Introduction to MS Dynamics NAV

(Discounts)

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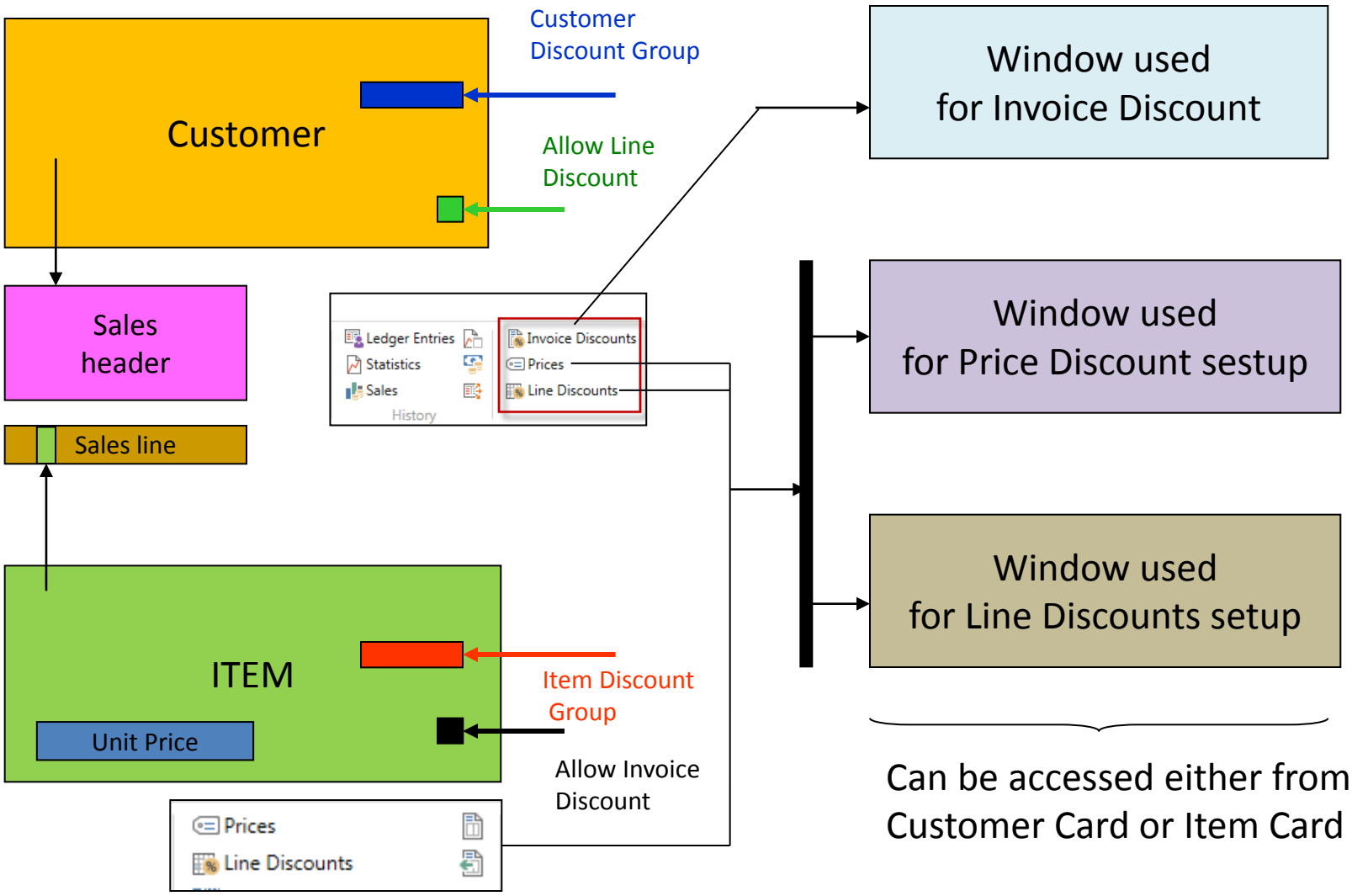
Discounts

- **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
  - Line ->change the final price in %
  - Invoice Discount ->based on the level of invoiced amount

Basic Blocks



Window used for Line Discounts Setup (%)

Sales Type	Sales Code	Type	Code	Unit of Measure	Minimum	Line discount %	Starting date	Ending date
Customer	10000	70102 (Item number)		PCS	10	2		
Customer Discount Group	Large Account	Item Discount Group	RESALE		20	4		
All Customers					5	1		
Campaign	Spring Campaign	Item Discount Group	BOOKS		3	7		

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 the Item card is 293

General

Sales Type Filter: None

Sales Code Filter:

Item No. Filter: 1964-W

Starting Date Filter:

Currency Code Filter:

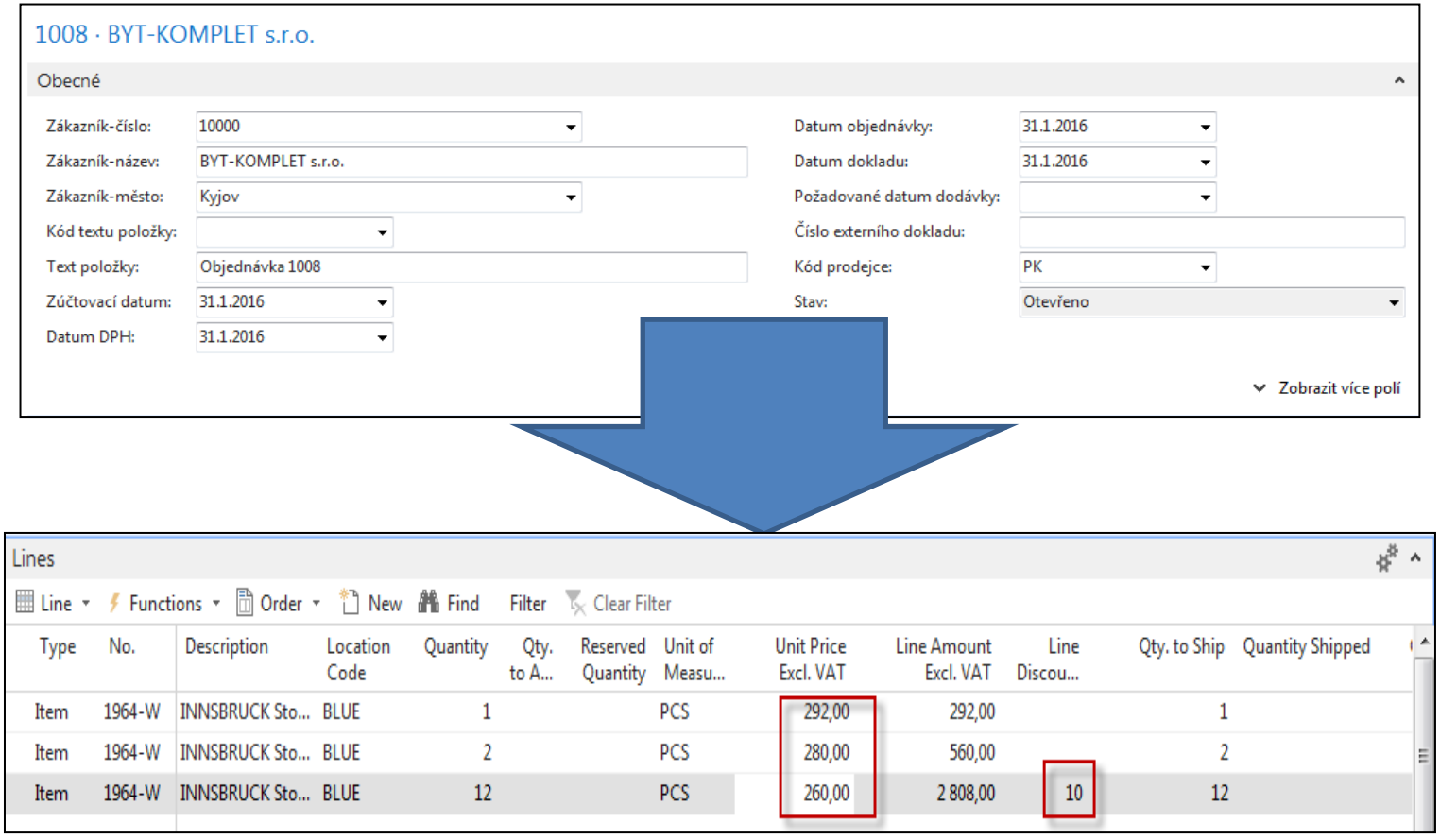
Sales Type	Sales Code	Item No.	Unit of Measur...	Minimum Quantity	Unit Price	Starting Date	Ending Date
All Customers		1964-W		7	260,00		
Customer	10000	1964-W		5	270,00		
Customer	10000	1964-W	PCS	2	280,00		

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

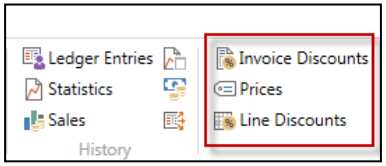
Discount combination-example

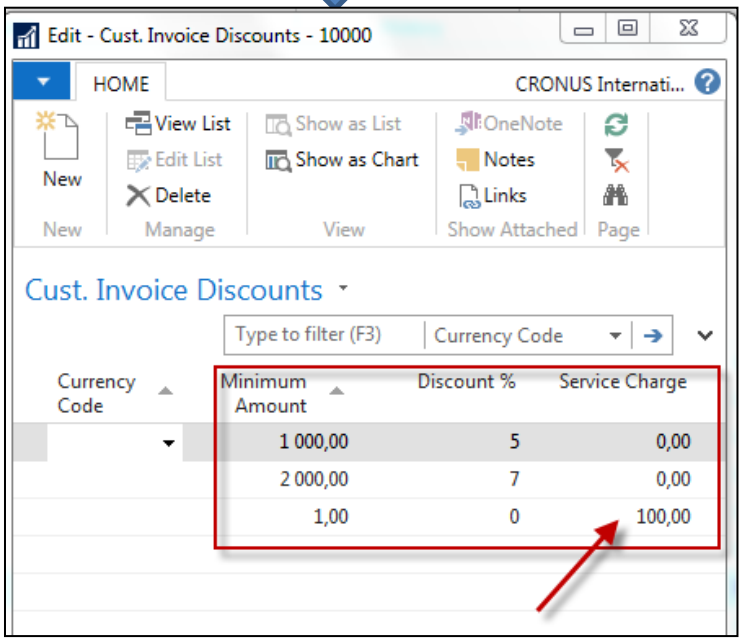
- Price reduced from 100 to 90
- Discount % =10
- Final price after discounts were applied = 90*0,9=81,0

Sales lines of the SO



Invoice discount





Invoice discount must be allowed and manually confirmed before you start to calculate it

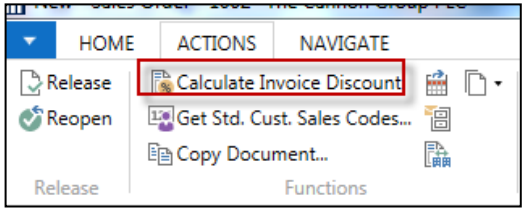
Invoice Discount calculation

Sales line

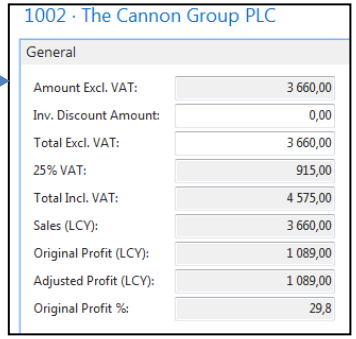
Lines

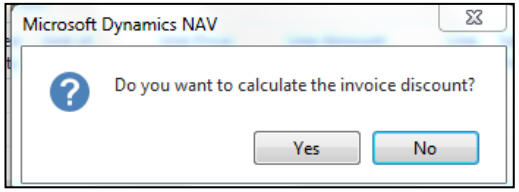
Line | Functions | Order | New | Find | Filter | Clear Filter

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	



F7
(Statistics)



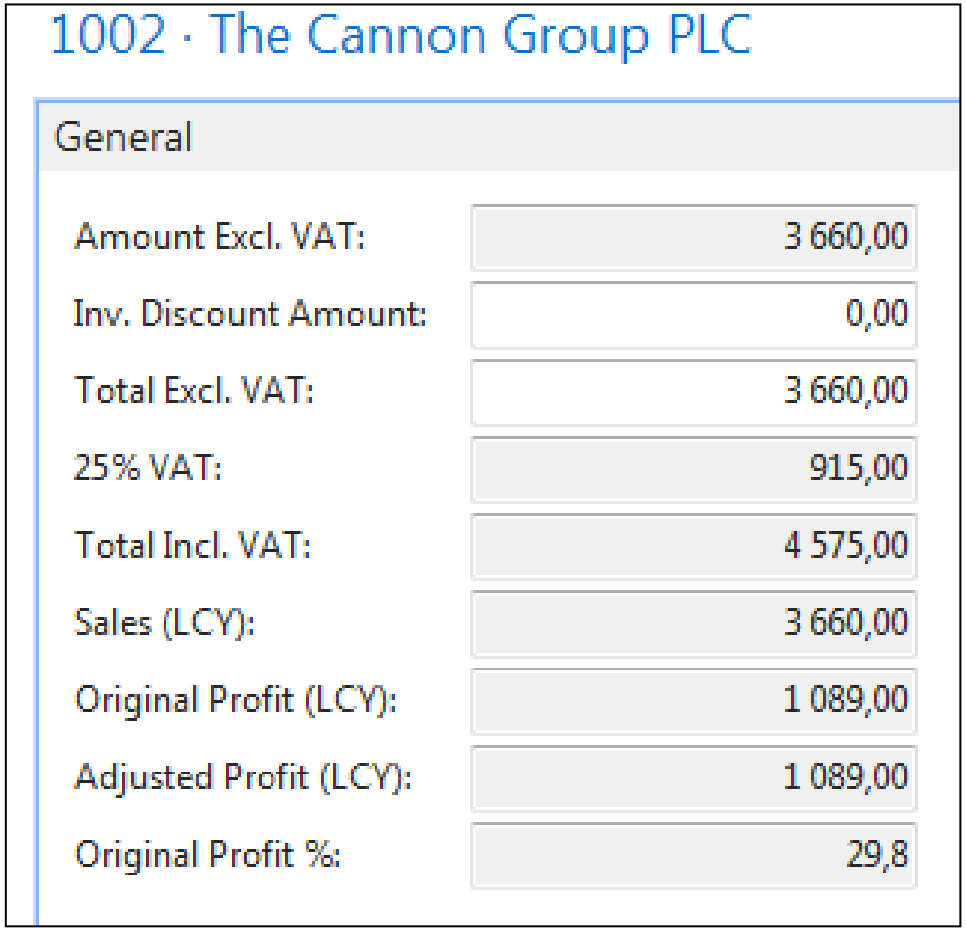


Lines

Line | Functions | Order | New | Find | Filter | Clear Filter

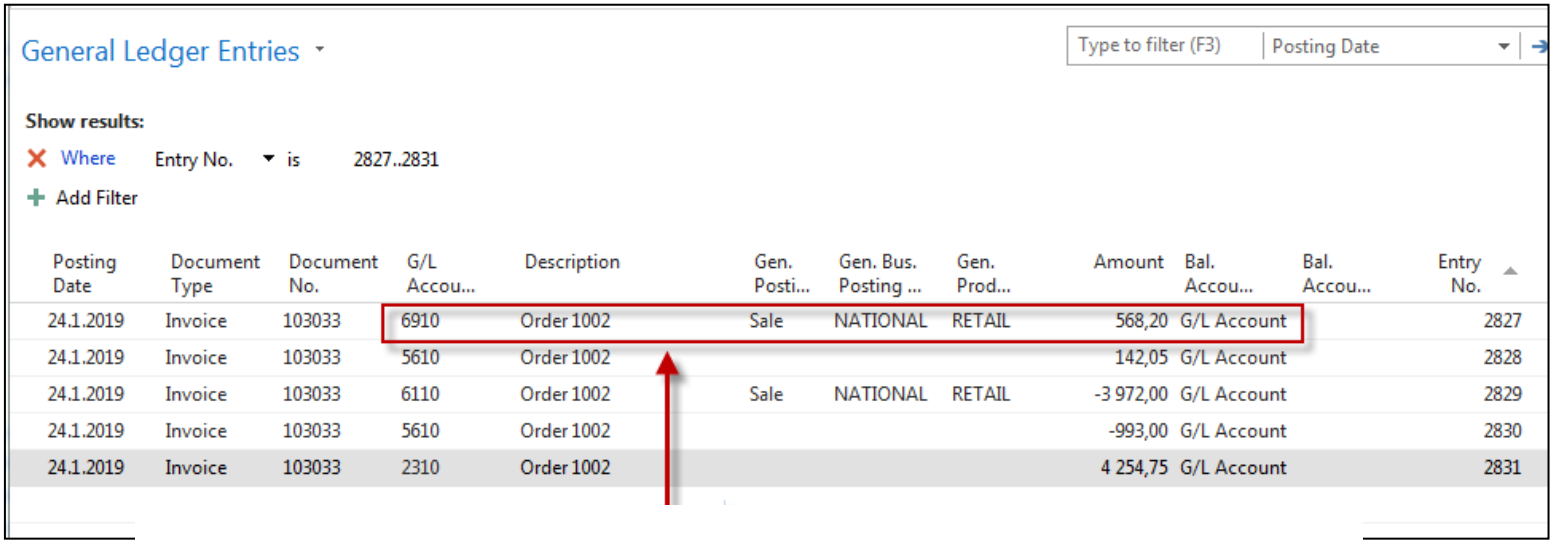
Type	No.	Description	Location Code	Quantity	Qty. to A...	Reserved Quantity	Unit of Measu...	Unit Price Excl. VAT	Line Amount Excl. VAT	Line Discou...	Sales Line Disc. Exists	Inv. Discount Amount
Item	1964-W	INNSBRUCK Sto...	BLUE	1			PCS	292,00	292,00		☑	20,44
Item	1964-W	INNSBRUCK Sto...	BLUE	2			PCS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

Statistics F7



G/L Entries after posting F9

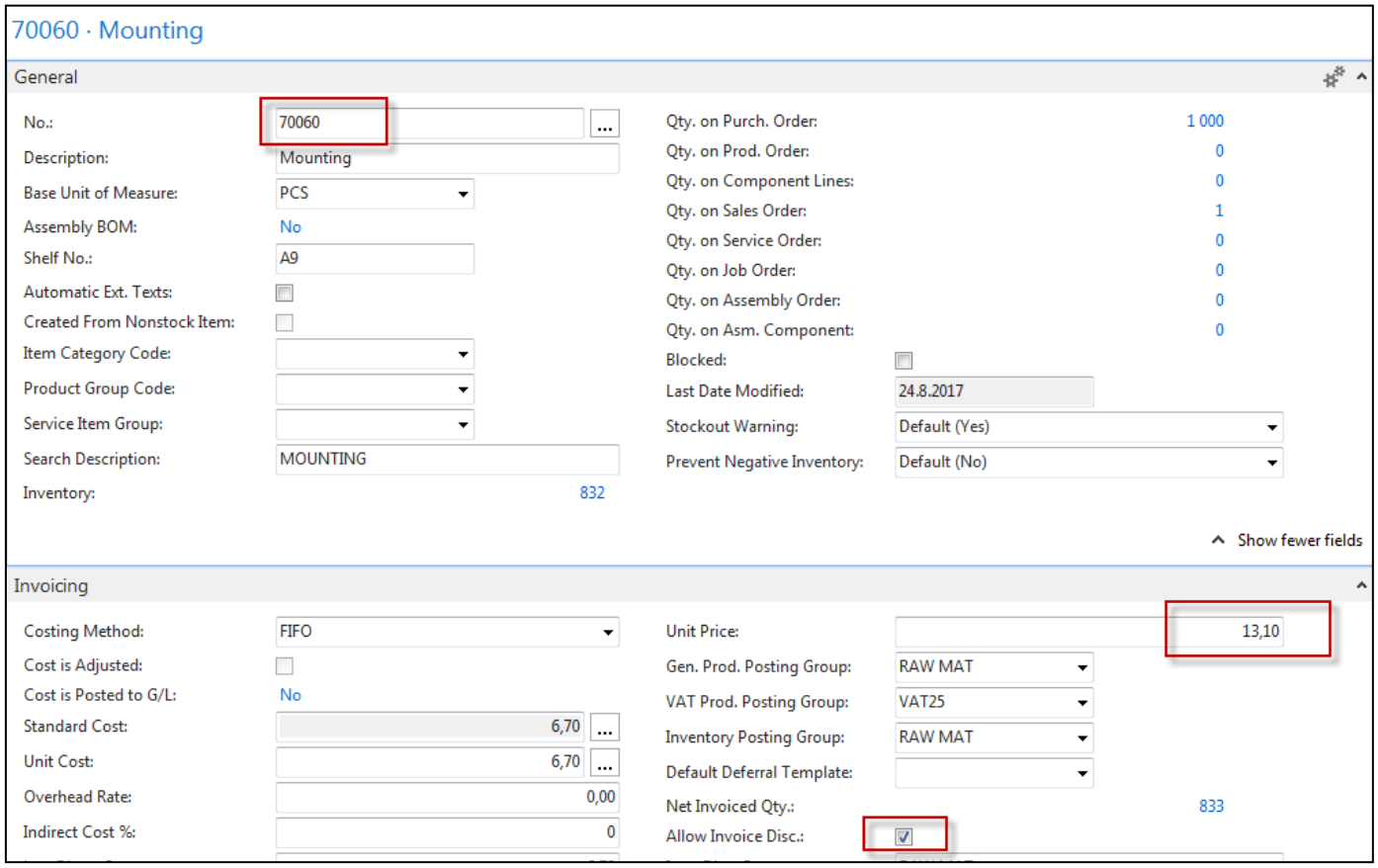
Departments->Financial Management ->General Ledger ->Archive->History->G/L Registers



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

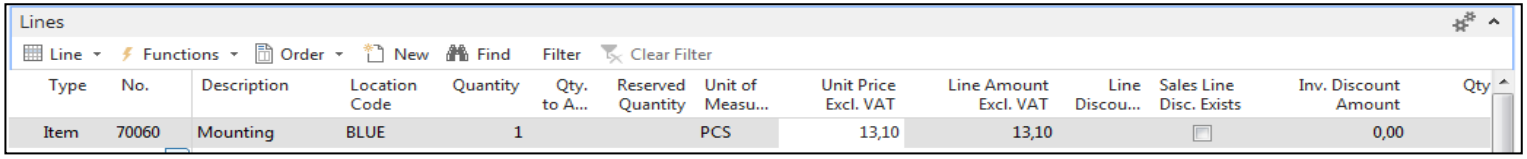
Discount granted

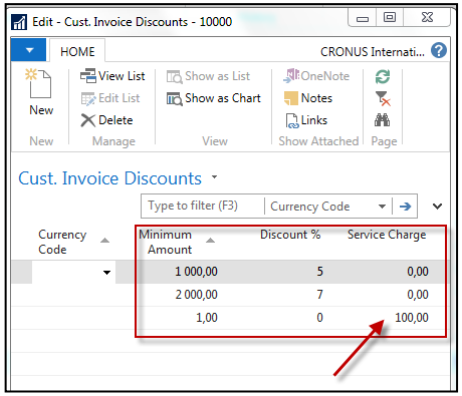
Item card used in modeling charges

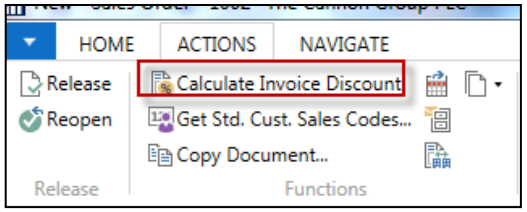


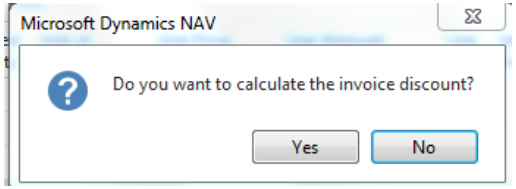
Sales order with low unit price

Customer =10000









Sales order with low unit price

Customer =10000

Header

Lines

Line | Functions | Order | New | Find | Filter | Clear Filter

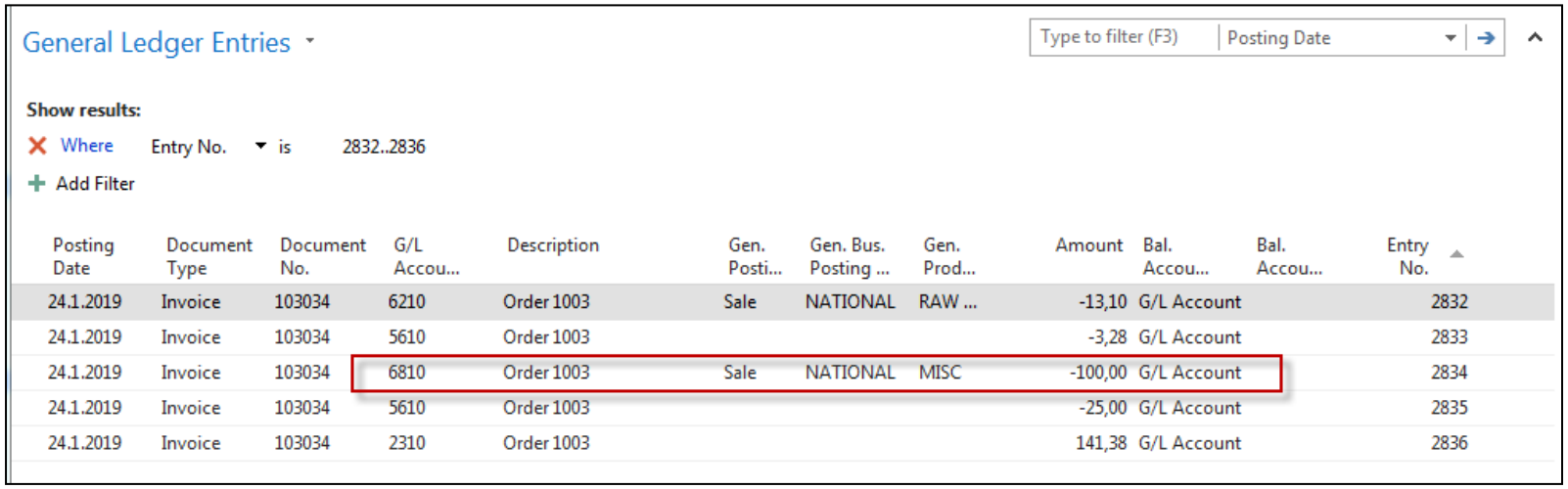
Type	No.	Description	Location Code	Quantity	Qty. to A...	Reserved Quantity	Unit of Measu...	Unit Price Excl. VAT	Line Amount Excl. VAT	Line Discou...	Sales Line Disc. Exists	Inv. Discount Amount
Item	70060	Mounting	BLUE	1			PCS	13,10	13,10			0,00
G/L A...	6810	Service Charge	BLUE	1				100,00	100,00			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:	
Debit/Credit:	Both	Automatic Ext. Texts:	
Account Type:	Posting	Direct Posting:	☑
Totaling:		Blocked:	
No. of Blank Lines:	0	Last Date Modified:	
		Omit Default Descr. in Jnl.:	

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 ……