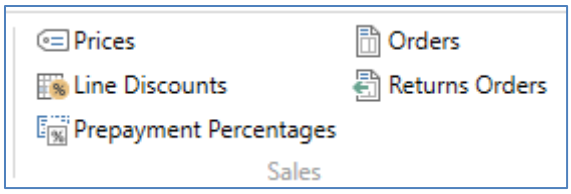
Simple scenario (Discounts) ERP Microsoft Dynamics NAV 2018w1

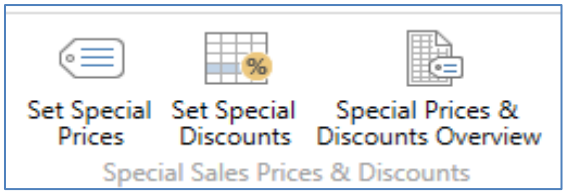
Created by	:	Jaromír Skorkovský
Date	:	21.10.2019
For	:	MPH_AOMA and AOPR and BPH_EPS1
Database	:	MS Dynamics NAV 2018w1
Keys	:	Ctrl-N=New, F4=Look-up, Ctrl-F7-entries, F7-statistics, F9-post
Shorthands	:	G/L General Ledger, TO-Transfer Order
		Tutor-**TU**

1. Find Customer card and Customer with code 10000.
2. On the Toolbar, you will see in Navigation section three icons. Directly from the list of items
3. The similar area with slightly different icon names you can access from Bar about item card see second picture below

From the list

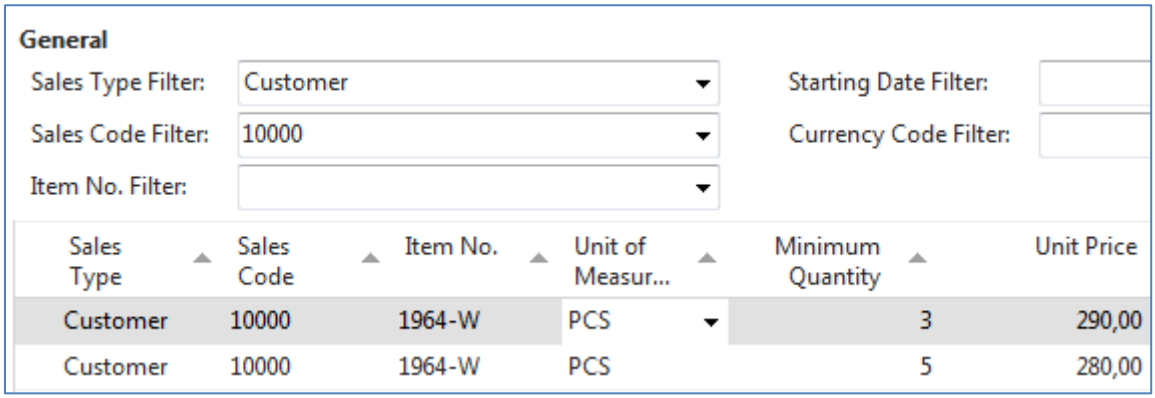


From the card



Prices=Set Special prices, Line discount =Set Special Discounts

4. 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.
5. Enter 3 pcs and enter a new price for this quantity and a higher amount 290 and 5 for 280.



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 to show how ERP NAV 2018w1 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	252	2268

Create Sales Order with several lines. Our example in a normal business situation is pointless.

General

Lines

Line Order Find Filter Clear Filter

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

After posting created Sales order, you can go to General Ledger->Archive->G/L Registers

Below you see printed posted SO = Sales Invoice

Your Reference	Salesperson	Due Date	Payment Terms
	Peter Saddow	28. February 2021	1 Month/2% 8 days
Order No.	**Shipment Method**	**Payment Method**	
1003	Ex Warehouse		
Shipping Agent Code	**Package Tracking No.**		
DHL			

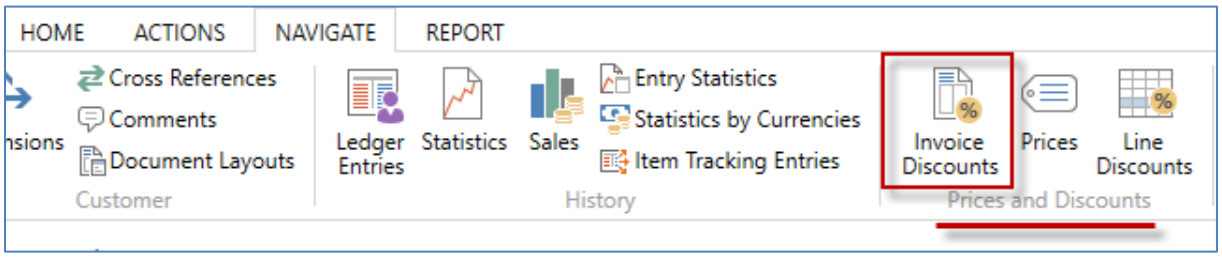
No.	Description	Shipment Date	Quantity		Unit Price Excl. VAT		VAT %	Line Amount Excl. VAT
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	1	Piece	292,00		25	292
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	3	Piece	290,00		25	870
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	5	Piece	280,00		25	1 400
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	7	Piece	280,00	-5%	25	1 862
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	9	Piece	280,00	-10%	25	2 268

Subtotal	6 692,00
25% VAT	1 673,00
Total £ Incl. VAT	**8 365,00**

General Ledger Entries

Posti... Date	Document Type	Document No.	G/L Acco...	Description	Gen. Postin...	Gen. Bus. Posting ...	Gen. Prod. Posting ...	Amount	Bal. Accou...	Bal. Accou...	Entry No.	External Docume...
28.01.2021	Invoice	103032	6910	Order 1003	Sale	DOMESTIC	RETAIL	350,00	G/L Account		2825	
28.01.2021	Invoice	103032	6110	Order 1003	Sale	DOMESTIC	RETAIL	-7 042,00	G/L Account		2827	
28.01.2021	Invoice	103032	5610	Order 1003				-1 760,50	G/L Account		2828	
28.01.2021	Invoice	103032	5610	Order 1003				87,50	G/L Account		2826	
28.01.2021	Invoice	103032	2310	Order 1003				8 365,00	G/L Account		2829	

6. Go back to the Customer 10000 and in the Tool area find and use icon **Invoice Discount** 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	8	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.

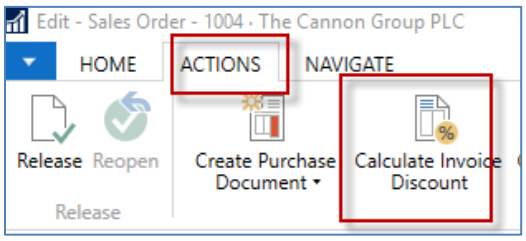
7. Create a new Sales Order with Customer 10000 in its header with enough quantity of item 1964-W to exceed the set limit for invoice discount. See only Sales Order lines

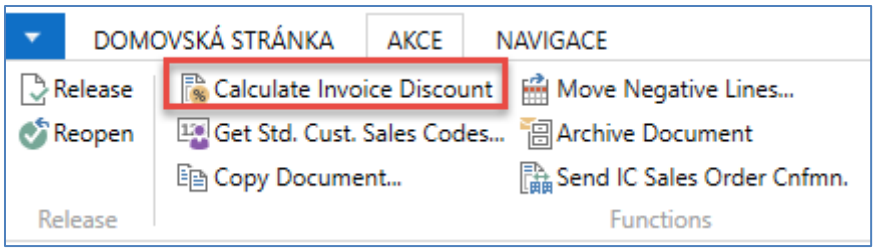
Lines

Line | Functions | Order | Nový | Najít | Filtr | Vymazat filtr

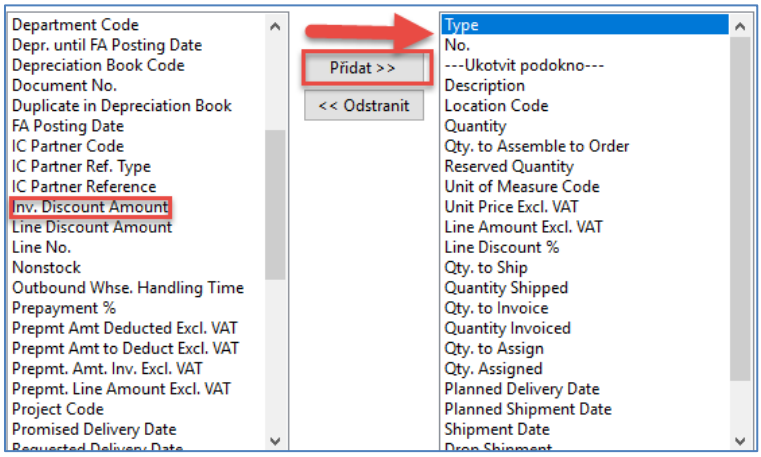
Type	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Amount Excl. VAT	Line Discount %	Qty. to Ship
Item	1964-W	INNSBRUCK St...	BLUE	3			PCS	290,00	870,00		3

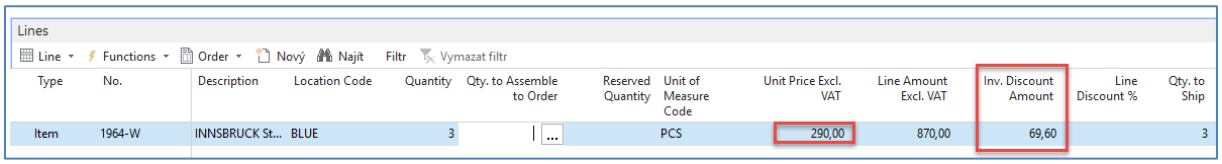
There is only a Price discount applied but not Invoice discount, which has to be activated by selling person manually. Before calculation of an Invoice, see discount Statistics of this Sales Order by use of key **F7**. You could see that the filed Invoice Discount is empty so far.





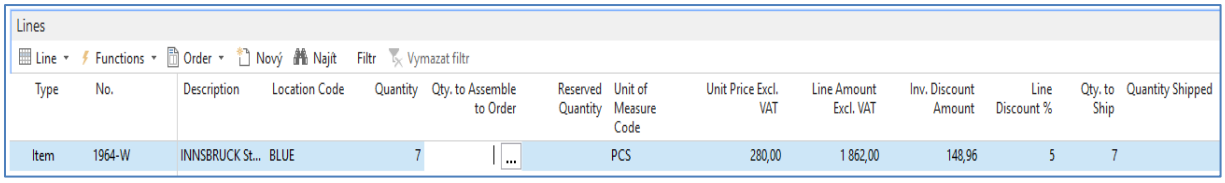
When using icon Calculate Invoice Discount, you will see calculated Invoice Discount by use of Statistics window, or you can see this field with the show column (right mouse click on the line description area. Czech word **Přidat** means **Add**





Statistics **F7** will show total amount 870 British pounds and 870 x 0.92 =800,4 and 870-800,4=**69,60.**

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



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 Entries looks like

General Ledger Entries

Typ filtrování (F3) | Posting Date

Zobrazit výsledky:

Kde Entry No. je 2886..2890

Přidat filtr

Posting Date	Document Type	Document No.	G/L Accou...	Description	Gen. Postin...	Gen. Bus. Posting ...	Gen. Prod. Posting ...	Amount	Bal. Accou...	Bal. Accou...	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

The new set price was 290. Total is 1960, and after 5% line discount we have got 1960*0,95=1862. And after Invoice Discount of 8% is applied, we have got 1862*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