# S/4 HANA Profitability Analysis Configuration



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# INTRODUCTION

Universal **group (a multinational company)** has companies based in various countries. A single controlling area 6600 and single operating concern 6600 will be used for all the companies for simplicity and to avoid duplication.

Universal Group is interested in getting product wise contribution margins and the profit up to EBIT (Earnings before interest and tax) level based on profit center/segment.

issed PA In case business decides to work with Profitability Analysis in S/4 HANA then it is For doing the configuration we use the following path on the SAP application screen:-

SAP Menu  $\rightarrow$  Tools  $\rightarrow$  Customizing  $\rightarrow$  IMG  $\rightarrow$  SPRO - Execute Project  $\rightarrow$  & SAP Reference IMG

Configuration for all the modules will be done here. The above path will not be referred henceforth; we will directly refer to the IMG node.

#### 1.1 Structures

#### 1.1.1 Create Operating Concern

SAP Customizing Implementation Guide  $\rightarrow$  Enterprise Structure  $\rightarrow$  Definition  $\rightarrow$  Controlling  $\rightarrow$  Create Operating Concern



Update the operating concern code and description as shown below:-

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Operating concern	Name of operating concern	
6600	Universal Group	<u> </u>
		— <b>i</b>



### 1.1.2 Maintain Characteristics

SAP Customizing Implementation Guide  $\rightarrow$  Controlling  $\rightarrow$  Profitability Analysis  $\rightarrow$  Structures  $\rightarrow$  Define operating concern  $\rightarrow$  Maintain Characteristics

Characteristics are the analysis dimensions for PA. They define what items or objects the user will be able to analyze. Several essential and obvious characteristics (like "sales organization"," customer", "product", etc.) are predefined automatically for every operating concern; these are known as fixed characteristics.

In addition to the fixed characteristics, up to 50 non-fixed characteristics can be added to an operating concern.

# These non-fixed characteristics must be added to the field catalog before they can be used to define a new operating concern.

Characteristics in the field catalog can be accessed in any client.

Characteristics can be categorized according to how and when they are defined:

- **Copying characteristics from reference tables:** You can use characteristics that already exist in other applications when you define your operating concerns.
- **Characteristics created from scratch:** You can create ones which are only required in Profitability Analysis. To derive values for these characteristics, you need to define your own derivation strategy.
- **Predefined characteristics:** In addition to the fixed characteristics, a number of other predefined characteristics are available in the field catalog and can be added to your operating concern if desired. These include the customer group, customer district, country, and others.
- **Fixed characteristics:** A number of fundamental characteristics are automatically predefined in every operating concern. These include the product number, company code, billing type, business area, sales order, and so on.

Let us first view the Characteristics delivered by SAP.

Update the following:-

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BRSCH	Industry	Industry	CHAR	4 KNA1	BRSCH	
BZIRK	Sales District	District	CHAR	6 KNVV	BZIRK	
COLLE	Collection	Collection	CHAR	10VBAP	FSH_COLLECTION	
COPA_PRZNR	Business Process	Bus. Proc.	CHAR	12		
CRMCSTY	CRM Cost Elmnt	CRM CstElm	CHAR	10		
CRMELEM	Marketing Element	Mrkt.Elem.	NUMC	8		
CRMFIGR	CRM Key Figure	CRM KF	CHAR	16		
EFORM	Form of manufacture	Manuf.form	CHAR	5		
GEBIE	Area	Area	CHAR	4		
KDGRP	Customer Group	Cust.Group	CHAR	2 KNVV	KDGRP	
КМАТҮР	Aircraft Type	Plane type	NUMC	2		
KMBRND	Brand	Brand	NUMC	2		
KMCATG	Business field	Bus. field	NUMC	2		
KMDEST	Destination	Destin.	CHAR	5		
KMFLTN	Flight Number	Flight no.	CHAR	6		
KMFLTY	Flight Type	FlightType	CHAR	4		
KMHI01	CustomerHier01	CustHier01	CHAR	10 PAPARTNER	HIE01	
KMHI02	CustomerHier02	CustHier02	CHAR	10 PAPARTNER	HIE02	
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KMVKGR	Sales group	Sales Grp	CHAR	3 KNVV	VKGRP
KMVTNR	Sales employee	Employee	NUMC	8 PAPARTNER	VRINR
KMWNHG	Main material group	MainMatGrp	NUMC	2	
KMZONE	Zone	Zone	CHAR	5	
KUNRE	Bill-to party	Bill to	CHAR	10 PAPARTNER	KUNRE
KUNWE	Ship-to party	Ship-To	CHAR	10 PAPARTNER	KUNWE
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PARTNER	Partner	Partner	CHAR	10	
PRODH	Prod.hierarchy	Prod.hier	CHAR	18MVKE	PRODH
SAISI	Season Year	Season Year	CHAR	4VBAP	FSH SEASON YEAR
SAISO	Season	Season	CHAR	10VBAP	FSH SEASON
SORHIST	Sales ord hist.	SO history	CHAR	1	
THEME	Theme	Theme	CHAR	10VBAP	FSH THEME
VKBUR	Sales office	Sales off	CHAR	4 KNVV	VKBUR
VKGRP	Sales group	Sales Gro	CHAP	3 KNVV	VKGRP
VKGKP	Sales group	Sales Gip	CIIAR	Shirv	VRDRE
		4.2			

We find that characteristics such as Material Group, Sales Group are already available.

Let us see the fixed characteristics.

Fixed characteristics can be seen as follows

Click on Extras  $\rightarrow$  Fixed Fields

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KART	Billing Type	F	CHAR	4	FKART		
KBER	Functional Area	F	CHAR	16	FKBER		
SBER	Business Area	F	CHAR	4	GSBER		
AUFN	Sales Order	F	CHAR	10	KDAUF		
DPOS	Sales ord. item	F	NUMC	6	KDPOS		
NDNR	Customer	F	CHAR	10 KNA1	KUNDE_PA		
OKRS	CO Area	F	CHAR	4	KOKRS	AR	
STRG	Cost Object	F	CHAR	12	KSTRG		
IEFNR	Delivery	F	CHAR	10	VBELN_VL		
IEFPOS	Item	F	NUMC	6	POSNR_VL		
PRCTR	Partner PC	F	CHAR	10	PPRCTR		
RCTR	Profit Center	F	CHAR	10 MARC	PRCTR		
SPNR	WBS Element	F	NUMC	8	PS_PSP_PNR		
KAUFNR	Order	F	CHAR	12	AUFNR 🔺		
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Let us create the following characteristics since they are not available:-

- 1) Trading partner (VBUND) from the table KNA1 (Customer master)
- 2) Ship to party (KUNWE) from the table PAPARTNER
- 3) User defined characteristic WW012 Country shipped to
- 4) Payer from the table PAPARTNER

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KMOPD' Ch	ar.					
KMORIG						
KMROU"	With own value maintenance	9				
	Without value maint.					
KMVKBU O	With reference to existing v	alues			VKBUR	
KMVKGR	Data element				VKGRP	
				R	VRTNR	
						-
	Account and in	Acct Croup	CUAD		12701275	
	Dill to portu	Dill to	CHAR	LOBADADTMED	VINDE	-
	Country	Country	CHAR	3KNA1	LANDI	
	country	Country (			111101	

Update the following Table for Customer Master general data (KNA1):-

2

# Select field VBUND - Trading Partner

hange Ch	aracteristics: Ov	erview					
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Reference Tab	le: KNA1 General Data in	fust				X	
(NA1		Les aven					-
Field	Orig.name	Description		Data element	Cat.	Length	-
STKZU	STKZU	Liable for VAT		STKZU	CHAR	1	-
TELBX	TELBX	Telebox		TELBX	CHAR	15	
TELF2	TELF2	Telephone 2		TELF2	CHAR	16	-
TELTX	TELTX	Teletex		TELTX	CHAR	30	-
TELXI	TELX1	Telex		TELX1	CHAR	30	-
LZONE	LZONE	Transport.zone		LZONE	CHAR	10	-
XZEMP	XZEMP	Al.payer in doc		XREGU	CHAR	1	-
VBUND	VBUND	Trading Partner		RASSC	CHAR	6	-
STCEG	STCEG	VAT Reg. No.		STCEG	CHAR	20	-
DEARI	DEAR1	Competitors		DEARL	CHAR	1	-
DEAR2	DEAR2	Sales partner		DEAR2	CHAR	1	-
							_
							_
							-
	2	11 242 (Sec Calif.					
KMZONE	Zone	Zone	CHAR	5			
	Account group	Acct Group	CHAR	4KNA1		KTOKD	
KUNRE	Bill-to party	Bill to	CHAR	10 PAPARTNER	L.	KUNRE	
AND1	Country	Country	CHAR	3KNA1		LAND1	



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		-			/	
Change Ch	aracteristics: Ove	rview	_			
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Char	Description	Short toxt	DTvn La	the Origin Table	Origin field d	
	Trading Partner	Trada Part	снар	6 KNA1		
KMMAKI	Material Group	Matt Group	CHAR	9MAPA	MATKT.	
	Nielson ID	Nielson ID	CHAR	2 1012 1	NTELS	
KMORDY	Day of Operation	OperatoDay	CHAR	2	MILDO	
KMORIG	Departure Location	Depart Loc	CHAR	5		
KMROUT	Rotation	Route	CHAR	5		
KMSTGE	Strat Business Unit	SRII	NTIMC	2		
KMVKBI	Sales office	Sales off	CHAR	4 KNUV	VKBUR	
KMVKGR	Sales once	Sales Orr	CHAR	3 KNVV	VKGBP	
	Sales group	Employee	NUMC	9 DA DA DTNEP	VDTND	
	Main material group	MainMatCro	NUMC	2	VALUE	
	Zopo	Zono	CHAD	5		
	Bill to party	Dill to	CHAR	10 DA DADTNED	VINDE	
	Shin to party	Shin To	CHAR	10 PAPARINER	LUNKE	
	Ship-to party	Ship-To	CHAR	2 DEAL A	T AND1	
LANDI	ABC Indicator	ARC	CHAR	IMADO	MARC	
MAABU	ABC Indicator	ABC ABC	CHAR	IMARC	MARC	
	Material Group	Mati Group	CHAR	9MARA	MAIKL	
PAKINEK	Partner	Parmer	CHAR	10	22021	
PRODH	Prod.nierarchy	Prod.hier.	CHAR	TSMAKE	PRODE	
SAISJ	Season Year	Season Year	CHAR	4VBAP	FSH_SEASON_YEAR	
SAISO	Season Selas and blat	Season	CHAR	TUVBAP	FSH_SEASON	
SORHIST	Sales ord.hist.	SO history	CHAR	1		
THEME	Ineme	Theme	CHAR	IUVBAP	FSH_THEME	
VKBUR	Sales office	Sales off.	CHAR	4 KNVV	VKBUR	
VKGRP	Sales group	Sales Grp	CHAR	3 KNVV	VKGRP	

Trading partner is now populated in the list of characteristics as seen below:-

Entry 26 of 50

MNNN .

We will now create a user defined characteristic as follows. Select without value maintenance as we will populate data from sap country field.

						1	
ar.	Description	Short text	DTyp Lgt	th. Origin	Table	Origin field d	
	Irading Partner	Iradg Part	CHAR	6 KNA1		VBUND	
	Material Group	Mau Group	CHAR	9 MARA		NIFLS	
	e char Assignment				-	ATEBO	
ORI OTransf	er from SAP table						
ROL	Fields			8			
STG Table	e KNA1						
	-C					VKBUR	
VKC User d	Characteristic					VKGRP	
VIII Char	WW012	Country	shinned t		TER	VRTNR	
	111012	codita	, sinpped u	·			
	ith own value maintenand	e			IER	KUNRE	
we low	ithout value maint.				IER	KUNWE	
	ith reference to existing v	alues				LAND1	
ABC	Data element					MAABC	
						MATKL	
RTN							
ODH	6 V	C			<u> </u>	PRODH	
150	Season Year	Season Year	CHAR	4 VBAP		FSH_SEASON_YEAR	
RHIST	Sales ord.hist.	SO history	CHAR	1			
EME	Theme	Theme	CHAR	10VBAP		FSH_THEME	
BUR	Sales office	Sales off.	CHAR	4 KNVV		VKBUR	
GRP	Sales group	Sales Grp	CHAR	3 KNVV		VKGRP	
26	of 50						
		$\mathbf{O}^{*}$					
	• •						

Update the following;-

Characteristics Edit Goto Extras Syn	stem Help
Create Char. WW012	
<u>&amp;</u> ⅔ 🕆 4 ≯ 🖓 🖓 K 🔺 → N 🗅 🛙	Ē 1
Characteristic WW012	Further Properties
Description Country shipped to	Status do(es) not exist
Short text         Country sh           Heading         Country shipped to	Display opt. Not assigned
ABAP Dictionary	Validation
Data element	No check     Eved values
Data type/length CHAR 3 DnvR.	O Check table
Origin Origin table Origin field	
Click to activate	

These warning message are describing the same fields are being used in other characteristics. We can ignore these messages.

Idi i	Description	Short text	DTyp	Lgth.	Origin Table	Origin field d	1
W012	Country shipped to	Country sh	CHAR		3		
Theck results	: Display messages						0
p Message	text						
Field KM	KDGR has the same name as	field KDGRP			C		
Field KD	GRP has the same name as f NDl has the same name as f	field KMKDGR field KMLAND					
Field MA	TKL has the same name as f BUR has the same name as f	field KMMAKL					
Field VK Field KM	GKP has the same name as f LAND has the same name as	field KMVKGR					
Field KM	MAKL has the same name as VKBU has the same name as	field MATKL					
luiera KW	wher has the same hame as	TIELG ARGEL					
🕜 🚱 Tec	hnical Information	Current display	/ variant	Prii	nt 🕅 👘 📼 0		Help 🛛
	E Contraction of the second seco	Our several tradition of the several second se	and the second second				
	Day of operation	Uperatribay	CHAR		2		
10PDY	Day of operation	UperathDay	CHAR		-		_
10PDY	Day of operation	Uperatribay	CHAR		-		
10PDY	Day of operation		CHAR		2		
IOPDY	Day of operation	Operatribay			-		-
10PDY	Day of operation	Coperatribay			2		-
10PDY	Day of operation	Color			2		-
10PDY	Day of operation	Controlay			2		
10PDY	Day of operation	Correction			2		
10PDY	Day or operation	Correction			2		

로 <u>C</u> haracteristics <u>E</u> dit <u>G</u> oto Extr <u>a</u> s System <u>H</u> elp
Create Char. WW012
Texts Further Properties
Description Country shipped to Status do(es) not exist
Short text Country sh Display opt. Not assigned
Heading Country shipped to
도 Save
ABAP Dictionary Save in spite of warnings?
Data element
Domain
Data type/length CHAR Yes No X Cancel
Origin
Origin field

Update the table PAPARTNER to select the characteristic ship to party:-

hanaa Cl	aractaristica: Avaru	iaur				
		<i>5</i> 6 <b>I</b>				
Char.	Description	Short text	DTyp	Lgth.	Origin Table	Origin field d
BBBNR	Location no. 1	Loc.no. 1	NUMC		7KNA1	BBBNR
BONUS	Vol. rebate grp	Rebate grp	CHAR		2 MVKE	BONUS
BRAN1 🖙 Cr	eate Char.: Assignment				×	BRAN1
	posfor from SAD table					BRSCH
	able Fields					BZIRK
				ไล		
	ar defined					
	er denned ew Characteristic					
	h-w					
GEBIE						
	With own value maintenance					KDGRP
	Without value maintenance					
	With reference to existing value	105				
KMCATC	Data element	465				
KMDEST						
KMFLTN						
					× ×	
KMHI01	CustomerHier01	CustHier01	CHAR	1	10 PAPARTNER	HIEO1
KMHIO2	CustomerHier02	CustHier02	CHAR	i	10 PAPARTNER	HIE02
КМНІОЗ	CustomerHier03	CustHier03	CHAR	1	10 PAPARTNER	HIEO3
		4.2	4	2		

# Select Ship to party

Partner that can     Description   Data element   Client   MANDT   Client   MANDT   CLNT   Ship-to party   KUNRE   CHAR   10   Payer   KUNRG   CHAR   10   Payer   KUNRG   CHAR   10   Payer   KUNRG   CHAR   10   Payer   KUNRG   CHAR   10   Sales employee   VRTNR   NUMC   Sales employee   VRTNR   NUMC   Customer/Hier01   HIEZU01   CHAR   10	Orig.name Description   Data element Cat.   MANDT Client   MANDT Client   MANDT CLNT   KUNNE Ship-to party   KUNNE CHAR   NUNRE Bill-to party   KUNRE Bill-to party   KUNRE Bill-to party   KUNRE CHAR   SPDNR FwdAgent   SpDNR Sales employee   VRTNR Sales employee   PUMMY CHAR   HIE01 CustomerHier01   HIE2002 CHAR   HIE03 CustomerHier03   HIE203 CHAR	nunge end	acteristics: Ov	erview						
Partner that can         Description       Data element       Cat.       Length         Client       MANDT       CLNT       3         Ship-to party       KUNME       CHAR       10         Bill-to party       KUNRE       CHAR       10         Payer       KUNRG       CHAR       10         FwdAgent       SPDNR       CHAR       10         Sales employee       VRTNR       NUMC       8         DUMMY       CHAR       10         Customer/Hier01       HIEZU01       CHAR       10	Rable: PAPARTNER SD partner that can         Table: PAPARTNER SD partner that can         Orig.name       Description       Data element       Cat. Length         MANDT       Client       MANDT       CLNT       3       -         KUNWE       Ship-to party       KUNWE       CHAR       10         KUNRE       Bill-to party       KUNRE       CHAR       10         KUNRG       Payer       KUNRG       CHAR       10         VRTNR       Sales employee       VRTNR       NUMC       8         PDUMMY       CustomerHier01       HIE2U01       CHAR       10         HIE02       CustomerHier02       HIE2U03       CHAR       10         HIE03       CustomerHier03       HIE2U03       CHAR       10	% 🔁 📫 🌶	/ 🕂 🗅 🛓 🕇 🖪	₿ 🐰 🗓						
Description       Data element       Cat.       Length         Client       MANDT       CLNT       3         Ship-to party       KUNWE       CHAR       10         Bill-to party       KUNRE       CHAR       10         Payer       KUNRG       CHAR       10         FwdAgent       SPDNR       CHAR       10         Sales employee       VRTNR       NUMC       8         UMMY       CHAR       10         Customer/HierO1       HIEZUO1       CHAR       10	Index:       PAPAR TITLER SD partner that can         Orig.name       Description       Data element       Cat.       Length         MANDT       Client       MANDT       CLNT       3         KUNWE       Ship-to party       KUNWE       CHAR       10         KUNRE       Bill-to party       KUNRE       CHAR       10         KUNRG       Payer       KUNRG       CHAR       10         SPDNR       FwdAgent       SPDNR       CHAR       10         VRTNR       Sales employee       VRTNR       NUMC       8         PDUNMY       CustomerHier01       HIE2U01       CHAR       10         HIE02       CustomerHier02       HIE2U03       CHAR       10         HIE03       CustomerHier03       HIE2U03       CHAR       10			and the second second						
Description       Data element       Cat.       Length         Client       MANDT       CLNT       3         Ship-to party       KUNWE       CHAR       10         Bill-to party       KUNRE       CHAR       10         Payer       KUNRG       CHAR       10         FwdAgent       SPDNR       CHAR       10         Sales employee       VRTNR       NUMC       8         OLMMY       CHAR       10         Customer/HierO1       HIEZUO1       CHAR       10	Orig.name       Description       Data element       Cat.       Length         MANDT       Client       MANDT       CLNT       3         KUNWE       Ship-to party       KUNWE       CHAR       10         KUNRE       Bill-to party       KUNRE       CHAR       10         KUNRE       Payer       KUNRG       CHAR       10         SPDNR       FwdAgent       SPDNR       CHAR       10         VRTNR       Sales employee       VRTNR       NUMC       8         PDUMMY       Customer/Hier01       HIE2U01       CHAR       10         HIE02       Customer/Hier03       HIE2U03       CHAR       10	Reference Table	e: PAPARTNER SD partne	er that can					X	
Description       Data element       Cat.       Length         Client       MANDT       CLNT       3         Ship-to party       KUNWE       CHAR       10         Bill-to party       KUNRE       CHAR       10         Payer       KUNRG       CHAR       10         FwdAgent       SPDNR       CHAR       10         Sales employee       VRTNR       NUMC       8         Customer/Hier01       HIEZU01       CHAR       10	Orig.nameDescriptionData elementCat.LengthMANDTClientMANDTCLNT3KUNWEShip-to partyKUNWECHAR10KUNREBill-to partyKUNRECHAR10KUNRGPayerKUNRGCHAR10SPDNRFwdAgentSPDNRCHAR10VRTNRSales employeeVRTNRNUMC8PDUMMYCustomerHier01HIEZU01CHAR10HIE02CustomerHier03HIEZU03CHAR10	APARTNER								
Client       MANDT       CLNT       3       4         Ship-to party       KUNWE       CHAR       10         Bill-to party       KUNRE       CHAR       10         Payer       KUNRG       CHAR       10         FwdAgent       SPDNR       CHAR       10         Sales employee       VRTNR       NUMC       8         Customer/Hier01       HIEZU01       CHAR       10	MANDT       Client       MANDT       CLNT       3         KUNWE       Ship-to party       KUNWE       CHAR       10         KUNRE       Bill-to party       KUNRE       CHAR       10         KUNRG       Payer       KUNRG       CHAR       10         SPDIR       FwdAgent       SPDIR       CHAR       10         VRTNR       Sales employee       VRTNR       NUMC       8         PDUMMY       CustomerHier01       HIE2U01       CHAR       10         HIE02       CustomerHier03       HIE2U03       CHAR       10	Field	Orig.name	Descript	on		Data element	Cat.	Length	
Ship-to party       KUNWE       CHAR       10         Bill-to party       KUNRE       CHAR       10         Payer       KUNRG       CHAR       10         PwdAgent       SPDNR       CHAR       10         Sales employee       VRTNR       NUMC       8         Customer/Hier01       HIE2U01       CHAR       10	KUNWEShip-to partyKUNWECHAR10KUNREBill-to partyKUNRECHAR10KUNRGPayerKUNRGCHAR10SPDNRPwdAgentSPDNRCHAR10VRTNRSales employeeVRTNRNUMC8PDUMMYCHARDUMMYCHAR10HIE01CustomerHier01HIE2U01CHAR10HIE02CustomerHier03HIE2U03CHAR10	MANDT	MANDT	Client			MANDT	CLNT	3	
Bill-to party       KUNRE       CHAR       10         Payer       KUNRG       CHAR       10         FwdAgent       SPDNR       CHAR       10         Sales employee       VRTNR       NUMC       8         CustomerHier01       HIE2U01       CHAR       10	KUNRE       Bill-to party       KUNRE       CHAR       10         KUNRG       Payer       KUNRG       CHAR       10         SPDNR       FwdAgent       SPDNR       CHAR       10         VRTNR       Sales employee       VRTNR       NUMC       8         PDUMMY       CustomerHier01       HIE2U01       CHAR       10         HIE02       CustomerHier02       HIE2U03       CHAR       10	KUNWE	KUNWE	Ship-to p	arty		KUNWE	CHAR	10	
Payer     KUNRG     CHAR     10       FwdAgent     SPDNR     CHAR     10       Sales employee     VRTNR     NUMC     8       DUMMY     CHAR     1       CustomerHier01     HIE2U01     CHAR     10	KUNRG       Payer       KUNRG       CHAR       10         SPDNR       FwdAgent       SPDNR       CHAR       10         VRTNR       Sales employee       VRTNR       NUMC       8         PDUMMY       CustomerHier01       HIE2U01       CHAR       10         HIE02       CustomerHier02       HIE2U02       CHAR       10         HIE03       CustomerHier03       HIE2U03       CHAR       10	KUNRE	KUNRE	Bill-to pa	rty		KUNRE	CHAR	10	
FwdAgent     SPDNR     CHAR     10       Sales employee     VRTNR     NUMC     8       DUMMY     CHAR     1       CustomerHier01     HIE2U01     CHAR     10	SPDNR       FwdAgent       SPDNR       CHAR       10         VRTNR       Sales employee       VRTNR       NUMC       8         PDUMMY       DUMMY       CHAR       1         HIE01       CustomerHier01       HIE2U01       CHAR       10         HIE02       CustomerHier02       HIE2U02       CHAR       10         HIE03       CustomerHier03       HIE2U03       CHAR       10	KUNRG	KUNRG	Payer			KUNRG	CHAR	10	
Sales employee VRTNR NUMC 8 DUMMY CHAR 1 CustomerHierO1 HIE2U01 CHAR 10	VRTNR       Sales employee       VRTNR       NUMC       8         PDUMMY       DUMMY       CHAR       1         HIE01       CustomerHier01       HIE2U01       CHAR       10         HIE02       CustomerHier02       HIE2U02       CHAR       10         HIE03       CustomerHier03       HIE2U03       CHAR       10	SPDNR	SPDNR	FwdAger	nt		SPDNR	CHAR	10	
DUMMY     CHAR     1       CustomerHier01     HIE2U01     CHAR     10	PDUMMY     DUMMY     CHAR     1       HIE01     CustomerHier01     HIE2U01     CHAR     10       HIE02     CustomerHier02     HIE2U02     CHAR     10       HIE03     CustomerHier03     HIE2U03     CHAR     10	VRTNR	VRTNR	Sales em	ployee		VRTNR	NUMC	8	
CustomerHierO1 HIE2U01 CHAR 10	HIE01     CustomerHier01     HIE2U01     CHAR     10       HIE02     CustomerHier02     HIE2U02     CHAR     10       HIE03     CustomerHier03     HIE2U03     CHAR     10	PDUMMY	PDUMMY				DUMMY	CHAR	1	
Curtained Second	HIE02     CustomerHier02     HIE2U02     CHAR     10       HIE03     CustomerHier03     HIE2U03     CHAR     10	HIE01	HIEO1	Custome	nerHier01		HIEZUO1	CHAR	10	
Customernieruz hitzzuuz char 10	HIE03 CustomerHier03 HIEZU03 CHAR 10	HIE02	HIE02	Custome	istomerHier02		HIEZU02	CHAR	10	
CustomerHier03 HIEZU03 CHAR 10		HIE03	HIEO3	Custome	CustomerHier03		HIEZU03	CHAR	10	
CustomerHierO4 HIE2U04 CHAR 10	HIE04 CustomerHier04 HIE2U04 CHAR 10	HIE04	HIE04	Custome	CustomerHier04		HIEZU04 C		10 🗘	
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		16 MEL 1757	Fishet to use	rl;	-letTure -	CHAD				
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FlightType CHAR 4	Flight type Flight Type CHAR 4			u	ISTHIERUI	CHAR	IUPAPARINER		HIEUI	
FlightType CHAR 4 rO1 CustHierO1 CHAR 10PAPARTNER HIEO1	Flight type       FlightType       CHAR       4         CustomerHier01       CustHier01       CHAR       10PAPARTNER       HIE01	MHIU2	CustomerHier02	u o	ISTHIERU2	CHAR	IOPAPARINER		HIE02	
FlightType CHAR 4 rO1 CustHierO1 CHAR 10 PAPARTNER HIEO1 rO2 CustHierO2 CHAR 10 PAPARTNER HIEO2	Flight type       Flight Type       CHAR       4         CustomerHier01       CustHier01       CHAR       10 PAPARTNER       HIE01         CustomerHier02       CustHier02       CHAR       10 PAPARTNER       HIE02	JMHIU3	CustomerHieru3	u	ISTHIERU3	CHAR	IUPAPARINER		HIEU3	
CustomerHier02     HIE2002     CHAR       CustomerHier03     HIE2003     CHAR       CustomerHier04     HIE2004     CHAR	HIE04 CustomerHier04 HIE2U04 CHAR	HIE03 HIE04 (MFLTY (MHI01	HIE02 HIE03 HIE04 Flight type CustomerHier01	Custome Custome Custome Fli	rHier03 rHier04 ghtType istHier01	CHAR	HIEZU03 HIEZU04	CHAR CHAR CHAR		10 10 10 10 HIE01
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		MFLTY	Flight type	Fli	ghtType	CHAR	4			
FlightType CHAR 4	Flight type FlightType CHAR 4	MHI01	CustomerHier01	α	istHier01	CHAR	10 PAPARTNER		HIEO1	
	Flight type FlightType CHAR 4		Customer Histor	0	ictUior02	CHAD	100000000000000000000000000000000000000		HTE02	
FlightType CHAR 4 #01 CustHier01 CHAR 10 PAPARTMER HIE01	Flight type       Flight Type       CHAR       4         CustomerHier01       CustHier01       CHAR       10 PAPARTNER       HIE01	MHIO2	CustomerHier02	CL	istHier02	CHAR	10 PAPARTNER		HIE02	
FlightType CHAR 4 r01 CustHier01 CHAR 10PAPARTNER HIE01 r02 CustHier02 CHAR 10PAPARTNER HIE02	Flight type       Flight Type       CHAR       4         CustomerHier01       CustHier01       CHAR       10 PAPARTNER       HIE01         CustomerHier02       CustHier02       CHAR       10 PAPARTNER       HIE02	MHIO3	CustomerHier03	a	istHier03	CHAR	10 PAPARTNER		HIE03	
FlightType CHAR 4 r01 CustHier01 CHAR 10 PAPARTNER HIE01 r02 CustHier02 CHAR 10 PAPARTNER HIE02	Flight type       Flight Type       CHAR       4         CustomerHier01       CustHier01       CHAR       10 PAPARTNER       HIE01         CustomerHier02       CustHier02       CHAR       10 PAPARTNER       HIE02         CustomerHier02       CustHier02       CHAR       10 PAPARTNER       HIE02	IMM103	CustomerHier03	u	Ischleru3	LITAR	TOPAPARINER		HIEU3	

Click

The characteristic ship to party is now updated in the list of characteristics

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hange Chai	acteristics: Overvie	w				
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		s 🖪				
Ihar.	Description	Short text	DTyp	Lgth.	Origin Table	Origin field d
UNWE '	Ship-to party	Ship-to	CHAR	10	PAPARTNER	KUNWE
BBNR	Location no. 1	Loc.no. 1	NUMC	7	KNAL	BBBNR
IONUS	Vol. rebate grp	Rebate grp	CHAR	2	MVKE	BONUS
RAN1	Industry Code 1	Ind.Code 1	CHAR	10	KNAL	BRAN1
RSCH	Industry	Industry	CHAR	4	KNA1	BRSCH
ZIRK	Sales district	District	CHAR	6	KNVV	BZIRK
OPA_PRZNR	Business Proc.	BusProcess	CHAR	12		
RMCSTY	CRM Cost Elmnt	CRM CstElm	CHAR	10		
RMELEM	Marketing Element	Mrkt.Elem.	NUMC	8		
RMFIGR	CRM Key Figure	CRM KF	CHAR	16		
FORM	Form of manufacture	Manuf.form	CHAR	5		
EBIE	Area	Area	CHAR	4		
DGRP	Customer group	Cust.group	CHAR	2	KNVV	KDGRP
MATYP	Aircraft type	Plane type	NUMC	2		
MBRND	Brand	Brand	NUMC	2		
MCATG	Business field	Bus, field	NUMC	2		

Click on Activate And then save

0

Characteristics Edit Goto Extras System Help

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#### Change Characteristics: Overview

#### 9 % 🕆 🕹 🗲 🗅 🚔 🖷 🖪 🗶 🗓

Char.	Description	Short text	DTyp	Lgth.	Origin Table	Origin field d
KUNWE	Ship-to party	Ship-to	CHAR	10	PAPARTNER	KUNWE
BBBNR	Location no. 1	Loc.no. 1	NUMC	7	'KNA1	BBBNR
BONUS	Vol. rebate grp	Rebate grp	CHAR	2	MVKE	BONUS
BRAN1	Industry Code 1	Ind.Code 1	CHAR	10	KNAL	BRAN1
BRSCH	Industry	Industry	CHAR	4	IKNAL	BRSCH
BZIRK	Sales district	District	CHAR	6	KNAA	BZIRK
COPA_PRZNR	Business Proc.	BusProcess	CHAR	12	2	
CRMCSTY	CRM Cost Elmnt	CRM CstElm	CHAR	10	1	
CRMELEM	Marketing Element	Mrkt.Elem.	NUMC	8	1	
CRMFIGR	CRM Key Figure	CRM KF	CHAR	16	i	
EFORM	Form of manufacture	Manuf.form	CHAR	5	5	
GEBIE	Area	Area	CHAR	4	l .	
KDGRP	Customer group	Cust.group	CHAR	2	KNVV	KDGRP
KMATYP	Aircraft type	Plane type	NUMC	2	:	
KMBRND	Brand	Brand	NUMC	2	2	
KMCATG	Business field	Bus. field	NUMC	2		
KMDEST	Destination	Destin.	CHAR	5		
KMFLTN	Flight number	Flight no.	CHAR	6		
KMFLTY	Flight type	FlightType	CHAR	4		
KMHI01	CustomerHier01	CustHier01	CHAR	10	PAPARTNER	HIEO1
KMHI02	CustomerHier02	CustHier02	CHAR	10	PAPARTNER	HIE02

Fields saved

SAP

The characteristics are saved.

Update the table PAPARTNER to select the characteristic Payer:-

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Description	Short text	DTyp L	.gth. Origin Table	Origin field d
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KUNWE	KUNWE	Ship-to party		KUNWE	CHAR	10	
KUNRE	KUNRE	Bill-to party		KUNRE	CHAR	10	
KUNRG	KUNRG	Payer		KUNRG	CHAR	10	
SPDNR	SPDNR	FwdAgent		SPDNR	CHAR	10	
VRTNR	VRTNR	Sales employee		VRTNR	NUMC	8	
PDUMMY	PDUMMY			DUMMY	CHAR	1	
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HIE02	HIE02	CustomerHier02	CustomerHier02		CHAR	10	
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ONUS	Vol. rebate grp	Rebate grp	CHAR	2	MVKE	BONUS
RAN1	Industry Code 1	Ind.Code 1	CHAR	10	KNAL	BRAN1
RSCH	Industry	Industry	CHAR	4	KNAL	BRSCH
ZIRK	Sales district	District	CHAR	6	KNVV	BZIRK
OPA_PRZNR	Business Proc.	BusProcess	CHAR	12		
RMCSTY	CRM Cost Elmnt	CRM CstElm	CHAR	10		
RMELEM	Marketing Element	Mrkt.Elem.	NUMC	8		
RMFIGR	CRM Key Figure	CRM KF	CHAR	16		
FORM	Form of manufacture	Manuf.form	CHAR	5		
EBIE	Area	Area	CHAR	4		
DGRP	Customer group	Cust.group	CHAR	2	KNVV	KDGRP
MATYP	Aircraft type	Plane type	NUMC	2		
MBRND	Brand	Brand	NUMC	2		
MCATG	Business field	Bus. field	NUMC	2		
MDEST	Destination	Destin.	CHAR	5		
MFLTN	Flight number	Flight no.	CHAR	6		
MFLTY	Flight type	FlightType	CHAR	4		
MHI01	CustomerHier01	CustHier01	CHAR	10	PAPARTNER	HIEO1
MHIO2	CustomerHier02	CustHier02	CHAR	10	PAPARTNER	HIE02

The Payer is now updated in the characteristic catalog as seen below

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### 1.1.4 Maintain Operating Concern

SAP CUSTOMIZING IMPLEMENTATION GUIDE  $\rightarrow$  Controlling  $\rightarrow$  Profitability Analysis  $\rightarrow$  Structures  $\rightarrow$  Define operating concern  $\rightarrow$  Maintain Operating Concern

Operating Concern is the organizational unit in Controlling- Profitability analysis (CO-PA).

The operating concern can have 2 approaches:-

- 1) Costing based Profitability Analysis This groups costs and revenues according to value fields and costing based valuation approaches.
- Margin Analysis(Account based) Profitability Analysis groups costs and revenues according to cost elements and uses an accounting based valuation approach. Margin analysis based Profitability is permanently reconciled with Financial accounting.

Margin Analysis based Profitability Analysis is now mandatory to activate in S/4 HANA in case we decide to work with Profitability Analysis. This results in the ACDOCA table also getting updated with the new characteristics created in Profitability Analysis

We define operating concern by selecting the characteristic (the one created by us and SAP delivered).

The structure of an operating concern is valid in all clients.

Any new characteristic created in the operating concern will be updated in the ACDOCA table by executing the program FCO\_ADD\_COPA\_FIELD\_TO\_ACDOCA

We will configure the Margin Analysis based CO-PA (which is mandatory now).

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				CRMELEM	Marketing Element			
				CRMFIGR	CRM Key Figure			
				EFORM	Form of manufacture			
				GEBIE	Area			
				KDGRP	Customer Group			
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				KMCATG	Business field			
				KMDEST	Destination			
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Transfer the characteristic from the right side which is available, to the left side so that it is available in the operating concern 6600.

We will scroll down to see the relevant characteristic such as sales office, sales group. Select it by marking it

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Check the new fields added in the ACDOCA table using transaction code SE16N

Update the table ACDOCA in the field table as shown below and press the enter button.

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Click on <sup>th</sup> and update "Bill to Party" therein so that you can see the results below

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The characteristic Bill to Party, Ship to party are now seen in the ACDOCA table which we created in the earlier step.

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# 1.1.5 Set Operating Concern (KEBC)

Update the operating concern 6600

SAP CUSTOMIZING IMPLEMENTATION GUIDE  $\rightarrow$  Controlling  $\rightarrow$  Profitability Analysis  $\rightarrow$  Structures  $\rightarrow$  Set Operating Concern

Here we select the operating concern 6600. All functions that we then execute thereafter and until we logoff will relate to that type of profitability analysis for the specified operating concern. We can click on the save button to store the operating concern 6600 in our user master.

From the SAP application side we can call this through transaction code KEBC.

🔄 Set Operating Concern	X
Operating concern       Status     OOO	
Type of Profit. Analysis	
🔘 costing-based	
<ul> <li>Margin Analysis</li> </ul>	
◯ combined	
	🖌 🗶 🛃
Click to save the settings as user	default

# **1.1.6 Assign Controlling Area to Operating concern**

SAP Customizing Implementation Guide  $\rightarrow$  Enterprise Structure  $\rightarrow$  Assignment  $\rightarrow$  Controlling  $\rightarrow$  Assign controlling area to operating concern

We assign the controlling area 6600 to operating concern 6600.

#### Update the following: -

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COAr	Name	OpCo	Name	
6600	Universal Group	6600		-
7300	CO Area for 7310, 7320			
7676	Controlling area for 7676			
7890	соссосососо			
8888	888888888888888888888888888888888888888			
9091	SUMIT TEXTILE			
9870	RUBEEN BAGS			
9923	NIKE LTD	1		
9EM0	Groupe controlling area	_		
A1CA	NESTLE CONTROLLING AREA			
A202	ABC Manufacturing			
AACO	Controlling Area A00-AA20			
AAKK	Kalpana pvt <b>I</b> td			
AB12	ababababa			
ABAB	222222			



# 1.1.7 Copy Operating Concern including Customizing

ر مربع

SAP CUSTOMIZING IMPLEMENTATION GUIDE  $\rightarrow$  Controlling  $\rightarrow$  Profitability Analysis  $\rightarrow$  Structures  $\rightarrow$  Define operating concern  $\rightarrow$  Sample Operating Concerns  $\rightarrow$  Copy Operating Concern including Customizing

This configuration is important when we want to copy customizing settings from an existing operating concern to a new operating concern. This is very useful when we are doing rollouts for the same group.

This is required where the design implemented is separate controlling area and separate operating concern for each company code. We can copy settings from an existing operating concern and make changes required for the new operating concern.

Here we specify the source operating concern and the target operating concerns. We can choose whether we want to copy data structures only, customizing settings only or both.

These are copied in separate steps:-

1) We need to copy the data structures first. In case we want to make some changes to the new operating concern after copying, we should generate the environment. We must enter a target operating concern name that does not yet exist.

2) We can then copy the customizing settings.



© Operating concern Edit Goto System Help	
🖉 🔚 (2) (2) (2) (2) (2) (2) (2) (2) (2) (2)	
SAP	
Ф Сору	
Import operating concern Copy operating concern Copy specific objects	
Copy from       Source operating concern       Source client	
Copy to       Target operating concern       Target client       800	
Copy Data Structures    Generate environment (cross-client)	
Copy Customizing Test mode	

MMM.SOX

C Operating concern Edit Goto System Help	
N (1) (1) (1) (1) (1) (1) (1) (1) (1) (1)	1
SAP	_
Copy	
Import operating concern Copy operating concern Copy specific objects	
Copy from Request/Task Short Description	
Source operating concern  Source client	
Copy to       Target operating concern       Target client       800	
▼ Test mode	
1.2 Master Data	

## **1.2.1 Define Characteristic Derivation**

SAP CUSTOMIZING IMPLEMENTATION GUIDE  $\rightarrow$  Controlling  $\rightarrow$  Profitability Analysis  $\rightarrow$  Master Data  $\rightarrow$  Define Characteristic Derivation

Here we set up the derivation of characteristic values. Derivation allows us to find values for certain characteristics automatically based on the known values of other characteristics, where these characteristics are logically dependent on one another.

There is no derivation rules displayed currently as can be seen below:-

Characteristic Derival	ion: Display Strategy	
aracteristic Derivation iteps in Logical Order		
Ste Mai Step Type	Description	

S;	<u>t</u> rategy <u>E</u> dit <u>G</u> oto	<u>View</u> Extr <u>a</u> s S <u>y</u> stem <u>H</u> elp	·	
🤄 🗌	• « 🖫	Display All Steps Ctrl+F12 Modifiable Steps Ctrl+F10 User-Defined Steps	) f) f)   🖆 🔄 🛛 🖉 🖷	
»   🕄				
haracteristic	: Derivation			
Ste Ma	i Step Type	Description		
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#### To see the system generated derivation rules, click as shown below:-

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9	Steps ir	n Logica	l Order						
	Ste	Use	Мо	Mai	Step Type	Co	Description		
	1				Table lookup	]	Division from product		1
	2				Function call	-	Company code from plant		
	3				Table lookup		Company code from sales organization		
	4				Function call		Controlling area from company code		
	5				Function call		Controlling area from operating concern, if unique		
	6				Function call		Check whether Profit Center Accounting is active		
	7				Table lookup	<b>~</b>	Profit center from product/plant		
	8				Table lookup	<b>~</b>	Profit center from CO order number		
	9				Table lookup	<b>~</b>	Profit center from WBS element		
	10				Function call		Cost object from plant/product		
	11				Move		Move cost center		
	12				Table lookup		Unit of measure Sales Qty		
	13		Ø		Table lookup		Sales Office from Customer/Sales Organization/Distribution/		
	14				Table lookup		Sales Group from Customer/Sales Organization/Distribution C		-
	15				Table lookup		Company ID of Trading Partner from Customer		-
	4 1							4 1	

# The system generated derivation rules are displayed below:-

**Click Change** to create user defined derivation rules in addition to the system generated derivation rules.

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<ul> <li>Image: Construction</li> </ul>	• «	🔚   🗞 😪   🚔 🛗 🗳 I 🏝 🛱 📮 📮 🛜 💭 💭 💭					
Charac	teristic Derivati	on: Change Strategy					
69   🕄	D 🗑 🏭   🛱 🖲 [	1 🖷   🛼					
Characteristi	c Derivation						
Steps in L	ogical Order						
Ste M	ai Step Type	Description					
Click Crea	lick Create Step						
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