

CNV-3003 Business Partners - Customer (Sales and Service) - FLCU01

Status	Approved
Owner	RUAN-ext, Eric
Stakeholders	

Purpose

The purpose of this document is to define the conversion approach to create Business Partners - Customer (Sales and Service) - FLCU01 in S/4 HANA.

In SAP ECC, the Customer Sales View is part of the Customer Master Data, which is used to store customer-related information for sales transactions. It includes details such as sales area, pricing, delivery preferences, and billing information. The setup typically involves maintaining customer records separately for different sales organizations, distribution channels, and divisions.

In SAP S/4HANA, the Customer Sales View is integrated into the Business Partner (BP) model, which replaces the traditional customer/vendor objects from ECC. The Business Partner serves as a central entity, allowing a single record to hold multiple roles (e.g., customer and vendor). The Customer Sales View in S/4HANA is represented under the BP role FLCU01, which contains sales-specific data such as sales area assignments, pricing conditions, and delivery preferences

Conversion Scope

The scope of this document covers the approach for converting active Customer Sales view from Legacy Source Systems into S/4HANA following the Business Partners - Customer (Sales and Service) - FLCU01 Master Data Design Standard.

The data from legacy system includes:

- The BP(customer) general data is migrated under conversion spec CNV-3007
- The sales area under which the sales view data is maintained for the customer is within the scope of S4 Hana
- There is usage for the customer within 4 years within the sales org in scope.

Criteria	Relevancy Rule	Technical Details
1	The BP general is migrated	Select where KNVV-KUNNR = KNA1-KUNNR in scope
2	AND The sales area under which the sales view data is maintained for the customer is within the scope of S4 Hana	AND KNVV-VKORG in (Sales Org in Scope)
3	AND There is usage for the customer within 4 years within the sales org in scope (even there is deletion indicator in the customer sales view, this customer will still be migrated).	Select KUNNR from KNA1 where KNA1-KUNNR = KNVV-KUNNR AND KNVV-VKORG in (Sales Org in scope) and usage within 4 years. <ol style="list-style-type: none"> Accounting document (Select MAX(BSAD/BSID-CPUOT) where BSAD/BSID-KUNNR =KNA1-KUNNR and BSAD /BSID-UKRS = (Company code in scope)) Sales Document (Select MAX(VBAK-ERDAT) WHERE VBAK-VBELN=VBPA-VBELN AND VBPA-KUNNR = KNA1-KUNNR) AND VBAK-VKORG = (Sales Org in scope) Delivery Document (Select MAX(LIKP-ERDAT) WHERE LIKP-VBELN=VBPA-VBELN AND VBPA-KUNNR = KNA1-KUNNR) AND LIKP-VKORG = (Sales Org in scope) Billing (Select MAX(VBRK-ERDAT) WHERE VBRK-VBELN=VBPA-VBELN AND VBPA-KUNNR = KNA1-KUNNR) AND VBRK-VKORG = (Sales Org in scope)
4		

The data from legacy system excludes:

- The sales org for the sales view is out of scope, such as Oil & Gas and Aroma specific sales organizations.

List of source systems and approximate number of records

Source	Scope	Source Approx No. of Records	Target System	Target Approx No. of Records
WP2	Customer Master Data Sales View Extract from KNAV/KNVI/KNVP etc.	110897	S4 Hana ROW/China/CUI	110897
PF2	Customer Master Data Sales View Extract from KNAV/KNVI/KNVP etc.	87252	S4 Hana ROW/China/CUI	87252

Additional Information

Multi-language Requirement

N/A

Document Management

N/A

Legal Requirement

CMMC 2.0 is a mandatory DoD cybersecurity certification for contractors handling Controlled Unclassified Information (CUI) and Federal Contract Information (FCI). CUI includes sensitive technical data (e.g., design specs, system info) related to U.S. military and space applications. The Composites Business handles CUI and is therefore within CMMC scope. Without certification, the business risks disqualification from existing and future DoD programs.

It is mandatory to implement CMMC-compliant systems and processes to for all the organizations that are dealing with CUI. Therefore, there will be one SAP instance specifically for CUI related entities.

Special Requirements

A. Different SAP Instance Migration Approach

Due to compliance requirement, there will be one SAP instance for Rest of the World (ROW), one for China and one for CUI. For BP general data, the same data will be created in all 3 SAP instances as it is Tier 1 object with central data governance and maintenance rule.

B. One Sales Organization per GBU

As elaborated in [KDD060 - Sales Enterprise Structure - Sales Organization](#), in the S4 Hana design, one sales organization will be mapped to one GBU. Therefore, it is possible that one sales organization in legacy system is mapped to multiple sales organization in the S4. When such scenario happens, one record of customer master data sales view will be split into multiple records based on the mapping.

C. Distribution Channel Transformation

In S4 Hana design, there will be 3 distribution channels defined.

- Domestic
- Export
- Intercompany

Domestic/Export distribution channel is used for external customers, and determined based on the Departure country (from Plant, or Sales Organization/Company code country if plant information is not applicable)/Destination Country (Ship-to Party country).

Intercompany distribution channel is determined based on the nature of the business partner, i.e. if it is Syensqo entity or affiliated companies, it will be defined as Intercompany Distribution Channel.

To identify Domestic/Export distribution channel, it will apply below logics.

1. Fetch the Sales history of the customer within the sales organization in scope (VBAK/VBAP/VBPA).
2. Derive the matrix of Sales Organization/Plant/Plant country/Ship-to party/Ship-to country
3. If Plant country is same as Ship-to country, then for key combination of Sales Organization/Ship-to party, the transformed distribution channel will be Domestic.
4. If Plant country is different as Ship-to country, then for key combination of Sales Organization/Ship-to party, the transformed distribution channel will be Export(there will be scenarios that the customer under the sales organization can be extended to both domestic and export distribution channel).

- Apply the result to rest of the customers in the same sales document, e.g., Sold-to customer, Payer, Bill to etc. It will then get a matrix of Sales Org/Customer/Distribution Channel(After transformation)

If there is no sales history as this is a new customer, similar logic will be applied using Customer master data sales view partner data.

- Fetch the partner information from customer master data sales view for sales organization in scope (KNVV/KNVP).
- Derive the matrix of Sales Organization/Country/Ship-to party/Ship-to country
- If Sales Organization country is same as Ship-to country, then for key combination of Sales Organization/Ship-to party, the transformed distribution channel will be Domestic.
- If Sales Organization country is different as Ship-to country, then for key combination of Sales Organization/Ship-to party, the transformed distribution channel will be Export.
- Apply the result to rest of the customers in the same customer master data, e.g., Sold-to customer, Payer, Bill to etc. It will then get a matrix of Sales Org/Customer/Distribution Channel(After transformation)

Consolidate all the entries and remove the duplicate records. As a result, there will be a matrix based on Sales Organization/Distribution Channel /Customer. This information will be the base to migrate the customer sales view data (such as KNVV/KNVP etc.).

D. Intercompany Customer Sales Area Data

For Intercompany customer, it is in the migration scope. However, as the definition of the to-be Intercompany customer is different from the existing ECC Intercompany customer definition, instead of migrating the ECC Intercompany customer directly, a DCT will be utilized to collect the sales data. The DCT template will take reference from ECC sales data and business will need to validate and update the information.

Target Design

The technical design of the target for this conversion approach.

Table	Field	Data Element	Field Description	Data Type	Length	Requirement
KNVI	KUNNR	KUNNR	Customer	CHAR	10	Mandatory
KNVI	ALAND	ALAND	Departure Ctry/Reg.	CHAR	3	Mandatory
KNVI	TATYP	TATYP	Tax Condition Type	CHAR	4	Mandatory
KNVI	TAXKD	TAXKD	Tax Classification	CHAR	1	Mandatory
KNVP	KUNNR	KUNNR	Customer	CHAR	10	Mandatory
KNVP	VKORG	VKORG	Sales Organization	CHAR	4	Mandatory
KNVP	VTWEG	VTWEG	Distribution Channel	CHAR	2	Mandatory
KNVP	SPART	SPART	Division	CHAR	2	Mandatory
KNVP	PARVW	PARVW	Partner Function	CHAR	2	Optional
KNVP	KUNN2	KUNN2	Customer	CHAR	10	Optional
KNVP	LIFNR	LIFNR	Supplier	CHAR	10	Optional
KNVP	PERNR	PERNR	Personnel Number	NUMC	8	Optional
KNVP	PARNR	PARNR	Contact Person	NUMC	10	Optional
KNVP	KNREF	KNREF	Partner description	CHAR	30	Optional
KNVP	DEFPA	DEFPA	Default Partner	CHAR	1	Optional
KNVV	KUNNR	KUNNR	Customer	CHAR	10	Mandatory
KNVV	VKORG	VKORG	Sales Organization	CHAR	4	Mandatory
KNVV	VTWEG	VTWEG	Distribution Channel	CHAR	2	Mandatory
KNVV	SPART	SPART	Division	CHAR	2	Mandatory
KNVV	LOEVM	LOEVM	Del. indicator for sales area	CHAR	1	Optional
KNVV	AUFSD	AUFSD	Order block for sales area	CHAR	2	Optional
KNVV	KALKS	KALKS	Cust.Pric.Procedure	CHAR	2	Mandatory
KNVV	KDGRP	KDGRP	Customer Group	CHAR	2	Not in Use
KNVV	INCO1	INCO1	Incoterms	CHAR	3	Optional
KNVV	LIFSD	LIFSD	Delivery block for sales area	CHAR	2	Optional
KNVV	AUTLF	AUTLF	Complete Delivery	CHAR	1	Optional

KNVV	ANTLF	ANTLF	Max.Part.Deliveries	DEC	1	Optional
KNVV	KZTLF	KZTLF	Part.dlv./item	CHAR	1	Optional
KNVV	KZAZU	KZAZU	Order Combination	CHAR	1	Optional
KNVV	LPRIO	LPRIO	Delivery Priority	NUMC	2	Optional
KNVV	VSBED	VSBED	Shipping Conditions	CHAR	2	Optional
KNVV	FAKSD	FAKSD	Billing block for sales area	CHAR	2	Optional
KNVV	PERFK	PERFK	Invoicing Dates	CHAR	2	Optional
KNVV	PERRL	PERRL	Invoice List Sched.	CHAR	2	Optional
KNVV	WAERS	WAERS	Currency	CUKY	5	Mandatory
KNVV	KTGRD	KTGRD	Acct Assmt Grp Cust.	CHAR	2	Mandatory
KNVV	ZTERM	ZTERM	Terms of Payment	CHAR	4	Optional
KNVV	VWERK	VWERK	Delivering Plant	CHAR	4	Optional
KNVV	VKGRP	VKGRP	Sales Group	CHAR	3	Optional
KNVV	VKBUR	VKBUR	Sales Office	CHAR	4	Optional
KNVV	KVGR1	KVGR1	Customer Group 2	CHAR	3	Optional
KNVV	KVGR1	KVGR1	Customer Group 1	CHAR	3	Not in use
KNVV	KVGR5	KVGR5	Customer Group 5	CHAR	3	Optional
KNVV	KURST	KURST	Exchange Rate Type	CHAR	4	Optional
KNVV	PRFRE	PRFRE	Price determination	CHAR	1	Not in use
KNVV	KABSS	KABSS	Paymt guarant. proc.	CHAR	4	Optional
KNVV	CASSD	CASSD	Sales Block for Sales Area	CHAR	2	Optional
KNVV	AGREL	AGREL	Settlement Mgmt.	CHAR	1	Optional
KNVV	UEBTO	UEBTO	Overdeliv. Tolerance	DEC	3	Optional
KNVV	UNTTO	UNTTO	Underdel. Tolerance	DEC	3	Optional
KNVV	PODKZ	PODKZ	Relevant for POD	CHAR	1	Mandatory
KNVV	INCO2_KEY	INCO2_KEY	Incoterm Location 1	RAW	16	Optional
KNVV	ZZ_SINGLE_PACKING_LIST	ZZ_SINGLE_PACKING_LIST	Single Packing List			Optional
KNVV	ZZ_SINGLE_PARENT_BATCH	ZZ_SINGLE_PARENT_BATCH	Single Parent Batch			Optional
KNVV	ZZ_WHOLE_NUMBER_REQUIRED	ZZ_WHOLE_NUMBER_REQUIRED	Whole number Required			Optional
STXH	TDOBJECT	TDOBJECT	Text object	CHAR	10	Optional
STXH	TDNAME	TDNAME	Text Name	CHAR	70	Optional
STXH	TDID	TDID	Text ID	CHAR	4	Optional
STXH	TDSPRAS	TDSPRAS	Language Key	LANG	1	Optional
STXL	TDOBJECT	TDOBJECT	Text object	CHAR	10	Optional
STXL	TDNAME	TDNAME	Text Name	CHAR	70	Optional
STXL	TDID	TDID	Text ID	CHAR	4	Optional
STXL	TDSPRAS	TDSPRAS	Language Key	LANG	1	Optional
STXL	CLUSTD	CLUSTD	Data	LRAW	7902	Optional
KNVV	PODTG	PODTG	POD TIMEFRAME	CHAR		Optional

Data Cleansing

ID	Criticality	Error Message/Report Description	Rule	Output	Source System
3003-001	C-1	Identify customer not used in the existing sales area	The general view and sales view is active, and the sales view is created for more than 4 years, but there is no sales transaction within the sales area for more than 4 years for this customer	Customer/Name/Country/Sales Org/Distribution Channel/Division /Last usage/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2

				<ol style="list-style-type: none"> 1. Sales Document (Select MAX(VBAK-ERDAT) WHERE VBAK-VBELN=VBPA-VBELN AND VBPA-KUNNR = KNVV-KUNNR AND VBAK-VKORG = KNVV-VKORG AND VBAK-VTWEG = KNVV-VTWEG AND VBAK-SPART = KNVV-SPART) 2. Delivery Document (Select MAX(LIKP-ERDAT) WHERE LIKP-VBELN=VBPA-VBELN AND VBPA-KUNNR =KNVV-KUNNR AND VBAK-VKORG = KNVV-VKORG AND VBAK-VTWEG = KNVV-VTWEG AND VBAK-SPART = KNVV-SPART AND LIKP-VBELN = LIPS-VBELN AND LIPS-VGBEL = VBAK-VBELN) 3. Billing (Select MAX(VBRK-ERDAT) WHERE VBRK-VBELN=VBPA-VBELN AND VBPA-KUNNR =KNVV-KUNNR AND VBRK-VKORG = KNVV-VKORG AND VBRK-VTWEG = KNVV-VTWEG AND VBRK-SPART = KNVV-SPART) 	
3003-002	C-2	Fill in mandatory fields based on master data standards 1. Incoterm	For all the sold-to party (partner function SP or AG) and the sales view is active, but there is no incoterm maintained	Customer/Name/Country/Sales Org/Distribution Channel/Division /Incoterm1/Incoterms 2/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-003	C-1	Fill in mandatory fields based on master data standards 2. Payment term	For all the payer party (partner function PY) and the sales view is active, but there is no payment term maintained	Customer/Name/Country/Sales Org/Distribution Channel/Division /Payment Term/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-004	C-2	Fill in mandatory fields based on master data standards 3. Shipping Condition	For all the ship-to party (partner function SH or WE) and the sales view is active, but there is no shipping condition maintained	Customer/Name/Country/Sales Org/Distribution Channel/Division /Shipping condition/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-005	C-1	4. Validate non-ISO incoterm used, such as COL, CPU, DAT (replaced by DPU), PPA, PPD (for DCT purposes)	For all the active customer in migration scope, if there is incoterm, and the incoterm value is included in list [COL, CPU, DAT(replaced by DPU), PPA, PPD]	Customer/Name/Country/Sales Org/Distribution Channel/Division /Incoterm1/Incoterms 2/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-006	C-2	5. Validate obsolete payment term maintained	For all the active customer in migration scope, if there is payment term, and the payment term value is not in S4 Hana design	Customer/Name/Country/Sales Org/Distribution Channel/Division /Payment term/Payment term description/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-007	C-2	6. Update obsolete CSR as business partner	For all the active customer in migration scope, if there is incoterm, and the incoterm value is included in list [COL, CPU, DAT(replaced by DPU), PPA, PPD]	Customer/Name/Country/Sales Org/Distribution Channel/Division /Partner function/Personnel Number/Name/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-008	C-3	7. Incoterm part 2 with "." maintained	For all the active customer in migration scope, if the Incoterm 2 value is "."	Customer/Name/Country/Sales Org/Distribution Channel/Division /Incoterm1/Incoterms 2/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-009	C-2	Fill in mandatory fields based on master data standards 8. Missing sales group			WP2/PF2
3003-010	C-2	Fill in mandatory fields based on master data standards 9. Missing sales office	For all the active customer in migration scope, the sales office field is blank	Customer/Name/Country/Sales Org/Distribution Channel/Division/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-011	C-3	10. Check non standard currency code in use such as US\$	For all the active customer in migration scope, the currency field has value such as US\$	Customer/Name/Country/Sales Org/Distribution Channel/Division /Currency/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-012	C-1	Due to sales area definition change, multiple sales view record might merge into one record. If multiple records have different values, pick the main records.	For all the active customer in migration scope, there is duplicate entries after transformation, and the KNVV/KNVP holds different values	Customer/Name/Country/Sales Org/Distribution Channel/Division /Fields with different values / Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-013	C-1	For sales area marked with Customer Order Block, validate if the sales view should be blocked	For all the active customer in migration scope, there is Customer Order block	Customer/Name/Country/Sales Org/Distribution Channel/Division /Customer order block/last usage/ Sales Office / Sales Group / CSR Name / Account Manager Name / Geo Region / GBU Sales Document (Select MAX(VBAK-ERDAT) WHERE VBAK-VBELN=VBPA-VBELN AND VBPA-KUNNR = KNVV-KUNNR AND VBAK-VKORG = KNVV-VKORG AND VBAK-VTWEG = KNVV-VTWEG AND VBAK-SPART = KNVV-SPART)	WP2/PF2
3003-014	C-2	Customer with Obsolete GBU segment (KNVV-KVGR2)	For all the active customer in migration scope, the GBU segment value is not in the list for S4 Hana	Customer/Name/Country/Sales Org/Distribution Channel/Division /GBU Segment and Description / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2
3003-015	C-2	Customer with Team Cluster information (for DCT purposes)	For all the active customer in migration scope, there is team cluster information maintained in the general data	Customer/Name/Country/Sales Org/Distribution Channel/Division /Team Cluster and Description / CSR Name / Account Manager Name / Geo Region / GBU	WP2/PF2

Conversion Process

The high-level process is represented by the diagram below:

The ETL (Extract, Transform, Load) process is a structured approach to data migration and management, ensuring high-quality data is seamlessly transferred across systems. Here's a breakdown of its key components:

1. Extraction

The process begins with extracting metadata and raw data from source systems, such as Syensqo ECC system (i.e., WP2/PF2) periodically. The extracted data is then staged for transformation.

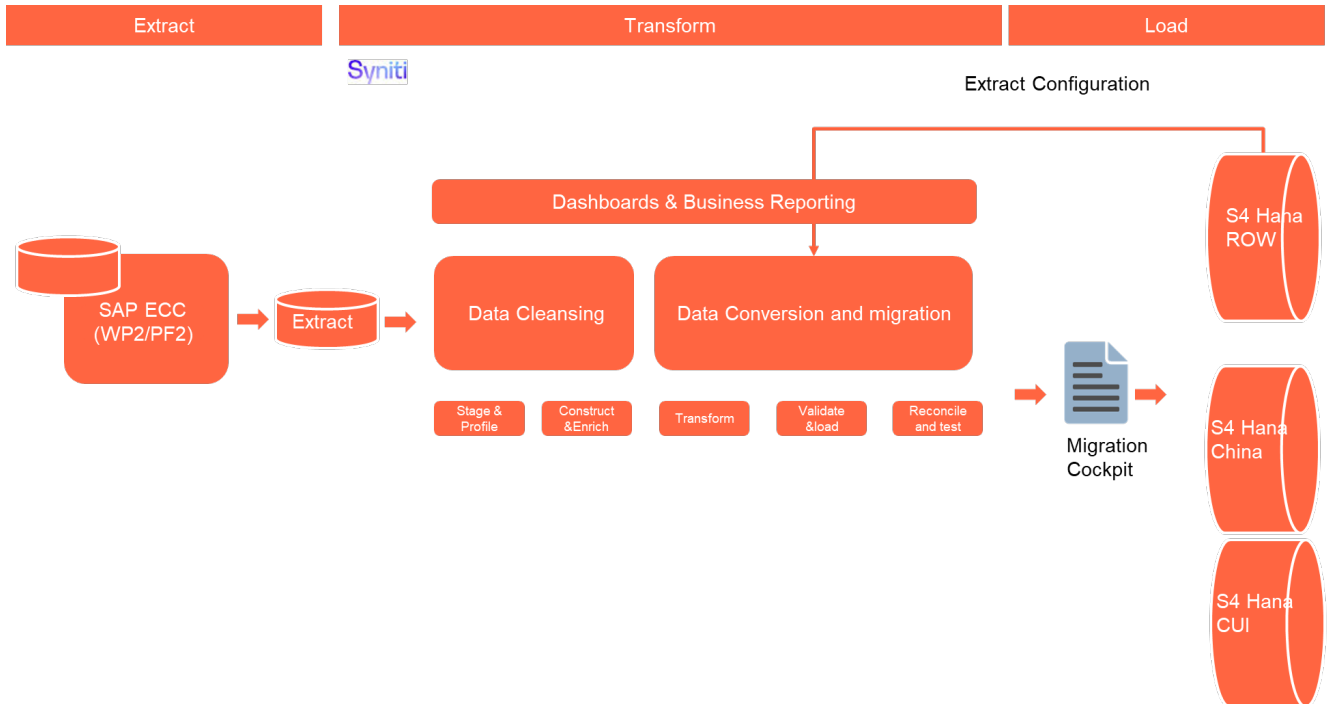
2. Transformation

Once extracted, the data undergoes cleansing, consolidation, and governance. This step ensures data integrity, consistency, and compliance with business rules. The transformation process includes:

- Data validation to remove inconsistencies.
- Standardization to align formats across datasets.
- Business rule application to refine data for operational use.

3. Loading

The transformed data is then loaded into the target S4 Hana system using migration cockpit.



Data Privacy and Sensitivity

N/A

Extraction

Extract data from a source into Syniti Migrate for SAP ROW and SAP China relevant entities. There are 2 possibilities:

1. The data exists. Syniti Migrate connects to the source and loads the data into Syniti Migrate. There are 3 methods:
 - a. Perform full data extraction from relevant tables in the source system(s).
 - b. Perform extraction through the application layer.
 - c. Only if Syniti Migrate cannot connect to the source, data is loaded to the repository from the provided source system extract/report.
2. The data does not exist (or cannot be converted from its current state). The data is manually collected by the business directly in Syniti Migrate. This is to be conducted using DCT (Data Collection Template) in Syniti Migrate

The agreed Relevancy criteria is applied to the extracted records to identify the records that are applicable for the Target loads.

Extraction Run Sheet

Req #	Requirement Description	Team Responsible

Extraction Scope Definition	<ul style="list-style-type: none"> - Identify the source systems and databases involved. - Define the data objects (tables, fields, records) to be extracted. - Establish business rules for data selection. <p>Major tables to be extracted are KNVV/KNVI/KNVP</p>	Data team
Extraction Methodology	<ul style="list-style-type: none"> - Specify the extraction approach (full, incremental, or delta extraction). - Determine the tools and technologies used. - Define data filtering criteria to exclude irrelevant records. 	Syniti
Extraction Execution Plan	<ul style="list-style-type: none"> - Establish execution timelines and batch processing schedules. - Assign responsibilities for extraction monitoring. - Document dependencies on other migration tasks. 	Syniti
Data Quality and Validation	<ul style="list-style-type: none"> - Define error handling mechanisms for extraction failures. 	Syniti

Selection Screen

Selection Ref Screen	Parameter Name	Selection Type	Requirement	Value to be entered/set
N/A				

Data Collection Template (DCT)

Target Ready Data Collection Template will be created for Customer sales view data with exception of some fields which require transformation as mentioned in the transformation rule.

Customer sales view DCT Rules

A. Sales Group

Field Name	Field Description	Rule
KUNNR	Customer Number	<p>Mandatory</p> <p>Key link to Customer master table KNA1.</p> <p>Prepopulate the customer number which has value in KNA1-ZZTEAMC for business validation</p>
NAME1	Customer Name	<p>Display only</p> <p>link to Customer master table KNA1</p>
VKORG	Sales Org	Only allow valid sales org for this customer based on the KNVV record after sales transformation
VTWEG	Distribution Channel	Only allow valid distribution channel for this customer based on the KNVV record after sales transformation
SPART	Division	default 01
VKGRP	Sales Group	<p>Refer to Table MAP_ZZTEAMC for mapping first</p> <p>Data collection based on customer market segment.</p> <p>001 Mining Solutions</p> <p>002 Phosphorous Specialties</p> <p>003 Polymer Additives</p> <p>004 Home and Personal Care</p> <p>005 Agro</p> <p>006 Coatings</p> <p>007 Industrial Process Solutions</p> <p>008 Transportation</p> <p>009 Batteries</p> <p>010 Green Hydrogen</p> <p>011 Life Solutions</p>

		012 Channel & Digital Sales 013 Electronics & Industrial 014 Intercompany 015 Aerospace and Defense 016 Consumer, Healthcare, Environment 017 Channel Partners 018 Transportation (Auto and Aero)
TEXT40	Sales Group Description	Display only

B. Customer Group 4

Field Name	Field Description	Rule
KUNNR	Customer Number	Mandatory Prepopulate the India customer and its sales data
NAME1	Customer Name	Display only link to Customer master table KNA1
VKORG	Sales Org	Only allow valid sales org for this customer based on the KNVV record after sales transformation
VTWEG	Distribution Channel	Only allow valid distribution channel for this customer based on the KNVV record after sales transformation
SPART	Division	default 01
KVGR1	Customer Group 4	India specific commercial flow classifications 001 Domestic Sales 002 Export Sales 003 IN Exp. Under Rebate 004 Deemed Export 005 FTWZ flows 006 SEZ customers 007 High Seas Sales
TEXT40	Customer Group 4 Description	Display only

C. Incoterm

Field Name	Field Description	Rule
KUNNR	Customer Number	Mandatory Key link to Customer master table KNA1. Prepopulate the customer number currently using the non-standard incoterm, which includes COL/CPU /PPA/PPD
NAME1	Customer Name	Display only link to Customer master table KNA1
VKORG	Sales Org	Prepopulate Legacy customer Sales Org
VTWEG	Distribution Channel	Prepopulate Legacy customer Distribution Channel
SPART	Division	Prepopulate Legacy customer Division
PERNR	CSR Name	Prepopulate Based on partner function VW for PF2 / ZI (description) for WP2
PERNR	Account Manager Name	Prepopulate Based on partner function VE for PF2 / Sales group (description) for WP2
	Geo Region	Prepopulate based on the Geo location such as EMEA/NA/APAC etc.
INCO1	Incoterm	Let user fill in

TEXT40	Sales Group Description	Display only
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Extraction Dependencies

Item #	Step Description	Team Responsible
1	Source System Availability <ul style="list-style-type: none"> Ensure that the source database or application is accessible. Confirm that necessary credentials and permissions are granted 	Syensqo IT
2	Data Structure <ul style="list-style-type: none"> Identify relationships between tables, views, and stored procedures. 	Syniti
3	Referential Integrity <ul style="list-style-type: none"> Ensure dependent records are extracted together. 	Syniti
4	Extraction Methodology <ul style="list-style-type: none"> Define whether extraction is full, incremental, or delta-based. Establish batch processing schedules for large datasets. 	Syniti
5	Performance and Scalability Considerations <ul style="list-style-type: none"> Optimize extraction queries to prevent system overload. Ensure network bandwidth supports data transfer volumes. 	Syniti
6	Security and Compliance <ul style="list-style-type: none"> Adhere to regulatory standards for sensitive information if applicable 	Syniti

Transformation

The Target fields are mapped to the applicable Legacy field that will be its source, this is a 3-way activity involving the Business, Functional team and Data team. This identifies the transformation activity required to allow Syniti Migrate to make the data Target ready:

- Perform value mapping and data transformation rules.
 - Legacy values are mapped to the to-be values (this could include a default value)
 - Values are transformed according to the rules defined in Syniti Migrate
- Prepare target-ready data in the structure and format that is required for loading via prescribed Load Tool. This step also produces the load data ready for business to perform Pre-load Data Validation

Transformation Run Sheet

Item #	Step Description	Team Responsible
1	Identify target S/4HANA fields and determine applicable legacy source fields from both ECC systems W P2, PF2	Functional Team + Data Team
2	Map legacy field values to S/4HANA target values (including field-level mapping and technical names)	Data Team, Data Team (Syniti)
3	Define value mapping rules for fields requiring standardization or harmonization across the two source systems WP2, PF2	Functional Team + Data Team
4	Identify and agree on default values where legacy data is incomplete or inconsistent	Business Team + Functional Team
5	Configure transformation rules in Syniti Migrate	Data Team (Syniti), Data Team
6	Review transformation logic and mappings with Business for confirmation	Business Team + Functional Team

7	Perform initial transformation run and generate draft target-ready dataset	Data Team (Syniti),
8	Review draft target-ready data for structure and completeness	Data Team , Functional Team
9	Share transformed data with Business for Pre-load Validation	Business Team
10	Incorporate feedback from Business and refine mappings or transformation logic as needed	Data Team
11	Finalize and approve transformed data as Target Ready Load File	Business + Functional + Data Team
12	Handover final file to Load Team or trigger the load via Syniti Load Workbench	Data Team (Syniti), Data Load Team

Transformation Rules

Rule #	Source system	Source Table	Source Field	Source Description	Target System	Target Table	Target Field	Target Description	Transformation Logic
1	WP2/PF2	KNVI	KUNNR	Customer	S4 Hana	KNVI	KUNNR	Customer	Mapping - Map based on new S4 BP partner number
2	WP2/PF2	KNVI	ALAND	Departure Ctry /Reg.	S4 Hana	KNVI	ALAND	Departure Ctry /Reg.	Rule - Join KNVV with TVKWZ and T001W, it will get the combination of VKORG/LAND. Then join TSTL using the LAND, it will get the condition type (TATYP) enabled in the system. KNVI will be based on this logic to determine how many records will be maintained.
3	WP2/PF2	KNVI	TATYP	Tax Condition Type	S4 Hana	KNVI	TATYP	Tax Condition Type	Rule - Join KNVV with TVKWZ and T001W, it will get the combination of VKORG/LAND. Then join TSTL using the LAND, it will get the condition type (TATYP) enabled in the system. KNVI will be based on this logic to determine how many records will be maintained.
4	WP2/PF2	KNVI	TAXKD	Tax Classification	S4 Hana	KNVI	TAXKD	Tax Classification	Rule - 1. Refer to MAP_TAXKD mapping first, if there is entry found, map based on the value in the mapping table 2. If there is no value found, default to TBD
5	WP2/PF2	KNVP	KUNNR	Customer	S4 Hana	KNVP	KUNNR	Customer	Mapping - Map based on new S4 BP partner number
6	WP2/PF2	KNVP	VKORG	Sales Organization	S4 Hana	KNVP	VKORG	Sales Organization	Rule - Refer to MAP_VKORG When one legacy VKORG is mapped to multiple VKORG based on mapping table, it should multiply the sales view data, meaning creating additional KNVV/KNVP/KNVI records etc
7	WP2/PF2			Distribution Channel	S4 Hana	KNVP	VTWEG	Distribution Channel	Rule - Follow KNVV records transformation result
8	WP2/PF2			Division	S4 Hana	KNVP	SPART	Division	Default - Default to 01 - Product
9	WP2/PF2	KNVP	PARVW	Partner Function	S4 Hana	KNVP	PARVW	Partner Function	Rule - 1. Refer to MAP_PARVW for existing partner function 2. Add a new partner function VE XX when KNVV-VKGRP has value
10	WP2/PF2	KNVP	KUNN2	Customer	S4 Hana	KNVP	KUNN2	Customer	Mapping - 1. For existing partner, Map based on new S4 BP number
11	WP2/PF2	KNVP	LIFNR	Supplier	S4 Hana	KNVP	LIFNR	Supplier	Mapping - Map based on new S4 BP number
12	WP2/PF2	KNVP	PERNR	Personnel Number	S4 Hana	KNVP	PERNR	Personnel Number	Rule - 1. Map based on new S4 BP Employee partner number 2. When KNVV-VKGRP has value, map it to VE partner function. For the value, refer to mapping file MAP_VKGRP
13	WP2/PF2	KNVP	PARNR	Contact Person	S4 Hana	KNVP	PARNR	Contact Person	Mapping - Map based on new S4 BP number
14	WP2/PF2	KNVP	KNREF	Partner description	S4 Hana	KNVP	KNREF	Partner description	Copy -
15	WP2/PF2	KNVP	DEFPA	Default Partner	S4 Hana	KNVP	DEFPA	Default Partner	Copy -
16	WP2/PF2	KNVV	KUNNR	Customer	S4 Hana	KNVV	KUNNR	Customer	Mapping - Map based on new S4 BP partner number
17	WP2/PF2	KNVV	VKORG	Sales Organization	S4 Hana	KNVV	VKORG	Sales Organization	Rule - Refer to MAP_VKORG When one legacy VKORG is mapped to multiple VKORG based on mapping table, it will create multiple KNVV/KNVP/KNVI records etc.
18	WP2/PF2	KNVV	VTWEG	Distribution Channel	S4 Hana	KNVV	VTWEG	Distribution Channel	Rule - When it is external customer and the Ship to customer (KNVP-KUNNR where PARVW = SH) is in the same country (KNA1-LAND) as the sales org (T001-COUNTRY WHERE TVKO-BURKS = T001-BURKS), it is mapped to Domestic When it is external customer and the Ship to customer is in the different country as the sales org, it is mapped to Export

									When it is external customer, and there are multiple ship-to, some is domestic, some is export. then multiply the sales view data based on Domestic /Export distribution channel. Validate VBPA records for 4 year transaction. Check Ship-to party is Export or Domestic. Then apply the result to all the VBPA-KUNN2 for the same documents. Compare based on KUNN2(KUNNR) /VKORG combination with KNVV records to see if it is matching or there is missing. If there is missing, it will require to create the KNVV records for the combination of KUNNR/VKORG for the missing distribution channels When it is an intercompany customer, it is mapped to Intercompany
19	WP2/PF2	KNVV	SPART	Division	S4 Hana	KNVV	SPART	Division	Default - Default to 01 - Product
20	WP2/PF2	KNVV	LOEVM	Del. indicator for sales area	S4 Hana	KNVV	LOEVM	Del. indicator for sales area	Copy -
21	WP2/PF2	KNVV	AUFSD	Order block for sales area	S4 Hana	KNVV	AUFSD	Order block for sales area	Mapping - refer to MAP_AUFSD Copy -
22	WP2/PF2	KNVV	KALKS	Cust.Pric. Procedure	S4 Hana	KNVV	KALKS	Cust.Pric. Procedure	Default - '1'
23	WP2/PF2	KNVV	KDGRP	Customer Group	S4 Hana	KNVV	KDGRP	Customer Group	Not in Use
24	WP2/PF2	KNVV	INCO1	Incoterms	S4 Hana	KNVV	INCO1	Incoterms	Copy - Rule - For standard incoterm, it will be copy only. When it is the special incoterm which will not be used in the S4 anymore, there will be a DCT for business to collect the information as they may not be able to update in the ECC directly so as not to impact the existing process
25	WP2/PF2	KNVV	LIFSD	Delivery block for sales area	S4 Hana	KNVV	LIFSD	Delivery block for sales area	Mapping - refer to MAP_LIFSD
26	WP2/PF2	KNVV	AUTLF	Complete Delivery	S4 Hana	KNVV	AUTLF	Complete Delivery	Copy -
27	WP2/PF2	KNVV	ANTLF	Max.Part. Deliveries	S4 Hana	KNVV	ANTLF	Max.Part. Deliveries	Copy -
28	WP2/PF2	KNVV	KZTLF	Part.dlv./item	S4 Hana	KNVV	KZTLF	Part.dlv./item	Copy -
29	WP2/PF2	KNVV	KZAZU	Order Combination	S4 Hana	KNVV	KZAZU	Order Combination	Copy -
30	WP2/PF2	KNVV	LPRI0	Delivery Priority	S4 Hana	KNVV	LPRI0	Delivery Priority	Copy -
31	WP2/PF2	KNVV	VSBED	Shipping Conditions	S4 Hana	KNVV	VSBED	Shipping Conditions	Mapping - Refer to MAP_VSBED
32	WP2/PF2	KNVV	FAKSD	Billing block for sales area	S4 Hana	KNVV	FAKSD	Billing block for sales area	Mapping - Refer to MAP_FAKSK
33	WP2/PF2	KNVV	PERFK	Invoicing Dates	S4 Hana	KNVV	PERFK	Invoicing Dates	Mapping - Refer to MAP_PERFK
34	WP2/PF2	KNVV	PERRL	Invoice List Sched.	S4 Hana	KNVV	PERRL	Invoice List Sched.	Mapping - Refer to MAP_PERFK
35	WP2/PF2	KNVV	WAERS	Currency	S4 Hana	KNVV	WAERS	Currency	Copy -
36	WP2/PF2	KNVV	KTGRD	Acct Assmt Grp Cust.	S4 Hana	KNVV	KTGRD	Acct Assmt Grp Cust.	Rule - Based on Distribution channel to determine the value 01 Domestic Revenues for 20 DC 02 Foreign Revenues for 10 DC 03 Affiliat Comp Revenu for 30 DC
37	WP2/PF2	KNVV	ZTERM	Terms of Payment	S4 Hana	KNVV	ZTERM	Terms of Payment	Mapping - Refer to MAP_ZTERM
38	WP2/PF2	KNVV	VWERK	Delivering Plant	S4 Hana	KNVV	VWERK	Delivering Plant	Mapping - Refer to MAP_WERKS
39	WP2/PF2	KNVV	ZZTEAMC	Sales Group	S4 Hana	KNVV	VKGRP	Sales Group	DCT - Refer to Table MAP_ZZTEAMC for mapping first Data collection based on customer market segment. 001 Mining Solutions 002 Phosphorous Specialties 003 Polymer Additives 004 Home and Personal Care 005 Agro 006 Coatings 007 Industrial Process Solutions 008 Transportation 009 Batteries 010 Green Hydrogen 011 Life Solutions 012 Channel & Digital Sales 013 Electronics & Industrial 014 Intercompany 015 Aerospace and Defense 016 Consumer, Healthcare, Environment

									017 Channel Partners 018 Transportation (Auto and Aero)
40	WP2/PF2	KNVV	VKBUR	Sales Office	S4 Hana	KNVV	VKBUR	Sales Office	Mapping - Refer to MAP_VKBUR
41	WP2/PF2	KNVV	KVGR2	Customer Group 2	S4 Hana	KNVV	KVGR2	Customer Group 2	Rule - Copy from KNVV-KVGR2 field, but only below value allowed CS1 - Strategic Key Accounts CS2 - Key Account CS3 - Critical Account CS4 - Standard Account CS5 - Key Distributor CS6 - Standard Distributor CS7 - Not Valid CS8 - Not Yet Assigned
42	WP2/PF2	KNVV	KURST	Exchange Rate Type	S4 Hana	KNVV	KURST	Exchange Rate Type	Copy - Mapping - refer to MAP_KURST
43	WP2/PF2	KNVV	PRFRE	Price determination	S4 Hana	KNVV	PRFRE	Price determination	Not in use
44	WP2/PF2	KNVV	KABSS	Paymt guarant. proc.	S4 Hana	KNVV	KABSS	Paymt guarant. proc.	Copy - Mapping - refer to MAP_KABSS
45	WP2/PF2	KNVV	CASSD	Sales Block for Sales Area	S4 Hana	KNVV	CASSD	Sales Block for Sales Area	Copy - Mapping - refer to MAP_CASSD
46	WP2/PF2	KNVV	AGREL	Settlement Mgmt.	S4 Hana	KNVV	AGREL	Settlement Mgmt.	Copy -
47	WP2/PF2	KNVV	UEBTO	Overdeliv. Tolerance	S4 Hana	KNVV	UEBTO	Overdeliv. Tolerance	Copy -
48	WP2/PF2	KNVV	UNTT0	Underdel. Tolerance	S4 Hana	KNVV	UNTT0	Underdel. Tolerance	Copy -
49	WP2/PF2	KNVV	PODKZ	Relevant for POD	S4 Hana	KNVV	PODKZ	Relevant for POD	Default to 'X'
50	WP2/PF2			Incoterm Location 1	S4 Hana	KNVV	INCO2_KEY	Incoterm Location 1	Rule - Follow the same rule based on CNV 1051 TM Locations. Search the additional ID from CNV 1051 DGT page based on customer number and incoterm description. Rule: by default it will be the same ID as BP number (BUT000-PARTNER) (10 digits with leading 0).
51	WP2/PF2	KNVV	ZZ_SINGL E_PACKIN G_LIST	Single Packing List	S4 Hana	KNVV	ZZ_SINGL E_PACKIN G_LIST	Single Packing List	Copy -
52	WP2/PF2	KNVV	ZZ_SINGL E_PAREN T_BATCH	Single Parent Batch	S4 Hana	KNVV	ZZ_SINGL E_PAREN T_BATCH	Single Parent Batch	Copy -
53	WP2/PF2	KNVV	ZZ_WHOL E_NUMBE R_REQUIR ED	Whole number Required	S4 Hana	KNVV	ZZ_WHOL E_NR	Whole number Required	Copy -
54	WP2/PF2	STXH	TDOBJECT	Text object	S4 Hana	STXH	TDOBJECT	Text object	Copy - It will include those KNVV object text
55	WP2/PF2	STXH	TDNAME	Text Name	S4 Hana	STXH	TDNAME	Text Name	Rule - The format is AAAAAAAAAA/BBBB/CC/DD A - Customer Number map to S4 BP Number B - Sales Org mapping - MAP_VKORG C - Distribution Channel mapping - Follow KNVV-VTWEK conversion value D - Division default to 01
56	WP2/PF2	STXH	TDID	Text ID	S4 Hana	STXH	TDID	Text ID	Mapping - Refer to MAP_TDID_KNVV
57	WP2/PF2	STXH	TDSRAS	Language Key	S4 Hana	STXH	TDSRAS	Language Key	Copy -
58	WP2/PF2	STXL	TDOBJECT	Text object	S4 Hana	STXL	TDOBJECT	Text object	Copy -
59	WP2/PF2	STXL	TDNAME	Text Name	S4 Hana	STXL	TDNAME	Text Name	Mapping - The format is AAAAAAAAAA/BBBB/CC/DD A - Customer Number map to S4 BP Number B - Sales Org mapping - MAP_VKORG C - Distribution Channel mapping - Follow KNVV-VTWEK conversion value D - Division default to 01
60	WP2/PF2	STXL	TDID	Text ID	S4 Hana	STXL	TDID	Text ID	Mapping - Refer to MAP_TDID_KNVV
61	WP2/PF2	STXL	TDSRAS	Language Key	S4 Hana	STXL	TDSRAS	Language Key	Copy -
62	WP2/PF2	STXL	CLUSTD	Data	S4 Hana	STXL	CLUSTD	Data	Copy -
63	WP2/PF2				S4 Hana	KNVV	KVGR1	Customer Group 1	Not in Use DGT India specific commercial flow classifications 001 - Domestic Sales 002 - Export Sales

									003 - IN Exp. Under Rebate 004 - Deemed Export 005 - FTWZ flows 006 - SEZ customers 007 - High Seas Sales
64	WP2/PF2				S4 Hana	KNVV	KVGR5	Customer Group 5	DCT Defines the method used to send output documents (e.g., order confirmation, invoice, delivery note) to the customer. Maintain based on the customer's agreed communication preference. 1 - Print output 2 - External send 3 - EDI Rule - Extract from ECC and get distinct value of VBAK-KUNNR/VKORG/VTWEG/SPART/BSARK. Then map the BSARK value to this field using mapping table MAP_KVGR5
65	WP2/PF2	KNVV	PODTG	POD timeframe		KNVV	PODTG	POD timeframe	Copy

List of Custom Target Reports for this object is maintained here: [Conversion Specification - Custom Reports Register](#).

Transformation Mapping

Mapping Table Name	Mapping Table Description
MAP_VKORG	Sales Organization Mapping Table
MAP_SPART	Division Mapping table
MAP_ZTERM	Payment terms Mapping table
MAP_PARVW	Partner Function Mapping table
MAP_VKGRP	Sales Group Mapping to new partner function
MAP_PERFK	Invoice/Invoice List Calendar Mapping
MAP_VKBUR	Sales Office Mapping
MAP_VSBED	Shipping Condition Mapping
MAP_TDID_KNVV	Text in Sales View mapping
MAP_TATYP	Customer Tax condition type mapping
MAP_TAXKD	Customer Tax classification mapping
MAP_WERKS	Plant Mapping
MAP_LIFSD	Delivery block mapping
MAP_FAKSK	Billing block mapping
MAP_AUFSD	Customer Order Block
MAP_CASSD	Sales Block for Customer (Sales Area)
MAP_KURST	Exchange Rate mapping
MAP_KABSS	Customer payment guarantee procedure mapping
MAP_KVGR5	Customer group 5 mapping

Transformation Dependencies

List the steps that need to occur before transformation can commence

Item #	Step Description	Team Responsible
1	Source Data Integrity	Syniti

	- Ensure extracted data is complete, accurate, and consistent. - Validate that data types and formats align with transformation requirements.	
2	Referential Integrity - Ensure dependent records are transformed together or in advance, such as CNV-3007 Business Partner General	Syniti
3	Transformation Logic and Mapping - Define data mapping rules between source and target schemas.	Data Team
4	Performance and Scalability Considerations - Optimize transformation processes for large datasets. - Ensure system resources can handle transformation workloads	Syniti
5	Logging and Error Handling - Maintain detailed logs of transformation activities. - Define error-handling procedures for failed transformations	Syniti

Pre-Load Validation

Project Team

The following pre-load validations will be performed by the Project Team.

Completeness

Task	Action
Compare Data Counts	<ol style="list-style-type: none"> 1. Verify row counts in source system. 2. Identify missing or duplicated records.
Validate the mandatory fields	Validate there is value for all the mandatory fields
Validate Primary Keys and Unique Constraints	<ol style="list-style-type: none"> 1. Check for duplicate or missing primary key values, i.e., if there is same BP number. 2. Ensure unique constraints are maintained.
Test Referential Integrity	Confirm dependent records exist in related tables

Accuracy

Task	Action
Validate the transformation	Validate the fields which require transformation have the value after transformation instead of the original field value
Check Data Consistency	<ol style="list-style-type: none"> 1. Compare field values across systems 2. Validate data formats and structures

Business

Post-load validation is a critical step in data migration, ensuring that transferred data is accurate, complete, and functional within the target system.

1. Ensuring Data Integrity

After migration, data must be consistent with its original structure. Post-load validation checks for missing records, incorrect mappings, and formatting errors to prevent discrepancies.

2. Business Continuity

Faulty data can disrupt operations, leading to financial losses and inefficiencies. Validating post-load data ensures that applications function as expected, preventing downtime.

3. Error Detection and Resolution

By validating data post-migration, businesses can detect anomalies early, reducing the cost and effort required for corrections

Completeness

Task	Action
Compare Data Counts	<ol style="list-style-type: none"> 1. Verify row counts in the source databases. 2. Identify missing or duplicated records.
Review populated templates for missing or incorrect values	Use checklists to verify completeness and correctness before submission

Accuracy

Task	Action
Check Data Consistency	<ol style="list-style-type: none"> 1. Compare field values across systems 2. Validate data formats and structures

Load

The load process includes:

1. Execute the automated data load into target system using load tool or product the load file if the load must be done manually
2. Once the data is loaded to the target system, it will be extracted and prepared for Post Load Data Validation

Load Run Sheet

Item #	Step Description	Team Responsible
1	Confirm readiness of final approved data sets for each ECC source system WP2 and PF2	Business / Functional Team
2	Validate transformation rules and mappings in Syniti tool	Data Team
3	Generate target-ready load files based on S/4HANA condition table format	Data Team (Syniti)
4	Review and approve load files before execution	Business / Functional Team
5	Execute the custom loading program in the S/4HANA system	Data Load Team
6	Monitor load progress and capture load statistics (records loaded, errors, duplicates, etc.)	Data Team (Syniti) / Technical Team
7	Extract loaded data from S/4HANA for post-load validation	Data Team (Syniti)
8	Perform post-load data validation (compare target data with source/approved files) for all loaded customer sales view data	Data Team
9	Log and resolve any data load errors or mismatches identified during validation	Data Team + Functional Team + Syniti
10	Obtain business sign-off on successful load and validation	Business Team
11	Archive load logs, error reports, and validation results for audit/compliance	Data Team Data Team (Syniti) / PMO

Load Phase and Dependencies

The Business Partner General will be loaded in the pre-cutover period.

Before loading, it will have dependency on the configuration.

Configuration

Item #	Configuration Item
1	Sales Area Definition
2	Sales Office Definition
3	Sales Group Definition
4	Payment Term definition
5	Define Tax Determination Rule
6	Define Billing Block
7	Define Delivery Block
8	Define Calendar
9	Define ABC Class
10	Define customer account assignment group

Conversion Objects

Object #	Preceding Object Conversion Approach
3007	Business Partner General (Role 000000)
	Employee Personal Information
3011	Business Partners - Contact Persons (BUP001)
1051	TM - Locations

Error Handling

Error Type	Error Description	Action Taken
Configuration / Data Transformation	The value XXX for field XXX doesn't exist	<ol style="list-style-type: none"> 1. Check the mapping/conversion is done properly in the loading file 2. Validate the target value is configured/transported in the target system 3. Reach out to function team to validate the configuration
Configuration	There is mandatory field XXX missing	<ol style="list-style-type: none"> 1. Validate MDS if the fields are set as mandatory 2. Validate if there is value in the pre-loading file 3. Validate if the configuration for the mandatory fields are done properly

Post-Load Validation

Project Team

The following post-load validations will be performed by the Project Team.

Completeness

Task	Action
------	--------

Perform Source-to-Target Comparisons	<ol style="list-style-type: none"> 1. Validate that migrated data matches source records. 2. Check for discrepancies in numerical values, text fields, and timestamps

Accuracy

Task	Action
Execute Sample Queries and Reports	<ol style="list-style-type: none"> 1. Run queries to validate business logic. 2. Generate reports to compare expected vs. actual results
Conduct Post-Migration Reconciliation	Generate reports comparing pre- and post-migration data.

Business

Post-load validation is a critical step in data migration, ensuring that transferred data is accurate, complete, and functional within the target system.

1. Ensuring Data Integrity

After migration, data must be consistent with its original structure. Post-load validation checks for missing records, incorrect mappings, and formatting errors to prevent discrepancies.

2. Business Continuity

Faulty data can disrupt operations, leading to financial losses and inefficiencies. Validating post-load data ensures that applications function as expected, preventing downtime.

3. Error Detection and Resolution

By validating data post-migration, businesses can detect anomalies early, reducing the cost and effort required for corrections

Completeness

Task	Action
Perform Source-to-Target Comparisons	<ol style="list-style-type: none"> 1. Validate that migrated data matches source records. 2. Check for discrepancies in numerical values, text fields, and timestamps
Conduct Post-Migration Reconciliation	Go through reports comparing pre- and post-migration data.

Accuracy

Task	Action
Perform Manual Testing	Conduct manual spot-checks for additional assurance.

Key Assumptions

- Master Data Standard is up to date as on the date of documenting this conversion approach and data load.
- BP Customer sales view is in scope based on data design and any exception requested by business.
- There will be 3 SAP instances, one for ROW, one for China and one for CUI only.
- One sales org will represent one GBU as captured in KDD060 - Sales Enterprise Structure.

See also

Change log

Version	Published	Changed By	Comment
CURRENT (v. 59)	Apr 08, 2026 13:46	RUAN-ext, Eric	CR0455 update
v. 58	Apr 07, 2026 14:40	RUAN-ext, Eric	CR0455 update the common DC logic for export/domestic
v. 57	Mar 23, 2026 09:56	RUAN-ext, Eric	*20260323 change for shipping condition report
v. 56	Mar 17, 2026 14:54	RUAN-ext, Eric	*20260317 Mapping table update
v. 55	Mar 16, 2026 14:03	RUAN-ext, Eric	*20260316 mapping table update only
v. 54	Mar 14, 2026 14:09	RUAN-ext, Eric	*20260314 update for the account group info in the cleansing report
v. 53	Mar 14, 2026 13:58	RUAN-ext, Eric	*20260314 update for the cleansing report logic
v. 52	Mar 05, 2026 16:36	RUAN-ext, Eric	*20260305 update to descope some fields
v. 51	Mar 03, 2026 11:46	RUAN-ext, Eric	*20260303 update to be more precise when selecting relevant KVV for migration
v. 50	Feb 22, 2026 13:40	RUAN-ext, Eric	*20260222 Remove CUI from ETL graph



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Workflow history

Title	Last Updated By	Updated	State	Status
CNV-3003 Business Partners - Customer (Sales and Service) - FLCU01	RUAN-ext, Eric	Apr 08, 2026 13:46	Lead Approval	

Workflow history

This view shows the 5 most recent entries. The complete workflow log is available from the 'Document Activity' menu item.

From Jan 18, 2026 to Apr 08, 2026	Actor	Type	Activity	Version
Approved	 RUAN-ext, Eric	Edit	updated the page at 9:31 am	
Jan 12, 2026	 TAN-ext, Charmaine	State	changed state to Approved at 12:29 pm (State override)	v38
<i>[PMO Comments] Conversion Spec completed as per CS register and functional review completed</i>				

Lead Approval



TAN-ext,
Charmaine

State gave *Minor change* approval at 12:29 pm

[PMO Comments] Conversion Spec completed as per CS register and functional review completed

Dec 19, 2025



NIKULSINS-
ext, Vladimirs

State changed expiry date to '26 Dec, 2025 07:50 am' at 7:50 am

State changed state to [Lead Approval](#) at 7:50 am

v38

Tech Review



NIKULSINS-
ext, Vladimirs

State gave *Syniti Team Review* approval at 7:50 am
