



**ACon**  
AbhiTrix Consultancy

## Implementation Project

### SAP S/4HANA Sales & Distribution [SD]

#### Project Title:

SAP S/4HANA Sales & Distribution Implementation for Tata Consumer Products Ltd.

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#### Client Overview

- **Company Name:** Tata Consumer Products Ltd.
  - **Industry:** FMCG (Fast-Moving Consumer Goods) – Beverages and Packaged Foods
  - **Headquarters:** Mumbai, Maharashtra, India
  - **GSTIN:** 27AACCT0438N1ZX
  - **Implementation Location:** Bengaluru Distribution Hub
  - **Go-Live Scope:** SD (Core), Integration with MM, FI, and WM
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#### Project Duration: 6 Months Full-Time

**From:** January 6, 2025

**To:** July 5, 2025

**Methodology:** SAP Activate (Fit-to-Standard)

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#### Modules in Scope

- ✓ SD – Sales & Distribution (Core Module)
  - ∞ Integrated with:
    - MM – Materials Management (for delivery & stock)
    - FI – Financial Accounting (for billing & revenue recognition)
    - WM – Warehouse Management (for delivery picking)
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## Project Phases (With Timeline)

Phase	Period	Key Activities
Project Preparation	Jan 6 – Jan 17	Kickoff, access setup, team alignment
Fit-Gap & Business Blueprint	Jan 20 – Feb 28	AS-IS & TO-BE analysis, document sales flow
Realization & Configuration	Mar 3 – Apr 30	SPRO config, pricing, output, partner functions
Final Preparation	May 1 – May 31	UAT, data load, cutover planning
Go-Live & Hypercare	Jun 1 – Jul 5	Go-live execution, support, fixes

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## Project Team

Role	Name	Company
Project Manager	Mr. Rajiv Nair	Tata Consumer Products Ltd.
SD Consultant	Mr. You	ACon
MM Consultant	Mr. Sandeep Iyer	Independent
FI Consultant	Ms. Richa Kapoor	Freelance
Basis/Admin	Mr. Arjun Desai	Tata Internal IT
ABAP Developer	Ms. Pooja Saxena	SAP Partner (Infosys)

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## Organizational Structure

Org Unit	Value
Client	800
Company Code	TC01
Sales Org	TC_SD01 – India Domestic Sales
Distribution Channel	RT – Retail; WH – Wholesale
Division	01 – Beverages; 02 – Food
Sales Office	BLR – Bangalore
Sales Group	GRP01 – Tea Sales Team

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# Master Data Setup

## 1. Customer Master

Customer Code	Name	Location	Customer Type	Payment Term	GSTIN
100000	Reliance Ltd.	Retail Bengaluru	B2B	30 Days	29AACCR3141P1Z5
100001	Metro Carry	Cash& Hyderabad	B2B	15 Days	36AABCM2467L1Z3
100002	Spencer's Retail	Chennai	B2B	30 Days	33AAGCS4568P1Z9

## 2. Material Master

Material Code	Description	UoM	Division	Base Price (INR)
TC_TEA_01	Tata Premium Tea 500g	PC	01	₹210
TC_SALT_01	Tata Salt 1kg	PC	02	₹28
TC_COFFEE_01	Tata Filter Coffee 200g	PC	01	₹135

# End-to-End Sales Process

## Scenario: Domestic B2B Sales – Tea to Reliance Retail

### 1. Inquiry

T-Code: VA11  
Inquiry No: 10001001  
Customer: Reliance Retail  
Material: TC\_TEA\_01  
Qty: 500 Boxes  
Validity: 7 Days

### 2. Quotation

T-Code: VA21  
Quotation No: 40012001  
Ref: Inquiry above  
Discount Offered: 5%  
Net Price: ₹199.50  
Terms: Ex-Bangalore Plant

### 3. Sales Order

T-Code: **VA01**

Sales Order No: 50013001

PO No: RELI\_PO\_0041

Delivery Block: Removed after credit approval

Order Qty: 500

Delivery Plant: CHN1

Shipping Point: BLR01

Partner Functions: Sold-to, Ship-to, Bill-to, Payer (All Reliance)

### 4. Outbound Delivery

T-Code: **VL01N**

Delivery No: 80010100

Picking Location: BLR-WH01

Batch Managed: No

Batch Split: Not required

Qty Picked: 500 Boxes

Packing: 25 Boxes per carton (20 cartons)

### 5. Goods Issue

T-Code: **VL02N**

Movement Type: 601

Stock reduced, delivery status completed.

### 6. Billing

T-Code: **VF01**

Billing Document: 90015001

Based on Delivery 80010100

Net Value: ₹99,750 (After 5% discount)

Tax: 12% GST

Total Invoice: ₹1,11,720

Accounting Document: Generated and posted in FI

### 7. Payment Receipt

T-Code: **F-28**

Amount Received: ₹1,11,720

Customer Account Cleared

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## Configuration Highlights (SPRO)

Configuration Area	Details
Pricing Procedure	TCSD01 with discounts, freight, taxes

<b>Configuration Area</b>	<b>Details</b>
Output Type	ZSD1 – Auto Email PDF invoice
Credit Management	Limit ₹5,00,000 per customer
Delivery & Billing Types	OR (Order), LF (Delivery), F2 (Billing)
Partner Functions	Mandatory: Sold-to, Ship-to, Payer
Tax Determination	Based on GST Classification

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## Real Pricing Procedure

<b>Step</b>	<b>Condition Type</b>	<b>Description</b>	<b>Value</b>
10	PR00	Base Price	₹210
20	K004	Customer Discount	-5%
30	KF00	Freight	₹5 per box
40	MWST	Output Tax (CGST+SGST) 12%	

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## UAT Scenarios Executed

- High volume sales order with 10+ items
  - Partial delivery and backorder handling
  - Pricing procedure with multiple discounts
  - Customer-specific pricing
  - Order blocking based on credit limit breach
  - Freight calculation by distance (ZFR1 custom)
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## Deliverables for Documentation

- ✓ Business Blueprint (110+ pages)
  - ✓ SD Configuration Document with all SPRO paths & screenshots
  - ✓ Master Data Load Sheets (Excel)
  - ✓ User Manuals for Inquiry to Payment
  - ✓ Test Scripts with expected vs actual result logs
  - ✓ Go-Live Readiness Checklist
  - ✓ Post-Go-Live Support Plan
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## Go-Live Cutover Activities

<b>Task</b>	<b>Tool</b>	<b>Owner</b>	<b>Date</b>
Final Master Data Load	LSMW	You	25-Jun-2025
Credit Master Upload	XD02	Finance	26-Jun-2025
Authorization Setup	PFCG	Basis	27-Jun-2025
Transport Import	STMS	Basis	28-Jun-2025
End-User Training	Classroom & Online	You	29–30 Jun
Go-Live Switch	SM37 Job	Basis	1-Jul-2025

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## Business Results Expected

- 25% improvement in order-to-cash cycle
- 100% real-time visibility into billing and delivery
- Elimination of manual invoice generation
- Integrated GST compliance
- Automated freight and discount calculation