

**SAP enhancement package 6 for SAP ERP  
6.0  
Release Notes**



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**12 LE                      Logistics Execution**

**12.1 LE-SHP              Shipping**

## 12.1.1 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 unnecessarily 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*

## 12.1.2 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)  
Overall 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.

## 12.1.3 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*

## 12.1.4 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* - 0SALESEMPLOY (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: 00PS\_13\_KON

#### *List of TransientProviders*

The following TransientProviders are defined:

- Sales
  - *Sales Document: Header Data* - 2000PS\_11\_HDR
  - *Sales Document: Item Data* - 2000PS\_11\_ITM
  - *Sales Document: Conditions* - 2000PS\_11\_KON
  - *Sales Document: Schedule Line* - 2000PS\_11\_SCL
- Allocation
  - *Sales-Shipping: Allocation (Item)* - 2000PS\_11\_V\_ITM
  - *Sales-Shipping: Allocation (Schedule Line)* - 2000PS\_11\_V\_SCL
- Shipping
  - *Outbound Delivery: Header Data* - 2000PS\_12\_HDR
  - *Outbound Delivery: Item Data* - 2000PS\_12\_ITM
- Billing
  - *Billing Document: Header Data* - 2000PS\_13\_HDR
  - *Billing Document: Item Data* - 2000PS\_13\_ITM
  - *Billing Document: Conditions* - 2000PS\_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 (BAI) 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 (BAI) in Customizing for *Sales and Distribution*, under *Operative Reporting -> Business Add-Ins (BAIs)*.

### 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*