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| Test Script  SAP S/4HANA - 18-09-20 | public |
| Predictive Analytics Model Training - Sales (2YJ) |

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# Purpose

With this scope item, you can utilize the embedded predictive analytics functionality in the SAP S/4HANA sales business processes.

The scope item provides the following functionalities in different business scenarios:

The Quotation Conversion Rates scenario provides reliable predictions for the sales manager or sales representative to monitor the probability of a sales quotation being converted to a sales order, assisting the sales manager to plan more reliably.

With the SAP Fiori app Predicted Delivery Delay, a sales representative can monitor the current delivery performance situation, and instantly recognize the effect of the delivered-as-requested ratio of sales orders, to prevent a critical delay of delivered goods, and thus increase customer satisfaction.

This document provides a detailed procedure for testing this scope item after solution activation, reflecting the predefined scope of the solution. Each process step, report, or item is covered in its own section, providing the system interactions (test steps) in a table view. Steps that are not in scope of the process but are needed for testing are marked accordingly. Project-specific steps must be added.

# Prerequisites

This section summarizes all the prerequisites for conducting the test in terms of systems, users, master data, organizational data, other test data and business conditions.

## System Access

|  |  |
| --- | --- |
| System | Details |
| System | Accessible via SAP Fiori launchpad. Your system administrator provides you with the URL to access the various apps assigned to your role. |

## Roles

Assign the following business roles to your individual test users. Alternatively, if available, you can create business roles using the following spaces with pages and predefined apps for the SAP Fiori launchpad and assign the business roles to your individual test users.

Note These roles or spaces are examples provided by SAP. You can use them as templates to create your own roles or spaces.

For more information about business roles, refer to Assigning business roles to a user in the [Administration Guide to Implementation of SAP S/4HANA with SAP Best Practices](https://help.sap.com/viewer/S4HANA2020_AdminGuide) .

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Name (Role) | ID (Role) | Description (Space) | ID (Space) | Log On |
| Analytics Specialist | SAP\_BR\_ANALYTICS\_SPECIALIST |  |  |  |
| Sales Manager | SAP\_BR\_SALES\_MANAGER | Sales Management | SAP\_BR\_SALES\_MANAGER |  |
| Internal Sales Representative | SAP\_BR\_INTERNAL\_SALES\_REP | Internal Sales | SAP\_BR\_INTERNAL\_SALES\_REP |  |

## Business Conditions

Follow the procedures described in the scope following items to create corresponding business data if needed.

|  |  |
| --- | --- |
| Scope item | Business Condition |
| BD9 - Sell from Stock | Follow the scope item to create the corresponding business data. |
| BDG - Sales Quotation | Follow the scope item to create the corresponding business data. |
| 1O0 - Planning Apps for Sales | Follow the scope item to create the corresponding business data. |

# Overview Table

This scope item consists of several process steps provided in the following table.

If your system administrator has enabled spaces and pages on the SAP Fiori launchpad, the homepage will only contain the essential apps for performing the typical tasks of a business role.

You can find all other apps not included on the homepage using the search bar.

If you want to personalize the homepage and include the hidden apps, navigate to your user profile and choose Settings > App Finder .

|  |  |  |  |
| --- | --- | --- | --- |
| Process Step | Business Role | App/Transaction | Expected Results |
| [Train Predictive Model](#unique_7) [page ] 6 | Analytics Specialist | Predictive Models (F1837) | The model is trained successfully. |
| [Quotation Conversion Rates – Predicted](#unique_8) [page ] 9 | Sales Manager | Quotation Conversion Rates - Valid/Not Completed (F1904) | The app is running correctly. |
| [Predicted Delivery Delay](#unique_9) [page ] 10 | Internal Sales Representative | Predicted Delivery Delay - No. of Order Items (F3408) | The app is running correctly. |

# Test Procedures

This section describes test procedures for each process step that belongs to this scope item.

## Train Predictive Model

Purpose

You can use Predictive Models (F1837) to administrate the life cycle of a predictive model with your own data. Train a model to produce a model version, retrain model versions, validate, and activate predictive models in order to return a predictive result.

Please refer to the documentation on SAP Help Portal to perform the steps and gain more detailed information like the Model Status and Model Version Report.

[SAP S/4HANA](https://help.sap.com/s4hana) > English (under Product Assistance) > Cross Components > Analytics > Predictive Analytics integrator (PAi) > Predictive Models App .

### Train a Model

Test Administration

Customer project: Fill in the project-specific parts.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Test Case ID | <X.XX> | Tester Name |  | Testing Date | Enter a test date. |
| Business Role(s) |  | | | | |
| Responsibility | <State the Service Provider, Customer or Joint Service Provider and Customer> | | | Duration | Enter a duration. |

Purpose

Your modeling context has been created. You would like to create a model from the existing template based on the predictive scenario options defined by the application developer. Each application has a specific predictive scenario. Choose the corresponding predictive scenario and perform the following test steps for each application.

* Quotation Conversion Rates – Predicted: SLSQTANPREDICTION
* Predicted Delivery Delay: PRDTDDELIVCRTNDELAY

When training the predictive model, there are recommendations for different scenario. Please refer to the help document and find more details for each application:

<https://help.sap.com/viewer/product/SAP_S4HANA_CLOUD/> > English (under Product Assistance) > Sales > Order and Contract Management > Sales Monitoring and Analytics .

Procedure

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Test Step # | Test Step Name | Instruction | Expected Result | Pass / Fail / Comment |
| 1 | Log On | Log on to the SAP Fiori launchpad as an Analytics Specialist. | The SAP Fiori launchpad is displayed. |  |
| 2 | Access the App | Open the Predictive Models (F1837) app. | The Predictive Models screen is displayed. |  |
| 3 | Select Predictive Scenario | Select the predictive scenario (for example, SLSQTANPREDICTION).  For the predictive scenario selection, refer to the list under Purpose. | The predictive scenario has been selected. |  |
| 4 | Select Modeling Context | Under Modeling Contexts, choose Default to add it to the model. | The Model Context is displayed. |  |
| 5 | Choose Model | Choose the default model and select the radio button. | The Train button is enabled. |  |
| 6 | Train the Model | Choose Train.  On the Train Model screen, make the necessary entries and choose Train.  To go to the model version list, choose the model. | A new model version with status Training has been added. |  |

### Set a Model Version to Active

Test Administration

Customer project: Fill in the project-specific parts.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Test Case ID | <X.XX> | Tester Name |  | Testing Date | Enter a test date. |
| Business Role(s) |  | | | | |
| Responsibility | <State the Service Provider, Customer or Joint Service Provider and Customer> | | | Duration | Enter a duration. |

Purpose

The active model version is the version that is used to generate predictions when the modeling context is queried.

You can only activate a model version with the status Ready.

Procedure

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Test Step # | Test Step Name | Instruction | Expected Result | Pass / Fail / Comment |
| 1 | Log On | Log on to the SAP Fiori launchpad as an Analytics Specialist. | The SAP Fiori launchpad is displayed. |  |
| 2 | Access the App | Open the Predictive Models (F1837) app. | The app is displayed. |  |
| 3 | Select Model Version | Select the corresponding predictive scenario, modeling context, and model. In the model version list, select the checkbox of the model version. | The model version is selected. |  |
| 4 | Activate | Choose Activate. | The model version status changes to Active.  The procedure is updated with the model version associated with its modeling context. |  |

## Quotation Conversion Rates – Predicted

Test Administration

Customer project: Fill in the project-specific parts.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Test Case ID | <X.XX> | Tester Name |  | Testing Date | Enter a test date. |
| Business Role(s) |  | | | | |
| Responsibility | <State the Service Provider, Customer or Joint Service Provider and Customer> | | | Duration | Enter a duration. |

Purpose

You can compare the actual and predicted conversion rates only when the predictive model has been successfully trained and set to active.

Procedure

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Test Step # | Test Step Name | Instruction | Expected Result | Pass / Fail / Comment |
| 1 | Log On | Log on to the SAP Fiori launchpad as a Sales Manager. | The SAP Fiori launchpad is displayed. |  |
| 2 | Access the App | Open the Quotation Conversion Rates - Valid/Not Completed (F1904) app. | The app is displayed. |  |
| 3 | Display the Association Tile | Choose Show Mini Tiles on the screen. | The association tile is displayed. |  |
| 4 | Access the Prediction Tile | Choose Quotation Conversion Rates – Predicted. | The app is displayed. |  |
| 5 | Select the View | Open the Drilldown List view and choose other views for analysis, for example Customer. | The data displayed in the graph is changed accordingly. |  |
| 6 | Drill Down to Further Dimension | Choose one customer and drill down with another dimension. For example, in the dialog box, choose List of quotations. | The data displayed in the graph is changed accordingly. |  |
| 7 | Navigate to Open In… Target App | In the List of Quotations view, select one quotation and choose Open In…. Select one of the options for further action, for example Sales Quotation. | The target app is displayed and further action can be taken. |  |

## Predicted Delivery Delay

Test Administration

Customer project: Fill in the project-specific parts.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Test Case ID | <X.XX> | Tester Name |  | Testing Date | Enter a test date. |
| Business Role(s) |  | | | | |
| Responsibility | <State the Service Provider, Customer or Joint Service Provider and Customer> | | | Duration | Enter a duration. |

Purpose

An internal sales representative is enabled to monitor the predicted delay of the planned delivery to the customer in the context of the sales order fulfillment. An internal sales representative is also enabled to recognize issues and trigger the appropriate actions instantly. The ranges from in-time supply of procurement processes to the creation of outbound deliveries as follow-ups to sales orders, across transportation planning, picking, packing, and shipping in the delivery process to transportation processes.

Procedure

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Test Step # | Test Step Name | Instruction | Expected Result | Pass / Fail / Comment |
| 1 | Log On | Log on to the SAP Fiori launchpad as an Internal Sales Representative. | The SAP Fiori launchpad is displayed. |  |
| 2 | Access the App | Open Predicted Delivery Delay - No. of Order Items (F3408). |  |  |
| 3 | Apply Filter | Apply some filter criteria and check if the chart and list are filtered accordingly.  Additional fields can be added or removed via Adapt Filters. | The filter is applied to the app. |  |
| 4 | Toggle Filter | Choose Compact Filter or Visual Filter at the top right of the screen for toggling the filter mode. | The filter mode is changed. |  |
| 5 | Verify Chart | Selecting items or legend in the chart should update the data displayed in the table.  Choose View By in the chart. Select one dimension to drill down to a more detailed data level. | The chart is working properly. |  |
| 6 | Verify Table | Choose Settings in the table. The output configuration can be changed in the View Settings. For example, uncheck Sales Document Item in the Columns tab and choose OK. A higher aggregated level result set is shown,  Select one of the smart links in the table to get more detailed information and navigate to the smart links available. | The table is working properly. |  |
| 7 | Toggle to Different View on Content Part | Choose Chart and Table View, Chart View, and Table View at the top right of the page. | Check whether the table view and chart view are displayed. |  |
| 8 | View Management | Apply some filters in the filter bar and choose the Select View icon. On the My Views screen, choose Save As. On the Save View screen, enter the view name and select the necessary checkbox. Then choose OK. You can also manage the view by choosing Manage on the My Views screen. | The views can be managed for the app. |  |
| 9 | Share the App | Choose the Share icon at the right top of the screen for sharing the app for quick and easy accessibility. The following options are possible:   * Send email * Save as Tile | Tile sharing with an email or as a tile on the SAP Fiori launchpad is possible. |  |

Typographic Conventions

|  |  |
| --- | --- |
| Type Style | Description |
| Example | Words or characters quoted from the screen. These include field names, screen titles, pushbuttons labels, menu names, menu paths, and menu options.  Textual cross-references to other documents. |
| Example | Emphasized words or expressions. |
| EXAMPLE | Technical names of system objects. These include report names, program names, transaction codes, table names, and key concepts of a programming language when they are surrounded by body text, for example, SELECT and INCLUDE. |
| Example | Output on the screen. This includes file and directory names and their paths, messages, names of variables and parameters, source text, and names of installation, upgrade and database tools. |
| Example | Exact user entry. These are words or characters that you enter in the system exactly as they appear in the documentation. |
| <Example> | Variable user entry. Angle brackets indicate that you replace these words and characters with appropriate entries to make entries in the system. |
| EXAMPLE | Keys on the keyboard, for example, F2 or ENTER. |

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