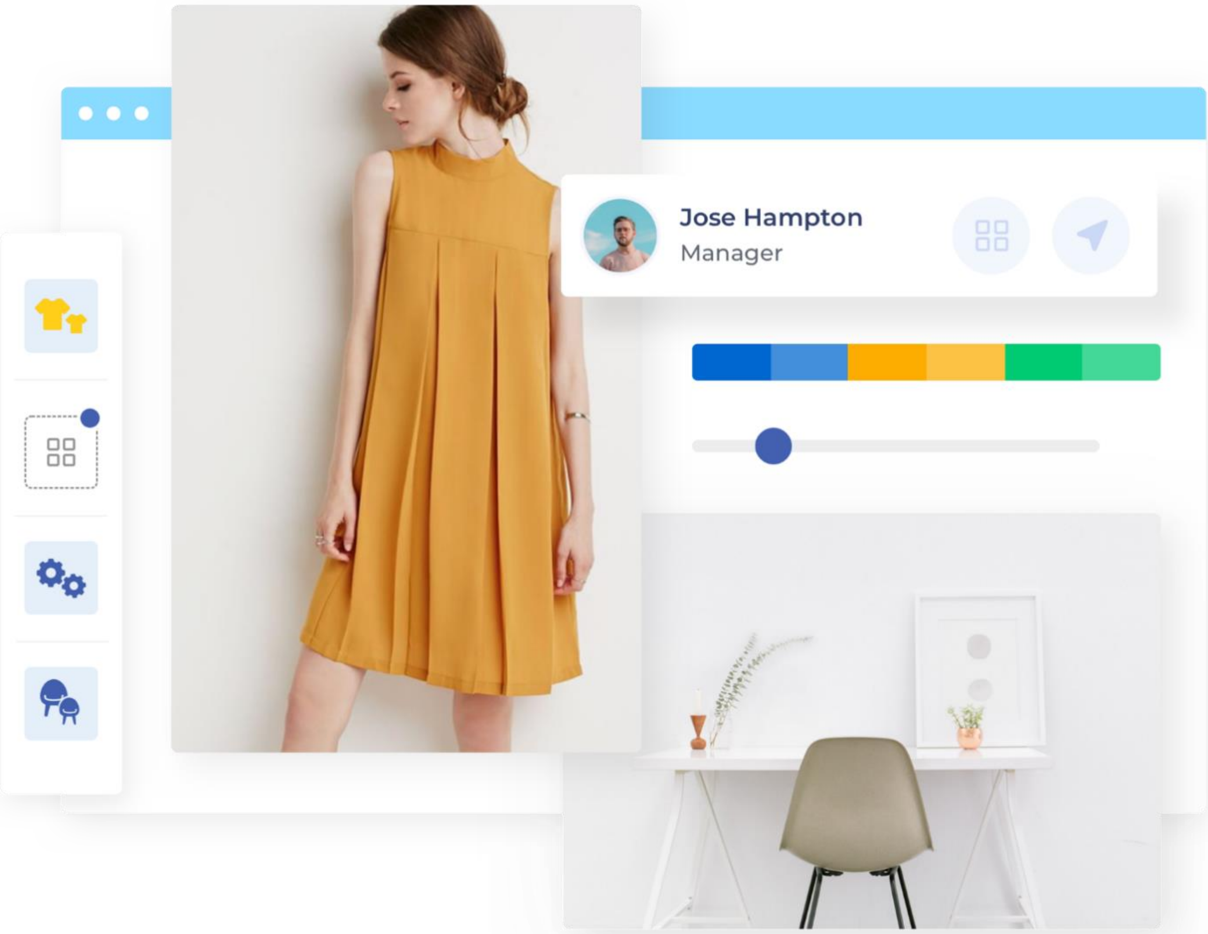


WHITE PAPER

TRIMIT Provision 21.1

This document contains information regarding the Provision functionality in TRIMIT 21.1 for Business Central 2021 Release Wave 1 W1 (BC18).

Version: 21.1
Date: 26-08-2021

CONTENTS

INTRODUCTION

TRIMIT Provision enables you to post Provision for costs to come in the General Ledger while posting your Sales- and Purchase Orders.
An example could be Sales Commission calculated for each Sales Invoice but not settled until end of the month, quarter or year. To show correct accounting figures at any point, you can provide for the outstanding Sales Commission.

Another example could be Freight Cost related to the transport of goods sold or purchased.
Every time a Sales- or Purchase Invoice is posted, there may be a Freight Cost to be later paid. Such a Freight Cost you can also provide for with **TRIMIT Provision**.

These are just two examples and the functionality of **TRIMIT Provision** is so flexible that it can be used to provide for almost anything considered relevant for a reliable financial reporting.

The functionality described is the functionality in **TRIMIT 21.1 for Business Central W1 BC18.X**.
The pictures in this White Paper are based on the demo database for **TRIMIT 21.1,** which is based on Microsoft Dynamics 365 Business Central 2021 Release Wave 1, in the demo company **CRONUS TRIMIT W1 Ltd.** (based on CRONUS International Ltd. of Microsoft Dynamics 365 Business Central).

COMPONENTS

TRIMIT Provision contains the following objects:

The tables	***6036312***	***trm Temp Prov Posting Buffer***
	6036571	***trm Item Charge Ext.***
	6036385	***trm Call Calc Commission***
	6036548	***trm Provision Sales***
	6036549	***trm Provision Purchase***
	6036660	***trm Commission Rates***
The pages	***6036548***	***trm Provision Sales***
	6036549	***trm Provision Purchase***
	6036714	***trm Commission Rates***
The reports	***6036710***	***trm Commission Settlement***
	6037030	***trm Unit Cost Revaluation***
	6037052	***trm Pre-Calculation***
	6037300	***trm Post-Calculation***
The codeunits	***6036570***	***trm Provision Handling Sales***
	6036572	***trm Provision Hand Purchase***
	6036761	***trm Commission Handling***

In several other TRIMIT and Business Central objects there are fields/codes added regarding TRIMIT Provision.

PROVISION SALES SETUP

Provision Sales is the connection between the TRIMIT Sales Commissions and the General Ledger. In addition, it is also the connection between the TRIMIT Bonus and the General Ledger.

In the following, you will find a description of the individual fields of **Provision Sales**.
You must create a Line for every combination of **General Business Posting Group, General Product Posting Group** and **Calculation Base Provision** for which you want to post Provision to the General Ledger. You can find the **Provision Sales** via **Tell me** *Provision Sales.*

Provision Sales | Work Date: 6-9-2020 ✓Saved

Search + New Edit List Delete Open in Excel

Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	DOMESTIC	SERVICES	Commission DOMESTIC/SERVICES - sp1	Commission Salesperson	6905	5455	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EU	RETAIL	Commission EU/Retail - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
GIFTCARD	DOMESTIC	GIFTCARDS	Gift Cards DOMESTIC/GIFTCARDS	Gift Card	6900	5465	GIFTCARD
GIFTCARD	EU	GIFTCARDS	Gift Cards EU/GIFTCARDS	Gift Card	6900	5465	GIFTCARD
GIFTCARD	EXPORT	GIFTCARDS	Gift Cards EXPORT/GIFTCARDS	Gift Card	6900	5465	GIFTCARD
JB-FREIGHT	DOMESTIC	RETAIL	JB Sales Freight DOMESTIC/RETAIL	Sales Line X1	6901	5451	FREIGHT
JB-FREIGHT	EU	RETAIL	JB Sales Freight EU/RETAIL	Sales Line X1	6901	5451	FREIGHT
JB-FREIGHT	EXPORT	RETAIL	JB Sales Freight EXPORT/RETAIL	Sales Line X1	6901	5451	FREIGHT
S-ALLOWANCE	DOMESTIC	RETAIL	Sales Allowance DOMESTIC/RETAIL	Sales Line X5	6899	5449	ALLOWANCE
S-ALLOWANCE	EU	RETAIL	Sales Allowance EU/RETAIL	Sales Line X5	6899	5449	ALLOWANCE
S-ALLOWANCE	EXPORT	RETAIL	Sales Allowance EXPORT/RETAIL	Sales Line X5	6899	5449	ALLOWANCE
S-DUTY	DOMESTIC	RETAIL	Sales Duty DOMESTIC/RETAIL	Sales Line X2	6908	5458	DUTY
S-DUTY	EU	RETAIL	Sales Duty EU/RETAIL	Sales Line X2	6908	5458	DUTY
S-DUTY	EXPORT	RETAIL	Sales Duty EXPORT/RETAIL	Sales Line X2	6908	5458	DUTY
S-FREIGHT	DOMESTIC	RETAIL	Sales Freight DOMESTIC/RETAIL	Sales Line X3	6901	5451	FREIGHT
S-FREIGHT	EU	RETAIL	Sales Freight EU/RETAIL	Sales Line X3	6901	5451	FREIGHT
S-FREIGHT	EXPORT	RETAIL	Sales Freight EXPORT/RETAIL	Sales Line X3	6901	5451	FREIGHT

DESCRIPTION OF THE FIELDS

NAME

Here you can enter a name to identify the **Provision Sales** setup. The name can contain a maximum of 10 characters.
Besides the Names that are created for Commission or Bonus but are related to Item Charges: make sure the **Name** is the same as the Code for the Item Charge.

GENERAL BUSINESS POSTING GROUP

Here you must enter a **General Business Posting Group.** The combination of General Business Posting Group and General Product Posting Group at the Sales Lines determines which **Provision Sales** Line is used. Therefore, the **General Business Posting Group** of your customers.

GENERAL PRODUCT POSTING GROUP

Here you must enter a **General Product Posting Group.** The combination of General Business Posting Group and General Product Posting Group at the Sales Lines determines which **Provision Sales** Line is used. Therefore, the **General Product Posting Group** of the Items you sell.

DESCRIPTION

Here you can enter your own **Description** for the **Provision Sales** Line. The description field can contain a maximum of 50 characters.

CALCULATION BASE PROVISION

The provision can be based on several different fields on the Sales Line. In the **Calculation Base Provision** field, you state which amount from the Sales Line you want to post to the General Ledger as a Provision. You can choose between the following twelve options:

None	***None*** is used if the Provision is called with an Amount meaning that the Amount has been calculated by Codeunit ***6038010 trm API G/L***.
Commission Salesperson	The calculated Amount of the **Commission Salesperson** field on the Sales Line will be posted as Provision.
Commission Salesperson 2	The calculated Amount of the **Commission Salesperson 2** field on the Sales Line will be posted as Provision.
Commission Salesperson 3	The calculated Amount of the **Commission Salesperson 3** field on the Sales Line will be posted as Provision.
Bonus	The calculated Amount of the **Bonus** field on the Sales Line will be posted as Provision.
Sales Line X1	The calculated Amount of the **X1 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X2	The calculated Amount of the **X2 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X3	The calculated Amount of the **X3 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X4	The calculated Amount of the **X4 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X5	The calculated Amount of the **X5 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X6	The calculated Amount of the **X6 (Total LCY)** field on the Sales Line will be posted as Provision.
Gift Card	**Gift Card** is used for the Provision of sold Gift Cards in the TRIMIT Webshops.

NOTE
There is a specific **White Paper – TRIMIT B2C Shop Gift Cards** to describe the complete functionality of the Gift Cards.

G/L ACCOUNT DEBIT

Here you enter the **G/L Account** to which you want to post the Debit Amount (the “accrued” account in your Income Statement) of your Provision transactions with this combination of General Business Posting Group and General Product Posting Group.

G/L ACCOUNT CREDIT

Here you enter the **G/L Account** to which you want to post the Credit Amount (the “to be paid” account in your Balance Sheet) of your Provision transactions with this combination of General Business Posting Group and General Product Posting Group.

REASON CODE

Various **Reason Codes** can be created to improve traceability of the G/L Entries that are related to Provision. The Reason of the actual Provision Sales Line will be added to the G/L Entries based on this specific Provision setup.
Reason Codes can be maintained via **Tell me** *Reason Codes*

CREATION DATE (NOT SHOWN IN PAGE)

When you create the **Provision Sales** Line, the program automatically updates this field with the Date of today.

MODIFIED DATE (NOT SHOWN IN PAGE)

When a **Provision Sales** Line is changed, the program automatically updates this field with the Date of today if this Date is later than the **Creation Date**.

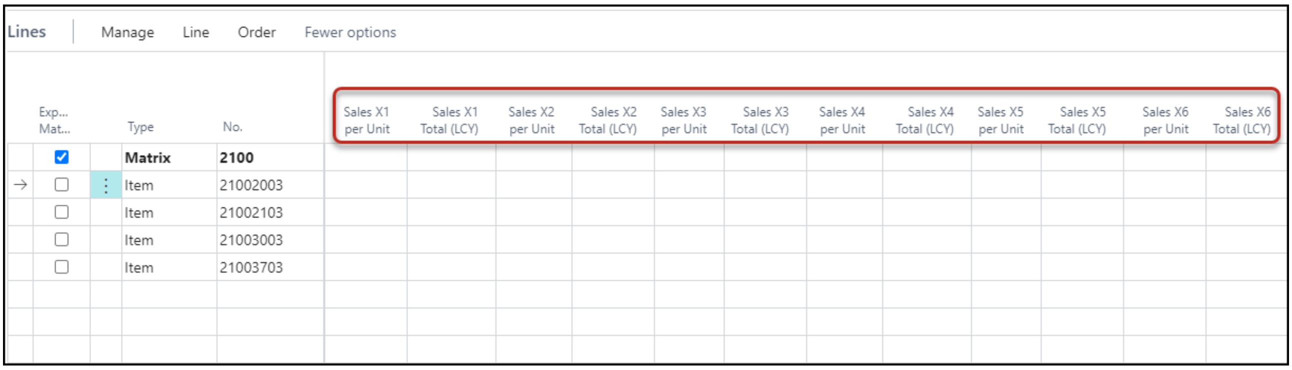
NOTE

Via **Tell me** *Caption Class Setup*, it is possible to set the Descriptions for the Sales X1 – X6 fields as names of the fields if they are added to the Sales Lines.

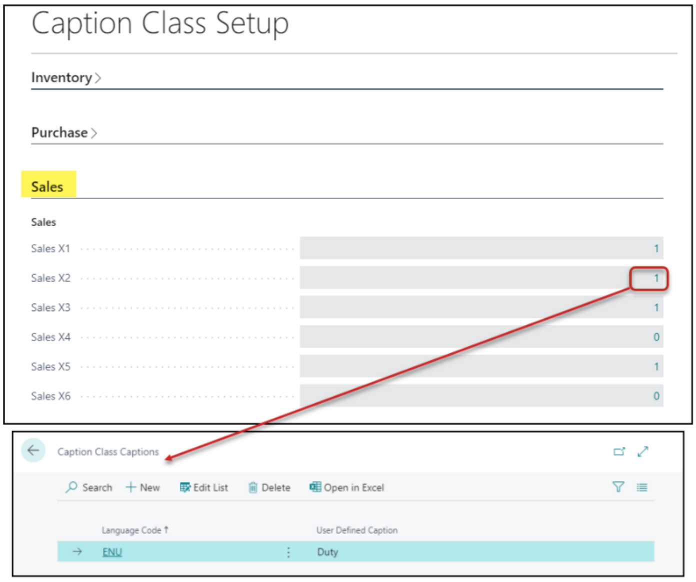
CAPTION CLASS SETUP FOR THE X1-X6 FIELDS IN SALES LINE

By using the **Caption Class Setup,** you can determine the names that you will see in the Sales Line if you select the X1 – X6 fields, and they are related to Provision Sales records where **Calculation Base Provision** is set to *Sales Line X1 – X6*.

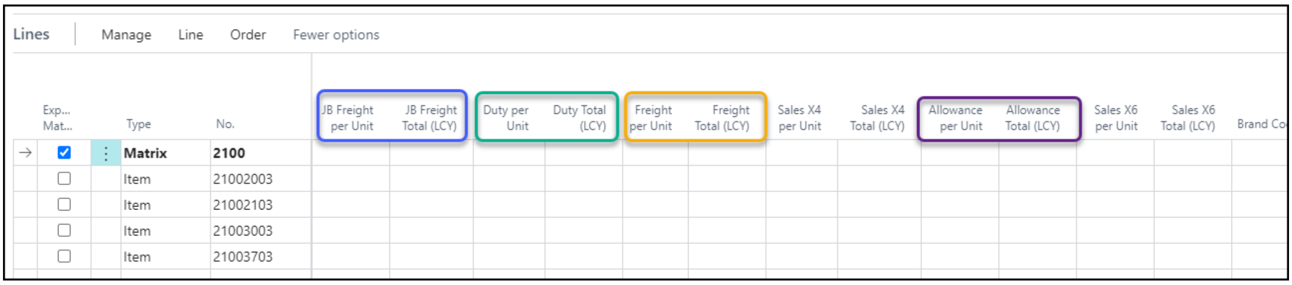
The page could normally look as follows – after added the X1 – X6 fields via Personalization to the Lines.



Via **Tell me** *Caption Class Setup,* you can enter the names for the fields:



Per Sales X1-X6 field you can enter the Captions per **Language Code**.
You need to go out Business Central, and login again to have these Captions activated.
In that case, the Sales Line might now look as follows:



PROVISION SETUP FOR COMMISSION

Commission is related to Salespersons and with TRIMIT; you can handle three different Salespersons per Customer/Order.

When you provide for Commission, it can be posted differently for the **Salesperson**, **Salesperson 2** and **Salesperson 3** by using different G/L Accounts for the **Calculation Base Provisions** *Commission Salesperson, Commission Salesperson 2* and *Commission Salesperson 3.*

Provision Sales | Work Date: 6-9-2020 ✓Saved

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Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	DOMESTIC	SERVICES	Commission DOMESTIC/SERVICES - sp1	Commission Salesperson	6905	5455	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EU	RETAIL	Commission EU/Retail - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
GIFTCARD	DOMESTIC	GIFTCARDS	Gift Cards DOMESTIC/GIFTCARDS	Gift Card	6900	5465	GIFTCARD

Another possibility is to differentiate between various combinations of **General Business Posting Group** and **General Product Posting Group**.

Provision Sales | Work Date: 6-9-2020 ✓Saved

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Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	DOMESTIC	SERVICES	Commission DOMESTIC/SERVICES - sp1	Commission Salesperson	6905	5455	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EU	RETAIL	Commission EU/Retail - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
GIFTCARD	DOMESTIC	GIFTCARDS	Gift Cards DOMESTIC/GIFTCARDS	Gift Card	6900	5465	GIFTCARD

When you post a Sales Line, the program will start searching for matching combinations of **General Business Posting Group** and **General Product Posting Group** related to the Posting Groups on the Sales Line. Then it will match the Salesperson number with the **Calculation Base Provision**.

NOTE

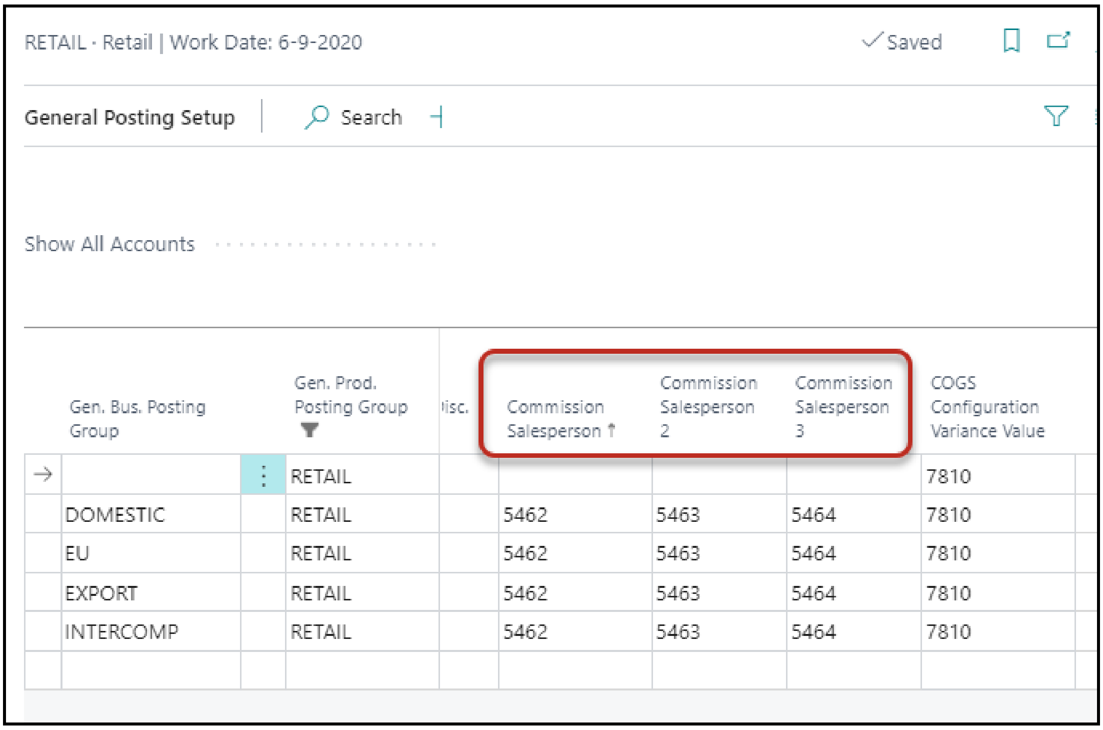
It is also possible to create the Lines of **Provision Sales** with blank **Names**. This is the easiest way to handle the setup if you want to provide for Commission regarding all your salespeople because then you will not need to fill in the **Provision Name Commission Salesperson** field on each **Salesperson Card**.

GENERAL POSTING SETUP

In the **General Posting Setup** (via **Tell me** *General Posting Setup*) you need to enter the G/L Accounts for the Commissions if you want to make use of the **Commission Settlement** which can create automatically G/L Entries in a **General Journal** for the Commission that has to be paid to a Salespersons Vendor No.

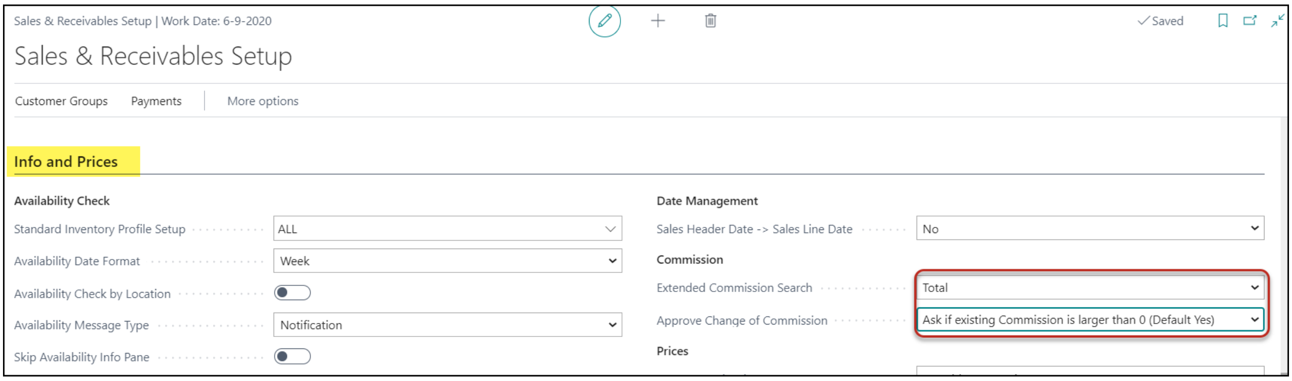
The fields you need to fill per General Business Posting Group and General Product Posting Group are **Commission Salesperson, Commission Salesperson2** and **Commission Salesperson 3** (if you make use of up to three Salespersons per Customer who are entitled to get Commission) and are Income Statement Accounts.
The **Commission Settlement** will simply create two Journal Lines in a specific General Journal for Commission. This means, that no real Purchase Invoice will be created but only Vendor Ledger Entries if you post this General Journal.

If you want to handle the Commission payments to your Salespersons via a Purchase Invoice, you can take the print of the **Commission Settlement** as basis to create a Purchase Invoice manually. In that case, you do not need to fill the Commission fields in the **General Posting Setup**.



SALES & RECEIVABLES SETUP

In the Sales & Receivables Setup (via **Tell me** *Sales & Receivables Setup*) there are two parameters related to Commission/Bonus:



EXTENDED COMMISSION SEARCH

If you want to use the TRIMIT functionality for Salesperson Commissions, this Parameter must be set to a value different from *No*.

If set to *No* you cannot use the whole setup described in this White Paper for the Salesperson Commission.

You can choose between the following seven options:

No	You will not use the TRIMIT Extended Commission Search.
Salesperson	The **Extended Commission Search** will only be executed for the Salesperson.
Salesperson 2	The **Extended Commission Search** will only be executed for the Salesperson 2.
Salesperson + Salesperson 2	The **Extended Commission Search** will be executed for both the Salesperson and Salesperson 2.
Salesperson 3	The **Extended Commission Search** will only be executed for the Salesperson 3.
Bonus	The **Extended Commission Search** will only be executed for Bonus.
Total	The **Extended Commission Search** will be executed for all the types of Commission and Bonus.

NOTE

You need to set this Parameter <> *No* to see some results when posting a Sales Invoice.
For the rest of this White Paper, you need to set it to *Total.*

APPROVE CHANGE OF COMMISSION

This Parameter determines if the Commission related fields of a Sales Document could be changed.

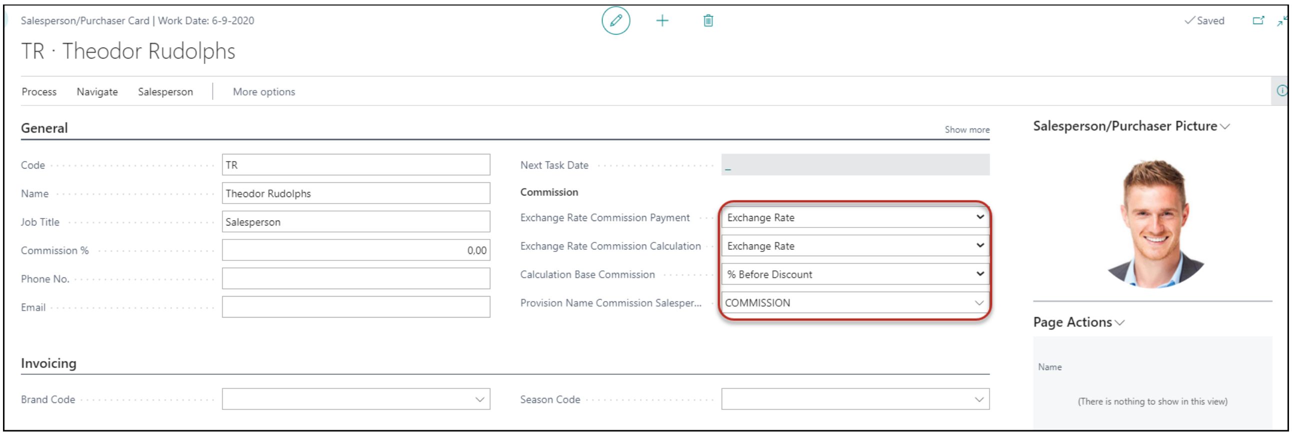
You can choose between the following six options:

Ask if existing Commission is larger than 0 (Default Yes)	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line you will be asked to accept the change only if the original corresponding **Commission Salesperson** is larger than 0. The default answer is *Yes*.
Ask if existing Commission is larger than 0 (Default No)	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line you will be asked to accept the change only if the original corresponding **Commission Salesperson** is larger than 0. The default answer is *No*.
Always Ask (Default Yes)	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line you will always be asked to accept the change The default answer is *Yes*.
Always Ask (Default No)	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line you will always be asked to accept the change The default answer is *No*.
Change without Acceptance	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line, the change will be accepted without any message.
Commission is Never Changed	Even if you might change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header of Sales Line, the corresponding **Commission Salesperson** will not change accordingly!!

SALESPERSON

If you do not want to provide for Commission for all your Salespersons, or if you want to use different **Provision Sales** Lines for different segments of Salespersons, you must fill in the **Provision Name Commission Salesperson** on each **Salesperson Card**.

The card can be found via **Tell me** *Salespeople.*



NOTE

When you create a new Salesperson, also a new **Vendor** is created with the same Code. Therefore, if you create a new Salesperson *TR* also a new Vendor *TR* is created for which you need to fill the data like **General Business Posting Group**, **VAT Business Posting Group** and **Vendor Posting Group**!

DESCRIPTION OF THE FIELDS

EXCHANGE RATE COMMISSION PAYMENT

This field determines which Exchange Rate must be used to calculate the Payments to the Vendor of the Salesperson regarding the Commission.

You can choose between the following two options:

Exchange Rate	Default Exchange Rates will be used based on the Date that you post the Payment.
Commission Fixed Exchange Rate	The field **Commission Fixed Exchange Rate** of the Currency will be used.

EXCHANGE RATE COMMISSION CALCULATION

This field determines which Exchange Rate must be used to calculate the Commission for the Vendor of the Salesperson in the Commission Settlement.

You can choose between the following two options:

Exchange Rate Sales	Default Exchange Rates will be used based on the Date that you print the commission settlement
Commission Fixed Exchange Rate	The field **Commission Fixed Exchange Rate** of the Currency will be used.

CALCULATION BASE COMMISSION

This field determines how the Commission is to be calculated.

You can choose between the following six options:

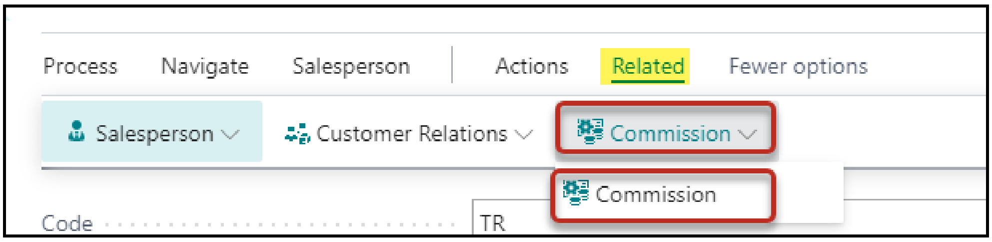
% Before Discount	% of the Sales Price before Discount
% After Discount	% of the Sales Price after Discount
Amount per Unit	Amount per Unit This can be entered in the field for **Pct. Rate** in the Commission Rate.
% of Unit Cost	% of the Unit Cost
Demanded Price List	The Commission is not based on the Sales Prices in the Sales Lines but based on a specific **Customer Price Group.** This **Customer Price Group** can be entered when you print a Commission Settlement.
Total Amount	Total Amount per Sales Line This can be entered in the field for **Pct. Rate** in the Commission Rate.

PROVISION NAME COMMISSION SALESPERSON

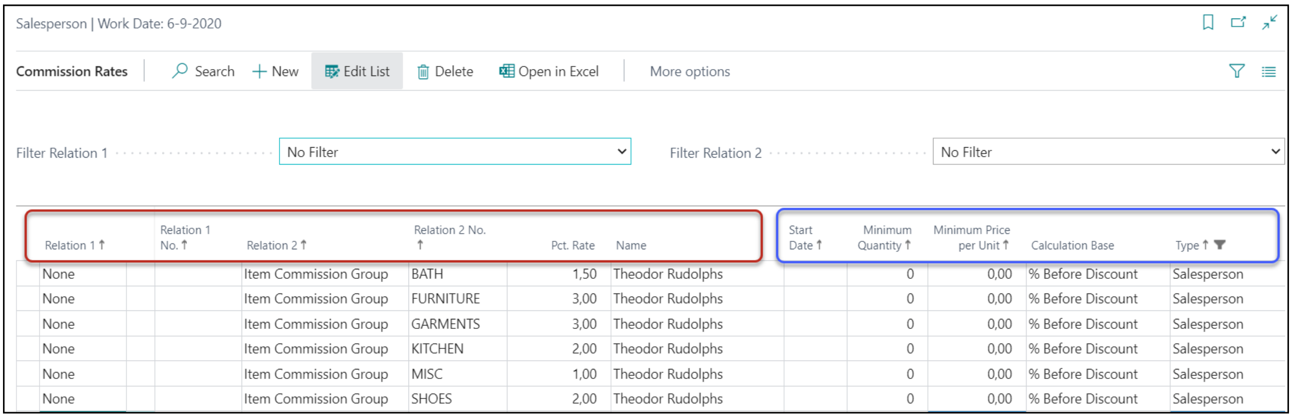
Here you can enter a **Provision Sales** Line for this Salesperson to handle the Commission.

ENTERING THE COMMISSION

Via ***Related, Commission, Commission*** you can set the Commission of a specific Salesperson.



Now you can enter the Commission percentages or amounts for many different combinations:



Relation 1	Relation 1 No.	Relation 2	Relation 2 No.	Pct. Rate	Name	Start Date	Minimum Quantity	Minimum Price per Unit	Calculation Base	Type
None		Item Commission Group	BATH	1,50	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	FURNITURE	3,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	GARMENTS	3,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	KITCHEN	2,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	MISC	1,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	SHOES	2,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson

The red fields are shown by default; the blue fields can be added via ***Personalize***

DESCRIPTION OF THE FIELDS

RELATION 1 / RELATION 1 NO.

In **Relation 1** you can choose the Customer-related level for which you want to enter the Commissions and in **Relation 1 No.** the actual code.

You can choose between the following seven options:

Customer	Will be compared with the **Sell-to Customer No.** of the Sales Header
Chain	Will be compared with the **Chain** of the Sales Header
Customer Commission Group	Will be compared with the **Customer Commission Group** of the **Sell-to Customer No.** of the Sales Header
Customer Bonus Group	Will be compared with the **Customer Bonus Group** of the **Sell-to Customer No.** of the Sales Header
Bill-to	Will be compared with the **Bill-to Customer No.** of the Sales Header
Company Group	Will be compared with the **Company Group** of the Sales Header
None	No specific customer-related level

NOTE
The only way to create Customer Commission Groups or Customer Bonus Group is to press **Alt+Arrow Down** (lookup) on the field **Relation 1 No.** – or on the corresponding field in the Customer Card - and press *+ New*.

RELATION 2 / RELATION 2 NO.

In **Relation 2** you can choose the Item-related level for which you want to enter the Commissions and in **Relation 2 No.** the actual code.

You can choose between the following four options:

Item	Will be compared with the **No.** of the Sales Line
Master No.	Will be compared with the **Master No.** of the **No.** of the Sales Line
Item Commission Group	Will be compared with the **Item Commission Group** of the **No.** of the Sales Line
Item Bonus Group	Will be compared with the **Item Bonus Group** of the **No.** of the Sales Line

This means that you can make many combinations to set the Commission Rates by using **Relation 1** and **Relation 2**. I.e., per Customer/Master No. or per Customer Commission Group/Item Commission Group, etc.

NOTE
The only way to create Item Commission Groups or Item Bonus Groups is to press **Alt+Arrow Down** (lookup) on the field **Relation 2 No.** – or on the corresponding field in the Master or Item - and press *+ New*.

PCT. RATE

Here you can enter the Percentage for Commission or Bonus.

NAME

The name for this Commission Rate. As a default, the name of the Salesperson is shown, but you can change it.

START DATE

Here you can enter the **Start Date** from which this Commission Rate is active.
It will be compared with the **Order Date**.

MINIMUM QUANTITY

Here you can enter a **Minimum Quantity** that has to be sold on an individual Sales Line before this Commission Percentage will be calculated.
It will be compared with the **Quantity** field in the Sales Line.

MINIMUM PRICE PER UNIT

Here you can enter a **Minimum Price per Unit** for an individual Sales Line before this Commission Rate will be calculated.
This price will be compared with the **Unit Price** field in the Sales Line, which is in the Currency of the Sales Order!

CALCULATION BASE

This is the same field as the field on the Salesperson Card, but now you can change the setting for a specific combination of **Relation 1** and **Relation 2**.

TYPE

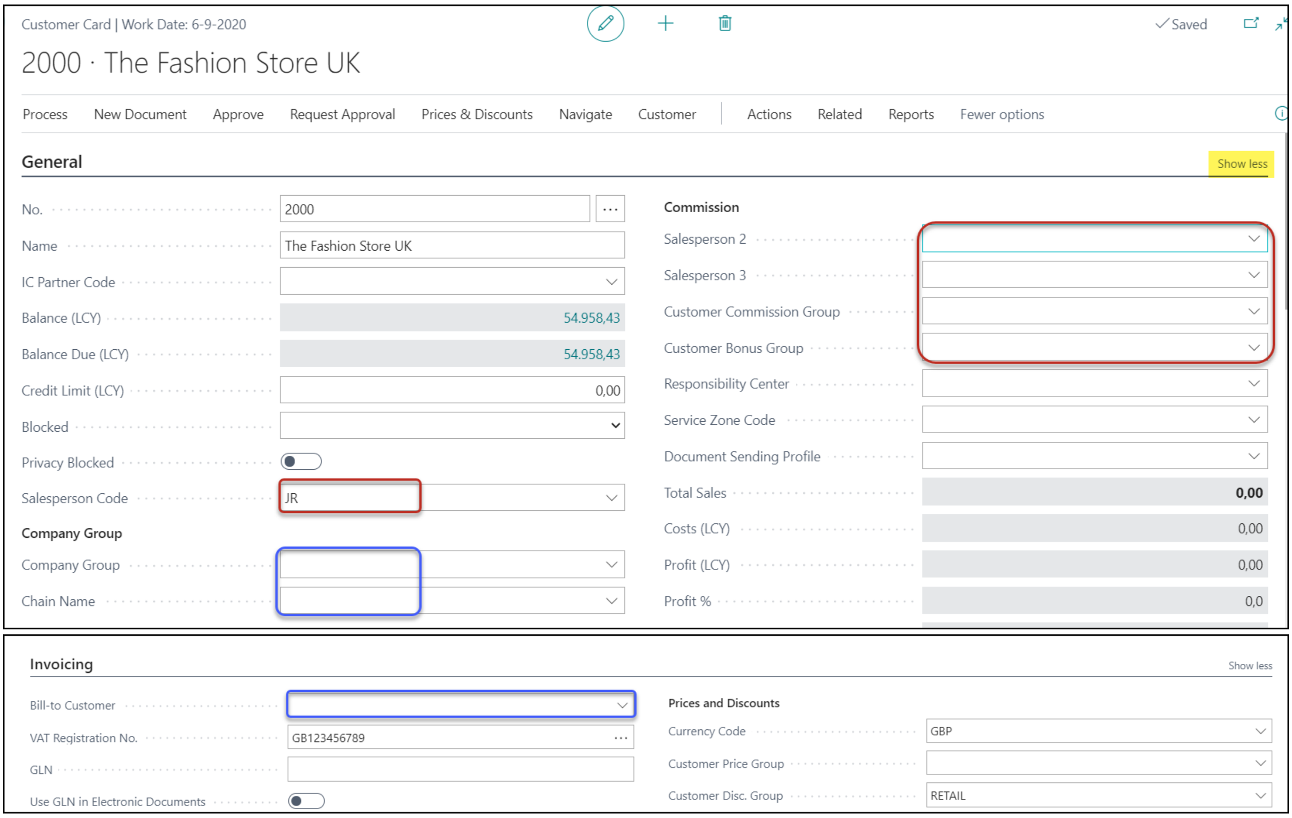
This field is automatically set to *Salesperson* if you enter the Commission Rates via the Salesperson Card.

NOTE

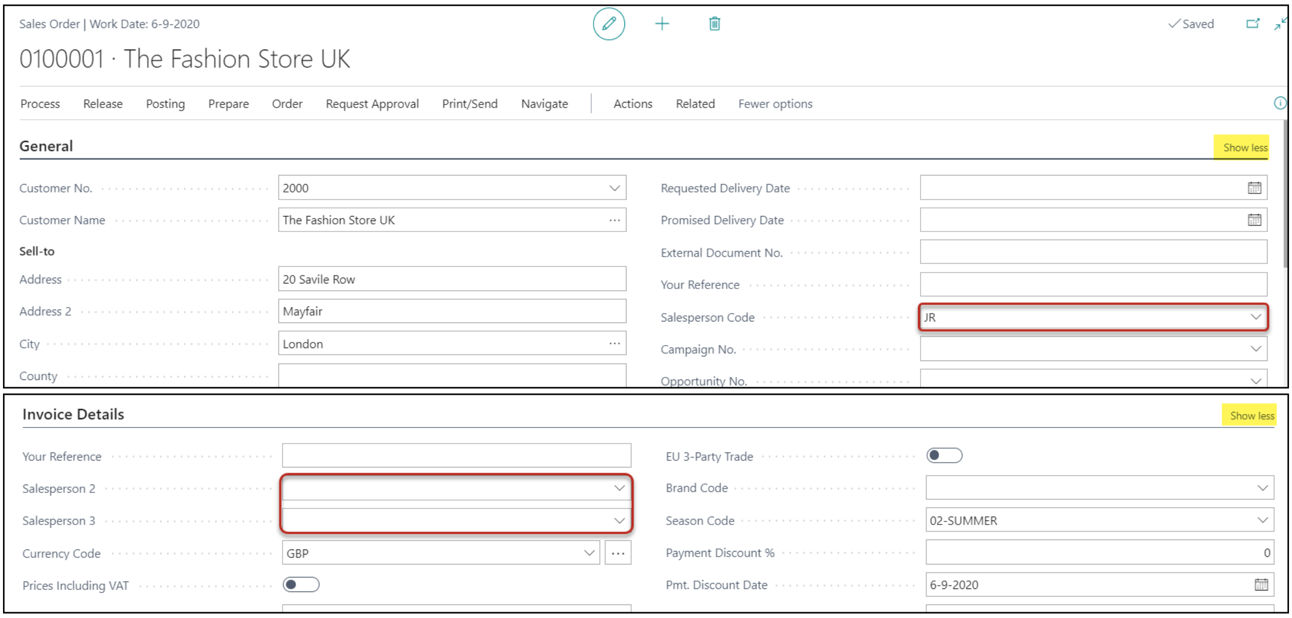
Because this page is also used for setting up the Bonuses, it is also possible to choose *Bonus.* In that case, the Commission Rate will only be used for the calculation of the Bonus.

CUSTOMER

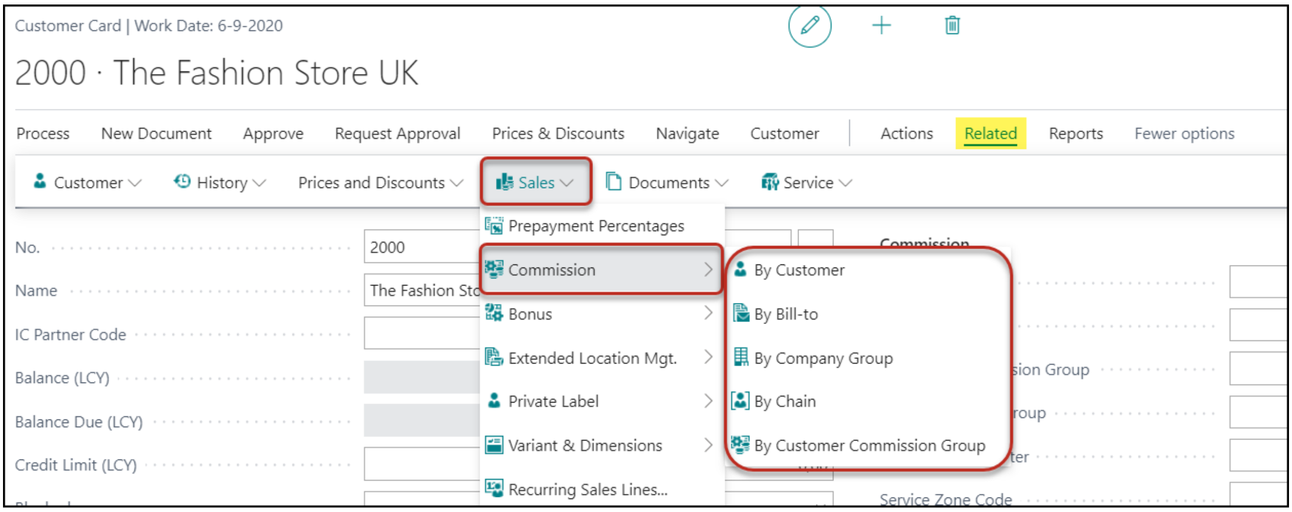
In the Customer (via **Tell me** *Customers* or directly in the Role Center clicking ***Customers***) on the FastTab ***General,*** you can enter the fields that are important for the Commission Calculation:
Salesperson Code, Salesperson 2, Salesperson 3 and **Customer Commission Group**



The **Salesperson Code, Salesperson2 and Salesperson 3** can be changed as well on every individual Sales Order. The **Customer Commission Group** and **Customer Bonus Group** cannot be changed per Sales Order.



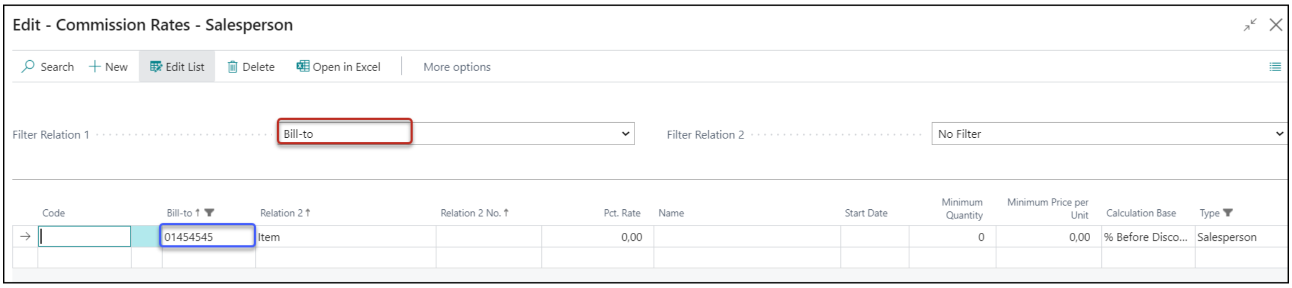
In Entering the Commission, you saw how to setup the Commission Rates related to a Salesperson. You are however also able to setup the Commission Rates via the Customer Card by clicking ***Related, Sales, Commission***



BY CUSTOMER

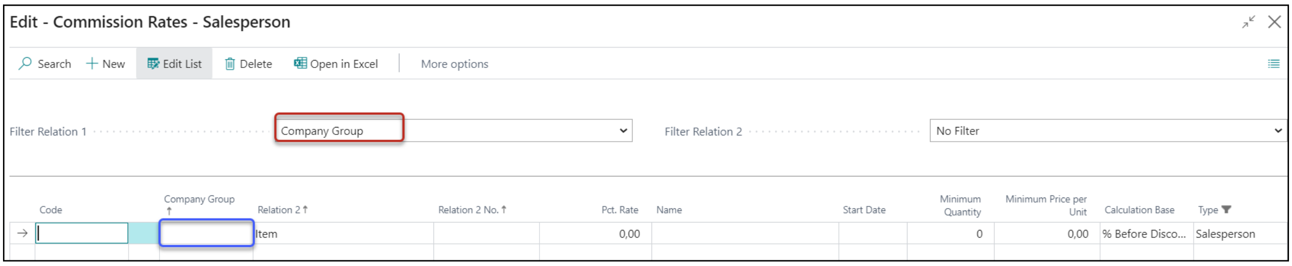
The **Filter Relation 1** will be set to *Customer.*
The **Sell-to** field will by default be filled with the **No.** of the Customer.
Code must be filled with a Salesperson Code for which you want to enter the Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group.*

BY BILL-TO



The **Filter Relation 1** will be set to *Bill-to.*
The **Bill-to** field will by default be filled with the **Bill-to Customer No.** of the Customer.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group*

BY COMPANY GROUP



The **Filter Relation 1** will be set to *Company Group.*

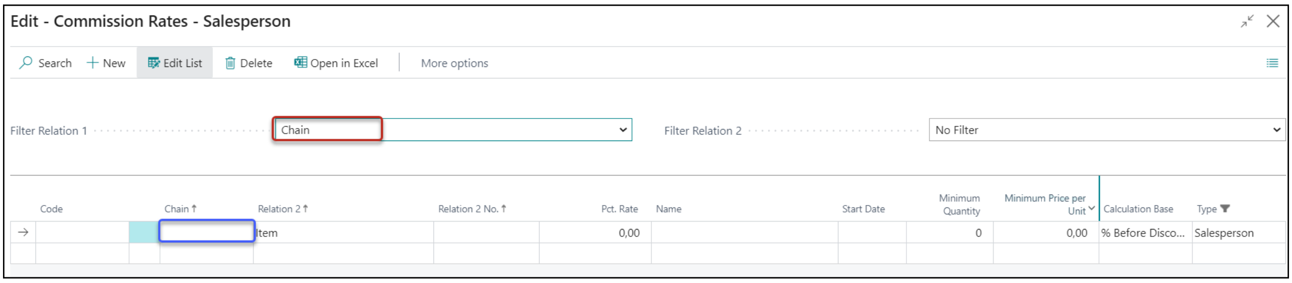
The **Company Group** field will by default be filled with the **Company Group** of the Customer.

Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.

If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group*

BY CHAIN



The **Filter Relation 1** will be set to *Chain.*

The **Chain** field will by default be filled with the **Chain** of the Customer.

Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.

If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group*

BY CUSTOMER COMMISSION GROUP

The **Filter Relation 1** will be set to *Customer Commission Group.*

The **Customer Commission Group** of the Customer will default already be filled in the Commission Rates Lines **Customer Commission Group** field.

Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.

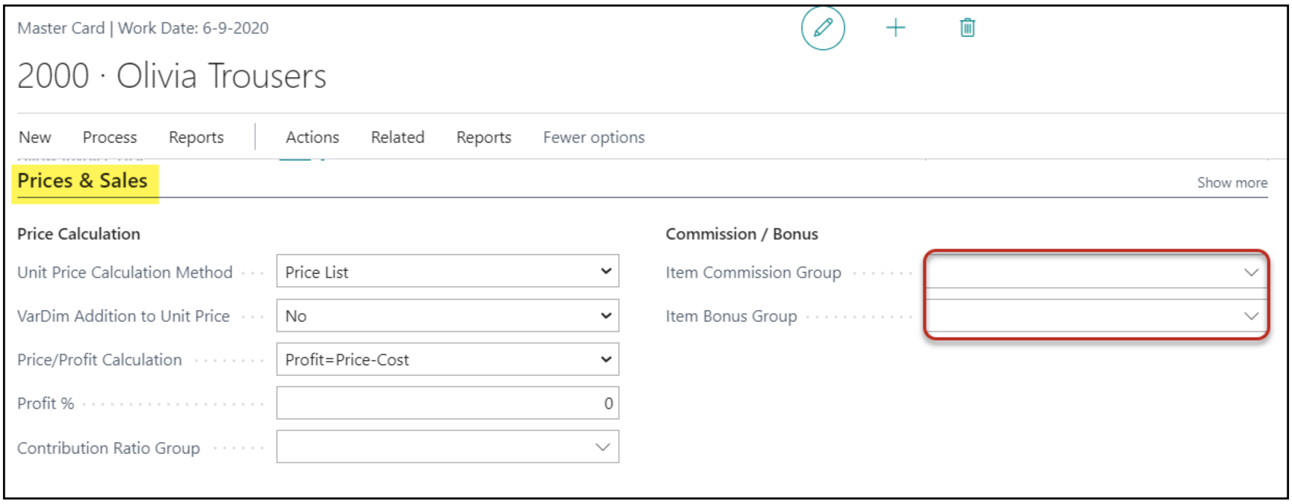
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group*.

NOTE
If this page was opened via a Customer, it will not only show the Commission Rates related to the **Customer Commission Group** of the Customer; it will simply show all the Commission Rates with a **Customer Commission Group** filled!!
For the other options (*Customer, Bill-to, Company Group* and *Chain)* an extra Filter is applicable for the Commission Rate page based on the content of the Customer.

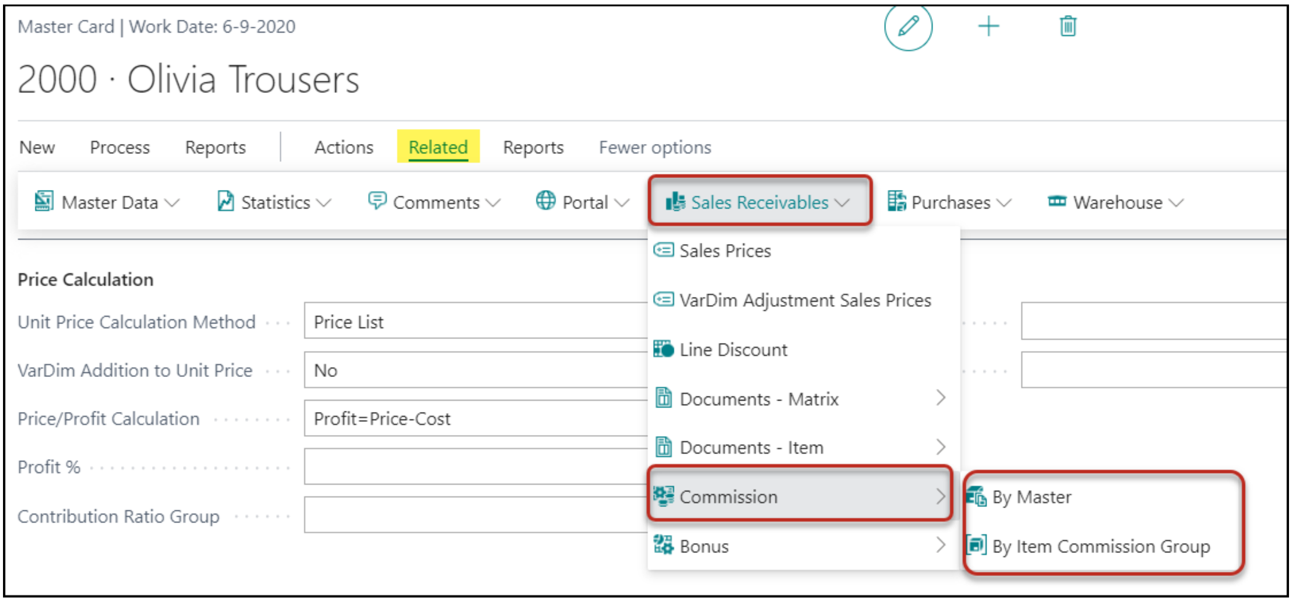
MASTER

In the Master Card (via **Tell me** *Master* or directly in the Role Center clicking ***Masters****) on* the FastTab ***Prices & Sales,*** you can enter the fields that are important for the Commission Calculation:
Item Commission Group and **Item Bonus Group**



These fields cannot be changed on a Sales Line.

In Entering the Commission, you saw how to setup the Commission Rates related to a Salesperson. You are however also able to setup the Commission Rates via the Master by clicking ***Related, Sales Receivables, Commission***:



BY MASTER


Edit - Commission Rates - Salesperson

Search | New | Edit List | Delete | Open in Excel | More options

Filter Relation 1: No Filter | Filter Relation 2: Master No.

Code	Relation 1	Relation 1 No.	Master No.	Pct. Rate	Name	Start Date	Minimum Quantity	Minimum Price per Unit	Calculation Base	Type
	Customer		2000	0,00			0	0,00	% Before Discount	Salesperson

The **Filter Relation 2** will be set to *Master No.*

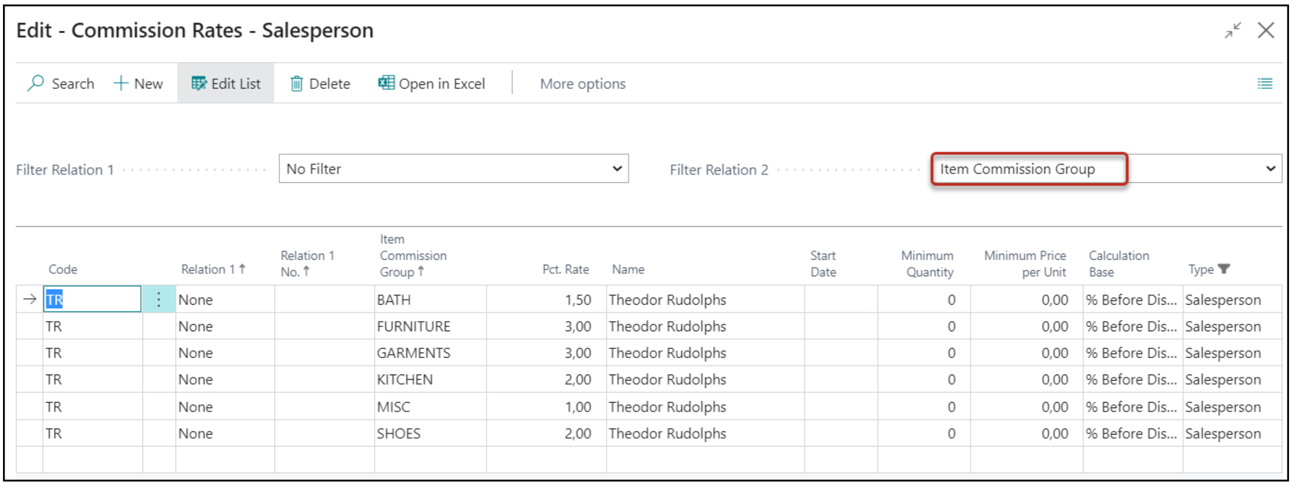
The **No.** of the Master will default already be filled in the Commission Rates Lines **Master No.** field.

Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.

If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

BY ITEM COMMISSION GROUP


Edit - Commission Rates - Salesperson

Search | New | Edit List | Delete | Open in Excel | More options

Filter Relation 1: No Filter | Filter Relation 2: Item Commission Group

Code	Relation 1	Relation 1 No.	Item Commission Group	Pct. Rate	Name	Start Date	Minimum Quantity	Minimum Price per Unit	Calculation Base	Type
TR	None		BATH	1,50	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		FURNITURE	3,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		GARMENTS	3,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		KITCHEN	2,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		MISC	1,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		SHOES	2,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson

The **Filter Relation 2** will be set to *Item Commission Group.*

The **Item Commission Group** of the Master will default already be filled in the Commission Rates Lines **Item Commission Group** field.

Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.

If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

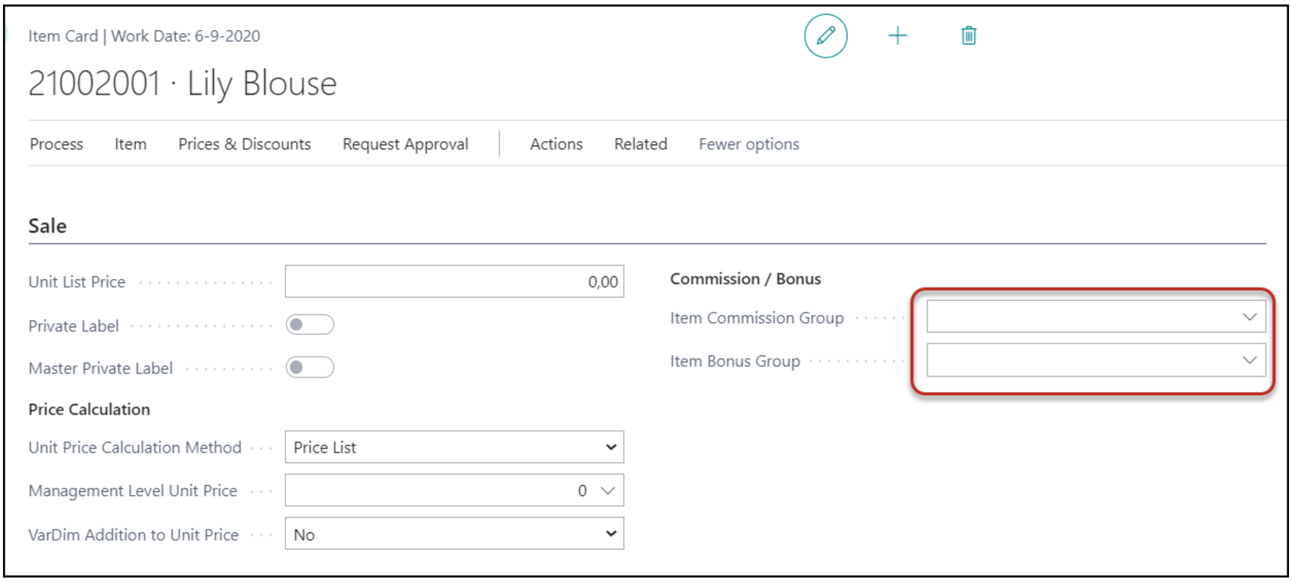
Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

NOTE

If this page was opened via a Master, it will not only show the Commission Rates related to the **Item Commission Group** of the Master; it will simply show all the Commission Rates with an **Item Commission Group** filled!!

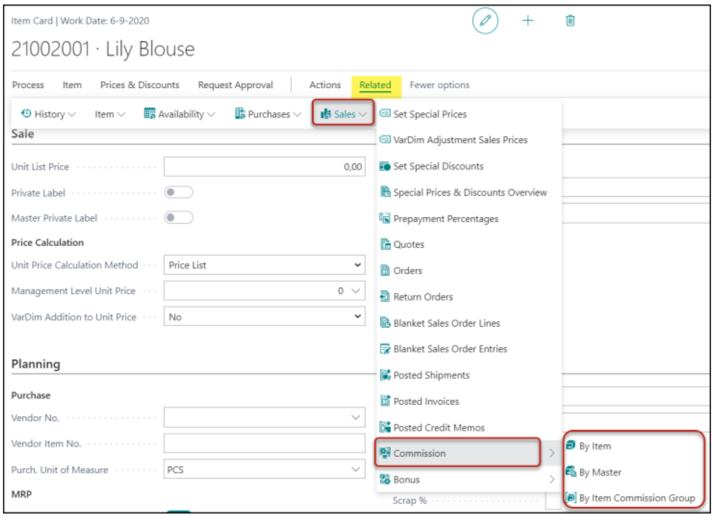
ITEM

In the Item (via **Tell me** *Items* or in Role Center TRIMIT Small Business via ***Product Design, Items***) *on* the FastTab ***Sale,*** you can enter the fields that are important for the Commission Calculation:
Item Commission Group and **Bonus Commission Group**

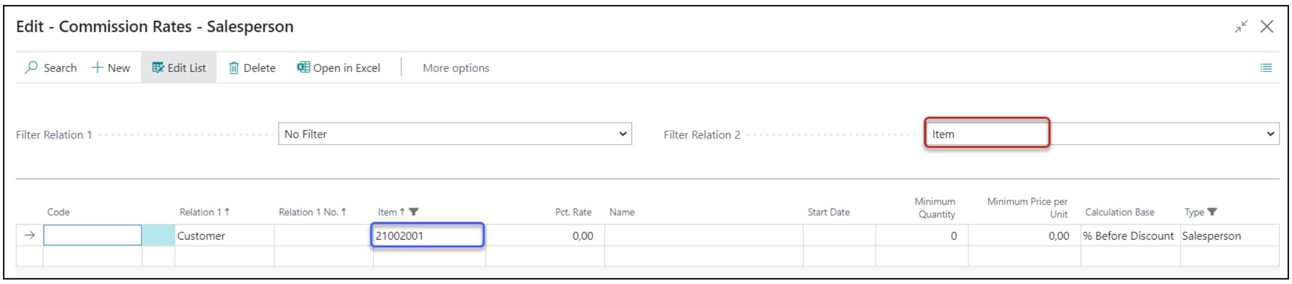


These fields cannot be changed on a Sales Line.

In Entering the Commission, you saw how to setup the Commission Rates related to a Salesperson. You are however also able to setup the Commission Rates via the Item by clicking ***Related, Sales, Commission***:
:



BY ITEM

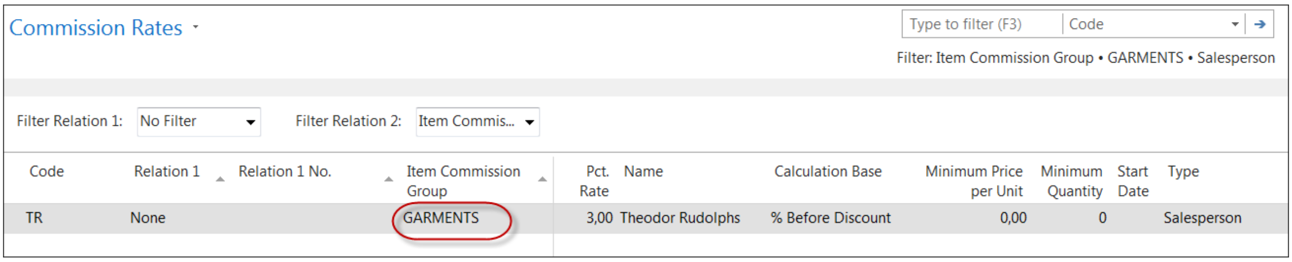


The **Filter Relation 2** will be set to *Item.*
The **No.** of the Item will default already be filled in the Commission Rates Lines **Item** field.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

BY MASTER

The **Filter Relation 2** will be set to *Master No.*
The **Master No.** of the Item will default already be filled in the Commission Rates Lines **Master No.** field.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

BY ITEM COMMISSION GROUP



The **Item Commission Group** of the Item will default already be filled in the Commission Rates Lines **Item Commission Group** field.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

SORTING

When Commission needs to be calculated, the system will look in a specific order through the possibilities that can be setup.For each individual Sales Line of the **Type** *Item* the filtering will be:

- Salesperson
- Minimum Quantity
- Minimum Price per Unit
- Customer
- Item
- Master
- Item Commission Group
- Blank

Then new loops with the following instead of the "Customer":

- Bill-to
- Company Group
- Chain
- Customer Commission Group

A **Start Date** will be compared with the **Order Date** of the Sales Header – and if this is not filled the Working Date.
A **Minimum Quantity** will be compared with the ordered **Quantity** on the individual Item Sales Lines – so not based on the total quantity on the Matrix Lines.
The **Minimum Price per Unit** will be compared with the **Unit Price** of the Sales Line (in currency of the Sales Order!)

PROVISION PROCESS FOR COMMISSION

After all the necessary setups have been filled, the Provision for Commission will be calculated automatically in every Sales Document.

NOTE

The existing Sales Orders in the Demo Company have been created with the Parameter **Extended Commission Search** in the Sales & Receivables Setup set to *No.*
Therefore, they will not have the Commission percentages or amounts filled on the Sales Lines.
Changing the content of the Parameter will have no effect on existing Sales Lines.

COMMISSION RELATED FIELDS IN SALES HEADER

In Table ***36 Sales Header*** and TableExtension ***6036514 trm Sales Header Ext*** there are several fields related to the Commission:

Field No.	Field Name	Data Type
43	Salesperson	Code
6036907	trm Salesperson 3	Code
6036909	trm Salesperson 2	Code

In the header of a Sales Quote, Sales Order, Sales Blanket Order you will find the **Salesperson** on the FastTab ***General*** and the **Salesperson 2** and **Salesperson 3** on the FastTab ***Invoice Details.***
All three fields can be changed.

In the header of a Sales Credit Memo and Sales Invoice, you will find the **Salesperson** on the FastTab ***General*** and the **Salesperson 2** and **Salesperson 3** on the FastTab ***Misc. Param.***
All three fields can be changed.

In the header of a Sales Return Order and a Complaint, you will find the **Salesperson** on the FastTab ***General***. The **Salesperson 2** and **Salesperson 3** are in the table but are not shown in the page. All three fields could be changed.

NOTE

Changing one of the Salespersons can also have its effect on the Commission related fields in the Lines. You can be asked if you want to change them and must verify that you want.

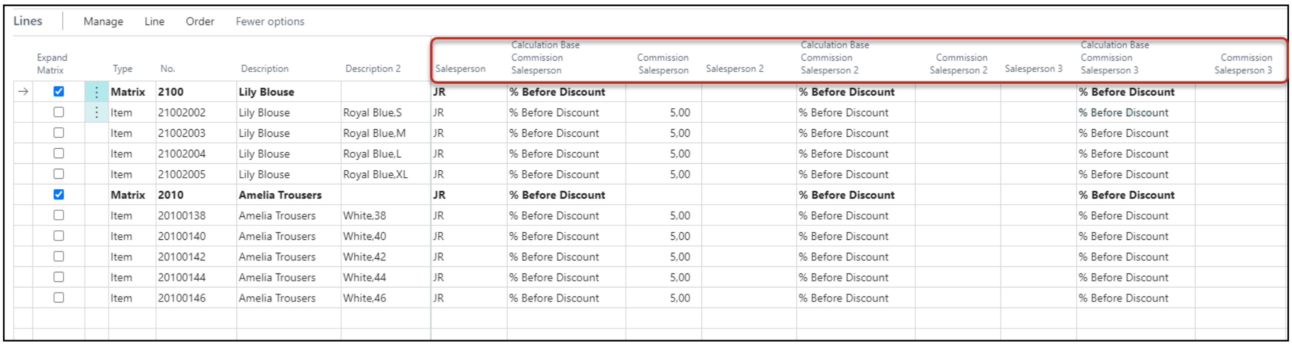
The field **Customer Commission Group** is not in the header. This field will always be taken from the Customer Card of the Sell-to Customer, if necessary, for the calculation of the Commission and cannot be changed for individual Sales Documents.

COMMISSION RELATED FIELDS IN SALES LINE

In Table ***37 Sales Line*** and TableExtension ***6036515 trm Sales Line Ext*** there are several fields related to the Commission:

Field No.	Field Name	Data Type
6036926	trm Salesperson 2	Code
6036927	trm Salesperson	Code
6036928	trm Salesperson 3	Code
6037010	trm Calc. BaseComm. Salesper.2	Option
6037011	trm Commission Salesperson 2	Decimal
6037012	trm Calc. BaseComm. Salesper.	Option
6037013	trm Commission Salesperson	Decimal
6037014	trm Calc. BaseComm. Salesper.3	Option
6037015	trm Commission Salesperson 3	Decimal

Only in the lines of the Sales Order, these fields can be shown via ***Personalization*** and can be changed.


Lines | Manage | Line | Order | Fewer options

Expand Matrix	Type	No.	Description	Description 2	Salesperson	Calculation Base Commission Salesperson	Commission Salesperson	Salesperson 2	Calculation Base Commission Salesperson 2	Commission Salesperson 2	Salesperson 3	Calculation Base Commission Salesperson 3	Commission Salesperson 3
☑	**Matrix**	**2100**	**Lily Blouse**		**JR**	**% Before Discount**			**% Before Discount**			**% Before Discount**	
☐	Item	21002002	Lily Blouse	Royal Blue,S	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	21002003	Lily Blouse	Royal Blue,M	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	21002004	Lily Blouse	Royal Blue,L	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	21002005	Lily Blouse	Royal Blue,XL	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☑	**Matrix**	**2010**	**Amelia Trousers**		**JR**	**% Before Discount**			**% Before Discount**			**% Before Discount**	
☐	Item	20100138	Amelia Trousers	White,38	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	20100140	Amelia Trousers	White,40	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	20100142	Amelia Trousers	White,42	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	20100144	Amelia Trousers	White,44	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	20100146	Amelia Trousers	White,46	JR	% Before Discount	5,00		% Before Discount			% Before Discount	

> **NOTE**
> If necessary, you can add these fields to the other Sales Document pages by using extensions.
>
> Changing the content of one of these fields can also have its effect on the other Commission related fields in the Lines. You will be asked if you want to change them and must verify that you want it based on the parameter **Approve Change of Commission** in the Sales & Receivables Setup.

DESCRIPTION OF THE FIELDS:

SALESPERSON (AND SALESPERSON 2 AND SALESPERSON 3)

This is the **Salesperson (2 or 3)** of the Sales Header but can be changed for individual Lines.
Changing a **Salesperson** will have its immediate effect on the **Calculation Base Commission Salesperson (2 or 3)** and on the **Commission Salesperson (2 or 3)** on the Sales Line based on the Commission Rates that you filled.

If the **Commission Salesperson** was <>zero you will get an extra message if you want to change the **Salesperson.**

Yes or *No* will have no effect on the entry of the **Salesperson,** only on the determination of the **Calculation Base Commission** and the **Commission Salesperson.**

CALCULATION BASE COMMISSION SALESPERSON (AND 2 AND 3)

Based on the **Salesperson** this field will default be filled with the corresponding field of the **Salesperson.** Changing this field on the Sales Line will have its effect when posting the invoice.

COMMISSION SALESPERSON (2 OR 3)

This field is determined based on the **Commission Rates** you filled on the **Salesperson, Customer, Master** and/or **Item.** Changing this field on the Sales Line will have its effect when posting the invoice.

NOTE

TRIMIT Provision for Commission will only have its effect on Sales Lines with the **Type** *Item* and *Charge (Item).*
Also, Items with **Type** *Service* or *Non-Inventory* will be disregarded!!
Therefore, even if you would enter **Commission Salesperson (**or **2** or **3)** for **Type** *G/L Account, Resources, Fixed Assets* it would have no effect on the posting of the Provision for Commission.

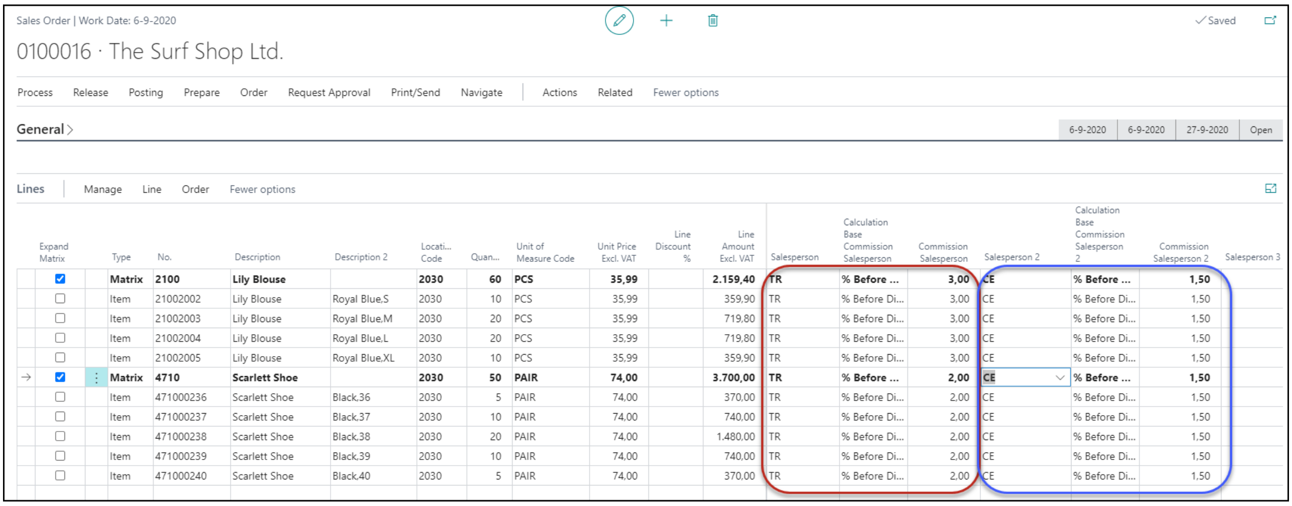
GENERAL LEDGER ENTRIES WHEN POSTING SALES INVOICE

If you post a Sales Invoice, the General Ledger Entries will be created for the Provision of the Commission based on Provision Sales:

- Based on the **Salesperson** (and **2** and **3**) on the Sales Line and the **Provision Name Commission Salesperson** on the Salesperson Card it is determined on which G/L Accounts the Commission will be posted.
- Based on the **Calculation Base Commission Salesperson** (and **2** and **3**) on the Sales Line and the content of the **Exchange Rate Commission Calculation** on the corresponding Salesperson Card the base amount over which the **Commission Salesperson** (and **2** and **3**) on the Sales Line must be calculated will be determined.
- The Provision for the Commission can now be calculated based on the **Commission Salesperson** (and **2** and **3**) on the Sales Line.

EXAMPLE 1:

On a Sales Order for Customer *2030 The Surf Shop Ltd.,* I have:



Sales Order | Work Date: 6-9-2020 ✓Saved

0100016 · The Surf Shop Ltd.

Process Release Posting Prepare Order Request Approval Print/Send Navigate Actions Related Fewer options

General > 6-9-2020 6-9-2020 27-9-2020 Open

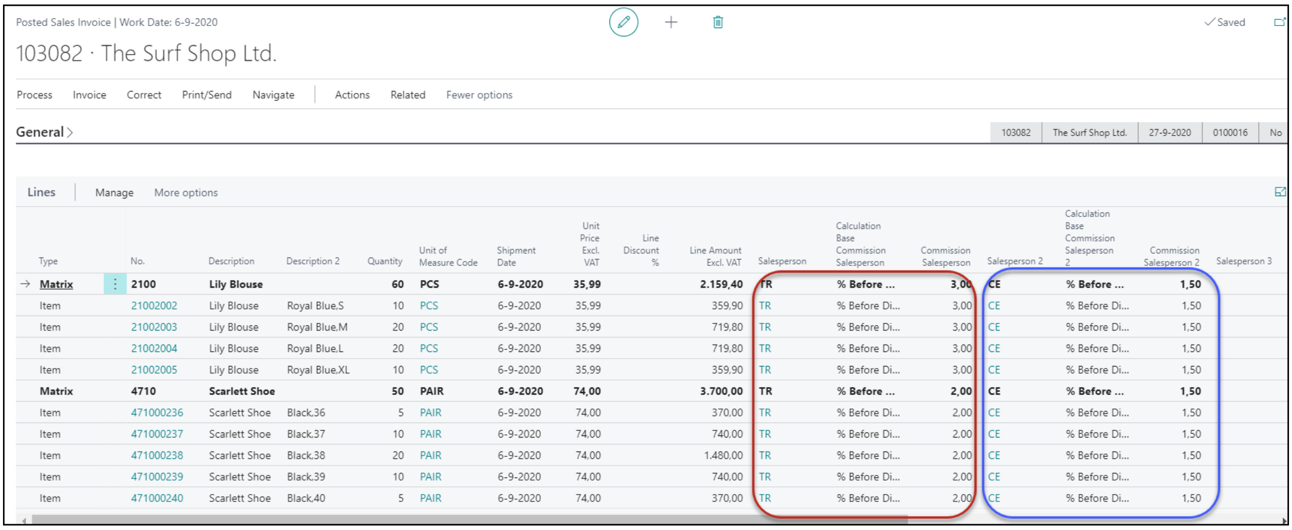
Lines Manage Line Order Fewer options

Expand Matrix	Type	No.	Description	Description 2	Locati... Code	Quan...	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Salesperson	Calculation Base Commission Salesperson	Commission Salesperson	Salesperson 2	Calculation Base Commission Salesperson 2	Commission Salesperson 2	Salesperson 3
☑	**Matrix**	**2100**	**Lily Blouse**		**2030**	**60**	**PCS**	**35,99**		**2.159,40**	**TR**	**% Before ...**	**3,00**	**CE**	**% Before ...**	**1,50**	
☐	Item	21002002	Lily Blouse	Royal Blue,S	2030	10	PCS	35,99		359,90	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
☐	Item	21002003	Lily Blouse	Royal Blue,M	2030	20	PCS	35,99		719,80	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
☐	Item	21002004	Lily Blouse	Royal Blue,L	2030	20	PCS	35,99		719,80	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
☐	Item	21002005	Lily Blouse	Royal Blue,XL	2030	10	PCS	35,99		359,90	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
☑	**Matrix**	**4710**	**Scarlett Shoe**		**2030**	**50**	**PAIR**	**74,00**		**3.700,00**	**TR**	**% Before ...**	**2,00**	**CE**	**% Before ...**	**1,50**	
☐	Item	471000236	Scarlett Shoe	Black,36	2030	5	PAIR	74,00		370,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
☐	Item	471000237	Scarlett Shoe	Black,37	2030	10	PAIR	74,00		740,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
☐	Item	471000238	Scarlett Shoe	Black,38	2030	20	PAIR	74,00		1.480,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
☐	Item	471000239	Scarlett Shoe	Black,39	2030	10	PAIR	74,00		740,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
☐	Item	471000240	Scarlett Shoe	Black,40	2030	5	PAIR	74,00		370,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	

The **General Business Posting Group** for the Customer is *DOMESTIC***.**
The **General Product Posting Group** for both Items is *RETAIL.*

The Unit Price for *2100** is *25,99* GBP per piece, for *4710** is *74,00* GBP per pair.
For *2100** the base sales amount for the commission calculation: *2159,40*
For *4710** the base sales amount for the commission calculation: *3700,00*

After posting these lines, I can see in the Posted Sales Invoice:

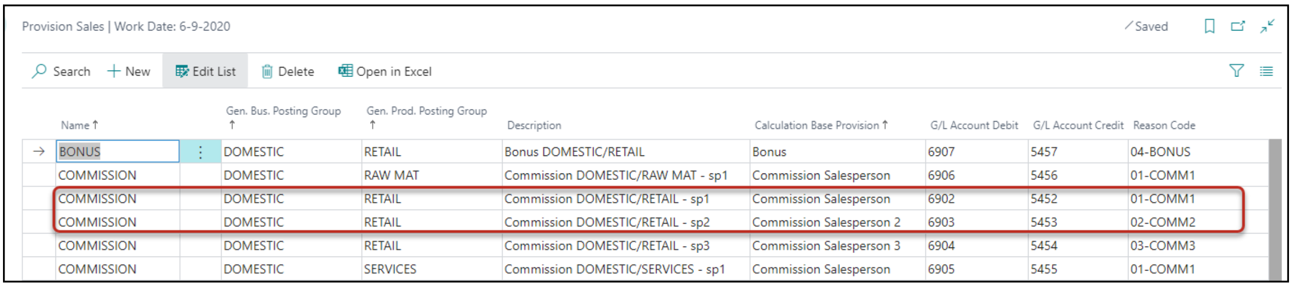

Posted Sales Invoice | Work Date: 6-9-2020
103082 · The Surf Shop Ltd.
Process Invoice Correct Print/Send Navigate Actions Related Fewer options
General › 103082 The Surf Shop Ltd. 27-9-2020 0100016 No
Lines Manage More options

Type	No.	Description	Description 2	Quantity	Unit of Measure Code	Shipment Date	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Salesperson	Calculation Base Commission Salesperson	Commission Salesperson	Salesperson 2	Calculation Base Commission Salesperson 2	Commission Salesperson 2	Salesperson 3
Matrix	**2100**	**Lily Blouse**		**60**	**PCS**	**6-9-2020**	**35,99**		**2.159,40**	**TR**	**% Before ...**	**3,00**	**CE**	**% Before ...**	**1,50**	
Item	21002002	Lily Blouse	Royal Blue,S	10	PCS	6-9-2020	35,99		359,90	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
Item	21002003	Lily Blouse	Royal Blue,M	20	PCS	6-9-2020	35,99		719,80	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
Item	21002004	Lily Blouse	Royal Blue,L	20	PCS	6-9-2020	35,99		719,80	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
Item	21002005	Lily Blouse	Royal Blue,XL	10	PCS	6-9-2020	35,99		359,90	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
Matrix	**4710**	**Scarlett Shoe**		**50**	**PAIR**	**6-9-2020**	**74,00**		**3.700,00**	**TR**	**% Before ...**	**2,00**	**CE**	**% Before ...**	**1,50**	
Item	471000236	Scarlett Shoe	Black,36	5	PAIR	6-9-2020	74,00		370,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
Item	471000237	Scarlett Shoe	Black,37	10	PAIR	6-9-2020	74,00		740,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
Item	471000238	Scarlett Shoe	Black,38	20	PAIR	6-9-2020	74,00		1.480,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
Item	471000239	Scarlett Shoe	Black,39	10	PAIR	6-9-2020	74,00		740,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
Item	471000240	Scarlett Shoe	Black,40	5	PAIR	6-9-2020	74,00		370,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	

NOTE
The fields regarding **Salesperson (2 or 3), Calculation Base Commission Salesperson (2 or 3)** and **Commission Salesperson (2 or 3)** are not in Page ***133 Posted Sales Invoice Subform*** and must be added via ***Personalize***.

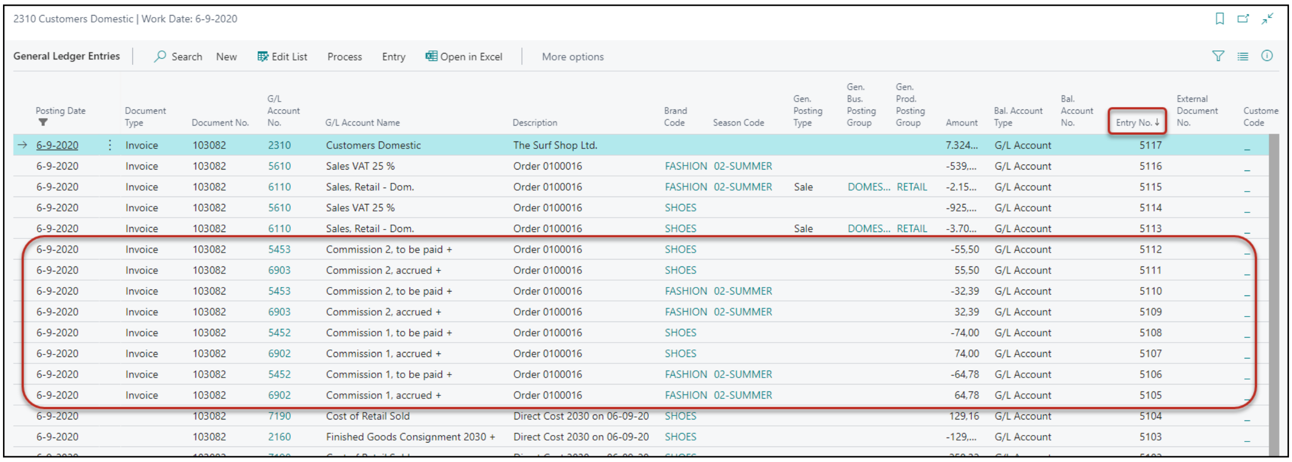
The Provision for the Commission of **Salesperson** *TR* will be calculated as follows:
2159,40 * 3 % and 3700,00 * 2 % = 64,78 and 74,00
The Provision for the Commission of **Salesperson** *CE* will be calculated as follows:
2159,40 * 1,5 % and 3700,00 * 1,5 % = 32,39 and 55,50

In the **Provision Sales** Lines, I can see to which G/L Accounts the amounts should be posted. This is based on the **Name** *COMMISSION* (the content of the field **Provision Name Commission Salesperson** in the Salesperson cards of *CE* and *TR*), the **General Business Posting Group** *DOMESTIC* of the Customer *2030*, the **General Product Posting Group** *RETAIL* of the Items and the **Calculation Base Provision**:


Provision Sales | Work Date: 6-9-2020
Search New Edit List Delete Open in Excel

Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	DOMESTIC	SERVICES	Commission DOMESTIC/SERVICES - sp1	Commission Salesperson	6905	5455	01-COMM1

Therefore, clicking ***Invoice, Find Entries,*** and drill-down on the G/L Entries will now show you:
Sort the Lines on **Entry No.**



Posting Date	Document Type	Document No.	G/L Account No.	G/L Account Name	Description	Brand Code	Season Code	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type	Bal. Account No.	Entry No. ↓	External Document No.	Custome Code
6-9-2020	Invoice	103082	2310	Customers Domestic	The Surf Shop Ltd.						7.324...	G/L Account		5117		_
6-9-2020	Invoice	103082	5610	Sales VAT 25 %	Order 0100016	FASHION	02-SUMMER				-539,...	G/L Account		5116		_
6-9-2020	Invoice	103082	6110	Sales, Retail - Dom.	Order 0100016	FASHION	02-SUMMER	Sale	DOMES...	RETAIL	-2.15...	G/L Account		5115		_
6-9-2020	Invoice	103082	5610	Sales VAT 25 %	Order 0100016	SHOES					-925,...	G/L Account		5114		_
6-9-2020	Invoice	103082	6110	Sales, Retail - Dom.	Order 0100016	SHOES		Sale	DOMES...	RETAIL	-3.70...	G/L Account		5113		_
6-9-2020	Invoice	103082	5453	Commission 2, to be paid +	Order 0100016	SHOES					-55,50	G/L Account		5112		_
6-9-2020	Invoice	103082	6903	Commission 2, accrued +	Order 0100016	SHOES					55,50	G/L Account		5111		_
6-9-2020	Invoice	103082	5453	Commission 2, to be paid +	Order 0100016	FASHION	02-SUMMER				-32,39	G/L Account		5110		_
6-9-2020	Invoice	103082	6903	Commission 2, accrued +	Order 0100016	FASHION	02-SUMMER				32,39	G/L Account		5109		_
6-9-2020	Invoice	103082	5452	Commission 1, to be paid +	Order 0100016	SHOES					-74,00	G/L Account		5108		_
6-9-2020	Invoice	103082	6902	Commission 1, accrued +	Order 0100016	SHOES					74,00	G/L Account		5107		_
6-9-2020	Invoice	103082	5452	Commission 1, to be paid +	Order 0100016	FASHION	02-SUMMER				-64,78	G/L Account		5106		_
6-9-2020	Invoice	103082	6902	Commission 1, accrued +	Order 0100016	FASHION	02-SUMMER				64,78	G/L Account		5105		_
6-9-2020		103082	7190	Cost of Retail Sold	Direct Cost 2030 on 06-09-20	SHOES					129,16	G/L Account		5104		_
6-9-2020		103082	2160	Finished Goods Consignment 2030 +	Direct Cost 2030 on 06-09-20	SHOES					-129,...	G/L Account		5103		_

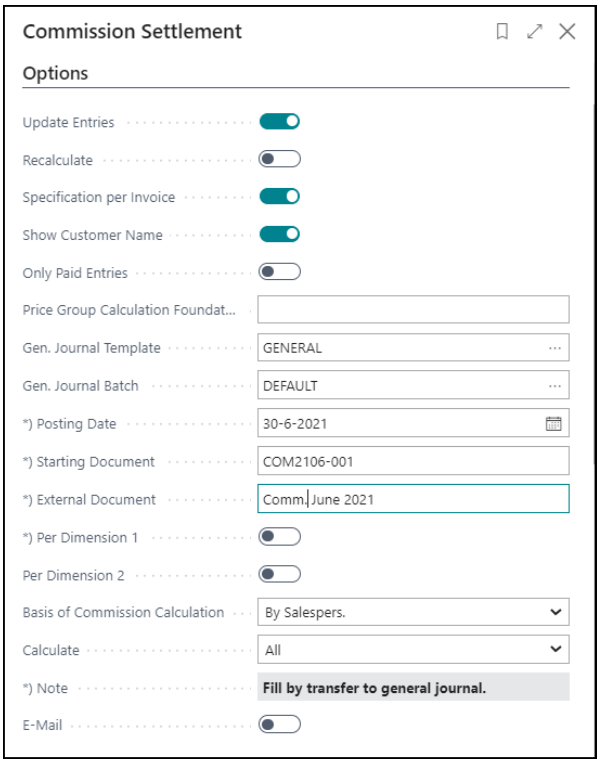
COMMISSION SETTLEMENT

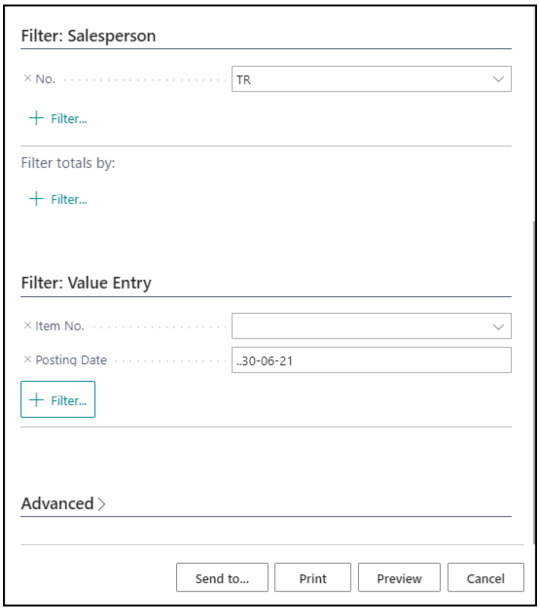
The **Commission Settlement** (via **Tell me** *Commission Settlement*) will give you a report with all the **Value Entries** (that are Sales Invoice/Credit Memo related) per Salesperson including the calculated Commission that would be applicable.

Therefore, it will only be based on sold Items!

It is also able to create Journal Lines to post the Vendor Ledger Entries for the Commission that needs to be paid to the Salespersons. This will however only happen if you click the **Print** button!!

You can filter the Sales Invoices/Credit Memo's that needs to be on the Commission Settlement by using the FastTabs ***Salesperson*** and ***Value Entry***.





DESCRIPTION OF THE OPTIONS

UPDATE ENTRIES

A checkmark in this option means that in the Table ***5802 Value Entries***, the fields **6036971 trm Comm. Settled Salesperson, 6036951 trm Comm. Settled Salesperson 2** and **6036961 trm Comm. Settled Salesperson 3** can get a *Yes* automatically when the Value Entry is **printed** on the Commission Settlement for the Salesperson/Salesperson 2/Salesperson 3.
This also means, that it will not be calculated and printed anymore in a next Commission Settlement.

At the same time per Salesperson, at least two Commission Journal Lines will be created:
The first Line for the Vendor No. of the Salesperson, and the second (third, fourth, etc.) Line for the "Commission Settled", where the G/L Account will be determined via the **General Posting Setup** on basis of the **General Business Posting Group** of the Value Entry (= of the Customer) and the **General Product Posting Group** of the Item in the Value Entries.

> **NOTE**
> A Preview of the Commission Settlement will not change the Value Entries unless you have a checkmark in **E-Mail**, even if you put a checkmark in.
> You really need to print the document (even if it might be to a pdf-file).

RECALCULATE

A checkmark in this option means, that the Commission amounts will be recalculated based on the present settings of the Commission Rates.

> **NOTE**
> This might create a difference between the posted Commission to be paid/accrued that has been posted when posting the Sales Invoice and the calculated Commission on the Commission Settlement.

SPECIFICATION PER INVOICE

A checkmark in this option will print all the Item Lines of a Sales Invoice. Otherwise, you will only see totals per Invoice.

SHOW CUSTOMER NAME

A checkmark in this option will print the Sell-To Customer No. and Name of a Sales Invoice.

ONLY PAID ENTRIES

A checkmark in this option means that only the Sales Invoices that do not have a checkmark anymore in the field **Open** will be on this Commission Settlement.
This means that an Invoice needs to be paid completely; partly paid invoices will not be included.

PRICE GROUP CALCULATION FOUNDATION

An entry in this option means that for all the Item Lines of the Sales Invoices the basis for the Commission will be recalculated based on the **Customer Price Group** that you have entered here.
This will overrule any special prices in the individual Sales Invoices.

GEN. JOURNAL TEMPLATE

If you have a checkmark in **Update Entries** and want to create Commission related Journal Lines, you need to enter a **General Journal Template** for this Commission Journal.

GEN. JOURNAL BATCH

If you have a checkmark in **Update Entries** and want to create Commission Journal Lines, you need to enter a **General Journal Batch** related to the **Gen. Journal Template** for this Commission Journal.

POSTING DATE

If you have a checkmark in **Update Entries** and want to create Commission Journal Lines, you need to enter a **Posting Date** for this Commission Journal Lines.

STARTING DOCUMENT

If you have a checkmark in **Update Entries** and want to create Commission Journal Lines, you need to enter a **Starting Document** Number for this Commission Journal.
For every involved Salesperson, a new Document Number will be determined.

EXTERNAL DOCUMENT

Usually for Purchase Invoices an **External Document** Number is mandatory.
Therefore, if you have a checkmark in **Update Entries** you need to enter an External Document.

PER DIMENSION 1

If you have checkmark in **Update Entries** and you want separate Commission Journal Lines created for the Commission per **Global Dimension 1** of the original posted Sales Invoices, you need to enter a checkmark in this option.

PER DIMENSION 2

If you have checkmark in **Update Entries** and you want separate Commission Journal Lines created for the Commission per **Global Dimension 2** of the original posted Sales Invoices, you need to enter a checkmark in this option.

BASIS OF COMMISSION CALCULATION

With this option you determine if you want to calculate the commission based on the fields in the Posted Sales Invoice or Posted Credit Memo (and that are in the Value Entries as well) or based on the fields that are now (when printing the report) are set in the Salesperson
You can choose between the following options:

By Salesperson	The calculation will use the content of field **Calculation Base Commission** of the Salesperson/Purchaser Card (not the “Commission Rates”) with no regards to the field **Calculation Base Commission Salesperson** (+ 2 and 3) in the Sales Lines
By Value Entry	The calculation will use the content of the field **Calculation Base Commission Salesperson** (+ 2 and 3) of the Sales Lines

CALCULATE

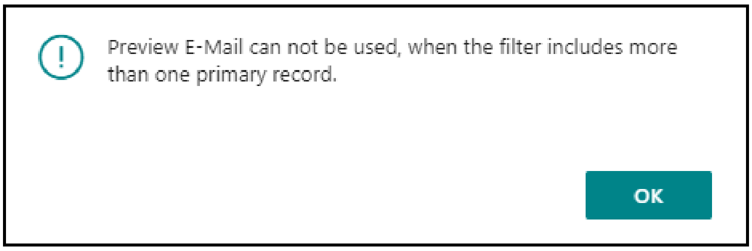
With this option, you determine for which Salespersons you want to calculate the Commission.
You can choose between the following options:

All	The Commission will be calculated for the filtered Salespersons and Value Entries regardless if the Salesperson is the first, second or third Salesperson in a Posted Sales Invoice or Credit Memo
Salesperson	The Commission will only be calculated for the filtered Salespersons and Value Entries if the Salesperson is the **Salesperson** of a Posted Sales Invoice or Credit Memo
Salesperson 2	The Commission will only be calculated for the filtered Salespersons and Value Entries if the Salesperson is the **Salesperson 2** of a Posted Sales Invoice or Credit Memo
Salesperson 3	The Commission will only be calculated for the filtered Salespersons and Value Entries if the Salesperson is the **Salesperson 3** of a Posted Sales Invoice or Credit Memo

E-MAIL

For the report ***6036710 Commission Settlement,*** you can create a TRIMIT E-Mail Template, and this specific report has been adjusted to be able to create and send an E-Mail to the E-Mail Address of the Salesperson (Vendor).
Entering a checkmark in this field will create the E-Mail based on the TRIMIT E-Mail Template for the report ***6036710 Commission Settlement*** and can be send automatically via clicking the **Print** button or the E-Mail can be reviewed first before sending it manually.

If you do want to send an E-Mail via the TRIMIT E-Mail Template, you can only preview it per Salesperson. If more Salespersons have been selected, you will get an error message after clicking **Preview** button:

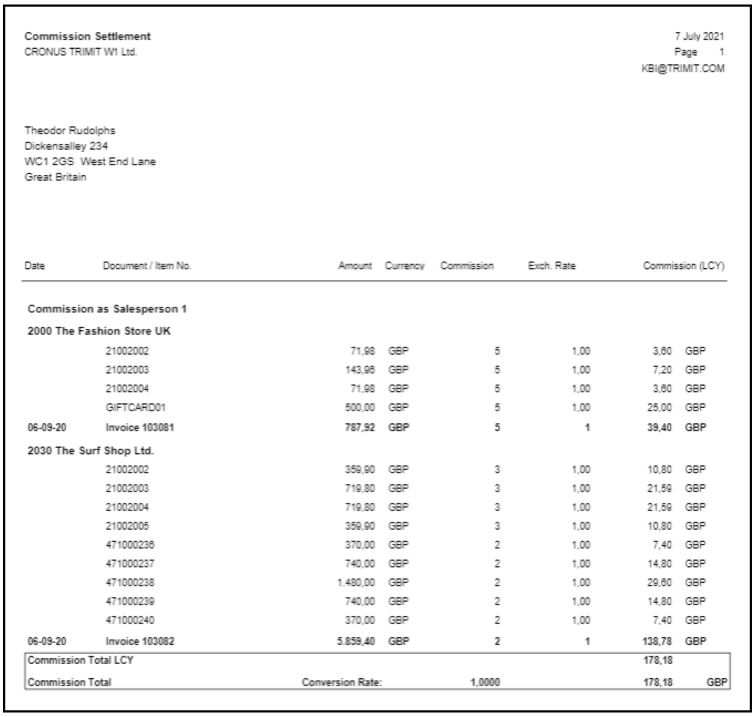


You can however print it for many Salespersons at the same time. In that case, for all the Salespersons the E-Mail will automatically be send.

NOTE

If you have a customized report for the Commission Settlement, you need to have specific AL Code in it to make use of the TRIMIT E-Mail functionality.
See the ***White Paper – TRIMIT E-Mail*** for more details.

For the following example, the option fields **Specification per Invoice** and **Show Customer Name** had a checkmark, but **E-Mail** did not have a checkmark.



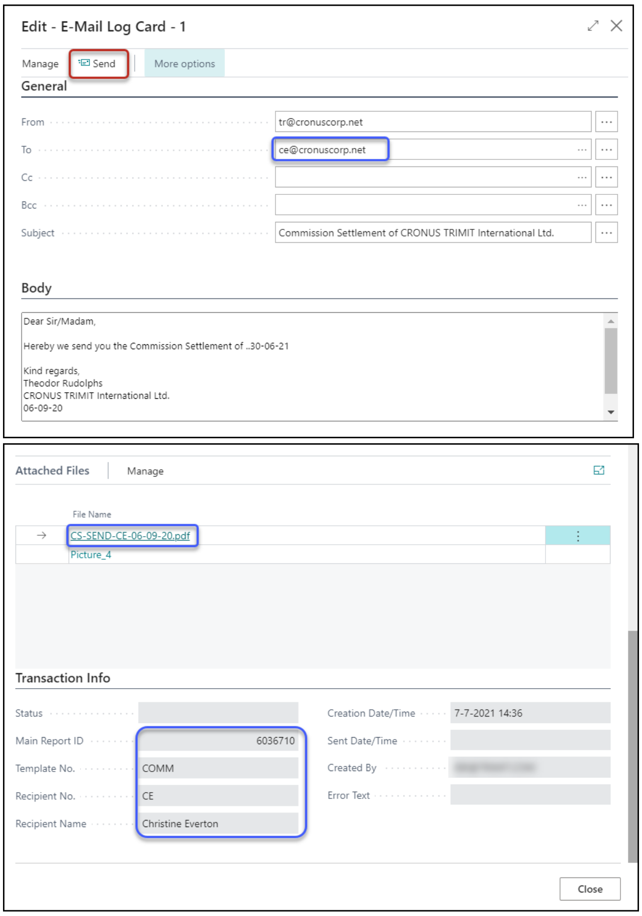
Commission Settlement
CRONUS TRIMIT W1 Ltd.

7 July 2021
Page 1
KBI@TRIMIT.COM

Theodor Rudolphs
Dickensalley 234
WC1 2GS West End Lane
Great Britain

Date	Document / Item No.	Amount	Currency	Commission	Exch. Rate	Commission (LCY)	
Commission as Salesperson 1							
2000 The Fashion Store UK							
	21002002	71,98	GBP	5	1,00	3,60	GBP
	21002003	143,96	GBP	5	1,00	7,20	GBP
	21002004	71,98	GBP	5	1,00	3,60	GBP
	GIFTCARD01	500,00	GBP	5	1,00	25,00	GBP
06-09-20	**Invoice 103081**	**787,92**	**GBP**	**5**	**1**	**39,40**	**GBP**
2030 The Surf Shop Ltd.							
	21002002	359,90	GBP	3	1,00	10,80	GBP
	21002003	719,80	GBP	3	1,00	21,59	GBP
	21002004	719,80	GBP	3	1,00	21,59	GBP
	21002005	359,90	GBP	3	1,00	10,80	GBP
	471000236	370,00	GBP	2	1,00	7,40	GBP
	471000237	740,00	GBP	2	1,00	14,80	GBP
	471000238	1.480,00	GBP	2	1,00	29,60	GBP
	471000239	740,00	GBP	2	1,00	14,80	GBP
	471000240	370,00	GBP	2	1,00	7,40	GBP
06-09-20	**Invoice 103082**	**5.859,40**	**GBP**	**2**	**1**	**138,78**	**GBP**
Commission Total LCY						178,18	
Commission Total		Conversion Rate:		1,0000		178,18	GBP

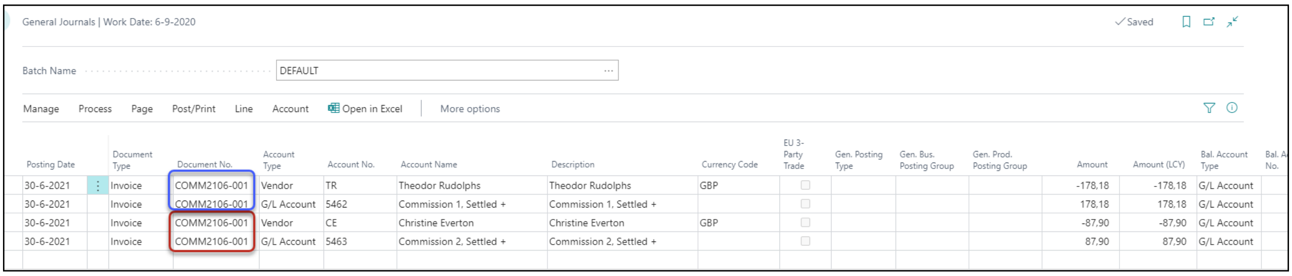
For the following example, the option fields **Specification per Invoice, Show Customer Name** and **E-Mail** had a checkmark, and the button **Preview** was clicked. In that case, you do not get a print, but a preview of the E-Mail.



GENERAL (COMMISSION) JOURNAL

If you also have a checkmark in **Update Entries** when printing or sending the Commission Settlement, in the Commission Journal (simply a General Journal), you will create automatically Lines for a Purchase Invoice for the Salespersons Vendor No. and the G/L Accounts will be determined based on the General Posting Setup.

The Commission Journal (via **Tell me** *General Journal* and choosing the right Journal Template and Batch as entered in the Commission Settlement) could look as follows:

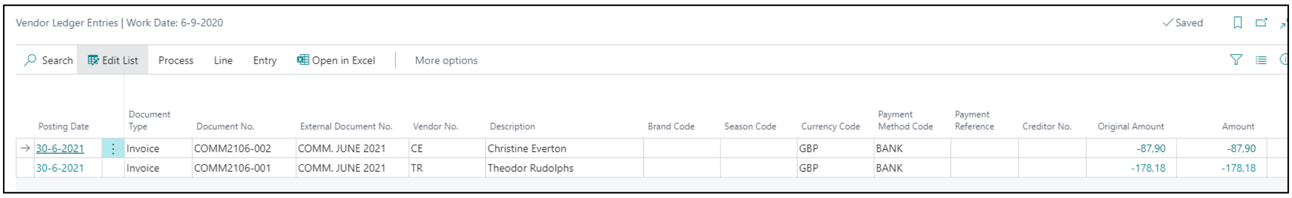


Posting Date	Document Type	Document No.	Account Type	Account No.	Account Name	Description	Currency Code	EU 3-Party Trade	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Amount (LCY)	Bal. Account Type
30-6-2021	Invoice	COMM2106-001	Vendor	TR	Theodor Rudolphs	Theodor Rudolphs	GBP					-178,18	-178,18	G/L Account
30-6-2021	Invoice	COMM2106-001	G/L Account	5462	Commission 1, Settled +	Commission 1, Settled +						178,18	178,18	G/L Account
30-6-2021	Invoice	COMM2106-001	Vendor	CE	Christine Everton	Christine Everton	GBP					-87,90	-87,90	G/L Account
30-6-2021	Invoice	COMM2106-001	G/L Account	5463	Commission 2, Settled +	Commission 2, Settled +						87,90	87,90	G/L Account

NOTE

Keep in mind that you need to create the Settlement per Salesperson; otherwise, you need to change the **Document No.** in the Commission Journal manually per Salesperson.
I.e., the last two Lines in the picture above should get *COMM2106-002*.

When posting this General Journal, no Posted Purchase Invoice will be created.
You will only have Vendor Ledger Entries.



Posting Date	Document Type	Document No.	External Document No.	Vendor No.	Description	Brand Code	Season Code	Currency Code	Payment Method Code	Payment Reference	Creditor No.	Original Amount	Amount
30-6-2021	Invoice	COMM2106-002	COMM. JUNE 2021	CE	Christine Everton			GBP	BANK			-87,90	-87,90
30-6-2021	Invoice	COMM2106-001	COMM. JUNE 2021	TR	Theodor Rudolphs			GBP	BANK			-178,18	-178,18

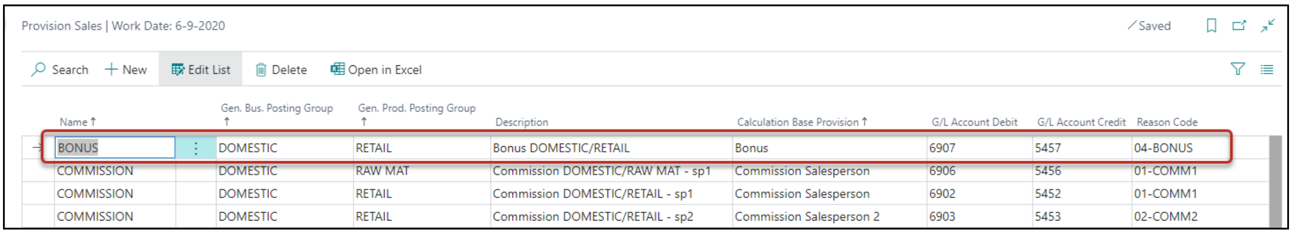
PROVISION SETUP FOR BONUS

TRIMIT offers you two different methods when it comes to the calculation of Bonus for Customers.
You can choose either the **Table Search Method** or the **Discount Combination Search Method** requiring different Provision setups.

TABLE SEARCH METHOD

If you use the **Table Search Method**, you need to create the relevant lines in the **Provision Sales** Table with **Calculation Base Provision** set to *Bonus* and you need to enter the Bonus Percentages related to the Customer.
This method is comparable to the Provision of Salesperson Commission, but now the provision is not for the Salesperson but for the Customer.

The **General Business Posting Group** of the Customer in combination with the **General Product Posting Group** of the Item will determine to which G/L Accounts the Provision for the Bonus will be posted.
Provision Sales can be opened via **Tell me** *Provision Sales:*



Provision Sales | Work Date: 6-9-2020

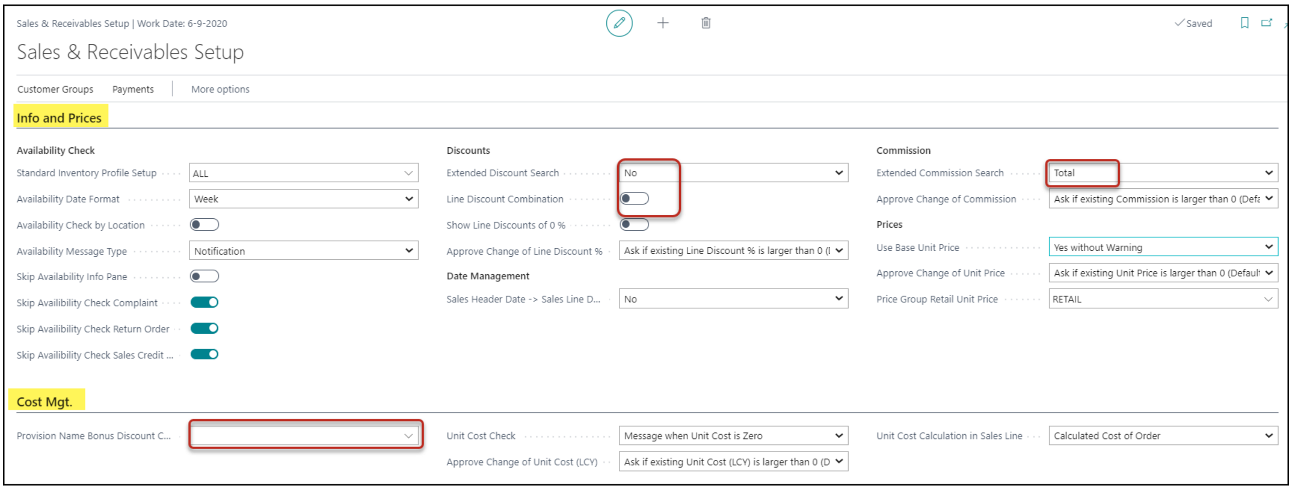
Search · New · Edit List · Delete · Open in Excel

Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2

SALES & RECEIVABLES SETUP

To use the Bonus Table Search Method some parameters in the **Sales & Receivables Setup** (via **Tell me** *Sales & Receivables Setup*) must be filled or not:
The parameter for **Extended Commission Search** needs to be set to *Bonus* or *Total.*
The parameter for **Extended Discount Search** needs to be set to *No.*
The parameter for **Line Discount Combinations** needs to be empty.
The parameter for **Provision Name Bonus Discount Combination** needs to be empty.

Only with this set up you can use the Bonus Table Search Method.



PARAMETER EXTENDED COMMISSION SEARCH

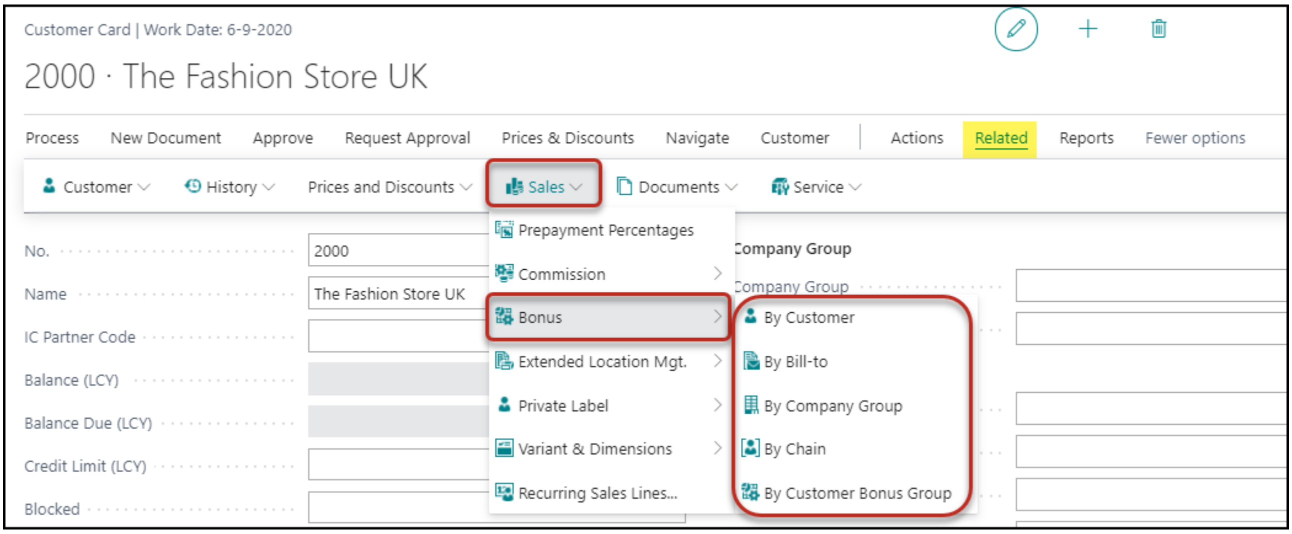
If you want to use TRIMIT Extended Commission Search for the **Bonus**, this Parameter must be set to *Bonus* or *Total*.

You can choose between the following seven options:

No	You will not use the TRIMIT Extended Commission Search.
Salesperson	The **Extended Commission Search** will only be executed for the Salesperson.
Salesperson 2	The **Extended Commission Search** will only be executed for the Salesperson 2.
Salesperson + Salesperson 2	The **Extended Commission Search** will be executed for both the Salesperson and Salesperson 2.
Salesperson 3	The **Extended Commission Search** will only be executed for the Salesperson 3.
Bonus	The **Extended Commission Search** will only be executed for Bonus.
Total	The **Extended Commission Search** will be executed for all the types of Commission and Bonus.

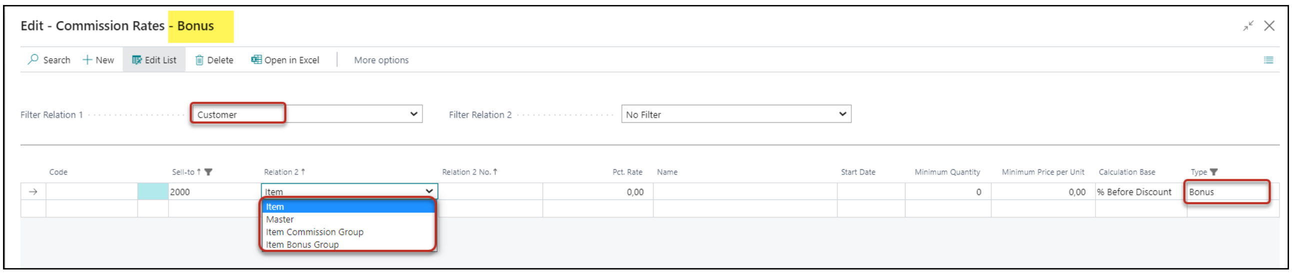
CUSTOMER

You can enter the Bonus Percentages via the **Customer List** or **Customer Card** for a specific customer.

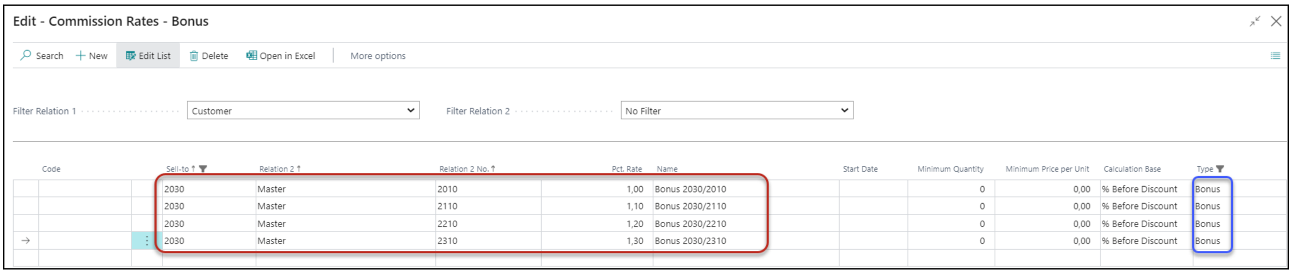


First, you need to select the first level (comparable to the Commissions) via ***Related, Sales, Bonus*** to see the five options.

Now, per **(Sell-to) Customer, Bill-to Customer, Company Group, Chain** and **Customer Bonus Group,** you can enter the Bonus percentages per **Item, Master, Item Commission Group** or **Item Bonus Group** (comparable to the Commissions).



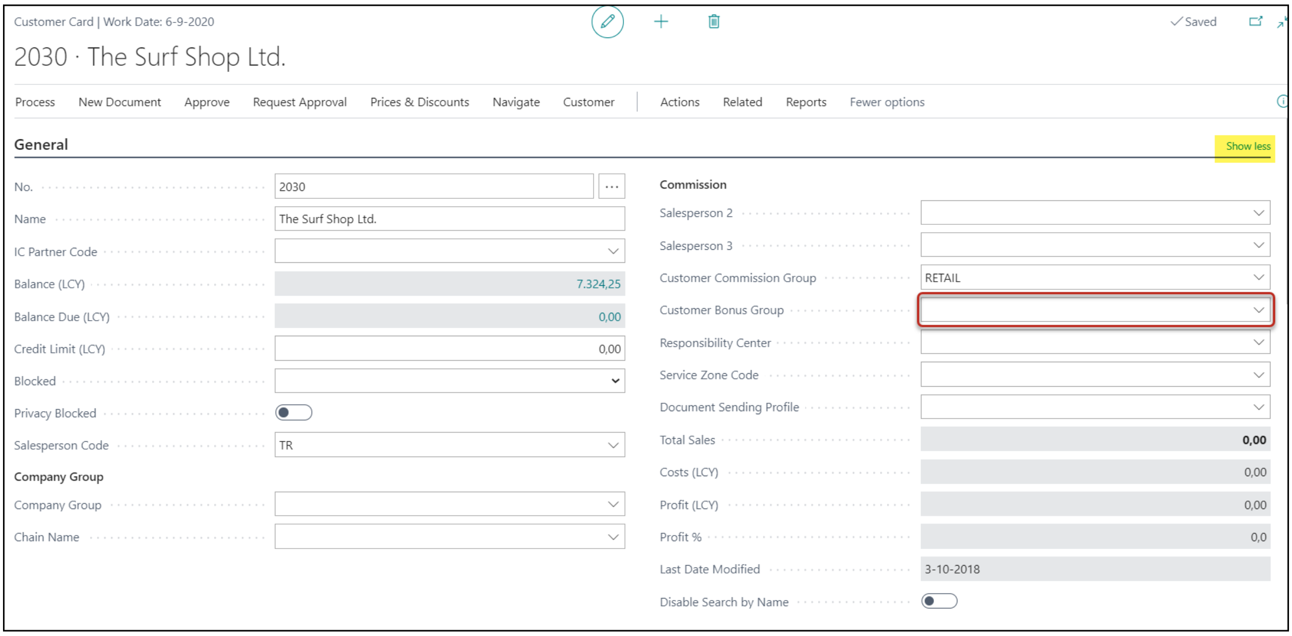
Therefore, you could enter the Bonus as follows for **Customer** *2030:*



Code	Sell-to	Relation 2	Relation 2 No.	Pct. Rate	Name	Start Date	Minimum Quantity	Minimum Price per Unit	Calculation Base	Type
	2030	Master	2010	1,00	Bonus 2030/2010		0	0,00	% Before Discount	Bonus
	2030	Master	2110	1,10	Bonus 2030/2110		0	0,00	% Before Discount	Bonus
	2030	Master	2210	1,20	Bonus 2030/2210		0	0,00	% Before Discount	Bonus
	2030	Master	2310	1,30	Bonus 2030/2310		0	0,00	% Before Discount	Bonus

The **Type** is automatically set to *Bonus.*
Coming via the Customer Card will set the **Filter Relation 1** already to *Customer*.
The **No.** of the Customer will default already be filled in the Bonus Rates Lines **Sell-to** field if you want to enter the Bonus Rates via a Customer List or Customer Card.
Code can be filled with a Salesperson Code; only if the Customer would sell from this Salesperson Code, he would get this specific Bonus Rate for this Customer.
Relation 2 has the same four options as shown earlier: *Item, Master, Item Commission Group* and *Item Bonus Group*

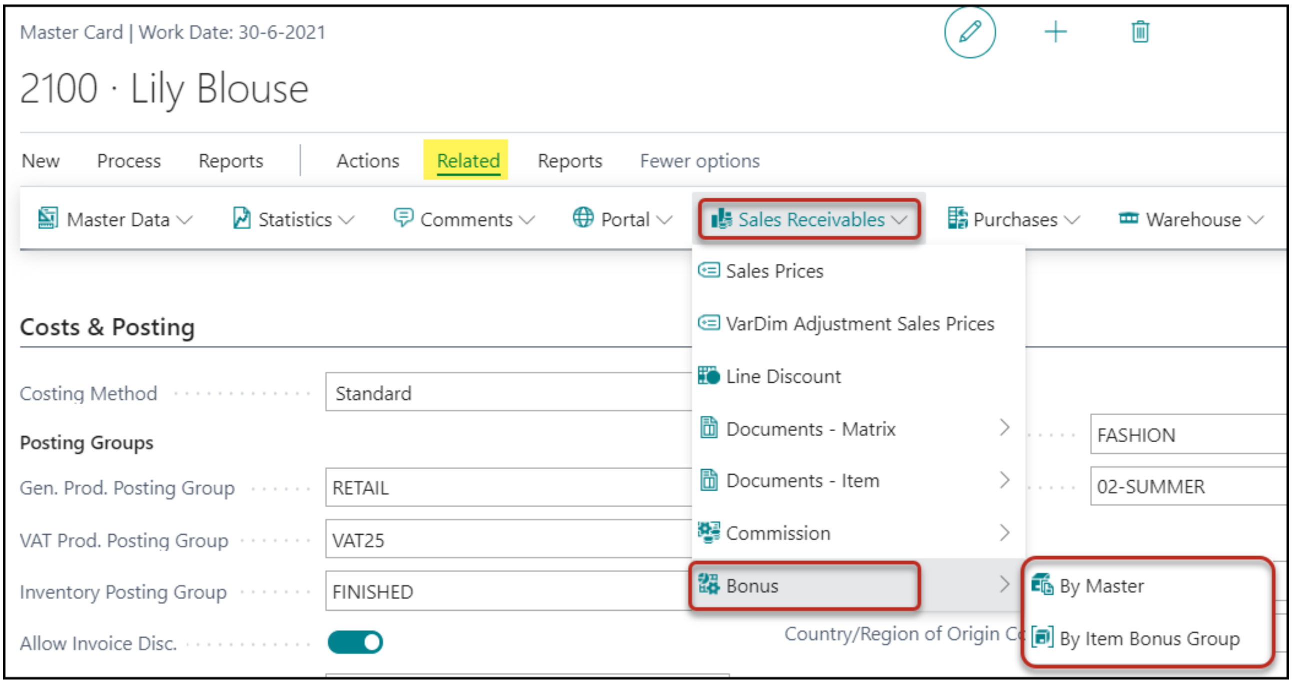
On the **Customer Card** you can fill the **Customer Bonus Group:**



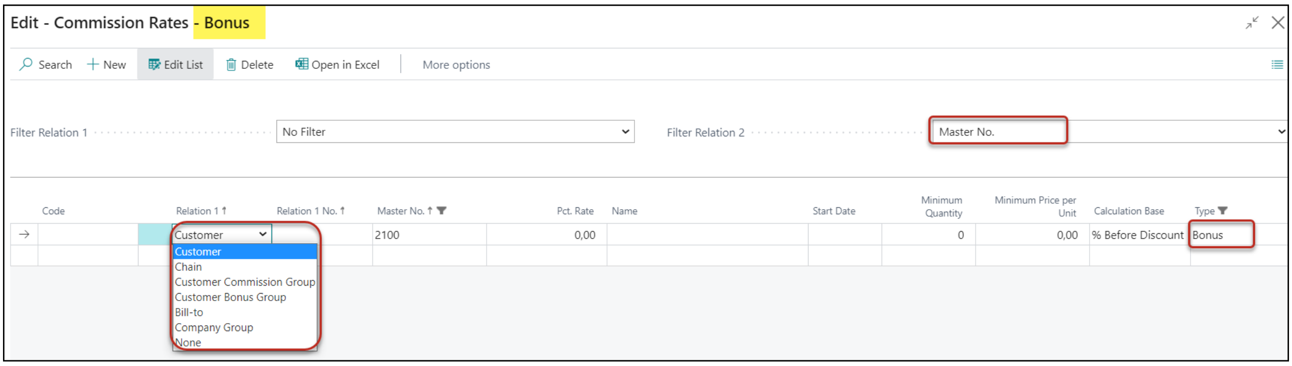
MASTER

You can also enter the Bonus Percentages via the **Master List** or **Master Card** for a specific Master.
(via **Tell me** *Master* or directly in the Role Center clicking ***Masters***

Via ***Relates, Sales Receivables, Bonus*** and you now choose for *By Master* or *By Item Bonus Group.*



If you choose *By Master* the **Master No.** will already be filled, and you can choose the **Relation 1.** and **Relation 1 No.** for a second level.



The **Type** is automatically set to *Bonus.*

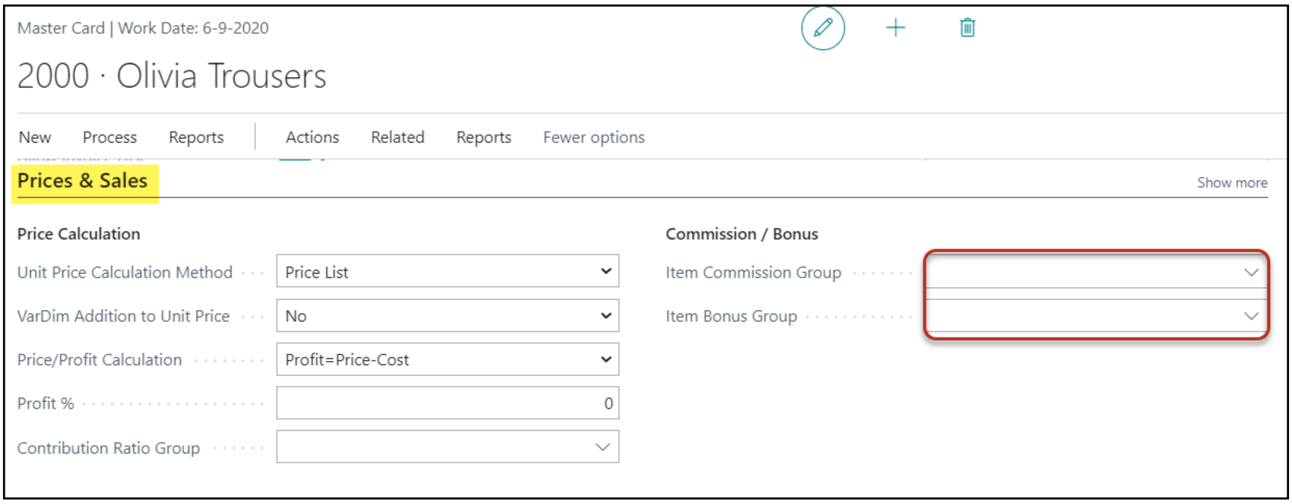
Coming via the Master Card, will set the **Filter Relation 2** already to *Master No.*

As you can see, again (like for the Commission) you have different levels for which you can enter the Bonus Percentages that are applicable.

Per **Master/(Sell-to) Customer, Master/Chain, Master/Customer Commission Group, Master/Customer Bonus Group, Master/Bill-to (Customer), Master/Company Group** or **Master** in general if you choose *None,* you can enter the Bonus Percentage.

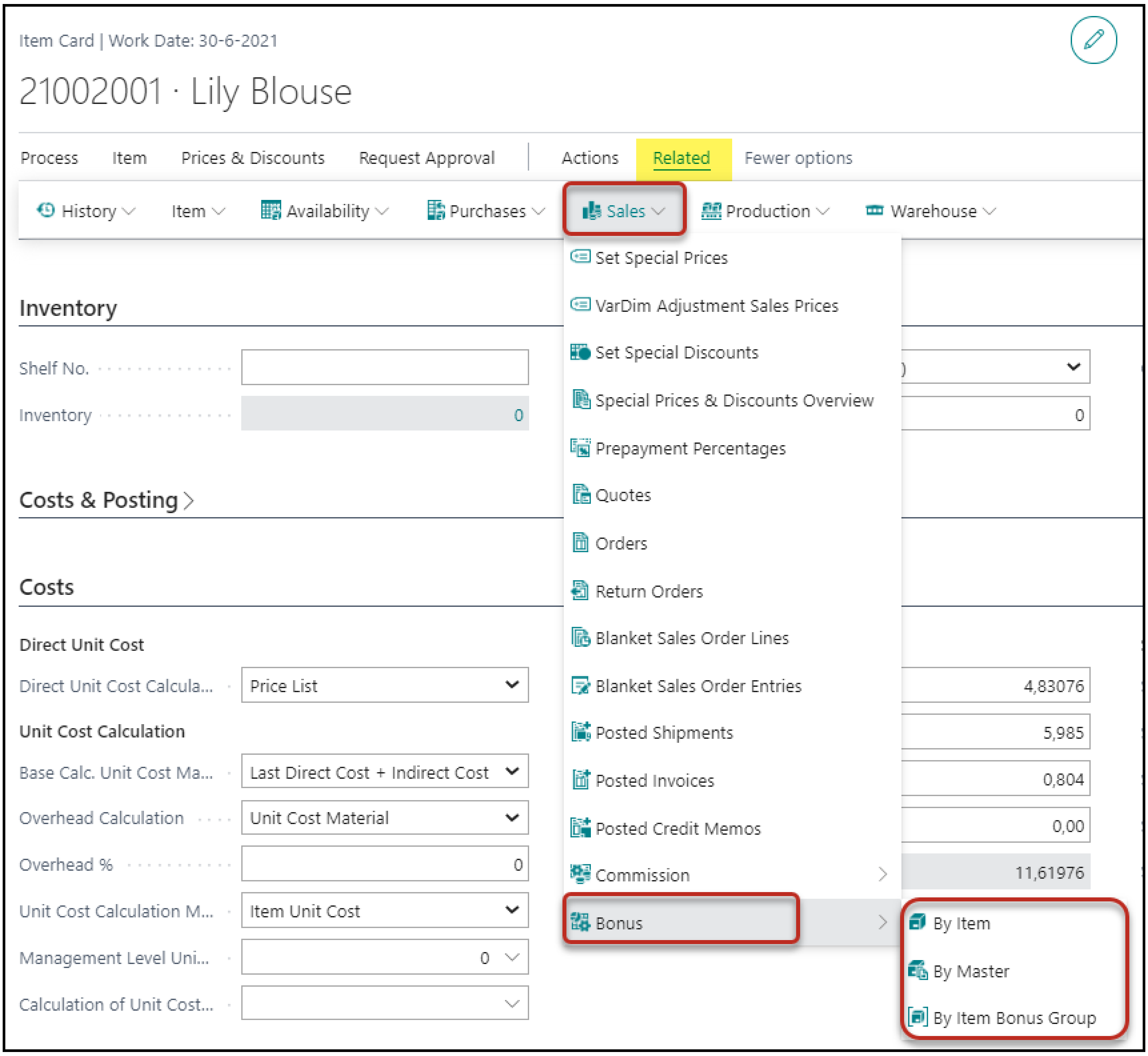
The same selections for **Relation 1** are possible per **Item Bonus Group** as well.

On the Master Card, FastTab ***Prices & Sales*** you can enter the **Item Bonus Group.**

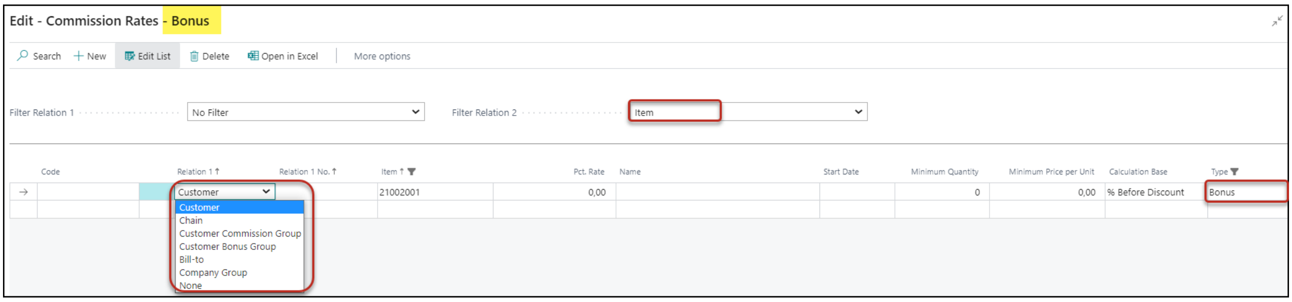


ITEM

You can also enter the Bonus Percentages via the **Item List** or **Item Card** for a specific Item.



If you choose *By Item* the **Item No.** will already be filled, and you can choose the **Relation 1.** and **Relation 1 No.** for a second level.

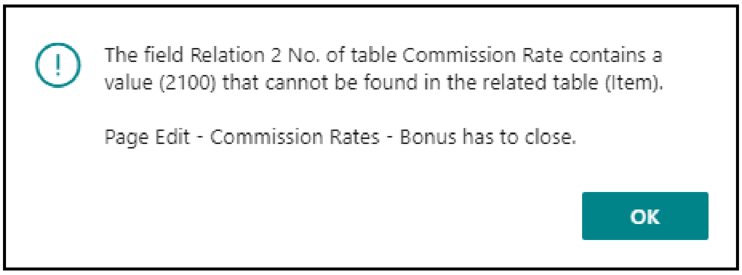


The **Type** is automatically set to *Bonus.*

Coming via the Item Card will set the **Filter Relation 2** already to *Item.*

As you can see, again (like for the Commission) you have different levels for which you can enter the Bonus Percentages that are applicable.

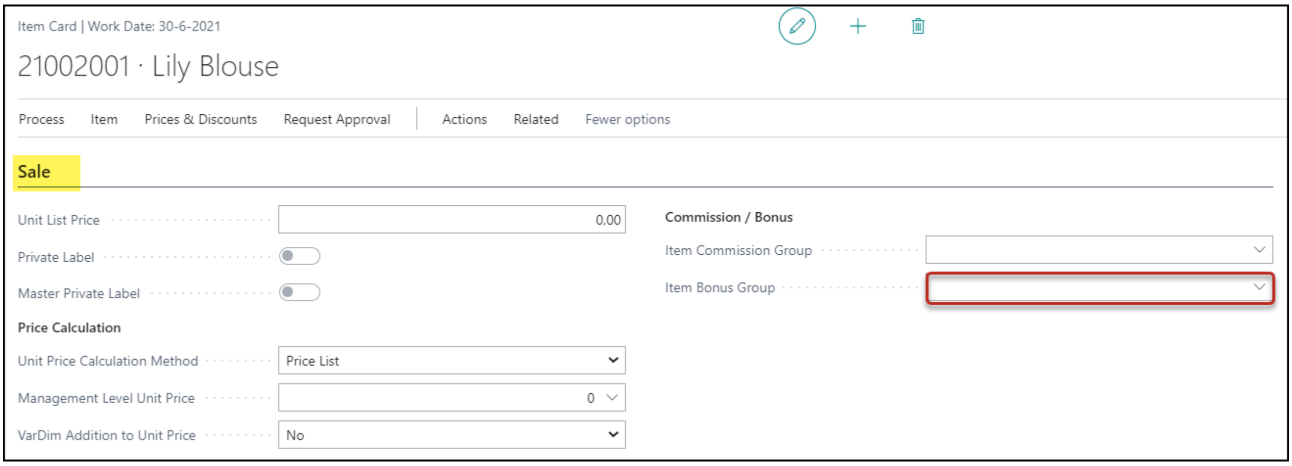
You will get an error message if you try it for an Item with **Item Type** *Master Item***.**



Per **Item/(Sell-To) Customer, Item/Chain, Item/Customer Commission Group, Item/Customer Bonus Group, Item/Bill-To (Customer), Item/Company Group** or **Item** in general if you choose *None,* you can enter the Bonus Percentage.

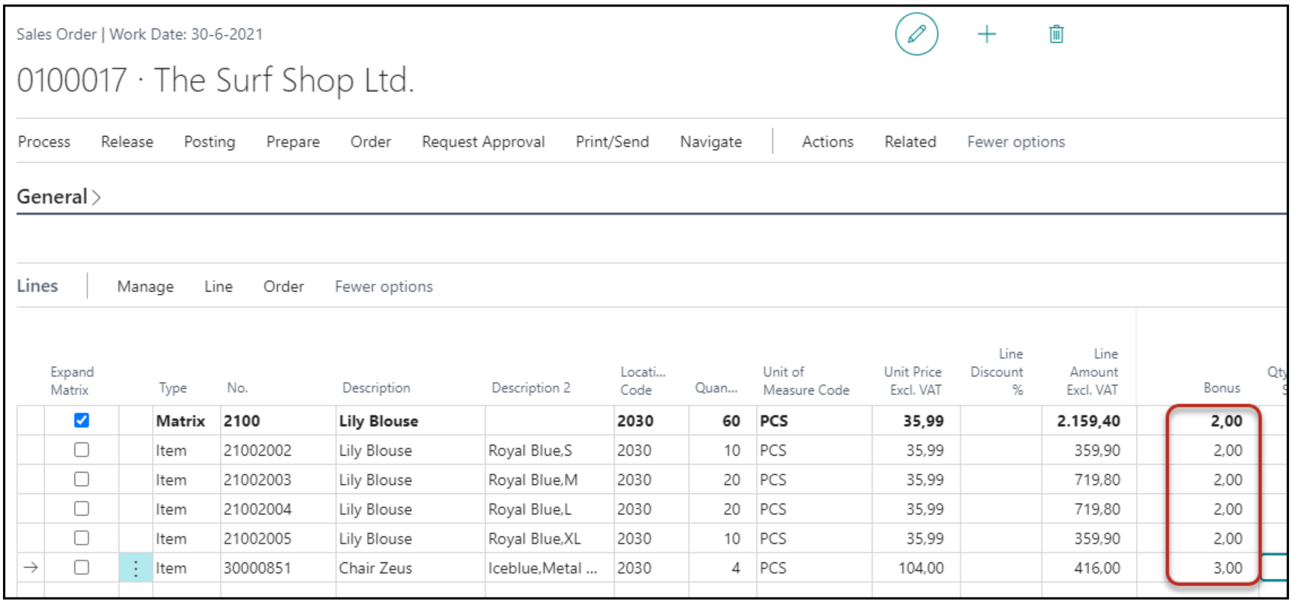
The same selections for **Relation 1** are possible per **Master** and **Item Bonus Group** as well.

On the Item Card, FastTab ***Sale*** you can enter the **Item Bonus Group.**



PROCESS FOR BONUS TABLE SEARCH METHOD

If on a Sales Order, the combination of Customer/Item should have a **Bonus Percentage** it is shown in the Lines (the field is not visible by default; you need to add it via ***Personalize***):



Sales Order | Work Date: 30-6-2021

0100017 · The Surf Shop Ltd.

Process Release Posting Prepare Order Request Approval Print/Send Navigate Actions Related Fewer options

General >

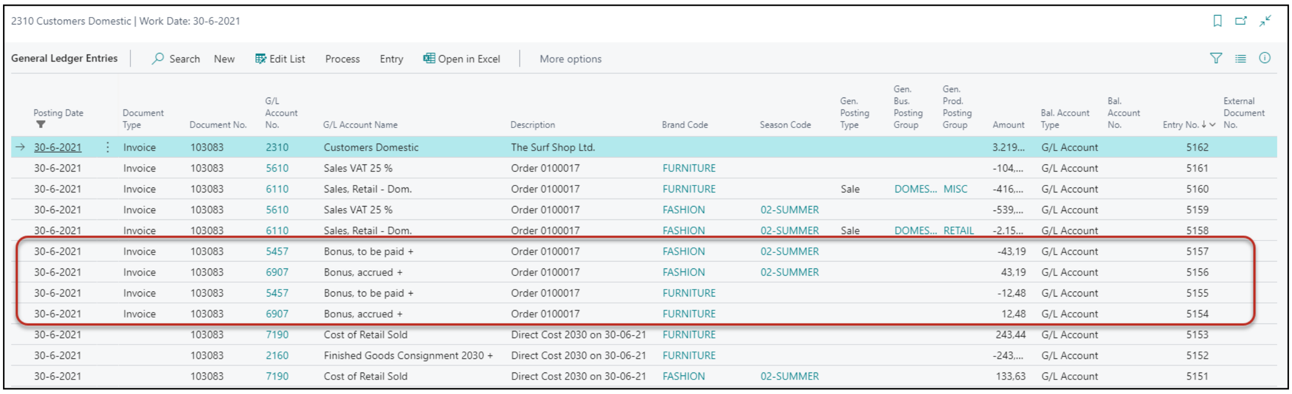
Lines Manage Line Order Fewer options

Expand Matrix	Type	No.	Description	Description 2	Location Code	Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Bonus
☑	**Matrix**	**2100**	**Lily Blouse**		**2030**	**60**	**PCS**	**35,99**		**2.159,40**	**2,00**
☐	Item	21002002	Lily Blouse	Royal Blue,S	2030	10	PCS	35,99		359,90	2,00
☐	Item	21002003	Lily Blouse	Royal Blue,M	2030	20	PCS	35,99		719,80	2,00
☐	Item	21002004	Lily Blouse	Royal Blue,L	2030	20	PCS	35,99		719,80	2,00
☐	Item	21002005	Lily Blouse	Royal Blue,XL	2030	10	PCS	35,99		359,90	2,00
☐	Item	30000851	Chair Zeus	Iceblue,Metal ...	2030	4	PCS	104,00		416,00	3,00

The Provision for the Bonus of **Customer** *2030* will be calculated as follows:

2159,40 * 2 % = 43,188 ➔ 43,19

416,00 * 3 % = 12,48



2310 Customers Domestic | Work Date: 30-6-2021

General Ledger Entries Search New Edit List Process Entry Open in Excel More options

Posting Date	Document Type	Document No.	G/L Account No.	G/L Account Name	Description	Brand Code	Season Code	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type	Bal. Account No.	Entry No.	External Document No.
30-6-2021	Invoice	103083	2310	Customers Domestic	The Surf Shop Ltd.						3.219...	G/L Account		5162	
30-6-2021	Invoice	103083	5610	Sales VAT 25 %	Order 0100017	FURNITURE					-104,...	G/L Account		5161	
30-6-2021	Invoice	103083	6110	Sales, Retail - Dom.	Order 0100017	FURNITURE		Sale	DOMES...	MISC	-416,...	G/L Account		5160	
30-6-2021	Invoice	103083	5610	Sales VAT 25 %	Order 0100017	FASHION	02-SUMMER				-539,...	G/L Account		5159	
30-6-2021	Invoice	103083	6110	Sales, Retail - Dom.	Order 0100017	FASHION	02-SUMMER	Sale	DOMES...	RETAIL	-2.15...	G/L Account		5158	
30-6-2021	Invoice	103083	5457	Bonus, to be paid +	Order 0100017	FASHION	02-SUMMER				-43,19	G/L Account		5157	
30-6-2021	Invoice	103083	6907	Bonus, accrued +	Order 0100017	FASHION	02-SUMMER				43,19	G/L Account		5156	
30-6-2021	Invoice	103083	5457	Bonus, to be paid +	Order 0100017	FURNITURE					-12,48	G/L Account		5155	
30-6-2021	Invoice	103083	6907	Bonus, accrued +	Order 0100017	FURNITURE					12,48	G/L Account		5154	
30-6-2021		103083	7190	Cost of Retail Sold	Direct Cost 2030 on 30-06-21	FURNITURE					243,44	G/L Account		5153	
30-6-2021		103083	2160	Finished Goods Consignment 2030 +	Direct Cost 2030 on 30-06-21	FURNITURE					-243,...	G/L Account		5152	
30-6-2021		103083	7190	Cost of Retail Sold	Direct Cost 2030 on 30-06-21	FASHION	02-SUMMER				133,63	G/L Account		5151	

NOTE

There is no report to show all the posted Provisions for the Bonus per Customer: this should be determined during implementation.

How a user wants to settle the Bonus with his Customers: by a Credit Memo for the Customer or by an extra Discount on the next Sales Order should be determined during implementation, but there is no automated solution for it (like the Commission Settlement).

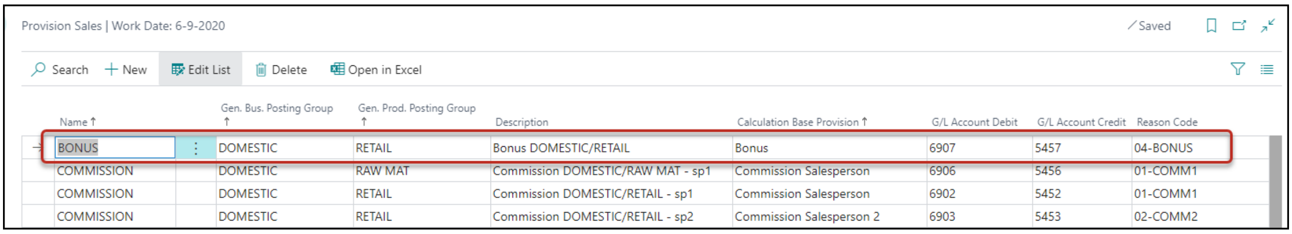
The **Bonus** will only be calculated on Item Lines and the percentage of the Posted Sales Invoice Lines will also be added to the Value Entries (after posting) in the field ***6036982 trm Bonus Provision.***

In the Value Entries also the fields ***6036981 trm Bonus Settlement*** and ***6036982 trm Calculation Base Bonus*** have been added, which could be used for customization.

DISCOUNT COMBINATION SEARCH METHOD

Where the Bonus **Table Search Method** has no influence on the amounts of an Invoice (because it is a Provision for the Customers Bonus), with the other procedure that you can use for the Bonus, the **Discount Combination Search Method**, the Bonus already has its effect in the Sales Order: the Bonus will be handled as a Line Discount.

This method needs another setup. If you use the **Discount Combination Search Method**, you will need extra setup besides the lines in the **Provision Sales** (via **Tell me** *Provision Sales*) with **Basis of Calculation Provision** set to *Bonus*.
The **General Business Posting Group** of the Customer in combination with the **General Product Posting Group** of the Item will determine to which G/L Accounts the Provision for the Bonus will be posted.

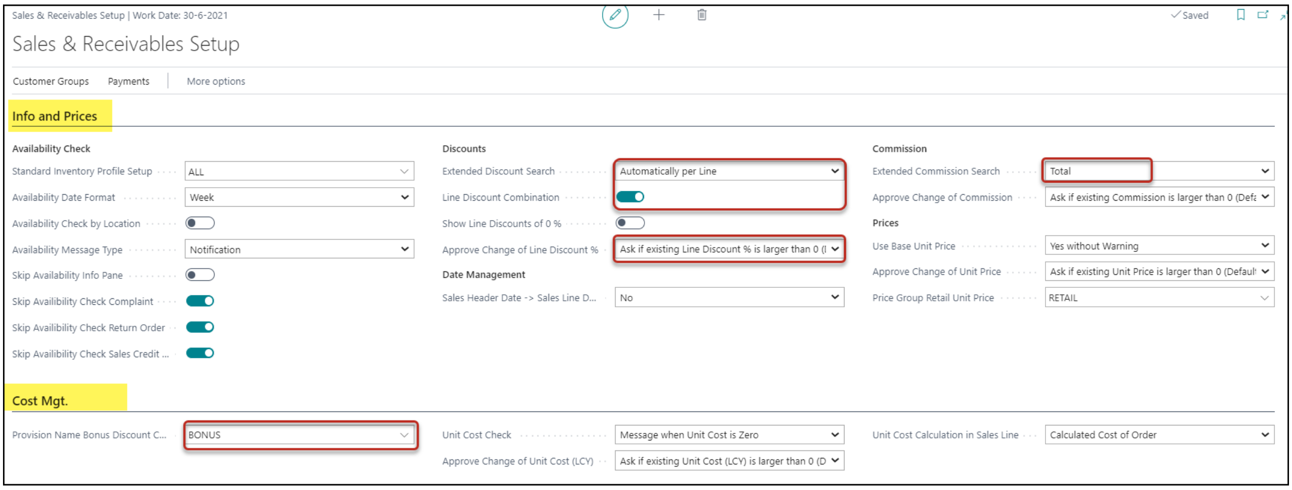

Provision Sales | Work Date: 6-9-2020

Name	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Description	Calculation Base Provision	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2

SALES & RECEIVABLES SETUP

To use the Bonus Discount Combination Search Method some parameters in the **Sales & Receivables Setup** (via **Tell me** *Sales & Receivables Setup*) must be filled or not:
The parameter for **Extended Commission Search** cannot be set to *Bonus* or *Total.*
The parameter for **Extended Discount Search** needs to be set to <> *No.*
The parameter for **Line Discount Combinations** needs to be set to *Yes*.
The parameter for **Approve Change of Line Discount** needs to be checked; when do you want a message.
The parameter for **Provision Name Bonus Discount Combination** needs to be filled.

Only with this set up you can use the Bonus Discount Combination Search Method.



DESCRIPTION OF THE FIELDS:

EXTENDED DISCOUNT SEARCH

If you want to use the TRIMIT Extended Discount Search or TRIMIT Line Discount Combinations this Parameter must be set to a value different from *No*

You can choose between the following six options:

No	You will not use the TRIMIT Discount possibilities.
Automatically per Line	The **Extended Discount Search** will automatically be carried out when you change a value at the Sales Line that influences the Discount Calculation.
By Demand	The **Extended Discount Search** will be carried out on demand using an update tool.

NOTE

When set to *No* you can still use the standard Business Central possibilities of Sales Line Discounts based on Item Discount Group, Customer Discount Group, Minimum Quantities and Starting-/Ending Date.

You must keep in mind however that the Minimum Quantities will be checked per Sales Line (per Item could mean per Master/Color/Size).

LINE DISCOUNT COMBINATION

If want to use the TRIMIT Line Discount Combinations, this Parameter must be set to *Yes*.

In that case, you also need to select an option <> No for the **Extended Discount Search**.

NOTE

In TRIMIT, it is possible to have an extended way of handling Line Discounts, not only based on the specific Sales Line, but also i.e., based on Amounts/Quantities in the whole Sales Order or on other levels.

Please look for the setup of these Line Discount Combinations in **Tell me** *Sales Line Discount Types* and in the ***White Paper – TRIMIT Sales Prices and Discounts***

SHOW LINE DISCOUNTS OF 0%

Normally a line of the **Sales Line Discount Combination** table is only visible if the **Line Discount %** is different from 0 (zero). However, if this Parameter is *Yes,* all lines will be shown.

APPROVE CHANGE OF LINE DISCOUNT%

If you make a change at a Sales Line that might influence the **Line Discount %**, the Line Discount % will be recalculated. With this Parameter, you can determine when to accomplish a change of the Line Discount %.

You can choose between the following six options:

Ask if existing Line Discount % is larger than 0 (Default Yes)	The **Line Discount %** will be recalculated and changed automatically if the recalculated Line Discount % differs from the existing Line Discount %, if you accept the change. You will be asked to accept the change only if the existing Line Discount % is larger than *0* (zero). The default answer is *Yes*.
Ask if existing Line Discount % is larger than 0 (Default No)	The **Line Discount %** will be recalculated and changed automatically if the recalculated Line Discount % differs from the existing Line Discount %, if you accept the change. You will be asked to accept the change only if the existing Line Discount % is larger than *0* (zero). The default answer is *No*.

Always ask (Default Yes)	The **Line Discount %** will always be recalculated and changed automatically if the recalculated Line Discount % differs from the existing Line Discount %, if you accept the change. The default answer is *Yes*.
Always ask (Default No)	The **Line Discount %** will always be recalculated and changed automatically if the recalculated Line Discount % differs from the existing Line Discount %, if you accept the change. The default answer is *No*.
Change without Acceptance	The **Line Discount %** will always be recalculated and changed automatically if the recalculated Line Discount % differs from the existing Line Discount %.
Line Discount % is never changed	The **Line Discount %** will never be calculated, recalculated or changed automatically. If you want to calculate or change the Line Discount %, it must be done manually.

NOTE
For the first four options, you will get a question that must be answered every time the Line Discount % may change. Keep in mind that when you are using a Matrix this means that after every entered quantity you will get a question.

EXTENDED COMMISSION SEARCH

If you want to use TRIMIT Extended Commission Search, this Parameter must be set to a value different from *No*.
You can choose between the following seven options:

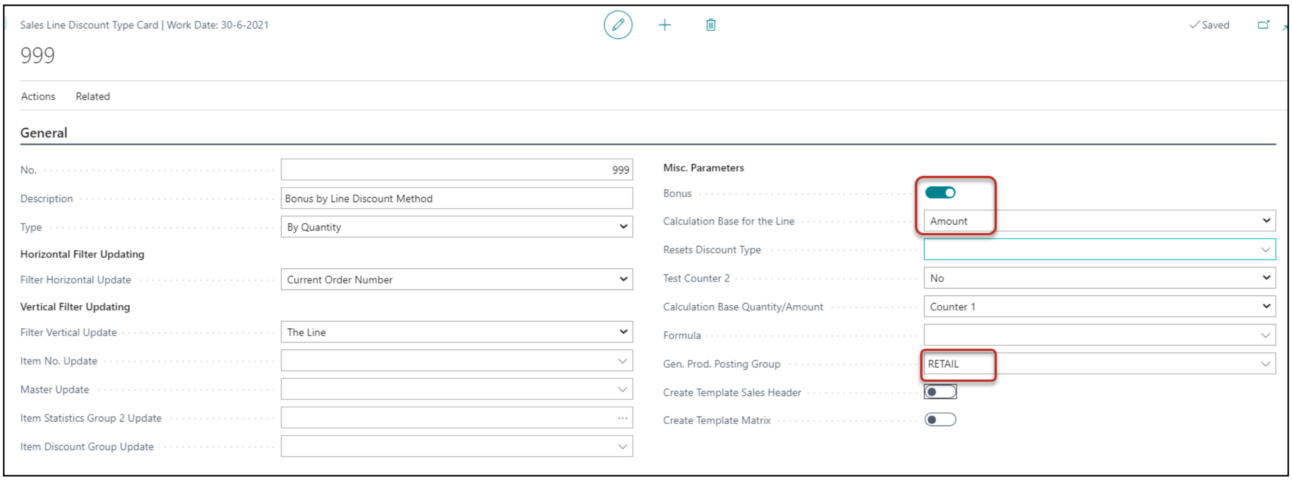
No	You will not use the TRIMIT Extended Commission Search.
Salesperson	The **Extended Commission Search** will be executed only for the Salesperson.
Salesperson 2	The **Extended Commission Search** will be executed only for the Salesperson 2.
Salesperson + Salesperson 2	The **Extended Commission Search** will be executed for both the Salesperson and Salesperson 2.
Salesperson 3	The **Extended Commission Search** will be executed only for the Salesperson 3.
Bonus	The **Extended Commission Search** will be executed only for Bonus.
Total	The **Extended Commission Search** will be executed for all the types of Commission.

PROVISION NAME BONUS DISCOUNT COMBINATION

In this field, you can fill in the Name of the Provision of Sales Bonus. This field must be filled, if you use TRIMIT Line Discount Combinations to calculate Bonus of your Sales Lines.

DISCOUNTS

To use the **Discount Combination Search Method,** you also need to fill the **Sales Line Discount Types** that can be found via **Tell me** *Sales Line Discount Types.*



DESCRIPTION OF THE FIELDS IMPORTANT FOR BONUS

NO.

Unique Code for the **Sales Line Discount Type**.

DESCRIPTION

You can enter a **Description** for this **Sales Line Discount Type.**

TYPE

The **Type** determines with which value the **Minimum Quantity** of the Sales Line Discounts should be compared.

You can choose between the following three options:

By Quantity	Should the **Minimum Quantity** of the discounts be compared to the Quantity of the Sales Lines
By Amount	Should the **Minimum Amount** of the discounts be compared to the Amount of the Sales Lines
Campaign Discount	This type determines that the Discount is a special TRIMIT Campaign Discount

FILTER HORIZONTAL UPDATE

This field determines with which level the **Minimum Quantity/Amount** in the Sales Line Discounts should be compared, to recalculate the Discount.

You can choose between the following five options:

Current Order Number	Should the **Minimum Quantity/Amount** be compared to the **Type** (By Quantity, By Amount or Campaign Discount) of the current Order?
Orders Current Customer	Should the **Minimum Quantity/Amount** be compared to the **Type** (By Quantity, By Amount or Campaign Discount) of the Sales Orders of the current Sell-to Customer?

Orders Current Bill-to	Should the **Minimum Quantity/Amount** be compared to the **Type** (By Quantity, By Amount or Campaign Discount) of the Sales Orders of the current Bill-to Customer?
Orders Current Chain	Should the **Minimum Quantity/Amount** be compared to the **Type** (By Quantity, By Amount or Campaign Discount) of the Sales Orders of the current Chain of the Sell-to Customer?
Orders Current Company Group	Should the **Minimum Quantity/Amount** be compared to the **Type** (By Quantity, By Amount or Campaign Discount) of the Sales Orders of the current Company Group of the Sell-to Customer?

FILTER VERTICAL UPDATE

This field determines on which level the **Minimum Quantity/Amount** in the discounts should be compared to within a Sales Order, to recalculate the Discount.
You can choose the following six options:

The Line	Should the **Minimum Quantity/Amount** only be compared with the **Type** (By Quantity, By Amount or Campaign Discount) of the current Sales Line?
Item No.	Should the **Minimum Quantity/Amount** only be compared with the **Type** (By Quantity, By Amount or Campaign Discount) of the current Item?
Master No.	Should the **Minimum Quantity/Amount** only be compared with the **Type** (By Quantity, By Amount or Campaign Discount) of the current Master?
Item Statistics Group 2	Should the **Minimum Quantity/Amount** only be compared with the **Type** (By Quantity, By Amount or Campaign Discount) of the current Item Statistics Group 2?
Item Statistics Group	Should the **Minimum Quantity/Amount** only be compared with the **Type** (By Quantity, By Amount or Campaign Discount) of the current Item Statistics Group?
All Item Lines	Should the **Minimum Quantity/Amount** only be compared with the **Type** (By Quantity, By Amount or Campaign Discount) of all the Item Lines?

NOTE

I.e., if the **Filter Horizontal Update** is set to *Current Order* and the **Filter Vertical Update** is set to *Master,* the **Minimum Quantity/Amount** for a discount will be compared to the total of the **Type** (quantity/amount/campaign discount) of the Master within the current order to determine if a discount is applicable.

BONUS

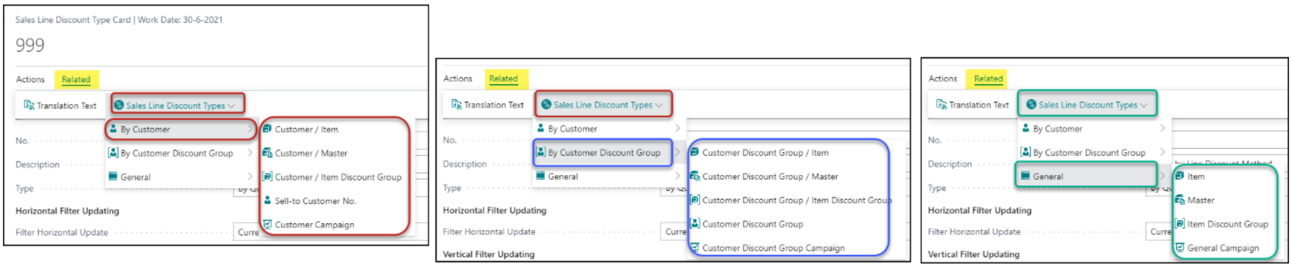
This field must have a checkmark if this **Sales Line Discount Type** is meant for the Bonus Discount Combination Search Method.

CALCULATION BASE FOR THE LINE

This field determines over which amount of the Sales Line the Discount will be calculated.
You can choose between the following three options:

Amount	The Gross Amount of the Sales Line: Quantity * Unit Price
Amount Minus Accumulated Discount. The Discount is included in the Accumulated Discount.	The Net Amount of the Sales Line: Quantity * Unit Price – Line Discount will be 100%.
Amount Minus Accumulated Discount. The Discount is not included in the Accumulated Discount.	The Net Amount of the Sales Line: Quantity * Unit Price – Line Discount will be set as 100 + Discount percentage %.

Now you do not set up the Bonus percentages related to Customers, Masters and/or Items, but will enter the Discounts via the **Sales Line Discount Type** card itself.



The Discounts can be setup for two levels:
By Customer and then per **Item, Master, Item Discount Group, Sell-to Customer No.** or **Customer Campaign.**
By Customer Discount Group and then per **Item, Master, Item Discount Group, Customer Discount Group** or **Customer Discount Group Campaign**
General and then per **Item, Master, Item Discount Group** or **General Campaign**

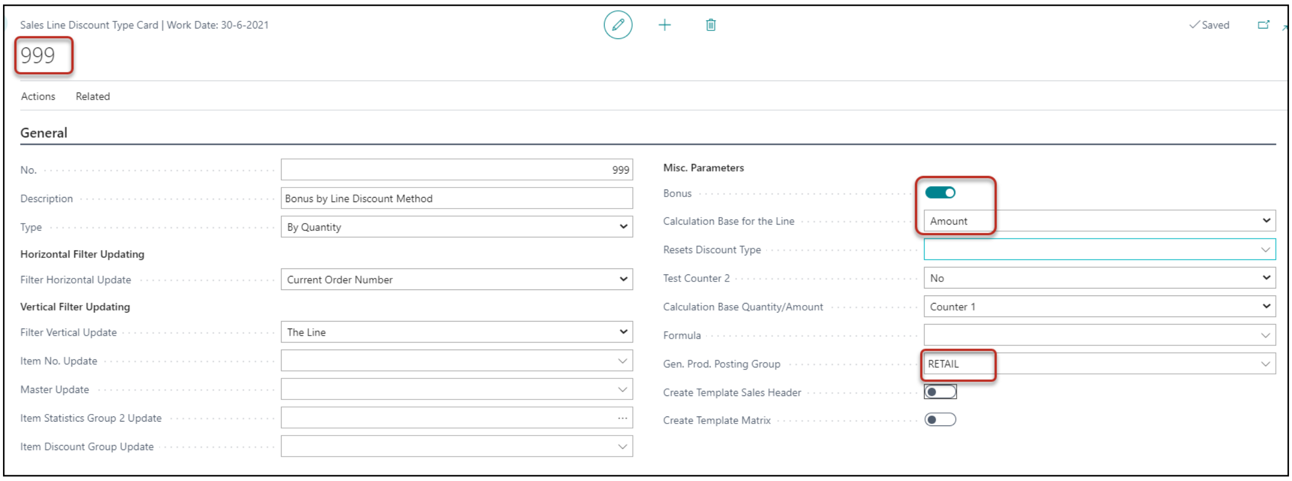
Therefore, the possibilities for the **Discount Combinations** are huge. It is up to the Partner and the End Customer to determine what the level will be for the Bonus Calculation by making use of the Sales Line Discount Types.

NOTE
More details regarding the possibilities of setting up the **Sales Line Discount Types** can be found in the ***White Paper – TRIMIT Sales Prices and Discounts.***

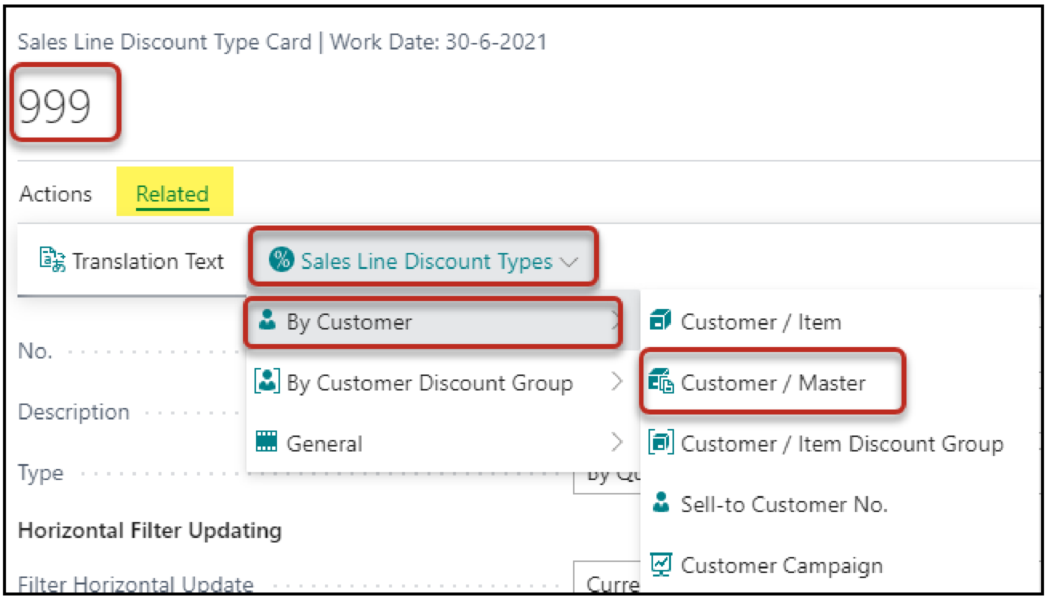
EXAMPLE 2:

Customer *2030* will get a Bonus Discount of 5% for every Master *2410* they will buy.

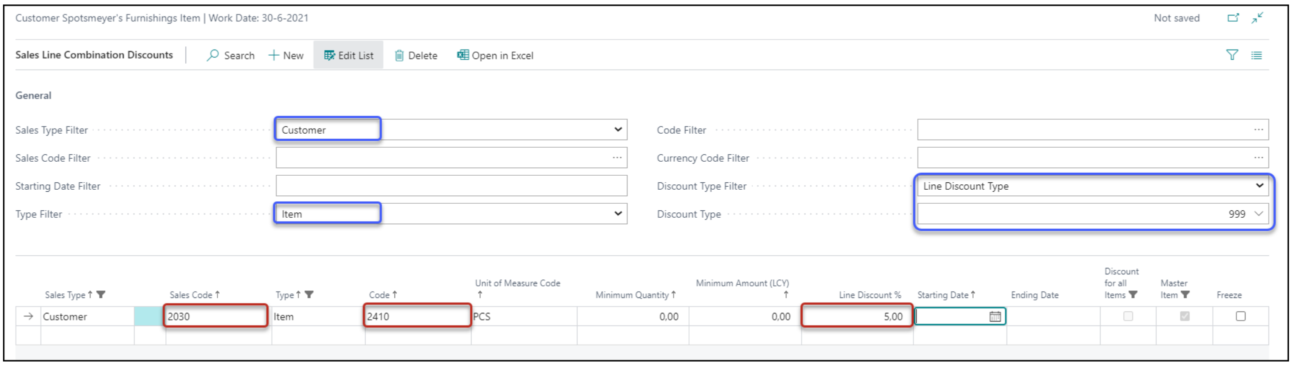
Sales Line Discount Type *999* is set to:



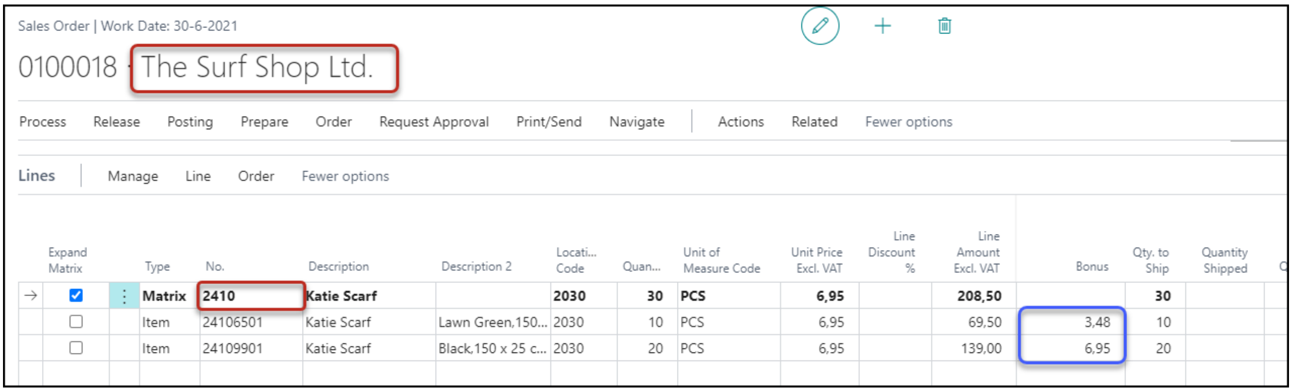
Click ***Related, Sales Line Discount Types, By Customer***, ***Customer/Master***



Fill the line as shown in the picture below for the **Sales Code** (Customer), **Code** (Master) and the **Line Discount %**.

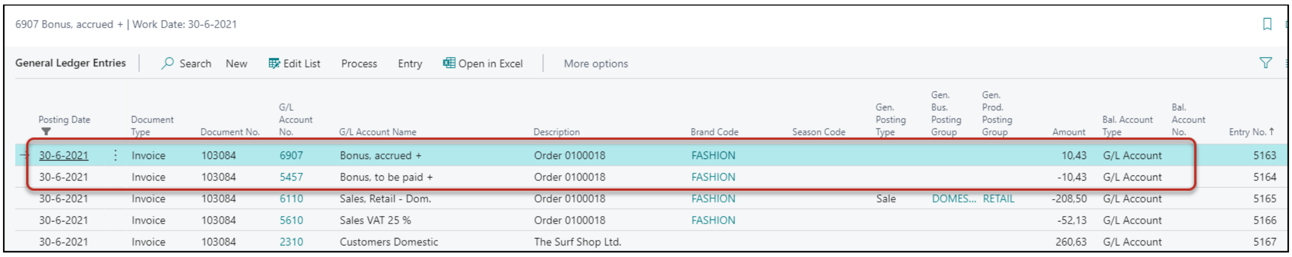


If you now enter a Sales Order for Customer *2030* and Master *2410*:



The field for **Line Discount %** on the Sales Line will be empty, but the field for **Bonus** will be filled based on the calculated Discount.
In this setup for Bonuses, it is not a Percentage, but an Amount!

If you now post this Sales Order, the G/L entries will look like:

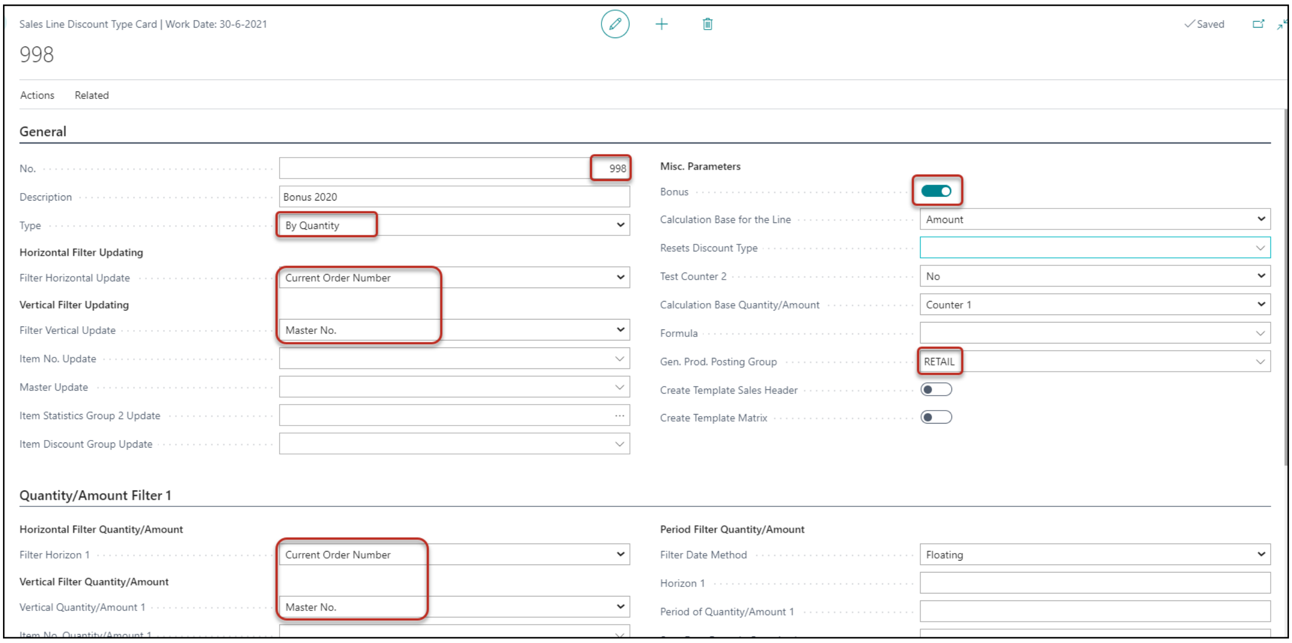


The G/L Account Nos. *6907* and *5457* came from the settings in the **Provision Sales.**

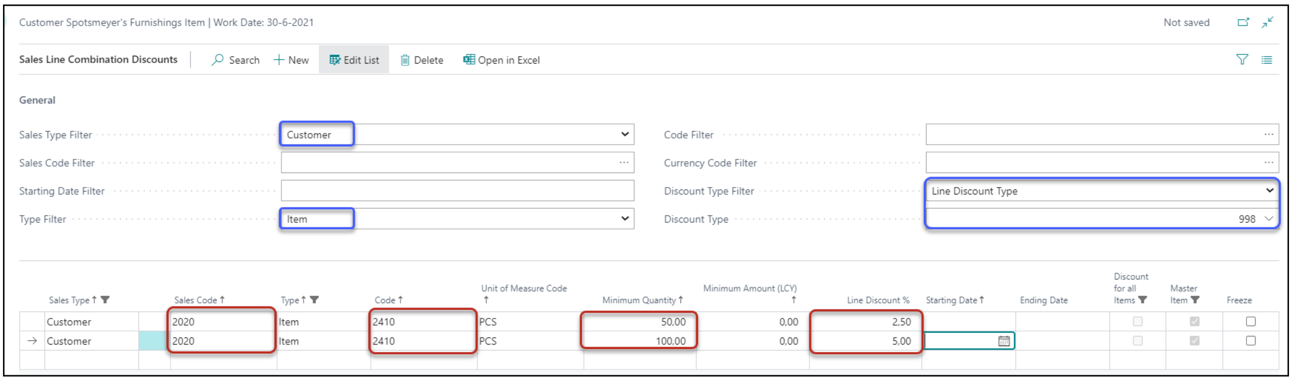
EXAMPLE 3:

Customer *2020* will get a Bonus of 2,5 % if the total quantity for Master *2410* will exceed *50* Pieces within 1 Sales Order and will get a Bonus of 5 % if the total quantity for Master *2410* will exceed *100 Pieces* within 1 Sales Order.

Sales Line Discount Type *998* is set to:

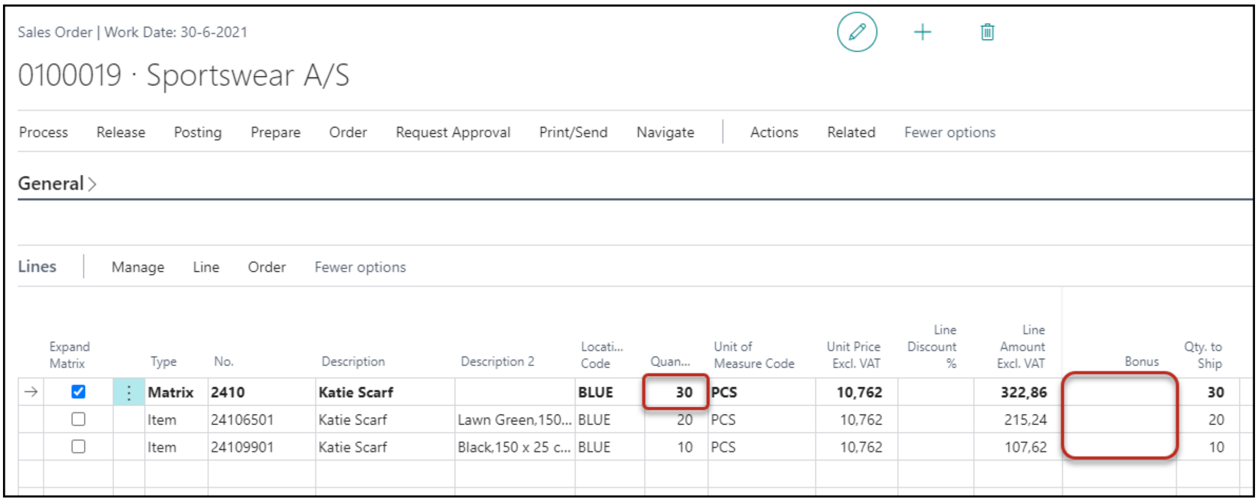


In the **Discount** *998,* you click ***Related, Sales Line Discount Types, By Customer, Customer/Master*** and you enter the **Sales Code** (Customer), **Code** (Master), **Minimum Quantity** and the **Line Discount %**.



Sales Type	Sales Code	Type	Code	Unit of Measure Code	Minimum Quantity	Minimum Amount (LCY)	Line Discount %	Starting Date	Ending Date	Discount for all Items	Master Item	Freeze
Customer	2020	Item	2410	PCS	50,00	0,00	2,50			☐	☑	☐
Customer	2020	Item	2410	PCS	100,00	0,00	5,00			☐	☑	☐

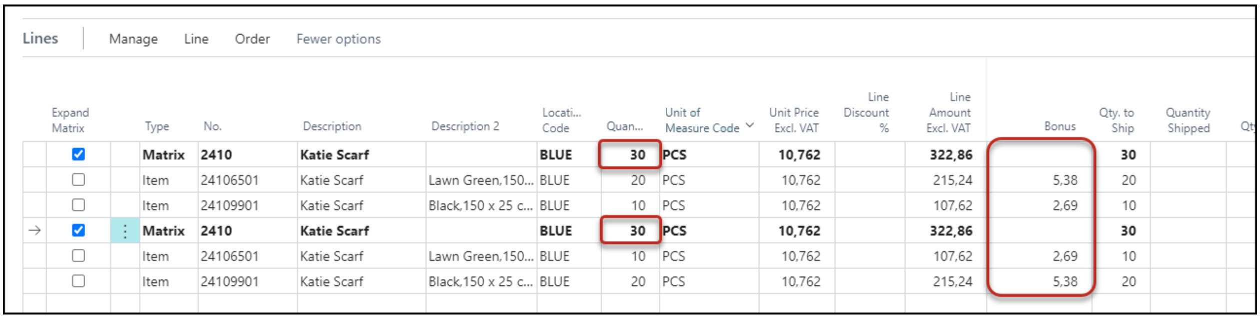
If I now enter a Sales Order for **Sell-to Customer** *2020* and **Master** *2410:*



Expand Matrix	Type	No.	Description	Description 2	Location Code	Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Bonus	Qty. to Ship
☑	**Matrix**	**2410**	**Katie Scarf**		**BLUE**	**30**	**PCS**	**10,762**		**322,86**		**30**
☐	Item	24106501	Katie Scarf	Lawn Green,150...	BLUE	20	PCS	10,762		215,24		20
☐	Item	24109901	Katie Scarf	Black,150 x 25 c...	BLUE	10	PCS	10,762		107,62		10

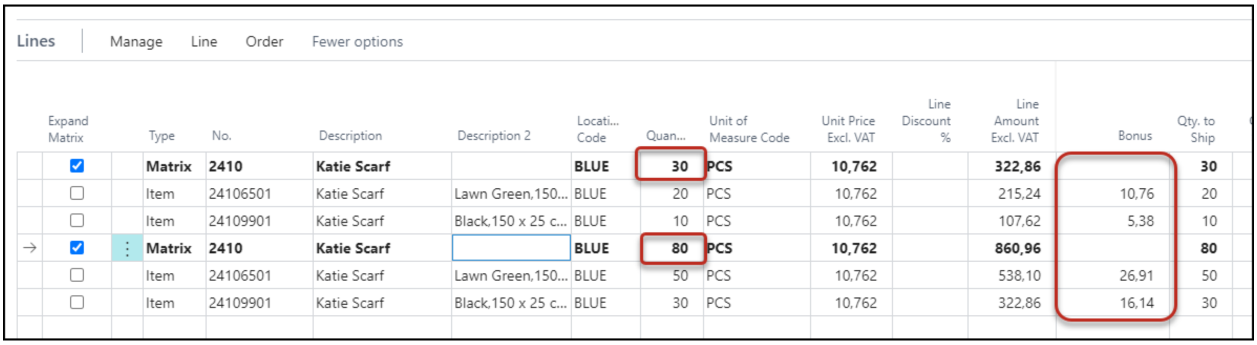
The total quantity on the Master does not exceed the *50 Pieces* of the 2,5 %; so, no **Bonus** yet.

If I now would add another Matrix line with 30 Pairs, the **Bonus** for all the lines of this Order will change based on the 2,5 %:



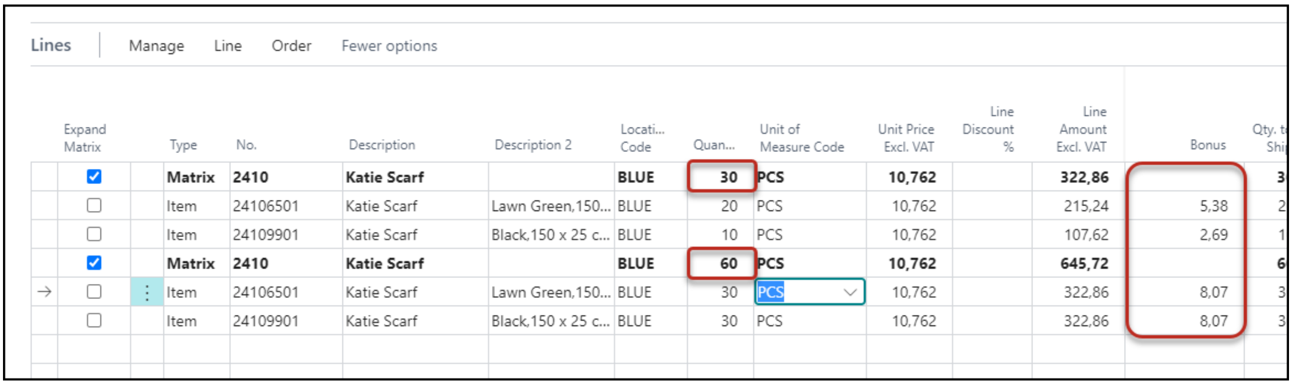
Expand Matrix	Type	No.	Description	Description 2	Location Code	Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Bonus	Qty. to Ship	Quantity Shipped
☑	**Matrix**	**2410**	**Katie Scarf**		**BLUE**	**30**	**PCS**	**10,762**		**322,86**		**30**	
☐	Item	24106501	Katie Scarf	Lawn Green,150...	BLUE	20	PCS	10,762		215,24	5,38	20	
☐	Item	24109901	Katie Scarf	Black,150 x 25 c...	BLUE	10	PCS	10,762		107,62	2,69	10	
☑	**Matrix**	**2410**	**Katie Scarf**		**BLUE**	**30**	**PCS**	**10,762**		**322,86**		**30**	
☐	Item	24106501	Katie Scarf	Lawn Green,150...	BLUE	10	PCS	10,762		107,62	2,69	10	
☐	Item	24109901	Katie Scarf	Black,150 x 25 c...	BLUE	20	PCS	10,762		215,24	5,38	20	

Adding extra quantities so the total quantity will exceed the *100 Pieces* of the 5 %:



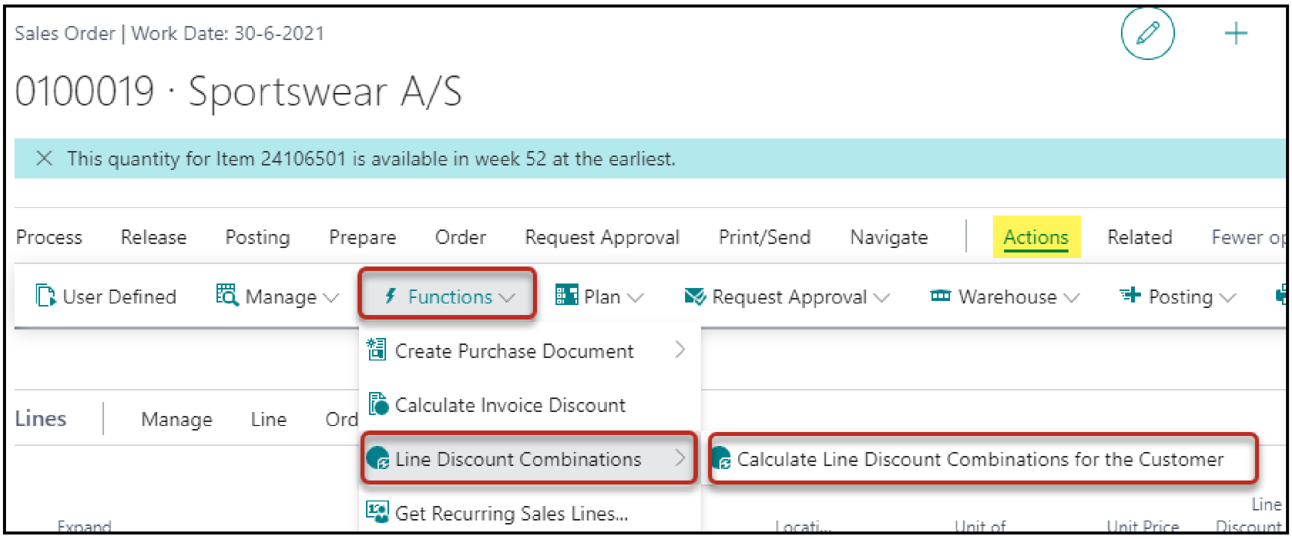
Expand Matrix	Type	No.	Description	Description 2	Location Code	Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Bonus	Qty. to Ship
☑	**Matrix**	**2410**	**Katie Scarf**		**BLUE**	**30**	**PCS**	**10,762**		**322,86**		**30**
☐	Item	24106501	Katie Scarf	Lawn Green,150...	BLUE	20	PCS	10,762		215,24	10,76	20
☐	Item	24109901	Katie Scarf	Black,150 x 25 c...	BLUE	10	PCS	10,762		107,62	5,38	10
☑	**Matrix**	**2410**	**Katie Scarf**		**BLUE**	**80**	**PCS**	**10,762**		**860,96**		**80**
☐	Item	24106501	Katie Scarf	Lawn Green,150...	BLUE	50	PCS	10,762		538,10	26,91	50
☐	Item	24109901	Katie Scarf	Black,150 x 25 c...	BLUE	30	PCS	10,762		322,86	16,14	30

If you would delete some line again, so the total quantity will become smaller again as *100*, the Bonus will again be based on the 2,5 %.



Expand Matrix	Type	No.	Description	Description 2	Location Code	Quan...	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Bonus	Qty. t Shi
☑	**Matrix**	**2410**	**Katie Scarf**		**BLUE**	**30**	**PCS**	**10,762**		**322,86**		**3**
☐	Item	24106501	Katie Scarf	Lawn Green,150...	BLUE	20	PCS	10,762		215,24	5,38	2
☐	Item	24109901	Katie Scarf	Black,150 x 25 c...	BLUE	10	PCS	10,762		107,62	2,69	1
☑	**Matrix**	**2410**	**Katie Scarf**		**BLUE**	**60**	**PCS**	**10,762**		**645,72**		**6**
☐	Item	24106501	Katie Scarf	Lawn Green,150...	BLUE	30	PCS	10,762		322,86	8,07	3
☐	Item	24109901	Katie Scarf	Black,150 x 25 c...	BLUE	30	PCS	10,762		322,86	8,07	3

If you however might delete complete **Matrix Lines** from the Sales Order, it might be necessary to recalculate the Bonus for the total Sales Order by clicking ***Actions, Functions, Line Discount Combinations, Calculate Line Discount Combinations for the Customer.***



PROVISION PURCHASE SETUP

The **Provision Purchase** is the connection between the TRIMIT Item Charges used for calculating Unit Cost of Items and provision for expected costs in the General Ledger.

A way of posting the pre-calculated costs like Freight or Duty when you post the Purchase Invoice of the Items, which later in time can be compared with the actual received costs.
The actual costs should then simply be posted to G/L Accounts (like *Purchase Freight Cost* or *Purchase Duty Cost* and not as **Charge (Item)**).

Therefore, you could say that working with **TRIMIT Item Charges** and **TRIMIT Provision Purchase** is a pre-calculated way of working with indirect costs as part of the Unit Cost of an Item, where working with Business Central **Charge (Item)** is a post-calculated way of working with indirect costs as part of the Unit Cost of an Item.

The TRIMIT way might not be as accurate as the Business Central way, but in many cases where i.e., a Freight Invoice needs to be divided and assigned to individual Receipt Lines, it is still an estimate.

In the following, you will find a description of the individual fields of **Provision Purchase**.
You must create a Line for every combination of **General Business Posting Group, General Product Posting Group** and **Calculation Base Provision** for which you want to post Provision to the General Ledger.
For every combination of **General Business Posting Setup, General Product Posting Setup** and **Calculation Base Provision** you can only have 1 **Name.**
Therefore, you can only have maximum *6* different Item Charges for which you want to post the provision (related to the X1 – X6 fields in the Purchase Line)**.**
You can find the **Provision Purchase** via **Tell me** *Provision Purchase:*

Provision Purchase | Work Date: 30-6-2021

Name	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Creation Date	Modified Date	Description	Calculation Base Provision	G/L Account Debit	G/L Account Credit	Reason Code
JB-FREIGHT	DOMESTIC	RETAIL	2-10-2018		JB-Freight DOMESTIC/RETAIL	Purchase Line X1	7193	7910	FREIGHT
JB-FREIGHT	EU	RETAIL	2-10-2018		JB-Freigt EU/RETAIL	Purchase Line X1	7193	7910	FREIGHT
JB-FREIGHT	EXPORT	RETAIL	2-10-2018		JB-Freight EXPORT/RETAIL	Purchase Line X1	7193	7910	FREIGHT
P-ALLOWANCE	DOMESTIC	RAW MAT	30-6-2021		Allowance DOMESTIC/RAWMAT	Purchase Line X5	7293	7920	ALLOWANCE
P-ALLOWANCE	DOMESTIC	RETAIL	2-10-2018		Allowance DOMESTIC/RETAIL	Purchase Line X5	7193	7920	ALLOWANCE
P-ALLOWANCE	EU	RETAIL	2-10-2018		Allowance EU/RETAIL	Purchase Line X5	7193	7920	ALLOWANCE
P-ALLOWANCE	EXPORT	RETAIL	2-10-2018		Allowance EXPORT/RETAIL	Purchase Line X5	7193	7920	ALLOWANCE
P-DUTY	DOMESTIC	RAW MAT	2-10-2018		Duty DOMESTIC/RAW MAT	Purchase Line X2	7293	7940	DUTY
P-DUTY	DOMESTIC	RETAIL	2-10-2018		Duty DOMESTIC/RETAIL	Purchase Line X2	7193	7940	DUTY
P-DUTY	EU	RAW MAT	2-10-2018		Duty EU/RAW MAT	Purchase Line X2	7293	7940	DUTY
P-DUTY	EU	RETAIL	2-10-2018		Duty EU/RETAIL	Purchase Line X2	7193	7940	DUTY
P-DUTY	EXPORT	RAW MAT	2-10-2018		Duty EXPORT RAW MAT	Purchase Line X2	7293	7940	DUTY
P-DUTY	EXPORT	RETAIL	2-10-2018		Duty EXPORT/RETAIL	Purchase Line X2	7193	7940	DUTY
P-FREIGHT	DOMESTIC	RAW MAT	2-10-2018		Freight DOMESTIC/RAW MAT	Purchase Line X3	7293	7910	FREIGHT
P-FREIGHT	DOMESTIC	RETAIL	2-10-2018		Freight DOMESTIC/RETAIL	Purchase Line X3	7193	7910	FREIGHT
P-FREIGHT	DOMESTIC	SERVICES	2-10-2018		Freight DOMESTIC/SERVICES	Purchase Line X3	7293	7910	FREIGHT
P-FREIGHT	EU	RAW MAT	2-10-2018		Freight EU/RAW MAT	Purchase Line X3	7293	7910	FREIGHT
P-FREIGHT	EU	RETAIL	2-10-2018		Freight EU/RETAIL	Purchase Line X3	7193	7910	FREIGHT
P-FREIGHT	EU	SERVICES	2-10-2018		Freight EU/SERVICES	Purchase Line X3	7293	7910	FREIGHT
P-FREIGHT	EXPORT	RAW MAT	2-10-2018		Freight EXPORT/RAW MAT	Purchase Line X3	7293	7910	FREIGHT
P-FREIGHT	EXPORT	RETAIL	2-10-2018		Freight EXPORT/RETAIL	Purchase Line X3	7193	7910	FREIGHT
P-FREIGHT	EXPORT	SERVICES	2-10-2018		Freight EXPORT/SERVICES	Purchase Line X3	7293	7910	FREIGHT
P-RESTOCK	DOMESTIC	RAW MAT	30-6-2021		Restock DOMESTIC/RAW MAT	Purchase Line X4	7293	7930	RESTOCK
P-RESTOCK	DOMESTIC	RETAIL	2-10-2018		Restock DOMESTIC/RETAIL	Purchase Line X4	7193	7930	RESTOCK
P-RESTOCK	EU	RETAIL	2-10-2018		Restock EU/RETAIL	Purchase Line X4	7193	7930	RESTOCK
P-RESTOCK	EXPORT	RETAIL	2-10-2018		Restock EXPORT/RETAIL	Purchase Line X4	7193	7930	RESTOCK

DESCRIPTION OF THE FIELDS

NAME

Here you can enter a name to identify the **Provision Purchase** setup. The name can contain a maximum of 10 characters.

NOTE For your convenience, use the same **Name** as the **No.** of the Item Charge it corresponds to based on the **Calculation Base Provision** in Provision Purchase and the **Relation Purchase Line** in the Item Charge

GENERAL BUSINESS POSTING GROUP

Here you must enter a **General Business Posting Group.**
The combination of General Business Posting Group and General Product Posting Group at the Purchase Lines determines which **Provision Purchase** Line is used.
Therefore, the **General Business Posting Group** of your Vendors.

GENERAL PRODUCT POSTING GROUP

Here you must enter a **General Product Posting Group.**
The combination of General Business Posting Group and General Product Posting Group at the Purchase Lines determines which **Provision Purchase** Line is used.
Therefore, the **General Product Posting Group** of the Items you buy.

CREATION DATE

When you create the **Provision Purchase** Line, the program automatically updates this field with the date of today.

MODIFIED DATE

When a **Provision Purchase** Line is changed, the program automatically updates this field with the date of today if this date is later than the **Creation Date**.

DESCRIPTION

Here you can enter your own **Description** of the **Provision Purchase** Line.
The Description field can contain a maximum of 50 characters.

CALCULATION BASE PROVISION

The provision can be based on several different fields on the Purchase Line. In the **Calculation Base Provision** field, you state which Amount from the Purchase Line you want to post to the General Ledger as a Provision.
You can choose between the following seven options:

None	***None*** is used if the Provision is called with an Amount meaning that the Amount has been calculated by Codeunit ***6038010 trm API G/L.*** This is however not applicable for Purchase Provision; only for Sales Provision!!
Purchase Line X1	The calculated Amount of the **X1 (Total LCY)** field on the Purchase Line will be posted as Provision.
Purchase Line X2	The calculated Amount of the **X2 (Total LCY)** field on the Purchase Line will be posted as Provision.

Purchase Line X3	The calculated Amount of the **X3 (Total LCY)** field on the Purchase Line will be posted as Provision.
Purchase Line X4	The calculated Amount of the **X4 (Total LCY)** field on the Purchase Line will be posted as Provision.
Purchase Line X5	The calculated Amount of the **X5 (Total LCY)** field on the Purchase Line will be posted as Provision.
Purchase Line X6	The calculated Amount of the **X6 (Total LCY)** field on the Purchase Line will be posted as Provision.

G/L ACCOUNT DEBIT

Here you enter the **G/L Account** to which you want to post the Debit Amount (the "to be paid" account or the Purchase Variance Account in your Income Statement) of your Provision transactions with this combination of General Business Posting Group and General Product Posting Group.

If you use mainly **Costing Method** = *Standard* for your Masters/Items, the **G/L Account Debit** could be the same G/L Account as you have filled for the **Purchase Variant Account** in the **General Posting Setup.**
If you use mainly **Costing Method <> ***Standard* for your Masters/Items, the **G/L Account Debit** could be the same G/L Account as you have filled for the **Inventory Adjustment Account** in the **General Posting Setup.**

G/L ACCOUNT CREDIT

Here you enter the **G/L Account** to which you want to post the Credit Amount (the "accrued" G/L Account in your Income Statement) of your Provision transactions with this combination of General Business Posting Group and General Product Posting Group.

REASON CODE

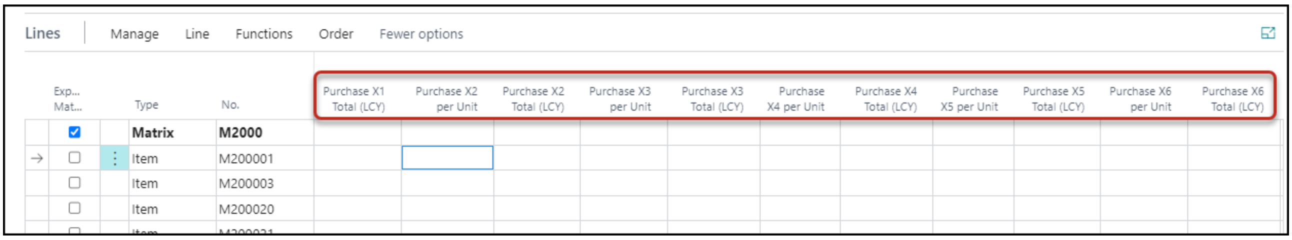
Various **Reason Codes** can be created to improve traceability of the G/L Entries that are related to Provision. The Reason of the actual Provision Purchase Line will be added to the G/L Entries based on this specific Provision setup.
Reason Codes can be maintained via **Tell me** *Reason Code.*

NOTE
Via **Tell me** *Caption Class Setup*, it is possible to set the Descriptions for the Purchase X1 – X6 fields as names of the fields if they are added to the Purchase Lines.

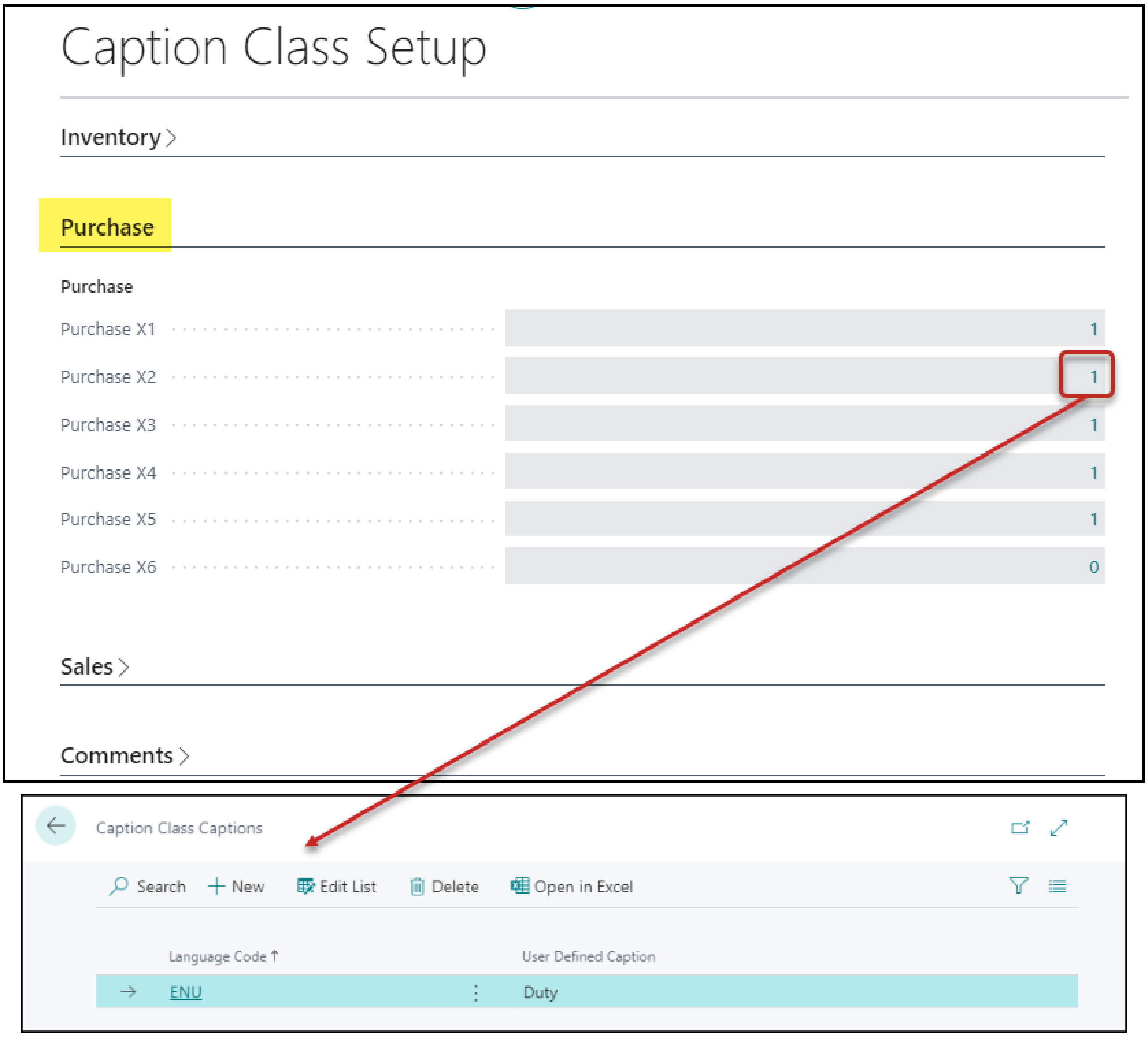
CAPTION CLASS SETUP FOR THE X1-X6 FIELDS IN SALES LINE

By using the **Caption Class Setup,** you can determine the names that you will see in the Sales Line if you select the X1 – X6 fields, and they are related to Provision Sales records where **Calculation Base Provision** is set to *Sales Line X1 – X6*.

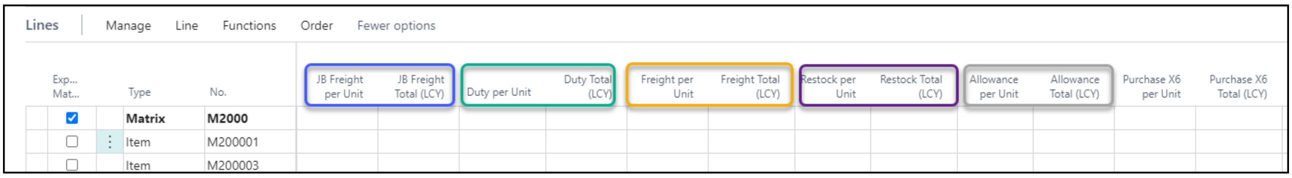
The page could normally look as follows – after added the X1 – X6 fields via Personalization to the Lines.



Via **Tell me** *Caption Class Setup,* you can enter the names for the fields:



Per Purchase X1-X6 field you can enter the Captions per **Language Code**.
You need to go out Business Central, and login again to have these Captions activated.
In that case, the Purchase Line might now look as follows:



PROVISION PURCHASE AND COSTING METHOD = STANDARD

As described in the ***White Paper – TRIMIT Item Charges*** and ***White Paper – TRIMIT Financials,*** you can setup Item Charges on many levels.
You are also able to add the costs of the Item Charges into your **Calc. Unit Cost** and your **Std. Unit Cost** of the Items in several ways (via **Purchase Prices** or via **Pre-Calculation** report and **Revaluation Unit Cost Update** report).

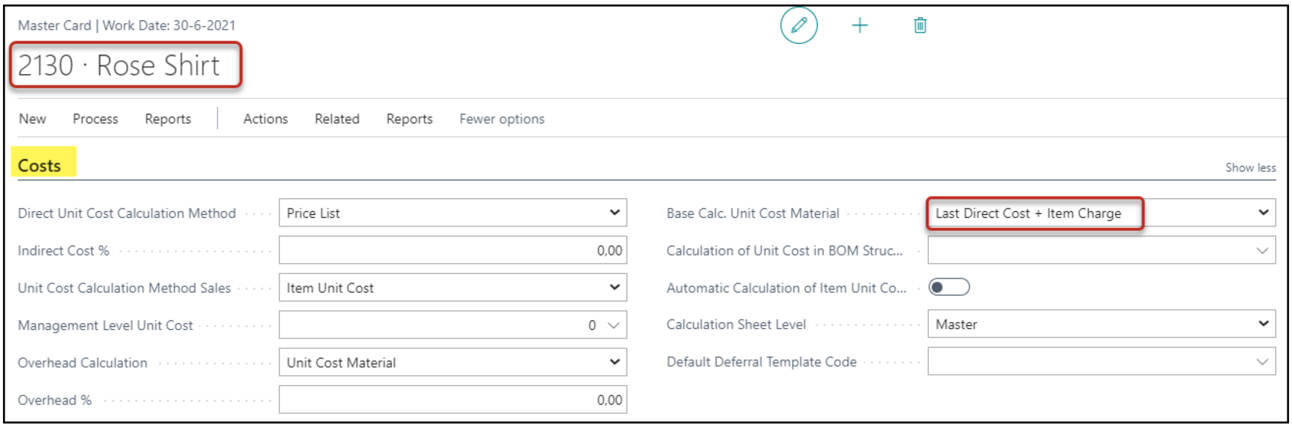
In that case, when posting the Purchase Invoice of your Item, you would have a difference between the value of your Inventory (because the **Std. Unit Cost** includes the Item Charges) and the Purchase Price (direct cost) of the items.

Without using the **Provision Purchase,** the difference will simply be posted to the **Purchase Variance Account** of the General Posting Setup.
When using the **Provision Purchase**, the difference can be split into accrued cost G/L Accounts.
The Item Charges will be added as separate Value Entries of the Item with **Type** *Variance*.

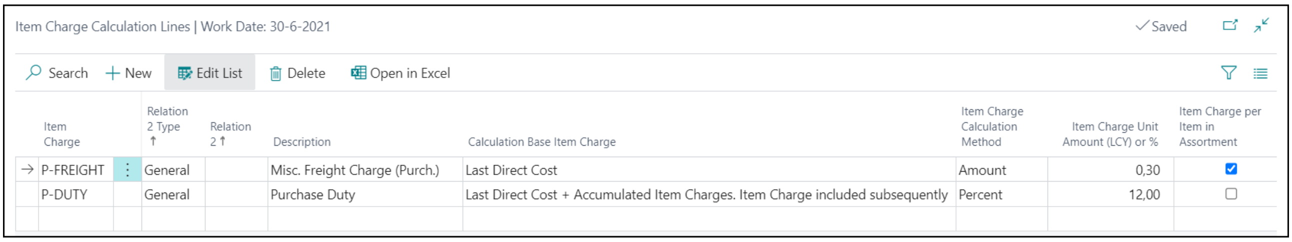
This means, that when the actual costs come in – like i.e., a Freight Invoice or Duty Invoice – you should post them to a separate G/L Account for i.e., Purchase Freight or Purchase Duty.
This can be compared with the accrued cost G/L Accounts for a specific period. This way you can determine if you should change the percentages or amounts in the Item Charges and perhaps revaluate your stock as well.

EXAMPLE 4:

Master *2130 Rose Shirt* has **Base Calc. Unit Cost Material** set to
Last Direct Cost + Item Charge and a **Purchase Price** of *3,00* for **Vendor** *2300*



It has **Item Charges** connected to the Master (via ***Related, Master Data, Item Charge***).

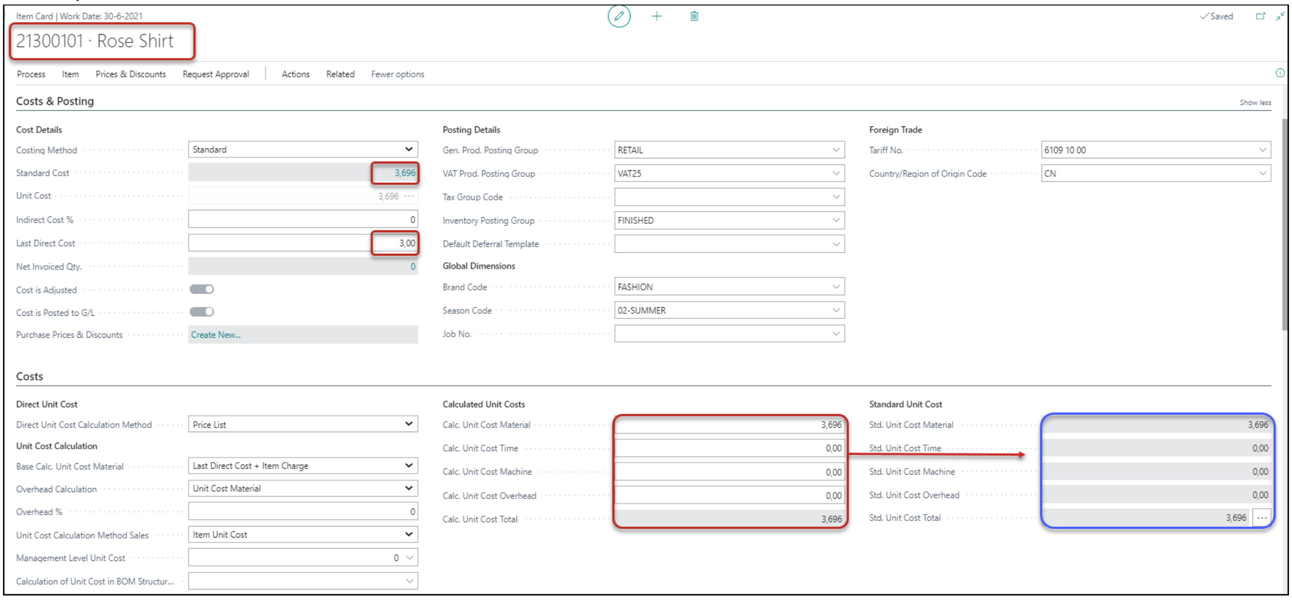


Item Charge	Relation 2 Type ↑	Relation 2 ↑	Description	Calculation Base Item Charge	Item Charge Calculation Method	Item Charge Unit Amount (LCY) or %	Item Charge per Item in Assortment
P-FREIGHT	General		Misc. Freight Charge (Purch.)	Last Direct Cost	Amount	0,30	☑
P-DUTY	General		Purchase Duty	Last Direct Cost + Accumulated Item Charges. Item Charge included subsequently	Percent	12,00	☐

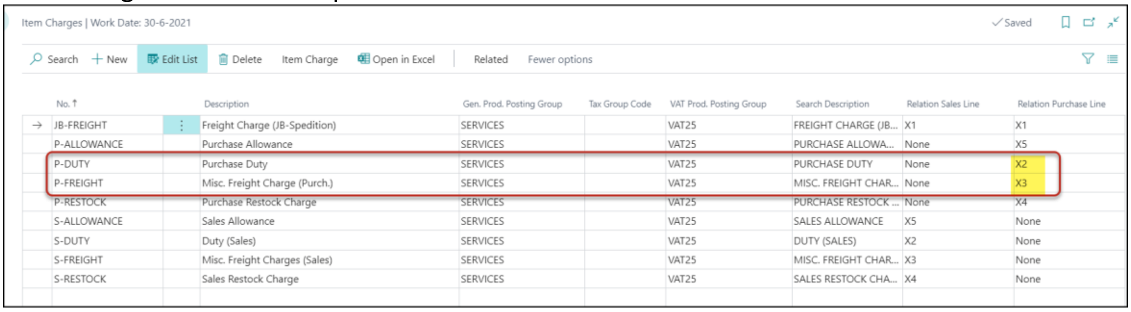
By using the action ***Update Purchase Prices on Items / Via Masters*** in the Purchase Prices, the **Calc. Unit Cost** of the Items has been updated:

Purchase Price	3,00	
P-FREIGHT	0,30	
P-DUTY	0,396	(12 % of 3,30)
	-------- +	
Calc. Unit Cost	3,696	

After running the report **Unit Cost Revaluation Update**, also the **Std. Unit Cost** has been filled for the Items with *3,696*.



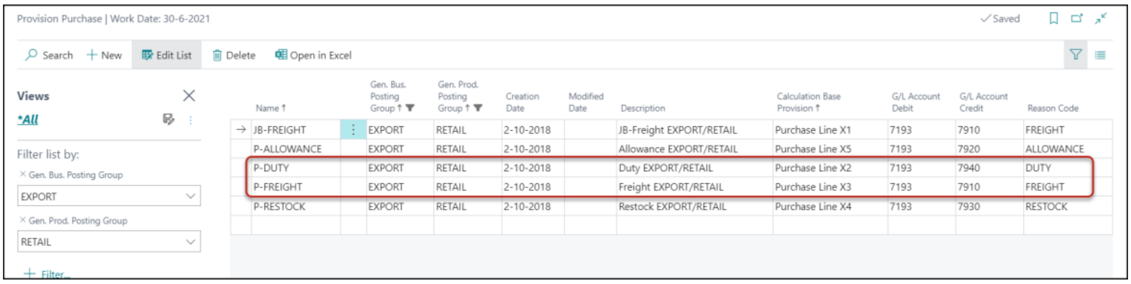
Item Charges has been setup as follows:



Item Charges | Work Date: 30-6-2021

No.	Description	Gen. Prod. Posting Group	Tax Group Code	VAT Prod. Posting Group	Search Description	Relation Sales Line	Relation Purchase Line
JB-FREIGHT	Freight Charge (JB-Spedition)	SERVICES		VAT25	FREIGHT CHARGE (JB...	X1	X1
P-ALLOWANCE	Purchase Allowance	SERVICES		VAT25	PURCHASE ALLOWA...	None	X5
P-DUTY	Purchase Duty	SERVICES		VAT25	PURCHASE DUTY	None	X2
P-FREIGHT	Misc. Freight Charge (Purch.)	SERVICES		VAT25	MISC. FREIGHT CHAR...	None	X3
P-RESTOCK	Purchase Restock Charge	SERVICES		VAT25	PURCHASE RESTOCK ...	None	X4
S-ALLOWANCE	Sales Allowance	SERVICES		VAT25	SALES ALLOWANCE	X5	None
S-DUTY	Duty (Sales)	SERVICES		VAT25	DUTY (SALES)	X2	None
S-FREIGHT	Misc. Freight Charges (Sales)	SERVICES		VAT25	MISC. FREIGHT CHAR...	X3	None
S-RESTOCK	Sales Restock Charge	SERVICES		VAT25	SALES RESTOCK CHA...	X4	None

Provision Purchase has been filled as follows:

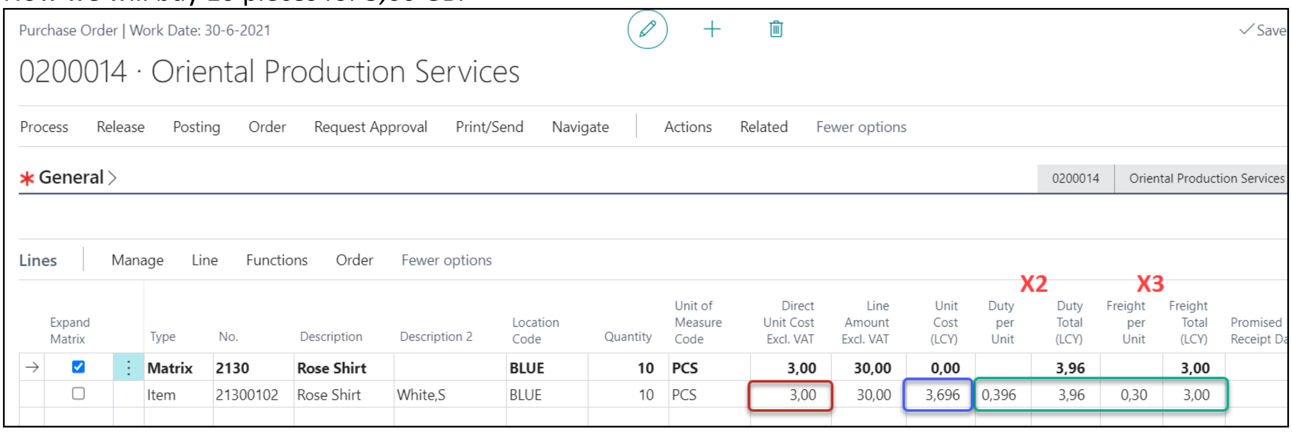


Provision Purchase | Work Date: 30-6-2021

Name	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Creation Date	Modified Date	Description	Calculation Base Provision	G/L Account Debit	G/L Account Credit	Reason Code
JB-FREIGHT	EXPORT	RETAIL	2-10-2018		JB-Freight EXPORT/RETAIL	Purchase Line X1	7193	7910	FREIGHT
P-ALLOWANCE	EXPORT	RETAIL	2-10-2018		Allowance EXPORT/RETAIL	Purchase Line X5	7193	7920	ALLOWANCE
P-DUTY	EXPORT	RETAIL	2-10-2018		Duty EXPORT/RETAIL	Purchase Line X2	7193	7940	DUTY
P-FREIGHT	EXPORT	RETAIL	2-10-2018		Freight EXPORT/RETAIL	Purchase Line X3	7193	7910	FREIGHT
P-RESTOCK	EXPORT	RETAIL	2-10-2018		Restock EXPORT/RETAIL	Purchase Line X4	7193	7930	RESTOCK

We have set the ***G/L Account Debit*** to the same G/L Account as we have used in the **General Posting Setup** for **Purchase Variance Account.**

Now we will buy 10 pieces for *3,00 GBP*



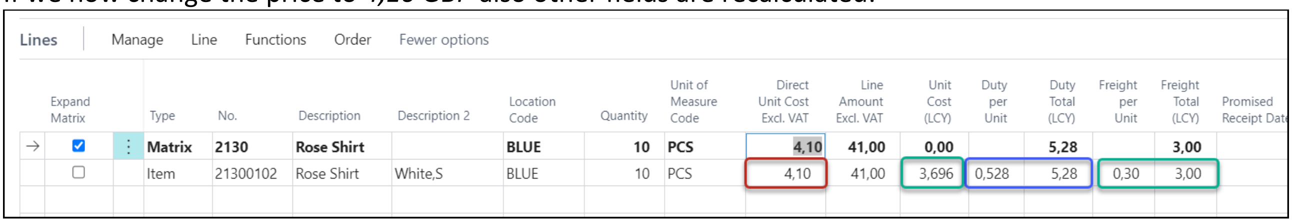
Purchase Order | Work Date: 30-6-2021

0200014 · Oriental Production Services

Expand Matrix	Type	No.	Description	Description 2	Location Code	Quantity	Unit of Measure Code	Direct Unit Cost Excl. VAT	Line Amount Excl. VAT	Unit Cost (LCY)	Duty per Unit (X2)	Duty Total (LCY)	Freight per Unit (X3)	Freight Total (LCY)	Promised Receipt Date
☑	**Matrix**	**2130**	**Rose Shirt**		**BLUE**	**10**	**PCS**	**3,00**	**30,00**	**0,00**		**3,96**		**3,00**	
☐	Item	21300102	Rose Shirt	White,S	BLUE	10	PCS	3,00	30,00	3,696	0,396	3,96	0,30	3,00	

You can see that the **Unit Cost (LCY)** is set to *3,696* based on the **Standard Cost** of the Item.
For this example, we have changed the **Caption Class Setup** for the Purchase X2 and X3, so you see the names of the Item Charges above the Columns for X2 and X3.

If we now change the price to *4,10 GBP* also other fields are recalculated:



Expand Matrix	Type	No.	Description	Description 2	Location Code	Quantity	Unit of Measure Code	Direct Unit Cost Excl. VAT	Line Amount Excl. VAT	Unit Cost (LCY)	Duty per Unit	Duty Total (LCY)	Freight per Unit	Freight Total (LCY)	Promised Receipt Date
☑	**Matrix**	**2130**	**Rose Shirt**		**BLUE**	**10**	**PCS**	**4,10**	**41,00**	**0,00**		**5,28**		**3,00**	
☐	Item	21300102	Rose Shirt	White,S	BLUE	10	PCS	4,10	41,00	3,696	0,528	5,28	0,30	3,00	

Now the amounts for the Item Charges and the Unit Cost (LCY) have been recalculated as well:

Purchase Price	4,10	
P-FREIGHT	0,30	
P-DUTY	0,528	(12 % of 4,40)
	-------- +	
Unit Cost	4,928	but **Unit Cost (LCY)** remains the **Standard Cost** of the Item.

The **Freight (Unit)** did not change it was an amount per piece.

If we would change the **Freight (Unit)** or **Duty (Unit),** the corresponding **Total (LCY)** fields would change as well. The **Unit Cost (LCY)** is however still the **Standard Cost** of the Item.

After posting the Receipt and Invoice, you will see the same information in the Posted Purchase Invoice Lines:

Posted Purchase Invoice | Work Date: 30-6-2021 ✓Saved

108045 · Oriental Production Services

Process Correct Invoice Print/Send Navigate More options

General > 30-6-2021 30-6-2021

Lines Manage More options

Type	No.	Description	Description 2	Quantity	Unit of Meas... Code	Direct Unit Cost Excl. VAT	Line Discount %	Line Amount Excl. VAT	Unit Cost (LCY)	Duty per Unit	Duty Total (LCY)	Freight per Unit	Freight Total (LCY)	Job No.
Matrix	**2130**	**Rose Shirt**		**10**	**PCS**	**4,10**		**41,00**	**0,00**		**5,28**		**3,00**	
Item	21300102	Rose Shirt	White,S	10	PCS	4,10		41,00	3,696	0,528	5,28	0,30	3,00	

The **Ledger Entries** would now look as follows:

2120 Finished Goods | Work Date: 30-6-2021

General Ledger Entries | Search New Edit List Process Entry Open in Excel More options

Posting Date	Document Type	Document No.	G/L Account No.	G/L Account Name	Description	Brand Code	Season Code	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type	Bal. Account No.	Entry No.
30-6-2021		108045	2120	Finished Goods	Direct Cost 2300 on 30-06-21	FASHION	02-SUMMER			4	41,00	G/L Account		5168
30-6-2021		108045	7191	Direct Cost Applied, Retail	Direct Cost 2300 on 30-06-21	FASHION	02-SUMMER			5	-41,00	G/L Account		5169
30-6-2021		108045	2120	Finished Goods	Variance 2300 on 30-06-21	FASHION	02-SUMMER			4	-4,04	G/L Account		5170
30-6-2021		108045	7193	Purchase Variance, Retail	Variance 2300 on 30-06-21	FASHION	02-SUMMER			6	4,04	G/L Account		5171
30-6-2021	Invoice	108045	7130	Purch., Retail - Export	Order 0200014	FASHION	02-SUMMER	Purchase	EXPORT	RETAIL	41,00	G/L Account	3	5172
30-6-2021	Invoice	108045	5420	Vendors, Foreign	Oriental Production Services						-41,00	G/L Account		5173
30-6-2021	Invoice	108045	7193	Purchase Variance, Retail 1	Order 0200014	FASHION	02-SUMMER				5,28	G/L Account		5174
30-6-2021	Invoice	108045	7940	Purchase Duty, accrued +	Order 0200014	FASHION	02-SUMMER	Purchase		SERVICES	-5,28	G/L Account		5175
30-6-2021	Invoice	108045	7193	Purchase Variance, Retail 2	Order 0200014	FASHION	02-SUMMER				3,00	G/L Account		5176
30-6-2021	Invoice	108045	7910	Freight Purchase, accrued +	Order 0200014	FASHION	02-SUMMER	Purchase		SERVICES	-3,00	G/L Account		5177

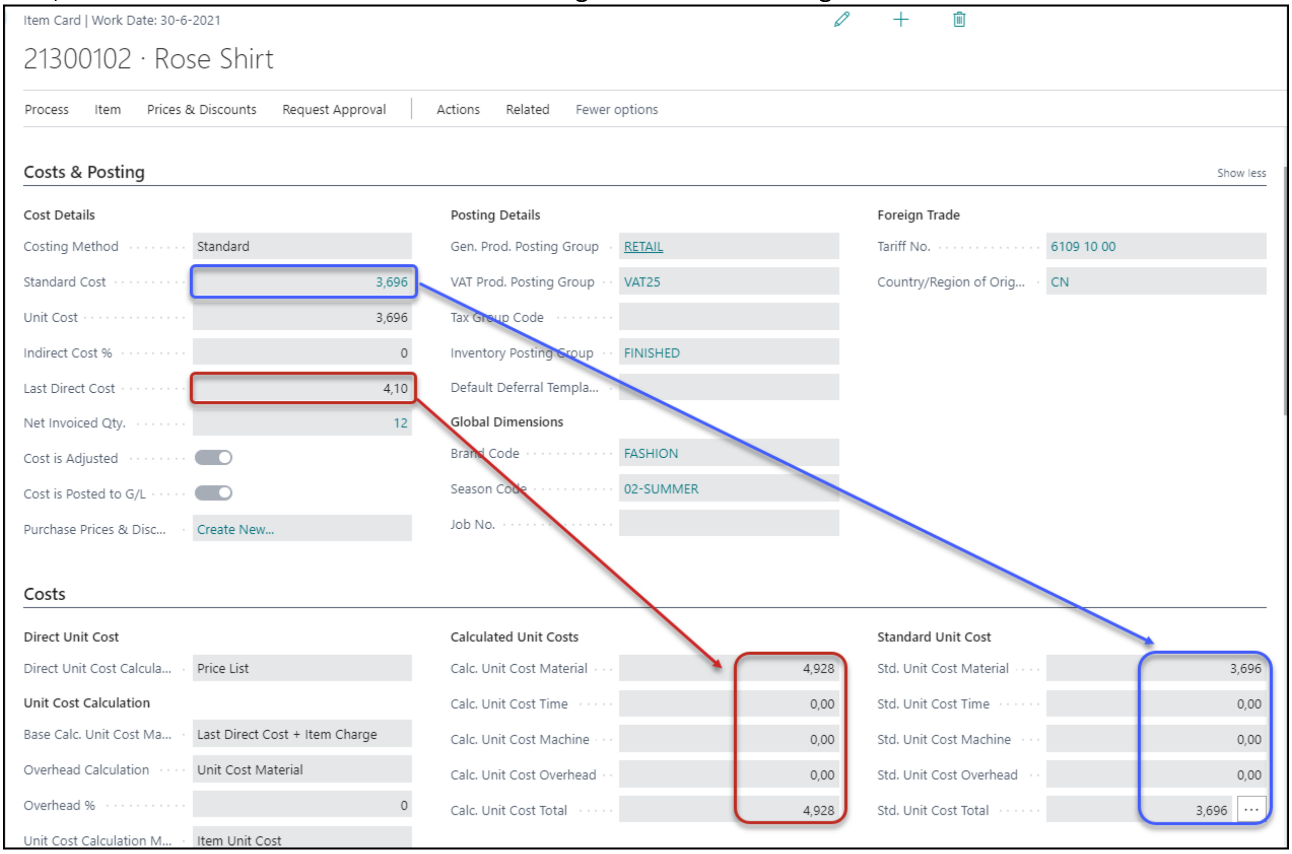
1 The accrued costs for Item Charge *P-DUTY* *0,528 x 10*
The **Debit Account** and **Credit Account** of Provision Purchase for *P-DUTY*
2 The accrued costs for Item Charge *P-FREIGHT* *0,30 x 10*
The **Debit Account** and **Credit Account** of Provision Purchase for *P-FREIGHT*
3 The Purchase Account for the Purchase Price *4,10 x 10*
The **Purchase Account** of the General Posting Setup
4 The **Std. Unit Cost Total** of the Item *3,96 x 10* *4,10 – 0,404 = 3,96*
The **Inventory Account** of the Inventory Posting Setup
5 The Direct Cost for this Item *4,10 x 10*
The **Direct Cost Applied Account** of the General Posting Setup
6 The difference between 4 and 5 *(3,96 – 4,10) x 10*
The **Purchase Variance Account** of the General Posting Setup

That is why we advise to fill the **Debit Account** of the Provision Purchase with the **Purchase Variance Account** of the General Posting Setup.
That way the result on this account is balanced to *0,00* (if no changed in the Direct Cost) for a specific Invoice/Order and will otherwise give the difference between the **Standard Cost** and the **Direct Cost + Item Charges**.

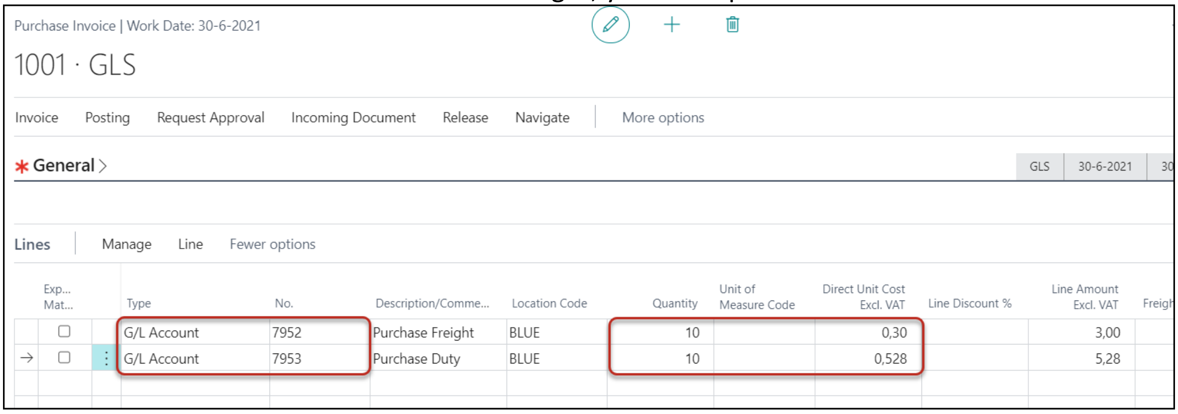
The Value Entries would now look as follows:

Entry Type *Direct Cost* for the **Purchase Price**
Entry Type *Variance* for the difference between the **Std. Unit Cost** and the total of *Direct Cost* and *Item Charges*.

Also, the **Calc. Unit Cost** in the Item is now changed based on a changed **Last Direct Cost**:



If Purchase Invoices come in for the Item Charges, you could post them as follows:



Do not post them as **Charge (Item)** because that would change the Inventory value as well again, and you already took the Item Charges based on Provision Purchase into the value of the Items.

Now you can compare the accrued costs and the actual costs for a specific period (i.e., a Season) to determine if the Item Charges should be adjusted.

Chart of Accounts: *Custom filtered* | Search | New | Delete | Edit List | Process | Report | Open in Excel | Actions | Related

No.	Name	Net Change	Balance	Income/Balance	Account Subcategory	Account Type	Totaling
7905	**Provision Purchase +**	_	_	Income Statement	Cost of Goods Sold	Begin-Total	
7910	Freight Purchase, accrued +	-3,00	-3,00	Income Statement	Cost of Goods Sold	Posting	
7920	Allowance, accrued +	-400,00	-400,00	Income Statement	Cost of Goods Sold	Posting	
7930	Restock, accrued +	-200,00	-200,00	Income Statement	Cost of Goods Sold	Posting	
7940	Purchase Duty, accrued +	-5,28	-5,28	Income Statement	Cost of Goods Sold	Posting	
7945	**Total Provision Purchase +**	-608,28	-608,28	Income Statement	Cost of Goods Sold	End-Total	7905..7945
7950	**Purchase Item Charges (Actual)**	_	_	Income Statement		Begin-Total	
7952	Purchase Freight	3,00	3,00	Income Statement	Jobs Cost	Posting	
7953	Purchase Duty	5,28	5,28	Income Statement	Jobs Cost	Posting	
7959	**Total Purchase Item Charges**	8,28	8,28	Income Statement		End-Total	7951..7958
7995	**Total Cost**	3.574.158,73	3.574.158,73	Income Statement	Cost of Goods Sold	End-Total	7100..7995

PROVISION PURCHASE AND COSTING METHOD <> STANDARD

As described in the ***White Paper – TRIMIT Item Charges*** and ***White Paper – TRIMIT Financials,*** you can setup Item Charges on many levels and add the costs of the Item Charges already into your **Calc. Unit Cost** of the Items in several ways (via Purchase Prices or via Pre-Calculation report).

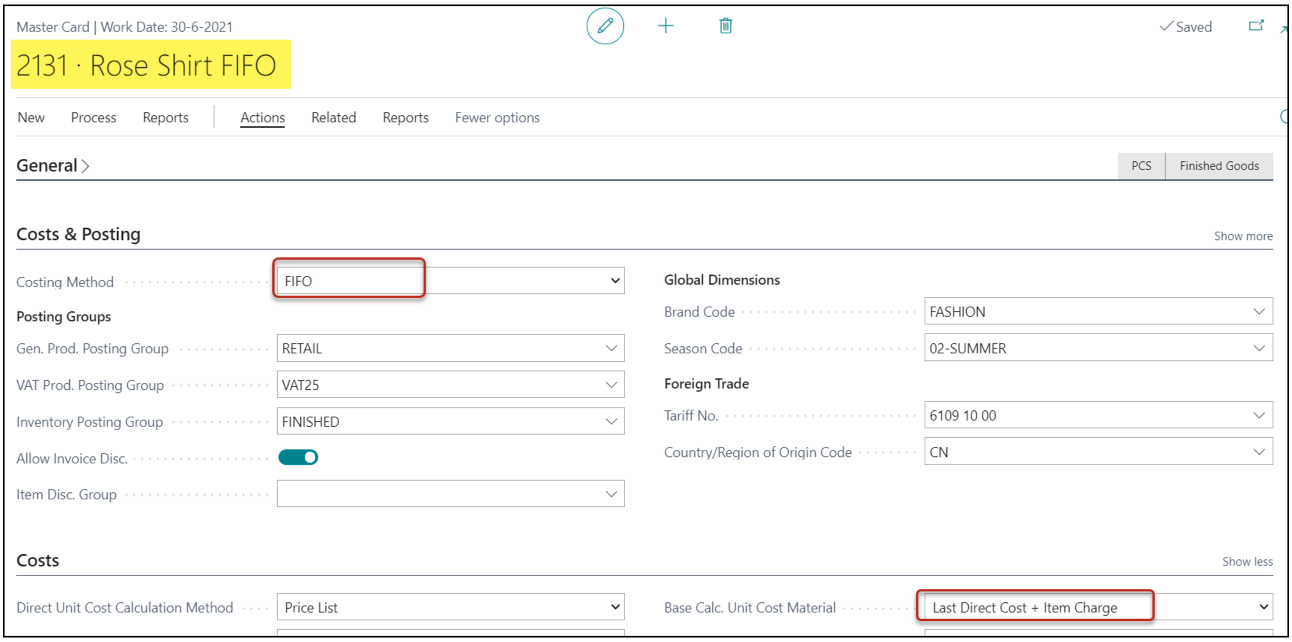
In that case, when posting the Purchase Invoice of your Item, the value of your goods would only include the Purchase Price (Direct Cost) of the Items.

By using the **Provision Purchase**, you would –while posting the Purchase Invoice for the Items – immediately increase the value of your Items by adding the Item Charges to it.
The Item Charges will be added as one separate Value Entry of the Item with **Type** *Revaluate***.**

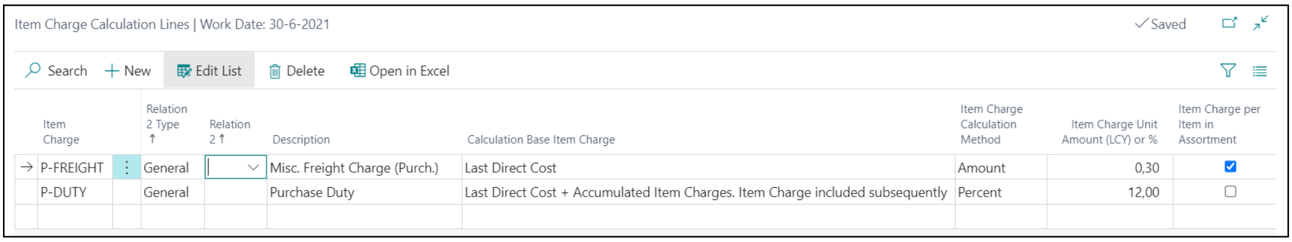
This means, that when the actual costs come in – like a Freight Invoice or Duty Invoice – you should post them to a separate G/L Account.
This can then be compared with the accrued G/L Accounts for a specific period. This way you can determine if you should change the percentages or amounts in the Item Charges.

EXAMPLE 5:

Master *2131 Rose Shirt FIFO (copy of 2130 with **Costing Method** = FIFO)* has **Base Calc. Unit Cost Material** set to *Last Direct Cost + Item Charge* and a **Purchase Price** of *3,00.*
The **Unit Cost** of the Item *21310101* is set to *0,00*



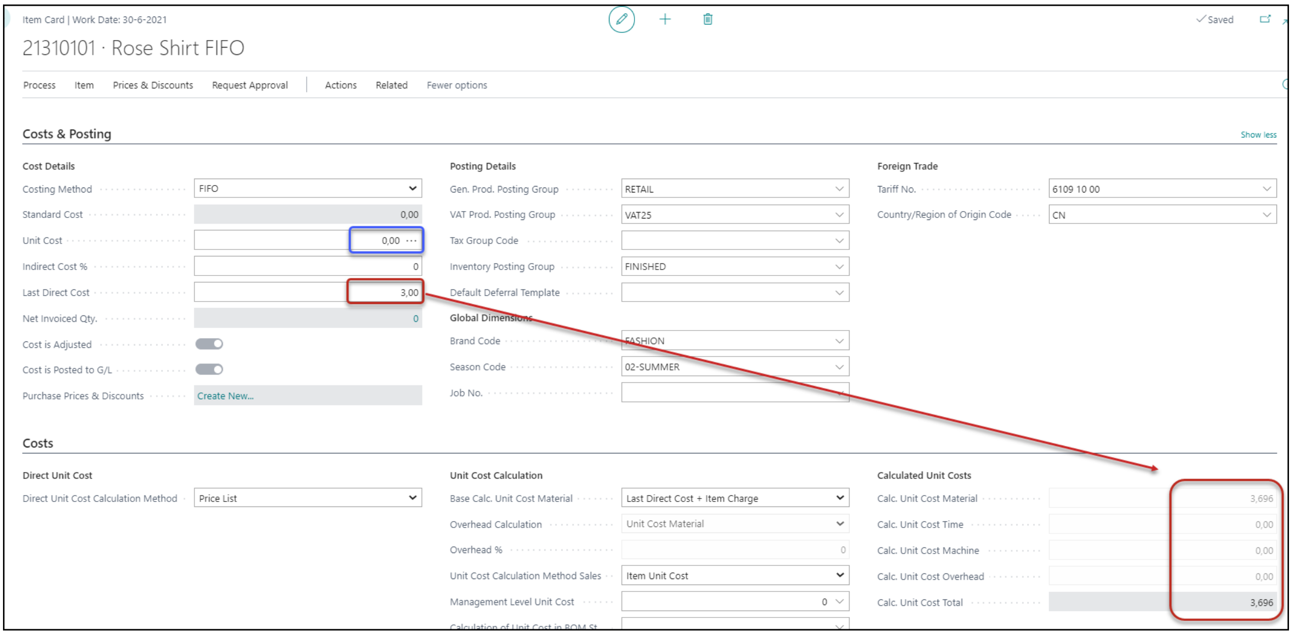
It has **Item Charges** connected to the Master.



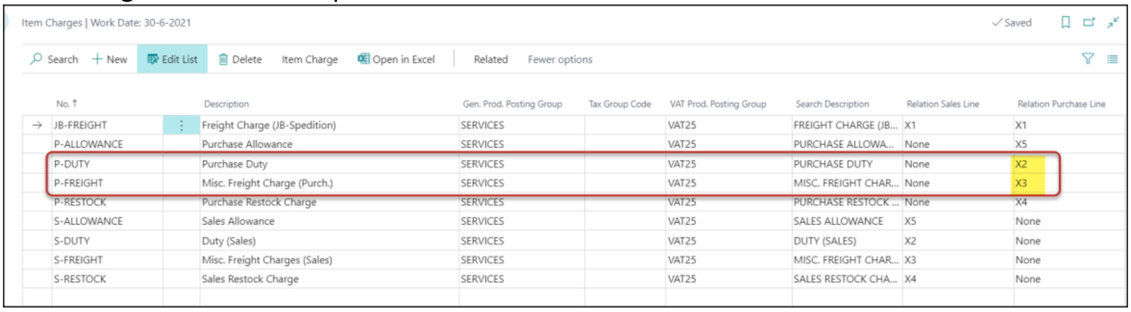
By using the action ***Update Purchase Prices on Items / Via Masters*** in the Purchase Prices, the **Calc. Unit Cost** of the Items has been updated:

Purchase Price	3,00	
P-FREIGHT	0,30	
P-DUTY	0,396	(12 % of 3,30)
	-------- +	
Calc. Unit Cost	3,696	

However, the **Unit Cost** is *0,00* and cannot be updated based on the **Calc. Unit Cost**.

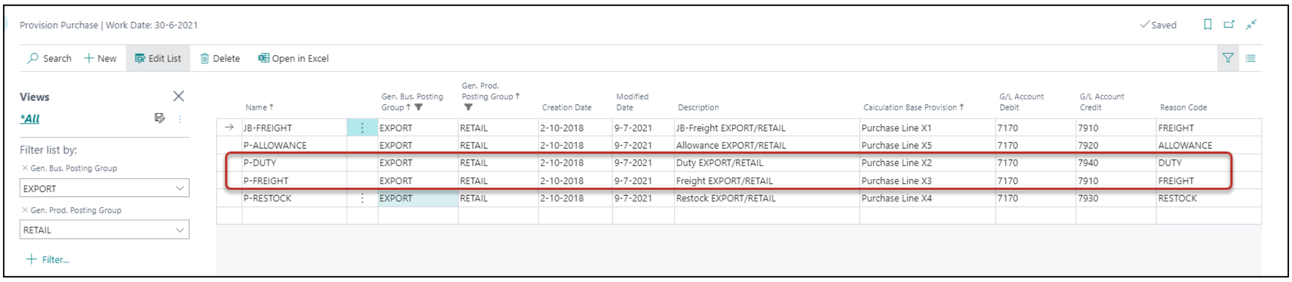


Item Charges has been setup as follows:



No. ↑	Description	Gen. Prod. Posting Group	Tax Group Code	VAT Prod. Posting Group	Search Description	Relation Sales Line	Relation Purchase Line
JB-FREIGHT	Freight Charge (JB-Spedition)	SERVICES		VAT25	FREIGHT CHARGE (JB...	X1	X1
P-ALLOWANCE	Purchase Allowance	SERVICES		VAT25	PURCHASE ALLOWA...	None	X5
P-DUTY	Purchase Duty	SERVICES		VAT25	PURCHASE DUTY	None	X2
P-FREIGHT	Misc. Freight Charge (Purch.)	SERVICES		VAT25	MISC. FREIGHT CHAR...	None	X3
P-RESTOCK	Purchase Restock Charge	SERVICES		VAT25	PURCHASE RESTOCK ...	None	X4
S-ALLOWANCE	Sales Allowance	SERVICES		VAT25	SALES ALLOWANCE	X5	None
S-DUTY	Duty (Sales)	SERVICES		VAT25	DUTY (SALES)	X2	None
S-FREIGHT	Misc. Freight Charges (Sales)	SERVICES		VAT25	MISC. FREIGHT CHAR...	X3	None
S-RESTOCK	Sales Restock Charge	SERVICES		VAT25	SALES RESTOCK CHA...	X4	None

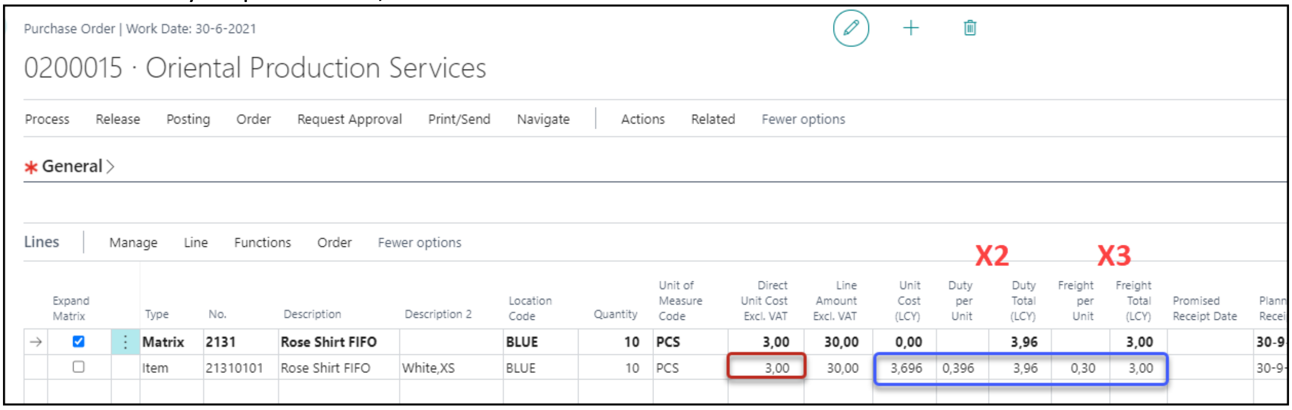
Provision Purchase has been filled as follows:



Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Creation Date	Modified Date	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
JB-FREIGHT	EXPORT	RETAIL	2-10-2018	9-7-2021	JB-Freight EXPORT/RETAIL	Purchase Line X1	7170	7910	FREIGHT
P-ALLOWANCE	EXPORT	RETAIL	2-10-2018	9-7-2021	Allowance EXPORT/RETAIL	Purchase Line X5	7170	7920	ALLOWANCE
P-DUTY	EXPORT	RETAIL	2-10-2018	9-7-2021	Duty EXPORT/RETAIL	Purchase Line X2	7170	7940	DUTY
P-FREIGHT	EXPORT	RETAIL	2-10-2018	9-7-2021	Freight EXPORT/RETAIL	Purchase Line X3	7170	7910	FREIGHT
P-RESTOCK	EXPORT	RETAIL	2-10-2018	9-7-2021	Restock EXPORT/RETAIL	Purchase Line X4	7170	7930	RESTOCK

We have set the ***G/L Account Debit*** to the same G/L Account as we have used in the **General Posting Setup** for **Inventory Adjmt. Account.**

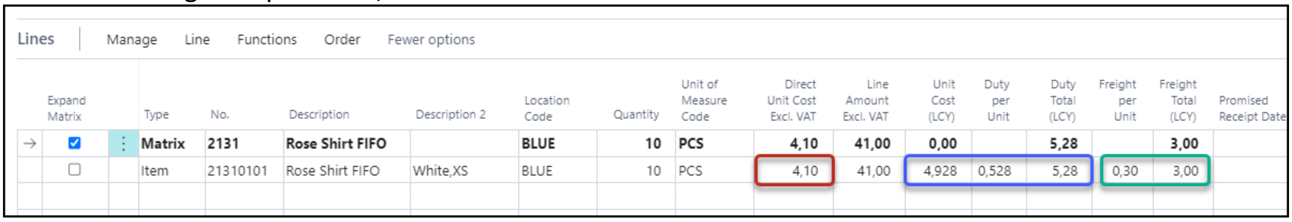
Now we will buy 10 pieces for *3,00 GBP*



Expand Matrix	Type	No.	Description	Description 2	Location Code	Quantity	Unit of Measure Code	Direct Unit Cost Excl. VAT	Line Amount Excl. VAT	Unit Cost (LCY)	Duty per Unit	Duty Total (LCY)	Freight per Unit	Freight Total (LCY)	Promised Receipt Date	Plann Recei
	Matrix	**2131**	**Rose Shirt FIFO**		**BLUE**	**10**	**PCS**	**3,00**	**30,00**	**0,00**		**3,96**		**3,00**		**30-9**
	Item	21310101	Rose Shirt FIFO	White,XS	BLUE	10	PCS	3,00	30,00	3,696	0,396	3,96	0,30	3,00		30-9-

You can see that the **Unit Cost (LCY)** is calculated based on the **Direct Unit Cost** and the **Item Charges**. For this example, we have changed the **Caption Class Setup** for the Purchase X2 and X3, so you see the names of the Item Charges above the Columns for X2 and X3.

If we now change the price to *4,10 GBP* also other fields are recalculated:



Expand Matrix	Type	No.	Description	Description 2	Location Code	Quantity	Unit of Measure Code	Direct Unit Cost Excl. VAT	Line Amount Excl. VAT	Unit Cost (LCY)	Duty per Unit	Duty Total (LCY)	Freight per Unit	Freight Total (LCY)	Promised Receipt Date
	Matrix	**2131**	**Rose Shirt FIFO**		**BLUE**	**10**	**PCS**	**4,10**	**41,00**	**0,00**		**5,28**		**3,00**	
	Item	21310101	Rose Shirt FIFO	White,XS	BLUE	10	PCS	4,10	41,00	4,928	0,528	5,28	0,30	3,00	

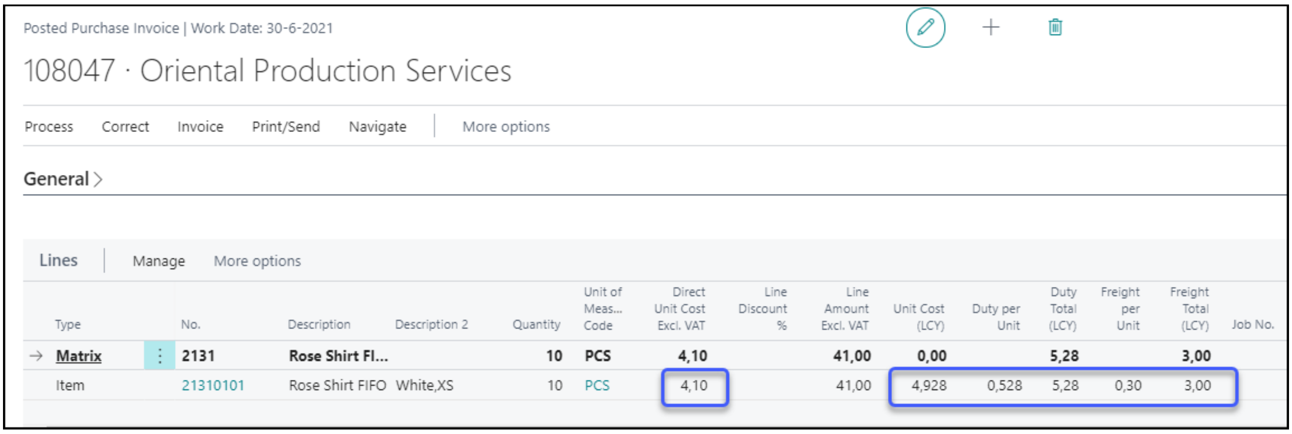
Now the amounts for the Item Charges and the Unit Cost (LCY) have been recalculated as well:

Purchase Price	4,10	
P-FREIGHT	0,30	
P-DUTY	0,528	(12 % of 4,40)
	-------- +	
Unit Cost (LCY)	4,928	Purchase Price + Item Charges

The **Freight (Unit)** did not change it was an amount per piece.

If we would change the **Freight (Unit)** or **Duty (Unit),** the corresponding **Total (LCY)** fields would change as well as the **Unit Cost (LCY)**.

After posting the Receipt and Invoice, you will see the same information in the Posted Purchase Invoice Lines:


Posted Purchase Invoice | Work Date: 30-6-2021

108047 · Oriental Production Services

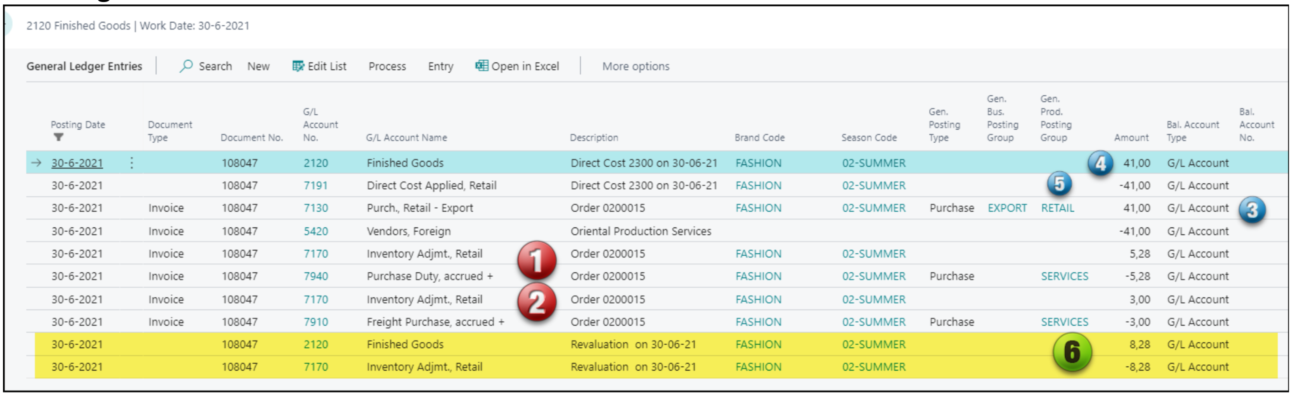
Process Correct Invoice Print/Send Navigate More options

General

Lines Manage More options

Type	No.	Description	Description 2	Quantity	Unit of Meas... Code	Direct Unit Cost Excl. VAT	Line Discount %	Line Amount Excl. VAT	Unit Cost (LCY)	Duty per Unit	Duty Total (LCY)	Freight per Unit	Freight Total (LCY)	Job No.
Matrix	2131	Rose Shirt Fl...		10	PCS	4,10		41,00	0,00		5,28		3,00	
Item	21310101	Rose Shirt FIFO	White,XS	10	PCS	4,10		41,00	4,928	0,528	5,28	0,30	3,00	

The **Ledger Entries** would now look as follows:


2120 Finished Goods | Work Date: 30-6-2021

General Ledger Entries Search New Edit List Process Entry Open in Excel More options

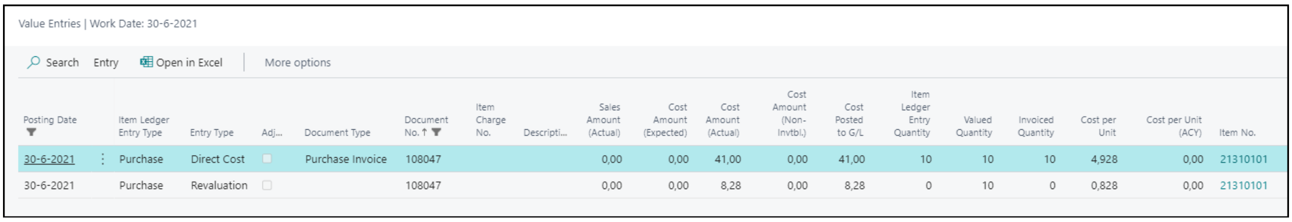
Posting Date	Document Type	Document No.	G/L Account No.	G/L Account Name	Description	Brand Code	Season Code	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type	Bal. Account No.
30-6-2021		108047	2120	Finished Goods	Direct Cost 2300 on 30-06-21	FASHION	02-SUMMER				41,00	G/L Account	
30-6-2021		108047	7191	Direct Cost Applied, Retail	Direct Cost 2300 on 30-06-21	FASHION	02-SUMMER				-41,00	G/L Account	
30-6-2021	Invoice	108047	7130	Purch., Retail - Export	Order 0200015	FASHION	02-SUMMER	Purchase	EXPORT	RETAIL	41,00	G/L Account	
30-6-2021	Invoice	108047	5420	Vendors, Foreign	Oriental Production Services						-41,00	G/L Account	
30-6-2021	Invoice	108047	7170	Inventory Adjmt., Retail	Order 0200015	FASHION	02-SUMMER				5,28	G/L Account	
30-6-2021	Invoice	108047	7940	Purchase Duty, accrued +	Order 0200015	FASHION	02-SUMMER	Purchase		SERVICES	-5,28	G/L Account	
30-6-2021	Invoice	108047	7170	Inventory Adjmt., Retail	Order 0200015	FASHION	02-SUMMER				3,00	G/L Account	
30-6-2021	Invoice	108047	7910	Freight Purchase, accrued +	Order 0200015	FASHION	02-SUMMER	Purchase		SERVICES	-3,00	G/L Account	
30-6-2021		108047	2120	Finished Goods	Revaluation on 30-06-21	FASHION	02-SUMMER				8,28	G/L Account	
30-6-2021		108047	7170	Inventory Adjmt., Retail	Revaluation on 30-06-21	FASHION	02-SUMMER				-8,28	G/L Account	

1 The accrued costs for Item Charge *P-Duty* *0,528 x 10*
The **Debit Account** and **Credit Account** of Provision Purchase for *P-ALLOWANCE*
2 The accrued costs for Item Charge *P-FREIGHT* *0,30 x 10*
The **Debit Account** and **Credit Account** of Provision Purchase for *P-FREIGHT*
3 The Purchase Account for the Purchase Price *4,10 x 10*
The **Purchase Account** of the General Posting Setup
4 The **Direct Cost** of the Purchase Invoice *4,10 x 10*
The **Inventory Account** of the Inventory Posting Setup
5 The **Direct Cost** for the Purchase Invoice *4,10 x 10*
The **Direct Cost Applied Account** of the General Posting Setup

The system has now also created a "Revaluation" posting for which the **Document No.** is the original Purchase Order to correct the Inventory Account based on the Item Charges and Provision Purchase. This way, the **Inventory Adjustment Account** is decreased, and the **Inventory Account** is increased with the total value of the Item Charges.
6 The total amount of the Item Charges *5,28 + 3,00 = 8,28*
The **Inventory Account** of the Inventory Posting Setup
The **Inventory Adjustment Account** of the General Posting Setup

That is why we advise to fill the **Debit Account** of the Provision Purchase with the **Inventory Adjustment Account** of the General Posting Setup. That way the result on this G/L Account is balanced to *0,00* for a specific Invoice/Order.

The Value Entries would now look as follows:

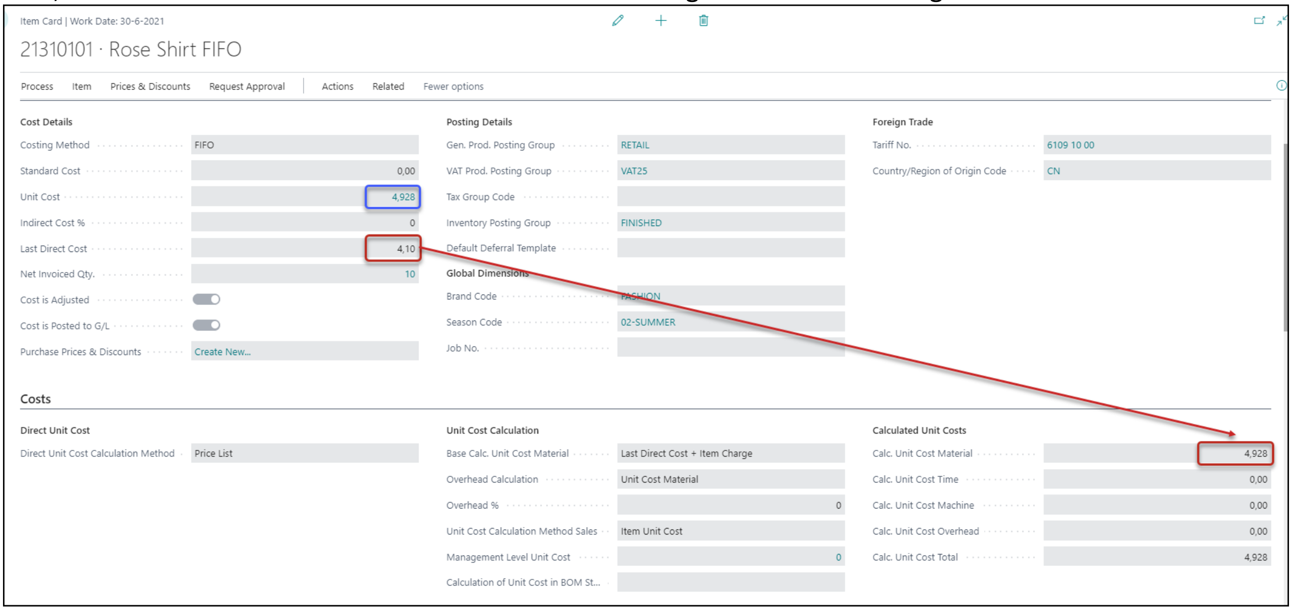


Value Entries | Work Date: 30-6-2021

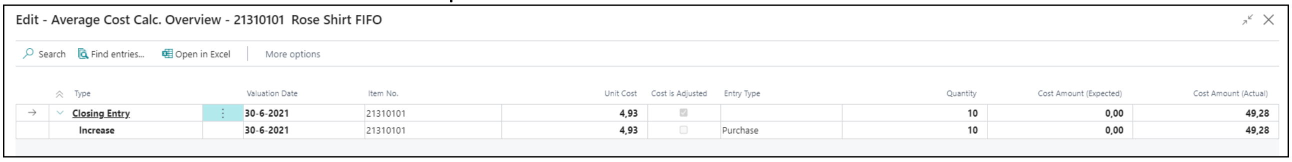
Posting Date	Item Ledger Entry Type	Entry Type	Adj...	Document Type	Document No.	Item Charge No.	Descripti...	Sales Amount (Actual)	Cost Amount (Expected)	Cost Amount (Actual)	Cost Amount (Non-Invtbl.)	Cost Posted to G/L	Item Ledger Entry Quantity	Valued Quantity	Invoiced Quantity	Cost per Unit	Cost per Unit (ACY)	Item No.
30-6-2021	Purchase	Direct Cost		Purchase Invoice	108047			0,00	0,00	41,00	0,00	41,00	10	10	10	4,928	0,00	21310101
30-6-2021	Purchase	Revaluation			108047			0,00	0,00	8,28	0,00	8,28	0	10	0	0,828	0,00	21310101

Entry Type *Direct Cost* for the **Purchase Price**
Entry Type *Revaluation* for the Item Charges *P-DUTY* and *P-FREIGHT*

Also, the **Calc. Unit Cost Material** in the Item is now changed based on a changed **Last Direct Cost**:



However, the **Unit Cost** might not have been updated yet; just click on the field to see the **Average Cost Calc. Overview** and the field will be updated.

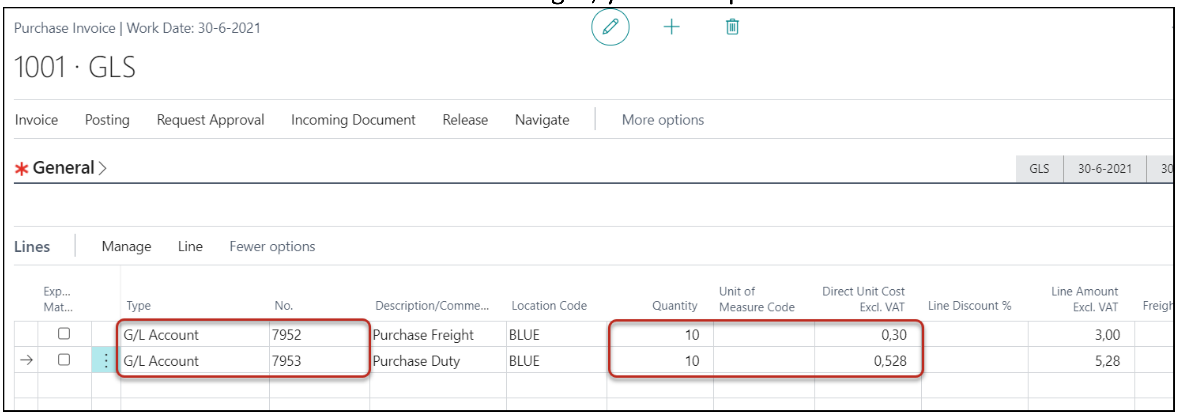


Edit - Average Cost Calc. Overview - 21310101 Rose Shirt FIFO

Type	Valuation Date	Item No.	Unit Cost	Cost is Adjusted	Entry Type	Quantity	Cost Amount (Expected)	Cost Amount (Actual)
Closing Entry	30-6-2021	21310101	4,93			10	0,00	49,28
Increase	30-6-2021	21310101	4,93		Purchase	10	0,00	49,28

To update the **Unit Cost** field in many Items at the same time, you can also run the report ***Adjust Cost – Item Entries***

If Purchase Invoices come in for the Item Charges, you could post them as follows:



Purchase Invoice | Work Date: 30-6-2021
1001 · GLS

Type	No.	Description/Comme...	Location Code	Quantity	Unit of Measure Code	Direct Unit Cost Excl. VAT	Line Discount %	Line Amount Excl. VAT
G/L Account	7952	Purchase Freight	BLUE	10		0,30		3,00
G/L Account	7953	Purchase Duty	BLUE	10		0,528		5,28

Do not post them as **Charge (Item)** because that would change the Inventory value as well again, and you already took the Item Charges based on Provision Purchase into the value of the Items.

Now you can compare the accrued costs and the actual costs for a specific period (i.e., a Season) to determine if the Item Charges should be adjusted.

Chart of Accounts: *Custom filtered* | Search | New | Delete | Edit List | Process | Report | Open in Excel | Actions | Related

No.	Name	Net Change	Balance	Income/Balance	Account Subcategory	Account Type	Totaling
7905	**Provision Purchase +**	_	_	Income Statement	Cost of Goods Sold	Begin-Total	
7910	Freight Purchase, accrued +	-3,00	-3,00	Income Statement	Cost of Goods Sold	Posting	
7920	Allowance, accrued +	-400,00	-400,00	Income Statement	Cost of Goods Sold	Posting	
7930	Restock, accrued +	-200,00	-200,00	Income Statement	Cost of Goods Sold	Posting	
7940	Purchase Duty, accrued +	-5,28	-5,28	Income Statement	Cost of Goods Sold	Posting	
7945	**Total Provision Purchase +**	-608,28	-608,28	Income Statement	Cost of Goods Sold	End-Total	7905..7945
7950	**Purchase Item Charges (Actual)**	_	_	Income Statement		Begin-Total	
7952	Purchase Freight	3,00	3,00	Income Statement	Jobs Cost	Posting	
7953	Purchase Duty	5,28	5,28	Income Statement	Jobs Cost	Posting	
7959	**Total Purchase Item Charges**	8,28	8,28	Income Statement		End-Total	7951..7958
7995	**Total Cost**	3.574.158,73	3.574.158,73	Income Statement	Cost of Goods Sold	End-Total	7100..7995