

Rating*	Colour Legend	
6	Certified	SAP certified
5	Expert, Consultant	Many years of experience, several time implemented
4	Many years of practice	Implemented more than 1 time
3	Hands-on experience	Good Knowledge of the End-user-processes
2	Educated	Educated but not much practice
1	In education	Planned to get know-ledge in these processes
0	No experience	

> Sales Order Management

Business process	Process step	R*	SPC know-how
Quotation Processing in ERP	<p>Allows you to give your business partner confirmation that you will deliver a specific quantity of products at a specific time, and to a specific price. This offer is legally binding for the company within a specified time period.</p> <p>Process steps:</p> <ul style="list-style-type: none"> • Create quotation • Select inquiry or quotation • Determine business partners • Create order items • Perform material configuration • Check availability • Determine prices and conditions • Determine and maintain texts • Determine and process message output • Monitor quotation processing. 	4	<p>> Years of experience</p> <p>Special know-how here is:</p> <ul style="list-style-type: none"> • Requirement classes • Requirement types • Item categories • Costing • Value Flow
Standard Sales Order Processing in ERP	<p>You can use this business process to create, issue, and monitor different types of sales orders. A sales order is a binding agreement between a sales organization and a sold-to party concerning the delivery of products or provision of services. It includes defined prices, product quantities, and delivery dates.</p> <p>Process steps:</p> <p>See below.</p>	4	<p>> Many years of experience in Standard Sales Order Processing.</p> <p>Large knowledge in SD customizing, Integration, Account determination, Price finding.</p> <p>Trained Key-User in a Chemical Company in Jeddah, Saudi Arabia.</p>

Make-to-Order Processing in ERP

This business process makes it possible for you to deliver a specific product configuration and quantity, or to provide a service at a specific time. During sales order processing, a sales organization accepts the sales order and is responsible for fulfilling the contract.

Process steps:

- Create make-to-order
- Select inquiry or quotation
- Determine business partners
- Create order items
- Perform material configuration
- Create returnable packaging items
- Check availability, schedule order, and create requirement
- Estimate costs
- Determine prices, conditions, and costs
- Determine and maintain texts
- Check foreign trade data
- Check credit limit
- Determine and process message output
- Monitor Sales order Processing

5

> Years of experience in Standard Sales Order 'Make to Order' Processing.

Large knowledge in customizing.

- valued and non valued stock
- Requirement classes
- Requirement types
- Item categories
- control for value flow
- Profile for CO-PC
- Strategy for Material Master data
- Sales Order Costing
- Costing sheet
- Period End closing

Returns Processing in ERP

Determines, tracks, and credits returns of products within a service, including the features warranty check, return reason recognitions, and quantity checks.

Process steps:

- Create sales returns order
- Select sales orders, contracts or invoices
- Determine business partners
- Create order items
- Determine material batches
- Determine prices and conditions
- Determine and maintain texts
- Release sales returns order
- Monitor Returns processing.

4

> Years of experience in Standard Sales Order / Returns / Free of charge Processing.

Large knowledge in customizing.

Also when the Sales Order is Cost Object, control that the correct value flow pass through CO-PA.

Billing in ERP

Integration with financial accounting consists of forwarding billing data in invoices, credit, and debit memos to financial accounting. The system posts offsetting entries to the appropriate accounts (with the help of «account assignment») and makes sure that FI can recognize all billing documents belonging to one business transaction (for example, a credit memo to an invoice). Integration with controlling consists of assigning costs and revenues to the appropriate sub-ledgers.

Process steps:

- Create billing document
- Select billing-relevant documents
- Determine business partners
- Determine prices and conditions
- Determine and maintain texts
- Determine foreign trade data
- Post rebate accruals
- Determine and process message output
- Generate intercompany billing
- Create invoice list.

4

> Years of experience in

- Billing
- Reverse
- Debit-/Credit note

Large knowledge in customizing.

Also when the Sales Order is Cost Object.

Control the Value flow in FI and CO-PA