

Introduction to MS Dynamics NAV

(Discounts)

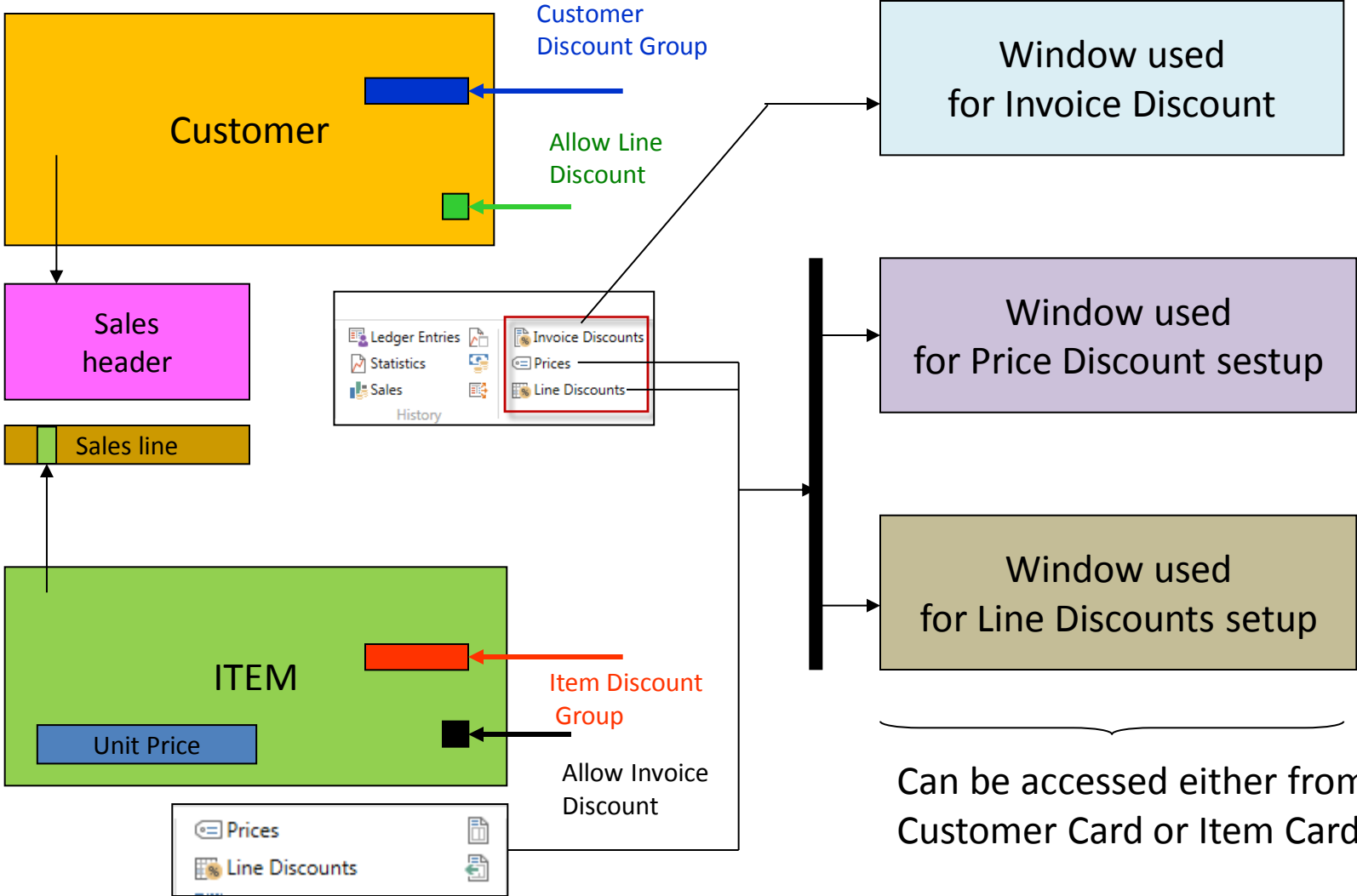
Ing.J.Skorkovský,CSc.

MASARYK UNIVERSITY BRNO, Czech Republic
Faculty of economics and business administration
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



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:

Item No. Filter: Currency Code 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		



In this model (in seminar) enter only two lines for one customer –
-meaning not **Sale type =All customer**

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 

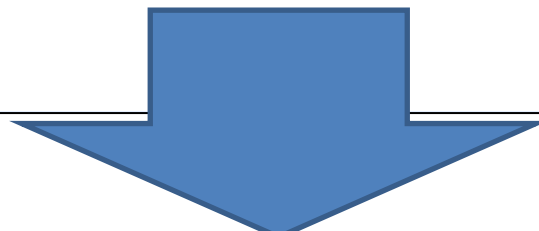
Sales lines of the SO

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

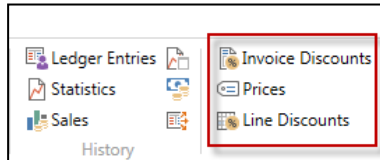


Lines

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



A screenshot of the 'Edit - Cust. Invoice Discounts - 10000' application window. The window title bar shows 'Edit - Cust. Invoice Discounts - 10000'. The ribbon includes 'HOME' and 'CRONUS Internati...'. The ribbon has sections for 'New', 'Manage', 'View', and 'Page'. The 'View' section is active, showing 'Show as List' and 'Show as Chart'. Below the ribbon is a search bar with 'Type to filter (F3)' and 'Currency Code'. Below the search bar is a table with columns 'Currency Code', 'Minimum Amount', 'Discount %', and 'Service Charge'. The table has three rows of data. The third row is highlighted with a red box, and a red arrow points to the 'Service Charge' cell in that 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 confirmed before you start to calculate 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

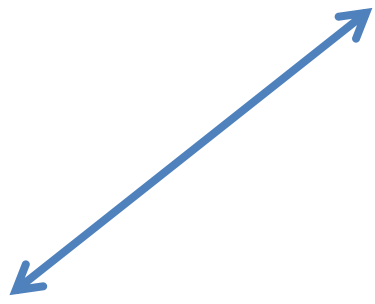
Type	No.	Description	Location Code	Quantity	Qty. to A...	Reserved Quantity	Unit of Measu...	Unit Price Excl. VAT	Line Amount Excl. VAT	Line Discou...	Sales Line Disc. Exists	Inv. Discount Amount	Qty
Item	70060	Mounting	BLUE	1			PCS	13,10	13,10		<input type="checkbox"/>	0,00	

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 Customer Group PLE

Calculate Invoice Discount

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