IBM

SAP SD

Complete End to End Project Blue-Print

OVER VIEW INDEX

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1. Enterprise structure – SD - Definition

1.1 Define Sales organization

Background

Sales organization is the basic organizational element in SD.
All sales documents are created for a sales organization.
Sales organization can be defined based on

Division of sales function of the company based on
Geography or sub-businesses of the company
Any other sales criteria.

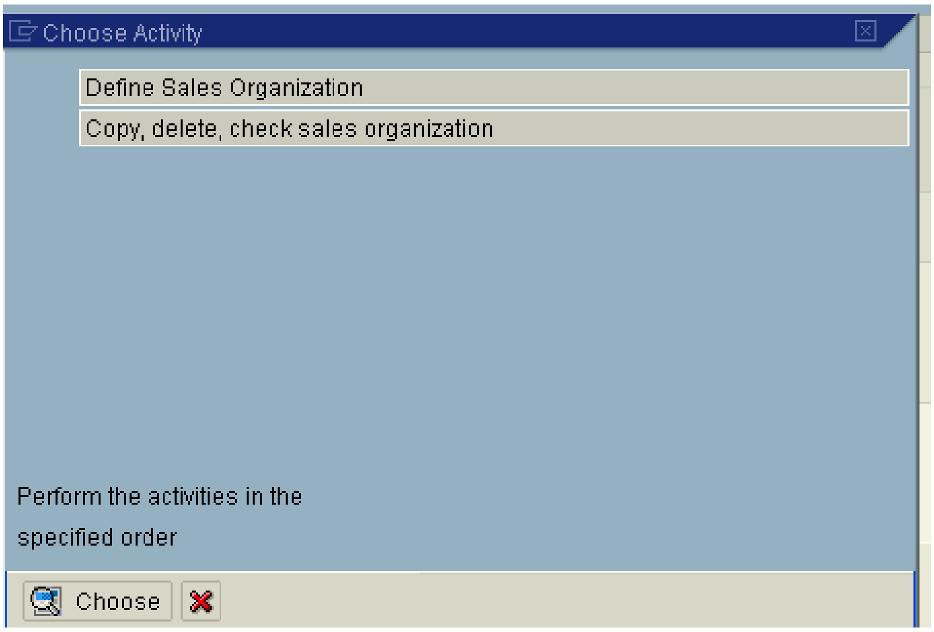
Sales organization is defined as a 4-digit alpha numeric code with external numbering

Instructions

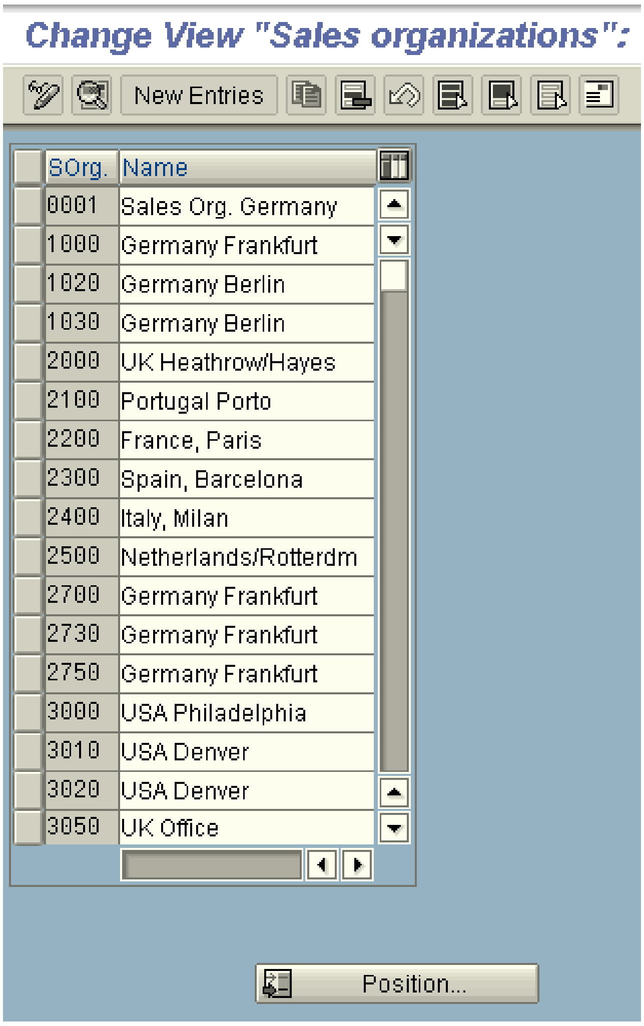
Follow Menu Path: IMG Enterprise structure Definition Sales and Distribution Define, copy, delete, check sales organization

Click 

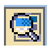
Following pop-up is displayed



Click on “define sales organization” and click on 

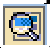


Here the three options explained in background are applicable.

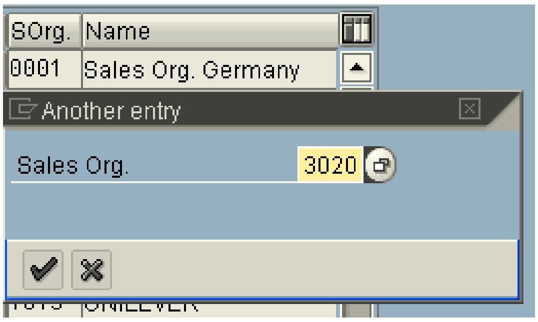
a. If existing Sales organization is to be modified, choose the Sales organization from list and click on  to get into details

b. For copying existing Sales organization to new one select the Sales organization to be copied and click on .

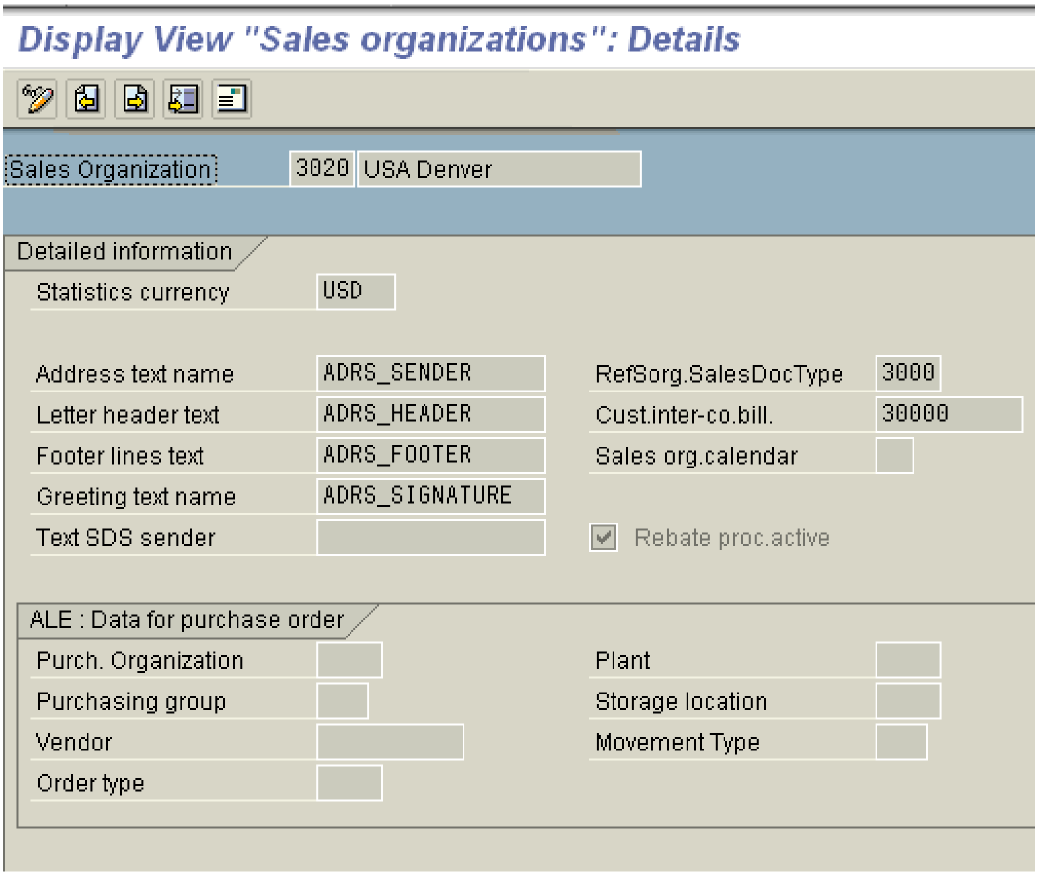
c. For creating a new Sales organization click on 

Here we will follow option ‘a’ and select Sales organization 3020 and click on . To search for Sales organization, click on 

and enter the key.

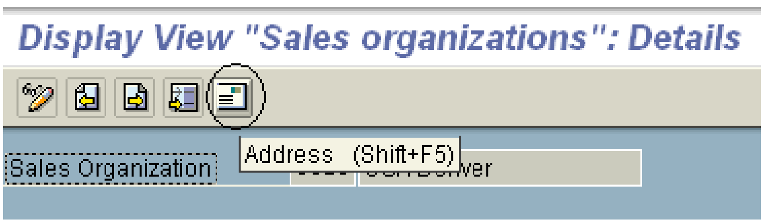


Following screen is displayed

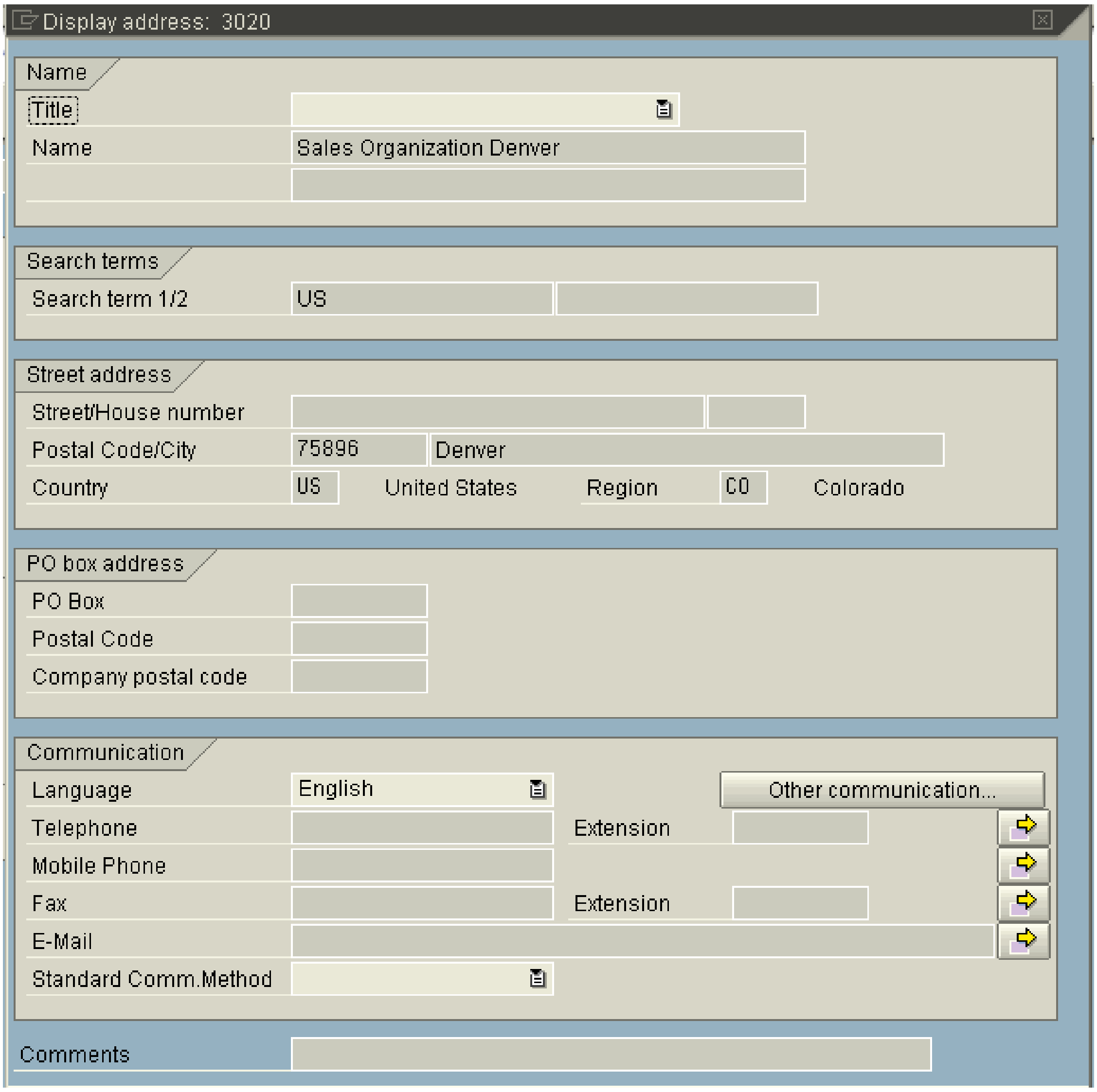


Maintain Key controls as below

Field Name	Field Description and Value
Sales organization	4-character key for the Sales organization. Description is next to it
Statistics currency	Currency is proposed as default currency when statistics is generated for the sales organization
Reference Sorg. Sales Doc Type	All document types assigned to the reference sales organization, 3000 are also allowed for sales organization, 3020
Customer Inter-company billing	When the sales organization is the ordering sales organization in a inter-company sales scenario, then the customer assigned here is the inter-company customer
Sales organization calendar	This is working day calendar for the sales organization
Text	It is a standard text, which can be called in layouts used for order confirmation outputs



Click on the “Address” icon and maintain address as shown below.


Display address: 3020
Name
Title
Name
Sales Organization Denver
Search terms
Search term 1/2
US
Street address
Street/House number
Postal Code/City
75896
Denver
Country
US
United States
Region
CO
Colorado
PO box address
PO Box
Postal Code
Company postal code
Communication
Language
English
Other communication...
Telephone
Extension
Mobile Phone
Fax
Extension
E-Mail
Standard Comm.Method
Comments

1.2 Define Sales office

Background

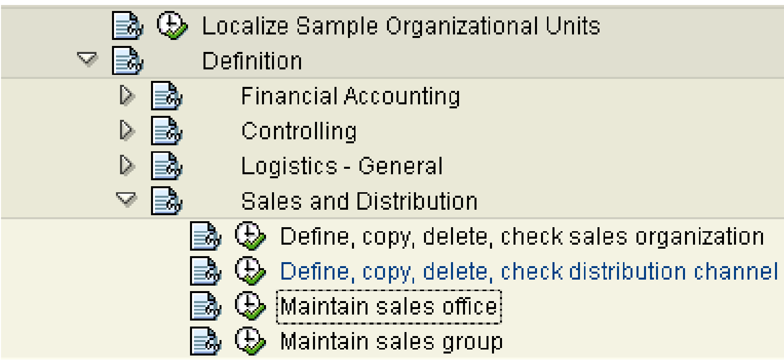
This configuration setting enables to define sales office.

Sales office of a company is an office, which has sales persons associated with it. Sales office has an address.

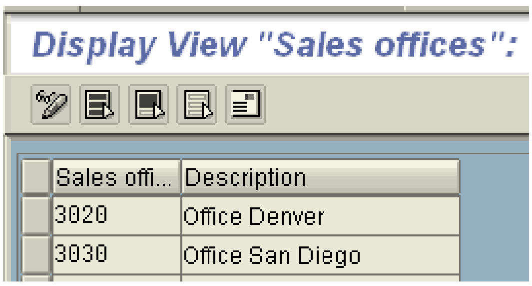
One sales office can be assigned to more than one sales area.

Instructions

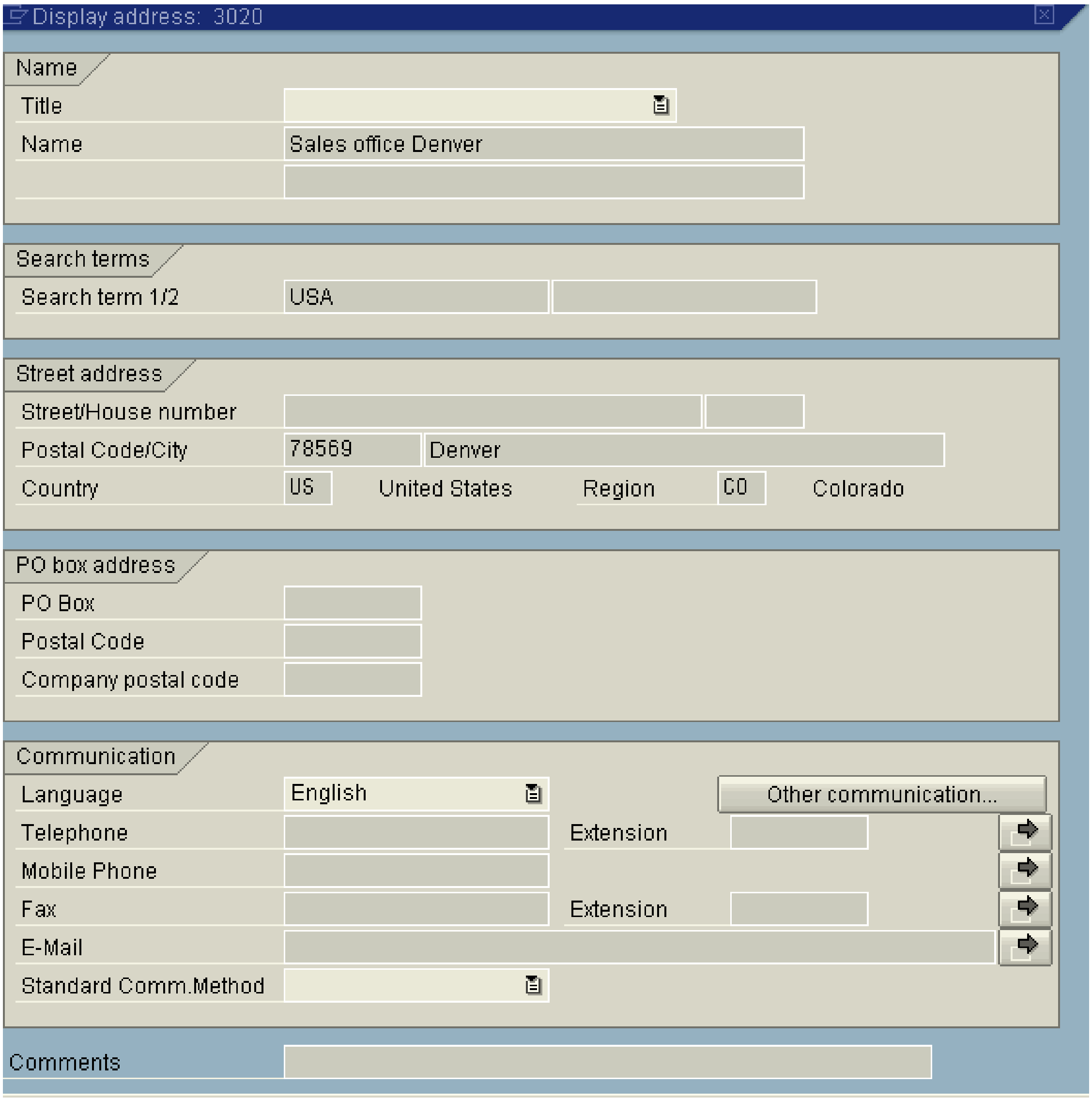
Follow Menu Path: IMG Enterprise structure Definition Sales and Distribution Maintain sales office



Click on 



Click on 


Display address: 3020
Name
Title
Name
Sales office Denver
Search terms
Search term 1/2
USA
Street address
Street/House number
Postal Code/City
78569
Denver
Country
US
United States
Region
CO
Colorado
PO box address
PO Box
Postal Code
Company postal code
Communication
Language
English
Other communication...
Telephone
Extension
Mobile Phone
Fax
Extension
E-Mail
Standard Comm.Method
Comments

1.3 Define Sales group

Background

Sales group is group of sales persons responsible for sales items in a sales order.

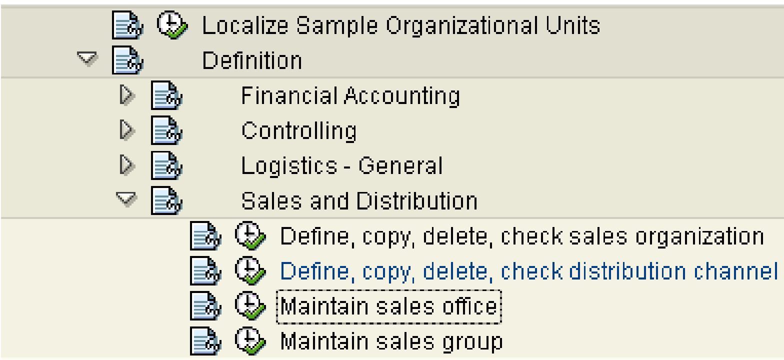
Sales group is determined in the sales order as per customer master, sales area data or it can be maintained manually

Sales group is not a mandatory configuration. Sales order processing can work without sales group configuration.

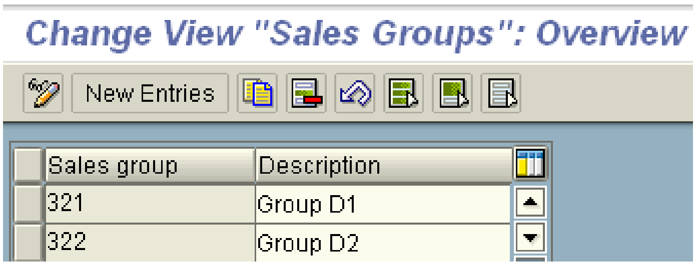
Sales group can be assigned to more than one sales office.

Instructions

Follow Menu Path: IMG Enterprise structure Definition Sales and Distribution Maintain sales group



Click 

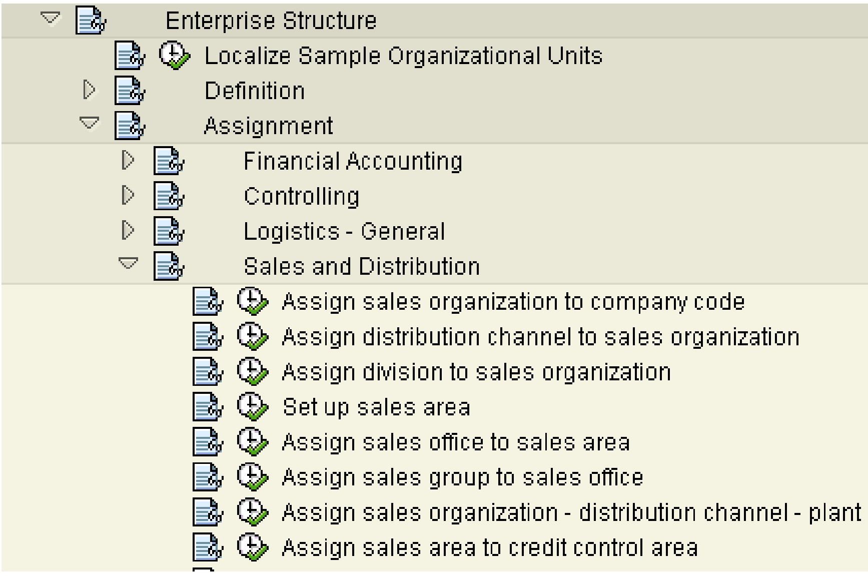


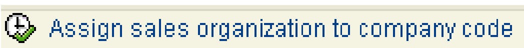
It is just a code defined.

1.4 Assign Sales organization to company code

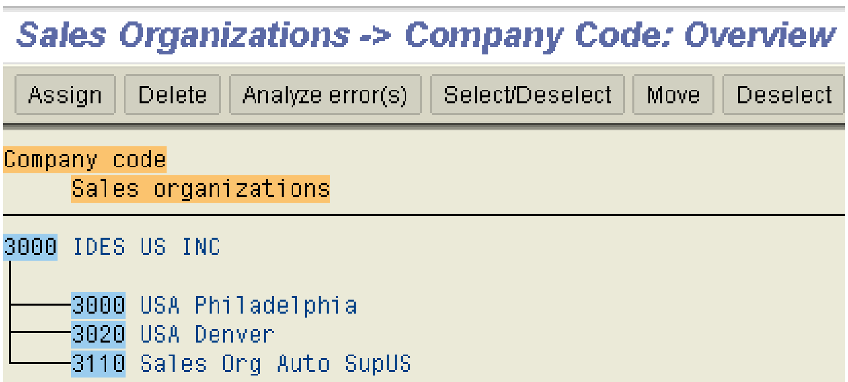
Instructions

Follow Menu Path: IMG Enterprise structure Assignment Sales and Distribution Assign sales organization to company code



Click 

Assign Sales organization to company code



This assignment is important for integration with finance. One sales organization is assigned to one company code.

Perform the following steps to do assignment:

a. Click on sales organization

b. Click Select/Deselect

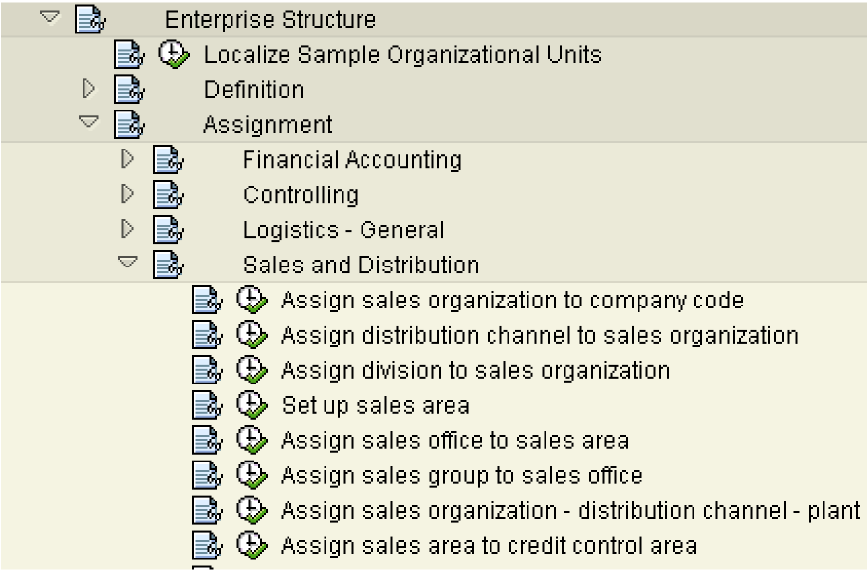
c. Click on company code

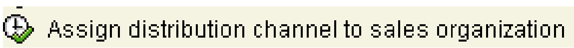
d. Click on Assign

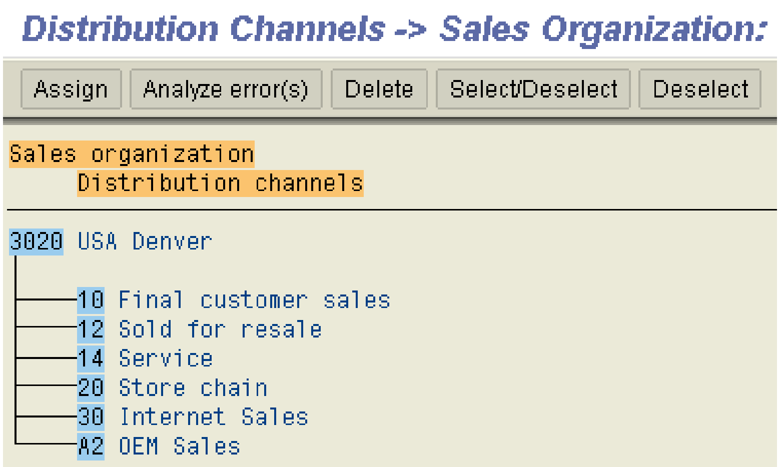
1.5 Assign Distribution channel to Sales organization

Instructions

Follow Menu Path: IMG Enterprise structure Assignment Sales and Distribution



Click 



One distribution channel can be assigned to more than one sales organization.

1.6 Define Sales Document Types

Background

This configuration setting enables creation or modification of sales document type. Sales document type is an indicator which enables system to process different business transactions in different ways.

Various document types are pre-configured in system and can be used for various scenarios. There are three options for configuring new sales document types:

Change existing sales document type

Copy existing sales document type and change it to new requirements.

Create a new sales document type.

Definition and configuration of sales document type can be divided in three parts

1. Definition of Sales document type itself (with key e.g. QT etc.)

2. Definition of additional sales functions (like number ranges etc.)

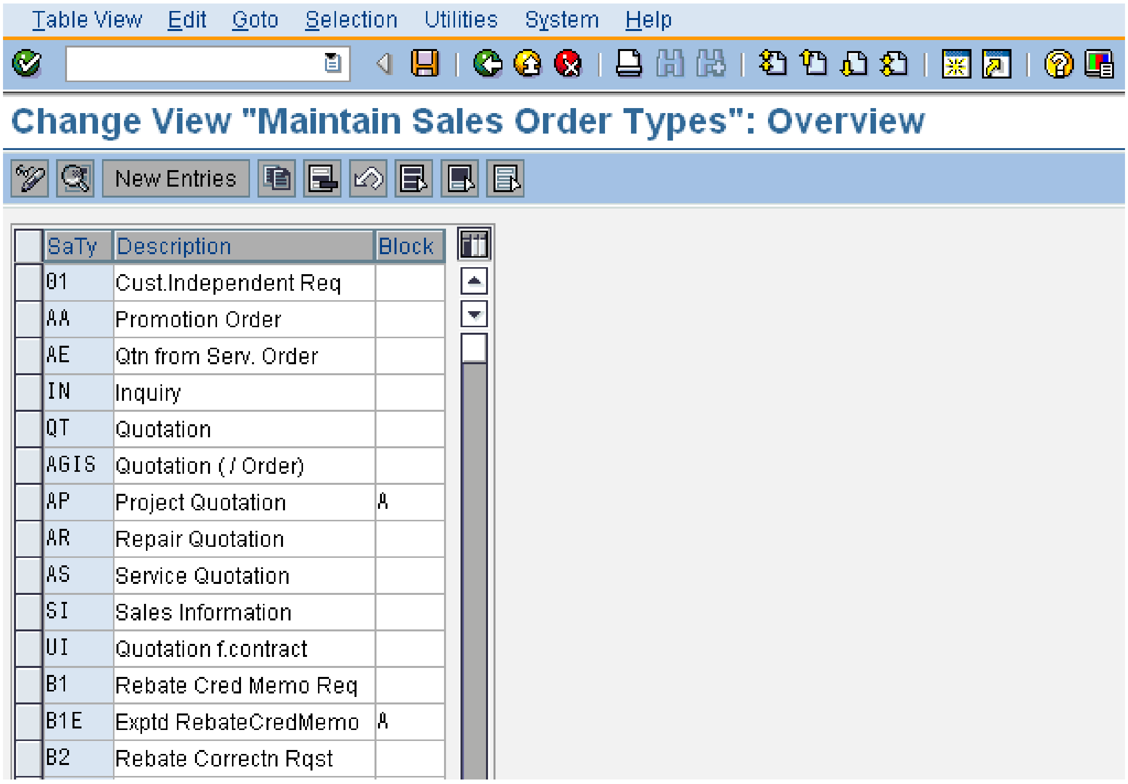
3. Configuration for general SD functions (like pricing etc.)

We will study the configuration of SAP provided sales document type for standard order ‘OR’.

Instructions

Follow Menu Path: IMG Sales and Distribution Sales Sales Documents Sales Document Header Define Sales Document Type

1. Click



Here the three options explained in background are applicable.

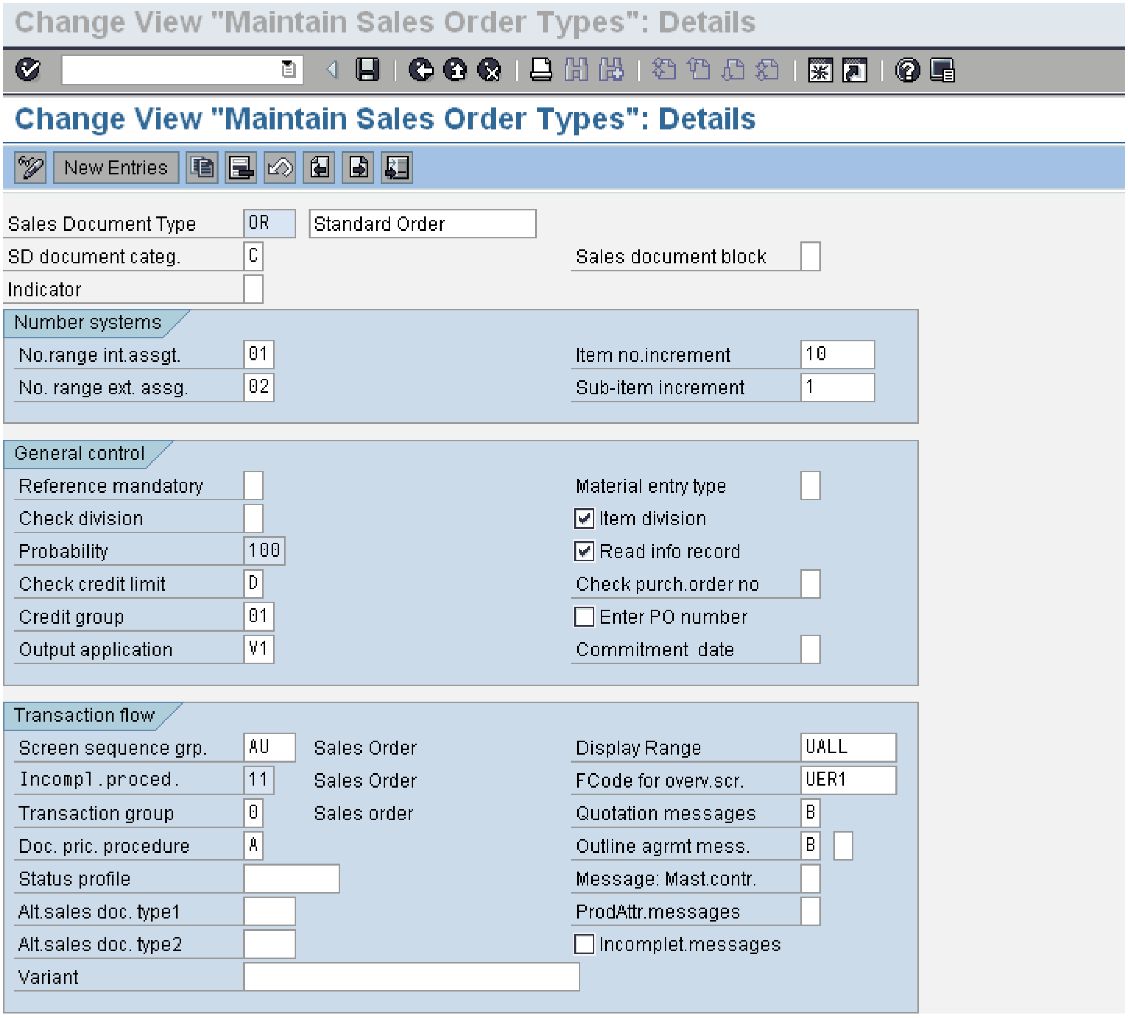
d. If existing Sales document type is to be modified, choose the document type from list and click on to get into details

e. For copying existing sales document type to new one select the sales document type to be copied and click on or F2.

f. For creating a new sales document type click on New Entries

Here we will follow option “a” and select order type OR and click on . To search for correct order type click on Position... and enter the key.

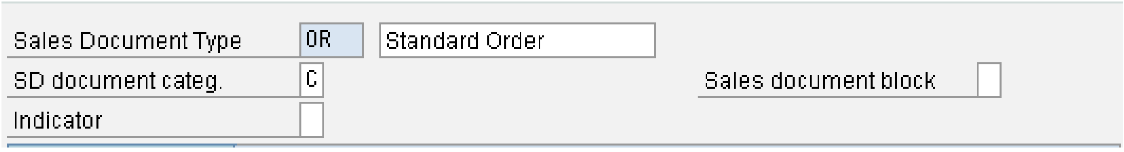
Following screen is displayed

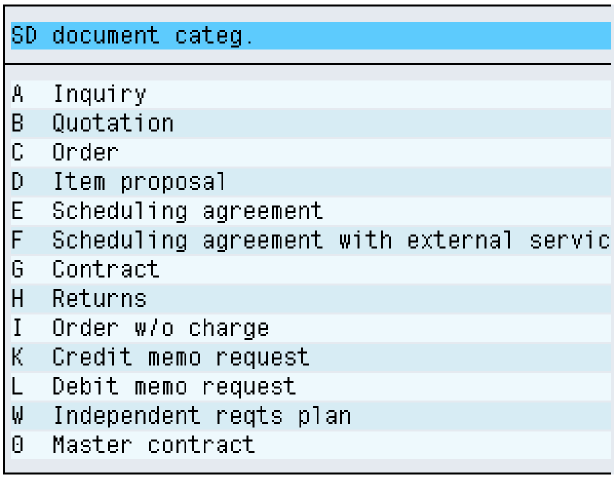


The controls are grouped in various blocks like Number Systems, General Control, Transaction flow etc.

2. Maintain the fields as explained below:

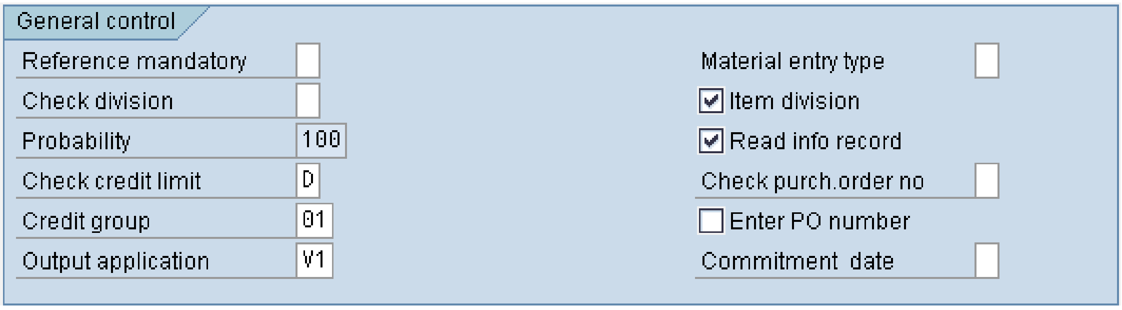
The explanation is provided block wise



Field Name	Field Description and Value
Sales Document Type	4 character key for the sales document type. Description is next to it
SD document categ.	Classification of different types of documents in SD, used by system to determine how processing is to be carried out. Predefined following entries exist 
Indicator	Sales document indicator for further classification if required.
Sales document block	Determines if sales order is blocked for creation or allows only automatic creation.

Key fields are explained below:

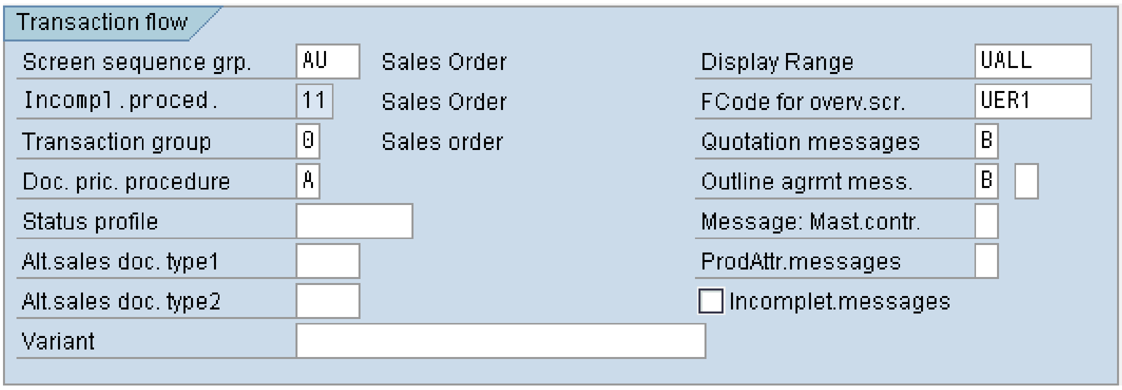
Field Name	Field Description and Value
No Range int. assgnt	No range to be used for sales document numbers if assigned internally
No Range ext. assg.	No range to be used for sales document numbers if assigned externally
Item no. increment	Increment of item no in sales order like 10, 20 etc.
Sub-item increment	Increment of item no automatically by system



Key fields are explained below:

Field Name	Field Description and Value
Reference mandatory	Control if reference is mandatory while creating sales document. Leave blank
Check division	Control on check if division differs at item & header level. Leave blank
Probability	Probability of customer confirming inquiry or quotation in sales order.
Check Credit Limit	Specifies if system runs credit check and behavior.
Credit group	Assignment of credit group defined in credit management

Output Application	Normally V1 for sales
Material entry type	Control on material entry in sales order.
Item division	Check this if division is to be determined from material master record at item level
Read Info record	Check this if Customer material info records are to be read.
Check purch order no.	If Customer purchase order no is to be checked for duplication maintain ‘A’



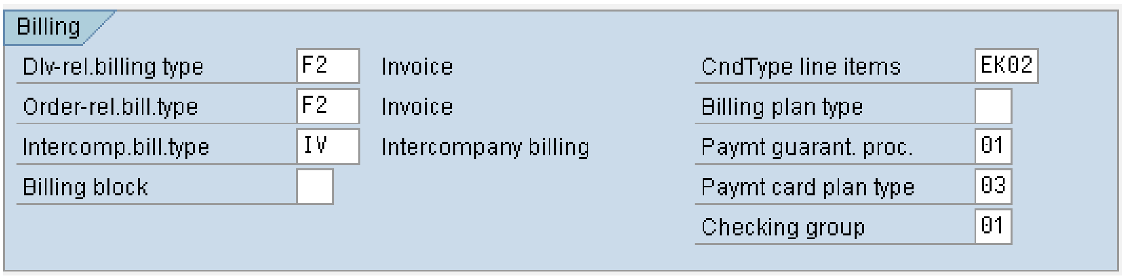
Key fields explained below, rest are system copied.

Field Name	Field Description and Value
Transaction group	Grouping that controls certain characteristics of sales doc processing.
Doc. pric. Procedure	Key specifying pricing proc for sales document type. Input for pricing procedure determination
Quotation messages	Control to check if system should check for existing open quotations.

Outline agrmt messages	Control to check if system should check for open agreements like contracts.

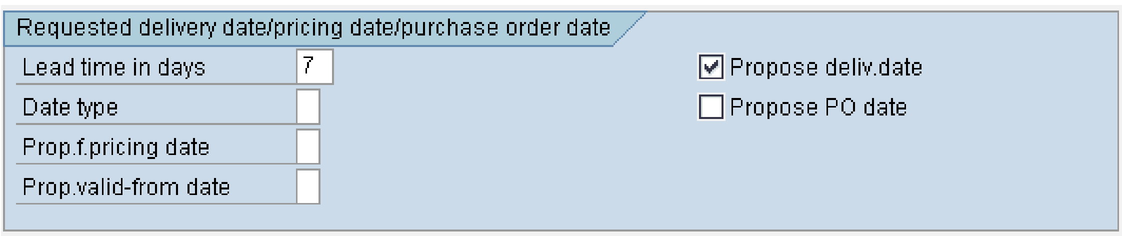
Key fields explained below:

Field Name	Field Description and Value
Delivery type	Default delivery type for this sales document type
Delivery block	Default Delivery block for sales document
Shipping conditions	Default shipping condition for sales document type. Maintained if it is different from customer master record.
Immediate delivery	To be flag 'X' if immediate delivery is required after sales order is saved. Example - In Cash Sales and Rush order scenarios.



Key fields explained below:

Field Name	Field Description and Value
Delivery rel. billing type	Default billing type that system proposes while creating billing documents from delivery
Order-related billing type	Default billing type that system proposes while creating billing documents from order
Inter-company billing type	Default billing type that system proposes while creating billing documents for inter-company.
Billing block	To Default billing block in sales order like Credit memo etc.
Billing plan type	Billing plan type if used like Milestone or Periodic billing
Paymt guarant. proc	Procedure type for payment guarantee
Paymt card plan type	Payment plan type for payment cards
Checking group	Checking group for payment cards



Key fields explained below:

Field Name	Field Description and Value
Lead time in days	No of days from current date for

	proposal of requested delivery date of items.
Propose deliv. Date	Check box controls if current date is to be proposed as delivery date.

Other controls like Scheduling agreement and Contract are relevant for only those sales document types and not explained here.

Effect of Configuration

Sales document type configured here would be used for creating sales order in specific scenario.

1.7 Define Reasons for Rejection

Background

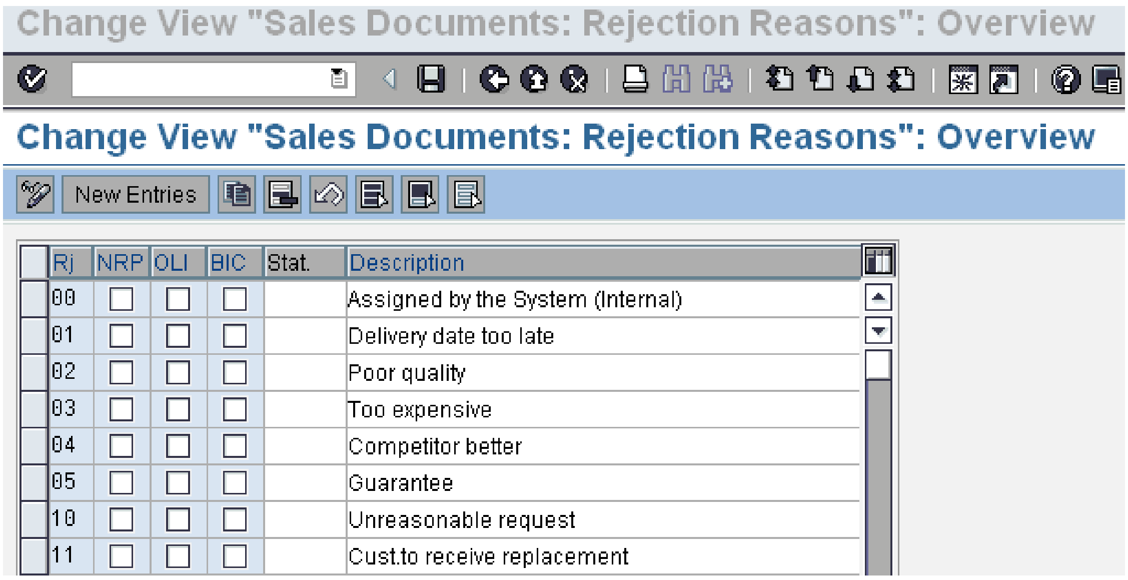
This configuration defines Reasons for rejection. These can be used to define possible reasons for rejecting items in sales documents.

These also define further behavior of items after rejection.

Instructions

Follow Menu Path: IMG Sales and Distribution Sales Sales Documents Sales Document Item Define Reasons For Rejection

1. Click



Following fields are maintained:

Field Name	Field Description and Value
Rejection reason	2 digit code for rejection reason
NRP	Not relevant for printing after rejected.

OLI	Resource related item open again
BIC	Not relevant for billing
Stat	Statistical value of item to be considered
Description	Description of item

Effect of Configuration

Reasons for rejection are available for use in sales document.

2. Configuring Pricing Control

2.1 Define Condition Tables

Background

This configuration setting enables creation of new pricing tables, which contain the fields used for price dependencies. Condition tables contain the fields, for the combination of which condition records are maintained.

It is recommended that system predefined condition tables are not modified; the following options are then available.

- Copy existing condition table and change it to new reqts.

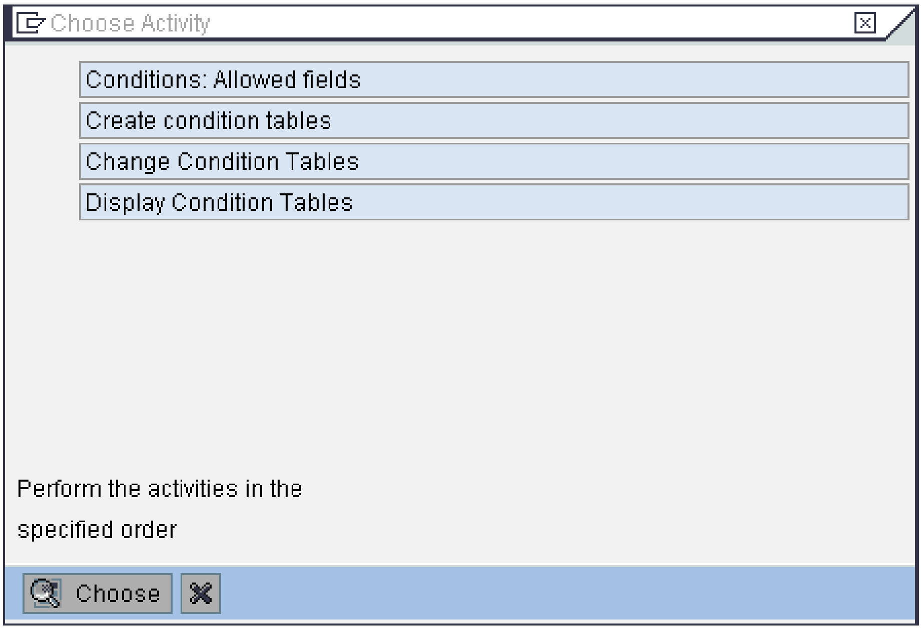
- Create a new condition table. Number of table has to start between 501 and 999, if not specified system will automatically assign a sequential number.

Instructions

Follow Menu Path: IMG   Sales and Distribution   Basic Functions   Pricing   Pricing Control   Define Condition tables

1. Click 

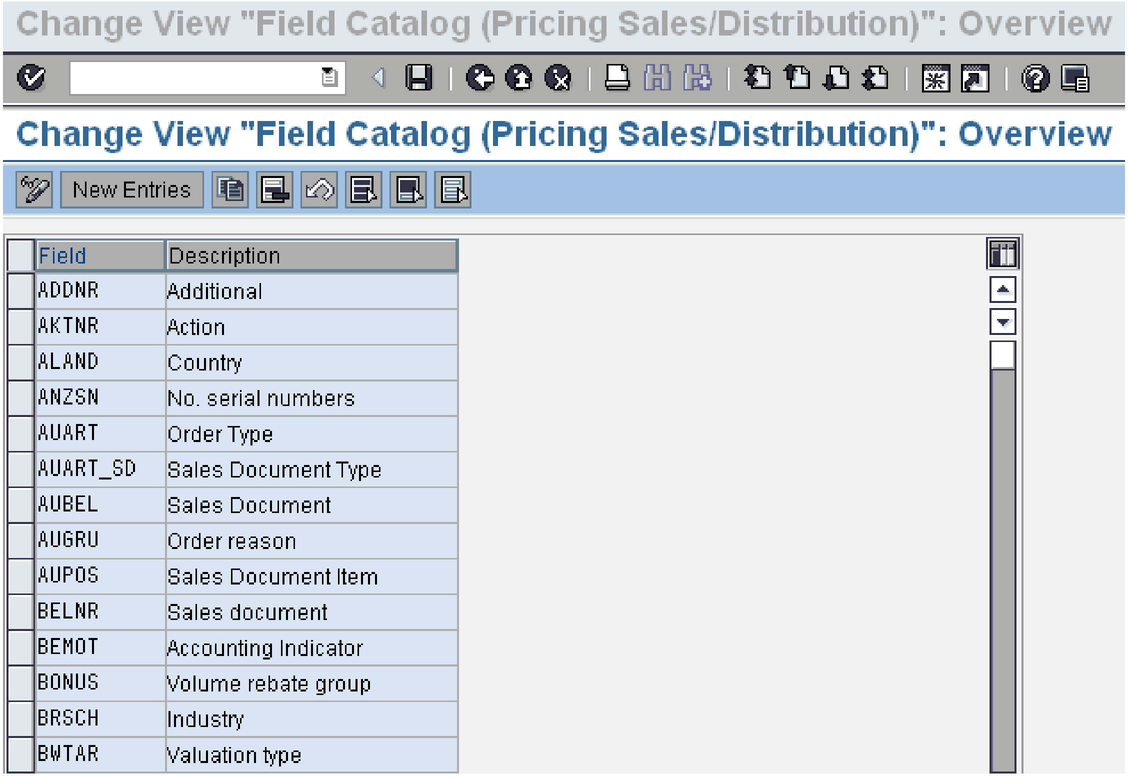
Following pop-up is displayed



First the Field Catalog needs to be checked for the fields that are required in a condition table

Click on 

and click on 



The List of allowed fields by system in Pricing is displayed in this Field Catalog.

New Fields can be added in this catalog which also require system modifications to get the values populated in these additional fields during sales document processing.

Click  and .

2. Click on Create condition tables and Choose

For explanation let's create a table with following fields Sales Organization, Distribution Channel, Division, Sold-to Party and Material.

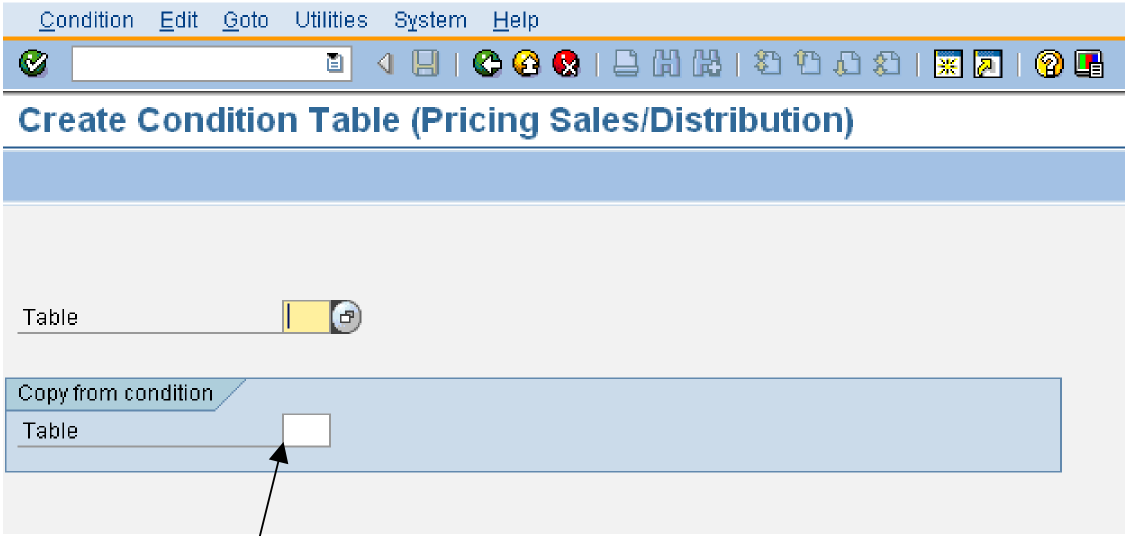
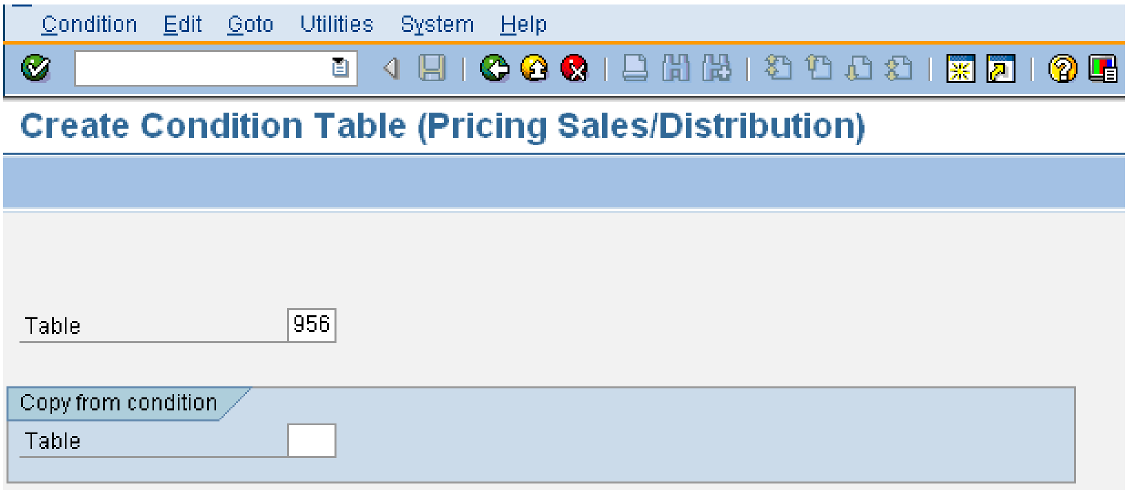
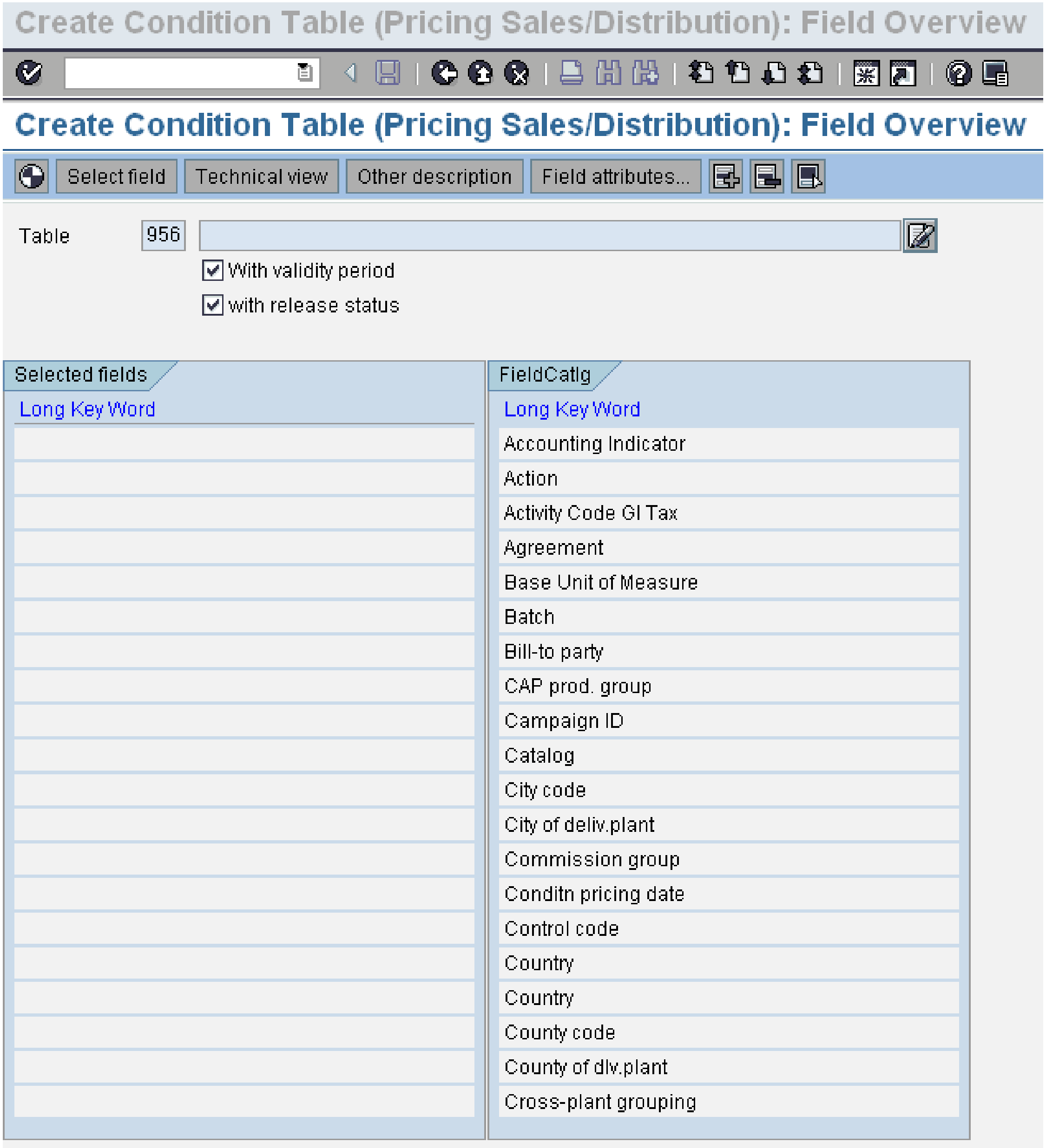


Table no to be created is specified in field 'table' and if it is to copied from existing table enter the table number in field 'Copy from condition table' and click on .



Following screen is displayed

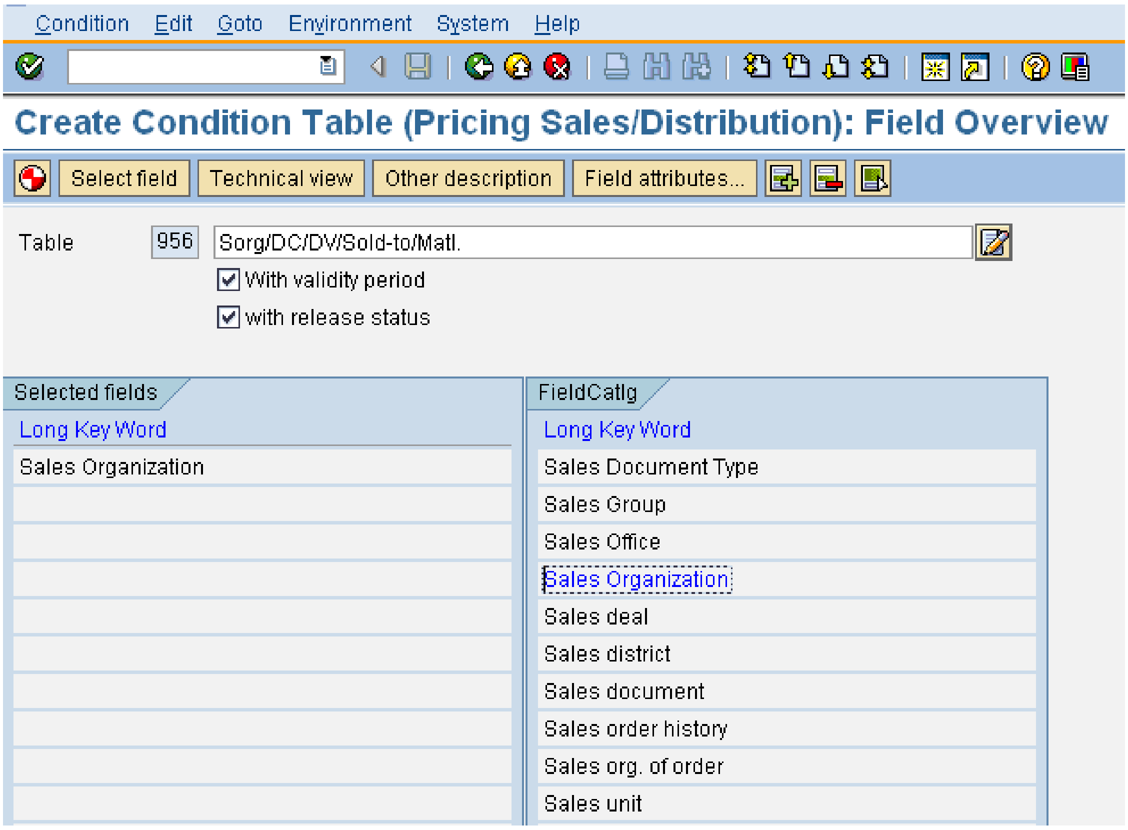


By Default With validity period and with release status are check marked. If the condition records that are to be maintained in this table do not require validity or release status they can be unchecked.

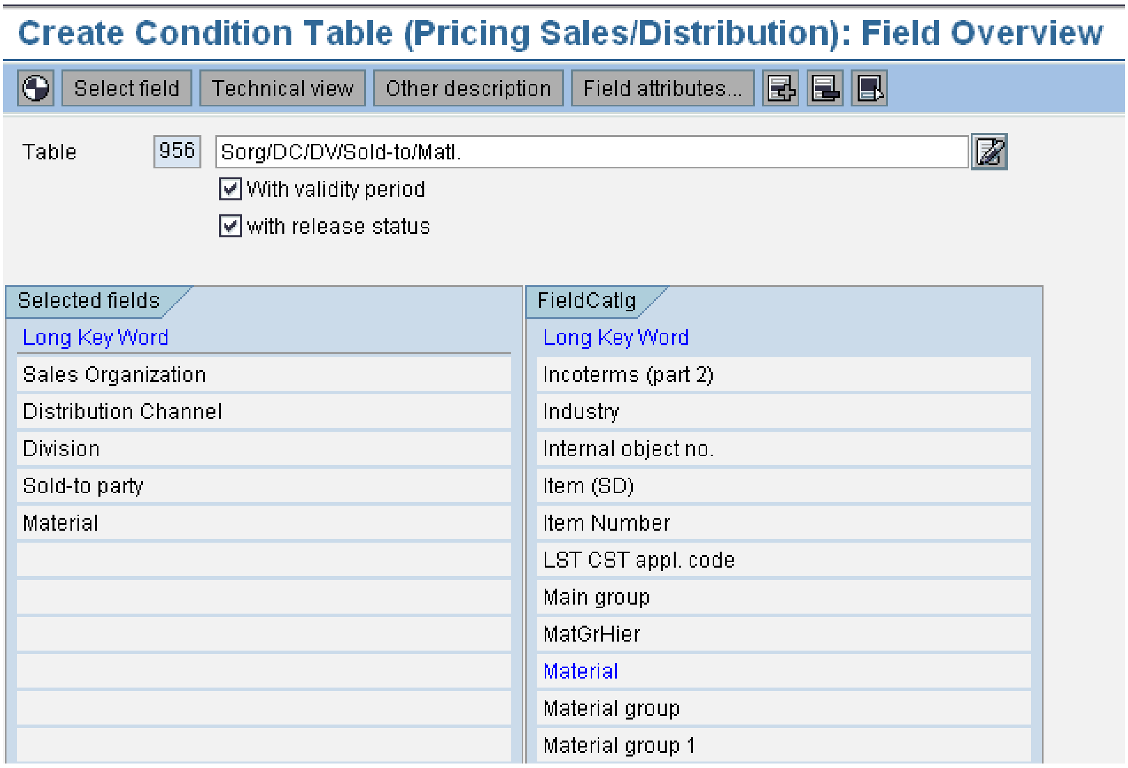
Enter the Description of table by clicking on icon , which will open an editor.

Next the Fields are to be selected from the Field Catalog, the whole list can be scrolled up or down by clicking on any field and using the 'Page up' & 'Page down' buttons on keyboard.

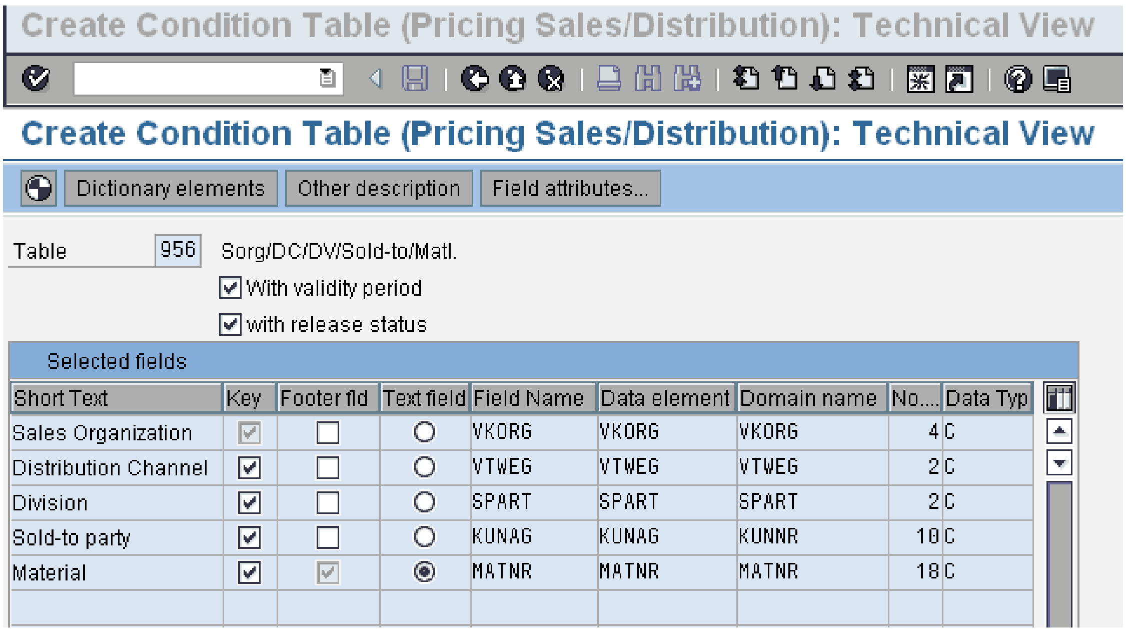
First Search for 'Sales Organization' in Field Catalog, double click on the field when found. It will get transferred to Selected Fields as below.



In a similar way select fields Distribution Channel, Division, Sold-to Party & Material in that order.



It is important to Check whether fields selected are the correct fields of table where data would be stored. To check this click on 

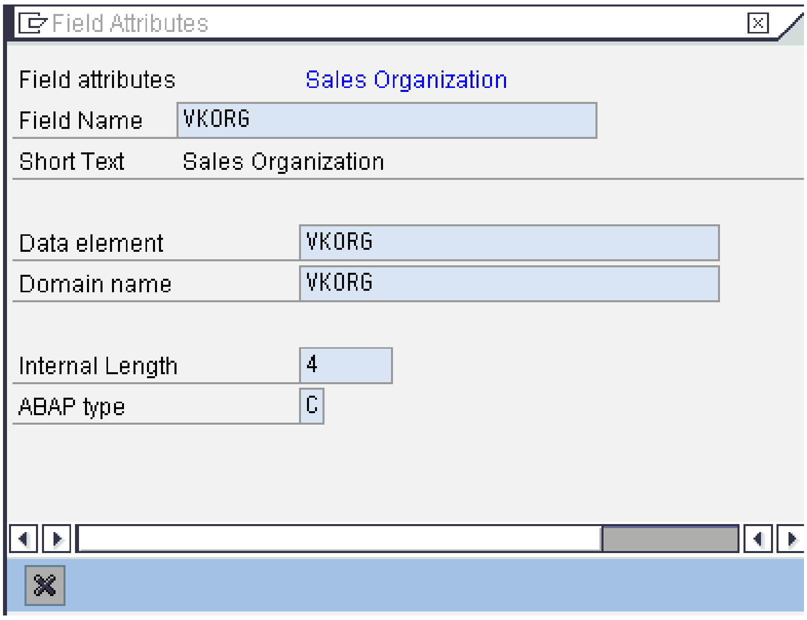


Following fields are available:

Field Name	Field Description and Value
Short text	Displays the description of field selected
Key	This indicates which field is 'Key' field of table, i.e. for the combination of key fields there can be only a single condition record maintained. If some field is not key that can be unchecked here. Also all the key fields are at start of table there cannot be non-key fields between two key fields.
Footer fld.	Indicates which field appears on Fast entry screen while maintaining the condition record
Text Field	Determines if text of field appears on fast screen. Here 'Description' of Material would appear on fast screen
Field Name	Technical field name of field selected in table
Data element	Data element of field which has attributes for that field like data type, field length etc.
Domain	Domain defines the value range for data fields
No of Characters	The number of characters for field
Data Type	Data type of field like character, date etc.

Click  and.

Field attributes of each individual field can be checked by clicking on .

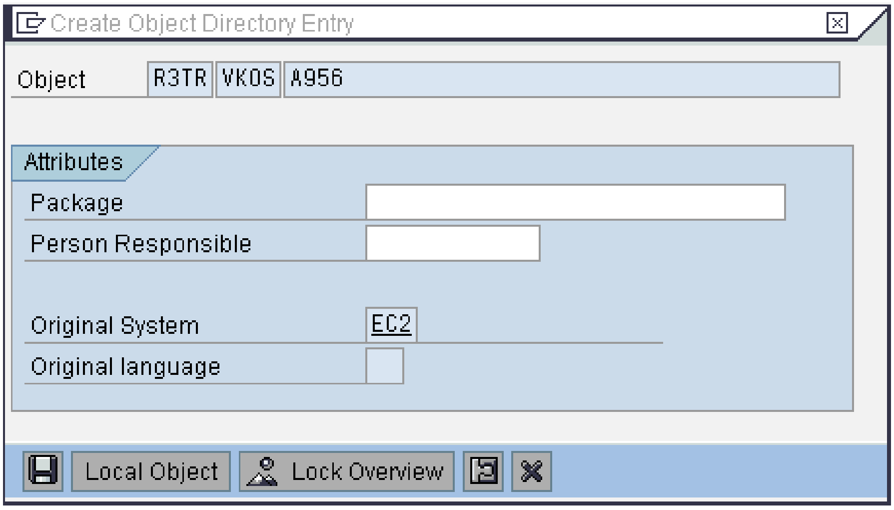


On checking of all fields in table, next step is to generate the table.

Click on .

There will be a system prompt whether you want to generate the table click on 'Yes'.

Following pop-up is displayed



Following fields are maintained

Field Name	Field Description and Value
Package	Package is grouped related objects in ABAP workbench, it determines the transport layer. These are maintained by Technical Basis team and package created by them for storing Pricing condition tables needs to be taken and entered here.
Person Responsible	User name of person creating table, is usually copied.

Click on  to generate and save table in a transport.

A log is displayed after table is created.

Here table created is A956

Click  and .

3. Click on Change Condition Tables to modify existing condition tables.

4. Click on 

to display created condition tables.

Effect of Configuration

Condition tables are created and ready to be assigned to be assigned to access sequence so as to have pricing condition records stored in them.

2.2 Define Access Sequences

Background

This configuration setting enables creation/modification of Access Sequence, which is a search strategy used by SAP to search for condition records.

It is recommended that system predefined Access Sequence is not modified; the following options are then available.

- Copy existing access sequence and change it to new requirements.

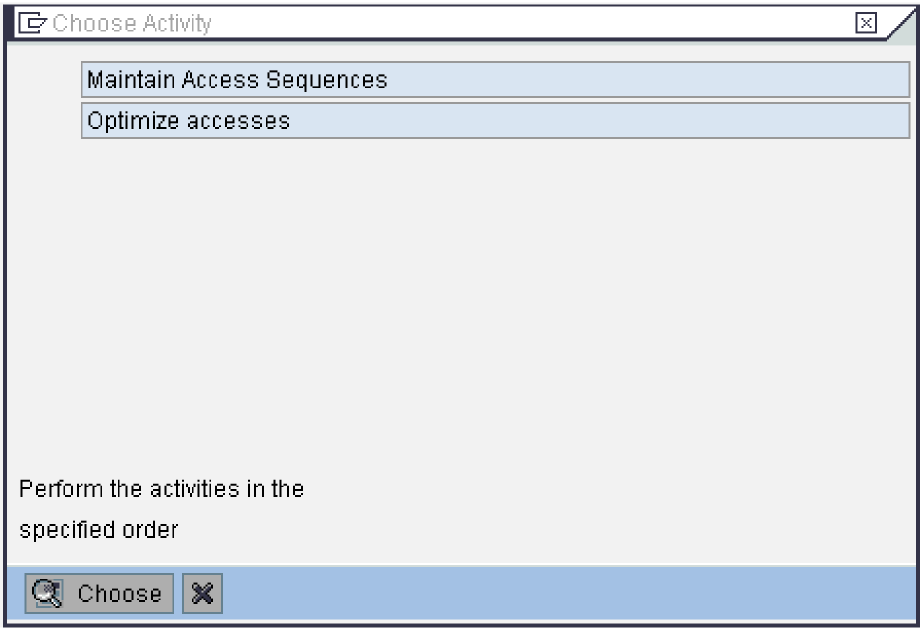
- Create a new access sequence; key should start with ‘Z’ as it is reserved for user requirements.

Instructions

Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Pricing Control Define Access Sequences

1. Click 

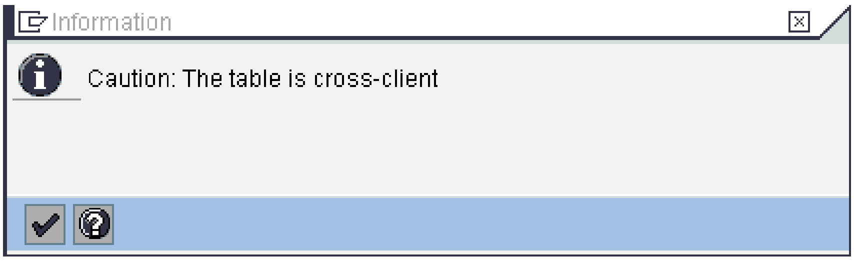
Following pop-up is displayed



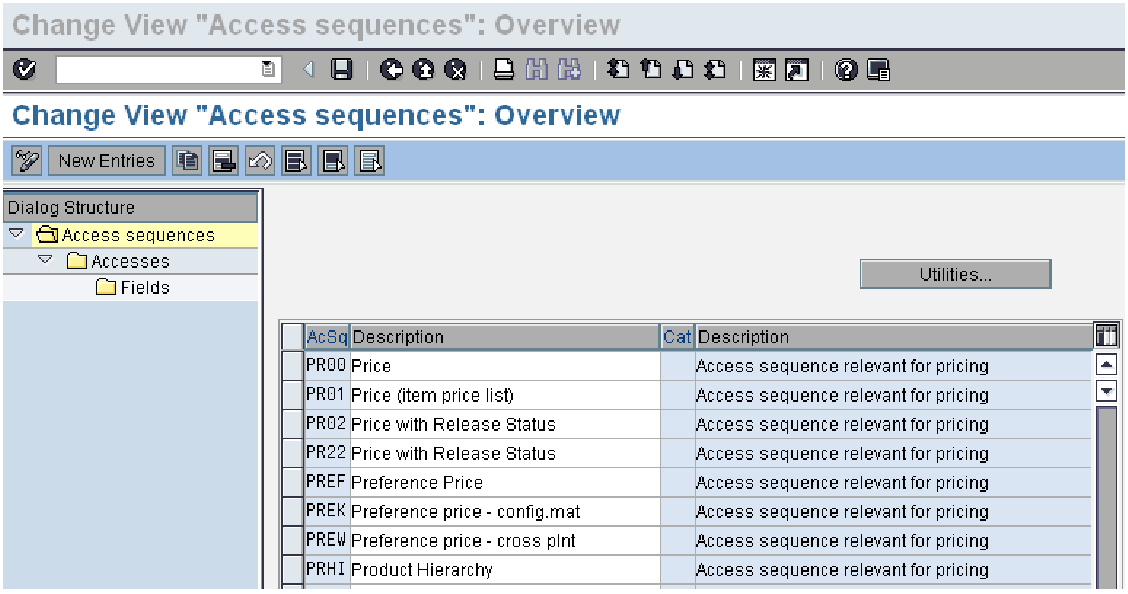
Click on 

and select 

.



Click on .

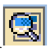


Here the options explained in background are applicable.

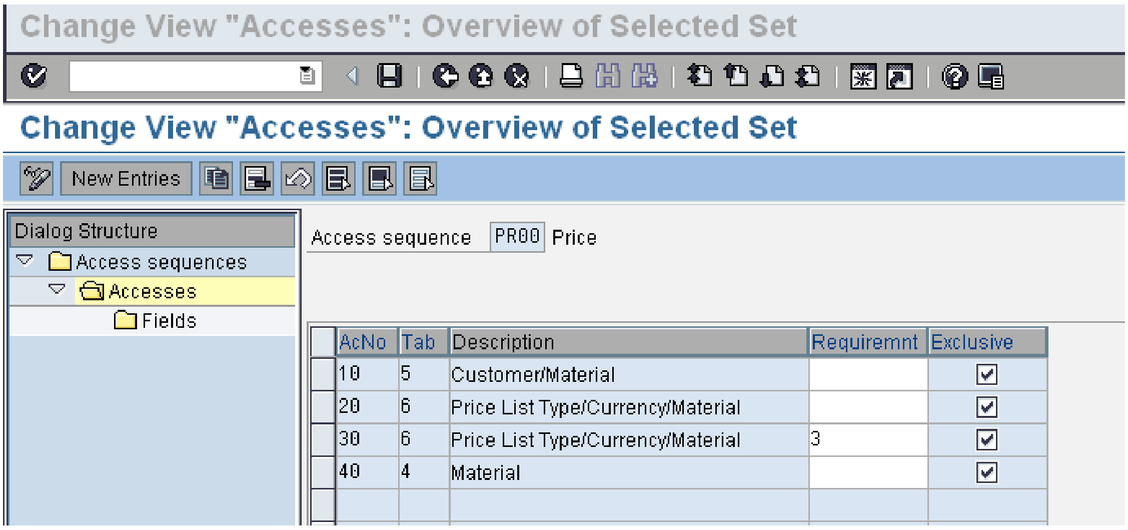
g. If existing Access Sequence is to be modified, choose from list and double click on Accesses to get into details

h. For copying existing Access Sequence to new one select the access sequence to be copied and click on  or F6.

i. For creating a new Access Sequence click on New Entries

Here we will follow option 'a' and select order type PR00 and click on . To search for correct Access sequence, click on Position... and enter the key.

Following screen is displayed

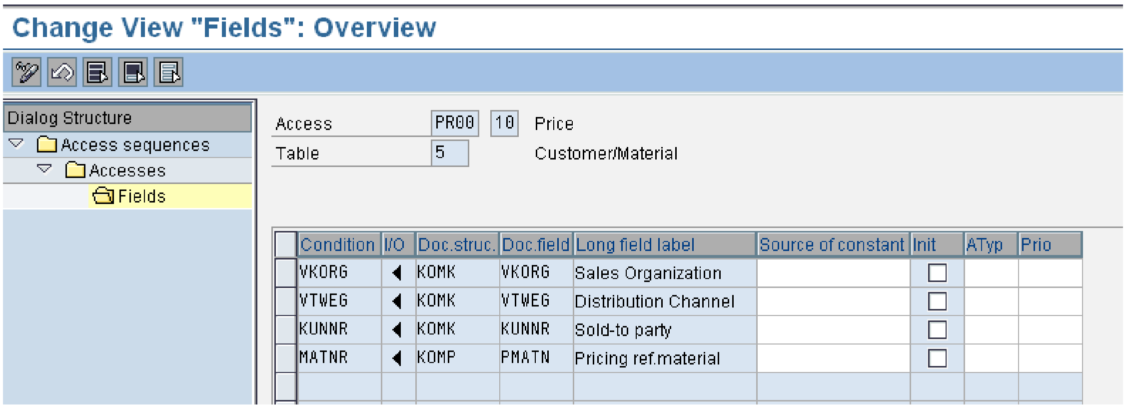


2. To add on new accesses click on New Entries. Depending on where access is to be maintained access no is selected

Following Fields are maintained

Field Name	Field Description and Value
AcNo.	Indicates number of access within access sequence. Search is based on sequence of this number, here 10 is highest access no.
Tab	Condition table number to be entered here.
Description	Description of table number is displayed.
Requirement	Requirement for a particular access is maintained here. It’s an ABAP code. Example ‘3’ here checks for foreign currency document.
Exclusive	Controls whether the system stops searching for a record after the first successful access for a condition type within an access sequence.

3. Next Select each individual access and double click on



No entries are to be made here, unless a particular field has to be changed here.

This is important for field assignment of particular access.

Click  and .

Effect of Configuration

Access Sequence is created which has relevant search strategy to search for condition records for a condition type during pricing in sales documents.

2.3 Define Condition Types

Background

This configuration setting enables creation/modification of Condition Types, which represent price elements of business environments in system.

It is recommended that system predefined Condition Types are not modified, the following options are then available.

Copy existing Condition Types and change it to new requirements.

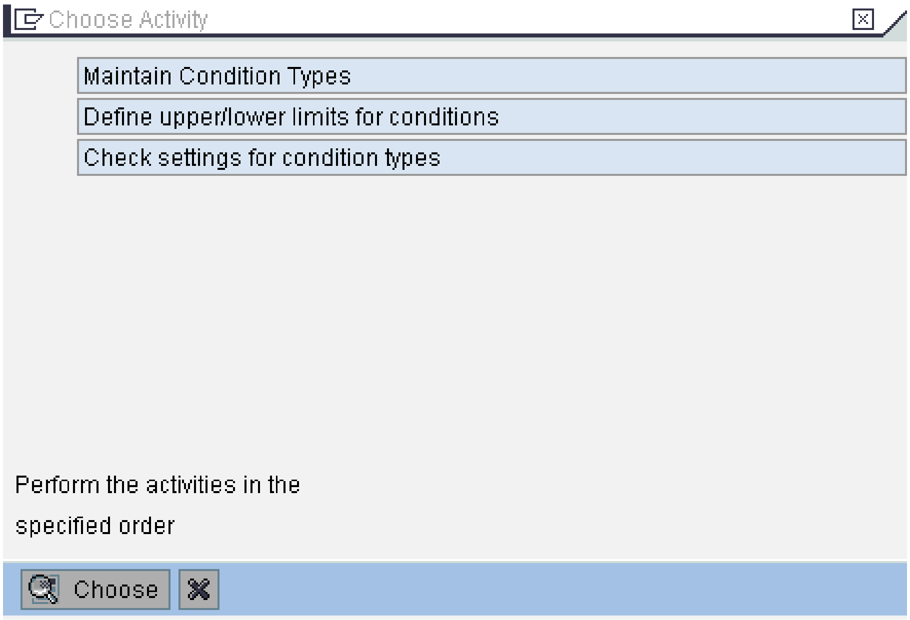
Create a new Condition Type; key should start with ‘Z’ as it is reserved for user requirements.

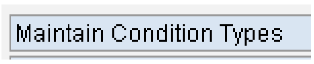
Instructions

Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Pricing Control Define Condition Types

1. Click

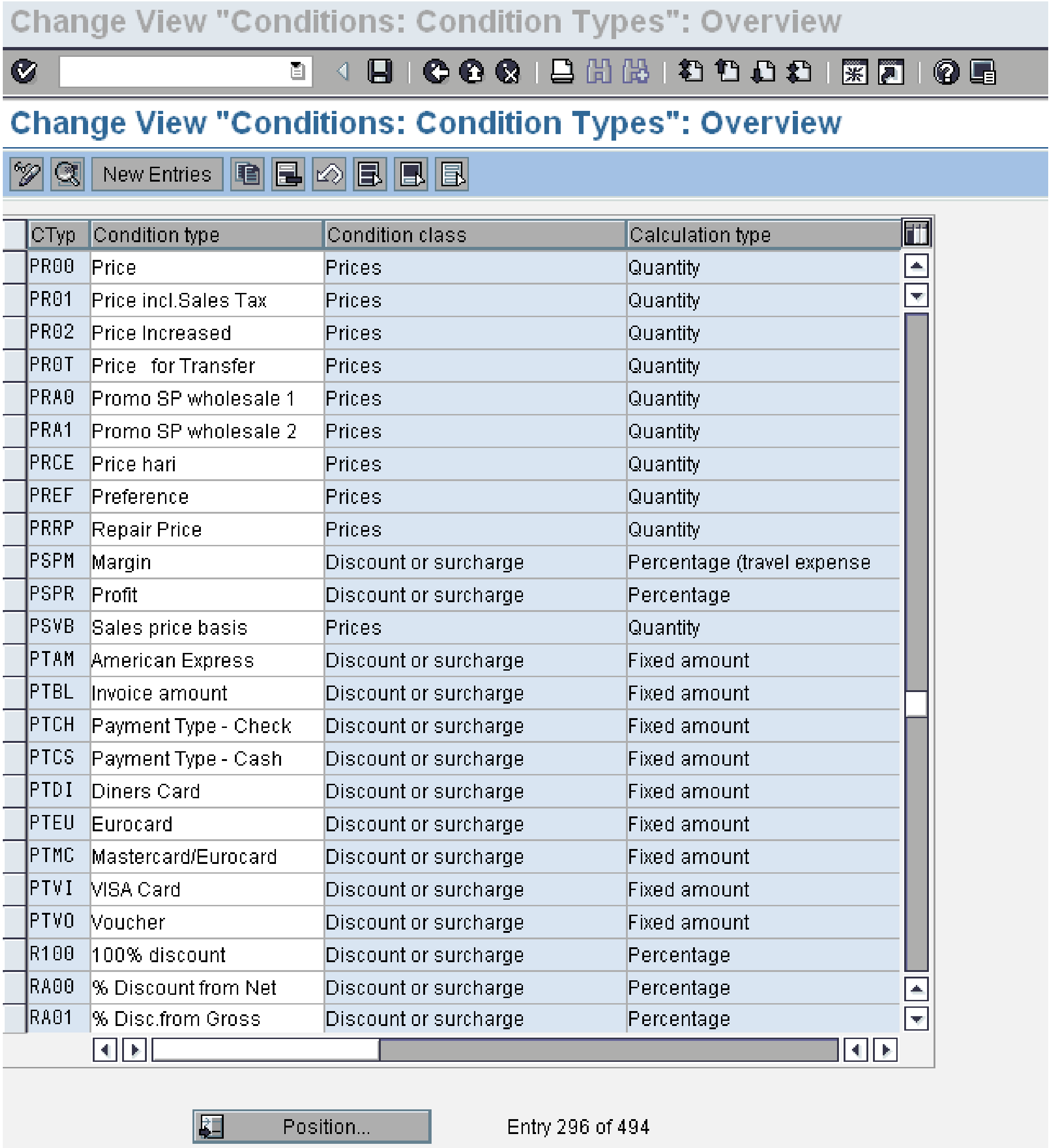
Following pop-up is displayed



Click on 

and select 

.


Change View "Conditions: Condition Types": Overview

Change View "Conditions: Condition Types": Overview

New Entries

CTyp	Condition type	Condition class	Calculation type
PR00	Price	Prices	Quantity
PR01	Price incl.Sales Tax	Prices	Quantity
PR02	Price Increased	Prices	Quantity
PR0T	Price for Transfer	Prices	Quantity
PRA0	Promo SP wholesale 1	Prices	Quantity
PRA1	Promo SP wholesale 2	Prices	Quantity
PRCE	Price hari	Prices	Quantity
PREF	Preference	Prices	Quantity
PRRP	Repair Price	Prices	Quantity
PSPM	Margin	Discount or surcharge	Percentage (travel expense
PSPR	Profit	Discount or surcharge	Percentage
PSVB	Sales price basis	Prices	Quantity
PTAM	American Express	Discount or surcharge	Fixed amount
PTBL	Invoice amount	Discount or surcharge	Fixed amount
PTCH	Payment Type - Check	Discount or surcharge	Fixed amount
PTCS	Payment Type - Cash	Discount or surcharge	Fixed amount
PTDI	Diners Card	Discount or surcharge	Fixed amount
PTEU	Eurocard	Discount or surcharge	Fixed amount
PTMC	Mastercard/Eurocard	Discount or surcharge	Fixed amount
PTVI	VISA Card	Discount or surcharge	Fixed amount
PTVO	Voucher	Discount or surcharge	Fixed amount
R100	100% discount	Discount or surcharge	Percentage
RA00	% Discount from Net	Discount or surcharge	Percentage
RA01	% Disc.from Gross	Discount or surcharge	Percentage

Position...   Entry 296 of 494

Here the options explained in background are applicable.

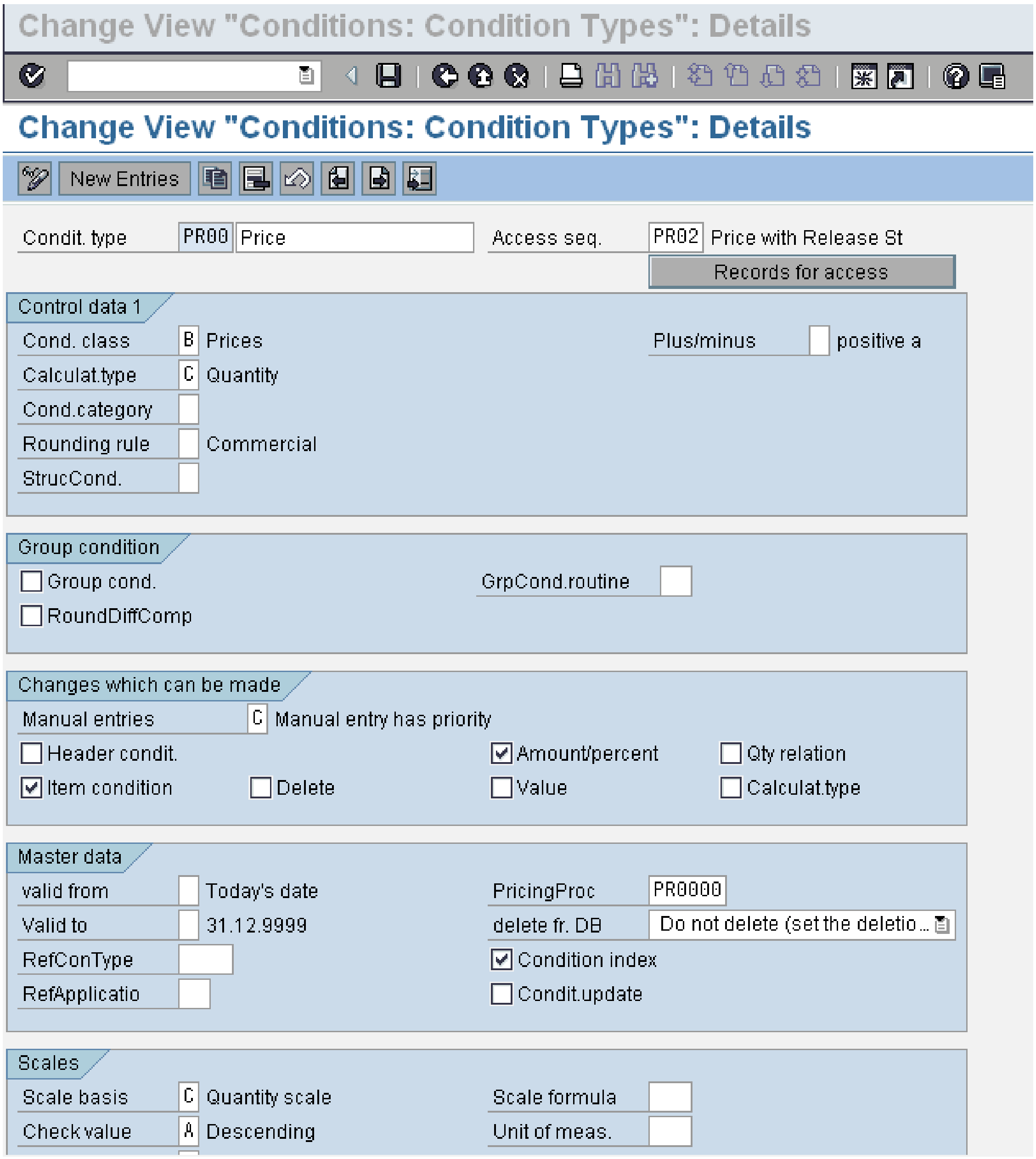
a. If existing Condition Type is to be modified, choose from list and click on to get into details.

b. For copying existing Condition Type to new one select the Condition Type to be copied and click on or F6.

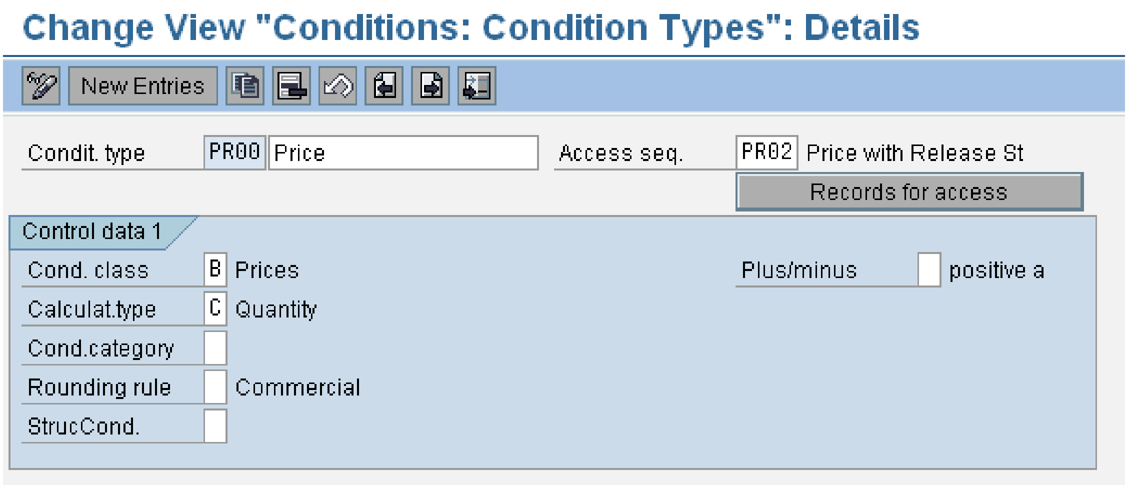
c. For creating a new Condition Type click on New Entries

Here we will follow option ‘a’ and select Condition Type ‘PR00’ and click on . To search for correct Condition Type click on Position... and enter the key.

Following screen is displayed



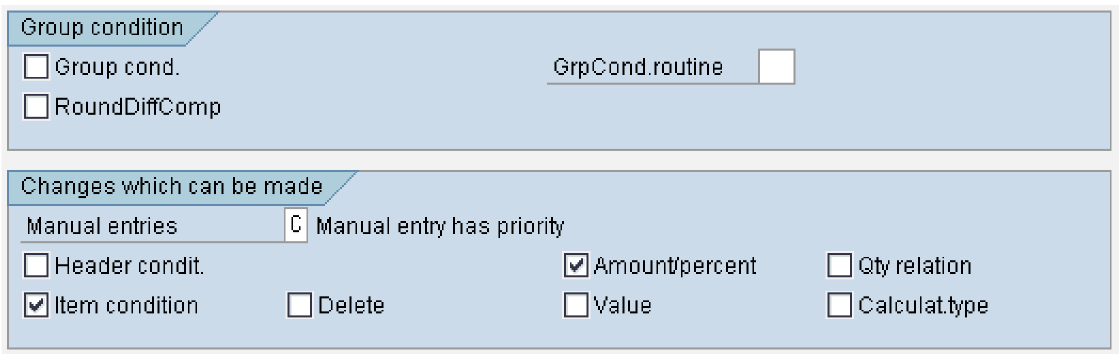
The screen continues and further controls are observed by scrolling.
The controls are grouped in blocks and explanation provided is block-wise.



Following fields are maintained:

Field Name	Field Description and Value
Condit. Type	4 character key identifying Condition type
Access seq.	Access sequence defined earlier is assigned here.
Cond. Class	Preliminary structuring of condition types, **Condition class – Short text** A – Discount or surcharge B – Prices C – Expense reimbursement D – Taxes E – Extra pay F – Fees or differential (only IS-OIL) G – Tax Classification H – Determining sales deal Q – Totals record for fees (only IS-OIL) U – Usage UBB (CRM Only) W – Wage Withholding Tax
Plus/minus	Controls whether condition results in a

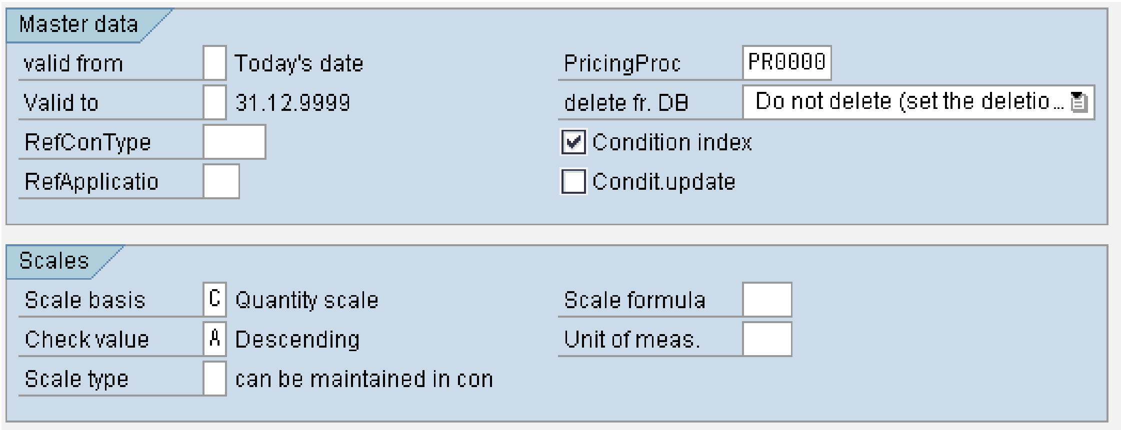
	amount which is positive, negative or both amounts are possible. Plus/minus | Short text (blank) | positive and negative X | Negative A | Positive
Calculat. Type	Determines how system calculates prices, discounts in condition, like a fixed amount or percentage based on weight, volume etc. Many options are provided in system.
Cond. Category	Classification of conditions based on predefined categories like Freight, Cost etc.
Rounding Rule	Rule that specifies how system rounds off condition values during pricing. Rounding rule | Short text (blank) | Commercial A | Round up B | Round down
StrucCond.	Used in BOM items for duplication or cumulation of conditions.



Following fields are maintained:

<table>
<tr><th>Field Name</th><th>Field Description and Value</th></tr>
<tr><td>Group cond.</td><td>Mark field if it's a group condition type</td></tr>
<tr><td>GrpCond. Routine</td><td>ABAP routine that can be used to identify scale basis in case of group conditions</td></tr>
<tr><td>RoundDiffComp</td><td>On indicator being set, system compares the condition value at header level with the total of the condition values at item level. The difference is then added to the largest item</td></tr>
<tr><td>Manual Entries</td><td>Indicator which controls the priority within a condition type between a condition entered manually and a condition automatically determined by the system
<table>
<tr><th>Manual entries</th><th>Short text</th></tr>
<tr><td></td><td>No limitations</td></tr>
<tr><td>A</td><td>Free</td></tr>
<tr><td>B</td><td>Automatic entry has priority</td></tr>
<tr><td>C</td><td>Manual entry has priority</td></tr>
<tr><td>D</td><td>Not possible to process manually</td></tr>
</table></td></tr>
<tr><td>Header Condit.</td><td>Mark this if Condition type is Header condition</td></tr>
<tr><td>Item Condition</td><td>Mark this if Condition type is Item condition</td></tr>
<tr><td>Delete</td><td>Indicates if condition can be deleted from document</td></tr>
<tr><td>Amount/Percent</td><td>Specifies if amount or percent can be changed in document for condition.</td></tr>
<tr><td>Value</td><td>Specifies if value of condition type can be changed in document.</td></tr>
<tr><td>Qty relation</td><td>Specifies if conversion factors can be changed.</td></tr>
</table>

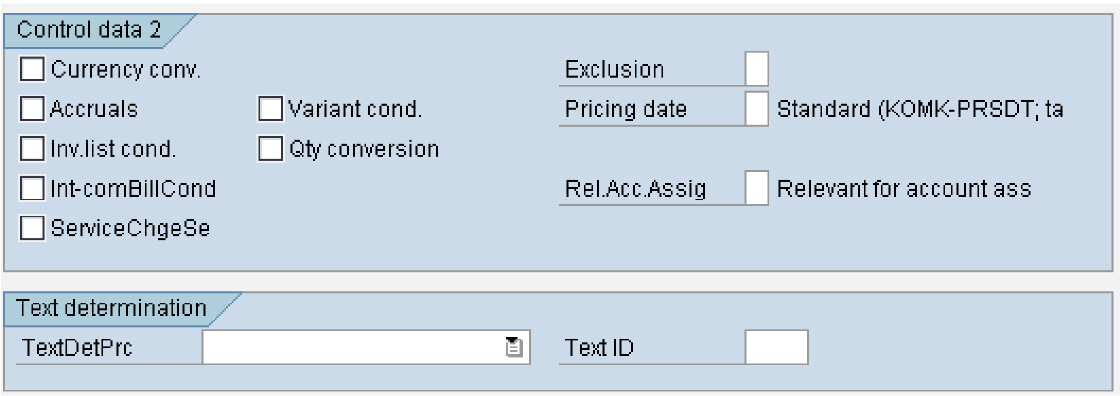
Calculat. Type	Specifies if calculation type of condition type can be changed in document.



Following fields are maintained:

Field Name	Field Description and Value
Valid from	Proposed validity start date
Valid to	Proposed validity end date
RefConType	Condition types which can be used as reference so that records can be maintained only once.
RefApplicatio	Reference application from other applications
Pricing Proc	Predefined pricing procedure is entered here for allowing condition supplements
Delete fr. DB	Allows deletion of condition record from database
Condition index	Specifies whether system updates one or more condition index when maintaining records.

Condit. Update	Limit values relevant for condition record.
Scale Basis	Determines how system interprets scale while calculating, eg Weight or Quantity scale.
Check Value	Indicates whether scale values are maintained in ascending or descending order
Scale Type	Validity of scale value is set here, like Base-scale or To-scale
Scale formula	Routine can be assigned here for calculation of scale
Unit of meas	Unit of measure used by system to determine scales, proposed while maintaining records.



Following important fields are maintained:

Field Name	Field Description and Value
Currency conv.	Currency varies from document currency, set here.
Accruals	Amount posted as accruals for this condition

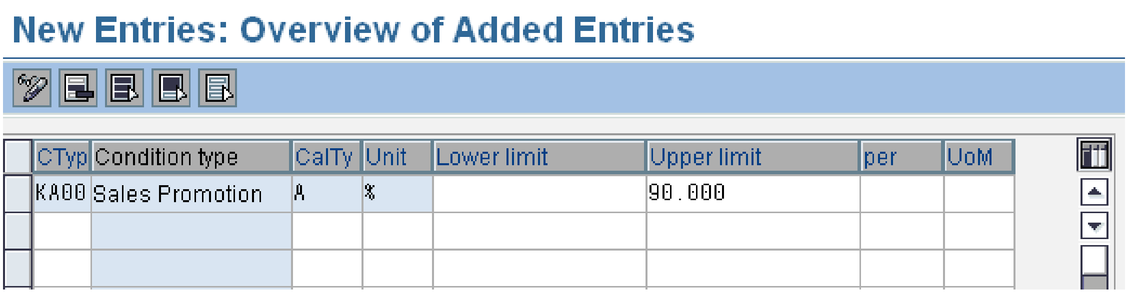
	type
Variant cond.	Mark if condition is used in variant pricing
Qty conversion	Quantity conversion is allowed in condition
Exclusion	If system excludes discounts proposed in pricing
Pricing date	Default Pricing date in system
Rel. Acc. Assig	Controls account assignment for condition type

Click and.

2. Click on Define upper/lower limits for conditions and click Choose.

Here entries are maintained if upper or lower limits for condition types need to be maintained, especially for Discount condition types.

Click on New Entries



Following fields are maintained

Field Name	Field Description and Value
CType	Condition type to be entered here

Condition type	Description of condition type gets copied.
CalTy	Calculation type, if percentage or fixed amount.
Unit	Unit of condition record
Lower limit	Enter lower limit if required for condition
Upper limit	Enter upper limit if required for condition.

Click  and .

Effect of Configuration

Condition Types for price elements are created to be used in pricing procedure and maintaining of condition records.

2.4 Condition Exclusion for Groups of Conditions

Background

In this configuration condition exclusion can be setup for pricing in a document item so as to have best condition record selected. Example: Condition exclusion can be setup for determining best price for customer and exclude other condition records maintained.

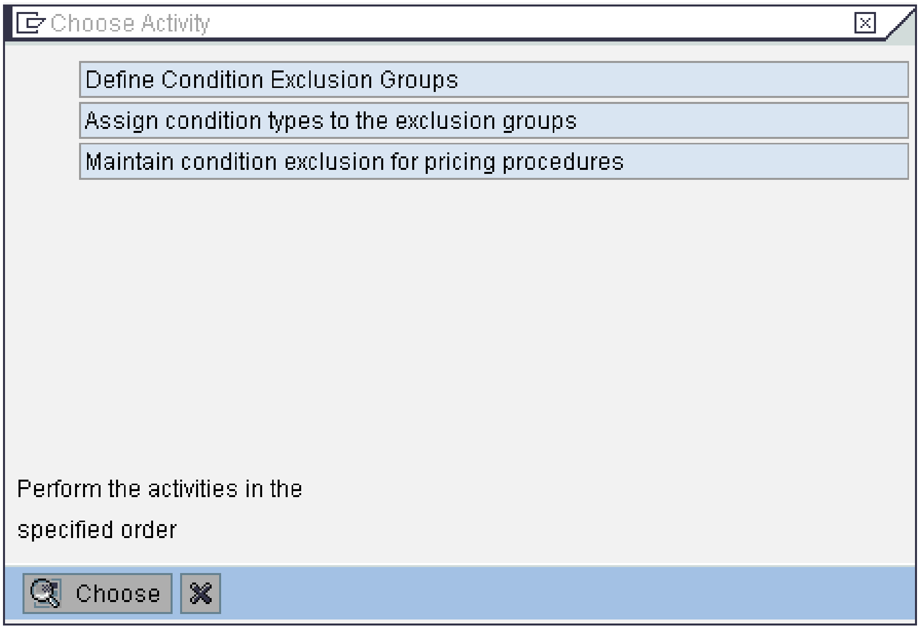
This is one of special pricing functions provided in system

Instructions

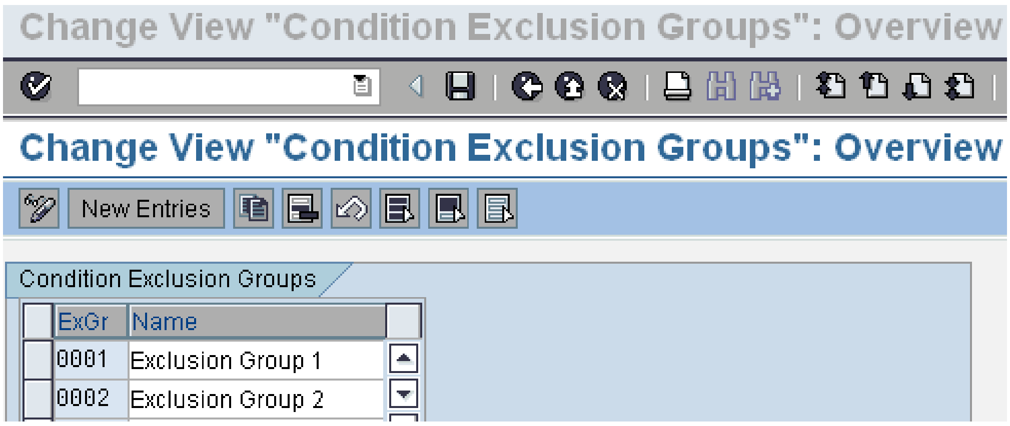
Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Condition Exclusion Condition Exclusion for Groups of Conditions

1. Click 

Following pop-up is displayed



Click on Define Condition Exclusion Groups and click on Choose.



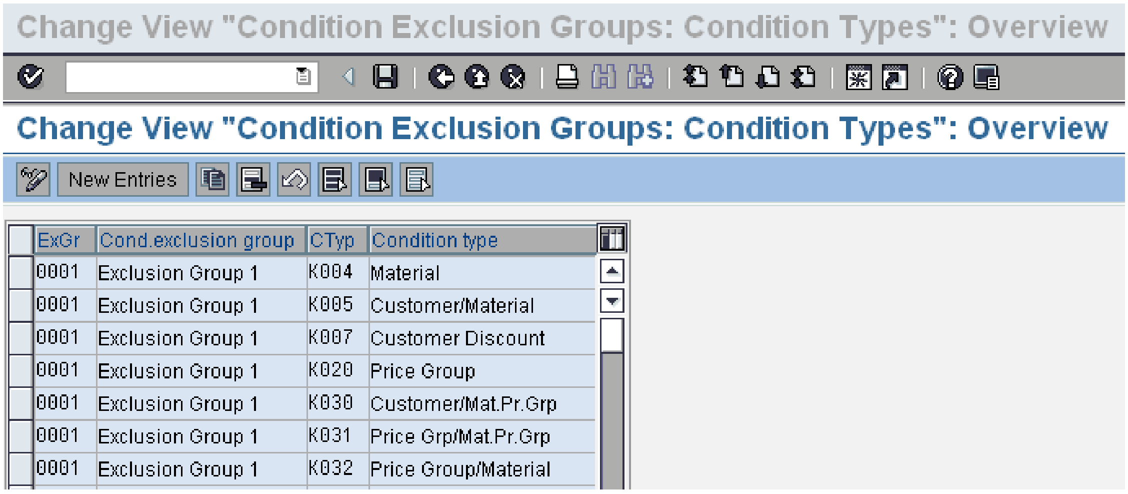
Exclusion Groups are defined here. For creating new click on New Entries.

Maintain 4-character key for exclusion group and description.

Click  and .

2. Click on Assign condition types to the exclusion groups and click on Choose

Here the Condition types are assigned to condition group. Following Discount condition types are assigned to exclusion group ‘0001’.



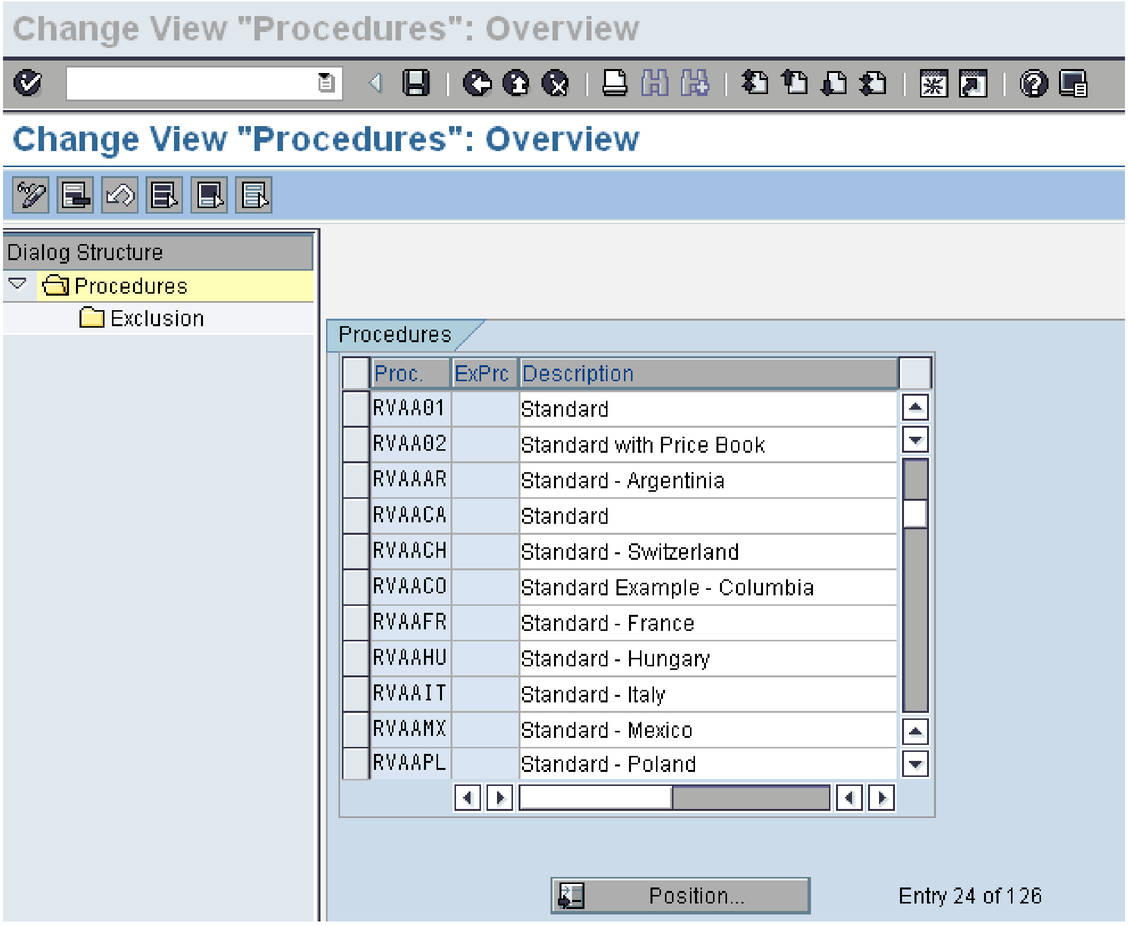
ExGr	Cond.exclusion group	CTyp	Condition type
0001	Exclusion Group 1	K004	Material
0001	Exclusion Group 1	K005	Customer/Material
0001	Exclusion Group 1	K007	Customer Discount
0001	Exclusion Group 1	K020	Price Group
0001	Exclusion Group 1	K030	Customer/Mat.Pr.Grp
0001	Exclusion Group 1	K031	Price Grp/Mat.Pr.Grp
0001	Exclusion Group 1	K032	Price Group/Material

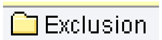
For maintaining new entries click on New Entries, enter the Exclusion Group and Condition Types.

Click  and .

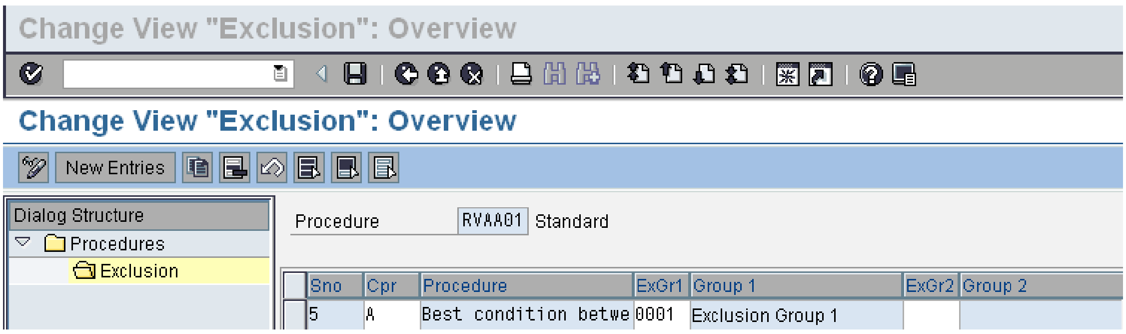
3. Click on Maintain condition exclusion for pricing procedures and click on Choose

Here select the Pricing procedure in which the exclusion needs to be setup.



Select the Pricing Procedure ‘RVAA01’ and double click on 

.



Following fields are maintained

<table>
<tr><th>Field Name</th><th>Field Description and Value</th></tr>
<tr><td>SNo.</td><td>Step Number is entered here for exclusion.</td></tr>
<tr><td>Cpr</td><td>Condition Exclusion procedure is maintained here, following options are predefined in system
<table>
<tr><th>ConditExclusionProc.</th><th>Short text</th></tr>
<tr><td>A</td><td>Best condition between condition types</td></tr>
<tr><td>B</td><td>Best condition within the condition type</td></tr>
<tr><td>C</td><td>Best condition between the two exclusion groups</td></tr>
<tr><td>D</td><td>Exclusive</td></tr>
<tr><td>E</td><td>Least favorable within the condition type</td></tr>
<tr><td>F</td><td>Least favorable betweent the two exclusion groups</td></tr>
</table>

Select ‘A’ for determining best condition among condition types, for best price among condition records select ‘B’ and so on.

Here we select ‘A’.</td></tr>
<tr><td>ExGr1</td><td>Enter the Exclusion Group 1.</td></tr>
<tr><td>Group 1</td><td>Description of exclusion group 1</td></tr>
<tr><td>ExGr2</td><td>Enter Exclusion Group 2 for cases where exclusion procedure C, D or F is used.</td></tr>
<tr><td>Group 2</td><td>Description of exclusion group 1</td></tr>
</table>

Click  and .

2.5 Define Tax condition type

Background

Taxes as applicable in a country as per material and customer can be configured using pricing condition types for the relevant taxes.

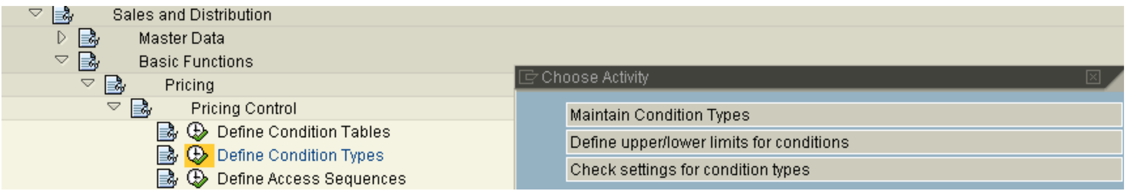
Tax rates can be maintained by integration with FI. Departure and destination can also be used in configuring taxes.

Specific requirements of local taxes with tax jurisdiction can be mapped by allowing interface with external tax systems like Vertex.

Instructions

Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Pricing Control

Taxes are defined as condition types in pricing

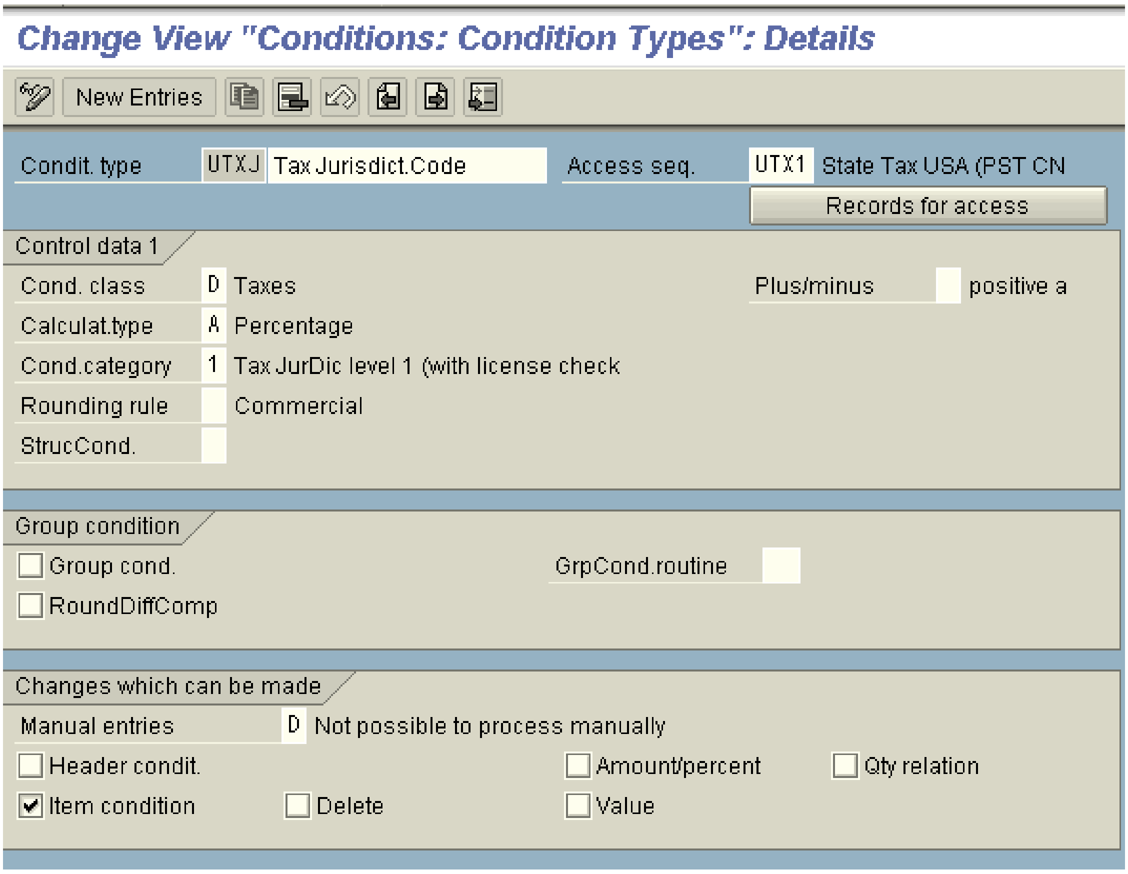


Double click on “Maintain Condition Types”

Example – Tax determination for US sales documents with tax jurisdiction
Country – United States
Tax condition type – UTXJ, XR1 to XR6

UTXJ is statistical tax type to pass jurisdiction data to external system.
XR1 to XR6 are defined to receive tax rates for local taxes.

On the screen displayed, search condition type UTXJ.



Select condition type XR1

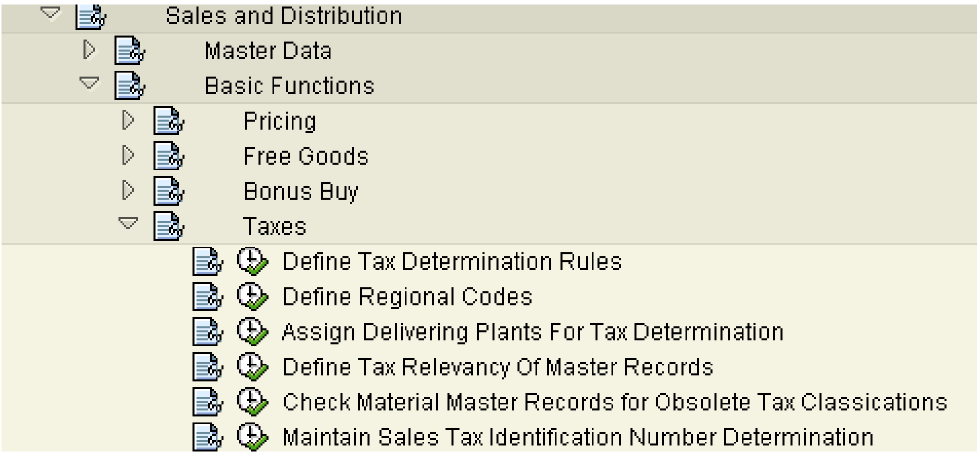
Let us understand how tax condition types are configured for determination in sales documents.

2.6 Define Tax determination rules

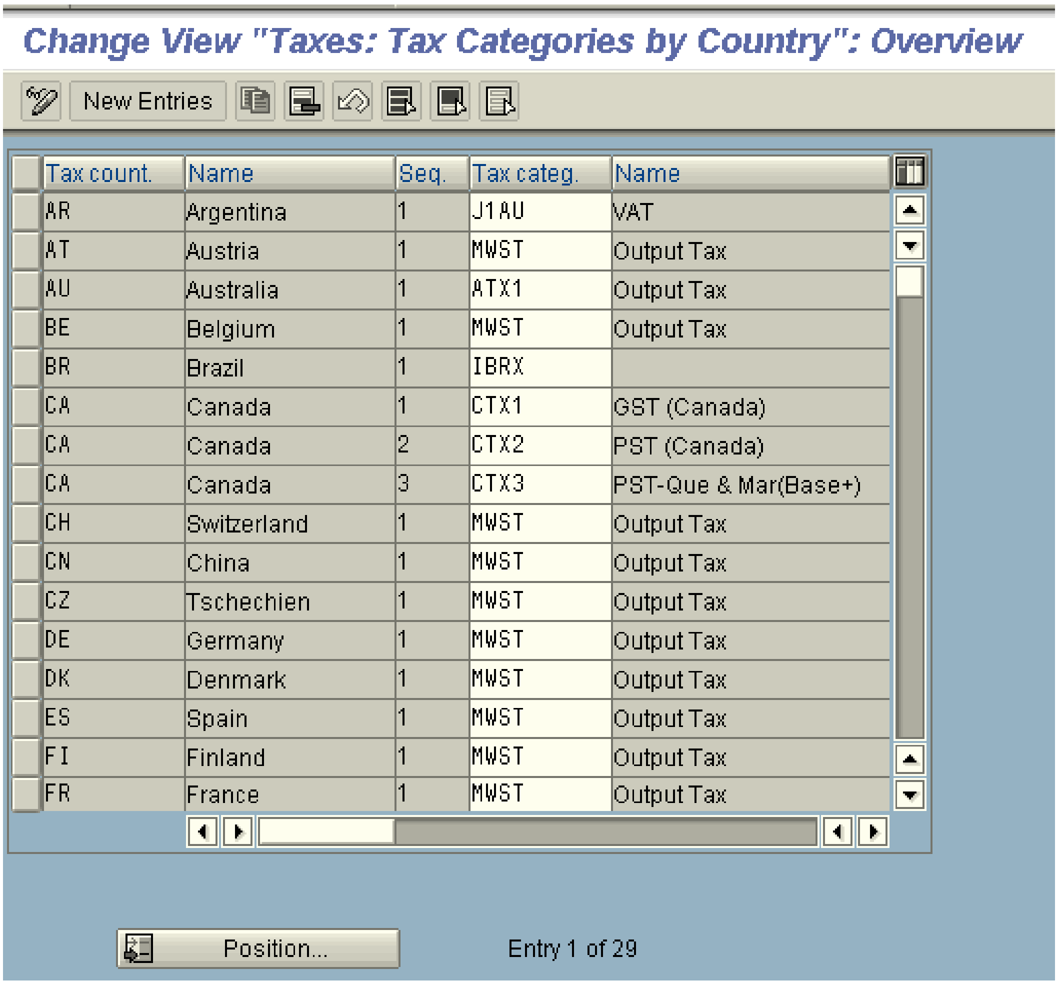
Background

Let us understand how tax condition types are configured for determination in sales documents.

Instructions



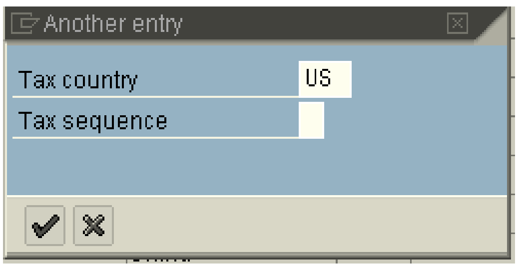
Click on “Define Tax determination rules”

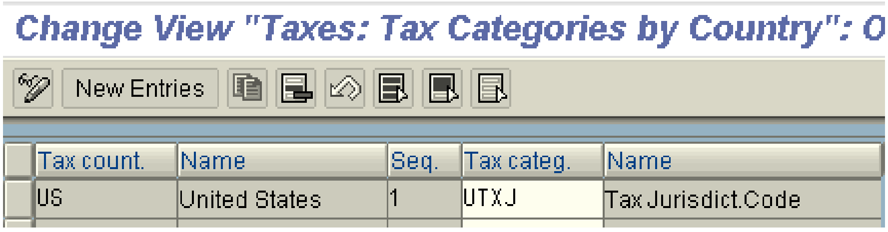

Change View "Taxes: Tax Categories by Country": Overview

Tax count.	Name	Seq.	Tax categ.	Name
AR	Argentina	1	J1AU	VAT
AT	Austria	1	MWST	Output Tax
AU	Australia	1	ATX1	Output Tax
BE	Belgium	1	MWST	Output Tax
BR	Brazil	1	IBRX	
CA	Canada	1	CTX1	GST (Canada)
CA	Canada	2	CTX2	PST (Canada)
CA	Canada	3	CTX3	PST-Que & Mar(Base+)
CH	Switzerland	1	MWST	Output Tax
CN	China	1	MWST	Output Tax
CZ	Tschechien	1	MWST	Output Tax
DE	Germany	1	MWST	Output Tax
DK	Denmark	1	MWST	Output Tax
ES	Spain	1	MWST	Output Tax
FI	Finland	1	MWST	Output Tax
FR	France	1	MWST	Output Tax

Click on 

Enter




Change View "Taxes: Tax Categories by Country": O
New Entries
Tax count.
Name
Seq.
Tax categ.
Name
US
United States
1
UTXJ
Tax Jurisdict.Code

3. Partner determination and control

3.1 Define Status group for incompletion

Background

Incompletion Log is a key tool in ensuring all correct data is maintained in sales documents. Let us study how to setup configuration for Incompletion Log.

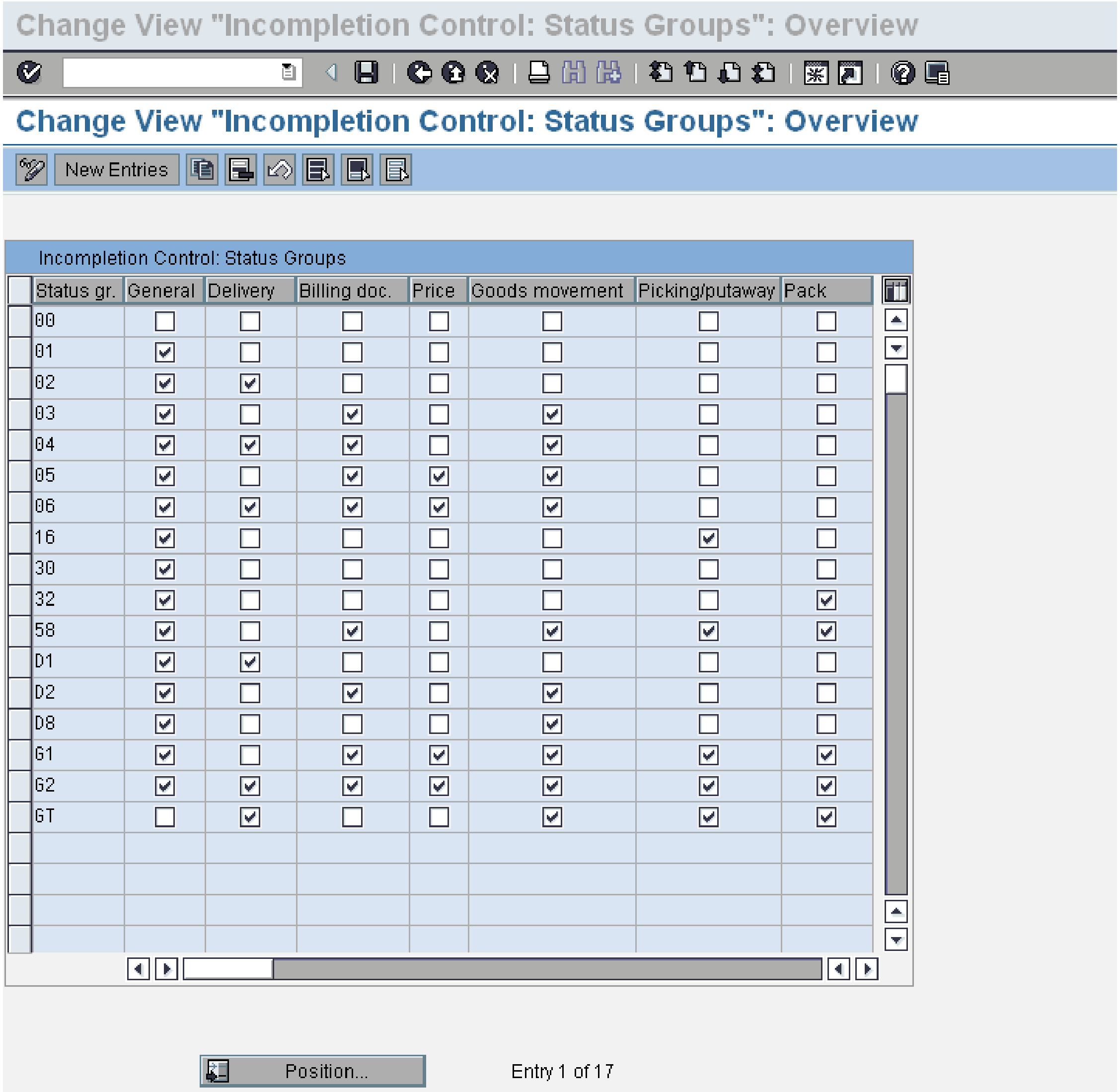
Scenario

Incompletion will be setup for Sales Header for Standard Order 'OR'. As this is already available in system we will study the controls

Instructions

Follow the Menu path: IMG   Sales and Distribution   Basic Functions   Log of Incomplete items   Define Status Groups

Click



Status gr.	General	Delivery	Billing doc.	Price	Goods movement	Picking/putaway	Pack
00							
01	X						
02	X	X					
03	X		X		X		
04	X	X	X		X		
05	X		X	X	X		
06	X	X	X	X	X		
16	X					X	
30	X						
32	X						X
58	X		X		X	X	X
D1	X	X					
D2	X		X		X		
D8	X				X		
G1	X		X	X	X	X	X
G2	X	X	X	X	X	X	X
GT		X			X	X	X

Here we define Status Groups.

Status Group – These are grouping of various kinds of status, and can consist of combination of general, delivery, billing and pricing status. Status groups are assigned to individual data fields, which need to be checked, and the reaction after check is defined here.

A lot of status groups are provided in system. These can be used or new created as per specific requirements.

For maintaining a new status group, click on New Entries

Following fields are maintained:

Field Name	Field Description and Value
Status Gr.	2 character key for status group
General	If this check box is marked system checks for General information at Sales document Header and item level and marks item complete / incomplete. General info can include ‘Purchase Order No’ etc.
Delivery	If this check box is marked system determines status of delivery information by checking status of fields that are assigned to this group. If some data is missing it would issue message on status for delivery creation. Example field ‘Shipping Point’ is not filled in delivery could not be created.
Billing Doc.	If this check box is marked system determines status of billing information by checking status of fields that are assigned to this group. If some data is missing it would issue message on status for billing creation. Example field ‘Terms of Payment is not filled in billing doc. could not be created
Price	If this check box is marked system determines status of pricing by checking status of fields that are assigned to this group. If some data is missing it would issue message on status for pricing is incomplete.
Goods movement	If this check box is marked system determines status for goods movement by checking status of fields that are assigned to this group. This is relevant for shipping documents like delivery.

Picking / putaway	If this check box is marked system determines status for picking by checking status of fields that are assigned to this group. This is relevant for shipping documents like delivery
Pack	If this check box is marked system determines status for packing by checking status of fields that are assigned to this group. This is relevant for shipping documents like delivery

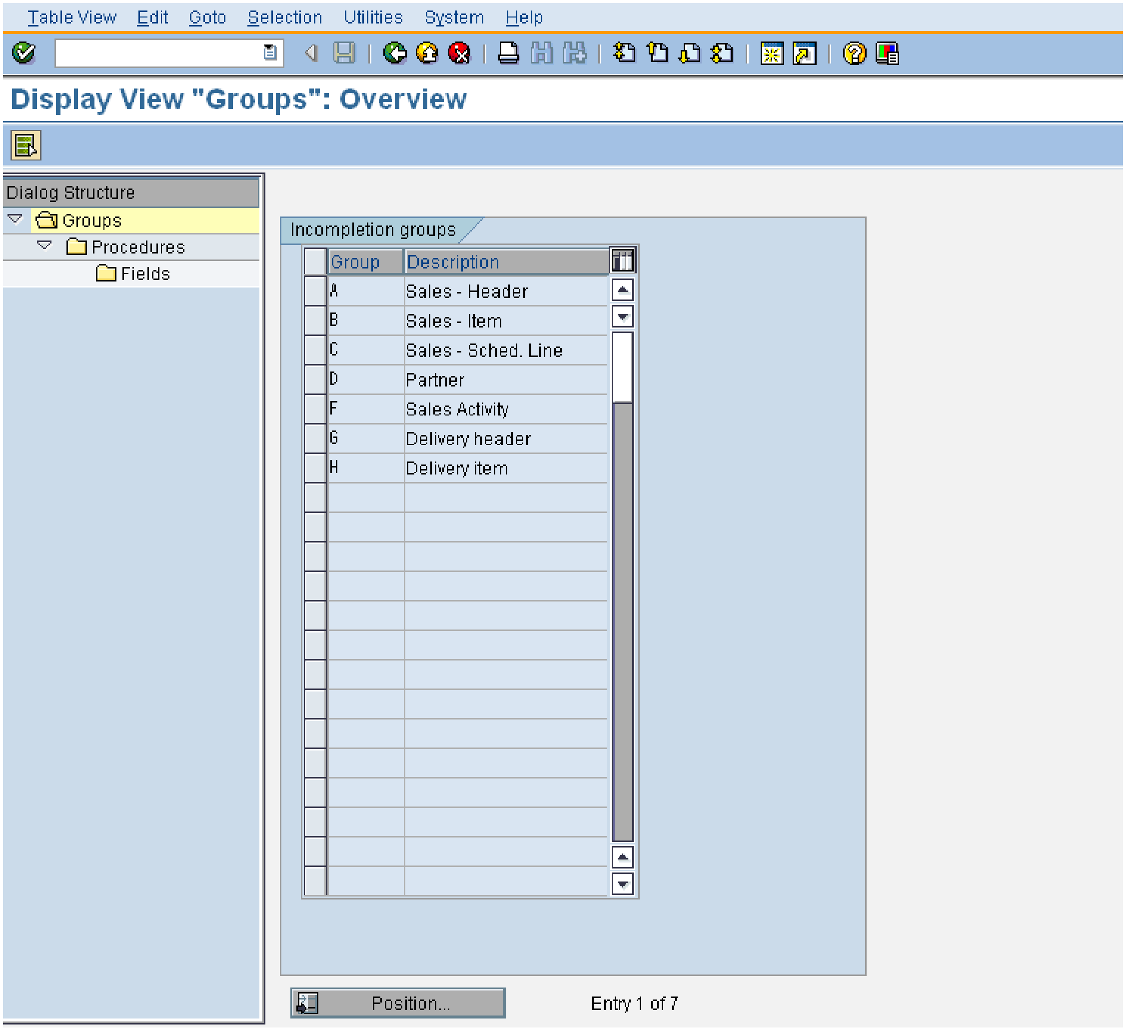
Click  and back.

3.2 Define Incompleteness procedures

Instructions

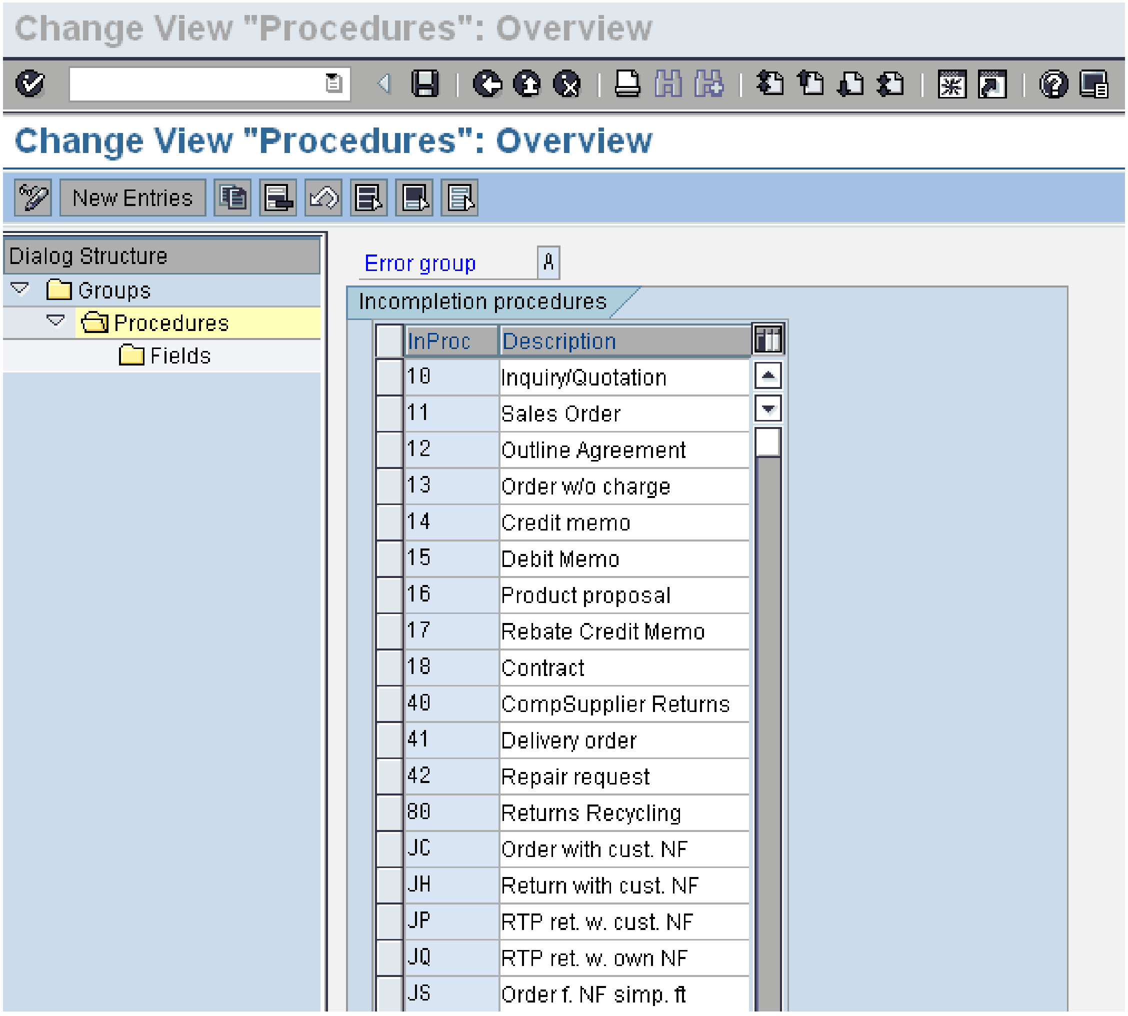
Follow the Menu path: IMG Sales and Distribution Basic Functions Log of Incomplete items Define Incompleteness Procedures

Click



Incompletion Groups are already defined in system for 7 categories. No new groups need to be created.

Select group ‘A – Sales - Header’ and double click on Procedures



Various Procedures are predefined in system for various kinds of Sales documents. There are three options for configuring incomplete procedure

Change existing incomplete procedure

Copy existing procedure and change it to new requirements.

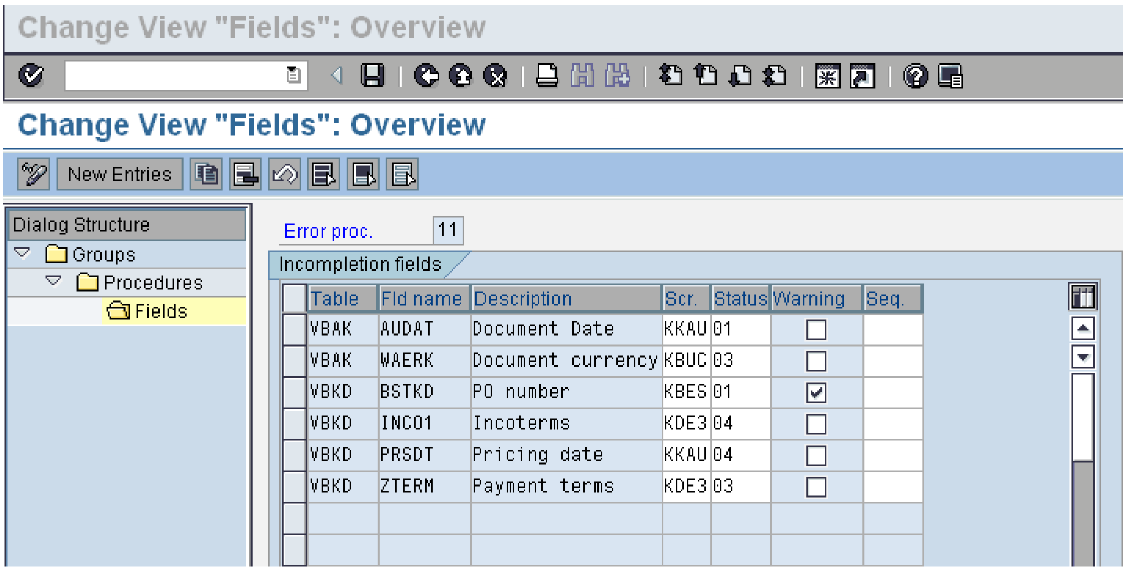
Create a new incomplete procedure.

Here the three options explained in background are applicable.

j. If existing Incompletion procedure is to be modified, choose the procedure from list and click on Fields to get into details
k. For copying existing procedure to new one select one to be copied and click on or F6.

l. For creating a new incompletion procedure type click on New Entries

Here we will follow option 'a' and select procedure 11 and double click on Fields .



Following fields are maintained

Field Name	Field Description and Value
Table	The ABAP table name in which field is stored
Fld Name	Field name in which data is stored in the table which has to be checked for incompletion
Description	Description of field would appear on entry of field

Scr.	Screen name where field exists in sales document and where user has to be taken for entering data for completion
Status	Status group is assigned here for the reaction of system on incompletion and areas to check.
Warning	Warning check issues a message for fields during sales order processing
Seq.	Sequence can be maintained here if required for system to check the fields in that order.

Click and back.

4. ATP through shipping

4.1 Availability in Sales order

Background

Let us now study how to setup Availability check in Sales and Distribution. This configuration guide will explain step-by-step process for setting up availability check in business scenario.

Scenario

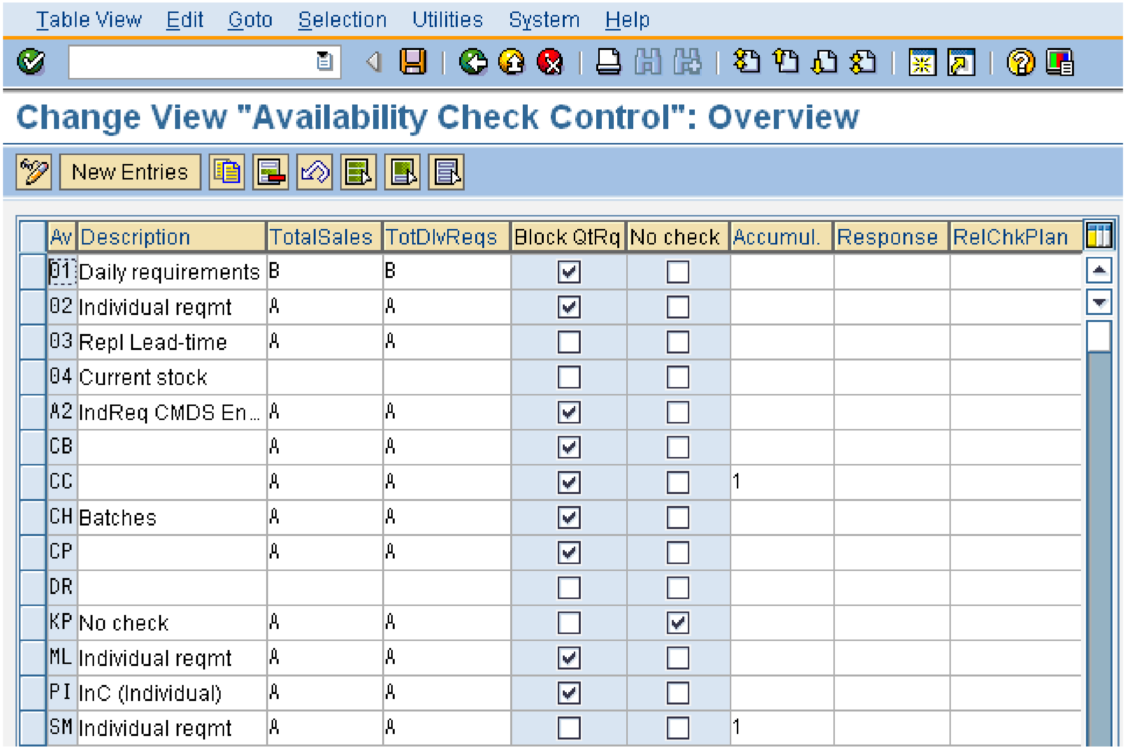
Availability check will be setup for Daily requirements in a Sales order.

Instructions

1. Follow the Menu path:

IMG Sales and Distribution Basic Functions
Availability Check and Transfer of Requirements
Availability Check with ATP Logic or Against Planning
Define Checking Groups

Click



For maintaining a new checking group, click on 

Here let us study checking group '01 – Daily requirements.

Following fields are maintained:

Field Name	Field Description and Value
Checking Group for Availability Check	2 character key code for checking group.
Description	Description of checking group
Total Sales Order requirements	Specifies the kind of requirements that the system automatically generates during sales order processing. Individual requirements or collective requirements are specified here as follows

<table>
<tr><td></td><td>
<table>
<tr><th>Total sales req...</th><th>Short text</th></tr>
<tr><td>A</td><td>Single records</td></tr>
<tr><td>B</td><td>Totals records per day</td></tr>
<tr><td>C</td><td>Totals records per week, reqs date on Monday of current week</td></tr>
<tr><td>D</td><td>Totals records per week, reqs date on Monday of fol. week</td></tr>
</table>
</td></tr>
<tr><td>Total delivery requirements</td><td>Similar like sales but at delivery level</td></tr>
<tr><td>Block QtRq.</td><td>Blocks material for other users when availability check is being run on that material.</td></tr>
<tr><td>No check</td><td>This indicator can switch off Availability check if checking group is used for the material.</td></tr>
<tr><td>Accumul.</td><td>Availability check with cumulative confirmed quantities. Following options are available
<table>
<tr><th>Accumulation</th><th>Short text</th></tr>
<tr><td>0</td><td>No cumulation</td></tr>
<tr><td>1</td><td>Cumulation of confirmed quantity when created and changed</td></tr>
<tr><td>2</td><td>Required quantity when created, no cumulation when changed</td></tr>
<tr><td>3</td><td>Required quantity when created, conf. qty when changed</td></tr>
</table>
Normally ‘no cumulation’ option is used.</td></tr>
<tr><td>Response</td><td>Response to shortfall, whether there should be any information output or not. Normally blank</td></tr>
<tr><td>RelChkPlan</td><td>Indicator for relevance for check against planning</td></tr>
</table>

Click  and back.

4.2 Define Scheduling by Sales Document Type

Background

This configuration setting enables to define scheduling by sales document type.

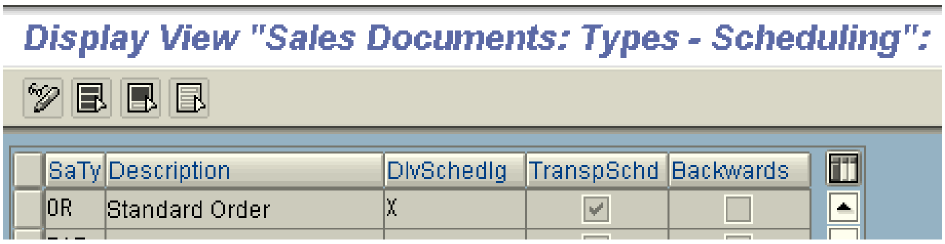
Activate Delivery and Transportation scheduling for the sales document type.

Example – It can be deactivated for order type RE for return order, which is created to get the material back from the customer.

Instructions

Menu path: Sales and Distribution   Basic functions
  Delivery scheduling and Transportation scheduling
  Define scheduling by sales document type

Click 



5. Billing and Material Determination

5.1 Define blocking reason for billing

Background

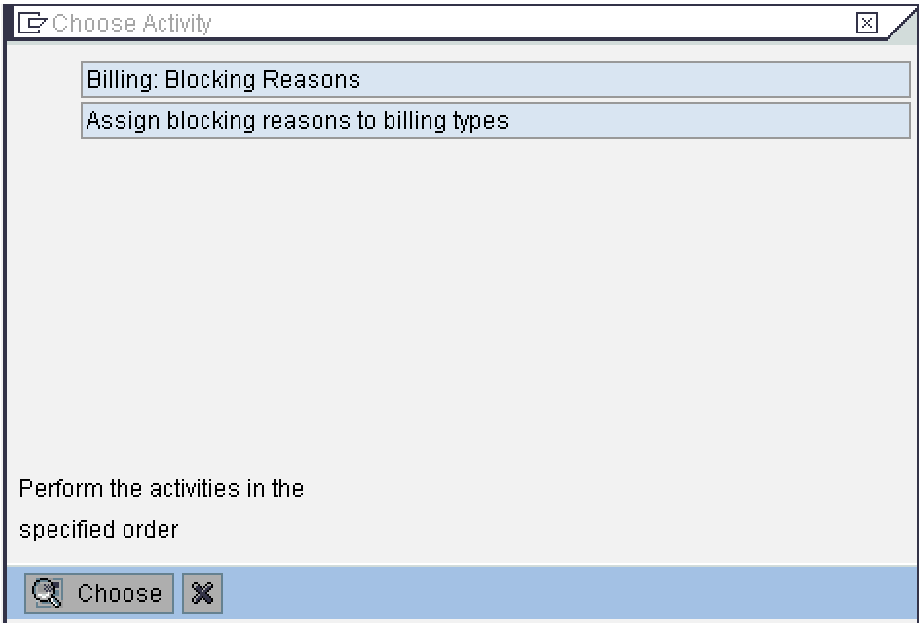
This configuration enables definition of Reasons for blocking of billing documents. These reasons can be used to block billing creation for customer.

Instructions

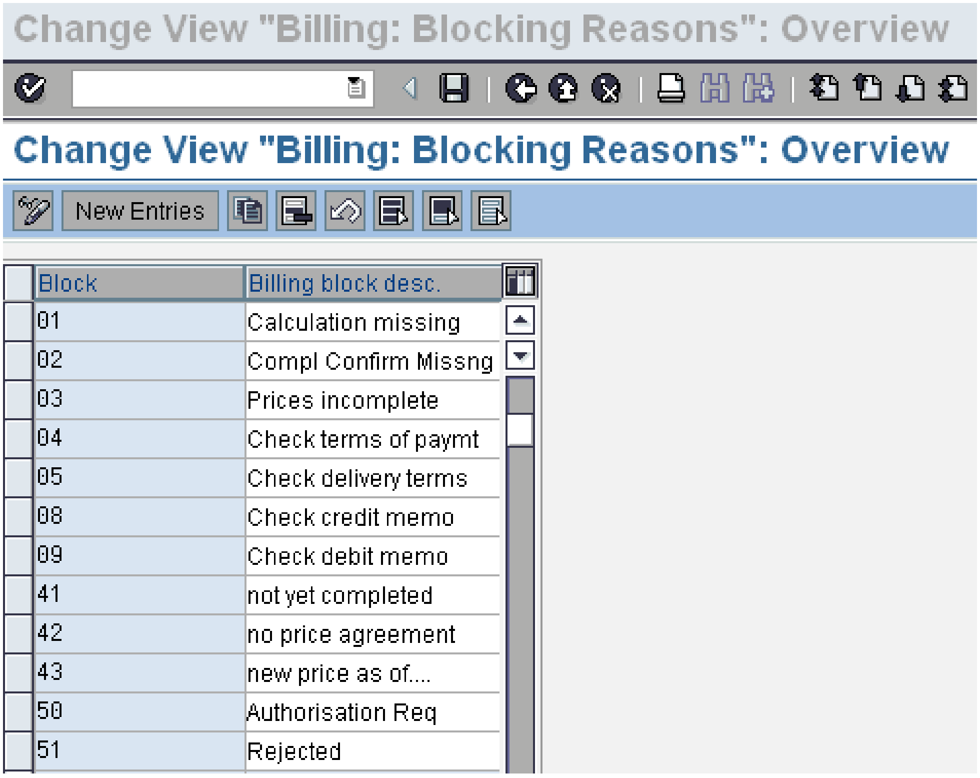
Follow Menu Path: IMG Sales and Distribution Billing Define Blocking Reason for Billing

1. Click 

Following pop-up is displayed



Click on Billing: Blocking Reasons and click Choose



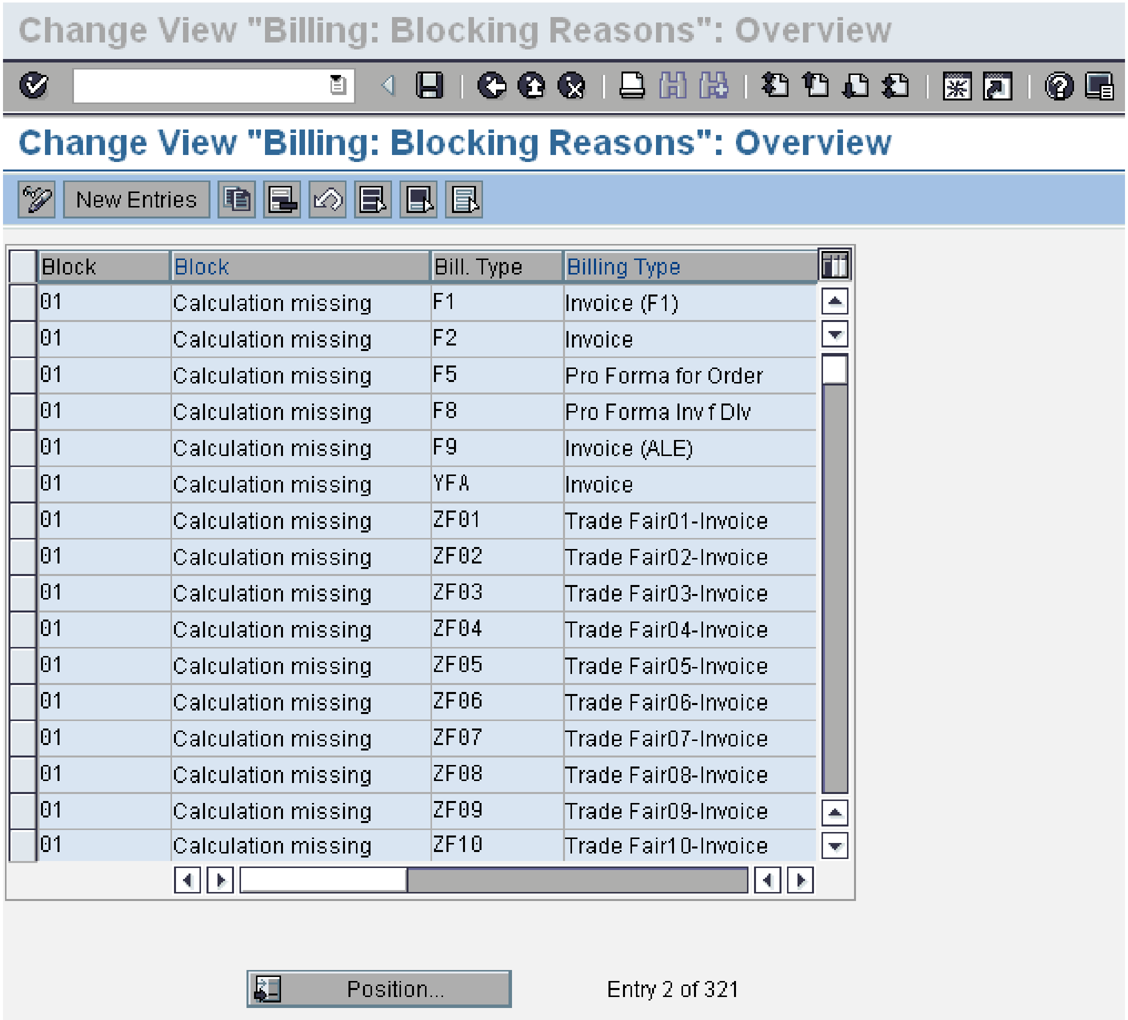
Click on New Entries for maintaining new one's. and then click

Following fields are maintained

Field Name	Field Description and Value
Block	2 character key for billing block
Description	Description of billing block

Click  and .

2. Click on Assign blocking reasons to billing types and click Choose



Block	Block	Bill. Type	Billing Type
01	Calculation missing	F1	Invoice (F1)
01	Calculation missing	F2	Invoice
01	Calculation missing	F5	Pro Forma for Order
01	Calculation missing	F8	Pro Forma Inv f Dlv
01	Calculation missing	F9	Invoice (ALE)
01	Calculation missing	YFA	Invoice
01	Calculation missing	ZF01	Trade Fair01-Invoice
01	Calculation missing	ZF02	Trade Fair02-Invoice
01	Calculation missing	ZF03	Trade Fair03-Invoice
01	Calculation missing	ZF04	Trade Fair04-Invoice
01	Calculation missing	ZF05	Trade Fair05-Invoice
01	Calculation missing	ZF06	Trade Fair06-Invoice
01	Calculation missing	ZF07	Trade Fair07-Invoice
01	Calculation missing	ZF08	Trade Fair08-Invoice
01	Calculation missing	ZF09	Trade Fair09-Invoice
01	Calculation missing	ZF10	Trade Fair10-Invoice

Click on New Entries for maintaining new one's. and then click

Effect of Configuration

Billing block reasons are defined and assigned to Billing types.

5.2 Assign Invoice List Type to Billing Type

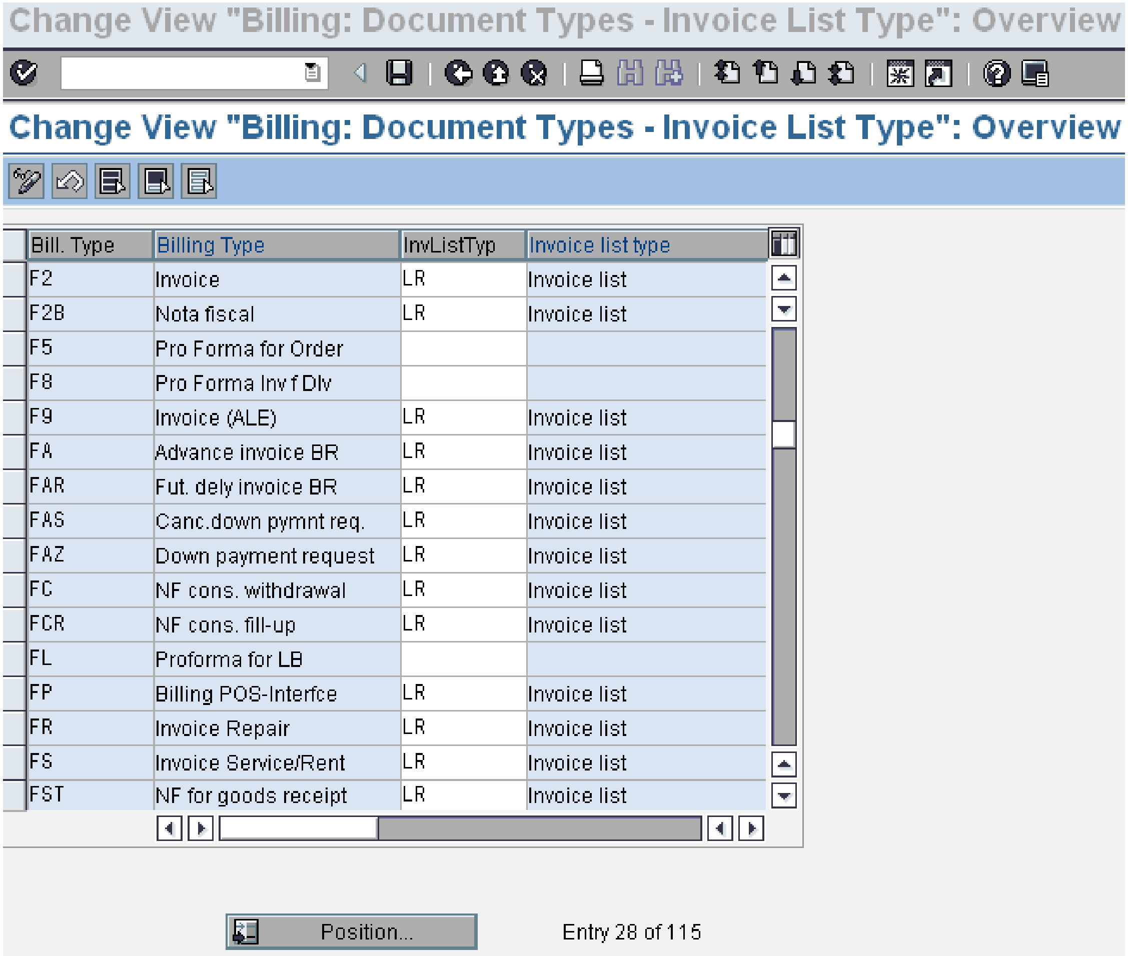
Background

Invoice List type is also a Billing type and is created in Billing type creation configuration menu. Here for Invoice Lists to be created they needs to be assigned to billing types. This configuration is provided for this purpose.

Instructions

Follow Menu Path: IMG Sales and Distribution Billing Invoice Lists Assign Invoice List Type To Each Billing Type

1. Click 



Billing types are available here. The Invoice List type is assigned to billing types.

Click and .

Effect of Configuration

Invoice Lists can be created in system for Billing documents.

5.3 Define Rule for Date Determination

Background

This configuration setting enables creation or modification of rules for determining dates in Billing plan.

Various Rules are preconfigured in system and can be used for various scenarios. There are three options for configuring new rules:

- Change existing rule
- Copy existing rule and change it to new requirements
- Create a new rule.

You define the rules for date determination on the basis of the following dates:

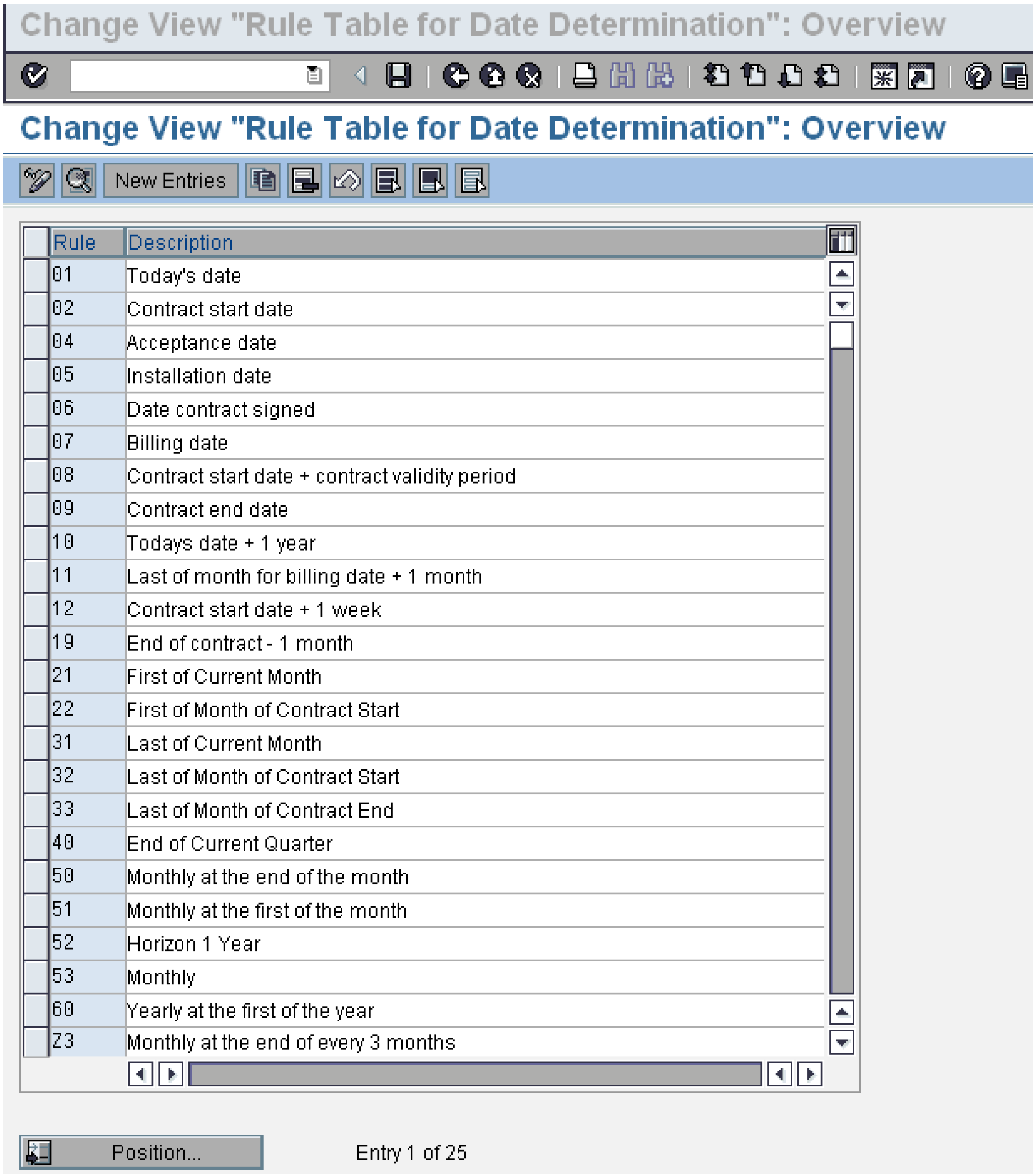
- The possible baseline date is predefined by a fixed value range (for example current date, beginning of the contract) and cannot be changed.
- You can define the period in any way by specifying a number with a corresponding time unit.
- If you use a calendar ID to define a rule, the system determines the next possible workday starting from the baseline date. If you use a calendar ID, you may NOT specify a period.

We will study the configuration of SAP provided rule '50 – Monthly at end of each month'.

Instructions

Follow Menu Path: IMG Sales and Distribution Billing Billing Plan Define Rules for Determining Dates

1. Click



Change View "Rule Table for Date Determination": Overview

New Entries

Rule	Description
01	Today's date
02	Contract start date
04	Acceptance date
05	Installation date
06	Date contract signed
07	Billing date
08	Contract start date + contract validity period
09	Contract end date
10	Todays date + 1 year
11	Last of month for billing date + 1 month
12	Contract start date + 1 week
19	End of contract - 1 month
21	First of Current Month
22	First of Month of Contract Start
31	Last of Current Month
32	Last of Month of Contract Start
33	Last of Month of Contract End
40	End of Current Quarter
50	Monthly at the end of the month
51	Monthly at the first of the month
52	Horizon 1 Year
53	Monthly
60	Yearly at the first of the year
Z3	Monthly at the end of every 3 months

Position... Entry 1 of 25

Here the three options explained in background are applicable.

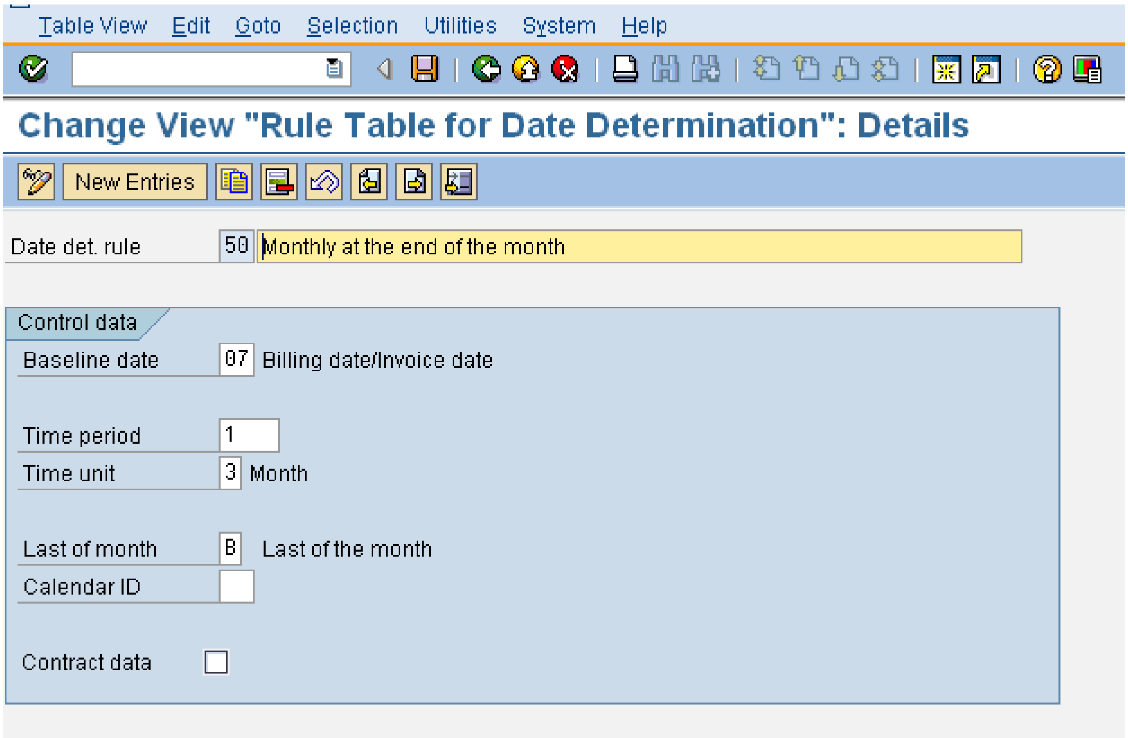
m. If existing Rule is to be modified, choose the Rule from list and click on to get into details

n. For copying existing Rule to new one select the Rule to be copied and click on or F6.

o. For creating a new Rule click on New Entries

Here we will follow option 'a' and select Rule '50' and click on . To search for Rule click on Position... and enter the key.

Following screen is displayed



Maintain the fields as explained below:

Field Name	Field Description and Value
Date Det.rule	2 character code for Indirect rule determination of dates in Billing plan. Here '50' exists in system, for new any two characters can be entered.
Description	Text description of rule for identification
Baseline date	This is baseline date from which further dates are calculated. This is predefined in system and following entries exist:

<table>
<tr><td></td><td>
<table>
<tr><th>Baseline date</th><th>Short text</th></tr>
<tr><td>01</td><td>Today's date</td></tr>
<tr><td>02</td><td>Contract start date</td></tr>
<tr><td>04</td><td>Acceptance date</td></tr>
<tr><td>05</td><td>Installation date</td></tr>
<tr><td>06</td><td>Date contract signed</td></tr>
<tr><td>07</td><td>Billing date/Invoice date</td></tr>
<tr><td>08</td><td>CntrctStDate+contract duration</td></tr>
<tr><td>09</td><td>Contract end date</td></tr>
</table>
Here ‘07’ is selected</td></tr>
<tr><td>Time Period</td><td>Time Period, which is to be added or subtracted from baseline date, is added here.</td></tr>
<tr><td>Time Unit</td><td>Time Unit of time period defined above
<table>
<tr><th>Time unit</th><th>Short text</th></tr>
<tr><td>1</td><td>Day</td></tr>
<tr><td>2</td><td>Week</td></tr>
<tr><td>3</td><td>Month</td></tr>
<tr><td>4</td><td>Year</td></tr>
</table></td></tr>
<tr><td>Last of Month</td><td>Last of month switch for date determination
<table>
<tr><th>Determ.last of month</th><th>Short text</th></tr>
<tr><td></td><td></td></tr>
<tr><td>A</td><td>First of the month</td></tr>
<tr><td>B</td><td>Last of the month</td></tr>
</table></td></tr>
<tr><td>Calendar ID</td><td>If Calendar is to be used to influence date determination, example actual dates in month it has to be entered here.</td></tr>
<tr><td>Contract data</td><td>Used for Contract items where item date has not to be selected from baseline date, but from Header date.</td></tr>
</table>

Click and back.

Effect of Configuration

Rule for date determination are defined to be used in Billing plans.

6. Special sales processes

6.1 Define credit control area

Background

The purpose of credit management is to monitor credit status of customer so as to take decision on continuing or reviewing credit related decisions like increasing credit limit or blocking delivery to the customer.

This is done with financial accounting integration as in most of the companies, credit management is FI function.

Instructions

Pre-requisite

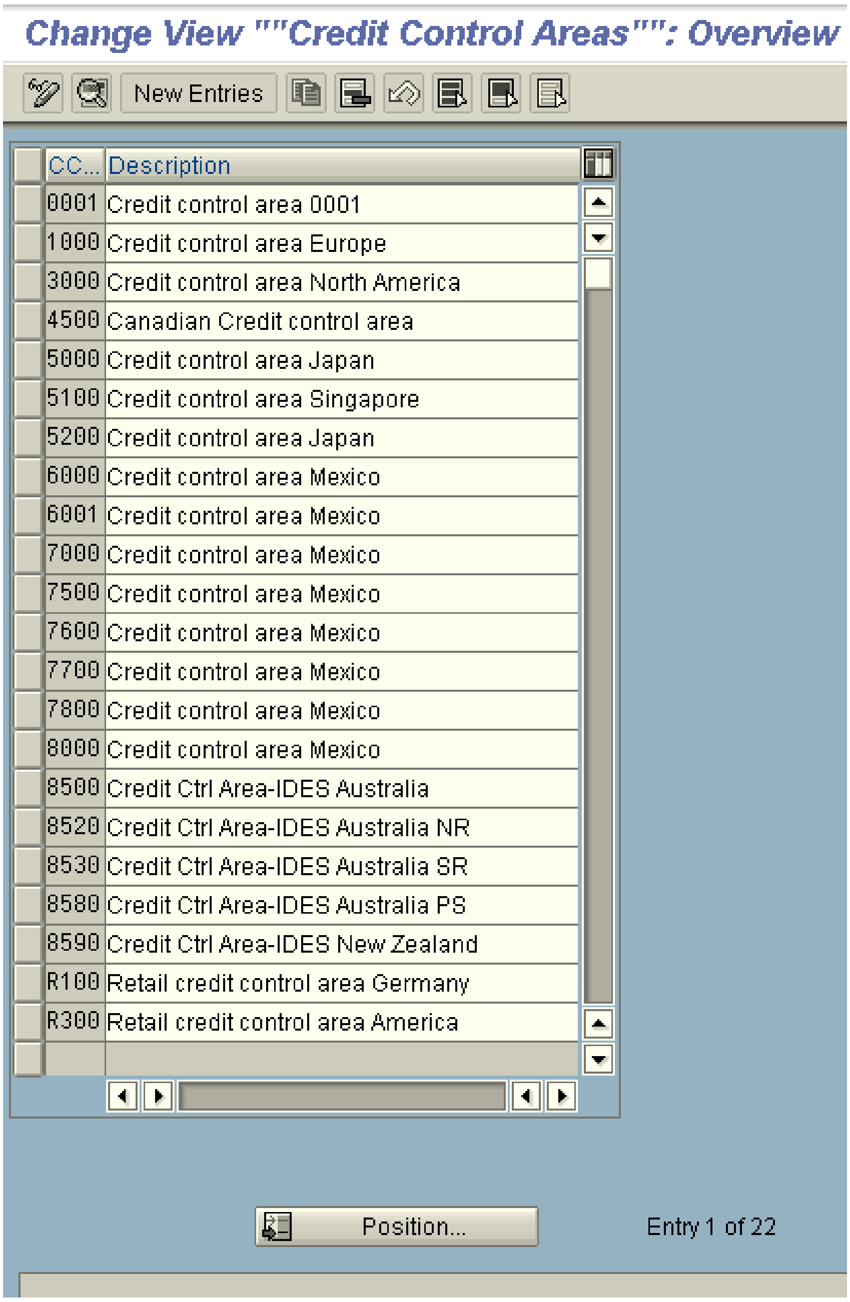
Company code is created in enterprise structure of financial accounting.

Define Credit Control Area:

Menu path: Enterprise structure Definition Financial accounting Credit Control Area

Click 

This is FI configuration and not part of SD configuration

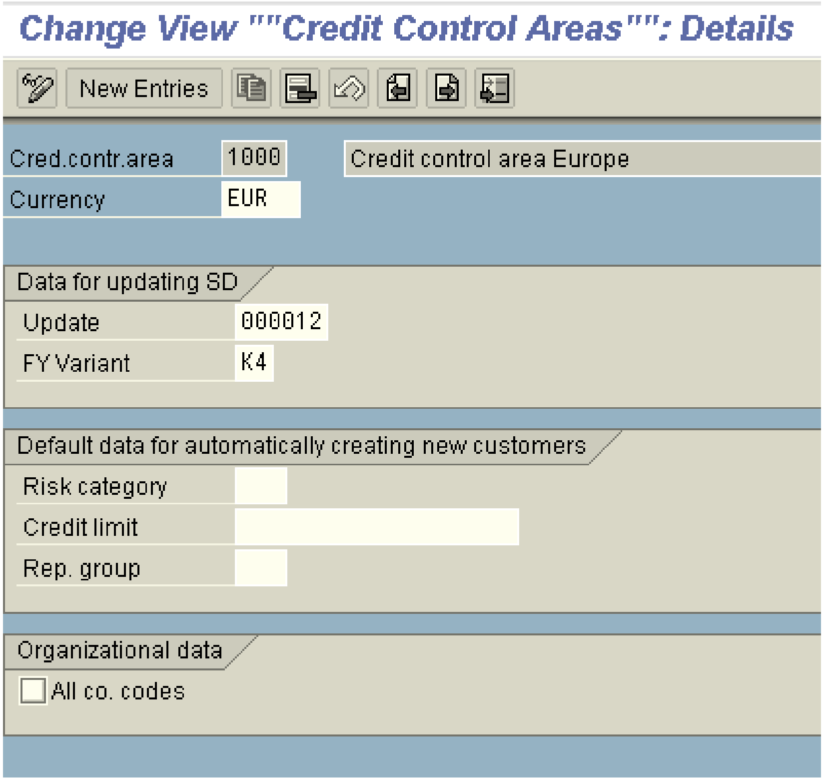

Change View ""Credit Control Areas"": Overview

New Entries

CC...	Description
0001	Credit control area 0001
1000	Credit control area Europe
3000	Credit control area North America
4500	Canadian Credit control area
5000	Credit control area Japan
5100	Credit control area Singapore
5200	Credit control area Japan
6000	Credit control area Mexico
6001	Credit control area Mexico
7000	Credit control area Mexico
7500	Credit control area Mexico
7600	Credit control area Mexico
7700	Credit control area Mexico
7800	Credit control area Mexico
8000	Credit control area Mexico
8500	Credit Ctrl Area-IDES Australia
8520	Credit Ctrl Area-IDES Australia NR
8530	Credit Ctrl Area-IDES Australia SR
8580	Credit Ctrl Area-IDES Australia PS
8590	Credit Ctrl Area-IDES New Zealand
R100	Retail credit control area Germany
R300	Retail credit control area America

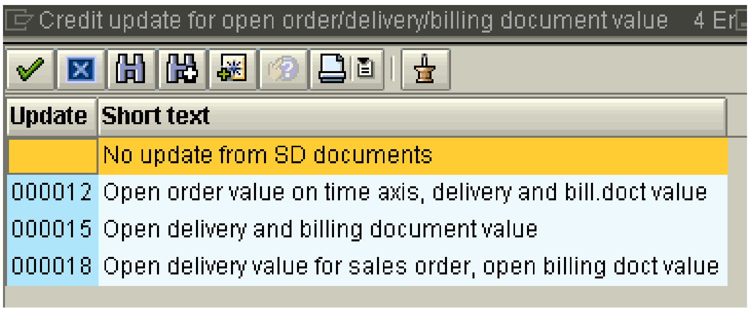
Position... Entry 1 of 22

Double click on credit control area, which you want to select



Key fields are as below.

Update group – It determines how credit value should get updated at the time of order, delivery and billing.



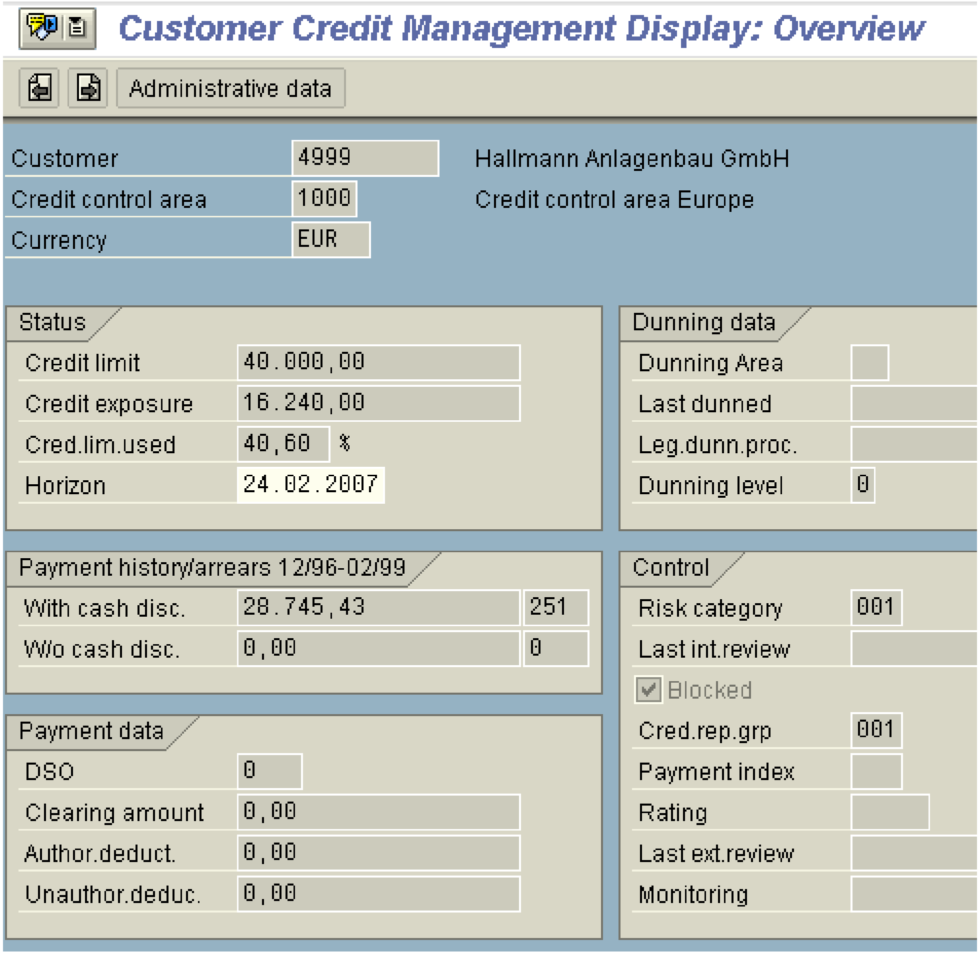
Update	Short text
	No update from SD documents
000012	Open order value on time axis, delivery and bill.doct value
000015	Open delivery and billing document value
000018	Open delivery value for sales order, open billing doct value

If a document cannot be processed with the update group you specify, the system determines the next possible update it can carry out. For example, you select Update group 000012, which, at delivery, reduces the open order value and increases the open delivery value. Assume that one item in the order is not relevant for delivery. In this case, the system automatically determines Update group 000018 for this item. Update group 000018 increases the open delivery value for the order item. The system uses the confirmed quantity of delivery-relevant schedule lines to update the order value.

Risk category – Risk category entered in the related control area of the customer's credit master record, which is automatically created when a customer is created in a company code.

The credit master record is automatically maintained when at least one of the following fields is maintained for the corresponding control area.

> Risk category – defined in FI accounting - Credit Management--->Credit control account--->Define Risk categories.
>
> Via the customer master record, you can allocate every customer to a credit risk category. This is used if automatic credit control is used.
>
> Menu path: Customer master - Environment – credit management



Credit representative group

Credit limit - This credit limit is not a total credit limit for the control area.

In this way you ensure that a credit restriction will be effective for new customers, too, as soon as the customer has been created.
If no credit master record has been maintained, there is no credit limit.

6.2 Type of Credit check

Background

There are major two types of credit checks can be performed. They are

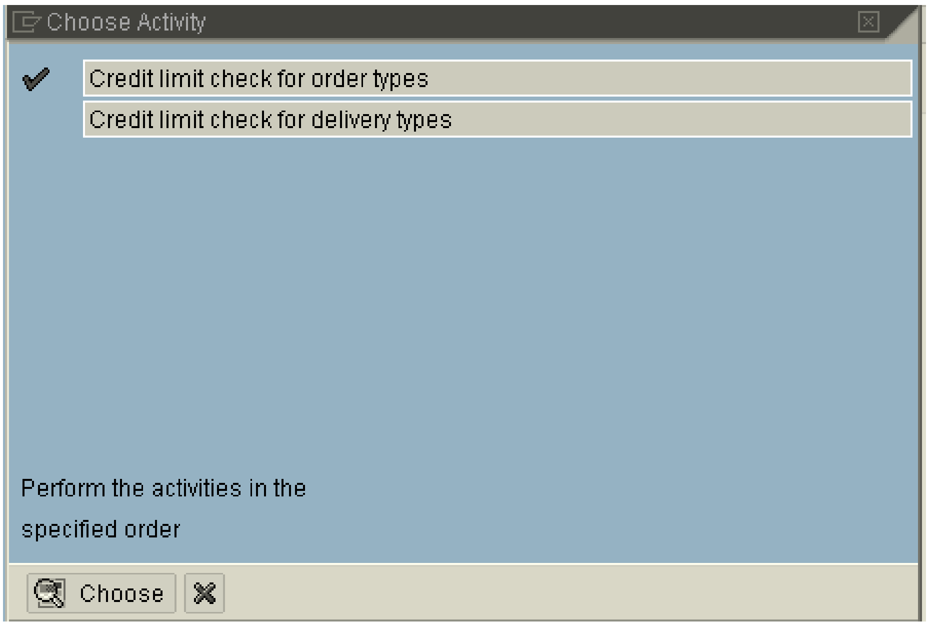
No credit check
Simple credit check or Dynamic check for a particular order type.

Instructions

Menu path: SD – Basic Functions – Credit Management – Assign Sales documents and delivery documents

Click 

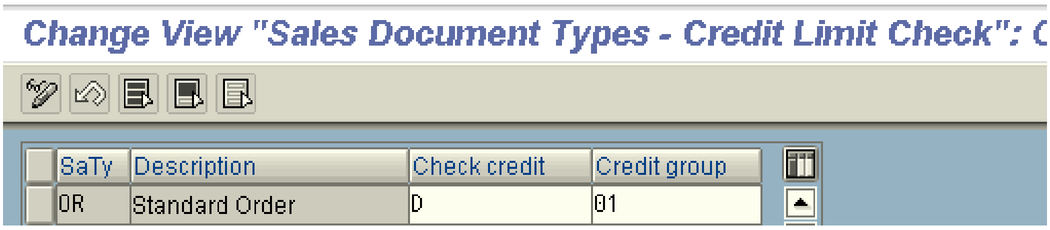
Pop-up as below

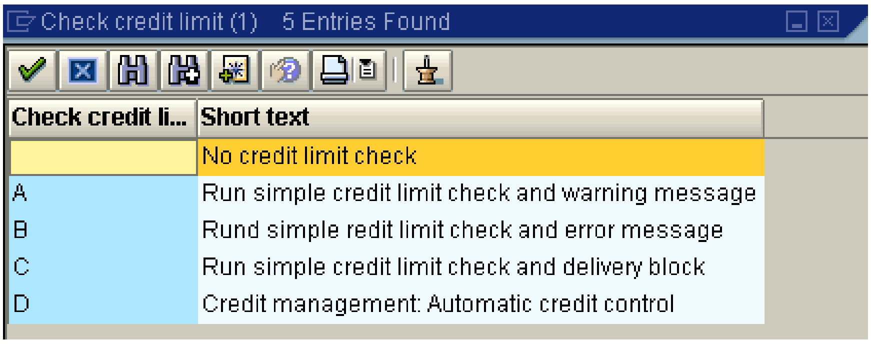


Select “Credit limit check for order types” and click 

On the next screen, click 

and select order type as “OR”





Simple Credit Check (Option A or B or C)

During the check, the SAP System totals the receivables (A claim for payment on the recipient of goods or services supplied.), the open items from special G/L transactions and the net value of the sales order for every item of a sales document.

The open items from special G/L transactions take into account obligations bound by contract which are not recorded for accounting purposes but which involve expenses through diverse business transactions. Example - the value of materials in the warehouse that have been reserved for an order or project

The total is compared with the credit limit. If the limit is exceeded, the system responds in the way defined by you in the configuration menu.

If credit limit exceeds, system responds giving
A. Warning message in sales order.

B. Warning message and a delivery block (which will allow order to be taken but blocked for delivery).

C. Error message that will not allow you to save the order.

Automatic Credit Check

Check credit has value "D"

Credit limit check can take place @

Sales order entry

Delivery

Goods issue

For this, Automatic credit control defines "Document Credit Group" for each Sales Order, Delivery and Goods issue.

6.3 Inter-company Sales

Background

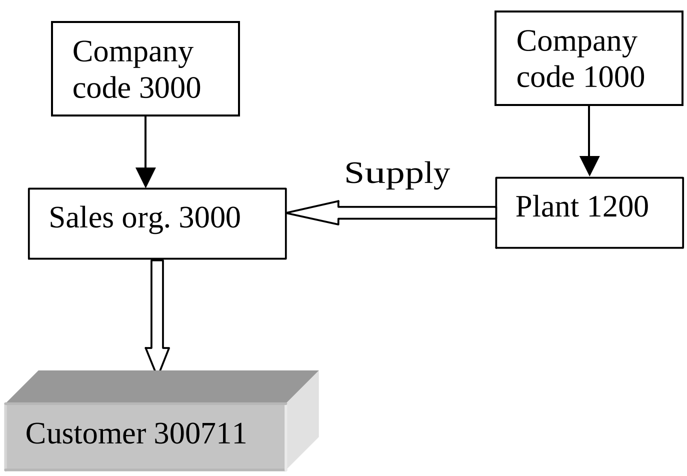
If one legal company delivers product to the customer, sourced from the plant, which belongs to another company code, then the scenario is termed as Inter-company sale

Delivering company bills the ordering company. This is called as Inter-company billing.
Standard inter-company billing type is IV

Let us take scenario as below:
Customer – 300711
Sales area for creating sales order – 3000/10/00

Delivering plant – 1200

Material is R-1006



Let us understand configuration behind

Determination of Billing type IV

Payer to which, supplying plant should bill.

Sales area in which payer should be defined

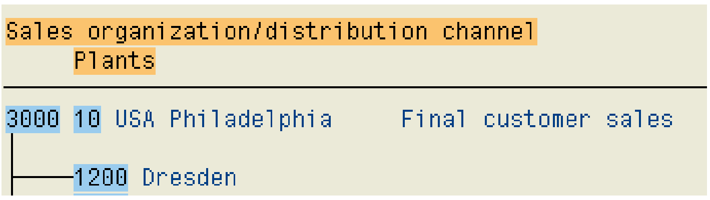
Pricing procedure for inter-company billing

Posting of inter-company invoice in MM

Instructions

Menu path: IMG Enterprise structure Assignment Assign sales organization – distribution channel – plant

Click 



Plant 1200 has to be assigned to sales organization 3000, as it is a delivering plant.

6.4 Maintain Credit card types

Background

In this configuration the basic card types are defined. Standard system contains three card types and their function modules for checking.

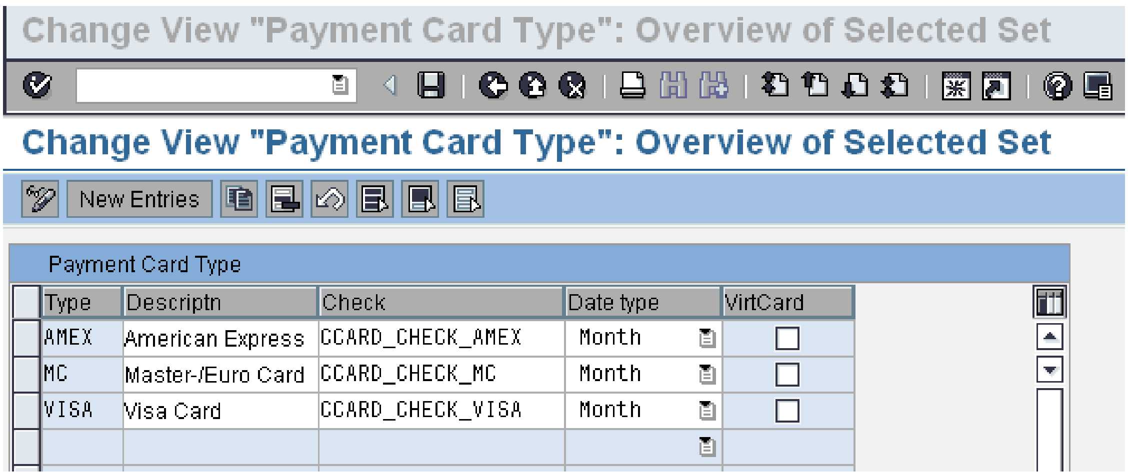
American Express
Master Card
Visa

Let's see the configuration predefined in system for these categories.

Instructions

Follow Menu Path: IMG Sales and Distribution Billing Payment Cards Maintain Card Types

1. Click



For maintaining new card type click on New Entries.

Following are fields explained:

Field Name	Field Description and Value
Card Type	Key for Card Type, predefined entries exist for AMEX, MC & VISA.
Description	Description of the card type
Check	Function, which carries out the check for card numbers. This check is in first check in system before authorization from Clearing houses. Four standard function are provided in system: CCARD_CHECK_LUHN_MOD_TEN - Runs a general check of the card number, for example, for a valid length and combination of digits. This is the industry standard check. CCARD_CHECK_MC - Checks MasterCard numbers for a valid leading digit. The system also carries out the LUHN_MOD_TEN check. CCARD_CHECK_VISA - Checks Visa card numbers for a valid leading digit. The system also carries out the LUHN_MOD_TEN check. CCARD_CHECK_AMEX - Checks American Express card numbers for a valid leading digit. The system also carries out the LUHN_MOD_TEN check. Additional functions can be created in system in customizing.
Date Type	Valid from & to date period is controlled

	here, options include Day or Month.
Virtual Card	Specifies if card is virtual card, used over internet.

Click and .

7. SD Reports

List of Sales Documents

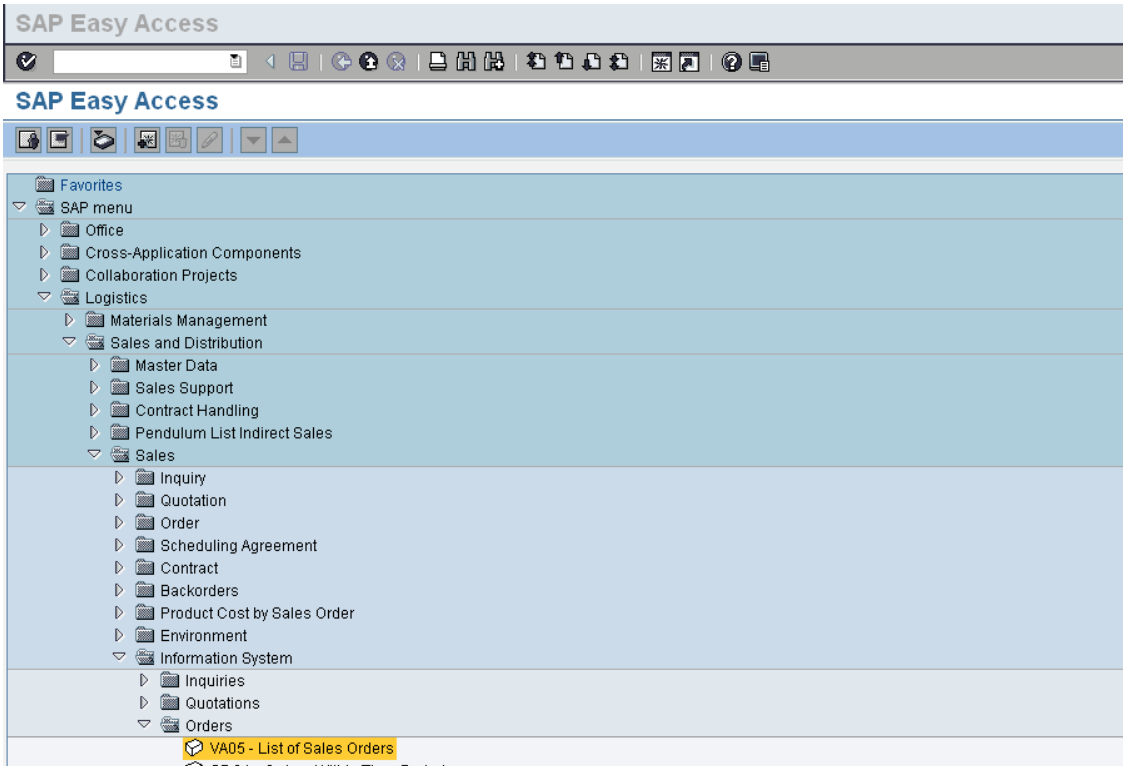
List of sales documents is function provided in system to list Sales & Distribution documents like Sales Orders, Billing Documents etc.

This function is a worklist wherein list of such orders / billing documents are available based on selection criteria and can be worked on directly from list.

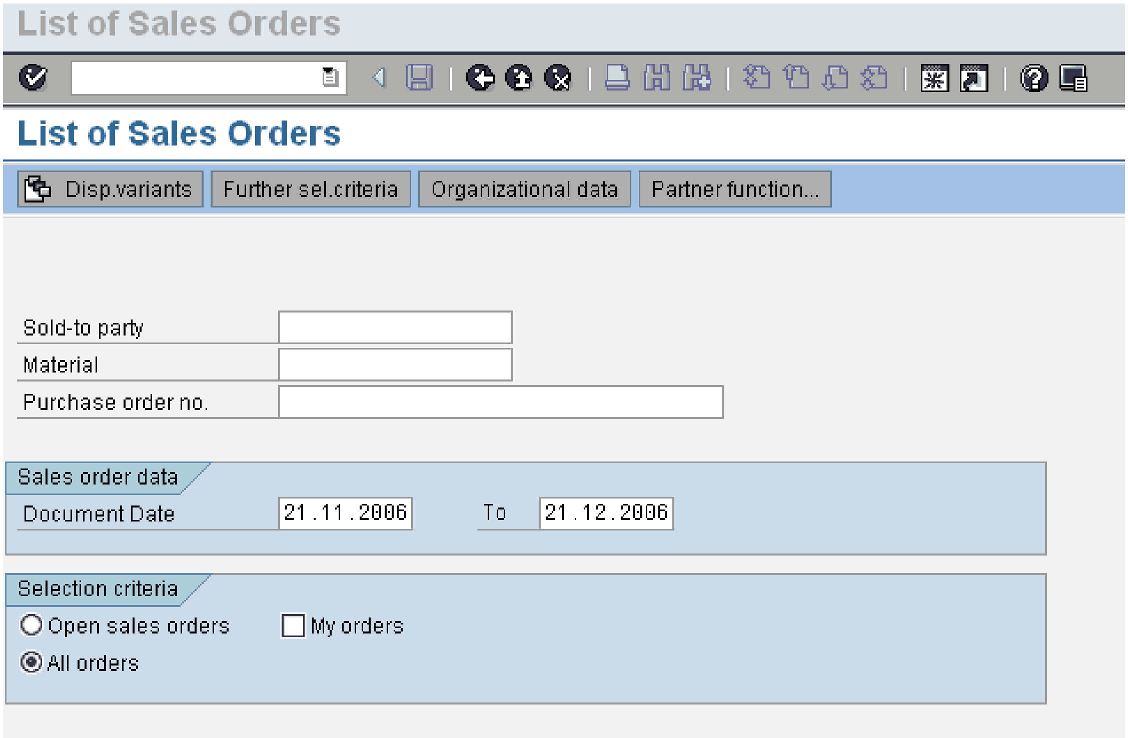
A. List of Sales Orders

We will see list of Sales Orders now

Menu Path: Logistics Sales and Distribution Sales Information System Orders VA05 – List of Sales Orders



Double click 'VA05 – List of Sales Orders'



Above screen is displayed

Following input options are available:

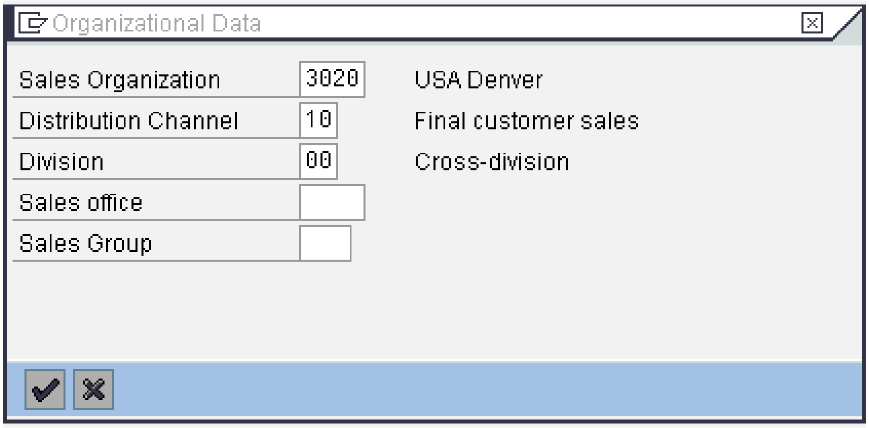
Sold-to Party
Material
Purchase Order no. (Customer reference)
Date selection for period

Further selection criteria includes check boxes for selecting either
Open Sales Orders
All Orders
My orders – Orders created by user

In addition to this the Organizational Data needs to be maintained.

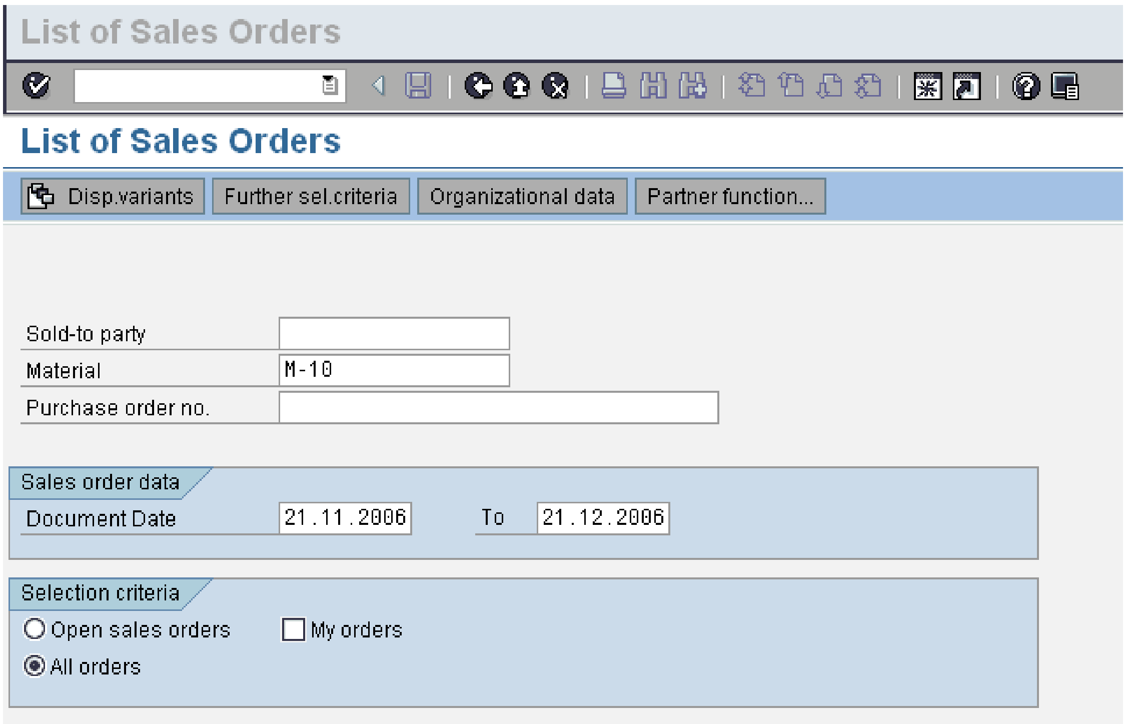
Click on 

Enter selection here, Only Sales Organization is mandatory.

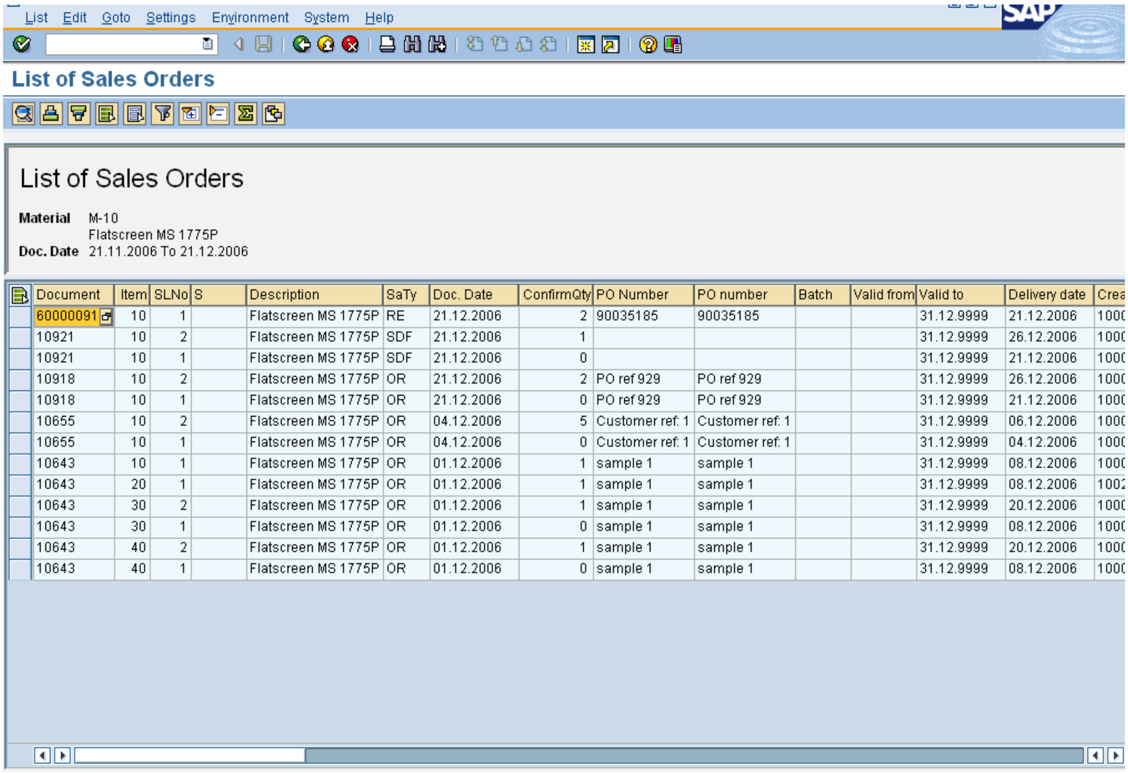


Click 

Let's search for all orders for material M-10.



Enter M-10 in Material and click on

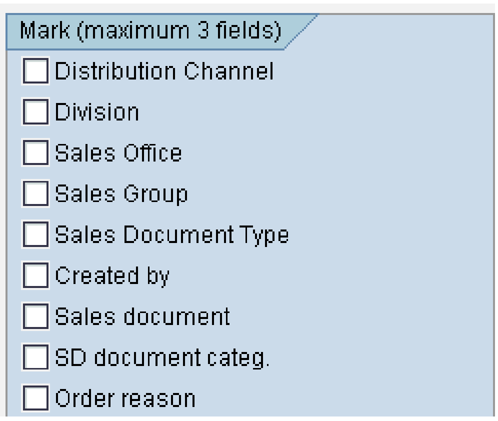


Document	Item	SLNo	S	Description	SaTy	Doc. Date	ConfirmQty	PO Number	PO number	Batch	Valid from	Valid to	Delivery date	Crea
60000091	10	1		Flatscreen MS 1775P	RE	21.12.2006	2	90035185	90035185			31.12.9999	21.12.2006	1000
10921	10	2		Flatscreen MS 1775P	SDF	21.12.2006	1					31.12.9999	26.12.2006	1000
10921	10	1		Flatscreen MS 1775P	SDF	21.12.2006	0					31.12.9999	21.12.2006	1000
10918	10	2		Flatscreen MS 1775P	OR	21.12.2006	2	PO ref 929	PO ref 929			31.12.9999	26.12.2006	1000
10918	10	1		Flatscreen MS 1775P	OR	21.12.2006	0	PO ref 929	PO ref 929			31.12.9999	21.12.2006	1000
10655	10	2		Flatscreen MS 1775P	OR	04.12.2006	5	Customer ref: 1	Customer ref: 1			31.12.9999	06.12.2006	1000
10655	10	1		Flatscreen MS 1775P	OR	04.12.2006	0	Customer ref: 1	Customer ref: 1			31.12.9999	04.12.2006	1000
10643	10	1		Flatscreen MS 1775P	OR	01.12.2006	1	sample 1	sample 1			31.12.9999	08.12.2006	1000
10643	20	1		Flatscreen MS 1775P	OR	01.12.2006	1	sample 1	sample 1			31.12.9999	08.12.2006	1002
10643	30	2		Flatscreen MS 1775P	OR	01.12.2006	1	sample 1	sample 1			31.12.9999	20.12.2006	1000
10643	30	1		Flatscreen MS 1775P	OR	01.12.2006	0	sample 1	sample 1			31.12.9999	08.12.2006	1000
10643	40	2		Flatscreen MS 1775P	OR	01.12.2006	1	sample 1	sample 1			31.12.9999	20.12.2006	1000
10643	40	1		Flatscreen MS 1775P	OR	01.12.2006	0	sample 1	sample 1			31.12.9999	08.12.2006	1000

Here it displays all the orders for Material 'M-10' for selection period.

To view any of the sales order select order line and click on

In main screen there is also option to add on the selection criteria by clicking on Further sel.criteria



In similar fashion the required list of sales orders can be viewed using this work-list option provided in system.