



SAP TRAINING INSTITUTE · PIMPRI-CHINCHWAD

SAP SD Course

Sales&DistributiononSAPS/4HANA—a complete, job-oriented, consultant-level training program covering the full Order-to-Cash cycle: master data, pricing, delivery, billing and integration.

100+

Company Tie-ups
Placement Network

100%

Placement
Assistance

10+ Yrs

Expert SAP Trainer
with Experience

**FREE SAP
SERVER**

Live S/4 HANA
practice access



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About Logic Technologies

Providing Knowledge, Creating Future—a leading SAP training academy in Pimpri-Chinchwad, Pune.

a market-leading SAP training institute in Pimpri-Chinchwad, Pune, and one of the largest independent management & IT training groups in the region.

We enable knowledge sharing through innovative learning — combining strategic educational services, robust delivery platforms and learner-appropriate content in a flexible framework for individual, corporate and community learning.

Get trained by certified professionals and become an expert in SAP technologies. Our experienced trainers guide you every step of the way, with comprehensive programs designed to help you get the very best out of SAP.

100+

Company Tie-ups

**100%
placement**

10+ yrs
Experienced Trainers

**Free ATS Resume
builder**



Courses We Offer

SAP Training

CoreSAP functional & technical modules

SAP S/4 HANA

Next-gen SAP on the HANA platform

Software Testing

Manual & automation testing

HR Practical

Core & payroll HR operations

Java Training

Full-stack Java development

Advanced Excel

Data, dashboards & analysis

Salesforce

Admin & development tracks

Oracle TM

Oracle Transportation Management



Why SAP SD Course?

01

Complete Order-to-Cash

Master the full O2C cycle—inquiry, quotation, order, delivery, billing and receivables — in one integrated flow.

02

SD Integration

SD connects seamlessly with FI, MM, PP and LE, enabling smooth end-to-end business processes across the enterprise.

03

Powerful Pricing Engine

Learn the condition technique —condition tables, access sequences, types and pricing procedures — a core SD skill.

04

Real-Time Availability

ATP checks and transfer of requirements give live visibility of stock and accurate delivery commitments.

05

Flexible & Customizable

Configure document types, item categories, copy controls and partner determination to fit any business.

06

Special Sales Processes

Hands-on with consignment, third-party, inter company, cash sales, rush orders and free goods scenarios.

07

Billing & Revenue

Billing plans, credit/debit memos, rebates, intercompany billing and revenue account determination.

08

Credit & Returns

Configure credit management, risk categories, returns, restocking and invoice corrections confidently.

09

Reporting & Analytics

Standard SD reports, LIS and SIS for customer, sales-order and delivery analysis to drive decisions.

10

High Career Demand

One of the most in-demand SAP modules, opening doors to well-paid SD consultant & analyst roles.



Career Scope & Program Details

ENTRY LEVEL	• Associate Consultant • Junior SD Consultant
JUNIOR LEVEL	• SAP SD Consultant • Implementation Consultant • Senior Consultant
MID LEVEL	• Lead Consultant • Solution Architect
SENIOR LEVEL	• Project Manager • Program Manager • Delivery Head
EXECUTIVE LEVEL	• Practice Head • SAP Director • VP – ERP Solutions



Program Details — SAP SD Course

SAP SD is among the most widely implemented SAP modules, driving how organisations sell, ship and bill their products. Doing the SAP SD consultant-level course at DroIT Solutions puts you in a strong position with industry-graded, in-demand skills. Our 3-month, job-oriented program covers the complete Sales & Distribution process in depth — from enterprise structure and master data to pricing, delivery, billing and module integration — with practical, hands-on practice on a live SAP S/4 HANA server. Through a well-structured, instructor-led program you gain real-time project exposure and become job-ready for SD consultant and analyst roles.





Key Features



Real-Time Project Training

Learn with live, real-world scenarios for true industry exposure.



Industry-Expert Trainers

Sessions led by certified, experienced SAP professionals.



Free SAP Server Access

Practice hands-on configuration on a live SAP S/4 HANA server.



Classroom & Online

Flexible learning—attend live in class or online.



Live Projects & Practice

Hands-on assignments that build practical confidence.



100% Placement Assistance

Get Trained, Get Hired—end-to-end placement support.



Flexible Batch Timings

Weekday and weekend batches to fit your schedule.



Resume & Mock Interviews

Profile building, mock interviews and grooming sessions.



Doubt-Clearing Support

Personal attention with regular doubt-clearing sessions.



Tie-ups with 100+ Companies

A strong hiring network for direct placement opportunities.



Logic Technologies vs Others

Offerings	Logic Technologies	Others
Industry-Expert SAP Trainers	✓	✓
Hands-on Real-World Projects	✓	✓
Free SAP S/4 HANA Server Access	✓	✗
100% Placement Assistance	✓	✗
Live Doubt-Clearing Sessions	✓	✗
Resume & Interview Preparation	✓	✗
Classroom & Online Options	✓	✓
Affordable, Transparent Fees	✓	✗
Tie-ups with 800+ Companies	✓	✗
Corporate Training Programs	✓	✗
Flexible Batch Timings	✓	✓
Real-Time Industry Exposure	✓	✗



Program Curriculum

Month 1—Foundations & Core Processes · hands-on SAP SD, module by module.

Module 1 Introduction to SAP SD & Enterprise Structure

- Overview of SAP ERP & the SAP SD sub-module
- Integration of SD with FI, MM, PP & LE
- Enterprise structure: Client, Company Code, Sales Organization, Distribution Channel, Division
- Sales Area, Sales Office, Sales Group, Plant, Storage Location
- Shipping Point, Loading Point & Transportation Planning Point

Module 2 Master Data

- Customer Master: General, Company Code & Sales Area data
- Customer account groups & partner functions (Sold-to, Ship-to, Payer, Bill-to)
- Material Master sales views (Sales Org & Distribution Channel data)
- Customer-Material Info Record
- Condition Master (pricing master data)

Module 3 Sales Order Processing

- Inquiry, Quotation & Order document types
- Item categories & schedule line categories
- Availability Check (ATP – Available to Promise)
- Copying controls & reference documents
- Incomplete orders, order blocks & reasons for rejection

Module 4 Pricing & Taxes

- Condition technique: condition table, access sequence, condition type & pricing procedure
- Pricing procedure determination
- Manual & automatic pricing, discounts, surcharges & freight
- Tax determination (India GST / country-specific)
- Pricing reports & analysis



Program Curriculum

Month 2 — Advanced Processes & Integration.

Module 5 Delivery & Shipping Process

- Delivery document types & item categories
- Outbound delivery creation with reference to sales order
- Picking, packing & Post Goods Issue (PGI)
- Handling unit management (basic)
- Shipping point & route determination

Module 6 Billing & Invoice Processing

- Billing document types & billing plans (milestone / periodic)
- Invoice, credit memo, debit memo & proforma invoice
- Intercompany billing & rebate processing
- Account determination (revenue, COGS & accrual accounts)
- Output determination (forms, email, print, EDI)

Module 7 Special Sales Processes

- Consignment process (fill, issue, return)
- Third-party order processing
- Intercompany sales (two company codes)
- Cash sales & rush orders
- Free goods & free item determination

Module 8 Returns & Credit Management

- Returns orders & credit/debit memo requests
- Subsequent debit/credit & invoice corrections
- Basic credit management: credit limit, risk category & automatic check
- Returns delivery, restocking & inspection



Program Curriculum

Month 3 — Reporting, Integration, Real-World Scenarios & Bonus Topics.

Module 9 Integration with Other Modules

- SD-FI integration: account determination & revenue recognition
- SD-MM integration: availability check & transfer of requirements
- SD-PP: make-to-order scenario
- SD-LE: shipping, transportation & route

Module 10 Reporting — LIS, SIS & Standard Reports

- Standard SD reports: customer, sales-order & delivery analysis
- LIS basics: information structures & standard analysis
- Sales Information System (SIS)
- Inquiries, lists & cockpit tools

Module 11 Practical Consultant Skills

- User exits & enhancements (basic overview)
- Sales document types config: copying, numbering & partner determination
- Business blueprinting (BP1, BP2 documents)
- Testing: unit, integration & UAT
- End-user training, documentation & transport request basics

Module 12 Dummy Project, Revision & Bonus Topics

- Case study: complete SD cycle for trading & manufacturing companies
- Common industry issues & troubleshooting, revision + mock sessions
- Resume & interview preparation (SAP SD consultant)
- Bonus: Variant configuration & Batch management in SD
- Bonus: Output control (NAST), EDI/IDoc basics (ORDERS, DESADV, INVOIC)
- Bonus: GST (India) / country-specific e-invoicing



For Whom · Outcomes · Eligibility



For Whom Is This Course?

- ✓ Graduates in Management & Engineering
- ✓ MBA & Sales / Marketing students
- ✓ Sales, distribution & order-management staff
- ✓ Customer support & logistics professionals
- ✓ Engineers & career switchers
- ✓ Working professionals upskilling in SAP



Program Outcomes

- ✓ Master SD master data: customer, material & pricing
- ✓ Configure the full Order-to-Cash cycle end to end
- ✓ Build pricing procedures with the condition technique
- ✓ Handle delivery, PGI, billing & output determination
- ✓ Work through SD-FI, SD-MM, SD-PP & SD-LE integration
- ✓ Become job-ready for SAP SD consultant roles



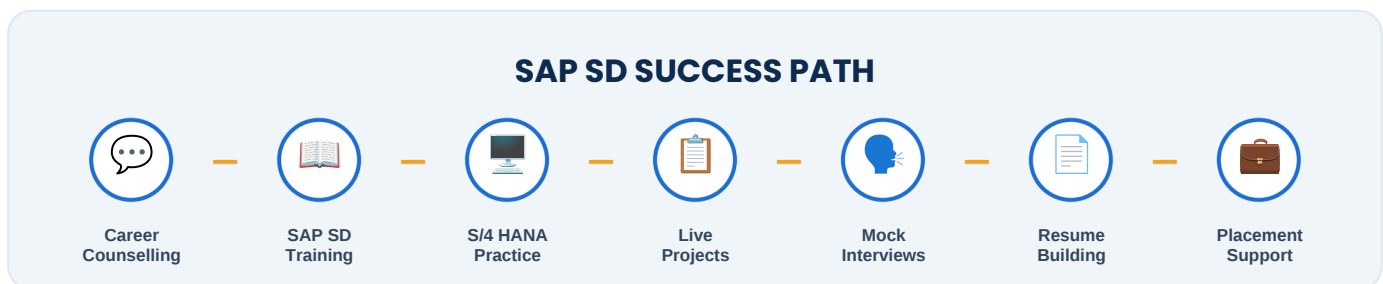
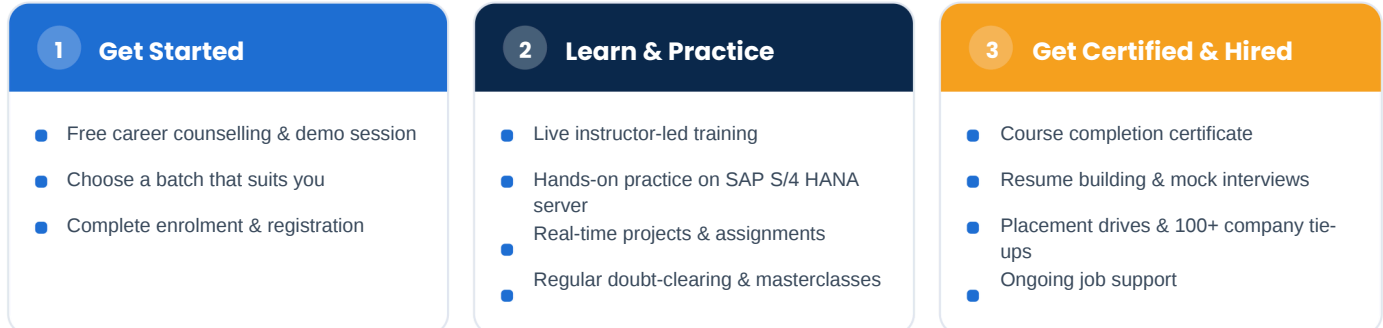
Eligibility Criteria

Any Bachelor's degree (Management, Engineering or Science). Candidates from non-technical backgrounds with an interest in SAP, sales and supply chain are also welcome; basic awareness of sales or business processes is helpful but not mandatory.

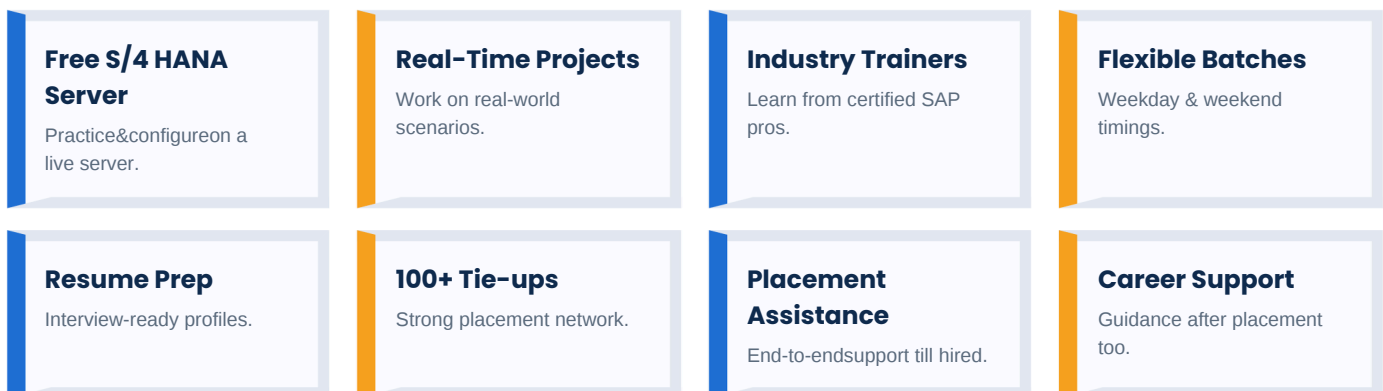


Learner Journey

A simple, guided path from enrolment to placement.



Why Choose DroiT Solutions?





Training Methodology & Certification



Our Training Methodology



Live Projects

Real projects during the course build experiential, in-depth practical understanding.



Practical Pedagogy

A practice-first, hands-on approach keeps every session focused and applied.



Personal Attention

Doubt-clearing and one-to-one support ensure no learner is left behind.



Certification-Focused

Training is aligned to certification and real interview expectations.



Certification Process

1

Complete

Finish the full SD curriculum with hands-on practice.

2

Assessment

Demonstrate configuration & real-time scenario skills.

3

Certificate

Receive your DroiT Solutions course completion certificate.

4

Get Hired

Get interview-ready and connected to hiring partners.





Placements & Hiring Support

Get Trained, **Get Hired.**

DroiTSolutions' leading Training & Placement Institute in Pune, committed to 100% job assistance. We don't just train you — we connect you to our hiring network and support you until you're placed.

100%

Placement Assistance

100+

Hiring Company Tie-ups

#1

SAP Institute in Pune

Get Hired

Our placement team works with 800+ partner companies across Pune and India, helping SD learners land roles such as SAP SD Consultant, SD Analyst and Order Management Associate. From your first day of training to your first day on the job, our placement support stays with you.

Resume Building

Mock Interviews

Placement Drives

Interview Scheduling

Profile Marketing

Job Alerts

Soft-Skill Sessions

Ongoing Job Support



Student Reviews

What our learners say about training at DroITSolutions.

KR

Khushi Raygade

16 May 2026



Had a great experience with Placement Assistance and the mentor network. The trainers are knowledgeable, supportive, and always available to solve doubts. The practical SAP training helped me gain confidence for interviews.

SAP FICO Consultant

VP

Varadraj Patil

5 May 2026



Nice guidance and excellent placement support throughout the course. The trainers explained every concept clearly with real-time examples. Special thanks to the entire team for their constant support.

SAP FICO Associate Consultant

RP

Rohit Patil

4 April 2026



One-to-one interaction with mentors made learning very easy. The SAP server access and practical sessions helped me understand real business processes. Highly recommended for SAP aspirants.

SAP FICO Consultant

SD

Snehal Deshmukh

28 March 2026



The curriculum is well structured and focused on industry requirements. Mock interviews, resume preparation, and practical assignments helped me secure my first SAP opportunity.

SAP FICO Analyst

AM

Akash More

22 March 2026



The practical approach of teaching SAP FICO helped me understand concepts much faster. The trainers were patient, supportive, and always ready to clear doubts. Highly recommended for beginners.

SAP FICO Consultant

NK

Neha Kulkarni

15 March 2026



I joined with very little knowledge of SAP, but the structured curriculum and hands-on assignments helped me build confidence. The placement guidance was extremely helpful.

SAP FICO Analyst

PJ

Pratik Joshi

10 March 2026



Excellent training quality and real-time project exposure. The faculty explained every concept with practical business scenarios, making learning easy and interesting.

SAP FICO Consultant

RP

Rutuja Pawar

6 March 2026



The SAP server access and live practice sessions were the biggest advantage of this course. The trainers focused on both technical knowledge and interview preparation.

Finance Associate

SS

Sanket Shinde

1 March 2026



One of the best SAP learning experiences I have had. The mock interviews and resume-building sessions helped me prepare for the recruitment process professionally.

SAP Support Consultant

PP

Priyanka Patil

25 Feb 2026



The trainers have strong industry knowledge and explain topics in a very simple manner. The learning environment is professional and motivating.

SAP FICO Consultant



Start Your **SAP MM** Journey

and take the first step toward an in-demand supply chain career.

Ready to enrol?

Freedemo · Flexiblebatches · Free SAP server access · 100% placement help

[Book a Free Demo →](#)

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