



Implementation Project

SAP S/4HANA Sales & Distribution [SD]

Step by Step Guide

Contact Details:

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Project Title:

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

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

Project Duration: 6 Months Full-Time

From: January 6, 2025

To: July 5, 2025

Methodology: SAP Activate (Fit-to-Standard)

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)

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

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)

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

Master Data Setup:

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