

SUPPORT DOCUMENT

Customer Sales Discounts



palladium
Accounting

Contents

Overview	3
Item Discounts	3
Item Discount Matrix	3
Setup	3
Processing	4
Item Contract Pricing	4
Item Contract Pricing Setup	5
Assign Contract Price to Customers	6
Processing	7

Overview

The purpose of this feature is to explain the use of the applying of Customer Discounts in Palladium Enterprise. The discounts are in the Form of Item Line Discounts and Customer Trade Discounts (Document Discounts).

Item Discounts

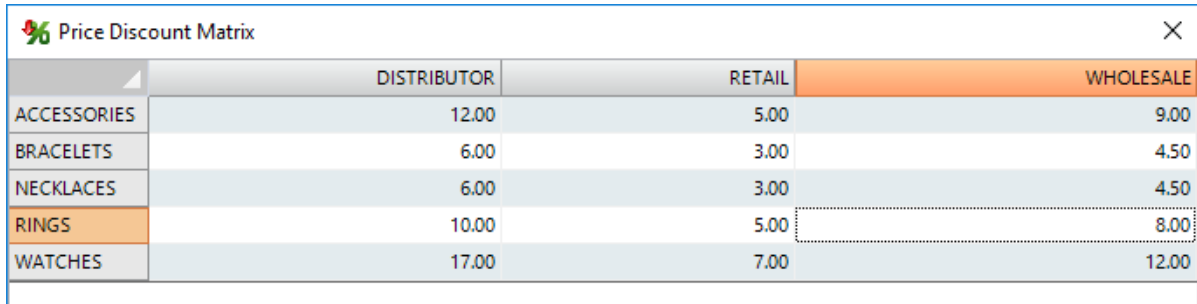
There are 2 settings relating item discounts as follows:

Item Discount Matrix

The item Discount Matrix is a Discount Matrix that is Applied to a Customer Category vs an Item Category.

Setup

To set this up go to **Inventory / Maintenance / Price Discount Matrix**. In the screen below you will see that we have 3 customer categories with 5 Inventory Item Categories, each with their own default item discount value.



	DISTRIBUTOR	RETAIL	WHOLESALE
ACCESSORIES	12.00	5.00	9.00
BRACELETS	6.00	3.00	4.50
NECKLACES	6.00	3.00	4.50
RINGS	10.00	5.00	8.00
WATCHES	17.00	7.00	12.00

Customer Sales Discounts

Processing

When processing a sale for a Customer assigned to the Wholesale Category, the Discounts relating to the respective inventory Category will be applied as seen below.

The screenshot shows the 'Sales Invoice' window in the Palladium Accounting software. The window title is 'Sales Invoice'. The menu bar includes File, Edit, View, Navigate, Sales, and Report. The toolbar contains icons for New, Open, Adjust, Credit, Convert, Centers, Project, Attach Files, Lines, Remove, Related, Container, Record, and Print. The 'Payment' dropdown is set to 'On Account'. Below the menu and toolbar, there are fields for Customer (TST001), Ship To (Ashburton Reinforcing), and various financial and date-related fields. The 'SALES INVOICE' title is prominently displayed. Below this, there are fields for Account Balance, Open Orders, Open Quotes, and Available Credit. A table of document items is shown, with columns for Number, Location, Description, Qty, Unit, Price, Discount %, Margin %, Tax Code, Tax, and Amount. The 'Discount %' column is highlighted with a red box. The bottom of the window shows warehouse availability, department, terms, and a summary table with fields for Total Margin %, Weight, Delivery Method, Volumetric, Subtotal, Discount %, Delivery Cost, Tax, and Total.

Number	Location	Description	Qty	Unit	Price	Discount %	Margin %	Tax Code	Tax	Amount
GOLDRING	DEFAULT	12ct Gold Ring	1	EA	1 600.00	8.00	34.10	01	206.08	1 472.00
TISSOT-MENS	DEFAULT	Tissot Mens Gold Watch	1	EA	4 600.00	12.00	40.71	01	566.72	4 048.00

Item Contract Pricing

This function allows you to set an Overriding Discount per Item Category per Individual Customer or for a Group of Customers based on the value of the Item Sale for that specific item Category.

Item Contract Pricing Setup

To set this up go to **Inventory / Maintenance / Contract Pricing**. Then select the Validity Date Range for this Special Pricing, then set the price value breaks and overriding discount value for the Inventory Categories. You are not obliged to set the Value Breaks and could have the additional discount apply from the first cent.

In the screen below you will see that we have set an additional discount for Ring Sales between \$2000 and \$9,999.99 and another from \$10,000.

Category	Value From	Value To	Discount %
RINGS	2 000.00	9 999.99	10.00
RINGS	10 000.00	999 999 999.00	12.00
ACCESSORIES	5 000.00	999 999 999.00	10.00

Using the Inclusion / Exclusion function you can include only specific items for the overriding discount, meaning that you could have the special discount relate only to specific items without having to change the Inventory Category as seen below.

Category	Type	Select	Number	Description	Inactive
Total RINGS					
RINGS	INVENTORY	<input type="checkbox"/>	GOLDRING	12ct Gold Ring	<input type="checkbox"/>
Total ACCESSORIE					
ACCESSORIES	INVENTORY	<input type="checkbox"/>	250mlPlasticBtle	250 ml Plastic Bottle	<input type="checkbox"/>
ACCESSORIES	INVENTORY	<input type="checkbox"/>	250mlSauce	250ml Tomato Sauce	<input type="checkbox"/>
ACCESSORIES	INVENTORY	<input type="checkbox"/>	2lEmptybottle	2L Bottle Empty bottle	<input type="checkbox"/>
ACCESSORIES	INVENTORY	<input type="checkbox"/>	2LTomatoSauce	2L bottle Tomato Sauce	<input type="checkbox"/>
ACCESSORIES	INVENTORY	<input type="checkbox"/>	Invitem	Inventory Item	<input type="checkbox"/>
ACCESSORIES	INVENTORY	<input type="checkbox"/>	plastic	plastic bottles	<input type="checkbox"/>
ACCESSORIES	INVENTORY	<input type="checkbox"/>	premix	Premix	<input type="checkbox"/>
ACCESSORIES	SERVICES	<input type="checkbox"/>	S1020	Drafting	<input type="checkbox"/>
ACCESSORIES	SERVICES	<input type="checkbox"/>	S1040	Engineering Consulting	<input type="checkbox"/>
ACCESSORIES	SERVICES	<input type="checkbox"/>	S1060	Estimating Consulting	<input type="checkbox"/>
ACCESSORIES	SERVICES	<input type="checkbox"/>	S1080	Surveying	<input type="checkbox"/>
ACCESSORIES	SERVICES	<input type="checkbox"/>	S2015	Service Call	<input type="checkbox"/>

Customer Sales Discounts

The date ranges allows you to set Multiple Pricing Ranges and Variations within the same Discount Matrix Type as seen below. This is the same as the new date-base Customer Pricing in Palladium as seen below as well as on the Trade Discount Matrix below.

Start	Finish	Status
2016/02/01	2016/02/29	Active

Assign Contract Price to Customers

Once we have setup the contract pricing we need to assign the Pricing to a Customer. To do this simply go to **Customers / Maintenance / Settings Tab** and navigate to the Contract Pricing section as seen below.

Customer Settings for Ashburton Reinforcing (TST001). The **Contract Pricing** dropdown is set to **DISTRIBUTOR-1**.

Customer Sales Discounts

Processing

When we process a sales document with the value for rings over \$10,000 you will see that the discount has increased to 12% for this Customer.

The screenshot displays the 'Sales Invoice' window in Palladium Accounting. The interface includes a menu bar, a toolbar, and various data entry fields. The main section is titled 'SALES INVOICE' and contains the following information:

- Customer:** TST001, Ashburton Reinforcing, Level 2, 24 Richardson St, Perth, WA6872.
- Ship To:** Ashburton Reinforcing, Level 2, 24 Richardson St, Perth, WA6872.
- Doc Number:** IN-00000007
- Date:** Monday, 29 February 2016
- Required:** Monday, 07 March 2016
- Reference #:** Ring Special Order
- Additional Info:** (empty)
- Document Form:** << ORIGINAL >>

The 'Document Items' table is as follows:

Number	Location	Description	Qty	Unit	Price	Discount %	Margin %	Tax Code	Tax	Amount
GOLDRING	DEFAULT	12ct Gold Ring	1	EA	11 000.00	12.00	89.98	01	1 355.20	9 680.00

The 'Discount %' value of 12.00 is highlighted with a red box. Below the table, the 'Warehouse' information is shown: DEFAULT - Available: 4.00, Sales Order: 0.00, On Hand: 4.00, Purchase Order: 0.00. The 'Department' is set to '- None -' and 'Terms' are '30 Days From Invoice'. The 'Sales Person' is 'John Travolta'. A summary table at the bottom right shows:

Total Margin %:	89.98	Subtotal:	9 680.00
Weight:	0.000	Discount %:	0.00
Delivery Method:		Delivery Cost:	0.00
Volumetric:	0.000	Tax:	1 355.20
Total:			11 035.20

Customer Trade Discounts

These discounts are applied on a per Customer basis and applied as an overall Document Discount. We have 2 Types of Trade Discounts in the form of General Customer Trade Discounts and a Trade Discount Matrix.

General Customer Trade Discounts

Setup

To set this up, simply go to **Accounts Receivable / Maintenance / Customers / Settings Tab** and navigate to the Trade Discount section as seen below and enter the discount value.

The screenshot shows the 'Customer' settings window for 'Ashburton Reinforcing' (Number: TST001). The 'Settings' tab is active, and the 'Trade Discount' section is highlighted with a red box. In this section, the 'Fixed' radio button is selected, and the discount value is set to 5.00%. The 'Matrix Type' radio button is unselected. Below the 'Trade Discount' section, the 'Allow Backorders (Partial Deliveries)' section has the 'Allow' radio button selected. Other settings include 'Credit Control' (Limit: 100 000.00, Interest Rate: 24.00%), 'Payment Terms' (30 Days From Invoice), 'Default Tender Type' (On Account), 'Invoice Document Form' (- None -), 'Sales Person' (-- None --), 'Currency' (South African Rand), 'Order Document Form' (- None -), 'Category' (WHOLESALE), 'Pricelist' (REGULAR), 'Department' (- None -), 'Contract Pricing' (DISTRIBUTOR-1), and 'Delivery Method' (-- None --). The 'Create Customer Invoice Methods' section has 'Create New Invoice', 'Convert from Delivery Advice', and 'Convert from Sales Order' checked. The 'Remote Sales Terminal Sync' section has 'Terminal Numbers' set to 1,2,3 or 4-10. At the bottom, there are buttons for 'Inactive Customer', 'Send Email', 'Next', 'Ok', and 'Cancel'.

Customer Sales Discounts

Processing

Once Set, the discounts will appear on all sub-total of the sales document (net of item discounts above) as seen below.

SALES INVOICE

Customer: TST001
 Ashburton Reinforcing
 Level 2, 24 Richardson St.
 Perth WA6872

Ship To: << Default >>
 Ashburton Reinforcing
 Level 2, 24 Richardson St.
 Perth WA6872

Account Balance: R 18 873.84
 Open Orders: R 0.00
 Open Quotes: R 139.08
 Available Credit: N/A

Doc Number: IN-00000008
 Date: Monday, 29 February 2016
 Required: Monday, 07 March 2016
 Reference #: Ring Sales

Number	Location	Description	Qty	Unit	Price	Discount %	Margin %	Tax Code	Tax	Amount
GOLDRING	DEFAULT	12ct Gold Ring	1	EA	11 000.00	12.00	89.98	01	1 355.20	9 680.00

Warehouse: DEFAULT - Available: 3.00 Sales Order: 0.00 On Hand: 3.00 Purchase Order: 0.00

Total Margin %:	89.98	Subtotal:	9 680.00
Weight:	0.000	Discount %:	5.00
Delivery Method:		Delivery Cost:	0.00
Volumetric:	0.000	Tax:	1 287.44
		Total:	10 483.44

Trade Discount Matrix

This function is similar to that of the Item Trade Discount Matrix in that it allows for a variable Trade (Document) Discount with the ability to Include and Exclude specific items.

Setup

To setup the various Trade Discount Matrix Types, go to **Accounts Receivable / Maintenance / Trade Discount Matrix Types**. Like we had previously you can set the selected items in which you would like included in the additional "overall" discount structure as seen below.

Trade Discount Matrix Types

Name: WHOLESALE
 Description: Wholesale Special

Apply Discount To:
 All Items
 Included Items Only

Start: Monday, 01 February
 Finish: Thursday, 31 March
 Inactive

Matrix	Inclusions	Exclusions
Value From	Value To	Discount %
10 000.00	99 999.99	6.00
100 000.00	99 999 999.00	7.00

Inactive

OK Cancel

Customer Sales Discounts

Assign to Customers

To assign this Matrix to your Customer(s), simply go to **Accounts Receivable / Maintenance / Customers /Settings Tab** and navigate to the Trade Discount section as seen in an earlier screen assigning the relevant Matrix type.

Trade Discount

Fixed %

Matrix Type

WHOLESALE

Processing

Once we have setup all we do is to process an invoice with the respective value and the Trade discount will adjust Dynamically as seen below,

The screenshot shows a 'Sales Invoice' window with the following details:

- Customer:** TST001, Ahburton Reinforcing, Level 2, 24 Richardson St, Perth WA6872
- Ship To:** Ahburton Reinforcing, Level 2, 24 Richardson St, Perth WA6872
- Doc Number:** IN-00000008
- Date:** Monday, 29 February 2016
- Required:** Monday, 07 March 2016
- Reference #:** additional Discount
- Account Balance:** R 30 189.94
- Open Orders:** R 0.00
- Open Quotes:** R 139.08
- Available Credit:** N/A

Number	Location	Description	Qty	Unit	Price	Discount %	Margin %	Tax Code	Tax	Amount
1	GOLDRING	12t Gold Ring	1	EA	12 000.00	12.00	90.81	01	1 478.40	10 560.00

Warehouse: DEFAULT - Available: 2.00 Sales Order: 0.00 On Hand: 2.00 Purchase Order: 0.00

Total Margin %:	90.81	Subtotal:	10 560.00
Weight:	0.000	Discount %:	6.00
Delivery Method:		Delivery Cost:	0.00
Volumetric:	0.000	Tax:	1 389.70
		Total:	11 316.10