Our Presentations and White Papers

We are invited to speak at various SAP events. We are regular speakers at the premier industry events such as America's SAP User Group (ASUG), Global SAP Environments conferences, SAP Financials conferences, Supply Chain conferences, Managing SAP Projects, Customer Relationship Management (CRM), SAP Netweaver BI, Administration & Infrastructure, Reporting and Analytics, HR conferences and more.

Also, we have published more than 50 consulting white papers which cover many of business challenges you wrestle everyday.

Here is the partial list of our presentations and the abstracts of some of our white papers. If you want to discuss business cases involving these presentations or white papers or specific to your industry, please write to Mitresh Kundalia, Director – SAP Practice. He can be reached by E-mail at Mitresh@QSandS.com.

New G/L Guidebook

"Achieve IAS-14 Segment Reporting by Automating Document Splitting in the New G/L"
New GL offers many new features including Document splitting to meet 'IAS-14 Segment Reporting' Requirements. With document splitting, the system splits accounting line items according to specific characteristics. This enables you to create financial statements for entities such as Segments. In this comprehensive guidebook on the document splitting, the author describes in detail on how to activate the document splitting automatically to create Segment reporting real-time. The book describes the background details on IFRS-8 requirements, the document splitting concept in the New G/L and step-by-step instructions to configure the New G/L to achieve balanced reporting.

Presentations

- **How to achieve balanced reporting with automated document splitting in the New G/L**

- **Dos and don'ts for configuring the New G/L**

- **Hidden Secrets to fine-tune CO-PA Ledger**

- **CO-PA 101 – Demystify SAP profitability analysis**

- **Derive greater value from CO-PA by taking advantage of frequently overlooked functionality**

- **Say Goodbye to Sluggish CO-PA Reporting**

- **CO-PA Implementation Best Practices**

- **Best Practices for designing CO-PA Summarization Levels**

- **5 techniques to speed performance of profitability analyses and other CO-PA reports**

- **Perform flexible customer profitability analysis leveraging CRM, BW, and CO-PA**

- **Unearth Hidden Secrets of Pricing Procedure to address complex Order-To-Cash processes**

- **Leverage the power of VOFM routines to enhance the versatility of your Order-To-Cash processes**

- **Enrich your SD pricing procedures with statistical conditions**

- **Tap into Sales Information System (SIS) for more effective sales reports and deeper knowledge of your customers**

- **The 10 not-widely-known tools and techniques that every SAP project manager should know about**

- **The top 5 "must have" SAP data management tools**

- **Indispensable Tips and Tricks for harnessing the capabilities of CATT and eCATT**

- **Cutting Edge Pointers for converting SAP data with the Legacy system Migration Workbench (LSMW)**

- **Navigate Your SAP Financial Ledger Options and Choose the Best Ledger for the Task at Hand**

- **Conquer the Complexities of Global Operations**

- **Tips and Tricks for Mastering Currency Types**

- **Keys to a Hassle-Free Material Ledger Conversion**

- **What Every Finance Team Now Needs to Know About FI and MM Integration**

- **Do's and Don'ts for Smoothly Integrating SD and FI**

- **30 Training and Empowerment Tips for Users Who Rely on SAP Financial Applications**

- **The 4 FI-AR Tips and Tricks You Need to Know**

- **FI-GL Configuration Tips and Tricks**

- **Tips and Tricks for Dealing with Units of Measure (UoMs)**

- **Preventing, Correcting, and Assigning Blame for Inconsistencies and Errors in Stock-Related Postings**

- **Conquer the Complexity of a Global Rollout**

- **Integrate FI and MM the Right Way**

- **Advanced Tips and Tricks for SD and FI Integration and Reconciliation**

- **How to Prepare for the Legal, Business, and Cultural Complexities of a Global SAP Rollout**

- **Technical Features and Functions to Facilitate Your Global SAP Rollout**

- **Tips and Tricks for Getting the Most Out of SAPNet**

White Papers

New G/L

"Achieve Balanced Reporting by Automating Document Splitting in the New G/L"
New GL offers many new features including Document splitting to meet 'IAS-14 Segment Reporting' Requirements. With document splitting, the system splits accounting line items according to specific characteristics. This enables you to create financial statements for entities such as Segments. In this article, the author describes in detail on how to activate the document splitting automatically. The

splitting method is the main key to activate document splitting in the new G/L, including splitting rules, business transactions, business transaction variants, and more.

"Unearth the Hidden Secrets of Zero-Balancing in the New G/L"
International financials regulations may require you to zero-balance the financial transactions by certain characteristics – such as, profit center, segment and more. In this article, the author describes how to set-up the zero-balancing characteristics. Also, learn the un-documented feature of how system creates varying number of zero-balancing line items.

"Use Document Simulation in the New G/L to see how the system posts G/L Documents"
In this article the author describes how to leverage much improved functionality of Document Simulation in the New G/L. The classic G/L offers a feature called document simulation that helps you determine how the system automatically generates accounting entries, troubleshoot and fix missing configuration settings, and identify and rectify any mistakes made before posting the accounting transaction. This feature has improved in the new G/L and adds particular benefit to document splitting. Using document splitting, you can balance the document for predefined characteristics at run-time rather than waiting until period-close.

"Do's and don'ts for configuring the new G/L"
In this article, the author explains the New G/L implementation considerations to reduce risk, including master and organizational data management, transactional data integrity, and financial reporting compliance. How to prepare for New G/L implementation challenges. Find out how to ensure data and process integrity by avoiding too many parallel ledger setup. Weigh the impact of data volume by activating document splitting functionality and find out why you to be careful when updating profit centers with segments. Learn about the best practices and configuration tips of utilizing simulation, inheritance, setting zero balance constants and more.

"New G/L replaces many traditional ledgers – Not the CO-PA Ledger"
Introduced in SAP ERP Central Component (ECC) 5.0, the new General Ledger (new G/L) is a single ledger to meet many reporting requirements. It provides many functions of the traditional ledgers, meaning that you no longer need the traditional ledgers. However, be careful – you will still need the CO-PA Ledger for meeting the margin analysis reporting by business segments.

"Learn about Segments Assignments and Segment derivation in the New G/L"
International Accounting Standards (IAS) 14 relates to segment-level financials reporting. The key objective is to report financial information by lines of business and/or by geographical areas. In other words, you require preparing balanced financials statements at an entity below company code-level. That is the requirement to meet with segment reporting.
In this article, the author explains how segments help define balanced segment reporting for a company. In addition, the author also explains how the segments are defined in the New G/L, how these are assigned and derived.

GRC

"Build Bullet-proof testing strategies to comply with challenging compliance"
Organizations need to design and develop effective testing strategies to comply with Sarbanes-Oxley and industry-specific requirements. These testing strategies and methodologies need to cover both normal day-to-day maintenance of business scenarios and major initiatives such as upgrades, fresh implementations, and more. See how to build and follow a five-phase plan to perform testing on your system and ensure compliance.

"How Can Enhancement Packages Help Compliance?"
In this article, the author describes the new ways that SAP distributes updates to your system, and how you can use them to cut down on testing and resource use

"Toggle Variant Protection Settings to Allow or Prevent Unauthorized Changes"
Report variants let you save field values for a report or a program so you don't have to re-enter the values while executing the report. You can create multiple variants to save different values for the report and when you execute the report, you can choose a specific variant.

By default, anyone can modify the variants you create. However, sometimes you may not want the variants to be modified by others - you might want to protect the variants from being changed. Protecting these variants prevent from unauthorized changes.

"What You Need to Know About Order-Related Inter-Company Billing"
Most billing in SAP is delivery related, but you need to use order-related billing for some business processes, such as services. Also, you use inter-company billing, for example, in a triangular trade scenario, in which different legal entities within an organization are responsible for selling and delivering products. Combining these two types of billing results in order-related inter-company billing.

Implementing order-related inter-company billing can be tricky because no sufficient documentation exists that details several configuration nuances. For example, many SAP Notes are helpful but leave out important configuration steps. Based on my experience, I'll walk you through everything you need to know about properly configuring this functionality in your SAP environment.

"How to avoid inconsistency when you post to COGS account during a billing process"
Creating an Invoice is the most fundamental and basic 'Revenue Recognition' process. Usually, the invoice posts to Revenue (or Discount accounts) during the billing. Did you know that in some industries, you might want to post to Cost of Goods Sold (COGS) account, instead of Revenue account? Typically, this is required when the business purpose of the process is 'Costs Reduction' and not 'Revenue Recognition'. You may think that simply swapping the Revenue account to COGS account may solve your issue. However, be ready for a rude shock. In this article, the author explains behind-the-scenes mechanics on how the financial inconsistency is created and offers you a solution on how to avoid this inconsistency.

"VOFM Routines Help Make Logistics Processes More Versatile"
In the world of logistics, it is so common to see many different and sometimes contradicting business processes requirements. For example, selling a particular product at a regular list price, but, under a specific situation, give it free-of-charge. What makes SAP system so powerful is that you can make it is flexible to adapt to such diverse business requirements. VOFM is one such tool-set which is extensively used, especially in logistics processes. VOFM functions are small but nifty tools, available in your arsenal to add flexibility to the business processes.

"Omnipotent Condition Technique"

Condition Technique is one of the most powerful tools available in SAP. It is extensively utilized within various SAP functions. What makes it so powerful is its flexibility to meet your specific business requirements from basic additions to more complex calculations. Especially within Sales and Distribution (SD) module, condition technique has been utilized extensively, within various processes - pricing calculations, output control, account determination, material determination, free goods determination and more. In this article, the author explains the mechanics of how Condition Technique works and with an example from Pricing function, demonstrates various features available so that it can be used for various scenarios.

"Cost Conditions in R/3 - Are You Sending Your Financials Team an Unpleasant Surprise?"
Almost everyone in SAP community is aware of condition type VPRS, that basically it determines the cost of the material – either standard or moving average, depending upon the valuation of the product. However, very few are aware that something called as 'future price' of the product also has noteworthy influence on how the VPRS cost is determined. Not only that, if not understood correctly it can have negative impact and can cause the differences in your Financials.

"Signs in CO-PA"
Revenues are stored as negatives in Financials. However, the same revenue postings are assigned as positive in SD module. Since, data can be posted from both modules to CO-PA, it handles signs a bit differently. If not handled properly, it can cause wrong results in CO-PA. In this paper, the author explains the logic for handling signs and how to avoid incorrect results.

"What Is so Special about Statistical Conditions in SD?"
 Needless to mention that pricing procedure is one of the most powerful configurations in Sales and Distribution (SD) module, which is used to calculate the price of the item being sold. In spite of general awareness among the business community about the strength of the pricing procedure, many are not aware of the hidden strengths of the components of the pricing procedure. In this article, the author highlights the hidden features of the Statistical conditions and alternative ways of calculating the condition values.

"Find The Hidden Condition Technique in CO-PA and Fine-tune CO-PA Ledger"

Have you ever wished that CO-PA module had a Condition Technique? Guess what? It does, but in CO-PA it is termed as 'valuation with Costing sheet'. In this paper, the author unearths the hidden Condition Technique in CO-PA and clarifies some of the terminologies, which have caused it to be underutilized.

"Help Profit Analysts Find Causes and Effect Relationship with 3 CO-PA data Fine-tuning Options"
In this paper, the author explains some of the 'secret' data-tuning techniques, which help you get maximum out of CO-PA module. One of the most important SD Configurations - 'Pricing Procedure', plays a very important role for CO-PA. Author explains how one can fine-tune CO-PA ledger with the help of 'Statistical Conditions', 'Alternative Calculation Type' and 'Sub Totals'.

"What is an Assignment Number and How a Misunderstanding can give an unfriendly surprise"
Often SAP uses the same term quite differently in different modules. One such term is 'allocation'. In CO module, allocation is a term used to transferring costs from one cost center to another. In FI, allocation number is an additional reference field for FI account line item. Realizing the potential confusion, SAP now calls it 'assignment number' in FI. However, whether it is 'assignment number' or 'allocation number', its usage has remained confusing. In this article, author clarifies some of the potential confusion created by it usage in Customer or Vendor accounts and the corresponding G/L reconciliation account.

"10 Consulting Notes all CO-PA consultants should keep handy"
If a business user has a problem, they call consultants. But, what if the CO-PA consultants need some help? In this article, the author has listed 10 most common business issues in CO-PA module and the OSS consulting notes to resolve these challenges.

"Material Master History Tables: What Happens to Materials in Prior Periods?"
SAP R/3 4.5A stores previous period data for materials in new history tables. Learn how this change improves the MM period closing process and allows you the unprecedented opportunity to view historic material master data. Starting with SAP R/3 Release 4.5A, SAP added functionality to save monthly history of the key material master tables. These material master history tables can be a useful source of information and can form the basis of custom reports to meet

specific user requirements. Many SAP standard reports, such as RM07MMFI and FB5L, use these new history tables.

"Avoid a Disconnect Between Your MM and FI Period Closes"
Your cutoff for transactions at close may be affected if you don't understand the relationship between the Materials Management (MM) period close and the FI period close. In this article, the author explains the configuration details so that you can configure your R/3 system to ensure a clean cutoff for MM transactions at period close.

"Are Your Stock Balances Correct?"
In this article, the author answers to six questions along with a little-known report can help you to keep your R/3 Materials Management (MM) and FI stock balances in sync.

"Currency Types: The Key to Reporting Parallel Valuations"
Do you know what the different currency types are, where they are configured, and when to use them? Confusion abounds in this area, especially when dealing with parallel valuation. In the article, the author provides a roadmap to gain control of all of your conversions and valuations.

"Secure Your Revenue Stream: Ensure That SD Billing Document Invoices Are Posted in FI"
It is possible to have an SD billing document without a corresponding FI invoice. This type of error can result in significant under-reporting of revenue. In this article, the author provides the detailed steps to ensure all SD invoices are reflected accurately in FI-AR. Two R/3 modules, SD and FI, cover the order-to-cash process. Invoicing represents the interface between SD and FI, and there is a high risk if the two teams are not working in cooperation. If the teams are not aware of their actions' impact on the others, do not understand the end-to-end process, and do not have clearly defined areas of responsibility, or if they simply do not talk to each other, the results may be disastrous.

"Use Reconciliation Account Determination with a Special G/L Indicator for More Flexible Invoicing"
The author demonstrates how to optimize reconciliation account determination. He introduces the fundamentals of reconciliation account determination, special

G/L indicator configuration, and manual adjustments. With examples, he shows how to use reconciliation account determination with a special G/L indicator in the FI-A/R module.

"Nine Tips for Dealing with Zero Decimal Place Currencies"
The U.S. dollar, like many of the world's currencies including the euro, uses two decimal places, which - not surprisingly - is the default setting for R/3. When you roll out your SAP functionality across geographies, however, you may run in trouble coping with currencies with other decimal-place demands. The author provides tips to help you avoid mistakes when viewing or working with various currencies.

"Which A/R Underpayment Option Should You Use: Partial Payment or Residual Item?"
When a customer makes a payment for an invoice that is a great deal less than the full invoice value, the A/R user has several choices of how to process the underpayment. Both users and consultants are often confused about the difference between two of those options - partial payment and residual item - because they can appear to have similar results. The author explains how they differ by taking the same invoice through both processes.

"Avoid These 11 Common Unit-of-Measure Errors"
To keep your SCM operations running smoothly, learn how to avoid and correct these 11 common unit-of-measure errors that can bring them to a standstill. The crucial role of units of measure (UoMs) in SAP is to give context to quantities. A key activity of an SAP system is maintaining clear communication with external business partners (e.g., sending a purchase order to a vendor for raw materials or sending an invoice to a customer). You can accomplish this communication in a number of ways, such as paper invoice, EDI purchase order, or XML delivery confirmation. Quantity is one of the most important aspects of that communication: You need to be sure that an order for five cases of a material is not interpreted as five pieces or five pallets.

Reporting

"Should I Report in CO-PA or BW?"

You have a choice of three approaches when reporting on CO-PA data: You can report using CO-PA, Business Information Warehouse (BW), or both. In this article, the author compares these reporting options.

"How to Use the SIS Data Warehouse for Management Reporting"
It is so common to see clients developing customized reports to get Sales Bookings information. This approach of developing customized solution is not only inefficient you lose the flexibility of exception reporting. Have you thought about Sales Information System (SIS)? It's a part of standard system with its own drill-down reporting tool. With an example, the author demonstrates how to activate custom-defined SIS structure for management Reporting.

"Tips and Tricks to improve CO-PA Reporting performance"
Published on 'SAPInsiderOnline.com', Editor's Desk of February 2003.
CO-PA reporting performance is one of the most crucial aspects of Profitability Analysis. In this article, author has described some of the most important tips and tricks to improve reporting performance.

"Split and Speed up your CO-PA reports"
Reporting performance is one of the most crucial aspects in CO-PA module. There are few options available in SAP to optimize reporting performance. In this paper, author demonstrates one such trick - to "split" CO-PA reports. Seemingly simple, this trick of breaking one big report into many smaller reports can have dramatic performance improvement.

"10 Best Practices for Designing Summarization Levels"
Summarization Levels are one of the most powerful techniques for improving CO-PA performance. However, if not defined properly, these Summarization Levels can be the source of performance degradation. In this article, author has unearthed secrets behind how SAP system determines which Summarization Level to use. Also, author has suggested 10 best practices for optimum summarization levels.

"Extract Pricing Conditions From the R/3 Sales and Distribution Module into BW"
The current BW version does not offer extract structures for SD conditions, therefore there is no straight-forward way to transfer SD pricing conditions to

BW for further analysis and reporting. In this article, the author reveals a work-around solution and explains how to extract SD conditions to BW.

"What You Should Know About SD Higher-level Item Category's Influence on Financial Reports"
You might think that the item category of a sales document is purely a Sales and Distribution (SD) function. It's true that it primarily controls how the sales item is processed within SD. However, some of the settings have a significant influence on the FI module. In this article, author demonstrates some of the features of SD Item Category and Sales BOM, which can have significant impact on Financials.

"Speed Up Your Report Performance by Knowing Where Your FI Data Is Hiding"
Often at go-live, reports are written that appear to work very well, and then a year or two later, they run very slowly. The reason might be a misunderstanding about the kinds of tables that FI debit and credit data is hiding in. This article explains why it's important to your report's performance for you to know if a table is transparent, clustered, or pooled.

Productivity Solutions

"Plan and Monitor Your Sales Campaigns in the CO-PA Ledger"
Offering discounts is one of the most common business practices to increase the business volume. SD module has rich functionality to handle special prices and discounts. Planning and executing a successful promotion campaign is critical to your business. You want to find out how successful your discount campaign was - whether it was really successful or not. SD module provides something called as 'promotion' and 'sales deals' to group together such conditions. However, did you know that you could transfer these details of 'promotion' and 'sales deals' to CO-PA Ledger too? Did you know that CO-PA Ledger can be used to monitor the performance of these marketing initiatives throughout the cycle of such initiatives - right from budget planning, order Bookings to Invoicing?

"Fast Data Conversions for Functional Analysts with LSMW"
LSMW stands for Legacy System Migration Workbench. As the name suggests, LSMW is used during data conversion and is one of the most powerful tools provided by SAP. One of the common myths among SAP community is that data conversion is handled by technical team members - ABAPers. However, the most important highlights of LSMW is that it is so easy to use that everybody, including functional analysts, can use it! Although, many in SAP community use CATT tool for data upload to SAP, features of LSMW far out-weigh. Easy wizard like step-by-step tasks walk you through the whole process. In this article, author details the features of LSMW and with a business example demonstrates how easy it is to use.

"CO-PA Archiving - Why and How?"
Importance of data archiving cannot be emphasized enough. However, it is an irony that even in companies where archiving is started, many times CO-PA is excluded from the scope. On the other hand, CO-PA should be the first module to get archived. In this article, author explains why CO-PA database grows much faster than you initially thought and how to archive CO-PA data.

"For Enhanced System Performance, One SE16 Call is Better than Two"
SE16 is one of the most frequently used transaction codes, but it comes with a lot of overhead in terms of system memory. In this article, the author reveals one of the tricks to reduce the number of SE16 calls.

"Use CATT to Test Your End-to-End Business Processes"
Computer Aided Test Tool (CATT) is SAP's testing tool for testing various SAP transactions. Though using CATT is fairly simple, many companies do not fully exploit the features. In this article, the author demonstrates how CATT can be used to test end-to-end process like Purchase-to-Pay or Order-to-Cash.

"Use TVARV Variables More Effectively To Fasten Month-End Close"
Though use of variants is very common, many in business community just scratch the surface. There is much more to variants than just saving the screen field values. Using variables for variants makes the usage more effective and efficient. Instead of creating a new variant or changing the existing variant each time a field value changes, you can create a variable in table TVARV and assign a variable to field value. These are popularly called as TVARV variables and you can directly manage the variable values using table maintenance. In this article,

the author has unearthed hidden secrets of TVARV variables and explained how to leverage these for more efficient use. Also, the author has documented the best practices on managing these TVARV variables to get maximum out of it.

"Can't Get There?: Find the Right Transaction to Display CO Documents"
Sometimes a transaction is not available in the SAP Easy Access Menu, or when you do use the transaction, a cryptic error message results. This type of problem can occur when you try to display CO documents. In this article, the author provides a quick tip to find the right transaction to display the CO documents.

"Enhance User Productivity with a Custom Search Help"
Take advantage of this underused option to add a custom search help without assistance from a programmer or the need for a developer key. Standard SAP provides multiple search helps for customer look-ups but none that allow you to search by, for example, the VAT registration number field. You can easily create such a search help. Custom search helps can increase end-user productivity by simplifying common searches. Often access to transaction codes SE16 and SE17 is restricted because of Sarbanes-Oxley. Adding a search help is a good way to provide ad hoc look-up.

"Tips for Tracking Clearing Transactions"
The author compares the two types of clearing functionality in SAP, clearing with or without posting. In addition, he lists steps that allow you to trace clearing transactions going backward as well as forward.

"Discover Hidden Parameter IDs to Simplify Your FI Settings"
Many users set default values for their FI transactions using transaction FB00 - Accounting Editing Options. However, not all settings for FI/CO transactions are available here. In this article, I'll show you other ways to find and set default values for parameters. I'll also introduce you to some "hidden" parameters.

"Who Changed My Config?"
The author explains how to use the table logging functionality to answer the question, "Who changed my config?" Table logging is a functionality that enables recording of all insertions, deletions, and changes in configuration tables. He says it has proven invaluable in preventing configuration errors from impacting the production systems at his projects.

"Update Was Terminated'— What Every FI/CO User Should Know About This Error Message"
Have you ever seen the message, Update was terminated, and wondered what it meant? Here's a more worrisome question: Do Your FI users know what to do when they see this message?

Project Management

"How to Manage User-exits for multiple projects"
It is common for companies to have many user exits, for managing multiple initiatives in the organization. Managing user-exits is a challenge, as these user-exits are dependant on various factors and many times may hinder the go-live plans. In this article, the author exhibits a technique on how to manage user-exits.

"Account for Time Zone Differences So That They Do Not Affect Your Global Close"
When a global company has a period-end close, a great deal of coordination needs to occur among the independent locations to make sure that tight deadlines are met. The author provides eight tips to prevent misunderstandings that can occur because of timing differences when you have offices in more than one time zone.