Manufacturer Representative Integration

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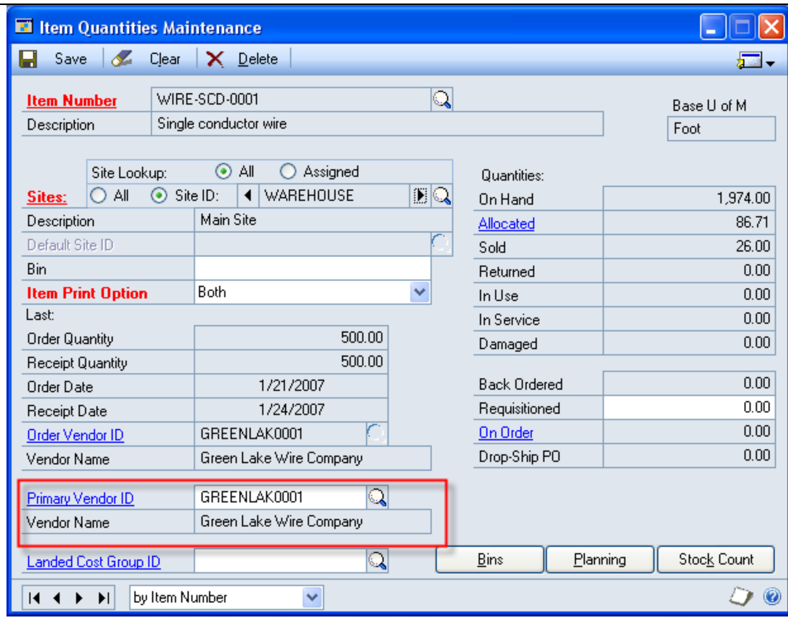
Problem Definition

Problem Definition	CCDA
ACMECO sells direct (where they act as a distributor), and also as a representative of a manufacturer. In the rep sales, ACMECO receives a commission from the manufacturer for the sale, but manufacturing, order fulfillment and invoicing all occur through the manufacturer. Sales Transactions are either completely direct (ACMECO has the inventory) or completely done as a representative (MFSO). The process is as follows: - Customer places an order with ACMECO - ACMECO takes the order and sends order information to the manufacturer (this is referred to below as a Manufacturer's Sales Order, or MFSO). - The manufacturer sends back confirmation of order information (quantities & pricing), and commission rates. - The manufacturer fulfills the order and invoices the customer. The manufacturer sends a shipping notification to ACMECO to alert them that the order has been fulfilled (this may be in several partial shipments) - ACMECO creates a commission invoice to the manufacturer for the sale (the Invoice is not sent to the manufacturer). Commission Invoice may be for the commission due on a partial shipment. ACMECO needs to record the sale and keep a historical record of it, and also needs to know for which sales lines commissions have already been invoiced and paid. The desired solution will: - Allow ACMECO to take sales orders in GP and track them in history - Communicate order information electronically to the manufacturer (optional) - Automate creation of Commission Invoices. The solution will be performed in Dynamics GP as follows (see diagram in Appendix): - A Sales Order is taken in GP. - When Items are added the system captures the default commission percent for that	

item and stores it on the Sales Line. - Order is printed and sent to Manufacturer - Manufacturer sends back confirmation of order. This has the Manufacturers Order Number (to be recorded in a SOP User Defined Field). Any necessary changes are made to the Order. - Manufacturer sends notification of shipment. - A Commission Invoice is created automatically for the commission due on the items fulfilled by the shipment. - When the Order is completely Invoiced it will move to history.	

Design Features

Setup	**CCDA**
The customization needs a way to distinguish a “manufacturer’s order” versus any other sales transaction. This will be accomplished by creating a special Sales Order Document Type ID (Tools >> Setup >> Sales >> Sales Order Processing >> Order Button). The Order ID will be stored in the Setup window for the customization.  Any sales transactions that are created in GP with the Manufacturer’s Order ID will alert the customization.	



Manufacturers will function both as Vendors (when ACMECO buys and stocks inventory from the Manufacturer) and as Customers (when ACMECO acts as a rep). Manufacturers will have to be set up as both Vendors and Customers in GP, and the identifiers (Customer Number and Vendor ID) must match. When the Commission Invoice is created, it will look to the Primary Vendor ID field on Item Quantities Maintenance—it will then attempt to locate a matching Customer ID which it will use to create the Commission Invoice.

Tables

Table Name	Columns
Setup	SetupKey
	DocumentTypeID
	ItemNumber

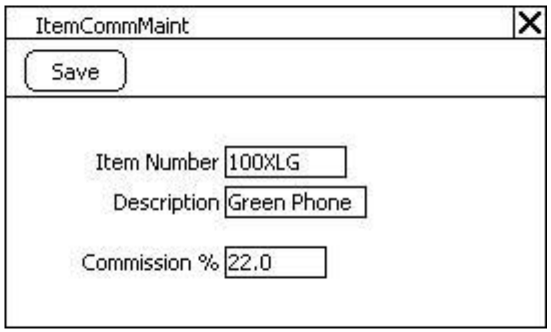
<table>
<tr><th>

Item Commission Setup

</th><th>CCDA</th></tr>
<tr><td>

ACMECO is paid a commission for the sale of each item on the MFSO, and the percentage can be different for each item. When ACMECO rep's an Item it is for only one manufacturer, so any given Item will have only one Commission Percent.

Item Commission Setup will allow setting the percentage on a per-item basis.



This window will be accessed from Cards >> Inventory >> Item Commission Maintenance.

It will also be available from an Extras menu when Item Maintenance is open. When a sales order is created, the value specified in this window will provide the default commission percentage on the sales line, but it can be changed on the sales line.

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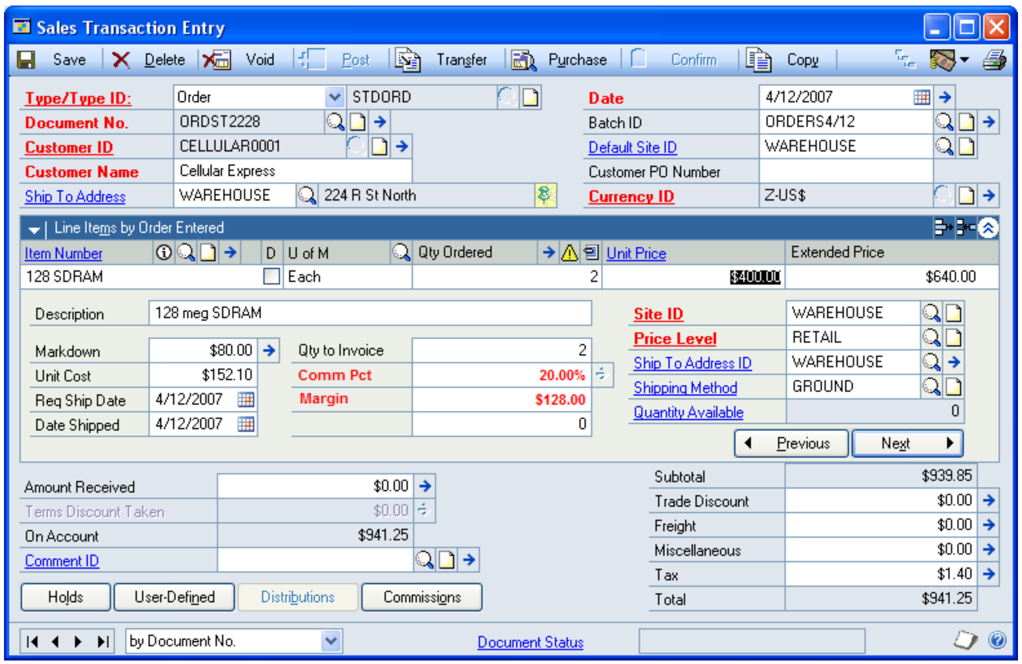
<tr><td></td><td></td></tr>
</table>

Sales Transaction Entry Modifications

CCDA

MFSO will be entered into GP as Sales Orders with the MFSO Document Type ID specified in Setup. When this special Document Type is used, the detail section of the Sales Entry window will change to show fields required for MSFO transactions.



The additional fields are:

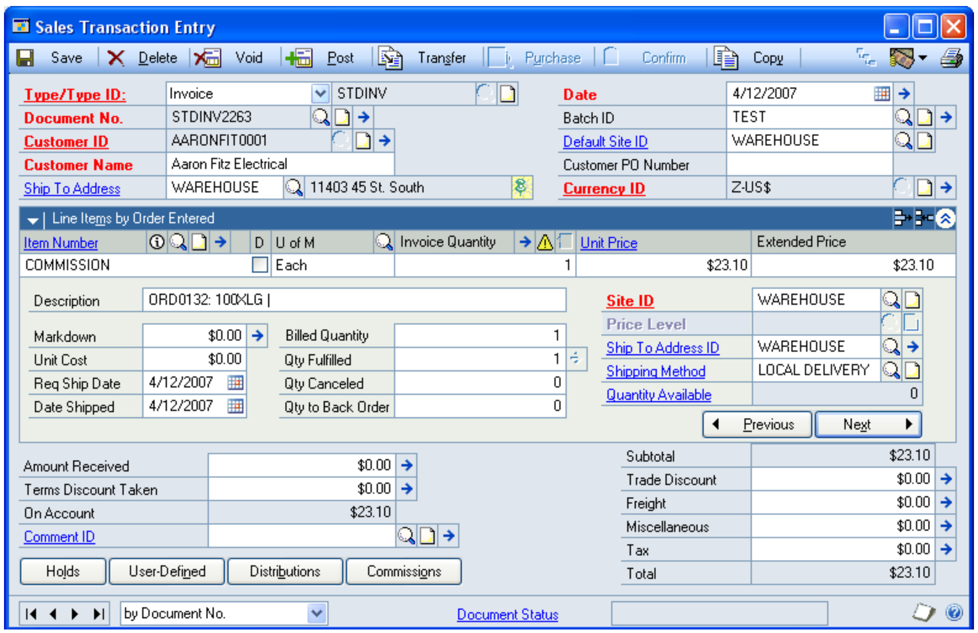
- Commission Percent: defaults from Item Commission Maintenance, but can be changed on the SOP Line
- Margin = Commission Pct * (Unit Price – Markdown) * Qty

When the manufacturer sends a shipping notification, the quantity fulfilled will be entered into the Qty to Invoice field for each line that was fulfilled.

The Commission will be calculated as:

- Commission Amount = Commission Pct * (Unit Price – Markdown) * Qty To Invoice

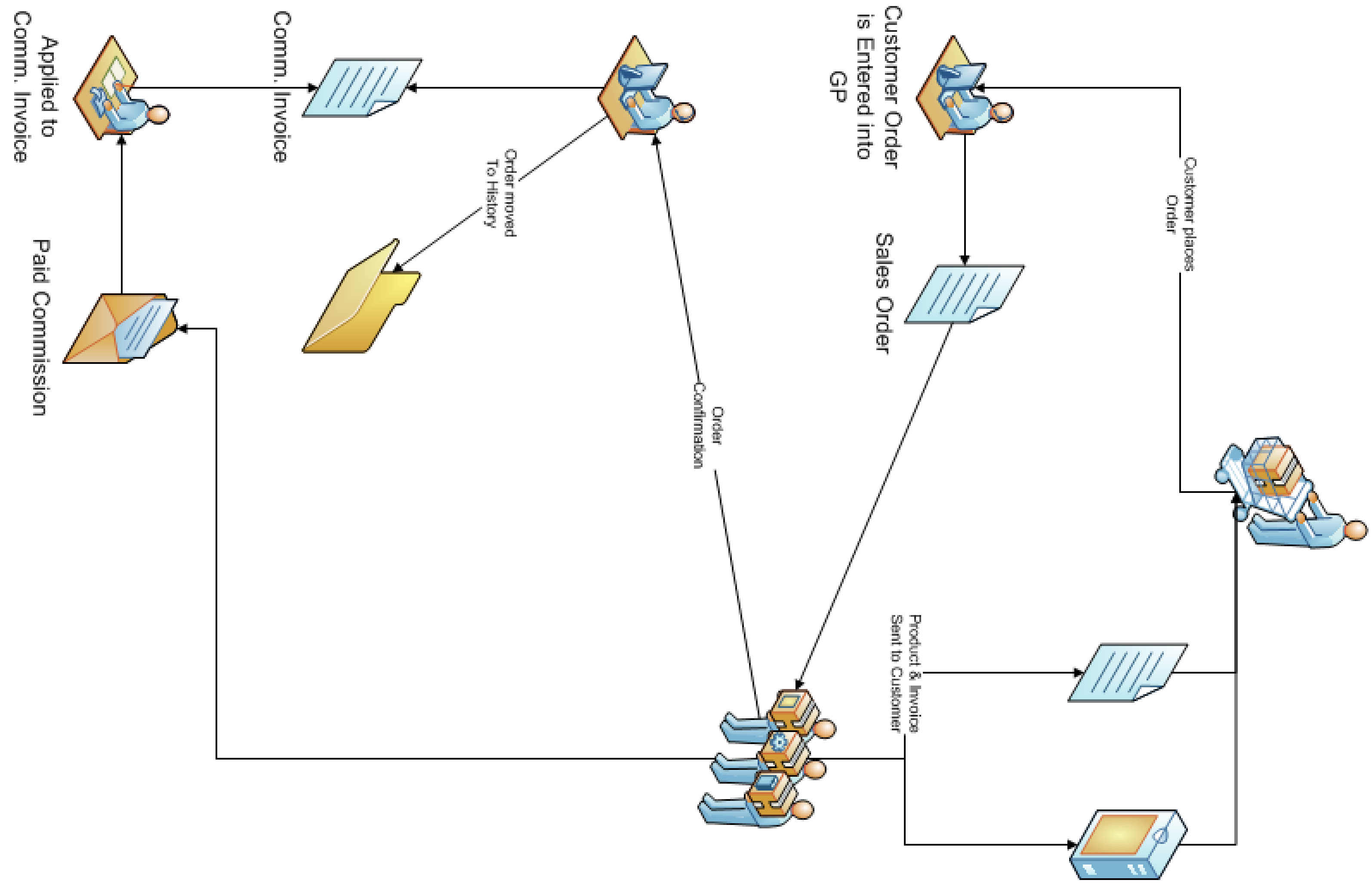
After entering fulfillment quantities from the manufacturer's shipping notification, the Commission Invoice button is clicked (a new button will be added to the window). The system will prompt the user to enter the Manufacturer's Invoice Number, and will use this as the Document Number in GP when it generates Sales Invoice to the manufacturer for the commission. The system will create each line using the non-inventory Item Number "COMMISSION". GL accounts will default from the Customer record.



There will be one line on the Invoice for each Item fulfilled by the manufacturer. The Commission Invoices will be linked to the original Order so that reports or inquiries can show the history or an order (i.e. all of the partial shipments), and what remains to be invoiced.

NOTE: the current design does not provide any custom reports or inquiries.	

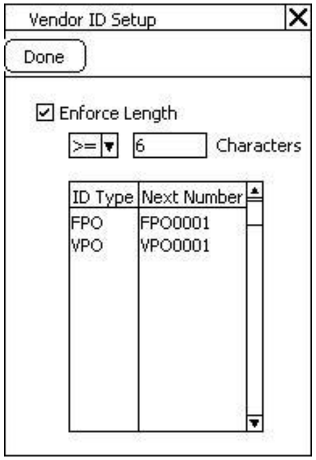
Proposed Workflow



CHANGE REQUEST 1			
Client Name		**Date**	
Project Name		**Version**	
Change Request #			

Description of Change

Add to the custom code the ability to automatically generate customer numbers and vendor numbers.



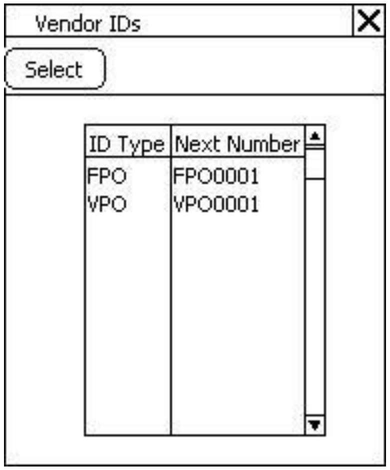
Customer Numbers: When the Customer Maintenance window is open, the user will select Extras >> Additional >> Next Customer Number. The system will generate a unique, 6-digit identifier consisting only of the numbers 0-9. The first digit will only be generated using 1-9 (no zeros).

Vendor Numbers: Vendor IDs will be generated like Sales Order Numbers—a numbering sequence consisting of an alpha-prefix, followed by an incrementing number.

The Vendor ID Setup window will be access from Tools >> Setup >> Purchasing >> Vendor IDs.

Enforce Length: this option can be enabled/disabled. When enabled, it will control how many characters must be entered into the Vendor ID field when manually creating a new vendor ID. It will not affect entering existing Vendor Numbers. The dropdown list will contain the following options: >, <, >=, <=, =. If a user enters a new Vendor ID that does not meet the length restriction, they will receive a warning, and the field will be cleared.

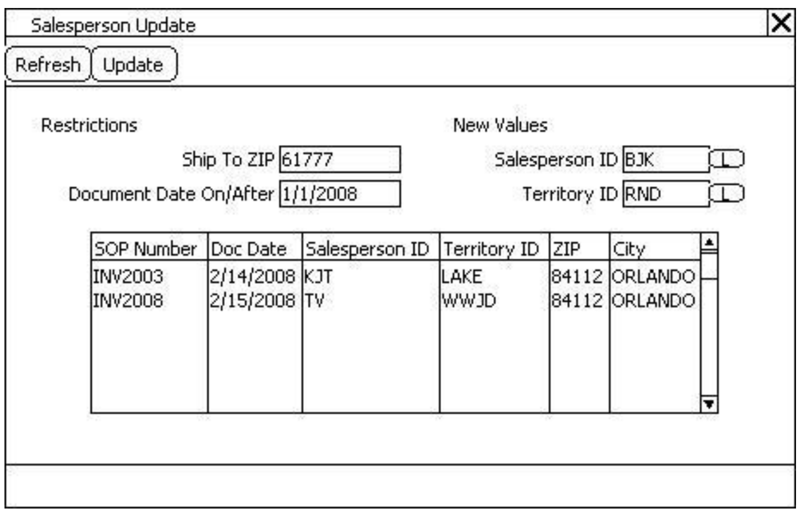
ID Type and Next Number work like Sales Order Numbers. The Next Number will be incremented each time a new vendor is created. When the Vendor Maintenance window is open, the user will selects Extras >> Additional >> Next Vendor Number.



The Vendor IDs lookup window will open. A user can select the next number here, and it will automatically be entered as the Vendor ID on Vendor Maintenance.

CHANGE REQUEST 2			
Client Name		**Date**	
Project Name		**Version**	
Change Request #			
Description of Change			

ACMECO wants to change the Salesperson Update window to allow updating ANY historical document, rather than just documents that do not have a Salesperson ID already assigned.



ACMECO is using the assignment of Salesperson ID and Territory ID mostly for reporting purposes, so they can report on sales by Salesperson/Territory. If ACMECO reassigns customers, or make other changes to salesperson/territory, they need to be able to reassign "current" transactions—such as anything that occurred this year—so that reporting grabs the correct documents.

After entering a ZIP Code and Document Date, the user will click Refresh. This will show all SOP Invoices that:

- Have a matching Ship to zip code
- Have a Document Date on or after the selected date
- Are not voided

All documents will be selected by default, but the user can select/de-select specific documents with CTRL+click (this will be a “list view” window). Double-clicking on a line will open the document in Sales Inquiry.

After entering a Salesperson ID and/or a Territory ID, the user will click UPDATE. The system will confirm the user is ready to perform the update. If so, all selected documents will be updated with the New Values. Note: either or both values may be blank, which would clear the Salesperson ID/Territory ID from the selected documents.

When the update is complete, the window will redisplay based on the Restriction criteria, showing the updated documents.