

# SAP Sales Cloud: SAP CPQ Implementation

Learn via: **Classroom / Virtual Classroom / Online**

Duration: **4 Day**

<https://bilginc.com/en/training/sap-sales-cloud-sap-cpq-implementation-266-training/>

## **Overview**

- This course is designed to grant you a fundamental understanding of SAP CPQ concepts, features, and functionality. It is primarily targeted at Implementation Consultants.
- In this course, you will learn how to perform a range of common implementation-related tasks and gain an understanding of how they relate to the greater whole. The skills you acquire here will help you contribute positively to the success of a real-life project under the guidance of senior project team members.
- Participants will be provided with access to SAP CPQ tenants for hands-on exercises that reinforce the material presented. These exercises will be supplemented by a proof-of-concept workshop, where participants will collaborate in small groups to analyze and implement a business scenario from the ground up, based on a functional specification provided by the instructor.

## **Prerequisites**

### **Essential**

- None

### **Recommended**

- SAP CPQ Playlists on microlearning.opensap.com
- SAP CPQ Playlists
- Getting Started with SAP CPQ (about 1:50 total duration)
- Becoming Competent in SAP CPQ (about 1:30 total duration)
- Advancing in SAP CPQ (about 1:50 total duration)
- Scripting in SAP CPQ (about 0:30 total duration)
- Familiarity with the Python programming language is helpful

## **Who Should Attend**

- Application Consultant
- Development Consultant
- Implementation Consultant

## **What You Will Learn**

This course will prepare you to:

- Understand the benefits of SAP CPQ
- Navigate the SAP CPQ user interface
- Set up companies, user types, and users
- Configure categories, products, and attributes
- Define dynamic content using the Formula Builder and CTX Tags
- Create configuration rules and triggers
- Construct custom tables and attribute containers
- Access data from custom tables using Table and List tags
- Set up currencies, markets, pricing, pricebooks, and discounts
- Configure quote tabs and custom fields
- Generate quote documents and develop document templates
- Configure an approval process workflow
- Work with SAP CPQ scripting
- Add and define quote tables

- Manage cart fields
- Work with SAP CPQ APIs
- Customize the SAP CPQ UI

## **Outline**

- Introduction to SAP CPQ
  - SAP CPQ Fundamentals
  - User Interface
  - Application Parameters
- Users
  - Supertech
  - Companies
  - Exercise: Creating a New Company Profile
  - User Types
  - Exercise: Creating a New User Type
  - Users
  - Permission Groups
- Products
  - Categories
  - Exercise: Working with Categories and Sub-Categories
  - Exercise: Adding a Product Type
  - Simple Products
  - Exercise: Manually Adding Simple Products
  - Exercise: Importing Products
  - Attributes
  - Exercise: Working with Attributes
  - Configurable Products
  - Exercise: Creating and Modifying Configurable Products
- Pricing/Calculations
  - Currencies
  - Markets
  - Exercise: Adding Currencies and Markets
  - Pricing
  - Exercise: Adding Pricing for Products
  - Pricebooks
  - Exercise: Setting up a New Pricebook
  - Discounts and Multipliers
  - Exercise: Creating Discounts
- Advanced Product Configurations
  - Formulas and Tags
  - Exercise: Defining a Dynamic Part Number
  - Configuration Rules
  - Exercise: Creating a Disallow Attribute Dependency Rule
  - Exercise: Creating a Mandatory Attribute Dependency Rule
  - Triggers
  - Exercise: Creating a Change Trigger
  - Custom Tables
  - Exercise: Creating a Custom Table
  - Exercise: Using the LIST Tag and Creating Scripted Rules from a Custom Table
  - Autocomplete Attributes
  - Exercise: Configuring an Autocomplete Attribute
  - Container Attributes
  - Exercise: Creating and Using Container Attributes
  - Configurable Product Frameworks
  - Exercise: Referencing Simple Products
  - Exercise: Creating a Collection of Configurable Products
  - Exercise: Creating a Product Bundle using Parent/Child System List

- Exercise: Using Item Quantity in Product Bundles
- BONUS Exercise: Defining a Relevant Bundle Part Number
  
- Quotes
  - Quote Tabs
  - Exercise: Creating a New Quote Tab
  - Quote Custom Fields
  - Quote Item Custom Fields
  - Exercise: Defining a New Quote Item Custom Field
  - Document Generation and Templates
  - Exercise: Display the VAT in a Microsoft Word Document Template
  - Exercise: Adding a Quote Custom Field to a Word Document Template
  - Approval Process Using Workflows
  - Exercise: Creating a Workflow Status and Defining Actions
  - Exercise: Creating and Defining Discounts and Approvals
  - Exercise: Creating an Approval Rule Using CTX Tags
  
- Scripting
  - Introduction to Scripting in SAP CPQ
  - Script Workbench
  - Script Workbench Aids
  - API Explorer
  - Exercise: Script Workbench
  - Scripting Basics
  - Exercise: Scripting
  - Scripting Exercise Solutions
  - Quote Tables
  - Exercise: Adding a Quote Table and Defining Quote Table Actions
  - Exercise: Display Quote Table Data in an Excel Document Template
  - Cart Fields Administration
  - Custom Quote Calculations
  - Exercise: Adding a Custom Calculation for Extended Price
  - SAP CPQ APIs
  
- UI Customization in SAP CPQ
  - Legacy UI Modes of SAP CPQ
  - Standard Setup Options
  - UI Branding and CSS Changes
  - Responsive Templates
  - Razor
  - Knockout
  
- Proof-of-Concept Workshop
  - Configurator
  - Pricing
  - Quote