



Universal Allocation in S/4HANA

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Agenda

I.

Motivation

- II. Vision
- III. Current Scope of Universal Allocation
- IV. Implementation Information
- V. Development Roadmap
- VI. Latest Release Highlight: Top Down Distribution in Universal Allocation
- VII. Questions & Answers

Motivation of Universal Allocation

Problem Statement - Why do we need a Change?



Organizations struggle to understand their allocation process:

- Complex organization structures requiring multiple views (stewardship vs business unit)
- Legal and industry challenges
- High number of cycles & segments (copy plan to actual)
- Long cycle runtime
- Complex knowledge required
- Dynamic organization boundaries



Analysts struggle to answer allocation questions:

- How did this cost get allocated to my area? (Traceability – billed in vs allocated)
- How do amounts flow across the chain of cycles and segments?
- Are the tracing factors reliable? (SKF/activity type)
- Why am I accountable for this? (controllable drivers)



Tools lack simulation capabilities:

- How would the result look like in case we merge two legal entities?
- Customers want to understand and identify possible financial effects of changed allocation rules on their financial data
- Tools are bound by operational requirements (year-to-date problem)



Tools lack state of the art visualizations:

- Limited standard reporting
- ERP transactions only based on one cycle at a time
- Difficult to explore the allocation structure holistically
- Simplify process with guided procedures, reducing effort of knowledge transfer

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VI. Latest Release Highlight: Top Down Distribution in Universal Allocation

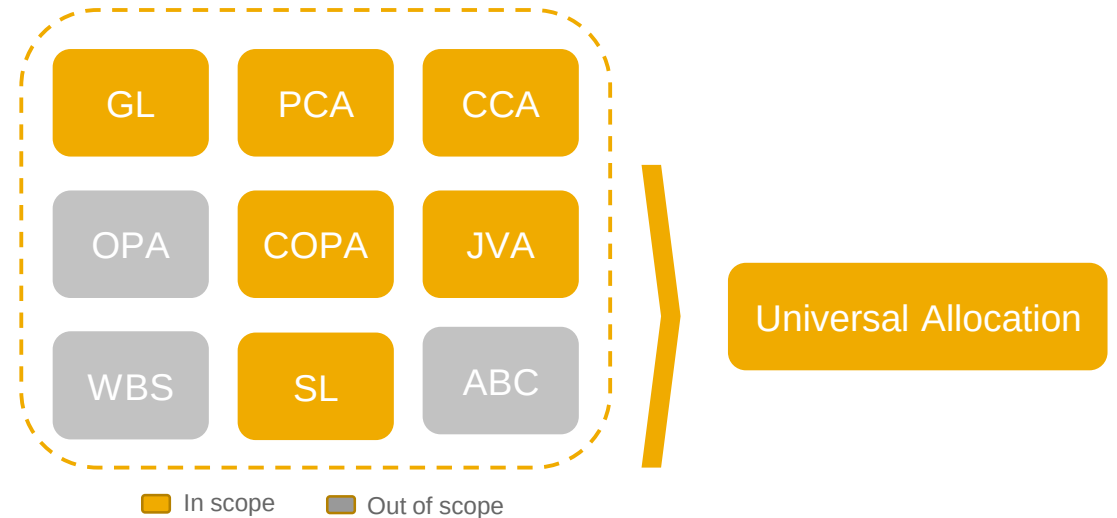
VII. Questions & Answers

Our **Vision** of Universal Allocation

Simplify Allocations by combining various capabilities under ONE umbrella...

Universal Allocation...

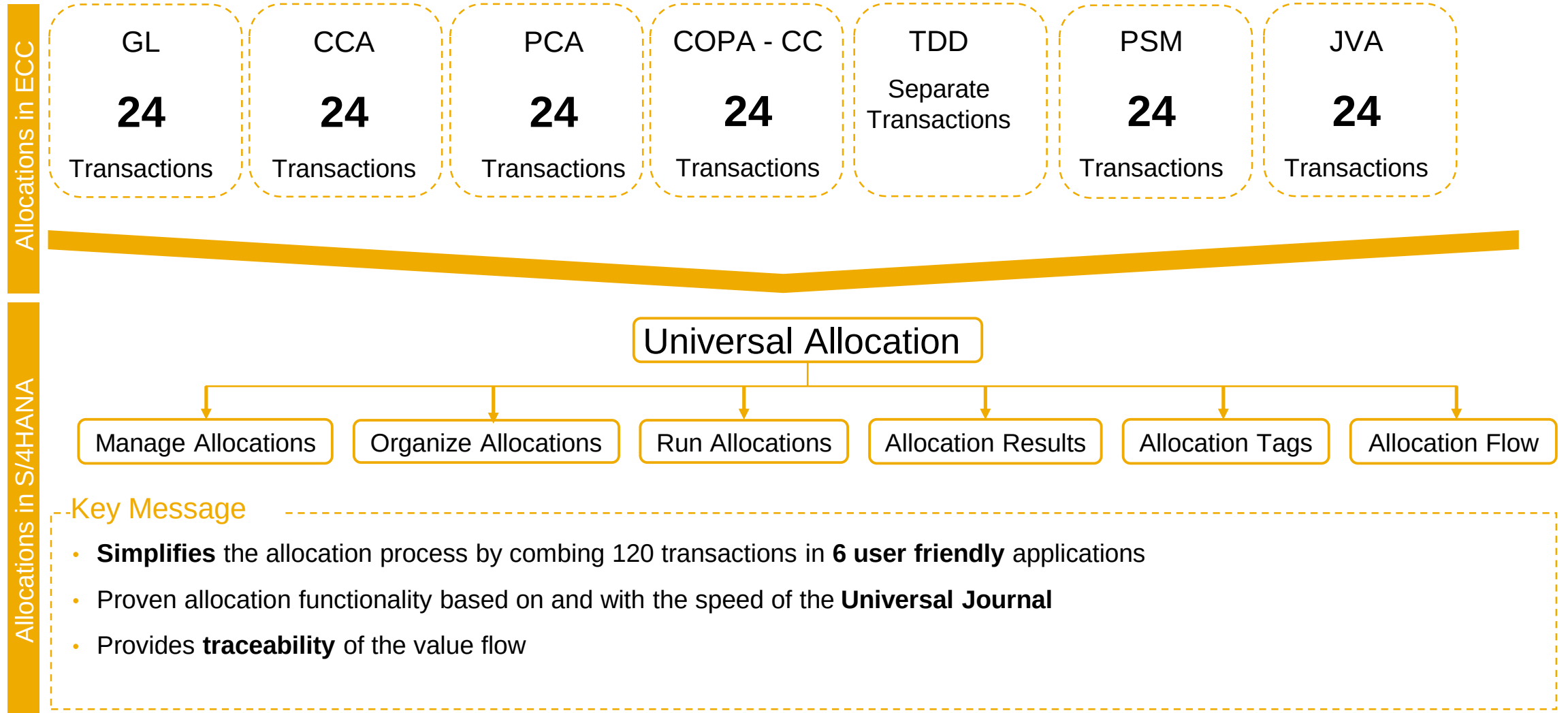
- keeps proven business logic
- provides one architecture for FI and CO allocations
- combines actual and plan
- presents data in a common structure
- provides simulation capabilities
- includes actual and predictive data (ledgers)
- provides all required reporting currencies
- shows currency breakdown
- can be enhanced / extended
- provides traceability of the value flow
- simplifies the process with guided procedures and validations



Universal Allocation will not initially cover...

- activity allocations
- settlements, e.g. of IO and WBS elements

Our Vision* of Universal Allocation



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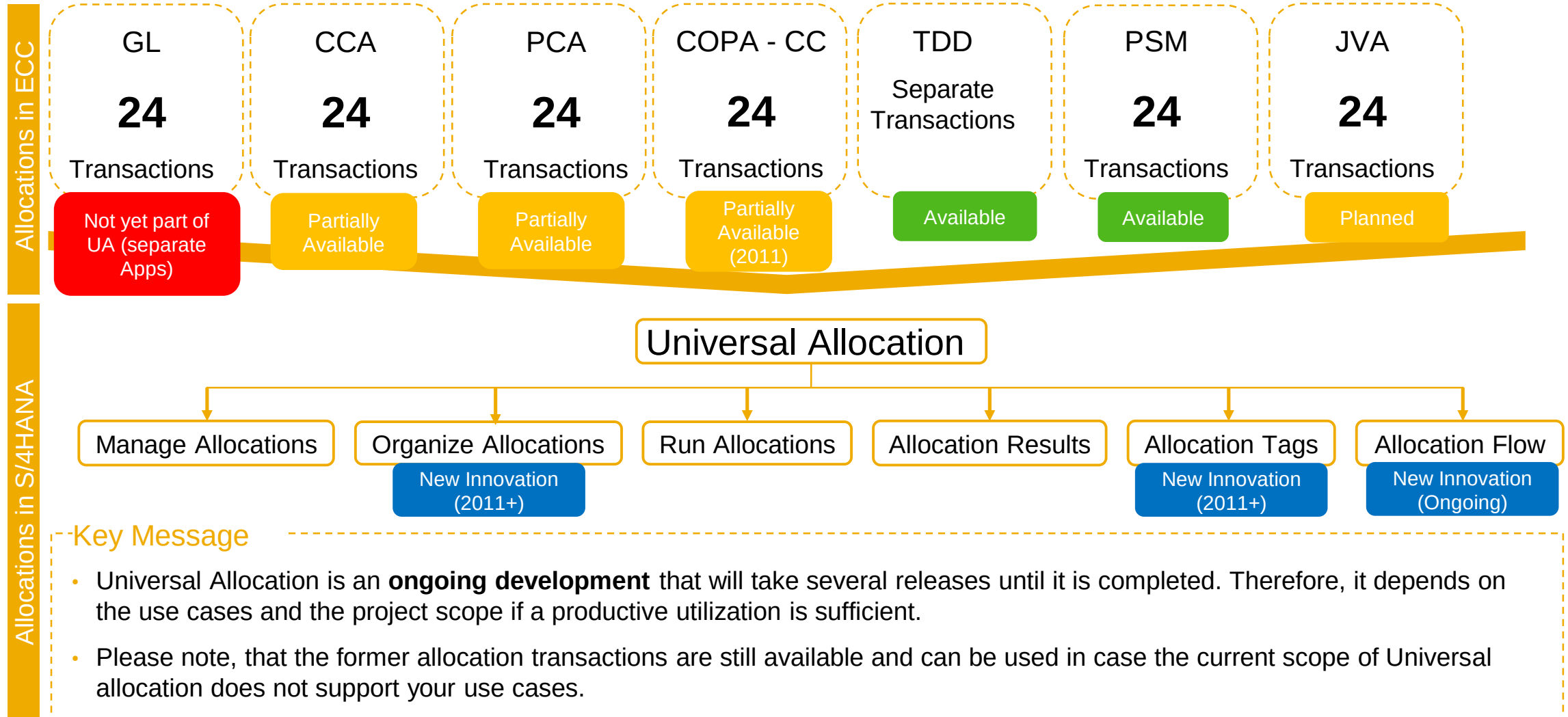
V. Development Roadmap

VI. Latest Release Highlight: Top Down Distribution in Universal Allocation

VII. Questions & Answers

Our Vision* of Universal Allocation

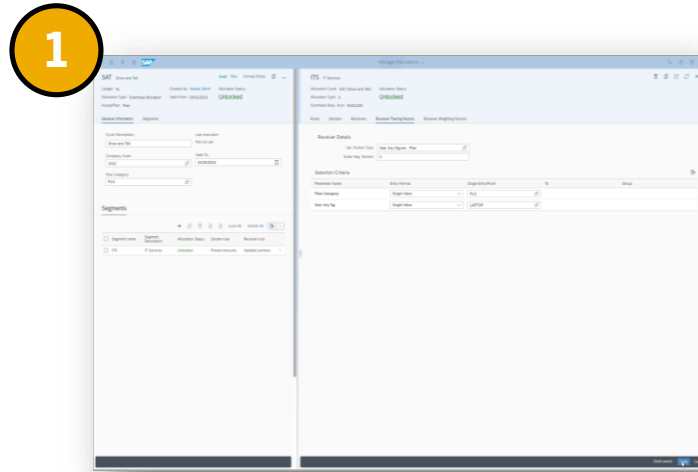
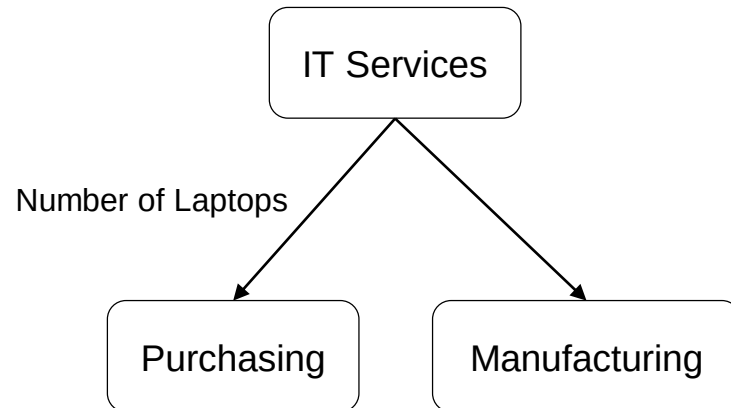
Reality check



Current Scope of Universal Allocation

Demo

1. Manage Allocations
2. Run Allocations
3. Allocation Results
4. Allocation Flow

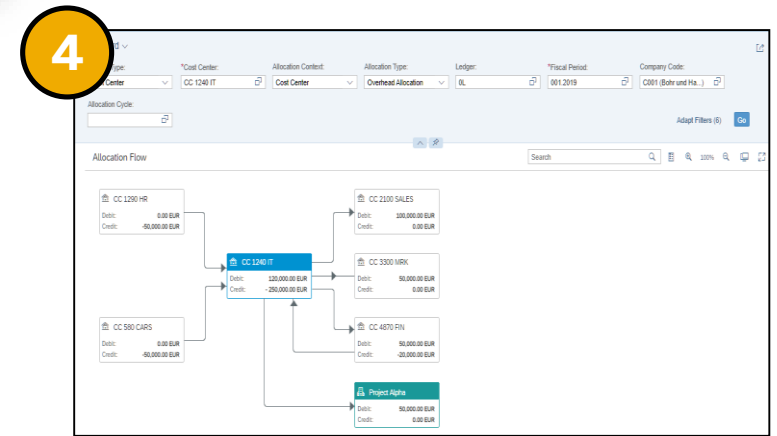


2

Cycle Group	Cycle Description	Valid From	Allocation Content	Ledger	Allocation Type	Actual Plan	Allocation Status
AC1	Test_EI	18.07.2018	Cost Centers	0L	Distribution	Actual	Unlocked
A_210604	test	21.06.2019	Cost Centers	0L	Distribution	Actual	Unlocked
CC_AC_D1	CC Actual_Distribut...	01.01.2018	Cost Centers	0L	Distribution	Actual	11.06.2019
CC_AC_D2	CC Actual_Distribut...	01.01.2018	Cost Centers	0L	Distribution	Actual	Locked
T1	Test_1	18.07.2017	Cost Centers	0L	Distribution	Actual	Unlocked
T1ST	T1ST	01.01.2019	Cost Centers	0L	Distribution	Actual	Unlocked
TZDL001	TZ DL CC Distribution	01.01.2019	Cost Centers	0L	Distribution	Actual	29.08.2019
TZDL002	Allocation using KPI	01.01.2019	Cost Centers	0L	Distribution	Actual	30.09.2019
TZDL003	TZDL002	01.01.2019	Cost Centers	0L	Distribution	Actual	30.09.2019
VV2100CC	vlog test	12.11.2019	Cost Centers	0L	Distribution	Actual	Unlocked
VV2100CC	vlog test	28.06.2019	Cost Centers	0L	Distribution	Actual	Unlocked
ZDG CC	test	28.06.2019	Cost Centers	0L	Distribution	Actual	Unlocked
ZM6_T1	test	02.01.2019	Cost Centers	0L	Distribution	Actual	Unlocked
ZM6_T2	test	01.01.2019	Cost Centers	0L	Distribution	Actual	Unlocked

3

Run Name	Allocation Content	Allocation Type	Run Date	Start Time	Test Run	Status	Reversal Status
E_run	Cost Centers	Distribution	01.01.2019	12:01:45	No	Error	
em02 pia 10 2019	Cost Centers	Distribution	12.08.2019	15:38:43	No	Completed	
em02 pia 10 2019	Cost Centers	Distribution	12.08.2019	15:30:17	Yes	Completed	
em02 pia	Cost Centers	Distribution	12.08.2019	15:26:44	Yes	Completed with warnings	
em02 pia 10 2019	Cost Centers	Distribution	12.08.2019	15:21:21	No	Completed with warnings	
em02 PLA 10 2019	Cost Centers	Distribution	12.08.2019	15:13:27	Yes	Completed with warnings	
em02 PLA	Cost Centers	Distribution	12.08.2019	15:12:16	Yes	Completed	
my custom run	Cost Centers	Overhead Allocation	08.08.2019	12:25:22	No	Completed	
My custom run	Cost Centers	Overhead Allocation	08.08.2019	12:16:31	Yes	Completed	
My Test	Cost Centers	Distribution	18.07.2019	10:19:49	Yes	Completed	
Run1	Cost Centers	Distribution	18.07.2019	09:56:23	Yes	Completed	
test	Cost Centers	Distribution	10.07.2019	09:40:08	Yes	Completed	
test	Cost Centers	Overhead Allocation	10.07.2019	09:22:20	Yes	Completed	
test1	Cost Centers	Overhead Allocation	09.07.2019	13:13:30	Yes	Error	
test	Cost Centers	Distribution	04.07.2019	12:25:53	Yes	Error	
test007010	Cost Centers	Distribution	02.07.2019	10:08:36	Yes	Error	



Current Scope of Universal Allocation Overview

Value Proposition

- High transparency and insights on the overhead allocation process even within complex organizations
- Proven allocation functionality now available with the speed of the universal journal
- Fast onboarding and productivity thru guided procedures and in-app help

Key Capabilities

- Fiori enabled, simplified and unified user experience
- Allocation Context
 - Cost Centers (Actuals & Plan)
 - Profit Centers (Actuals & Plan)
 - Margin Analysis
- Allocation Types
 - Overhead Allocation (Assessment)
 - Distribution
 - Top-Down Distribution (for actual data)
- Live Run/ Test Run
- Allocation Cycle Groups
- Reversal Jobs

The screenshot displays the SAP 'Manage Allocations' Fiori application. The top section shows a list of allocation cycles with columns for Allocation Cycle, Cycle Description, Company Code, Valid From, Allocation Context, Ledger, Created By Name, Changed By Name, Last execution, and Allocation Status. Below this, a detailed view of a specific allocation cycle (ALLOOC1) is shown, including its description, company code, valid from date, allocation context, ledger, and status. The bottom section displays the 'Segments' table, which lists segment names, descriptions, allocation statuses, sender rules, and receiver rules.

Allocation Cycle	Cycle Description	Company Code	Valid From	Allocation Context	Ledger	Created By Name	Changed By Name	Last execution	Allocation Status
ALC001	Draft	1010 (Company Code 1010)	02/28/2018	Cost Centers	OL	John OverheadAccountant	John OverheadAccountant		Unlocked
ALC001	test	1010 (Company Code 1010)	01/01/2019	Cost Centers	OL	John OverheadAccountant			Unlocked
ALLOOC1	Draft	1010 (Company Code 1010)	02/26/2019	Cost Centers	OL	John OverheadAccountant			Unlocked
ALOC1	test	1010 (Company Code 1010)	02/28/2019	Cost Centers	OL	John OverheadAccountant	John OverheadAccountant		Unlocked
A_040301	Ttest	1010 (Company Code 1010)	03/04/2019	Cost Centers	OL	John OverheadAccountant	John OverheadAccountant		Unlocked
A_2	123456789012345678901234567890	1010 (Company Code 1010)	01/29/2019	Cost Centers	OL	John OverheadAccountant	John OverheadAccountant		Unlocked
A_ZM10	Draft								
A_ZM11	Draft								
A_ZM12	Draft								
A_ZM2	Draft								
A_ZM20									
A_ZM21									
A_ZM22									

Segment Name	Segment Description	Allocation Status	Sender Rule	Receiver Rule
SEGMENT_A1	Travel costs_KMs	Unlocked	Posted amounts	Variable portions
SEGMENT_A2	Travel_costs_cargo KG	Unlocked	Posted amounts	Variable portions
SEGMENT_B1	Misc_Travel_costs	Unlocked	Posted amounts	Variable portions

Current Scope of Universal Allocation

Manage Allocations

- Manage your allocation cycles in a **simplified and unified user interface**
- Single point for maintenance of allocation cycles and segments
- Combines FI and CO** allocation cycles for plan and actuals
- Benefit** from new features like an excel upload for sender and receiver values
- Smooth navigation** to related applications e.g. Where Used List for Cost Centers or Profit Centers
- Analyze** details of individual allocation segments

Manage Allocations



Standard * ▾
Where-Used 

Allocation Context: Cost Centers  ▾

Allocation Type: ▾

Ledger: OL 

Company Code: 

Allocation Status: ▾

Allocation Cycle: 

Plan Category: 

Actual/Plan: ▾

Editing Status: ▾

Adapt Filters (3) Go

Allocation Cycles (200) ▾
Run Formal Check + ▾ 

☐	Allocation Cycle	Cycle Description	Company Code	Valid From	Allocation Context	Ledger	Created By Name	Changed By Name	Last execution	Allocation Status	
☐	ALC001	Allocation cycle 001	1010 (Company Code 1010)	02/28/2018	Cost Centers	OL	John OverheadAccountant	John OverheadAccountant		Unlocked	>
☐	Draft ALC001	test	1010 (Company Code 1010)	01/01/2019	Cost Centers	OL	John OverheadAccountant			Unlocked	>
☐	Draft ALLOC1	test issue	1010 (Company Code 1010)	02/26/2019	Cost Centers	OL	John OverheadAccountant			Unlocked	>
☐	ALOC1	test	1010 (Company Code 1010)	02/28/2019	Cost Centers	OL	John OverheadAccountant				
☐	A_040301	TEst	1010 (Company Code 1010)	03/04/2019	Cost Centers	OL	John OverheadAccountant				
☐	A_2	123456789012345678901234567890	1010 (Company Code 1010)	01/29/2019	Cost Centers	OL	John OverheadAccountant				
☐	Draft A_ZM10	test	1210 (Company Code 1210)	02/07/2019	Cost Centers	OL	John OverheadAccountant				
☐	Draft A_ZM11	Test	1010 (Company Code 1010)	02/07/2019	Cost Centers	OL	John OverheadAccountant				
☐	A_ZM12	test zm 1	1210 (Company Code 1210)	02/07/2019	Cost Centers	OL	_SAPI335259				
☐	Draft A_ZM2	TEst Marosz 2	1010 (Company Code 1010)	01/17/2019	Cost Centers	OL	John OverheadAccountant				
☐	A_ZM20	test	1010 (Company Code 1010)	02/26/2019	Cost Centers	OL	John OverheadAccountant				
☐	A_ZM21	test	1010 (Company Code 1010)	02/27/2019	Cost Centers	OL	John OverheadAccountant				
☐	A_ZM22	test	1010 (Company Code 1010)	02/27/2019	Cost Centers	OL	John OverheadAccountant				

Upload receiver values

[Download an empty template](#)
[Download a template with combinations](#)
[Download a template with combinations \(incl. descriptions\)](#)

Separator
☒ Semicolon ☐ Comma ☐ Tab

Decimal separator
☒ Decimal point ☐ Decimal comma

Upload +



No files found.

Drop files to upload, or use the "+" button.

Confirm Cancel

Current Scope of Universal Allocation

Run Allocations

- **Single point** for triggering allocation run
- **Group** Allocation Cycles
- **Order of cycles** in worklist defines order of processing
- **Reversal** Jobs

Run Allocations



Run Allocation(s) - Live Run

*Run Name: *Journal Entry Type:

*Fiscal Period From: Fiscal Period To:

Selected Allocation Cycles (14)

Allocation Cycle	Cycle Description	Allocation Context	Ledger
AC1	Test_ESI	Cost Centers	0L
A_210604	test	Cost Centers	0L
CC_AC_D1	CC Actual_Distribution1	Cost Centers	0L
CC_AC_D2	CC Actual_Distribution1	Cost Centers	0L
T1	Test_1	Cost Centers	0L
TEST	TEST	Cost Centers	0L
TZ0LDI01	TZ 0L CC Disribution	Cost Centers	0L
TZ0LDI02	Allocation using KPI	Cost Centers	0L
TZ0LDI04	TZ0LDI02	Cost Centers	0L
VV1211CC	vojta test	Cost Centers	0L

OK Cancel

Run Allocations

Create a new run Display Completed Runs Manage Allocations

Allocation Cycles

✓	Cycle/Group	Cycle Description	Valid From	Allocation Context	Ledger	Allocation Type	Actual/Plan	Executed On	Allocation Status
✓	AC1	Test_ESI	18.07.2018	Cost Centers	0L	Distribution	Actual		Unlocked
✓	A_210604	test	21.06.2019	Cost Centers	0L	Distribution	Actual		Unlocked
✓	CC_AC_D1	CC Actual_Distribut...	01.01.2018	Cost Centers	0L	Distribution	Actual	11.06.2019	Unlocked
✓	CC_AC_D2	CC Actual_Distribut...	01.01.2018	Cost Centers	0L	Distribution	Actual		Locked
✓	T1	Test_1	18.07.2017	Cost Centers	0L	Distribution	Actual		Unlocked
✓	TEST	TEST	11.10.2019	Cost Centers	0L	Distribution	Actual		Unlocked
✓	TZ0LDI01	TZ 0L CC Disribution	01.01.2019	Cost Centers	0L	Distribution	Actual	29.05.2019	Unlocked
✓	TZ0LDI02	Allocation using KPI	01.01.2019	Cost Centers	0L	Distribution	Actual	30.05.2019	Unlocked
✓	TZ0LDI04	TZ0LDI02	01.01.2019	Cost Centers	0L	Distribution	Actual	30.05.2019	Locked
✓	VV1211CC	vojta test	12.11.2019	Cost Centers	0L	Distribution	Actual		Unlocked
✓	VV2806CC	vojta test	28.06.2019	Cost Centers	0L	Distribution	Actual		Unlocked
✓	ZDG CC	test	28.06.2019	Cost Centers	0L	Distribution	Actual		Unlocked
✓	ZME_T1	Test	02.01.2019	Cost Centers	0L	Distribution	Actual		Unlocked
✓	ZME_T2	test	01.01.2019	Cost Centers	0L	Distribution	Actual		Unlocked

Current Scope of Universal Allocation

Allocation Results

- Provides analysis over the completed Allocation Runs/Test Runs
- 3 user views :
 - By Run** – list of completed run jobs and statuses, so as drill down to detailed run report
 - By Cycle** - view of cycles run statuses for selected fiscal periods
 - Run Report** - Run report provides details of sender, receivers journal entries and messages. Run report contains also new Network Graph control for visualisation of allocation interactions between senders (on the left side) and receivers (on the right side), with filtering option on both sides of relation

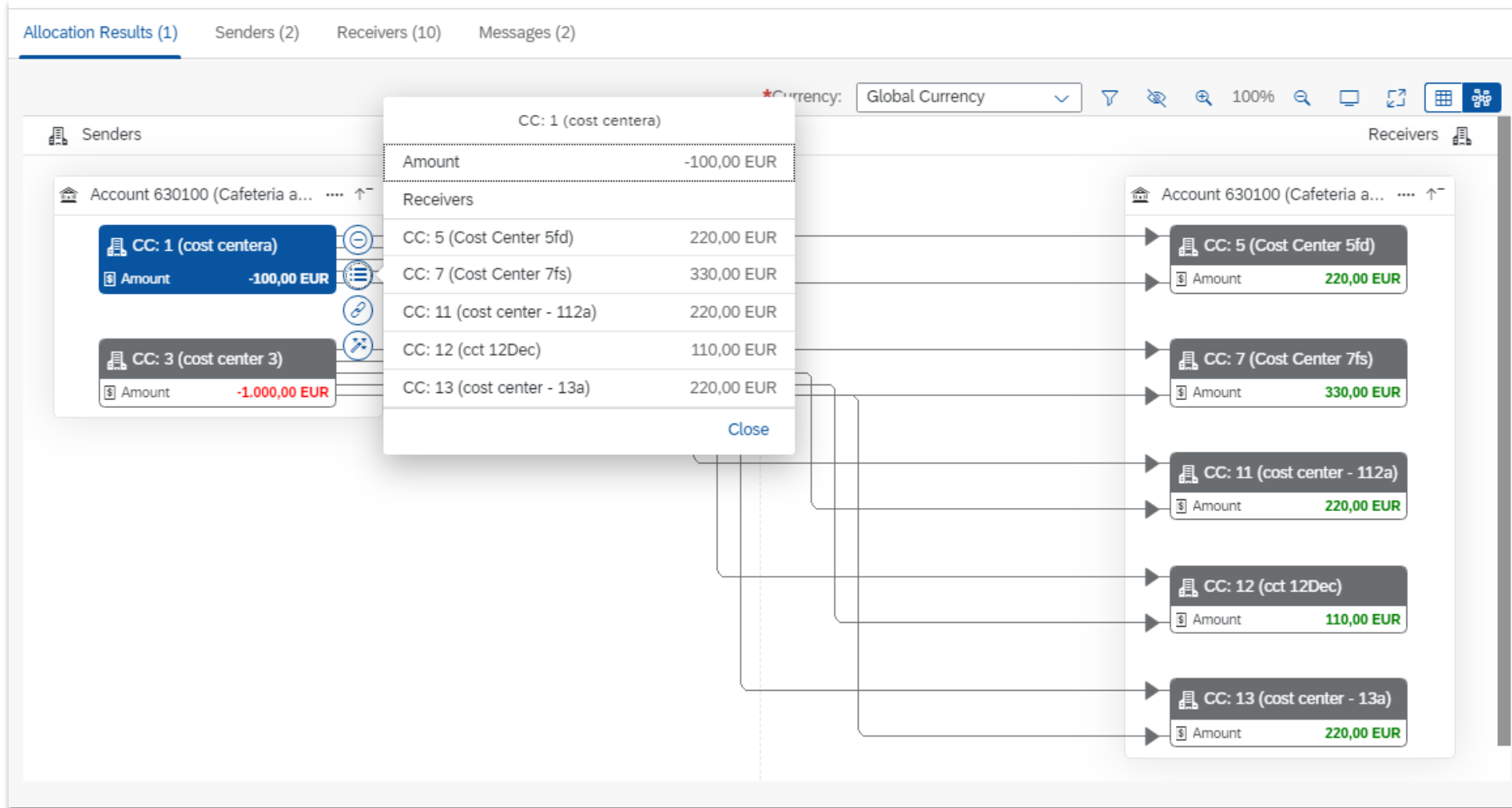
Run Name	Allocation Context	Allocation Type	Run Date	Start Time	Test Run	Status	Reversal Status
E_run	Cost Centers	Distribution	31.01.2020	12:01:45	No	Error	
em01 pla 10 2019	Cost Centers	Distribution	12.08.2019	15:30:45	No	Completed	
em01 pla 10 2019	Cost Centers	Distribution	12.08.2019	15:30:17	Yes	Completed	
em01 pla 10 2019	Cost Centers	Distribution	12.08.2019	15:26:44	Yes	Completed with warnings	
em01 pla	Cost Centers	Distribution	12.08.2019	15:21:21	No	Completed with warnings	
em01 PLA 10 2019	Cost Centers	Distribution	12.08.2019	15:13:27	Yes	Completed with warnings	
em01 PLA	Cost Centers	Distribution	12.08.2019	15:12:16	Yes	Completed with warnings	
my custom run	Cost Centers	Overhead Allocation	08.08.2019	11:25:22	No	Completed	
My custom run	Cost Centers	Overhead Allocation	08.08.2019	11:24:31	Yes	Completed	
MyTest2	Cost Centers	Distribution	18.07.2019	10:19:49	Yes	Completed	
Run1	Cost Centers	Distribution	18.07.2019	09:06:23	Yes	Completed	
test	Cost Centers	Distribution	10.07.2019	09:40:08	Yes	Completed	
test	Cost Centers	Overhead Allocation	10.07.2019	09:22:20	Yes	Completed	
run1	Cost Centers	Overhead Allocation	09.07.2019	13:13:30	Yes	Error	
test	Cost Centers	Distribution	04.07.2019	11:25:53	Yes	Error	
test020702	Cost Centers	Distribution	02.07.2019	10:08:38	Yes	Error	

Allocation Cycle	Valid From	Allocation Context	Allocation Type	Act./plan. Indicator	007.2019	008.2019	009.2019	010.2019	011.2019	012.2019
A_180602	18.06.2019	Cost Centers	Overhead Allocation	Plan	⊗	⊗	⊗	⊗	⊗	⊗
A_180603 (test 03)	11.06.2019	Cost Centers	Overhead Allocation	Plan	⊗	⊗	⊗	⊗	⊗	⊗
A_210601 (test)	21.06.2019	Cost Centers	Overhead Allocation	Plan	⊗	⊗	⊗	⊗	⊗	⊗
EM01 PLA (Cycle 1)	01.08.2019	Cost Centers	Distribution	Plan	✓	✓	✓	✓	✓	✓

Allocation Cycle	Segment name	Comp.	Ledger	Post.	Profit Center	Segment	Functional Area	Amount in Company Code Currency	Amount in Global Currency
CP2217	P100	1701	2019	7	18700 (Dummy Text)	1000_C		3.800.00 USD	3.800.00 USD
CP2217	P100	1701	2019	7	18800 (Dummy Text)	1000_C		-3.800.00 USD	-3.800.00 USD
CP2217	P100	1701	2019	7	18900 (Dummy Text)	1000_C		2.400.00 USD	2.400.00 USD
CP2217	P100	1701	2019	7	19000 (Dummy Text)	1000_C		-2.400.00 USD	-2.400.00 USD

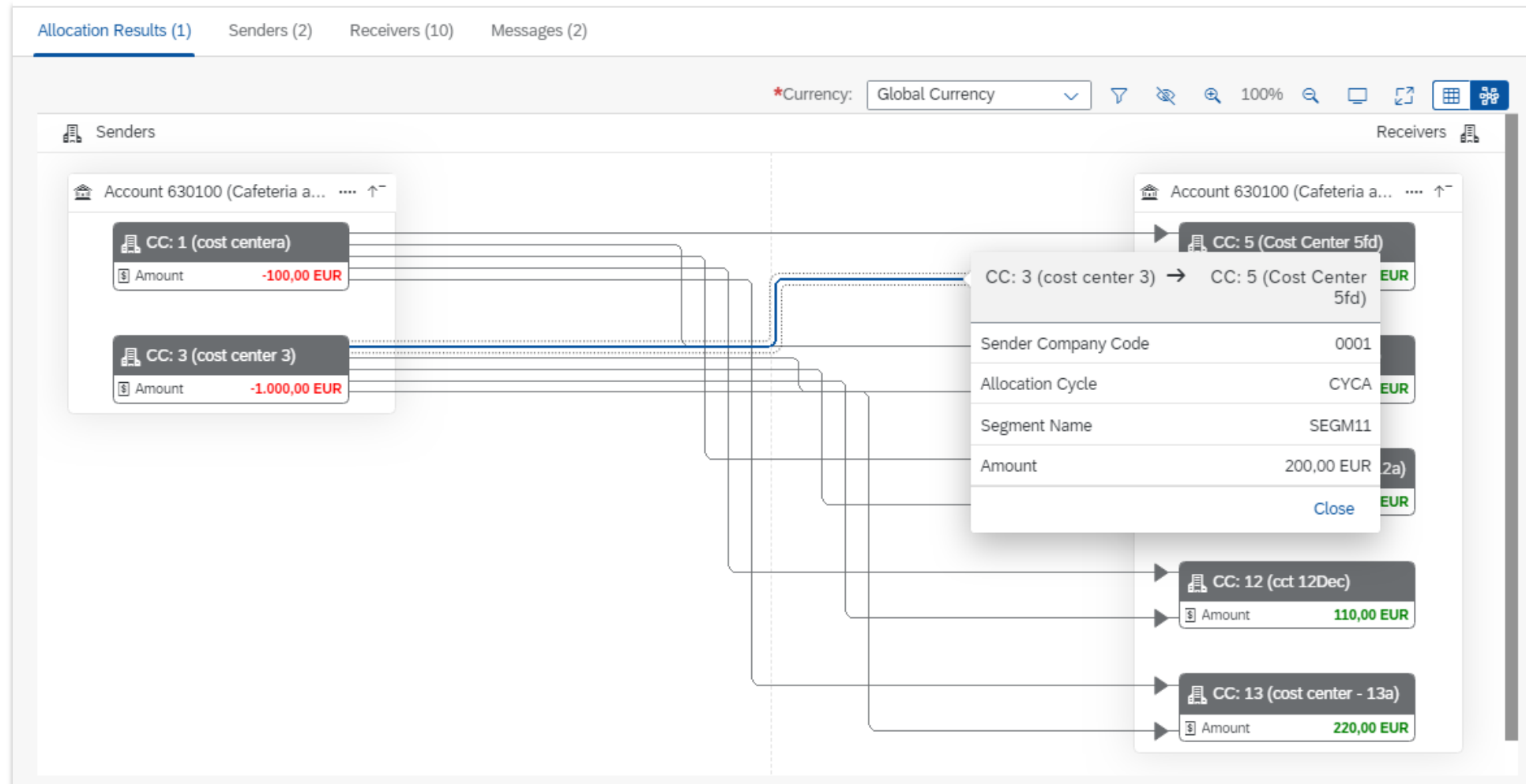
Current Scope of Universal Allocation

Allocation Results – Network Graph



Current Scope of Universal Allocation

Allocation Results – Network Graph



Current Scope of Universal Allocation

Allocation Flow

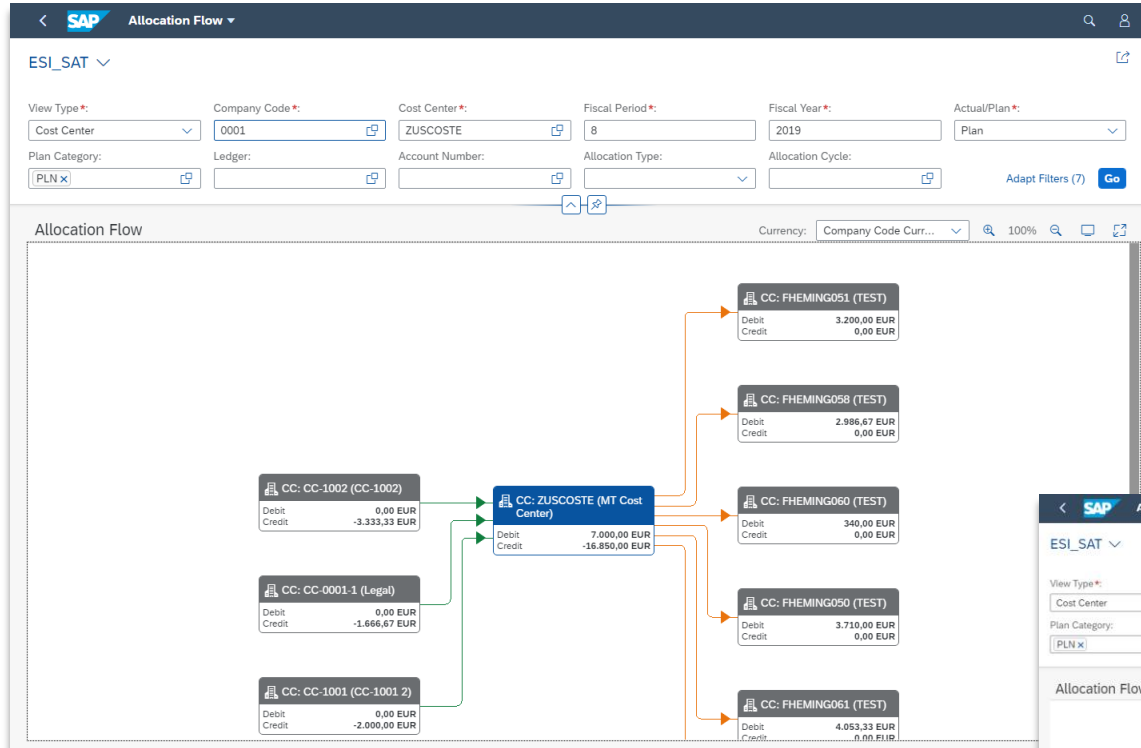
Allocation Flow



Example Scenario:

You're a controller/business user, who wants to comprehend the cost structure of a cost center in detail.

- Who is allocating which cost to the my cost center?
- Which tracing factor is used?
- Which cost elements are used?
- How does the cost flow looks like?
Where are the cost originally coming from?



The screenshot displays the 'Allocation Flow' for the cost center 'CC: ZUSCOSTE (MT Cost Center)'. It shows a detailed view of the cost structure, including the 'By Senders/Receivers' and 'By Account' tabs. The 'By Senders/Receivers' tab is selected, showing the following data:

Account Number	Sender/Receiver	Amount
416100 (Electricity (fixed))	FHEMING051 (TEST)	200,00 EUR
416200 (Electricity (vbl))	FHEMING051 (TEST)	1.200,00 EUR
416300 (Water)	FHEMING051 (TEST)	1.000,00 EUR
416400 (Gas)	FHEMING051 (TEST)	500,00 EUR
416500 (Heating oil)	FHEMING051 (TEST)	300,00 EUR
416100 (Electricity (fixed))	FHEMING050 (TEST)	-410,00 EUR
416500 (Heating oil)	FHEMING050 (TEST)	-600,00 EUR
416200 (Electricity (vbl))	FHEMING050 (TEST)	-1.200,00 EUR
416400 (Gas)	FHEMING050 (TEST)	-500,00 EUR
416300 (Water)	FHEMING050 (TEST)	-1.000,00 EUR
416500 (Heating oil)	FHEMING051 (TEST)	-300,00 EUR
416400 (Gas)	FHEMING051 (TEST)	-500,00 EUR
416300 (Water)	FHEMING051 (TEST)	-1.000,00 EUR
416100 (Electricity (fixed))	FHEMING051 (TEST)	-200,00 EUR
416200 (Electricity (vbl))	FHEMING051 (TEST)	-1.200,00 EUR
416300 (Water)	FHEMING058 (TEST)	-933,33 EUR
416100 (Electricity (fixed))	FHEMING058 (TEST)	-186,67 EUR
416200 (Electricity (vbl))	FHEMING058 (TEST)	-1.120,00 EUR
416400 (Gas)	FHEMING058 (TEST)	-466,67 EUR
416500 (Heating oil)	FHEMING058 (TEST)	-280,00 EUR
416200 (Electricity (vbl))	FHEMING059 (TEST)	-960,00 EUR
416300 (Water)	FHEMING059 (TEST)	-800,00 EUR
416400 (Gas)	FHEMING059 (TEST)	-400,00 EUR
416500 (Heating oil)	FHEMING059 (TEST)	-240,00 EUR

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Implementation Information

Current Restrictions

Universal Allocation is still under development and does currently not support:

- Iterative cycles
- Cumulative allocations
- Allocation structure
- Extensibility
- Cross company allocations

Please also note that:

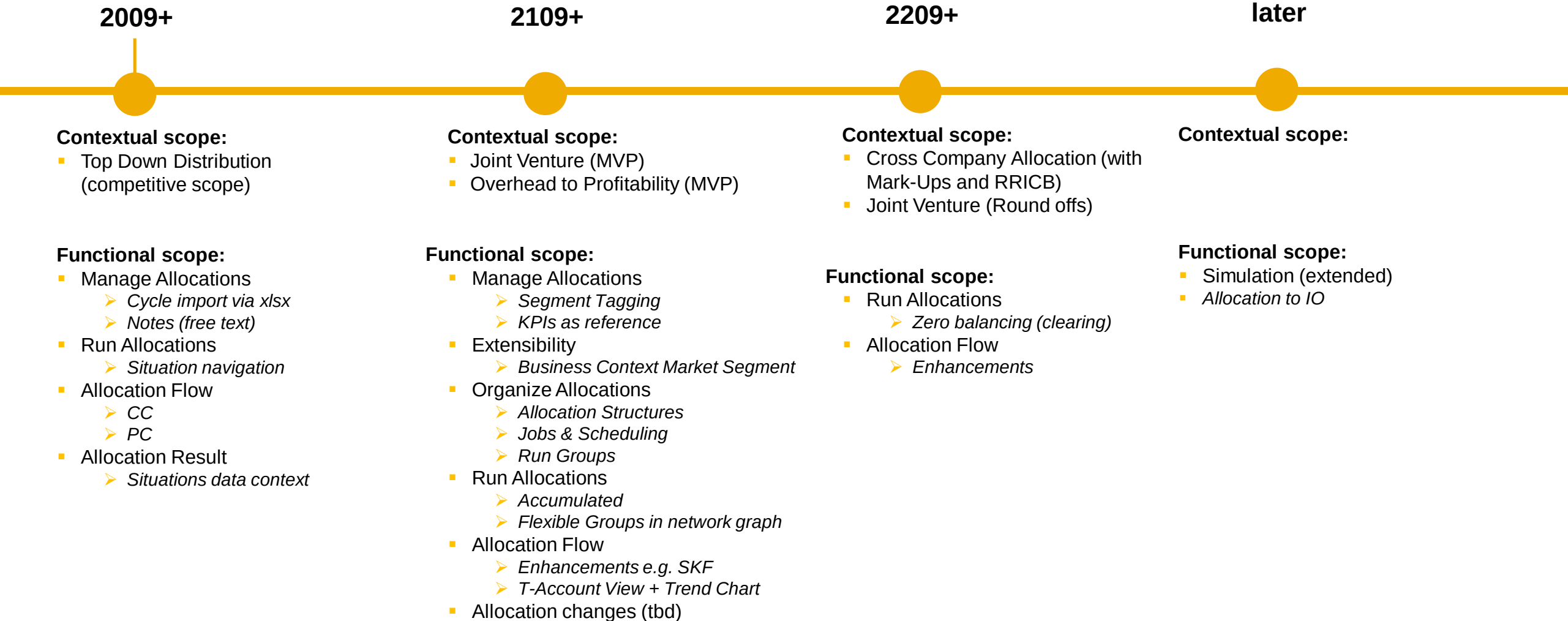
- There is no migration of existing allocation cycles
- The functionality is available via **Fiori only**
- There will be **No down port** of functionality

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Universal Allocation Development Roadmap*

Great Feature are Ahead

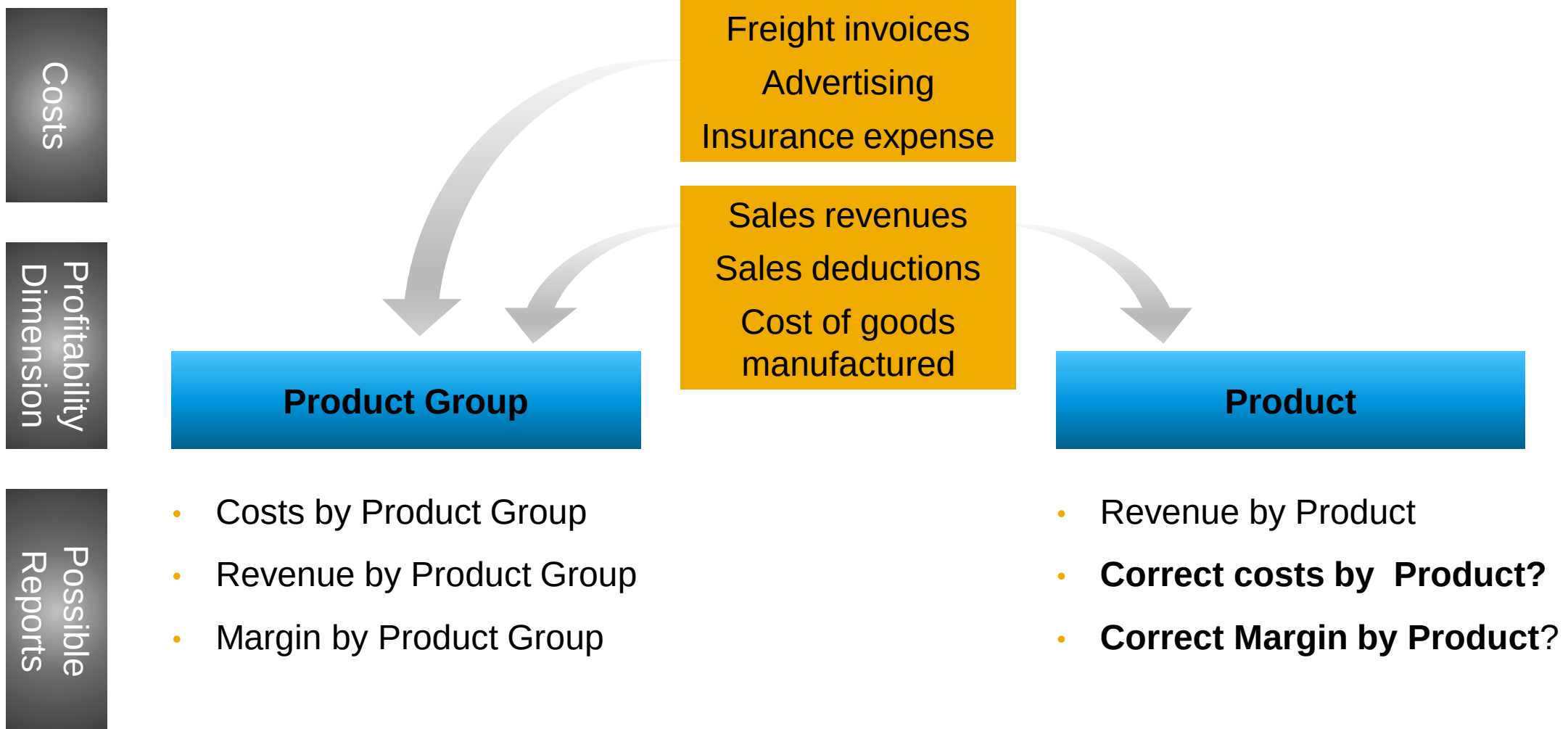


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Top-Down Distribution for Margin Analysis

Problem Statement



Top-Down Distribution for Margin Analysis

Example: Top-Down Distribute Cost by Referencing Revenue Data I

Costs on high level dimension: Product Group

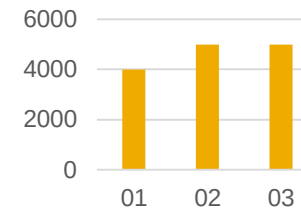
CompCode	Profit Cent	Division	Account	Account Name	ProdGrp	Product	Amount
1010	YB110	BA001	65400000	Freight Costs	1		3000
1010	YB110	BA001	63004000	Insurance Expenses	1		1000
1010	YB110	BA001	65400000	Freight Costs	2		2000
1010	YB110	BA001	65002000	Advertising Costs	2		3000
1010	YB110	BA001	65400000	Freight Costs	3		5000

Revenues on detailed dimension: Product Group + Product

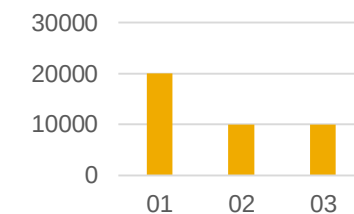
CompCode	Profit Cent	Division	Account	Account Name	ProdGrp	Product	Amount
1010	YB110	BA001	41000000	Sales Rev. Product	1	PROD1	7000
1010	YB110	BA002	41000000	Sales Rev. Product	1	PROD2	3000
1010	YB110	BA003	41000000	Sales Rev. Product	1	PROD3	4000
1010	YB110	BA004	41000000	Sales Rev. Product	1	PROD4	6000
1010	YB110	BA005	41000000	Sales Rev. Product	2	PROD5	7000
1010	YB110	BA006	41000000	Sales Rev. Product	2	PROD6	3000
1010	YB110	BA007	41000000	Sales Rev. Product	3	PROD7	1500
1010	YB110	BA008	41000000	Sales Rev. Product	3	PROD8	6000
1010	YB110	BA009	41000000	Sales Rev. Product	3	PROD9	2500

Possible reports

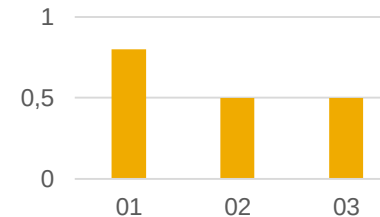
Costs by Product Group



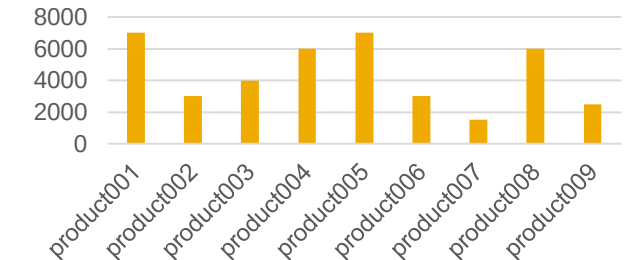
Revenue by Product Group



Margin by Product Group



Revenue by Product



Key Question: How to get more detailed insights?

- Costs by Product?
- Margin by Product?

Top-Down Distribution for Margin Analysis

Example: Top-Down Distribute Cost by Referencing Revenue Data II

Costs on high level dimension: Product Group

CompCode	Profit Cent	Division	Account	Account Name	ProdGrp	Product	Amount
1010	YB110	BA001	65400000	Freight Costs	1		3000
1010	YB110	BA001	63004000	Insurance Expenses	1		1000
1010	YB110	BA001	65400000	Freight Costs	2		2000
1010	YB110	BA001	65002000	Advertising Costs	2		3000
1010	YB110	BA001	65400000	Freight Costs	3		5000

Revenues on detailed dimension: Product Group + Product

CompCode	Profit Cent	Division	Account	Account Name	ProdGrp	Product	Amount
1010	YB110	BA001	41000000	Sales Rev. Product	1	PROD1	7000
1010	YB110	BA002	41000000	Sales Rev. Product	1	PROD2	3000
1010	YB110	BA003	41000000	Sales Rev. Product	1	PROD3	4000
1010	YB110	BA004	41000000	Sales Rev. Product	1	PROD4	6000
1010	YB110	BA005	41000000	Sales Rev. Product	2	PROD5	7000
1010	YB110	BA006	41000000	Sales Rev. Product	2	PROD6	3000
1010	YB110	BA007	41000000	Sales Rev. Product	3	PROD7	1500
1010	YB110	BA008	41000000	Sales Rev. Product	3	PROD8	6000
1010	YB110	BA009	41000000	Sales Rev. Product	3	PROD9	2500

Distribute

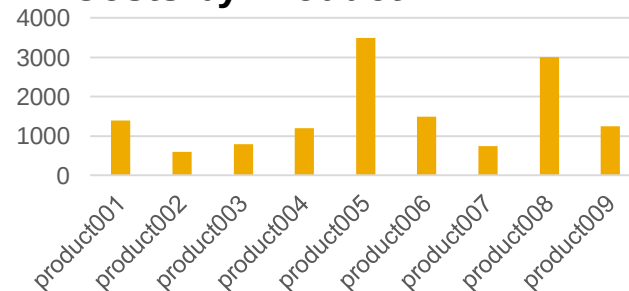
Reference

Result: Costs after Top-Down Distribution

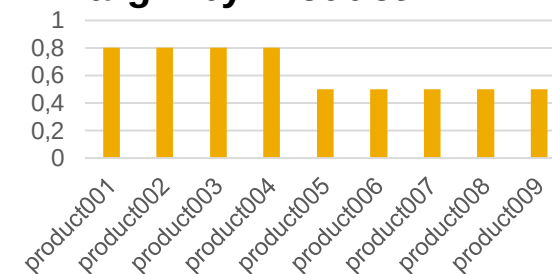
CompCode	Profit Center	Division	Account	Account Name	ProdGrp	Product	Amount
1010	YB110	BA001	65400000	Freight Costs	1	PROD01	1050
1010	YB110	BA001	65400000	Freight Costs	1	PROD02	450
1010	YB110	BA001	65400000	Freight Costs	1	PROD03	600
1010	YB110	BA001	65400000	Freight Costs	1	PROD04	900
1010	YB110	BA001	63004000	Insurance Expe	1	PROD01	350
1010	YB110	BA001	63004000	Insurance Expe	1	PROD02	150
1010	YB110	BA001	63004000	Insurance Expe	1	PROD03	200
1010	YB110	BA001	63004000	Insurance Expe	1	PROD04	300
1010	YB110	BA001	65400000	Freight Costs	1	PROD05	1400
1010	YB110	BA001	65400000	Freight Costs	2	PROD06	600
1010	YB110	BA001	65400000	Advertising Cos	2	PROD05	2100
1010	YB110	BA001	65400000	Advertising Cos	2	PROD06	900
1010	YB110	BA001	65400000	Freight Costs	2	PROD07	750
1010	YB110	BA001	65400000	Freight Costs	3	PROD08	3000
1010	YB110	BA001	65400000	Freight Costs	3	PROD09	1250

More detailed insights
after Top-Down Distribution

Costs by Product



Margin by Product



Top-Down Distribution for Margin Analysis

Introducing a new allocation context and allocation type

Manage Allocations



SAP Manage Allocations

Standard * ▾

Where-Used []

Search []

Allocation Context: ▾

Editing Status: All ▾

Allocation Type: ▾

Ledger: []

Plan Category: []

Cost Centers

Profit Centers

Profitability Analysis

Top Down Distribution

Overhead Allocation

Distribution

Adapt Filters (1) Go

Allocation Cycles (0) Standard ▾

Run Check Cycle + ▾ [] [] [] [] []

Create a new cycle

*Allocation Cycle: TDDCYC9

*Cycle Description: Test top-down distribution

*Allocation Context: Profitability Analysis ▾

*Controlling Area: A000 []

*Ledger: 0L []

*Allocation Type: Top Down Distribution ▾

*Valid From: 01/01/2019 []

*Actual/Plan: Actual ▾

*Valid To: 12/31/2019 []

*Plan Category: []

*Top-Down Template: [] []

Create Cancel

Items

Top-Down Template	Allocation Context	Template Description	Operat...
TDCUSTOMER	ACDOC_PA	Distribute by Customer	A000
TDPRODUCT	ACDOC_PA	Distribute by Product	A000
TDPRODUCT&CUSTOMER	ACDOC_PA	Distribute by Customer and Pro	A000

Three pre-defined top-down distribution templates

- ❖ Distribute by customer
- ❖ Distribute by product
- ❖ Distribute by customer and product

Top-Down Distribution for Margin Analysis

Manage Allocation for Top-Down Distribution I

Manage Allocations



SEG1 Test TDD

Allocation Cycle: TDDCYC9 (Test top-down distribution) Allocation Status: **Unlocked**

Allocation Type: Top Down Distribution

Rules Senders Sender Details Receivers Receiver Basis

Segment Description:
Test TDD

Sender Details Receiver Basis

*Sender Rule: Posted amounts *Receiver Rule: Variable portions

SEG1 Test TDD

Allocation Cycle: TDDCYC9 (Test top-down distribution) Allocation Status: **Unlocked**

Allocation Type: Top Down Distribution

Rules **Senders** Sender Details Receivers Receiver Basis

Senders (2)

Type	Field Name	Parameter Name	Value Type	S
↗	KUNNR	Customer	Initial	
↗	MATNR_COPA	Product Sold	Initial	

SEG1 Test TDD

Allocation Cycle: TDDCYC9 (Test top-down distribution) Allocation Status: **Unlocked**

Allocation Type: Top Down Distribution

Rules Senders **Sender Details** Receivers Receiver Basis

Senders (13)

Type	Field Name	Parameter Name	Value Type	Single Entry/From	To
📄	KDGRP	Customer Group	Interval ▼	01 📄	03
📄	LAND1	Country	All values ▼		
📄	MATKL	Product Sold Group	Single Value ▼	YBFA08 📄	
📄	PRCTR	Profit Center	All values ▼		
📄	RACCT	Account Number	Single Value ▼	92105300 📄	

SEG1 Test TDD

Rules Senders Sender Details **Receivers** Receiver Basis

Receivers (2)

Type	Field Name	Parameter Name	Value Type	Single Entry/
↗	KUNNR	Customer	All values ▼	
↗	MATNR_COPA	Product Sold	All values ▼	

Top-Down Distribution for Margin Analysis

Manage Allocation for Top-Down Distribution II

Manage Allocations



Rules Senders Sender Details Receivers **Receiver Basis**

Receiver Details

Reference Ledger: OL

Scale Neg. Factors: Absolute value (negative to positive)

*Var. Portion Type: Actual Local Currency

*Plan Category:

*Base Unit of Measure:

Selection Criteria (13)

Type	Field Name	Parameter Name	Value Type	Single Entry/From	To	Group	Reference Base
	KDGRP	Customer Group	Interval	01	03		
	LAND1	Country	All values				
	MATKL	Product Sold Group	Single Value	YBFA08			
	PRCTR	Profit Center	All values				
	RACCT	Account Number	Single Value	41000000			

For characteristics which are defined as 'Retain and Relevant to Reference', if values are different between sender and reference, you are able to maintain 'Reference Base Mapping' to connect sender and reference data.

Reference Base Mapping

Account Number

Sender Data			Reference Data		
Value Type	Single Entry/From	To	Group	Value Type	Single Entry/From
Single Value	0092105300			Single Value	0041000000

Top-Down Distribution for Margin Analysis

Run Allocation and Allocation Result for Top-Down Distribution

Run Allocations



Run Allocation(s) - Test Run

*Run Name: Cumulate Ref. Periods: ☐

*Fiscal Period From: Fiscal Period To:

*Ref. Period From: Ref. Period To:

Selected Allocation Cycles (1)

Allocation Cycle	Cycle Description	Allocation Context	Ledger
TDDCYC8	Test TDD	Profitability Analysis	0L

TDDTESTRUN001

Fiscal Period: 009.2019 Allocation Context: Profitability Analysis Status: **Completed**
Reference Period: 009.2019 Allocation Type: Top Down Distribution
Run Date: 22.10.2019 Actual/Plan: Actual
Errors/Warnings: 0 Ledger: 0L

Allocation Results (1) Senders (1) Receivers (2) Messages (5)

Allocation Cycle	Segment Name	Posting Period	Account Number	Customer Group	Customer	Amount in Company Code Currency
TDDCYC8	TD10151	9	615000	01		300,00 EUR

Allocation Results (1) Senders (1) Receivers (2) Messages (5)

Allocation Cycle	Segment Name	Posting Period	Account Number	Customer Group	Customer	Amount in Company Code Currency
TDDCYC8	TD10151	9	615000	01	1665	214,29 EUR
TDDCYC8	TD10151	9	615000	01	1664	85,71 EUR

Agenda

- I. Motivation
- II. Vision
- III. Current Scope of Universal Allocation
- IV. Implementation Information
- V. Development Roadmap
- VI. Leverage latest innovations in SAP S/4HANA Cloud
- VII. 1911 Release Highlight: Top Down Distribution in Universal Allocation
- VIII. Questions & Answers**

Questions and Answers

What else would you like to know?



Summary

What do you should take away from this session?

- SAP has **significantly innovated allocations** in terms of
 - Usability
 - Process
 - Flexibility
 - Insights
- Fully **integrated with the Universal Journal** in SAP S/4HANA
- More innovations are under development and are delivered in lock-step with SAP S/4HANA deliveries
- Ease of implementation and fast user on-boarding ensure fast time to value

Thank you.

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