

ACMECO

DS0036

SOP Modification



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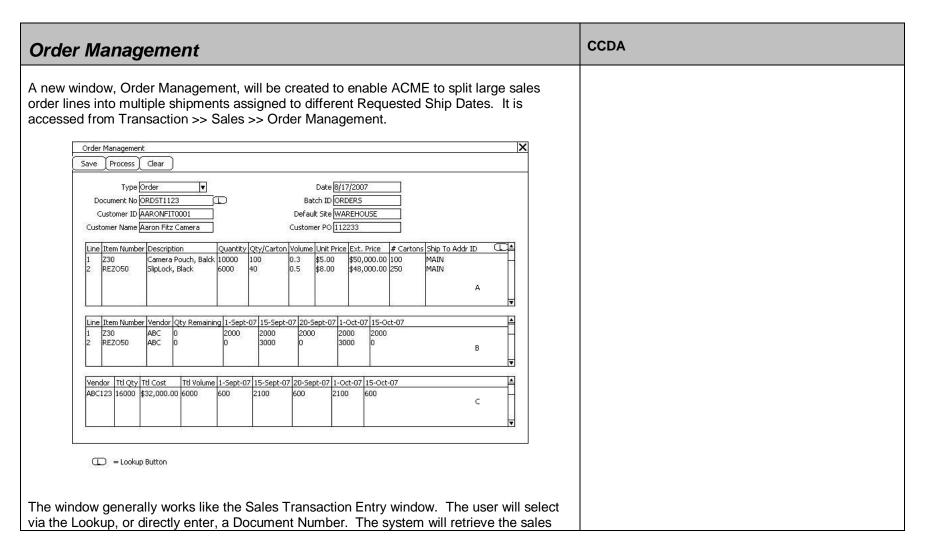


Problem Definition

| Problem Definition | CCDA |
|--|------|
| ACME Co makes innovative carrying solutions for the imaging world. These are specialized backpacks, shoulder bags, camera pouches, rolling cases, etc., designed specifically for the needs of photographers and videographers. | |
| Their worldwide distributors place orders on Business Portal, which feeds into Dynamics GP as Sales Transactions. ACME has the products made in overseas factories (China), and shipped in containers to the US. | |
| There are two aspects of this process that require additional functionality in Dynamics GP. First, the sales order lines need to be manually reviewed and split into smaller quantities based on freight container size and requested ship date. | |
| Second, when a container is ready to be shipped, ACME needs to produce a pro forma Invoice to their customer for the shipment, and then record receipt of payment against the pro forma invoice. | |
| The following pages describe additional functionality that will be created to support these two requirements. | |



Design Features





transaction and display it in the Order Management window. The window will have two requirements:

- 1. The document selected or entered must be an ORDER
- 2. The lines on the order must not already be linked to Purchase Orders. If any one of the lines is already linked to a purchase order the system will not allow the user to select the order.

Window "A": Sales Transaction Lines

This window primarily shows the same information seen in the scrolling window on Sales Transaction Entry. The additional fields are:

- Line: this is a calculated field that increments by one with each line added to the window.
- Qty Per Carton: Stored in User Defined Field #1 on Item Maintenance
- Volume: Stored in User Defined #3 on Item Maintenance. This is measured in Cubic Meters.
- # Cartons: The number of cartons is calculated as Quantity / Qty Per Carton. This will be rounded, if necessary, to the nearest whole number.

Window A will be sorted by Item Description. The Ship To Address ID field will allow the user to enter or select a different Address ID.

When a line is selected in Window A it will cause Window B to automatically scroll to display the same Line Number.

Window "B": Sales Line Scheduling

This window displays the selected Vendor that will be used to produce the item, and the Requested Ship Dates. ACME will always the Vendor Item Number always be the same as the Item Number.

When a sales transaction is first loaded there will be a single Requested Ship Date for each line. Double-clicking on a line in this window opens the Fulfillment Schedule window (see next section). Changes made in Fulfillment Schedule are displayed in Window B. Fulfillment Schedule is also where the Vendor and Vendor Item are selected.

When a line is selected in Window B it will cause Window A to automatically scroll to display



the same Line Number.

Window "C": Vendor Shipment Summary

This window displays the total for a Vendor. If multiple items on the order are sourced from the same vendor, the display will be the total quantity, cost, quantity, and product volume for the combined items. Additionally, for each Shipment Date the total volume (cubic meters) is displayed.

Buttons

SAVE: GP can support one Requested Ship Date per sales line. The order management window splits a single line into small quantities each with its own ship date. To accommodate this in Sales Transaction Entry, the Order Management window will split the original line into one new line per ship date. When SAVE is clicked the changes made to the order in Order Management are used to re-write the original sales transaction lines, creating one line per ship date.

The Fulfillment Schedule window allows the user to change the line item quantity. During the SAVE process the system will delete the original sales line, and create one new line per Fulfillment Schedule date using the Quantity specified on that window.

This could result in the total Quantity Ordered being more or less than what was originally ordered. The document totals and taxes will be recalculated accordingly.

PROCESS: Clicking Process will perform two functions. The first is to SAVE the document (see SAVE description). The second will be to generate Purchase Orders (which will have the same effect as clicking the Purchase button on Sales Transaction Entry). The system will first prompt the user: "Are you ready to create Purchase Orders? Yes/No". NOTE: pricing for the purchase order lines will be retrieved from a 3rd party product called Myridas.

CLEAR: will clear the window and make no changes to the original Sales Order.

A note on reporting on the information displayed in this window: The data is stored in temporary tables while working on the order's Fulfillment Schedule. When the SAVE button is clicked, the data is written back to the database by updating the following tables:

SOP10100 (Sales Header): If the quantity of items has been changed, the document totals will be recalculated.



SOP10200 (Sales Lines): Each Item – Ship Date pair will result in a new line (GP can support one Ship Date per sales line).

SOP60100 (SOP – POP Links): the Vendor assigned to each shipment will be saved in this table. Normally this table is populated by GP when a PO is linked to a sales order, and it does not have a column for Vendor ID as it is intended to store only the link from one sales line to a PO Number. For our purposes, prior to creating a PO, the Vendor ID will be stored in the PO Number field to link a sales line to a specific Vendor.



| Fulfillment S | Schedule | | | | CCDA |
|--------------------------------------|---|--|-------------------|---|------|
| When a line in Ord window will open. | er Management \ | Window "B" is do | uble-clicked, the | Fulfillment Schedule | |
| | Fulfillment Schedule | | | X | |
| | Save | | | | |
| | Item Number Z30 Description Came Qty Ordered 10000 Ship To MAIN Vendor ID ABC Vendor Name ABC N Date 1-Sept-07 15-Sept-07 20-Sept-07 1-Oct-07 15-Oct-07 Total Le is used to (1) s | Total Volume Qty 600 2000 2100 2000 2100 2000 600 2000 600 2000 600 10000 utton select the Vendor | | Change the Ship To equested ship dates) | |
| Address code, and | le is used to (1) s | select the Vendor | | | |



This window will initially fill with the Requested Ship Dates of the current sales lines. The user can add dates here by inserting a new row, and change the Quantity of the item to ship on that date.

Total Volume is calculated by looking at the volume of all other shipments scheduled for that day for the current sales order.

After entering a Quantity the system will calculate the Item Volume, and update the totals.

The user can distribute more or less than the Quantity Ordered—the system will not force the Quantity total to match the Quantity Ordered.



| Pro Forma Invoice Entry | CCDA |
|---|------|
| When ACME receives a Pro Forma Invoice (PFI) from their manufacturer, they will create a PFI to their customer using the Pro Forma Invoice Entry window. This will is accessed from Transactions >> Sales >> Pro Forma Invoice Entry. | |
| Pro Forma Invoice Entry Save Void Clear Add Lines P | |
| Document Number PRINV0001 Date 8/21/2007 Sales Order Number ORDST1132 Customer ID (AARONFIT0001) | |
| Item Number Description Vendor ID Quantity U of M Unit Cost Unit Price Ext. Cost Ext. Price Amount Applied \$0.00 -> | |
| (SCCIDID) LESSONUSER1 | |
| The manufacturer will send ACME a pro forma invoice. This MfgProForma will represent line items on a single sales order which matches the shipment schedule and PO Requested Ship Dates. The MfgProForma Invoice will reference a specific ACME PO Number. NOTE: there may be a need for a Commercial Invoice document if standard GP functionality cannot meet this need. A Commercial Invoice has not been included in this design. | |
| The Document Number will be auto-generated by the system (see Setup window described | |



later) which auto-increments with each new document. The user can create a new PFI, enter the Document Number for an existing PFI (that has not been posted), or use the Lookup to view a list of open PFI documents.

The Sales Document Lookup can be used to locate sales orders that have a specific Customer PO Number.

After selecting a sales order, the Add Line Items window will automatically open to allow the user to select which Sales Lines to include on the PFI. See the next section, Add Line Items.

Individual lines and be selected and removed from the scrolling window. It will also allow a user to select multiple lines and remove all of them.

Amount Applied will show the total amount of customer payments that have been received and applied to this document. The expansion button will open the Payments Inquiry window that shows details of the applied payments (see Payments Inquiry section).

The Total is the sum of the Extended Price of all lines. There are no other taxes or charges that need to be included.

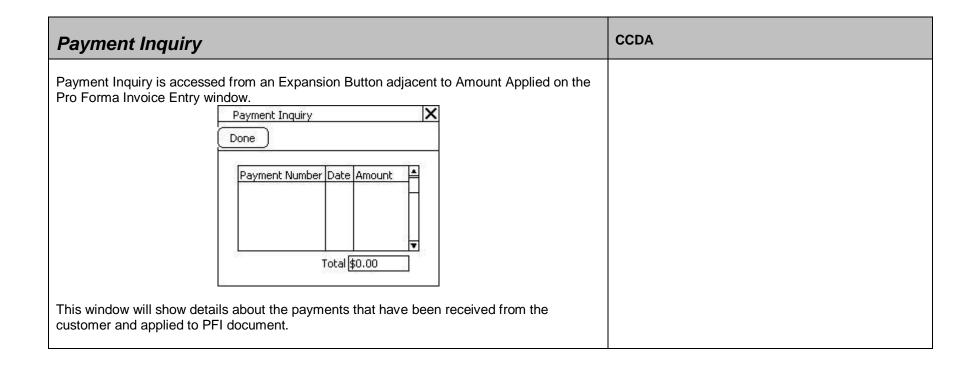
Clicking the Print button will produce a document similar in appearance to the Sales Invoice (Graphical) report available in Dynamics GP. The system will maintain a count of the number of times the PFI report has been printed, and print "Duplicate" after the first printing. The exact layout of this printable report will be defined later to meet specific needs. It will be billed at a time & material rate, and is excluded from this fixed-cost quote.

When a PFI is complete, it can be moved to history by using the Pro Forma Posting window (see section Pro Forma Posting).



| Add Line Items | CCDA |
|--|------|
| This window is access from the Add Lines button on Pro Forma Invoice Entry. The Pro Forma Invoice Lines are pulled from the line items on an originating Sales Order. The Add Line Items window allows the user to select multiple SOP lines to include on the PFI. Add Line Items Done Mark All Unmark All Start Date 0/0/0000 End Date 10/15/2007 X Item Number Description Qty Req. Ship Date Vendor ID PO Number By default the window will display all lines and their linked Purchase Orders. The user can manually select one or more lines, or all lines by clicking the Mark All button. The lines can be un-selected by clicking Unmark All. The lines displayed can be restricted by Requested Ship Date by entering a Start and/or End Date. The window will display sales lines where the Requested Ship Date is on or after the Start Date, and on or before the End Date. If either date is zeroed, the display will not | CCDA |
| be restricted by that date. The window will only display lines that are not already on a PFI. After marking lines to | |
| include on the PFI, clicking the DONE button will return the lines to the Pro Forma Invoice Entry window described above. | |







| Pro Forma Posting | CCDA |
|---|------|
| Pro Forma Posting is used to move completed PFI documents to history. Historical PFI documents are no longer editable, and will not appear in the Cash Receipt window described in the Pro Forma Cash Receipt section. This window is access from Transactions >> Sales >> Pro Forma Posting. | |
| Pro Forma Posting Post | |
| Document Number PFINV0001 Customer Number AARONFIT0001 Customer Name Aaron Fitz Camera | |
| = Lookup Button | |
| After selecting a PFI document, the window will display the Customer information. | |
| POST button: the system will prompt the user: "Are you ready to post this invoice? Yes/No". If YES, the document will be moved to the Pro Forma Invoice History tables. | |



| Pro Forma Cash Receipt | CCDA |
|---|------|
| When customer payments are received they will be entered into the Pro Forma Cash Receipt window. This window is access from Transactions >> Sales >> Pro Forma Cash Receipt. | |
| Pro Forma Cash Receipt | |
| Post | |
| Receipt PYMNT0001 | |
| = Lookup Button | |
| The system will maintain the Receipt number (see Setup), and will auto-increment the number for each new payment. | |
| After selecting a Customer ID, the scrolling window will fill with unapplied, open Pro Forma Invoices for the selected customer. PDI documents that have been posted, or moved to | |



history, will not be displayed.

The user will enter the Check Amount and Check Number. The payment can be applied to 1 or more PFIs in the scrolling window. An amount can be applied that exceeds a document's Extended Price.

Clicking POST will cause the payment to be applied to the selected PFI documents, and the linked Sales Order(s).

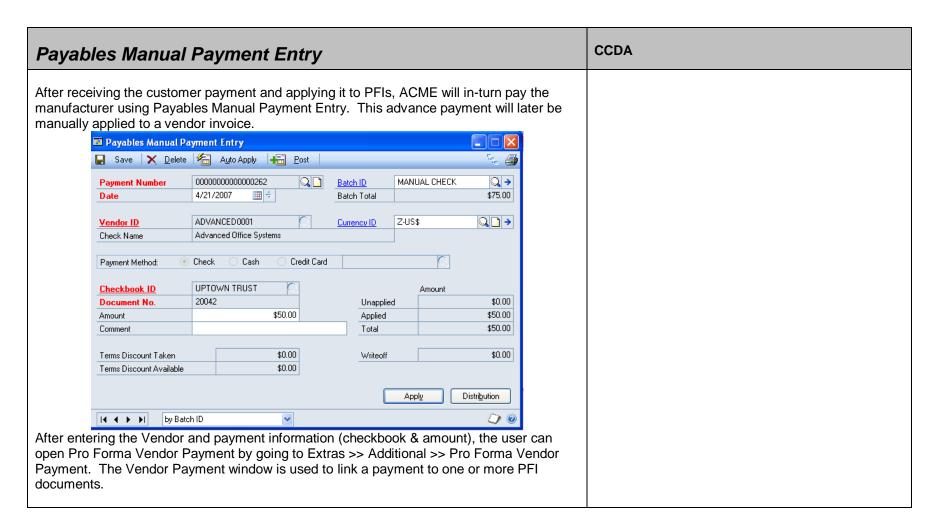
When the payment is applied to a PFI, it will also be applied to the Sales Order that is linked to the PFI. This will have the same effect as if entering the payment into the Sales Payment Entry window (accessed via the Expansion button on the Amount Received field on Sales Transaction Entry).

The user can zoom to the PFI document by selecting a document in the scrolling window and clicking the "Document Number" column header. It will open the PFI in a non-editable window called Pro Forma Invoice Inquiry.



| This window displays open and historical (posted) PFI documents in an un-editable window. This window is accessed from Inquiry >> Sales >> Pro Forma Invoice Inquiry. Pro Forma Invoice Inquiry OK P Document Number PRINV0001 Date 8/21/2007 Sales Order Number PRDST1132 Customer ID PARONFIT0001 Item Number Description Vendor ID Quantity U of M Unit Cost Unit Price Ext. Cost Ext. Price Amount Applied \$0.00 Total \$0.00 Total \$0.00 The Amount Applied expansion button will open Payment Inquiry to show details of customer payments applied to this document. | Pro Forma Invoice Inquiry | CCDA |
|--|--|------|
| Document Number PRINV0001 Date 8/21/2007 Sales Order Number ORDST1132 Customer ID AARONF110001 Item Number Description Vendor ID Quantity U of M Unit Cost Unit Price Ext. Cost Ext. Price Amount Applied \$0.00 DESSONUSER1 Description Vendor ID Quantity U of M Unit Cost Unit Price Ext. Cost Ext. Price Total \$0.00 | | |
| The second of th | Document Number PRINV0001 Date 8/21/2007 Sales Order Number ORDST1132 Customer ID AARONFIT0001 Item Number Description Vendor ID Quantity U of M Unit Cost Unit Price Ext. Cost Ext. Price Amount Applied \$0.00 LESSONUSER1 Date 8/21/2007 Total \$0.00 Total \$0.00 ESSONUSER1 | |







| Payment Number 00 | | | | Date 8/21/2007 |
|-------------------|-----------------------------|--|------------|----------------|
| | DVANCED0001 dvanced Manu | 50.0 | Ť | |
| Amount \$5 | | The state of the s | mber 20042 | |
| X Doc. Number | PO Number | Vendor ID | Ext. Cost | Amount Applied |

The fields on the top of this window are display only, and are pulled from the Payables Manual Payment Entry window. The scrolling window displays PFI documents linked to the selected vendor.

The user can link the payment to one or more PFI documents. The Amount Applied to each document does not have to match the PFI Document Amount, and the Total Applied can be less than the total payment.

The totals at the bottom of the window will display the total Cost for the selected lines, and the Total Amount Applied.



| Setup | CCDA |
|---|------|
| The Setup window is used to specify document numbers required by the modification. The window is accessed from Tools >> Setup >> Sales >> Pro Forma Setup. Setup Save Pro Forma Invoice Number PRINV0001 Pro Forma Payment Number PYMNT000001 | |
| | |



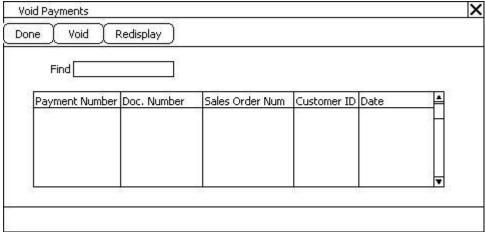
| Pro Forma Invoice Lookup | | CCDA |
|--|-----------------------------------|------|
| Several locations in this software need to retrieve existing I Invoice Lookup will provide the ability to select a PFI from a each location where a PFI Document Number is needed (s Pro Forma Invoice Lookup Select Find Open O History | a list of existing documents from | |
| Doc. Number PO Number Sales Order Num Vendor I | D Customer ID Date | |
| | ▼ | |



| CHANGE REQUEST | | | | |
|------------------|--------------------------------------|---------|---|--|
| Client Name | ACMECO | Date | | |
| Project Name | Pro Forma – Un-apply Cash Receipt | Version | 1 | |
| Change Request # | | | | |

Description of Change

Add to the Pro Forma module the ability to void, or un-apply, payments entered through Pro Forma Payment Entry.



A new window will be created called Void Payments, that will be accessed from Transactions >> Sales >> Pro Forma Void Payment.

When the window first opens the list window (section with columns) will be blank. The user will enter a search criteria in the Find box. Tabbing out of the field (or clicking Redisplay) will perform a "contains search" for the search criteria on the following fields:



- Payment Number
- Document Number (Pro Forma Invoice)
- Sales Order Number
- Customer ID

For example, if the user entered "CAB" it would return payments that have "CAB" in the payment number, and any transaction for a customer that has "CAB" in their customer number.

Voiding: after clicking the VOID button the user will be prompted to confirm they want to void the payment, and attempt to remove all associated sales deposits.

Because the PF Payments are actually tied to Sales Order Deposits, certain conditions will prevent the Void Payments window from adjusting the sales deposits:

- If sales order has been transferred to an invoice, and the Include Totals and Deposits box was marked, the Void Payments process will not be able to automatically up-apply the Deposit from the sales order. GP moves all payments to the new invoice during the transfer process. The user will be able to void the PF Payment, which will un-apply it from the PF Invoices, but the user will need to manually make other adjustments in GP to account for the change in the Deposit amount.
- Payments cannot be partially un-applied. If a payment was applied to more than one PF Invoice, un-applying the payment will remove it from all invoices.

Before performing the Void, the system will check for the above conditions, and alert the user before continuing. The user will have the option of aborting the Void at that point (no changes will be made).

OPTIONAL

At this time, the Pro Forma module does not include Inquiry windows for looking at posted PF Payments. We could add PF Payment Inquiry and Applied Inquiry windows, and also add to the Void Payments window the ability to drill back to view the selected payment and the documents to which it was applied.

Navigation would also be added to reach the window from Inquiry >> Sales >> Pro Forma Payment Inquiry.



| W TITO | | |
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| | | |