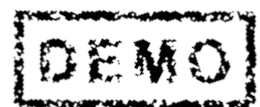


# THE LOGISTICS AREA SALES IN SAP





# Commercial distribution in SAP

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**The SD module manages the processes of sales in SAP.**

**It is the instrument through which a company enters goods and services on the market.**

**The SD module helps companies manage sales and distribution process, allows control over the customer master data, sales orders, deliveries, pricing, billing and credit management.**

# Commercial Distribution in SAP

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## INDEX

<b>Creating Product Master Data</b>	<b>pag. 6</b>
<b>Editing Product Master Data</b>	<b>pag. 14</b>
<b>Viewing Product Master Data</b>	<b>pag. 17</b>
<b>Creating Customer Master Data - Logistic Level</b>	<b>pag. 19</b>
<b>Editing Customer Master Data - Logistic Level</b>	<b>pag. 26</b>
<b>Viewing Customer Master Data - Logistic Level</b>	<b>pag. 28</b>
<b>Creating Customer Master Data - Log/Acc Level</b>	<b>pag. 29</b>
<b>Editing Customer Master Data - Log/Acc Level</b>	<b>pag. 36</b>
<b>Viewing Customer Master Data - Log/Acc Level</b>	<b>pag. 38</b>
<b>Creating Price Determination Scheme</b>	<b>pag. 39</b>
<b>Editing Price Determination Scheme</b>	<b>pag. 42</b>
<b>Viewing Price Determination Scheme</b>	<b>pag. 44</b>
<b>Creating Discount to Customer</b>	<b>pag. 46</b>
<b>Editing Discount for Customer</b>	<b>pag. 48</b>
<b>Viewing Discount to Customer</b>	<b>pag. 50</b>
<b>Sale Process</b>	<b>pag. 52</b>
<b>Creating Request for Quotation</b>	<b>pag. 54</b>

# Commercial Distribution in SAP

---

## INDEX

<b>Editing Request for Quotation</b>	<b>pag. 56</b>
<b>Viewing Request for Quotation</b>	<b>pag. 58</b>
<b>Offer Creation</b>	<b>pag. 59</b>
<b>Editing Offer</b>	<b>pag. 67</b>
<b>Viewing Offer</b>	<b>pag. 69</b>
<b>Creating Standard Sales Offer</b>	<b>pag. 70</b>
<b>Editing Standard Sales Offer</b>	<b>pag. 73</b>
<b>Viewing Standard Sales Offer</b>	<b>pag. 75</b>
<b>Display sales order standard</b>	<b>pag. 76</b>
<b>Creating Delivery Schedule</b>	<b>pag. 77</b>
<b>Changing the delivery schedule</b>	<b>pag. 83</b>
<b>Displaying delivery schedule</b>	<b>pag. 85</b>
<b>Creating delivery</b>	<b>pag. 86</b>
<b>Summary Document Delivery</b>	<b>pag. 89</b>
<b>Creating invoice document</b>	<b>pag. 91</b>
<b>Edit Document page of the invoice</b>	<b>pag. 93</b>
<b>Display invoice document</b>	<b>pag. 95</b>
<b>Reversal of invoice document</b>	<b>pag. 96</b>

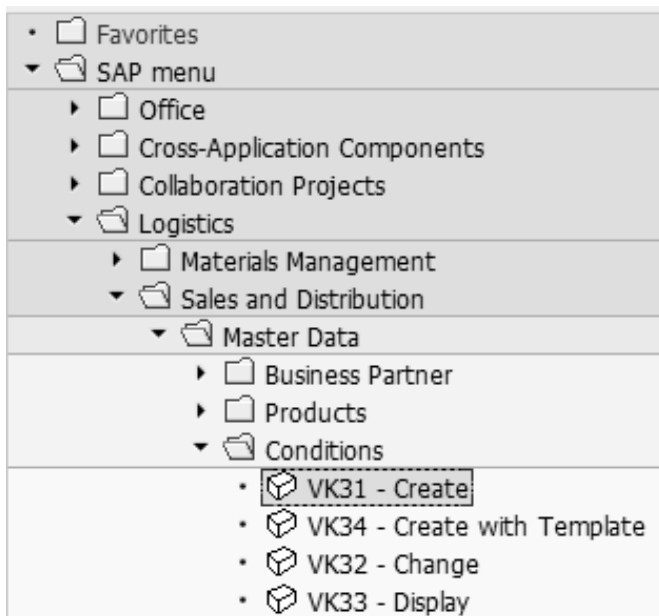
# Commercial Distribution in SAP

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## INDEX

List billing documents	pag. 98
Displaying delivery documents	pag. 100
Rush order	pag. 106
Creating sales contract	pag. 112
Editing and viewing contract of sale	pag. 119
Acquire other goods receipts	pag. 121
Replenishment order Consignment	pag. 122
Reporting SD	pag. 148

# CREATING PRICE DETERMINATION SCHEME (TRANSACTION VK31)



**Route:**

**Menu SAP > Logistics > Sales and Distribution > Master Data > Conditions > VK31**

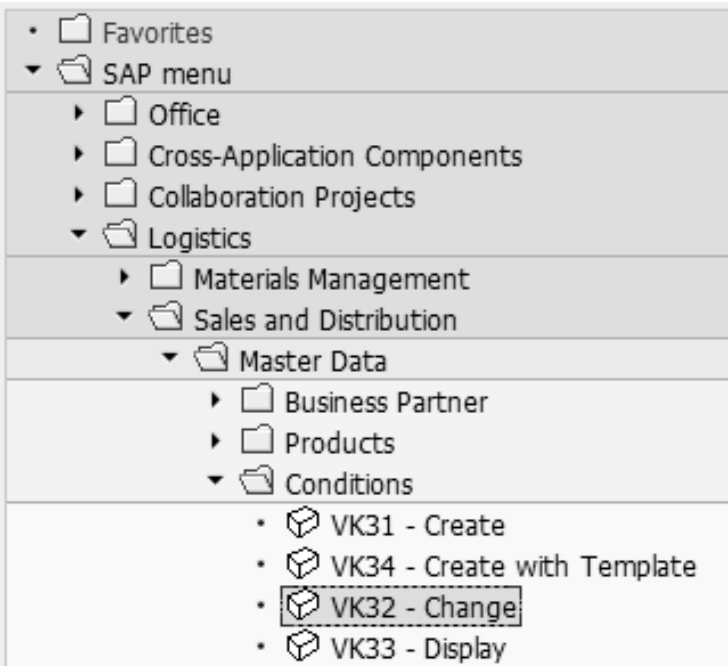
**N.B. : you can create all the necessary price terms, as long as the validity periods do not overlap. In the case of overlapping the system will delete the condition of the price previously created**





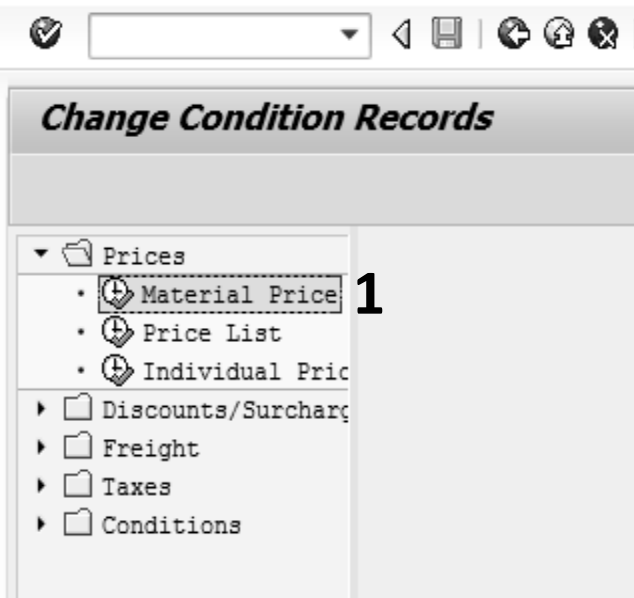


# Editing Price Determination Scheme



**Route:**

**Menu SAP > Logistic > Sales and Distribution > Master Data > Conditions > VK32**



**1. After starting the transaction open the folder prices and carry out a double click on the icon next to material price**

# Editing Price Determination Scheme

**Material Price**

5

1 ZCOM to

2 01 to

3 6480 to

3 Release status to

Condition Type PR00 to

Valid On 4 19.09.2014

Max. hits per table 500

We insert:

1. The Sales organization
2. The Distribution channel
3. The material
4. Condition type
5. Click on Run

8

**Change Condition Records: Overview**

Sales Organization ZCOM Sales Org. Germany

Distribution Channel 01 Direct Sales

SAPMV13A\_3011\_ALLEFELDER All...

S..	Variable key	Amount	Unit	per	UoM	CCon...	Num...	B...	P..	Valid F
PR00	6480	250,00	EUR		1PC					19.09

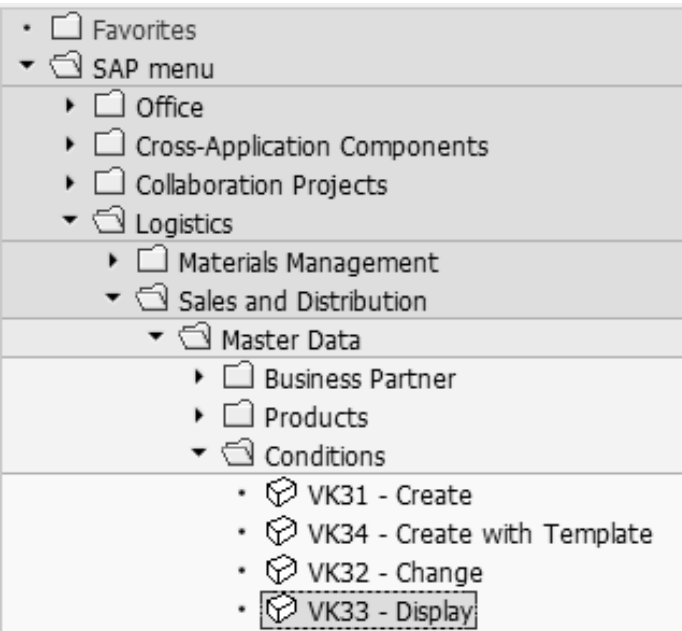
6

7

It's possible to modify:

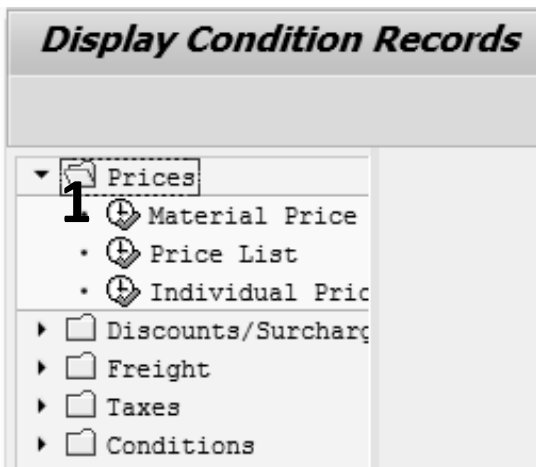
6. The amount
7. The validity of the condition
8. After making your changes, click on Save

# Viewing Price Determination Scheme



**Route:**

**Menu SAP > Logistic > Sales and Distribution > Master Data > Conditions > VK33**



**1. Open the folder prices and carry out a double click on the icon next to material price**

# Viewing Price Determination Scheme

**Material Price**

5

Sales Organization	1 ZCOM	to		⇨
Distribution Channel	2 01	to		⇨
Material	3 6480	to		⇨
Release status		to		⇨
Condition Type	4 PR00	to		⇨

Valid On 19.09.2014

Max. hits per table 500

We insert:

1. The Sales organization
2. The Distribution channel
3. The Material
4. Condition Type
5. Click on Run

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