

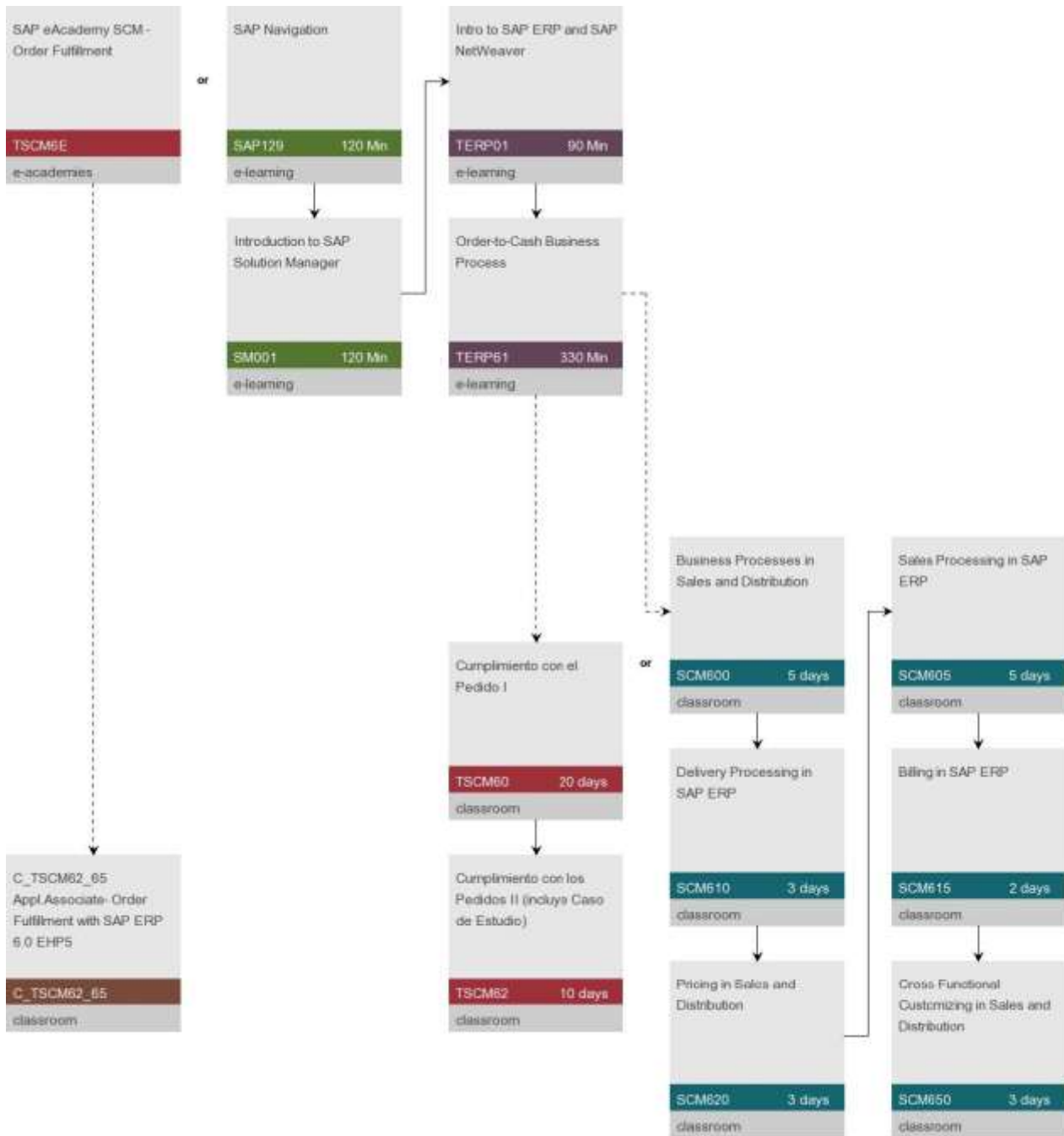


**WISSEN**  
TECNOLOGÍA Y EDUCACIÓN

WWW.WISSENMX.COM

**ORDER FULFILLMENT**

# ORDER FULFILLMENT



# CERTIFICATION TEST

## C\_TSCM62\_65 Appl.Associate- Order Fulfillment with SAP ERP 6.0 EHP5

### Booking Code

C\_TSCM62\_65

The certification test SAP Certified Application Associate - Order Fulfillment with SAP ERP 6.0 EHP5 verifies the knowledge in the area of Sales Order Management for the consultant profile. This certificate proves that the candidate has a basic understanding within this consultant profile, and can implement this knowledge practically in projects.

### Software

### Number of Questions

80

### Duration

180

### Notes

To ensure success, SAP recommends combining education courses and hands-on experience to prepare for your certification exam as questions will test your ability to apply the knowledge you have gained in training.

You are not allowed to use any reference materials during the certification test (no access to online documentation or to any SAP system).

# SAP129

## SAP Navigation

### Duration

120 Min

### Prerequisites

#### Essential

\* None

#### Recommended

\* Basic knowledge of Windows

### Delivery

E-learning

### Audience

\* All new users of SAP Business Suite products

### Content

The SAP Navigation course is designed to familiarize learners with key terms and how to navigate within the SAP system.

Logging on and off

Understanding and recognizing SAP screens, menus, fields, and special features

Recognizing SAP icons

Find out how to use 'Application Help' and the SAP Library

Set up 'Favorites' for frequently used transactions

Understanding system messages

Set up default values

Navigate SAP standard reports

Test your knowledge through review questions and system simulations

### Goals

Navigate confidently within SAP systems

Test your knowledge

### Software

SAP Business Suite 7 applications

### Notes

\* This course is mandatory for all new users of SAP Applications to ensure you are ready to complete the exercises quickly and efficiently in subsequent SAP training courses.

# SCM600

## Business Processes in Sales Order Management

### Duration

5 days

### Prerequisites

#### Esencial

- \* Basic knowledge of Microsoft Windows
- \* Basic business knowledge of processes in Sales and Distribution

#### Se Recomienda

- \* SAPSCM SAP Supply Chain Management Solution Overview
- \* SAP01 SAP Overview

### Delivery

Remote classroom

### Audience

This course is aimed at Project Managers, Project Team Members and People with organizational responsibilities

The course is also suitable for customers who are still using an SAP R/3 version of the component.

### Content

Organizational structures in sales and distribution  
Working with customer master data and material master data in sales  
Overview of the process chain for sales order processing  
Presales activities, order processing, procurement, delivery, billing,  
payment  
Introduction to pricing in sales and distribution  
Introduction to the availability check  
Sales and distribution processing with make-to-order production  
Credit memo processing and returns processing  
Introduction to sales and distribution reporting  
Introduction into the Internal Sales Representative role  
Outlook on system installation tools

### Goals

In this course, participants learn about the fundamental business processes in sales and distribution.

Participants learn how to perform the most important functions in the process chain, from presales to customer payment, in the SAP system. The areas of materials management, manufacturing (for example, assembly orders), and financial accounting are also touched on.

### Software

SAP ERP Central Component (ECC) 6.0 EHP5

### Notes

\* The course SCM600 (Business Processes in Sales Order Management) covers the functions in sales and distribution processing in SAP ERP. It does not examine company-specific requirements in Customizing.

# SCM605

## Sales

Duration Location Dates Price

5 days

### Prerequisites

#### Esencial

\* SCM600 Business Processes in Sales Order Management

#### Se Recomienda

\* None

#### Delivery

Remoteclassroom

#### Audience

This course is aimed at project team members and People with organizational responsibilities for implementing delivery processes with SAP ERP based on the component SAP ECC 6.0

The course is also suitable for customers who are still using SAP R/3.

#### Content

- Organizational units in Sales
- Creating and processing sales orders
- Sales document types
- Item categories
- Schedule line categories
- Partner determination
- Contracts and scheduling agreements
- Special business transactions
- Incompletion logs
- Material determination, material listing/exclusion, product selection
- Free goods

#### Goals

In this course, participants will gain a detailed knowledge of using the functions and customizing settings in sales

#### Software

SAP ERP Central Component (ECC) 6.0 EHP5

#### Notes

Please do not enroll for this course unless you have fulfilled the prerequisites.

# SCM610

## Delivery Processes

### Duration

3 days

### Prerequisites

#### Esencial

\* SCM600 Processes in Sales & Distribution

\* SCM601 Logistics Execution

#### Se Recomienda

\* SCM605 Sales

### Delivery

Remoteclassroom

### Audience

\* This course is aimed at project team members and Consultants responsible for implementing delivery processes with SAP ERP based on the component SAP ECC 6.0. The course is also suitable for customers who are still using SAP R/3.

### Content

- Overview of the delivery processes in SAP ERP Central Component
- Organizational structures in delivery processing
- Controlling inbound and outbound deliveries (Customizing)
- Creating and processing outbound and inbound deliveries
- Packing functions
- Picking
- Goods issue and goods receipt
- Stock transfer with deliveries

### Goals

In this course, participants become familiar with the functions and customizing in delivery processing.

### Software

SAP ERP Central Component 6.0 (ECC) EHP5

### Notes

Please do not enroll for this course unless you have fulfilled the prerequisites.

# SCM615

## Billing

### Duration

2 days

### Prerequisites

#### Esencial

\* SCM600 Business Processes in Sales Order Management

#### Se Recomienda

\* SCM605 Sales

### Delivery

Remoteclassroom

### Audience

This course is aimed at project team members and People with organizational responsibilities  
The course is also suitable for customers who are still using SAP R/3.

### Content

Forms of billing

- > Invoices based on deliveries and services
- > Special billing types such as credit and debit memos

Methods for creating billing documents

- > Collective processing of billing documents
- > Billing to specific deadlines
- > Settlement forms
- > Separate invoices for each delivery
- > Collective invoices
- > Invoice splits

Methods for creating billing documents

Invoice lists

Billing plans and down payments

Revenue account determination

Special features of the SD/FI interface

### Goals

In this course, participants become familiar with the functions and Customizing settings for billing.

They also learn about the interface points between billing in sales and distribution and billing in financial accounting.

### Software

SAP ERP Central Component (ECC) 6.0 EHP5



# SCM620

## Pricing in Sales & Distribution

### Duration

3 days

### Prerequisites

#### Esencial

\* SCM600 Business Processes in Sales Order Management

#### Se Recomienda

\* None

### Delivery

Remoteclassroom

### Audience

Project team members

People with organizational responsibilities

### Content

Condition technique for definition and maintenance of prices, surcharges, and discounts

Creating condition tables, access sequences, and condition types

Using prices and other conditions in sales documents

Promotions and sales deals

Introduction to rebate processing

### Goals

In this course, participants become familiar with the functions and Customizing settings for pricing in SD.

### Software

SAP ERP Central Component (ECC) 6.0 EHP5

### Notes

\* Please do not enroll for this course unless you have fulfilled the prerequisites. Sales price determination through preliminary costing as part of make-to-order production is dealt with in course AC520 (Cost Object Controlling).

# SCM650

## Cross-Functional Customizing in Sales and Distribution

Duration Location Dates Price

3 days

### Prerequisites

#### Essential

\* SCM600 Business Processes in Sales and Distribution

\* At least one of the following: SCM605, SCM610, SCM615

#### Recommended

\* None

### Delivery

Classroom

### Audience

\* Project team members

### Content

Copying control

Output determination

Text control

Overview of configuring printed documents

Introduction to basic system enhancements

Introduction to personalization

### Goals

Please do not enroll for this course unless you have fulfilled the prerequisites.

### Software

SAP ERP 6.0 Enhancement Package 6

### Notes

Please do not enroll for this course unless you have fulfilled the prerequisites.

# SM001

## Introduction to SAP Solution Manager

Duration Location Dates Price

120 Min

### Prerequisites

#### Essential

\* Basic knowledge of SAP systems

#### Recommended

\* None

### Delivery

E-learning

### Audience

- Consultants
- Project Managers
- Project Team Leads
- Project Team Members
- IT Service Desk Managers
- IT Service Desk Members

### Content

\* This course is meant to familiarize you with the principles and terminology of the SAP Solution Manager. You will be introduced to the benefits of using the SAP Solution Manager during the implementation of your SAP solutions and during ongoing support and operations.

#### Goals

- Define the concept of the SAP Solution Manager
- Discuss the tools provided by the SAP Solution Manager

### Software

Solution Manager 7.0

### Notes

Course length: 2 hours

# TERP01

## Intro to SAP ERP and SAP NetWeaver

### Duration

90 Min

### Prerequisites

#### Essential

\* Conceptual or practical knowledge of how companies manage their businesses.

#### Recommended

\* Basic knowledge in at least one SAP ERP application area

### Delivery

E-learning

### Audience

\* This course is appropriate for:

- > Customers and consultants who are new to the SAP ERP solution
- > Customers and consultants with expertise in a specific ERP business process area who want to expand their general knowledge of all business processes
- > IT professionals who will be supporting the business processes used by their organizations.
- > Project team members, who need an understanding of the key integration points between business disciplines supporting business process cycles.
  - > Power/Super Users and End Users who want a better understanding of the total business process cycle.

### Content

\* Using recorded presentations, system demonstrations, practice simulations, quizzes, and assessments you will be introduced to:

- > SAP ERP organizational levels
- > Functions and structures of master data throughout SAP ERP
- > SAP ERP analytical and reporting solutions

### Goals

\* At the end of this course you will be able to:

- > Identify the organizational levels used in SAP ERP
- > Explain the functions and structure of master data in supporting ERP business processes
- > Identify the various levels and types of reporting available in SAP ERP

### Software

\* Presentations, demonstrations, and practice exercises were carried out using:

- > SAP ERP 6.0, EhP5

### Notes

Course length: 1,5 hours

This course introduces basic organizational levels and master data concepts used throughout SAP ERP. Detailed explanation of the organizational levels and master data used in the various ERP business processes is covered in the advanced courses associated with each process area.

# TERP61

## Order-to-Cash Business Process

### Duration

330 Min

### Prerequisites

#### Essential

- \* Conceptual or practical knowledge of how companies manage their sales order processing
- \* TERP01 Intro to SAP ERP and SAP NetWeaver

#### Recommended

- \* SAP129 SAP Navigation

### Delivery

E-learning

### Audience

- \* Customers and consultants who are new to the SAP ERP Order-to-Cash Business Process

### Content

- Organizational units in sales order processing
- Material and customer master data
- Sales order creation
- Creation of outbound deliveries
- Creating transfer orders and posting 'goods issue' transactions
- Generating an invoice and receipt of payment
- Using the Sales Information System for reporting activities

### Goals

- List the organizational levels that are critical to the Sales Order Management process
- List the master data that are critical to the Sales Order Management process
- Execute the order to cash business process within SAP ERP
- Define key integration points with other SAP ERP processes
- Discuss the reporting and analysis tools used in the Sales Order Management Process

### Software

SAP ERP 6.0, EhP5

### Notes

Course length: 4,5 hours

# TSCM60

## Cumplimiento con el Pedido |

### Duration

10 days

### Prerequisites

#### Essential

\*\* Esencial

\* Conocimiento de negocios sobre el procesamiento de ventas y distribución \* Los siguientes están incluidos en las anotaciones TSCM62:

\* E-learning SAP125 SAP Navegación 2005

‡ ERP001 Administración Facultada por mySAP ERP ,

\* SAP200 Orden de Hacer Efectivo, el cual usted deberá estudiar en su propio tiempo antes del inicio del curso TSCM60

#### Recommended

\* None

### Delivery

Classroom

### Audience

\* Solution consultants responsible for implementing order fulfillment with mySAP SCM

### Content

Procesos en ventas y distribución: estructuras organizacionales en ventas y distribución, trabajo con el cliente y datos maestros del material en ventas y distribución, visión general de la cadena de procesos para el procesamiento de las órdenes de venta, introducción a la tasación en ventas y distribución, introducción a la revisión de disponibilidad, procesamiento de ventas y distribución con producción hecha - por- pedido, procesamiento de memorando de crédito y procesamiento de devoluciones, introducción a la creación de informes en ventas y distribución

Ventas: Creación y procesamiento de órdenes de ventas, tipos de documentos de ventas, categorías de ítems, programación de categorías de líneas, flujo de documentos y control de copiado, determinación de socios, contratos y acuerdos de programación, transacciones de negocios especiales, registros incompletos, determinación de material, listado/ exclusión de material, selección de productos, productos gratis

Mini caso de estudio en ventas

Procesos de entrega: Control de entregas salientes y entrantes, creación y procesamiento de entregas, procesamiento de unidades de manejo al interior del procesamiento de las entregas, recogida, empaque, recepción de bienes y emisión de bienes.

### Goals

Al finalizar este curso, usted estará en capacidad de: -> Ejecutar los procedimientos de los negocios principales involucrados en el procesamiento de ventas y distribución -> Implementar las funciones principales y ajustes de Personalización en el procesamiento de ventas y entregas

### Software

ERP ECC 6.0

### Notes

Con el fin de garantizar que usted va a retener el conocimiento obtenido en este curso y que va a finalizar exitosamente el examen de certificación al finalizar el curso TSCM52, nosotros le recomendamos que consolide el contenido del mismo durante su propio tiempo luego del curso.

Duración del Curso : 10 días

# TSCM62

## Cumplimiento con los Pedidos II (incluye Caso de Estudio)

### Duration

10 days

### Prerequisites

#### Essential

\* TSCM60 Cumplimiento de la Orden I

\* Los siguientes están incluidos en las anotaciones TSCM62:

\* E-learning SM001 Introducción al Administrador de la Solución SAP, el cual usted deberá estudiar en su propio tiempo antes del inicio del curso TSCM62

#### Recommended

\* None

### Delivery

Classroom

### Audience

\* Los consultores de la solución que sean responsables de la implementación para el cumplimiento de las órdenes con mySAP SCM

### Content

Definición y mantenimiento de precios, sobrepuestos, y descuentos

Instalación de tablas de condiciones, secuencias de acceso, y tipos de condiciones como parte de la tasación

Utilización de los precios y otras condiciones en los documentos de ventas

Promociones y tratos de ventas

Procesamiento de descuentos

Mini caso de estudio en tasación

Control de documentos de cobro

Formatos de creación y formatos de acuerdo para documentos de cobro

Planes de cobro y pagos iniciales

Determinación de la cuenta de ingresos, asignación de la cuenta del área de negocios, características de la Interfaz SD-FI

Determinación de mensajes

Determinación del texto

Caso de estudio integrado: Implementación de una compañía demo ficticia usando procesos específicos de negocios:

configuración y mapeo de la estructura de la compañía, datos maestros, y procesos de negocios en el sistema SAP

Revisión y preparación de la certificación

Examen de la certificación para Consultores de Solución SCM – Cumplimiento de Pedido con mySAP ERP 2005 sobre el contenido de los cursos SAP125, ERP001, SAP200, TSCM60, SM001, TSCM62

### Goals

\* Al finalizar este curso, usted estará en capacidad de:

-> Implementar funciones y realizar ajustes de Personalización en tasación y facturación

-> Utilizar funciones y realizar ajustes de Personalización en ventas generales y procesos de distribución tales como salida y determinación de texto

-> Utilizar su conocimiento directamente como consultor junior durante su primer período de práctica

### Software

### Notes

Con el fin de garantizar que usted va a retener el conocimiento obtenido en este curso y que va a finalizar exitosamente el examen de certificación al finalizar el curso TSCM62, nosotros le recomendamos que consolide el contenido del mismo durante su propio tiempo luego del curso.

Duración del Curso : 10 días

# TSCM6E

## SAP eAcademy SCM - Order Fulfillment

### Duration

### Prerequisites

#### Essential

\* None

#### Recommended

\* None

### Delivery

E-academies

### Audience

- \* Solution Consultants
- \* SAP Consultants
- \* Project Team Members

### Content

- \* The eAcademy TSCM6e consists of following products:
  - > SAP129 SAP Navigation (e-learning)
  - > SM001 Introduction to SAP Solution Manager (e-learning)
  - > TERP01 SAP ERP: Introduction (e-learning)
  - > TERP02 SAP ERP: Introduction to SAP NetWeaver (e-learning)
  - > TERP61 SAP ERP: Introduction to Processes in Sales Order Management (e-learning)
  - > TSCM60 Order Fulfillment I (e-learning + student handbook)
  - > TSCM62 Order Fulfillment II (e-learning + student handbook)

Help Desk Support is provided for the participants to enable them to understand the training material, resolve queries and assist in assignments during the access period. In this timeframe the participants will get access to training systems to work through the exercises and demo scenarios.

For more information please contact your local training department.

### Goals

### Software

\* SAP ERP 6.0 EHP5

### Notes

The eAcademy content is accessible for 5 months for supported learning at your own pace. You will receive access information from your local training department. Please book the complete package referring to the code "TSCM6e".





## CONTACTO

**Tel:** 01 442 234 7075  
01 442 404 0921

**E-mail:** [marketing@wissenmx.com](mailto:marketing@wissenmx.com)

**Web:** [www.wissenmx.com](http://www.wissenmx.com)