

SAP Business One 10.0 Basics – Sales process

EN-SBO1004

➤ [Start your free online demo now](#)



Table of contents

- Create document
- Sales process relationship map
- Sales process: From sales quotation to outgoing credit memo
- Sales process with sales down payment request and sales down payment invoice
- Sales process: A / R credit memo without a quantity reference
- Change documents / close documents

Create documents

There are several ways to create a document:

1. Create new document

Open the dialog for the document to be created and enter the content. Each document can be created individually and without prior document. For example in invoice can be created alone without a prior sales order.

2. Function "Copy to"

Call "Copy to" function in previous document and copy its content to a new document. The contents is applied accordingly.

3. Function "Copy from"

Open the dialog for the new document, enter the customer or supplier code, and use the "Copy from" function to search for previous document(s) from which you want to copy. This process takes a little longer than "Copy to", but contents from several previous documents can be included. This procedure supports the quick creation of collective invoices.

4. Duplicate for the same BP

Call up an existing document (duplicate right mouse click) and duplicate it for the same business partner

5. Duplicate for another BP

Call up an existing document (duplicate right mouse click) and duplicate it for another business partner

Open sales document dialogs

Sales documents dialogs can be opened using the **module bar (1)** or the **Sales workbench (2)**.

The screenshot displays the SAP Business One user interface. At the top, there is a menu bar with options: Datei, Bearbeiten, Ansicht, Daten, Springen, Module, Extras, Fenster, Hilfe. Below the menu is a toolbar with various icons for navigation and actions. On the left side, there is a 'Module bar' with a tree view of modules: Administration, Financials, CRM, Opportunities, and Sales - A/R. The 'Sales - A/R' module is highlighted with a yellow box and a '1' in a yellow square. Below it, a list of sales document types is shown, including Sales Blanket Agreement, Sales Quotation, Sales Order, Delivery, Return Request, Return, A/R Down Payment Request, A/R Down Payment Invoice, A/R Invoice, A/R Invoice + Payment, A/R Credit Memo, and A/R Reserve Invoice. On the right side, there is a 'Sales Process' diagram, also highlighted with a yellow box and a '2' in a yellow square. The diagram shows a flow of sales documents: Sales Quotation leads to Sales Order, which leads to Delivery, which leads to A/R Invoice, which leads to Incoming Payments. A/R DP Invoice leads to A/R Invoice, which leads to A/R Credit Memo. Delivery also leads to Return, which leads to A/R Credit Memo. To the right of the flow are icons for Dunning Wizard, Customer, and Sales Reports. At the top right of the main area, there is a button labeled 'Look up master data and documents'.

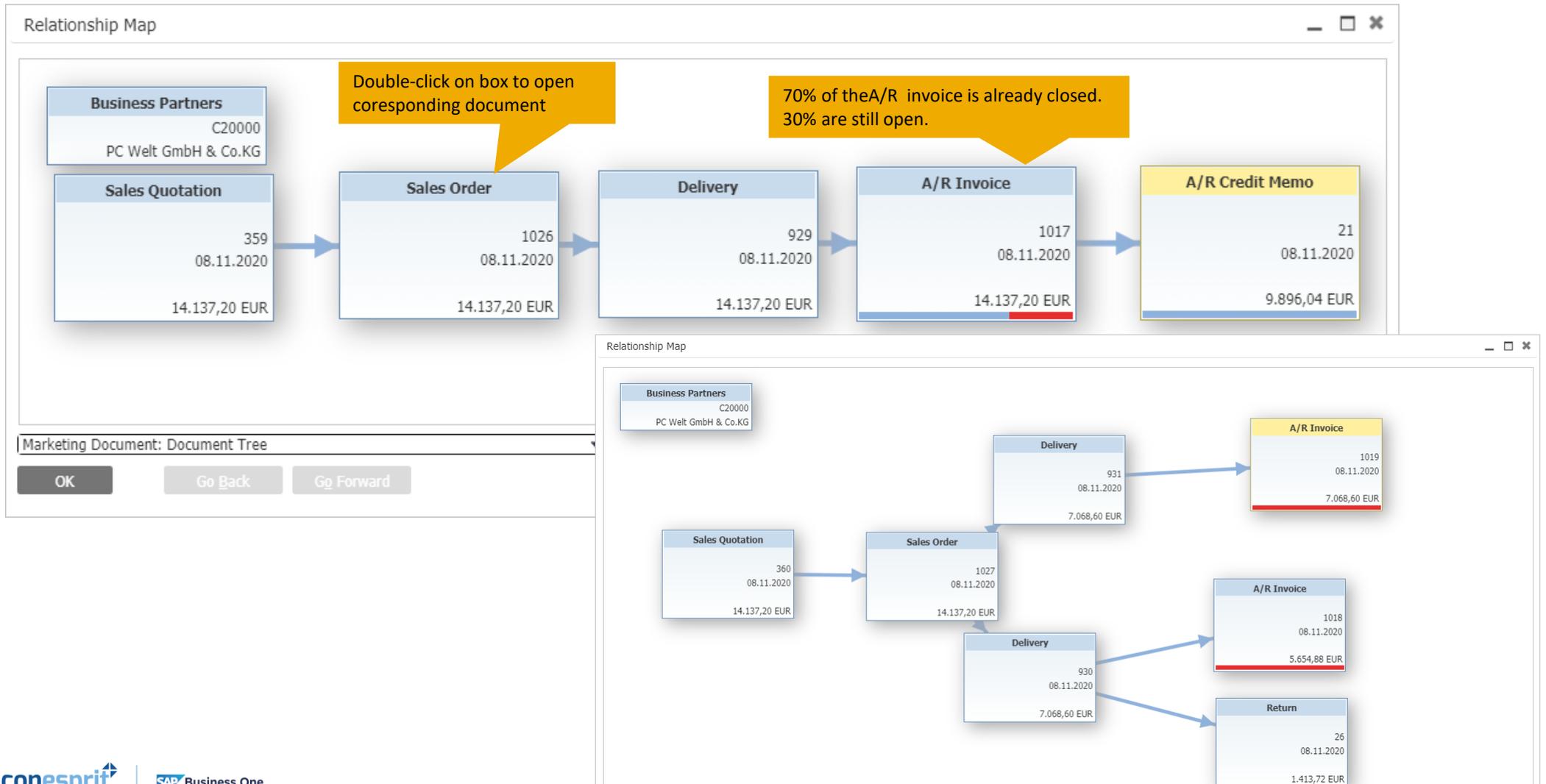
Sales process: From sales quotation to outgoing credit memo

Using the relationship map

If documents are created using the "Copy To" and "Copy From" functions, there is a coherent flow of documents in SAP Business One. This can be viewed by opening one of the documents and using the right mouse button to call up the "Relationship Map" function.

Open corresponding document by double-click on the respective document field in the relationship map.

A red bar below the document box indicates that the document is partially or fully open. The yellow marking indicates that the relationship plan has been opened via this document.



Sales process: Create sales quotation

Sales – A/R > Sales Quotation

Sales Quotation

Customer 1

Name

Contact Person 2

Customer Ref. No.

BP Currency 3

No.

Status

Posting Date

Valid Until

Document Date

11

Contents Logistics Accounting Electronic Documents Attachments

Item/Service Type Summary Type

| # | Type | Item No. | Item Description | Quantity | UoM Name | Unit Price | Discount % | Tax Code | Total (LC) | Whse | Del. Date | Project | Cour |
|---|------|----------|---|----------|----------|------------|------------|----------|---------------|------|-----------|---------|------|
| 1 | | A00001 | B. Multifunktionsdrucke.. | 100 | Stück | 132,00 EUR | 10,0000 | A2 | 11.880,00 EUR | 01 | | | |
| 2 | T | | Instant Ink. printer, scanner, fax, wifi, air print | | | | | | | | | | |
| 3 | | C00001 | Motherboard BTX | 50 | Stück | 66,00 EUR | 0,0000 | A2 | 3.300,00 EUR | 01 | | | |
| 4 | T | | High-end motherbroad. Ready to use in servers. | | | | | | | | | | |
| 5 | | | | | | | 0,0000 | A2 | | | | | |

Sales Employee

Owner 9

Remarks

Total Before Discount 10

Discount %

Freight

Rounding

Tax

Total

12

1. Select customer by code
2. Select contact person if necessary
3. Enter customer reference number if necessary
4. Select article via article code
5. Enter quantity
6. Enter price, if it is not stored in the price list
7. Check tax codes
8. If necessary, insert and/or change warehouse, delivery date and free text
9. If necessary, insert a text line, select a text line "T" in the Type column
10. Add discount if necessary
11. If necessary, change the billing or delivery address in the Logistics tab
12. Add & View
13. Send document (not visible in the screenshot)

Sales process: Sales quotation – Default conesprit document

Sales – A/R > Sales Quotation

Logo

Demo Item | Giesinger Strasse 42/1 | 74321 Giebelheim-Baingen

PC Welt GmbH & Co.KG
Goethestr. 24
10825 Berlin

Lieferadresse | Leistungszentrale

PC Welt GmbH & Co.KG
Neumannstr. 35
13189 Berlin

Angebot

| | | | |
|---------------------------------------|--------------------------------------|------------------|---------------------------|
| Belegnummer | 370 | Datum | 29.07.2020 |
| Kundennummer | C20000 | Seite | Seite 1/2 |
| Ansprechpartnerin | Christian Gander | Sachbearbeiterin | Bill Armstrong |
| <small>Unsere Lieferantanzahl</small> | | Durchwahl | 030-34888-01 |
| Ihre Referenznummer | Hier steht die Kundenreferenznummer. | Mall | |
| | | Zahlungsbed. | 2% 10 Tage, Netto 30 Tage |
| | | Versandbed. | UPS Ground |

Hier ist die Eingangsbemerkung zu lesen.

| Artikel | Menge | Mengen- | Preis | Gesamt | MWSt- | | | | | | | | | | | | | | | | | | |
|---|------------------|---------|-----------------|-------------------|--------|--|------------------|--|-----------------|-------------------|--|------------|--------|--|-------|--------|--|---------------|---------------|--|--------------|---------------|--|
| Beschreibung | | einheit | EUR | EUR | satz % | | | | | | | | | | | | | | | | | | |
| 001 A00001 J.B. Multifunktionsdrucker 1420 | 1,00 | Stück | 136,80 | 136,80 | 19,0 | | | | | | | | | | | | | | | | | | |
| Rabatt | 5,00% | | | | | | | | | | | | | | | | | | | | | | |
| Dies ist Text aus dem Freitext-Feld. | | | | | | | | | | | | | | | | | | | | | | | |
| Hier steht der Text aus einer Textzeile. | | | | | | | | | | | | | | | | | | | | | | | |
| 003 A00002 J.B. Multifunktionsdrucker 1111 | 1,00 | | 114,00 | 114,00 | 19,0 | | | | | | | | | | | | | | | | | | |
| Rabatt | 5,00% | | | | | | | | | | | | | | | | | | | | | | |
| Dies ist Text aus dem Freitext-Feld. | | | | | | | | | | | | | | | | | | | | | | | |
| Hier steht der Text aus einer Textzeile. | | | | | | | | | | | | | | | | | | | | | | | |
| <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;"></td> <td style="width: 15%;">Netto EUR</td> <td style="width: 15%;"></td> <td style="width: 15%;">MWSt EUR</td> <td style="width: 15%;">Brutto EUR</td> <td style="width: 15%;"></td> </tr> <tr> <td>MWSt 19,0%</td> <td>250,80</td> <td></td> <td>47,65</td> <td>298,45</td> <td></td> </tr> <tr> <td>Gesamt</td> <td>250,80</td> <td></td> <td>47,65</td> <td>298,45</td> <td></td> </tr> </table> | | | | | | | Netto EUR | | MWSt EUR | Brutto EUR | | MWSt 19,0% | 250,80 | | 47,65 | 298,45 | | Gesamt | 250,80 | | 47,65 | 298,45 | |
| | Netto EUR | | MWSt EUR | Brutto EUR | | | | | | | | | | | | | | | | | | | |
| MWSt 19,0% | 250,80 | | 47,65 | 298,45 | | | | | | | | | | | | | | | | | | | |
| Gesamt | 250,80 | | 47,65 | 298,45 | | | | | | | | | | | | | | | | | | | |

Dieses Angebot ist gültig bis 29.08.2020.

conesprit | SAP Business One
EINFACH DIGITAL

7

Sales process: Create sales order based on a sales quotation

Sales – A/R > Sales Order

Sales Quotation

Customer: C20000
 Name: PC Welt GmbH
 Contact Person: Christian Gander
 Customer Ref. No.:
 Local Currency:

Sales Order

Customer: C20000
 Name: PC Welt GmbH & Co.KG
 Contact Person: Christian Gander
 Customer Ref. No.:
 Local Currency:

No. Primär 1028
 Status Open
 Posting Date 08.11.2020
 Delivery Date 08.11.2020
 Document Date 08.11.2020

8

| Contents | | | | | | | | | | Logistics | Accounting | Electronic Documents | Attachments | |
|-------------------|------|----------|---|-------|----------|------------|------------|----------------------|----------|---------------|------------|----------------------|-------------|--|
| Item/Service Type | | | | | | | | | | Summary Type | | | | |
| # | Type | Item No. | Item Description | Quant | UoM Name | Unit Price | Discount % | Price after Discount | Tax Code | Total (LC) | Whse | Del. D | Proj | |
| 1 | | A00001 | J.B. Multifunktionsdrucker 1420 | 100 | Stück | 132,00 EUR | 10,0000 | 118,80 EUR | A2 | 11.880,00 EUR | 01 | 08.11.2020 | | |
| 2 | T | | Instant Ink. printer, scanner, fax, wifi, air print | | | | | | | | | | | |
| 3 | | C00001 | Motherboard BTX | 50 | Stück | 66,00 EUR | 0,0000 | 66,00 EUR | A2 | 3.300,00 EUR | 01 | 08.11.2020 | | |
| 4 | T | | High-end motherbroad. Ready to use in servers. | | | | | | | | | 08.11.2020 | | |
| 5 | | | | | | | | | | | | | | |

Total Before Discount 15.180,00 EUR
 Discount %
 Freight
 Rounding 0,00 EUR
 Tax 2.884,20 EUR
 Total 18.064,20 EUR

7

Copy From Copy To

Sales Employee Owner: Bill Armstrong
 Owner: Armstrong, Bill

Remarks

Add & View Cancel

OK Cancel

Copy From **1** Copy To

6 Open an existing sales quotation via Enterprise Search or list of offers

1. Copy To: Sales order
2. Optional: Enter customer reference number
3. Enter the desired delivery date in the header if it applies to the whole document or in the rows if the delivery date for the items is different
4. Optional: Adjust quantity
5. Optional: Insert or modify bearings and free text
6. Optional: Add a text line, select a text line (T) in the Type column
7. Optional: Add discount if necessary
8. Optional: Change the billing or delivery address in the Logistics tab
9. Add & View

Current document is stored and viewed for reconciliation.

10. Send document (not visible in the screenshot)

The quotation is closed if the quantity of items in the sales order is the same as or exceeds the quantity in the sales quotation.

In the background, the items shown in the sales order are now reserved (committed quantity).

Sales process: Create delivery based on a sales order

Sales – A/R > Delivery

Sales Order

Customer: C20000
 Name: PC Welt GmbH
 Contact Person: Christian Gander
 Customer Ref. No.:
 Local Currency:

Delivery

Customer: C20000
 Name: PC Welt GmbH & Co.KG
 Contact Person: Christian Gander
 Customer Ref. No.:
 Local Currency:

No.: Primär 932
 Status: Open
 Posting Date: 08.11.2020
 Delivery Date: 08.11.2020
 Document Date: 08.11.2020

Contents | Logistics | Accounting | Electronic Documents | Attachments

| # | Type | Item No. | Item Description | Quantity | UoM Name | Unit Price | Discount % | Price after Discount | Tax Code | Total (LC) | Inventory | Com |
|---|------|----------|---|----------|----------|------------|------------|----------------------|----------|---------------|-----------|-----|
| 1 | | A00001 | J.B. Multifunktionsdrucker 1420 | 100 | Stück | 132,00 EUR | 10,0000 | 118,80 EUR | A2 | 11.880,00 EUR | 01 10.399 | 4.0 |
| 2 | T | | Instant Ink. printer, scanner, fax, wifi, air print | | | | | | | | | |
| 3 | | C00001 | Motherboard BTX | 50 | Stück | 66,00 EUR | 0,0000 | 66,00 EUR | A2 | 3.300,00 EUR | 01 1.889 | 30 |
| 4 | T | | High-end motherbroad. Ready to use in servers. | | | | | | A2 | | | |
| 5 | | | | | | | 0,0000 | | | | | |

Sales Employee Owner: Bill Armstrong
 Owner: Armstrong, Bill

Remarks: Based On Sales

15.180,00 EUR
 0,00 EUR
 2.884,20 EUR
 18.064,20 EUR

OK Cancel Copy 1 Copy To

2

6

4

5

7

1

Open an existing sales order via Enterprise Search or list of sales orders

1. Copy To: Delivery
2. Optional: Enter customer reference number
3. Optional: Adjust the delivery date in the header if it applies to the whole document or enter it in the rows if the delivery date for the items is different
4. Optional: Adjust quantity
5. Optional: Adjust other fields
6. Optional: Change the billing or delivery address in the Logistics tab
7. Add & View
8. Send delivery document (not visible in the screenshot)

The Sales Order document is closed if the quantity of items in the delivery is equal to or greater than the quantity in the Sales Order (overdelivery). Otherwise, the sales order remains open until the remaining quantity is delivered or it is closed manually.

The warehouse stock is now reduced in the background.

Sales process: Create A/R invoice based on a delivery

Sales – A/R > A/R Invoice

Lieferung

Customer → C20000
 Name → PC Welt GmbH &
 Contact Person → Christian Gander
 Customer Ref. No.
 Local Currency

A/R Invoice

Customer → C20000
 Name → PC Welt GmbH & Co.KG
 Contact Person → Christian Gander
 Customer Ref. No.
 Local Currency

No. Primär 1020
 Status Open
 Posting Date 08.11.2020
 Due Date 08.12.2020
 Document Date 08.11.2020

Contents

Item/Service Type Item

| # | Type | Item No. | Item |
|---|------|----------|----------------------|
| 1 | | A00001 | J.B. |
| 2 | T | | Instant Ink. printer |
| 3 | | C00001 | Mott |
| 4 | T | | High-end motherbr |

Contents Logistics Accounting Electronic Documents Attachments

Item/Service Type Item

| # | Type | Item No. | Item Description | Quant | UoM Name | Unit Price | Discount % | Price after Discount | Tax Code | Total (LC) | Whse | Del. Date | Project | In Stock |
|---|------|----------|---|-------|----------|------------|------------|----------------------|----------|---------------|------|-----------|---------|----------|
| 1 | | A00001 | J.B. Multifunktionsdrucker 1420 | 100 | Stück | 132,00 EUR | 10,0000 | 118,80 EUR | A2 | 11.880,00 EUR | 01 | | | 10.299 |
| 2 | T | | Instant Ink. printer, scanner, fax, wifi, air print | | | | | | | | | | | |
| 3 | | C00001 | Motherboard BTX | 50 | Stück | 66,00 EUR | 0,0000 | 66,00 EUR | A2 | 3.300,00 EUR | 0 | | | 1.839 |
| 4 | T | | High-end motherbroad. Ready to use in servers. | | | | | | | | | | | |
| 5 | | | | | | | 0,0000 | | A2 | | | | | |

Summary Type No Summary

Open existing delivery via Enterprise Search or list of deliveries

- Copy To: A/R invoice
- Optional: Adjust customer reference number
- Optional: Adjust quantity
- Optional: Adjust other fields
- Add & View
Current document is stored and viewed for reconciliation.
- Send A/R invoice (not visible in the screenshot)

The delivery document is closed when the quantity of items in the A/R invoice is the same as in the delivery. Otherwise, the delivery remains open until the remaining quantity is invoiced or returned. In the background, the sales and the receivable from the customer are posted.

Sales Employee Owner → Bill Armstrong
 Owner → Armstrong, Bill

Payment Order Run
 Remarks

Remarks

Add & View Cancel

| | |
|-----------------------|---------------|
| Total Before Discount | 15.180,00 EUR |
| Discount | % |
| Total Down Payment | |
| Freight | |
| Rounding | 0,00 EUR |
| Tax | 2.884,20 EUR |
| Total | 18.064,20 EUR |
| Applied Amount | |
| Balance Due | 18.064,20 EUR |

Copy From Copy To

OK Cancel

Copy 1 Copy To

Sales process: Journal Entry of an A/R invoice

Sales – A/R > A/R Invoice

Journal Entry
– □ ✕

| | | | | | | |
|-------------|------------|--------------|---------------|------------|-----------------------|---|
| Series | Number | Posting Date | Due Date | Doc. Date | Remarks | <input type="checkbox"/> Revaluation Reporting Exch. Rate |
| Primär | 3970 | 08.11.2020 | 08.12.2020 | 08.11.2020 | A/R Invoices - C20000 | |
| Origin | Origin No. | Trans. No. | Template Type | Template | Indicator | Project |
| IN | 1020 | 3988 | | | | |
| Trans. Code | Ref. 1 | Ref. 2 | Ref. 3 | | | |
| | 1020 | | | | | |

EU Report
 Automatic Tax
 Manage Deferred Tax
 Manage WTax

Blanket Agreement

Contents

Attachments

▶ Expand Editing Mode

| # | G/L Acct/BP Code | G/L Acct/BP Name | Debit | Credit | Remarks Template | Tax Group | Federal Tax ID | Receipt Num |
|---|------------------|--------------------------|---------------|---------------|------------------|-----------|----------------|-------------|
| 1 | ➔ C20000 | PC Welt GmbH & Co.KG | 18.064,20 EUR | | | | | |
| 2 | ➔ 1776 | Umsatzsteuer 19% | | 2.884,20 EUR | | A2 | | |
| 3 | ➔ 8400 | Erlöse 16% USt / 19% USt | | 15.180,00 EUR | | | | |

| | |
|---------------|---------------|
| 18.064,20 EUR | 18.064,20 EUR |
|---------------|---------------|

Display in FC
 Display in SC

By right-clicking on the A/R invoice, the automatically generated journal entry can be viewed.

Sales process: Create A/R credit memo based on A/R Invoice

Sales – A/R > A/R Credit Memo

A/R Credit Memo

Customer: No. Primär 22

Name: PC Welt GmbH & Co.KG Status: Open

Contact Person: Christian Gander Posting Date: 08.11.2020

Customer Ref. No. Due Date: 08.11.2020

Local Currency: Document Date: 08.11.2020

1

Contents | Logistics | Accounting | Electronic Documents | Attachments 3

Item/Service Type: Summary Type: No Summary

| # | Type | Item No. | Item Description | Quantity | UoM Name | Unit Price | Discount % | Price after Discount | Tax Code | Total (LC) | Whse | Prc |
|---|------|----------|---|----------|----------|------------|------------|----------------------|----------|---------------|------|-----|
| 1 | | A00001 | J.B. Multifunktionsdrucker 1420 | 100 | Stück | 132,00 EUR | 10,0000 | 118,80 EUR | A2 | 11.880,00 EUR | 01 | |
| 2 | T | | Instant Ink. printer, scanner, fax, wifi, air print | | | | | | | | | |
| 3 | | C00001 | Motherboard BTX | 50 | Stück | 66,00 EUR | 0,0000 | 66,00 EUR | A2 | 3.300,00 EUR | 01 | |
| 4 | T | | High-end motherbroad. Ready to use in servers. | | | | | | | | | |
| 5 | | | | | | | 0,0000 | | A2 | | | |

2

Sales Employee Owner:

Remarks:

4

15.180,00 EUR

2.884,20 EUR

18.064,20 EUR

18.064,20 EUR

Open Balance

Add & New

Open existing A/R invoice using Enterprise Search or list of invoices
 Copy To: A/R credit memo

1. Optional: Adjust customer reference number
2. Optional: Adjust quantity
3. Optional: Adjust other fields
4. Add & View
5. Send credit note (not visible in the screenshot)

The A/R invoice document is closed when the quantity of items in the credit memo is the same quantity as in the invoice. Otherwise, the A/R invoice remains open until the remaining quantity is paid or credited.

If it is determined before the invoice is issued that delivered items do not meet the customer's requirements, a return is created instead of a credit memo. This can be created from the delivery using the "Copy To" function. In the background, the item stock is increased again.

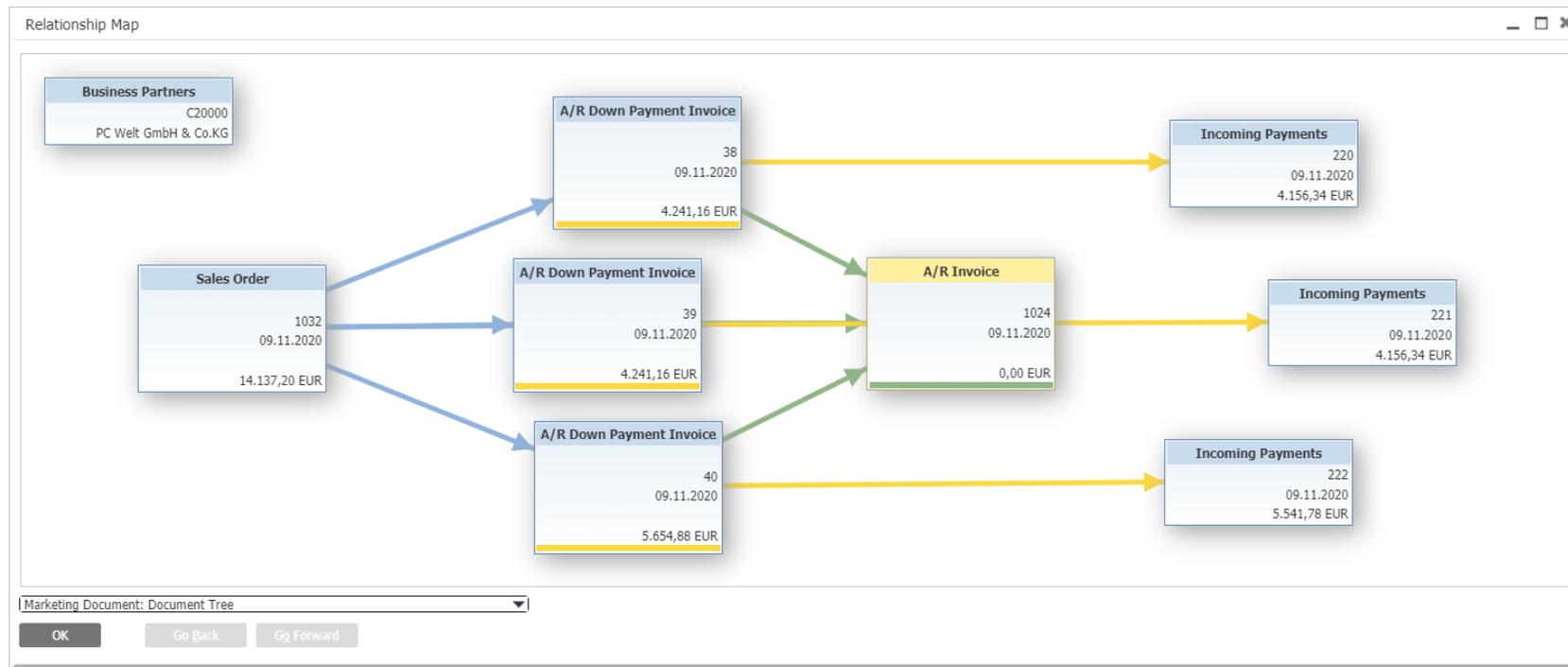
Sales process: Down payment request and down payment invoice

Sales > Down Payment Request / Down Payment Invoice

To create an A/R down payment request or A/R down payment invoice, a sales order must first be created. The A/R down payment request or A/R down payment invoice is opened and the "Copy From" function is used to copy the contents of the sales order to the A/R down payment request or A/R down payment invoice. The "Copy From" function is only activated once a customer has been selected. (It is not possible to create an A/R down payment request or A/R down payment invoice from the sales order).

When one or more incoming payments for the A/R down payment request(s) or A/R down payment invoice(s) are received, the A/R invoice can be created. Here the A/R invoice is opened and the "Copy From" function can be used to copy the contents of the sales order to the A/R invoice. The "Copy From" function is only activated once a customer has been selected. (It is not possible to create an A/R invoice from the A/R down payment request or the A/R down payment invoice; this must be done via the sales order). The posting of incoming payments is described in the Financial Accounting training material.

Several A/R down payment requests or A/R down payment invoices can be created from one sales order, as shown in the example below.



Sales process: Diff. between down payment request and down payment invoice

Sales > Down Payment Request / Down Payment Invoice

Down Payment Request:

No journal entry is created when the document is created. Neither VAT nor turnover is entered. For the system, the document is a noted item and a request to the customer for an incoming payment. When the down payment is received, it is posted to a down payment account. Sales, VAT, inventory change and expenses are posted when the down payment request(s) is/are converted to an A/R invoice.

Down Payment Invoice:

When the document is created, the VAT on the down payment amount is posted, the net down payment amount goes to a down payment clearing account. Sales, inventory changes and expenses are posted when the down payment invoice(s) is/are converted to an A/R invoice.

Sales process: A/R Credit Memo without quantity posting

Sales > A/R Credit Memo

A/R Credit Memo

Customer: C20000
Name: PC Welt GmbH & Co.KG
Contact Person: Christian Gander
Customer Ref. No.:
Local Currency:

No.: Primär 25
Status: Closed
Posting Date: 09.11.2020
Due Date: 09.11.2020
Document Date: 09.11.2020

Contents | Logistics | Accounting | Electronic Documents | Attachments

Item/Service Type: Item

| Quantity | UoM Name | Unit Price | Discount % | Price after Discount | Tax Code | Total (LC) | Whse | Project | Country of Origin | Without Qty Posting | Blanket |
|----------|----------|------------|------------|----------------------|----------|---------------|------|---------|-------------------|--------------------------|---------|
| 100 | Stück | 132,00 EUR | 10,0000 | 118,80 EUR | A2 | 11.880,00 EUR | 01 | | | <input type="checkbox"/> | |

Summary Type: No Summary

If the checkbox "Without Qty Posting" is checked, the inventory quantity is not changed by this A/R credit memo; only a change in value is recorded in the general ledger.

Sales Employee: Bill Armstrong
Owner: Armstrong, Bill

Payment Order Run:

Remarks: Based On Sales Orders 1031.
Based On A/R Invoices 1023.

Total Before Discount: 11.880,00 EUR
Discount: %
Total Down Payment:
Freight:
Rounding:
Tax: 2.257,20 EUR
Total: 14.137,20 EUR
Applied Amount: 14.137,20 EUR
Open Balance:

OK Cancel Copy From Copy To

Change documents / close documents

SAP Business One has an integrated financial accounting. When documents are created, the corresponding journal entries are automatically created. For this reason, posting-relevant information in documents cannot be changed after the document has been added. Quotations and sales orders do not create journal entries. They can be modified until they are closed. A document is considered closed when it has been cancelled or when it has been transferred to a subsequent document using the "Copy To" or "Copy From" function. The following table shows the possibilities to modify the different sales documents.

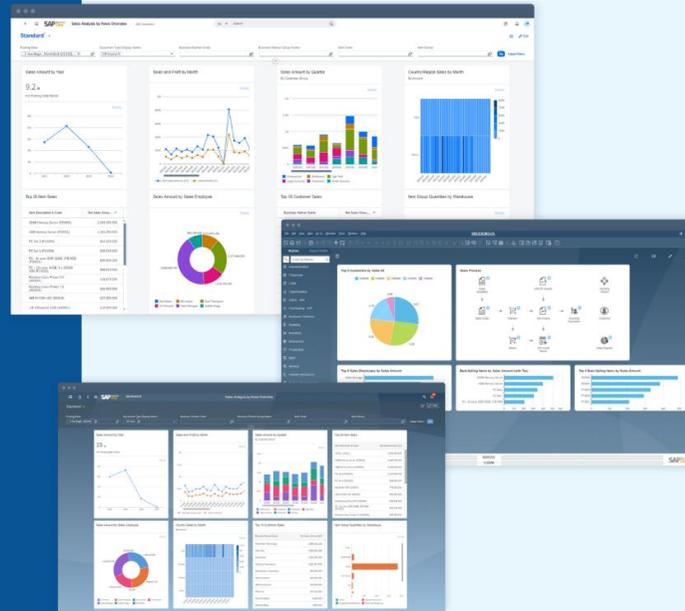
| Sales documents | Quotation | Sales order | Delivery | A/R Returns | A/R Invoices | A/R Credit Memos |
|--|---|--|--|--|--|--|
| Can the document be changed again after it has been added? | Yes, until it is closed | Yes, until it is closed | No, because there is a journal entry in the background | No, because there is a journal entry in the background | No, because there is a journal entry in the background | No, because there is a journal entry in the background |
| How can the document be closed? | Sales order with the same or a higher quantity / cancellation | Delivery with the same or a higher quantity / cancellation | A/R invoice with the same quantity / returns in the same quantity or combination of A/R invoice and return | - | A/R credit memo with same quantity / incoming payment or combination of both | - |

Your own SAP Business One demo system.

Ready for you in 2 minutes.

**Don't believe us?
Then try it now!**

 Free Online-Demo



Disclaimer of liability

The information in this publication was compiled from data that were assumed to be correct; however, we do not assume any liability or guarantee for the correctness and completeness of the information.

Although we have prepared this publication with care, it cannot be ruled out that it is incomplete or contains errors. The publisher, its managing directors, executives or employees are therefore not liable for the correctness and completeness of the information. Any inaccuracies or incompleteness of the information do not constitute liability, neither for direct nor for indirect damage.

conespritz GmbH
Eduard-Breuninger-Straße 6/1
71522 Backnang, Germany
conespritz.de
business-one-consulting.com

Contact person
Katrin Douverne
Email: katrin.douverne@conespritz.de
Tel.: +49 7191 18 70 190
Fax: +49 7191 18 70 191