

SAP EDUCATION



SAP for Professional Services:

SAP for Professional Services is a comprehensive set of solutions designed to meet the unique challenges of organizations that provide project – based and managed services. **SAP for Professional Services** solutions address the specific needs of consulting, audit and tax, legal, staffing, commercial real estate, facilities management and IT Services organizations – so you can optimize complete client, employee and project life cycles.

SAP for Professional Services enables you to develop and manage client relationships, maximize resource utilization, improve project and operational efficiency, drive profitability and adhere to government regulatory requirements.

Delivery Type: Class – Room Instructor Led

Locations: Calgary, Edmonton, Vancouver, Ottawa, Montreal & Toronto

COURSE CONTENTS

→ Overview of SAP Professional Services:

→ Master Data:

- Organizational Data
- Business Partners
- Product
- Project Master Data
- Lead Creation

→ Lead Processing:

- Concept and Basic Functions of the Business Transaction
- Partner Processing
- Text Management
- Date Management
- Output Determination
- Actions in CRM Enterprise

→ Opportunity Processing:

- Basic Functions
- Partner Processing
- Pricing
- Text Management
- Date Management
- Presentation of the Sales Cycle
- Working with Products
- Classification of Opportunities

- Opportunity Hierarchies
- Sales Methodology

→ **Business Activity Processing:**

- Basic Functions
- Activity Management
- Working with Activities in CRM Enterprise
- Activity Processing in CRM Enterprise

→ **Project Management:**

- Collaboration Projects – Home
- User Groups
- Status Management
- Templates
- Creating a Project
- Authorizations
- Maintaining a Project
- Object Links
- Scheduling
- Project Resource Planning
- Accounting Integration
- Control Plan

→ **Project Resource Planning:**

- Project Roles
- Task Assignment
- Definition of Qualifications
- Resource Search
- Staffing of Project Roles with Resources
- Assignment of Appointments
- Resource Manager

- Work Force Management Core
- Groupware Integration

→ **Engagement Management with Project Controlling:**

- Mapping within the Replication Process
- SAP CRM Middleware
- Defining a Project Scenario in SAP R/3 PS

CONTACT US

Course schedule information is available on www.sitinfosys.com

Please check with us for the latest information.

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