



# Sydney Institute of ERP

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## SAP SCM: Order Fulfillment

The SCM Order Fulfillment course contains the following training:

- SAP129 SAP Navigation
- TERP01 SAP ERP Introduction
- TERP02 Introduction to processes in SAP NetWeaver
- TERP65 Order to Cash Processing in SAP ERP
- SM001 Introduction to SAP Solution Manager
- TSCM60 Order Fulfillment I
- TSCM62 Order Fulfillment II

### SAP129 SAP Navigation (Course Version: 010)

#### Goals

- familiarize with key terms
- navigate within the SAP system.

#### Contents

- The SAP Navigation course is designed to familiarize learners with key terms and how to navigate within the SAP system.
- You will be introduced to the key areas of SAP screens, fields, and features.
- You will also be introduced to ways in which you can obtain additional help, modify and customize the look of your SAP system, as well as apply more advanced skills.

### TERP01 SAP ERP Introduction (Course Version: 010)

This course introduces basic organizational levels and master data concepts used throughout SAP ERP. Detailed explanation of the organizational levels and master data used in the various ERP business processes is covered in the advanced courses associated with each process area.

## **Goals**

- Identify the organizational levels used in SAP ERP
- Explain the functions and structure of master data in supporting ERP business processes
- Identify the various levels and types of reporting available in SAP ERP

## **Contents**

Using recorded presentations, system demonstrations, practice simulations, quizzes, and assessments you will be introduced to:

- SAP ERP organizational levels
- Functions and structures of master data throughout SAP ERP
- SAP ERP analytical and reporting solutions

## **TERP02 Introduction to processes in SAP NetWeaver (Course Version: 010)**

This course provides an introduction to SAP NetWeaver and its components.

### **Goals**

At the end of this course you will be able to:

- Identify the different components of SAP NetWeaver
- Explain the business process functions each NetWeaver component supports

### **Contents**

Using recorded presentations, system demonstrations, practice simulations, quizzes, and assessments you will be introduced to:

- How SAP NetWeaver supports business processes
- The technical infrastructure components SAP NetWeaver

## **TERP65 Order to Cash Processing in SAP ERP (Course Version: 010)**

This course introduces SAP ERP's Sales Order Management processes.

### **Goals**

At the end of this course you will be able to:

- Identify Sales Order Management's organizational structure and master data

- Describe the basic order to cash processes supported by Sap ERP
- Identify the key integration points with other ERP processes
- Describe the types of reports and analysis tools used in Sales Order Management

## **Contents**

Using recorded presentations, system demonstrations, practice simulations, quizzes, and assessments you will be introduced to:

- Sales Order Management's organizational structure and master data
- ERP's order to cash processes
- Key integration points with other ERP processes
- Basic Sales Order Management report and analysis tools

## **SM001 Introduction to SAP Solution Manager (Course Version: 010)**

### **Goals**

- Define the concept of the SAP Solution Manager
- Discuss the tools provided by the SAP Solution Manager

### **Contents**

- This course is meant to familiarize you with the principles and terminology of the SAP Solution Manager. You will be introduced to the benefits of using the SAP Solution Manager during the implementation of your SAP solutions and during ongoing support and operations.

## **TSCM60 Order Fulfillment I (Course Version: 010)**

### **Goals**

- Execute the main business procedures involved in sales and distribution processing.
- Implement the main functions and Customizing settings in sales and delivery processing.

### **Contents**

- Processes in sales and distribution: organizational structures in sales and distribution, working with customer and material master data in sales and distribution, overview of the process chain for sales order processing, introduction to pricing in sales and distribution, introduction to the availability check, sales and distribution processing with make-to-order production, credit memo processing and returns processing, introduction to sales and distribution reporting.

- Sales: Creating and processing sales orders, sales document types, item categories, schedule line categories, document flow and copying control, partner determination, contracts and scheduling agreements, special business transactions, incompleteness logs, material determination, material listing/exclusion, product selection, free goods.
- Mini case study in sales.
- Delivery processes: Controlling outbound deliveries, creating and processing deliveries, picking, packaging, goods issue.

## **TSCM62 Order Fulfillment II (Course Version: 010)**

### **Goals**

- Implement functions and make Customizing settings in pricing and billing.
- Use functions and Customizing settings in general sales and distribution processes such as output and text determination.
- Utilize your knowledge directly as a junior consultant in your first period of practice.

### **Contents**

- Definition and maintenance of prices, surcharges, and discounts
- Setting up condition tables, access sequences, and condition types as part of pricing
- Using prices and other conditions in sales documents
- Promotions and sales deals
- Rebate processing
- Mini case study in pricing
- Controlling billing documents
- Creation forms and settlement forms for billing documents
- Billing plans and down payments
- Revenue account determination, business area account assignment, features of the SD-FI interface
- Message determination
- Text determination
- Integrated case study: implementation of a fictitious demo company using specific business processes, configuration and mapping of the company structure, master data, and business processes in the SAP system. Review and certification preparation

## **Student Handbooks:**

### **TSCM60 Order Fulfillment I – Parts 1 & 2**

#### **Units**

1. Navigation
2. Enterprise Structures in Sales and Distribution
3. Overview of Sales Processes
4. Master Data in Sales and Distribution
5. Sales and Distribution Processes – Data Determination and Collective Processing
6. Availability Check
7. Make-To-Order
8. Complaints Processing
9. Analyses for Sales and Distribution Processes
10. Enterprise Structures in Sales and Distribution – Revisited
11. Sales Order Processing
12. Controlling Sales Documents
13. Data Flow
14. Special Business Transactions
15. Incompleteness
16. Business Partner
17. Outline Agreements
18. Material Determination, Listing and Exclusion
19. Free Goods
20. Sales Workshop
21. Overview of the Delivery Process
22. Basic Customizing Settings for the Delivery Process
23. Goods Issue Process
24. Special Functions for Processing Deliveries
25. Packing
26. Goods Issue
27. Final Exercise
28. Appendix

### **TSCM62 Order Fulfillment II – Parts 1 & 2**

#### **Units**

1. Condition Technique in Pricing
2. Pricing Configuration
3. Working with Condition Records
4. Special Functions
5. Condition Types
6. Taxes, pricing Agreements, and Rebates
7. Introduction
8. Basics
9. Controlling the Billing Process
10. Special Billing Types
11. Data Flow

12. Creating Billing Documents
13. Types of Settlements
14. Special Business Transactions
15. Account Determination
16. SD/FI Interface
17. Copying Control
18. Text Control
19. Output
20. System Modifications
21. Appendix

### **Course Based on Software Component (s) and Release (s)**

SAP ERP ECC 6.0, Enhancement Package 6

### **Access to SAP ERP software and Training materials**

SAP training materials will be provided for this course. Access to the latest SAP ERP software will be granted through SAP's training clients.

### **Award**

On successful completion of this course, you will receive an Executive Certificate in ERP (SAP SCM: Order Fulfillment) from Sydney Institute of ERP.

### **SAP Certification**

On completion of this course, you can sit for the formal certification exam with SAP Australia. On successful completion, you will receive a consultant certificate at the associate level from SAP AG Germany.