### **EGN5621 – Enterprise Systems Collaboration**

**Term Project** 

### **Group Members:**

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### **Tyco Fire & Security Business Process Model**

Design and SAP implementation of a business process model for the manufacture and sale of a set of Sensormatic brand products







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### 1 History and Overview

Sensormatic is in the business of the manufacture and sale of electronic article surveillance (EAS) equipment. Sensormatic's portfolio includes vital loss prevention and operational improvement technologies and solutions. Backed by more than 1,500 patents, the Sensormatic solutions portfolio is sold through ADT and authorized business partners around the world. From the front of the store through the entire retail supply chain, Sensormatic products and services help keep losses lower—and profits higher.

Today, over 80 percent of world's top 200 retailers that use EAS rely on Sensormatic solutions, which include EAS, source-tagging, data analytics, and in-store, item-level intelligence applications. Sensormatic forward-thinking solutions also include dual EAS/RFID technology that provides item-level security and visibility in an ever-changing retail environment.

Sensormatic is focused on operational improvements on the retail selling floor. Traditionally a loss prevention company, Sensormatic now helps retailers address their most significant form of loss—decreased sales due to inventory inaccuracies. Sensormatic's family of item-level RFID solutions enables information accuracy that drives intelligence back into the supply chain by improving the integrity of the data at the item level. These products are designed to improve existing store operations, increase product availability, and enhance the customer shopping experience. Retailers are recognizing that dual EAS/RFID functionality addresses both item-level security and item-level visibility to help prevent theft while improving the quality of item-level data.

Tyco International (NYSE: TYC) is a diversified, global company that provides vital products and services to customers in more than 60 countries. Tyco is a leading provider of security products and services, fire protection and detection products and services, valves and controls, and other industrial products. Tyco had 2007 revenues of more than \$18 billion and has 118,000 employees worldwide.

### 1.1 Key Dates in Sensormatic History

- 1960: Sensormatic is established and incorporated in Florida.
- 1988: Sensormatic Electronics Corp. of Deerfield Beach announces buy-out of Allied-Signal Corp.
- 1995: Sensormatic signs up to sponsor 1996 Atlanta Olympic Games.
- 2000: Sensormatic signs up to sponsor 2002 Winter Olympic Games.
- 2001: Sensormatic is purchased by Tyco International Ltd.
- 2007: Tyco concludes a corporate separation that splits the company into three publicly independent companies: Covidien Ltd. (formerly Tyco Healthcare), Tyco Electronics Ltd. (now TE Connectivity Ltd.) and Tyco International Ltd. (formerly Tyco Fire & Security and Tyco Engineered Products & Services). Sensormatic becomes part of Tyco Fire & Security.
- 2012: Tyco International splits into three independently traded companies: The ADT Corporation, Tyco Fire and Security, and Pentair Ltd.

### 1.2 Corporate Mission

Tyco's mission is to advance safety and security by finding smarter ways to save lives, improve businesses, and protect where people live and work.

### 1.3 Values

As part of the Tyco family of companies, Sensormatic Retail Solutions attracts, develops, and promotes a diverse and inclusive work environment that reflects the global community. Sensormatic has programs that foster diversity and inclusion and support Tyco's values of Integrity, Teamwork, Excellence, and Accountability.

### 1.4 Vision

The security needs of retail customers have evolved, requiring more data-centric applications to manage their business. They desire a cohesive yet diverse set of intelligent, data-driven solutions that address additional challenges including: internal theft, customer service, vendor fraud, inventory accuracy, labor productivity, out-of-stocks, item location, and efficient replenishment. Throughout the changing retail environment, Tyco's vision remains strong, consistent, and focused: providing quality solutions and service to customers around the globe.

Tyco's envisions its Sensormatic brand loss prevention technology as the world's leader in providing the highest detection rate in the retail solution industry.

### 1.5 Corporate Strategy

As a pure-play operating company, Tyco will align functional and business resources as one organization, dedicated to executing on that growth strategy. Each of Tyco's business units will also continue to have their own specific strategies and initiatives, depending on their unique market needs—and all business units will be pulling in the same direction as one company.

### 1.6 Roadmap

The roadmap within Tyco Retail Solutions is to provide retailers with a fully integrated solution to problems facing brick and mortar operations. This is done by providing:

- Safety and Security Solutions,
- Loss Prevention,
- · Inventory Intelligence, and
- Store Traffic Intelligence.

The integration of these systems can provide a level of performance and security solutions unmatched in the marketplace.

### 1.7 Product Lines

### **Hard Tag Family**

- Ultra•Tag® Platform
- SuperTag® III Family
- Alarming SuperTag®
- SuperTag® Visible Source Tag (VST)
- SuperTag® Ink
- Soft Tag
- Ultra\*Gator®
- Ultra Lock ®
- Essentials Platform
- AMT-5000 Hard Tag Family
- AMT-3200 Hard Tag Family
- AMT-3210 Accessory Hard Tag
- AMT3220 Delicates Hard Tag

### **EAS Labels Family**

- Ultra•Strip® III
- Ultra Strip® III Insertable
- Ultra Strip® III Microwavable
- Ultra Strip® III Book Label
- Ultra Strip® III Individual Label
- Ultra•Strip® III Low Profile
- Ultra Strip® III Hang Tag
- Ultra Strip® II Narrow
- Non-Deactivatable Label

### **EAS Detection System**

- Pedestal Systems
- Discreet Systems
- Concealed Systems
- Detection Accessories
- Auxiliary Antennas

### **Label Deactivators**

- ScanMax® Pro Family
- Other Deactivators and Activators
- Essentials Platform

### **Hard Tag Detachers**

- AMD-3040 Hand-Held Detacher
- MK75I Hand Detacher
- MKD-400 Detacher
- AMK 1000/1010 Detacher
- MK75IZA Hand Detacher with Boot Deactivator
- AMD-1000 Detacher
- AMK 4200/4300 Detacher
- AMK-4100 Decouple

### 2 Project Scope

The project scope will be limited to the following two products. This product set is typical of that used to outfit a retail store.

- **SuperTag® III** is a robust reusable anti-theft sensor that can be attached to retail items either at the factory or retail location. The tag is removed with a hook inserted into the security pin release. This product can be reattached to products in the retail location or sent back to the factory to be reused.
- **UltraStrip® III Individual Label** is the highest volume seller in Tyco's portfolio of single use sensors. With its aggressive adhesive backing, it can be attached to the inside of a finished product without the concern of becoming dislodged inside the product and causing interference.

### 3 As-Is Product Data

Tyco Fire & Security is located in Boca Raton, FL, USA. The primary factory is located in Matamoros, Mexico. The following information describes the products and production process as currently implemented within the company.

### 3.1 Vendors

Vendor Name	Location	Materials
Colorful Polymers International	Shanghai, China	Plastics
Mega Machining Company	Seoul, South Korea	Fabricate hook and pin
Rare Earth Alloys, LLC.	Berlin, Germany	Magnet and Bias ribbon
The Best Project Material CO. LTD.	Shangdong, China	Cavity and adhesive film

### 3.2 Customers

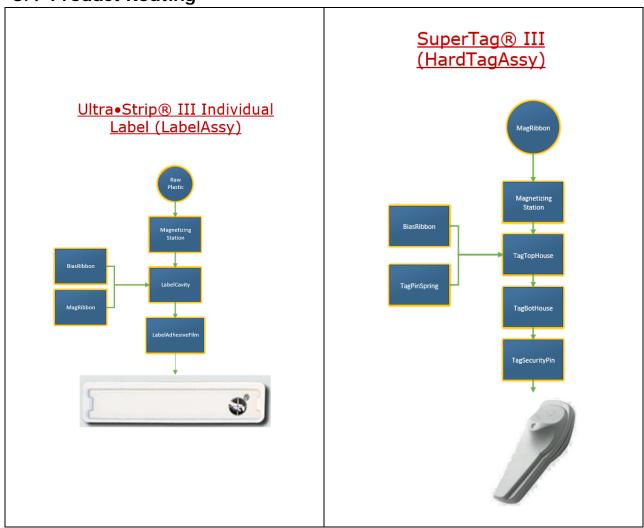
Customer Name	Location		
Earl's Home Building Supply	Charlotte, NC USA		
Hyper-Mart Corporation	Branson, MO USA		
Euro Couture	Linden, NJ, USA		

### 3.3 Bill of Materials

Bill of Materials: Ultra • Strip® II	of Materials: Ultra•Strip® III Individual Label						
PART NAME	QTY/ UNIT	COST/ ORDER	ORDE R QTY	COST/ UNIT	VENDOR		
Label		\$270.00	5000	\$0.05			
Formed plastic cavity	1	\$29.27	5000	\$0.0059	The Best Project Material CO. LTD		
Magnetostrictive material ribbon	2	\$13.90	5000	\$0.0056	Rare Earth Alloys, LLC.		
Bias material ribbon	1	\$12.00	5000	\$0.0024	Rare Earth Alloys, LLC.		
Adhesive film backing	1	\$24.00	5000	\$0.0048	The Best Project Material CO. LTD		
			Total	\$0.019			

Bill of Materials: SuperTag® III						
PART NAME	QTY/ UNIT	COST/ ORDER	ORDE R QTY	COST/ UNIT	VENDOR	
Hard tag		\$630.00	1000	\$0.63		
Top housing enclosure	1	\$130.00	5000	\$0.0260	Colorful Polymers International	
Bottom housing enclosure	1	\$120.00	5000	\$0.0240	Colorful Polymers International	
Magnetostrictive material ribbon	2	\$13.90	5000	\$0.0056	Rare Earth Alloys, LLC.	
Bias material ribbon	1	\$12.00	5000	\$0.0024	Rare Earth Alloys, LLC.	
Pin locking spring	1	\$412.10	5000	\$0.0824	Mega Machining Company	
Security pin	1	\$340.20	5000	\$0.0680	Mega Machining Company	
			Total	\$0.21		

### 3.4 Product Routing

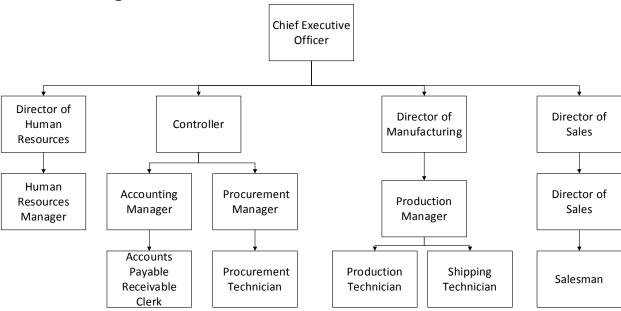


### 4 As-Is System Model

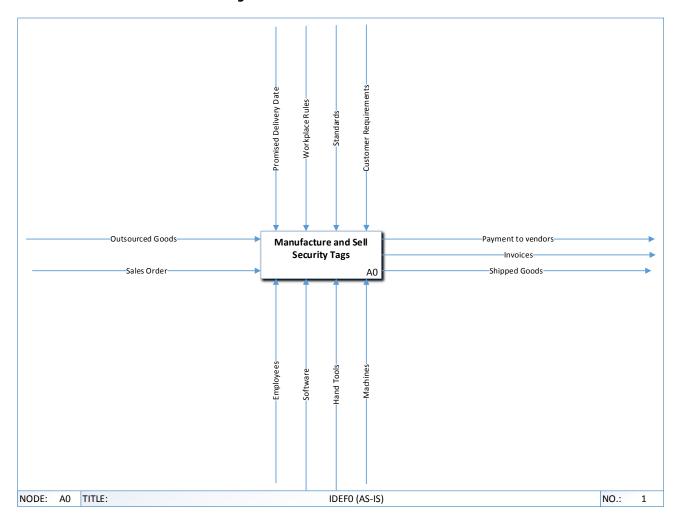
The following system models describe the organizational structure, activities, objects, and states involved in the current process of manufacturing and selling the UltraStrip III Individual Label and the SuperTag III. These As-Is models define the relevant processes as they are currently implemented within the company. These models have not been optimized for implementation in an ERP system.

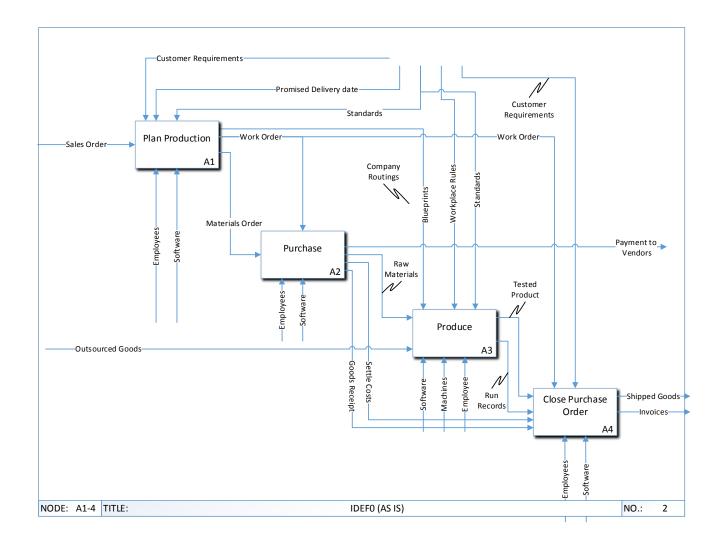
The relationships between the input, control, output, and mechanisms of the IDEFO Model are described in the Object Model. Each object is further detailed through a Dynamic Model, which shows the available states of the model and the transition events between states.

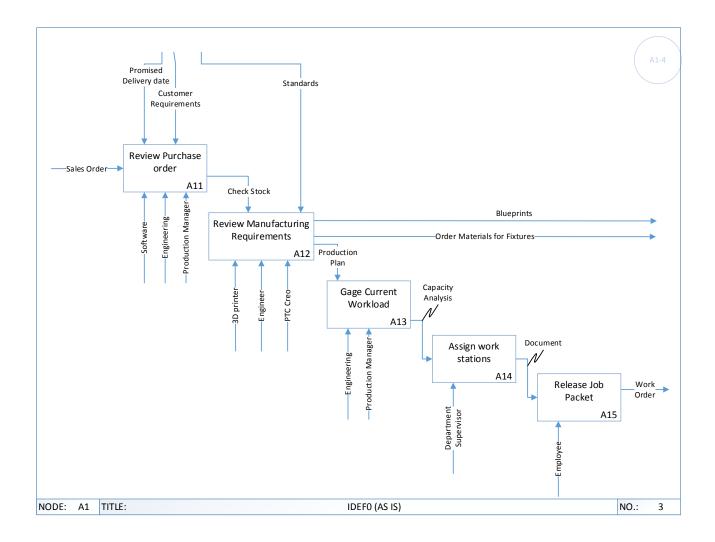
### 4.1 As-Is Organizational Structure

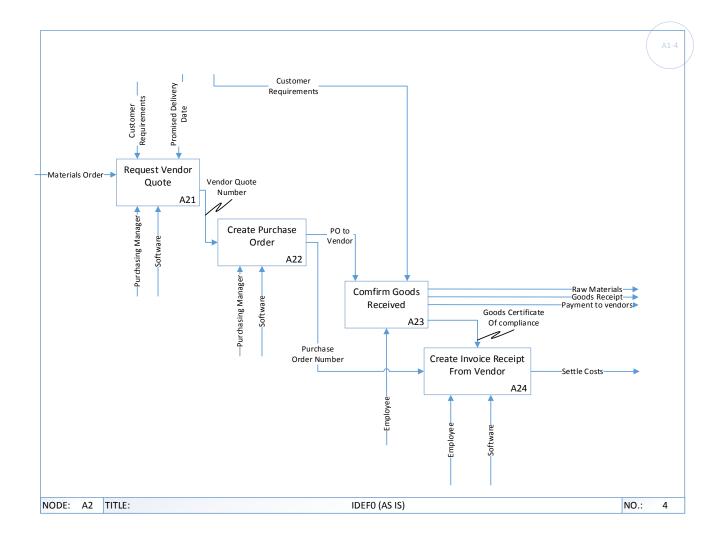


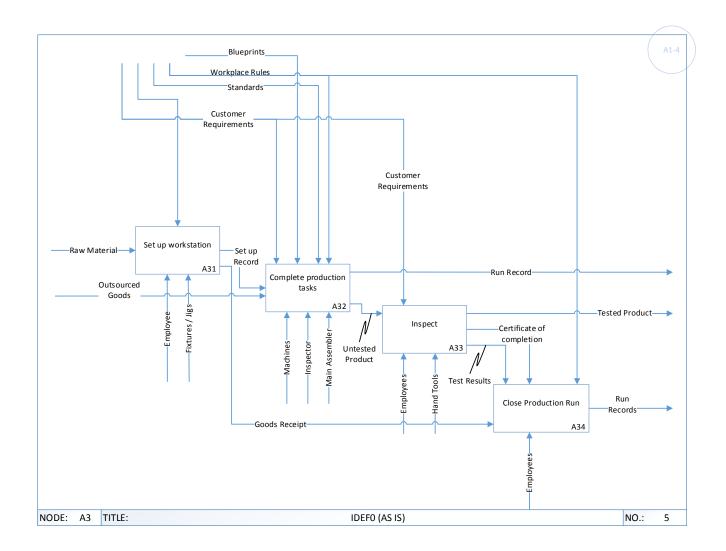
### 4.2 As-Is IDEFO Activity Model

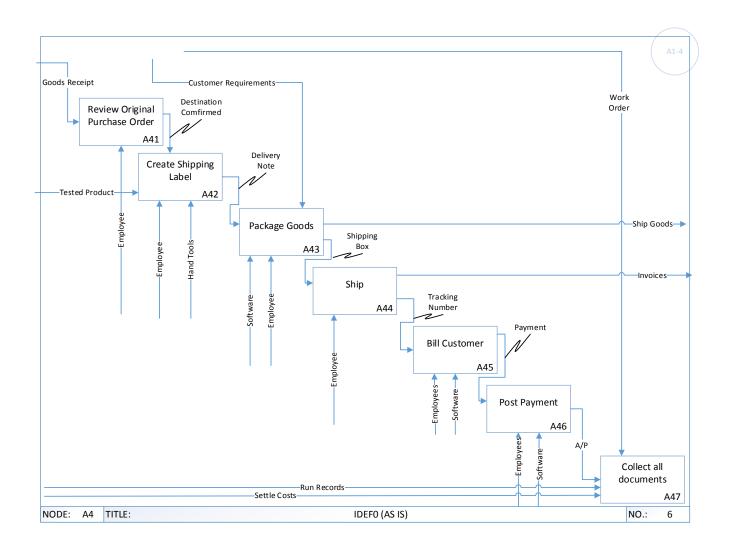




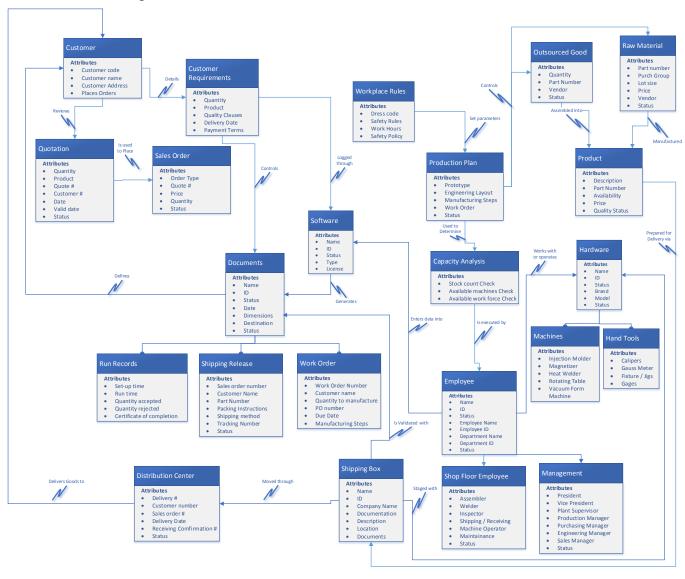




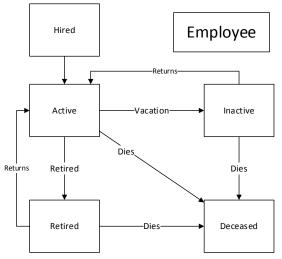


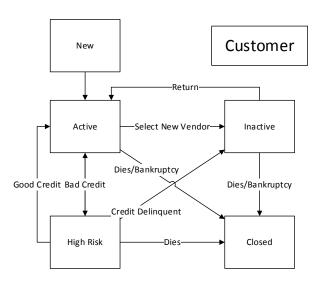


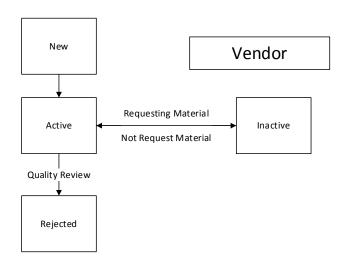
### 4.3 As-Is Object Model

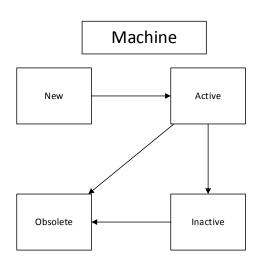


### 4.4 As-Is Dynamic Model

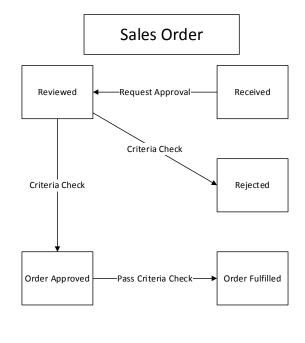


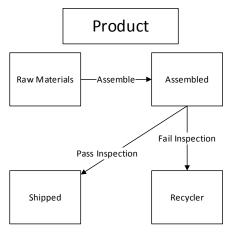


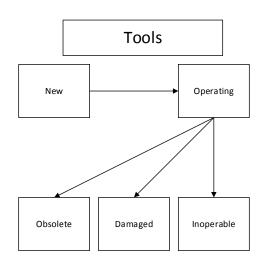


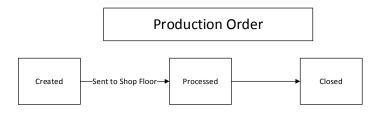


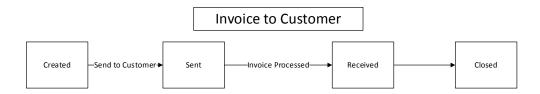
# Created Send To Vendor Vendor Notified Vendor Ships Goods Goods Received Vendor Sends Invoice Invoice Receipt Posted



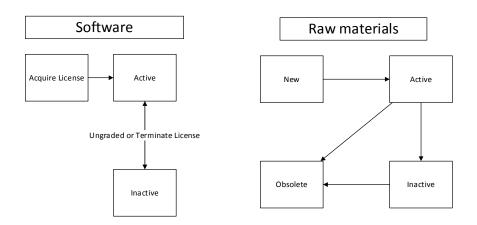


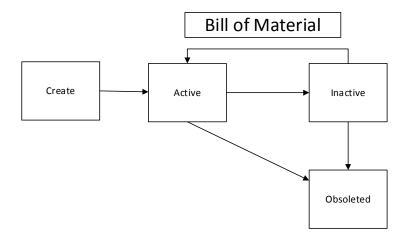






### Quotation to Customer Created -Send to Customer Sent -Customer Accepts - Received - Data Provided Closed





### 5 To-Be System Model

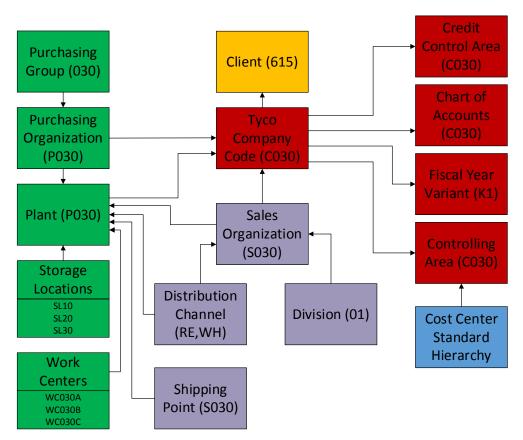
The As-Is model was reviewed and analyzed to determine how to best optimize the business processes for implementation in an ERP system. Missing elements, processes, and objects were identified and added to the models to develop a To-Be model that could be seamlessly implemented in an SAP enterprise structure.

The scope of the To-Be model is limited to the manufacture and sale of security tags. The IDEFO model describes the business processes that fall within this scope. The process begins with the receipt of a sales order, which is used to identify the amounts of raw materials and finished goods needed in order to fulfill the sale. The availability of raw and finished goods within the warehouse is checked before finalizing the amount of raw materials to be procured and the amount of finished goods to be produced. Once the procurement and purchasing processes have been completed, the sales process can continue and the sales order can be completed.

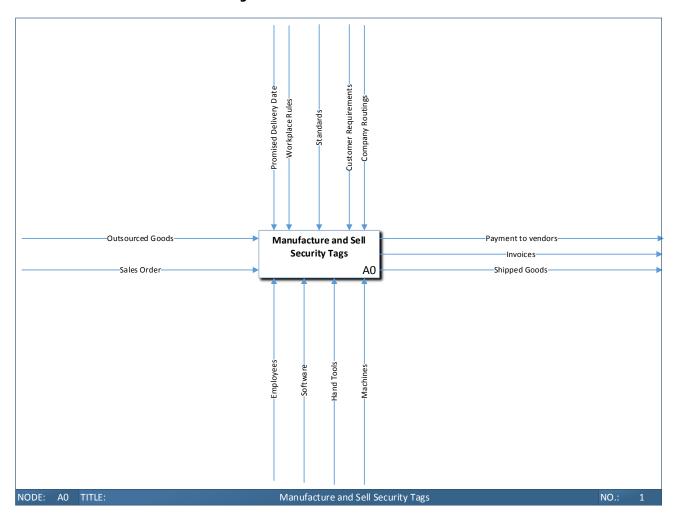
The relationships between the input, control, output, and mechanisms of the IDEFO Model are described in the Object Model. The Object Model attributes include all information required by SAP. Each object is further detailed through a Dynamic Model, which shows the available states of the model and the transition events between states.

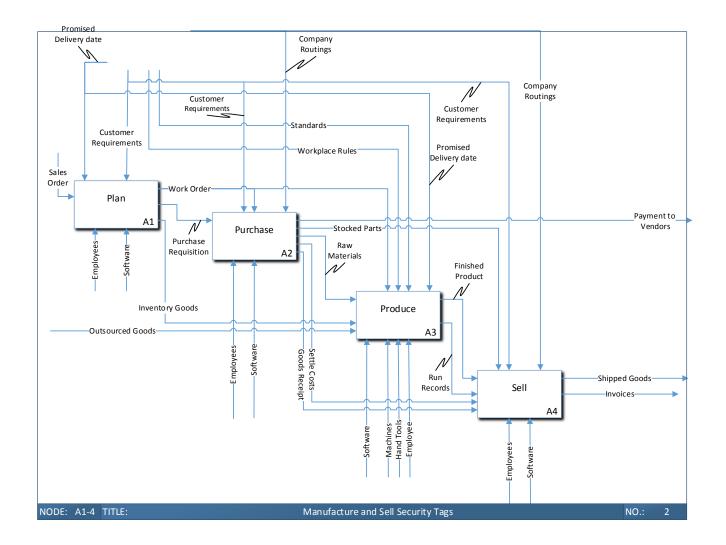
### 5.1 To-Be Organizational Structure

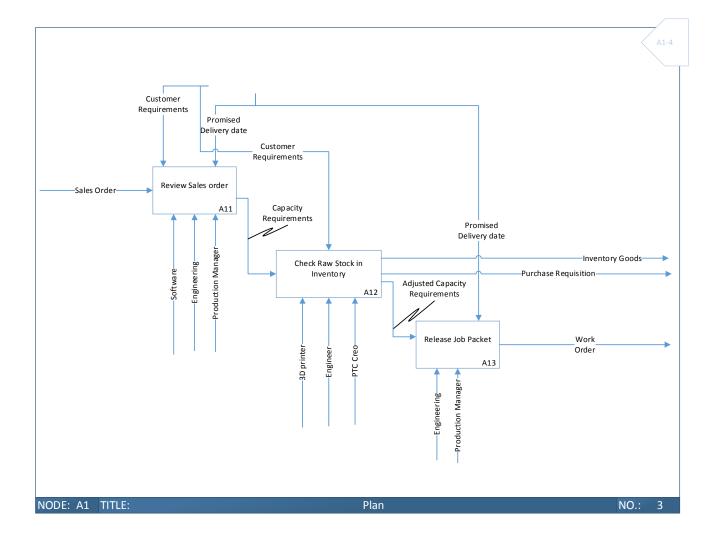
The organizational structure, as implemented in SAP, is shown below.

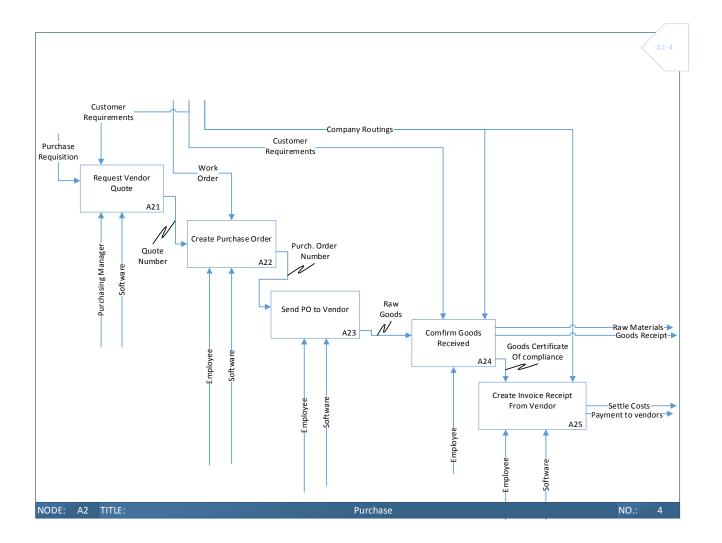


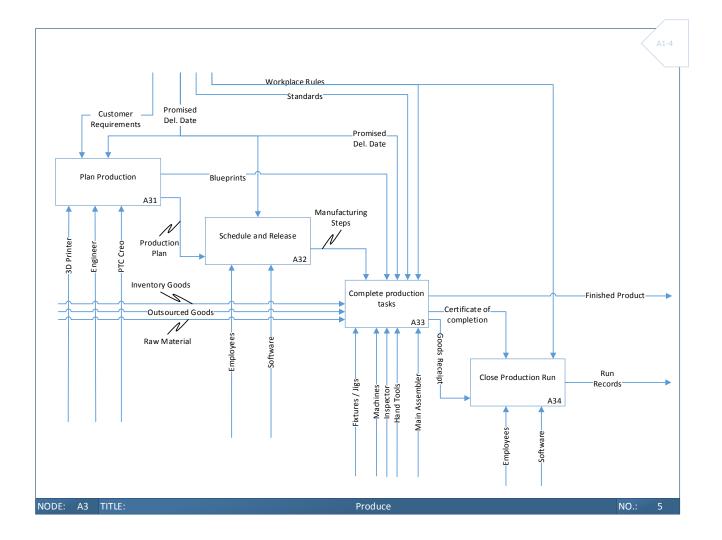
### 5.2 To-Be IDEFO Activity Model

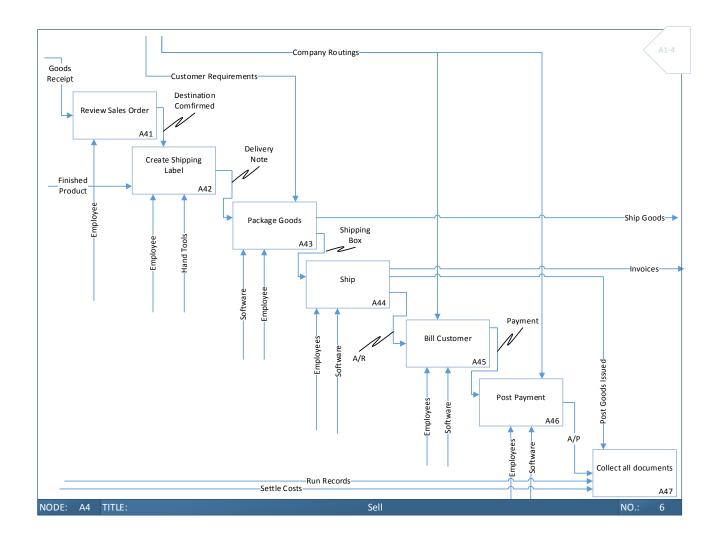




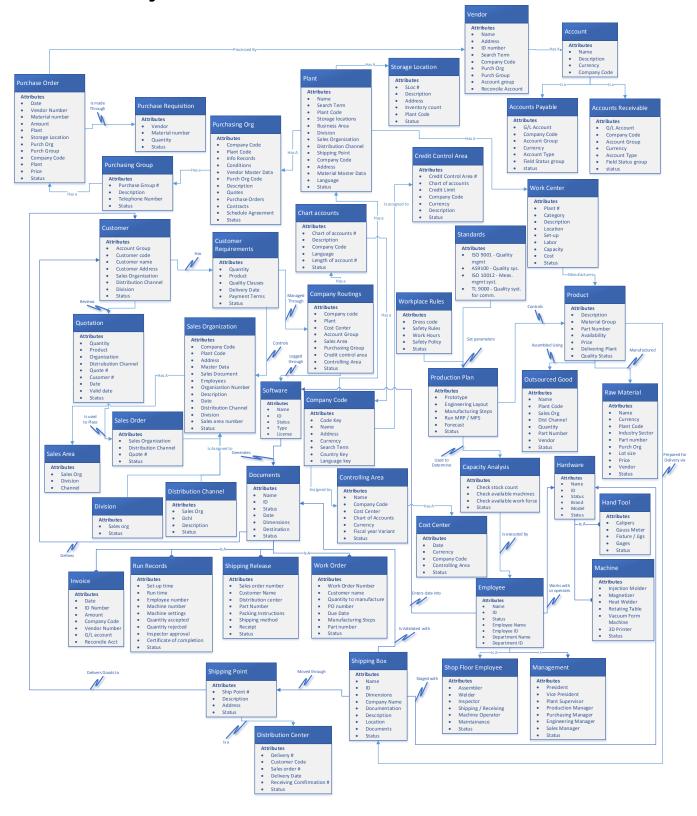






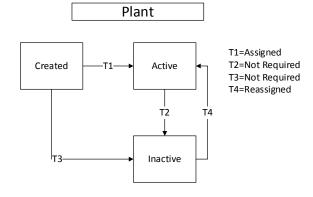


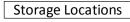
### 5.3 To-Be Object Model

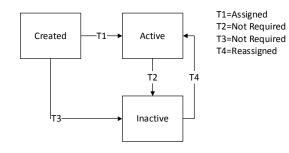


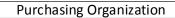
### 5.4 To-Be Dynamic Model

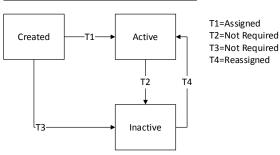
## Created T1 Active T1=Assigned T2=Not Required T3=Not Required T4=Reassigned T4=Reassigned T3=Not Required T4=Reassigned T4=Reassigned



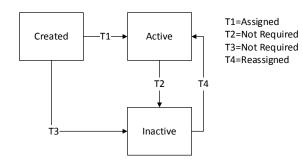




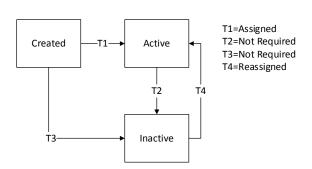


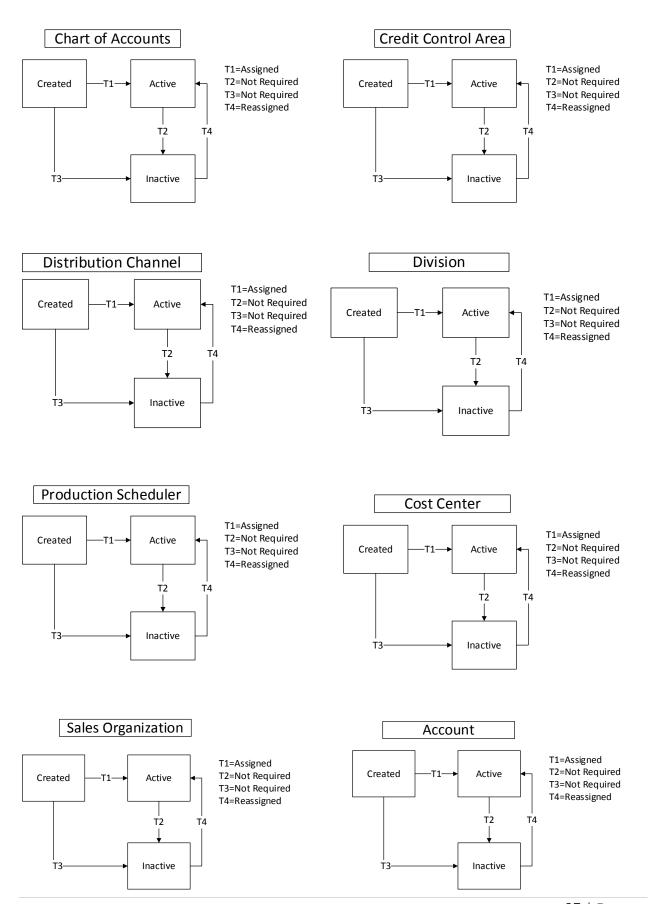


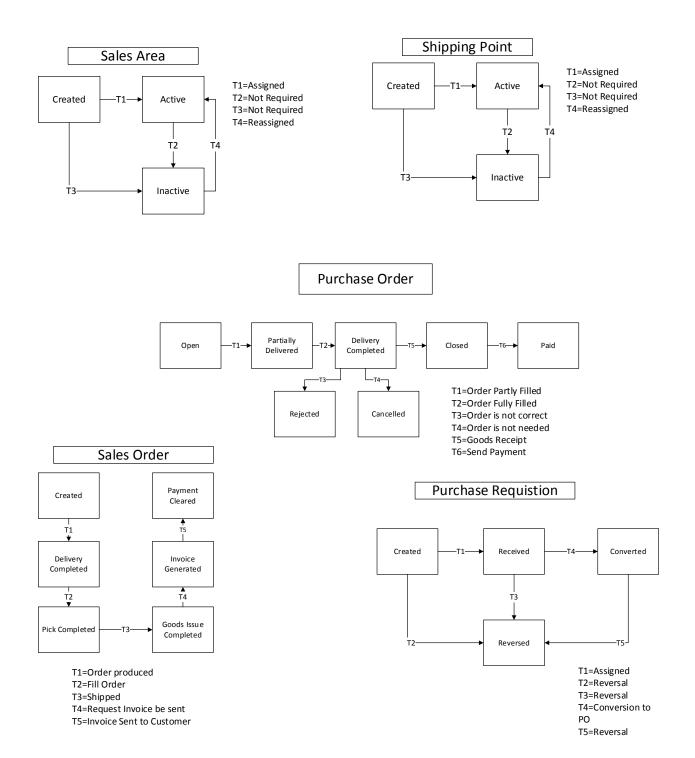
### Purchasing Group



### Controlling Area



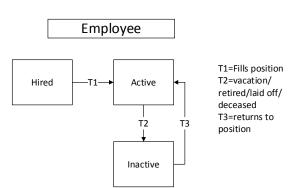


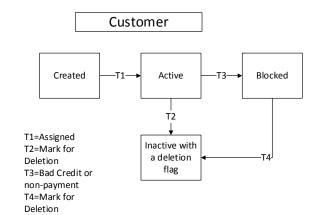


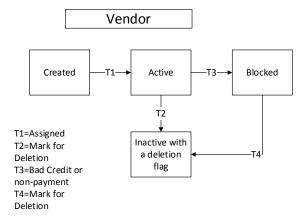
### **Customer Requirements**

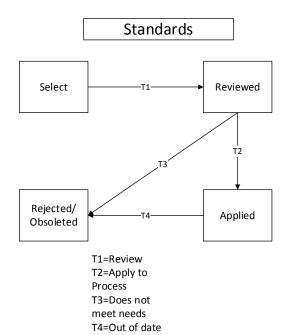


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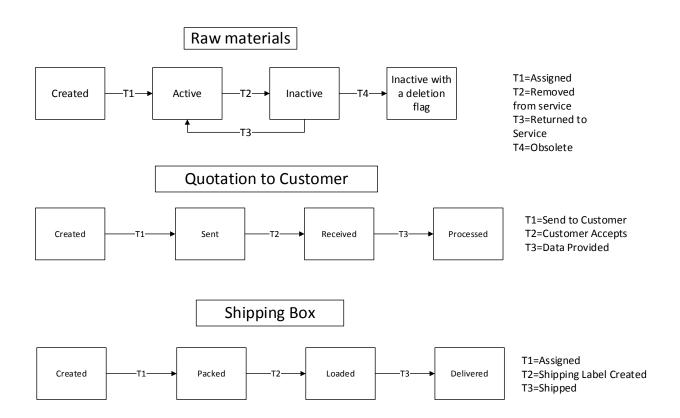


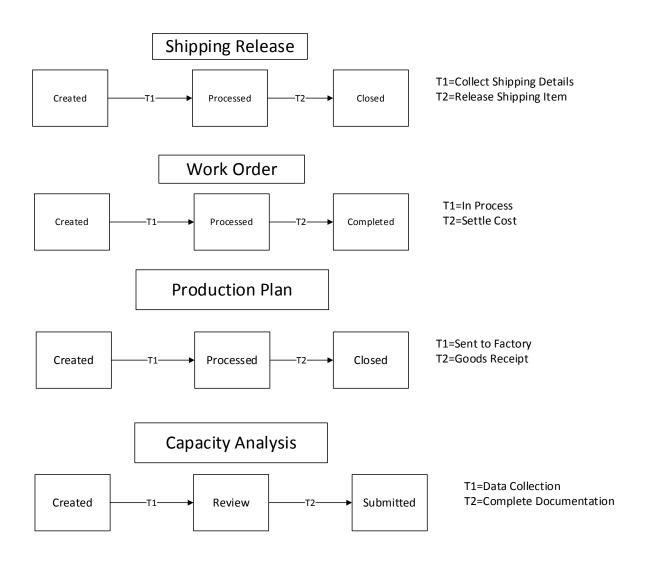


## Created T1 Changed T2 T5 Rejected Posted

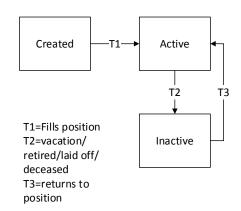
Workplace Rules

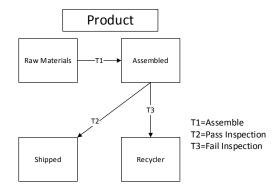
T1=Data Co T2=Reject T3=Reject T4=Reject T5=Approved

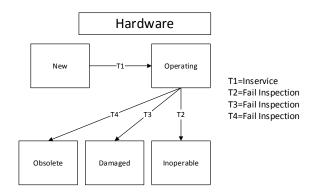


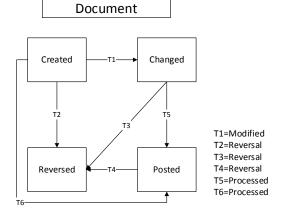


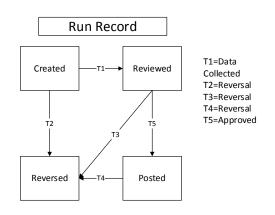












### **6** To-Be Implementation Overview

The To-Be model was designed around the SAP business processes for seamless implementation. The To-Be model was implemented in SAP for company code C030. The implementation process involved setting up the enterprise organization and creating master data for materials, sales, and production management. The implementation was proven to be successful through the processing of two sales orders. The operations involved in processing the sales orders included planning, procurement, production, and sales, as outlined in the To-Be model.

### 6.1 Materials Management

Master data for two finished goods and eight raw materials were created.

Material ID	Material Description	Material Type
LABELASSY030	Ultra Strip III Individual Label	Finished Goods
HARDTAGASSY030	Super Tag III	Finished Goods
LABELCAVITY030	Formed plastic cavity	Raw Material
MAGRIBBON030	Magnetostrictive material ribbon	Raw Material
BIASRIB030	Bias material ribbon	Raw Material
LABELADHESIVE030	Adhesive film backing	Raw Material
TAGTOPHOUSE030	Top housing enclosure	Raw Material
TAGBOTHOUSE030	Bottom housing enclosure	Raw Material
TAGPINSPRING030	Pin locking spring	Raw Material
TAGSECURITYPIN030	Security pin	Raw Material

Four vendors were created, for procurement of the eight raw materials. Source lists were created such that each raw material is only available through one vendor.

Vendor Name	Vendor ID	Location	Available Materials
Colorful Polymers International	100171	Shanghai, China	TAGTOPHOUSE030 TAGBOTHOUSE030
Mega Machining Company	100172	Seoul, South Korea	TAGPINSPRING030 TAGSECURITYPIN030
Rare Earth Alloys, LLC	100173	Berlin, Germany	MAGRIBBON030 BIASRIB030
The Best Project Material Co, Ltd	100174	Shangdong, China	LABELCAVITY030 LABELADHESIVE030

### **6.2 Sales Management**

Master data was created for three new customers with appropriate credit limits and discounts.

Customer Name	Customer ID	Distribution Channel	Credit Limit	Discounts
Earls Home Building Supplies	141	RE	\$5,000	None
Hyper Mart Corporation	142	WH	\$6,000	5%/\$1,000 8%/\$2,000 10%/\$3,000
Euro Couture	143	RE	\$5,000	None

#### **6.3 Production Management**

The Bill of Materials and routing were created for each finished product. Both finished goods were assigned to the same product group.

#### 6.3.1 Bill of Materials

Bill of Materials	Bill of Materials: Ultra • Strip® III Individual Label (LABELASSY030)								
PART NAME	PART NUMBER	QTY/ UNIT	COST/ ORDER	ORDER QTY	COST/ UNIT	MATERIAL	VENDOR		
Label	LABELASSY030		\$270.00	5000	\$0.05				
Formed plastic cavity	LABELCAVITY030	1	\$29.27	5000	\$0.0059	RAW	The Best Project Material CO. LTD		
Magnetostrictive material ribbon	MAGRIBBON030	2	\$13.90	5000	\$0.0056	RAW	Rare Earth Alloys, LLC.		
Bias material ribbon	BIASRIB030	1	\$12.00	5000	\$0.0024	RAW	Rare Earth Alloys, LLC.		
Adhesive film backing	LABELADHESIVE030	1	\$24.00	5000	\$0.0048	RAW	The Best Project Material CO. LTD		
					\$0.019	Total			

Bill of Materials	Bill of Materials: SuperTag® III (HARDTAGASSY030)								
PART NAME	PART NUMBER	QTY/ UNIT	COST/ ORDER	ORDER QTY	COST/ UNIT	MATERIAL	VENDOR		
Hard tag	HardTagAssy030		\$630.00	1000	\$0.63				
Top housing enclosure	TAGTOPHOUSE030	1	\$130.00	5000	\$0.0260	RAW	Colorful Polymers International		
Bottom housing enclosure	TAGBOTHOUSE030	1	\$120.00	5000	\$0.0240	RAW	Colorful Polymers International		
Magnetostrictive material ribbon	MAGRIBBON030	2	\$13.90	5000	\$0.0056	RAW	Rare Earth Alloys, LLC.		
Bias material ribbon	BIASRIB030	1	\$12.00	5000	\$0.0024	RAW	Rare Earth Alloys, LLC.		
Pin locking spring	TAGPINSPRING030	1	\$412.10	5000	\$0.0824	RAW	Mega Machining Company		
Security pin	TAGSECURITYPIN030	1	\$340.20	5000	\$0.0680	RAW	Mega Machining Company		
		·			\$0.21	Total			

#### 6.3.2 Product Routing

Routing: Ultra•Strip® III Individual Label (LABELASSY030)								
Op #	Parts Used	STEPS	TIME (min )	COST	Work Center	Work Center Description	Plant	
1		Magnetize magnetostrictive ribbon	0.5	0.1	WC030A	Magnetizing Machine	P030	
2		Place raw plastic material in forming die to create label cavity	0.6	0.12	WC030B	Molding Department	P030	
3	LABELCAVITY030	The label cavity is placed in an assembly tray	0.2	0.04	WC030C	Clean Assembly Room	P030	
4	MAGRIBBON030 BIASRIB030	Insert magnetostrictive ribbon and bias ribbon in label cavity	0.75	0.15	WC030C	Clean Assembly Room	P030	
5	LABELADHESIVE030	Seal Label together by attaching adhesive film backing and label cavity	0.2	0.04	WC030C	Clean Assembly Room	P030	

Total

2.25

Rout	Routing: SuperTag® III (HARDTAGASSY030)									
Op #	Parts Used	STEPS	TIME (min )	cost	Work Center	Work Center Description	Plant			
1		Magnetize magnetostrictive ribbon	0.5	0.1	WC030A	Magnetizing Machine	P030			
2		Mold top and bottom housing enclosure	0.5	0.1	WC030B	Molding department	P030			
3	MAGRIBBON030 BIASRIB030 TAGTOPHOUSE030	Insert magnetostrictive ribbon and bias ribbon into top housing enclosure	0.75	0.15	WC030C	Clean Assembly Room	P030			
4	TAGPINSPRING030	Insert pin locking spring into top housing enclosure	0.4	0.08	WC030C	Clean Assembly Room	P030			
5	TAGBOTHOUSE030	Seal top and bottom housing enclosure	0.8	0.16	WC030C	Clean Assembly Room	P030			
6	TAGSECURITYPIN030	Insert security pin	0.1	0.02	WC030C	Clean Assembly Room	P030			
		Total	3.05	12						

### 6.4 Financial Management

The following chart of accounts was implemented in SAP.

G/L	C. (I. Account name
100030	Bank (Checking Account)
101030	Alternate Bank
110030	Accounts Receivable Reconciliation
200030	Raw Materials Inventory
201030	Trading Goods Inventory
202030	
	Finished Goods Inventory
203030	Operating Supplies Inventory
300030	Accounts Payable Reconciliation
310030	Goods Receipt / Invoice Receipt Account
320030	Accrued Tax - Output
321030	Accrued Tax - Input
330030	Retained Earnings
350030	Common Stock 030
600030	Sales Revenue
610030	Revenue Deductions
710030	Labor Expense
720030	Raw Materials Consumption / Expense
721030	Trading Goods Consumption/Expense
722030	Finished Goods Consumption / Expense
731030	Production Order Settlement Expense
740030	Supplies Expense
750030	Utilities Expense Account
760030	Purchase Price Difference Account
762030	Production Variance Expense
770030	Information Technology Expense
780030	Rent Expense
781030	Miscellaneous Expense
790030	Cost of Goods Sold Expense

#### 6.5 Operations

Two sales orders were received, as detailed below.

Customer Name	Customer ID	Distribution Channel	Material ID	Quantity	Total	
Earls Home	141	RE	LABELASSY030	10,000	\$ 3,650.00	
Building Supplies	141	RE	HARDTAGASSY030	5,000	\$ 3,650.00	
Lly was Mant Cana	140	<b>NA/1.1</b>	LABELASSY030	20,000	¢ 2.572.00	
Hyper Mart Corp	142	WH	HARDTAGASSY030	5,000	\$ 3,572.00	

To complete these sales orders, materials had to be purchased and finished goods had to be produced. Summaries of the procurement, production, and sales processes are provided in the following tables.

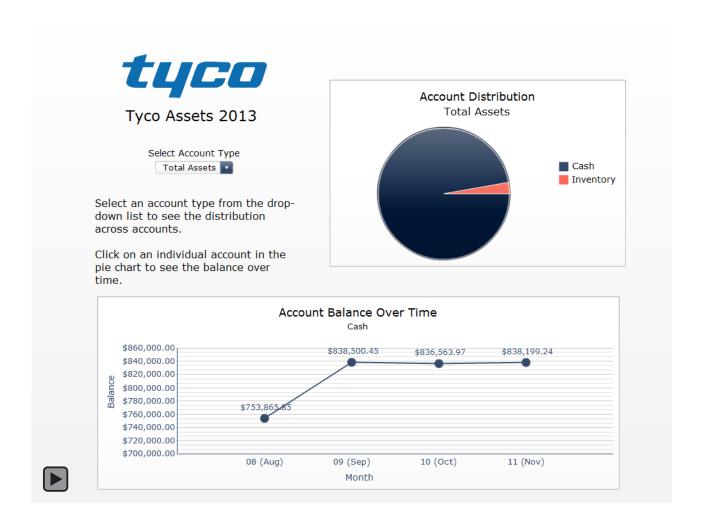
Purchase Order Summary								
Vendor	Vendor ID	Purchase Order	Goods Receipt	Invoice	Payment			
Colorful Polymers	100171	4500000224	5000000361	5105601000	1500000015			
Mega Machining Company	100172	4500000225	5000000362	5105601001	1500000016			
Rare Earth Alloys	100173	4500000226	5000000363	5105601002	1500000017			
Best Project Material	100174	4500000227	5000000364	5105601003	1500000018			

Production Order Summary								
Material ID Planned Production Order Order		Goods Issue	Goods Receipt					
LABELASSY030	15971	1000112	4900000235	5000000365				
HARDTAGASSY030	15969	1000113	4900000236	5000000366				

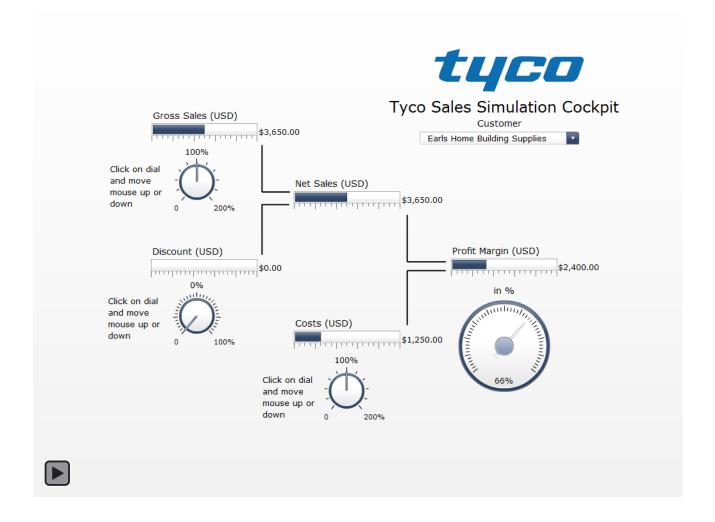
Sales Order Summary								
Customer Name	Customer ID	Sales Quote	Sales Order	Delivery Note	Invoice	Payment		
Earls Home Building Supplies	141	20000061	79	80000124	90000127	1400000006		
Hyper Mart Corp	142	20000062	80	80000125	90000128	1400000007		

#### 6.6 SAP Crystal Dashboard Design

SAP Crystal Dashboard was used to design an interactive graphic of the cash and inventory available in 2013. Selecting either cash or inventory in the drop-down menu changes the account distribution shown in the pie chart. Selecting one of the pie pieces will show the individual account balance over time in the line chart.



SAP Crystal Dashboard was also used to display the financial information related to the two sales orders that were processed as part of the model implementation. The customer can be selected from the drop-down menu and the sales, discount, and cost information can be adjusted to determine the effects on profit margin.



#### 7 SAP Implementation Details

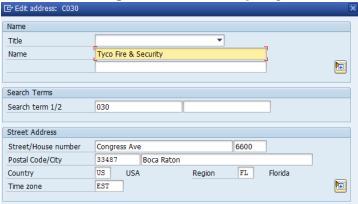
Screenshots of the SAP implementation and operation are provided below.

#### 7.1 SAP Environment

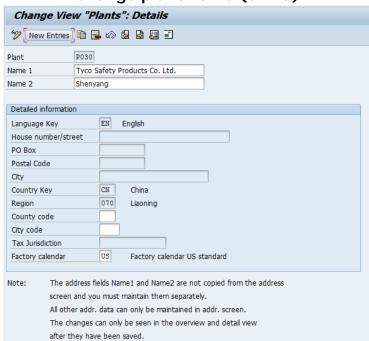
Application Server	Madrid.cob.csuchico.edu
Instance Number	01
System ID	MDR
Client	615
Company Code	C030

#### 7.2 Changes in Enterprise Organization Structure

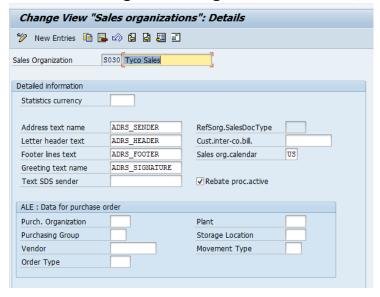
#### 7.2.1 Change name of company code (SPRO)



#### 7.2.2 Change plant name (SPRO)

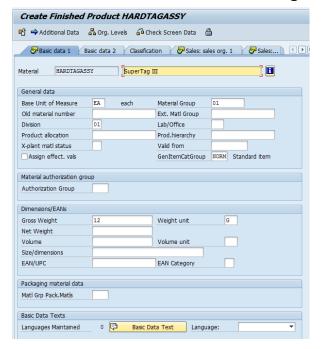


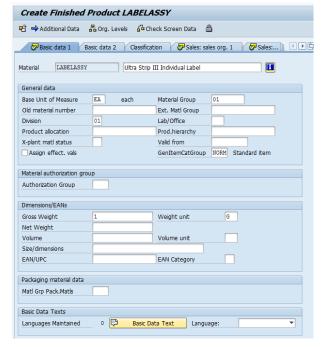
#### 7.2.3 Change sales organization name (SPRO)



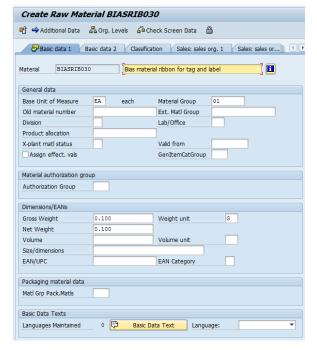
#### 7.3 New Master Data for Materials Management

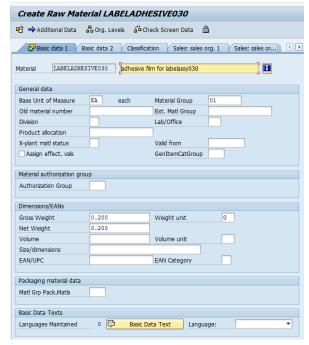
#### 7.3.1 Create two new finished goods (MMF1)

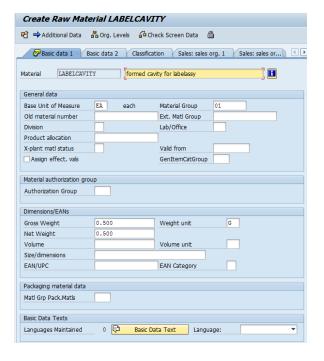


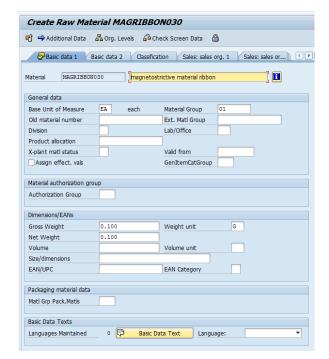


#### 7.3.2 Create relative raw materials (MMR1)

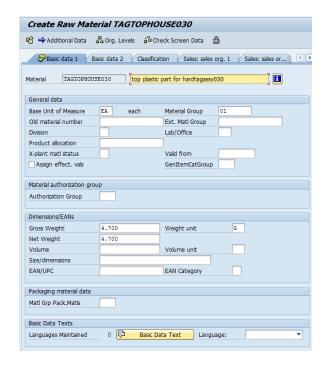


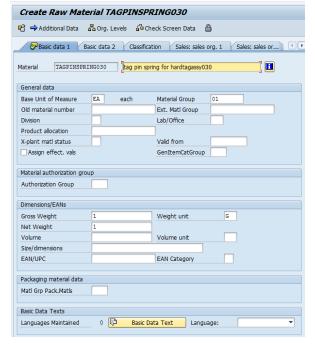


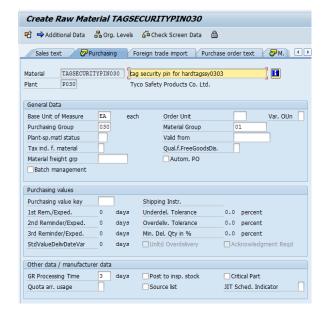




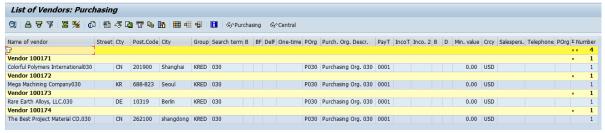








#### 7.3.3 Create new vendors (XK01)



P030

100173

P030

P030

Plant

Info Record

Info category

Standard

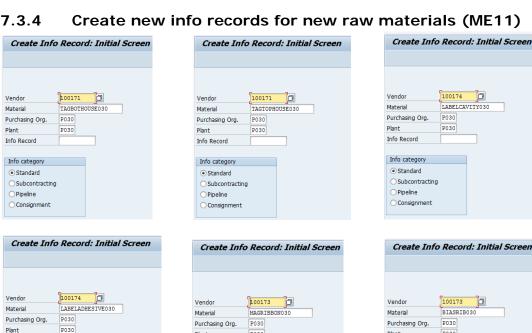
OPipeline

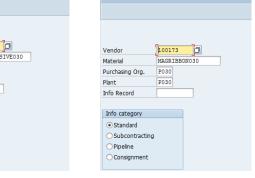
Subcontracting

O Consignment

BIASRIB030

#### 7.3.4 Create new info records for new raw materials (ME11)





Create Info	Record: Initial Screen
	100172
Vendor	100172
Material	TAGSECURITYPIN030
Purchasing Org.	P030
Plant	P030
Info Record	
Info category	
<ul><li>Standard</li></ul>	
Subcontracting	
OPipeline	

Info Record

Info category

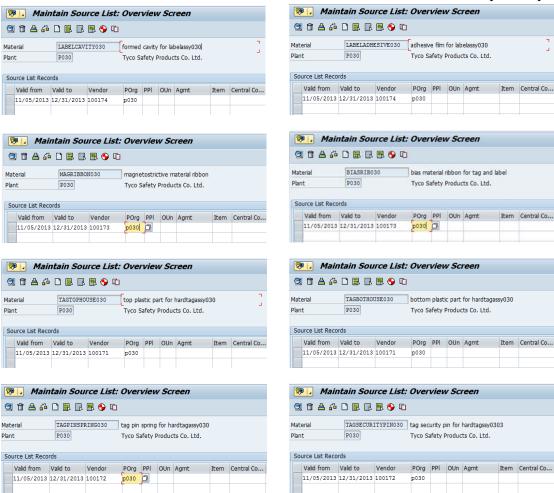
Subcontracting

Consignment

Standard

○ Pipeline

#### 7.3.5 Create source lists for raw materials and vendors (ME01)

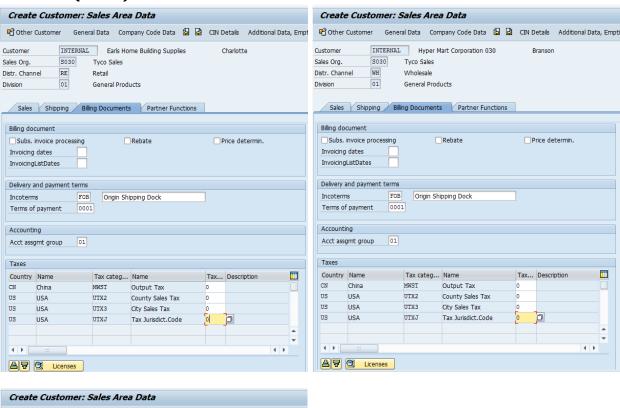


#### 7.4 New Master Data for Sales Management

#### 7.4.1 Create new customers (XD01)



## 7.4.2 Create customer specific material prices for finished products (VK31)

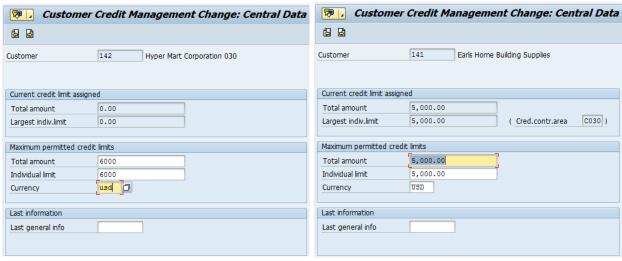


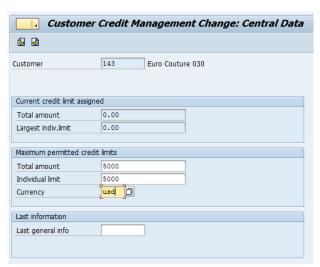
T Other Customer	General Data	Company Code Data	<b>₽</b>	CIN Details	Additional Data, Em
ustomer INT ales Org. 503 istr. Channel RE ivision 01	Tyco Sa Retail	ro Couture 030		Linden	
Sales Shipping	Billing Docu	ments Partner Fu	nctions		
Sales order					
Sales district Sales Office Sales Group Customer group ABC class Currency  Switch off rounding  Product attribute	9	d States Dollar	Order production of the product of t	Group  poposal  cust.  pup  ate Type	00 \$
Pricing/Statistics					
Price group Cust.pric.proc. 1 Price List Cust.Stats.Grp 1	Stand	lard			
Agency business					
Relevant for agenc	y business				
Customer hierarchy					
Hierarchy type					
Higher-level customer					

#### 7.4.3 Create discount for your new customer (VK31)



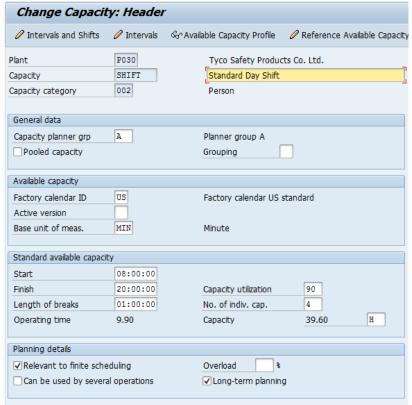
#### 7.4.4 Setup credit limit for your new customer (FD32)





#### 7.5 New Master Data for Production Management

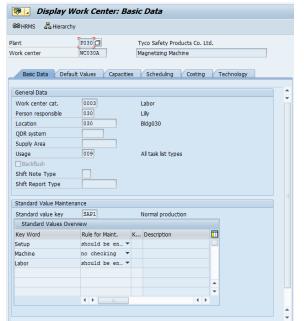
#### 7.5.1 Modify your plant capacity if necessary (CR12)

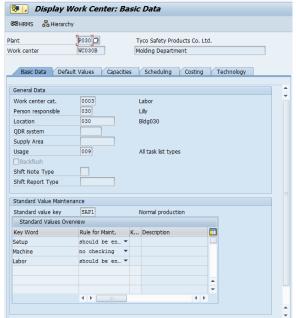


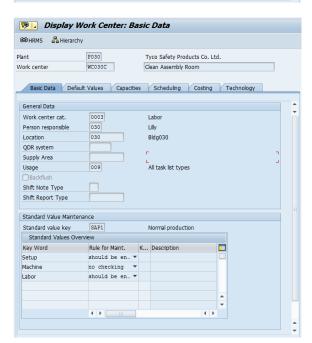
#### 7.5.2 Modify labor activity price if necessary (KP26)



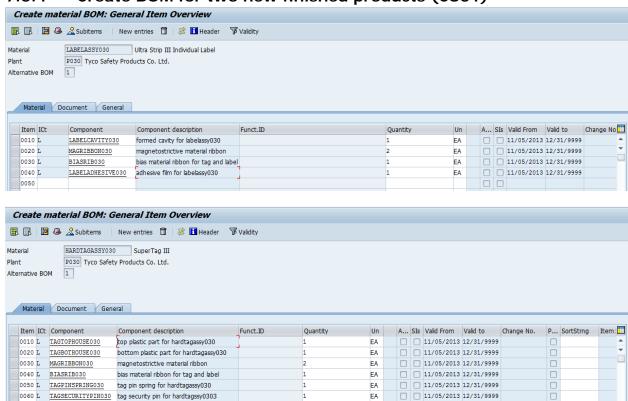
#### 7.5.3 Modify your work center for production if necessary (CR02)





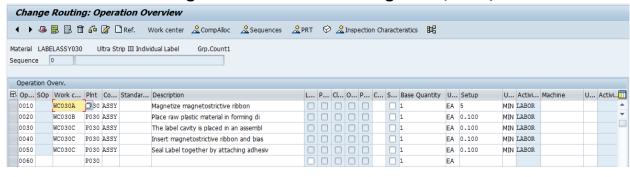


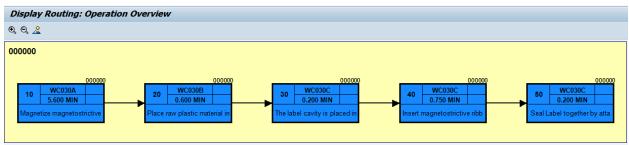
#### 7.5.4 Create BOM for two new finished products (CS01)

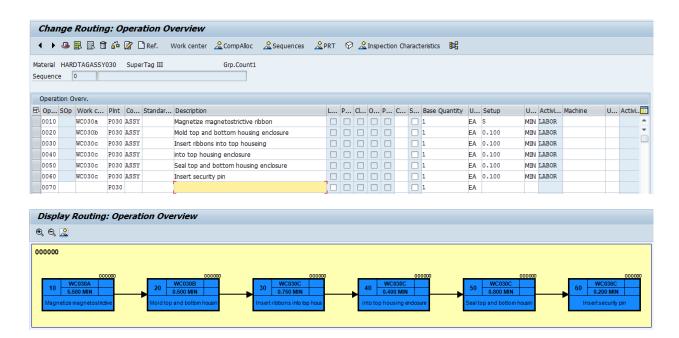


#### 7.5.5 Create routings for two new finished goods (CA01)

0070



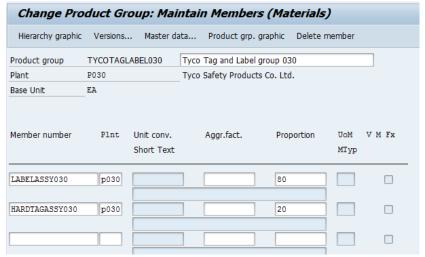




#### 7.5.6 Create product group (MM01)



#### 7.5.7 Assign members for your product group (MC86)



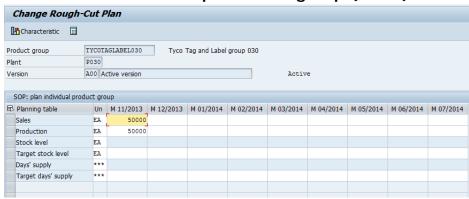
#### 7.6 Operation Activities

# 7.6.1 After implementation, send an email to your instructor to introduce two new products with prices in WH, discount rate, credit limit, delivery date

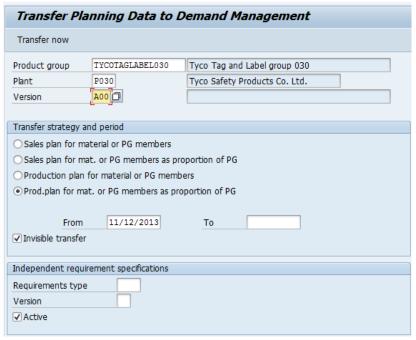
Finished Product	Price	Per	Product Group
LABELASSY030	\$274.95	5000	TYCOTAGLABEL030
HARDTAGASSY030	\$631.80	1000	TYCOTAGLABEL030

Customer	Address	Distr. Ch	Region	Cust. #	Credit Limit	Discount Rate
Earls Home Building Supplies	4927 Monroe Rd Charlotte, NC 28203	RE	East	141	\$5000	
Hyper Mart Corporation	300 Tanger Blvd Branson, MO 65616	WH	West	142	\$6000	5%/\$1000 8%/\$2000 10%/\$3000
Euro Couture	210 North Wood Avenue Linden, NJ 07036	RE	East	143	\$5000	

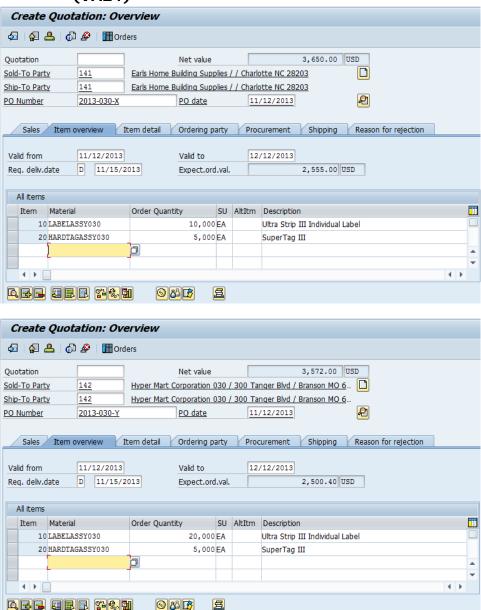
#### 7.6.2 Create SOP for production group (MC82)



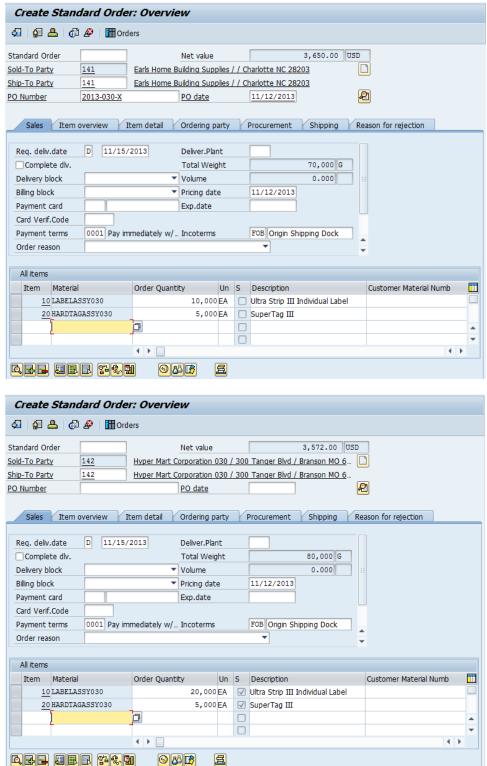
#### 7.6.3 Transfer planning data to demand management (MC75)



### 7.6.4 Create sales quotation based on your new customer request (VA21)



#### 7.6.5 Convert your sales quotation to a sales order (VA01)

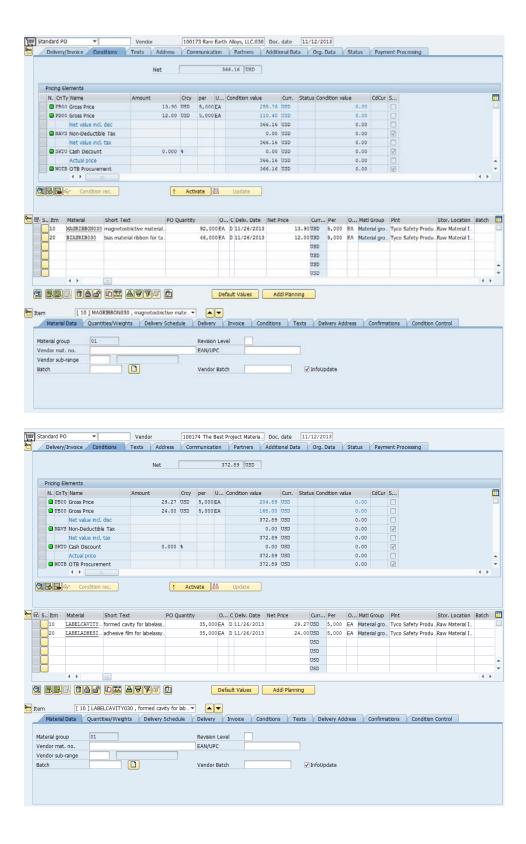


# 7.6.6 Run MPS/MRP to generate purchase requisitions and planned orders (MD40)

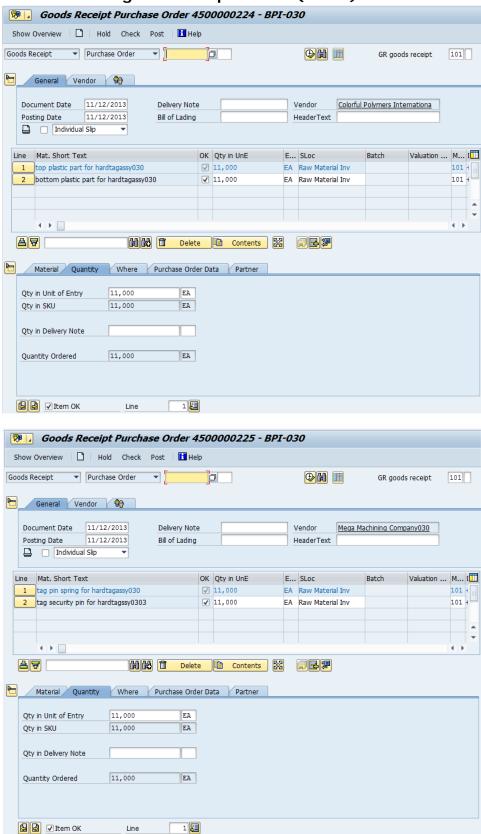
orders (MD40)  Master Production Scheduling Planning Run													
MRP list			ccept.grp										
		Dlang	ed Mate:	nisla			S	-14	act	io	n .	Cno	oup
Count.	Time		lnt	-	aterial				3				
1	12.43.05		030		ARDTAGASS	Y030	1	Г		Ī	1	1	_
	12.43.05		030		ABELASSY0		П		П	П	1	1	-
	12.43.05		030		IASRIB030		П		П	4	1	1	
4	12.43.05	001 E	030	L	ABELADHES	IVE030			П	4	1	1	
5	12.43.05	001 E	030	L	ABELCAVIT	Y030			П	4			
6	12.43.05	001 E	030	M	AGRIBBONO	30				4			
7	12.43.05	001 E	030	T	AGBOTHOUS	E030			Ш			1	7
8	12.43.05	001 E	030	T	AGPINSPRI	NG030			Ш			7	7
9	12.43.05	001 E	030	T	AGSECURIT	YPIN030			Ш			1	
10	12.43.05	001 F	030	T	AGTOPHOUS:	E030	L		Ш	Ц	1	17	<u></u>
	s planne	d ew Excepti	ODS			10							
		ermination		3t		10	,						
Paramete Scope of	rs Plannin	g											
Plnt						P030							
Processi	ng Key					NETCH							
		Requisitio	n			2							
	ule Line					3							
Create M	MRP List					1							
Planning	Mode					1							
Scheduli	_					1							
MRP Date	÷					11/12/2013	3						
Purchase Purchase	requisi	tions char tions dele	ted				1						
Depender	ic requir	ements cre	aced			1,	•						
	Statisti												
	Plannin	•				12:43:0							
End of B	Planning	Run				12:43:0		_					
D1-1	T: 5 1	W	112	-	ODT #:	/:							
Material		Materials Plnt	WICH HI	jnest (	CPO TIMES	(III MS)		_			_		
	ime		Net Ca	lc.	BOM	LdTmeSched	i			Up	da	te	
	ASSY030	P030									_		
	149	22		52	32	0					3	4	
TAGBOTHO		P030										T	
	62	6		2	0	0					5	3	
BIASRIBO	030	P030											
	59	6		1	0	0					4	9	
LABELASS	SY030	P030											
	36	6		1	14	0					1	3	
TAGPINSE		P030											
	26	7		0	0	0					1	7	
TAGSECUE	RITYPINO3												
	25	8		1	0	0					1	5	
	/ITY030	P030											
	24	6		1	0	0					1	6	
MAGRIBBO		P030			_							_	
	22	10		1	0	0						9	
TAGTOPHO		P030											
		6		1	0	0					1	1	
	ESIVE030	P030		_		_					1		

#### 7.6.7 Create a purchase order for required raw materials (ME21N)





#### 7.6.8 Make goods receipt for PO (MIGO)

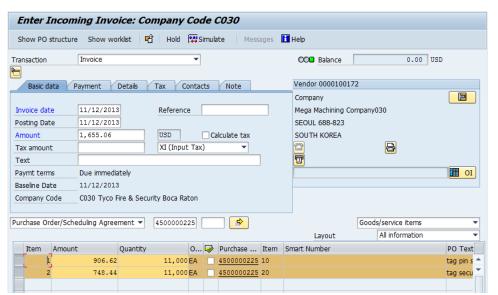




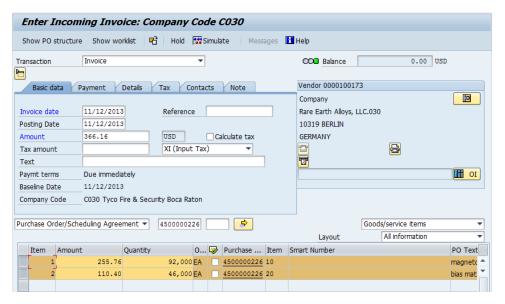
#### 7.6.9 Post invoice receipt for your new vendor (MIRO)



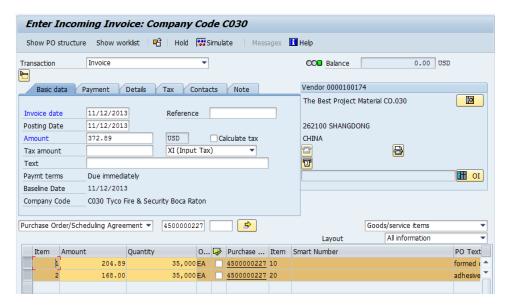






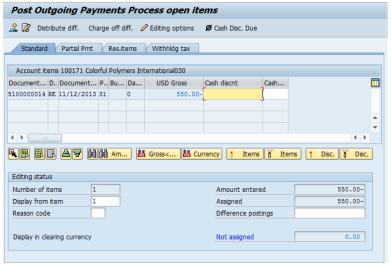


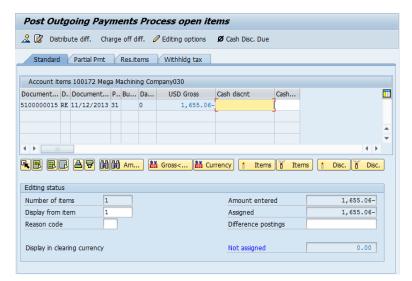


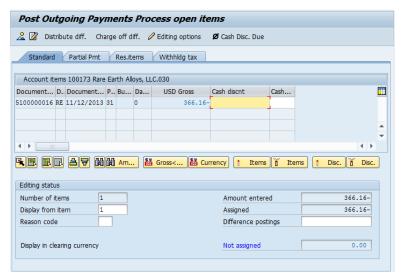


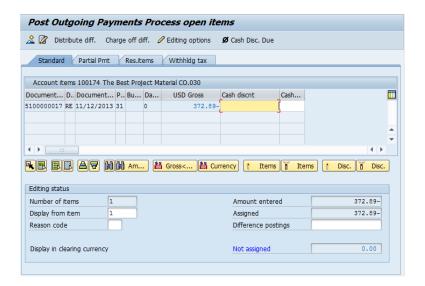


#### 7.6.10 Post payment to your new vendor (F-53)

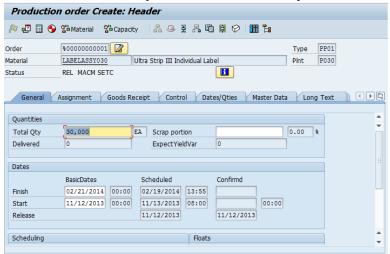


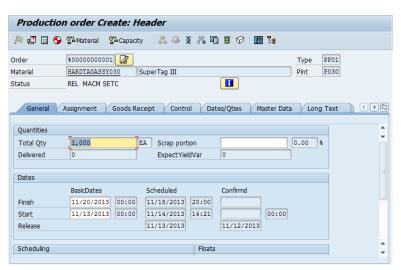






#### 7.6.11 Convert planned orders to production order (MD04)



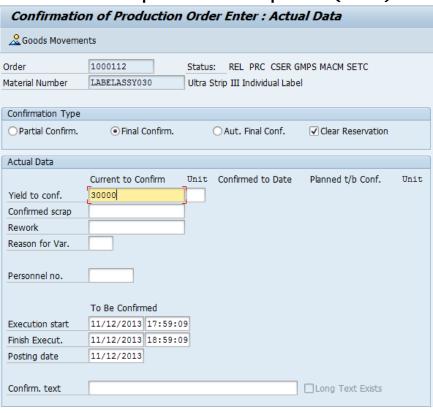


#### 7.6.12 Make goods issue to production order (MB1A)





#### 7.6.13 Confirm production completion (CO15)



Confirmatio	n of Production	Order Enter : Actu	al Data	
🙎 Goods Movemen	nts			
Order	1000113	Status: REL PRC GMPS	MACM SETC	
Material Number	HARDTAGASSY030	SuperTag III		
Confirmation Type				
O Partial Confirm.	Final Confirm.	O Aut. Final Conf.	✓ Clear Reservation	
Actual Data				
	Current to Confirm	Unit Confirmed to Date	Planned t/b Conf.	Unit
Yield to conf.	1000			
Confirmed scrap				
Rework				
Reason for Var.				
Personnel no.				
	To Be Confirmed			
Execution start	11/12/2013 18:00:2			
Finish Execut.	11/12/2013 19:00:2	=		
Posting date	11/12/2013	<u> </u>		
1 oscing date	11, 12, 2010			
Confirm. text			□Long Text Exists	

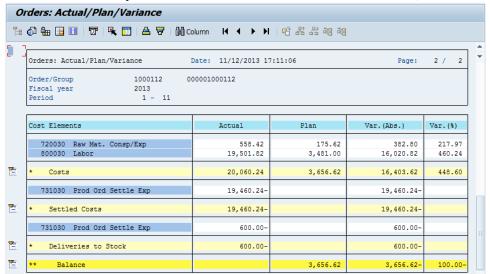
### 7.6.14 Make goods receipt of finished goods from production order (MB31)

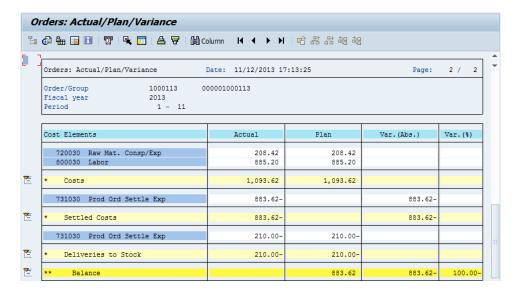


#### 7.6.15 Make production order costs settlement (CO02/KO88)

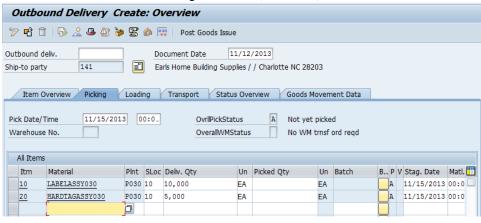
101 +

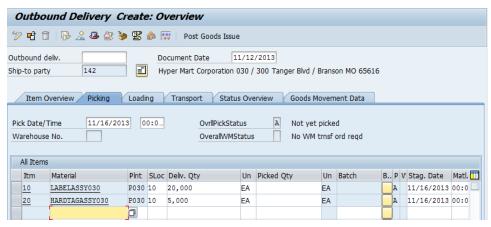
SuperTag III



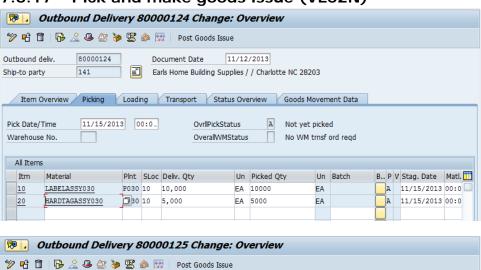


#### 7.6.16 Create delivery notes (VL01N)





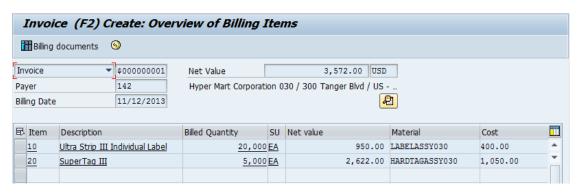
#### 7.6.17 Pick and make goods issue (VL02N)



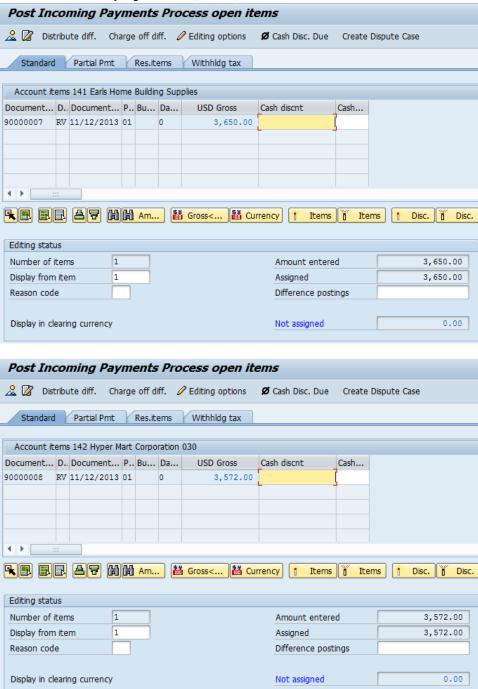


#### 7.6.18 Bill your new customer (VF01)



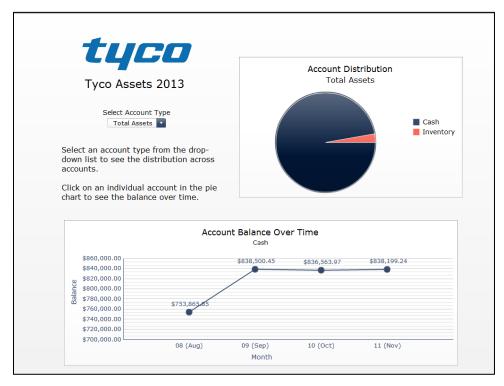


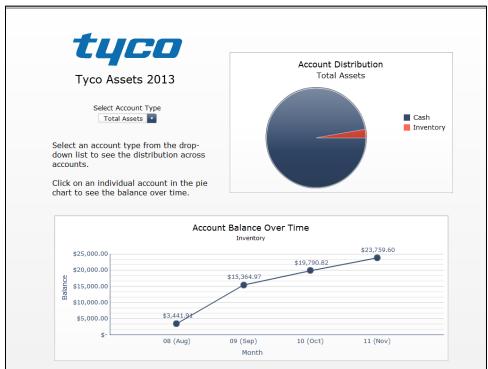
#### 7.6.19 Post payment (F-28)

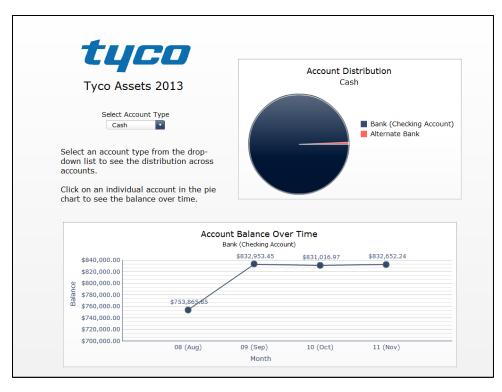


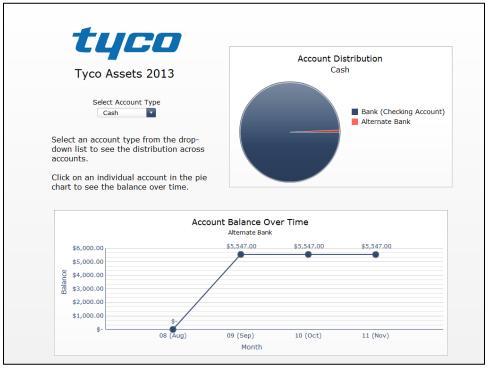
### 7.6.20 Use Crystal Dashboard to show your cash, inventory of your assets

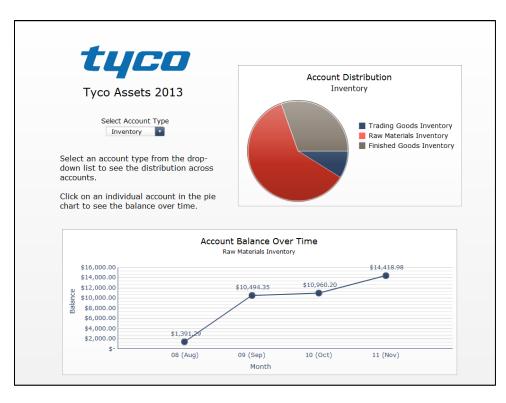
The following screenshots show the different views available through the two Dashboard designs.

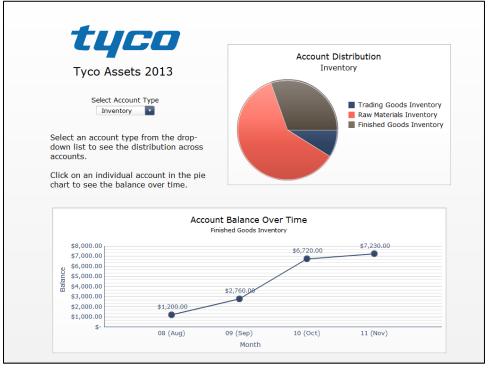


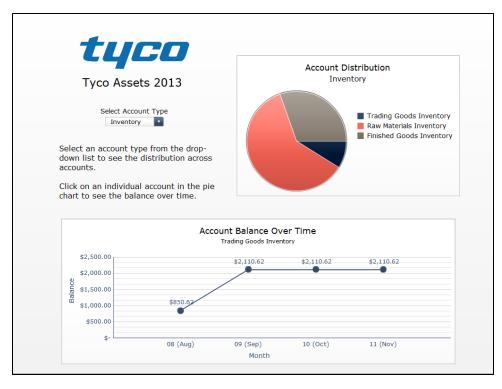


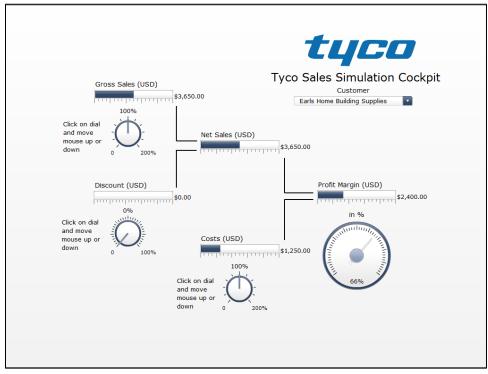


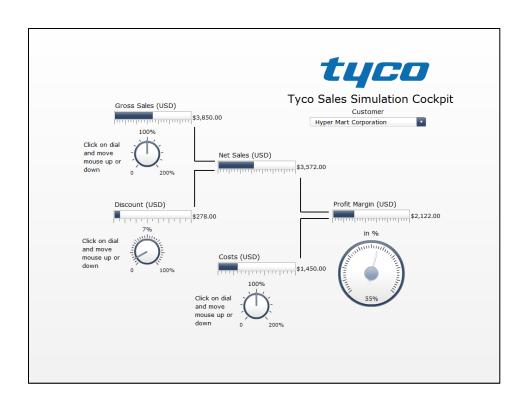












### **Appendix: List of T-Codes**

The following transaction codes were used in the SAP implementation and operation.

T-Code	Description	Module
CA01	Create routing	PP
CO02	Change production order	PP
CO15	Enter production order confirmation	PP
CR02	Change work center	PP
CR12	Change capacity	PP
CS01	Create material BOM	MM
F-28	Post incoming payments	FI
F-53	Post outgoing payments	FI
FD32	Change customer credit management	FI
KO88	Actual settlement: order	СО
KP26	Change plan data for activity types	СО
MB1A	Goods withdrawal	MM
MB31	Goods receipt for production order	MM
MC75	Transfer PG to demand management	PP
MC82	Sales and operations planning	PP
MC86	Change product groups	PP
MD04	Display stock/requirements situation	PP
MD40	MPS	PP
ME01	Maintain source list	MM
ME11	Create purchasing info record	MM
ME21N	Create purchase order	MM
MIGO	Goods movement	MM
MIRO	Enter incoming invoice	MM
MM01	Create material	MM
MMF1	Create finished product	MM
MMR1	Create raw material	MM
SPRO	Customizing - edit project	
VA01	Create sales order	SD
VA21	Create quotation	SD
VF01	Create billing document	SD
VK31	Condition maintenance	SD
VL01N	Create outbound delivery	PP
VL02N	Change outbound delivery	PP
XD01	Create customer centrally	FI
XK01	Create vendor centrally	FI