Improving SAP SD Processes Featuring: TRANSACTION and MS Excel

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WUG
winshuttle user group

Background

- Education
  - Undergrad Ohio University – Accounting Major
  - eMBA The Ohio State University
- Treasury Manager / Financial Analyst
  - Entire SAP co-lead / Sole SD resource
- First SAP experience – August 2009
- First TRANSACTION experience – November 2009

What I will cover:

- Murray Energy Corporate Overview
- Implementation
- Process Flow
- Harnessing the Power of Excel
- QUERY
- Tips and Tricks
- Other Uses
- Excel Demonstration

Improving the Quality of Life for all Americans…

- Largest privately owned coal company in U.S.
  - Headquarters: Ohio, USA
  - Produces ~25 million tons of coal annually
  - >2,500 employees in six U.S. states
  - Committed to being the safest, lowest cost producer of high quality coal
- SAP Version: ECC 6.0
- SAP Modules: SD, FI/CO, MM, PP

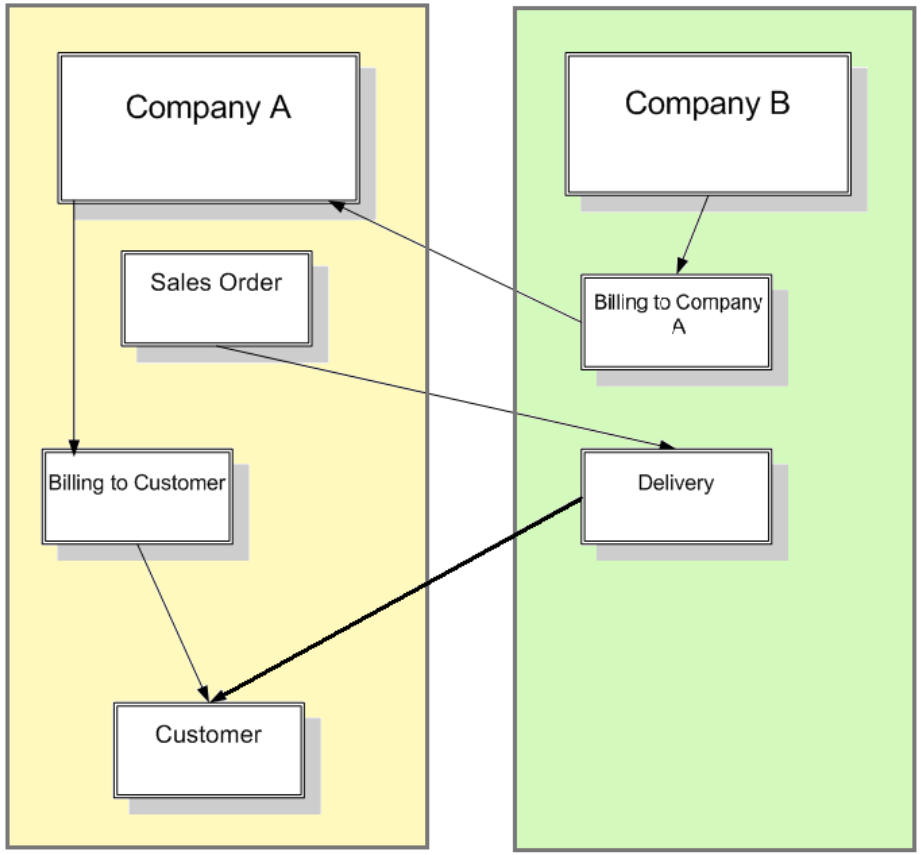
Implementation:

- 5 month SAP implementation period for go live 2010
- No ABAP code or major system changes
- SD processing time was overwhelming
  - Generating 1 invoice could take up to 4-5 hours
  - Corrections were very difficult to handle
  - Intricate processing required
    - Many Tcodes and specific order processing

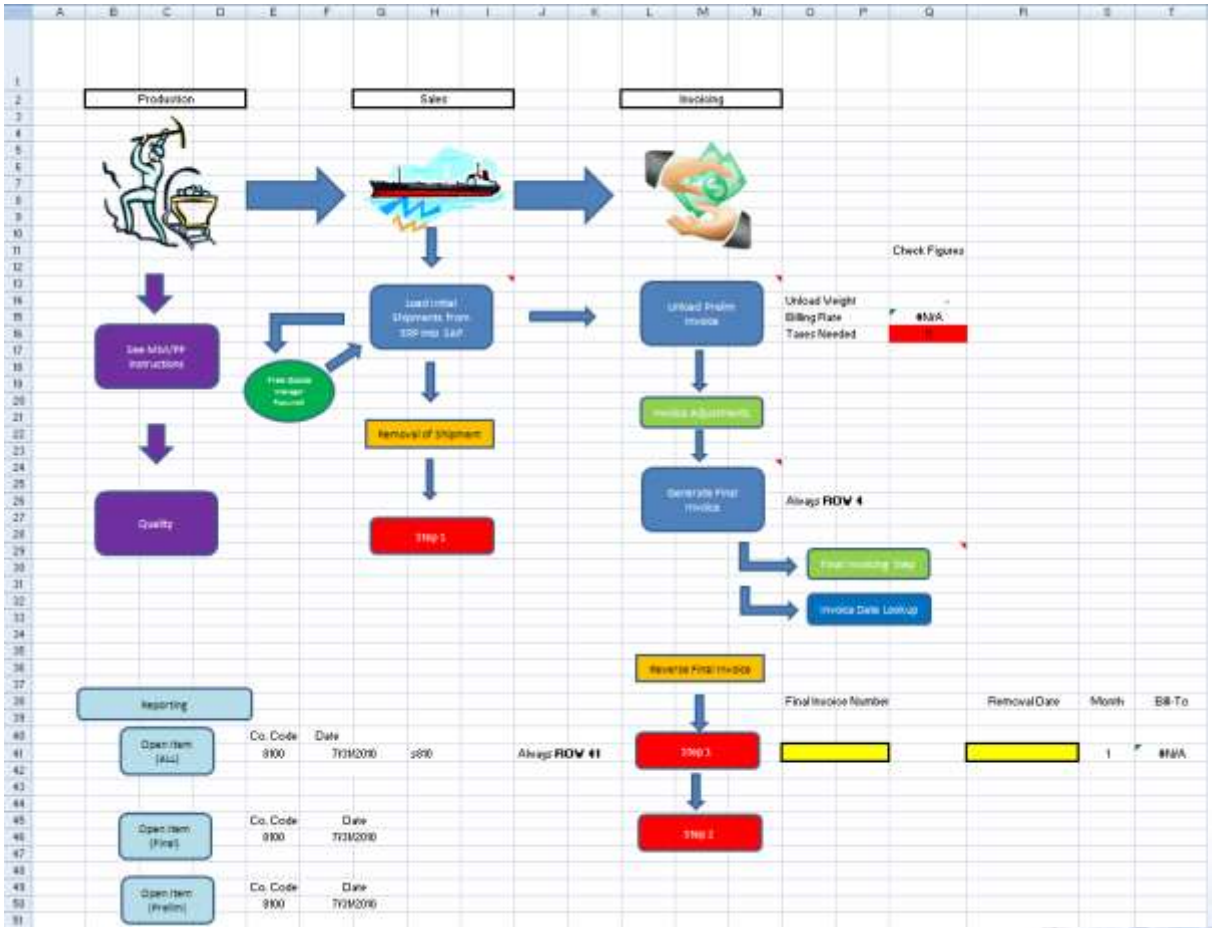
Sales Process Flow

- Preliminary Order
  - Preliminary Delivery
    - Preliminary Billing (FI impact)
      - Reverse Preliminary Billing
        - Final Order (Quantity Change)
          - Final Billing (Sent to Customer)

Sales Process Flow - Intercompany



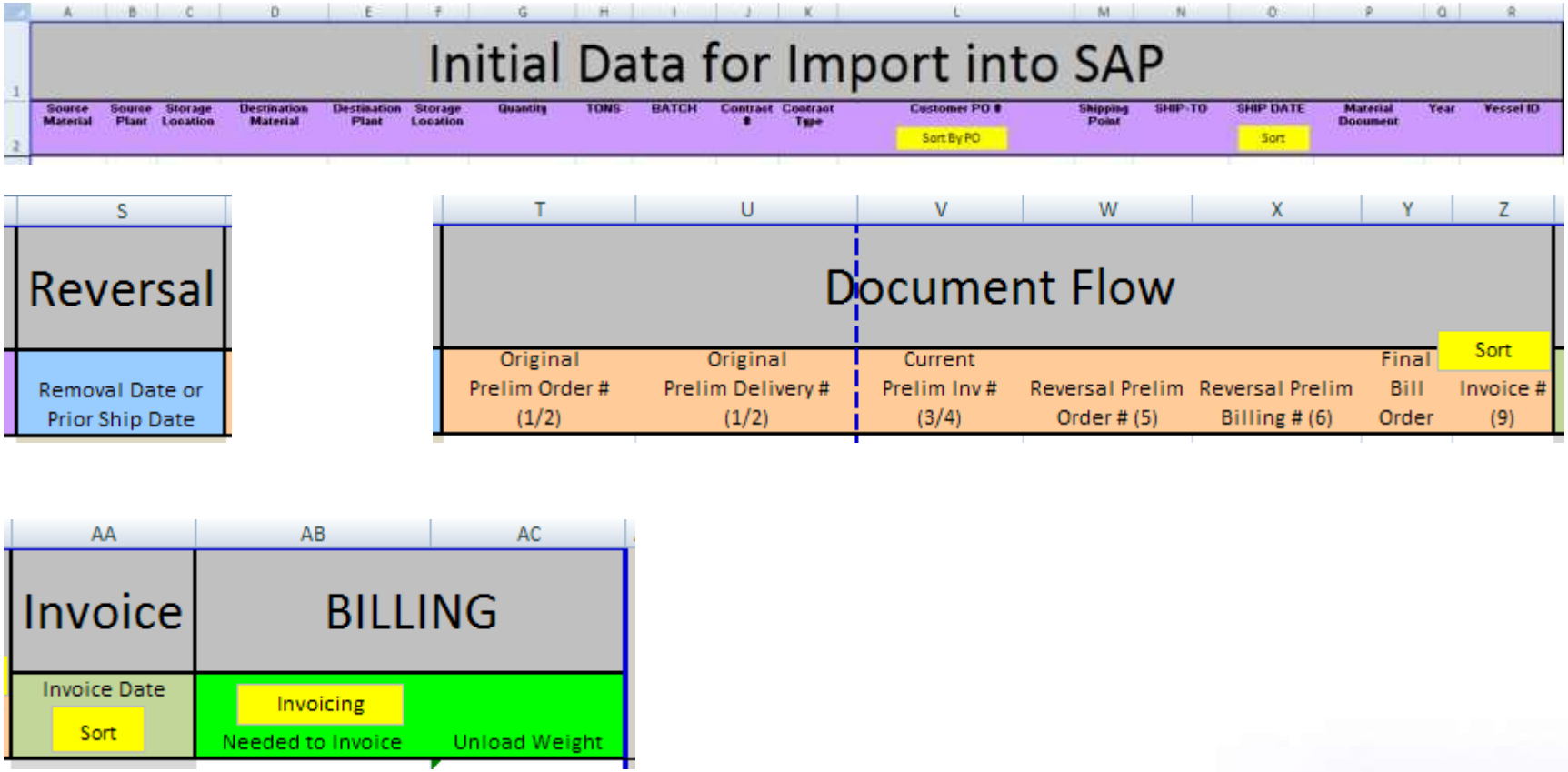
Harnessing the Power of Excel



Recordings

- Enter Shipments / Prelim Invoice (Order to Prelim Invoice)(Goods Movement)
  - 9 recordings
- Free Goods (COGS and Inventory no Revenue or AR)
  - 1 recording
- Prelim Invoice Correction (Remove Load Shipments)(Goods Movement)
  - 4 recordings
- Final Order w/Adjustments (Adjusted Figures)(Goods Movement)
  - 7 recordings
- Final Invoice (Generate Invoice to send to Customer)(Printing)
  - 7 recordings
- Final Invoice Correction (Completely removes all Shipments on Final Invoice)
  - 13 recordings
- Quality (Recorded by Batch)
  - 1 recording

Excel Entry


Initial Data for Import into SAP
Source Material
Source Plant
Storage Location
Destination Material
Destination Plant
Storage Location
Quantity
TONS
BATCH
Contract #
Contract Type
Customer PO #
Sort By PO
Shipping Point
SHIP-TO
SHIP DATE
Sort
Material Document
Year
Vessel ID
Reversal
Removal Date or Prior Ship Date
Document Flow
Original Prelim Order # (1/2)
Original Prelim Delivery # (1/2)
Current Prelim Inv # (3/4)
Reversal Prelim Order # (5)
Reversal Prelim Billing # (6)
Final Bill Order
Sort
Invoice # (9)
Invoice
Invoice Date
Sort
BILLING
Invoicing
Needed to Invoice
Unload Weight

Excel Entry

	A	B	C	D	E	F
1			Quality & Misc. Adjustments			
2						
7						
8			ASH			
9						
10			Billing - 611000 (sales)			
11						
12			BTU			
13						
14			Demurrage			
15						
16			Freeze-Proofing			
17						
18			Misc - 614000 (quality)			
19						
20			Moisture			
21						
22			SO2			
23						
24			Sulfer			
25						
26			TOTAL	$ -		
27						
28						

Verification Process

	A	B	C	D	E	F	G	H	I	J	K
1	8/31/2010					September 2010					
2					PRELIM $					FINAL $	
3											
4											
5			Prior Month Balance		$ 94,990.91			Prior Month Balance		$ 11,628,335.95	
6											
7			ADD:					ADD:			
8			Shipments		$ -			Invoiced		$ -	
9	Price Variance										
10			LESS:					LESS:			
11	None		Invoiced		$ -			Receipts		$ 2,461,956.00	
12	0.00		Variance		$ -						
13								Misc. Inv.		$ (322,767.97)	
14			Month-To-Date		$ 94,990.91						
15								Month-To-Date		$ 8,843,611.98	
16			Adjustments		$ -						
17								Adjustments		$ -	
18			Month-To-Date		$ 94,990.91						
19	TOTAL							Month-To-Date		$ 8,843,611.98	
20	$ 8,938,602.89	FBL5N (AR Only)									
21											
22											
23						September 2010					
24											
25			Beginning Inventory		13,313.00						
26											
27			Shipped Month		-			TONS			
28			Load/Unload Variance		-			-		MB51 (Processed Coal)	
29											
30			Invoiced Month		-						
31											
32			Ending Inventory		-						
33											
91			Production		(13,313.00)	estimate					

QUERY

- Worth every penny
  - Shows you the SAP linkage between tables
  - Which other tables contain the same fields
  - How many records exist in each table
- Wrote our own in-house SD reports
  - Cancelled our BW implementation
  - 1 IS and 1 TRANSACTION employee required

Tips and Tricks

- Use the power of Microsoft Excel
  - Basic formulas are all that are needed
- The “standard” Tcodes don’t always work
  - I use several Tcodes that were not presented to us during the implementation
  - Google (use it)
- Use Winshuttle support
  - They can save you a lot of time

Tips and Tricks

- Utilize ALL of the Success or Error messages
  - Parse out the needed data for use in future recordings
- If you don't have it : Get It
  - Use TRANSACTION to get data out of SAP that you were not able to get from the success messages
- Recreate the document flow in Excel
  - Some non-standard Tcodes use document numbers rather than just execute buttons

Other Uses

- Clear checks from the Bank
  - Use bank file to clear checks in SAP

- Process/Change invoices for automating check run
  - Utilize payment supplement method

Excel Demo

- One file contains all of the data needed to run MEC entire SD process
- Ship, Invoice, Correct, Verify
- Hyperlink to TRANSACTION files – requires no actual SAP knowledge to run processes

Q & A

Thank You