Final Assignment

Logistics and Supply Chain II SCM940NSS (SAP)

Winter 2020

11th April 2020

SUBMITTED TO:

Prof.

SUBMITTED BY:

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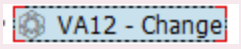
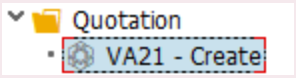
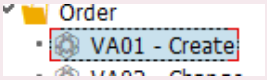
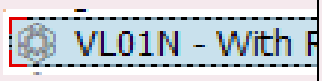
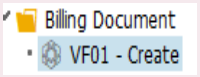
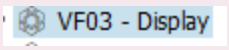
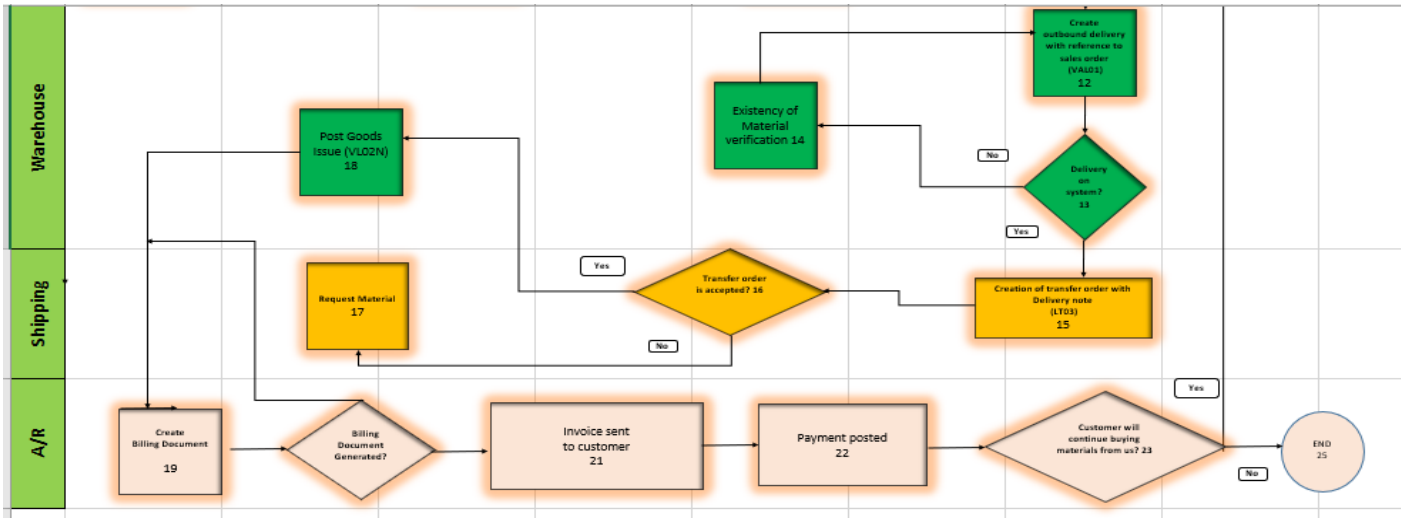
1. Process Step Detail Table

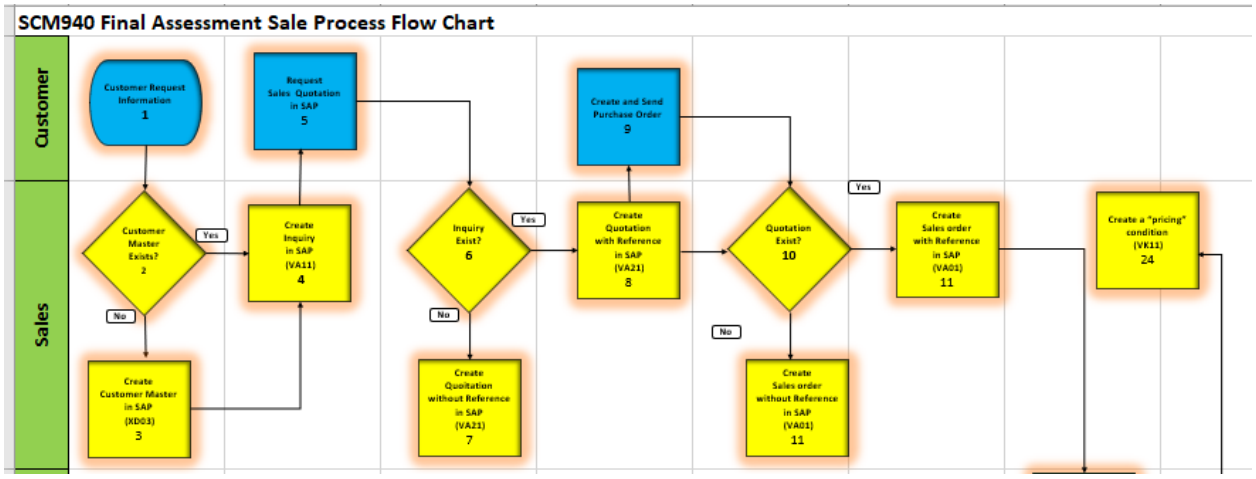
Step No.	Role	SAP Tcode	Step Description	Output or Results
1	Customer	N/A	Possible Clients ask for a Quotation price of any item to the company.	When it's the formal request, it will be possible to start with the creation of the inquiry document
2	Sales (CSR)	XD03 – Display VD01: Create XD01- Create	Display and verify if customer master is available. And if not create it. There are two ways to create a Customer Master with: VD01 for just S&D Data XD01 Complete including A/R sub account, add the information required to create sales organization for customer.	Display Customer Complete. It will show the information in a new popup window. If is not there, create a master record Within the VD01or XD01, a sales organization for customers is created.
3	Sales	VA11	Formal Inquiry must be created with quantity after verification with client	Non-binding inquiry is created
4	Sales	Logistics > Sales and Distribution > Sales > Inquiry > Change  VA12	Go to the Sales Inquiry you created in t in maintenance mode and in case it necessary any change, do it and save it.	It will show the change inquiry overview, the terms of payment in the Inquiry. For example: Pay Immediately w/o deduction
5	Customer	NA	Requisition from the customer about price and specifications	RFQ created
6	Sales (Pre- sales activity)	Sales > Inquiry > Change VA21	Send quotation to client	RFQ number is created with the terms of payment in the Inquiry. Example: Pay Immediately w/o deduction
7,8	Sales (Pre- sales activity)	*Logistics > Sales and Distribution > Sales > Quotation > Create or* 	The customer that you prepared the inquiry for has decided to move ahead and has asked you for a formal sales quotation. With SAP we can create this quotation from the Inquiry. Go to the Create Sales Quotation screen. If it is not on the system, do the RFQ.	Formal sales quotation is done.

		VA21		
9	Customer	N/A	Customer will decide if want to continue and he/she will send the purchase order Your customer has received your quotation you created previously and it is favorably and now wants to place a purchase order with your firm	They send you a purchase order. Purchase order is sent.
10,11	Sales	Logistics > Sales and Distribution > Sales > Order > Create Use Order Type OR VA01 	10.Sales department will verify if it is able to deliver the order requested 11. If this is possible, then make sales order and reference quotation. Select Order type OR and click on "Create with Reference" icon. If sales want to create a sales order without reference is possible but please verify with customer before to do it.	Sales order is done for our customer.
12,13, 14	Shipping	Logistics > Sales and Distribution > Shipping and Transportation > Outbound Delivery > Create > Single Document > With Reference to Sales Order VL01N 	After the sales order is on system with reference to the purchase order, SAP automatically will verify if material is available or not. Then the shipping department will see quantities of items. Then, create an outbound delivery for the sales order you created. To create the delivery:	Outbound delivery with order reference Created It will be able to save our Outbound Delivery Record
15	Warehouse	LT03	Build the transfer request based on the outbound delivery. Then the product will be transferred to the location and will be in the location requested.	Transfer order request is created with reference to the outbound delivery
16,17	Warehouse	NA	Verify if material is being transferred to the proper location, if not wait until material is on that	Warehouses confirm that materials were received in the location

			place.	
18	Shipping	VL02N	PGI posted material will be sent to customers.	PGI created, inventory, Account with Debit and Credit amount is updated.
19	Accounts Receivable	Logistics > Sales and Distribution > Billing > Billing Document >Create or VF01 	Create the billing document for the outbound delivery you created. Using the data to create the delivery, verify discounts, price conditions, and amount to pay by customer. Save the Billing Document by clicking on the Save icon. Verify info.	Billing document done.
20	Accounts Receivable (Finance controller)		Verify if the invoice was received by the client, if not please send the invoice to the customer.	Client will pay the amount
21	Accounts Receivable (Finance controller)	Logistics > Sales and Distribution > Billing > Billing Document > Display VF03 	Verify the overall processing status of the billing document. Review the document flow for the billing document	Document flow for the billing document was reviewed
22	Accounts Receivable (Finance controller)	F-28	Payment of the order is received by customer	Account is balanced
23,24, 25	Sales	VK11-Create	If in future the price for customers is different. Creating a “pricing” condition. This condition established the basic price. There are different combinations: For example: Price list category /Currency and material with release status	Specific customer and specific product are elements that are connected, based in this relationship these conditions are executed A new price condition is done

2. Cross-Functional flowchart (Excel file is attached)





3. Report about "The importance and impact of ERP systems on industries and global supply chains"

1. Introduction

ERP systems (Enterprise Resource Planning) help companies in different ways to manage their resources and their information in a better way, financial improvements, sales, purchase process, etc. Having all the information in a shared data system and have access to all information and data from the corporation to have better communication and process, to get information when they need it. ERP system support design and production areas to have a list of materials, to see how many materials are available or to order to purchase a new part, to order new raw materials, It would help to receive orders from their customers and track their orders, how long it will take, how much it will cost, supporting warehouse, management and keeping the information for financial statements, taxes declarations, accounting, customer requests, etc. These systems are very critical in the operation and management of any business.

SAP a very useful ERP system.

During this course we learnt SAP, the most applicable ERP system in the Supply Chain Management Industry. Basically, any ERP system works with similar logic structure that is to have all data from the organization concentrated in one system, all departments will be able to use the same information and have them available as they require. In our classes, we could see the Sales process in SAP, how it works it organizational structure and its structure elements.

Organizational Units in Sales, Distribution channels, Organizational Structure Elements for mapping Sales and Distribution structures. SAP supports diverse activities inside and outside of the organization. "Only one company code would be assigned to a particular plant. In the

module MM our plant and storage unit and inventory will be stored there. In the PP module the plant will be a manufacturing department and in S&D a plant will represent our location where we will have our inventory. Each Sales organization has one or more distribution channels, and these have their own divisions. Simple organizational structures are usually preferred

to complex ones." (Perdue slide 13). Some activities that SAP can help only to mention a few from sales activities are: Establishment and tracking customer contacts, Quotations price and delivery information binding, Monitoring sales order, customer issues, agreements. It would make our sales deliveries easier, monitor sales transactions, check our inventory, transferring materials between our plants, etc.

Conclusion

Software and IT solutions are important in all business, government offices, schools and practically all, digitalization, AI, IoT, Cloud solutions, are changing our way of work, learn and our everyday activities, companies can benefit from all these solution to improve their process, customer interaction, internal and external communication to improve their profit, saving cost and increasing sales and innovative interaction, using ERP, to improve customs interactions, systems, agreements to be a better results and exceed expectations from customers and collaborate within external entities for a better negotiations and market options. I personally believe that ERP system is the beginning of a new age in manufacturing business and in supply chain management, Artificial Intelligence and Internet of Things are now in place and there are possibilities that the information that is centralized in the ERP system can be shared with AI or IoT technologies to automatize activities and improve process and operations.

Works Cited List

Perdue, Tom "Week 2 Customer Master Records " 2020 Global Supply Chain Management, Seneca College. Microsoft PowerPoint presentation.

Perdue, Tom " SCM940 Week 3 S&D Process - Inquiry W2020" 2020 Global Supply Chain Management, Seneca College. Microsoft PowerPoint presentation.

References

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https://wiki.scn.sap.com/wiki/display/BPX/Order+to+Cash