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# Document History

<table>
<thead>
<tr>
<th>Revision</th>
<th>Date</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.0</td>
<td>&lt;2019-04-15&gt;</td>
<td>Release for customer</td>
</tr>
</tbody>
</table>
1 Where Can This Script Be Used?

This demo script has been written for usage with the SAP S/4HANA 1809 Feature Package Stack 02 (FPS02) Fully-Activated Appliance (in short “appliance” in this script), hence you will need such an appliance to make use of this guide.

The appliance can be brought up in two ways, and the demo scenario in this script is largely the same for both:

1. Via SAP Cloud Appliance Library (hosted on cloud providers)
   You need a cloud provider account at AWS, MS Azure, or GCP. With this, you can deploy the appliance within 1-2 hours from https://cal.sap.com > Solutions > SAP S/4HANA 1809 FPS02 Fully-Activated Appliance.

2. Via installing it on your own on-premise hardware.
   You need to provide your own hardware, and order & install the appliance as explained in SAP Note 2041140.

If you are new to the SAP S/4HANA Fully-Activated Appliance, introductory information can be found here: https://blogs.sap.com/2018/12/12/sap-s4hana-fully-activated-appliance-create-your-sap-s4hana-1809-system-in-a-fraction-of-the-usual-setup-time/

Important:
Before you start your demo, please read SAP S/4HANA Fully-Activated Appliance: Demo Scripts for information about necessary preparations, especially any post-deployment steps to ensure the full functionality of your appliance.

Besides this, you will also find links to all demo scripts on this page.
2 Prerequisites

2.1 Check Product Master Data

Check material master data for products EWMS4-01 and EWMS4-02 and assign process indicator Y5 for running this Demo story.

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open the Fiori Launchpad. <strong>User</strong>: S4H_EWM_DEM  <strong>Password</strong>: Welcome1</td>
<td><img src="image1" alt="Fiori Launchpad" /></td>
</tr>
<tr>
<td>Navigate to the <strong>EWM – Data Exchange</strong> section and choose the <strong>Maintain Products – Warehouse Data</strong> app.</td>
<td><img src="image2" alt="Maintain Products – Warehouse Data" /></td>
</tr>
<tr>
<td>The <strong>Display /Change/Create Warehouse Project</strong> view displays. Make the following entries and choose the <strong>Change</strong> button:  <strong>Product Number</strong>: EWMS4-01  <strong>Warehouse No.</strong>: 1710  <strong>Party Entitled to Dispose</strong>: BP1710</td>
<td><img src="image3" alt="Display /Change/Create Warehouse Project" /></td>
</tr>
<tr>
<td>In the <strong>Whse Data</strong> tab, make the following entry and choose <strong>Save</strong>:  <strong>Proc. Type Det. Ind.</strong>: Y5  If a different value is there, change it to the correct one as mentioned above. Repeat same steps for material EWMS4-02.</td>
<td><img src="image4" alt="Whse Data" /></td>
</tr>
</tbody>
</table>

2.2 Check Stock Available

This step is optional, and it is executed only if there is not enough Unrestricted Stock available for finished products EWMS4-01 and EWMS4-02.
**What to Do**

Open the Fiori Launchpad.

**User:** S4H_MM_DEM  
**Password:** Welcome1

Navigate to the **Stock Monitoring** section and choose the **Stock – Multiple Materials** app.

**What You Will See**

The **Stock – Multiple Materials** view displays.

Make the following entries (value help or manually) and choose the **Go** button:

- **Product Number:** for example, *EWMS4-01* or *EWMS4-02*
- **Plant:** 1710
- **Storage Location:** 171S

Press **Go** button. Stock information displays below for each material.

If stock is not available, please execute the following scenario:

*1FU_S4HANA1709_BP_D_EN_US.docx*
3 Demo Story: Sales from Stock with EWM

This demo describes the entire process for a standard sales process (Make-to-Order) with billing and payment processing for a customer. The business process encompasses all steps, starting with a customer quotation to the clearing of a customer account after a payment has been received.

The process starts with an incoming request for quotation (RFQ). This triggers the creation of a quotation in the system. Customers may also trigger changes to a quotation before it is accepted. Once a quotation has been accepted by a customer, the system creates a referenced sales order.

The production process is triggered by a material requirement planning (MRP) run for the product ordered by the customer. Once the product has been produced, the delivery and billing of the produced goods completes the process.

The process is enhanced by executing additional steps, such as credit management, period-end closing and analytics for sales.

3.1 My Sales Overview

Cards included in the My Sales Overview app provide information on sales data, including: open sales quotations and sales orders, blocked credit memo requests, customer returns, and customer information.

3.1.1 Create Sales Quotation to Customer

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open the Fiori Launchpad. <strong>User:</strong> S4H_SD_DEM <strong>Password:</strong> Welcome1</td>
<td>Choose the My Sales Overview app.</td>
</tr>
<tr>
<td>Choose the Customer Contacts card.</td>
<td></td>
</tr>
</tbody>
</table>

---

[Image of My Sales Overview app]
In the **Customer - 360° View**, search for **EWM Domestic Customer 01**

Choose **EWM domestic Customer 01** to get an overview of one specific customer by reviewing aggregated sales data from past to present.

Choose the **Create Quotation** button.

In the **Create Quotation** view, make the following entries (value help or manually) and choose **Continue**:

- **Quotation Type**: QT
- **Sales Organization**: 1710
- **Distribution Chanel**: 10
- **Division**: 00

Choose the **Item Overview** tab, and make the following entries (value help or manually):

- **Sold-To Party**: EWM17 - CU01
- **Ship-To Party**: EWM17 - CU01
- **Customer Reference**: <PO number>
- **Cust. Reference Date**: <Today's Date>
In the **All Items** section, make the following entries and choose **Save**:

- **Req. Deliv. Date:** `<Today plus 1 month>`
- **Valid To:** `<Today plus 6 weeks>`
- **Material:**
  - EWMS4-01
  - EWMS4-02
- **Order Quantity:** `1 PC`

Choose the **Sales** tab, and make the following entry (value help or manually):

- **Valid To:** `<Today plus 2 months>`

Choose **Save**.

A confirmation pops up specifying the sales quotation ID.

Repeat steps above to create new quotation for customer **EWM17-CU02** for 2 PC of each of the following products:

- EWMS4-01
- EWMS4-02

---

**3.1.2 Create Sales Order with Reference to Quotation**

**What to Do**

Open the Fiori Launchpad.

*User*: S4H_SD_DEM

*Password*: Welcome1

Choose the **My Sales Overview** app.

**What You Will See**

- **Create Quotation Overview**
- **Sales Analytics**
- **Billing Documents**
- **Sales Orders**
- **Sales Quotations**
- **Order-to-Cash Performance**
What to Do | What You Will See
---|---
Choose the **Customer Contacts** tile. | ![Customer Contacts tile](image1)

In the **Customer - 360° View**, search for **EWM Domestic Customer 01**

Choose the **EWM Domestic Customer 01** to get an overview of one specific customer by reviewing aggregated sales data from the past and the present. Choose the **Open Quotations** tab and choose the **Manage Sales Quotations** button.

![Customer - 360° View](image2)
What to Do | What You Will See
---|---
The Manage Sales Quotations view displays.
Choose your quotation (created previously) and choose the Create Subsequent Order button.
Make the following entry in the Create Subsequent Order dialog box: Order Type: Standard Order (OR)
Choose the OK button.

In the Create Standard Order: Overview view, the Sold-to-Party and Ship-to-Party entries are automatically filled.
Make the following entries and choose Save:
Customer Reference: <PO number>
Cust. Reference Date: <Today’s Date>
Req. Delivery Date: <Today’s Date plus 1 Month>

Choose the Item Overview tab.
The Material and Quantity are automatically filled from the referenced quotation.
Choose Save.

A success message, containing the number of the order displays. Note this number for the following step.
Repeat steps above to create new sales order for the quotation for Customer EWM17-CU02.
### 3.1.3 Sales Order Print Form – Output Management

This step exemplifies the standard functionality for printing documents using PDFs.

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open the Fiori Launchpad.</td>
<td><img src="image1.png" alt="Image 1" /></td>
</tr>
<tr>
<td><strong>User:</strong> S4H_SD_DEM</td>
<td><img src="image2.png" alt="Image 2" /></td>
</tr>
<tr>
<td><strong>Password:</strong> Welcome1</td>
<td><img src="image3.png" alt="Image 3" /></td>
</tr>
<tr>
<td>Choose the Manage Sales Orders App.</td>
<td><img src="image4.png" alt="Image 4" /></td>
</tr>
</tbody>
</table>

Make the following entry and choose **Go:**

**Sales Order:** &lt;Order previously created&gt;

Choose the sales order number.

Choose **More Links** and check the **Display Sales Order** checkbox.

Choose the **OK** button and choose **Display Sales Order**.

Choose the **Header Output Preview** tab.

Select line with the **Output Type** of **ORDER_CONFIRMATION** and choose **Display PDF Document**.
What to Do | What You Will See
--- | ---
The pdf. format of the order confirmation displays.

Repeat steps above to for sales order for Customer **EWM17-CU02**.
3.2 Delivery

3.2.1 Outbound Delivery Creation

What to Do

Open the Fiori Launchpad.
User: S4H_SD_DEM
Password: Welcome1

Navigate to the Outbound Deliveries section and choose the Create Outbound Deliveries app.

Make the following entries and choose Go:
Shipping Point: 1710
Planned Creation Date: All

Choose your sales order items and choose Create Deliveries.
Choose the first Sales Order for Customer EWM17-CU01.

Choose Display Log.
What to Do | What You Will See
--- | ---
The **Analyze Delivery Logs** view displays. Choose the **Deliveries** tab and note the successfully created delivery.

Repeat steps above to for sales order for **Customer EWM17-CU02**.

### 3.2.2 Run Outbound Process in EWM

Open the Fiori Launchpad.
- **User**: S4H_EWM_DEM
- **Password**: Welcome1

Navigate to the **Warehouse Processing (EWM)** section and choose the **Run Outbound Process - Deliveries** app.

Make the following entries:
- **Route Depart. Date**: <Start Date - End date> for example, today’s date + 1 week
- **NOTE**: You can use the calendar to select the start and end date, and this period should cover the delivery date to find out the information of the delivery date.
Choose your Outbound Delivery Orders and choose **Create Tasks**.

Create WTs for **first** Outbound delivery order:

A confirmation message will appear and picking planned status will be updated.

Create WTs for **2nd** Outbound delivery order:

Picking (Plan) status updated (WTs were created)
3.2.3 Outbound Delivery Picking

Open the Fiori Launchpad.

**User:** S4H_EWM DEM  
**Password:** Welcome1

Navigate to the Warehouse Processing (EWM) section and choose the Pick by Cart app.

The **Pick by Cart** view displays.

**Resource:** YALL-1  
**Picking Mode:** Manual Selection

Choose the **Start Picking** button.

Choose the desired warehouse order’s **Details (>)** button (queue should be YO-920).

Make the following entries:

- **Pick-Handling Unit:** for example, 2001601CAR01  
- **Logical Position:** for example, 1-1

System shows preparation steps status.

Next, user needs to scan source picking bin and specify destination the position on the pick cart for first product.

First Pick-Handling Unit is created.
User needs to scan **Pick-Handling Unit** and specify the position on the pick cart. System is showing pick steps status.

System is updating pick steps status. User needs to scan source picking bin and specify destination the position on the pick cart for next product.

System shows next unloading steps status (confirm pick cart at destination location). Next, user needs to scan destination staging area bin and specify the destination Handling Unit/Position.

List of Warehouse Orders displays again. Choose the next Warehouse Order (queue should be YO-920).
3.2.4 Outbound Delivery Packing

Open the Fiori Launchpad.  
User: S4H_EWM_DEM  
Password: Welcome1  
Navigate to the Warehouse Processing (EWM) section and choose the Pack Outbound Deliveries app.

In the Pack Outbound Deliveries, make the following entries and choose the Start Packing button:  
Work Center: Y921  
Storage Bin: GI-YDO1  
Packing Mode: Basic

Choose Start Packing.
In the **Pack Outbound Deliveries** view, make the following entry:

**Reference Number:**

- **2001601CAR01**
- **2001602CAR02**

System automatically creates a **Shipping Handling Unit** (for example, **800090**).

Choose each product from the pick-handling unit (left side of the screen) which needs to be packed onto the shipping handling unit (right side of the screen). If needed, the quantity can be adjusted.
All content from Pick-Handling Unit is repacked to Ship-Handling Unit. Enter **Gross Weight** and Press **Close** Button.

---

### Repeat same steps for next Pick-Handling Unit (e.g. 2001602CAR02)
3.2.5 Post Goods Issue

Open the Fiori Launchpad.

**User:** S4H_EWM_DEM  
**Password:** Welcome

Navigate to the **Warehouse Processing (EWM)** section and choose the **Run Outbound Process - Deliveries** app.

Picking Status is green (100%). Goods Issue status is “Not Started”.

Make the following entries:

**Route Depart. Date:** `<Start Date – End date>` for example, today’s date + 1 week

**Note:**
You can use the calendar to select the Start and End Date, and this period should cover the Delivery Date. To find out the information of the Delivery Date.

Select your Outbound Delivery Orders and choose **Goods Issue** button.
3.3 Billing

In this step, a billing document is posted, and the print preview of the document is issued. In this appliance, the printing for the billing documents uses the New Output Management for S4HANA.

3.3.1 Create Invoice

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
</table>

Open the Fiori Launchpad.  
**User:** S4H_SD_DEM  
**Password:** Welcome1  
Navigate to the Billing Document section and choose the Create Billing Documents - Billing Due List Items app.

In the Create Billing Document view, make the following entries and choose OK:  
**Billing Type:** F1 Invoice  
**Billing Date:** <Today>
### What to Do

<table>
<thead>
<tr>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image" alt="Create Billing Document" /></td>
</tr>
</tbody>
</table>

In the **Billing Document** view, choose the **Save** button.

The draft version billing document with ID Sxxxxxxx turns into a saved billing document with ID xxxxxxxx.

Make a note of the billing document number.

Repeat steps for the 2nd delivery for other Customer.

### 3.3.2 Print form

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image" alt="Fiori Launchpad" /></td>
<td><img src="image" alt="Fiori Launchpad" /></td>
</tr>
</tbody>
</table>

Open the Fiori Launchpad.

**User:** S4H_SD_DEM  
**Password:** Welcome1

Navigate to the **Billing Document** section and choose the **Manage Billing Documents** app.

Make the following entry:

- **Billing Document:** `<Billing Document number>`

Choose the **Billing Document**.
What to Do

Select the line corresponding to your billing document.

Choose Display button.

In the Billing Document view, choose the Output Items tab.

Select the Preview button.
PDF preview displays.

**Invoice: 90000969**

<table>
<thead>
<tr>
<th>Line</th>
<th>Product</th>
<th>Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>EWMS4-01</td>
<td>Small Part, Slow-Moving Item</td>
<td>2 PC</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Prices:</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Gross Value 15.00 USD / 1 PC</td>
<td>20.00 USD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Gross Value 15.00 USD / 1 PC</td>
<td>20.00 USD</td>
</tr>
<tr>
<td>20</td>
<td>EWMS4-02</td>
<td>Small Part, Fast-Moving Item</td>
<td>2 PC</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Prices:</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Gross Value 15.00 USD / 1 PC</td>
<td>20.00 USD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Gross Value 15.00 USD / 1 PC</td>
<td>20.00 USD</td>
</tr>
</tbody>
</table>

Incoterms: EXW
Location 1: Site
Payment Terms: As of End of Month
E-Mail: noreply@sap.com

Thank you for your business.

**Invoice: 90000968**

<table>
<thead>
<tr>
<th>Line</th>
<th>Product</th>
<th>Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>EWMS4-01</td>
<td>Small Part, Slow-Moving Item</td>
<td>1 PC</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Prices:</td>
<td></td>
</tr>
<tr>
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<td></td>
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<td>EWMS4-02</td>
<td>Small Part, Fast-Moving Item</td>
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<td></td>
<td></td>
<td>Prices:</td>
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<td></td>
<td></td>
<td>Gross Value 15.00 USD / 1 PC</td>
<td>15.00 USD</td>
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<tr>
<td></td>
<td></td>
<td>Gross Value 15.00 USD / 1 PC</td>
<td>15.00 USD</td>
</tr>
</tbody>
</table>

Incoterms: EXW
Location 1: Site
Payment Terms: As of End of Month
E-Mail: noreply@sap.com

Thank you for your business.
### 3.4 Analytics

#### 3.4.1 Overview Page for Order-to-Cash Performance Monitoring

The SAP Fiori Overview page for the Order-to-Cash process manager enables to analyze the sales process performance based on some of the key sales order KPIs. The Order-to-Cash process manager gets a high-level overview of the different sales KPIs by extracting only the information relevant for high level dashboarding. With these key figures, you can easily determine the performance and conformity of your sales processes and quickly discover trends and potential areas of improvement.

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open the Fiori Launchpad. <strong>User:</strong> S4H_SD_DEM <strong>Password:</strong> Welcome1</td>
<td><img src="image1" alt="Image of Fiori Overview Page" /></td>
</tr>
<tr>
<td>Navigate to the Order-to-Cash Performance section and choose the Order-to-Cash Performance Overview app.</td>
<td><img src="image2" alt="Image of Order-to-Cash Performance Overview" /></td>
</tr>
<tr>
<td>Global Filters must be set in the Global Filter bar. Set values in the fields of the Global Filter and the content on the overview page will be refreshed.</td>
<td><img src="image3" alt="Image of Global Filters" /></td>
</tr>
<tr>
<td>Cards in the overview page can be customized through <strong>Manage Cards</strong>. Choose the <strong>User</strong> button and choose <strong>Manage Cards</strong>. Set your card preferences in the <strong>Manage Cards</strong> dialog box.</td>
<td><img src="image4" alt="Image of Manage Cards" /></td>
</tr>
</tbody>
</table>
Navigate to other apps for further analysis. Choose **Header, Line Item** or **Chart Element** of any card on the overview page. For example, choose the **Delivery Totals** card.

The **Order-to-Cash Performance** view displays the chart with filters.

Choose **Filtered By**.

Choose **KPI Definition** to view the options selected.