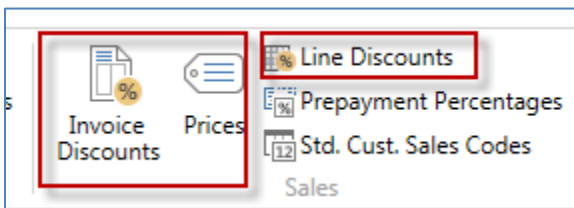


## Simple scenario (Discounts) ERP Microsoft Dynamics NAV 2016

Created by : Jaromír Skorkovský  
 Date : 31.10.2018  
 For : MPH\_AOMA and AOPR and BPH\_EPS1  
 Database : MS Dynamics NAV 2016 W1  
 Keys : Ctrl-N=New, F4=Look-up, Ctrl-F7=entries, F7=statistics, F9=post  
 Shorthands : G/L General Ledger, TO-Transfer Order  
 Tutor-TU

1. Find Customer card and Customer with code 10000.
2. On the Tool bar, you will see in Navigation section three icons.



3. Open icon Prices and enter in this window Customer (it should be already there) and enter item 1964-W. Standard Unit price from the item card supposed to be 292.
4. Enter 3 pcs and enter a new price for this quantity and higher amount 290 and 5 for 280.

General						
Sales Type Filter:	Customer	Starting Date Filter:				
Sales Code Filter:	10000	Currency Code Filter:				
Item No. Filter:						
Sales Type	Sales Code	Item No.	Unit of Measur...	Minimum Quantity	Unit Price	
Customer	10000	1964-W	PCS	3	290,00	
Customer	10000	1964-W	PCS	5	280,00	

Confirm by OK and go to the icon Line Discount and enter different quantity and % values as shown below.

General						
Sales Type Filter:	None	Type Filter:	Item			
Sales Code Filter:		Code Filter:	1964-W			
Starting Date Filter:		Currency Code Filter:				
Sales Type	Sales Code	Type	Code	Unit of Measur...	Minimum Quantity	Line Discount %
Customer	10000	Item	1964-W	PCS	7,00	5,00
Customer	10000	Item	1964-W	PCS	9,00	10,00

Be aware, that this is only tested on how ERP NAV can calculate discounts.

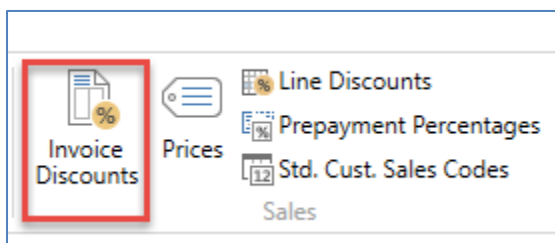
Pcs	Unit Price	%	Final unit price	Total
1	292,00	0,00	292,00	292,00
3	290,00	0,00	290,00	870,00
5	280,00	0,00	280,00	1 400,00
7	280,00	7,00	260,40	1 822,80
9	280,00	9,00	254,80	2 293,20

Create Sales Order with several lines as we have done is in a normal business situation this situation is pointless.

Type	No.	Description	Location Code	Quantity	Reserved Quantity	Unit of Measur...	Unit Price Excl. VAT	Line Amount Excl. VAT	Line Discount %	Qty. to Ship	Quantity Shipped	Qty. to Invoice
Item	1964-W	INNSBRUCK St...	BLUE	1		PCS	292,00	292,00		1		1
Item	1964-W	INNSBRUCK St...	BLUE	3		PCS	290,00	870,00		3		3
Item	1964-W	INNSBRUCK St...	BLUE	5		PCS	280,00	1 400,00		5		5
Item	1964-W	INNSBRUCK St...	BLUE	7		PCS	280,00	1 862,00	5	7		7
Item	1964-W	INNSBRUCK St...	BLUE	9		PCS	280,00	2 268,00	10	9		9

Posting Date	Docum... Type	Document No.	G/L Accou...	Description	Gen. Postin...	Gen. Bus. Posting ...	Gen. Prod. Posting ...	Amount	Bal. Accou...
1.4.2019	Invoice	103047	6910	Order 1014	Sale	NATIONAL	RETAIL	350,00	G/L Account
1.4.2019	Invoice	103047	5610	Order 1014				87,50	G/L Account
1.4.2019	Invoice	103047	6110	Order 1014	Sale	NATIONAL	RETAIL	-7 042,00	G/L Account
1.4.2019	Invoice	103047	5610	Order 1014				-1 760,50	G/L Account
1.4.2019	Invoice	103047	2310	Order 1014				8 365,00	G/L Account

- Go back to the Customer 10000 and in the tool area find and use icon Invoice Discount in order to set this type of discount



Cust. Invoice Discounts ▾

Typ filtrování (F3) | Currency Code ▾ → ▾

Currency Code	Minimum Amount	Discount %	Service Charge
	400,00	6	0,00
	600,00	6	0,00

The meaning of setup is clear. If the total amount related to created Sales Order will be higher the set limits, the customer will get setup % off discount for this document.

6. Create new Sales Order with Customer 10000 in its header with enough quantity of item 1964-W in order to exceed the set limit. See only Sales Order lines

Lines

Line ▾ Functions ▾ Order ▾ Nový Najít Filtr Vymazat filtr

Type	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Amount Excl. VAT	Line Discount %	Qty. to Ship
Item	1964-W	INNSBRUCK St...	BLUE	3	...		PCS	290,00	870,00		3

There is only Price discount applied but not Invoice discount which has to be activated by selling person manually. Before calculation of an Invoice, discount see Statistics of this Sales Order by use of key F7. You could see, that the filed Invoice Discount is empty so far.

DOMOVSKÁ STRÁNKA AKCE NAVIGACE

Release Calculate Invoice Discount Move Negative Lines...  
 Reopen Get Std. Cust. Sales Codes... Archive Document  
 Copy Document... Send IC Sales Order Cnfmn.

Release Functions

When using icon Calculate Invoice Discount, you will see calculated Invoice Discount by use of Statistics window or you can see this field with the show column (right mouse click on the line description area. Czech word Přidat means Add

Department Code  
 Depr. until FA Posting Date  
 Depreciation Book Code  
 Document No.  
 Duplicate in Depreciation Book  
 FA Posting Date  
 IC Partner Code  
 IC Partner Ref. Type  
 IC Partner Reference  
 Inv. Discount Amount  
 Line Discount Amount  
 Line No.  
 Nonstock  
 Outbound Whse. Handling Time  
 Prepayment %  
 Prepmnt Amt Deducted Excl. VAT  
 Prepmnt Amt to Deduct Excl. VAT  
 Prepmnt. Amt. Inv. Excl. VAT  
 Prepmnt. Line Amount Excl. VAT  
 Project Code  
 Promised Delivery Date  
 Requested Delivery Date

→ Přidat >>  
 << Odstranit

Type  
 No.  
 ---Ukotvit podnikno---  
 Description  
 Location Code  
 Quantity  
 Qty. to Assemble to Order  
 Reserved Quantity  
 Unit of Measure Code  
 Unit Price Excl. VAT  
 Line Amount Excl. VAT  
 Line Discount %  
 Qty. to Ship  
 Quantity Shipped  
 Qty. to Invoice  
 Quantity Invoiced  
 Qty. to Assign  
 Qty. Assigned  
 Planned Delivery Date  
 Planned Shipment Date  
 Shipment Date  
 Drop Shipment

Type	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Amount Excl. VAT	Inv. Discount Amount	Line Discount %	Qty. to Ship
Item	1964-W	INNSBRUCK St...	BLUE	3	...		PCS	290,00	870,00	69,60		3

Statistics F7 will show total amount 870 British pounds and  $870 \times 0,92 = 800,4$  and  $870 - 800,4 = 69,60$

If you change the number of items to 7 in order to get at least some % discount um the line and you will recalculate Invoice Discount, you will get

Type	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Amount Excl. VAT	Inv. Discount Amount	Line Discount %	Qty. to Ship	Quantity Shipped
Item	1964-W	INNSBRUCK St...	BLUE	7	...		PCS	280,00	1 862,00	148,96	5	7	

Post Sales Order by use of key F9 and see General register and General Ledger Entries. Financial Management->General Ledger->Archive ->History->G/L Register and last line and upper left corner icon General Ledger

147	01.08.2018	NAVERTICA\JSKORKOVSKY	SALES					2876	2878	918	918
148	23.10.2018	NAVERTICA\JSKORKOVSKY	GENJNL	CASH				2879	2881	919	918
149	23.10.2018	NAVERTICA\JSKORKOVSKY	UNAPPSA					2882	2883	919	918
150	23.10.2018	NAVERTICA\JSKORKOVSKY	GENJNL	DEFAULT				2884	2885	919	918
151	30.10.2018	NAVERTICA\JSKORKOVSKY	SALES					2886	2890	919	920

General Ledger will show

Posting Date	Document Type	Document No.	G/L Account	Description	Gen. Posting	Gen. Bus. Posting	Gen. Prod. Posting	Amount	Bal. Account	Bal. Account	Entry No.
01.02.2019	Invoice	103043	6910	Order 1014	Sale	NATIONAL	RETAIL	246,96	G/L Account		2886
01.02.2019	Invoice	103043	5610	Order 1014				61,74	G/L Account		2887
01.02.2019	Invoice	103043	6110	Order 1014	Sale	NATIONAL	RETAIL	-1 960,00	G/L Account		2888
01.02.2019	Invoice	103043	5610	Order 1014				-490,00	G/L Account		2889
01.02.2019	Invoice	103043	2310	Order 1014				2 141,30	G/L Account		2890

New set price was 290.Total 1960 and after 5% line discount we have got  $1960 \times 0,95 = 1862$ . And after Invoice Discount of 8% is applied, we have got  $1862 \times 0,92 = 1713,04$ . If we will get posted document from G/L Register via Customer Ledger Entries->Navigate we will get:

General	
Amount:	1 862,00
Inv. Discount Amount:	148,96
Total:	1 713,04
25% VAT:	428,26
Total Incl. VAT:	2 141,30
Sales (LCY):	1 713,04
Original Profit (LCY):	513,24
Adjusted Profit (LCY):	513,24
Original Profit %:	30,0