

Solution Order

New Solution Process in SAP S/4HANA®

A quick look at how to achieve

“Sales – Installation – Service – Billing in one clean process”

Presented by SAPIT Corporation

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Solution Order

“Sales – Installation – Service – Billing in one clean process”

This presentation is broken into six sections:

Three sections about the order lifecycle (Sell, Execute, Account). Three sections on certain business aspects (Business Case, Paradigms, Recap/Next Steps).



Solution Order: Table of Contents



1. Business case, Overview and First Look at the system
2. Sell: Order Management
3. Solution Order Process Summary, Rationale, Paradigms
4. Execute: Order Execution
5. Account: Billing, Controlling
6. Next steps

Business Case



Scenario: Our core business is providing our customers with custom-built and (more or less) customized machinery; this includes the machinery itself, along with parts and services. We need a shell to capture these deals in our system, because we want to provide our customers a single point of contact, we want to capture information only once (at the source) and we want to have a full overview and record of the entire lifecycle. As a future perspective, we want to go way beyond simply selling the product; instead, we want to bundle products and services into a single solution which can be purchased, leased or even just subscribed to by our customers.

Solution Order is the shell (solution process) to host the “solution business” scenario in S/4 and it is the pivot point of any and all related operations and reporting.

”Make” Processes, e.g. (acronyms): ETO (custom built), MTO (customized), MTS (standard). The final determination of the “Make” process(es) used will be an outcome of the Explore phase, e.g. there may be no ETO, customized could be CTO and standard could be MTO.

Business Case



Products: Physical products, e.g. machine, device (aggregate), spare part or consumable

Service: One time (installation, repair), Recurring (preventive maintenance).

Repair is also referred to as corrective maintenance.

Preventive maintenance is sometimes called scheduled maintenance.

ECC 6.0 related legacy objects include sales orders with item category to control ETO, MTO, MTS and repair sale; the process works to some extent, but lacks consistency; and there are performance problems with larger, complex orders.

In **S/4HANA**, the process is more consistent with a tighter integration within the process itself and to other applications and platforms; Fiori/UI5 play a role here.

Overview



Sell	Execute	Account
Solution Order – pivot point	Delivery – ship a product	Billing Document Request (BDR)
Item Category (IC) is main process control; Order Type and assignment to IC('s) govern the process	Ship to Customer site, Technician Ship from Plant, Supplier Shipment tracking (status, POD)	Invoicing Correspondence, E-Mail
Pricing procedure <ul style="list-style-type: none"> • Condition types, prices, taxes • Account determination 	Installation Maintenance (preventive), Repair In-house (“depot”), On-site (“field”)	Accounts receivable Application of cash Credit management
Contract (master agreement)	Return for Replacement, Credit	Revenue accounting
Project sale (e.g. ETO)	Failure analysis	Contract assets/liabilities
Customized product	Dispatch (service technicians)	Project and product cost controlling
Standard product (“cookie cutter”)		Results and profitability analysis
Maintenance contract		Settlement and value flows



Home ▾

First Look



My Home

Trial Center

Finance

Manufacturing and Supply Chain

Procurement

Project Management

Sales

Other

Sales

Sales Management Overview
Track Execution



Create Sales Orders



Manage Sales Orders
Version 2

303 k

Create Outbound Deliveries
From Sales Orders



Pick Outbound Delivery



Create Billing Documents

196

Billing Due List Items

Sales Volume
Detailed Analysis

2025	1.54B USD
2024	1.62B USD
2023	2.38B USD

Sales Order Fulfillment
Analyze and Resolve...

Shipping Issue in...	7.84K
Delivery Issue in ...	2.12K
Incomplete Data i...	303

[10m ago](#)

Solution Order

Manage Solution Orders

0

Contains Situations

Schedule Billing Document Request...
Service Contracts



Solution Order Margins



Manage Service Orders
To-Do List

Open Orders	1
Unassigned Orders	0
Without Confirmat...	50

[10m ago](#)

Manage Project Billing

Warehouse Management

Stock
Single Material

Manage Stock



Sell

“Sales – Installation – Service – Billing in one clean process”



Sell



Solution Order

“Main Product” plus Supplies and/or Spare Parts, can include agreement on pricing of spares and supplies
Overarching view on profitability

Assembly

In-house (at plant), On-site (customer) or Third-party (at subcontractor)

Installation

On-site (customer), can be a complex performance obligation if sold as bundle; can span multiple periods

Maintenance Processing

Maintenance contract for scheduled and/or corrective maintenance (agreement on pricing of services)

Projects

ETO sale (optional), can be multiple products sold along with services, percentage-of-completion (POC)

Revenue Recognition (IFRS 15, ASC 606)

Bundled products usually require matching contractual performance obligations and tracking fulfillment (time, event); assigning prices to the performance obligations and recognizing revenues accordingly;
tracking contract assets and contract liabilities

Manage Solution Orders

“Sales – Installation – Service – Billing in one clean process”



Standard* ▾



🔍
 🔑
 🔑
 ▾
 🔑
 📅
 Go Adapt Filters



[All Solution Orders \(75\)](#)
[Solution Orders with Errors \(6\)](#)
[Solution Orders with Situations \(0\)](#)

Solution Orders (75)

Create 📄 ⚙️ 📅 | ▾ ⋮

Solution Order	Solution Order Description	Sold-To Party	Life Cycle Status	Net Value	Actions
10000055	20251013.S01	Barrel & Son Corp. (17100007)	📁 - 🔄 - 📅 - ✅	45.00 USD	📄 >
10000054	Cloud Solution 0006903	Intelligent Solutions (PC_INT_SOL)	📁 - 🔄 - 📅 - ✅	26,780.00 USD	📄 >
10000053	Cloud Solution 0810	Intelligent Solutions (PC_INT_SOL)	📁 - 🔄 - 📅 - ✅	26,780.00 USD	📄 >
10000052	Cloud Solution BKD 0006821	Intelligent Solutions (PC_INT_SOL)	📁 - 🔄 - 📅 - ✅	26,780.00 USD	📄 >
10000051	Cloud Solution BKD 0006821	Intelligent Solutions (PC_INT_SOL)	📁 - 🔄 - 📅 - ✅	26,780.00 USD	📄 >
10000050	Cloud Solution 0006064	Intelligent Solutions (PC_INT_SOL)	📁 - 🔄 - 📅 - ⚠️	26,780.00 USD	📄 >
10000049	Cloud Solution AK	Intelligent Solutions (PC_INT_SOL)	📁 - 🔄 - 📅 - ✅	26,780.00 USD	📄 >
10000048	NEW CLOUD TEST FOR CERT. C_S4CS_2508	Design & More Corp. (17100013)	📁 - 🔄 - 📅 - ✅	72.75 USD	📄 >
10000047			📁 - 🔄 - 📅 - ✅	0.00	📄 >
10000046	Cloud Solution 2209	Intelligent Solutions (PC_INT_SOL)	📁 - 🔄 - 📅 - ✅	26,780.00 USD	📄 >



Solution Order: 100000050, Cloud Solution 0006064

- New
- Edit
- Copy
- Refresh
- View Progress
- Redistribute
- Reject All Items
- Reset Item Rejection
- 🔗
- ⋮

Sold-To Party: Intelligent Solutions Life Cycle Status: Released Gross Value: 26,780.00 USD
Contact Person: – Error Status: No Errors Net Value: 26,780.00 USD
Employee Responsible: SAP User13 Situation Status: No Situations
External Reference: AK
Created on: 09/30/2025

Solution Order Details

- Items
- Organizational Data
- Billing
- Transaction History
- Additional External References
- Attachments
- Output Items
- Item Relationships

▼ Solution Order Details

Edit

General Data

Transaction ID:
100000050

Description:
Cloud Solution 0006064

Sold-To Party:
Intelligent Solutions

Contact:
–

Processing Data

External Reference:
AK

Status:
Released

Net Value:
26,780.00 USD

Gross Value:
26,780.00 USD

Note

No data



Solution Order: 10000050, Cloud Solution 006064

[New](#) [Edit](#) [Copy](#) [Refresh](#) [View Progress](#) [Redistribute](#) [Reject All Items](#) [Reset Item Rejection](#)



[Solution Order Details](#)

Items

[Organizational Data](#)

[Billing](#)

[Transaction History](#)

[Additional External References](#)

[Attachments](#)

[Output Items](#)

[Item Relationships](#)

Items

Show:

All Items

Search

[Edit List](#)

[Expand All](#)

[Collapse All](#)



Action	Item No.	Situati...	Product ID	Product	Quantity	Unit	Item Category	Net Value	Currency	Status
	10		PC_PROD_1	Private Cloud Server	1	PC	Sales Item	7,500.00	USD	Completed
	20		PC_SRV_1	Installation Service	16.0	HR	Srvltm (FxPrc)	480.00	USD	Released
	30		PC_SUPP_1	Private Cloud Support & Mainte...	1	AU	Service Contract Itm	1,200.00	USD	Released
	40		PROJECT	Project Item	1	AU	Project Item	17,600.00	USD	Released

Organizational Data

[Edit](#)



Solution Order: 10000050, Cloud Solution 0006064

[New](#) [Edit](#) [Copy](#) [Refresh](#) [View Progress](#) [Redistribute](#) [Reject All Items](#) [Reset Item Rejection](#) | [📄](#) ▾ [⋮](#)

[Solution Order Details](#)

[Items](#)

[Organizational Data](#)

[Billing](#)

[Transaction History](#)

[Additional External References](#)

[Attachments](#)

[Output Items](#)

[Item Relationships](#)

Organizational Data

Sales

[Edit](#)

Sales Organization:
1710 Dom. Sales Org US

Sales Office:
-

Distribution Channel:
10 Direct Sales

Sales Group:
-

Division:
00 Product Division 00

Billing

[Edit](#) | [Block All Items](#) | [Reset Billing Block](#)

Payer:
Intelligent Solutions

Bill-To Party:
Intelligent Solutions

Contract Account:
-

Billing Block Status:
Nothing Blocked

Payment Terms:
As of End of Month



Solution Order: 10000050, Cloud Solution 0006064

[New](#) [Edit](#) [Copy](#) [Refresh](#) [View Progress](#) [Redistribute](#) [Reject All Items](#) [Reset Item Rejection](#) [🔗](#) [▾](#) [⋮](#)

[Solution Order Details](#) [Items](#) [Organizational Data](#) [Billing](#) [Transaction History](#) [Additional External References](#) [Attachments](#) [Output Items](#) [Item Relationships](#)

Transaction History

Search 🔍 [📄](#) [📁](#) [▾](#) [⚙️](#)

Transaction	Transaction Type	Date	Document Type	Relationship Type
Cloud Solution 0006064	Service Contract	09/30/2025	Service Contract	Next document
293912	Sales Order	09/30/2025	Sales Order	Next document
Cloud Solution 0006064	Service Order	09/30/2025	Service Order/Quotation	Next document
Project Item	Customer Project	09/30/2025	Customer Project	Next document

Additional External References

Search 🔍 [📄](#) [📁](#) [▾](#) [⚙️](#)

No result found

Attachments

Attachments (0) Select Doc. Type to upload: * ▾

[Edit](#)

[Add a Link](#) [Upload](#)



Solution Order: 10000050, Cloud Solution 0006064

[New](#) [Edit](#) [Copy](#) [Refresh](#) [View Progress](#) [Redistribute](#) [Reject All Items](#) [Reset Item Rejection](#) | [📄](#) [🔽](#) [⋮](#)

[Solution Order Details](#) [Items](#) [Organizational Data](#) [Billing](#) [Transaction History](#) [Additional External References](#) [Attachments](#) **[Output Items](#)** [Item Relationships](#)

Output Items

Output Items (2) ▾

[Send Output](#) [Duplicate](#) [Retry](#) [Set to Completed](#) [📄](#) [☰](#) [☰](#) [⚙️](#) [📄](#) [🔽](#)

<input type="checkbox"/> Item ID	Log	Status	Dispatch Time	Output Type	Role	Recipient	Channel	Form Language	Form Template	Changed On	Form Country/Region
<input type="checkbox"/> 1	🗨️	In Preparation (1)	Immediately (1)	Business Solution Order (BUSINESS_SOLUTION_ORDER)	CP	Intelligent Solutions (PC_INT_SOL)	Email (EMAIL)	English (EN)	Business Solution Order print form (CRMS4_BUS_SO_LN_ORD_PRINT_FORM)	Sep 30, 2025, 2:40:01 PM	USA (US)
<input type="checkbox"/> 2	🗨️	In Preparation (1)	Immediately (1)	Business Solution Order (BUSINESS_SOLUTION_ORDER)	CP	Intelligent Solutions (PC_INT_SOL)	Print (PRINT)	English (EN)	Business Solution Order print form (CRMS4_BUS_SO_LN_ORD_PRINT_FORM)	Sep 30, 2025, 2:40:01 PM	USA (US)

Item Relationships

🔍 [📄](#) [📄](#) [🔽](#) [⚙️](#)

No result found





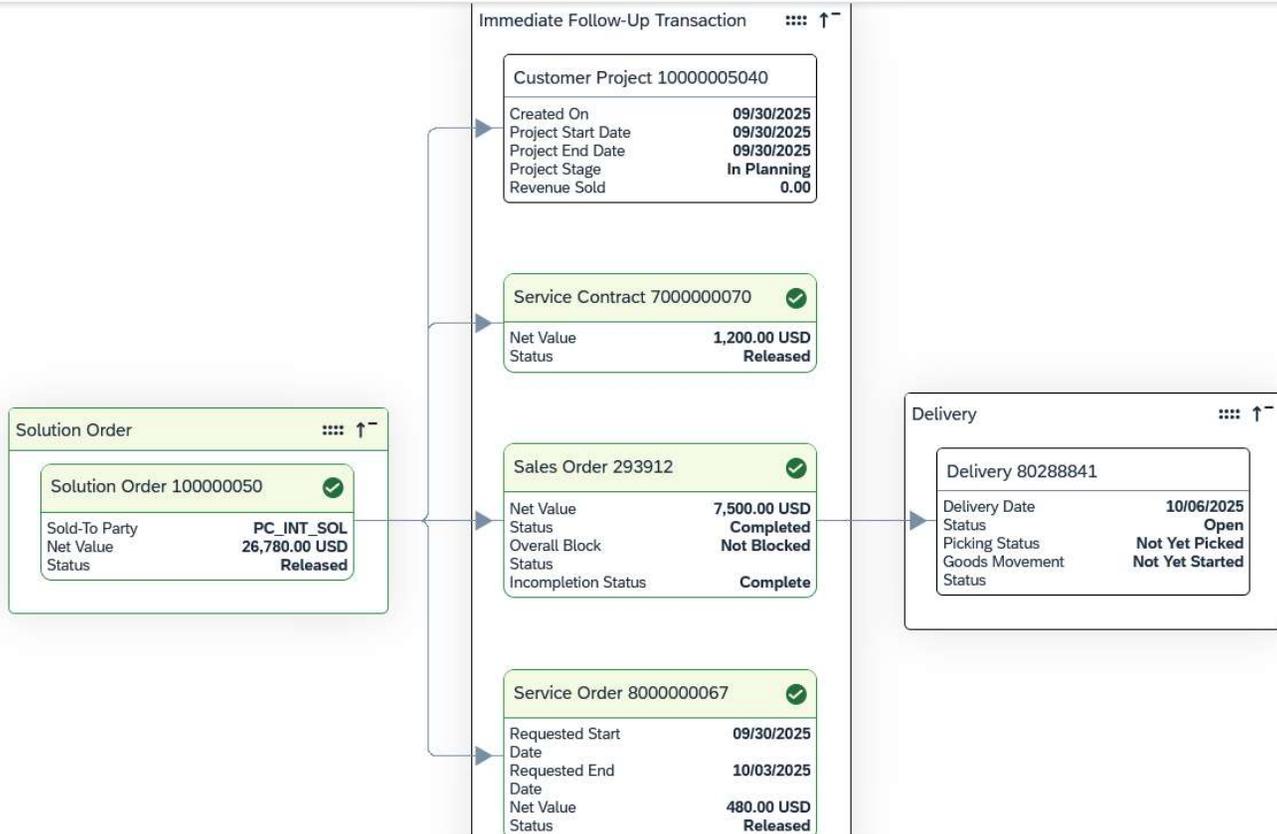
Cloud Solution 000604

100000050

Refresh



Items Solution Order Progress



Solution Order: Process Summary



Paradigms:

Capture information at the source (once)

No paper, unless required by law
(customs docs etc.)

Communications arrangement

- Centrally maintained
- Electronic transmission via BTP (Business Technology Platform)
- Built-in proof of message delivery

Best Practices

Continuous improvement
and know-how capture

Outcomes:

Consistency

- Pricing
- Account determination
- Revenue recognition
- Branding (customer-facing)

Synergies

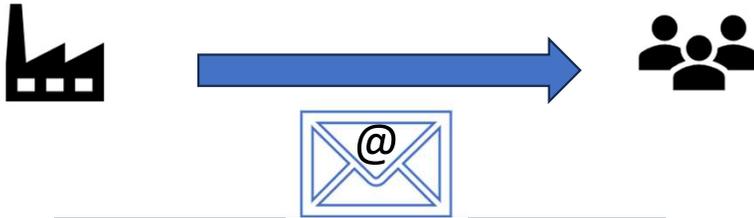
- Internally
- With Business Partners

Improvements

- Cost savings
- New business models, revenues
- Service and Quality



Communications



```

1 1 BUSINESS_SOLUTION_ORDER
CP PC_INT_SOLEMAIL EN
CRMS4_BUS_SOLN_ORD_PRINT_FORM
Sep 30, 2025, 2:40:01 PM US
    
```

- | | | |
|-------------------------|-------------------------|---------------------------|
| <i>Quote</i> | <i>PackingSlip</i> | <i>Invoice</i> |
| <i>Order Confirm.</i> | <i>ExportPapers</i> | <i>Receipt</i> |
| <i>PickingList</i> | <i>ShippingAvisory</i> | <i>Dunning</i> |
| <i>Compliance(SDS)</i> | <i>UserManuals</i> | <i>Surveys</i> |
| <i>Spares "Tickler"</i> | <i>Appointm.Remind.</i> | <i>AcceptanceProtocol</i> |
| <i>TimeSheets</i> | <i>PartsLists</i> | <i>Maint.Alerrts</i> |
- ("the possibilities are endless")

Find text or tools 🔍 🏠 🔄 🗨️

Business Solution Order: 100000050

Page: 1/2
Date: 13.12.2025

Customer Details		Solution Order Details	
Name	Intelligent Solutions	Solution Order ID	100000050
Address	Company, Intelligent Solutions, 200 Augusta Ave SE, ATLANTA GA 30315-1402, USA	Customer Reference	AK
		Gross Value	26780.00 USD
		Net Value	26780.00 USD

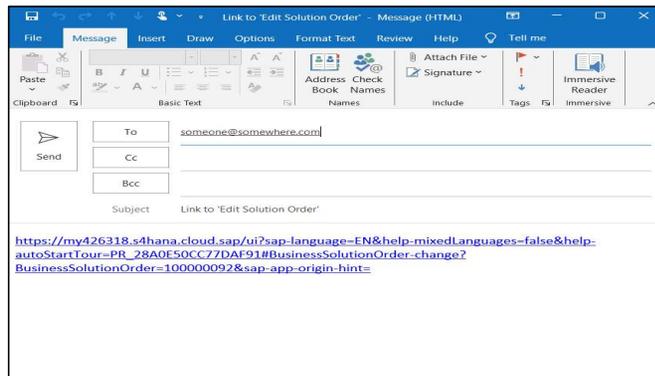
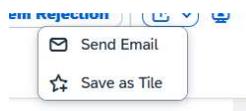
Contact Person	
Name	-
Telephone	-
Email	-

Solution Order Item Details					
Item	Item Category	Product ID	Product Description	Quantity	Net Value
10	Sales Item	PC_PROD_1	Private Cloud Server	1 PC	7500.00 USD
	Requested Delivery Date		30.09.2025		
	Latest Confirmation Date		06.10.2025		
	Delivery Terms		EXW Palo Alto		
20	Fixed Price Service Item	PC_SRV_1	Installation Service	16 HR	480.00 USD
	Requested Service Start Date		30.09.2025		
	Requested Service End Date		03.10.2025		
	Service Contract Item	PC_SU_PP_1	Private Cloud Support & Maintenance	1 AU	

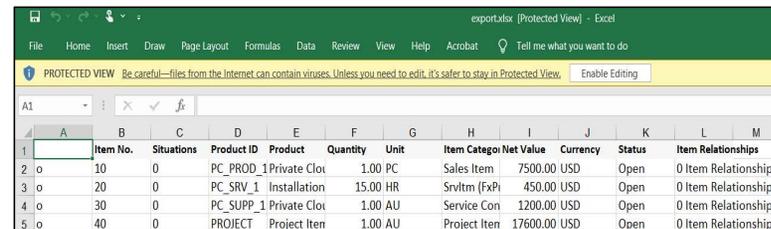
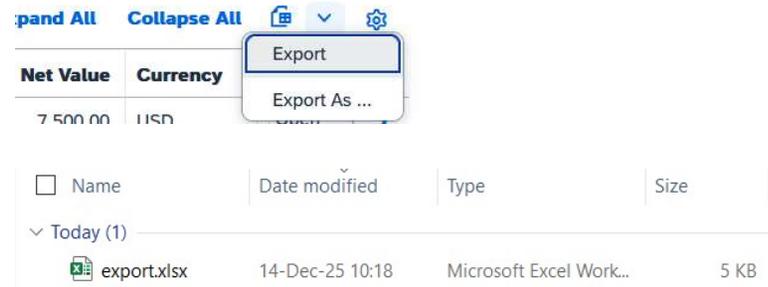


“Yes, two popular performance drains are still supported” 😊

Emailing a link to Solution Order content (recipient sees the information “live”, in real time)



Downloading (snapshot in time)



Item No.	Situations	Product ID	Product	Quantity	Unit	Item Category	Net Value	Currency	Status	Item Relationships
10	0	PC_PROD_1	Private Clo.	1.00	PC	Sales Item	7500.00	USD	Open	0 Item Relationship
20	0	PC_SRV_1	Installation	15.00	HR	Srvltm (FxPh	450.00	USD	Open	0 Item Relationship
30	0	PC_SUPP_1	Private Clo.	1.00	AU	Service Con	1200.00	USD	Open	0 Item Relationship
40	0	PROJECT	Project Item	1.00	AU	Project Item	17600.00	USD	Open	0 Item Relationship



Execute

“Sales – Installation – Service – Billing in one clean process”



Execute



Delivery

Delivery Due List processing

Create/manage Delivery

Pick/Pack/Ship – confirm picking, goods issue

Service Order Execution

Planned service, unplanned service, dispatch, confirmation, billing request

Returns Processing

Replacement (advance or after inspection), credit memo, warranty, repair

Delivery Processing

“Sales – Installation – Service – Billing in one clean process”



Create/manage Delivery

SAP Solution Manager - Solution Order Progress

Cloud Solution 0000064
100000050

Solution Order Progress

Immediate Follow-Up Transaction

Customer Project 10000005040
Created On: 09/03/2025
Project Start Date: 09/03/2025
Project End Date: 09/03/2025
Project Stage: In-Planning
Revenue Add: USD

Service Contract 7000000070
Net Value: 1,336.88 USD
Status: Released

Solution Order 100000050
Sold-To Party: PC_INT_SOL
Net Value: 26,780.00 USD
Status: Released

Sales Order 293912
Net Value: 7,500.00 USD
Status: Completed
Overall Block Status: Not Blocked
Incompletion Status: Complete

Delivery 80288841
Delivery Date: 10/06/2025
Status: Open
Picking Status: Not Yet Picked
Goods Movement Status: Not Yet Started

Service Order 8000000067
Requested Start: 09/03/2025
Requested End Date: 10/03/2025
Net Value: 48.88 USD
Status: Released

Delivery 80288841

Delivery	80288841
Delivery Date	10/06/2025
Status	Open
Picking Status	Not Yet Picked
Goods Movement Status	Not Yet Started

Close

Status: delivery already created

Next steps (per status display): Pick – Pack – Ship

Standard Solution Process

Pick Outbound Delivery
Application area (tile): Sales



80288841

Analyze Delivery Logs

Analyze Delivery Performance - Shipped as Planned

Automatic Confirmation - Proof of Delivery

More Links

Define Link List

Select All (3/40)

- Analyze Delivery Logs
- Analyze Delivery Performance - Shipped as Planned
- Automatic Confirmation - Proof of Delivery
- Change Outbound Delivery
- Create Outbound Delivery - Proof of Delivery
- Confirm Picking Request
- Create Outbound Deliveries
- Create Outbound Delivery - With Order Reference
- Create Outbound Delivery - Without Order Reference
- Deliveries Worklist - Proof of Delivery
- Delivery Monitor
- Display Delivery Change Documents - Outbound Delivery
- Display Incomplete SD Documents
- Display Outbound Delivery
- Display Outbound Delivery - Proof of Delivery
- Display Process Flow AR - Delivery Document
- General Outbound Delivery List
- Manage Outbound Deliveries
- Manage Outbound Deliveries - VLOGO

OK Cancel



Pick/Pack/Ship

The screenshot shows the SAP Home dashboard with a navigation bar at the top containing 'Home', 'My Home', 'Trial Center', 'Finance', 'Manufacturing and Supply Chain', 'Procurement', 'Project Management', 'Sales', and 'Other'. The 'Sales' section is active, displaying several tiles: 'Sales Management Overview', 'Create Sales Orders', 'Manage Sales Orders Version 2' (showing 305 k), 'Create Outbound Deliveries From Sales Orders', 'Pick Outbound Delivery' (highlighted with a red box), 'Create Billing Documents' (showing 198 items), 'Sales Volume Detailed Analysis' (table below), and 'Sales Order Fulfillment'. Below these is the 'Solution Order' section with tiles for 'Manage Solution Orders', 'Schedule Billing Document Request...', 'Solution Order Margins', 'Manage Service Orders To-Do List', and 'Manage Project Billing'.

Year	Volume (USD)
2025	1,558 USD
2024	1,628 USD
2023	2,388 USD

The screenshot shows the SAP Delivery Header for delivery 80288841. It includes fields for 'Actual GI Date' (e.g. 12/31/2025), 'Planned GI Date' (10/06/2025), 'Gross Weight' (18 KG), and 'Net Weight' (16.2 KG). The 'Picking Status' is 'Not Yet Processed' and 'Confirmation Status' is 'Not Relevant'. A 'GI Not Ready' icon is highlighted with a red box. Below is a table of delivery items.

Item	Material	Delivery Quantity	Picking Quantity	Serial Number Status	Picking Status	Confirmation Status
<input type="checkbox"/>	000010 Private Cloud Server (PC_PROD_1)	1 PC	0 PC	◇	■	◇

Current status:
Delivery has not been picked, therefore not ready for goods issue

Next slide:
Picking confirmed and goods issue posting



Pick/Pack/Ship

Delivery Item 000010

Sales Order:	293912	Material:	Private Cloud Server (PC_PROD_1)
Sales Order Item:	000010	Gross Weight:	18 KG
Item Type:	Standard Item (TAN)	Net Weight:	16.2 KG
Original Delivery Quantity:	1 PC	Volume:	0.18 M3
Picking Quantity:	1 PC	Plant:	Plant 1 US (1710)
Delivery Quantity:	1 PC	Storage Location:	171A
Conversion Rate:	1 PC : 1 PC	Std. storage 1	
Base Unit Delivery Quantity:	1 PC	Storage Bin:	
		Material Availability:	10/03/2025

1 of 1 Picking >>
 GI Ready
 0

Delivery Items (1)

Item	Material	Delivery Quantity	Picking Quantity	Serial Number Status	Picking Status	Confirmation Status
<input type="checkbox"/>	000010 Private Cloud Server (PC_PROD_1)	1 PC	1 PC			

1 of 1 Picking >>
 GI Ready
 0

Status: Ready to Post GI

Planned GI Date: 10/06/2025

Gross Weight: 18 KG

Net Weight: 16.2 KG

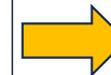
Volume: 0.18 M3

Priority:

Ship-To Party: Intelligent Solutions (PC_INT_SOL)

Address: 200 Augusta Ave SE, Atlanta GA 30315-1402, USA

[Post GI](#)
[Delete Delivery](#)
[View Delivery Output](#)
[Save](#)



1 of 1 Picking >>
 GI 4900365301
 0

Status: GI Posted

Material Document: 4900365301



Service Order Execution

“Sales – Installation – Service – Billing in one clean process”



Service Orders

<  Manage Service Orders ▾

🔍 ⓘ 🔔 👤

Standard* ▾

No filters active

🔗 ▾

All Service Orders (73) Unassigned Orders (0) Open Orders (1) Without Confirmations (50) With Open Confirmations (10) Billable Orders (1)

Service Orders (73)

Create Service Order ▾    ▾ ...

ID	Service Order	Description	Life Cycle Status	Sold-To Party	Requested Start	Requested End	Actions
8000000135	8000000135	Cloud Solution		Intelligent Solutions (PC_INT_SOL)	12/03/2025	12/06/2025	>
8000000133	8000000133	Cloud Solution Template		Intelligent Solutions (PC_INT_SOL)	12/03/2025	12/06/2025	>
8000000131	8000000131	Choose the Template solution order with		Intelligent Solutions (PC_INT_SOL)	12/02/2025	12/05/2025	>
8000000129	8000000129	LYNN		Intelligent Solutions (PC_INT_SOL)	12/01/2025	12/04/2025	>
8000000127	8000000127	Cloud Solution Template		Intelligent Solutions (PC_INT_SOL)	11/27/2025	11/30/2025	>
8000000125	8000000125	Cloud Solution Template		Intelligent Solutions (PC_INT_SOL)	11/27/2025	11/30/2025	>
8000000123	8000000123	Cloud Solution Media for Retail		Intelligent Solutions (PC_INT_SOL)	11/26/2025	11/29/2025	>
8000000121	8000000121	Cloud Solution Template		Intelligent Solutions (PC_INT_SOL)	11/26/2025	11/29/2025	>
8000000119	8000000119	test for toasca		Silverstar Corp. (17100001)	11/26/2025	11/29/2025	>
8000000118	8000000118	Cloud Solution EXP_TMA 1		Intelligent Solutions (PC_INT_SOL)	11/30/2025	12/11/2025	>
8000000116	8000000116	Cloud Solution KA.EL		Intelligent Solutions (PC_INT_SOL)	11/20/2025	11/23/2025	>
8000000114	8000000114	Cloud Solution K.E.		Intelligent Solutions (PC_INT_SOL)	11/18/2025	11/21/2025	>
8000000112	8000000112	Cloud Solution UA		Intelligent Solutions (PC_INT_SOL)	11/17/2025	11/20/2025	>
8000000110	8000000110	Test Quote PS		Silverstar Corp. (17100001)	11/18/2025	11/25/2025	>

8000000119
Contains Error



Account

“Sales – Installation – Service – Billing in one clean process”



Account



Invoicing

Billing Document Request (BDR) via Billing Due List or Individual

Process blocked billing documents

Receivables

Application of cash, late payments reporting and forecast, write-off

Revenue Recognition

Controlling

Margin Analysis, Profitability Analysis, Product Costing, Project Costing

Account: Overview

Billing

- Billing Document Request (BDR) via Billing Due List or Individual
- Process blocked billing documents
- Invoicing

Receivables

- Application of cash, late payments reporting and forecast, write-off

Revenue Recognition

Controlling

- Margin Analysis, Profitability Analysis, Product Costing, Project Costing



Billing Document Request

“Sales – Installation – Service – Billing in one clean process”





Standard

Status:

Date From-To:

Job Template Name:

Search

Status dropdown menu

Today -1 / +1 Days

Job Template Name input field

Go Adapt Filters (1)



Jobs (13) Standard

Create Copy Details Cancel Restart

Status	Log	Results	Steps	Job Name	Planned Start	Created By
Scheduled			1	New Job: Schedule BDR Creation	12/15/2025, 10:00...	Trial 0012969 User
Scheduled			1	bdr	12/15/2025, 09:59...	Trial 0012969 User
Scheduled			1	New Job: Schedule BDR Creation	12/15/2025, 09:34...	Trial 0007485 User
Scheduled			1	New Job: Schedule BDR Creation	12/15/2025, 08:39...	Trial 0012884 User
Scheduled			1	New Job: Schedule BDR Creation	12/15/2025, 02:02...	Trial 0012969 User
Scheduled			1	New Job: Schedule BDR Creation	12/14/2025, 10:00...	Trial 0012969 User
Scheduled			1	bdr	12/14/2025, 09:59...	Trial 0012969 User
Scheduled			1	New Job: Schedule BDR Creation	12/14/2025, 08:39...	Trial 0012884 User
User Error			1	New Job: Schedule BDR Creation	12/14/2025, 02:02...	Trial 0012969 User
User Error			1	New Job: Schedule BDR Creation	12/13/2025, 10:00...	Trial 0012969 User
User Error			1	bdr	12/13/2025, 09:59...	Trial 0012969 User
User Error			1	New Job: Schedule BDR Creation	12/13/2025, 08:39...	Trial 0012884 User
User Error			1	New Job: Schedule BDR Creation	12/13/2025, 02:02...	Trial 0012969 User



Controlling and Revenue Recognition

“Sales – Installation – Service – Billing in one clean process”



Margin analysis (COS, margin, revenue)



Graphics settings

Data selection settings

Financial Statement Version: YPS2 (SAP Best Practices C ...)	Ledger: 0L (US GAAP)	Company Code: 1710 (Velotics Inc.)	Product Sold Group:
Customer Group:	Solution Order:	Profit Center:	Fiscal Year Period: PPP/YYYY

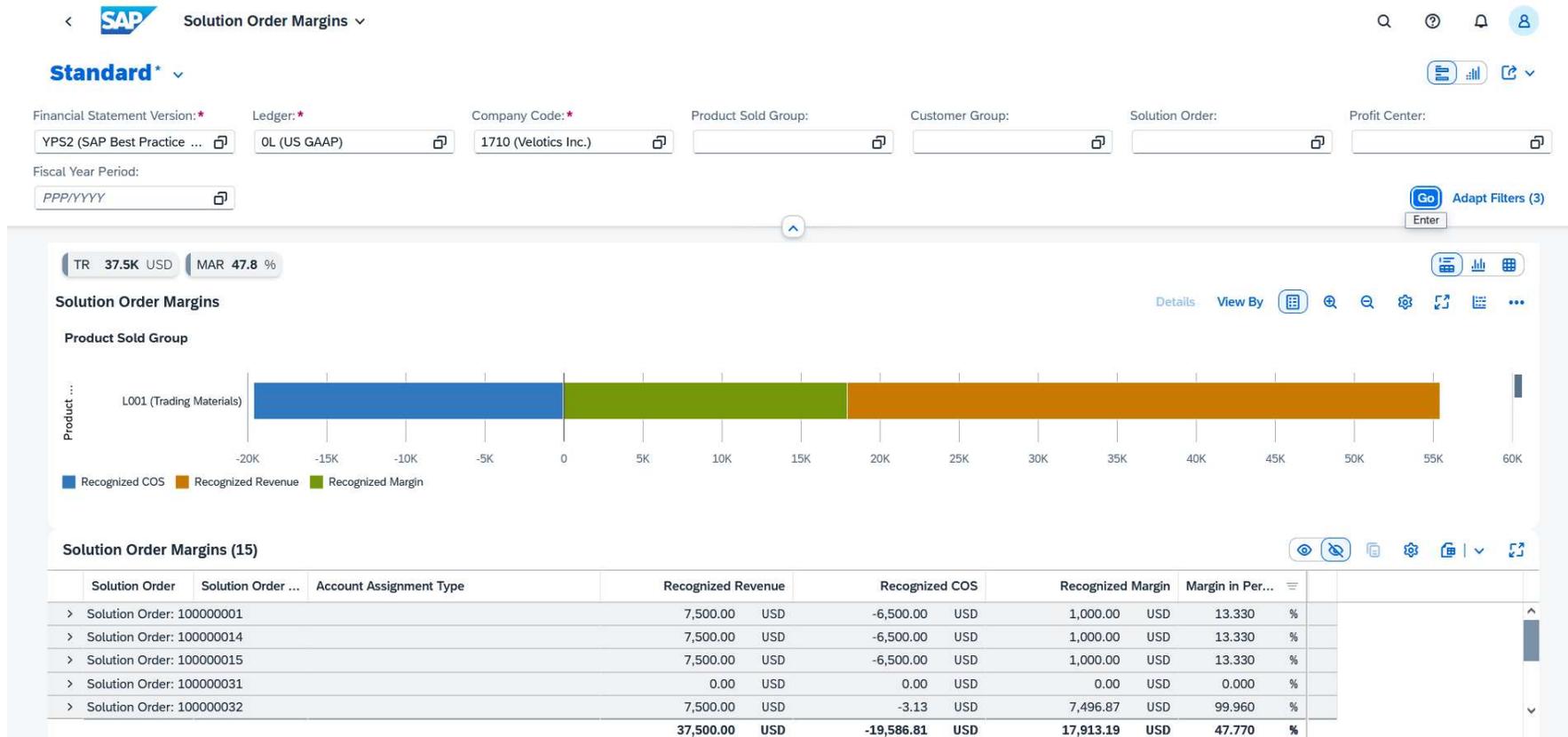
Adapt Filters

Search for Filters

- Show on Filter Bar: **Recognized Revenue by Product Sold Group | USD**
 - L001 (Trading Materials) 37.5K
 - P000 (Contract Type) 0.0
 - P001 (Services) 0.0
- Show on Filter Bar: **Recognized Revenue by Customer Group | USD**
 - Z3 (Consulting) 37.5K
 - 01 (Customer Group 01) 0.0
- Show on Filter Bar: **Recognized Revenue by Profit Center | USD**
 - US10_PC_CO (Consulting) 37.5K
 - YB101 (Consulting Unit A) 0.0
 - YB700 (Trading Goods) 0.0

OK Cancel

Solution Order Margins – list



Solution Order Margins – details



Next Steps

“Sales – Installation – Service – Billing in one clean process”



Quick recap

How to implement

Closing note

Contact information

Recap and Next Steps



The new solution order process hosts the **“solution business” scenario in S/4 as the pivot point**. Properly leveraged (implemented), the solution order process will

- Enable taking solution sales to the next level, including entirely new business models
- Streamline operations, increase efficiencies, create synergies, promote customer buy-in

Next steps: Contact us for more information, including a demo and workshop to assess what potential this solution process brings to your business. We’ll also be happy to show you **how to implement** the solution order process.



Closing note



Thank you !

Thanks for letting us introduce the new solution order process. From all of us here at SAPIT Corporation, we do appreciate your interest! There is more information (incl. downloads) available on our website.

Please use the Contact form on our website or send us a WhatsApp message (see Contact form).

SAPIT is paperless - no paper mail, please.

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