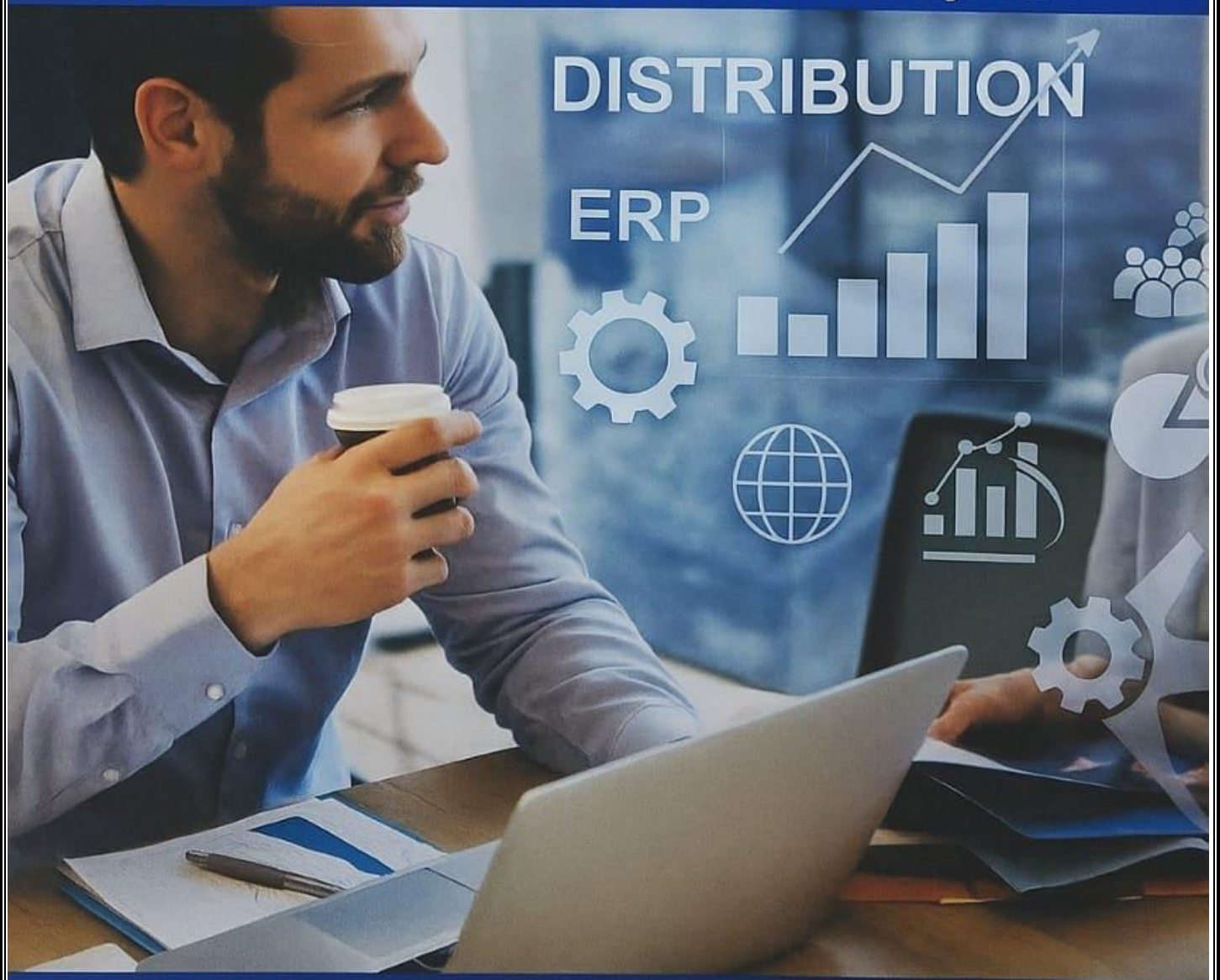




**Atric**  
AbhiTriX Consultancy (Atric)

# SAP S/4HANA SD MODULE TRAINING

“Master in Sales & Distribution with Projects”



DISTRIBUTION

ERP



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# About Atric

## Who We Are

AbhiTrix Consultancy (Atric) is a leading training and placement organization that empowers individuals with in-demand skills in SAP and IT technologies. We specialize in hands-on training with real-time scenarios to prepare you for top MNC job roles.

## Our Purpose

- Provide real-time project-based training
- Make students job-ready for SAP & IT fields
- Offer support for certification & placement
- Create a tech-savvy community of learners



**Those who master  
systems. master the  
future.**

– ACon | AbhiTrix Consultancy

# **SAP SD S4 HANA**

## **(Sales and Distribution)**

### **Introduction**

- 1.1 ERP Business Scenario.
- 1.2 ERP Products
- 1.3 Job opportunities for SAP professionals
- 1.4 SAP Functional Modules.
- 1.5 SAP Easy Access and IMG.
- 1.6 SD – MM – PP – FICO Integration areas.
- 1.7 ASAP Methodology.
- 1.8 System Landscape.
- 1.9 BPR (Business Process Re-Engineering)

### **Enterprise Structure**

- 2.1 Client, Company, Company code, Credit Control Area, Business Area.
- 2.2 Sales Organization, Distribution Channel, Division –Sales Area.
- 2.3 Sales Office, Sales group, Sales Person
- 2.4 Plant, Storage Location, Lean Warehouse Management
- 2.5 Shipping Point, Loading Point, Transportation Planning Point.
- 2.6 Unloading Point, Receiving Point, Department.

### **Master Data**

- 3.1 Customer Master Data.
- 3.2 Material Master Data.
- 3.3 Customer Material Information Record.
- 3.4 Partner Determination
- 3.5 Account Groups
- 3.6 BOMS (Bills of Materials: Single and Multiple-Level)
- 3.7 Common Distribution Channels/Common Divisions.

## **Sales Documents**

- 4.1 Inquiry
- 4.2 Quotation
- 4.3 Standard Order
- 4.4 Delivery
- 4.5 Billing
- 4.6 Incoming Payments.

## **Special Sales Processes**

- 5.1 Cash Sales.
- 5.2 Rush Order.
- 5.3 Free of Charge Deliveries.
- 5.4 Free of Charge Subsequent Deliveries.
- 5.5 Third Party Order.
- 5.6 Individual Purchase Order.
- 5.7 Contracts
- 5.8 Scheduling Agreements.
- 5.9 Consignment Stock Process.
- 5.10. Inter – Company Sales Processing.
- 5.11 Returns.
- 5.12 Credit Memo/ Debit Memo.
- 5.13 Invoice Correction Request.
- 5.14 Condition Technique

## **Basic Functions**

- 6.1 Pricing with Scales
- 6.2 Free Goods (Inclusive & Exclusive types)
- 6.3 Material Determination.
- 6.4 Material Listing /Exclusion.
- 6.5 Dynamic Product Proposal.
- 6.6 Revenue Account Determination.
- 6.7 Output Determination.
- 6.8 TEXT Determination

## **Availability Check & Credit Management**

- 7.1 Delivery Scheduling
- 7.2 Availability Check.
- 7.3 Transfer of Requirements.
- 7.4 Credit Management

- 7.5 Rebate Processing
- 7.6 Copy Controls
- 7.7 ALE/IDOCs
- 7.8 Variant Configuration

### **Special Business Process**

- 8.1 Order to Cash
- 8.2 Consignment Sales
- 8.3 Third Party Sales
- 8.4 Individual Purchase Order
- 8.5 Make to Order
- 8.6 Stock Transport Order
- 8.7 Inter Company STO
- 8.8 Inter Company Sales & Billing

## ***Who Should Enroll?***

- Freshers & Graduates
- Working professionals looking to switch to SAP
- Procurement & logistics domain experts
- Anyone seeking a high-paying SAP job

## **Training & Placement Procedure**

### **Training Process at Atric**

At **AbhiTrix Consultancy (Atric)**, we follow a structured and industry-oriented training approach:

#### **✓ Step 1: Personalized Counseling**

We assess every student's background and goals to suggest the most suitable SAP or IT course.

## ✓ Step 2: Live Instructor-Led Training

- Real-time SAP S/4 HANA system access
- Practical sessions with real business scenarios
- Use of official tools (e.g., Fiori, GUI, Python, etc.)

## ✓ Step 3: Assignments & Case Studies

- Weekly assignments
- Domain-based use cases
- Industry-mapped practice projects

## ✓ Step 4: Mock Interviews & Resume Building

- 1-on-1 mock interviews by industry experts
- Resume crafting with proper SAP/IT formatting
- LinkedIn profile enhancement

# Placement Support Process

We actively help our students move from training to employment:

## *Step 1: Placement Readiness*

- Soft skills, communication & HR interview practice
- Aptitude & technical test support

## *Step 2: Job References & Tie-Ups*

- Direct interviews via our placement partners
- Opportunities shared via internal job group

## *Step 3: Post-Placement Support*

- 1 month mentoring after job joining
- Guidance on certification, client handling, etc.

# What Our Students Say

"The SAP SD training at Atric was extremely practical. I got placed in a top MNC right after completing the course!"

— *Ravi Sharma, SAP SD Consultant*

"Atric provides real project exposure which helped me crack my interviews confidently."

— *Pooja Desai, SAP SD Trainee*

why someone should choose you:

- **End-to-End SD Implementation Project**
- **Integration with MM, SD**
- **Hands-on in SAP S/4HANA Environment**
- **Project Reports, Study Materials, and Lifetime Recordings**
- **Placement Assistance & Interview Preparation**

# **Career Options after Learning SAP SD (Sales & Distribution)**



## **JOBS**

- **SD Functional Consultant**
- **SD management**
- **SD Business Analyst**
- **End User SAP SD**
- **SAP functional Analyst in SD**

**Take a step forward & find out  
growth with SAP SD Certification**



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A background image showing three people (two men and one woman) sitting at a desk, working on laptops. The background is dark blue with a glowing globe and various digital interface elements like charts and windows.

**Empowering Future Tech Leaders  
with SAP & IT Mastery**

**Learn. Upgrade. Lead - with AbhiTrix**