**Business Requirement**

Retail sales are recorded in POS system and flow into BW system. These sales need to be recorded in SAP journal entries to capture retail revenue, accounts receivable, royalty, tax, sales related inventory and cost of goods sold and inter-company know-how charge if applicable.

**Assumptions**

In order for this process to work, the following assumptions have been made:

1. We will be receiving input files from BW in desired format
2. Each retail store or ecom storefront will have individual SAP customer number which only accepts one currency.

**Solution**

A customize SAP program is needed to read input file from BW and create journal entries in SAP.The program should create one journal entry per store for the given period’s Retails/Ecom Sales. Each journal entry will have different cost center and profit center assignment based on the customer number. Document type should be SA, and the Reference field should show the Reference ID.

Create custom tableA: **ZFI\_GBL\_RETECOM\_SALESINV**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Transaction Category** | **Subsidiary** | **Store ID** | **Document Type** | **Company Code** | **Customer Number** | **Cost Center** | **Profit Center** | **G/L Account** | **Trading Partner** | **Movement Type** | **Offset Account** |
| Gift card | 1 | 008 | SA | 0011 | 1090892 |  | PC3310 | 0000115020 | NE0011 |  |  |
| Sales | 2 | 001 | SA | 0021 | 1090893 |  | PC3304 | 0000115050 | NE0021 |  |  |
| Inventory | 2 | 001 | SA | 0021 | 1090893 | 3000HQRTL | PC3304 | 0000115050 | NE0021 | 2 | 135140 |

Input fileAformat - Sales

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Reference ID** | **Company code** | **Subsidiary** | **Store ID** | **Customer Number** | **Posting Date** | **Currency** | **Net sales (excluding tax)** | **VAT** |
| See below | 0011 | 1 | 008 | 1090892 | 04/21/2017 | USD | 100 | 20 |
| See below | 0021 | 2 | 001 | 1090893 | 04/21/2017 | CAD | 200 | 34 |
| **Total AR** | **Inventory change** | **COGS** | **Royalty** | **Know-how** | **Brand** | **Category** | **UUID** | |
| 120 | -39 | 39 | 12 | 3.6 | 4.8 | Sales | 1435271249HJDGHS354fgdf | |
| 234 | -78 | 78 | 0 | 3.7 | 5 | Gift card | 1435271249HJDGHS354f564 | |

**Reference ID = company code(4) + subsidiary(1) + store ID(3)+ MMDDYY(6)+ counter (2)**

**Counter is the count of number of files per day. So for each file, counter value is the same.**

**One row in sample file: per store per day per transaction category (sales or giftcard or inventory)**

**BI team will populate ‘ECOM’ in Subsidiary if for ecom, others are for retail.**

1. If the Total AR is positive number (more sales than return), below transaction should be created automatically:

Dr: Accounts Receivable (Customer numberfrom input file, posting key 01)

GL for AR comes from mapping table, identified by customer number.

Cost of Goods Sold (Hard code 510200, posting key 40) Note that we may need trading partner to be populated for this COGS.

Ask Mike Williams for COGS GL – hardcode or mapping

Royalty

Know-how

Brand

Cr: Revenue or prepaid gift card (if the category is “SALES”, GL account 460000; If the category is “Gift card”, GL account 252000 posting key 50)

Ask Mike Williams for GLs, hardcode or mapping

Please ensure that the Profit center is populated on all items.

VAT (GL account 221020, posting key 50)

Ask Marianne what GL to use, Ecom.What if rolled out to other regions.

Inventory (Hard code 135132, posting key 50)

Royalty

Know-how

Brand

1. If the Total AR is negative number for this entry (more return than sales), below transaction should be created automatically:

Dr: Revenue or prepaid gift card (if the category is “SALES”, GL account 460000; If the category is “Gift card”, GL account 252000 posting key 40)

VAT (GL account 221020, posting key 40)

Inventory (Hard code 135132, posting key 40)

Royalty

Know-how

Brand

Cr: Accounts Receivable (Customer number from input file, posting key 50)

Cost of Goods Sold (Hard code 510200, posting key 50) Note that we may need trading partner to be populated for this COGS.

Royalty

Know-how

Brand

Please ensure that the Profit center is populated on all items.