

## SAP S/4HANA Cloud 1811 Show & Tell – Sales

Follow up on open questions

Submitted Questions	Answer
<p>Can we do pricing at header level for kits and cost picked up with components in the profitability analysis?</p>	<p>The current solution in S/4HC supports either pricing and inventory management on item level or header level. See also test script: “In this process, you can execute two different variants for Sales Kits processing. One is ERLA, the other is LUMF. The name comes from the item category group used in material master for the sales kit header.</p> <p>For the first variant, ERLA, its pricing and inventory management are on the main item. This usually happens when the products are assembled before shipment. The process starts with the creation of a customer standard sales order, where sales BOM will explode structure once you enter the main item.</p> <p>Once the inventory is decided, the shipping specialist releases the inventory. Once the inventory is shipped to the customer, the actual recording of the physical quantity is recorded. When the goods issue is posted, revenue is recognized, and cost of goods sold is recorded in Financial Accounting. Once goods are delivered, you can invoice the delivery. During the whole process, subitems are only for explanatory purpose.</p> <p>For the second variant, LUMF, its pricing and inventory management are on the subitems, while its main item is only for explanatory purpose. This usually happens when products are sold as a package (bundle sales). The process is similar with the above, but the difference is that the main item is only for explanatory purpose during the whole process.</p> <p>This document provides a detailed procedure for testing this scope item after solution activation, reflecting the predefined scope of the solution. Each process step, report, or item is covered in its own section, providing the system interactions (test steps) in a table view. Steps that are not in scope of the process but are needed for testing are marked accordingly. Project-specific steps must be added.”</p> <p>More information see scope item 31Q: <a href="https://rapid.sap.com/bp/scopeitems/31Q">https://rapid.sap.com/bp/scopeitems/31Q</a></p>