

S46800

Configuring Cross-Application Processes in SAP S/4HANA Sales and Procurement

COURSE OUTLINE

Course Version: 26
Course Duration:

SAP Copyrights, Trademarks and Disclaimers

© 2025 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <https://www.sap.com/corporate/en/legal/copyright.html> for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials may have been machine translated and may contain grammatical errors or inaccuracies.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

This information is displayed in the instructor's presentation



Demonstration



Procedure



Warning or Caution



Hint



Related or Additional Information



Facilitated Discussion



User interface control

Example text

Window title

Example text

Contents

vii Course Overview

1 Unit 1: Executing Third-Party Order Processing

1	Lesson: Identifying the Process Steps of Third-Party Order Processing
1	Lesson: Configuring a Sales Order with a Third-Party Item
1	Lesson: Creating a Third-Party Purchase Order
1	Lesson: Posting the Goods Receipt for a Third-Party Purchase Order
1	Lesson: Posting an Incoming Supplier Invoice
1	Lesson: Billing the Customer

3 Unit 2: Executing an Intercompany Sales Process

3	Lesson: Identifying the Process Steps of an Intercompany Sales Process
3	Lesson: Configuring Intercompany Sales
3	Lesson: Creating a Sales Order for Intercompany Sales
3	Lesson: Creating an Outbound Delivery for an Intercompany Sales Process
3	Lesson: Billing the Customer
3	Lesson: Creating an Intercompany Billing Document
4	Lesson: Posting the Incoming Invoice for the Selling Company
4	Lesson: Processing Advanced Intercompany Sales in SAP S/4HANA

5 Unit 3: Performing an Intra-Company Code Stock Transfer

5	Lesson: Identifying Different Options for Executing a Stock Transfer
5	Lesson: Setting up a Stock Transfer Process for an Intra-Company Stock Transfer
5	Lesson: Integrating a Stock Transfer into MRP
5	Lesson: Creating an Intra-Company Stock Transport Order
5	Lesson: Creating the Outbound Delivery for the Intra-Company Stock Transport Order
6	Lesson: Configuring the Outbound Delivery
6	Lesson: Identifying the Goods Movements for an Intra-Company Stock Transfer

7	Unit 4:	Performing an Intercompany Stock Transfer
7		Lesson: Using a Stock Transport Order for an Intercompany Stock Transfer
7		Lesson: Identifying the Process Steps Involving the Issuing Company
7		Lesson: Identifying the Process Steps Involving the Receiving Company
7		Lesson: Processing Advanced Intercompany Stock Transfers in SAP S/4HANA
9	Unit 5:	Working with Subcontracting
9		Lesson: Procuring Materials via Subcontracting
9		Lesson: Posting the Goods Movements for the Components in a Subcontracting Process
9		Lesson: Posting the Goods Receipt and the Invoice Receipt for a Subcontract Order
11	Unit 6:	Executing Returns Processing in SAP S/4HANA
11		Lesson: Outlining Customer Returns in SAP S/4HANA
11		Lesson: Performing a Supplier Returns in SAP S/4HANA
11		Lesson: Using Best Practices for Customer Returns in SAP S/4HANA
13	Unit 7:	Identifying Procure-to-Pay and Order-to-Cash Account Postings
13		Lesson: Identifying Account Postings for a Procure-to-Pay and an Order-to-Cash Process

Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

- Application Consultant
- Super / Key / Power User
- Business Process Architect
- Business Process Owner/Team Lead/Power User
- Enterprise Architect
- Solution Architect

Lesson 1: Identifying the Process Steps of Third-Party Order Processing

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the process steps of third-party order processing

Lesson 2: Configuring a Sales Order with a Third-Party Item

Lesson Objectives

After completing this lesson, you will be able to:

- Configure a sales order with a third-party item

Lesson 3: Creating a Third-Party Purchase Order

Lesson Objectives

After completing this lesson, you will be able to:

- Create a third-party purchase order

Lesson 4: Posting the Goods Receipt for a Third-Party Purchase Order

Lesson Objectives

After completing this lesson, you will be able to:

- Post a goods receipt for a third-party purchase order

Lesson 5: Posting an Incoming Supplier Invoice

Lesson Objectives

After completing this lesson, you will be able to:

- Post an incoming supplier invoice

Lesson 6: Billing the Customer

Lesson Objectives

After completing this lesson, you will be able to:

- Create a billing document for the customer

Lesson 1: Identifying the Process Steps of an Intercompany Sales Process

Lesson Objectives

After completing this lesson, you will be able to:

- Summarize the characteristics and steps of an intercompany sales process

Lesson 2: Configuring Intercompany Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Maintain the allowed delivering plants and the sales area for intercompany billing

Lesson 3: Creating a Sales Order for Intercompany Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Create a sales order containing pricing conditions for intercompany sales

Lesson 4: Creating an Outbound Delivery for an Intercompany Sales Process

Lesson Objectives

After completing this lesson, you will be able to:

- Perform delivery processing for an intercompany sales order

Lesson 5: Billing the Customer

Lesson Objectives

After completing this lesson, you will be able to:

- Create a billing document for the customer

Lesson 6: Creating an Intercompany Billing Document

Lesson Objectives

After completing this lesson, you will be able to:

- Create an intercompany billing document for the delivering company

Lesson 7: Posting the Incoming Invoice for the Selling Company

Lesson Objectives

After completing this lesson, you will be able to:

- Post an incoming invoice for the selling company code

Lesson 8: Processing Advanced Intercompany Sales in SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the process steps for an advanced intercompany sales process in SAP S/4HANA 2022

Lesson 1: Identifying Different Options for Executing a Stock Transfer

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the different options for executing a stock transfer process

Lesson 2: Setting up a Stock Transfer Process for an Intra-Company Stock Transfer

Lesson Objectives

After completing this lesson, you will be able to:

- Set up a stock transfer using stock transport orders with outbound deliveries

Lesson 3: Integrating a Stock Transfer into MRP

Lesson Objectives

After completing this lesson, you will be able to:

- Integrate with material requirements planning (MRP)

Lesson 4: Creating an Intra-Company Stock Transport Order

Lesson Objectives

After completing this lesson, you will be able to:

- Create a stock transport order for an intra-company stock transfer

Lesson 5: Creating the Outbound Delivery for the Intra-Company Stock Transport Order

Lesson Objectives

After completing this lesson, you will be able to:

- Create an outbound delivery for an intra-company stock transport order

Lesson 6: Configuring the Outbound Delivery

Lesson Objectives

After completing this lesson, you will be able to:

- Determine stock transfer parameters for an outbound delivery

Lesson 7: Identifying the Goods Movements for an Intra-Company Stock Transfer

Lesson Objectives

After completing this lesson, you will be able to:

- Complete a one-step stock transfer by posting a goods issue

Lesson 1: Using a Stock Transport Order for an Intercompany Stock Transfer

Lesson Objectives

After completing this lesson, you will be able to:

- Create a stock transport order for an intercompany stock transfer

Lesson 2: Identifying the Process Steps Involving the Issuing Company

Lesson Objectives

After completing this lesson, you will be able to:

- Determine the delivery type for a replenishment delivery
- Create an internal invoice for an intercompany stock transport order

Lesson 3: Identifying the Process Steps Involving the Receiving Company

Lesson Objectives

After completing this lesson, you will be able to:

- Post the goods receipt for an intercompany stock transport order
- Post an incoming invoice in a receiving company code

Lesson 4: Processing Advanced Intercompany Stock Transfers in SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Identify the process steps for an advanced intercompany stock transfer process in SAP S/4HANA

Lesson 1: Procuring Materials via Subcontracting

Lesson Objectives

After completing this lesson, you will be able to:

- Execute a subcontracting process and see its integration with material requirements planning (MRP)
- Create a subcontract order based on a purchase requisition for subcontracting
- Use a scheduling agreement in subcontracting

Lesson 2: Posting the Goods Movements for the Components in a Subcontracting Process

Lesson Objectives

After completing this lesson, you will be able to:

- Provide components to a subcontractor using an outbound delivery

Lesson 3: Posting the Goods Receipt and the Invoice Receipt for a Subcontract Order

Lesson Objectives

After completing this lesson, you will be able to:

- Post the goods receipt for a subcontract order
- Enter a subsequent adjustment for excess component consumption
- Enter the incoming invoice for a subcontract order

Lesson 1: Outlining Customer Returns in SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Compare Advanced Returns Management (ARM) to standard returns in SAP S/4HANA Sales
- Process a customer return using Advanced Returns Management (ARM)

Lesson 2: Performing a Supplier Returns in SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Use ARM for supplier returns
- Execute a supplier returns process and monitor its progress

Lesson 3: Using Best Practices for Customer Returns in SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Use best practices content for customer returns

UNIT 7

Identifying Procure-to-Pay and Order-to-Cash Account Postings

Lesson 1: Identifying Account Postings for a Procure-to-Pay and an Order-to-Cash Process

Lesson Objectives

After completing this lesson, you will be able to:

- Identify account postings for procure-to-pay and order-to-cash processes