SAP

SAP Partner

INNOVTECH SOLUTIONS

(AN ACADAMY FOR PROFESSIONAL TRAINING ENGG/ MBA/ BCOM/ BSC)

SAP TRAINING PROGRAM

ABOUT SAP

SAP is a German multinational software corporation based in walldorf, Baden-wuttemberg, that develops enterprise software to manage business operations and customer relations.

SAP or System Application and Products, is a widely-used enterprise resource planning (ERP) software SAP creates a centralized system for businesses that enables every department to access and share common data to create a better work environment for every employee in the company.

No. 1 ERP 70% Market Share in INDIA

11 OUT OF 16 "Navratnas" run SAP.
BEL, BHEL, NTPC, ONGC, IOCL, ...

25 OUT OF THE 40 LARGEST INDIAN COMPANIES NAMED BY FORBES RUN SAP

9 OUT OF MOST PROFITABLE AND LARGEST COMPANIES RUN SAP

36 OUT OF 50 ET 500 RUN SAP

FICO (Finance and Control)

01

HR (Human Resources)

05

PP (Product Planning)

02

SD (Sales and Distribution)

04

MM (Material Management)

03

SAP FICO (FINANCE & CONTROLLING)

SAP FICO Stands for FI (Financial Accounting) and CO (Controlling). SAP FICO is the important module of ERP and both FI and CO modules stores the complete financial transaction data of an organization.

SAP FICO

SAP SD (SALES & DISTRIBUTION)

SAP Sales and Distribution (SAP SD) is a core functional module in SAP ERP Central Component (ECC) that allows organizations to store and manage customer- and product-related data. Organizations use this data to manage all of the sales ordering, shipping, billing, and invoicing of their goods and services.
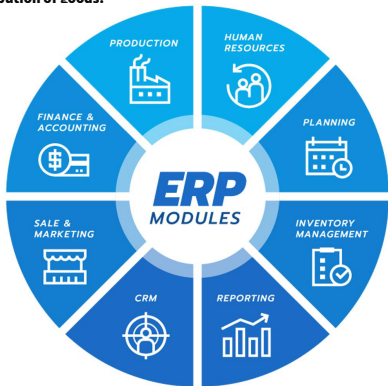
SAP SD

SAP MM (MATERIAL MANAGEMENT)

SAP MM (Materials Management) is a module of the SAP ERP software package from SAP AG that is used for Procurement Handling and Inventory Management. SAP Materials management covers all tasks within the supply chain, including consumption-based planning, planning, vendor evaluation and invoice verification.

SAP MM

SAP PP (PRODUCTION PLANNING)

SAP Production Planning (SAP PP) is the component of ERP Central Component (ECC) that helps businesses plan the manufacturing, sale and distribution of goods.

SAP PP

ERP MODULES diagram with the following modules: PRODUCTION, HUMAN RESOURCES, FINANCE & ACCOUNTING, PLANNING, SALE & MARKETING, INVENTORY MANAGEMENT, CRM, REPORTING

WHO CAN LEARN SAP?

> The SAP Training Program expands on SAP's existing engagement with educational institutions. Designed to provide convenient and cost-effective SAP training to aspiring students through SAP Student Training Program enables to offer training that increases their students' SAP knowledge and helps move them to the top of employers' job applicants list.

> It's made up of two key components that help student achieve their career and learning objectives: SAP learning hub, a student edition that gives student training content to expand their knowledge of SAP across a wide range of subject area, SAP E-Training, student edition provides.

WHY SAP?

Advanced data management	Excessive Mobility
Avoid Duplication & Ensure Transparency Services	Reliable Customer
Revamp Performance Efficiency	Highly Customizable
Integration with other Value chain Participants	Cost Efficient
Security Assurance	Absolute Analysis & Forcasting

Get a good JOB

Better pay PACKAGE

Increase REPUTATION

Chance of getting PROMOTION

SAP Certification

WHY LEARN AT INNOVTECH SOLUTIONS?

Bridging the Industry-GAP

Online & Offline training

Build Knowledge based economy with cost effective program from the best faculty team in Maharashtra.

Complete study material authorized by SAP

Real-time training Project Exposure

Flexible batch timings

SAP software access to all individuals

Individualized personal interaction with faculty team to clarify doubts if any

100% Placement Guarantee

Course: SAP
Fee : Rs. 29,999/-

CA, CMA, CS, ACCA, CIMA, CFA

MBA (Finance, Sales, Marketing, HR, Operations, SCM, IT, Systems)

PGDM / PGDBA (Finance, Sales, Marketing, HR, Operations, SCM, IT, System)

B.com, BBA, BMS, BMM, BSc, IT, MCA, BCA,BSC, ENGINEERING

Consulting Career & Global opportunities

apollo TYRES

TATA
TATA CONSULTANCY SERVICES

IBM

accenture

HCL

NIIT

hp

SIEMENS

Mindtree

L&T Infotech

ITC INFOTECH
Business-friendly Solutions

wipro

Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

Deloitte.

FUJITSU

intel

Microsoft

BRISTLECONE

Mahindra Satyam

BearingPoint.

T··Systems·

SAP SALES & DISTRIBUTION - SYLLABUS

Introduction to SAP SD

- Overview of SAP ERP and SAP SD
- Role and Importance of SAP SD in Business Processes
- SAP SD Organizational Structure: Company Code, Sales Organization, Distribution Channel, Division
- Navigating the SAP GUI

Master Data in SAP SD

- Customer Master Data: Creation and Maintenance
- Material Master Data: Creation and Maintenance
- Condition Master Data: Pricing Conditions, Access Sequences
- Output Master Data: Output Types, Output Determination

Sales Order Processing

- Sales Order Creation
- Different Sales Document Types (e.g., Sales Order, Quotation, Return Order)
- Item Category Determination
- Pricing Procedure and Condition Types
- Availability Check: Basics and Configurations
- Delivery Scheduling: Backward and Forward Scheduling
- Text and Partner Determination
- Handling Incompletion Logs

Delivery Processing

- Outbound Deliveries: Creation and Processing
- Picking and Packing
- Shipping Point Determination
- Route Determination
- Bill of Lading
- Handling Units
- Goods Issue Process

Billing Process

- Billing Document Types
- Billing Document Creation
- Pricing in Billing: Condition Technique
- Invoice Splits and Combination
- Taxes and Discounts in Billing
- Revenue Recognition

Special Sales Processes

- Consignment Processing
- Third-Party Processing
- Intercompany Sales
- Returns and Complaints Processing
- Credit Management: Credit Control Area, Credit Check Rules

Reporting and Analytics

- Sales Information System (SIS)
- Standard Reports in SAP SD
- Custom Reports and Queries: SAP Query, Quick Viewer
- Business Intelligence (BI) Integration: SAP BW and SAP BusinessObjects

Integration with Other SAP Modules

- Integration with SAP MM (Materials Management)
- Procurement Process
- Stock Transfers
- Integration with SAP WM (Warehouse Management)
- Warehouse Processes
- Stock Movements
- Integration with SAP FI (Financial Accounting)
- Accounting Entries
- Account Determination
- Integration with SAP PP (Production Planning)

- Make-to-Order (MTO) and Make-to-Stock (MTS) Scenarios
- Integration with SAP CRM (Customer Relationship Management)
- Interaction Center
- Marketing and Sales Campaigns

Configuration and Customization

- Customizing SAP SD
- Defining Document Types and Number Ranges
- Configuring Pricing Procedures and Condition Types
- Output Determination Configuration
- Copy Control Configuration: Copying Requirements and Data Transfer Routines

Project and Case Studies

- Real-world SAP SD project scenarios
- Hands-on exercises and case studies
- Implementation Best Practices

SAP SD Best Practices

- Best practices in sales and distribution processes
- Optimization and Efficiency Strategies
- Performance Tuning

Certification Preparation and Mock Tests

- Review of Key Concepts
- Practice Exams and Mock Tests
- Tips for SAP SD Certification

SAP SD Advanced Topics (Optional)

- Variant Configuration
- Cross-Company Sales
- Revenue Account Determination
- Rebate Processing
- Advanced Pricing Techniques

REGISTER NOW

AVERAGE SALARY OF SAP CONSULTANT IN INDIA

Company Name	Min SAL (YRL)	MAX SAL (YRL)	Average Base Salaries in (INR)
SAP India	900,000	2,100,000	₹1350,000/yr
Congnizant	550,000	1,650,000	₹750,000/yr
Wipro	275,000	950,000	₹450,000/yr
Robert Bosch	645,000	1,500,000	₹820,000/yr
Tata Consultancy Services	400,000	1,500,000	₹640,000/yr
IBM	400,000	1,500,000	₹670,400/yr
Deloitte	650,000	1,350,000	₹1000,000/yr
Accenture	300,000	1,260,000	₹600,000/yr
Infosys	400,000	1,250,000	₹820,000/yr
Capgemini	300,000	1,250,000	₹580,000/yr
EY	250,000	1,200,000	₹490,500/yr
HCL Technologies	465,000	920,000	₹750,000/yr
MSG Global Solutions	200,000	850,000	₹550,000/yr
JKT	300,000	750,000	₹425,000/yr
Tech Mahindra	250,000	750,000	₹435,000/yr
NTT DATA	450,000	690,000	₹480,000/yr
Yash Technologies	450,000	750,000	₹520,000/yr
Atos	330,000	1,200,000	₹600,000/yr
Bristlecone	400,000	850,000	₹520,000/yr
LTI	465,000	1,200,000	₹750,000/yr

TOP COMPANIES PAYING SALARY TO SAP CONSULTANT IN INDIA

₹ SAP Consultant Average Salary

1,350,000 ₹ — SAP India
1,000,000 ₹ — Deloite
820,000 ₹ — Robert Bosch
820,000 ₹ — Infoys
750,000 ₹ — Congnizant

SAP SD CONSULTANT

Average Salary
$97,000 yearly $46.71 hourly

$74,000 10%	$97,000 Median	$128,000 90%

	Junior Level	
	$84,000 Yearly Salary	$40.38 Hourly Salary
Mid Level	$97,165 Yearly Salary	$46.71 Hourly Salary
Senior Level	$111,900 Yearly Salary	$53.37 Hourly Salary

TOP COMPANIES USING SAP