

Introduction to MS Dynamics NAV

(Discounts)

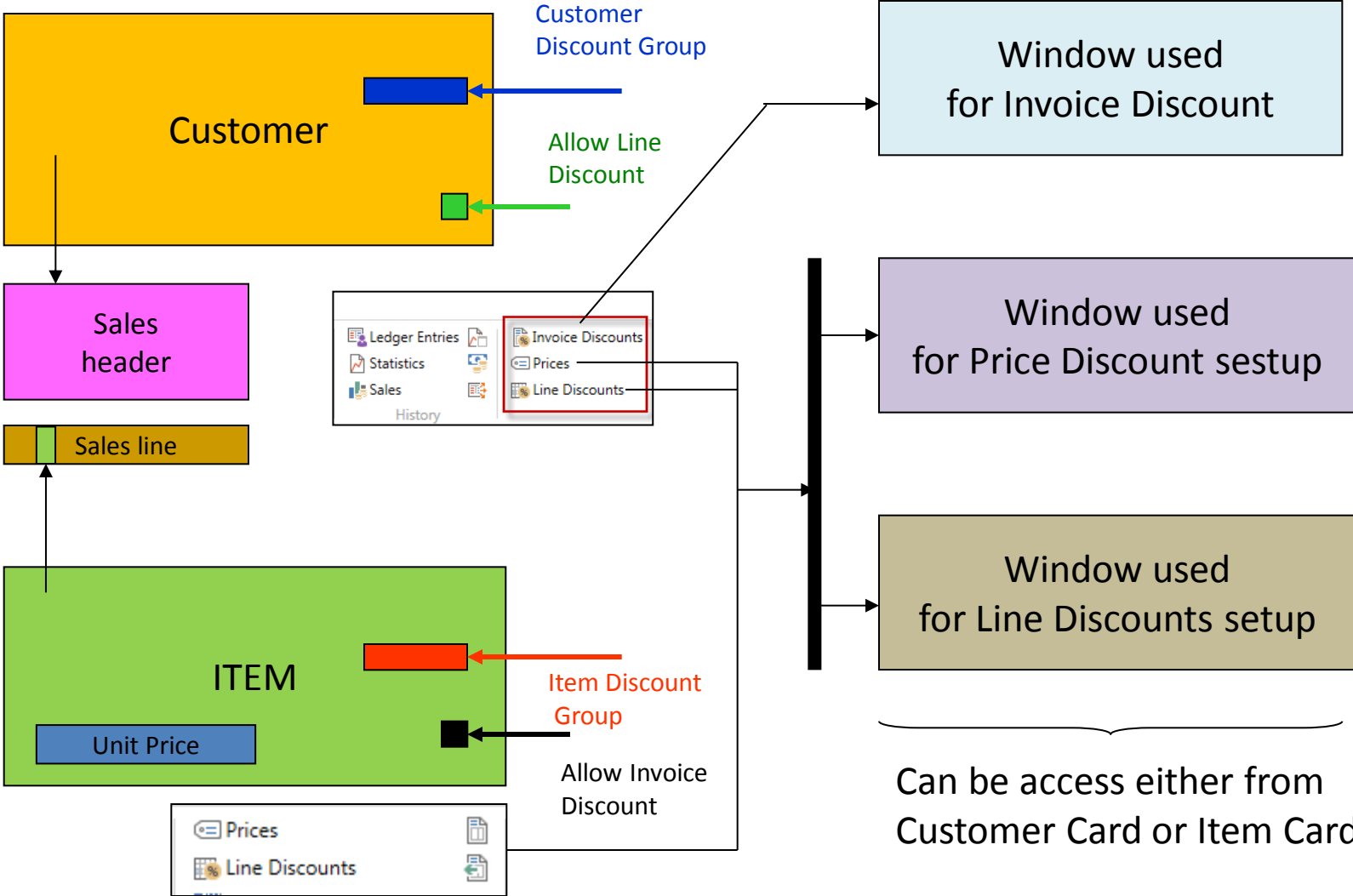
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Department of corporate economy

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 ->modification of Unit Price
 - Line ->change final price in %
 - Invoice Discount ->based on level of invoiced amount

Basic Blocks



Can be access either from Customer Card or Item Card

Window used for Line Discounts Setup (%)

Customer ->Navigate ->Sales section->Line discounts

| General | | | | | | | | | |
|-----------------------|------------|----------|--------|-------------------|-----------------------|-----------------|---------------|--|--|
| Sales Type Filter: | | Customer | | | Type Filter: | | None | | |
| Sales Code Filter: | | 10000 | | | Code Filter: | | | | |
| Starting Date Filter: | | | | | Currency Code Filter: | | | | |
| Sales Type | Sales Code | Type | Code | Unit of Measur... | Minimum Quantity | Line Discount % | Starting Date | | |
| Customer | 10000 | Item | 1936-S | PCS | 2,00 | 3,00 | | | |
| Customer | 10000 | Item | 1936-S | PCS | 5,00 | 5,00 | | | |
| Customer | 10000 | Item | 1964-W | PCS | 12,00 | 10,00 | | | |



Window used for Sales Line Discounts Setup

Customer ->Navigate ->Sales section->Prices

Original Unit price on Item card is 293

General

Sales Type Filter: Starting Date Filter:

Sales Code Filter: Currency Code Filter:

Item No. Filter:

| Sales Type | Sales Code | Item No. | Unit of Measur... | Minimum Quantity | Unit Price | Starting Date | Ending Date |
|---------------|------------|----------|-------------------|------------------|------------|---------------|-------------|
| All Customers | | 1964-W | | 7 | 260,00 | | |
| Customer | 10000 | 1964-W | | 5 | 270,00 | | |
| Customer | 10000 | 1964-W | PCS | 2 | 280,00 | | |



Discount combination-example

- Price reduced from 100 to 90
- Discount % =10
- Final price after discounts were applied =
 $90 * 0,9 = 81,0$

I Like Discounts 

Sales lines of the SO

1008 · BYT-KOMPLET s.r.o.

Obecné

| | | | |
|--------------------|--------------------|---------------------------|-----------|
| Zákazník-číslo: | 10000 | Datum objednávky: | 31.1.2016 |
| Zákazník-název: | BYT-KOMPLET s.r.o. | Datum dokladu: | 31.1.2016 |
| Zákazník-město: | Kyjov | Požadované datum dodávky: | |
| Kód textu položky: | | Číslo externího dokladu: | |
| Text položky: | Objednávka 1008 | Kód prodejce: | PK |
| Zúčtovací datum: | 31.1.2016 | Stav: | Otevřeno |
| Datum DPH: | 31.1.2016 | | |

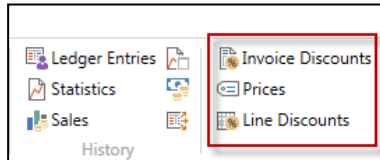
▼ Zobrazit více polí

Lines

Line Functions Order New Find Filter Clear Filter

| Type | No. | Description | Location Code | Quantity | Qty. to A... | Reserved Quantity | Unit of Measu... | Unit Price Excl. VAT | Line Amount Excl. VAT | Line Discou... | Qty. to Ship | Quantity Shipped |
|------|--------|------------------|---------------|----------|--------------|-------------------|------------------|----------------------|-----------------------|----------------|--------------|------------------|
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 1 | | | PCS | 292,00 | 292,00 | | 1 | |
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 2 | | | PCS | 280,00 | 560,00 | | 2 | |
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 12 | | | PCS | 260,00 | 2 808,00 | 10 | 12 | |

Invoice discount



The screenshot shows the 'Edit - Cust. Invoice Discounts - 10000' window. The table below is highlighted with a red box, and a red arrow points to the 'Service Charge' value of 100,00 in the third row.

| Currency Code | Minimum Amount | Discount % | Service Charge |
|---------------|----------------|------------|----------------|
| | 1 000,00 | 5 | 0,00 |
| | 2 000,00 | 7 | 0,00 |
| | 1,00 | 0 | 100,00 |

Invoice discount must be allowed and manually you have to start calculations of it

Invoice Discount calculation

| Sales line | | | | | | | | | | | | |
|------------|--------|------------------|---------------|----------|--------------|-------------------|------------------|----------------------|-----------------------|----------------|--------------|------------------|
| Type | No. | Description | Location Code | Quantity | Qty. to A... | Reserved Quantity | Unit of Measu... | Unit Price Excl. VAT | Line Amount Excl. VAT | Line Discou... | Qty. to Ship | Quantity Shipped |
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 1 | | | PCS | 292,00 | 292,00 | | 1 | |
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 2 | | | PCS | 280,00 | 560,00 | | 2 | |
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 12 | | | PCS | 260,00 | 2 808,00 | 10 | 12 | |

Microsoft Dynamics NAV interface showing the 'Calculate Invoice Discount' option highlighted in the 'FUNCTIONS' menu.

**F7
(Statistics)**



1002 - The Cannon Group PLC

| General | |
|------------------------|----------|
| Amount Excl. VAT: | 3 660,00 |
| Inv. Discount Amount: | 0,00 |
| Total Excl. VAT: | 3 660,00 |
| 25% VAT: | 915,00 |
| Total Incl. VAT: | 4 575,00 |
| Sales (LCY): | 3 660,00 |
| Original Profit (LCY): | 1 089,00 |
| Adjusted Profit (LCY): | 1 089,00 |
| Original Profit %: | 29,8 |

Microsoft Dynamics NAV dialog box: "Do you want to calculate the invoice discount?" with "Yes" and "No" buttons.

| Type | No. | Description | Location Code | Quantity | Qty. to A... | Reserved Quantity | Unit of Measu... | Unit Price Excl. VAT | Line Amount Excl. VAT | Line Discou... | Sales Line Disc. Exists | Inv. Discount Amount |
|------|--------|------------------|---------------|----------|--------------|-------------------|------------------|----------------------|-----------------------|----------------|-------------------------------------|----------------------|
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 1 | | | PCS | 292,00 | 292,00 | | <input checked="" type="checkbox"/> | 20,44 |
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 2 | | | PCS | 280,00 | 560,00 | | <input checked="" type="checkbox"/> | 39,20 |
| Item | 1964-W | INNSBRUCK Sto... | BLUE | 12 | | | PCS | 260,00 | 2 808,00 | 10 | <input checked="" type="checkbox"/> | 196,56 |

Statistics F7

1002 · The Cannon Group PLC

General

| | |
|------------------------|----------|
| Amount Excl. VAT: | 3 660,00 |
| Inv. Discount Amount: | 0,00 |
| Total Excl. VAT: | 3 660,00 |
| 25% VAT: | 915,00 |
| Total Incl. VAT: | 4 575,00 |
| Sales (LCY): | 3 660,00 |
| Original Profit (LCY): | 1 089,00 |
| Adjusted Profit (LCY): | 1 089,00 |
| Original Profit %: | 29,8 |

G/L Entries after posting F9

Departments->Financial Management ->General Ledger ->Archive->History->G/L Registers

General Ledger Entries

Type to filter (F3) | Posting Date

Show results:

Where Entry No. is 2827..2831

+ Add Filter

| Posting Date | Document Type | Document No. | G/L Accou... | Description | Gen. Posti... | Gen. Bus. Posting ... | Gen. Prod... | Amount | Bal. Accou... | Bal. Accou... | Entry No. |
|--------------|---------------|--------------|--------------|-------------|---------------|-----------------------|--------------|-----------|---------------|---------------|-----------|
| 24.1.2019 | Invoice | 103033 | 6910 | Order 1002 | Sale | NATIONAL | RETAIL | 568,20 | G/L Account | | 2827 |
| 24.1.2019 | Invoice | 103033 | 5610 | Order 1002 | | | | 142,05 | G/L Account | | 2828 |
| 24.1.2019 | Invoice | 103033 | 6110 | Order 1002 | Sale | NATIONAL | RETAIL | -3 972,00 | G/L Account | | 2829 |
| 24.1.2019 | Invoice | 103033 | 5610 | Order 1002 | | | | -993,00 | G/L Account | | 2830 |
| 24.1.2019 | Invoice | 103033 | 2310 | Order 1002 | | | | 4 254,75 | G/L Account | | 2831 |

Discount granted

Item card used in modelling charges

70060 · Mounting

General

| | | | |
|-----------------------------|--------------------------|-----------------------------|--------------------------|
| No.: | 70060 | Qty. on Purch. Order: | 1 000 |
| Description: | Mounting | Qty. on Prod. Order: | 0 |
| Base Unit of Measure: | PCS | Qty. on Component Lines: | 0 |
| Assembly BOM: | No | Qty. on Sales Order: | 1 |
| Shelf No.: | A9 | Qty. on Service Order: | 0 |
| Automatic Ext. Texts: | <input type="checkbox"/> | Qty. on Job Order: | 0 |
| Created From Nonstock Item: | <input type="checkbox"/> | Qty. on Assembly Order: | 0 |
| Item Category Code: | | Qty. on Asm. Component: | 0 |
| Product Group Code: | | Blocked: | <input type="checkbox"/> |
| Service Item Group: | | Last Date Modified: | 24.8.2017 |
| Search Description: | MOUNTING | Stockout Warning: | Default (Yes) |
| Inventory: | 832 | Prevent Negative Inventory: | Default (No) |

^ Show fewer fields

Invoicing

| | | | |
|------------------------|--------------------------|----------------------------|-------------------------------------|
| Costing Method: | FIFO | Unit Price: | 13,10 |
| Cost is Adjusted: | <input type="checkbox"/> | Gen. Prod. Posting Group: | RAW MAT |
| Cost is Posted to G/L: | No | VAT Prod. Posting Group: | VAT25 |
| Standard Cost: | 6,70 | Inventory Posting Group: | RAW MAT |
| Unit Cost: | 6,70 | Default Deferral Template: | |
| Overhead Rate: | 0,00 | Net Invoiced Qty.: | 833 |
| Indirect Cost %: | 0 | Allow Invoice Disc.: | <input checked="" type="checkbox"/> |

Sales order with low unit price

Customer =10000

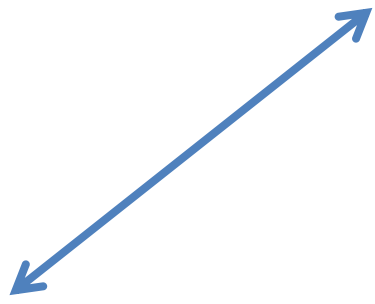
| Type | No. | Description | Location Code | Quantity | Qty. to A... | Reserved Quantity | Unit of Measu... | Unit Price Excl. VAT | Line Amount Excl. VAT | Line Discou... | Sales Line Disc. Exists | Inv. Discount Amount | Qty |
|------|-------|-------------|---------------|----------|--------------|-------------------|------------------|----------------------|-----------------------|----------------|--------------------------|----------------------|-----|
| Item | 70060 | Mounting | BLUE | 1 | | | PCS | 13,10 | 13,10 | | <input type="checkbox"/> | 0,00 | |

Edit - Cust. Invoice Discounts - 10000

CRONUS Internati...

Cust. Invoice Discounts

| Currency Code | Minimum Amount | Discount % | Service Charge |
|---------------|----------------|------------|----------------|
| | 1 000,00 | 5 | 0,00 |
| | 2 000,00 | 7 | 0,00 |
| | 1,00 | 0 | 100,00 |



New Sales Order - 2002 - The Common Group LLC

Calculate Invoice Discount

Microsoft Dynamics NAV

Do you want to calculate the invoice discount?

Yes No

Sales order with low unit price

Customer =10000

| Type | No. | Description | Location Code | Quantity | Qty. to A... | Reserved Quantity | Unit of Measu... | Unit Price Excl. VAT | Line Amount Excl. VAT | Line Discou... | Sales Line Disc. Exists | Inv. Discount Amount |
|----------|-------|----------------|---------------|----------|--------------|-------------------|------------------|----------------------|-----------------------|----------------|--------------------------|----------------------|
| Item | 70060 | Mounting | BLUE | 1 | | | PCS | 13,10 | 13,10 | | <input type="checkbox"/> | 0,00 |
| G/L A... | 6810 | Service Charge | BLUE | 1 | | | | 100,00 | 100,00 | | <input type="checkbox"/> | 0,00 |

6810 · Fees and Charges Rec. - Dom.

General

| | | | |
|---------------------|------------------------------|------------------------------|-------------------------------------|
| No.: | 6810 | Search Name: | FEES AND CHARGES REC. - ... |
| Name: | Fees and Charges Rec. - Dom. | Balance: | -961,03 |
| Income/Balance: | Income Statement | Reconciliation Account: | <input type="checkbox"/> |
| Debit/Credit: | Both | Automatic Ext. Texts: | <input type="checkbox"/> |
| Account Type: | Posting | Direct Posting: | <input checked="" type="checkbox"/> |
| Totaling: | | Blocked: | <input type="checkbox"/> |
| No. of Blank Lines: | 0 | Last Date Modified: | |
| | | Omit Default Descr. in Jnl.: | <input type="checkbox"/> |

G/L Entries after posting F9

General Ledger Entries ▾

Type to filter (F3) | Posting Date ▾ → ^

Show results:

✗ Where Entry No. ▾ is 2832..2836

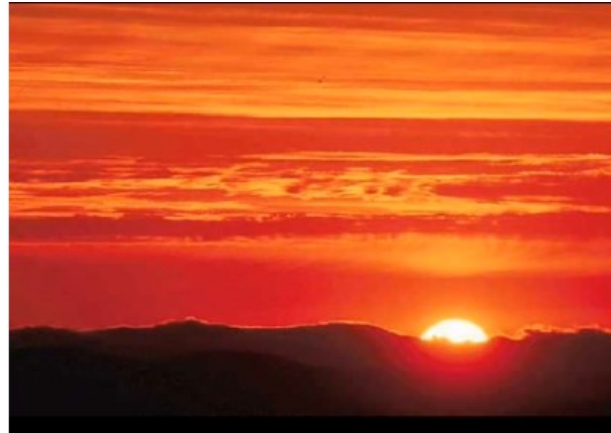
+ Add Filter

| Posting Date | Document Type | Document No. | G/L Accou... | Description | Gen. Posti... | Gen. Bus. Posting ... | Gen. Prod... | Amount | Bal. Accou... | Bal. Accou... | Entry No. ▲ |
|--------------|---------------|--------------|--------------|-------------|---------------|-----------------------|--------------|---------|---------------|---------------|-------------|
| 24.1.2019 | Invoice | 103034 | 6210 | Order 1003 | Sale | NATIONAL | RAW ... | -13,10 | G/L Account | | 2832 |
| 24.1.2019 | Invoice | 103034 | 5610 | Order 1003 | | | | -3,28 | G/L Account | | 2833 |
| 24.1.2019 | Invoice | 103034 | 6810 | Order 1003 | Sale | NATIONAL | MISC | -100,00 | G/L Account | | 2834 |
| 24.1.2019 | Invoice | 103034 | 5610 | Order 1003 | | | | -25,00 | G/L Account | | 2835 |
| 24.1.2019 | Invoice | 103034 | 2310 | Order 1003 | | | | 141,38 | G/L Account | | 2836 |

| | |
|--------|--------|
| 141,38 | 100,00 |
| | 25,00 |
| | 3,28 |
| | 13,10 |
| 141,38 | 141,38 |

End of the section

(Discounts)



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

So why worry now