S46800 - Configuring Cross-Application Processes in SAP S/4HANA Sales and Procurement Training

Duration: **3 Day**

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This course provides a comprehensive overview of key cross-functional business processes that integrate SAP S/4HANA Sales and Procurement. Participants will explore both the business concepts and configuration settings required to implement processes such as third-party order processing, intercompany sales, stock transfers, subcontracting, and returns management. The course also explains the financial postings generated throughout these integrated scenarios.

Software Version

This course is based on:

- SAP S/4HANA 2023

Prerequisites

Essential

- **S46000 – Exploring SAP S/4HANA Sales Essentials**
- **S45000 – Exploring the Basics of External Procurement in SAP S/4HANA**

Recommended

- **S46050 – Configuring SAP S/4HANA Cloud Private Edition, Sales**

Who Should Attend

This course is intended for:

- Application Consultants
- Super Users / Key Users / Power Users
- Business Process Architects
- Business Process Owners
- Team Leads
- Enterprise Architects
- Solution Architects

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What You Will Learn

After completing this course, participants will be able to:

- Configure and execute third-party order processing.
- Understand and implement intercompany sales processes.
- Configure intra-company stock transfer procedures.
- Set up and manage intercompany stock transfer scenarios.
- Configure subcontracting processes within SAP S/4HANA.
- Manage customer and supplier returns.
- Understand financial postings generated in integrated sales and procurement processes.
- Configure the required settings for cross-application business scenarios.

Training Outline

Third-Party Order Processing

- Understanding the third-party order process
- Identifying the complete business flow
- Configuring sales orders with third-party items
- Creating third-party purchase orders
- Posting goods receipt
- Processing supplier invoices
- Billing customers

Intercompany Sales

- Understanding intercompany sales processes
- Configuring intercompany sales scenarios
- Creating sales orders
- Processing outbound deliveries
- Customer billing
- Creating intercompany billing documents
- Posting incoming invoices
- Advanced intercompany sales functionality

Intra-Company Stock Transfers

- Understanding stock transfer options
- Configuring intra-company stock transfer processes
- Integrating stock transfers with MRP
- Creating stock transport orders
- Processing outbound deliveries
- Configuring delivery documents
- Managing goods movements

Intercompany Stock Transfers

- Processing stock transport orders between company codes
- Managing issuing company activities

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- Managing receiving company activities
- Advanced intercompany stock transfer scenarios

Subcontracting

- Procuring materials through subcontracting
- Managing component consumption
- Posting goods receipt
- Processing supplier invoices

Returns Processing

- Customer returns processing
- Supplier returns management
- Applying SAP best practices for returns

Financial Integration

- Understanding Procure-to-Pay account postings
- Understanding Order-to-Cash account postings
- Reviewing financial integration across business processes