



# **Logistics Overview**

## **2nd Annual Curriculum Conference**

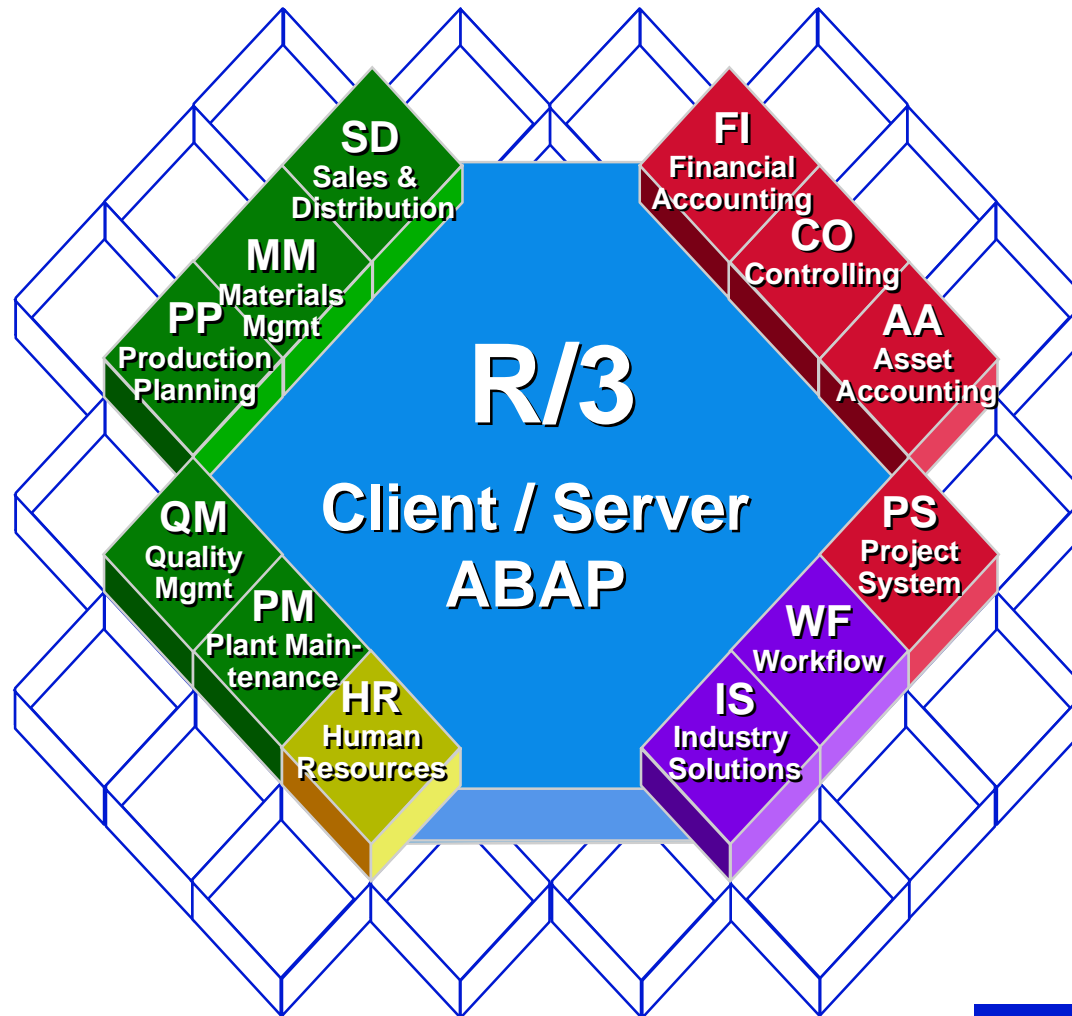
**Heather Czech**  
**(heather.czech@SAP-age.de)**  
**SAP America**

**March 17, 1999**

# Topics

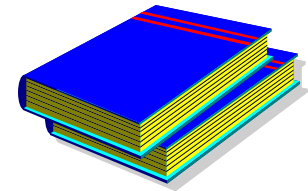
- **Logistics Applications**
- **Logistics Business Processes**
- **Reporting**

# The R/3 Integration Model

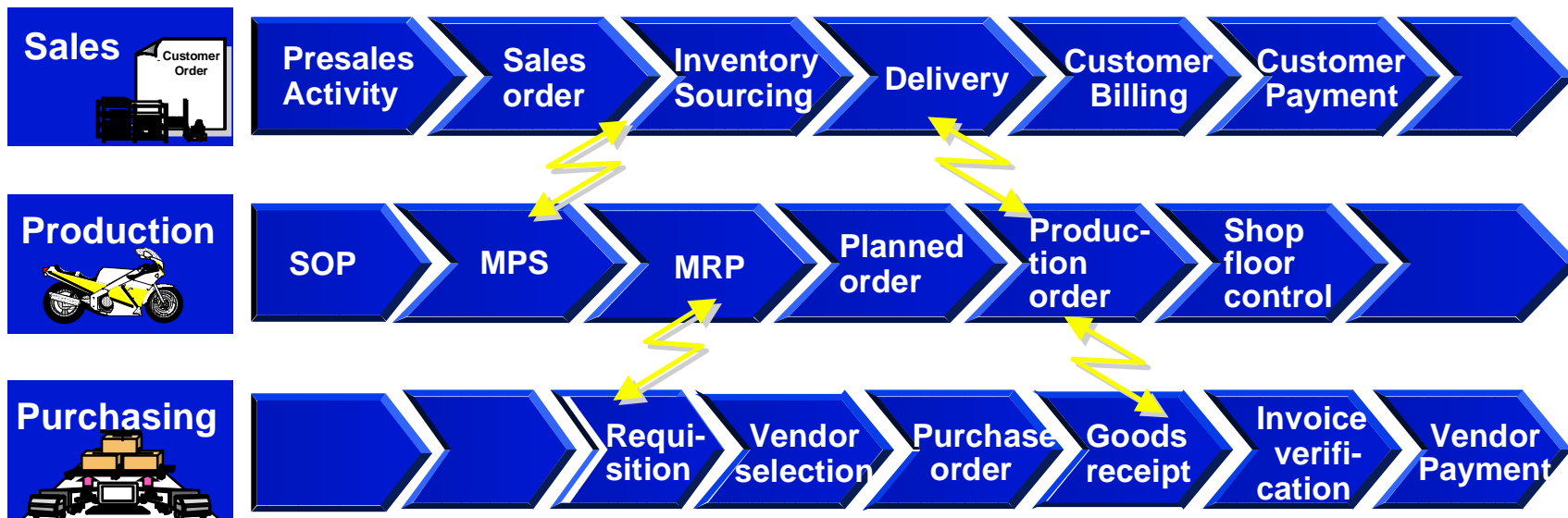


# Business Process Integration

Financial controlling



Resource controlling



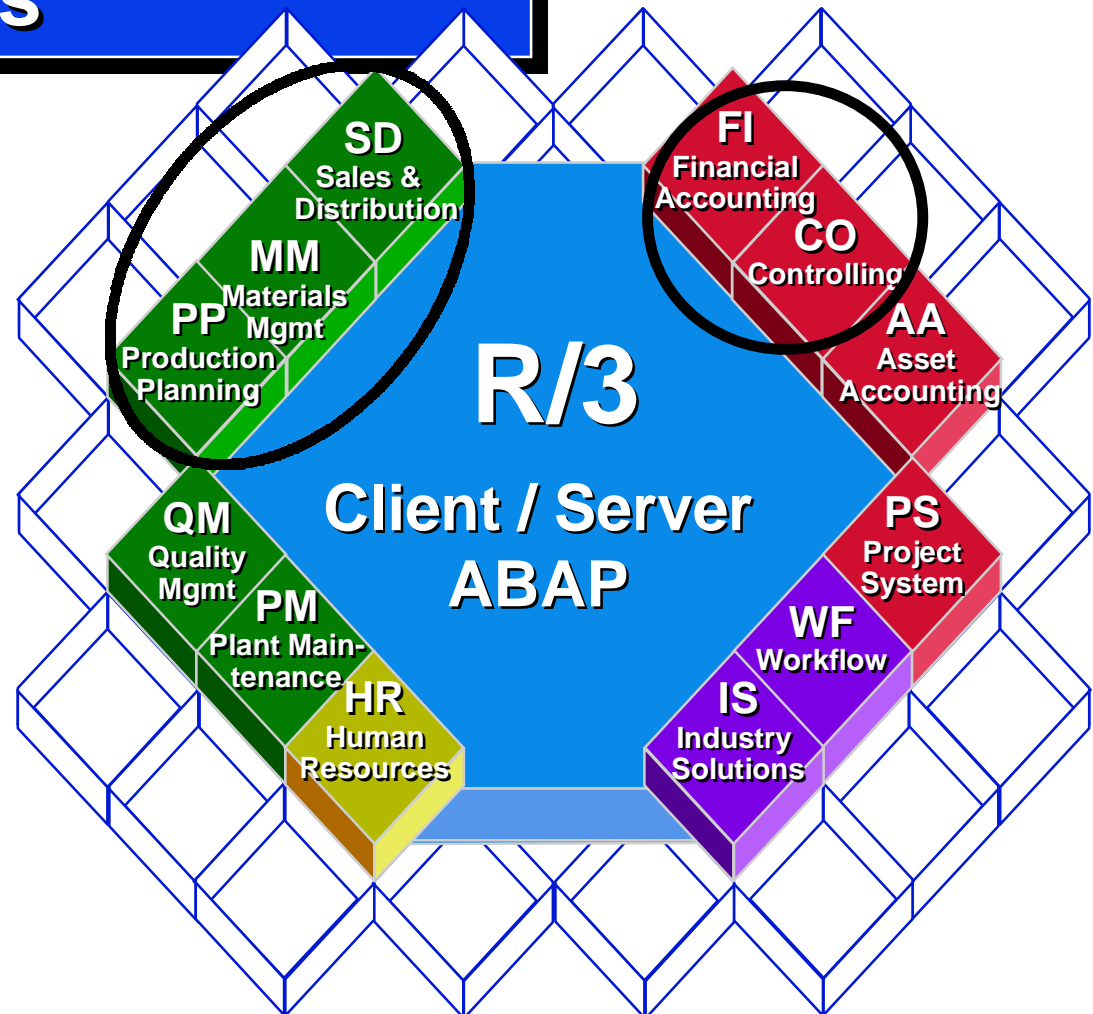
Logistics controlling

Sales, Production, Purchasing, Warehouse

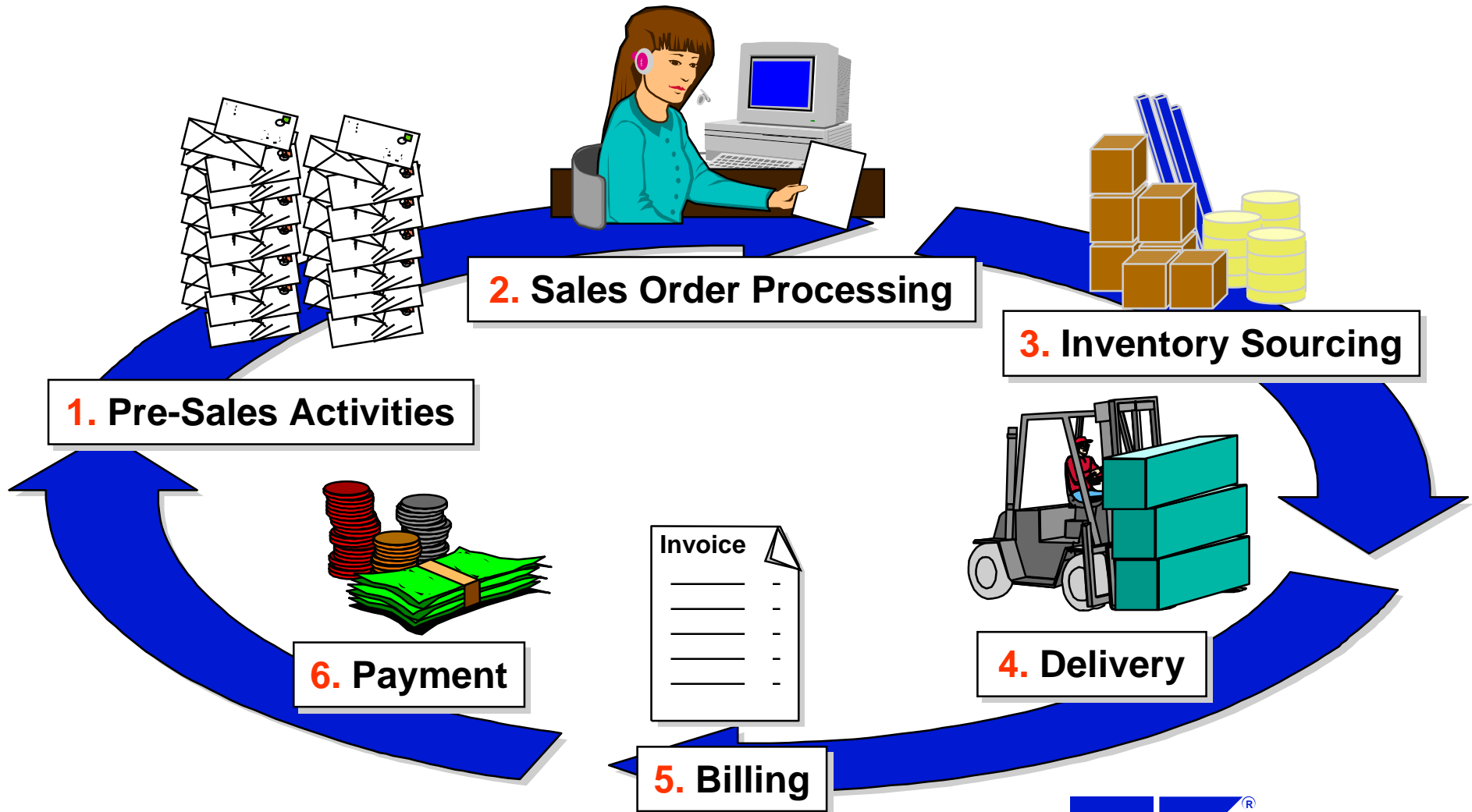
# Customer Order Management: Supporting Modules

The SAP R/3 application modules that support most of Customer Order Management are:

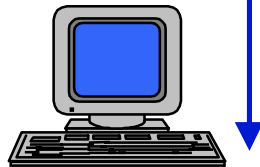
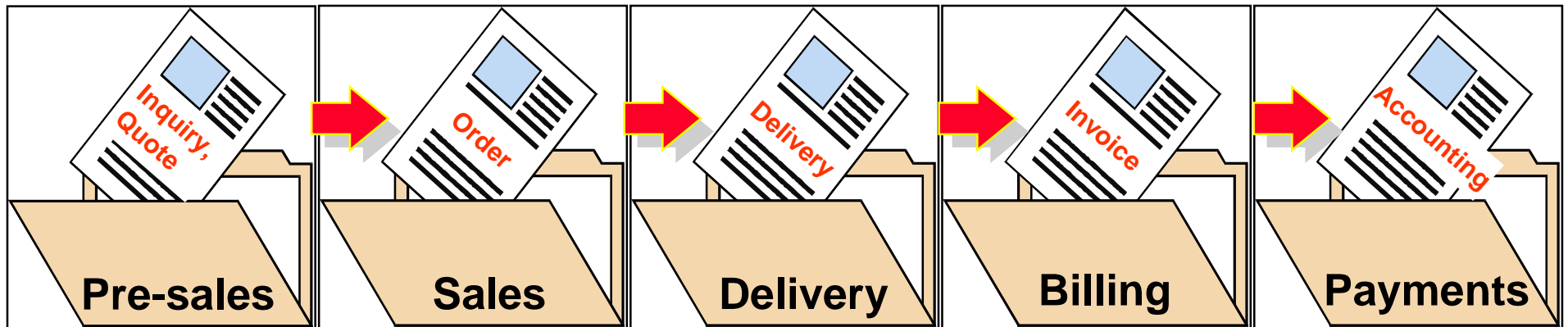
- Sales and Distribution
- Materials Management
- Production Planning
- Financial Accounting
- Controlling



# Customer Order Management Process Overview



# Customer Order Management in R/3



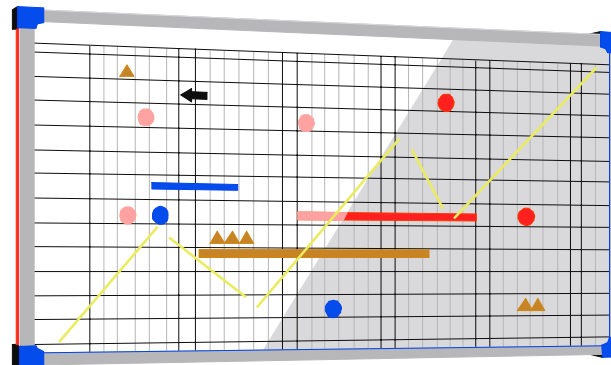
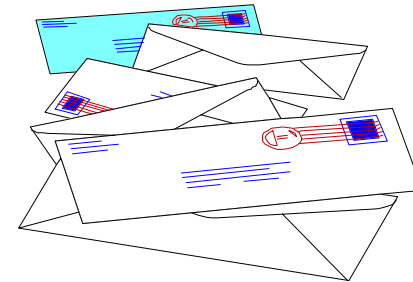
## Document flow of a sales order

**Order 900**

- . Delivery 80000459
- .. WMS transfer order 1000000062
- .. GD goods issue: delvy 49001828
- .. Invoice 90000333
- ... Accounting document 100000276

# Pre-Sales Activities

- **Pre-Sales activities may include:**
  - **Mailing list**
  - **Phone Call records kept on the system**
  - **Inquiries**
  - **Quotations**



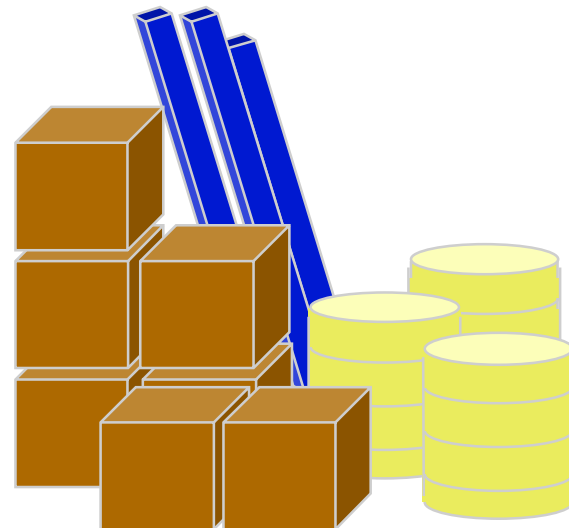
# Sales Order Processing

- **Standard orders normally contain:**
  - **Customer and item information**
  - **Delivery schedules and information**
  - **Billing data**



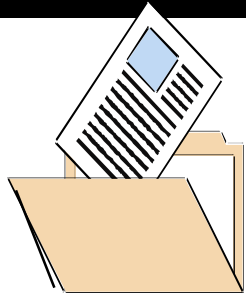
# Inventory Sourcing

- **Inventory Sourcing determines:**
  - **If the product is available (availability checking)**
  - **The date product is confirmed for delivery**
  - **How the product is supplied**



# Delivery Overview

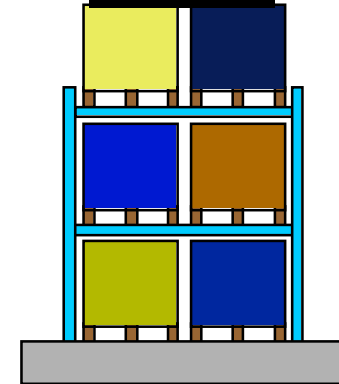
Delivery Document



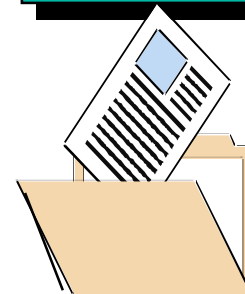
Pick with transfer order



Pack



Shipping papers



Post Goods Issue  
Update Inventory



# Billing

## Billing supports:

- Creating invoices for deliveries and services
- Creating credit and debit memos on the basis of requests
- Canceling business transactions
- Transferring posting data to financial accounting

## Invoices

Staffel Motorcycle company

One order of 16 Motorcycle for the Santa Fe store.

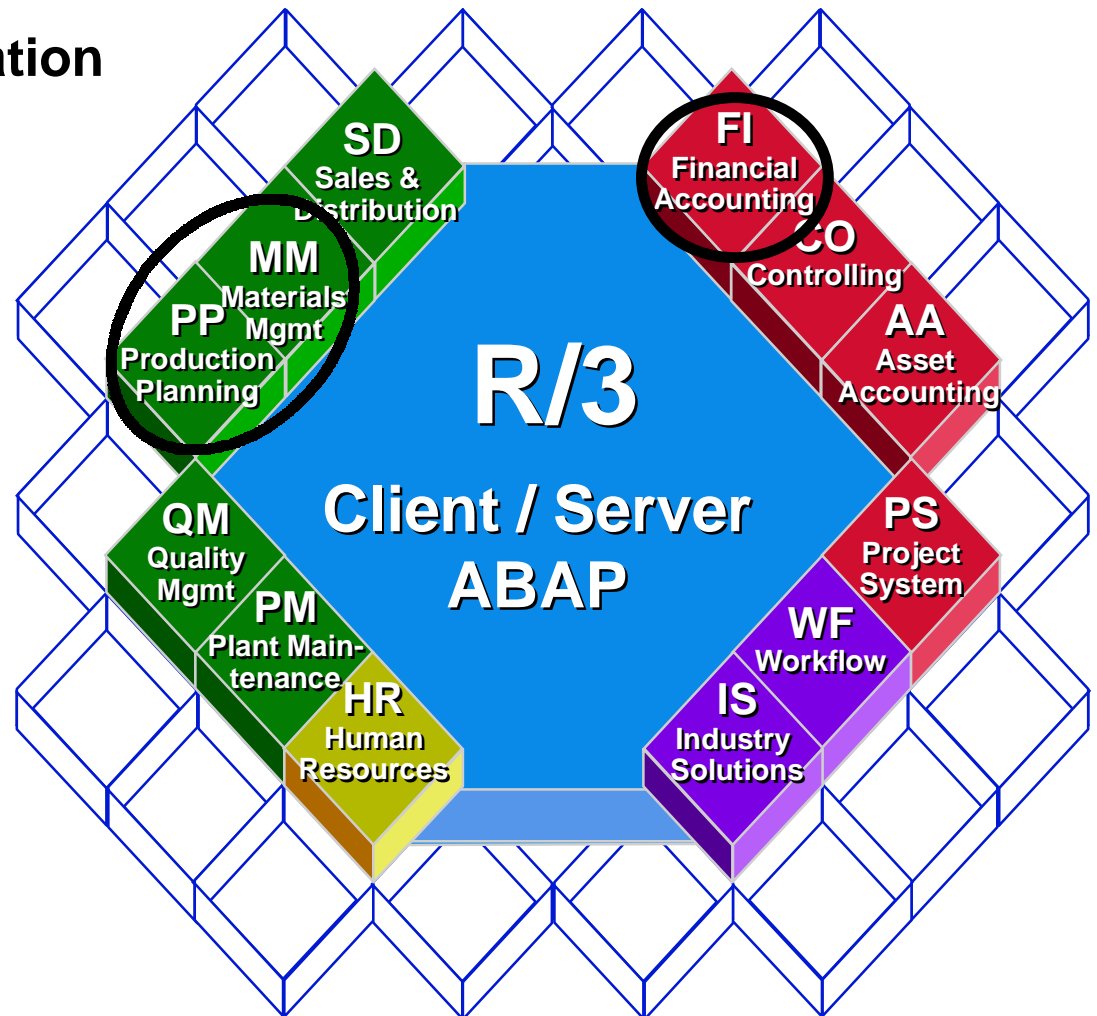
Price per bike \$15,000  
times 16 equals \$240,000  
price is equal to our  
discussion about the new  
Feldwebel Bike with 1600cc  
of Horsepower.



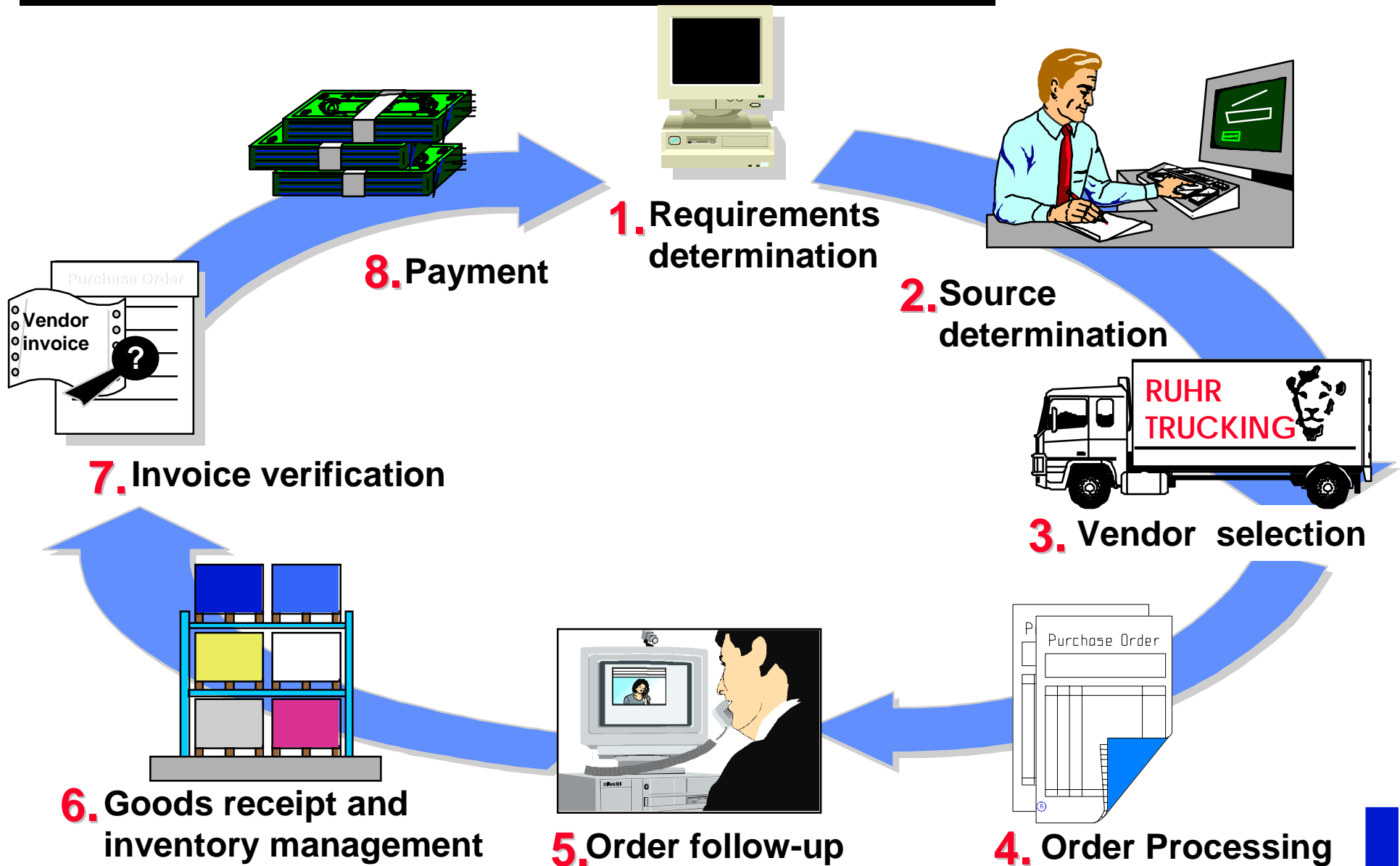
# Procurement: Supporting Modules

The primary SAP R/3 application modules that support the Procurement process are:

- Materials Management
- Production Planning
- Financial Accounting



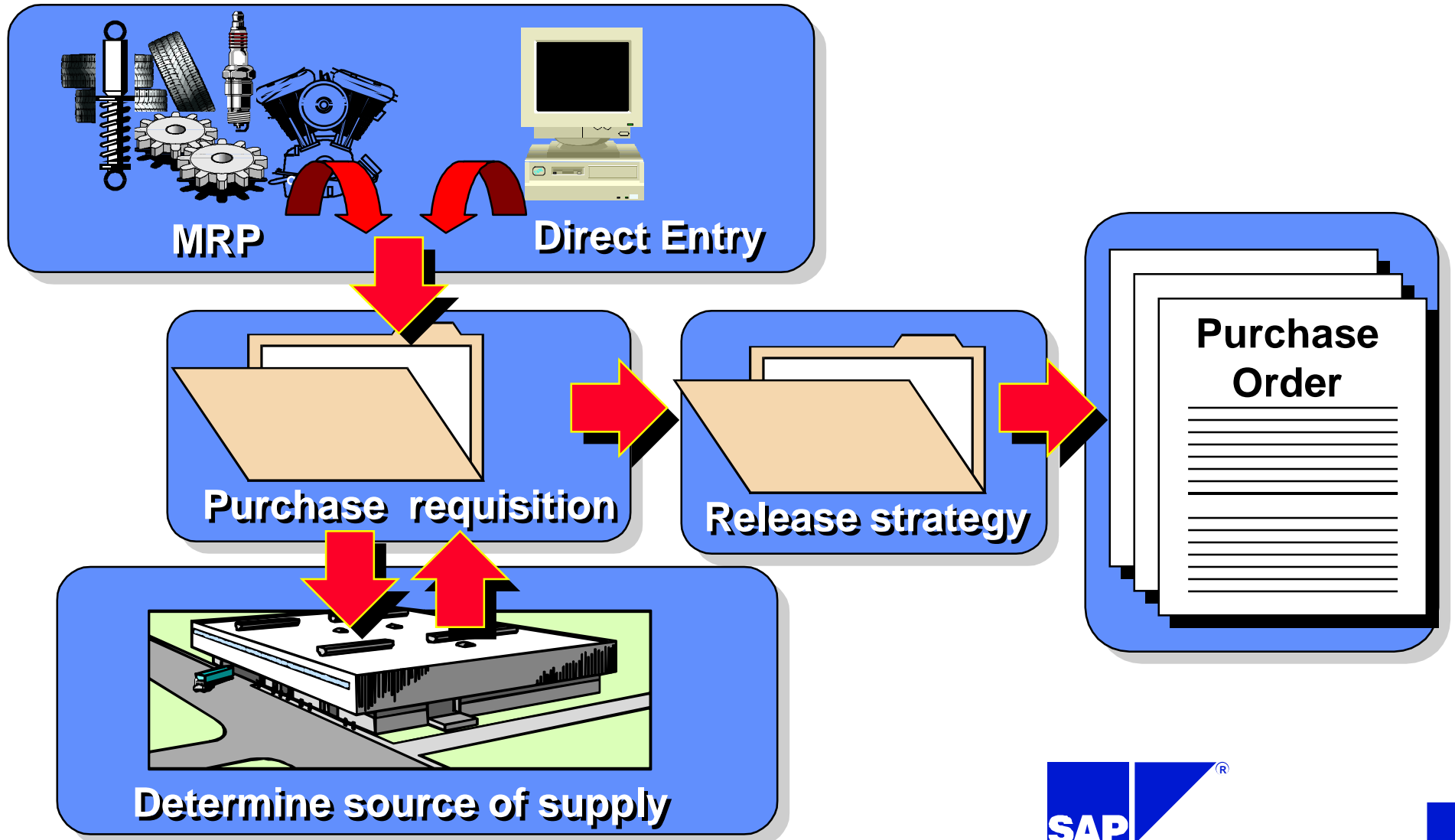
# Procurement Process Overview



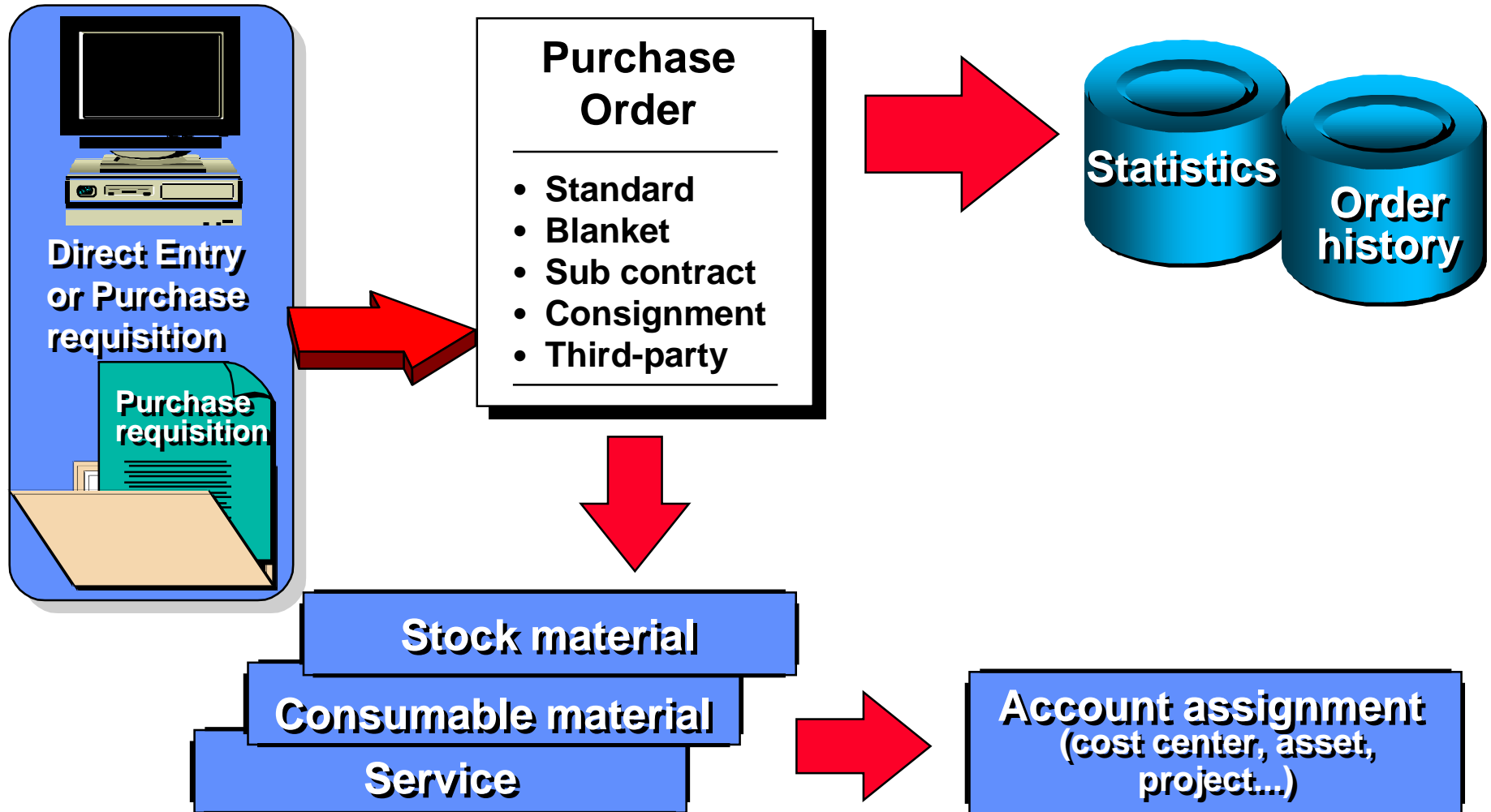
# Procurement Process in R/3



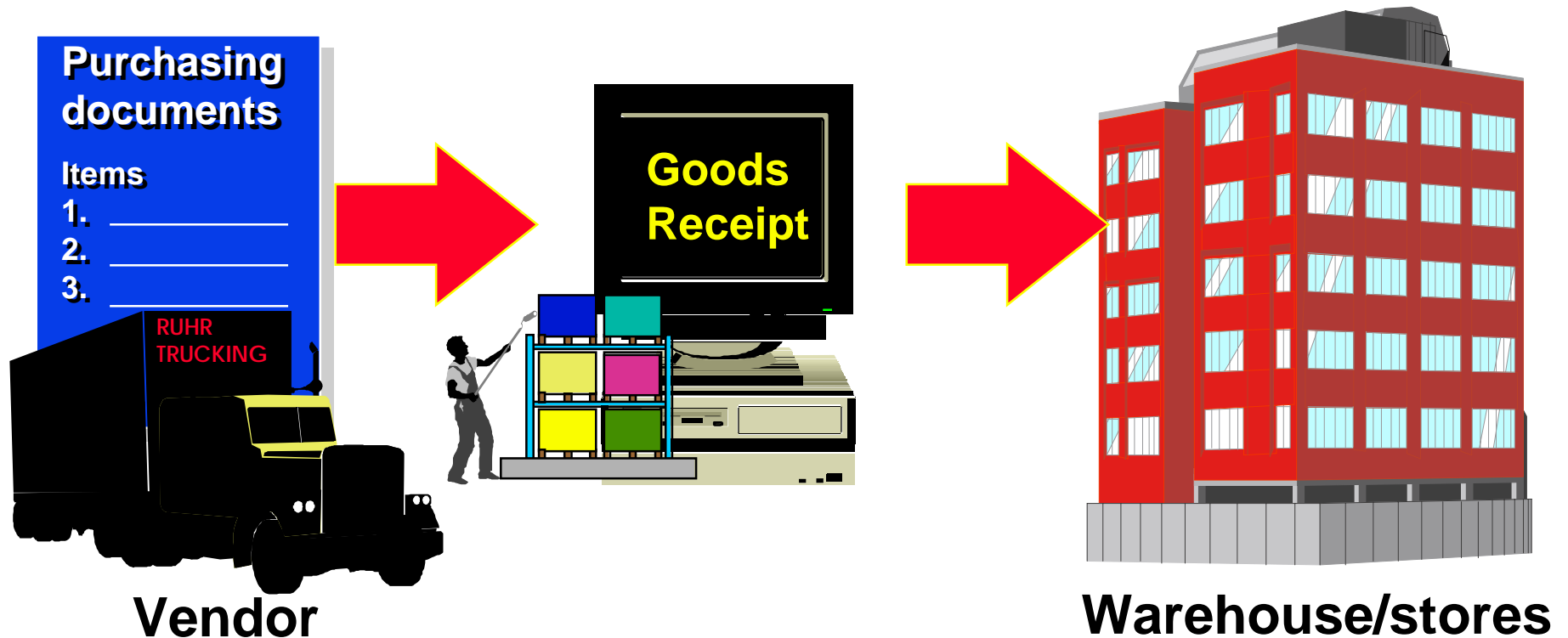
# Purchase Requisition Processing



# Purchase Order Processing

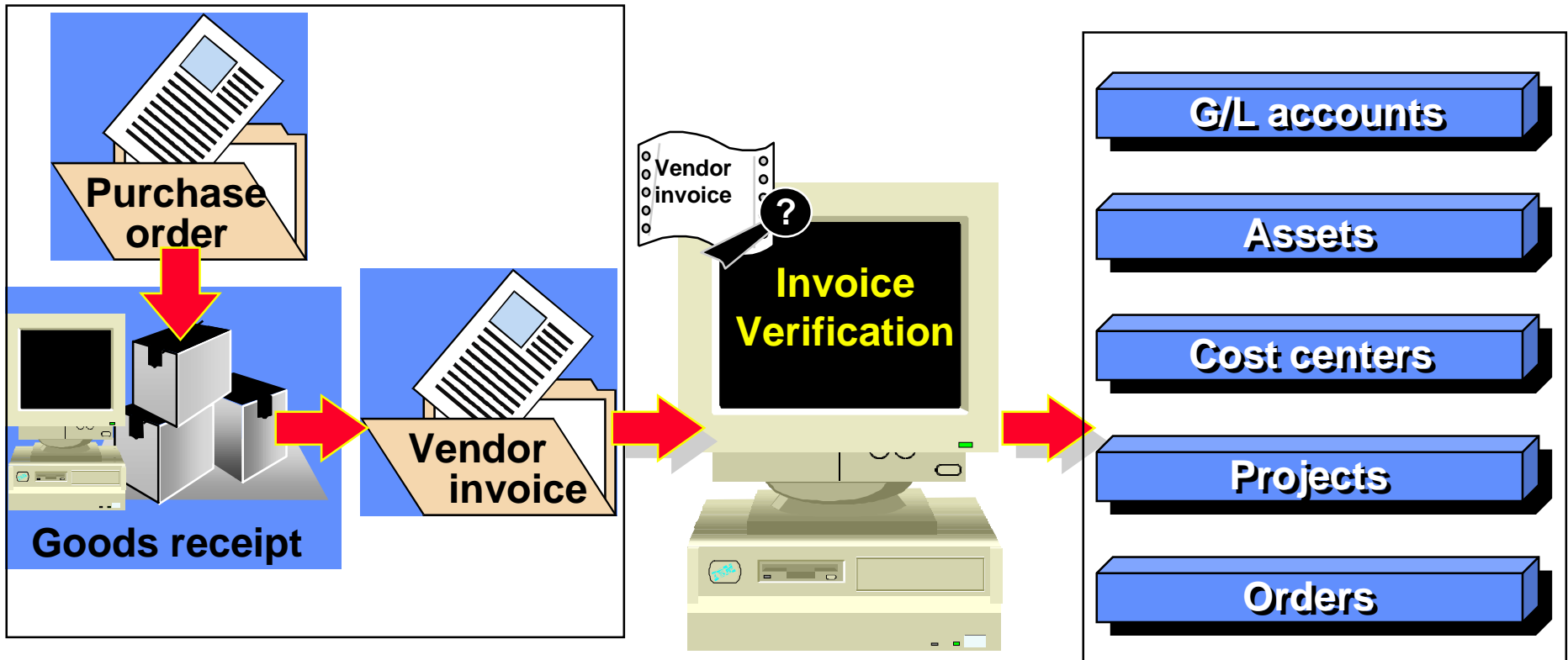


# Goods Receipt



**Entering the goods receipt increases the inventory level of a material that is procured for stock.**

# Invoice Verification

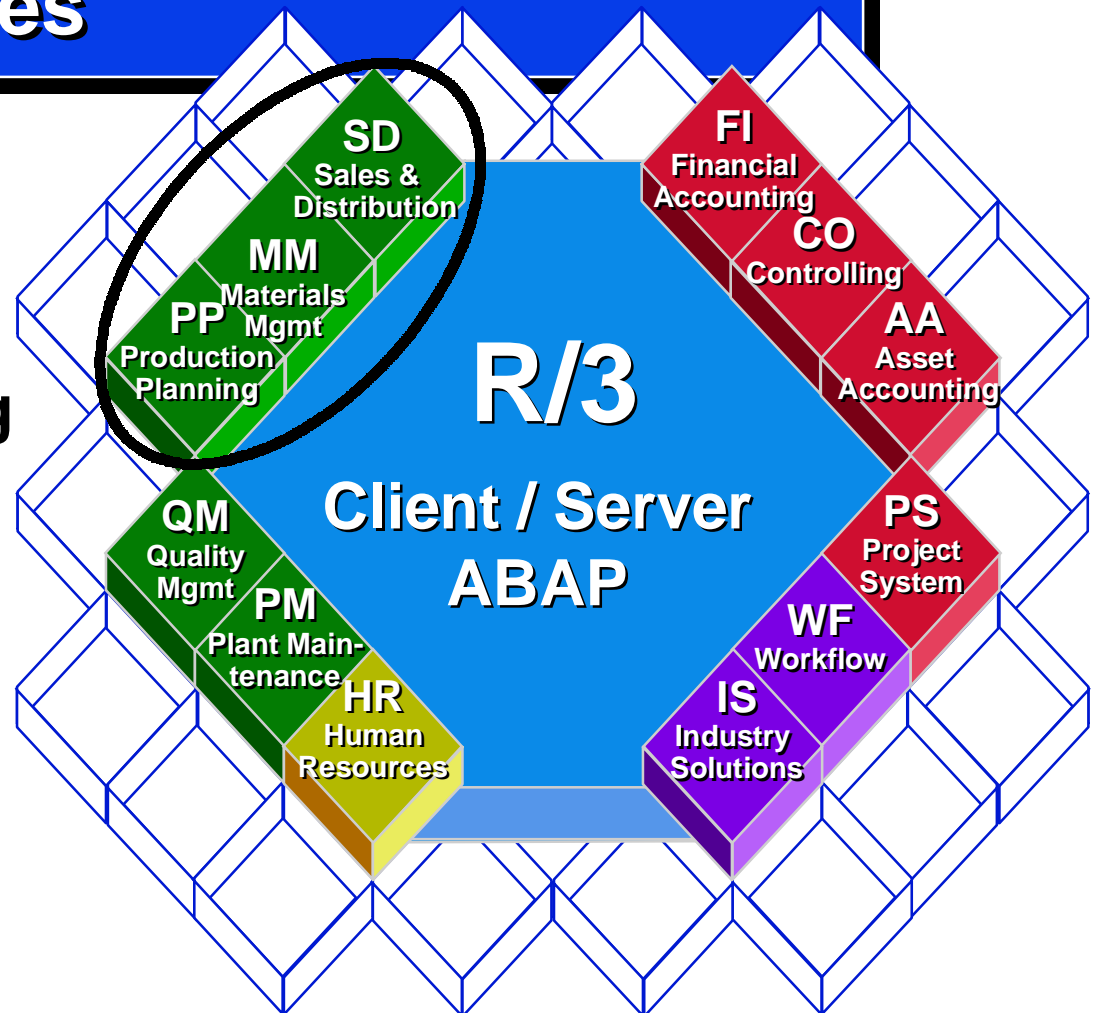


**Posting an invoice in the R/3 System updates purchasing and accounting data**

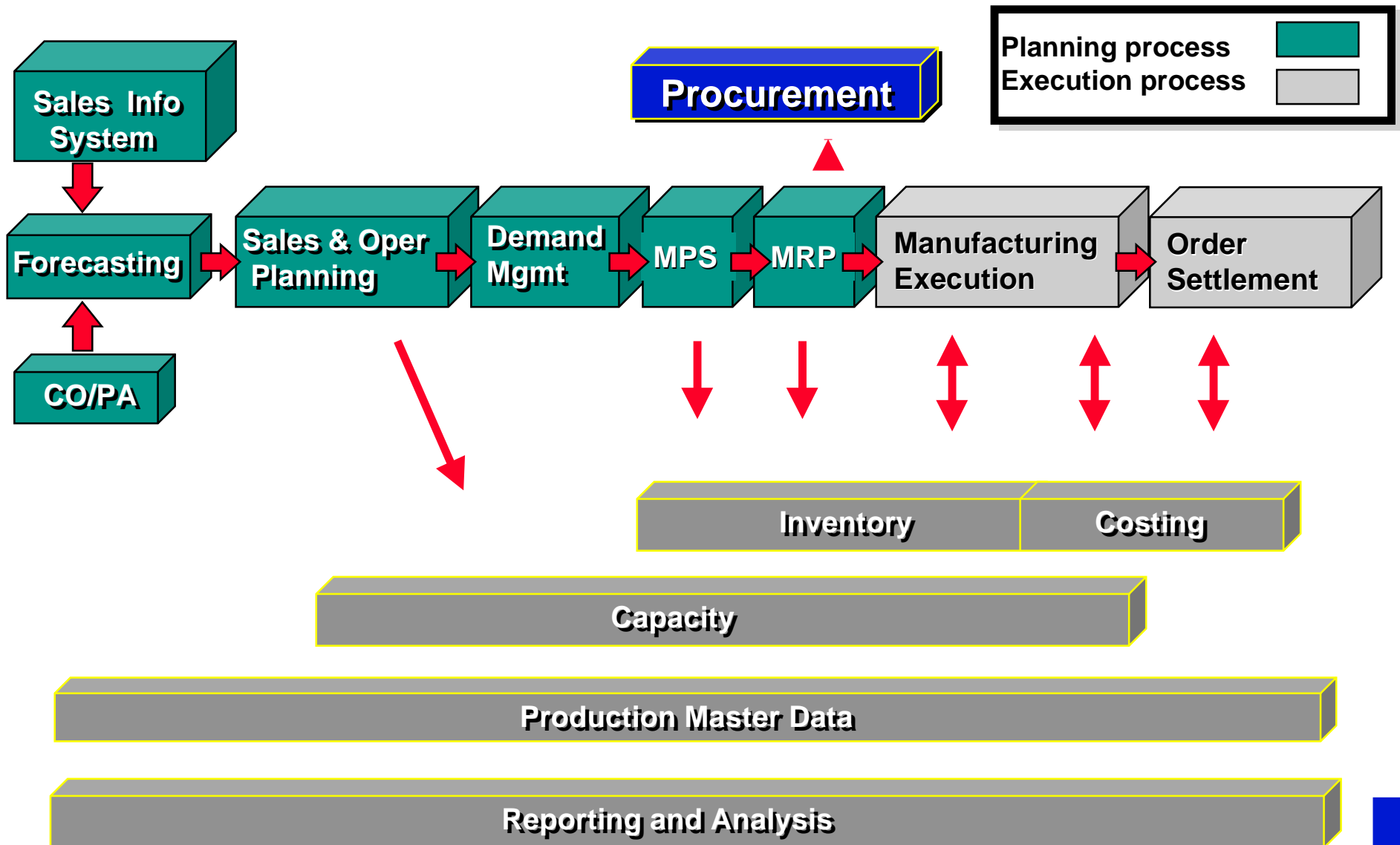
# Manufacturing Planning and Execution: Supporting Modules

The SAP R/3 application modules that support most of Manufacturing Planning and Execution are:

- Production Planning
- Materials Management
- Sales and Distribution

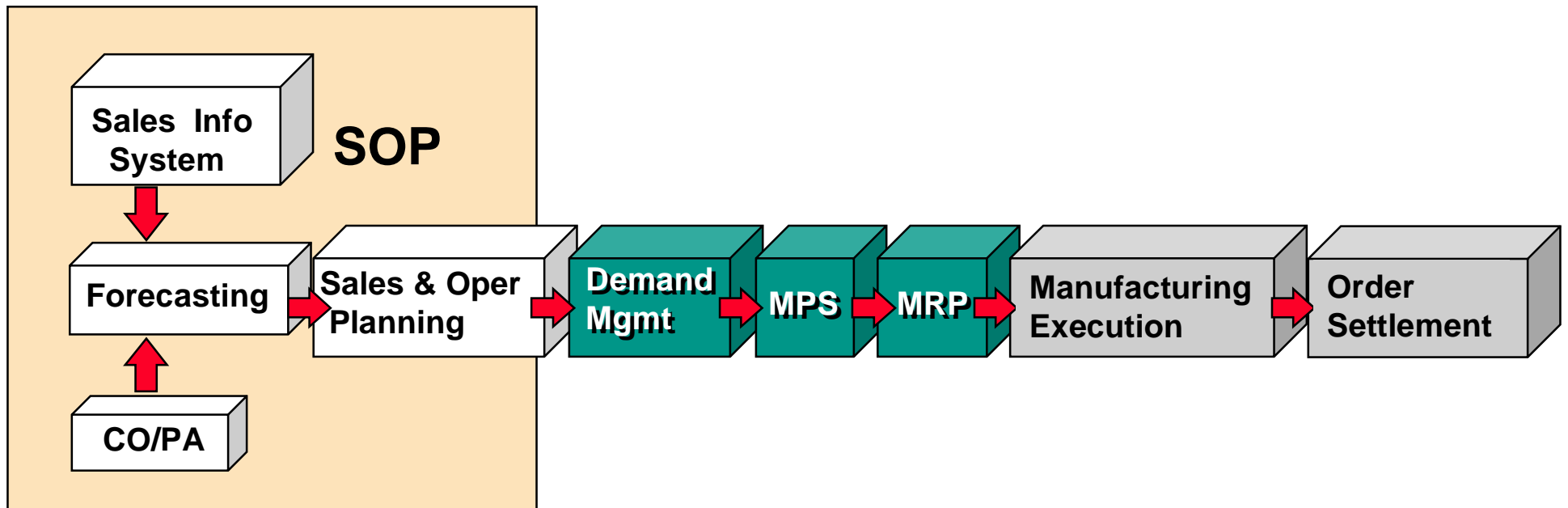


# Manufacturing Planning and Execution Process



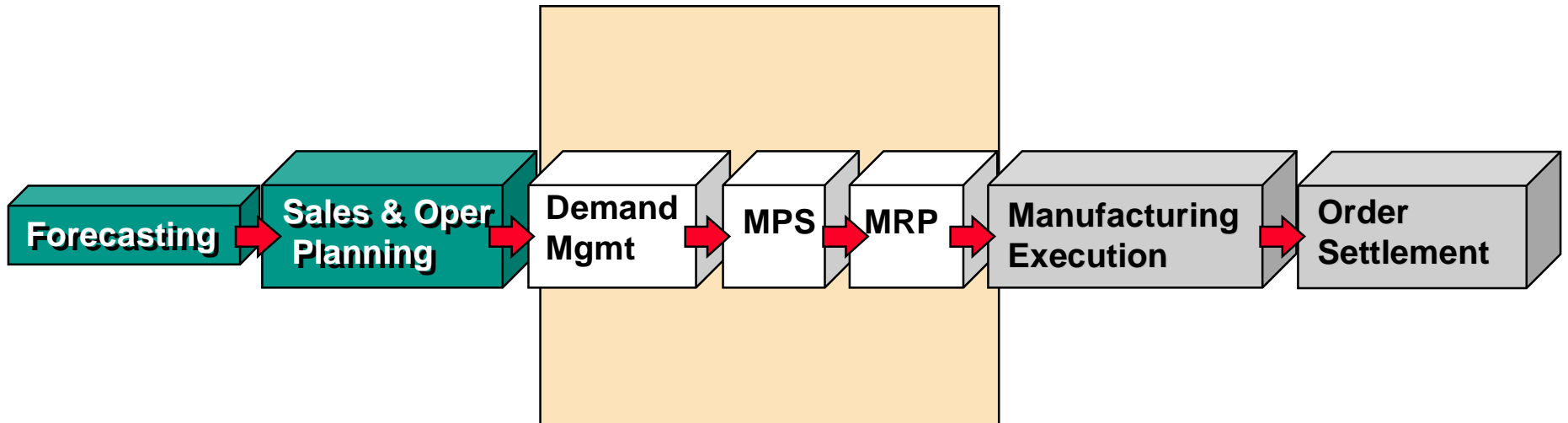
# Sales and Operations Planning (SOP)

Planning process   
Execution process 



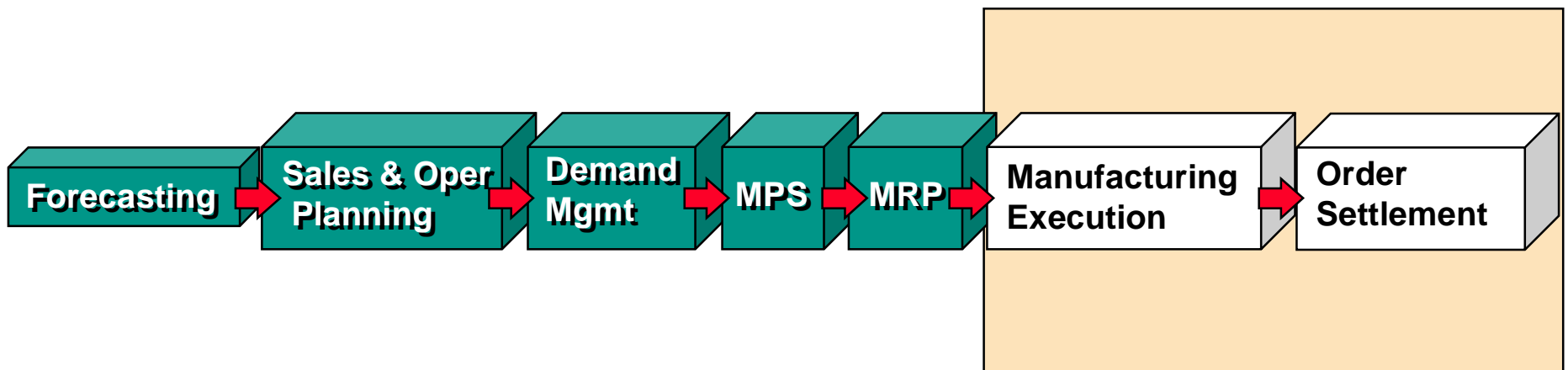
# Planning and Scheduling

Planning process  
Execution process

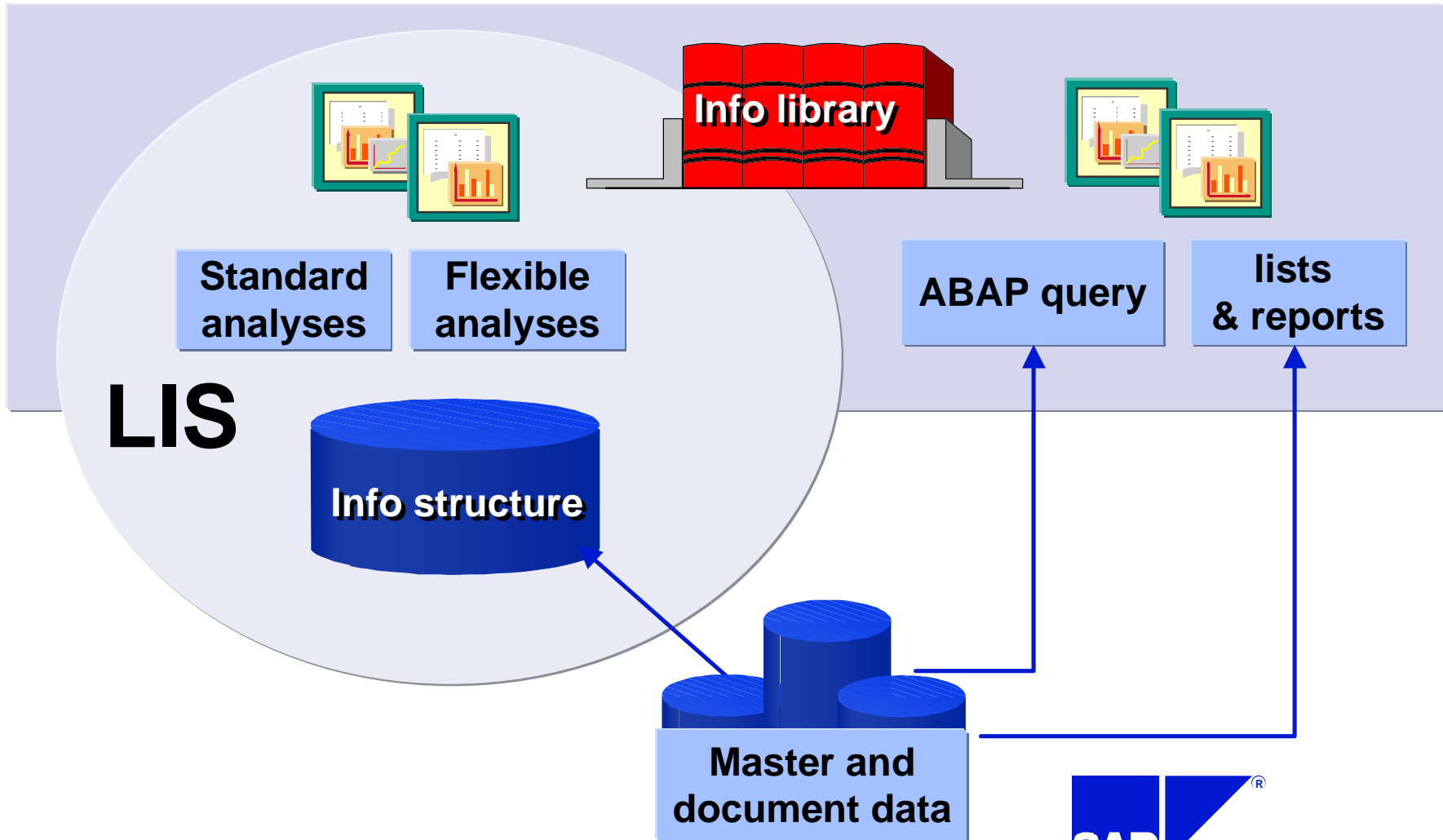


# Manufacturing Execution

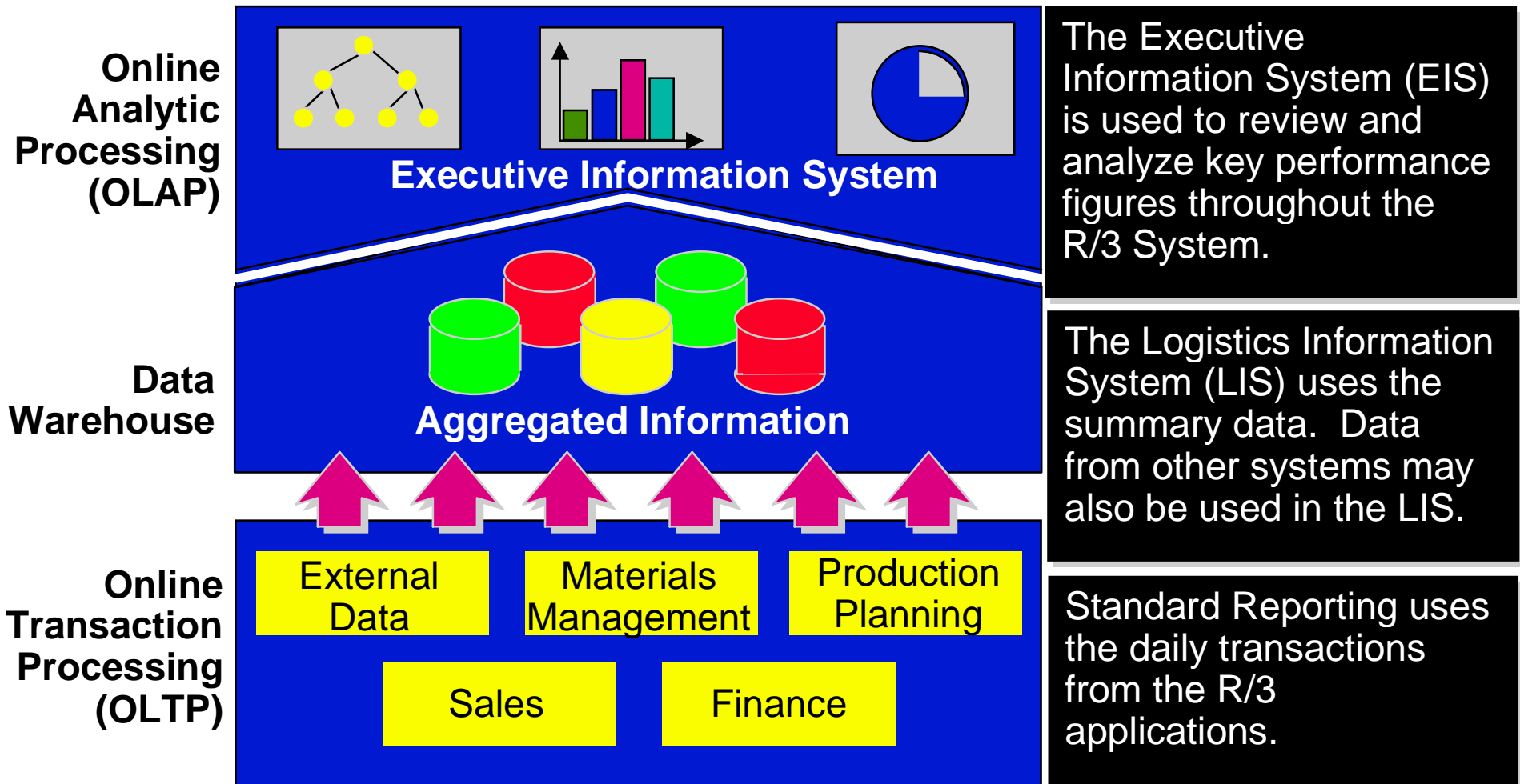
Planning process  
Execution process



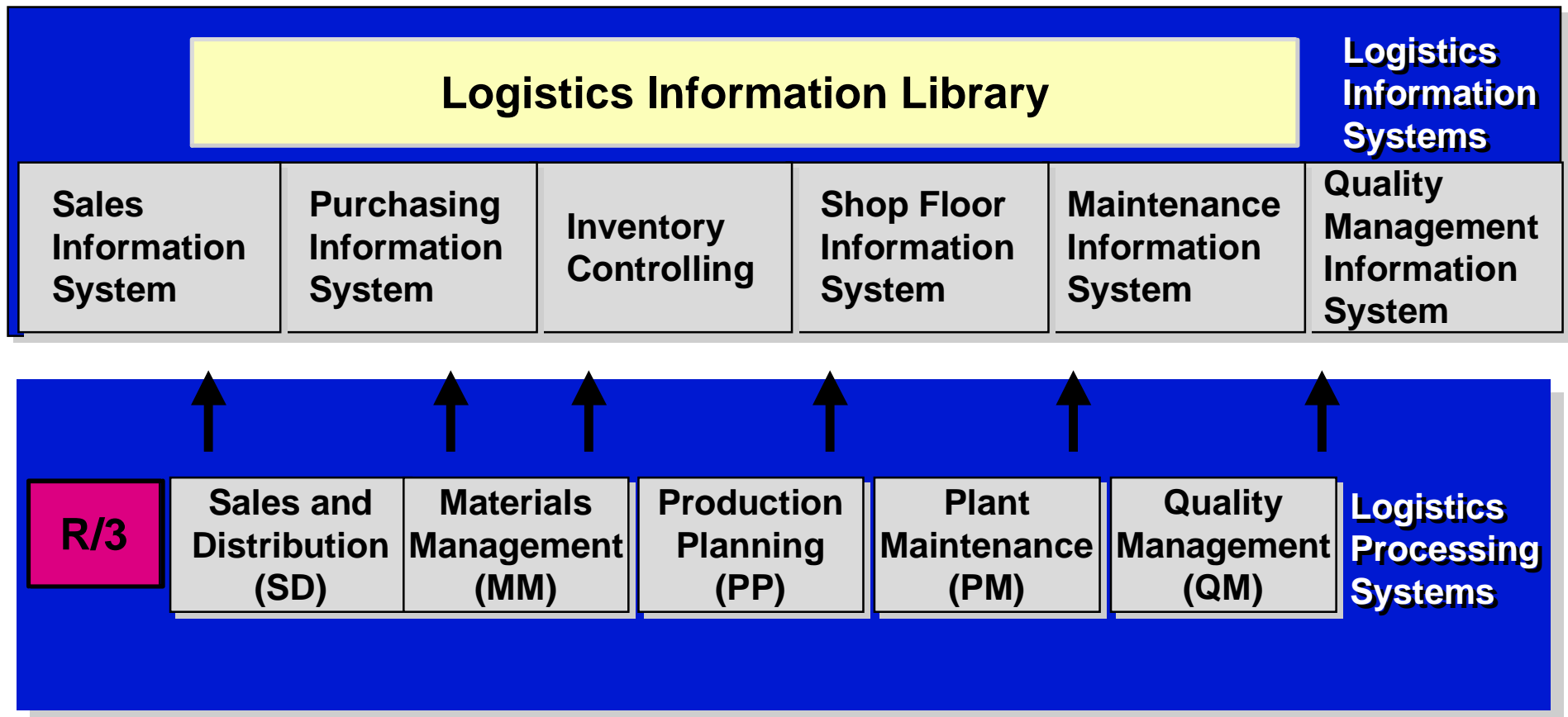
# Reporting



# Logistics Information System



# Logistics Information System (LIS)



# Summary

- **Core Logistics Applications**
  - Sales and Distribution (SD)
  - Materials Management (MM)
  - Production Planning and Control (PP)
- **Logistics Business Processes**
  - Customer Order Management
  - Procurement
  - Manufacturing Planning and Execution
- **Reporting**
  - Logistics Information System (LIS)

