

Gross Sales & Net Sales

Gross Sales

- Condition class "B" (price).
- Condition price must have an Account type (Account Key).
- Condition price cannot be a statistical condition.
- Condition must be active.

In SAP

Display Standard Order 2482916: Item Data

Sales Document Item: 10 Item category: ZKAR Manu. Material: 1910150 IBC 1041L STEEL PAL UN BTR

Sales A Sales B Shipping Billing Document Conditions Acc

Qty: 16 PC Net: 2.544 Tax: 0

N. CnTy	Con... Un	Condition value	CdCur	Stat
0	PC	0,00		<input type="checkbox"/>
1	PC	0,00		<input checked="" type="checkbox"/>
1	PC	0,00		<input type="checkbox"/>
1	PC	0,00		<input checked="" type="checkbox"/>
1	PC	0,00		<input type="checkbox"/>
1	PC	0,00		<input type="checkbox"/>
1	PC	0,00		<input type="checkbox"/>
1	PC	0,00		<input checked="" type="checkbox"/>
1	PC	0,00		<input checked="" type="checkbox"/>
1	PC	0,00		<input checked="" type="checkbox"/>
0		0,00		<input checked="" type="checkbox"/>
0		0,00		<input checked="" type="checkbox"/>

Item - Conditions - Detail

Item: 10 Application: TV

Condition type: ZKAR Price total end. qty CondPricingDate: 07.05.2018

Condition values

Amount: 159,20 USD / 1 PC

Cond.base value: 16,000 PC

Condition value: 2.544,00 USD

Control

Condition class: B **Price** Group condition

Calculat.type: C Quantity

Cond.category:

Cond.control: A Adjust for quantity variance Changed manual

Cond.origin: C Manually entered

Account determination

Account key: **TRC**

Net Sales

Net Sales = Gross Sales + Discounts & Surcharges + Rebates

Commissions are not considered

Discount & surcharges can be positive/negative in BW

Rebates are always negatives in BW

Take care of the wording : Net Sales in Global Sales <-> Net Sales condition in SAP

In SAP

...Net value of good	14,30	EUR	1	KG	4.290,00	EUR	1	KG	1
2033 Fixed logistic costs	300,00	-EUR	1		300,00	-EUR	1		1
...Net price tax exc	14,30	EUR	1	KG	4.290,00	EUR	1	KG	1
Cost plus	14,30	EUR	1	KG	4.290,00	EUR	1	KG	1
Price less basic	14,30	EUR	1	KG	4.290,00	EUR	1	KG	1
... Base Interco	14,30	EUR	1	KG	4.290,00	EUR	1	KG	1

Item - Conditions - Detail

Item: 1000
 Condition type: 2033 Fixed logistic costs

Condition values
 Amount: 300,00 -EUR / 1
 Cond.base value: 0
 Condition value: 300,00 -EUR

Control
 Condition class: A Discount or surcharge
 Calculat.type: B Number of shipping units
 Control.category: 1
 Cond.control: C Changed manually
 Condit.origin: C Manually entered

Account determination
 Account key: EXP

Discount/Surcharge
used in the NET SALES computation