COURSE OUTLINE

Course Version: 03
Course Duration: 5 Day(s)
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American English is the standard used in this handbook. The following typographic conventions are also used.

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TARGET AUDIENCE
This course is intended for the following audiences:

• Application Consultant
Lesson 1: Outlining SAP Revenue Accounting and Reporting and its Architecture

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the customer need for SAP Revenue Accounting and Reporting
- List the main features of SAP Revenue Accounting and Reporting
- Compare the new approach of revenue recognition with existing solutions
- Describe the integration of SAP Revenue Accounting and Reporting with operational applications and FI
- Outline the architectural components of SAP Revenue Accounting and Reporting
Lesson 1: Integrating SAP Revenue Accounting and Reporting with Sales and Distribution (SD)

Lesson Objectives
After completing this lesson, you will be able to:

- List the main tasks of the integration component
- Explain how document chains work

Lesson 2: Integrating SAP Revenue Accounting and Reporting with SAP Customer Relationship Management

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the basic architecture of CRM processes and modules
- Understand the integration of CRM processes to SAP Revenue Accounting and Reporting
- Transfer data to SAP Revenue Accounting and Reporting and monitor the status

Lesson 3: Integrating with SAP Hybris Billing

Lesson Objectives
After completing this lesson, you will be able to:

- List the components required for Integration with SAP Hybris Billing/BRIM
- Understand how consumption-based revenue is generated
Lesson 1: Configuring Import Structures

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the basic concepts and parameters that define and control inbound processing
- Know the field structures provided in standard and how to enhance them with individual source information
- Specify the technical properties that suit your needs for SAP Revenue Accounting and Reporting items
- Generate the interfaces for the transfer and storage of SAP Revenue Accounting and Reporting items
- List the BAdIs available during inbound processing for SAP Revenue Accounting and Reporting

Lesson 2: Working with the Revenue Accounting Item Monitor

Lesson Objectives
After completing this lesson, you will be able to:

- Navigate in the Revenue Accounting Item (RAI) monitor
- Outline the most important fields in RAIs
- Understand manually executed activities
- Outline the benefits of the personalization features in the Display of Revenue Accounting Items transaction

Lesson 3: Transferring and Processing Revenue Accounting Items

Lesson Objectives
After completing this lesson, you will be able to:

- Understand RAI statuses and data management
- Transfer Revenue Accounting Items (RAIs)
- Process Revenue Accounting Items (RAIs)
- Use Further Selections in the Transfer Revenue Accounting Items and Process Revenue Accounting Items transactions

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Lesson 4: Explaining Return Orders

Lesson Objectives
After completing this lesson, you will be able to:

- List the attributes that link a Revenue Accounting Item to a predecessor item
- Explain how RAIs that refer to a predecessor document are handled in the Adaptor Reuse Layer during RAI processing
- Explain return orders after a prospective contract change

Lesson 5: Creating Revenue Accounting Items for Testing

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the benefit of using a test program for creating Revenue Accounting Items
- Upload sample data and use the test program

Lesson 6: Transforming Data with BRFplus

Lesson Objectives
After completing this lesson, you will be able to:

- Provide an overview of the Business Rules Framework (BRF+)
- Understand the BRF+ user interface
- Understand the sequence and features of BRF+ functions called by Revenue Accounting.
Lesson 1: Outlining Performance Obligations including Concept and Navigation
Lesson Objectives
After completing this lesson, you will be able to:

- Understand the structure and attributes of a Performance Obligation (POB)
- Derive performance obligations from an operational contract item
- Implement customer individual enhancements in a performance obligation
- Explain the impact of the creation and cancellation of POBs for billing documents
- Validate performance obligation fields

Lesson 2: Outlining Revenue Contracts
Lesson Objectives
After completing this lesson, you will be able to:

- Understand the basic concept of a revenue contract
- Understand navigation in a revenue contract

Lesson 3: Creating Manual Contract Combination
Lesson Objectives
After completing this lesson, you will be able to:

- Understand the basic principles of when and why contracts are combined
- List the features of contract combination in Revenue Accounting
- Describe the logic of manual contract combination and quick combination
- Explain the posting logic resulting from contract combinations

Lesson 4: Creating Cost Recognition
Lesson Objectives
After completing this lesson, you will be able to:
- Understand the business process of cost recognition and how cost is posted in Revenue Accounting
- Create a POB for cost recognition using Customizing and BRFplus
- Configure account determination
- Configure customizing in CO-PA
- Understand business process and the benefits of capitalized cost
- Review cost information in Revenue Accounting
- Configure condition type for capitalized cost
- Understand how you can pass cost information on contract level from a commission system to Revenue Accounting

**Lesson 5: Understanding the Right of Return**

**Lesson Objectives**
After completing this lesson, you will be able to:
- Understand the right of return

**Lesson 6: Reviewing Contracts**

**Lesson Objectives**
After completing this lesson, you will be able to:
- Understand the statuses of contracts and performance obligations
- Monitor contracts using work lists
- Use work lists to handle contracts with errors
- Understand contract conflicts and when they happen
- Use work lists to handle conflicts
Lesson 1: Performing Price Allocation

Lesson Objectives
After completing this lesson, you will be able to:

• Explain the allocation effect
• Define conditions that do not require allocation
• Define the SSP range validation
• Understand the details of price allocation and distribution
• Understand discounts for bundles
• Understand allocation features like residual allocation or exclusion from allocation
• Change an allocation manually
• Implement the application interface for manual allocation
Lesson 1: Changing Contracts

Lesson Objectives
After completing this lesson, you will be able to:

- Learn how contract modification and change of estimates are defined in the IFRS 15 regulations
- Understand how contract modification and change of estimates work
Lesson 1: Fulfilling Performance Obligations

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the fulfillment types available in SAP Revenue Accounting
- Know how to manually enter the fulfillment for a performance obligation
- Know how to change fulfillment type of a performance obligation
- Understand the fulfillment of compound performance obligations

Lesson 2: Posting of Invoices

Lesson Objectives
After completing this lesson, you will be able to:

- Understand how invoices are processed in Revenue Accounting
- Describe the invoice posting in Revenue Accounting
- Check Invoice information on a Revenue Contract
- Set up billing plans and assumptions for invoices (invoice generation) if the operational information is delivered from an external sender system into Revenue Accounting
Lesson 1: Integration with Cost Object Controlling

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the concept for integration with Cost Object Controlling
- Understand the option for parallel reporting
- Understand the customizing for Cost Objects and Performance Obligations
- Understand how to use compound within the integration
- Understand Migration
- Understand Transition
Lesson 1: General Posting Logic

Lesson Objectives
After completing this lesson, you will be able to:

- Explain the basic posting principles on invoice correction
- Understand the postings for Revenue Accounting
- Understand Account determination
- Understand the role of BRF+ in Account determination
- Understand the calculation of time-based revenue
- Understand the calculation of contract assets and liabilities/deferred and unbilled revenue

Lesson 2: Integration with FI-GL

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the use of the Accounting Principle in Revenue Accounting
- Implement the configuration of Parallel Accounting Principles in Revenue Accounting
- Describe the use of local currencies in FI-GL
- Explain the transfer from contract currency in local currencies in Revenue Accounting

Lesson 3: Understanding Contract Assets and Contract Liabilities

Lesson Objectives
After completing this lesson, you will be able to:

- Understand, what is contract liability and contract asset
- Explain how the contract liability and contract asset is calculated and posted in Revenue Accounting
- Explain how unbilled receivable and deferred revenue is calculated and posted in Revenue Accounting
- Customize the calculation method for an Accounting Principle
- Post contract liability and contract asset as part of the three steps in the posting run
Lesson 4: Processing Revenue Postings

Lesson Objectives
After completing this lesson, you will be able to:

- Understand basic concept of revenue postings
- Know how to execute revenue postings
- Know account assignments
- Understand the integration with CO-PA
- Understand Tax code related customizing
- Understand the posting optimization in case of low aggregation level for G/L postings
- Understand the options for extensibility
- Understand the BAdI for revenue posting
- Understand basic concept of reconciliation keys

Lesson 5: Performing Period End Closing

Lesson Objectives
After completing this lesson, you will be able to:

- Explain what a Revenue Accounting period is
- Know how to close and open an Revenue Accounting period
- Shift a contract to the next posting period
- Know what is integrated with the Financial Closing Cockpit
- Understand Closing in FI-GL
Lesson 1: Performing Reconciliation and Consistency Checks

Lesson Objectives
After completing this lesson, you will be able to:

- Explain how RAI reconciliation between Revenue Accounting and sender components works
- Understand the basic concept of the reconciliation between RAIs and Revenue Accounting Contract Management
- Understand the framework for checking contracts in Revenue Accounting for inconsistencies
- Understand the specifics in reconciliation for Bill of Materials (BOM)
- Know about the option to delete Revenue Accounting Items in a SAP hybris Billing (BRIM) scenario
- Know that you can perform own consistency checks for Performance Obligations using a BAdI
Lesson 1: Explaining Reporting functionalities

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the legal requirement for reporting
- Know the revenue recognition reporting purpose
- Know the reporting architecture in ERP 6.0 EHP5 as the minimum release for Revenue Accounting
- Understand the basic data sources functionality
- Use the Sample Reports
Lesson 1: Migrating to SAP Revenue Accounting and Reporting

Lesson Objectives
After completing this lesson, you will be able to:

- Understand the general concept of migration
- Check prerequisites for migration to Revenue Accounting
- Know about Migration Timing and Migration Packages
- Assignment of migration packages in SAP SD module
- Execution of Revenue Accounting Item upload in SAP SD module (Operational load)
- Execution of Revenue Accounting Item processing for migrated items (Initial load)
- Prepare and execute the initial load
- Know which data to migrate
- Know about success factors for migration

Lesson 2: Migrating From SAP Hybris Billing

Lesson Objectives
After completing this lesson, you will be able to:

- Explain how existing provider contracts in SAP Hybris Billing can be loaded into SAP Revenue Accounting
Lesson 1: Transitioning to the new Revenue Recognition Standard

Lesson Objectives
After completing this lesson, you will be able to:

- Generally understand the transition process to a new revenue recognition standard in Revenue Accounting
- Differentiate between a full and a modified retrospective transition method
- Describe the transition process within SAP Revenue Accounting
- Understand different use cases of the transition process in SAP
- Differentiate between portrayal based on additional accounts versus ledgers
- Understand the posting effects from the transition process based on different contract examples