

Dealing with the intricacies of SAP Customer Master Data and Credit Management

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WINSHUTTLE
USER
GROUP CONFERENCE

Agenda

- Introduction
- Winshuttle and Siemens
- Customer Master Migrations
- Credit Master Migrations
- Credit Refresh Process
- Excel Logic Rules
- Linking Scripts
- Future Plans and Ideas



So who is Siemens?

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- Siemens AG: Operating in more than 200 countries with 343,000 employees
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Winshuttle and Siemens

Business pain point: Data Migrations to SAP from Legacy systems or through Acquisitions. Customer Master and Credit Master.

Why Winshuttle?

- Free up IT resources
- Better control of data quality
- Reduce delays

Using Transaction since 2008

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Customer Master Migrations

- Receiving the data to be migrated from originating system

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
ACCOUNT GROUP	COMPANY CODE	SALES ORG	DIST CHANNEL	DIVISION	NAME 1	NAME 2	NAME 3	SORTFIELD	STREET	STREET 4	CITY	REGION	ZIP	COUNTRY
Sold-To					ABC Test Company Inc		DBA ABC Products		123 Fake Street	Suite 500	Anyplace	NY	12345	US
Sold-To					AnyPlace Corporation				456 Anyplace Lane		Anywhere	GA	30001	US
Sold-To					One True Limited Liability Corporation				789 True Road	Building 2	Sunny	FL	35421	US
Sold-To					City of Townsville				100 City Blvd		Townsville	IL	60020	US
Sold-To					The Iron Wolf Incorporated				254 Duncan Avenue		Gurnee	IL	60031	US

- Updating the data to fit our SAP guidelines

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
ACCOUNT GROUP	COMPANY CODE	SALES ORG	DIST CHANNEL	DIVISION	NAME 1	NAME 2	NAME 3	SORTFIELD	STREET	STREET 4	CITY	REGION	ZIP	COUNTRY
DEFA	1234	B100		11 00	ABC TEST COMPANY INC		DBA ABC PRODUCTS	ABCTESTCOMPANYINC	123 FAKE STREET	STE 500	ANYPLACE	NY	12345	US
DEFA	1234	B100		11 00	ANYPLACE CORP			ANYPLACECORP	456 ANYPLACE LANE		ANYWHERE	GA	30001	US
DEFA	1234	B100		11 00	ONE TRUE LLC			ONETRUELLC	789 TRUE ROAD	BLDG 2	SUNNY	FL	35421	US
DEFA	1234	B100		11 00	CITY OF TOWNSVILLE			CITYOFTOWNSVILLE	100 CITY BLVD		TOWNSVILLE	IL	60020	US
DEFA	1234	B100		11 00	THE IRON WOLF INC			THEIRONWOLFINC	254 DUNCAN AVENUE		GURNEE	IL	60031	US

- Work with existing scripts, updating if new fields are needed



Customer Master Migrations

- Load the data within the test system using Winshuttle Transaction part of User Acceptance Testing

A	F	G	H	I	J	K	L	M	N	O	CC
ACCOUNT GROUP	NAME_1	NAME_2	NAME_3	SORTFIELD	STREET	STREET_4	CITY	REGION	ZIP	COUNTRY	Log Winshuttle TRANSACTION 10.7
DEFA	ABC TEST COMPANY INC		DBA ABC PRODUCTS	ABCTESTCOMPANYINC	123 FAKE STREET	STE 500	ANYPLACE	NY	12345	US	Customer 0030000001 has been created for company code 1234 sales area B100 11 00
DEFA	ANYPLACE CORP			ANYPLACECORP	456 ANYPLACE LANE		ANYWHERE	GA	30001	US	Customer 0030000002 has been created for company code 1234 sales area B100 11 00
DEFA	ONE TRUE LLC			ONETRUELLC	789 TRUE ROAD	BLDG 2	SUNNY	FL	35421	US	Customer 0030000003 has been created for company code 1234 sales area B100 11 00
DEFA	CITY OF TOWNSVILLE			CITYOFTOWNSVILLE	100 CITY BLVD		TOWNSVILLE	IL	60020	US	Customer 0030000004 has been created for company code 1234 sales area B100 11 00
DEFA	THE IRON WOLF INC			THEIRONWOLFINC	254 DUNCAN AVENUE		GURNEE	IL	60031	US	Customer 0030000005 has been created for company code 1234 sales area B100 11 00

- Once everything is ready to go, pass the script and file to our Shared Services Organization to load into production system using Winshuttle Runner.

Credit Master Migration

- Review data from business to set Credit lines
- Use Winshuttle to update Credit Master (Tcode FD32)

Customer Account Number RF02L-KUNNR	Credit Control Area RF02L-KKBER	Customer's credit limit KNKK-KLIMK	Credit management: Risk category KNKK-CTLPC	Last internal review KNKK-DTREV	Next internal review KNKK-NXTRV	Credit Information Number KNKK-KRAUS	Log Column
30000001	1234	500,000.00	004	2/19/2016	9/30/2016	123456789	
30000002	1234	50,000.00	002	2/19/2016	2/28/2017	012345678	
30000003	1234	125,000.00	001	2/19/2016	9/30/2016	987654321	
30000004	1234	2,500.00	005	2/19/2016	2/28/2017	876543210	
30000005	1234	250,000.00	003	2/19/2016	12/31/2016	867530900	

Credit Refresh Process

- Credit Refresh Process
 - Ensure Credit Lines stay fresh and the Next Internal Review dates do not expire.
 - Data pull from SAP (TCode FDK43)

CCAr	Customer	Name 1	Risk cat.	Total receivables	Blocked	Credit limit	Credit exposure	Nxt review	Cred. acct
1234	30000001	ABC TEST COMPANY INC	004	195,000.00		500,000.00	225,000.00	9/30/2016	30000001
1234	30000002	ANYPLACE CORP	002	1,500.00		50,000.00	27,500.00	2/28/2016	30000002
1234	30000003	ONE TRUE LLC	001	40,000.00		125,000.00	40,000.00	9/30/2016	30000003
1234	30000004	CITY OF TOWNSVILLE	005	50.00		2,500.00	150.00	2/28/2016	30000004
1234	30000005	THE IRON WOLF INC	003	10,000.00		250,000.00	75,000.00	12/31/2016	30000005

Credit Refresh Process

- Implementing logic rules through Excel

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q
CCAr	Customer	Name 1	Risk cat.	Total receivables	Blocked	Credit limit	Credit exposure	Nxt review	Cred. acct	Customer Blocks	Account Grp	CCS	Paydex	FSS	Bankruptcy?	Rule
1234	30000001	ABC TEST COMPANY INC	004	195,000.00		500,000.00	225,000.00	9/30/2016	30000001		DEFA					Not Expiring
1234	30000003	ONE TRUE LLC	001	40,000.00		125,000.00	40,000.00	9/30/2016	30000003		DEFA					Not Expiring
1234	30000005	THE IRON WOLF INC	003	10,000.00		250,000.00	75,000.00	12/31/2016	30000005		DEFA					Not Expiring

- Review Data

A	B	C	D	E	G	H	I	J	L	M	N	O	Q	R	S	T
CCAr	Customer	Name 1	Risk cat.	Total receivables	Credit limit	Credit exposure	Nxt review	Cred. acct	Account Grp	CCS	Paydex	FSS	Rule	New Credit Line	Exposure Left?	New NIRD
1234	30000002	ANYPLACE CORP	002	1,500.00	50,000.00	27,500.00	2/28/2016	30000002	DEFA	14	25	20	80%	40000	12,500.00	2/28/2017
1234	30000004	CITY OF TOWNSVILLE	005	50.00	2,500.00	150.00	2/28/2016	30000004	DEFA	80	75	82	110%	2750	2,600.00	2/28/2017

- Load data with Winshuttle (Tcode

A	B	C	D	E	G	H	I	J	L	Q	R	S	T	U
CCAr	Customer	Name 1	Risk cat.	Total receivables	Credit limit	Credit exposure	Nxt review	Cred. acct	Account Grp	Rule	New Credit Line	Exposure Left?	New NIRD	Log Winshuttle TRANSACTION 10.7
1234	30000002	ANYPLACE CORP	002	1,500.00	50,000.00	27,500.00	2/28/2016	30000002	DEFA	80%	40000	12,500.00	2/28/2017	Control area data 1234 Changed
1234	30000004	CITY OF TOWNSVILLE	005	50.00	2,500.00	150.00	2/28/2016	30000004	DEFA	110%	2750	2,600.00	2/28/2017	Control area data 1234 Changed



Excel Logic Rules

Templates are wonderful tools when working with large files

A	B	C	D	E
Item	Tab #	Total	Customers Left	Action
Total Customers		15	15	
NIRD Later than 06/30/2016	3	4	11	Do Nothing
Children (Feeder) Accounts	4	1	10	Do Nothing
Risk Category XXX-XXX	6	2	8	Do Nothing
New Blocked Customers	10	1	7	Follow Procedure
Updated by Credit Analysts	19	0	7	Do Nothing
Total to Refresh	2		7	Dan to Upload once reviewed

Use Manual Sorting or Macros to move the data to the correct tab

Link scripts together so all the updates are done at one time.

Linking Scripts

Updating Credit Rep Group Field

Tcode FD32

XD02



Perform Vlookup in SAP to find the correct Clerk

A	B	C	D	E
CCAr	Customer	Name 1	New Rep Group	New Accounting Clerk
1234	30000002	ANYPLACE CORP	27	22
1234	30000004	CITY OF TOWNSVILLE	14	78
1234	30000001	ABC TEST COMPANY INC	92	10
1234	30000003	ONE TRUE LLC	06	22
1234	30000005	THE IRON WOLF INC	42	18

Linking Scripts

Run First script as normal and the additional script(s) will run after the first one, resulting in time savings

A	B	C	D	E	F	G
CCAr	Customer	Name 1	New Rep Group	New Accounting Clerk	Log Winshuttle TRANSACTION 10.7	Log Winshuttle TRANSACTION 10.7
1234	30000002	ANYPLACE CORP	27	22	Control area data 1234 Changed	Changes have been made
1234	30000004	CITY OF TOWNSVILLE	14	78	Control area data 1234 Changed	Changes have been made
1234	30000001	ABC TEST COMPANY INC	92	10	Control area data 1234 Changed	Changes have been made
1234	30000003	ONE TRUE LLC	06	22	Control area data 1234 Changed	Changes have been made
1234	30000005	THE IRON WOLF INC	42	18	Control area data 1234 Changed	Changes have been made



Future plans and Ideas

- Query
 - Easily run queries without requiring assistance from IT
- Foundation
 - Building New forms and approval streams easily

Any Questions?

Thanks for joining in today!

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