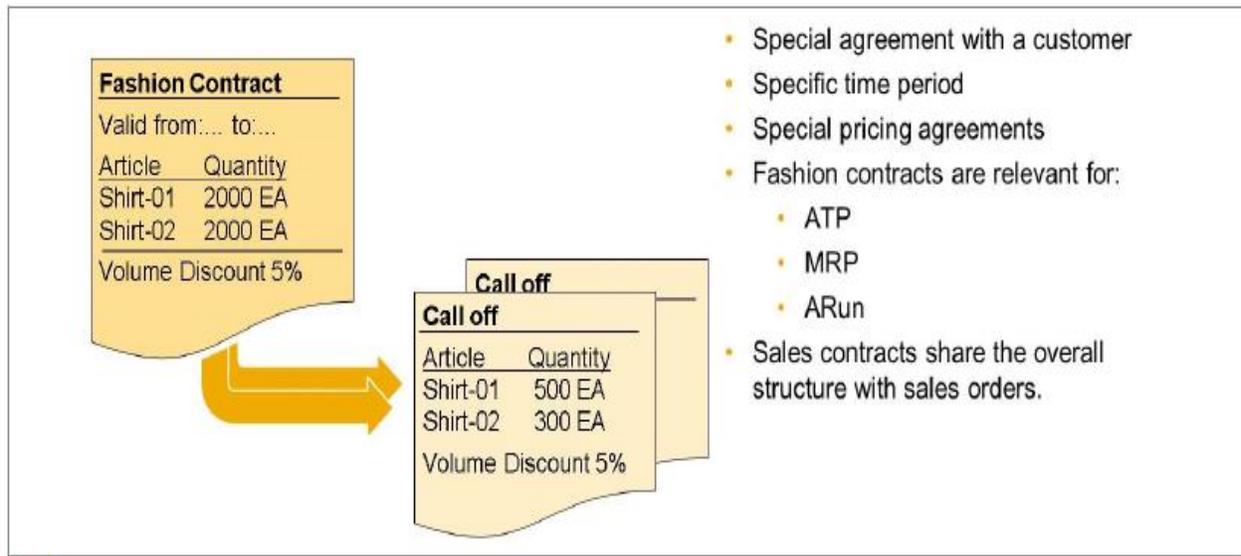


## 08. Fashion Contracts

For an early planning between the fashion company and the customer we can have contracts as first level agreement to order a large quantity of articles that will be called off during the season.

The Customer may ask for a special price condition because of the high quantity ordered. The same conditions can be copied to the call-off orders.



Standard contracts do not create requirements. However, for S4 Fashion contracts have to create requirements & relevant for Allocation Run.

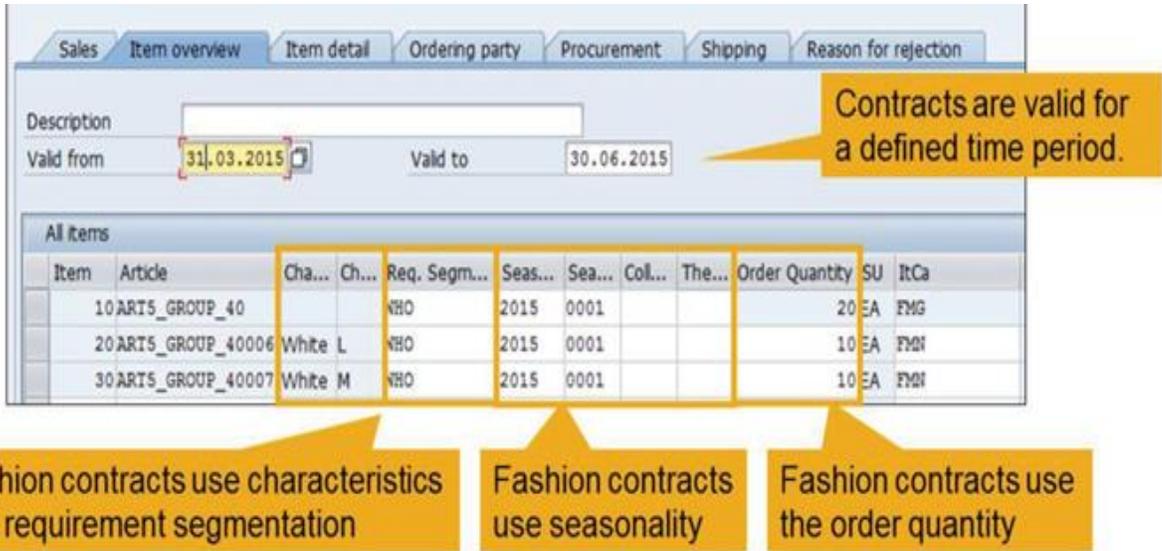
This is achieved by enabling the “order quantity” (which is disabled in Standard contracts). As a consequence, Fashion contracts do not make use of the “Target Quantity”. This enables MRP to plan for fashion contracts.

The setting for this feature is maintained in customizing. With this feature sales contracts can be used to build up the overall demand of a fashion company.

Fashion contracts are not delivered directly they are referenced by sales orders which reduce the demand of the contract. The call offs are delivered to the customer.

### **Create Contract:    VA41**

Fashion contracts are created with standard transaction: VA41



Contracts are valid for a defined time period.

Item	Article	Cha...	Ch...	Req. Segm...	Seas...	Sea...	Coll...	The...	Order Quantity	SU	ItCa
10	ART5_GROUP_40			NHO	2015	0001			20	EA	FMG
20	ART5_GROUP_40006	White	L	NHO	2015	0001			10	EA	FMG
30	ART5_GROUP_40007	White	M	NHO	2015	0001			10	EA	FMG

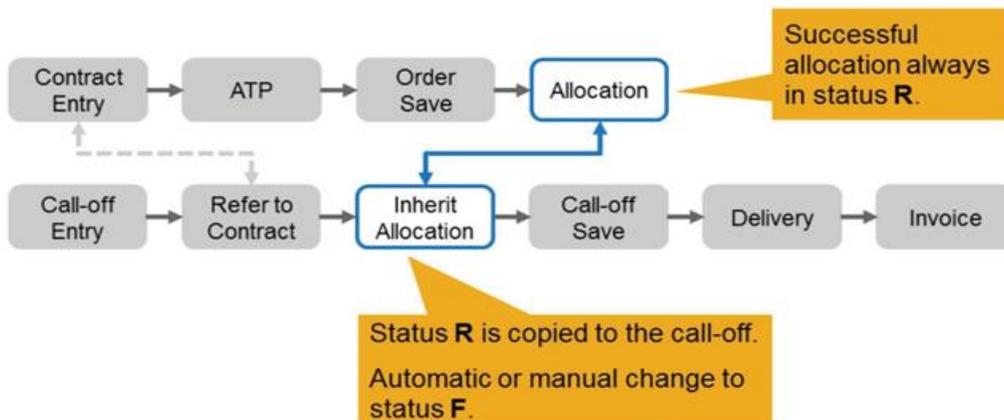
Fashion contracts use characteristics and requirement segmentation

Fashion contracts use seasonality

Fashion contracts use the order quantity

## Fashion contract with ARun

- Fashion contracts can be allocated
- Allocated quantities are copied to the call off sales orders



- Fashion contracts can be allocated to reserve stock to minimize the risk of not being able to deliver. Contracts can only be allocated in status R because they cannot be delivered directly.
- Call offs first of all inherit the R status but if a release rule is maintained against the order type status F can be obtained automatically during saving of the call off order.

**Note:** For articles which are not ARun-relevant the delivery process works without Allocation Run.

## Configuration :

**Define Contract Type (FCQ):** For each sales document type, we can make S4 Fashion specific settings as follows:

*SPRO → Sales and Distribution → Sales → Sales Documents → Sales Document Header → Define Sales Documents Types.*

<b>Change View "Maintain Sales Order Types": Details</b>				
New Entries 				
Sales Document Type	FCQ	Fashion Qty Contract		
SD Document Category	G	Sales Document Block	<input type="checkbox"/>	
Indicator	<input type="checkbox"/>			
<b>Number systems</b>				
No. Range Int. Asst	01	Item No. Increment	100	
No. Range Ext. Asst	<input type="checkbox"/>	Subitem Increment	10	
<b>General control</b>				
Reference mandatory	<input type="checkbox"/>	Material entry type	<input type="checkbox"/>	
Check division	<input type="checkbox"/>	<input type="checkbox"/> Item division		
Probability	0	<input checked="" type="checkbox"/> Read info record		
Check credit limit	D	Check Customer Ref	A	
Credit group	01	<input type="checkbox"/> Enter PO number		
Output application	V1	Commitment date	<input type="checkbox"/>	
		<input type="checkbox"/> Disp. Preceding Docs		
<b>Transaction flow</b>				
Screen sequence grp.	KM	Contract	Display Range	UALL
Incompl. Proced.	<input type="checkbox"/>		FCode for overv.scr.	UER1
Transaction group	4	Contract	Quotation Messages	<input type="checkbox"/>
Doc. Pricing Proc.	A		Outline Aarnt Mess.	<input type="checkbox"/> <input type="checkbox"/>

**Alternative Sales document type:** Alternative sales document type that can be selected during document processing. At the time of Contract creation, we can switch to one of the sales document types specified here.

## Maintain Sales Document Types for Fashion Management :

*SPRO → Sales and distribution → Sales → Sales Documents → Sales Document Header → Maintain Sales Document Types for Fashion Management*

In this screen, we specify the settings for value-added services (VAS), application variants and Requirement relevancy for Fashion Contract.

### Change View "View to Maintain Sales Order Types": Details

New Entries 📄 🔄 📄 📄 📄

Sales Doc. Type

#### VAS Controls

VAS Active Flag

Determination Procedure  📄

VAS Deletion Criteria  ▼

VAS Determination Date  ▼

VAS Quantity Correlation

Enable VAS Plant Capability Check Delivery Block

#### Fashion Contract

Requirement Relevant

#### Application Variants

Determination Procedure

**Requirement Relevence:** Indicates the creation of requirements by contracts. Standard contracts do not create the requirements. However, for SAP Fashion Management, contracts have to create the requirements.

## Maintain Sales Document Types per Sales Area for Fashion :

*SPRO → Sales and distribution → Sales → Sales Documents → Sales Document Header → Maintain Sales Document Types per Sales Area for Fashion Management.*

In this screen, we specify the settings related to Seasons processing, ATP, Activate PSST for the contract type per Sales Area.

**Change View "View for order type/sales.org/distri.chl": Details**

New Entries      

Sales Doc. Type	ZFCQ	Fashion Qty Contract
Sales Org.	SK03	SK Sales Orgn
Distr. Channel	03	SK Wh. Sales
Division	33	SK Division

**Season Processing Parameters**

Season Processing  **P** Check Season at Item level

Del. Date Proposal

Message Type  Warning

Set Default Values for Season Determination

Country

Region

Customer Group

Season Determination Log

**ATP Parameters**

Cancel Date Breached

## Define Item Catégories.: FMN

*SPRO → Sales and distribution → Sales → Sales Documents → Sales Document Item → Maintain Sales Document Item Categories for Fashion Management*

Item category FMN is used as standard item category in fashion contracts. Here we maintain the data relevant Season determination, VAS, PSST etc,

**Enable Diversion due to Cancellation:** Enables diversion of a third-party order due to cancellation. We use this check box to enable diversion when a customer cancels a third-party order in S4 Fashion.

Note: Schedule line category **FP** is used to facilitate ATP in fashion contracts.

**Change View "View for Sales Document: Item Categories":**

New Entries       

Item category:

**Order Item**

Season Determination

**VAS Controls**

VAS Determination Mode:  

**PSST Parameters**

Deactivate PSST

**Diversion Process**

**Diversion Due To Cancellation**

Enable Diversion for Cancellation

Delete Season in delinked PO

Unassign Automatically (ARun): Controls whether items in a sales document can be unassigned automatically, whenever change, delete / reject items in the sales document.

Supply Assignment (ARun)

Unassign Automatically

If you select this checkbox, and if the assigned sales document item is changed, then the item will be unassigned.

**Assign Item Categories:**

SPRO → Sales and distribution → Sales → Sales Documents → Sales Document Item → Assign Item Categories

	SaTy	ItCGr	Usge	HLevItCa	DfItC	MitCa	MitCa	MitCa	
	FCQ	NORM		FMN	FMN				
	FCQ	NORM		FMN	FTCQ				
	FCQ	NORM		FTAP	FTAN				
	FCQ	NORM		FTCQ	FTAE				
	FCQ	NORM		TAG	FMN				
	FCQ	NORM	APO2	FTAP	FTAN				
	FCQ	NORM	APO2	FTCQ	FTAE				
	FCQ	SAMM			TAG				

**Copy Control Items:** We need to maintain the copy controls for Fashion contracts to call-off orders to copy the Fashion specific data like seasons, VAS etc.

*SPRO → Sales and distribution → Sales → Sales Documents → Copying Control for Sales Documents → Set Copying Control: Sales Document to Sales Documents.*

Dialog Structure	Target	Source
<ul style="list-style-type: none"> <li>▼ Header</li> <li>* Item</li> <li>* Schedule line</li> </ul>	Target SalesDocTyp <b>ZOR</b> SK Fashion Order	Ref. SalesDoc Type <b>FCQ</b> Fashion Qty Contract
	ItemCat Proposal <b>TAN</b> Standard Item	Item Category <b>FMN</b> Fashion Contract
<b>Copy</b>		
Copying Requirements	301	Item rejection reas.
Data transfer VBAP	151	General item data
Data Transfer VBKD	102	Bus.data/item compl.
Data transfer VBPA	002	Partner item
Data Transfer FPLA	251	Conditions
<input checked="" type="checkbox"/> Copy Schedule Lines		Pos./Neg. Quantity <input type="text" value="+"/> +
<input type="checkbox"/> Do Not copy batch		Copy Quantity <input type="text" value=""/>
<input type="checkbox"/> Copied config. R/O		Pricing Type <input type="text" value="B"/> B
<input checked="" type="checkbox"/> Copy Season Data		Cont. Item Copy Mode <input type="text" value=""/>
<input type="checkbox"/> Reexplode Structure/Free Goods		Copy product select. <input type="text" value=""/>
<input checked="" type="checkbox"/> Update Document Flow		Campaign Deter. <input type="text" value=""/>
<input type="checkbox"/> Configuration		
<input checked="" type="checkbox"/> Copy VAS Data		

**Release Orders :** In S4 Fashion call-off orders are created with reference to a fashion contract. Customers can have more fashion contracts for example for each month they can have a fashion contract.

In case the fashion contract is fully referenced when creating a call-off order the user should search manually for the next available contract which can be referenced.

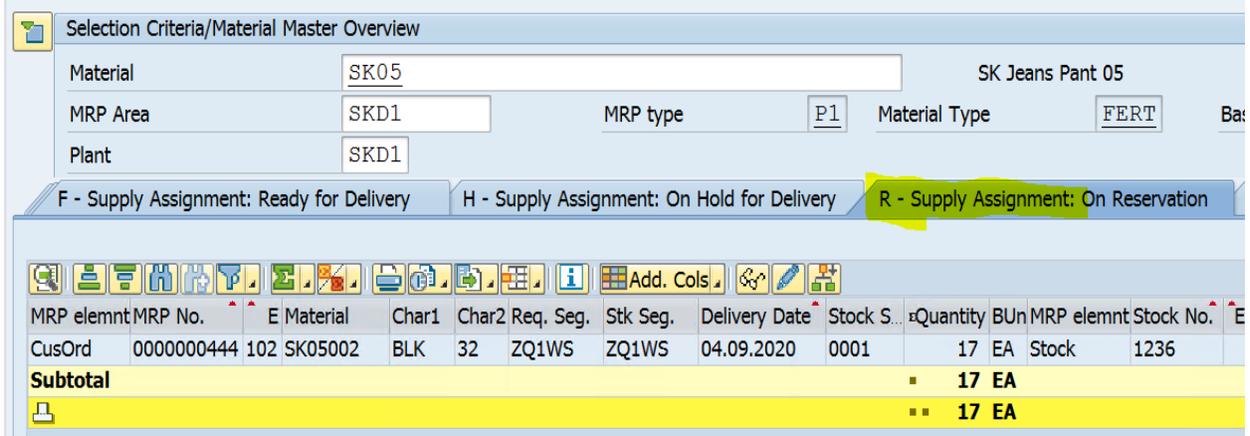
Below are the standard SAP data that will flow from a contract to Sales Order:

- **Header Level:** Order Reason, Customer Group, Delivery Block etc.
- **Item Level:** Delivery Priority, Site, Seasons, Requirements Category, VAS etc.

## Stock Reservation - Supply Assignment :

We can assign stock to contracts using the available functions in ARun. This allows you to reserve stock for your customers in advance.

When release order is created for the contract, the assignments are inherited by default. Fashion relevant contracts are assigned to a supply in all execution modes of BOP run.



Selection Criteria/Material Master Overview

Material: SK05 SK Jeans Pant 05

MRP Area: SKD1 MRP type: P1 Material Type: FERT

Plant: SKD1

F - Supply Assignment: Ready for Delivery | H - Supply Assignment: On Hold for Delivery | **R - Supply Assignment: On Reservation**

MRP elemnt	MRP No.	E Material	Char1	Char2	Req. Seg.	Stk Seg.	Delivery Date	Stock S...	Quantity	BU	MRP elemnt	Stock No.
CusOrd	000000444	102 SK05002	BLK	32	ZQ1WS	ZQ1WS	04.09.2020	0001	17	EA	Stock	1236
<b>Subtotal</b>									<b>17</b>	<b>EA</b>		
									<b>17</b>	<b>EA</b>		

**Note:** Since fashion relevant contracts cannot be delivered, the assignment status is always set to R (On Reservation).

## Immediate Assignment of Sales Contracts:

Immediate assignment is possible in fashion relevant contracts by having the immediate Assignment activated for the sale document type and sales area in the Customizing settings. Fashion relevant contracts can only be assigned the status On Reservation (R) as they cannot be delivered.