THE E-BOOK OF SI-SOFT INFORMATICA

THE LOGISTICS AREA SALES IN SAP











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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CREATING PRICE DETERMINATION SCHEME (TRANSACTION VK31)

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 - Sales and Distribution
 - 🔹 🗇 Master Data
 - Business Partner
 - Products
 - Conditions
 - 父 VK31 Create
 - VK34 Create with Template
 - 🗭 VK32 Change
 - ・ 🛇 VK33 Display

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





Creating Price Determination Scheme

Create Condition Records: Overview					
양 🏥 🖻					
▼ ☐ Prices	SAPMV13A_3011_ALLEFELDER All 💌				
 Material Price Price List Individual Pric Discounts/Surcharç Freight Taxes Conditions 	S Variable key CnTy SOrg. DChl Material ReSt	Amount			
		 Rule Rule 			

- 1. To create a condition of price, first need to open the folder Prices, and after opening the folder, we select the material price
- 2. At this point, We click on the Creation of the condition of material price





Creating Price Determination Scheme

▶ 4 8 6 6 6 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8								
Create Condition k	Create Condition Records: Fast Entry							
않네. 수네요 앱								
Prices Material Price Price List Individual Price	Sales Organization Distribution Channel Material with release state	1 ZCOM Sales C 2 01 Direct)rg. Germany Sales					
 Discounce, Surcharg Freight 	Co Material	S Description	P., Amount	Unit p	er U (s.	. Valid From	Valid to
 Taxes Conditions 	PR00 6480 4		5 250	,00 EUR	1 PC		19.09.2014	19.09.2015
						_		
						_		

At this point we insert :

- 1. The Sales Organization
- 2. The Distribution channel
- 3. The type of condition (PR00 price)
- 4. The Product and we press enter, so doing the other data are automatically inserted
- 5. We insert the amount
- 6. We modify the period of validity of the condition
- 7. We click on Save





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			
⊕ 🔁 📜			
Sales Organization		to	₽
Distribution Channel	01	to	= >
Material	6480	to	4
Release status	3	to	4
Condition Type	PROO	to	Ŷ
Valid On	4.		
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

Ø

Change Condition Records: Overview

양 🌐 昭															
▼ 🗇 Prices	Sales Organization	ZCOM	9	Sales Org	. German	У									
• 🕀 Material Price	Distribution Channel	01	ī	Direct Sa	les	-									
• 🕀 Price List				511000 50											
• 🕀 Individual Pric	SAPMVI3A_3011_ALLEF	ELDER AII 🔻					1		1						_
Discounts/Surcharg	S Variable key				Amount		Unit	per	UoM	CCon	Num	В	Ρ	Valid F	- 11
🕨 🗋 Freight	CnTy Material	ReSt													٠
🕨 🗋 Taxes	C PR00 6480		Gold		C	250.00	EUR	1	PC					19.09	Ŧ
Conditions					6	200,00									
														-7	

It's possible to modify:

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





Viewing Price Determination Scheme

- Favorites
- 🕶 🖾 SAP menu
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 - 🖓 VK33 Display

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		
⊕ ße)≡(
Sales Organization	ZCOM	to 🖻
Distribution Channel	01	to 🗳
Material	6480	to ᠫ
Release status		to 🔄
Condition Type	PROO	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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