

**CHANGE REQUEST**

**Change Request #** CR0443 – Ext. Pricing Profit Margin & SOP Automation

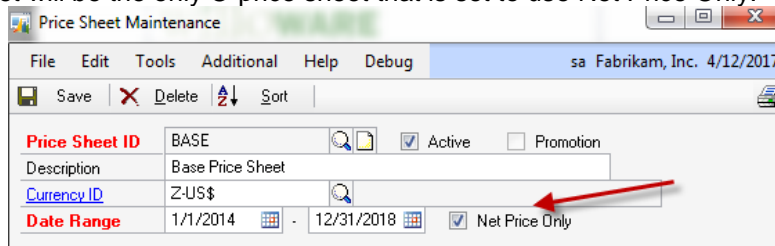
**Description of Change**

**Description of Need:**

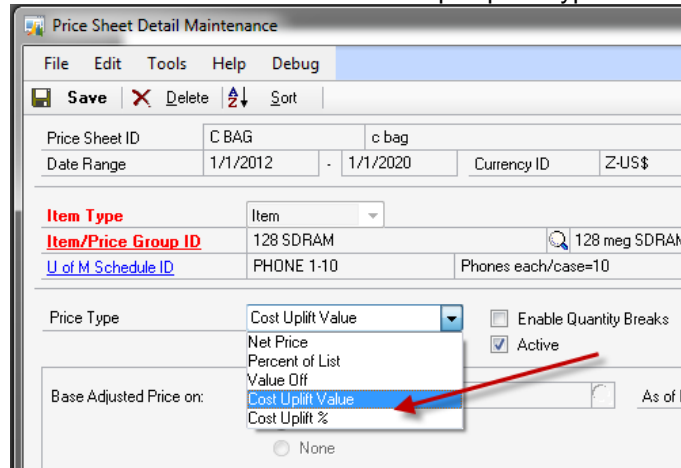
ACME Co. is using Extended Pricing (with Myridas Extended Pricing Enhancements) to calculate a “replacement cost” for items. Multiple price sheets, using the “uplift” pricing methods added by Myridas, are used to build upon the Base Cost of an item, adding additional cost to cover things like bagging and fuel surcharge.

ACME Co. provides a Margin Inquiry window for SOP that shows the margin on the document as a whole. This is calculated using the current cost of the items from the Item Master. ACME needs to be able to see the margin calculation on a per-line basis, as well as for the document as a whole, and the margin calculation needs to be based on the “replacement cost” described above.

All price sheets used for calculating “replacement cost” will begin with a C. Such as “C BAG FEE”. The Base Cost price sheet will be the only C-price sheet that is set to use Net Price Only.



The other C-price sheets will use with either of the two Cost Uplift price types:



If the Cost Uplift % method is used, it should always be calculated as a percent of the cost provided in the Base Cost price sheet.

There will be one additional Price Sheet for Gross Margin %, which will always use the Cost Uplift % method. It will always begin with C and contain “GM%”.

For example:

Price Sheet	Value	Total Cost	Note
C COST BASE	\$10.70		
C BAG FEE	\$0.60	\$11.30	
C FUEL SUR	\$1.50	\$12.80	
C FREIGHT	1.00%	\$12.91	Adds 1% of \$10.70
C LABEL FEE	\$0.25	\$13.16	
C GM %	35.00%	\$17.76	Adds 35% to \$13.16

All Price Sheets for the replacement cost calculation use only the Base Unit of Measure. The “values” could be positive or negative (i.e. -\$0.75 or -1.25%).

The system should store the Line Margin information attached to the sales line, so that in the future, reports can be run on historical invoices which show the Replacement Cost at the time the transaction was created. ACME would like to capture: Unit Replacement Cost, Extended Replacement Cost, Gross Margin (dollars) and Gross Margin % for the line.

ACME also needs a way to view the detailed calculation view of each line which shows how the Price Sheets assigned to the item contributed to the total cost.

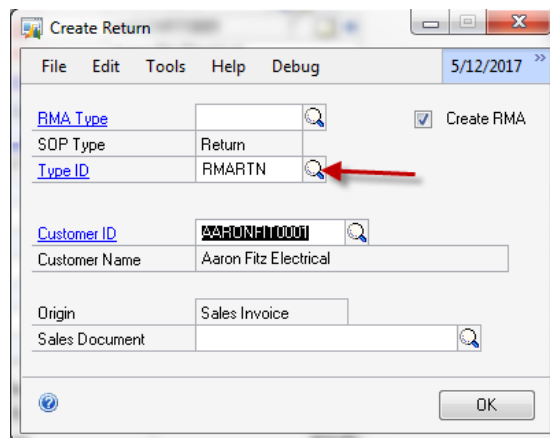
Provide a utility to calculate the Replacement Cost for all items within a user selected range, and store the Replacement Cost in the List Price field. Re-label the field “Replacement Cost”.

**Sales Automation**

ACME has also requested the following list of enhancements to the sales transaction entry process:

1. Some items are “agency” items. These are noted as such in the Item Category #1 field. The field can contain the Agency (a Vendor ID), or it can be blank (non-agency). If the item is an Agency item, the Agency will be in the Item Category field. Only Sales Inventory and Discontinued type items use the Agency field. The following needs to happen in Sales Entry when an Agency Item is used:
  - a. The Agency from Item Category #1 needs to be added to Sales User Defined Text Field #1.
  - b. The user should not be allowed to co-mingle items on one sales order from different Agencies. If an Agency Item is on an order, the order must contain ONLY other items from the same Agency, or it can also contain non-Sales Inventory type items (Misc Charges, Flat Fees, Services). In other words, if the document contains an Agency Item, any other “Sales Inventory” or “Discontinued” type items on the transaction must all be from the same Agency.
  - c. Agency controls should be applied to all SOP Types
  - d. When an Agency Item is selected on a sales transaction, flash the item number field RED.
  - e. Warn the user if they attempt to enter/select an Item that is not allowed because of the Agency rules. **Warn the user:** You cannot use items from a different Agency.
  - f. If a transaction contains Agency items, set the back-color of the Customer Name field to RED. It should turn red when selecting and viewing an existing document, or scrolling through documents.
2. A Customer can have multiple Ship To addresses. If they do, ACME does NOT fill in the Ship To address ID field on Customer Maintenance. This ensures that a Ship To does not fill by default on Sales Entry. However, since Ship To Address ID is not a required field, users can then save a transaction without a Ship To Address ID. Make Ship To Address ID a required field. This should be applied to all SOP Types.
3. There should be only one Shipping Method used on the document (the header and all lines should match). Do not allow the user to get out of the document if there is more than one Shipping Method used on the transaction. This should be applied to all SOP Types.

4. There should be only one Site ID used on the document (the header Default Site and all lines should match). Do not allow the user to get out of the document if there is more than one Site ID used on the transaction. This should be applied to all SOP Types.
5. When Sales Date Entry opens, put focus into the Requested Ship Date field.
6. Payment Terms Controls
  - a. If the Payment Terms on the transaction begin with a “C”, these are transactions that require pre-payment (such as COD, Cash Only or Credit Card). Alert the user about these Payment Terms by setting the back-color on the Amount Received field to **bright green**. (Something similar to this color). Also change the font in that field to BOLD. This should be applied to Quotes, Orders and Invoices.
  - b. Prior to allowing the user to print any document (picklist, packing slip, order/invoice) for an order or invoice, if the Payment Terms begin with a C, and the Amount Received is less than the Document Total, warn the user: Payment must be collected for this shipment. This is applied to document level printing only.
  - c. Payment Terms Change control. If the Customer Record Payment Terms ID starts with a C, only allow a Payment Terms change on a Sales Transaction to different Payment Terms ID that starts with C. For example, it would be OK to change from Credit Card to COD, but not to Net 30. If the Customer Record Payment Terms ID does NOT start with a C, the terms on the sales transaction can be changed to anything. This should be applied to all SOP Types.
7. The Customer Note contains important “alert” information. An existing customization pops-open the Customer Note on Sales Entry when the Customer is selected. However, it is very easy to accidentally edit or delete the note. Lock the Note and disable the Attach and Delete buttons when the Customer Note is opened from ANY location except Customer Maintenance. If the “ID” on the Note
8. Sales Returns. ACME is using a window from Field Service called Create Return. This is accessed from Sales Entry via Additional >> Create Return. When the window opens they have to always select the Type ID. Since there is only one, they want this to default in (see red arrow below).When service creates the return it sets the Batch ID on the transaction equal to the SOP Document Type ID. In the example below, the Batch ID on the transaction would be RMARTN. ACME wants users to change the Batch ID to be the Batch ID assigned to their Site. Do not allow the user to get out of a document if the Batch ID matches the SOP Document Type ID.



**Description of Solution:**

The Document Margin window will open automatically when Sales Transaction Entry (SOP) opens, and position itself along the top edge of the SOP window. NOTE: the numbers in the Document Margin mock-up

shown below do not match the actual document beneath it, and are just for illustration.

**Document Margin**

Ttl Cost  Ttl GM \$  GM %

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Sales Transaction Entry **Cost:\$ 912.00 GM\$: \$440.00 GM%: 48%**

File Edit Tools View Options Additional Help Debug sa Fabrikam, Inc. 4/12/2017

Save Actions

**Type/Type ID:** Order YTEX **Date:** 5/23/2017

**Document No.:** YTEX00001 **Batch ID:** SOP INVOICES

**Customer ID:** AARONFIT0001 **Default Site ID:** WAREHOUSE

**Customer Name:** Aaron Fitz Electrical **Customer PO Number:**

**Ship To Address:** WAREHOUSE 11403 45 St. South **Currency ID:** Z-US\$

Item Number	D	U of M	Qty Ordered	Unit Price	Extended Price
128 SDRAM	<input type="checkbox"/>	Case	1	\$1,352.00	\$1,342.00
128 SDRAM	<input type="checkbox"/>	Case	1	\$1,352.00	\$1,352.00
DTL	<input type="checkbox"/>	Each	1	\$0.00	\$0.00
128 SDRAM	<input type="checkbox"/>	Case	1	\$1,352.00	\$1,352.00
TTL	<input type="checkbox"/>	Each	1	\$0.00	\$0.00
			0.00	\$0.00	\$0.00

Amount Received  Subtotal \$4,046.00

Terms Discount Taken  Trade Discount \$131.50

On Account  Freight \$0.00

Comment ID

Miscellaneous \$0.00

Tax \$0.00

Total \$3,914.50

Holds User-Defined Distributions Commissions

by Document No. Document Status

NOTE: the text will not be in red, this is just to highlight the location of the information.

### Document Margin

If the Document Margin window is closed, it can be re-opened via Additional >> Document Margin. The Document Margin window will not have a Close box (X), so the user will not be able to close it by clicking the X. The Document Margin window will always open and close when Sales Transaction Entry opens/closes. It will display margin information for Quotes, Orders, Invoices, and Backorders.

If the Sales Entry window is moved, the Document Margin will reposition itself at the top of the Sales Entry window. This will not happen immediately as there is no way to make the Document Margin window “drag” along with the Sales Entry window when it is moved.

The Document Margin window will display the total cost (using the Replacement Cost), Gross Margin in dollars and Gross Margin percent.

The calculations for margin will be:

- Gross Margin \$ = total extended price of all lines (EP) minus total replacement cost from all lines (RC).
- Gross Margin % = (EP – RC)/EP

Gross Margin % will be rounded to 1-decimal place (i.e. 24.1%).

Clicking on the Cost Trace button will open the Cost Trace Inquiry (below) to show detailed information about the replacement cost calculation for the line.

### Line Margin (Title Bar)

The Title Bar of the SOP window (the part of the window that displays “Sales Transaction Entry”) will be modified so that when a user clicks into a line on the document, the Replacement Cost, Gross Margin dollars and Gross Margin percent for the line are displayed in the title bar. To ensure there is enough space to display the information the Name of the window will be changed too—there are a total of 78-characters to use in the title bar, which includes the name of the window. The line margin display will have a format similar to this:

Sales Entry – Unit Cost \$25,000.02 / Ext GM (\$25,000.02) / GM 10.1%

Negatives will be displayed using parentheses.

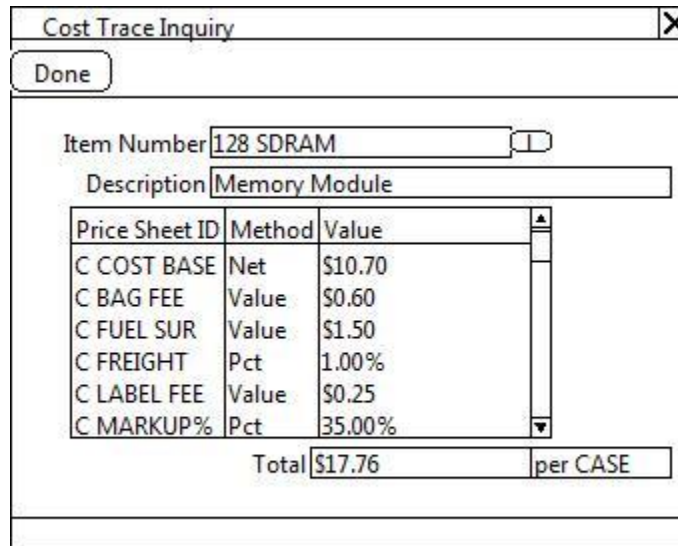
The calculations for margin will be:

- Unit Cost – calculated in the Sales Line Unit of Measure (i.e. replacement cost for 1-CASE).
- Ext Gross Margin \$ = extended price of the line (EP) minus extended replacement cost for the line (RC).
- Gross Margin % = (EP – RC)/EP

The Line Margin information will refresh when the Quantity, Unit of Measure, or Unit Price are changed. When the Line Margin is recalculated it will also save that information to a new Sales Line Margin table.

### Cost Trace Inquiry

Cost Trace Inquiry can be opened from the Document Margin window, and also from Inquiry >> Inventory >> Cost Trace Inquiry. When opened from a sales transaction the window will display the Cost Trace and Total in the Sales Line Unit of Measure. When opened from the Inquiry navigation, it will default to the Base Unit of Measure.



Price Sheet ID	Method	Value
C COST BASE	Net	\$10.70
C BAG FEE	Value	\$0.60
C FUEL SUR	Value	\$1.50
C FREIGHT	Pct	1.00%
C LABEL FEE	Value	\$0.25
C MARKUP%	Pct	35.00%
Total		\$17.76

 = Lookup Button

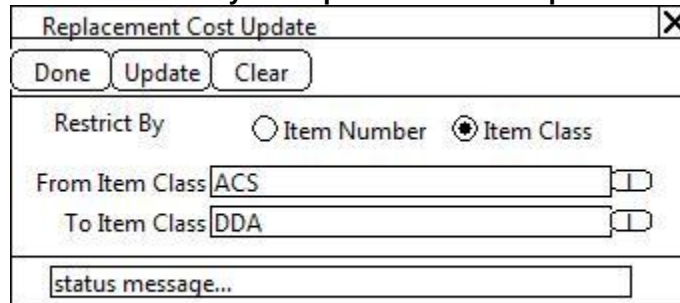
Field	Function
Item Number	Populated automatically when opened from Document Margin.
Description	Displays the item description
Total	Displays the unit replacement cost

When opened from Sales Transaction Entry the Cost Trace will be displayed in the Unit of Measure used on the sales line. In the example above, if there were 10 EA in a CASE, all of the dollar value lines would be multiplied by 10 (i.e. C FUEL SUR would be \$15.00).

### Replacement Cost Update

Replacement Cost Update will perform the replacement cost calculation described above, and update each Item's List Price with the Replacement Cost. The List Price field in GP will be used to store the Replacement Cost.

#### Navigation: Tools >> Utilities >> Inventory >> Replacement Cost Update



 = Lookup Button

Field	Function
Restrict By	Select which items to update by using a range of Item Numbers, or a range of Item Classes
From Item Number / Item Class	User enters the From item number/class, or selects one from the lookup
To Item Number / Item Class	User enter the To item number/class, or selects one from the Lookup. The To Item Number/Class must sort alphanumerically after the From Item Number/Class.
DONE	Closes the window
UPDATE	Asks the user to confirm they are ready, then performs the replacement cost calculation for each item in the range, and updates the List Price.
CLEAR	Clears the window.

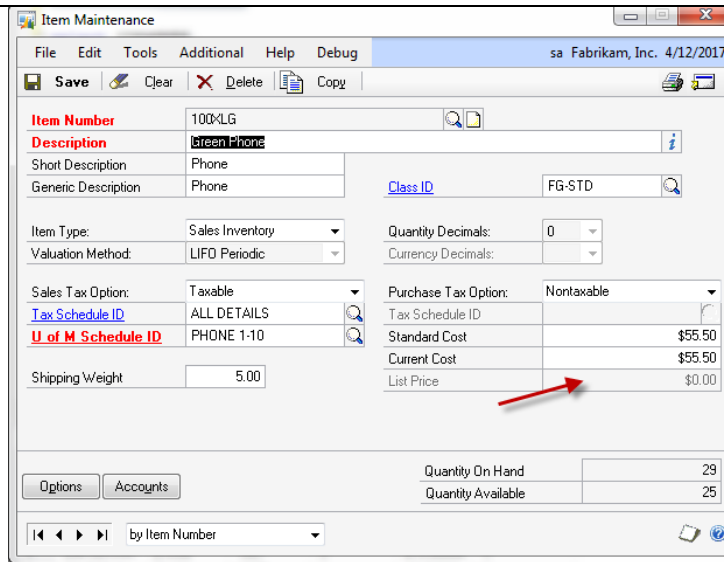
When the utility runs, if the new, calculated Replacement Cost is different than the current Replacement Cost (stored in the List Price field), it will update List Price, and store the change in a Cost Change Tracking table. The tracking table will store:

- Item Number
- Date of Change
- Before and After values for the Replacement Cost

### Item Maintenance – List Price

The customization will ensure that the List Price displays on Item Maintenance.

Normally when Extended Pricing is enabled, GP disables this field and does not display the List Price even if one is stored in the database. The custom code will display the list price value in the field shown above. The field will still be disabled.



### Sales Automation

The Sales Automation items will be done as described in the Description of Need section.

A clarification on the Customer Note locking. The Note window (as shown below) contains the Customer Number. If the Note ID is a Customer Number (which will be verified by seeing if it exists in the Customer Master), the note will be locked. The only exception to this is if the Customer ID is also currently displayed in the Customer Maintenance window. This will allow the note to be edited ONLY by users who have access to the Customer Maintenance window.

