

SAP FICO Project Consultant Program

Cohort

Sprint 1 — Understanding the Client & Project

Business Scenario

- Company introduction
- Industry and business model
- Existing business processes
- Company requirements
- Project scope
- SAP implementation approach
- FICO project scope
- Integration scope with MM, SD & PP

Consultant Activities

- Understand business requirements
- Identify FICO requirements
- Identify integration requirements
- Prepare requirement matrix
- Define project scope

Project Deliverables

- Business Requirement Document
- Project Scope
- Business Process Overview
- Requirement Matrix

Sprint 2 — Designing the SAP Organization Structure

Based on the client requirements, design the complete SAP structure.

FI Structure

- Company
- Company Code
- Chart of Accounts
- Fiscal Year
- Posting Period
- Ledgers
- Currencies
- Segment

CO Structure

- Controlling Area
- Cost Centre Hierarchy
- Profit Centre Hierarchy
- Internal Orders

Integration Structure

- Plant
- Purchase Organization
- Sales Organization
- Distribution Channel
- Division

Sprint 3 — Financial Accounting Design & Ledger Architecture

Before configuring individual business processes, the consultant designs the client's financial accounting architecture.

Ledger Design

- Leading Ledger
- Non-Leading Ledger
- Extension Ledger
- Ledger Groups
- Ledger Assignment to Company Code
- Ledger & Fiscal Year Variant
- Ledger & Currency Settings
- Ledger-specific postings
- Ledger-specific reporting

Parallel Accounting

- Accounting Principles
- Accounting Standards
- Parallel Ledgers
- Parallel Accounting Approach
- Ledger Assignment
- Different valuation/reporting requirements
- Posting and reporting impact of parallel accounting

Currency Design

- Company Code Currency
- Group Currency
- Transaction Currency
- Ledger Currency
- Currency Types
- Currency settings and reporting impact

Project Scenario

The client needs to maintain different accounting principles and report financial results in multiple currencies.

The consultant must:

1. Understand the business requirement
2. Identify the required accounting principles
3. Design the ledger architecture
4. Determine currency requirements
5. Define ledger assignments
6. Test postings across ledgers
7. Validate financial reporting

Sprint 4 — Document Splitting & Segment Reporting

This should be a **separate project**, not just another GL configuration topic.

Business Requirement

The client wants Balance Sheet reporting by:

- Segment
- Profit Centre
- Business Area, where applicable

Consultant Activities

- Understand document splitting requirement
- Identify splitting characteristics
- Define document splitting method
- Define document splitting rules
- Understand zero-balance concept
- Analyse inheritance
- Analyse clearing postings
- Handle vendor/customer postings
- Handle cross-segment transactions
- Validate Balance Sheet by segment

Practical Scenarios

- Vendor Invoice
- Customer Invoice
- G/L Posting
- Vendor Payment
- Customer Receipt
- Expense Posting
- Cross-segment transaction

Project Deliverables

- Document Splitting Design
- Configuration Document
- Test Scripts
- Segment Reporting Validation

Sprint 5 — General Ledger Implementation

- Chart of Accounts
- Account Groups
- G/L Master
- Document Types
- Number Ranges
- Posting Keys
- Field Status
- Tolerance Groups
- Tax
- Park / Hold / Reverse
- Recurring Entries
- Accruals
- Foreign Currency Posting

Sprint 6 — Business Partner Implementation

Implement Customer and Supplier master data.

Business Requirements

- Supplier creation
- Customer creation
- Number ranges
- BP grouping
- BP roles
- Reconciliation accounts
- Payment terms

Consultant Activities

- Analyse requirement
- Configure BP
- Create master data
- Test customer/supplier transactions

Sprint 7 — GST & India Localization

Implement the tax requirements applicable to the business.

Scenarios

- Purchase GST
- Sales GST
- Input GST
- Output GST
- Tax codes
- Tax accounting

Sprint 8 — Procure-to-Pay Implementation

Business Process

PR → PO → GR → Invoice → Vendor Liability → Payment

FICO Consultant Focus

- Inventory accounting
- GR/IR
- Vendor accounting
- Tax
- Price differences
- Account determination
- Payment

Integration

MM ↔ FI

Real Project Issues

- Wrong inventory account
- Wrong GR/IR account
- Incorrect valuation class
- Invoice posting error
- Vendor reconciliation issue

Deliverable

- Complete P2P Integration Test

Sprint 9 — Accounts Payable & Payment Process

Implement the complete vendor accounting solution.

Scenarios

- Vendor invoice
- Credit memo
- Down payment
- Vendor advance
- Partial payment
- Residual payment
- Manual payment
- Automatic payment
- House bank
- Payment method
- DME Settings

Sprint 10 — Cost Centre & Internal Order Implementation

Business Requirements

- Cost Centre structure
- Cost Centre groups
- Activity Types
- Statistical Key Figures
- Internal Orders

Business Scenarios

- Expense posting
- Cost allocation
- Distribution
- Assessment
- Activity allocation
- Internal order settlement

Sprint 11 — Profit Centre & Management Reporting

Management wants profitability by business segment.

Requirements

- Profit Centre structure
- Profit Centre assignments
- P&L by Profit Centre
- Balance Sheet by Profit Centre
- Segment reporting

Sprint 12 — Manufacturing & Product Costing

Business Scenario

The client manufactures products.

Master Data

- BOM
- Routing
- Work Centre
- Activity Types
- Production Version

Product Costing

BOM → Routing → Activities → Overhead → Standard Cost

Consultant Activities

- Understand costing requirements
- Prepare costing structure
- Execute standard cost estimate
- Analyse cost component structure
- Analyse production cost

Sprint 13 — Production Accounting & Variance Analysis

Process

Production Order → Material Consumption → Activity Confirmation → Finished Goods → Variance → Settlement

Analyse:

- Planned cost
- Actual cost
- Production variance
- Material variance
- Activity variance
- Overhead variance
- Settlement

Sprint 14 — Order-to-Cash Implementation

Business Process

Sales Order → Delivery → PGI → Billing → Customer Receivable → Receipt

FICO Focus

- Customer accounting
- Revenue
- COGS
- Inventory
- Tax
- Account determination

Integration

SD ↔ FI

Project Issues

- Billing accounting error
- Wrong revenue account
- Customer reconciliation issue
- Incorrect tax
- PGI accounting issue

Sprint 15 — COPA & Profitability Analysis

Management wants to know:

Which products/customers are generating profit?

Business Requirements

- Revenue analysis
- COGS
- Production cost
- Contribution margin
- Customer profitability
- Product profitability
- Profit Centre profitability

Integration

SD → FI → CO → Product Costing → Material Ledger → COPA

Sprint 16 — Accounts Receivable

Scenarios

- Customer invoice
- Customer advance
- Incoming payment
- Credit memo
- Debit memo
- Partial payment
- Residual payment
- Customer clearing
- Dunning

Deliverable

- Complete O2C/AR Test Scenario

Sprint 17 — Asset Accounting Implementation

The client has fixed assets that need to be managed in SAP.

Business Requirements

- Asset classes
- Depreciation areas
- Depreciation keys
- Account determination

Business Scenarios

- Asset acquisition
- Asset purchase through PO
- Asset acquisition without PO
- AUC
- AUC settlement
- Asset transfer
- Asset retirement
- Asset sale
- Depreciation

Project Issues

- Depreciation error
- Account determination error
- Asset posting error
- Depreciation area issue

Sprint 18 — Material Ledger & Actual Costing

Client wants actual product cost analysis.

Project Scope

- Material Ledger
- Price differences
- Consumption
- Periodic Unit Price
- Actual Costing
- CKMLCP
- Material Ledger closing

Project Scenario

Analyse why the actual cost of a manufactured product differs from its standard cost.

Sprint 19 — Month-End Closing Project

Closing Checklist

1. Vendor reconciliation
2. Customer reconciliation
3. GR/IR review
4. Bank reconciliation
5. Open item clearing
6. Accruals
7. Foreign currency valuation
8. Depreciation
9. Cost centre allocations
10. Activity allocation
11. Production settlement
12. Variance analysis
13. Material Ledger closing
14. COPA review
15. Balance Sheet review
16. P&L review

Sprint 20 — Integration Testing

End-to-End Scenarios

P2P

PO → GR → MIRO → Vendor Payment

O2C

Sales Order → PGI → Billing → Customer Receipt

Manufacturing

Production → Consumption → Confirmation → FG → Settlement

Asset

Acquisition → Depreciation → Retirement

R2R

Posting → Closing → Reporting

Profitability

Sales → COGS → Cost → Margin → COPA

Sprint 21 — Real Project Issue Resolution

This is where your course can become significantly different from ordinary FICO training.

Give participants **problems instead of instructions**.

For example:

"MIRO is posting to the wrong account. Find the reason."

"GR/IR is not clearing. Analyse the transaction."

"Depreciation amount is incorrect. Identify the cause."

"Production order variance is unexpectedly high."

"Revenue is going to the wrong G/L."

"Profit Centre is missing from the accounting document."

Sprint 22 — Functional Specification & Change Request

Give participants a new client requirement.

For example:

"For selected expense accounts, Cost Centre should be mandatory."

Participant must:

1. Understand requirement
2. Identify solution
3. Determine whether standard SAP can fulfil it
4. Design validation/substitution
5. Prepare functional specification
6. Prepare test scenarios
7. Execute testing
8. Document result

Sprint 23 — Cutover & Go-Live

Prepare the project for Go-Live.

Activities

- Master data readiness
- Open balances
- Customer balances
- Vendor balances
- Asset balances
- Bank balances
- G/L balances
- Reconciliation
- Cutover checklist
- Go-Live activities