SAP enhancement package 6 for SAP ERP 6.0

Release Notes



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10 SD Sales and Distribution

10.1 FIN_LOC_CI_14: Advance Payment Invoices (New)

Use

As of SAP enhancement package 6 for SAP ERP 6.0 (SAP_APPL 606), business function *FI, LO, Localization Topics for Russia 2* (FIN_LOC_CI_14), you can print invoices for advance payments as follows:

- In *Financial Accounting* (FI), you can use the standard correspondence functions to print an advance payment invoice from a down payment request.
- In *Sales and Distribution* (SD), you can use the standard output functions to print an advance payment invoice from a pro forma invoice in *Billing*.

A new printing program (J_3RF_PPINV_A) and a PDF-based form (J_3RPPINV) are available, which allow you to print invoices for advance payment in PDF format.

Effects on Customizing

You can use a Business Add-In (BAdI) to modify the content of invoices for advance payment before printing. You access the BAdI as follows:

- In Customizing for FI, under *Accounts Receivable and Accounts Payable -> Business Transactions -> Country-Specific Settings -> Russia -> Business Add-Ins (BAdIs) ->* BAdI: Print Data Update for Advance Payment Invoice
- In Customizing for SD, under *Billing -> Billing Documents -> Country-specific Features -> Country-Specific Features for Russia -> Business Add-Ins (BAdIs) ->* BAdI: Print Data Update for Advance Payment Invoice

See also

SAP Library for SAP ERP under *SAP ERP Central Component -> Financials -> Country Versions -> Europe and Africa -> Russia:*

- *Financial Accounting (FI) -> Accounts Receivable (FI-AR) -> Business Transactions -> Invoice for Advance Payments*
- *Sales and Distribution (SD) -> Business Transactions -> Invoice for Advance Payments*

10.2 FIN_LOC_CI_14: Secondary Events Creation (Enhanced)

Use

As of SAP enhancement package 6 for SAP ERP 6.0 (SAP_APPL 606), business function *FI, LO, Localization Topics for Russia 2* (FIN_LOC_CI_14), you can use the following new functions for the Create Secondary Events for Exports (Russia) program:

- You can define whether a contract is required in the document chain of an invoice in order for the invoice to be processed by the program.
- If you select the option of retrieving data from a final customs declaration, the program can retrieve data from the corrective customs declaration that has a reference to the given final customs declaration.
- You can check customs declaration data in the output of the program.

Effects on Existing Data

The *Create Secondary Events for Exports (Russia)* program has been enhanced as follows:

- On the selection screen, a new field with a drop-down list has been added for contracts. This allows you to choose if the contract must be included in the document chain of an invoice in order for the invoice to be processed by the program.
- If you select the *Find Customs Declarations* checkbox and the program finds a final customs declaration for which a corrective customs declaration exists, the program takes the confirmation quantity, dates, and amounts data from the corrective customs declaration instead of the final customs declaration.
- The output of the program includes new fields for displaying customs declaration data.

See also

SAP Library for SAP ERP under *SAP ERP Central Component -> Financials -> Country Versions -> Europe and Africa -> Russia -> Sales and Distribution (SD) -> Periodic Processing -> Verifying Exports -> Secondary Events Creation for Exports*

10.3 FIN_LOC_CI_14: Printing TORG-12 Form in SD (New)

Use

As of SAP enhancement package 6 for SAP ERP 6.0 (SAP_APPL 606), business function *FI, LO, Localization Topics for Russia 2* (FIN_LOC_CI_14), you can print the Delivery Note for Goods Movement (form TORG-12) from a billing document in *Sales and Distribution* (SD) using the standard output functions.

A new printing program (J_3RV_TORG12_BIL) is available, which allows you to print the form in PDF format using the PDF-based form (J_3RV_T12_PDF). This printed form meets the legal and business requirements in Russia.

See also

SAP Library for SAP ERP under *SAP ERP Central Component -> Financials -> Country Versions -> Europe and Africa -> Russia -> Sales and Distribution (SD) -> Business Transactions -> Printing the Form TORG-12 in SD*

10.4 FIN_LOC_CI_14: Business Function FI, LO, Localization Topics for Russia 2 (New)

Use

As of SAP enhancement package 6 for SAP ERP 6.0 (SAP_APPL 606), the business function *FI, LO, Localization Topics for Russia 2* (FIN_LOC_CI_14) is available.

With this business function, you can meet business requirements in the *Financial Accounting* (FI), *Materials Management* (MM), and *Sales and Distribution* (SD) components for Russia.

For more information, see the following release notes:

- Advance Payment Invoices (New)
- Export Customs Declarations (Enhanced)
- Export Data Analysis for VAT (New)
- Inventory Differences Offsetting (New)
- Posting to Alternative G/L Accounts (Enhanced)
- Printing TORG-12 Form in SD (New)
- Secondary Events Creation (Enhanced)
- Stock on Posting Date (Enhanced)
- VAT Account Analysis (New)
- Workwear Accounting (New)

See also

SAP Library for SAP ERP under *Business Functions (SAP Enhancement Package 6 for SAP ERP 6.0) -> Enterprise Business Functions -> Accounting -> Country-Specific Business Functions -> FI, LO, Localization Topics for Russia 2*

10.5 LOG_TRM_INT_1: Logistics-Treasury Integration (new)

Use

As of SAP enhancement package 6 for SAP ERP 6.0 (EA-FINSERV 606), the new business function *Logistics-Treasury Integration* (LOG_TRM_INT_1) is available. You can use this business function to enable the integration of SAP logistics applications with SAP Treasury and Risk Management for the management of exposures related to the sale and purchase of specified commodities and the pricing procedures for these commodities.

By automatically reporting commodity exposures from Logistics to Treasury and Risk Management this business function enables you to analyze the corresponding raw exposures in Exposure Management 2.0 regarding the risks involved. Afterwards you can hedge the risks of these exposure positions using the financial instruments of the Transaction Manager.

New commodity exposures are sent to the risk management interface directly and can then be handled by exposure management. Existing raw exposures are updated when changes occur in the related purchase order or sales order items, for example

- Pricing changes related to pricing developments during the relevant quotation period
- Differences between the ordered quantity and the actual quantity received
- Differences in the commodity characteristics (as determined on the basis of batch assays).

10.6 Dashboards for Sales and Distribution (New)

Use

As of *SAP Enhancement Package 6 for SAP ERP 6.0 (SAP_APPL 606)*, Business Function *Sales, Analytics 01* (LOG_SD_ANALYTICS_01), three Xcelsius Dashboards are available for your managers

and employees in Sales and Distribution.

SAP BusinessObjects Xcelsius is the application you use to create and process the dashboards.

- For each dashboard, several data connections of the type *SAP NetWeaver BW* are set up. A BEx query is assigned to each connection.
  The BEx queries used, which are delivered with this business function, are also the template for the queries used in the dashboard. So that performance is not compromised unneccessarily at runtime, the queries defined for the dashboard only evaluate data for a particular analytics objective.
- The visualization layout settings are tailored to the respective analytics objective, for example data is presented as a line graph or pie chart.

You can use these dashboards with the defined BEx queries as a template, and tailor them to your enterprise-specific analytics objectives using the functions in the *SAP BusinessObjects Xcelsius* application.

List of Dashboards

In this business function, the following dashboards are available for **Sales Managers**:

- Performance in Sales and Distribution (0XC_ERP_SLS_MGR_PERFORMANCE)
  Managers can call up an overview of their sales team's performance from various perspectives:
  - Fulfillment rate for quotations
  - Revenue development
  - Discounts as a percentage of the starting value
- Quotation and order progress (0XC_ERP_SLS_MGR_QUOTE_ORDER)
  Managers can call up an overview of the order fulfillment status from various perspectives:
  - Fulfillment rate of sales orders
  - Returns rate
  - Trend for value of quotations and orders
  - Trend for quantity of quotations and orders

In this business function, the following dashboard is available for **Sales Employees**:

- Day-to-Day Activities (0XC_ERP_SLS_REP_MY_WORK)
  Sales employees can perform the following evaluations:
  - Open quotations
  - Last 10 sales orders
  - Incoming orders from top 10 customers or last 10 customers
  - Top 10 materials

Effects on System Administration

To activate the *dashboards for Sales and Distribution*, activate the content bundle *Content Activation for Logistical Sales for Dashboards* (LOG_SD_ANALYTICS_DASHBOARD).

See also

SAP Library for SAP ERP on SAP Help Portal at *http://help.sap.com/erp -> ERP Central Component -> SAP ERP Enhancement Packages -> ERP Central Component Enhancement Package 6 -> SAP ERP Central Component -> Logistics -> Sales and Distribution -> Search and Analytics -> Xcelsius Dashboards*

10.7 DataSources for Sales and Distribution (Enhanced)

Use

As of *SAP Enhancement Package 6 for SAP ERP 6.0 (SAP_APPL 606)*, Business Function *Sales and Distribution, Analytics 01* (LOG_SD_ANALYTICS_01), you can use existing DataSources both for data replication in a BW system (SAP Business Warehouse) as was previously possible, and for analytics with direct access to an ERP system (operational data provisioning).

When you activate this business function, there are the following enhancements for DataSources:

- The DataSources contain a new **ODP extractor** for operative reporting in the ERP system.
- For some DataSources, the extract structures contain **additional fields**. Note the indexing information under *Effects on System Administration*.

DataSources with Additional Fields

The following overview lists the additional fields for the individual DataSources (database table - field).

Sales

- **2LIS_11_VAHDR (Sales Document: Header Data)**
  Net Value in Document Currency (VBAK-NETWR)
  Overall Rejection Status of all Sales and Distribution Document Items (VBUK-ABSTK)
  Overall Status of all Goods Movements (VBUK-WBSTK)
  Planning Handling of Contract Release Types (VBAK-ABDIS)
  Last Change Data (VBAK-AEDAT)
  Sales Probability of Item (VBAK-AWAHR)
  Shipping Condition (VBAK-VSBED)
  Employee Responsible (VBAK-PZPERS, partner role ZM)
  Overall Reference Status of all Items (VBUK-RFGSK)
  Status for Reference Document Header (VBUK-RFSTK)
- **2LIS_11_VAITM (Sales Document: Item Data)**
  Employee Responsible (VBAP-PZPERS, partner role ZM)
  Overall Reference Status (VBUP-RFGSA)
  Reference Status (VBUP-RFSTA)
  Root Item Date (ROOT_DATE, technical use)
  Root Header Document Number (ROOT_HEAD, technical use)
  Root Item Number (ROOT_ITEM, technical use)

- **2LIS_11_VASCL (Sales Document: Schedule Line)**
  Employee Responsible (VBAP-PZPERS, partner role ZM)
- **2LIS_11_VAKON (Sales Document: Conditions)**
  Employee Responsible (VBAP-PZPERS, partner role ZM)
  Overall Reference Status (VBUP-RFGSA)
  Reference Status (VBUP-RFSTA)

Allocation

- **2LIS_11_V_ITM (Sales-Shipping: Allocation Item Data)**
  Employee Responsible (VBAP-PZPERS, partner role ZM)
- **2LIS_11_V_SCL (Sales-Shipping: Allocation Schedule Line)**
  Employee Responsible (VBAP-PZPERS, partner role ZM)

For these structures, note the information on the ABR delta procedure.

Shipping

- **2LIS_12_VCHDR (Delivery: Header Data)**
  Employee Responsible (LIKP-PZPERS, partner role ZM)
  Delivery Priority (LIKP-LPRIO)
  Plant (LIKP-WERKS)
  Overall Status of all Goods Movements (VBUK-WBSTK)
  Overall Picking/Putaway Status (VBUK-KOSTK)
- **2LIS_12_VCITM (Item Data)**
  Employee Responsible (LIKS-PZPERS, partner role ZM)
  Overall Status of all Goods Movements (VBUK-WBSTK)
  Overall Picking/Putaway Status (VBUK-KOSTK)

Billing

- **2LIS_13_VDHDR (Billing Document: Header Data)**
  Net Value in Document Currency (VBRK-NETWR)
  Employee Responsible (VBRK-PZPERS, partner role ZM)
  Name of Employee who Created Billing Document (VBRK-ERNAM)
  Incoterms Part 1 (VBRK-INCO1)
  Incoterms Part 2 (VBRK-INCO2)
  Division (VBRK-SPART)
  Billing Document Posting Status (VBUK-BUCHK)
  Overal Processing Status of Sales and Distribution Document (VBUK-GBSTK)
- **2LIS_13_VDITM (Billing Document: Item Data)**
  Employee Responsible (VBRP-PZPERS, partner role ZM)
- **2LIS_13_VDKON (Billing Document: Conditions)**
  Employee Responsible (VBRP-PZPERS, partner role ZM)

ABR Delta Procedure

In the standard system, the delta update of the data records for the following extract structures is a combination of ABR and ADD delta procedures:

- MC11V_0ITM - *Sales-Shipping: Allocation Item Data*
  Use in DataSource 2LIS_11_V_ITM - *Sales-Shipping: Allocation Item*

- MC11V_0SCL - *Sales-Shipping: Allocation Schedule Line*
  Use in DataSource 2LIS_11_V_SCL - *Sales-Shipping: Allocation Schedule Line*

If the data is determined via the *SAP NetWeaver Business Warehouse Accelerator* (BWA), BWA indexing can only be performed correctly if you follow the ABR delta procedure throughout.
You must therefore specify that you want the extract structures extracting allocation data from delivery-relevant items to transfer the delta update entirely according to the **ABR delta procedure**.

The ABR images deliver the following data:

- The after image delivers the data record after the change.
- The before image delivers the data record before the change with a minus sign.
- The reverse image also sends the data record with a minus sign, and at the same time marks it for deletion.

So that the system updates the changed data records entirely according to the ABR delta procedure, you must activate this function explicitly for each extract structure.
Activate the ABR delta procedure in Customizing for *Sales and Distribution*, under *Operative Reporting -> Activate Analytics*.

Effects on System Administration

Using selection programs, the system determines sales and distribution data requiring indexing in the Logistics Information System (LIS), and adds it to the setup tables. Before you start setup, ensure that no data is waiting to be posted.
For more information, refer to Customizing for *Sales and Distribution*, under *Search and Operative Reporting -> Enterprise Search*, in the *Overview: Settings for Search with SAP Enterprise Search* document.

10.8 Internal Sales Representative (Enhanced)

Use

As of *SAP Enhancement Package 6 for SAP ERP 6.0 (SAP_APPL 606)*, Business Function *Sales and Distribution, Analytics 01* (LOG_SD_ANALYTICS_01), the *Internal Sales Representative* role (SAP_SR_INT_SALES_REP_5) calls the new ODP-based BEx queries in the *Search and Analytics* work center, in the SAP NetWeaver Business Client (NWBC).

- The launchpad (ABAP) starts the BEx queries using the BI query templates in version SAP NetWeaver BI 7.x.
- For this integration, the launchpad (ABAP) contains the following new entry:
  - Role: `ISR`
  - Instance: `REP`
  - Version: 02

The wide range of BEx queries can be found in the *Search and Analytics* work center, ordered by task under the following headings (entries):

- Sales Support (for example *Quotation Tracking*)
- Sales Performance (for example *Sales Progress*)
- Contract Management
- Order Fulfillment (for example *Fulfillment Rates Compared to Previous Year*)
- Billing (for example *Billing Data - Overview*)
- Customers (for example *Top 10 Customers Based on Incoming Orders)*
- Returns
- Materials (for example *Top 10 Materials Based on Value of Incoming Orders*)
- Dashboards (for example *Document Tracking*)
- Search (search for operative data in Sales and in Master Data, for example material, customer)

Effects on System Administration

When you activate this business function, the *launchpad (ABAP)* contains not only the new version 02 for the entry for role `ISR`, instance `REP`, but also version 01. Version 01 calls the BI query template in version SAP BW 2.x/3.x with the SAP BI queries.

If you have activated this business function, and user-specific or enterprise-specific settings for version 01 exist in the *launchpad (ABAP)* in your enterprise, the system determines which launchpad is to be started in NWBC, as follows:

- Priority 1: User-specifically defined launchpad (independent of the version)
- Priority 2: Enterprise-specifically defined launchpad (independent of the version)
- Priority 3: Latest version of the launchpad
  If you want to define user-specific or enterprise-specific launchpads, you can use version 02, which we deliver as a template, and adjust it as required.

Effects on Customizing

The standard system contains the new version of the launchpad in Customizing for *Sales and Distribution*, under *Portal Role "Internal Sales Representative" -> Set Up Launchpad (ABAP) (New)*.

Note:
For integrated BEx queries you must enter the system alias for the ERP system in which you want the data to be analyzed. You do this under *Enhanced Parameters*, in the *Application-Based Parameters* data block.

See also

SAP Library for SAP ERP on SAP Help Portal at *http://help.sap.com/erp -> ERP Central Component -> SAP ERP Enhancement Packages -> ERP Central Component Enhancement Package 6 -> Cross-Application Functions in SAP ERP -> Roles -> Roles in SAP NetWeaver Business Client*

10.9 LOG_SD_ANALYTICS_01: Sales and Distribution, Analytics 01 (New)

Use

As of *SAP Enhancement Package 6 for SAP ERP 6.0 (SAP_APPL 606)*, you can use the business function *Sales and Distribution, Analytics 01* (LOG_SD_ANALYTICS_01). With this business function, you can perform **operative reporting** in the enterprise areas *Sales*, *Shipping*, and *Billing* using the data in your ERP system directly. The real-time reports deliver comprehensive, current information that managers and employees in Sales and Distribution can use for analyzing, monitoring, and planning sales processes.

So that you can perform these functions, the ERP system provides the following technical infrastructure:

- **Models for search and analytics**
  You can use predefined application models for finding and analyzing data from the areas of *Sales*, *Shipping*, and *Billing*. The models are defined in such a way that they can evaluate a broad spectrum of operative sales data directly from your ERP system (operational data provisioning). The extractors read the data directly from the database of your ERP system (direct access) - this is done **without** modeling the InfoProvider in the BW system or replicating data in the BW system.
  For more information, see the release note Search and Analytics Models for Sales and Distribution (New).

- **TransientProvider**
  The TransientProvider derived from the operational data provider is an InfoProvider that allows you to access the data of an operational data provider (ODP) without needing to model the InfoProvider in the BW system or replicate data in the BW system. The system generates the InfoProvider and the corresponding InfoObjects automatically and dynamically from the definition of the operational data provider.

- **Enhanced DataSources**
  The DataSources that are already available for reporting in SAP NetWeaver Business Warehouse also form the basis of the the new search and analytics models. The features for data extraction from master data and movement data have been enhanced for operative reporting.
  For more information, see the release note DataSources for Sales and Distribution (Enhanced).

- **BEx Queries**
  New BEx (Business Explorer) queries are available. In accordance with their authorizations, your Sales and Distribution employees can use these queries to evaluate the exact data relevant to a particular business analytics objective.
  For more information, see the release note Queries for Sales and Distribution (Enhanced).

- **Dashboards**
  Predefined Xcelsius dashboards are available, which bundle queries for particular analytics objectives, and display pertinent graphics to give you a clear visual overview of the analyzed Sales and Distribution information.
  For more information, see the release note Dashboards for Sales and Distribution (New).

- **Internal Sales Representative**
  For this role in SAP NetWeaver Business Client, the system calls a new SAP-BI web template from

the *Search and Analytics* work center. The new BEx queries and dashboards are integrated into this template.
For more information, see the release note Internal Sales Representative (Changed).

Effects on System Administration

To ensure quick access to business object data, even with a high volume of data and a high frequency of requests, you can store this data as an index on the *SAP NetWeaver Business Warehouse Accelerator Server* (BWA). The first time the BWA is indexed, the system reuses the technology for setting up statistics data for legacy data in Sales, Shipping, and Billing. To do that, the system reads the data from the setup tables of the relevant application for the BWA index.

In the same way as it is done in BW, the replication of delta records after indexing takes place via the BW delta queue.

Effects on Customizing

If you want to use the search and analytics functions, you must perform the required activities in Customizing for *Sales and Distribution*, under *Search and Operative Reporting*.
For further information, see the release information for the new and enhanced functions.

See also

SAP Library for SAP ERP on SAP Help Portal at *http://help.sap.com/erp -> ERP Central Component -> SAP ERP Enhancement Packages -> ERP Central Component Enhancement Package 6 -> Business Functions (SAP Enhancement Package 6 for SAP ERP 6.0) -> Business Functions in SAP ERP -> Enterprise Business Functions -> Logistics -> Sales and Distribution*

10.10 SD-BF Basic Functions

10.10.1 SD-BF-CPE CPE in SD

10.10.1.1 LOG_CPE_FA_FE: CPE: BAdI-Based Formula Handling (New)

Use

As of SAP enhancement package 5 SP 05 for SAP ERP 6.0, the business function *Commodity Pricing Engine: BAdI-Based Formula Handling* (LOG_CPE_FA_FE) is available.

With this business function, you can use commodity pricing to calculate prices for commodities. Commodity pricing is a calculation that uses price quotations from the stock market (such as those published by Platts, Reuters, and others) to determine the price of a material or product. Commodity pricing is performed with the commodity pricing engine (CPE), based on a set of business rules that decide how price quotation data is used to get the final price for commodities. Commodity pricing contains different methods for determining price quotations, such as fixed price quotations, price quotations for a fixed day, or average price quotations.

The business information about how commodities can be priced is captured using formulas, known as commodity pricing formulas (CPE formulas). The price quotations are stored as master data and are used to evaluate these CPE formulas.

The prerequisite business function, *Logistics, Commodity Pricing Engine in SD and MM* (LOG_CPE_SD_MM), is available as of SAP enhancement package 3 for SAP ERP 6.0.

As of SAP enhancement package 3 for SAP ERP 6.0, CPE was integrated into SD documents and MM documents without mandatory use of a SAP CRM system. The finding and evaluation of the CPE formulas in the CPE was executed in a Java-based run-time environment.

As of SAP enhancement package 5 SP05 for SAP ERP 6.0, the following enhancements are available:

- The finding ("Formula Assembly") and evaluation of CPE formulas is based on a pure ABAP-based run-time environment. The configurable CPE formula evaluation routines are ported from Java-based user exits to ABAP-based implementations of Business Add-Ins (BAdIs). There are new BAdIs for all the CPE formula evaluation routines. They belong to the enhancement spot ES_CPE_FE.
- With the new BAdIs you can either adopt the existing logic for the CPE formula evaluation and modify it, or implement your own customer-specific logic. You can use BADI_CPE_FE_EVALUATION_ROUTINE to change the entire formula evaluation logic or replace it with your own logic.

- If you only want to change parts of the formula evaluation, you can use the following BAdIs independently from one another:
  - BADI_CPE_FE_ROUNDING_ROUTINE
  - BADI_CPE_FE_QTY_CONV_ROUTINE
  - BADI_CPE_FE_CONVERSION_ROUTINE
  - BADI_CPE_FE_PERIOD_DET_ROUTINE
  - BADI_CPE_FE_CALCULATION_ROUTINE
  - BADI_CPE_FE_SURCHARGE_ROUTINE
  - BADI_CPE_FE_TERM_TYPE
  - BADI_CPE_FE_QTY_SPLIT_ROUTINE
  - BADI_CPE_FE_COMBINATION_ROUTINE
- The following BAdIs are called within the standard implementation for BADI_CPE_FE_PERIOD_DET_ROUTINE:
  - BADI_CPE_FE_REF_DATE_ROUTINE
  - BADI_CPE_FE_DATEOFFSET_ROUTINE
  - BADI_CPE_FE_TIME_UOM_ROUTINE
  - BADI_CPE_FE_DATE_LIST_ROUTINE

- BADI_CPE_FE_DATE_SUBST_ROUTINE
- BADI_CPE_FE_READ_UNTIL_ROUTINE
- BADI_CPE_FE_SOURCE_ROUTINE

As of SAP enhancement package 6 for SAP ERP 6.0, the following further enhancements are available:

- For the finding of CPE formulas ("Formula Assembly"):
  - You can bundle the condition tables and condition types for entry in the following condition maintenance groups: CPE_MM (for application purchasing) and CPE_SD (for application sales).
  - You can flexibly control the priority of certain attributes when assembling a CPE formula. The condition technique finds the parts of the formula. Each condition is related to one or more business attributes. These business attributes are considered when it comes to formula assembly. By prioritizing attributes, you can control how the formula is assembled.
  - You can ensure that customer-required attributes are considered by the system when the formula is assembled. This happens when you assign customer-added fields in the condition tables (part of the condition technique) to customer-added fields in the commodity pricing engine tables/objects for formula and term.

Effects on Existing Data

If you used your own CPE formula evaluation routines in JAVA, you have to recode this logic as an ABAP BAdI implementation.

Effects on Customizing

To implement the BAdIs for CPE formula evaluation, do the following:

- In Customizing for Materials Management choose Purchasing --> Commodity Pricing --> Commodity Pricing Engine --> General CPE Settings --> Define Partner- or Customer-Specific CPE Routine.
- In Customizing for Sales and Distribution choose Basic Functions --> Commodity Pricing --> Commodity Pricing Engine --> General CPE Settings --> Define Partner- or Customer-Specific CPE Routine.

As of SAP enhancement package 6 for SAP ERP 6.0, to implement these new functions for formula assembly, do the following:

- In Customizing for Materials Management choose Purchasing --> Commodity Pricing --> Settings for Formula Assembly.
- In Customizing for Sales and Distribution choose Basic Functions --> Commodity Pricing --> Settings for Formula Assembly.

See also

Release note for business function *Logistics, Commodity Pricing Engine in SD and MM (LOG_CPE_SD_MM)* available as of SAP enhancement package 3 for SAP ERP 6.0.

10.11 SD-SLS Sales

10.11.1 Queries for Sales and Distribution (New)

Use

As of *SAP Enhancement Package 6 for SAP ERP 6.0 (SAP_APPL 606)*, Business Function *Sales, Analytics 01* (LOG_SD_ANALYTICS_01), queries are available that your managers and employees in Sales and Distribution can use for local operative reporting in the ERP system.

BEx Query Designer is the application you use to create and process the queries.

- The definition of these queries is based on search and analytics models and the **Operational Data Provider** (ODP) set up for them.
- At query runtime, the system generates a **TransientProvider** for the integrated ODPs. You use the query to specify how the TransientProvider data is evaluated, for example by selecting characteristics and defining calculated key figures.
- When you start a query, the system runs **authorization checks** in accordance with the settings in the search and analytics model. These are based on the authorization concept provided in SAP NetWeaver.
    - **ABAP authorization objects** are assigned to the models. At query runtime, the system compares fields in the model that are linked to a destination point attribute (for example sales organization) with the Sales and Distribution employee's authorization data.
    - So that the system automatically selects data according to user authorizations when starting a query, **authorization variables** are defined in the query for the corresponding attributes (for example sales organization). At query runtime, the system automatically fills the variables with the corresponding user data.
      In *BEx Query Designer*, all authorization variables that are defined for an InfoProvider are gathered together in a **filter**. You can reuse these filters when defining new queries.

You can use these queries as a template and tailor them to your enterprise-specific requirements very easily, using the functions in *BEx Query Designer*. You can, for example, create new views of previously defined queries.

List of Queries

The following list contains queries that evaluate data from the generated TransientProviders (with the underlying ODPs), with various objectives.

- Sales Support
    - *Quotation Tracking* - 0OPS_11_ITM_Q0001

    - *Quotation Pipeline* - 0OPS_11_ITM_Q0015
    - *Quotations: Overview* - 0OPS_11_HDR_Q0002
    - *Sales Order Tracking* - /ERP/SD_M01_Q0001 MultiProvider
    - *Sales Values: Overview* - /ERP/SD_M02_Q0001 MultiProvider
    - *Sales Pipeline* - 0OPS_11_ITM_Q0014
- Sales Performance Analysis
    - *Quotation Success* - 0OPS_11_ITM_Q0002
    - *Sales Progress* - /ERP/SD_M01_Q0003 MultiProvider
    - *Top 10 Quotations* - 0OPS_11_ITM_Q0013
    - *Top 10 Sales Orders* - 0OPS_11_HDR_Q0007
    - *Rejection Reasons in Sales Orders* - 0OPS_11_ITM_Q0005
    - *Rejected Sales Orders* - 0OPS_11_ITM_Q0003
    - *Backorder Processing* - 0OPS_11_ASCL_Q0001
- Contract Management
    - *Sales Contracts: Overview* - 0OPS_11_ITM_Q0018
- Order Fulfillment
    - *Top 10 Delivery Delays* - 0OPS_12_ITM_Q0002
    - *Fulfillment Rate* - /ERP/SD_M01_Q0002 MultiProvider
    - *Deliveries: Overview* - 0OPS_12_ITM_Q0001
- Billing
    - *Billing: Overview* - 0OPS_13_ITM_Q0001
    - *Credit Memos* - 0OPS_13_ITM_Q0002
- Returns
    - *Returns: Overview* - 0OPS_11_ITM_Q0007
- Customers
    - *Top 10 Customers* - 0OPS_11_HDR_Q0008
    - *Customers: Sales Data Overview* - /ERP/SD_M01_Q0004
- Materials
    - *Top 10 Materials* - /ERP/SD_M01_Q0005 MultiProvider

For further information on the queries, refer to the query documentation.

Effects on Customizing

Make the settings in Customizing for *Sales and Distribution*, under *Search and Operational Reporting*:

- Activate the objects that you want to use for analytics in the areas of *Sales*, *Shipping*, and *Billing*, under *Start BI Content Activation Workbench*.
  You can find the content in the *Business Functions* (03) category, in the content bundle of the business function LOG_SD_ANALYTICS_01 (business function *Sales, Analytics 01*).
  Note that some queries use time hierarchies that are not activated with this function. Time hierarchies must be activated directly in BEx Query Designer.
- Activate the time hierarchies 0MON_DAY *Calendar Year/Month* and 0QUA_DAY *Calendar Year/Quarter* under *Define F4 Help and Hierachies for Time Attributes/OLAP Settings*.
- You can restrict query requests using the *Employee Responsible* field (PZPERS field). This field references the partner role *Employee Responsible* (ZM for German version, ER for English version). For improved performance at query runtime, define the index update for this partner role, under *Define Partner Index Update*.
- Under *Business Add-Ins (BAdIs)*, you can implement enterprise-specific enhancements:
  - If you want to define enterprise-specific logic for **currency conversion** in the delivered queries and key figures, you must implement the following Business Add-In (BAdI): *Adjust Currency Conversion for Queries and Key Figures*. The system determines the target currency based on the sales organization entered (statistics currency), and/or the company code (local currency).
    For more information, refer to the documentation for the queries in question.
  - If you want to include **customer-specific fields** in the search and analytics functions, and if you want the data to be gathered via direct access to the database in your ERP system, you must implement the Business Add-Ins (BAdIs) for adjusting the extracted data.

  For more information, refer to the documentation for the activities.

See also

SAP Library for SAP ERP on SAP Help Portal under *http://help.sap.com/erp -> ERP Central Component -> SAP ERP Enhancement Packages -> ERP Central Component Enhancement Package 6 -> SAP ERP Central Component -> Logistics -> Sales and Distribution -> Search and Analytics -> BEx Queries*

10.11.2 Search and Analytics Models for Sales and Distribution (New)

Use

As of *SAP Enhancement Package 6 for SAP ERP 6.0 (SAP_APPL 606)*, Business Function *Sales, Analytics 01* (LOG_SD_ANALYTICS_01), predefined search and analytics models for master data and

movement data are available in Sales and Distribution.
The models, which are defined for *Sales*, *Shipping*, and *Billing*, can be used for both index-based searches and for analytics.

The SAP NetWeaver web application *Modeler for Search and Analytics* is the tool you use to process search and analytics models. You do this in several steps, with the help of a roadmap.

Search

The following definitions are required in order to link search objects with the enterprise search system:

- The *model node* (DataSource) and the agreed *node relationships* specify which sales and distribution-related data is extracted and included in the search result.
- The search is controlled by the *model request* and *node answer* definitions. Authorization check information (for example ABAP authorization objects) ensures that only authorized people can access the sales and distribution data determined in the search.
    - The **extractors** delivered contain a technical interface with a predefined search and check logic for sales documents, outbound deliveries, and billing documents.
    - Using **search object connectors**, you can integrate the powerful *SAP NetWeaver Enterprise Search*. This search service runs on the SAP NetWeaver Application Server (AS) ABAP, and uses a version of the *Search and Classification* (TREX) technology that supports the *SAP NetWeaver Business Warehouse Accelerator* (BWA).
      If you integrate this search service, the system automatically searches for the structured data using this defined interface. At query runtime, the system creates a connection between the TransientProvider and SAP NetWeaver Enterprise Search, and fills the structured data of the assigned ODP model.

Analytics

The settings and control data for the **analytics** are grouped together in the *Operational Data Provider* (ODP) definition.
At query runtime, the system generates a TransientProvider in accordance with the ODP definition. The sales and distribution data is loaded into the TransientProvider and evaluated using the query.

List of Search and Analytics Models

You can find the search and analytics models for master data and movement data for the areas of *Sales*, *Shipping*, and *Billing* in the *Modeler for Search and Analytics* application (Transaction ESH_MODELER), under the software component *SAP_APPL -> SD*.

Models for Master Data

These models are integrated into the models for movement data.

- The technical name of the master data model is derived from the technical name of the master data and the prefix **0**.
- The technical name of the ODP is identical to the technical name of the model.

You can see the complete list under the software component *SAP_APPL -> SD*, for example the following models:

- *Customer* - 0CUSTOMER
- *Sales Office* - 0SALESOFFICE_ORG

- *Sales District* - 0SALES_DIST
- *Sales Organization* - 0SALESORG
- *Sales Group* - 0SALES_GRP

Movement data models use master data models not only from *SD*, but also from other software components, for example:

- *Material* - 0MATERIAL (Materials Management, MM)
- *Employee* - 0SALESEMPLY (Personnel Management, PA-PA)

On the activation workbench, in the content bundle for this business function, LOG_SD_ANALYTICS_01, you can also find all master data models that have been integrated from other areas.

Models for Movement Data

The technical name of the delivered **models** is derived from the technical name of the assigned DataSources, the prefix **0OPS** and the suffix **_T**<number>.

The following list contains the models defined for search and analytics, as well as the technical names of the corresponding ODPs.

- Sales
  - *Sales Document: Header Data* - 0OPS_11_VAHDR_T01
    ODP: 0OPS_11_HDR
  - *Sales Document: Item Data* - 0OPS_11_VAITM_T01
    ODP: 0OPS_11_ITM
  - *Sales Document: Conditions* - 0OPS_11_VAKON_T01
    ODP: 0OPS_11_KON
  - *Sales Document: Schedule Line* - 0OPS_11_VASCL_T01
    ODP: 0OPS_11_SCL
- Allocation
  - *Sales-Shipping: Allocation (Item)* - 0OPS_11_V_ITM_T01
    ODP: 0OPS_11_AITM
  - *Sales-Shipping: Allocation (Schedule Line)* - 0OPS_11_V_SCL_T01
    ODP: 0OPS_11_ASCL
- Shipping
  - *Outbound Delivery: Header Data* - 0OPS_12_VCHDR_T01
    ODPs: 0OPS_12_HDR
  - *Outbound Delivery: Item Data* - 0OPS_12_VCITM_T01
    ODP:0OPS_12_ITM
- Billing
  - *Billing Document: Header Data* - 0OPS_13_VDHDR_T01
    ODP: 0OPS_13_HDR
  - *Billing Document: Item Data* - 0OPS_13_VDITM_T01

ODP: 0OPS_13_ITM

- *Billing Document: Conditions* - 0OPS_13_VDKON_T01
  ODP: 0OPS_13_KON

List of TransientProviders

The following TransientProviders are defined:

- Sales
  - *Sales Document: Header Data* - 2O0OPS_11_HDR
  - *Sales Document: Item Data* - 2O0OPS_11_ITM
  - *Sales Document: Conditions* - 2O0OPS_11_KON
  - *Sales Document: Schedule Line* - 2O0OPS_11_SCL
- Allocation
  - *Sales-Shipping: Allocation (Item)* - 2O0OPS_11_V_ITM
  - *Sales-Shipping: Allocation (Schedule Line)* - 2O0OPS_11_V_SCL
- Shipping
  - *Outbound Delivery: Header Data* - 2O0OPS_12_HDR
  - *Outbound Delivery: Item Data* - 2O0OPS_12_ITM
- Billing
  - *Billing Document: Header Data* - 2O0OPS_13_HDR
  - *Billing Document: Item Data* - 2O0OPS_13_ITM
  - *Billing Document: Conditions* - 2O0OPS_13_KON

Effects on System Administration

Authorizations

The authorization checks take place based on the ABAP authorization objects in authorization class **SD** (Sales and Distribution). In the model the fields relevant to authorization are related to the corresponding ABAP authorization object. For queries, authorization checks are performed using authorization filters. These filters are assigned to authorization variables, which are related to the ODP fields relevant to authorizations.
For more information, refer to *SAP ERP 2005 Security Guide*, SAP Enhancement Package 6, under *SAP ERP Security Guide -> Sales and Distribution (SD) -> Authorizations*.

Customer-Specific Fields:

You can enhance the delivered search and analytics models by adding **enterprise-specific fields** and filling them with values as follows:

- If you have enhanced a communication structure from the Logistics Information System (LIS) (for example MCVBAP, *Sales Document: Item Data*), and the data is determined by **direct access** to the database in your ERP system, the system calls the corresponding Business Add-In (BAdI) at runtime.
- If the data is determined via the **SAP NetWeaver Business Warehouse Accelerator** (BWA), you can use customer exits from the Logistics Information System (LIS) to fill your customer-specific fields while the application is running.

For more information, refer to the documentation for the Business Add-In (BAdI) in Customizing for *Sales and Distribution*, under *Operative Reporting -> Business Add-Ins (BAdIs)*.

Effects on Customizing

Make the following settings in Customizing for *Sales and Distribution*, under *Search and Operational Reporting*.

Activate the objects that you want to use for analytics in the areas of *Sales*, *Shipping*, and *Billing*, under *Start BI Content Activation Workbench*.
You can find the content in the *Business Functions* (03) category, in the content bundle of the business function LOG_SD_ANALYTICS_01 (*Business Function Sales, Analytics 01).*

If your enterprise has installed a version of *SAP NetWeaver Search and Classification* (TREX) that supports *SAP NetWeaver Business Warehouse Accelerator* (BWA), and you want to use these search functions, perform the activities under the *SAP Enterprise Search* entry:

- For the extract structures of the *Sales-Shipping: Allocation Item Data* and *Sales-Shipping: Allocation Schedule Line* DataSources, activate the ABR delta method for the delta update.
- Prepare indexing by performing the following steps:
  - Create search object connectors for the ODP models.
  - Delete the data in the setup tables for indexing.
  - Perform setup for the data areas *Sales*, *Shipping*, and *Billing*.
- Schedule indexing.
- Test whether the search object connectors you defined determine the data correctly.

For more information, refer to the Implementation Guide (IMG) in the documentation for the individual activities, and the *Overview: Settings for Searching with SAP Enterprise Search* document.

See also

SAP Library for SAP ERP on SAP Help Portal at *http://help.sap.com/erp -> ERP Central Component -> SAP ERP Enhancement Packages -> ERP Central Component Enhancement Package 6 -> SAP ERP Central Component -> Logistics -> Sales and Distribution -> Search and Analytics -> Models for Search and Analytics*

10.12 SD-FT Foreign Trade

10.12.1 FIN_LOC_CI_14: Export Customs Declarations (Enhanced)

Use

As of SAP enhancement package 6 for SAP ERP 6.0 (SAP_APPL 606), business function *FI, LO, Localization Topics for Russia 2* (FIN_LOC_CI_14), the following new functions for export customs declarations are available:

- You can create new customs declarations based on customs declaration data from external systems using remote function call (RFC).
- A new check is made for export customs declarations. The check fails in the following cases:
  - The code of the registering customs office and/or the customs declaration registration date are missing.
  - The full 3-part number (code of the registering customs office, registration date, and external document number) already exists in the customs declaration table.

  You can define the severity of the error messages (error or warning) in Customizing.

Effects on Existing Data

The new function module External RFC Interface for Customs Declaration (J3RS_CDEC_EXTERNAL) is available, which allows you to create new customs declarations based on customs declaration data from external systems using remote function call (RFC).

Effects on Customizing

You define the severity of error messages (error or warning) in the Customizing activity Define System Message Attributes for Customs Declarations

.

See also

SAP Library for SAP ERP under *SAP ERP Central Component -> Financials -> Country Versions -> Europe and Africa -> Russia -> Sales and Distribution (SD) -> Business Transactions -> Export Customs Declarations*

10.13 SD-BIL Billing

10.13.1 Search and Analytics Models for Sales and Distribution (New)

Use

As of *SAP Enhancement Package 6 for SAP ERP 6.0 (SAP_APPL 606)*, Business Function *Sales, Analytics 01* (LOG_SD_ANALYTICS_01), predefined search and analytics models for master data and movement data are available in Sales and Distribution.
The models, which are defined for *Sales*, *Shipping*, and *Billing*, can be used for both index-based searches and for analytics.

The SAP NetWeaver web application *Modeler for Search and Analytics* is the tool you use to process search and analytics models. You do this in several steps, with the help of a roadmap.

Search

The following definitions are required in order to link search objects with the enterprise search system:

- The *model node* (DataSource) and the agreed *node relationships* specify which sales and distribution-related data is extracted and included in the search result.
- The search is controlled by the *model request* and *node answer* definitions. Authorization check information (for example ABAP authorization objects) ensures that only authorized people can access the sales and distribution data determined in the search.
    - The **extractors** delivered contain a technical interface with a predefined search and check logic for sales documents, outbound deliveries, and billing documents.
    - Using **search object connectors**, you can integrate the powerful *SAP NetWeaver Enterprise Search*. This search service runs on the SAP NetWeaver Application Server (AS) ABAP, and uses a version of the *Search and Classification* (TREX) technology that supports the *SAP NetWeaver Business Warehouse Accelerator* (BWA).
      If you integrate this search service, the system automatically searches for the structured data using this defined interface. At query runtime, the system creates a connection between the TransientProvider and SAP NetWeaver Enterprise Search, and fills the structured data of the assigned ODP model.

Analytics

The settings and control data for the **analytics** are grouped together in the *Operational Data Provider* (ODP) definition.
At query runtime, the system generates a TransientProvider in accordance with the ODP definition. The sales and distribution data is loaded into the TransientProvider and evaluated using the query.

List of Search and Analytics Models

You can find the search and analytics models for master data and movement data for the areas of *Sales*, *Shipping*, and *Billing* in the *Modeler for Search and Analytics* application (Transaction ESH_MODELER), under the software component *SAP_APPL -> SD*.

Models for Master Data

These models are integrated into the models for movement data.

- The technical name of the master data model is derived from the technical name of the master data and the prefix **0**.
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You can see the complete list under the software component *SAP_APPL -> SD*, for example the following models:

- *Customer* - 0CUSTOMER

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Movement data models use master data models not only from *SD*, but also from other software components, for example:

- *Material* - 0MATERIAL (Materials Management, MM)
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On the activation workbench, in the content bundle for this business function, LOG_SD_ANALYTICS_01, you can also find all master data models that have been integrated from other areas.

Models for Movement Data

The technical name of the delivered **models** is derived from the technical name of the assigned DataSources, the prefix **0OPS** and the suffix **_T**<number>.

The following list contains the models defined for search and analytics, as well as the technical names of the corresponding ODPs.

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    ODP: 0OPS_11_HDR
  - *Sales Document: Item Data* - 0OPS_11_VAITM_T01
    ODP: 0OPS_11_ITM
  - *Sales Document: Conditions* - 0OPS_11_VAKON_T01
    ODP: 0OPS_11_KON
  - *Sales Document: Schedule Line* - 0OPS_11_VASCL_T01
    ODP: 0OPS_11_SCL
- Allocation
  - *Sales-Shipping: Allocation (Item)* - 0OPS_11_V_ITM_T01
    ODP: 0OPS_11_AITM
  - *Sales-Shipping: Allocation (Schedule Line)* - 0OPS_11_V_SCL_T01
    ODP: 0OPS_11_ASCL
- Shipping
  - *Outbound Delivery: Header Data* - 0OPS_12_VCHDR_T01
    ODPs: 0OPS_12_HDR
  - *Outbound Delivery: Item Data* - 0OPS_12_VCITM_T01
    ODP:0OPS_12_ITM
- Billing
  - *Billing Document: Header Data* - 0OPS_13_VDHDR_T01
    ODP: 0OPS_13_HDR

- *Billing Document: Item Data* - 0OPS_13_VDITM_T01
  ODP: 0OPS_13_ITM
- *Billing Document: Conditions* - 0OPS_13_VDKON_T01
  ODP: 0OPS_13_KON

List of TransientProviders

The following TransientProviders are defined:

- Sales
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  - *Sales Document: Item Data* - 2O0OPS_11_ITM
  - *Sales Document: Conditions* - 2O0OPS_11_KON
  - *Sales Document: Schedule Line* - 2O0OPS_11_SCL
- Allocation
  - *Sales-Shipping: Allocation (Item)* - 2O0OPS_11_V_ITM
  - *Sales-Shipping: Allocation (Schedule Line)* - 2O0OPS_11_V_SCL
- Shipping
  - *Outbound Delivery: Header Data* - 2O0OPS_12_HDR
  - *Outbound Delivery: Item Data* - 2O0OPS_12_ITM
- Billing
  - *Billing Document: Header Data* - 2O0OPS_13_HDR
  - *Billing Document: Item Data* - 2O0OPS_13_ITM
  - *Billing Document: Conditions* - 2O0OPS_13_KON

Effects on System Administration

Authorizations

The authorization checks take place based on the ABAP authorization objects in authorization class **SD** (Sales and Distribution). In the model the fields relevant to authorization are related to the corresponding ABAP authorization object. For queries, authorization checks are performed using authorization filters. These filters are assigned to authorization variables, which are related to the ODP fields relevant to authorizations.
For more information, refer to *SAP ERP 2005 Security Guide*, SAP Enhancement Package 6, under *SAP ERP Security Guide -> Sales and Distribution (SD) -> Authorizations*.

Customer-Specific Fields:

You can enhance the delivered search and analytics models by adding **enterprise-specific fields** and filling them with values as follows:

- If you have enhanced a communication structure from the Logistics Information System (LIS) (for example MCVBAP, *Sales Document: Item Data*), and the data is determined by **direct access** to the database in your ERP system, the system calls the corresponding Business Add-In (BAdI) at runtime.
- If the data is determined via the **SAP NetWeaver Business Warehouse Accelerator** (BWA), you can use customer exits from the Logistics Information System (LIS) to fill your customer-specific fields while the application is running.

For more information, refer to the documentation for the Business Add-In (BAdI) in Customizing for *Sales and Distribution*, under *Operative Reporting -> Business Add-Ins (BAdIs)*.

Effects on Customizing

Make the following settings in Customizing for *Sales and Distribution*, under *Search and Operational Reporting*.

Activate the objects that you want to use for analytics in the areas of *Sales*, *Shipping*, and *Billing*, under *Start BI Content Activation Workbench*.
You can find the content in the *Business Functions* (03) category, in the content bundle of the business function LOG_SD_ANALYTICS_01 (*Business Function Sales, Analytics 01).*

If your enterprise has installed a version of *SAP NetWeaver Search and Classification* (TREX) that supports *SAP NetWeaver Business Warehouse Accelerator* (BWA), and you want to use these search functions, perform the activities under the *SAP Enterprise Search* entry:

- For the extract structures of the *Sales-Shipping: Allocation Item Data* and *Sales-Shipping: Allocation Schedule Line* DataSources, activate the ABR delta method for the delta update.
- Prepare indexing by performing the following steps:
  - Create search object connectors for the ODP models.
  - Delete the data in the setup tables for indexing.
  - Perform setup for the data areas *Sales*, *Shipping*, and *Billing*.
- Schedule indexing.
- Test whether the search object connectors you defined determine the data correctly.

For more information, refer to the Implementation Guide (IMG) in the documentation for the individual activities, and the *Overview: Settings for Searching with SAP Enterprise Search* document.

See also

SAP Library for SAP ERP on SAP Help Portal at *http://help.sap.com/erp -> ERP Central Component -> SAP ERP Enhancement Packages -> ERP Central Component Enhancement Package 6 -> SAP ERP Central Component -> Logistics -> Sales and Distribution -> Search and Analytics -> Models for Search and Analytics*

10.13.2 LOG_SD_COMMODITY: Contract-to-Cash for Commodities (New)

Use

You can use this business function to activate the process of differential billing within Sales and Distribution (SD) billing.

The key feature of this process is that you can repeatedly bill a delivery or sales order item with its full quantity. The business background for this functionality is commodity trading. The final price and invoice for the goods delivered is typically agreed upon weeks or months after the loading process. Within this time frame a long term average of price quotations for the commodity is calculated to account for the price risk of the deal. Moreover, the quantity and quality of the goods may be redetermined. On the other hand it is common business practice to have an early provisional invoice shortly after loading based on plausible values for price, quantity and quality. Differential invoices may occur in between whenever appropriate.

Effects on Customizing

You make the Customizing settings for this function in Customizing for *Sales and Distribution*, in

Billing -> Billing Documents -> Define Billing Types and

Billing -> Billing Documents -> Maintain Copying Control For Billing Documents.