



User Guide Supplement Trade Management

TrM Version 2.8.3 Release Overview
TrM Version 2.8.2 Release Overview
TrM Version 2.8 Release Overview
TrM Version 2.7 Service Pack 1
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Additional Features

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TrM Version 2.8.3 Release Overview

This chapter provides an overview of updates included with Trade Management (TrM) Version 2.8.3 that are not part of TrM 2.8.2.

Australian GST Enhancements **2**

Australian GST Enhancements

In TrM 2.8.2 and below, the overall Supplier or Customer tax class is available for use in determining taxes while calculating rebate monies. To address Australian GST functional needs, TrM 2.8.3 introduces the ability to analyze the individual rebate product tax class values for tax purposes (previously maintained as a localization apart from standard code). This is accomplished by analyzing the Rebate UDC6 field in a different way. Prior to TrM 2.8.3, Rebate UDC-6 Maintenance (7.20.13.12.6) appears as shown below:

UDC 6	Description
UDC6-A	Rebate UDC6-A

Note If you want to use this new feature, you must first make a control program change. See “Setup Considerations” on page 4.

TrM 2.8.3 modifies Rebate UDC-6 Maintenance by adding a new field “F” for Tax by product. If you plan to implement AUST GST, set Division Maintenance (7.20.21.9), F6/H Taxable flags, Rebate “Tax Level” to 2 to allow TrM to interpret the Rebate UDC-6 code as a tax usage value. Tax Usage codes must be defined in Tax Usage Maintenance (2.13.1.9) then entered as valid UDC-6 codes in Rebate UDC-6 Maintenance. Against each UDC-6 code, enter Y for Tax by Product where tax should be calculated from the item tax class.

Note If you do not need to use the AUST GST tax functionality, but still want to use the Rebate UDC-6 codes, set Division Maintenance, F6/H Taxable flags, Rebate “Tax Level” to 0 or 1, and in Rebate UDC-6 Maintenance simply enter N as the Tax by Product value.

The current TrM 2.8.3 screen is shown below:

aiudc6.p 7.20.13.12.6 Rebate UDC-6 Maintenance 01/26/11

UDC 6	Description	F
dv	RVD test	N
nv	U90 tax usage	N
u90	U90 tax usage	Y
u91	u91	Y
UDC6-A	UDC6 code A	N
UDC6-B	UDC6 code B	N
UDC6-C	UDC6 code C	N

F1-Go 2-Help 4-End 5-Del INS-Add ENT-Upd 6-Opt Home-PgF End-PgI

In TrM 2.8.2 and below, Division Maintenance, F6/H Taxable flags, there is a flag to specify whether each type of claim is taxable or not, as illustrated in the following:

aidivis.p 7.20.21.9 Division Maintenance 11/24/10

Division*: sp9cert

Name:

Entity:

Address:

City:

State Code:

Zip Code:

Country:

Phone #:

Fax #:

Contact:

B/B Claims?: yes

L/S Claims?: yes

G/E Claims?: yes

Coupon Claims?: yes

M/I Claims?: yes

F/G Claims?: yes

In B/B Claims?: yes

Rebates?: yes

O/I Claims?: yes

CIL Claims?: yes

F1-Go 2-Help 4-End INS-Ins 5-Del 6-Opt 7-Rcl 8-Clr

To address AUST GST tax needs, TrM 2.8.3 has now expanded this area with two flags: Tax Level and Tax Usage.

Tax Level has three possible values:

- 0 No Tax
- 1 Tax by Customer – use the tax class from the customer or supplier, regardless of product (tax rules per existing TrM prior to TrM 2.8.3)
- 2 Tax by Product – use item tax class, and calculate the amount of tax according to the value of product in each tax class (Available with TrM 2.8.3 to address AUST GST needs)

The Tax Usage field is used as the default tax usage value for Claims when using Tax Level 2. When tax level is set to 2, the value entered here is validated against values defined in Tax Usage Maintenance (2.13.1.9).

Set up these flags according to how you want tax on each type of activity to be treated; for example:

aidivis.p7.20.21.9 Division Maintenance01/11/11

Division*: 1

	Tax Level	Tax Usage
B/B Claims: 2	By Product	u90
L/S Claims: 0	No Tax	
G/E Claims: 0	No Tax	
Coupon Claims: 0	No Tax	
M/I Claims: 0	No Tax	
F/G Claims: 0	No Tax	
In B/B Claims: 0	No Tax	
Rebates: 1	By Customer	
O/I Claims: 2	By Product	u90

F1-Go 2-Help 4-End INS-Ins 5-Del 6-Opt 7-Rcl 8-Clr

Setup Considerations

Rebate Run routine `rbpost1.p` has been modified to handle GST tax setup. To use the proper Rebate Run program when using Australian GST tax setup, it is necessary to set Trade Management Control (7.20.19.1), Page 8 of 10, Rebate Post*: “`rbpost1`”.

Important Existing TrM users not interested in using Australian GST setup should ensure this value remains set to “`rbpost3`”.

TrM Version 2.8.2 Release Overview

This chapter provides an overview of major updates included with Trade Management (TrM) Version 2.8.2 that were not part of TrM 2.8.1.

Browses and Collections **6**

Browses and Collections

The TrM 2.8.2 release of TrM introduces many new Browses and Collections for use with QAD 2009 SE, .NET UI 2.8.1.

Browses

Browses Based on Views

Current reporting, throughout TrM, in many cases is completed using “Views.” These become much more powerful when replaced by standard Browses within the QAD .NET UI. TrM 2.8.2 creates 42 such browses from existing Views:

- 18 Promotion views found under 7.20.1.14 menu
- 9 Rebate views found under 7.20.2.4 menu
- 11 Claim views found under 7.20.3.13 menu
- 3 Price List Views found under 7.20.6 menu
- 1 Change Event view found under 7.20.5 menu

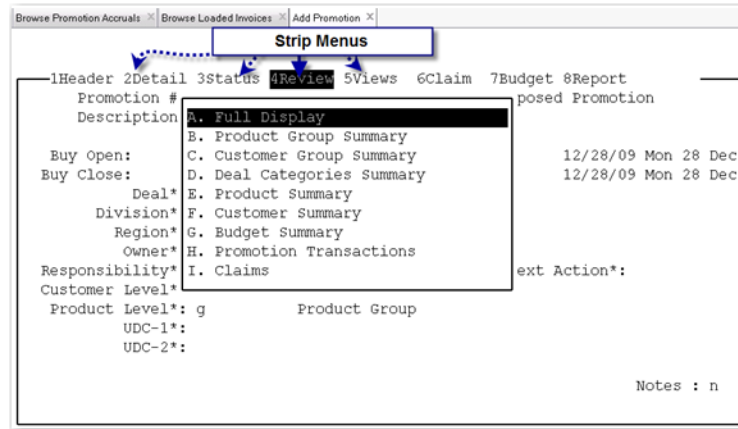
Table 2.1 View Menu Browses

Program	TrM Menu	Description	New Menu	Browse Name	Browse
tr001	7.20.1.14.1	View Region/Customer	7.20.1.14.24.1	Browse Region/Customer	trbr001.p
tr002	7.20.1.14.2	View Region/Customer Group	7.20.1.14.24.2	Browse Region/Customer Group	trbr002.p
tr003	7.20.1.14.3	View Region/Product	7.20.1.14.24.3	Browse Region/Product	trbr003.p
tr004	7.20.1.14.4	View Region/Prod/Group	7.20.1.14.24.4	Browse Region/Product Group	trbr004.p
tr005	7.20.1.14.5	View Region/Customer Group	7.20.1.14.24.5	Browse Region/Customer Group	trbr005.p
tr006	7.20.1.14.6	View Region/CustGrp/Product	7.20.1.14.24.6	Browse Region/CustGrp/Product	trbr006.p
tr007	7.20.1.14.7	View Region/CustGrp/ProductGrp	7.20.1.14.24.7	Browse Region/CustGrp/ProductGrp	trbr007.p
tr008	7.20.1.14.8	View Region/Cust/Prod	7.20.1.14.24.8	Browse Region/Cust/Prod	trbr008.p
tr009	7.20.1.14.9	View Region/UDC-1	7.20.1.14.24.9	Browse Region/UDC-1	trbr009.p
tr010	7.20.1.14.10	View Region/UDC-2	7.20.1.14.24.10	Browse Region/UDC-2	trbr010.p
tr011	7.20.1.14.11	View Region/UDC-3	7.20.1.14.24.11	Browse Region/UDC-3	trbr011.p
tr012	7.20.1.14.12	View Region/UDC-4	7.20.1.14.24.12	Browse Region/UDC-4	trbr012.p
tr013	7.20.1.14.13	View Owner's Promotions	7.20.1.14.24.13	Browse Owner's Promotions	trbr013.p
tr015	7.20.1.14.15	View Next Action	7.20.1.14.24.15	Browse Next Action	trbr015.p
tr016	7.20.1.14.16	View By Alternate Reference	7.20.1.14.24.16	Browse By Alternate Reference	trbr016.p
tr017	7.20.1.14.17	View Responsibility	7.20.1.14.24.17	Browse Responsibility Promo	trbr017.p
tr018	7.20.1.14.18	View Promotions (predefined)	7.20.1.14.24.18	Browse Promotions (predefined)	trbr018.p
tr023	7.20.1.14.23	View Customer/Product Promo	7.20.1.14.24.23	Browse Customer/Product Promo	trbr023.p
tr401	7.20.2.4.1	View Rebate Type	7.20.2.4.24.1	Browse Rebate Type	trbr401.p

Program	TrM Menu	Description	New Menu	Browse Name	Browse
tr402	7.20.2.4.2	View Responsibility	7.20.2.4.24.2	Browse Responsibility Rebate	trbr402.p
tr019	7.20.2.4.3	View Owners	7.20.2.4.24.3	Browse Owner's Rebates	trbr019.p
tr020	7.20.2.4.4	View Region/Zone	7.20.2.4.24.4	Browse Region/Zone	trbr020.p
tr021	7.20.2.4.5	View Pay to Customer	7.20.2.4.24.5	Browse Pay to Customer	trbr021.p
tr022	7.20.2.4.6	View UDC-4 Code	7.20.2.4.24.6	Browse UDC-4 Code	trbr022.p
tr024	7.20.2.4.7	View UDC-5 Code	7.20.2.4.24.7	Browse UDC-5 Code	trbr024.p
tr025	7.20.2.4.8	View UDC-6 Code	7.20.2.4.24.8	Browse UDC-6 Code	trbr025.p
tr026	7.20.2.4.9	View Due For Review	7.20.2.4.24.9	Browse Due For Review	trbr026.P
tr411	7.20.3.13.1	View Promotion Claims	7.20.3.13.24.1	Browse Promotion Claims	trbr411.p
tr412	7.20.3.13.2	View Promo Customer Claims	7.20.3.13.24.2	Browse Promo Customer Claims	trbr412.p
tr403	7.20.3.13.3	View Customer Group Claims	7.20.3.13.24.3	Browse Customer Group Claims	trbr403.p
tr404	7.20.3.13.4	View Claiming Customer Claims	7.20.3.13.24.4	Browse Claiming Customer Claims	trbr404.p
tr405	7.20.3.13.5	View Divisions Claims	7.20.3.13.24.5	Browse Divisions Claims	trbr405.p
tr406	7.20.3.13.6	View Regions Claims	7.20.3.13.24.6	Browse Regions Claims	trbr406.p
tr407	7.20.3.13.7	View Claims using Claim Ref	7.20.3.13.24.7	Browse Claims using Claim Ref	trbr407.p
tr408	7.20.3.13.8	View Claims using Payment Ref	7.20.3.13.24.8	Browse Claims using Payment Ref	trbr408.p
tr409	7.20.3.13.9	View Claims General	7.20.3.13.24.9	Browse Claims General	trbr409.p
tr413	7.20.3.13.13	View Billback Claims	7.20.3.13.24.13	Browse Billback Claims	trbr413.p
tr414	7.20.3.13.14	View Lump Sum Claims	7.20.3.13.24.14	Browse Lump Sum Claims	trbr414.p
tr030	7.20.5.14	View Change Events	7.20.5.15	Browse Change Events	trbr030.p
tr031	7.20.6.4	View Price Lists	7.20.6.24.4	Browse Price Lists	trbr031.p
tr032	7.20.6.5	View Price Lists By Customer	7.20.6.24.5	Browse Price Lists By Customer	trbr032.p
tr033	7.20.6.6	View Price Lists By Product	7.20.6.24.6	Browse Price Lists By Product	trbr033.p

Browses Based on Strip Menu Options

Trade Management maintenance programs commonly contain a strip menu structure running across the top that displays choices for groupings of options. Under each of these Strip menus are powerful display and reporting options. As an example, here is a screenshot of Strip menus found within Add Promotion (7.20.1.1) in the Character UI:



Many existing TrM Strip menu options from Add Promotions (7.20.1.1), Edit Promotions (7.20.1.2), Add Rebates (7.20.2.1), and Edit Rebates (7.20.2.2) have been converted into Browse form. These are available in TrM 2.8.2 as stand-alone programs under new menus and can be run for all Promotions/Rebates as needed in the .NET UI. (See the tables below.)

Promotion Browsers have been created from Add Promotion (7.20.1.1)/ Edit Promotion (7.20.1.2) Strip menu options and been placed under the new folder Promo Strip Menu Browsers (7.20.1.3). Details below:

Table 2.2 Strip Menu Browsers

Program	TrM Menu	Strip	Description	New Sub Folder	New Menu	Browse Name	Browse
tr060	7.20.1.2	2/B	View Deal Pricing Workbench-BO2	2Detail Deal/Pricing Workbench	7.20.1.3.2.1	Browse FreeGoods2 - BO2	trbr060
tr061	7.20.1.2	2/B	View Deal Pricing Workbench-BO	2Detail Deal/Pricing Workbench	7.20.1.3.2.2	Browse FreeGoods - BO	trbr061
tr062	7.20.1.2	2/B	View Deal Pricing Workbench-BB\$LS	2Detail Deal/Pricing Workbench	7.20.1.3.2.3	Browse BillBack\$ LumpSum - BB\$LS	trbr062
tr063	7.20.1.2	2/B	View Deal Pricing Workbench-BB\$	2Detail Deal/Pricing Workbench	7.20.1.3.2.4	Browse BillBack\$ - BB\$	trbr063
tr064	7.20.1.2	2/B	View Deal Pricing Workbench-BB%	2Detail Deal/Pricing Workbench	7.20.1.3.2.5	Browse BillBack% - BB%	trbr064
tr065	7.20.1.2	2/B	View Deal Pricing Workbench-OI\$	2Detail Deal/Pricing Workbench	7.20.1.3.2.6	Browse Off Invoice\$ - OI\$	trbr065
tr066	7.20.1.2	2/B	View Deal Pricing Workbench-OI%	2Detail Deal/Pricing Workbench	7.20.1.3.2.7	Browse Off Invoice% - OI%	trbr066
tr067	7.20.1.2	2/B	View Deal Pricing Workbench-LumpSum	2Detail Deal/Pricing Workbench	7.20.1.3.2.8	Browse LumpSum - LS	trbr067
tr068	7.20.1.2	2/B	View Deal Pricing Workbench-LumpSumCil	2Detail Deal/Pricing Workbench	7.20.1.3.2.9	Browse L/Sum In Lieu Claim-LSCil	trbr068

Program	TrM Menu	Strip	Description	New Sub Folder	New Menu	Browse Name	Browse
tr069	7.20.1.2	2/B	View Deal Pricing Workbench-BBNET	2Detail Deal/Pricing Workbench	7.20.1.3.2.10	Browse BillBack Net - BBNet	trbr069
tr070	7.20.1.2	2/B	View Deal Pricing Workbench-CostPlus	2Detail Deal/Pricing Workbench	7.20.1.3.2.11	Browse Cost Plus - CstPlus	trbr070
tr071	7.20.1.2	2/B	View Deal Pricing Workbench-OI&LS	2Detail Deal/Pricing Workbench	7.20.1.3.2.12	Browse Off Invoice LumpSum-OI&LS	trbr071
tr072	7.20.1.2	2/B	View Deal Pricing Workbench-OINet	2Detail Deal/Pricing Workbench	7.20.1.3.2.13	Browse Off Invoice Net - OINet	trbr072
tr103	7.20.1.2	4/B	Product Group Summary	4Review for Promo Browse	7.20.1.3.4.2	Browse Product Group Summary	trbr103
tr104	7.20.1.2	4/C	Customer Group Summary	4Review for Promo Browse	7.20.1.3.4.3	Browse Customer Group Summary	trbr104
tr105	7.20.1.2	4/D	Deal Categories Summary	4Review for Promo Browse	7.20.1.3.4.4	Browse Deal Category Summary	trbr105
tr106	7.20.1.2	4/E	Product Summary	4Review for Promo Browse	7.20.1.3.4.5	Browse Product Summary	trbr106
tr107	7.20.1.2	4/F	Customer Summary	4Review for Promo Browse	7.20.1.3.4.6	Browse Customer Summary	trbr107
tr108	7.20.1.2	4/G	Budget Summary	4Review for Promo Browse	7.20.1.3.4.7	Browse Promotion Budget Summary	trbr108
tr109	7.20.1.2	4/H	Promotion Transactions	4Review for Promo Browse	7.20.1.3.4.8	Browse Promotion Transactions	trbr109
tr110	7.20.1.2	4/I	Promotion Claims	4Review for Promo Browse	7.20.1.3.4.9	Browse Promotion Claims	trbr110
tr112	7.20.1.2	5/C	View Promotion Audit Log	5Views for Promo Browse	7.20.1.3.5.1	Browse Promotion Audit Log	trbr112
tr115	7.20.1.2	5/E	View Promo Hist/Customer	5Views for Promo Browse	7.20.1.3.5.2	Browse Promo Hist/Customer	trbr115
tr116	7.20.1.2	5/E	View Promotion History/CustGrp	5Views for Promo Browse	7.20.1.3.5.3	Browse Promotion History/CustGrp	trbr116
tr117	7.20.1.2	5/E	View Promotion History/ProdGrp	5Views for Promo Browse	7.20.1.3.5.4	Browse Promotion History/ProdGrp	trbr117
tr118	7.20.1.2	5/E	View Promotion History/CustGrp/Prod	5Views for Promo Browse	7.20.1.3.5.5	Browse Promo History/CustGrp/Prod	trbr118
tr119	7.20.1.2	5/E	View Promo Hist/CustGrp/Prod Grp	5Views for Promo Browse	7.20.1.3.5.6	Browse Promo Hist/CustGrp/Prod Grp	trbr119

Program	TrM Menu	Strip	Description	New Sub Folder	New Menu	Browse Name	Browse
tr120	7.20.1.2	5/E	View Promo Hist/Customer/Product	5Views for Promo Browse	7.20.1.3.5.7	Browse Promo Hist/Custr/Product	trbr120
tr014	7.20.1.2	5/G	View Price Lists	5Views for Promo Browse	7.20.1.3.5.8	Browse Price Lists	trbr014

Rebate Browsers have been created from Add Rebate (7.20.2.1)/Edit Rebate (7.20.2.2) Strip menu options and placed under the new folder Rebate Strip Menu Browsers (7.20.2.3). Details below:

Table 2.3 Rebate Browsers

tr040	7.20.2.2	4/A	View Included Product Groups	4Reviews for Rebates Browsers	7.20.2.3.4.2	Browse Included Product Groups	trbr040
tr041	7.20.2.2	4/B	View Included Customer Groups	4Reviews for Rebates Browsers	7.20.2.3.4.3	Browse Included Cust Groups	trbr041
tr042	7.20.2.2	4/C	View Included Products	4Reviews for Rebates Browsers	7.20.2.3.4.4	Browse Included Products	trbr042
tr043	7.20.2.2	4/D	View Included Customers	4Reviews for Rebates Browsers	7.20.2.3.4.5	Browse Included Customers	trbr043
tr045	7.20.2.2	4/F	View Budget Summary	4Reviews for Rebates Browsers	7.20.2.3.4.6	Browse Rebate Budget Summary	trbr045
tr046	7.20.2.2	4/G	View Rebate Period Summary	4Reviews for Rebates Browsers	7.20.2.3.4.7	Browse Rebate Period Summary	trbr046
tr047	7.20.2.2	4/H	View Product Group Summary	4Reviews for Rebates Browsers	7.20.2.3.4.8	Browse Product Group Summary	trbr047
tr048	7.20.2.2	4/I	View Customer Group Summary	4Reviews for Rebates Browsers	7.20.2.3.4.9	Browse Customer Group Summary	trbr048
tr049	7.20.2.2	4/J	View Product Summary	4Reviews for Rebates Browsers	7.20.2.3.4.10	Browse Product Summary	trbr049
tr050	7.20.2.2	4/K	View Customer Summary	4Reviews for Rebates Browsers	7.20.2.3.4.11	Browse Customer Summary	trbr050
tr051	7.20.2.2	4/L	Transactions	4Reviews for Rebates Browsers	7.20.2.3.4.12	Browse Rebate Transactions	trbr051
tr054	7.20.2.2	4/O	View Rebate Audit Log	4Reviews for Rebates Browsers	7.20.2.3.4.13	Browse Rebate Audit Log	trbr054

Miscellaneous Browsers

Browsers have been created based on existing TrM programs either for stand-alone usage or as part of new TrM Collections:

Table 2.4 Miscellaneous Browsers

New Menu	New Browse Name	New Browse
7.20.5.10	Browse Loaded Invoices	trbr601.p
7.20.5.3	Browse Promotion Accruals	trbr602.p
7.20.5.18	Browse Rebate Run	trbr604.p
7.20.5.19	Browse Rebate Accruals Run	trbr605.p
7.20.5.20	Browse Rebate Sales Transactions	trbr610.p

New Menu	New Browse Name	New Browse
7.20.2.3.4.1	Browse Rebate Review	trbr044.p
7.20.1.3.4.10	Browse Promotion Review	trbr102.p

Browse Collections

TrM 2.8.2 provides four new Collections, as well as placing the Promotions Collection introduced in TrM 2.8.1 under a stated menu selection. All five TrM collections can be found under the main Collections folder, sub-folder Browse Collections.

Note The data for these browses and collections is only provided to customers who have purchased the TrM Bolt-on package, and as a result they will not appear for customers who do not own this module.

A breakdown of each Collection is below:

Table 2.5 Promotion Review Collection

Menu	Browse Name	Browse
7.20.1.3.4.2	Browse Product Group Summary	trbr103.p
7.20.1.3.4.3	Browse Customer Group Summary	trbr104.p
7.20.1.3.4.4	Browse Deal Category Summary	trbr105.p
7.20.1.3.4.5	Browse Product Summary	trbr106.p
7.20.1.3.4.6	Browse Customer Summary	trbr107.p
7.20.1.3.4.7	Browse Promotion Budget Summary	trbr108.p
7.20.1.3.4.8	Browse Promotion Transactions	trbr109.p
7.20.1.3.4.9	Browse Promotion Claims	trbr110.p

Table 2.6 Rebate Review Collection

Menu	Browse Name	Browse
7.20.2.3.4.2	Browse Included Product Groups	trbr040.p
7.20.2.3.4.3	Browse Included Cust Groups	trbr041.p
7.20.2.3.4.4	Browse Included Products	trbr042.p
7.20.2.3.4.5	Browse Included Customers	trbr043.p
7.20.2.3.4.6	Browse Rebate Budget Summary	trbr045.p
7.20.2.3.4.7	Browse Rebate Period Summary	trbr046.p
7.20.2.3.4.8	Browse Product Group Summary	trbr047.p
7.20.2.3.4.9	Browse Customer Group Summary	trbr048.p
7.20.2.3.4.10	Browse Product Summary	trbr049.p
7.20.2.3.4.11	Browse Customer Summary	trbr050.p
7.20.2.3.4.12	Browse Rebate Transactions	trbr051.p

Table 2.7 Rebate Run Collection

Menu	Browse Name	Browse
7.20.5.18	Browse Rebate Run Documents	trbr604.p
7.20.5.20	Browse Rebate Sales Transactions	trbr610.p

Table 2.8 Rebate Accrual Run Collection

Menu	Browse Name	Browse
7.20.5.19	Browse Rebate Accrual Run Documents	trbr605.p
7.20.5.20	Browse Rebate Sales Transactions	trbr610.p

Table 2.9 Promotion Collection (from TrM 2.8.1)

Menu	Browse Name	Browse
7.20.1.5	Promotions Browse	tmbr502.p
	Promotion Customers	tmbr501.p
	Promotion Products	tmbr503.p
	Promotion Claims	tmbr505.p
	Promotion Accrual Lines	tmbr500.p

TrM Version 2.8 Release Overview

This chapter provides an overview of major updates included with Trade Management (TrM) Version 2.8.

Major Enhancements to the Bonus Trade/Free Goods Deal 14

Discusses creating FreeGoods2 promotions, sales order FreeGoods2 comments, system order line validations, and new FreeGoods2 tables.

Rebate Claims and Deductions 17

Discusses new AR deduction functions and how TrM handles deductions.

Promotional Claim Effect Options 17

Explains how promotional claim effects can be specified by modifying Promo Claim Effect field.

Rebate Claim Effect Options 17

Explains how rebate claim effects can be specified by modifying the Rebate Claim Effect field.

Allocation Effective Date 18

Discusses the uses of the new Allocation Effective Date field in Accounts Receivable Control, with sections on deduction allocation record deletion, allocation effective date validation, and the Process Deduction Utility.

Compliance with the QAD .NET UI 20

Lists the recommended TrM programs to run in a CHUI terminal.

Browses and Collections 21

Explains how to implement the promotion collection.

Process Maps 21

Explains how to use the TrM process maps.

Preliminary Internationalization 22

Discusses some of the internationalization steps which have been taken in this release.

Major Enhancements to the Bonus Trade/Free Goods Deal

Users can now specify in the free goods deal what item can be given away and how many based on the quantity of the item ordered. Users can also optionally specify the maximum number of the free item to be given away across all sales orders on a free goods promotion within the promotion period. Previously, users had no control over what items were allowed to be given away and at what quantity.

A new FreeGoods2 deal code is provided to realize the enhanced free goods deal functionality. This allows users to upgrade to TrM 2.8 from previous releases without the need to convert any existing Free Goods promotions. This also grants users the flexibility to continue to use the original free goods deal functionality provided in earlier versions of TrM if less restriction in free goods deal logic is preferred.

Creating FreeGoods2 Promotions

Perform the following additional steps to create FreeGoods2 promotions on top of the normal promotion creation workflow through Add New Promotion (7.20.1.1):

- 1 During promotion header setup, specify a deal code that uses the FreeGoods2 deal category.
- 2 In the promotion workbench, specify whether you want to also define the maximum quantity of the bonus item to be given away for free via the Use Max Promo Free Qty field.
If Yes, users can specify the maximum total quantity of the bonus item allowed to be given away for free across all sales order lines attached to the promotion in one of the following ways:
 - When entering deal information for each bonus item, specify the maximum give-away quantity across life of promotion.
 - Use the 2 Detail, P. View/Edit Max Free Quantities strip menu option to view and modify previously defined maximum free goods give-away quantities. The strip menu not only provides a quick view of just those items defined on the promotion as potential free goods but also allows viewing the current balance of bonus items given away.
- 3 Both conditional and free products must be attached to the promotion during product level setup, via standard product or product group options.
- 4 During FreeGoods2 Workbench details entry, enter the following fields in the pop-up frame:

Buy Item. Specify the conditional item which the FreeGoods2 deal is based upon. For example, if the deal is “buy 5 of item A and get 2 of item B free,” then the Buy Item is item A.

Buy UOM. Displays the unit of measure of the conditional item in the FreeGoods2 deal. This value defaults from the corresponding value maintained in Product Maintenance (7.20.21.2) and cannot be modified here.

Buy Qty. Specify the quantity of the conditional item that the customer must purchase to receive the FreeGoods2 deal on the promotion. For example, if the free goods deal is “buy 5 of item A and get 2 of item B free,” then the buy qty is 5. The maximum value is 999,999, and the value cannot be negative.

Volume. Specify the forecasted sales volume of the item over the life of the promotion. Users commonly enter a rough estimate here when first implementing and using TrM. More accurate volume entry occurs as historical sales data becomes available for analysis and sales forecasting becomes more accurate and viable.

Price. Displays the price of the buy item. This value defaults from the list price for the item and cannot be updated.

Bonus Item. Specify the item to be given away for free in the FreeGoods2 deal. For example, if the free goods deal is “buy 5 of item A and get 2 of item B free,” then the bonus item is item B.

Bonus UOM. Displays the unit of measure of the bonus item in the FreeGoods2 deal. This value defaults from the corresponding value maintained in Product Maintenance (7.20.21.2) and cannot be modified here.

Bonus Qty. Specify the quantity of the bonus item to be given away for free in the free goods deal. For example, if the free goods deal is “buy 5 of item A and get 2 of item B free,” then the bonus qty is 2. The maximum value is 999,999, and the value cannot be negative.

Max Promo Free Qty. Specify the maximum total quantity of the bonus item allowed to be given away for free across all sales order lines attached to the promotion. This field is only enabled when Use Max Promo Free Qty is Yes.

For example, if the FreeGoods2 deal is “buy 5 of item A and get 2 of item B free,” and the user sets Max Promo Free Qty to 2000, even when 6000 of item A are sold, only 2000 of item B can be given away during life of promotion.

During sales order or pending invoice entry, when users enter a line item as Bonus, and that matches the bonus item attached to the FreeGoods2 promotion, the current balance of this item already given away plus the newly proposed quantity on the sales order line must not exceed the maximum free quantity for the bonus item; otherwise, you will be prompted to re-enter the sales order line quantity.

The maximum value is 999,999, and the value cannot be negative.

Users can make changes to the Buy/Bonus items and their quantities as well as maximum free goods quantities as long as the FreeGoods2 promotion has not been confirmed. Once it is confirmed with transactions attached, it is no longer possible to change the promotion status back to “2. Proposed” and modify these values.

Likewise, users will not be able to freely modify the deal details once the promotion is confirmed.

Note If the promotion status is changed from 5Confirmed back to 2Proposed, the system automatically deletes all related cmt_det comment records. Comments will be regenerated when the promotion is confirmed again. This ensures comments always match the details.

Sales Order FreeGoods2 Comments

The system creates FreeGoods2 comments (cmt_det records) for each conditional Item and quantity combination in the sales order, such as the following:

```
<PROMOTION#>
. Buy 10 Item 1, get 5 Item 2 free.
. Maximum allowable quantity is 2
```

Sales Order Line Validations

The system validates sales order lines during order entry for FreeGoods2 deals. Suppose item 1 is the buy item and item 2 is the bonus item.

- When entering a sales order line for item 1, a bonus goods promotion comment is displayed.
- When entering a sales order line for item 2, the popup bonus frame is displayed. Set Bonus to Yes, specify sales order line 1 as the line this line is to be applied against, and the default promotion code is filled into the corresponding field and Price set to 0. The system then performs the following validations:

- There are no other SO lines attached to the sales order line for this promotion. If there is another line attached to it, an error message appears:

Bonus line already attached to sales order line for this promotion.

- The quantity of bonus item 2 being given away does not exceed the bonus quantity defined for the promotion. If the number is greater than the Bonus Qty value, an error message appears:

Line quantity is greater than Bonus Qty specified on promotion. Please re-enter.

- The number of bonus item 2 being given away plus the existing balance already given away does not exceed the maximum free goods quantity on the promotion. If the total give-away quantity is greater than the Max Promo Free Qty value defined for the FreeGoods2 promotion, an error message appears:

Sales order line quantity plus current quantity balance exceeds maximum free quantity specified on the promotion. Please re-enter.

New FreeGoods2 Tables

Three new tables have been added in support of the FreeGoods2 functionality.

Table 3.1
New FreeGoods2 Tables

Table Name	Description	Contents
tpromofm	Promotion FreeGoods2 Master	Domain, promotion code, buy item, buy qty, buy UM, Use maximum free qty option (y/n)
tpromofd	Promotion FreeGoods2 Detail	Domain, promotion code, buy product, buy qty, buy UM, bonus product, bonus qty, bonus UM, bonus value
tpromomx	Promotion FreeGoods2 Maximum	Domain, promotion code, bonus item, bonus UM, current qty balance, maximum free qty, current value balance, maximum free value

Rebate Claims and Deductions

New AR deduction functions are now available to allow for standard rebate deductions and claims. Users can now generate, approve, and post standard rebate claims and deductions as well as promotional claims and deductions. Previously, only promotional claims and deductions could be processed.

TrM allows deductions relating to rebates to be created during AR Payment entry in Payment Maintenance (27.6.4). Process Deductions (27.6.11.3) allows generation, approval, and posting of rebate claims via the deduction records.

Promotional Claim Effect Options

Users can now specify the effects of promotional claim postings on rebates through the new Promo Claim Effect field located under the Financial Details strip menu option in Add Rebate (7.20.2.1) and Edit Rebate (7.20.2.2). There are two options: Base and Amount.

- **Base:** If the Promotional Claim Type is Yes within Division Maintenance | K. Rebate Claim Inclusions (7.20.21.9) and the individual rebate Incl Claims field is Yes in Financial Details, then posted claim amount will reduce the rebate base amount on which rebate accruals and rebate runs calculate.
- **Amount:** If the Promotional Claim Type is Yes within Division Maintenance | K. Rebate Claim Inclusions (7.20.21.9) and the individual rebate Incl Claims field is Yes in Financial Details, then posted claim amount will reduce the actual rebate payable amount displayed on rebate runs and rebate accruals.

Example Invoiced rebate base amount is \$1000, rebate discount is 5%, and posted billback claim amount is \$10. If Promo Claim Effect is Base, then rebate amount = $(\$1000 - \$10) * 5\% = \$49.50$; if Promo Claim Effect is Amount then rebate amount = $\$1000 * 5\% - \$10 = \$40$.

The default value of this setting is maintained in Division Maintenance | G. Rebate/Invoice Parameters (7.20.21.9) and defaults to the field at the bottom of the Rebate Financial Details Definition frame in Add Rebate (7.20.2.1) and Edit Rebate (7.20.2.2).

This option allows every rebate to be flagged and behave independently. Rebates being converted from prior versions of TrM should have this flag set to Base to allow for existing rebates to continue to behave as is. New rebates created within TrM 2.8 and later may allow for a change in behavior to see promotion claims affect the rebate payable amount.

Note This field can be found at the bottom of the Financial details frame next to the Incl Claims? field.

Rebate Claim Effect Options

Users can now specify the effects of rebate claim postings through a new Rebate Claim Effect field in the Divisional parameters in Division Maintenance (7.20.21.9). There are two options: None and Amount.

- **None:** Rebate claim postings have no effect on rebate run and rebate accrual calculated amounts. When posted, a rebate claim increases the rebate base amount but also appears as if this new increase has been already rebated.

- Amount: Posted rebate claim amount reduces the actual rebate amount displayed on rebate runs and rebate accruals. For example, when the Rebate Claim Effect is Amount, a posted rebate claim with an amount of \$10 will reduce \$100 worth of an outstanding rebate accrual amount or a rebate run amount to \$90.

The default is None.

Allocation Effective Date

In Account Receivable Control (27.24), a new field, Allocation Effective Date, has been added to decide the default value for effective dates of deduction allocations created using Process Deductions (27.6.11.3).

Any new deduction allocation records created in Process Deductions (27.6.11.3) will default from the Allocation effective date based on this control program setting. Regardless of the control program setting, the effective date default can be modified during allocation creation in Process Deductions (27.6.11.3) allowing maximum flexibility. If a user subsequently accesses a deduction allocation record, the allocation effective date will no longer be accessible.

Fig. 3.1

Accounts Receivable Control (27.24)

arpm.p 99		27.24 Accounts Receivable Control		04/24/	
Next Batch: 00001083					
Next Memo: 01000036					
Next Journal: 000037					
AR Summarization Level: 3					
Drafts Receivable Account: 1300					
Exchange Tolerance: 0.00%					
External Memo References Allowed: Yes					
Payments Sorting Method: Ref Reference					
Deductions					
Holding Account: DedHold					
Expense Account: Expl					
Resolve Deductions: Yes					
Deduction Prefix: ded					
Next Deduction: 27					
Deduction Category: Non					
Show Deductions: Yes					
Process Claims: Yes					
Deductions in Credit Check: No					
Allocation Effective Date: CURRENT					
Non Promotional					

Allocation Effective Date. Specify which date to use as the default effective date for deduction allocation records created through Process Deductions (27.6.11.3) as well as for GL transactions during allocation deletion.

There are two valid values: Allocation and Current.

- Allocation: Use the effective date of the original deduction created in AR Payment Maintenance (27.6.4) as the default effective date.
- Current: Use the current system date as the default effective date.

The default setting is Allocation. The default effective date can be overwritten during allocation creation.

The effective date is displayed in the Allocation Maintenance Frame in Process Deductions (27.6.11.3).

Fig. 3.2
Process Deductions (27.6.11.3)

arpdmt 27.6.11.3 Process Deductions 04/24/09					
Deduction: ded00027		Currency: USD	Amount: 10.00		
Allocated: 10.00		Reconciled: 0.00			
Allocation Detail					
Line	Category	Invoice	Sold To	Allocated	Reconciled
1	Non		sp8cust1	10.00	0.00
Allocation Maintenance					
Line: 1		Effective Date: 04/15/09			
Category: Non		Invoice Number:		Comments: No	
Amount: 10.00		Sold To: sp8cust1		Next Action: No	
Reconciled: 0.00		Promotion:		Resolve: Yes	

Deduction Allocation Record Deletion

The Allocation Effective Date control program setting is also evaluated when users delete a deduction allocation in Process Deductions (27.6.11.3). When you attempt to delete the allocation, a prompt appears depending on the setting.

- If Allocation, the prompt reads: Deletion EffDate in GL to match Deduction Allocation EffDate. Continue? If you choose Yes, then the resulting GL transaction will match that of the effective date used when the allocation was originally created. This is the date which is currently displayed in the Allocation Maintenance frame.
- If Current, the prompt reads: Deletion effective date in GL to match today's date. Continue? If you choose Yes, then the resulting GL transaction will have an effective date of the current system date.

In both deletion scenarios, the period based on effective date must be open in the GL for that entity, as displayed in GL Calendar Maintenance (25.3.4). If the period is closed, an error message appears:

ERROR: Period has been closed for entity. Please re-enter.

Allocation Effective Date Validations

The system performs the following validations on allocation effective dates when you modify them during allocation creation in Process Deductions (27.6.11.3).

- When users create a new deduction allocation record in Process Deductions (27.6.11.3) and enter in an effective date which is prior to the original deduction effective date previously specified in Payment Maintenance (27.6.4), an error message appears:

Deduction allocation effective date may not be prior to original deduction effective date. Please re-enter.

- When users delete an allocation record, the system performs a check and if the effective date on the deletion transaction in the GL is prior to the original allocation effective date, an error message appears preventing the deletion:

Cannot Delete. Effective date of deletion may not be prior to allocation effective date.

- During claim entry, the system checks to ensure that the claim effective date is not prior to the deduction allocation effective date. If the claim effective date is prior to the allocation effective date, an error message appears:

Claim effective date may not be prior to allocation effective date. Please re-enter.

Process Deduction Utility

Process Deduction Utility (7.20.23.10) populates allocation effective dates in existing deduction allocations that have come across from a prior release; that is, all deduction allocation records created prior to TrM 2.8. This utility helps ensure data consistency across all deductions regardless of whether they are closed or not.

Fig. 3.3

Process Deduction Utility (7.20.23.10)

```
aiarpded.p          7.20.23.10 Process Deduction Utility          07/10/09

TrM 2.8 introduces a new Deduction Allocation Date field (pdd_eff_date).
Utility will update Deduction records with <BLANK> Allocation Effective Date
by setting equal to the original payment deduction effective date. Also will
set the 'pdd_qadc01' field to U reflect that this has been updated via utility
```

Compliance with the QAD .NET UI

TrM 2.8 has been certified against the QAD .NET UI 2.7.3. While most of the TrM programs can run in the QAD .NET UI, some functions still must run in the CHUI mode. QAD recommends that users run the following TrM programs in a CHUI terminal:

- Trade Management Control (7.20.19.1)
- Region Maintenance (7.20.21.10)
- Area Maintenance (7.20.21.11)
- Customer and Product Profile programs (7.20.20.3 - 23)
- Staff Maintenance (7.20.21.4)
- Customer Group Maintenance (7.20.21.13)
- Deal Category Maintenance (7.20.13.4)
- Pricing Workbench Parameters (7.20.13.16)
- Customer Maintenance (7.20.21.1)
- Edit Price List (7.20.6.2)
- Promotion Budget Parameters (7.20.16.5)
- Add/Update Promotion Budgets (7.20.4.1)
- Add Promotion (7.20.1.1)
- Add/Edit Claim programs (7.20.3)
- Add Rebate (7.20.2.1)

Browsets and Collections

This release of TrM introduces the browse collection functionality in the QAD .NET UI. The system lets users define browsets and collections to take advantage of the QAD .NET UI's advanced reporting and analytical capabilities.

Fig. 3.4
TrM Browsets and Collections

Promotion Code	Description	Deal Code	Status Number	Buy Open	Buy Finish	Promotion Start	End
2005 PETCO New Item Intro	PPS03 and PPS04	OHLS	05	09/29/2008	12/31/2008	09/29/2008	12/31/2008
2006 Retail Trade Show Promo	888		05	09/29/2008	12/31/2008	09/29/2008	12/31/2008
2007 Manufacturing Trade Shows	FreeGoods		05	10/01/2008	11/30/2008	10/01/2008	11/30/2008
2008 Manufacturing New Item Intro	OHLS		05	10/01/2008	11/30/2008	10/01/2008	11/30/2008
2017 Retail Food Value Promo	PPF01 to PPF10	DIS	05	02/01/2009	03/31/2009	02/01/2009	03/31/2009
2018 PETCO New Item Intro	PPS03 and PPS04	OHLS	05	01/01/2009	04/30/2009	01/01/2009	04/30/2009

Customer	Short Name	Description Code	Group	Plan V	Actual Volume	Plan \$	Act \$
PP001	Petco	2000 RET		170.0000	650.0000	170.00	650.00
PP002	Petco	2000 RET		170.0000	375.0000	170.00	375.00
PP003	Permat	2000 RET		170.0000	.0000	170.00	.00
PP004	Permat	2000 RET		170.0000	.0000	170.00	.00
PP005	Kroger	2000 RET		170.0000	.0000	170.00	.00
PP006	Kroger	2000 RET		170.0000	.0000	170.00	.00
PP007	Kroger	2000 RET		170.0000	.0000	170.00	.00
PP008	Kroger	2000 RET		170.0000	.0000	170.00	.00
PP009	Ralphs Dist Center	2000 RET		160.0000	.0000	160.00	.00

Implementing the Promotion Collection

To use the Promotions collection available in this release, users need to copy the collection code provided on the CD to the system environment directories under the configurations directory on the QAD .NET UI server.

Example Current QAD .NET UI configuration directory is *TomcatInstallDir/webapps/qadhome/configurations*. To implement the Promotions collection in the TrMDemo system environment, copy the collection code to the following location:

TomcatInstallDir/webapps/qadhome/configurations/TrMDemo

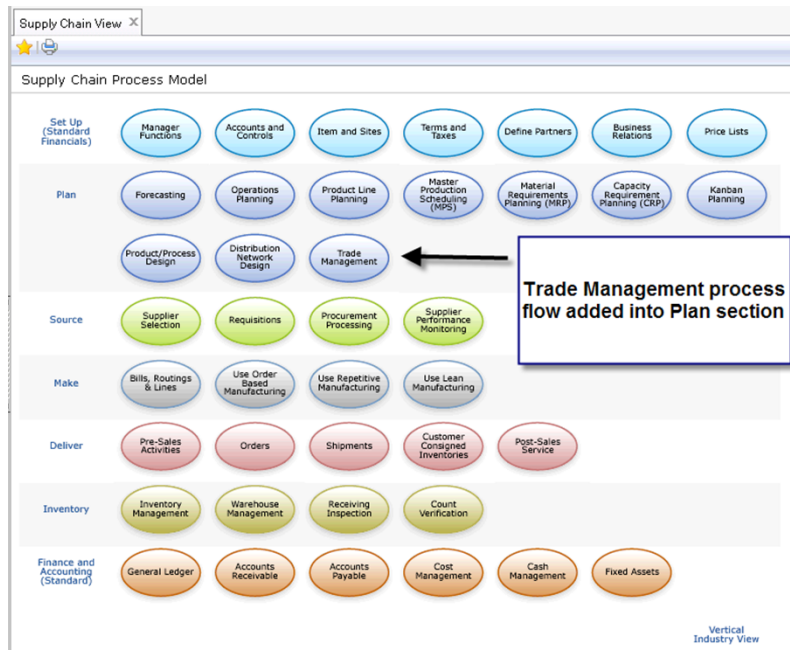
For details on maintaining browse collections and configuring the QAD .NET UI system environments, see *User Guide: QAD User Interfaces*.

Process Maps

A set of QAD TrM process maps are provided to help users make the most effective use of the product. These graphical models of workflows organically link together key TrM functions and sub-processes and represent industry best practices.

A detailed Trade Management Process Map has been created under the Supply Chain View. The process map outlines three phases of the Trade Management workflow — Foundation and Setup, Maintenance, and Processing — and will be a part of the QAD .NET UI 2.8.1 for maintenance customers.

Fig. 3.5
Trade Management Process Map



Preliminary Internationalization

Services work performed for an overseas customer required TrM to work in a multi-language environment. The TrM development team has made significant changes to the product to support Services in this effort, such as externalizing previously hard-coded labels to facilitate product translation and localization. Many of the changes made in this area are being checked into the TrM 2.8 baseline. The TrM product has not been officially certified as multi-language but these changes will provide optional multi-language support capabilities for future customers. The TrM development team will work with any future TrM customer requiring this functionality, pending Product Manager approval, to further test and refine this area. The goal of this effort is to fully internationalize TrM so that it can be readily localized like core QAD ERP applications to support multiple languages and locales.

TrM Version 2.7 Service Pack 1

This chapter provides an overview of major updates included with Trade Management (TrM) Version 2.7 Service Pack 1.

Overview 24

Describes the changes made in Service Pack 1 for TrM.

Descriptions of New Features 24

Describes the new features, with sections on deleted programs, deduction category field changes, field security in Payment Maintenance, reversing deduction claims, the next deduction number sequence, and streamlined processing for new claims.

Overview

The following changes have been made in Service Pack 1 for Trade Management (TrM) 2.7:

- Field security has been added to a number of fields in Payment Maintenance (27.6.4).
- An improved method for generating deduction numbers has been implemented.
- Deduction claims can now be reversed.
- Processing of new claims is now supported when a deduction is registered in Process Deductions (27.6.11.13).

In addition, several obsolete programs have been removed and one field has been changed in Deduction Category Maintenance (27.6.11.1).

Descriptions of New Features

The following sections describe each new feature in more detail.

Deleted Programs

As a result of the removal of obsolete functionality, the programs listed in Table 4.1 are no longer available.

Table 4.1
Deleted Programs

Menu Number	Description	Program Name
7.20.16.8	Deduction Budgets Parameters	
7.20.16.9	Deduction Budget Rule Main	

Deduction Category Field Change

You can now enter a user group as well as a user ID in the user field in Deduction Category Maintenance (27.6.11.1). See “User” on page 41 for a description of this field.

Field Security in Payment Maintenance

Field security has been implemented in Payment Maintenance (27.6.4) for:

- The Account and Discount Account fields in the header frame. See Figure 5.9 on page 45.
- The Account field in the Deduction Details frame. See Figure 5.13 on page 48.

Note Field security already existed on the Account field in the Payment Application Maintenance frame for non-AR payments and unapplied payments.

Use Field Security Maintenance (36.3.19) to set up field security. Enter the database field name in the Field Name field. See the following tables for details.

Table 4.2

Fields in Payment Maintenance Header

Field Label	Frame Field Name	Associated Database Field Name
Account	cAcct	ar_acct
	cSub	ar_sub
	cCC	ar_cc
Discount Account	cDiscAcct	ar_disc_acct
	cDiscSub	ar_disc_sub
	cDiscCc	ar_disc_cc

Table 4.3

Fields in Deduction Details Frame

Field Label	Frame Field Name	Associated Database Field Name
Account	cAccount	ard_acct
	cSub	ard_sub
	cCc	ard_cc

Table 4.4

Fields in Payment Application Maintenance Frame

Field Label	Frame Field Name	Associated Database Field Name
Account	ard_acct	ard_acct
	ard_sub	ard_sub
	ard_cc	ard_cc

Reversing Deduction Claims

In the original TrM 2.7 release, you could not reverse a posted claim that had been generated from a deduction (indicated by payment method PD). If you attempted to reverse such a claim using the Reverse Claim option, the system displayed the following error message:

Cannot reverse a claim generated from a deduction.

In TrM 2.7 Service Pack 1, you can now reverse such posted claims generated from a deduction using any of the following programs:

- Add/Edit Billback Claims (7.20.3.1)
- Add/Edit Lump Sum Claims (7.20.3.2)
- Add/Edit Off Invoice Claims (7.20.3.3)
- Add/Edit General Claims (7.20.3.4)
- Add/Edit Coupon Claims (7.20.3.5)
- Add/Edit Free Goods Claims (7.20.3.6)
- Add/Edit Indirect Claims (7.20.3.7)
- Add/Edit Lump Sum In Lieu Claims (7.20.3.8)

Next Deduction Number

When TrM 2.7 was released, the next deduction number sequence was defined using Number Range Management (NRM), as described in “Deduction Numbers” on page 38.

This approach could cause problems when more than one user was entering deductions.

In TRM 2.7 Service Pack 1, the NRM sequence has been replaced with a database sequence. You can specify the next value for this sequence to use in the Next Deduction field in Accounts Receivable Control (27.1). Entering a value in this field simply updates the Progress sequence.

Streamlined Processing for New Claims

A new field has been added to Accounts Receivable Control (27.24) and a number of changes have been made in Process Deductions (27.6.11.3) to streamline the processing of new claims.

These changes occur at the end of the sequence currently described in “Processing Deductions” on page 48.

These changes take effect only when:

- A new claim is being entered. Maintenance of existing claims must be done using the Add/Edit Claim Programs.
- The new Process Claims field in Accounts Receivable Control is set to Yes.

When these conditions are true, a new Process Claim frame displays when you press Go on the Claim Detail frame in Process Deductions. See Figure 5.19 on page 55 for an illustration of the Claim Detail frame.

You can use the fields on this frame to process, approve, and post the claim immediately. By setting these fields to Yes, you invoke the same programs that run from the menu-level Add/Edit Claim programs. The system performs identical validations and processing.

The new fields are described here:

Maintain Product Claims. This field defaults to Yes when the status of a claim is E, indicating either that no product claims have been entered or the entered amount does not equal the claim amount.

When Yes, a frame displays for entering product claims. This frame varies depending on the type of claim being processed and is exactly the same frame that would display in the appropriate Add/Edit Claim menu-level program. The same fields display with the same field validations.

When you complete entry of the claim, press End to return to the Process Claim frame. Set Approve Claim to Yes to approve the claim.

Approve Claim. When Yes, a frame displays for approving claims. This frame varies depending on the type of claim being processed and is exactly the same frame that would display in the appropriate Add/Edit Claim menu-level program. The same fields display with the same field validations.

Post Claim. After approving the claim, set Post Claim to Yes to update the general ledger. You will be prompted to confirm the action; respond Yes to complete. The system performs the same validation on the claim that occurs in the associated Add/Edit Claim menu-level function.

TrM Version 2.7 Release Overview

This chapter provides an overview of major updates included with Trade Management (TrM) Version 2.7.

Overview 28

Explains how TrM addresses business needs, offers an MFG/PRO solution, lists new programs and database tables, discusses modified programs and deleted programs.

Setting Up Default Domain Data 33

Explains how domain data has been modified for this edition of TrM.

Payment Centers Overview and Setup 33

Explains how to use Payment Center Maintenance.

Deductions Overview 34

Discusses deductions features and the deductions workflow.

Implementing Deductions 36

Explains how to use GL Accounts, deduction numbers, next action and category codes, deduction and invoice/memo defaults, and deduction categories.

Processing Payments 42

Explains how to use Payment Maintenance, with details on payment headers, bill-to customers, bill-to details, applied payments, unapplied payments and non-AR receipts, and short payments or deductions.

Processing Deductions 48

Explains how to use Process Deductions, with details on the selections screen, header and detail information, allocation to categories, resolution, TrM claims, Deduction Post, and TrM claims post.

New Reports and Inquiries 57

Explains how to use new reports and inquiries, including Deduction Inquiry, Deduction Report, Deduction Print, Deduction Aging Report, and Reconciled Deductions Report.

Additional Functionality Changes 60

Lists and describes additional functionality changes.

Overview

This version of Trade Management (TrM) is fully integrated and compatible with the domain functionality of MFG/PRO eB2.1. It also contains updated payment center and deductions functionality that is more tightly integrated with MFG/PRO.

Note The description of deductions functionality in this chapter applies to TrM version 2.7 only. See “Deductions” on page 77 for the discussion of deduction functionality in earlier TrM versions.

Business Need

TrM must be compatible with the domain structure of MFG/PRO eB2.1 to accommodate existing TrM customers who are migrating to eB2.1 and new customers requiring both domain and TrM functionality.

For increased user efficiency, payment center and deductions functionality should be closely integrated with payment functionality.

MFG/PRO Solution

TrM is now fully integrated and compatible with the domain structure of MFG/PRO eB2.1. With domains, users can manage the data from multiple business operations having different operational requirements and settings within one database. TrM retains its division structure and functionality so you can have multiple divisions in each domain. All TrM functions operate within the boundaries of one domain.

A new field—domain—has been added to each of the TrM tables. The technical reference *Trade Management Entity Diagrams* has not been updated to reflect this change since the field is the same in all tables. Users can assume a domain-to-domain match as the first part of each table relationship.

A new function—Domain Initialization (7.20.24.13)—lets system administrators populate a domain with default TrM data after it is created with Domain Maintenance (36.10.1).

Upgrading from TrM 2.6 to 2.7 requires data conversion.

When entering payments, users can now enter standard deductions—resolved by write-off or recharge—and promotion deductions—resolved by creating a TrM claim or standard recharge. The deductions functionality includes maintaining deduction categories, processing and posting deductions, and deduction reports.

A number of changes have been made to claim-processing programs in TrM to integrate with the new deduction processing features of MFG/PRO. Some TrM functions and fields are no longer needed. With this release, TrM uses an API for accessing deduction data and debit/credit memos.

Note TrM functions do not work with European Accounting.

New Programs

Table 5.1 lists the new MFG/PRO programs available for TrM release 2.7.

Table 5.1

New Programs for TrM 2.7

Menu Number	Description	Program Name
2.1.20	Payment Center Maintenance	arpcmt.p
2.1.21	Payment Center Browse	arbr007.p
7.20.24.13	Domain Initialization	uttrmdom.p
27.6.11.1	Deduction Category Maintenance	ardcatmt.p
27.6.11.3	Process Deductions	arpdmt.p
27.6.11.5	Deduction Inquiry	arpdic.p
27.6.11.6	Deduction Report	arpdrrp02.p
27.6.11.7	Deduction Print	arpdrrp03.p
27.6.11.9	Deduction Post	arpdpst.p
27.6.11.13	Deduction Aging Report	arpdrrp01.p
27.6.11.14	Reconciled Deduction Report	arpdrrp04.p

New Database Tables

Table 5.2 lists the database tables added to support the payment center and deductions functionality.

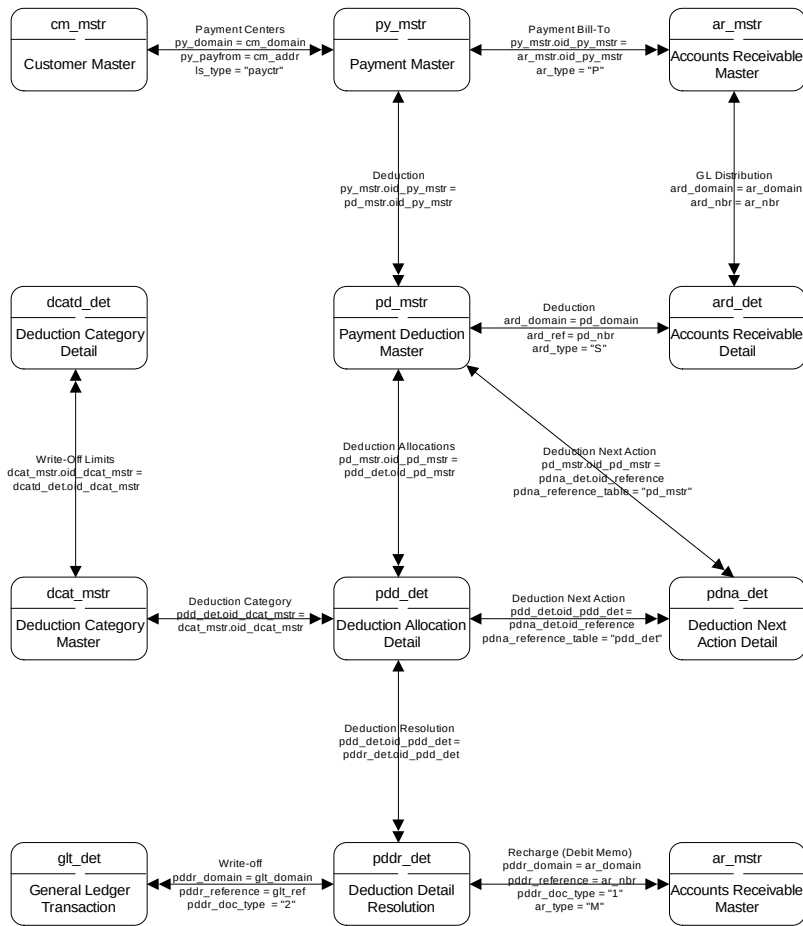
Table 5.2

New Database Tables

Table Name	Description	Contents
dcat_mstr	Deduction Category Master	Deduction category master information
dcatd_det	Deduction Category Detail	Deduction category user write-off limits
pd_mstr	Payment Deduction Master	Deduction header information
pdd_det	Payment Deduction Allocation Detail	Deduction allocation information
pddr_det	Payment Deduction Resolution Detail	Deduction allocation resolution information
pdna_det	Payment Deduction Next Action Detail	Deduction next action details
py_mstr	Payment Master	Customer payment details

Figure 5.1 shows the entity relationship diagram for the new tables supporting the payment center and deductions functionality and their relationships to existing tables.

Fig. 5.1
Entity Relationship Diagram, Payments



Modified Programs

The following tables list the programs modified for TrM 2.7 payment center and deductions functionality:

- MFG/PRO programs modified for payments and deductions
- MFG/PRO programs modified to consider deductions in credit checks
- TrM programs modified to integrate with the new way of processing deductions

Table 5.3 lists the MFG/PRO programs that were modified for payment center and deductions functionality and updated to use the new py_mstr table for payment data rather than the ar_mstr table.

Table 5.3
Modified
MFG/PRO Programs for TrM 2.7

Menu Number	Description	Program Name
2.1.11	Customer Account Inquiry	arcsi.q.p
2.11	Address Code Change	adadcg.p
27.6.4	Payment Maintenance	arpamt.p

Menu Number	Description	Program Name
27.6.5	Payment Inquiry	arpaiq.p
27.6.6	Payment Register	arparp.p
27.6.12.7	Self-Billing Payment Application	arsbpap.p
27.14	Customer Account Statement Print	arcsrp03.p
27.23	Closed AR Delete/Archive	arrcup.p
27.24	Accounts Receivable Control	arpm.p
31.14	Cash Statement of Account Print	cmbkrp.p
35.1	Document Import	edixsnf.p
36.17.6	Control Tables Report	mgpmrp.p

See “Deductions in Credit Check” on page 39.

Table 5.4 lists the programs that now include the open deduction amount as part of credit checking when Deductions in Credit Check is set to Yes as part of the deduction defaults in Accounts Receivable Control.

Table 5.4
Credit Checking Programs

Menu Number	Description	Program Name
7.1.1	SO Maintenance	sosomt.p
7.1.11	Sales Order Repricing	sorepr.p
7.1.13	Sales Order Credit Maintenance	soasmt.p
7.1.17	Sales Order Auto Credit Approval	socaup.p
7.1.15	Sales Order Credit Report	socrtp.p
7.1.16	Sales Order Auto Credit Hold	sochup.p
7.3.13	Scheduled Order Maintenance	rcsomt.p
7.9.15	Sales Order Shipments	sosois.p
7.12.1	Sales Quote Maintenance	sqqomt.p
7.12.8	Sales Quote Repricing	sqrepr.p
7.12.10	Sales Quote Release to Order	sqqoso.p
7.13.1	Pending Invoice Maintenance	soivmt.p
10.1.1	Project Maintenance	pjpjmt.p
10.5.1	PAO Maintenance	pjclmt.p
10.7.1	Material Order Maintenance	fseomt.p
10.9.1	Invoice Schedule Maintenance	pjismt.p
11.1.1.1	Call Maintenance	fscatmt.p
11.5.1.1	Contract Quote Maintenance	fsqomt.p
11.5.13.1	Contract Maintenance	fssamt.p
11.7.1.1	RMA Maintenance	fsmamt.p
27.20	AR Balance Report	arcsrp.p
27.9	Customer Credit Report	arcsrp04.p
35.1	Document Import	edixsnf.p
35.22.16	PO Change Export	edompoc.p

Table 5.5 lists the TrM programs modified to integrate with deduction processing in MFG/PRO with a brief description of the change.

Table 5.5
Modified TrM Programs for TrM 2.7

Menu Number	Description	Program Name	Modification
7.20.19.1	Trade Management Control	aicont.p	Removed obsolete Auto Recon Ded? field
7.20.21.9	Division Maintenance	aidevis.p	Removed obsolete Ded Recharges option from the H, Taxable Flags screen
7.20.3.1	Add/Edit Billback Claims	aidefc.p	For billback claims only, removed option Z, Associated Deductions and option [, Unlink from Deduction. For all claim programs: - When Payment method is PD, Promotion Code, Claim Customer, Supplier, Claim Amount cannot be edited. - You cannot use option J, Reverse Claim to reverse a claim from a deduction. Note: This is no longer true in Service Pack 1. See “Reversing Deduction Claims” on page 25. - Labels have been changed to clarify field usage: GL Date to Effective Date, Customer to Promotion Customer, Claim Customer to Pay-To Customer
7.20.3.2	Add/Edit Lump Sum Claims	aicoop.p	
7.20.3.3	Add/Edit Off Invoice Claims	aioic.p	
7.20.3.4	Add/Edit General Claims	aigec.p	
7.20.3.5	Add/Edit Coupon Claims	aicpc.p	
7.20.3.6	Add/Edit Free Goods Claims	aibnc.p	
7.20.3.7	Add/Edit Indirect Claims	aiinc.p	
7.20.3.8	Add/Edit Lump Sum in Lieu Claims	aireb.p	
7.20.21.10	Region Maintenance	airegn.p	Removed obsolete Cost Center field
7.20.21.11	Area Maintenance	aiareac.p	Removed obsolete Cost Center field
7.20.21.4	Staff Maintenance	aistaff.p	Removed option V, Deduction Claim Security

Deleted Programs

As a result of updating the payment center and deductions functionality, the menu and programs listed in Table 5.6 are obsolete.

Table 5.6
Deleted Programs

Menu Number	Description	Program Name
7.20.7	Deductions Menu	
7.20.7.1	Add/Edit Deduction Budgets	aidebd.p
7.20.7.2	Add/Edit Deduction Claims	aided.p
7.20.7.3	Process Deductions	aiprdd.p
7.20.7.6	View Deduction Budgets	aidedf12.p
7.20.7.7	View Deductions	aidedf1.p

Menu Number	Description	Program Name
7.20.7.8	View Deductions using ID	aidedf2.p
7.20.7.9	View Deductions using Action	aidedf3.p
7.20.7.10	View Deductions using Entry Date	aidedf4.p
7.20.7.11	View Deductions using Status	aidedf5.p
7.20.7.12	Write-Off Deductions	aidwof1.p
7.20.7.13	Deduction Budget Details	aidebd2.p
7.20.7.14	Deduction Budget Summary	aidebs.p
7.20.7.15	Aged Non Reconciled Deductions	aidean.p
7.20.7.16	Non Reconciled Deductions	aidenr.p
7.20.7.17	Reconciled Deduction Details	aiderd.p
7.20.7.18	Reconciled Deduction Summary	aiders.p
7.20.15.13	Deduction Status Maintenance	aidsta.p
7.20.15.14	Deduction Reason Code	aidrea.p
7.20.15.15	Deduction Next Action	aidact.p
7.20.15.16	Deduction Write Off Limits	aidwol.p
27.6.3	Payment/Deduction Maintenance	arpcpmt.p
27.6.7	Payment Center Link Maintenance	arpcmt.p

Setting Up Default Domain Data

With the introduction of domains in MFG/PRO eB2.1, every database has one system domain named QAD indicated by a domain type of SYSTEM. The initial system domain is created when the database is created, for both a new installation of MFG/PRO or a conversion.

The system domain includes the default data you need to begin implementing MFG/PRO, such as control program settings, rounding methods, default accounts, and generalized codes. Default TrM data is also loaded into the system domain.

The system domain is used as a template for new domains. When you create a new domain using Domain Maintenance (36.10.1), default MFG/PRO data is automatically copied from the system domain to the new domain. However, to include TrM data in the new domain, you must run a separate Domain Initialization (7.20.24.13) utility. This copies default TrM data from the system domain to the new domain.

Note Since the system domain is used as a template, you may want to add data to it or tailor defaults before creating new domains based on it.

Payment Centers Overview and Setup

Payment centers are MFG/PRO customers that can submit invoice payments for multiple bill-to customers in a single domain. For example, a central accounting office can submit a payment that is to be applied to open invoices for multiple branch offices. Since each branch office is an MFG/PRO bill-to customer, credit checking can be done for each office individually.

Define the payment center as a standard customer in Customer Maintenance (2.1.1); then use the list type Payctr in Address List Type Maintenance (2.9) to identify the customer as a payment center.

Use Payment Center Maintenance (2.1.20) to link bill-to customers to one and only one payment center. A payment center cannot be linked to another payment center as a bill-to customer.

A payment submitted by the payment center can be applied to invoices for one or more of the linked bill-to customers in Payment Maintenance (27.6.4).

Use Payment Center Browse (2.1.21) to review the bill-to customers linked to each defined payment center.

Fig. 5.2
Payment Center Maintenance (2.1.20)

Bill To	Name
GH20	GHPL NSW
GH30	GHPL VIC

Bill To: GHPL NSW

Payment Center. Enter the address code of an existing customer who will make payments on behalf of other bill-to customers. The customer must be assigned an address list type of Payctr in Address List Type Maintenance (2.9).

Bill-To. Enter an address code identifying a bill-to customer that you want to associate with the specified payment center. This gives the payment center the authorization to pay invoices on behalf of the specified bill-to.

More than one bill-to customer can be assigned to a single payment center.

Note A bill-to customer cannot be assigned to more than one payment center. A payment center cannot be assigned as a bill-to customer to another payment center.

Deductions Overview

When a customer pays less than the amount owed on an invoice, the amount not paid by the customer is known as a deduction or a short payment. Using deductions, you can record the receipt of an underpayment while still setting the open amount of the invoice to zero. The deduction can then be analyzed and a decision made on whether it should be allowed.

The following sections cover deduction features and the menu items and work flow for setting up and processing deductions.

Deductions Features

Two features add to the speed and convenience of deduction processing: category types and automatic write-off.

Category Types

During processing, each deduction is allocated to one or more deduction categories. Each category has an assigned deduction category type that determines how deductions that are allocated to that category are resolved.

There are two deduction category types:

- Standard Standard applies to all deduction categories that are not associated with Trade Management (TrM).
- Promo Promo applies to deduction categories that are associated with TrM promotions.

When a deduction with a deduction category type of Standard is allowed, the system writes off the amount and creates a balancing general ledger (GL) transaction. When a deduction with a category type of Promotion is allowed, the system creates a claim against a promotion in TrM. Regardless of deduction category type, when a deduction is disallowed, the system creates a debit memo to recharge the customer.

Automatic Write-Offs

See “Deduction Categories” on page 40.

When you enter a new deduction in Payment Maintenance (27.6.4), the system automatically writes it off if the following conditions have been set for the specified deduction category in Deduction Category Maintenance (27.6.11.1):

- Category type is Standard.
- Auto Write-Off is set to Yes.
- Maximum Write-Off amount is greater than the deduction amount.
- Write-Off Limit for the user entering the deduction is greater than the deduction amount.

The maximum write-off amount and the individual write-off limits are stored in the base currency for the domain.

When a write-off is created automatically by Payment Maintenance, the write-off transaction is also posted.

Deductions Work Flow

Table 5.7 lists the functions available for implementing, processing, posting, and reporting on deductions after creating them in Payment Maintenance (27.6.4).

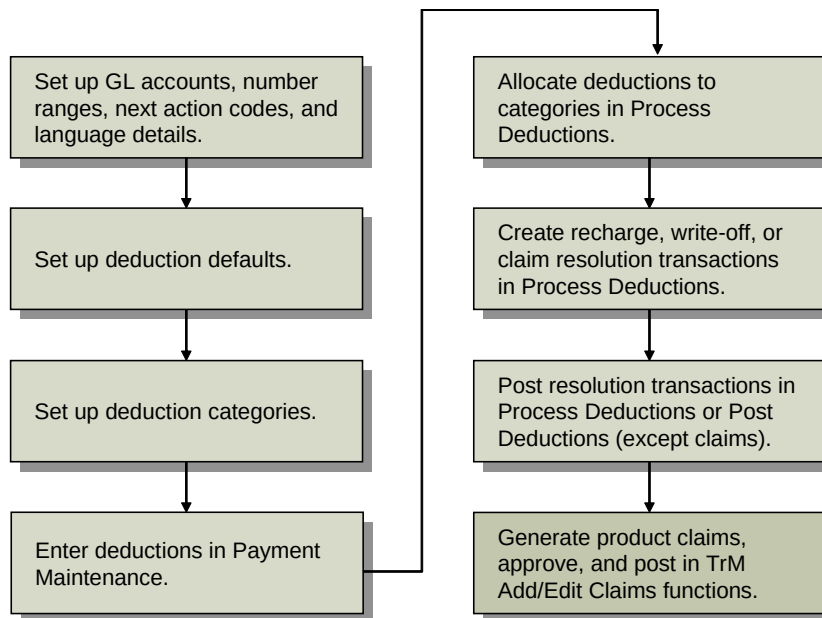
Table 5.7
Deductions Menu (27.6.11)

Menu Number	Description	Program Name
27.6.11.1	Deduction Category Maintenance	ardcatmt.p
27.6.11.3	Process Deductions	arpdmt.p
27.6.11.5	Deduction Inquiry	arpdinq.p
27.6.11.6	Deduction Report	arpdpr02.p
27.6.11.7	Deduction Print	arpdpr03.p
27.6.11.9	Deduction Post	arpdpst.p
27.6.11.13	Deduction Aging Report	arpdpr01.p
27.6.11.14	Reconciled Deductions Report	arpdpr04.p

Figure 5.3 shows the overall flow of deductions tasks. Subsequent sections describe each step.

- See “Implementing Deductions” on page 36.
- See “Processing Deductions” on page 48.

Fig. 5.3
Deductions Task Flow



Implementing Deductions

This section describes the two types of data setup activities required to begin using payment deduction features. The first type of data is general MFG/PRO data, including:

- GL accounts

See page 38.

- Deduction number sequences

See page 38.

- Next action codes and deduction category language details

Deduction-specific tasks are described in detail in the following sections:

See page 38.

- Deductions and invoice/memo defaults

See page 40.

- Deduction categories

GL Accounts

Standard deductions use GL Holding and Expense accounts associated with a deduction category; Promo deductions use GL Holding accounts from the deduction category and Expense accounts associated with a TrM promotion. Set up GL Holding and Expense accounts using:

- Account Code Maintenance (25.3.13)
- Sub-Account Code Maintenance (25.3.17)
- Cost Center Maintenance (25.3.20)

Underpayment amounts are tracked in the Holding account specified for the deduction category. The deduction can then be analyzed and a decision made whether to allow or disallow the deduction.

When a Standard deduction is allowed, the system writes the amount off and creates a balancing GL transaction that transfers the write-off amount from the deduction Holding account to the deduction Expense account.

See “TrM Claims Post” on page 57.

When a Promo deduction is allowed, the system creates a claim to be processed with TrM functions. Posting the claim transfers the claim amount from the deduction Holding account to the Expense account for the budget linked to the promotion associated with the claim.

When a Standard or Promo deduction is disallowed, the system creates a debit memo to recharge the customer and transfers the amount from the specified Holding account to the Accounts Receivable (AR) account for the bill-to customer.

To accommodate users who implement subledgers using daybooks, three new AR document types have been added to the system. Use these to group transactions when setting up default daybooks:

- AR-SA: Deduction Allocated
- AR-SC: Deduction Processed with a TrM Claim
- AR-SW: Deduction Processed with a Write-Off

Note The document type S is used for *short payment* (SA, SC, and SW) rather than D (deduction) to avoid conflicting with the use of D for drafts.

Deduction Numbers

Note Starting with TrM 2.7 Service Pack 1, this information is no longer valid. The Next Deduction Number is displayed and updated in Accounts Receivable Control (27.1). See “Next Deduction Number” on page 25 for details.

To ensure that deductions have unique identifying numbers, the numbering sequence must be defined in Number Range Maintenance (36.2.21.1).

- The target data set is `pd_deduction`.
- The total length of all segments defined for the deduction number, including prefix and suffix, must be less than or equal to eight characters; otherwise, the number is truncated when displayed.

The system uses this sequence definition to determine what format to use when assigning or validating sequential internal reference numbers for all payment deductions.

Next Action and Category Codes

You can set up next action codes and modify deduction category language details.

Next Action Codes

Use Generalized Codes Maintenance (36.2.13) to define next action codes for deductions. These codes are for reference only when processing a deduction. Specify `nextaction` as the field name that you are defining values for.

Deduction Category Descriptions

In a non-US English environment, you can modify deduction category descriptions in Language Detail Maintenance (36.4.3). Specify `dcat_mstr` as the data set and `dcat_type` as the field name. There are two values defined. Modify the Mnemonic or Label to suit your business requirements.

Table 5.8
Deduction Category Language Details

Numeric Code	Mnemonic	Label
1	STANDARD	Non-promotional
3	PROMO	Promotional

Deduction and Invoice/Memo Defaults

Use Accounts Receivable Control (27.24) to specify defaults for a number of deduction and payment parameters.

Note After defining deduction categories in Deduction Category Maintenance (27.6.11.1), you can optionally return to Accounts Receivable Control to enter the default category.

Fig. 5.4
Accounts Receivable Control (27.24)

Payments Sorting Method. Specify the default sorting sequence used when open invoices and memos are displayed during payment processing in Payment Maintenance (27.6.4):

- Ref Sort open records by reference number.
 Date Sort by due date, then by reference number.
 Bill Sort by bill-to address, then by due date.

See Table 5.4, “Credit Checking Programs,” on page 31.

Deductions in Credit Check. Enter Yes for the system to include open deduction amounts in the customer balance when checking credit. Otherwise, enter No.

See “Resolve” on page 53.

Resolve Deductions. Specify the default for the Resolve field in the Allocation Maintenance frame of Process Deductions (27.6.11.3).

Set this to No if users typically resolve deductions later as a separate process after allocation.

Set this to Yes if users typically resolve deductions immediately in Process Deductions. When Yes, the Deduction Resolution screen in Process Deductions displays for users to recharge, write off, or generate a claim against a deduction allocation.

Show Deductions. Specify the default for the Show Deductions field in Customer Account Inquiry (27.13) and Customer Account Statement Print (27.14). If set to Yes:

- The customer deduction balance is added to the customer balance in the inquiry display.
- Deduction records print on the statement and display in the inquiry.

Holding Account, Sub-Account, Cost Center. Enter the GL account, sub-account, and cost center codes used to hold deduction amounts until they are processed. This sets the Holding account default for Deduction Category Maintenance (27.6.11.1).

Expense Account, Sub-Account, Cost Center. Enter the GL account, sub-account, and cost center codes used to track write-off allocations for standard deductions. This sets the Expense account default for Deduction Category Maintenance.

See “Category” on page 52.

Deduction Category. Optionally enter a category from those defined in Deduction Category Maintenance. This is the default for the Category field of the Deduction Details frame in Payment Maintenance (27.6.4).

See “Deduction Numbers” on page 38 and “Short Payments or Deductions” on page 47.

Deduction Sequence ID. Enter the sequence code defined for deductions in Number Range Maintenance (36.2.21.1). The system uses this code to determine what format to use when assigning or validating sequential internal reference numbers for all payment deductions.

Deduction Categories

Use Deduction Category Maintenance (27.6.11.1) to create, modify, and delete deduction categories, set deduction types, specify accounts used to track deduction amounts, and define user write-off limits.

See “Deduction Category” on page 40.

Note After defining deduction categories here, return to Accounts Receivable Control (27.24) to enter the default category.

You cannot delete any deduction category associated with a deduction that has not been completely allocated and resolved.

Fig. 5.5
Deduction Category Maintenance (27.6.11.1)

The screenshot shows a software window titled "Deduction Category Maintenance" with a subtitle "Head Office (USD)". The window has a search icon in the top right corner. The main area contains the following fields and controls:

- Deduction Category:** A text field with a magnifying glass icon to its right.
- Description:** A text field.
- Deduction Category Type:** A text field.
- Holding Account:** A text field.
- Expense Account:** A text field.
- Auto Write-off:** A checkbox.
- Maximum Write-off:** A text field showing the value "0.00".

At the bottom right of the window, there are two circular navigation buttons: one with a left arrow and one with a right arrow.

Deduction Category. Enter a code (maximum 8 characters) for identifying a deduction.

Deduction Category Type. If TrM is not installed, this is set to Standard and is not updateable. Valid values are:

- | | |
|----------|--|
| Standard | Standard applies to all deduction categories that are not associated with Trade Management (TrM). This is the default. |
| Promo | Promo applies to deduction categories that are associated with TrM promotions. Only a Holding account is defined for Promo categories. |

If TrM is not installed, there are two effects:

- The system sets type to Standard and it is not updateable.

- Categories with type set to Promo that were created at some previous time when TrM was installed cannot be updated, but they can be deleted.

Holding Account, Sub-Account, Cost Center. Enter the GL account codes that hold deduction amounts for this category until they are processed.

The remaining fields apply to Standard categories only. The Expense account for Promo categories is defined in TrM. Claims, rather than write-off amounts, are generated for TrM deductions.

Expense Account, Sub-Account, Cost Center. When the deduction category type is Standard, enter the GL account codes that track write-off allocations for deductions of this category.

See “Automatic Write-Offs” on page 35.

Auto Write-Off. When the deduction category type is Standard, indicate if automatic write-offs are supported:

Yes: Deduction amounts that are less than the value of Maximum Write-Off can be written off in Payment Maintenance (27.6.4) for this deduction category as long as the write off is less than the write-off limit for the user executing the function.

No: Write-offs are resolved in Process Deductions (27.6.11.3) by one of the staff members identified in the User field.

Maximum Write-Off. Enter the maximum amount that can be written off automatically in Payment Maintenance for this deduction category when Auto Write-Off is Yes. This amount is stored in the domain base currency.

Fig. 5.6
Deduction Category Maintenance, User Write-Off Limits

The screenshot shows a software window titled "Deduction Category Maintenance" with a subtitle "Head Office (USD)". Inside the window, the following information is displayed:

- Deduction Category: deduct01
- Description: Deduction Category 1
- Deduction Category Type: STANDARD
- Non-promotional

Below this, there is a section titled "User Write-off Limits" containing a table:

User	Name	Write-off Limit
isp	Irene Parnel	50.00

At the bottom of the window, there is a section titled "User Write-off Limit Maintenance" with the following details:

- User: isp
- Name: Irene Parnel
- Write-off Limit: 50.00 (highlighted in yellow)

Navigation buttons (back, forward, cancel) are visible at the bottom right of the window.

User. Enter the ID for a user with access to the current domain for whom you are setting a write-off limit. Write-offs apply only when the deduction category type is Standard. A deduction category can have multiple users with write-off authority.

Beginning with TrM 2.7 Service Pack 1, you can also specify a user group in this field.

Write-Off Limit. When the category type is Standard, enter the maximum amount that the staff member identified in User can write off for this deduction category, either automatically in Payment Maintenance or manually through Process Deductions. This amount is stored in the domain base currency.

Processing Payments

Use Payment Maintenance (27.6.4) to record customer payments, prepayments, and miscellaneous cash receipts, such as tax refunds. You can also record deductions. Payments and deductions are applied to one or more open items, such as invoices, for one or more bill-to customers.

This section covers these topics:

See page 44.

- Bill-to customers

See page 45.

- Applied payments

See page 47.

- Unapplied payments and non-AR receipts

See page 47.

- Short payments or deductions

Payment Header

See “Payment Centers Overview and Setup” on page 33.

Begin by specifying a batch and batch control amount for a group of transactions. For each check, specify the pay-from customer as well as dates and control amount. If the pay-from customer is a payment center, you can select a subset of the bill-to customers linked to it; the default is all bill-to customers linked to the payment center. You can then review the default entity and account information for each bill-to customer.

In the header frame, set Auto Apply to Yes to specify criteria for selecting multiple open invoices for one or more bill-to customers. Alternatively, in the Payment Application Maintenance frame, you can manually select items for payment by specifying a reference. In this case the document type—such as I for invoice or M for memo—defaults to the Type field and cannot be updated.

If you leave the reference field blank, you can enter one of three other types of payment:

See “Unapplied Payments and Non-AR Receipts” on page 47.

- Unapplied (U). Use this to record cash received from a customer that does not apply to specific invoices, memos, or finance charges—for example, a prepayment for a future invoice or an overpayment.
- Non-AR (N). Use this to record cash received that is not paying any invoice, memo, or finance charge—for example, tax refunds.

See “Short Payments or Deductions” on page 47.

- Deduction (S). Use this to record a short payment or underpayment—for example, a disputed amount or an outstanding credit. A deduction lets you record the receipt of payment while the contested amount is being investigated.

Fig. 5.7
Payment Maintenance (27.6.4)

Check. Enter the check number for this payment or leave blank to use the next sequential memo number in Accounts Receivable Control (27.24). This is usually the number printed on the check and must be unique for each customer.

Check number and Pay From uniquely identify a specific payment; both must be entered to record, modify, or apply a payment.

Pay From. Enter the customer address code for an individual bill-to customer or for a payment center.

If the Pay From customer is not a payment center with multiple linked bill-to customers, the third frame displays only entity, account, and daybook information for the single customer.

If the Pay From customer is a payment center, the third frame also displays a Bill-To field. Use Next/Previous to view the multiple bill-to customer records.

Currency. Enter a valid currency for this payment. Currency defaults from the pay-from customer.

Payment Center. This field is set to Yes when bill-to addresses are linked to the pay-from customer in Payment Center Maintenance (2.1.20). Yes indicates that the pay-from customer is making a payment on behalf of other bill-to customers. When this field is Yes, the Select Bill-To Customers field is also enabled.

Check Control. Enter a control total for this payment or leave blank if you do not want the system to validate that the total of all entries equals the control total.

Date. Enter the date associated with this transaction. Where applicable, the date determines the currency exchange rate. On invoices and memos, in conjunction with the credit terms, the date determines the discount and due dates. The AR Aging by Invoice Date Report (27.17) uses this date to calculate aged amounts. The default is the system date.

Effective. Enter the date this AR transaction affects the GL. The default is the system date. If Verify GL Accounts is Yes in Domain/Account Control (36.1), the system verifies that the date is within an open GL period in MFG/PRO for the entity specified.

Bank. Enter the code for the bank receiving this payment.

The default is the first bank found having the same currency as the pay-from customer.

Sort Method. Specify the sorting sequence used when open invoices and memos are displayed during payment processing:

Ref: Sort open records by reference number

Date: Sort by due date, then by reference number

Bill: Sort by bill-to address, then by due date

See “Payments Sorting Method” on page 39.

This defaults from Accounts Receivable Control (27.24).

Auto Apply. Indicate whether to apply this payment automatically to the selected open charges.

No: You manually apply the payment amount to individual invoices and other charges.

See Figure 5.10 on page 46.

Yes: A selection frame displays so you can enter a range of reference numbers, transaction dates, and due dates to which this payment applies.

Select Bill-To Customers. You can update this field only when the pay-from customer is a payment center; otherwise, it does not apply. Indicate if you want to select a subset of bill-to addresses linked to the pay-from customer or process payments for all of them:

No: Process payments for all bill-to customers associated with the specified payment center.

Yes: View a list of bill-to customers belonging to the specified payment center and select individual customers for payment processing.

Bill-To Customers

When the pay-from customer is a payment center, there are several approaches to selecting a subset of the bill-to customers linked to the payment center.

- To select all of the bill-to customers, set Select Bill-To Customers to No in the header. There is no opportunity to edit the list.
- To select most of the bill-to customers, in the header set Select Bill-To Customers to Yes to display the selection screen. In the first frame of the selection screen, set Select All to Yes to display all of the bill-to customers selected; then deselect those that are not wanted.
- To select a few of the bill-to customers, set Select Bill-To Customers to Yes in the header. In the first frame of the selection screen, set Select All to No to display all of the bill-to customers unselected; then select the few that are wanted.

Figure 5.8 illustrates the frame that displays when Select Bill-To Customers is Yes and you specify No to the Select All prompt.

Fig. 5.8
Payment Maintenance, Selecting Bill-To Addresses

The screenshot shows a software window titled "Payment Maintenance" with a subtitle "Head Office (USD)". The window contains a header section with the following information:

- Batch: 1137
- Control: 5,000.000
- Total: 0.000
- Check: 1000095
- Pay From: GH00

Below the header is a table with two columns: "Bill To" and "Name". The table lists three bill-to customers:

Bill To	Name
GH00	GHPL Head Office
GH20	GHPL NSW
GH30	GHPL VIC

The "GH20" row is highlighted in green. At the bottom right of the window, there are three buttons: a red "X" button, a left arrow button, and a right arrow button.

Bill-To Details

Figure 5.9 illustrates the next frame in Payment Maintenance. You can update the information in this frame only when creating a new payment record; otherwise, it is display only.

Note Daybook is the one exception to this rule; when Allow Gaps is Yes, the daybook code can always be updated.

Fig. 5.9
Payment Maintenance, Bill-To Fields

Displays when Pay-From is a payment center.

Bill To: CH20	GHPL NSW	Daybook:
Entity: 1000		
Account: 1040		
Discount Account: 3910		

Navigation buttons: Previous, Next

Bill-To. This field only displays when the pay-from customer is a payment center. Scroll through the list and review bill-to customer information. The bill-to must belong to the pay-from customer and if Select Bill-To Customers was Yes, the bill-to must be among those selected in the selection screen.

Entity. Enter the entity code from those defined in Entity Code Maintenance (25.3.1.1). Entity codes identify GL transactions for a specific company. The default entity specified in Domain/Account Control (36.1) displays by default.

Daybook. Specify the daybook to which the payment transaction should be assigned from those defined in Daybook Maintenance (25.8.1).

You can enter any existing daybook code or leave the field blank if no daybooks have been defined. If defined, the system displays the default daybook code for transaction type AR and document type P.

Applied Payments

There are multiple ways to assemble the list of invoices, memos, and finance charges for payment in the Payment Application Detail frame.

- Apply a customer's payment by entering the reference numbers of the invoices, memos, or finance charges for the payment in the Reference field of the payment distribution line. The Type (T) field defaults based on the reference selected and cannot be changed: invoice (I), debit memo (M), finance charge (F).

After you enter a reference number, the system prompts for the amount to apply. Enter the entire amount paid, including any discount taken.

- You can apply one payment to multiple invoices, memos, and finance charges by setting Auto Apply, in the header frame, to Yes. The system displays the Invoice/Memo Selection frame.

You can also apply payments to multiple distribution lines by entering an asterisk (*) in the Reference field of the Payment Application Maintenance frame to display the Invoice/Memo Selection frame.

Fig. 5.10
Payment Maintenance, Invoice/Memo Selection

Payment Maintenance Head Office (USD)

Batch: 1137 Control: 5,000.000 Total: -10.000

Invoice/Memo Selection

Reference: To:
 Date: To:
 Due Date: To:

Select All (*): ☐

This feature lets you retrieve open items by reference, transaction date, and due date range. If you leave all selection criteria blank, the system retrieves all open items for the customer bill-to addresses. The system retrieves items until the transaction control total is reached and partially applies the last payment if the sum of the items exceeds the control total.

Note The system does not select open items unless the control total is greater than zero.

Select All determines the default status of the retrieved open items. Set Select All to Yes if most or all of the retrieved open items are covered by this payment. Set Select All to No if you want to manually select items for payment.

The Automatic Payment Selection screen displays next. Here the system displays all the retrieved open items. Selected items are marked with an asterisk (*) in the Sel column. The order of the items selected for payment is determined by the sort method specified in Accounts Receivable Control (27.24).

Fig. 5.11
Payment Maintenance, Automatic Payment Selection

Payment Maintenance Head Office (USD)

Check: 1000096 Check Control: 0.00 Amt: 286.44
 Pay From: GH00 GHPL Head Office Unapplied: -286.44

Automatic Payment Selection

S	Ref	Bill To	T	Due Date	Balance	Applied Amount	Discount
	INV10039	GH00	I	01/28/2005	1,002.65	0.00	0.00
	INV10041	GH00	I	01/28/2005	481.27	0.00	0.00
*	INV10050	GH00	I	01/29/2005	286.44	286.44	0.00
	INV10051	GH20	I	01/29/2005	286.44	0.00	0.00
	INV10067	GH20	I	01/30/2005	286.44	0.00	0.00
	INV10052	GH20	I	01/31/2005	286.44	0.00	0.00
	INV10063	GH20	I	01/31/2005	401.06	0.00	0.00
	INV10066	GH20	I	02/01/2005	286.44	0.00	0.00
	INV10068	GH20	I	02/01/2005	286.44	0.00	0.00

Indicates amount selected to apply

Select or deselect items as needed. Every time you select/deselect an item, the system automatically updates the two totals in the upper right corner of the screen. In the Amt field, the system displays the current applied amount. In the Unapplied field, it displays the current unapplied amount: the check control minus the total applied.

See “Short Payments or Deductions” on page 47.

Once you are satisfied with the selected items, press Go to process them and move to the Payment Application screen. The system automatically calculates the discount for prepayment based on the credit terms assigned to the invoice. Discounts are independent of deductions.

Unapplied Payments and Non-AR Receipts

You can use Payment Maintenance to record payments that do not correspond to a specific invoice such as prepayments or tax refunds. In the Payment Application Detail frame, leave the Ref field blank and enter U (unapplied) or N (non-AR) in the Type (T) field.

Each unapplied and non-AR payment is stored with both the check number and the reference for that distribution line. Multiple unapplied or non-AR payment amounts can be entered for one check, each differentiated by the N/U reference. Each individual reference can specify a different entity, account, amount, and discount.

Unapplied payments decrease the customer's balance. The system does not mark the transactions as closed until you use Unapplied Payment Application (27.6.9) to apply the payment to a specific invoice, memo, or finance charge. Specify the unapplied payment reference number (Unapplied Ref) and enter the reference numbers of the items (Reference) to which it applies. The system creates an audit trail by adding a DR/CR memo with a new reference number and the transaction type Applied. The system also creates a GL transaction to record any currency gain/loss.

You may want to accumulate prepayments in a GL liability account. To do this, identify the prepayment account when you enter the unapplied payment in Payment Maintenance. When you apply the payment, the system moves the amount from the prepayment account to the A/R account of the invoice.

Short Payments or Deductions

Use Payment Maintenance to record short payments or deductions taken by customers. When a customer pays less than the amount owed on an invoice, the amount not paid is known as a deduction. Entering a deduction in Payment Maintenance records the receipt of the short payment and lets you set the open amount of the invoice to zero.

In the Payment Application Maintenance frame, leave the Ref field blank. The system displays a warning that the payment type must be U, N, or S. Enter S (short payment) in the Type field to create a new deduction record.

Note To modify an existing deduction record, enter the deduction number in the Ref field.

Fig. 5.12
Payment Maintenance, Type S Application

The screenshot shows the 'Payment Maintenance' window for 'Head Office (USD)'. The top section displays 'Check: 1000095', 'Check Control: 0.00', 'Amount: 0.00', 'Pay From: GH00', 'GHPL Head Office', and 'Unapplied: 0.00'. Below this is the 'Payment Application Detail' section, which is currently empty. The 'Payment Application Maintenance' section contains fields for 'Ref:', 'Type: S', 'Bill To:', 'Entity:', 'N/U Ref:', 'Amount to Apply:', 'Account:', 'Cash Amount:', 'Tax:', and 'Discount:'. At the bottom right of this section is an 'Add Link' button. A warning message at the bottom of the window reads: 'WARNING: Creating (U)napplied, (N)on-AR receipt or (S)hort payment.'

See “Deduction Sequence ID” on page 40.

Press Go to display the Deduction Details frame. The system generates a new deduction ID number based on the sequence specified in Accounts Receivable Control (27.24).

Fig. 5.13
Payment Maintenance, Deduction Details

In the details frame, specify a bill-to customer from those previously selected that belong to the pay-from customer. Deduction category defaults from Accounts Receivable Control, but can be updated as needed. After a record is created, however, category cannot be modified.

Enter up to two customer references supplied with the customer remittance advice that indicate why a deduction was taken. Enter the MFG/PRO invoice number if applicable and the amount of the deduction. Specify Yes to Comments to add any other reference information about the deduction. Press Go to update the database.

When a deduction is recorded, Payment Maintenance creates the following GL entries:

- Debits the Cash account from the bank with the value of the check
- Debits the Holding account associated with the specified deduction category; if a category is not specified, debits the Holding account in Accounts Receivable Control
- Credits the Accounts Receivable account from the DR/CR memo

When a standard deduction is automatically written off in Payment Maintenance, the following additional transactions occur:

- Debits the Expense account of the deduction category specified for the allocation line
- Credits the Holding account of the deduction category specified for the allocation line

Processing Deductions

See “Implementing Deductions” on page 36 and “Short Payments or Deductions” on page 47.

Use Process Deductions (27.6.11.3) to recharge, write off, or create a TrM claim for a deduction entered in Payment Maintenance (27.6.4). To create claims, Integrate with TrM must be set to Yes in Sales Order Control (7.1.24).

When a deduction is allowed, depending on the deduction category type, the system creates a TrM claim or the amount is written off and the system creates a balancing GL transaction.

When a deduction is disallowed, the system creates a debit memo to recharge the customer. When creating debit memos to recharge a customer, the exchange rate for multi-currency environments is set to the exchange rate of the deduction.

See “Automatic Write-Offs” on page 35.

Note Standard deductions meeting certain criteria are automatically written off when they are entered in Payment Maintenance, and the transactions are posted by that program.

There are multiple activities to processing deductions: deduction selection, header and detail information, allocation of the deduction across deduction categories, resolution (creating the transactions), and posting. Allocated deduction transactions can be posted as part of the resolution or as a separate activity. Use the TrM Add/Edit Claim (7.20.3) functions to post TrM claims.

- Selection

See page 50.

- Header and detail information

See page 51.

- Allocation to categories

See page 53.

- Resolution

See page 56.

- Deduction post

See page 57.

- TrM claims post

Selection

In the selection screen, you can filter deductions to process in a number of ways:

- Specify ranges for deduction, invoice, date, or category for selecting deductions to process.
- You can also specify selection criteria such as the pay-from customer, the bill-to customer, the sold-to customer, and the check number.
- Finally, specify whether to include unallocated, partially allocated/reconciled, or full reconciled deductions.

Fig. 5.14
Process Deductions (27.6.11.3)

Process Deductions **Head Office (USD)**

Deduction: To:
 Invoice: To:
 Date: To:
 Category: To:
 Pay From:
 Bill To:
 Sold To:
 Customer Reference:
 Check:
 Next Action:
 Unallocated: ☒
 Partially Allocated/Reconciled: ☒
 Fully Reconciled: ☐

Press Go to select the deductions for processing and display the header and detail screen.

Header and Detail Information

These frames include general deduction information such as customer payment details and any amount allocated to this deduction.

In the header frame, only the Deduction field can be updated. Press Go to move control to the Deduction Detail frame.

In the Deduction Detail frame, you can do the following:

- Update the Sold-To, Invoice, Customer Reference, and Other Reference fields.
- Set Comments to Yes to record deduction header comments—or maintain comments entered in Payment Maintenance (27.6.4)—and return to this frame.
- Set Next Action to Yes and press Go to display the Deduction Next Action frame.
- Press Go to proceed to the allocation frames.

Fig. 5.15
Process Deductions, Header and Detail

Process Deductions **Head Office (USD)**

Deduction: 00034 Currency: USD Amount: 10.00
 Allocated: 10.00 Reconciled: 0.00

Deduction Detail

Pay From: GH00 GHPL Head Office Batch: 1137
 Bill To: GH20 GHPL NSW Check: 1000095
 Sold To: GH20 GHPL NSW Date: 02/03/2005
 Invoice Number: User: mfg
 Customer Reference: Ref-1103 Comments: ☐
 Other Reference: Next Action: ☐

Deduction. Enter a deduction ID in the header frame to select it for processing. The deduction must be among those selected for processing in the selection screen. You can use Next/Previous or the lookup to select valid deductions.

Press Go to access the Deduction Detail frame.

Sold-To. Enter the address code of the sold-to customer associated with the current deduction. The default is the bill-to customer

Invoice. Enter the invoice number that this deduction applies to. This defaults from the invoice entered in the Deduction Details frame in Payment Maintenance (27.6.4) when the deduction was created.

Customer Ref. Enter the customer-supplied reference for this deduction such as charge back debit number. This defaults from the customer reference entered in the Deduction Details frame in Payment Maintenance when the deduction was created. This can be useful when researching a deduction with a customer.

Other Ref. Enter an alternative customer-supplied reference for this deduction. This defaults from the other reference entered in the Deduction Details frame in Payment Maintenance.

Comments. Set to Yes to update comments about the current deduction. Comments entered for a deduction in Payment Maintenance can be maintained here.

Next Action. Set to Yes to display the Deduction Next Action frame for updating the next action code and date for the current deduction.

In the Deduction Next Action frame, changing the next action code or date creates a new record with a sequence number greater than the current record. Set Comments to Yes to record next action comments.

Updating the next action code or date increments the next action sequence.

Fig. 5.16
Process Deductions, Next Action

Next Action. Enter a next action for the deduction. These codes, defined in Generalized Codes Maintenance (36.2.13), are for reference only when processing deductions.

Next Action Date. Enter the date for the next action.

Comments. Set to Yes to update next action-specific comments for the current deduction.

Allocation to Categories

Use the Allocation Maintenance and Allocation Detail frames to select, add, modify, and delete deduction allocations related to different categories.

Press Go in the Deduction Detail frame to add or modify deduction allocation records:

- If no allocation detail records exist for the current deduction, control goes directly to the Allocation Maintenance frame for adding detail records.
- If detail records exist, control goes to the Allocation Detail frame so you can select a record to update.

In the Allocation Maintenance frame, the Reconciled field shows the amount resolved for the current allocation line and is display only. A detail line can be deleted only when the reconciled amount is zero.

From the Allocation Maintenance frame, when you have finished adding or maintaining the allocation details for the current deduction, do one of the following:

- Select an allocation line and set Resolve to Yes; then press Go to proceed to the Resolution Maintenance frame to create transactions for the selected allocation line.
- Press End to return control to the deduction header frame where you can choose another deduction from those returned by the selection criteria on the first screen.

Fig. 5.17
Process Deductions, Allocation Maintenance

Line. To select an existing line, use Next/Previous to display the line number, then press Go to continue maintaining the line. For a new line, enter a line number greater than the last existing line.

See “Deduction Categories” on page 40.

Category. Enter the deduction category that part or all of the current deduction is allocated to. This field can only be accessed when creating a new detail line; it cannot be modified.

Amount. Enter the amount of the current deduction to allocate to the the selected deduction category. This field cannot be 0 (zero) and the total amount allocated cannot exceed the deduction amount. You can delete the line from this field if the amount in Reconciled is 0. Amount and Reconciled Amount for the deduction also display in the header.

Invoice Number. Optionally update the invoice number that is associated with the bill-to customer for the current deduction. This defaults from the Deduction Detail frame.

Sold-To. Optionally update the address code of the sold-to customer associated with the current deduction. The default is the sold-to customer specified in the Deduction Detail frame.

Promotion. Enter the ID for the promotion defined in TrM that the deduction is being claimed against. This field is only active when you specify a category with a type of Promo.

The system validates that:

- The promotion specified has a status of Confirmed, Live, or Finished.
- The sold-to customer is associated with the promotion.
- The currency of the promotion matches the currency of the deduction.

You cannot change this field after a TrM claim has been generated. If the wrong promotion was specified, you must delete the claim in TrM and then correct the value here.

Comments. Set to Yes to update the deduction detail comments.

See Figure 5.16 on page 51.

Next Action. When Yes, the Allocation Next Action frame displays; otherwise, it is skipped. This is the same frame that displays for a deduction, only in this case the record created applies to the allocation detail.

See “Resolve Deductions” on page 39.

Resolve. When Yes, the resolution frames display (Figure 5.18) where you can create and optionally post transactions for the deduction line; otherwise, these frames are skipped. The default for this field is set in Accounts Receivable Control.

Resolution

Use these frames to create and, optionally, post transactions that recharge a deduction back to the customer, create a claim against a TrM promotion, or write off a portion of a standard deduction.

In the Resolution Detail frame, select a line to display it in the Resolution Maintenance frame for updating or deleting.

Note For additional security you, consider limiting who can update the Aging Date and Post fields. Use Field Security Maintenance (36.3.19) to define security for fields pddr_aging_date and pddr_post.

Lines with Type set to Allocate in the Resolution Detail frame are system generated and cannot be updated. They provide an audit trail of the actions taken in the Allocation Maintenance frame. Review these lines to see the ID of the user that created the allocation and the different allocated amounts if multiple allocations have been made.

Posted lines are closed so they also cannot be updated.

Note If the line being deleted or modified is for a TrM claim, the system verifies that the claim has not been approved or posted. In these cases, an error displays; otherwise, both the resolution line and the TrM claim are updated or deleted. For a TrM claim, the system sets Effective Date to blank and Post to No, and these fields cannot be updated.

Update the transaction type (new lines only), effective date, amount, remarks, and set the Post field to Yes. You can also delete unposted transactions that are not of type Allocate. Deleting a line reduces the allocated amount for the deduction by the amount shown for the deleted line.

You can set the Post field for multiple lines. They display with Pending set to Yes in the Resolution Detail frame until you press End to leave the resolution frames. Then the system posts all selected transactions.

Fig. 5.18
Process Deductions, Resolution

The screenshot shows a software window titled "Process Deductions" with a subtitle "Head Office (USD)". It contains three main sections:

- Allocation Detail:**
 - Deduction: 00034
 - Category: deduct01
 - Line: 1
 - Amount: 10.00
 - Reconciled: 0.00
- Resolution Detail:** A table with the following data:

Seq	Type	Reference	Date	User	Posted	Pending	Amount
1	ALLOCATE	1000095	02/03/2005	mfg	☒	☐	10.00
- Resolution Maintenance:**
 - Sequence: 1 (highlighted)
 - Effective: 02/03/2005
 - Remarks:
 - Type: ALLOCATE
 - Aging Date:
 - Amount: 10.00
 - Post: ☐

Sequence. Enter the next sequence number to add a new line to the Resolution Detail frame. Use Next/Previous to scroll through the existing detail lines.

Type. Enter the transaction type for this deduction resolution. When the category type for the selected deduction is Standard, the valid transaction types are Recharge and Write-Off. When the category type is Promotion, the valid transaction types are Recharge and Claim.

Amount. Enter the deduction amount to be resolved with the specified transaction. The reconciled amount cannot be greater than the allocated amount for this detail line. The amount entered plus the total amount already written off by the user for this deduction must not be greater than the limit set for this user based on the deduction category.

Effective. Enter the effective date for a standard transaction.

Aging Date. This field can be updated only when the transaction type is set to Recharge. Enter the date for the debit memo that is used when calculating the balance based on the credit terms.

Remarks. Enter brief (24 characters) remarks about this deduction resolution. Remarks print in Deduction Report (27.6.11.6).

Post. Set to Yes to create the transaction for the selected deduction resolution line:

- For Standard deductions, this posts write-off and recharge GL transactions.

See “TrM Claims Post” on page 57.

- For Promo deductions, this posts recharge GL transactions. When type is set to Claim, Post defaults to No and cannot be updated. Claims are posted using Trade Management functions.

For the selected line, this sets the Pending field in the Resolution Detail frame to Yes. When you exit the frame, the system posts the transaction and sets the Posted field to Yes and the Pending field to No.

You can also use Deduction Post (27.6.11.9) to post deduction resolution records defined in Deduction Processing.

TrM Claims

When the transaction type for a deduction resolution is Claim, the screen illustrated in Figure 5.19 displays for input of information about the claim.

Fig. 5.19
Process Deductions, Claim Detail

The screenshot shows a software window titled "Process Deductions" with a subtitle "Head Office (USD)". It contains two main sections: "Allocation Detail" and "Claim Detail".

Allocation Detail:

- Deduction: 00034
- Category: prom
- Line: 2
- Amount: 5.00
- Reconciled: 0.00

Claim Detail:

- Pay-To Customer: GH20
- Promotion Customer: GH20
- Promotion Code: 1003
- Customer Group: 1
- Deal Category: CSM
- Invoice Number:
- Claim Date: 02/03/2005
- Payment Date: 02/03/2005
- Effective Date: 02/03/2005
- Claim Amount: 5.00

On the right side of the "Claim Detail" section, there are several labels: GHPL NSW, GHPL NSW, Test BB#LS, Retail, and Lump Sum. At the bottom right of the window, there are three buttons: a red 'X' (close), a left arrow (previous), and a right arrow (next).

The claim number is generated based on the sequence defined in TrM Number Range Management (7.20.19.3).

The Pay-To Customer defaults from the deduction bill-to customer. The Promotion Customer and Promotion Code default from the sold-to customer and promotion specified in the Allocation Maintenance frame. Claim Amount displays the value entered in the Amount field in the Resolution Maintenance frame. These fields cannot be modified.

Customer Group. Specify the TrM customer group that the sold-to customer belongs to. The system validates that the customer group is associated with the TrM promotion, and that the sold-to customer belongs to this customer group. The default value is the first customer group associated with the promotion that the customer also belongs to.

Deal Category. Specify the TrM deal category for this claim. The deal category must be associated with the promotion. The system displays the first deal category associated with the promotion by default.

Invoice. The invoice number specified in the Allocation Maintenance frame displays by default. This field is required if the deal category is off-invoice or free goods (OI and BO types). For these deal categories, the system verifies that the sold-to customer on the specified invoice matches the promotion customer and the bill-to customer matches the pay-to customer. When an off-invoice deal category is specified, you cannot specify an invoice that has already generated a claim.

Claim Date. Specify the date for this claim. The default is the system date.

Payment Date. Specify the date for this claim payment. The default is the system date.

Effective Date. Specify the effective date for the GL transaction created when you post the claim. The date specified must be within an open TrM period. If Verify GL Accounts is Yes in Domain/Account Control (36.1), the system verifies that the date is within an open GL period in MFG/PRO for both the entity of the division associated with the promotion and for the entity of the deduction.

After you verify the information in this screen and press Go, the system creates a claim in TrM based on the information you supplied. In addition, the following fields are set on the new claim:

- Supplier is blank.
- Payment Method is set to PD (deduction).
- Claim Reference is set to the deduction number.
- Payment Reference is set to the category specified in the Allocation Maintenance frame.
- Status is set to E (claims exist).

Some of these fields can be modified as needed in the TrM Add/Edit Claim functions.

Note Beginning with TrM 2.7 Service Pack 1, you can continue to process a new claim in Process Deductions. See “Streamlined Processing for New Claims” on page 26 for details.

Deduction Post

Use Deduction Post (27.6.11.9) to post write-off and recharge amounts for selected deduction resolution records. This is an alternative to posting resolution records from the resolution frames of Process Deductions (27.6.11.3).

Note When you are using TrM, you cannot post transactions of type Claim using this function; use TrM claim functions instead.

Enter a range of selection criteria for selecting deduction resolution records from those created in Process Deductions. The selection criteria are applied to only those deductions that are at least partially allocated or reconciled since there is nothing to post for records that are either unallocated or fully reconciled. When the deduction amount is equal to the reconciled amount, the deduction is considered closed.

Fig. 5.20
Deduction Post (27.6.11.9)

The screenshot shows the 'Deduction Post' window for 'Head Office (USD)'. The window has a title bar with standard icons. The main area contains the following fields:

- Deduction:** A text input field with a search icon.
- Invoice:** A text input field with a search icon.
- Date:** A date input field with a calendar icon.
- Category:** A text input field with a search icon.
- Pay From:** A text input field with a search icon.
- Bill To:** A text input field with a search icon.
- Sold-To:** A text input field with a search icon.
- Customer Reference:** A long text input field.
- Check:** A text input field with a search icon.
- To:** Three text input fields corresponding to Deduction, Invoice, and Date, each with a search icon.
- Post Transactions:** A checkbox that is checked.
- Output:** A section with 'Batch ID:' and a search icon.

At the bottom right, there are two circular navigation buttons.

Post Transactions. Enter Yes to update the database with the transactions from the selected deduction resolution records. Otherwise, the program runs as a simulation that outputs a report.

TrM Claims Post

After creating TrM claim records for Promo deductions in Process Deductions, use the functions on the Add/Edit Claims Menu (7.20.3) to complete the claims processing. In any Add/Edit Claim program:

- Use the Generate Product Claims option to generate claims for the products on the promotion claim. This automatically spreads the claim amount across all products on the promotion.
- Use the Approve Claim option to set the claim to approved status.
- Use the Post Claim option to post this claim.

Posting a claim creates the following MFG/PRO GL transaction of type AR:

- Debit the Expense account of the budget that is linked to the promotion in the entity of the promotion division.
- Credit the Holding account of the deduction category specified for the allocation line for the entity of the deduction.

If the entity of the deduction is not the same as the entity of the division, intercompany balancing transactions are created.

New Reports and Inquiries

This section discusses the reports and inquiries that support deduction processing:

- Deduction Inquiry (27.6.11.5)
- Deduction Report (27.6.11.6)
- Deduction Print (27.6.11.7)
- Deduction Aging Report (27.6.11.13)
- Reconciled Deduction Report (26.6.11.14)

Deduction Inquiry

Use Deduction Inquiry (27.6.11.5) to display the details, allocations, transaction comments, next action history, next action comments, and reconciliation history for the selected deduction.

Deduction Report

Use Deduction Report (27.6.11.6) to monitor deductions created in Payment Maintenance.

- If Unallocated is Yes, the report prints any deduction with no allocations. If Partially Allocated/Reconciled is Yes, the report prints deductions that have an allocated amount or any reconciled amount that is less than the deduction amount. If Fully Reconciled is Yes, the report prints deductions that meet that criterion.
- Summary reports print the deduction headers as well as header comments and next actions if those fields are set to Yes.
- Detail reports print the deduction headers and lines, as well as header and line comments and header and line next actions if those fields are set to Yes.
- Set Show Transactions to Yes for the report to print the reconciliation history.

Fig. 5.21
Deduction Report (27.6.11.6)

Deduction Report Head Office (USD)

Pay From: To:

Bill To: To:

Sold To: To:

Salesperson: To:

Deduction: To:

Customer Reference: To:

Check: To:

Category: To:

Deduction Date: To:

Summary/Detail:

Currency:

Reporting Currency:

Unallocated: ☒

Partially Allocated/Reconciled: ☒

Fully Reconciled: ☒

Show Comments: ☐

Show Action Log: ☐

Show Transactions: ☐

Output:

Batch ID:

Deduction Print

Use Deduction Print (27.6.11.7) to print header comments, line comments, next action comments, next action history, and deduction resolution for the selected deduction.

Note Based on the Sold-To, Salesperson, and Category ranges, it is possible for only parts of the deduction to be included. The output is 90 columns wide.

If you print and send deduction information to external customers or brokers, you can ensure that only non-printed deductions are included by setting Unprinted Only to Yes and Update to Yes. When Update is Yes, the system sets the Printed field to Yes so that the deduction is not included the next time the function is run.

Set Open Only to Yes to display only deductions with unreconciled amounts.

Fig. 5.22
Deduction Print (27.6.11.7)

Deduction Print Head Office (USD)

Pay From: To:

Bill To: To:

Sold To: To:

Salesperson: To:

Deduction: To:

Category: To:

Deduction Date: To:

Currency:

Show Comments: ☐

Show Action Log: ☐

Show Transactions: ☐

Unprinted Only: ☒

Open Only: ☒

Update: ☒

Output:

Batch ID:

Deduction Aging Report

Use Deduction Aging Report (27.6.11.13) to monitor deduction history based on a variety of selection criteria. You can run the report in detail or summary format. The report is based on AR Aging as of Effective Date (27.18) and can re-create an aging as of a previous date.

- The report can be based on the deduction date or the effective date. Reports using effective date include any deduction that was not reconciled by the specified date, including those that are now closed.
- Set Sort By to Bill-To to display bill-to details on a line of their own and categories in the detail frame. For the inverse, set Sort By to Category.
- Summary reports print only the total amounts and, depending on the value for Sort By, the bill-to or category details.
- Detail reports print allocated, unreconciled amounts and show unallocated amounts with a blank line number.

Fig. 5.23
Deduction Aging Report (27.6.11.13)

The screenshot shows the 'Deduction Aging Report' window for 'Head Office (USD)'. The interface includes the following fields and options:

- Selection Criteria (Left Column):** Pay From, Bill To, Sold To, Salesperson, Deduction, Category, Account, Sub-Account, Cost Center, Entity, Deduction Date, Age By (set to 'Effective'), Aging Date, and Summary/Detail (set to 'Detail').
- Selection Criteria (Right Column):** Multiple 'To:' fields for various categories.
- Sorting and Output (Bottom Right):** Show Customer Ref. (checkbox), Sort By (set to 'Bill To'), Currency, Reporting Currency, and Output (Batch ID).
- Column Days (Bottom Left):** Column Days: 30, [2]: 60, [3]: 90.

Reconciled Deductions Report

Use Reconciled Deductions Report (27.6.11.14) to display partially or fully reconciled deductions. Based on the Sold-To, Salesperson, and Category ranges, it is possible for only parts of the deduction to be included. The output is 132 columns wide.

Fig. 5.24

Reconciled Deductions Report (27.6.11.14)

Additional Functionality Changes

Functionality changes have also been made in the following menu items:

- Customer Account Inquiry (2.1.11): Users now have the option to show deductions.
- Address Code Change (2.11): This program now accommodates the payment center list type and pay-from customers.
- Payment Inquiry (27.6.5): This now shows the pay-from customer and the check total.
- Payment Register (27.6.6): This now lets you select the pay-from customer and displays detailed check information. The main body of the report remains the same; a new frame shows the details of the check before the details of the payment. Some fields have been moved from the payment details to the check details.
- Self-Billing Payment Application (27.6.12.7): When this program creates an AR master record for a payment, it now also creates a payment master record. Field values on the payment master record can be the same as the equivalent fields on the AR master record.
- Customer Account Statement Print (27.14): Users can now optionally show deductions.
- Closed AR Delete/Archive (27.23): When a check is deleted and/or archived, any deductions related to the check are also deleted/archived. All of the AR master records linked to a payment master record must meet the delete/archive criteria before any of them can be deleted. This same condition applies to deleting a payment master record.
- Cash Statement of Account Print (31.14): This program now displays data from the payment master record. The address is the pay-from customer and the description is the remarks.
- Document Import (35.1): This EDI ECommerce program creates a CIM load file for Payment Maintenance so the order of the fields now matches the new screen layout of Payment Maintenance. The validations are now performed against the payment master (py_mstr) table.
- Control Tables Report (36.17.6): The report now includes the payment sorting method and deduction defaults fields added to Accounts Receivable Control (27.24).

TrM Version 2.6 Service Pack 1

This chapter provides an overview of major updates included with Trade Management (TrM) Version 2.6 Service Pack 1.

The release of Service Pack 1 for Trade Management (TrM) 2.6 further simplifies the setup and execution of TrM programs. Duplicate functionality between TrM and MFG/PRO has been reduced, but all TrM-specific functionality has been retained.

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Key Features

Beginning with TrM 2.6 Service Pack 1, the following TrM elements are validated against corresponding elements defined with MFG/PRO functions:

- GL account codes
- GL sub-account codes
- GL cost centers
- GL budgets
- Cost sets
- Tax classes
- Credit terms codes (TrM payment terms)
- Currency codes
- Supplier codes

General Ledger Changes

Standard MFG/PRO account/sub-account/cost center validation is applied to all TrM accounts/sub-accounts/cost centers used in TrM functions.

A new sub-account field is added to the following programs:

- Division Maintenance (7.20.21.9)
- Add/Update Promotion Budgets (7.20.4.1)
- Add/Update Rebate Budgets (7.20.4.13)
- Add/Edit Internal Sale Budgets (7.20.4.20)
- Add/Edit Deduction Budgets (7.20.7.1)
- Add Price List (7.20.6.1)
- Deduction Reason Code (7.20.15.14)
- Deduction Budgets Parameters (7.20.16.8)
- Generate Non Promotional Budgets (7.20.23.2.8)
- Reaccumulate Promotion Budgets (7.20.23.3.15)
- Reaccumulate Rebate Budgets (7.20.23.3.17)

Some fields in TrM have been rearranged and adjusted to conform to the requirements of MFG/PRO for the corresponding fields.

- Accrual A/c and Accrual C/C fields in Division Maintenance (7.20.21.9) and in the Price List Parameters option (7.20.18.1)
- GL Account and Cost Center fields in Add/Update Promotion Budgets (7.20.4.1), Add Price List (7.20.6.1), and Edit Price List (7.20.6.2)
- Holding A/c and Cost Center fields in Deduction Reason Code (7.20.15.14) and Deduction Budgets Parameters (7.20.16.8)

Other Field Changes

- Currency field is reduced from 10 to 3 characters in Division Maintenance (7.20.21.9), Add Price List (7.20.6.1), and Edit Price List (7.20.6.2).
- MFGPro Vendor field is reduced from 16 to 8 characters in Division Maintenance (7.20.21.9).
- The Cost Set field is reduced from 10 to 8 characters in Add Price List (7.20.6.1) and Edit Price List (7.20.6.2).

Deleted Fields in TrM Programs

A number of fields have been removed from TrM programs:

- Currency field and MFG/Pro Cst Set field in Trade Management Control (7.20.19.1)
- Tax Class field in Customer Maintenance (7.20.21.1)
- Tax Class and Cost set fields in Product Maintenance (7.20.21.2)
- Expense Acct and Sales Bucket in Deal Category Maintenance (7.20.13.4)

In Division Maintenance (7.20.21.9), the following fields have been removed:

- Budgt Summary
- Price Method
- Costing Option
- Journal Tax
- Tax Cr A/c
- TaxCr CostCtr
- Deduction A/c and Deduction C/C
- Prepaids A/c and Prepaids C/C
- Deal Accrual Accounts option and all its fields

Modified Programs

Table 6.1 lists programs with specific changes to remove redundant fields or make other minor adjustments to the user interface.

Table 6.1
Modified TrM Programs

Menu Number	Description	Program Name
7.20.4.1	Add/Update Promotion Budgets	aiprbud.p
7.20.4.13	Add/Update Rebate Budgets	aibud.p
7.20.4.20	Add/Edit Internal Sale Budgets	aitibud.p
7.20.5.1	Add/Update Promotion Accruals	aiprom.p
7.20.5.4	Rebate Run	aigen.p
7.20.5.5	Rebate Accruals Run	airebe2.p
7.20.6.1	Add Price List	ailpa.p
7.20.6.2	Edit Price List	ailpe.p
7.20.7.1	Add/Edit Deduction Budgets	aidebd.p

Menu Number	Description	Program Name
7.20.13.4	Deal Category Maintenance	aidecat.p
7.20.15.14	Deduction Reason Code	aidrea.p
7.20.16.8	Deduction Budget Parameters	aidedp.p
7.20.19.1	Trade Management Control	aicont.p
7.20.21.1	Customer Maintenance	aicust.p
7.20.21.2	Product Maintenance	aiprod.p
7.20.21.9	Division Maintenance	aidivis.p
7.20.23.2.8	Generate Non Promotional Budgets	aignp.p
7.20.23.3.15	Reaccumulate Promotion Budgets	aiprrac.p
7.20.23.3.17	Reaccumulate Rebate Budgets	airbrac.p

Table 6.2 lists reports that have been modified to validate the supplier field against the suppliers in the MFG/PRO database or to add a sub-account field to the selection parameters frames.

Table 6.2
Modified Report Programs

Menu Number	Description	Program Name
7.20.3.14.1	Billback Claims Reports	aidefc2.p
7.20.3.14.2	Lump Sum Claims Reports	aicoop2.p
7.20.3.14.3	Off Invoice Claims Reports	aioic2.p
7.20.3.14.4	General Expense Claims Reports	aigec2.p
7.20.3.14.5	Coupon Claims Reports	aicpc2.p
7.20.3.14.6	Free Goods Claims Reports	aibnc2.p
7.20.3.14.7	Indirect Claims Reports	aiinc2.p
7.20.3.14.8	Lump Sum in Lieu Claims Reports	airpci1.p
7.20.3.16.16	Internal Sale Budget Report	aiisbd.p
7.20.4.2	Promotion Budget Report	aipbud.p
7.20.4.4	Promotion Budget Views	aiprb1.p
7.20.4.5	Promotion Budget Summaries	aismbd1.p
7.20.4.14	Rebate Budget Reports	airbud.p
7.20.4.16	Rebate Budget Views	airbbd1.p
7.20.4.17	Rebate Budget Summaries	airsbd1.p
7.20.4.24	Budget/Promotion Accrual Report	aipacr.p
7.20.7.6	View Deduction Budgets	aidedf12.p
7.20.7.13	Deduction Budget Details	aidebd2.p
7.20.7.14	Deduction Budget Summary	aidebs.p
7.20.22.9	Promotion Budget Views Maintenance	aipvmn.p
7.20.22.10	Rebate Budget Views Maintenance	airvmn.p
7.20.22.11	Promo Budget Summary Maintenance	aisvmn.p
7.20.22.12	Rebate Budget Summary Maintenance	airsmn.p

Deleted Programs

As a result of the reduction in duplicate functionality, the programs listed in Table 6.3 are obsolete.

Table 6.3
Deleted Programs

Menu Number	Description	Program Name
7.20.4.8	Add/Update GL Budgets	aiglbud.p
7.20.4.9	GL Budget Views	aiglbld1.p
7.20.19.7	Currency Maintenance	aicurry.p
7.20.19.11	Cost Set Maintenance	aicstst.p
7.20.19.12	Price List Maintenance	aiprlst.p
7.20.19.13	General Ledger Cost Center Maintenance	aicctr.p
7.20.19.14	General Ledger Account Maintenance	aiglac.p
7.20.19.18	Payment Terms Maintenance	aipaytm.p
7.20.19.19	Tax Class Maintenance	aitaxst.p
7.20.21.3	Supplier Maintenance	aisupp.p
7.20.22.8	GL Budget Views Maintenance	aigvnm.p

TrM Version 2.6 Release Overview

This chapter provides an overview of major updates included with Trade Management (TrM) Version 2.6.

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Overview

Trade Management (TrM) 2.6 is now fully integrated and compatible with QAD Desktop 2. To support the integration with Desktop, additional changes have been made to TrM to ensure consistency with Desktop 2 and MFG/PRO.

In addition, the installation of TrM has been simplified and scripts are now more consistent with other QAD products, which will reduce customer investment associated with installation, maintenance, and training. Duplicate functionality between TrM and MFG/PRO has been reduced, but all TrM-specific functionality has been retained.

Key Features

See page 70.

Using TrM 2.6, you can execute key TrM functions using HTML screens in the browser-based Desktop 2 interface. From these HTML screens, you can navigate to the options menu and strip pull-down menus using Desktop 2 features.

TrM 2.6 now uses standard MFG/PRO functions in the following areas:

- Printers set up using functions on the MFG/PRO Printer Management Menu (36.13) are used to generate reports in TrM.
- Terminal setup as defined for MFG/PRO also applies to TrM.
- The company name specified in MFG/PRO Company Address Maintenance (2.12) displays on reports generated in TrM.
- The language associated with a user as specified in MFG/PRO User Maintenance (36.3.18) applies to users in TrM.
- Program and field help for TrM programs is managed in the same way as help for other MFG/PRO programs.

A number of fields have been adjusted in TrM to make them consistent with MFG/PRO:

- The Site field in Division Maintenance is reduced from 10 to 8 characters and now displays the standard MFG/PRO site lookup.
- The Tax Zone field in Division Maintenance is increased from 10 to 18 characters and now displays the standard MFG/PRO tax zones lookup.
- The Entity field in Division Maintenance is reduced from 8 to 4 characters and now displays the standard MFG/PRO entity lookup.

The installation of TrM has been simplified in the following ways:

- The tables that were previously located in three TrM databases (structures, transactions, and deductions) have been combined into one.
- The installation has been written using cross-platform scripts so that the Windows and UNIX installation steps are identical.
- The installation is completed using TrM-specific workflows through the standard MFG/PRO installation utility MFG/UTIL.

See *Installation Guide: Trade Management*.

A new installation guide applies to both Windows and UNIX installations.

Modified Programs

The most frequently used programs in TrM have been modified to display with HTML screens in the Desktop interface. The remaining screens display using Desktop's integrated telnet display.

Programs that can be executed with HTML screens are listed in Table 7.1.

Table 7.1
TrM Programs with HTML Screens

Menu Number	Description	Program Name
7.20.1.1	Add Promotion	aipromoa.p
7.20.1.2	Edit Promotion	aipromom.p
7.20.2.1	Add Rebate	aireba.p
7.20.2.2	Edit Rebate	airebe.p
7.20.3.1	Add/Edit Billback Claims	aidefc.p
7.20.3.2	Add/Edit Lump Sum Claims	aicoop.p
7.20.3.3	Add/Edit Off Invoice Claims	aioic.p
7.20.3.4	Add/Edit General Claims	aigec.p
7.20.3.5	Add/Edit Coupon Claims	aicpc.p
7.20.3.6	Add/Edit Free Goods Claims	aibnc.p
7.20.3.7	Add/Edit Indirect Claim	aiinc.p
7.20.3.8	Add/Edit L/Sum in Lieu Claim	aicil.p
7.20.3.9	Add/Edit Rebate Claims	aireb.p
7.20.3.16.1	Add/Edit Internal Sales	aiisal.p
7.20.4.1	Add/Update Promotion Budgets	aiprbud.p
7.20.4.8	Add/Update GL Budgets	aiglbud.p
7.20.5.1	Add/Update Promotion Accruals	aiprom.p
7.20.5.4	Rebate Run	aigen.p
7.20.5.5	Rebate Accruals Run	airebe2.p
7.20.5.7	Load Invoices	aijb2a.p
7.20.5.8	Edit Invoices	aiinedt.p
7.20.5.24	Bulk Update	aidrva.p
7.20.6.1	Add Price List	ailpa.p
7.20.6.2	Edit Price List	ailpe.p
7.20.7.1	Add/Edit Deduction Budgets	aidebd.p
7.20.7.2	Add/Edit Deduction Claims	aided.p
7.20.7.3	Process Deductions	aiprded.p
7.20.19.20	Open/Close Periods	aiocpd.p

All programs in TrM have been modified to display the menu-level program name at the top, rather than the specific TrM subprogram that is executing. Table 7.2 lists programs with specific changes to remove redundant fields or make other minor adjustments to the user interface.

Table 7.2
Modified TrM Programs

Menu Number	Description	Program Name
7.20.19.1	Trade Management Control	aicont.p
7.20.21.4	Staff Maintenance	aistaff.p
	Option C, Division Staff Records	
7.20.21.9	Division Maintenance	aidivis.p
7.20.24.8	Database Field Maintenance	aiflinf.p
7.20.24.9	Program Maintenance	aiprogr2.p

Deleted Programs

As a result of the reduction in duplicate functionality, the programs listed in Table 7.3 are obsolete.

Table 7.3
Deleted Programs

Menu Number	Description	Program Name
7.20.19.9	Language Code Maintenance	ailang.p
7.20.23.17.7	Database Listing	aidsbpr.p
7.20.23.1.13	Create Masters From Text Files	aiupld.p
7.20.23.7.1	Update Language Descriptions	ailgupd.p
7.20.23.7.3	Offload Language Descriptions	ailgrun.p
7.20.23.7.4	Reload Language Descriptions	ailgrrun.p
7.20.23.7.5	Maintain Language Descriptions	ailngd.p
7.20.23.7.16	Find Function Listing	aifnfc1.p
7.20.23.7.18	Load Help Text	aildhelp.p
7.20.24.10	Find Function Maintenance	aifnfc.p
7.20.24.13	Printer Type Maintenance	aiprtty.p
7.20.24.14	Printer Maintenance	aiprt.p
7.20.24.16	Terminal Type Maintenance	aitrmtty.p
7.20.24.17	Color Maintenance	aicolor.p
7.20.24.18	Color Template Maintenance	aictpl.p

Using TrM Programs in QAD Desktop 2

TrM provides navigational functions that differ from standard MFG/PRO navigation, including:

- Options menus
- Strip pull-down menus

These features are also available when you are using the TrM programs that display with HTML screens under Desktop 2. However, they are executed in a somewhat different fashion.

Note As a result of the changes required to implement special TrM navigation features in Desktop, the navigation of these programs has also been modified slightly in the character UI.

The TrM option menus are implemented in the character UI using the F6 key. Pressing F6 displays a menu of options based on the particular program being executed. For programs that have been modified to work under Desktop, the F6 key can still be used in the first frame of a program or in frames with input fields.

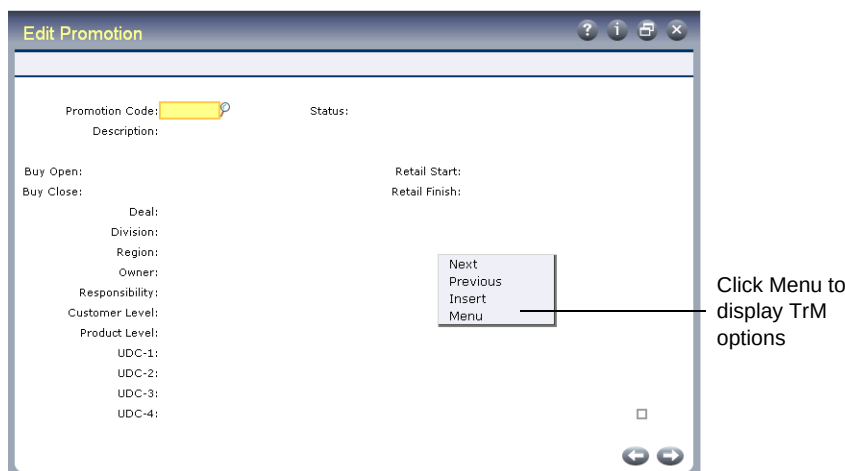
However, in a frame without an input field, you must press Enter to display the options rather than F6. These frames typically display a selection list of records. The option then operates on the specific record selected. The Enter key is required by Desktop to indicate which record is selected. In future releases of TrM, additional programs will be modified in the same way.

Options Menus in Desktop

You access additional TrM menu options in the character interface by using the F6 key. The same options can be accessed in Desktop by using the following steps:

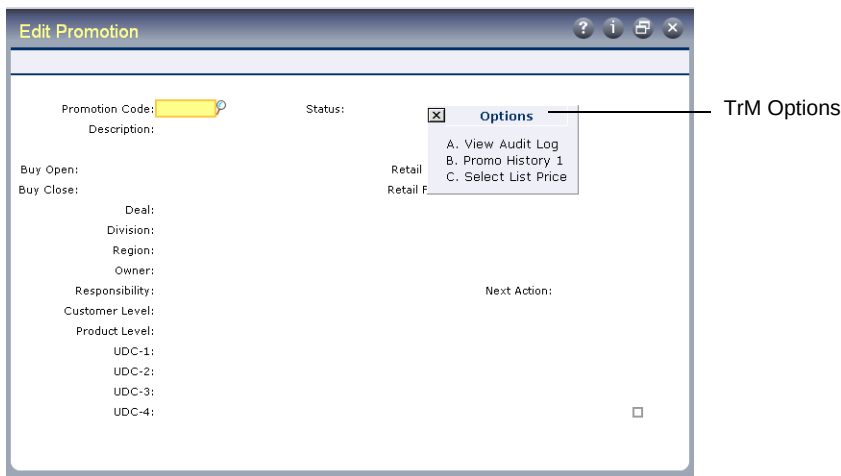
- 1 Right-click to display the pop-up context menu, shown in Figure 7.1. This pop-up lists Next, Previous, Insert, and Menu.

Fig. 7.1
Context Menu



- 2 Click Menu to display the TrM Options, shown in Figure 7.2. The options vary depending on the specific program you are executing. For example, in Edit Promotion, three options are available.

Fig. 7.2
Options Menu



- 3 Click the required option to display the frame associated with it.

Strip Pull-Down Menus in Desktop

Additional menu choices can be accessed when a strip pull-down menu displays in the character interface. In the character UI, you type the number associated with the menu option to display the choices. You then type the letter corresponding to your selection or use the arrow keys and press Enter.

You can access the same menus in Desktop by following these steps:

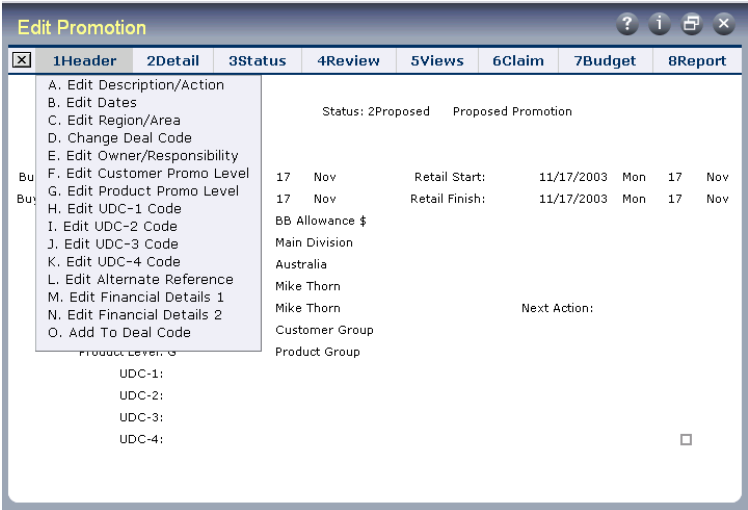
- 1 Choose a menu-level program such as Edit Promotion (7.20.1.2).
- 2 Enter a promotion code and press Enter. The strip menu displays as in Figure 7.3.

Fig. 7.3
Strip Pull-Down Menu



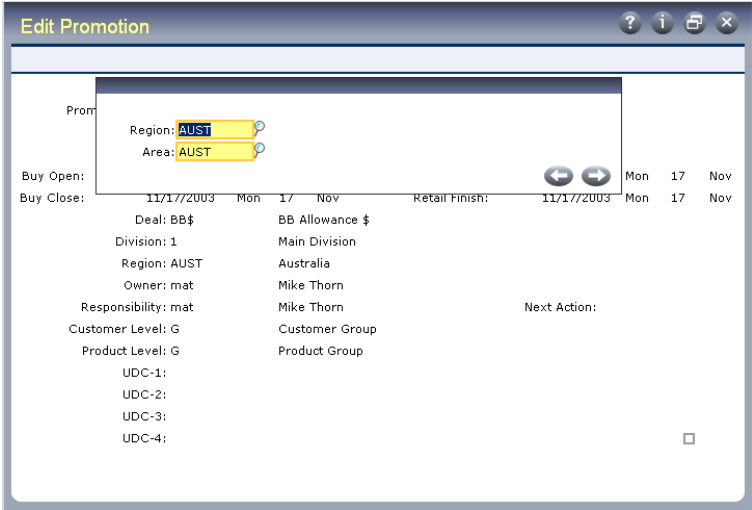
- 3 Let your cursor hover over a menu option and the list of choices displays below as in Figure 7.4.

Fig. 7.4
Strip Options



- 4 Click on the required menu option to display the associated frame. Figure 7.5 illustrates the frame that displays when you choose C. Edit Region/Area.

Fig. 7.5
Edit Region/Area



- 5 Click the forward arrow to save your changes and return to the main Edit Promotion screen. Click the backward arrow to return without saving your changes.

Additional Features

This chapter summarizes the additional features introduced in TrM Versions 2.0B03 to 2.4B04. Information in this chapter is intended to supplement the current *User Guide: Trade Management*.

The main additions are enhanced co-op in lieu (CIL) claims, deduction processing, changes for separate account and sub-account fields, generating price lists within MFG/PRO, and managing bulk updates.

Co-op in Lieu Claims 76

Explains how TrM processes different types of claims, with details on lump sum in lieu claims, Co-op in Lieu Claims Report, and edit co-op in lieu deal.

Deductions 77

Gives a deductions overview and discusses setting up security for deductions, setting up deduction codes, setting up deduction budget codes, adding and processing deductions, reviewing deduction information, and processing payments in MFG/PRO.

GL Account and Sub-Account Structure 87

Explains how to use Trade Management Control, TrM General Ledger Account Maintenance, other maintenance programs, and programs that reference GL accounts.

Price List Module 89

Describes new features in the price list module, including MFG/PRO pricing changes, TrM pricing procedures, setting up price list codes, defining price list parameters/security, adding and editing price lists, and viewing price lists.

Bulk Update 105

Explains how to use various Bulk Change programs, including TrM Bulk Change procedures, Bulk Change Type Maintenance, Bulk Update, and Edit Invoices.

New Utilities 107

Explains how to use new utility programs, including List Default Options, Clear Work Files (All), Clear Work Files (On-Going), Check Closed Promotions, and Create Budget Overflow Linkage.

Other New Functions 108

Describes new functions, including Rebate Accruals Run, Promotion Accruals, Promotion Budget --Force Overflow, Staff Maintenance--Initialize Security Setup, and Promotion Customer Products Listing.

Co-op in Lieu Claims

Co-op in lieu (CIL) claims are an additional claim type similar to lump sum claims, with the requirement to add a CIL promotion before the claim can be added. This allows for both co-op straight money (CSM) and CIL promotions to be used in Trade Management (TrM).

Lump Sum In Lieu Claims

TrM recognizes and processes several different types of claims based on the kind of payment to be made and/or the reason for the payment. Claim types include the following:

- Billback (chargeback)
- Coupon
- Lump sum
- Indirect
- Off invoice
- Merchandiser
- General expense
- Rebate claims

A lump sum (or co-op, straight monies) claim covers lump or fixed sums of money where the amount of money is not related to the volume of product sold. A common example is for slotting.

A *claim* within TrM is a generic name for any transaction that initiates or records a payment of a liability that has been defined in a promotion or rebate and that is not given off invoice.

Any promotion discount that is not given off invoice uses claims to record actuals. Apart from deductions, all payments for claims—whether they are to be paid by credit, check, or free goods—must be initiated within TrM.

Use Add/Edit Lump Sum in Lieu Claim (7.20.3.8) to add or edit claim types where the amount of money is not a function of the volume of product sold.

The functions listed in Table 8.1 can be accessed from Add/Edit Lump Sum in Lieu Claim by using the Options menu.

Table 8.1
Add/Edit Lump Sum in Lieu Claim, Options Menu

ID	Function Name	Description
A	Voucher Address	Displays or changes the address where the claim will be sent.
B	View Status Info	Displays details of who changed the status and the date of the changes.
D	Update Product Claims	Adds or changes product claim lines.
F	View Product Claims	Displays product claim lines.
I	Post Claim	Posts claims into MFG/PRO. General ledger entries, credit notes, and vouchers are created at time of posting. To post a claim the status must be approved.
G	Approve Claim	Approves the claim after it has values against the products of the claim.

ID	Function Name	Description
K	Print Claim Document	Displays details of product, turnover quantity, claim amount, and turnover sales dollar.
W	Print Claim Document II	Displays details of product, turnover quantity, claim amount, and budget, along with customer and claiming party information.

Co-op In Lieu Claims Report

Use the Co-op in Lieu Claims Report (7.20.3.14.8) to print CIL reports.

Reporting parameters include selection by division, region, customer group, customer, claiming customer, promotion code, claim reference, payment method, claim status, and date ranges.

Edit Co-op In Lieu Deal

In Edit Promotion (7.20.1.1), the first option on the 2Detail strip menu is A. Deal Edit Promotion Workbench. This promotion workbench procedure enables the entry of CIL planned and volume information against a CIL promotion. It operates in the same way as other workbench procedures.

Products currently on the promotion are displayed. Discounts are entered using the Options menu.

Deals can be added by individual product, or products can be tagged and similar details entered for these tagged products. For example, three products have the same planned volume but different discounts. Tag the products and enter the volume only, then untag them and enter the individual discounts.

Efficiency of tagging products to enter deal details is dependent on the number of products and whether products have the same planned volumes and deals. Once products are tagged, only those tagged products can be edited. Options let you perform various associated functions.

If deal details are being entered for one product only, the product code, description, and list price display. These details do not display if more than one product has been tagged.

You only need to enter one amount for the discount, specifically, \$Off, %Off, or New\$. If the \$Off amount is entered, the %Off and New\$ are automatically calculated. This applies regardless of which value is entered.

Deductions

Note This description of deduction functionality applies to TrM versions 2.6 and earlier. See Chapter 5, “TrM Version 2.7 Release Overview,” on page 27 for the discussion of deduction functionality in TrM 2.7.

You can now set up and manage deductions in TrM. This section includes the following topics:

- Deductions overview
- Setting up security for deductions
- Setting up codes for managing deductions
- Setting up codes for managing deduction budgets
- Setting up and processing deductions

- Viewing and reporting deduction information
- Processing payments with deductions in MFG/PRO

Deductions Overview

MFG/PRO now has accounts receivable (AR) functionality required for integration with TrM. You can specify deduction amounts when entering customer payments. The deduction amount reduces the customer payment. This section provides a brief summary of the deductions module within MFG/PRO and TrM, followed by more detailed coverage of individual TrM procedures.

TrM Deduction Procedures

You can now create deductions when a customer submits a claim when making a payment. The general process involves the creation of budgets, reason codes, and deduction claims enabling the control of costs associated with the deductions.

The deduction module includes:

- Security procedures accessible as a menu option from Staff Maintenance (7.20.21.4).
- Maintenance procedures for entering and maintaining deduction codes. Use the Claim Code Menu (7.20.15) and Deduction Menu (7.20.7) for maintenance.
- Maintenance procedures for entering deduction budget parameters and deduction budget rules. These appear on the Budget Code Menu (7.20.16).
- Procedures for creating and processing deductions and for viewing and listing deduction details. These are located on menu 7.20.7.

Note Some default information is provided with the system that cannot be changed.

MFG/PRO Accounts Receivable Changes

See “Processing Payments in MFG/PRO” on page 86.

Use Payment/Deduction Maintenance (27.6.3) to enter payments with deductions instead of using Payment Maintenance (27.6.4). This program recognizes payment centers, which group multiple bill-to addresses, and lets you enter and process deductions.

Error Messages

Note These error messages are only valid for TrM 2.5. Beginning with TrM 2.6, the messages are added as part of installation.

There may be some temporary problems with displaying correct error messages. This section describes the circumstances that can instigate the error, the TrM error message, and the possible existing error message.

Note If you choose to update the message text in Message Maintenance (36.4.7), the TrM text will then be displayed by the other programs referencing these message numbers and their message text will be lost.

When backing out deductions from TrM, an error occurs under these conditions:

- TrM could not derive a division code.
- The deduction record is partially or fully reconciled.

Message 3301:

TrM message: Error during backing out deductions from TrM.
non-TrM message: Registration number must be unique.

When attempting to create a deduction record, an error occurs under these conditions:

- TrM could not derive a division code.
- The deduction record already exists.
- The reason code is invalid.

Message 3302:

TrM message: Error during posting to TrM.
non-TrM message: You may have only one primary contact.

When attempting to use a payment center, an error occurs when the code entered is not a valid payment center. Set up customers as payment centers by using Address List Type (2.9) to add the type Payment to the address.

Message 3303:

TrM message: Invalid payment center.
non-TrM message: Invalid planning period.

When attempting to allocate payments among customers, an error occurs when the customer does not belong to the specified payment center. Use Payment Center Link Maintenance (27.6.7) to link customers to payment centers.

Message 3304:

TrM message: Customer does not belong to payment center.
non-TrM message: Meter reading cannot be less than accumulated reading.

Setting Up Security for Deductions

Use Staff Maintenance (7.20.21.4), menu option Deduction Claim Security (V), to enable users to enter, update, and view deduction information.

Deduction Claim Security has the same logic as other claims in TrM; for example, it can be set up by division or region with add, edit, and view restrictions. This security applies to TrM transactions only.

Setting Up Deduction Codes

Complete the following maintenance procedures to set up deduction codes:

- Deduction Status Maintenance (7.20.15.13)
- Deduction Reason Code (7.20.15.14)
- Deduction Next Action (7.20.15.15)
- Deduction Write Off Limits (7.20.15.16)

Deduction Status Maintenance

Use Deduction Status Maintenance (7.20.15.13) to set up deduction statuses. There are two types of statuses:

- User-definable statuses (1-69), which can be modified as required
- System-used statuses (70-99), which cannot be modified

To set up a status, enter the status number, a short code, and a description of what the status represents.

Deduction Reason Code Maintenance

Use Deduction Reason Code Maintenance (7.20.15.14) to explain what a deduction is for, and why there is an amount that has not been paid by the customer.

You can specify a holding account and a deal category to control the account balance until the full amount has been paid.

Follow the steps below to automatically reconcile deductions that have a reason code where the allocation base is set to O (overall):

- 1 Access Trade Management Control (7.20.19.1).
- 2 Page down to page 8.
- 3 Change the Auto Recon Ded? field to Yes.

Use Division Maintenance (7.20.21.9), menu option Claim Parameters (D), to enter deduction accounts and cost centers before processing payments in accounts receivable.

Deduction Next Action

Use Deduction Next Action Maintenance (7.20.15.15) to set up user-definable codes, associated with a deduction to describe what the next action for that deduction process should be.

Deduction Write Off Limits

When the full amount of the deduction is not going to be paid by the customer, a write off has to be made on the value. Use Deduction Write Off Limits (7.20.15.16) to set up write-off limits for staff members.

Example A value that is not reconciled remains when a customer does not pay the full amount of the deduction. A write-off is made to reconcile this value.

Use this function to set up write-off limits for staff members. This limit is allocated to a division, which allows a staff member to have different limits for different divisions by reason code.

The functions listed in Table 8.2 can be accessed from Deduction Write Off Limits by using the Options menu.

Table 8.2
Deduction Write Off Limits, Options Menu

ID	Function Name	Use this program to:
A	Deduction Write Off Limit Details	Enter reason codes, descriptions, and dollar limit. Only one limit can be associated with each reason code.
B	Deduction Write Off Limit Staff	Attach staff members to a reason code. One or more staff members can be associated with each reason code.

Setting Up Deduction Budget Codes

Complete the following maintenance procedures to set up deduction budget codes:

- Deduction Budgets Parameters (7.20.16.8)
- Deduction Budget Rule Maintenance (7.20.16.9)

Deduction Budgets Parameters

Use Deduction Budgets Parameters (7.20.16.8) to set up parameters for deduction budgets. Use the first screen to allocate a holding account and cost center for the required divisions and years.

The functions listed in Table 8.3 can be accessed from Deduction Budgets Parameters by using the Options Menu.

Table 8.3
Deduction Budgets Parameters, Options Menu

ID	Function Name	Use this program to:
A	Deduction Rules	Select budgeting rules for the divisions and years entered on the first screen. Set up budgeting rules in Deduction Budget Rule Maintenance (7.20.16.9).
B	Budget Methods	Select the method for allocating deductions to budgets. Set up budget methods in Budgeting Methods Maintenance (7.20.16.2).

Deduction Budget Rule Maintenance

Use Deduction Budget Rule Maintenance (7.20.16.9) to set up new budget rules. Rules are user definable and determine how a budget for a division and year is going to work.

Complete the following fields:

Field Name. Enter the field to determine what field the budget rule will use.

Example Enter field name Region to set up a rule to budget by region.

Sequence. Enter the sequence of the rule.

Mandatory. Enter Yes if the use of this field is going to be mandatory; otherwise, enter No.

Adding and Processing Deductions

Use the functions on the Deduction Menu (7.20.7) to add deductions into the system, process them, and manage related information.

Add/Edit Deduction Budgets

Use Add/Edit Deduction Budgets (7.20.7.1) to set up the budgets required for divisions and financial years.

The values you can specify for the budget are set up in Deduction Budgets Parameters (7.20.16.8).

The functions listed in Table 8.4 can be accessed from Add/Edit Deduction Budgets by using the Options menu.

Table 8.4
Add/Edit Deduction Budgets, Options Menu

ID	Function Name	Use this program to:
A	View Spreads	Display the spread of dollar values across the financial periods. The spread is determined by the total amount entered for the budget and the spread base. The first period with values will be rounded.
B	Update Spreads	Change the budget value for any of the periods to a more specific value.
C	View Status Info	Display the budget status and the date of the last change and the name of the person who made the last change.
D	Clear Spreads	Clear budget spread values before approving a budget.
E	Generate Spreads	Generate budget spread based on the algorithm of the budget.
F	Approve Budget	Approve the budget. Deductions can use a budget once it is approved.
G	Reset Budget	Set the budget to an unapproved status if it has not been used or linked to a deduction. You can modify a budget after it has been reset.

Add/Edit Deduction Claims

Use Add/Edit Deduction Claims (7.20.7.2) to add or edit deduction claims when a customer pays less than the amount owed. A deduction claim offsets the amount owed on a purchase.

The functions listed in Table 8.5 can be accessed from Add/Edit Deduction Claims by using the Options menu.

Table 8.5
Add/Edit Deduction Claims, Options Menu

ID	Function Name	Use this program to:
A	View Status Info	Display who created, approved, and posted the deduction claim.
B	Generate Product Claims	Generate claim lines, if the reason code allocated to the deduction is product based.
C	Update Product Claims	Enter the products and amounts included in the claim.

ID	Function Name	Use this program to:
D	View Product Claims	Display the products and amounts included in the claim
E	Clear Product Claim	Clear all the product claim lines of the deduction.
F	Approve Claim	Check the claim validity and approve the claim. If the claim passes the approval check, the claim status is changed to A in the View Status Info option.
G	Reset Claim	Reset the claim status to unapproved after approval.
H	Post Claim	Post the claim to the general ledger. The status is set to posted.
I	Reverse Claim	Create a reverse GL posting. The status is set to blank.
J	Print Claim Document	Print the standard claim document.
K	View Deductions	Display deductions for the parameters entered.
L	Edit Notes 1	Add notes related to the claim.
M	View Claims for Customer	Display all claims for the selected customer.

Process Deductions

Use Process Deductions (7.20.7.3) to select deductions to process into deduction claims, write offs, or recharges by using the Options menu.

The functions listed in Table 8.6 can be accessed from Process Deductions by using the Options menu.

Table 8.6
Process Deductions, Options Menu

ID	ID 2	Function Name	Use this program to:
A		Locate Promotions	Locate the promotions associated with the deduction. This search is filtered by the customer on the deduction.
B		View Breakdown	View each deduction line that is associated with the general deduction.
	A	View Deduction	Display the deduction header details; you cannot update data.
	B	Edit Deduction	Display and edit deduction header details.
	C	Delete Allocation	Delete an allocation to a reason code if claims have not been created against it.
	D	Complete Allocation	Complete the deduction if an allocation to a reason code has been partially reconciled. It sets the allocation amount to the reconciled amount.
	E	Change Status	Change the status of an allocation manually as long as it has not been partially or fully reconciled.
	F	View Action Log	Entries in the action log are manually made by inserting a record. Action codes are user defined and are created in Action Code Maintenance.
	G	Write Off Allocation	Allocations to reason codes can be written off. This will create GL transactions in MFG/PRO.

ID	ID 2	Function Name	Use this program to:
	H	Reinstate Write Off	When a write-off has been created, it can be reversed. The reversal creates GL transactions in MFG/PRO.
	I	View Recharge	Display recharge if created previously.
	J	Recharge	Recharge a deduction back to a customer if the deduction claimed is not valid. This creates a debit transaction in the customer's account in accounts receivable.
	K	Reverse Recharge	Reverse an incorrect recharge. This creates a credit transaction in the customer's account in accounts receivable.
	L	Generate Claim	Process a deduction or part of a deduction into a deduction claim. A reason code is mandatory.
	M	View Claims	Display claims that are attached to an allocation. The options menu contains the options that exist on other TrM claim types.
	N	Edit Invoice No	Add or edit an invoice number if a deduction has not been partially or fully reconciled.
C		Edit Deduction	Display and edit deduction header details.
D		Allocate to Reason	Allocate a deduction to a reason code. This provides a breakdown of deductions that have been processed. The deduction amount can be allocated to multiple reason codes, set up in Reason Code Maintenance.
E		Change Status	The status of a deduction can be changed manually as long as it has not been partially or fully reconciled.
F		View Action Log	Entries in the action log are manually made by inserting a record. Action codes are user defined and are set up in Action Code Maintenance.
G		View Status Details	Displays details of staff user ID and dates when deduction was entered, updated, and checked.
H		View Deduction	Display the deduction header details; you cannot update data.
I		Write Off Deduction	Allocations to reason codes can be written off. This will create GL transactions in MFG/PRO.
J		Reinstate Write Off	When a write-off has been created, it can be reversed. The reversal creates GL transactions in MFG/PRO.
K		View Recharge	Display recharge if created previously.
L		Recharge Deduction	Recharge a deduction back to a customer if the deduction is not valid. This creates a debit transaction in the customer's account in accounts receivable.
M		Reverse Recharge	Reverse an incorrect recharge. This creates a credit transaction in the customer's account in accounts receivable.
N		Generate Claim	Process a deduction or part of a deduction into a deduction claim. A reason code is mandatory.

ID	ID 2	Function Name	Use this program to:
O		View Claims	Display claims that are attached to an allocation. The Options menu contains the options that exist on other TrM claim types.
P		Post Claims	Post all claims that are attached to the selected deductions that are at an approved status. The GL transactions will be created in MFG/PRO.
Q		Edit Invoice No.	Add or edit an invoice number if a deduction has not been partially or fully reconciled.
R		Edit Notes	Add/edit notes that are appropriate for the deduction claim.

Write Off Deductions

Use Write Off Deductions (7.20.7.12) to write off deductions in bulk. This function allows the entry of mandatory division and reason code plus other values to select only those deductions that you want to write off. Deductions can be deleted from the display.

Deductions that have been left displayed in the window will be written off. This will create GL transactions in MFG/PRO.

Reviewing Deduction Information

Deduction Views

TrM provides a number of options to display deductions. Table 8.7 lists the various deduction display options and a short description for each.

Table 8.7
Deduction Display Views

Menu	Program Name	Description
7.20.7.6	View Deduction Budgets	Displays the budgets that will be used for the associated deductions.
7.20.7.7	View Deductions	Displays deductions according to selection criteria.
7.20.7.8	View Deductions using ID	Displays deductions by deduction number.
7.20.7.9	View Deductions using Action	Displays deductions according to next action code.
7.20.7.10	View Deductions using Entry Date	Displays deductions according to entry date.
7.20.7.11	View Deductions using Status	Displays deductions according to system and user defined statuses.

Deduction Reports

Table 8.8 lists deduction reports.

Table 8.8
Deduction Reports

Menu	Program Name	Description
7.20.7.13	Deduction Budget Details	Details the deduction budgets.
7.20.7.14	Deduction Budget Summary	Summarizes the deduction parameters.
7.20.7.15	Aged Non Reconciled Deductions	Details the aged deductions that have not been reconciled.
7.20.7.16	Non Reconciled Deductions	Details the deductions that have not been reconciled.
7.20.7.17	Reconciled Deduction Details	Details the reconciled deductions.
7.20.7.18	Reconciled Deduction Summary	Summarizes the reconciled deductions.

Processing Payments in MFG/PRO

Note This description of payment processing applies to TrM versions 2.6 and earlier. See Chapter 5, “TrM Version 2.7 Release Overview,” on page 27 for the discussion of payment functionality in TrM 2.7.

Changes in MFG/PRO include:

- Address List Type Maintenance (2.9) modified to support a list type of Payment.
- Payment Center Link Maintenance (27.6.7) added to the Customer Payment/Drafts Menu for associating bill-to customers with a payment center customer.
- Payment/Deduction Maintenance (27.6.3) added to the Customer Payment/Drafts Menu for receipting customer payments.

Address List Type Maintenance

In Address List Type Maintenance (2.9), attaching an address type of PAYMENT to a customer sets the customer up as a payment center. This lets you link multiple bill-tos to a payment center.

Payment Center Link Maintenance

Use Payment Center Link Maintenance (27.6.7) to associate multiple bill-to addresses to customers set up in Address Type Maintenance as payment centers. This lets you generate a receipt for a payment from a payment center for many bill-tos.

Payment/Deduction Maintenance

Use Payment/Deduction Maintenance (27.6.3) to process payments from payment centers. This program is similar to the standard MFG/PRO Payment Maintenance (27.6.4) but has been modified to determine if the specified customer has been set up as a payment center. If the customer has not been set up as a payment center, you can display all invoices that have an open amount for that customer.

If the customer is set up as a payment center, Payment Center and Select Bill-To Customers default to Yes, and a list of all bill-tos attached to the payment center displays. Select the bill-to addresses with payments that you want to process. You can select multiple bill-to addresses.

The system then displays invoices that have an open amount. Select the lines you want to process for payment. After you have selected the invoices to be paid, each invoice detail displays with the open amount on the invoice defaulted as the amount to pay. You can change this manually if the invoice is not to be paid in full.

If a deduction is associated with the invoice, set Deduction to Yes. Enter the deduction by specifying a negative amount.

If you are creating a deduction that is not linked to an invoice, enter D in Type in the Payment Details screen. Enter the deduction by specifying a negative amount.

GL Account and Sub-Account Structure

Beginning with MFG/PRO eB, the structure of GL accounts has been modified by the addition of a separate sub-account field. The GL account and sub-account can each be eight characters long if required.

A corresponding change to TrM programs has been made to accommodate this change.

Trade Management Control

An additional field named GL A/C Length is found on page 10 of Trade Management Control (7.20.19.1).

This field sets the length of the general ledger account in TrM. Once this has been set and a GL account exists in TrM, it cannot be changed.

Fig. 8.1
Trade Management Control (7.20.19.1)

Trade Management Control

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Rebate Post*: rbpost3	Rebate Post [Interface V86]	ype
Prom Acc Post*: ifacpst3	Accrual Post [Interface V86]	
Reba Acc Post*: rbacpst3	Accrual Post [Interface V86]	
Approval Req?: no		
Cons. P/L List:		
Cons. P/L Grp:		
Auto Recon Ded? Yes		
GL A/c Length: 8		

TrM General Ledger Account Maintenance

In TrM General Ledger Account Maintenance (7.20.19.14), the entry of GL account and sub-account has been changed to support the entry of the GL account and sub-account as separate values. These must exist in MFG/PRO.

Fig. 8.2
General Ledger Account Maintenance (7.20.19.14)

Exp Acct	Sub-Acct	Description
2190		Deduction Holding Account
2280		Promotion Accruals
2290		Rebate Accruals
3800		Sales Finance Charges
3900		Sales Discounts
3920		Case Deals
3930		Co-op
3940		Rebates
3950		New Line Fees

Other Maintenance Programs

A number of options in Division Maintenance (7.20.21.9) and other TrM programs have been modified to accommodate the new account structure.

In all cases, you enter the values in one field. When the value is posted to MFG/PRO, it is separated based on the value of the GL Account Length field defined in page 8 of Trade Management Control.

When you display the lookup on an account field, all available GL accounts and sub-accounts display. When one is selected, the two values are returned and displayed in the single field.

Figure 8.3 illustrates the Accrual Account field in the Sundry Parameters option of Division Maintenance.

Fig. 8.3
Account Field in Sundry Parameters Option of Division Maintenance

Division*: 1

Validate Type*: 4 Retail must be within Buy
Default Type*: 1 First Monday for all Dates

Accrual C/C*: 1000 Sales
Accrual A/C*: 2280039984775888 Promotion Accruals
FG Spend Base*: 1 Use List Price

Country:
Phone #:
Fax #:
Contact:

When an account or sub-account with less than eight characters is used, the values display similar to Figure 8.4.

Fig. 8.4
Separate Account and Sub-Account Display

The screenshot shows a window titled "Division Maintenance" with a toolbar at the top. The main area contains several input fields and labels:

- Division*: 1
- Validate Type*: 4
- Default Type*: 1
- Accrual C/C*: 1000
- Accrual A/c*: 2280 4566
- FG Spend Base*: 1
- Sales
- Promotion Accruals
- Use List Price
- Country:
- Phone #:
- Fax #:
- Contact:

There is also a note: "Retail must be within Buy First Monday for all Dates".

Table 8.9 lists all of the TrM programs with account fields that have been modified. All these fields were modified in the same way.

Table 8.9
TrM Programs with Modified Account Fields

Menu	Program Name	Option	Field
7.20.21.9	Division Maintenance	Sundry Parameters	Accrual Account
7.20.21.9	Division Maintenance	Claim Parameters	Tax CR Account
7.20.21.9	Division Maintenance	Rebate Parameters	Accrual Account
7.20.21.9	Division Maintenance	Price List Parameters	Accrual Account
7.20.4.1	Add/Update Promotion Budgets		GL Account
7.20.4.13	Add/Update Rebate Budgets		GL Account
7.20.4.20	Add/Update Internal Sale Budgets		GL Account

Programs that Reference GL Accounts

When GL accounts and sub-accounts are referenced by other TrM programs such as views and reports, the use of GL account and sub-account is the same as in the TrM setup screens described previously. Otherwise, the functions do not change.

When postings occur to MFG/PRO, the changed structure is automatically handled and the codes are passed to MFG/PRO, breaking them up into GL account and sub-account.

Price List Module

MFG/PRO introduced new pricing tables that come into effect when integrated with TrM. When integrated with TrM, all pricing tables (for example, base price lists, nonpromotional discount price lists, accrual price lists, and freight and credit price lists) must be generated using TrM price list programs.

This section includes a brief summary of the new Pricing module within MFG/PRO and TrM, followed by a more detailed breakdown of the individual TrM procedures.

MFG/PRO Pricing Changes

MFG/PRO now uses TrM customer groups and has the following three new tables to hold pricing information:

- Pricing Groups (pig_mstr). This holds header information for each price list, including a specific price list of a specific type (for example, Base List or % Discount) and the generic start and expiration date. In addition, this table includes an all-customers and an all-products field that means only exclusion records appear on the appropriate detail records.
- Pricing Group Customer Details (pigc_det). This table specifies the member customers or customer groups that belong to a specific price list (that is, a pricing group). These can have their own individual start and expiration dates. The table can also hold customer and customer group exclusion records with specific start and expiration dates.
- Pricing Group Product Details (pigr_det). This table specifies the member products that belong to a specific price list (that is, a pricing group). These can have their own individual start and expiration dates. The table can also contain product exclusion records with specific start and end dates.

When using TrM, the pricing table (pi_mstr) holds a reference field (pi_pig_code) to the pricing group (pig_mstr) record; and the Customer Code field (pi_cs_code) is always set to TrM.

When an MFG/PRO program such as Sales Order Maintenance (7.1.1) is run and TrM is integrated, the user is prompted for a division and customer group at the header and, optionally, a customer group at the line-item level, based on a control setting. When a price is required, a special TrM price selection routine (gppiapm1.p) is used. This routine:

- Searches for included products in the pigr_det data set.
- Searches for all product price lists, testing to see if the product is excluded or not.
- For any price list selected from the above, determines whether the customer and customer group are valid for the selected price lists.
- For any price list selected after the above three checks, selects the appropriate pricing table (pi_mstr) record for the pricing information and writes the information to the standard pricing work table.

Pricing from this point uses the same standard pricing methodology as any other sales order.

See the chapter on MFG/PRO and TrM integration in *User Guide: Trade Management* for details on how the two systems work together.

TrM Pricing Procedures

The Pricing module includes:

- Maintenance procedures for entering and maintaining pricing codes. These appear on a new main menu (7.20.18, Price Lists Code Menu).
- Divisional and security maintenance procedures accessible as menu options from Division Maintenance (7.20.21.9) and Staff Maintenance (7.20.21.4).
- Operational procedures for adding and updating price lists, viewing price list details, and listing price list details. These appear on a new main menu (7.20.6, Price Lists Menu).

The following maintenance procedures must be used first to set system options:

- Price List Parameters (7.20.18.1)
- Price List Status Maintenance (7.20.18.2)
- Price List Type Maintenance (7.20.18.3)
- Price List Quantity Type Maintenance (7.20.18.4)
- P/L Amount Type Maintenance (7.20.18.5)
- P/L Combine Type Maintenance (7.20.18.6)
- P/L Customer Level Maintenance (7.20.18.7)
- P/L Product Level Maintenance (7.20.18.8)
- P/L Product Type Maintenance (7.20.18.9)
- Quantity Break Type Maintenance (7.20.18.10)

Note Some of these programs are populated by default with base information that cannot be changed. However, you can change some descriptive information.

In Division Maintenance, a new menu option (Price List Parameters) lets you enter information such as accrual accounts if using accrual price lists. These details must be set up before you create price lists.

To enable users to enter, update, and view price list information, you must give them access by using the Price List Security menu option in Staff Maintenance.

To create and update price lists, use:

- Add Price List (7.20.6.1)
- Edit Price List (7.20.6.2)

You use these programs like any other major transaction procedure within TrM, such as adding or editing a promotion or rebate. A main screen displays with a number of specific functions accessible from a strip menu.

You can view and print price list information using the following programs:

- View Price Lists (7.20.6.4)
- View Price Lists by Customer (7.20.6.5)
- View Price Lists by Product (7.20.6.6)
- Print Price Lists (7.20.6.9)

The following is more detailed information on each individual procedure. If you have difficulty determining what a specific field is used for, refer to the online field help.

Setting Up Price List Codes

Price List Parameters

Use Price List Parameters (7.20.18.1) to define default settings required for TrM pricing.

Important To avoid errors in MFG/PRO programs, you must define the settings in this program.

If pricing parameters have not been initialized, the following error may be encountered using MFG/PRO programs such as Item Master Maintenance (1.4.1), Customer Maintenance (2.1.1), and Sales Order Maintenance (7.1.1):

TrM control was not set up. Please create using TrM

Price List Parameters includes the following fields:

Division. Specify the default TrM division. This field and the Division field on Page 1 of Trade Management Control (7.20.19.1) update and display the same value.

Multiple Divs. Indicate if multiple divisions are being used.

No: Customers and items can be attached to one division only.

Yes: Customers and items can be attached to multiple divisions.

The setting of this field determines which TrM data frames display in the following MFG/PRO programs:

- Customer Maintenance (2.1.1)
- Item Master Maintenance (1.4.1)
- Item Data Maintenance (1.4.3)

SO Line Entry. Indicate how you want customer group to be selected in Sales Quote Maintenance (6.1), Sales Order Maintenance (7.1.1), Pending Invoice Maintenance (7.13.1), and RMA Maintenance (11.7.1.1).

No: Select customer group at the header level only.

Yes: Select customer group at the header and line item level.

Reln Code. This must be set to 201, denoting a customer group.

Note This is the only valid value.

P/List Prefix. Specify the prefix to assign to price lists created in TrM using Add Price List (7.20.6.1). The number generated by the sequence ID specified in the next field is appended to this prefix.

This field is required. If left blank, errors are generated when users attempt to enter a new price list in TrM.

P/List Sequence. Enter a sequence ID used to generate the identifier associated with a new price list created with Add Price List. Create sequence IDs with TrM Number Ranges Maintenance (7.20.19.3). This number is appended to the prefix specified in the previous field.

Trade Management Control also includes a price list sequence and a price list prefix field, similar to the ones in Price List Parameters. The fields in Trade Management Control are used by the system to identify price lists create by TrM in MFG/PRO when the TrM price lists are approved; the fields in Price List Parameters identify price lists in TrM only.

Note You must also specify a prefix for TrM price lists in MFG/PRO in the Promotions Prefix field of Pricing Control (1.10.1.24). Ensure that this prefix is the same as the one specified in Trade Management Control.

Price List Status Maintenance

Use Price List Status Maintenance (7.20.18.2) to define the price list status codes that are used by the system to define stages in the price list life cycle. The code cannot be changed, but you can modify the Reference and Description fields.

Price List Type Maintenance

Use Price List Type Maintenance (7.20.18.3) to modify the reference or description associated with the various price list types. These are predetermined in the system. Valid values are:

- List Price: a list price for a product
- Discount %: a percentage discount off list price
- Markup: a markup percent on product cost
- Net Price: a product net price
- Credit Terms: the credit terms that will appear on the invoice
- Freight Terms: the freight terms that will appear on the invoice
- Freight List: a freight list to be used when calculating the freight value
- Accrual Price List: a percentage of list to be accrued in the general ledger
- Discount \$ Off: a dollar value off list price

Price List Quantity Type Maintenance

Use Price List Quantity Type Maintenance (7.20.18.4) to define quantity types. Quantity types are used in conjunction with breaks to determine whether the breaks are held as quantities or amounts.

P/L Amount Type Maintenance

Use P/L Amount Type Maintenance (7.20.18.5) to specify whether the value entered against the break is a percentage, a value, or not applicable.

P/L Combine Type Maintenance

Use P/L Combine Type Maintenance (7.20.18.6) to identify how the price list combines with other price lists to give multiple discounts and best price.

Valid values are:

- Base: Can combine with any price that is not exclusive or another base price.
- Combinable: Specifies that a discount price list can be combined with other combinable price lists and base price lists.
- Non Combinable (Base Combinable): Specifies that a discount price list can only be combined with base price lists.
- Exclusive: Specifies that price lists are totally exclusive and cannot be combined with any other price lists.

P/L Customer Level Maintenance

Use P/L Customer Level Maintenance (7.20.18.7) to determine how customers are included in or excluded from a price list.

Valid values are listed in Table 8.10.

Table 8.10
Price List Customer-Level Codes

Code	Reference	Description	Function
1	All	All Customers	All customers are included based on customer groups. These are added when the Generate function is run.
2	Group	Specific Customer Group	Customer groups are manually added. All customers attached to the customer group are automatically included.
3	Cust	Specific Customer	Specific customers are manually added. The price list only applies to the specifically added customers.
4	PreGrp	Specific Predefined Group	This code lets you include customers using a predefined group. This function uses standard TrM predefined groups, which let you set up groups of customers using pre-determined values. Refer to <i>User Guide: Trade Management</i> for information on predefined groups.
5	PreGSCG	Predefined Group/Specific Customer Group	This code lets you include customers using a predefined group plus specified customer groups. This means that the predefined group may include customers that belong to multiple customer groups, but only those customers that belong to the specified predefined group and customer group will be included in the price lists.

P/L Product Level Maintenance

Use P/L Product Level Maintenance (7.20.18.8) to determine how products are included/excluded from a price list and how they are priced.

Valid values are:

All Products. All products that are attached to the price list division at the time the price list is approved are on the price list. These products are not available for editing. This option is not valid for List Price type.

Generate Products with Breaks. All products that are attached to the price list division at the time Generate is run are attached to the price list, and the break values default from the price list header break values. These products can be edited.

Generate Products NO Breaks. All products that are attached to the price list division at the time Generate is run are attached to the price list, but the break values do not default from the price list header break values. These products can be edited.

Specific Products. Products are manually added to the price list if their division is the same as that on the price list.

Table 8.11 lists price list product-level codes.

Table 8.11
Price List Product-Level Codes

Code	Reference	Description	Function
10	PrdGrp	Generate Products for Groups	Code 10 lets you enter one or more product groups on the price list. Running Generate Price List associates all products in specified product groups with the price list associated with the same specified product group value.
11	PrdProf1	Generate Products for Profile 1	Codes 11-19 let you enter one or more product profile values on the price list. These can be for the same profile, such as profile 1, or can be different profiles, such as profile 1 and profile 2. If price list type is not 1, then the net price or discount can be entered against the product group. Running Generate Price List associates all products with the specified product profile values to the price list with the same specified product group value. When price list type is not 1, then the net price or discount held against the included product group will be written onto the generated products.
12	PrdProf2	Generate Products for Profile 2	
13	PrdProf3	Generate Products for Profile 3	
14	PrdProf4	Generate Products for Profile 4	
15	PrdProf5	Generate Products for Profile 5	
16	PrdProf6	Generate Products for Profile 6	
17	PrdProf7	Generate Products for Profile 7	
18	PrdProf8	Generate Products for Profile 8	
19	PrdProf9	Generate Products for Profile 9	
20	PriPGrp	Price By Product Group	Code 20 lets you enter one or more product groups. Each product group is entered against the amount or discount that the price list defines. When the price list is Approved, all products attached to the designated product groups on the price list are included in the price list with the specified amount or discount.

Code	Reference	Description	Function
21	PriPPrf1	Price By Product Profile 1	Codes 21-29 let you enter one or more product profile values on the price list. These can be for the same profile, such as profile 1, or they can be different profiles, such as profile 1 and profile 2. Each product profile value is entered against the amount or discount that the price list defines. When the price list is Approved, all products with the same profile value are included in the price list with the specified amount or discount.
22	PriPPrf2	Price By Product Profile 2	
23	PriPPrf3	Price By Product Profile 3	
24	PriPPrf4	Price By Product Profile 4	
25	PriPPrf5	Price By Product Profile 5	
26	PriPPrf6	Price By Product Profile 6	
27	PriPPrf7	Price By Product Profile 7	
28	PriPPrf8	Price By Product Profile 8	
29	PriPPrf9	Price By Product Profile 9	

Price lists created using price list product levels 10 to 19 are not affected by bulk update. Once the price list status is Generated, the products are added to the price lists and can be edited, changed, or deleted.

Price lists created using price list product levels 20 to 29 are affected by bulk update. The products are added to the price list when the price list is Approved. You cannot edit, change, or delete them.

Quantity Break Type Maintenance

Use Quantity Break Type Maintenance (7.20.18.10) to modify codes that determine if quantity or amounts are accumulated. It is used by MFG/PRO during pricing of sales quotations and sales orders to give better pricing by accumulating the lines on sales by quantity break type, thus putting them into a better price break. This value is written into the Break Category field on the MFG/PRO price list.

Defining Price List Parameters/Security

Division Maintenance

Use Division Maintenance (7.20.21.9) menu option Price List Parameters (M) to enter price list-specific parameters:

- Price List Parameters. Some price list control is at a divisional level. The default values and fields set here are applicable only to the division specified.

Staff Maintenance

Use Staff Maintenance (7.20.21.4) menu option Price List Security (U) to enter price list security parameters:

- Price List Security. Access to price lists is restricted by the options defined here. Control can be placed at the division level only. Options can restrict the user's update, add, or view access. Because security is set at the division level only, all records in the division become available or not available. If a user can operate in multiple divisions, then each of these divisions must be entered here.

This security applies only to TrM transactions.

Adding and Editing Price Lists

Trade Management creates price lists for off-invoice promotions or according to manually entered information. Use Add Price List (7.20.6.1) to manually add price lists.

MFG/PRO has its own price list functionality. TrM has special functionality that uses the customer structures in TrM. This allows for quick entry of price lists. On approval, information is written into the MFG/PRO pricing tables. The ID for a price list in MFG/PRO is generated based on the price list prefix and sequence ID specified in Trade Management Control.

Once written, the associated price lists are available for use in Pricing What-If Inquiry (1.10.1.13), Sales Quote Maintenance (6.1), Sales Order Maintenance (7.1.1), Pending Invoice Maintenance (7.13.1), and RMA Maintenance (11.7.1.1).

Price lists that can be added from within the TrM Pricing module are:

- List Price
- Discount %
- Markup
- Net Price
- Credit Terms
- Freight Terms
- Freight List
- Accrual Price List
- Discount \$ Off

Add Price List lets you add new price lists in TrM and enter new customer and product levels. Once the price list header has been added, the program changes to Edit Price list (7.20.6.2).

Use Edit Price List (7.20.6.2) to change a price list once it has been created. This option displays a strip menu from which many procedures can be run to perform specific tasks related to selected price lists.

Note The Bulk Change function does not directly adjust price lists. Changes to price lists must be performed manually.

The following strip menu options are available once the price list header has been added:

- 1Header

- 2Detail
- 3Status
- 4View
- 5Report

1Header Options

Edit Price List (A)

Gives access to the price list header information that was set up when the price list was added; for example, the type of price list, description, and customer/product levels.

Edit Financial Details (B)

Certain fields are written to the price list in MFG/PRO. These determine how price lists interact with other price lists, set order minimum and maximums, and so on. These fields appear and can be changed here. Note that when a price list is created, default values populate some of the available fields.

Edit Breaks (C)

Break values can be held at the price list header level. These can be changed at status 2Working through 5Approved. Break values can be entered as follows:

- Level 1 – All Products. The break values are applicable to all products on the price list.
- Level 2 – Generate Products with Breaks. The break values are applicable to all products on the price list.
- Level 3 – Generate Products NO Breaks. Break values must be manually added to each product.
- Level 4 – Specific Products. Break values must be manually added to each product.

The entry and usage of breaks are determined by price list type as follows:

- List Price. Break values are not used.
- Markup, Net Price, Accrual, and Discount \$ Off. Values can be entered in both Breaks and Amounts columns.
- Credit Terms, Freight Terms, and Freight List. Values can be entered in the Breaks and Terms columns.

Edit Dates (D)

The dates on the price list control when the price list is effective and when it expires. If the price list is at status 5Approved, these dates can be modified if the end date is after the current date, and the dates on the price list in MFG/PRO will be adjusted. After you have added customers or products to the price list, you cannot change price list dates in MFG/PRO.

Edit Linkages (E)

This function enables the linking of price lists:

- At status 2Working, a price list can be linked to another of the same price list type that is at status 5Approved.
- At status 5Approved, a price list can be linked to another of the same price list type that is at status 2Working.

Copy Price List (F)

Copy Price List enables full information from a price list to be copied to a new price list quickly. Information can then be changed on the new price list before approving.

Edit Notes (G)

Information relating to a price list can be entered and stored as notes. Notes can be retrieved at any time for viewing or changing. The notes are date and time stamped and have the user ID of the person who created them automatically added.

2Detail Options

Add/Update Customer Groups (A)

For customers to be attached to a price list, the customer group that the customer belongs to must exist on the price list. Depending on the customer level, customer groups can be added automatically or manually:

- Level 1 – All Customers. When the Generate Price List option is run, all customer groups for the price list division will be added to the price list. The customers will not be available for viewing on the price list as they are included by way of the customer group membership.
- Level 2 – Specific Customer Groups. By using the Insert function, you can add the customer groups that the price list is applicable to. The customers will not be available for viewing on the price list as they are included by way of the customer group membership.

Customer groups can be removed from the price list by deleting them or by changing the expiry date.

Add/Update Customers (B)

Once the customer group or groups have been added, customers can be included or excluded depending on the customer level:

- Level 1 – All Customers. Customers that are a member of one of the price list customer groups can be excluded.
- Level 2 – Specific Customer Groups. Customers that are a member of one of the price list customer groups can be excluded.
- Level 3 – Specific Customers. Customers that are to be included need to be added.

Add/Update Products (C)

Products can be added to the price list automatically or manually, depending on product level:

- Level 1 – All Products. When the Generate function is run, all products that are valid for the price list division will be added to the price list. The products will be become available for editing.

- Level 2 – Generate Products with Breaks. When the Generate function is run, all products attached to the price list division will be added to the price list and the break details will default from the price list header break values. These can be changed on a product-by-product basis.
- Level 3 – Generate Products NO Breaks. When the Generate function is run, all products attached to the price list division are added to the price list without default break information.
- Level 4 – Specific Products. At this level, products are manually added to the price list and the break values default from the price list header break values.

This procedure has the following menu options:

- Option Menu – Edit Limits (A). When products have been added to the price list, this option lets you enter limit values. These values are written to the MFG/PRO price list and are used by Sales Quote Maintenance and Sales Order Maintenance.
- Option Menu – Edit Breaks (B). When products have been added to the price list, this option lets you enter break values. These values are written to the MFG/PRO price list and are used by Sales Quote Maintenance and Sales Order Maintenance.

Break entry rules are determined by price list type as follows:

- List Price. Break values are not used.
- Markup, Net Price, Accrual, and Discount \$ Off. Values can be entered in both Breaks and Amounts columns.
- Credit Terms, Freight Terms, and Freight List. Values can be entered in the Breaks and Terms columns.

Add/Update Product Groups (D)

When the price list product level is set to 10, Generate Products for Groups, you can specify which product groups to include in the price list. The selling value or discount is entered against each of the included product groups. After entering the product groups, run Generate Price List to associate all products in specified product groups to the price list associated with the same specified product group value. Each product is added with the selling value or discount specified for that product group.

When the price list product level is set to 11, Generate Products for Profile 1, you can enter the product profile 1 codes to include in the price list. The selling value or discount are entered against each of the included product profile 1 codes.

After entering the product profile 1 codes, run Generate Price List to associate all products with the same product profile 1 codes to the price list associated with the specified product profile 1 codes. Each product will be added with the selling value or discount specified for that product profile 1 code. You can enter multiple product profile 1 codes.

For price list product levels 12 to 19, enter codes as you would product level 11, but with the relevant profile value changed.

Add/Update Prod Grp/Prof Temp (E)

When you set price list product level to 20, Price By Product Group, you can enter the product groups to include in the price list. The selling value or discount is entered against each of the included product groups. After entering the product groups, run Generate Price List to associate all

products in specified product groups to the price list associated with the same specified product group value. Each product is added with the selling value or discount specified for that product group.

When the price list product level is set to 21, Price By Product Profile 1, then this option is used to enter the product profile 1 codes that you want to include in the price list. The selling value or discount is entered against each of the included product profile 1 codes. Once the product profile 1 codes have been entered, run Generate Price List to associate all products with the same product profile 1 codes to the price list associated with the specified product profile 1 codes. Each product will be added with the selling value or discount specified for that product profile 1 code.

For price list product levels 22 to 29, enter codes as you would product level 21, but with the relevant profile value changed.

Bulk update affects price lists created with product levels 20 to 29.

Update MFG/PRO Dates (F)

You may not always be able to set the dates correctly on pricing records due to the complexities of adding and removing customers and products from price lists, along with the ability to change the price list start and end dates. To overcome this, use Update MFG/PRO Dates. This lets the user change the dates on the MFG/PRO pricing records to reflect the correct dates. You can change the start/expire date records for the following records:

- GRP – grouping record (pig_mstr)
- PI – pricing record (pi_mstr)
- CUS – customer detail record (pigc_det)
- PRD – product detail record (pigp_det)

3Status Options

Check for Overlaps (A)

The Check for Overlaps function locates approved price lists that are for the same price list type and division, where the dates overlap and where some of the customers and products exist as inclusions.

View Overlap Messages (B)

If any overlaps have been detected by the Check for Overlaps function, these can be viewed using this option.

Generate Price List (C)

The Generate Price List function creates customer group and product inclusions depending on the price list customer and product level.

For customer levels this means:

- Level 1 – All Customers. All customer groups will be generated for the price list's division.
- Level 2 – Specific Customer Groups. Nothing generated.

- Level 3 – Specific Customers. Not generated.

For product levels this means:

- Level 1 – All Products. All products for the price list division will be generated.
- Level 2 – Generate Products with Breaks. All products for the price list division will be generated and the financial details and break values will default from the header values.
- Level 3 – Generate Products NO Breaks. All products for the price list division will be generated and the financial details and break values will default from the header values.

Generate Price List now prompts for a predefined group.

When the price list customer level is set to 4 (Specific Predef group) or 5 (Predef Group/Specific C Group), you must run Generate and enter a predefined group. Running this program attaches the price list to customers who match the predefined group or the predefined group and customer groups specified on the price list.

If you have run Generate previously or if you have added products or customers manually to the price list, set O/Write Prods and O/Write Custs to Yes to delete all products and customers from the price list before generating and adding products and customers again. Only products and customers that match the specified inclusion criteria are added.

View Generation Messages (D)

If there are any messages created by Generate Price List, you can view them using this option. You must correct any errors before the price list can be approved.

Approve Price List (E)

The Approve Price List function will rerun the Generate Price List function if necessary. Any generation or approval messages must be fixed before the price list will be approved.

View Approval Messages (F)

After the Approve Price List function has been run, you can view any approval messages viewed using this option. You must correct any errors before the price list can be approved.

Backout Price List (G)

Once a price list is at status 5Approved, it can be backed out as long as the price list has not been used in MFG/PRO to price a sales quote, sales order, or pending invoice.

View Backout Messages (H)

When a price list fails to back out after running the Backout Price List function, any error messages can be viewed using this option.

Finish Price List (I)

A price list can be moved from status 5Approved to status 7Finished at any time during the life of the price list. If this is finished before the price list close date, then the price list expiry date will be set to the date entered when finishing the price list, and the price list in MFG/PRO will be expired.

Delete Price List (J)

This will delete the current price list if the status is less than 5Approved.

4View Options

View Financial Details (A)

This function lets you view the financial details that have been entered against the price list header.

View Breaks (B)

This function lets you view the breaks details that have been entered against the price list header.

View Notes (C)

This function lets you view the notes that have been entered against the price list header.

View Customer Groups (D)

This function lets you view the included and excluded customer groups that are on the price list.

View Customers (E)

This function lets you view the included and excluded customers that are on the price list.

View Products (F)

This function lets you view the included and excluded products that are on the price list.

View MFG/PRO Price Lists in TrM (G)

This function lets you view associated price list details stored in MFG/PRO. These can be viewed only after the TrM price list has been approved.

5Report Options

Price List Header – Full Details (A)

This function produces a listing of all detail related to the price list. It can be printed to the screen, sent to a printer, or saved to a file for viewing or printing at a later date.

Price List Header (B)

This function produces a listing of the price list header details. It does not include any customer group, customer, or product detail.

Price List Header – Customer (C)

This function produces a list of the customers that are on the price list. There will only be customers if customers have been included or excluded using Add/Update Customers.

Price List Header – Product (D)

This function produces a list of the products that are on the price list.

Price List Header – Overlap (E)

This function prints messages generated by the Check for Overlaps function.

Price List Header – Approval (F)

This function prints messages generated by the Approval function.

Price List Header – Generation (G)

This function prints messages generated by the Generate Price List function.

Price List Header – All Messages (H)

Prints all messages recorded against the price list that have not been rectified.

Viewing Price Lists

Use any of the following views to review price list information.

View Price Lists

Use View Price Lists (7.20.6.4) to display price lists. Enter selection criteria to filter by division, price list type, price list number range, date range, and status.

Options from the displayed price lists enable you to either view or update the currently highlighted price list:

- Edit Price List (A)
- View Price List (B)

View Price Lists by Customer

Use View Price Lists by Customer (7.20.6.5) to display a list of price lists where a particular customer is included. Enter selection criteria to filter by division, customer, price list type, date range, and status.

Options from the displayed price lists enable you to either view or update the currently highlighted price list:

- Edit Price List (A)
- View Price List (B)

View Price Lists by Product

Use View Price Lists by Product (7.20.6.6) to display a list of prices where a particular product is included. Enter selection criteria to filter by division, product, price list type, date range, and status.

Options from the displayed price lists enable you to either view or update the currently highlighted price list:

- Edit Price List (A)
- View Price List (B)

Print Price Lists

Use Print Price Lists (7.20.6.9) to produce a list of price lists. Selection criteria enable filtering by division, price list type, price list number range, and status.

Two frames for entering parameter display as follows:

- The first frame lets you enter division, price list type, price list number range, status range, start date range, and expiry date range as selection parameters.
- The second frame lets you enter customer group, customer, and product as selection parameters.

Bulk Update

With Bulk Change programs, changes to master data are reflected in promotions, rebates, and the price list functionality in MFG/PRO.

When you run Bulk Change, it affects all functional areas, including promotions, rebates, and price lists that meet the criteria for updating.

TrM Bulk Change Procedures

The Bulk Change module includes:

- Maintenance procedures for entering and maintaining bulk change codes on the Accrual/Bulk Change Code Menu (7.20.17).
- Security maintenance procedures accessible as options from Staff Maintenance (7.20.21.4).
- Trade Management Control (7.20.19.1) page 7 Bulk Change field. If Yes, bulk change events are created automatically when master data changes (Customer Master, Item Master).

Maintenance procedures must be used to ensure that the new bulk change codes have been set up for the following procedures:

- Bulk Change – Maintain Events (7.20.5.13)
- View Change Events (7.20.5.14)

Note Some programs are already populated with information. You can change some descriptive information, but you cannot change base information.

Bulk Change Type Maintenance

Set up codes for managing the type of bulk changes that occur in the system in Bulk Change Type Maintenance (7.20.17.1). Table 8.12 lists new bulk change types for updating price lists.

Table 8.12

New Bulk Change Types

Change Type	Description
F1	Add Product to Profile 1
F2	Add Product to Profile 2
F3	Add Product to Profile 3
F4	Add Product to Profile 4
F5	Add Product to Profile 5
F6	Add Product to Profile 6
F7	Add Product to Profile 7
F8	Add Product to Profile 8
F9	Add Product to Profile 9
G1	Remove Product from Profile 1
G2	Remove Product from Profile 2
G3	Remove Product from Profile 3
G4	Remove Product from Profile 4
G5	Remove Product from Profile 5
G6	Remove Product from Profile 6
G7	Remove Product from Profile 7
G8	Remove Product from Profile 8
G9	Remove Product from Profile 9

In addition to the new bulk change types, Table 8.13 lists existing bulk change types that affect price lists.

Table 8.13

Existing Bulk Change Types

Change Type	Description
C1	Add Customer to Customer Group
C2	Remove Customer from CustGroup
C3	Add Customer to PreDef CustGrp
C4	Remove Cust from Predef CustGp
P1	Remove Product from ProductGrp
P3	Add Product to Product Group
P6	Change Product Grp on Product

Updating Customers

You can update customer records in:

- MFG/PRO Customer Maintenance (2.1.1)
- TrM Customer Maint (7.20.21.1)

In either of these programs, when you change Division, Customer Group, Customer Type, or the profile values, bulk change events are generated automatically if Bulk Change is Yes in Trade Management Control (7.20.19.1).

Updating Products

You can update product records in:

- MFG/PRO Item Master Maint (1.4.1)
- TrM Product Maintenance (7.20.21.2)

In either of these programs, when you change Division, Product Group, or the profile values, bulk change events are generated automatically if Bulk Change is Yes in Trade Management Control (7.20.19.1).

Bulk Update

When you run Bulk Update (7.20.5.24), the system determines the bulk change events that have been automatically or manually created and applies the changes to master data, promotions, rebates, and price lists.

Edit Invoices

Use Edit Invoices (7.20.5.8) review invoices that failed to load and display the errors that prevented them from loading. This program offers three menu options as follows:

- Edit Header (A).
- View Line Items (B).
- Check for Errors (C). This procedure for the currently highlighted invoice checks for possible load errors on all invoice lines and displays the errors that will stop the invoice from loading.

New Utilities

A number of new utility programs have been added to TrM to assist in occasional maintenance functions.

List Default Options

You can specify default entry settings for some procedures such as Add Promotions.

Use List Default Options (7.20.23.1.8) to find all the defaults within a specified range. Enter a range of programs and fields as selection parameters.

There is one parameter entry screen, two report formats, and two sequence options as follows:

- Parameter Entry Screen. Prompts for program and field parameters.
- Report Format aa. Reports default option details in program and then field name sequence.
- Report Format ab. Reports default option details in field name then program sequence.

Clear Work Files (All)

Clear Work Files (All) (7.20.23.1.22) is a special work file clearing procedure that can be run in batch and that deletes all work files regardless of whether they are currently in use. The only required input parameter is the number of minutes you require this to run.

Clear Work Files (On-Going)

Clear Work Files (On-Going) (7.20.23.1.23) is a special work file clearing procedure that can be run in batch but that only deletes work files that are currently not in use. The only required input parameter is the number of minutes you require this to run.

Check Closed Promotions

Use Check Closed Promotions (7.20.23.2.22) to list closed promotions where the accrual amount is not zero.

This should be run after each promotion accrual prior to posting.

There is one parameter entry screen, two report formats, and one sequence option as follows:

- Parameter Entry. Prompts for the division to report on.
- Report Format aa. Lists closed promotions showing planned and accrued amounts with a variance.
- Report Format ab. Lists closed promotions showing planned and accrued amounts with a variance, followed by all the budgets that the promotion is attached to.
- Sequence aa. Sequences data into promotion sequence for the reporting phase.

Create Budget Overflow Linkage

Use Create Budget Overflow Linkage (7.20.23.3.12) to perform the same function as option R, Force Overflow Budget, in Add/Edit Promotion Budget. Depending on the parameters entered, this procedure automatically links current year budgets to new year budgets using the same construct. At the end, a listing is printed which displays current year budgets that could not be linked to a new year budget.

- Sequence aa. Sequences data into program and then field name sequence for the reporting phase.
- Sequence ab. Sequences data into field name and then program sequence for the reporting phase.

Other New Functions

Rebate Accruals Run

There is a new option accessible from the Rebate Accruals Run (7.20.5.5) main procedure. View Documents (D) lets you view the journals that have been created by posting the accrual as well as the amount of the transaction.

Promotion Accruals

A new menu option can be used from Add/Update Promotion Accruals (7.20.5.1). You can use menu option B, Generate Accruals, to generate accrual totals under the following conditions:

- Accrual method A0 (Accrue using Actual Sales) is associated with the deal category for the promotion.

- Sale Data Required is Yes on page 10 of Trade Management Control.

In this case, the system determines accruals using this summary data and rates against the promotion.

Promotion Budgets – Force Overflows

Use Force Overflows from within Promotion Budgets to attach the current budget to any next-year budget. This becomes the overflow budget for next year's budget.

You can access this option from Add/Update Promotion Budgets (7.20.4.1) menu option Force Overflow Budget (R).

Important The information on the next year budget must match up with this year budget. For example, if this year budget has a customer group of CG30 on the front screen, and the new year budget has CG40 on the front screen, then the overflow will not be set up. If the next year budget did not have a customer group on the front screen and this year's does, then the overflow will be set up.

Staff Maintenance – Initialize Security Setup

Use Initialize Security Setup from within Staff Maintenance to save time when setting up new users in TrM. You can set up security for new users by selecting another user's setup information. The program creates identical information for the new user based on the existing user.

You can access this option from Staff Maintenance (7.20.21.4) menu option Initialize Security Setup (V).

The new user must be set up correctly within MFG/PRO first. This option is run from the option menu for the new user and not the user you are getting the information from.

Promotion Customer Products Listing

Use Promotion Customer Products Listing (7.20.1.11) to display promotion details by customer then product within date and promotion number sequence.

There is one parameter entry screen, one report format, and one sequence option as follows:

- Parameter Entry. Enter customer, product, date, status, and promotion range parameters.
- Report Format aa. Reports promotion details.
- Sequence aa. Sequences data into date then promotion sequence for the reporting phase.

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