



SAP Enhancement For A Pharmaceutical Company



Free Goods Enhancement (SD Module) - Case Study

The Summary

The client is currently using SAP ERP. They had started a new division of health food and wanted to configure some special scheme offers in sales orders. AGT with its expertise configured the desired functionalities in the existing SAP SD module..

The Client

The client is Multinational pharmaceutical company with a turnover of US \$130 million. The company is engaged in manufacture and marketing of pharmaceutical formulations and nutraceuticals.

The client is very sound on the financial front as well and a zero debt company with substantial reserves which are ploughed back into future projects. Its products are exported to around 40 countries worldwide including regulated European markets.

The Business Requirement

The client has started new division of health foods. As the business process requires some Special Schemes offers in Sales Orders for respective products and the same need to be configured in the existing SAP SD Module. As part of this activity the client approached AGT to configure the required scenarios in SAP through Enhancement or Z development.

Project Summary

Industry: Pharma

Client Profile:

The client is one of the India's top ten pharmaceutical companies with a turnover of US\$130 million

Business Requirement:

The client has started new division of health foods. As the business process requires some Special Scheme offers in Sales Orders and the same need to be configured in the existing SAP SD Module.

Solution:

AGT configured the free goods functionality in the existing SAP SD module.

Solution Benefits

- Better batch management for free goods
- Various scheme combinations like Plant / Customer / Material / Batch wise scheme
- Streamlined free goods scheme process



The Solution

1) One Product multiple free selection option

On sale of one product more than one material needs to be given as free with selection option. AGT developed a Z program to achieve the above requirement within the existing SAP system.

2) One product increasing Free slab for higher purchases.

Based on the quantity slab ex:- upto 100---2 free, upto 200---5 free etc. is sold the free goods allocation will be allocated. AGT developed the customized screen to update the slabs and a Z program to achieve the above requirement within the existing SAP system.

3) One product multiple combination of schemes

For same product the scheme is applicable for customer wise, plant wise and batch wise. condition technique was used to customize Z ENHANCEMENT option

4) Free scheme on assorted purchases.

If the sale is combination of one or more products the other product will be given as free. AGT configured Sales BOM and used one of the scenario's already developed for free goods.

5) Free scheme on Basket Purchases.

If the sale is combination of one or more products, the other product will be given as free. AGT configured Sales BOM and used one of the scenario's already developed for free goods

6) Free scheme on purchases in year / month / cumulative

Based on the cumulative purchase of quantity within the year or month, free goods will be applicable. AGT included rebate concept in z enhancement as a solution.

7) Value wise purchase of Single / Multiple product

Free goods to be issued based on the value instead of quantity or weight. AGT developed a Z program to achieve the above requirement within the existing SAP system.



8) Product Free plus Cash Discount for the Product

On sale of one product cash discount plus one or more material free AGT developed a Z program to achieve the above requirement within the existing SAP system.

9) Gift should be either or both

Provision for choosing one or more items as free goods in all the options. AGT developed a Z program to achieve the above requirement within the existing SAP system

10) Plant / Customer / Material / Batch wise scheme combination.

For same product the scheme is applicable for customer wise, plant wise and batch wise combinations. AGT customized condition technique in z enhancement option to provide the solution.

11) Free scheme on weight bonus purchases

Free goods to be issued based on the weight instead of quantity or value. AGT developed a Z program to achieve the above requirement within the existing SAP system.

12) Sale Product from one division & free from other division

On sale of one product from one division and reduce the free goods from the different division AGT developed a Z program to achieve the above requirement within the existing SAP system.

13) For free goods / gift batch to appear or not

Batch management for the free goods. AGT did the necessary configuration to maintain the batch for free goods also.



Required Configuration was done in the SAP SD Module for the following list

- Storage Location & Storage Conditions are different for Sales / Free products
- Pricing Procedure is Condition Based
- Replacement of free not given in previous supply.
- Tax on free goods/gifts to be collected or not.
- Free goods / gifts expiry date.
- Free scheme MRP wise.
- BDC for uploading the Condition records

Technology and Tools:

SAP Solution: 4.7 Enterprise

Operating System: Windows 2003 Server

Database: MS SQL 2000

The Solution Benefit

- Ease in operating the Free Goods schemes.
- Streamlined free goods scheme process.
- Provision of operating multiple schemes simultaneously on one product.
- User can easily identify list of Schemes for respective materials through single transaction code.
- Various scheme combinations like Plant / Customer / Material / Batch wise scheme.
- Better batch management for free goods.