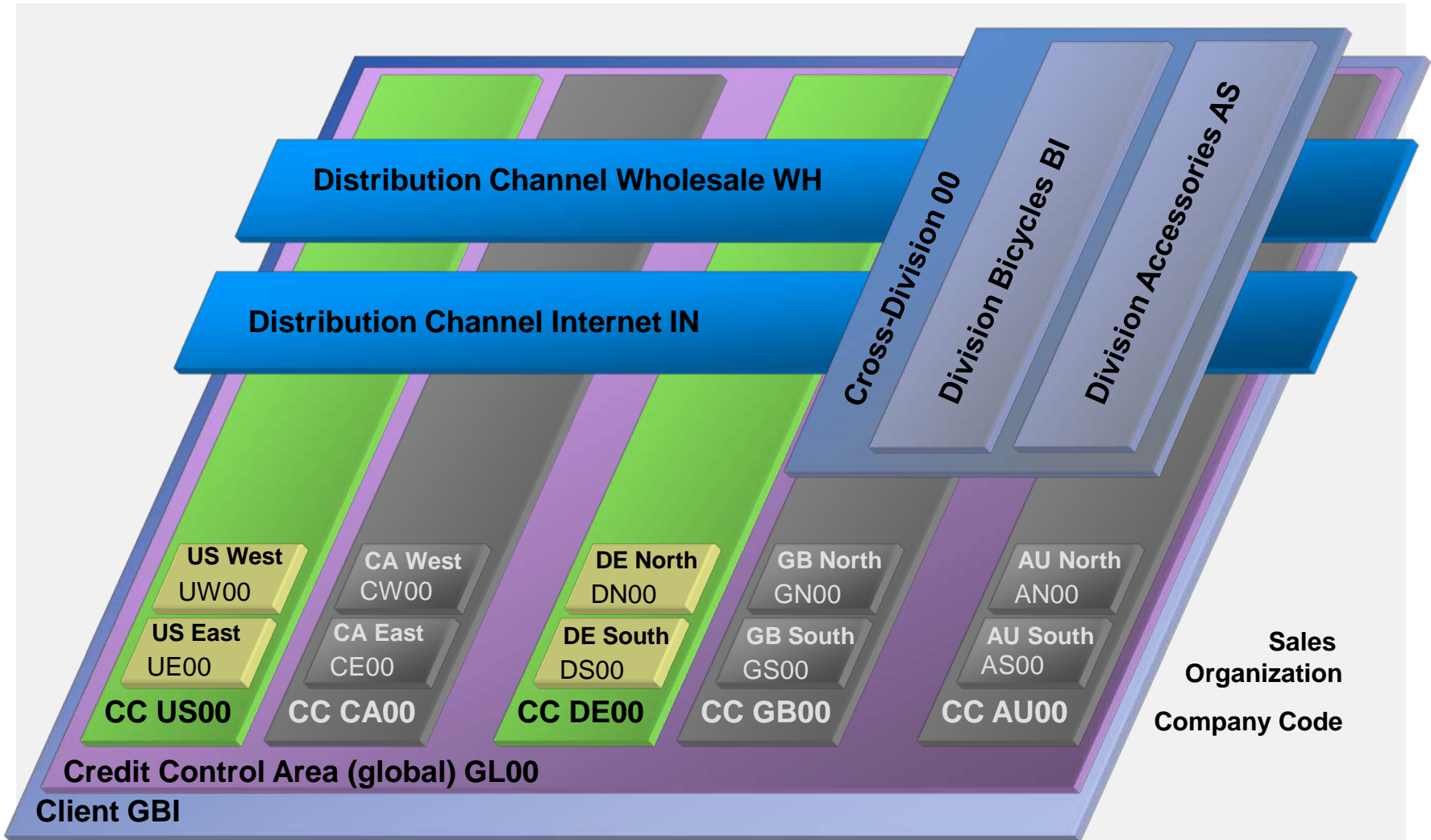


- Client
 - An independent environment in the system
- Company Code
 - Smallest org unit for which you can maintain a legal set of books
- Credit Control Area
 - An organizational entity which grants and monitors a credit limit for customers.
 - It can include one or more company codes
- Sales Organization
 - An organizational unit responsible for the sale of certain products or services.
 - The responsibility of a sales organization may include legal liability for products and customer claims
- Distribution Channel
 - The way in which products or services reach the customer
 - Typical examples of distribution channels are wholesale, retail, or direct sales



- Division
 - A way of grouping materials, products, or services
- Sales Area
 - Combination of Sales Organization, Distribution Channel and Division
 - Determines conditions (i.e. pricing) for sales activities
- Plant (here: Delivering Plant)
 - Plant from which the goods should be delivered to the customer
- Other SD organization units:
 - Shipping Point
 - Loading Point
 - Sales Office
 - Sales Group
 - Sales Person





Create Standard Order: Overview

Orders

Standard Order Net value 15,000.00 USD

Sold-To Party Philly Bikes / 3999 West Chester Pike / Philadelphia PA 19073

Ship-To Party Philly Bikes / 3999 West Chester Pike / Philadelphia PA 19073

PO Number PO date

Customer Master

Sales | Item overview | Item detail | Ordering party | Procurement | Shipping | Reason for rejection

Req. deliv.date D Deliver.Plant

Complete div. Total Weight

Delivery block Volume

Billing block Pricing date

Payment card Exp.date

Card Verif.Code

Payment terms Pay immediately w/o Incoterms Miami

Order reason

Material Master

Sales Condition

All items

Item	Material	Order Quantity	Un	S	Description	ItCa	DGIP	HL	Item	D	First date	Plant	Batch	CnTy	Amount	Crry	Net price	per	U...	Net value
	0DXTR1000	1	EA		Deluxe Touring Bike (black)	TAN				D	04/26/2010	MI00				USD	3,000.00		1 EA	
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									
										D	04/26/2010									

- Customer Master
 - Contains all of the information necessary for processing orders, deliveries, invoices and customer payment
 - Every customer MUST have a master record

- Created by Sales Area
 - Sales Organization
 - Distribution Channel
 - Division

Screen Diagram Customer



Display Customer: General Data

Other Customer Company Code Data Sales Area Data

Customer: 3000 Philly Bikes Philadelphia

Address Control Data Payment Transactions Marketing Export Data

Preview

Name

Title: Company

Name: Philly Bikes

Search Terms

Search term 1/2: 000

Street Address

Street/House number: 3999 West Chester Pike

Postal Code/City: 19073 Philadelphia

Country: US USA Region: PA Pennsylvania

Time zone: EST Tax Jurisdiction: PA0000000

Transportation zone: 0000000001 Region East

PO Box Address

PO Box:

Postal code:

Company postal code:

Communication

Language: EN English Other communication...

Telephone: Extension:

Mobile Phone: Extension:

Fax: Extension:

E-Mail:

Standard Comm. Mtd:

Data line:

Telebox:

Comments:

- The customer master information is divided into 3 areas:

- General Data
- Company Code Data
- Sales Area Data

Display Customer: General Data

Other Customer | Company Code Data | Sales Area Data

Customer: 3000 | Philly Bikes | Philadelphia

Address | Control Data | Payment Transactions | Marketing | Export Data

Preview

Name

Title: Company

Name: Philly Bikes

Search Terms

Search term 1/2: 000

Street Address

Street/House number: 3999 West Chester Pike

Postal Code/City: 19073 Philadelphia

Country: US USA Region: PA Pennsylvania

Time zone: EST Tax Jurisdiction: PA0000000

Transportation zone: 0000000001 Region East

PO Box Address

PO Box:

Postal code:

Company postal code:

Communication

Language: EN English Other communication...

Telephone: Extension:

Mobile Phone:

Fax: Extension:

E-Mail:

Standard Comm. Mtd:

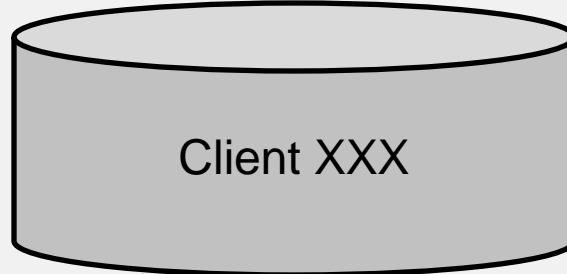
Data line:

Telebox:

Comments:

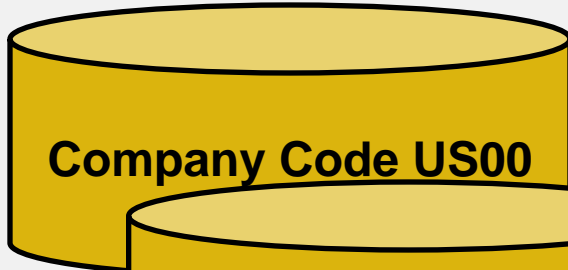


General Information relevant for the entire organization:



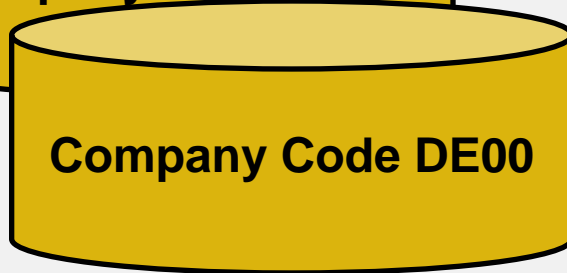
Name
Address
Communication

Company Code specific information:



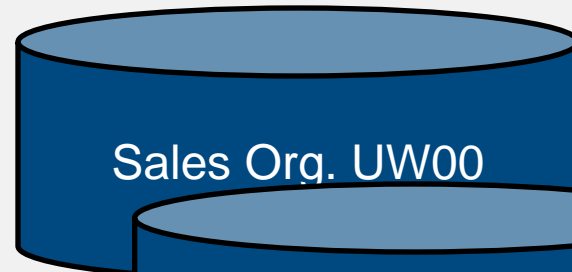
Company Code US00

Acc. Mgmt
Payment
Bank



Company Code DE00

Sales Area specific information:



Sales Org. UW00

Sales Office
Currency



Sales Org. DS00

- Material Master
 - Contains all the information a company needs to manage about a material
 - It is used by most components within the SAP system
 - Sales and Distribution
 - Materials Management
 - Production
 - Plant Maintenance
 - Accounting/Controlling
 - Quality Management
 - Material master data is stored in functional segments called Views

Display Material DXTR1000 (Finished Product)

Additional Data | Org. Levels

Basic data 1 | Basic data 2 | Sales: sales org. 1 | Sales: sales org. 2 | Sale...

Material: DXTR1000 | Deluxe Touring Bike (black)

General data

Base Unit of Measure	EA	each	Material Group	BIKES
Old material number			Ext. Matl Group	
Division	BI		Lab/Office	
Product allocation			Prod.hierarchy	
X-plant matl status	<input type="checkbox"/>		Valid from	
<input type="checkbox"/> Assign effect. vals			GenItemCatGroup	NORM Standard item

Material authorization group

Authorization Group:

Dimensions/EANs

Gross Weight	8,510	Weight unit	G
Net Weight	8,510		
Volume	0,000	Volume unit	
Size/dimensions	<input type="text"/>		
EAN/UPC	<input type="text"/>	EAN Category	<input type="checkbox"/>

Packaging material data

Matl Grp Pack.Matls:

Basic Data Texts

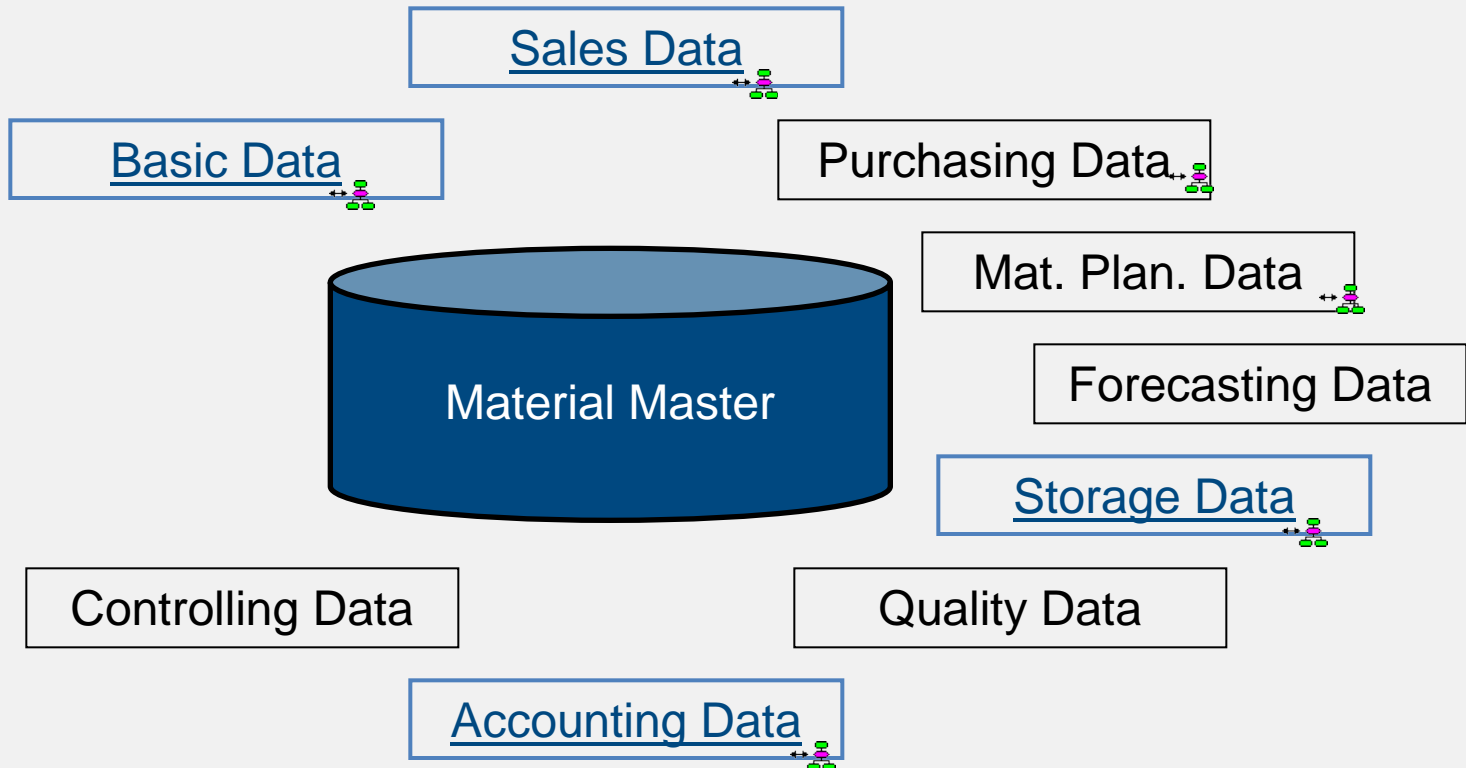
Languages Maintained: 0 | Basic Data Text | Language:

[Screen Diagram Material](#)

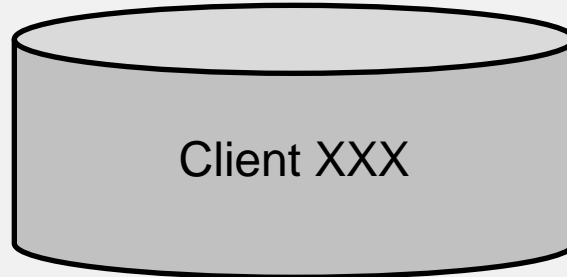


[GBI Data Model](#)



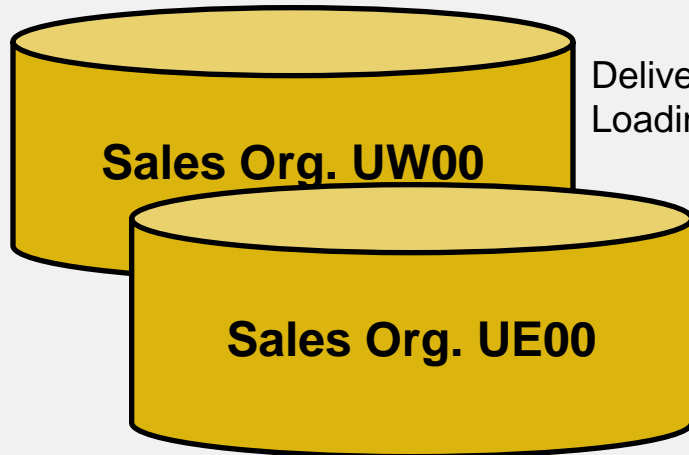


General Information relevant for the entire organization:



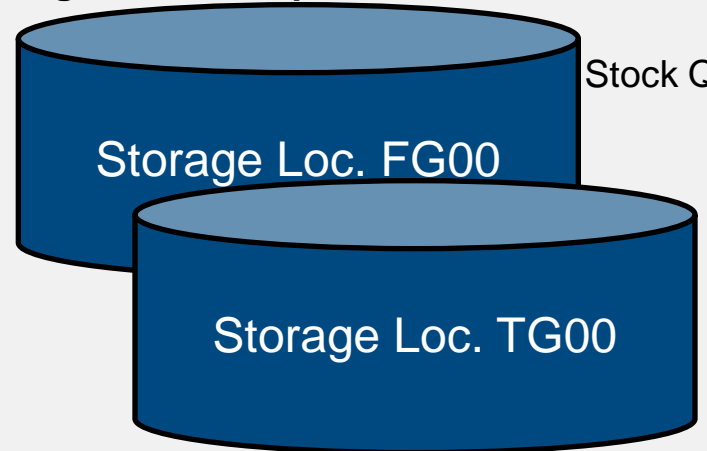
Name
Weight
Unit of Measure

Sales specific information:



Delivering Plant
Loading Grp

Storage Location specific information:



Stock Qty

- Condition master data includes:

- Prices
- Surcharges
- Discounts
- Freights
- Taxes

- You can define the condition master to be dependent on various data:

- Material specific
- Customer specific

- Conditions can be dependent on any document field

Sales Document Item: 10 | Item category: TAN | Standard Item
 Material: DXTR1000 | Deluxe Touring Bike (black)

Sales A | Sales B | Shipping | Billing Document | **Conditions** | Account assignment | Sc

Qty: 5 EA | Net: 15,000.00 USD | Tax: 0.00

Pricing Elements							
N...	CnTy Name	Amount	Crcy	per	U...	Condition value	Curr.
PR00	Price	3,000.00	USD		1 EA	15,000.00	USD
	Gross Value	3,000.00	USD		1 EA	15,000.00	USD
	Discount Amount	0.00	USD		1 EA	0.00	USD
	Rebate Basis	3,000.00	USD		1 EA	15,000.00	USD
	Net Value for Item	3,000.00	USD		1 EA	15,000.00	USD
	Net Value 2	3,000.00	USD		1 EA	15,000.00	USD
	Total	3,000.00	USD		1 EA	15,000.00	USD
SKT0	Cash Discount	0.000	%			0.00	USD
WPRS	Internal price	1,400.00	USD		1 EA	7,000.00	USD
	Standard - USA W/ith	1,600.00	USD		1 EA	8,000.00	USD

Sales Document Item: 10 | Item category: TAN | Standard Item
 Material: PRTR1000 | Professional Touring Bike (black)

Sales A | Sales B | Shipping | Billing Document | **Conditions** | Account assignment | Sc

Qty: 5 EA | Net: 16,000.00 USD | Tax: 0.00

Pricing Elements							
N...	CnTy Name	Amount	Crcy	per	U...	Condition value	Curr.
PR00	Price	3,200.00	USD		1 EA	16,000.00	USD
	Gross Value	3,200.00	USD		1 EA	16,000.00	USD
	Discount Amount	0.00	USD		1 EA	0.00	USD
	Rebate Basis	3,200.00	USD		1 EA	16,000.00	USD
	Net Value for Item	3,200.00	USD		1 EA	16,000.00	USD
	Net Value 2	3,200.00	USD		1 EA	16,000.00	USD
	Total	3,200.00	USD		1 EA	16,000.00	USD
SKT0	Cash Discount	0.000	%			0.00	USD
WPRS	Internal price	1,500.00	USD		1 EA	7,500.00	USD
	Standard - USA W/ith	1,700.00	USD		1 EA	8,500.00	USD

- Output is information that is sent to the customer using various media, such as:
 - E-mail
 - Mail
 - EDI
 - Fax
 - XML

- Output examples:
 - Quotation
 - Confirmation
 - Invoice

Change Standard Order 1: Output

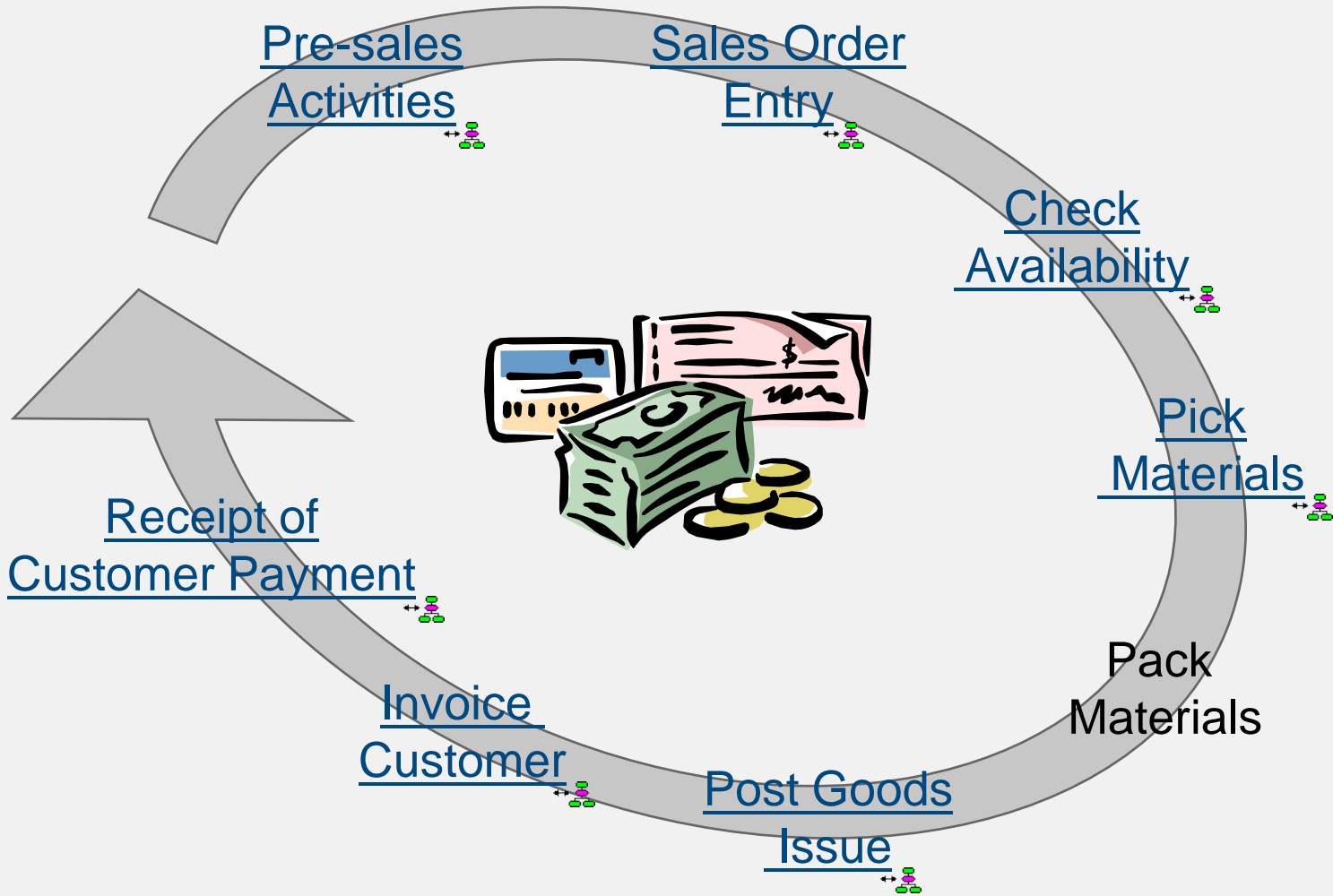
Sold-to party	3000	Philly Bikes
Output type	BA00	

Printing information

Logical destination	LOCL	
Number of messages	<input type="text" value="1"/>	<input checked="" type="checkbox"/> Print immediately
Spool request name	<input type="text"/>	<input type="checkbox"/> Release after output
Suffix 1	<input type="text"/>	
Suffix 2	<input type="text"/>	
SAP cover page	Do Not Print	
Recipient	WEIDNER	
Department	<input type="text"/>	
Cover Page Text	Access Type for Print Parameter and Proposal	
Authorization	<input type="text"/>	
Storage Mode	1 Print only	

Format

Form	<input type="text"/>
------	----------------------



- Sales Support is a component of SD that assists in the sales, distribution, and marketing of a companies products and services to its customers. It contains the following functionality:
 - Creating and tracking customer contacts and communications (sales activity)
 - Phone call records
 - On-site meeting
 - Letters
 - Campaign communication
 - Implementing and tracking direct mailing, internet, and trade fair campaigns based on customer attributes

- Pre-sales documents need to be managed within the presales activities: Inquiries and Quotations. These documents help identify possible sales related activity and determine sales probability.

- The ultimate goal of all pre-sales activities is to equip the sales technician with all the information necessary to negotiate and complete the potential sale.
- Information needed:
 - Past sales activity
 - Past communication
 - Contact information
 - General Company info
 - Credit limits and usage
 - Current backorders
- 360° view of your customer

The screenshot displays the SAP CRM Light interface for a sales activity. It includes sections for 'Sales activity', 'Contact persons', 'Follow-up actions', and a detailed 'Statistics measures' table. The 'Statistics measures' table shows data for 'Sales activities (CAS)' with columns for Min, Max, Totals, Average, Open, and Number. Below this, there is a section for 'Last SD documents' with a table listing document numbers, dates, net values, and statuses.

Statistics measures						
Document category	Value in T					
	Min	Max	Totals	Average	Open	Number
Sales activities (CAS)	0	0	0	0		

Last SD documents				
Sales activities (CAS)	Date	Net value	Status	
0100000003	03/10/06	0.00	Open	
Order	Date	Net value	Status	
000000146	10/03/06	1,452.25 USD	Open	
000000145	09/25/06	1.09 USD	Open	
000000140	03/15/06	49,750.00 USD	Completed	
000000133	09/14/05	18,000.00 USD	Open	
000000132	09/14/05	13,500.00 USD	Being processed	

- An inquiry is a customer's request to a company for information or quotation in respect to their products or services without obligation to purchase.
 - How much will it cost
 - Material/Service availability
 - May contain specific quantities and dates

- The inquiry is maintained in the system and a quotation is created to address questions for the potential customer.

Company		Inquiry				
The Bike Zone 2105 N Lewis Ave Portland OR 97227		Number/Date 10000002 / 04/21/2010 Reference no./Date 000 /04/21/2010 Delivery date Day 04/21/2010 Cust. no. 1301 Validity period 04/21/2010 bis 05/21/2010				
We deliver according to the following conditions:		Currency USD				
Terms of payment Payable immediately without deduction						
Terms of delivery FOB San Diego						
Weights (gross/net) - Volume - Mark						
Gross weight		57,170 G Net weight 57,170 G				
Please see our promotional offer enclosed. Delivery as long as stocks last.						
Item	Material	Qty	Description	Price	Price unit	Value
000010	DXTR1000	5 EA	Deluxe Touring Bike (black)	3,000.00	USD 1 EA	15,000.00
000020	PRTR1000	2 EA	Professional Touring Bike (black)	3,200.00	USD 1 EA	6,400.00
Final amount						21,400.00



- The quotation presents the customer with a legally binding offer to deliver specific products or a selection of a certain amount of products in a specified timeframe at a pre-defined price.

Company		Quotation				
The Bike Zone 2105 N Lewis Ave Portland OR 97227		Number/Date 20000000 / 04/21/2010 Reference no./Date 000 / 04/21/2010 Delivery date Day 04/21/2010 Cust. no. 1301 Validity period 04/21/2010 bis 05/21/2010				
We deliver according to the following conditions:		Currency USD				
Terms of payment Payable immediately without deduction						
Terms of delivery FOB San Diego						
Weights (gross/net) - Volume - Mark						
Gross weight	57,170 G	Net weight	57,170 G			
Please see our promotional offer enclosed. Delivery as long as stocks last.						
Item	Material	Qty	Description	Price	Price unit	Value
000010	DXTR1000		Deluxe Touring Bike (black)			
		5 EA	3,000.00	USD	1 EA	15,000.00
	Material		50.00-	USD	1 EA	250.00-
	% Discount from N		5.000-	%		737.50-
	Net Value for Ite		2,802.50	USD	1 EA	14,012.50
000020	PRTR1000		Professional Touring Bike (black)			
		2 EA	3,200.00	USD	1 EA	6,400.00
	% Discount from N		5.000-	%		320.00-
	Net Value for Ite		3,040.00	USD	1 EA	6,080.00
Final amount						20,092.50

- Sales order processing can originate from a variety of documents and activities
 - Customer contacts us for order: phone, internet, email
 - Existing Contract
 - Quotations

- The electronic document that is created should contain the following basic information:
 - Customer Information
 - Material/service and quantity
 - Pricing (conditions)
 - Specific delivery dates and quantities
 - Shipping information
 - Billing Information

- The sales document is made up of three primary areas:
 - Header
 - Data relevant for the entire sales order: Ex: customer data, total cost of the order
 - Line Item(s)
 - Information about the specific product: Ex: material and quantity, cost of an individual line
 - Schedule Line(s)
 - Uniquely belongs to a Line Item, contains delivery quantities and dates for partial deliveries

The screenshot shows the SAP Sales Order interface. The top section is the header, containing fields for Standard Order (15), Net value (20,092.50 USD), Sold-To Party (1301), Ship-To Party (1301), PO Number (000), and PO date (04/21/2010). Below the header are tabs for Sales, Item overview, Item detail, Ordering party, Procurement, Shipping, and Reason for rejection. The main area displays delivery details: Req. deliv. date (05/21/2010), Deliver.Plant, Total Weight (57,170.6), Volume (0.000), Billing block, Pricing date (04/21/2010), Payment card, Exp. date, Card Verif. Code, Payment terms (0001), and Order reason.

The 'All items' table lists the following items:

Item	Material	Order Quantity	Un	S	Description	Customer Material N
10	DXTR1000		5	EA	Deluxe Touring Bike (black)	
20	PRTR1000		2	EA	Professional Touring Bike (black)	

The bottom section shows the 'Sales Document Item' (10) and 'Material' (DXTR1000) details. It includes tabs for Sales A, Sales B, Shipping, Billing Document, Conditions, Account assignment, Schedule lines, and Pa. The 'Quantities/Dates' table shows the following data:

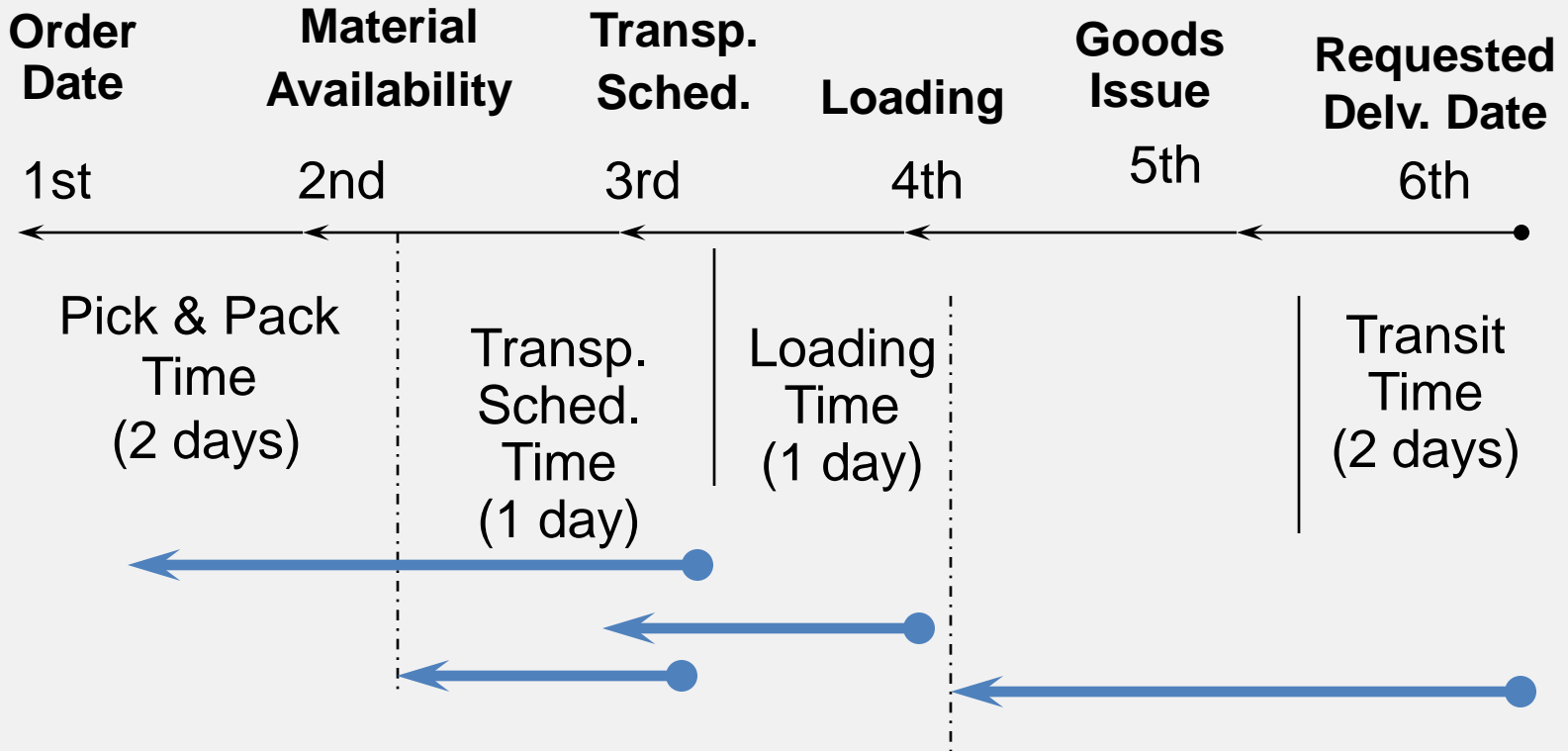
P	Delivery Date	Order quantity	Rounded qty	Confirmed Qty	Sa...	Delivery block	Delivered qty
D	04/21/2010		5	5	5	EA	5

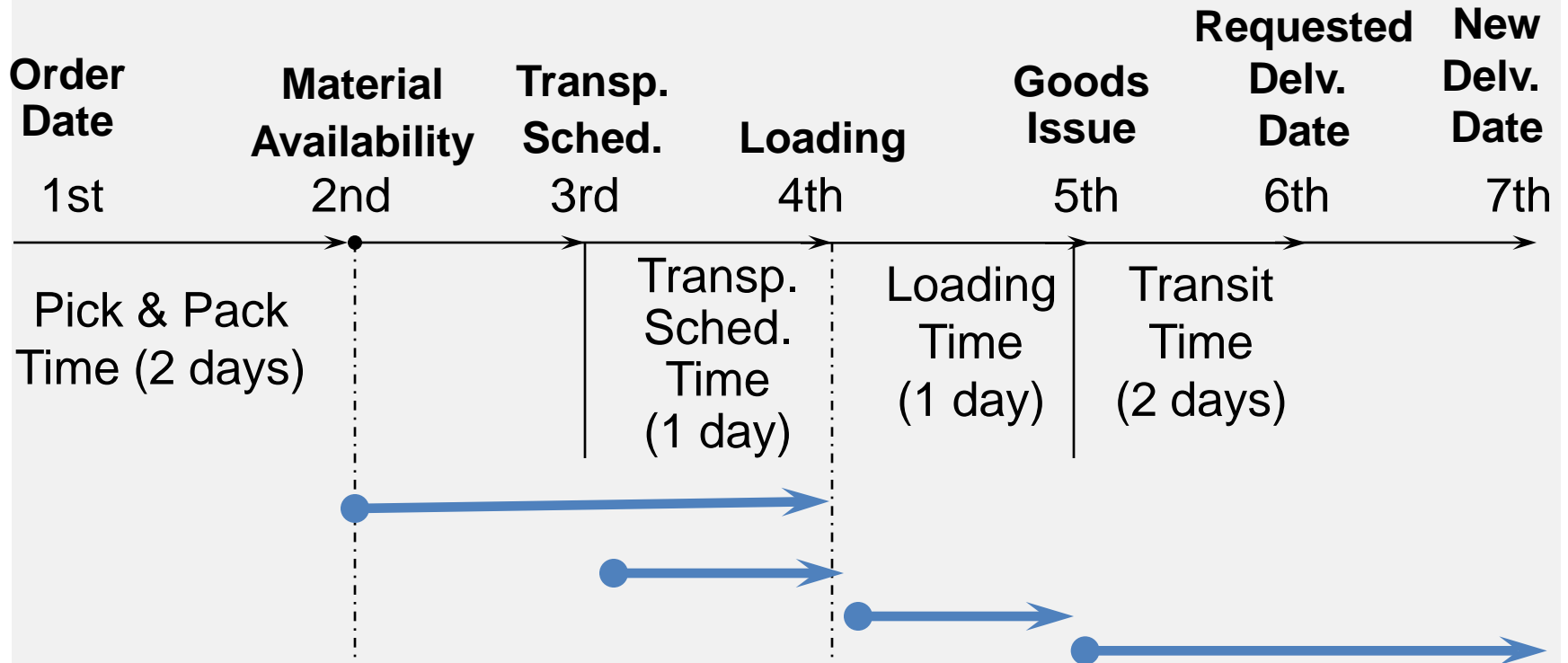
Screen Diagram Sales Order



- The sales order contains all of the information needed to process your customers request, the following information is determined for each sales order:
 - Delivering Schedule
 - Shipping point and route determination
 - Availability Check
 - Transfer of requirements to MRP
 - Pricing
 - Credit limit check

- When an order is created you must enter a requested delivery date for the order or each line item.
- The system will then determine a delivery timeline, this will be used when determining our material availability, or ATP (Availability to Promise) date.
- The system will determine this date using forward and backward scheduling rules you have defined.





- During the creation of the sales order the system must determine the shipping point from which the material will be shipped and the route the material will take to get from your warehouse to your customers location.
- A shipping point is determined for each line item within the order.
- The route determination is used to define the transit time of the material that we used in scheduling.



- Availability Check
 - Determines the material availability date
 - Considers all inward and outward inventory movements
- Proposes 3 methods of delivery
 - One-time delivery
 - Complete delivery
 - Delayed proposal
- Rules are created by YOU

Availability Overview

Material:
 Deluxe Touring Bike (black)

Plant:
 Avail. check:
 Check.rule:

With reqmts qtys

Base Unit:

Totals display

Receipts:
 Issues:
 Confirmed issues:

ATP situation

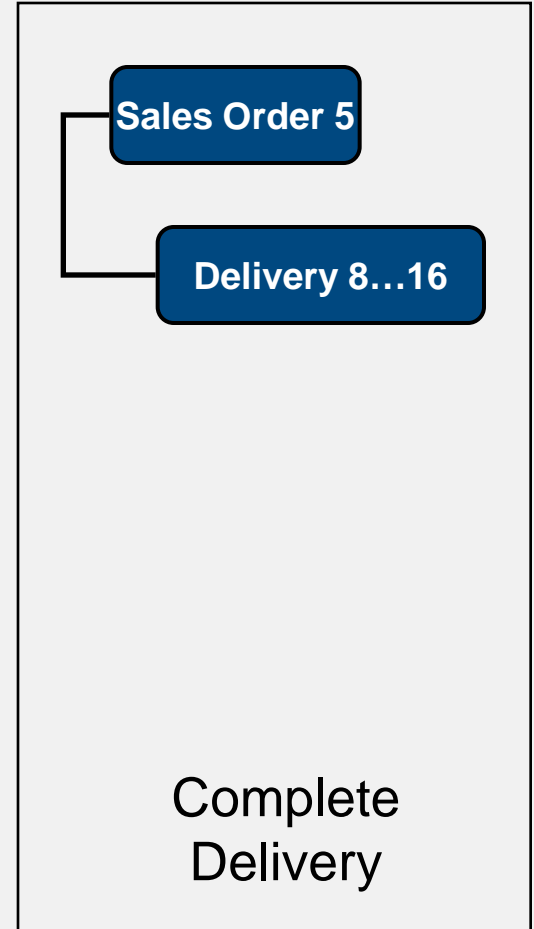
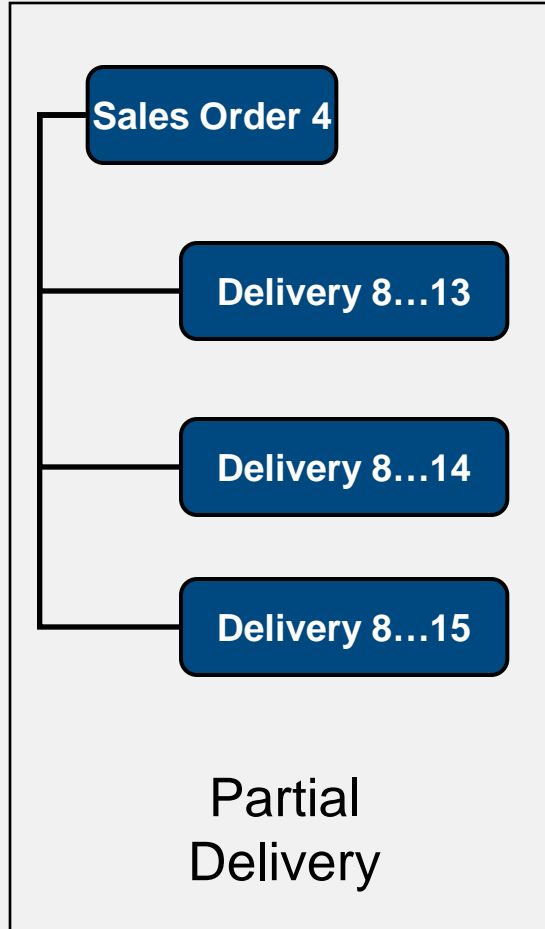
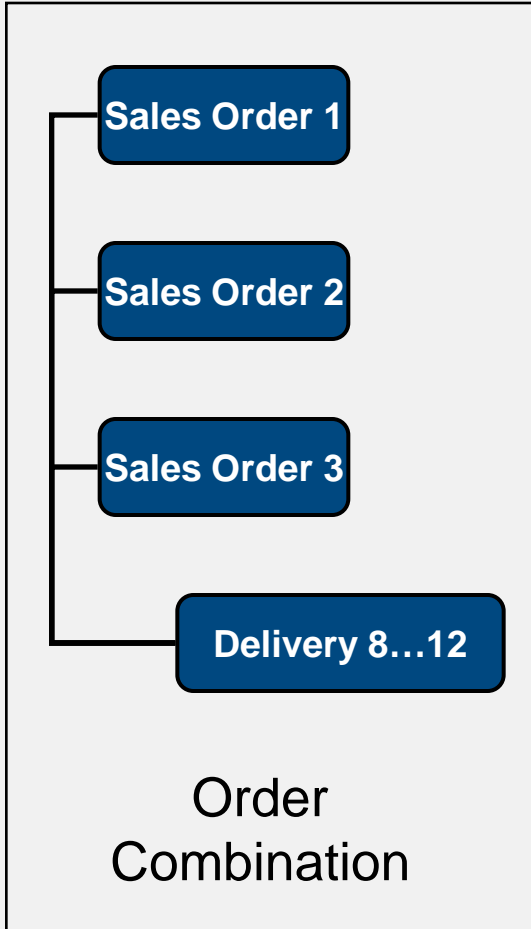
Date	MRP e...	MRP element data	Rec./reqd qty
04/23/2010	Stock		75
04/23/2010	SLocSt	F600	75

- The system displays pricing information for all sales documents on the pricing screens at both the header and the line item level.
 - Header pricing is valid for the whole order it is the cumulative of all line items within the order
 - Line item pricing is for each specific material.

- The system will automatically search for price, discounts, surcharges, calculate taxes and freight. You have the ability to manually manipulate the pricing at both the header and line item level within the sales order by entering a condition type and amount.
 - Taxes and freight can be set-up so we can't manually enter

- Allows your company to manage its credit exposure and risk for each customer by specifying credit limits.
- During the sales order process the system will alert the sales rep about the customers credit situation that arises, if necessary the system can be configured to block orders and deliveries.

- The shipping process begins when you create the delivery document for the sales order. This document controls, supports, and monitors numerous sub-processes for shipping processing:
 - Picking
 - Packing
 - Post Goods Issue
- Integrated with the Material Management (MM) and Finance (FI) modules



- Checks order and materials to determine if a delivery is possible — delivery block (hold), completeness
- Confirms availability
- Confirms export/foreign trade requirements
- Determines total weight & volume

- Generates packing proposal
- Calculates weight and volume
- Checks scheduling
- Considers partial deliveries
- Updates route assignment
- Assigns picking location
- Updates sales order
- Determines batches
- Quality check (if needed)
- Updates sales order

- The Delivery Document initiates the delivery process and is the control mechanism for this process
 - Picking
 - Packing
 - Loading
 - Posting Goods Issue
- Changes to delivery are allowable - products, quantities

- Quantities based on delivery note
- Assigned date when picking should begin
- Automated storage location assignment
- Supports serial number/lot number tracking and batch management
- Integrated with Warehouse Management (WM)

- Identifies which packaging is to be used for specified products (customer preference and UCC-128 considerations)
- Identifies and updates accounts associated with returnable packaging
- Tracks the packed product by container
- Insures weight/volume restrictions are enforced
- All packed items are assigned to the required means of transportation



- Event that indicates the legal change in ownership of the products
- Reduces inventory and enters Cost of Goods Sold
- Automatically updates the General Ledger (G/L) accounts
- Ends the shipping process and updates the status of the shipping documents

- The billing document is created by coping data from the sales order and/or delivery document.
 - Order-based billing
 - Delivery-based billing
- The billing process is used to generate the customer invoice.
- It will update the customer's credit status.

- The billing document will automatically create a debit posting to your customer sub-ledger account and credit your revenue account.
- It is at this point that the sales process is passed over to Financial Accounting to await payment.

[Posting Diagram SD](#)



Delivery based Invoicing



Collective Invoicing



Split Invoicing



- Payment is the final step in the sales order process, this step is managed by the Financial Accounting department.
- Final payment includes:
 - Posting payments against invoices.
 - Reconciling differences between payment and invoice.
- Payment will create a posting clearing the liability in the A/R account and increases your bank account.

- The document flow and order status feature allows you to find the status of an order at any point in time. The SAP updates the order status every time a change is made to any document created in the customer order management cycle (Order-to-Cash).

Document Flow

Status overview
 Display document
 Service documents


Business partner 0000001301 The Bike Zone
 Material DXTR1000 Deluxe Touring Bike (black)

Document	Quantity	Unit	Ref. value	Currency	On	Status
▼ Inquiry 0010000002 / 10	5	EA	15,000.00	USD	04/21/2010	Completed
▼ Quotation 0020000000 / 10	5	EA	14,012.50	USD	04/21/2010	Completed
▼ Standard Order 0000000015 / 10	5	EA	14,012.50	USD	04/21/2010	Completed
▼ Outbound Delivery 0080000001 / 10	5	EA			04/21/2010	Completed
• Picking request 20100421 / 10	5	EA			04/21/2010	Completed
• GD goods issue:delvy 4900000011 / 1	5	EA	7,000.00	USD	04/21/2010	complete
▼ Invoice 0090000001 / 10	5	EA	14,012.50	USD	04/21/2010	Completed
• Accounting document 0090000002	5	EA			04/21/2010	Cleared






- “Never again did I learn so much in such a short time, because twenty participants made mistakes for me! You cannot make so many mistakes all alone.”





SAP Co-founder Klaus Tschira, on his experiences teaching COBOL to clients at IBM.


- Document Flow 
 - Gives Order Process Status
- List of Sales Orders (VA05)
 - Tool to Find Order
 - Need student's user id/data set number

Document Flow

 Status overview
  Display document
 Service documents
 

Business partner 0000001301 The Bike Zone
 Material DXTR1000 Deluxe Touring Bike (black)

Document	Quantity	Unit	Ref. value	Currency	On	Status
▼ Inquiry 0010000002 / 10	5	EA	15,000.00	USD	04/21/2010	Completed
▼ Quotation 0020000000 / 10	5	EA	14,012.50	USD	04/21/2010	Completed
▼  Standard Order 0000000015 / 10	5	EA	14,012.50	USD	04/21/2010	Completed
▼ Outbound Delivery 0080000001 / 10	5	EA			04/21/2010	Completed
• Picking request 20100421 / 10	5	EA			04/21/2010	Completed
• GD goods issue:delv 4900000011 / 1	5	EA	7,000.00	USD	04/21/2010	complete
▼ Invoice 0090000001 / 10	5	EA	14,012.50	USD	04/21/2010	Completed
• Accounting document 0090000002	5	EA			04/21/2010	Cleared

- 4-5 [GBI 2.1 Organization Structure SAP ERP SD](#): "GBI System Organizational Model"(1-3)
- 4-6 [GBI 2.1 Organization Structure SAP ERP SD](#): "GBI System Organizational Model"(1-3)
- 4-7 [Global Bike Structure for Sales and Distribution](#): "GBI Structure Sales and Distribution" (1-3)
- 4-7 [Global Bike Inc.](#) and [Global Bike Germany GmbH](#): „GBI Org Chart US/DE"(1-3)
- 4-8 [SD Organizational Structure](#): "GBI System Organizational Model"(1-3)
- 4-10 [Screen Diagram Customer](#): Screen Diagram "Create Customer Address Data / XD01"(4)
- 4-11 [General Data](#): Screen Diagram "Create Customer Address Data / XD01"(4)
- 4-11 [Company Code Data](#): Screen Diagram "Create Customer: Company Code Data / XD01"(4)
- 4-11 [Sales Area Data](#): Screen Diagram "Create Customer Sales Area Data / XD01"(4)
- 4-12 [Customer Master](#): Event Process Chain (eEPC) "Create New Customer"(3)
- 4-13 [GBI Data Model](#) and [Screen Diagram Material](#): "Create Trading Goods: Basic Data 1 / MMH1"(4)
- 4-14 [Material Master Views](#): eEPC "Create Material Master for Trading Goods"(3)
- 4-14 [Basic Data](#) and 3 more views: MD "Create Trading Goods:Basic Data 1 / MMH1"(4)
- 4-16 [Condition](#): eERM "Condition Master" (3)
- 4-18 [Sales Order Process](#): Value Added Chain Diagram "GBI_SD"(2)
- 4-18 seven eEPCs like [Sales Order Entry](#)(3) or [Check Availability](#)(3)
- 4-21 [Inquiry](#): eEPC "Create Customer Inquiry"(3)
- 4-22 [Quotation](#): eEPC "Create Customer Quotation"(3)
- 4-23 [Sales Order](#): eEPC "Create Sales Order Referencing a Quotation"(3)
- 4-24 [Screen Diagram Sales Order](#): Attribut Allocation Diagram "Sales Order"(4)
- 4-27 [Backward Scheduling](#): Attribut Allocation Diagram "Backward Scheduling" (3)
- 4-30 [Availability Check](#): eEPC "Check Stock Status"(3)
- 4-33 [Shipping & Transportation](#): eEPC "Start Delivery Process"(3)
- 4-34 [Shipping](#): "Data modell Integration SD-FI" (3)
- 4-38 [Picking](#): eEPC "Pick Materials on Delivery Note"(3)
- 4-40 [Goods issue](#): eEPC "Post Goods Issue"(3)
- 4-41 [Billing](#): eEPC "Create Invoice for Customer"(3)
- 4-42 [Posting Diagram SD](#): Information Carirer Diagram "FI-SD Integration Point"(3)
- 4-43 [Billing](#): "Data modell Integration SD-FI" (3)
- 4-44 [Payment](#): eEPC "Post Receipt of Customer Payment"(3)
- 4-45 [Document Flow](#): Information Carirer Diagram "GBI Document Flow"(3)

Levels of abstraction (1-4)

- (1) Core level**
- (2) Overview level**
- (3) Detailed level**
- (4) Document level**

All assigned models and its objects are linked to each other. This enables the model user to horizontally navigate (via Object Occurrences) within one level of abstraction and to vertically navigate (via Object Hierarchy) between the 4 levels of abstraction.

Execution in SAP ERP

Model Presentation in ARIS

Presentation



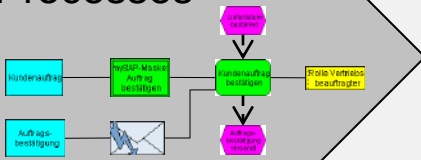
Rolle
Process-Owner

- Take GBI User Rolls and interact with GBI Processes via SAP GUI:

Organizational View ↔

- (Org. units / Positions / Rolls/ User) :
Level of Abstraction (LA) 1 to 3

Processes

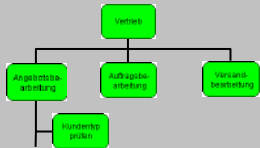


- Execute GBI Processes :
 - Order of entire case study
 - Single case study processes

Process View ↔

- Value added Chain (VAC) : LA 1 and 2
- Event driven process chain : LA 3

Functions



- Execute GBI Transaction :
 - All content of case studies at a glance

Function View ↔

- Funktion Tree : Level of Abstr. 1 to 3

Data

Kunde

- GBI Data In- / Output :
 - Entire SAP ERP document flow
 - Description SAP ERP mask structure
 - All SAP ERP master & transaction data
 - All SAP ERP organizational units

Data View ↔

- Information carrier diagram : LA 3
- Mask diagram : Level of Abstraction 4
- Entity Relationship Diagram : LA 3
- Org. Chart : Level of Abstraction 1- 3