

# Introduction to MS Dynamics NAV

(Discounts)

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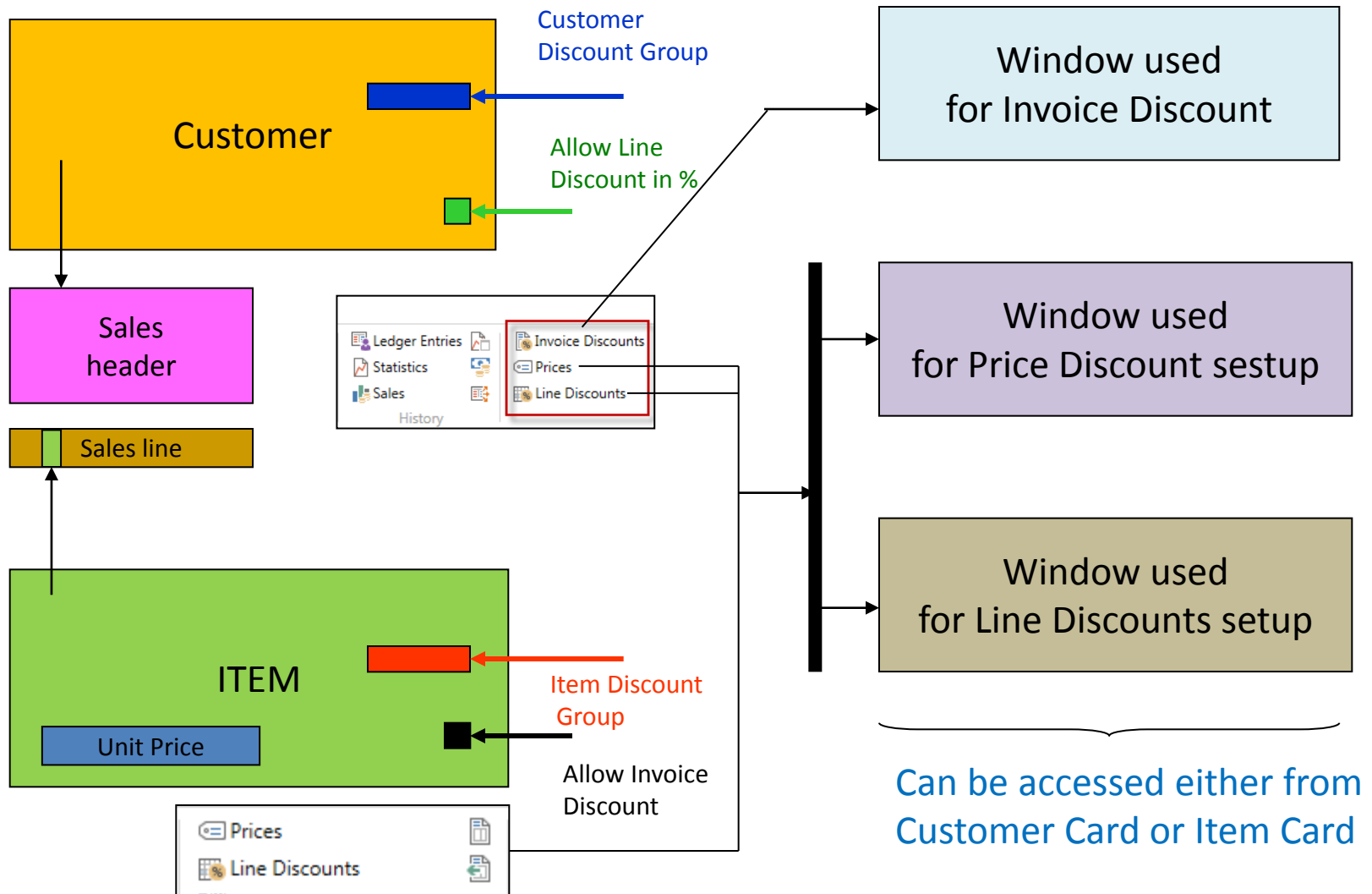
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Department of corporate economy

# Discounts

- **Use of discounts:**

- Support of „Sales“ actions->lower stock value and better liquidity
- Support of marketing ->new clients
- Basic incentives for any client
- To differentiate between clients (based on sales in the last period or other criteria)
- Types :
  - Price ->modification of Unit Price (It is a change in the absolute value of the unit price)
  - Line ->change the final price (Unit price) in %
  - Invoice Discount ->based on the level of invoiced amount

# Basic Blocks





# Customer card and discounts (Invoicing tab)

Invoicing

Bill-to Customer:

VAT Registration No.:  ...

GLN:

Copy Sell-to Addr. to Qte From:

Invoice Copies:

**Posting Details**

Gen. Bus. Posting Group:

VAT Bus. Posting Group:

Customer Posting Group:

**Prices and Discounts**

Currency Code:

Customer Price Group:

Customer Disc. Group:

Allow Line Disc.:

Invoice Disc. Code:

Prices Including VAT:

Select - Customer Disc. Groups

HOME NAVIGATE

New View List Edit List Delete Sales Line Discounts

New Manage Process

Customer Disc. Groups

Code	Description
LARGE ACC	Large account
RETAIL	Retail

Select - Customer Price Groups

HOME NAVIGATE CRONUS

New View List Edit List Delete Show as List Show as Chart OneNote Notes Links Refresh Clear Filter Page Find

New Manage View Show Attached Page

Customer Price Groups

Type to filter (F3) Code

Code	Description	Allow Line Disc.	Allow Invoice Disc.	Price Includes VAT	VAT Bus. Posting G.
CORP	Corporate company	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
AUTO	Automotive industry	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

# Item card and discounts (Prices & Sales tab)

Prices & Sales

Unit Price:	<input type="text" value="136,40"/>
Unit Price Excl. VAT:	<input type="text" value="136,40"/>
Price Includes VAT:	<input type="checkbox"/>
Price/Profit Calculation:	<input type="text" value="Profit=Price-Cost"/>
Profit %:	<input type="text" value="40,10"/>

Special Sales Prices & Discounts: [View Existing Prices and Discounts...](#)

Allow Invoice Disc.:	<input checked="" type="checkbox"/>
Item Disc. Group:	<input type="text" value="FINISHED"/>
Sales Unit of Measure:	<input type="text" value="PCS"/>
VAT Bus. Posting Gr. (Price):	<input type="text"/>

^ Show fewer fields

Select - Item Disc. Groups

HOME NAVIGATE

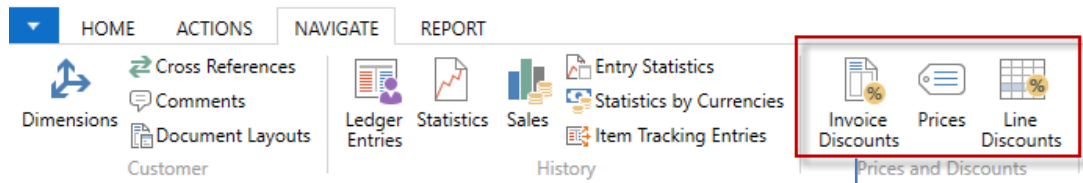
New View List Edit List Delete Sales Line Discounts Process

Item Disc. Groups

Code	Description
A	
B	
FINISHED	Finished goods
RAW MAT	Raw material
RESALE	Resale

# Window used for Line Discounts Setup (%)

Customer ->Navigate ->Sales Section->Line discounts



**General**

Sales Type Filter: Customer  
Sales Code Filter: 10000  
Starting Date Filter:

Type Filter: None  
Code Filter:  
Currency Code Filter:

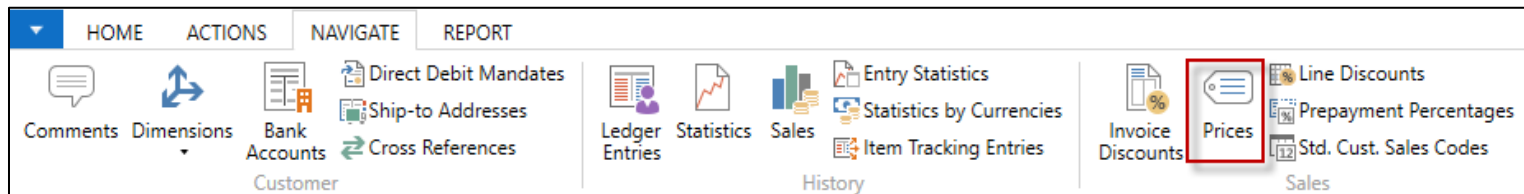
Sales Type	Sales Code	Type	Code	Unit of Measur...	Minimum Quantity	Line Discount %	Starting Date
Customer	10000	Item	1936-S	PCS	2,00	3,00	
Customer	10000	Item	1936-S	PCS	5,00	5,00	
Customer	10000	Item	1964-W	PCS	12,00	10,00	



Our example is setting a discount for a single customer and his % of line discounts for different quantities of different items. In the real model fabricated in class, it will be similar, but for one item

# Window used for Sales Line Discounts Setup (absolute value)

Customer card ->Navigate ->Sales section->Prices (Original Unit price on the Item card is 293)



**General**

Sales Type Filter: None  
Sales Code Filter:   
Item No. Filter: 1964-W

Starting Date 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 the seminar) enter only two lines for one customer which means not **Sale type =All customer**



## Discount combination-example (explanantion)

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

**I Like Discounts** 

# Sales lines of the Sales Order

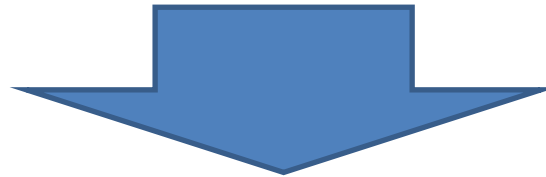
1008 · BYT-KOMPLET s.r.o.

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

Header



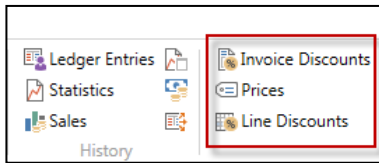
Lines

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	

Lines

# Invoice discount application



A screenshot of the 'Edit - Cust. Invoice Discounts - 10000' window. The window title is 'Edit - Cust. Invoice Discounts - 10000'. The ribbon includes 'HOME' and 'CRONUS Internati...'. The main area shows a table of discount settings. A red box highlights the table, and a red arrow points to the 'Service Charge' column.

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

Setup

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 - Actions menu

- Release
- Calculate Invoice Discount**
- Get Std. Cust. Sales Codes...
- Copy Document...

**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

**You must confirm**

Microsoft Dynamics NAV - Confirmation dialog

Do you want to calculate the invoice discount?

Yes No

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

# General Ledger 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**

After posting the sales order, I also showed a payment of the posted invoice within eight days, so in addition to the discount posted on account 6910, there was also a payment discount of two percent posted on G/L account 9250. See next slide. Mind you, that presented window on the next slide does not correspond to the above figures. It was taken from a real model

# After early payment

General Ledger Entries ▾

Show results:

✗ Where Entry No. ▾ is 2971..2973

+ Add Filter

Posti... Date	Document Type	Document No.	G/L Account No.	Description	Gen. Postin...	Gen. Bus. Posting ...	Departme... Code	Gen. Prod. Posting ...	Amount	Bal. Account Type	Bal. Accou...	Entry No.	External Docume..
03.02.2021	Payment	G00012	9250	Siemens Brno					51,60	G/L Account		2973	
03.02.2021	Payment	G00012	2920	Siemens Brno					2 528,25	Customer	C00030	2971	
03.02.2021	Payment	G00012	2310	Siemens Brno					-2 579,85	Bank Account	NBL	2972	

# Item card used in modeling item 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

Minimum Amount	Discount %	Service Charge
1 000,00	5	0,00
2 000,00	7	0,00
1,00	0	100,00

Microsoft Dynamics NAV

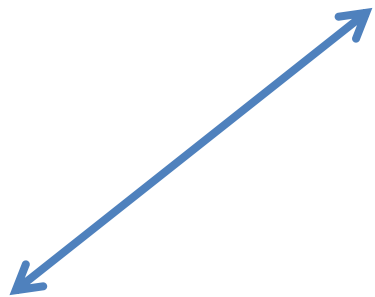
HOME ACTIONS NAVIGATE

Release **Calculate Invoice Discount** Reopen Get Std. Cust. Sales Codes... Copy Document...

Microsoft Dynamics NAV

Do you want to calculate the invoice discount?

Yes No



# Sales order with low unit price

Customer =10000

Header

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

Therefore, we had to add one more line so that the invoice's total amount would match the terms of the billing discount. We used instead of item to sell services on a specific account

6810 · Fees and Charges Rec. - Dom.

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

**Last task:** print posted invoice to see granted discounts. It would help if you went to Customer ledger entries, use tool, Navigate to show posted invoice and then to print it.

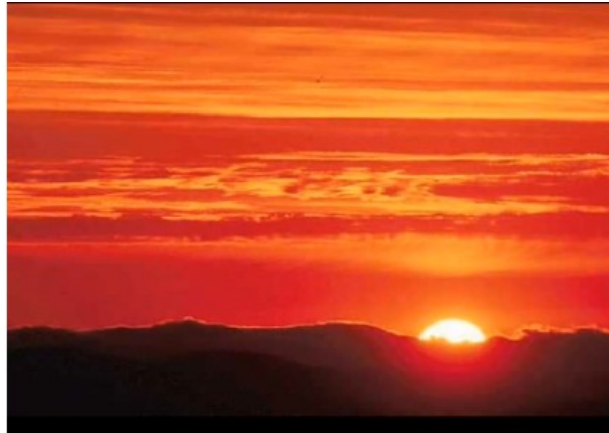
# Best price calculation

When you have recorded special prices and line discounts for sales and purchases, Dynamics NAV ensures that your profit on item trade is always optimal by automatically calculating the best price on sales and purchase documents.

**The best price is the lowest permissible price with the highest permissible line discount on a given date. Dynamics NAV automatically calculates this when it inserts the unit price and the line discount percentage for items on new document and journal lines.**

# End of the section

(Discounts)



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

So why worry now .....