Introduction to MS Dynamics NAV X. (Discounts)

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Discounts

- Use of discounts:
  - Support of „Sales" actions->lower stock value and better liquidity
  - Support of marketing ->new clients
  - Basic incentives for any type of client
  - In order to differentiate between clients (based on sales in last period or other criteria
  - Types :
  - Price ->modificatioon of Unit Price
  - Line ->change final price in %
  - Invoice Discount ->based on level of invoiced amount

Basic Blocks
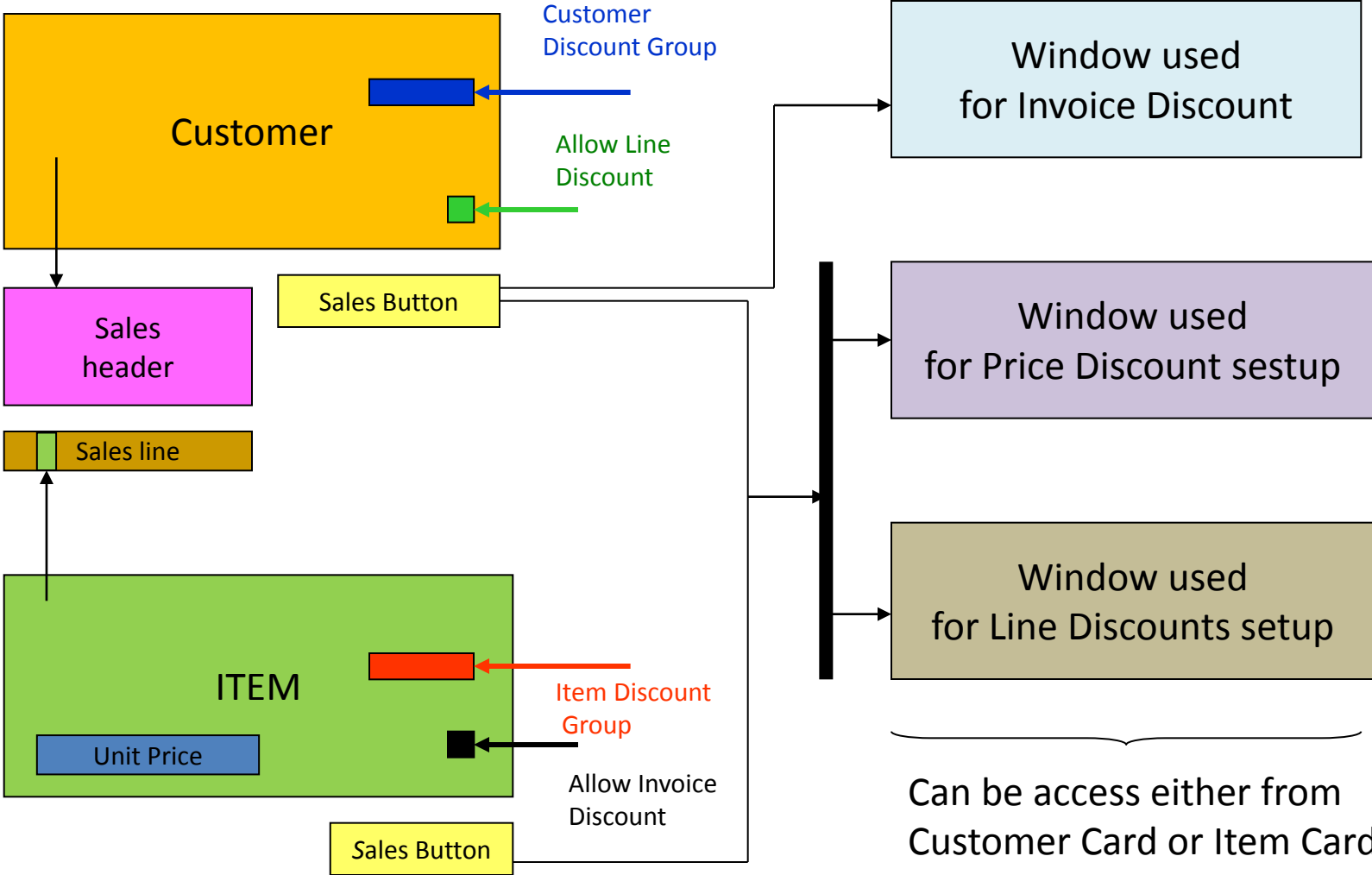
Window used
for Line Discounts Setup (%)

Sales Type	Sales Code	Type	Code	Unit of Measure	Minimum	Line discount %	Starting date	Ending date
Customer	10000	70102 (Item number)		PCS	10	2		
Customer Discount Group	Large Account	Item Discount Group	RESALE		20	4		
All Customers					5	1		
Campaign	Spring Campaign	Item Discount Group	BOOKS		3	7		

Window used
for Line Discounts Setup (%)

	General	Options					
Sales Type Filter	Customer ▼			Type Filter	None ▼		
Sales Code Filter	IC1020 ⬆			Code Filter	⬆		
				Starting Date Filter . . .			

	Sales Type	Sales Code	Type	Code	Unit of Me...	Minimum Qua...	Line Discount %	Starting D...	Ending Date
	Customer	10000	Item	1920-S		5,00	3,00		
	Customer	20000	Item	1924-W		10,00	4,00		
	Customer Disc. Group	LARGE ACC	Item Disc. Group	FINISHED		0,00	15,00		
	Customer Disc. Group	LARGE ACC	Item Disc. Group	RAW MAT		0,00	20,00		
	Customer Disc. Group	LARGE ACC	Item Disc. Group	RESALE		0,00	5,00		
	Customer Disc. Group	RETAIL	Item Disc. Group	FINISHED		0,00	10,00		
	Customer Disc. Group	RETAIL	Item Disc. Group	RAW MAT		0,00	15,00		
	All Customers		Item Disc. Group	A		5,00	15,00		
	All Customers		Item Disc. Group	A		15,00	25,00		
	All Customers		Item Disc. Group	B		25,00	15,00		
	All Customers		Item Disc. Group	B		100,00	25,00		
✱▶	Customer		Item			0,00	0,00		

Window used
for Sales Price Discounts Setup

| | General | Options | | | | | | |

| Sales Type Filter. . . . . | Customer ▼ | Item No. Filter. . . . . . | ⬆ |
| Sales Code Filter . . . . | 30000 ⬆ | Starting Date Filter . . . | |

	Sales Type	Sales Code	Item No.	Unit of Me...	Minimum Qua...	Unit Price	Starting D...	Ending Date
	Customer	10000	1980-S		5,00	100,00		
	Customer	30000	1988-W		2,00	800,00		
	Customer Price...	TOP1	1988-S		20,00	90,00		
	All Customers		1936-S		10,00	110,00		
▶	All Customers		1972-W		0,00	350,00		

Discount combination

- Price reduced from 100 to 90

- Discount % =10

- Final price after discounts were applied = 90*0,9=81

Simple example setup

Simple example- Sales Order

Where 570=6*100 *0,95

Invoice Discount Setup

	Code	Currency Code	Minimum Amount	Disco... %	Service Charge
▶	10000		500,00	5	0,00
	10000		1 000,00	6	0,00
	10000		1 200,00	7	0,00

SO and when invoice discount is applied

End of the section X.

This is the end
Beautiful friend
This is the end
My only friend, the end…