

SAP EDUCATION



SAP for Automotive – Sales & Service:

SAP for Automotive is a comprehensive set of solutions designed for automotive manufacturers (OEMs), automotive suppliers, and sales and service organizations worldwide. With **SAP for Automotive** solutions, you can manage mission-critical business processes, including supply chain planning, manufacturing and logistics planning and execution, sales and marketing, and customer service.

SAP for Automotive enables you to integrate your value chains for engineering, procurement, manufacturing, sales, and service. Gain business benefits such as efficiency, reduced risk, more visibility and control, more sales and expanded supply chain management, lower total cost of ownership & seamless integration.

Delivery Type: Class – Room Instructor Led

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

COURSE CONTENTS

→ **Overview of SAP for Automotive – Sales & Service Functionality:**

→ **Business Processes in Sales Order Management:**

- 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
- Pre-Sales activities, Order Processing, Procurement, Delivery, Billing, Payment
- Introduction to Pricing in Sales and Distribution
- Introduction to Availability Check
- Sales and Distribution processing with make-to-order production
- Credit Memo Processing and returns processing
- Introduction to Sales and Distribution Reporting

→ **Vehicle Management System:**

- Overview of Concepts and Functions of VMS
- Make – To – Stock, Make – To – Order
- Assigning Vehicles to Sales Documents
- Selected Customizing
- Overview of various Business Processes

→ **Warranty Management System:**

- Overview of the Concepts and Functions of Warranty Management System
- Registering the warranty object
- Registering the warranty claim
- Checking and processing the warranty claim

- Other warranty processes
- Reports in the warranty environment

➔ **Dealer Business Management:**

- Overview of Dealer Business Management
- Customer Management
- Vehicle Sales & Administration
- Vehicle Service & Appointment Scheduling
- Claim and Warranty Management
- Parts Sales & Cash Desk

CONTACT US

Course schedule information is available on www.sitinfosys.com

Please check with us for the latest information.

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