

SAP P2P INVENTORY MANAGEMENT & O2C

“Mastering End-to-End SAP Procurement and Sales Cycles for Operational and Inventory Excellence”

Schedule

Date	Venue	Fees (Face-to-Face)
07 - 11 Sep 2026	Dubai, UAE	USD 3495 per delegate

► Available delivery methods: Face-to-Face & Online Training

Introduction

Efficient management of procurement-to-pay (P2P) and order-to-cash (O2C) processes is critical to controlling inventory, improving service levels, and optimizing cash flow. SAP plays a central role in enabling these operations by digitizing and integrating workflows across departments.

This intensive 5-day program provides a comprehensive, hands-on understanding of SAP P2P and O2C cycles within inventory and logistics environments. Participants will gain functional knowledge, navigation skills, and configuration insights into SAP modules for purchasing, inventory control, order management, invoicing, and reporting.

Objectives

By the end of this course, participants will be able to:

- Understand the full SAP P2P and O2C lifecycles and key touchpoints.
- Execute SAP transactions related to procurement, GRN, inventory, sales orders, and billing.
- Interpret master data, document flow, and integration across logistics and finance.
- Apply inventory management techniques and movement types in SAP.
- Monitor stock levels, receipts, returns, and invoicing through real-time SAP reporting.
- Analyze business performance using SAP-generated reports and KPIs.

Why Attend

- Learn how SAP supports core procurement, inventory, and sales activities.
- Improve speed and accuracy in purchasing, stock handling, and billing.
- Understand document flows and troubleshoot processing errors.
- Align your department with best practices in SAP-driven logistics.
- Enhance your professional capability with practical SAP expertise.

Target Audience

This program is designed for:

- Inventory and procurement officers using or migrating to SAP
- Supply chain professionals and logistics planners
- Order management, billing, and finance support teams
- SAP end users from operations, warehouses, or sales support
- Professionals seeking functional SAP knowledge in P2P and O2C

Individual Benefits

Key competencies that will be developed include:

- SAP process execution and transactional flow
- Inventory monitoring and movement tracking
- Procurement and order cycle comprehension
- Document control and system-based reporting
- Functional SAP fluency in supply chain operations

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Better transactional accuracy in procurement and sales processes
- Reduced delays in goods receipt, invoicing, and customer delivery
- Improved SAP utilization and user confidence
- Tighter integration between purchasing, inventory, and sales teams
- Increased operational visibility and reporting consistency

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Functional Walkthroughs – Guided SAP P2P and O2C process flows
- Live Demonstrations – System navigation, document tracking, and reporting
- Interactive Exercises – Realistic transaction processing in SAP simulation
- Group Activities – Solving common process issues in SAP
- Templates – SAP document guides, workflows, and movement logs
- Coaching – Expert-led feedback on practice sessions

MAWA EVENTS

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM - 3:30 PM

Daily Format : 3-4 Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 - 02:00

Day 1: Financial Analysis & Interpretation

- **Module 1: Understanding Financial Statements** (07:30 - 09:30)
 - Overview of the Income Statement, Balance Sheet, and Cash Flow Statement
 - Purpose and structure of each financial report
 - Interconnection of financial statements for analysis
- **Day 1: SAP Basics, Master Data & P2P Overview**
- **Module 1: Introduction to SAP & Navigation**
 - SAP ERP structure and key modules
 - SAP GUI navigation and common T-Codes
 - Role-specific screen configuration
- **Module 2: Master Data for Procurement & Inventory**
 - Material master, vendor master, purchasing info records
 - Storage locations, plants, and valuation setup
 - Importance of clean master data
- **Module 3: P2P Cycle in SAP**
 - Purchase requisitions and purchase orders
 - Goods receipt, invoice verification (MIRO), and GRN (MIGO)
 - Transaction flow and document traceability
- **Module 4: Simulation - End-to-End P2P Cycle Execution**
 - Participants simulate PR to invoice process in guided lab

Day 2: Inventory Management & Movement Tracking

- **Module 5: SAP Inventory Movements**
 - Goods issues, transfers, returns, and adjustments
 - Movement types (101, 122, 301, etc.)
 - Real-time stock monitoring
- **Module 6: Physical Inventory and Reconciliation**
 - Inventory count, postings, and stock discrepancies
 - Reports: MB52, MB5B, and MMBE
- **Module 7: Material Document Handling & Troubleshooting**
 - Document flow analysis
 - Common inventory errors and SAP resolutions
- **Module 8: Workshop - Inventory Problem Solving**
 - Group activity to resolve transaction issues

Day 3: O2C Process and Sales Operations in SAP

- **Module 9: SAP O2C Process Overview**
 - Customer master data and sales area setup
 - Sales order processing (VA01), delivery (VL01N), and billing (VF01)
- **Module 10: Delivery, Picking, and Goods Issue**
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Delivery creation and outbound logistics

- Warehouse movement and goods issue posting
- **Module 11: Invoicing and Credit Management**
- Billing types, invoice lists, and financial integration
- Credit blocks, payment terms, and dispute handling
- **Module 12: Simulation - Complete O2C Process**
- Participants complete full order-to-cash process

Day 4: Integration, Reporting & User Support

- **Module 13: SAP Process Integration**
- Linkages between MM, SD, and FI modules
- Document traceability across departments
- **Module 14: Error Management and User Issues**
- Master data inconsistencies
- Price mismatches, blocked invoices, and quantity issues
- **Module 15: Reporting and Dashboards**
- Use of SAP reports (ME2N, MB51, VA05)
- Custom queries and report creation
- **Module 16: Hands-On - Reporting and Analysis Exercise**
- Participants build sample reports and dashboards

Day 5: Audit, Compliance & Optimization

- **Module 17: SAP Controls and Audit Readiness**
- Workflow approvals and document logs
- Tracking user access and segregation of duties
- **Module 18: P2P & O2C Optimization Opportunities**
- Best practices in SAP usage
- Streamlining cycles, reducing manual touchpoints
- **Module 19: Case Study - SAP Cycle Improvement**
- Teams propose improvements based on audit scenarios
- **Module 20: Final Recap and Certification Briefing**
- Review, feedback, and participant Q&A

Certification

Participants who complete the program will receive a Certificate of Completion in **SAP P2P Inventory Management & O2C**, validating their operational proficiency in SAP logistics, procurement, and sales cycles.

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