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JRS ENTERPRISE AND  
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The SAP Materials Management (MM) module is a critical component of SAP ERP, focusing on procurement, inventory management, material valuation, and integration with other modules like SD (Sales and Distribution), PP (Production Planning), and FICO (Financial Accounting and Controlling). Below is a comprehensive **SAP MM syllabus** tailored to include **real-time implementation processes**, based on industry-standard training curricula and practical scenarios. The syllabus is structured to cover foundational and advanced topics, with an emphasis on real-world applications.

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## SAP MM Syllabus with Real-Time Implementation

### Unit 1: Introduction to SAP and SAP MM

- **Topics:**
  - Overview of ERP and SAP
  - Introduction to SAP MM module and its role in procurement-to-pay processes
  - SAP system navigation (SAP GUI, Fiori, and S/4HANA basics)
  - SAP MM integration with SD, PP, FICO, and other modules
- **Real-Time Implementation:**
  - Understanding business requirements for procurement and inventory processes (e.g., purchase orders, stock management).
  - Mapping client's material management processes to SAP MM functionalities.
  - Example: Configuring SAP MM for a manufacturing client to automate procurement and inventory tracking, ensuring integration with production (PP) and finance (FICO).

### Unit 2: Enterprise Structure in SAP MM

- **Topics:**
  - Definition and assignment of organizational units: Company Code, Plant, Storage Location, Purchasing Organization, Purchasing Group
  - Assigning purchasing organizations to plants and company codes
  - Configuring valuation areas and material types
- **Real-Time Implementation:**
  - Setting up the enterprise structure based on the client's operational model (e.g., centralized vs. decentralized purchasing).
  - Example: For a global retailer, configure multiple plants for regional warehouses and assign a centralized purchasing organization to streamline procurement.

**Unit 3: Master Data in SAP MM**

- **Topics:**
  - Material Master: Material types, views (purchasing, accounting, storage)
  - Vendor Master: Account groups, partner functions
  - Purchasing Info Record: Vendor-material-price linkage
  - Source List and Quota Arrangement
- **Real-Time Implementation:**
  - Creating and maintaining master data for materials, vendors, and purchasing info records aligned with client needs.
  - Example: For an FMCG company, set up material master data for raw materials with specific storage conditions and vendor master data with payment terms for bulk suppliers.

**Unit 4: Procurement Processes**

- **Topics:**
  - Purchase Requisition (PR), Purchase Order (PO), Request for Quotation (RFQ)
  - Document types and number ranges
  - Release procedures for PR and PO
  - Outline agreements: Contracts and Scheduling Agreements
- **Real-Time Implementation:**
  - Configuring procurement processes to match client-specific workflows (e.g., direct procurement, stock procurement).
  - Example: For an automotive manufacturer, configure a release strategy for POs above a certain value, requiring multiple approvals to ensure compliance.

**Unit 5: Pricing and Conditions**

- **Topics:**
  - Condition techniques: Condition tables, types, access sequences
  - Pricing procedures in procurement
  - Discounts, surcharges, and taxes
  - Vendor-specific pricing and condition records

- **Real-Time Implementation:**

- Designing pricing procedures to align with client procurement strategies (e.g., volume-based discounts, freight costs).
- Example: For a pharmaceutical company, configure pricing conditions for bulk raw material purchases, including tax calculations and vendor-specific discounts.

## Unit 6: Inventory Management

- **Topics:**

- Goods Receipt (GR), Goods Issue (GI), and Transfer Posting
- Stock types: Unrestricted, quality inspection, blocked stock
- Movement types and their configuration
- Physical inventory and cycle counting

- **Real-Time Implementation:**

- Setting up inventory processes to manage stock movements and maintain accurate inventory levels.
- Example: For a retail client, configure goods receipt processes to update stock levels in real-time and trigger automatic quality inspection for perishable goods.

## Unit 7: Invoice Verification

- **Topics:**

- Invoice verification process: Evaluated Receipt Settlement (ERS), three-way match
- Invoice block and release procedures
- Subsequent debit/credit and credit memos
- Integration with FICO for financial postings

- **Real-Time Implementation:**

- Configuring invoice verification to ensure accurate payment processing and compliance with vendor terms.
- Example: For a manufacturing client, implement ERS to automate invoice processing for trusted vendors, reducing manual effort and ensuring timely payments.

**Unit 8: Special Procurement Processes**

- **Topics:**
  - Subcontracting process
  - Consignment procurement
  - Third-party procurement
  - Stock Transport Orders (STO): Intra-company and inter-company
  - Pipeline and service procurement
- **Real-Time Implementation:**
  - Configuring special procurement scenarios to meet unique client needs (e.g., subcontracting for component assembly).
  - Example: For an electronics manufacturer, configure subcontracting to send raw materials to a vendor for assembly, with automatic stock updates upon goods receipt.

**Unit 9: Material Valuation and Account Determination**

- **Topics:**
  - Material valuation: Standard price, moving average price
  - Split valuation for different material types
  - Automatic account determination for inventory and procurement postings
- **Real-Time Implementation:**
  - Setting up valuation and account determination to ensure accurate financial postings.
  - Example: For a chemical company, configure split valuation for materials with different grades (e.g., high-purity vs. standard), ensuring correct cost tracking in FICO.

**Unit 10: Integration with Other SAP Modules**

- **Topics:**
  - MM-FICO integration: Account determination, cost centers
  - MM-SD integration: Availability check, stock transfer
  - MM-PP integration: Material requirements planning (MRP), BOM explosion
  - MM-WM integration: Warehouse management processes

- **Real-Time Implementation:**

- Ensuring seamless data flow between MM and other modules for end-to-end processes.
- Example: For a manufacturing client, configure MM-PP integration to trigger procurement based on MRP runs, ensuring materials are available for production schedules.

### Unit 11: Advanced Topics

- **Topics:**

- Material Requirements Planning (MRP): Planning runs, lot sizing
- Batch management: Batch determination, batch traceability
- Serial number management
- Output determination and message control
- Data migration techniques (e.g., LSMW, BAPI for legacy data)

- **Real-Time Implementation:**

- Implementing MRP to optimize inventory levels or batch management for traceability.
- Example: For a food processing company, configure batch management to track expiration dates and ensure compliance with regulatory requirements.

### Unit 12: Vendor Evaluation and Source Determination

- **Topics:**

- Vendor evaluation criteria: Price, quality, delivery
- Automatic source determination using source lists and quota arrangements
- Vendor ranking and scoring

- **Real-Time Implementation:**

- Setting up vendor evaluation to select reliable suppliers and optimize procurement.
- Example: For a retail chain, configure vendor evaluation to prioritize suppliers based on delivery speed and cost, improving procurement efficiency.

### Unit 13: Implementation and Support Projects

- **Topics:**
  - ASAP methodology: Project preparation, blueprint, realization, testing, go-live, support
  - Handling documentation, user training, and change management
  - Support projects: Incident management, enhancements, and change requests
- **Real-Time Implementation:**
  - Following ASAP methodology for end-to-end SAP MM implementation.
  - Example: For a new SAP implementation, conduct blueprint workshops to gather client procurement requirements, configure the system, perform user acceptance testing (UAT), and provide post-go-live support.

### Unit 14: Technical Topics (Optional for Functional Consultants)

- **Topics:**
    - User exits and enhancements in MM
    - Data migration using LSMW, BDC, or LTMC (S/4HANA)
    - Basic ABAP debugging for MM processes
  - **Real-Time Implementation:**
    - Using LSMW to migrate legacy vendor and material data into SAP.
    - Example: For a client transitioning from a legacy ERP to SAP, use LSMW to import material master data, ensuring data accuracy and consistency.
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## Real-Time Implementation Process

The SAP MM implementation process typically follows the **ASAP (Accelerated SAP) methodology**, widely used in real-world projects. Here's how it aligns with the syllabus:

### 1. Project Preparation:

- Define project scope, objectives, and team roles.
- Identify client's procurement and inventory processes (e.g., purchase requisition workflows, stock management policies).
- Example: For a manufacturing client, define the scope to include raw material procurement and inventory management for multiple plants.

### 2. Business Blueprint:

- Gather detailed requirements through workshops with stakeholders.
- Map client processes to SAP MM functionalities (e.g., subcontracting, consignment).
- Document the blueprint, including enterprise structure, master data, and integration points.

### 3. Realization:

- Configure SAP MM based on the blueprint (e.g., purchasing organizations, movement types, pricing procedures).
- Perform unit testing for individual configurations (e.g., test goods receipt for stock updates).
- Example: Configure a release strategy for purchase orders, then test with sample POs to ensure approvals work as expected.

### 4. Final Preparation:

- Conduct integration testing with SD, PP, and FICO modules.
- Perform user acceptance testing (UAT) with client stakeholders.
- Train end-users on SAP MM processes (e.g., creating POs, posting goods receipts).
- Example: Simulate an end-to-end procurement cycle from PR to invoice verification, ensuring data flows correctly to FICO for accounting.

### 5. Go-Live and Support:

- Migrate master data (e.g., materials, vendors) using LSMW or LTMC.
- Monitor system performance post-go-live and resolve issues (e.g., invoice blocks, stock discrepancies).
- Provide ongoing support for enhancements and change requests.



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- Example: Post-go-live, address a client issue where goods receipts are not updating stock levels by adjusting movement type configurations.

#### 6. Post-Implementation Support:

- Handle incidents (e.g., vendor payment disputes, MRP errors) via ticketing systems.
- Implement enhancements (e.g., new movement types for special stock).
- Example: For a client expanding to a new warehouse, configure additional storage locations and update MRP settings to include the new plant.

#### Certification and Career Relevance

- **SAP MM Certification:** The syllabus prepares for the **SAP Certified Application Associate - SAP ERP Procurement** or **S/4HANA Sourcing and Procurement** certification, validating expertise in MM configuration and implementation.
- **Career Roles:** SAP MM Consultant, Analyst, Manager, or Support Specialist.
- **Salary Range:** In India, fresher SAP MM consultants earn ₹3L–₹7L annually, while experienced professionals can earn ₹7L–₹18L or more, depending on expertise and location.