WORLDSOFTWARE®

Advanced Pricing

JDEdwards®

J.D. Edwards World Source Company
8055 E. Tufts Avenue
Denver, CO 80237

Where Do I Look?

Online Help
- Program
- Form
- Field

CD–ROM Guides

Guides

Technical Foundation

System Administration and Environment Fundamentals

- Understanding Your Environment
- Creating and Maintaining Environments
- Setting Up Security
- Upgrading Your System

Common Foundation

Prerequisite J.D. Edwards Software Fundamentals

- Using Menus
- Getting Help
- Customizing Data
- Reporting
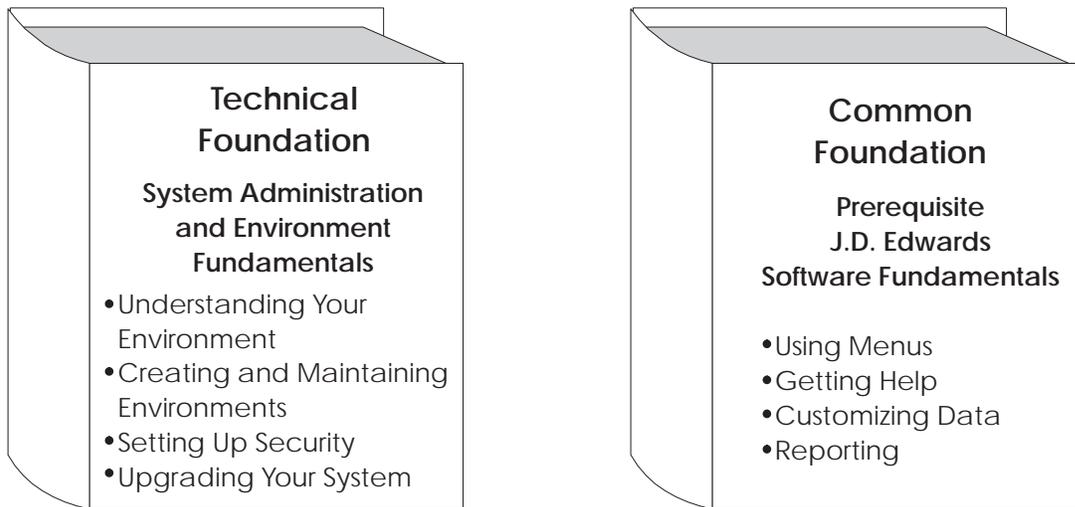
Important Note for Students in Training Classes

This guide is a source book for online helps, training classes, and user reference. Training classes may not cover all the topics contained here.

Welcome

About this Guide

This guide provides overviews, illustrations, procedures, and examples for the current release of J.D. Edwards software. Forms (screens and windows) shown are only examples. If your company operates at a different software level, you might find discrepancies between what is shown in this guide and what you see on your screen.

This guide includes examples to help you understand how to use the system. You can access all of the information about a task using either the guide or the online help.

Before using this guide, you should have a fundamental understanding of the system, user defined codes, and category codes. You should also know how to:

- Use the menus
- Enter information in fields
- Add, change, and delete information
- Create and run report versions
- Access online documentation

Audience

This guide is intended primarily for the following audiences:

- Users
- Classroom instructors
- Client Services personnel
- Consultants and implementation team members

Organization

This guide is divided into sections for each major function. Sections contain chapters for each task or group of related tasks. Each chapter contains the information you need to accomplish the task, run the program, or print the

report. Chapters normally include an overview, form or report samples, and procedures.

When it is appropriate, chapters also might explain automatic accounting instructions, processing options, and warnings or error situations. Some chapters include self-tests for your use outside the classroom.

This guide has a detailed table of contents and an index to help you locate information quickly.

Conventions Used in this Guide

The following terms have specific meanings when used in this guide:

- *Form* refers to a screen or a window.

- *Table* generally means "file."

We assume an "implied completion" at the end of a series of steps. That is, to complete the procedure described in the series of steps, either press Enter or click OK, except where noted.

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Overview

Advanced Price Adjustments Overview

About Advanced Price Adjustments

It can be a market advantage to be able to refine or replace pricing strategies swiftly and effectively in response to changing market conditions. Companies that react slowly gives the competition an unearned advantage. To react quickly to changing pricing conditions, a company needs a flexible price adjustments system.

Benefits of implementing a flexible price adjustments system include:

- Improving profitability and competitiveness through more accurate pricing by market sectors and product characteristics.

- Allowing your sales and marketing organization the freedom to develop pricing strategies that target different market sectors.

- Being able to react promptly and effectively to your competition's pricing strategies and to fluctuating marketing conditions.

J.D. Edwards allows you to adjust your base pricing using one of two price adjustment solutions:

- The standard price adjustment module, which is available with the Sales Order Management system. You should use standard price adjustments if your pricing procedures do not require the features offered by the advanced pricing system.

- The advanced pricing system, which is an additional software system that is integrated with the base price architecture.

Advanced Pricing Features

Pricing is probably one of the most complex aspects of your business. It may consume a considerable amount of time to plan, set up, and maintain pricing information.

J.D. Edwards Advanced Pricing system streamlines pricing setup and maintenance. After you have planned your pricing strategies, using the advanced pricing setup is straightforward and maintenance requirements are minimal.

Advanced pricing allows flexibility when defining pricing. You use pricing adjustments for each promotion or deal and then combine the adjustments into a pricing structure (schedule). Within each schedule, you can define unlimited price adjustments. You can also combine regular discounts and promotions within the same schedule, which allows you to apply multiple adjustments to each sales order line.

Customer and Item Groups

You can define customer and item groups to accommodate vastly different market sectors and product lines. Using customer group and item group definitions frees you from the tedious task of setting up price adjustment information for each item and customer.

Advanced Pricing offers additional flexibility for working with pricing groups. You can create adjustments for single items, single customers, groups of items, or groups of customers. Customers can be identified by sold-to, ship-to, or parent addresses.

Base Pricing Matrix
Preference Hierarchy 51
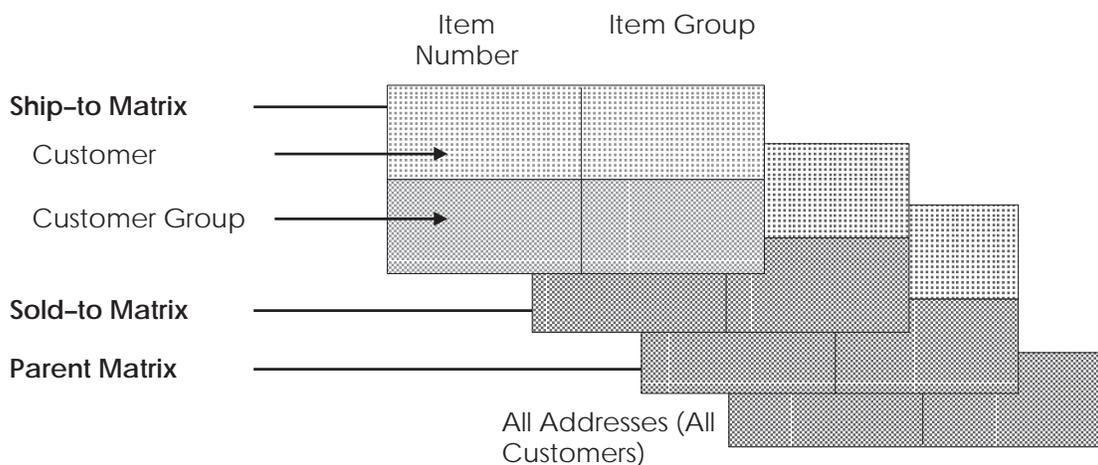
Advanced Pricing Matrix
User Defined Hierarchies
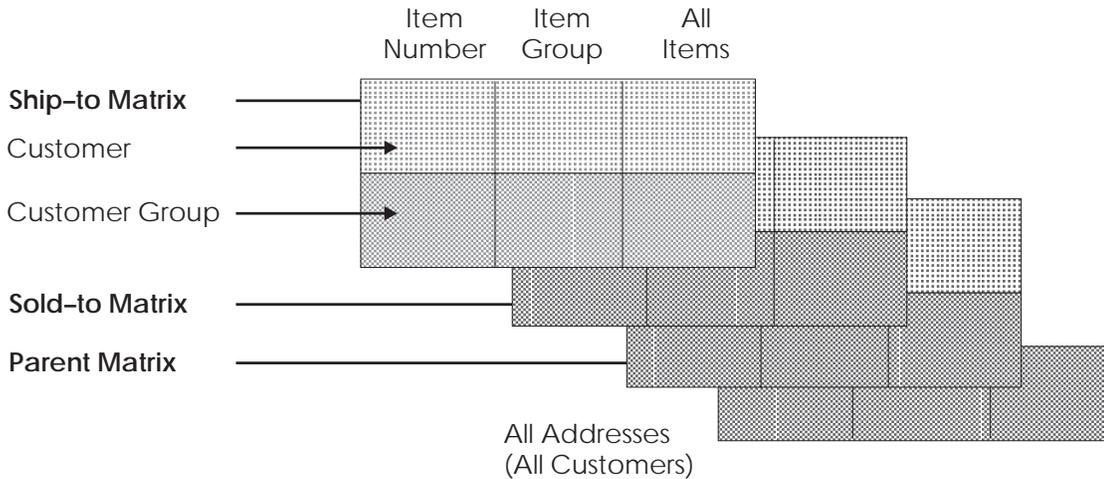
Adjustment Accruals

You can have the system accrue the amount of an adjustment instead of applying the adjustment to the order line. You might want to do this for:

- Advertising allowances and cooperative allowances
- Commissions
- Royalties based on product or customer
- Rebates

Types of Price Adjustments

Adjustments allow you great flexibility in the definition of your pricing schedules. You can adjust the price:

- By a specified percentage of the base price.
- By a percentage of the current net price.
- By a percentage of your cost.
- By a specific amount.
- Based on a formula. For example, you can create formulas that:
    - Reference a field in sales order detail.
    - Pull data from variable tables if you need to create pricing for items with prices that fluctuate frequently.
- Based on a price override. If you create an override adjustment, the system replaces the base price with the override price you defined in the adjustment.

- Based on one of your company's custom programs.

Limited Time Offers

For each adjustment, you can define an effective from and an effective through date. For example, if a promotion will take place during the month of May, you can define an effective date range of May 1 through May 31.

Multi-Currency Pricing

You can set up and maintain pricing by currency. If you sell in multiple currencies, the system retrieves the currency from the base price file based on the default currency for your customer or the currency of the sales order.

Free Goods

Free goods often are items that help promote, display, or accompany the product being ordered. For example, for certain products you may want the free goods to be the display case, posters, or additional promotional items used to highlight a sale.

When you define an adjustment, you define how the system applies the free goods. You can tie any adjustment to free goods.

Level Breaks

You can reward customers who buy in volume by providing price breaks based on order quantity, weight, or total price. When you define adjustment types, you specify the level–break type you want to use.

Accruals

Automated Accounting Instructions are provided so you can set up liability accounts for royalties, commissions, and rebates. You can define rebate thresholds to establish rules for generating credit orders.

Pricing History

The price history table provides accountability through its detail. It is accessible online as you enter or inquire on a sales order.

Flexible Invoice Print Detail

The adjustment type definition determines whether the system prints adjustment information on invoices.

Adding Freight or Tax Charges

You can add freight or tax charges as a line that applies to the entire order. The charge is determined based on code assigned for the price adjustment.

Online Price Negotiation

While taking a customer's order, you can negotiate prices and review the results on line. You can change the price calculation until both you and the customer are satisfied. The system automatically updates the profit margin as you make changes, giving you the ability to verify that you stay within established guidelines.

Setup

System Setup for Advanced Pricing

Objectives

- To set up system constants that are used by all branch/plants
- To set up pricing constants to enable the Sales Order Management system to use advanced pricing
- To set up automatic accounting instructions (AAIs) and determine how system-generated general ledger entries are distributed

About System Setup for Advanced Pricing

You can customize the Advancing Pricing system to meet your company's needs. The Advanced Pricing system integrates with the base Sales Order Management system for efficiency and accuracy.

Complete the following required tasks to set up your system:

❏ Set up system constants

❏ Set up pricing constants

❏ Set up AAIs for advanced pricing

What Information Do You Need to Set Up?

The following are the setup features and their purposes.

System Constants	Constants provide the system with the following types of default information:

- System constants determine default information for the entire system.
- Pricing constants determine default pricing information.
- Batch control constants determine whether an application requires management approval and batch control.
- Branch/plant constants control day-to-day transactions within a branch/plant.
- Location format determines how you identify item storage places in a branch/plant.
- Item availability defines how the system calculates the number of items that each branch/plant contains.

Automatic accounting instructions (AAIs)	AAIs provide the Sales Order Management system with accounting information and general ledger relationships for interacting with General Accounting.

The following are features that you need to set up in other systems such as Inventory Management, Technical Foundation, and General Accounting:

Warehouse locations	Warehouse locations group items in branch/plants.
Default location and printers	Default location and printer settings provide the system with branch/plant, printer output queue, and approval route code information to use as default settings.
Next numbers	Next numbers allow the system to automatically assign the next available number when applicable, such as for document types and address book numbers.
Standard units of measure	The system applies the standard units of measure that you set up for all items across all branch/plants.
User defined codes	You can set up user defined codes to customize each system in your environment.
Item cross-references	Item cross-reference numbers allow the system to connect internal and external items.

See Also

- *Setting Up Warehouse Locations (P4100)* in the *Inventory Management Guide*

- *Defining a Message (P4016)* in the *Inventory Management Guide*

- *Assigning Default Print Queues (P40096)* in the *Inventory Management Guide*

- *Setting Up Next Numbers (P0002)* in the *General Accounting I Guide*

- *Setting Up Standard Units of Measure (P41003)* in the *Inventory Management Guide*

- *Reviewing User Defined Codes* in the *Common Foundation Guide*

- *Working with User Defined Codes (P00051)* in the *Technical Foundation Guide*

- *Setting Up Item Cross-References (P41040)* in the *Inventory Management Guide*

Set Up System Constants

Setting Up System Constants
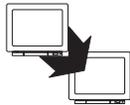
From Sales Order Management (G42), enter 29

From Sales Order Management Setup (G4241), choose Branch/Plant Constants

A constant is information that you associate with either the entire system or a specific branch/plant. You can set up branch/plant constants, for example, to allow different units of measure for each branch/plant. A system constant is used to override branch/plant constants. You can set a system constant to automatically convert the units of measure from the branch/plant constant to the system constant. The system uses constants as default information in many J.D. Edwards systems.

After you determine the information that you want to use throughout your system, you can enter the appropriate values or change any predefined values.

Set up system constants to determine which functions to perform. For example, assume that you have several branch/plants and you use different units of measure for the items in each branch/plant. You can set a system constant to automatically convert units of measure by branch.

System constants apply to all branch/plants. You cannot customize system settings for each branch/plant.

▶ **To set up system constants**

On Branch/Plant Constants

```
[41204] - Branch/Plant Constants                                    _ □ ×
Functions  Options  Tools  Help
 ✔ ✖

        Skip to Branch/Plant  [          ]

O Branch/Plant      Description        Back Loc Ware G/L  Inv   Approval
P                                                        Period Route Code
        DC Distribution Center        Y   Y   Y   Y   07
        10 Modesto Distribution Cent  Y   Y   N   Y   06
        19 Phoenix Branch             Y   N   N   Y   06
        20 Valley Forge Distribution  Y   Y   N   Y   06
        27 Eastern Area Distribution  Y   Y   Y   Y   06
        30 Memphis Distribution Cent  Y   N   N   Y   06
        40 Ft. Worth Distribution Ct  Y   Y   Y   Y   06
        55 Portland Branch            Y   N   N   Y   06
        56 Cheyenne Branch            Y   N   N   Y   06
        80 Boston Branch              Y   N   N   Y   06
        95 Miami Branch               Y   N   N   Y   06
       M10 Modesto Distribution Ctr   Y   N   N   Y   06
       M19 Phoenix Branch             Y   N   N   Y   07
       M20 Valley Forge Mfg/Dist. Ct  Y   N   N   Y   07
       M21 Subcontract Material Loca  Y   N   N   Y   07

Opt: 1=Constants 2=Page 2 3=Availability 4=Locations F8=Batch F24=More
```

1. Access System Constants.

```
[4009W] - System Constants                                          _ □ ×
Functions  Tools  Help
 ✔ ✖

                        Constant

        Unit Of Measure Conversions by Branch      [N]
        Supplemental Data Base by Branch           [N]
        Allow Duplicate Lots                       [2]
        Update Average Cost On-Line                [Y]
        Sales Price Retrieval UOM                  [2]
        Purchase Price Retrieval UOM               [ ]
        Sales Price Based On Date                  [ ]
        Purchase Rebate Category Code              [ ]
        ECS Control (Y/N)                          [Y]

F10=Pricing Constants   F24=More Keys
```

2. Review the following fields to ensure they have information entered:

   • Unit of Measure Conversions by Branch

   • Supplemental Data Base by Branch

- Allow Duplicate Lots
- Update Average Cost On-Line
- Purchase Price Retrieval Unit of Measure
- Purchase Rebate Category Code

3. For Advanced Pricing, complete the following fields:

- Sales Price Retrieval Unit of Measure
- Sales Price Based On Date
- ECS Control (Y/N)

Field	Explanation
Unit of Measure Conversion by Branch	A code that indicates how the system uses the branch/plant within the Item Specific Unit of Measure Conversion tables. Valid values are: Y The system displays the item specific conversion table when you add an item to a specific branch/plant. N The system displays the item specific conversion table for all branch/plants from the Item Master table.
Update Average Cost On–Line	A code that indicates when the system calculates the new average cost for an item. Valid values are: Y The system calculates a new average cost online immediately after any transaction that affects the average cost of an item. N All processes that affect average cost create transactions to an Average Cost Work table (F41051). The system calculates a new average cost when you run the Average Cost Update program.
Allow Duplicate Lots	A flag that determines whether the system can assign the same lot to multiple items. Valid values are: 1 Do not allow duplicate lots. The lot is restricted to one item and one branch/plant. 2 Allow duplicate lots. You can create a lot that contains multiple items and branch/plants. 3 Do not allow duplicate lots. The lot is restricted to one item, but can contain quantities in multiple branch/plants.

Field	Explanation
Purchase Price Retrieval UOM	A value that represents the unit of measure that the system retrieves for the purchase base price (F41061) during purchase order processing.
	If you specify the Transaction or Purchasing UOM and the system does not find a record in that unit of measure, the system repeats the process using the primary UOM of the item.
Purchase Rebate Category Code	A number in the system constants that determines which category code the system uses in the criteria for inclusion comparison.
Sales Price Retrieval UOM	A value that specifies the unit of measure that the system uses for retrieving base prices and price adjustments during sales order processing. The system allows you to define your base prices in the Base Price table (F4106) and price adjustments in the Adjustment Detail table (F4072) in various unit of measures.
	If you specify the Transaction or Pricing UOM and the system does not find a record in that unit of measure, the system repeats the process using the primary UOM of the item.
Sales Price Based On Date	A value that determines how the system updates the Price Effective Date in the Sales Order Header (F4201) and Detail (F4211) tables. In the Sales Order Management system, the system uses the Price Effective Date to retrieve the base price from F4106 and price adjustments from F4072.

See Also

- *Setting Up Constants* in *Sales Order Management*

Set Up Pricing Constants

Setting Up Pricing Constants
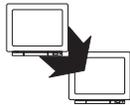
From Sales Order Management (G42), enter 29

From Sales Order Management Setup (G4241), choose Branch/Plant Constants

The system associates the pricing constant information that you specify to:

- Control whether the Sales Order Management system uses advanced pricing
- Assign the special characters that you use in price formulas
- Control pricing audit

The system uses this constant information to provide default information on forms throughout the Advanced Pricing system. Like system constants, pricing constants apply to all branch/plants. You cannot customize the settings for each branch/plant.

▶ **To set up pricing constants**

On Branch/Plant Constants

1. Access System Constants.

2. On System Constants, access Pricing Constants

```
[40091W] - Pricing Constants                          _ □ X
Functions   Tools   Help

 ┌─┐ ┌─┐
 │✔│ │✗│
 └─┘ └─┘

 ┌─Constant──────────────────────────────────────┐
 │                                                │
 │  Advanced Sales Pricing (Y/N)             [Y]  │
 │  Symbol to Identify Variable Tables       [&]  │
 │  Symbol to Identify UOM                   [%]  │
 │  Symbol to Identify Currency              []]  │
 │  Symbol to Identify Data Fields           [?]  │
 │  Pricing Audit (Y/N)                      [Y]  │
 │                                                │
 │                                                │
 └────────────────────────────────────────────┤▲├
 ─────────────────────────────────────────────┤▼├
    F24=More Keys
```

3. Complete the following fields:

   - Advanced Sales Pricing (Y/N)
   - Symbol to Identify Variable Tables
   - Symbol to Identify UOM
   - Symbol to Identify Currency
   - Symbol to Identify Data Fields
   - Pricing Audit (Y/N)

Field	Explanation
Advanced Sales Pricing (Y/N)	Indicates how the system determines the price of items within your system. If your system includes the advanced pricing module, you may use this feature. Y The system will use advanced pricing. N The system will NOT use advanced pricing.
Symbol to Identify Variable Table	A character that you want to use to identify a variable table in advanced pricing in your system. When you enter a table name preceded by this character, the system recognizes the name as a table name for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +,-,*,/) values are not valid in this field.

Field	Explanation
Symbol to Identify Unit of Measure	A character that you want to use to identify a unit of measure in advanced pricing formulas. When you enter a unit of measure preceded by this character, the system recognizes the entry as a unit of measure for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +,-,*,/) values are not valid in this field.
Symbol to Identify Currency	A character that you want to use to identify a currency code in advanced pricing formulas. When you enter a currency code preceded by this character, the system recognizes the entry as a currency code for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +, -, *, /) values are not valid in this field.
Symbol to Identify Data Fields	Character that you want to use to identify database fields in advanced pricing formulas. When you enter a database field preceded by this character, the system recognizes the entry as a database field for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +, -, *, /) values are not valid in this field.
Symbol to Identify Currency Code	A character that you want to use to identify a currency code in advanced pricing formulas. When you enter a currency code preceded by this character, the system recognizes the entry as a currency code for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +, -, *, /) values are not valid in this field.
Symbol to Identify Data Base Field	Character that you want to use to identify database fields in advanced pricing formulas. When you enter a database field preceded by this character, the system recognizes the entry as a database field for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +, -, *, /) values are not valid in this field.

Field	Explanation
Pricing Audit (Y/N)	Code indicating whether the system tracks changes to the following pricing files: • Price Adjustment Schedule (F4070) • Price Adjustment Definition (F4071) • Price Adjustment Detail (F4072) • Price Variable (F4075) • Price Formula (F4076) • Base Prices (F4106) If you track changes, the system creates records in the following audit files: • Price Adjustment Schedule Audit (F4070A) • Price Adjustment Name Audit (F4071A) • Price Adjustment Detail Audit (F4072A) • Price Variable Table Audit (F4075A) • Price Formula Audit (F4076A) • Base Prices Audit (F4106A) Valid codes are Y The system tracks changes and creates audit records N The system does not track changes

Set Up AAIs for Advanced Pricing

Setting Up AAIs for Advanced Pricing
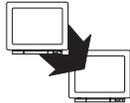
From Distribution/Logistics Systems (G4), choose Sales Order Management

From Sales Order Management (G42), enter 29

From Sales Order Management Setup (G4241), choose Automatic Accounting Instructions

Automatic accounting instructions (AAIs) are the user defined bridge among your day-to-day functions, chart of accounts, and financial reports. AAIs tell the system how to create G/L entries for programs that generate them automatically. Each system that interfaces with the General Accounting system has AAIs.

For distribution systems, you must create AAIs for each unique combination of company, document type, and G/L class that you anticipate using. Each AAI points to a specific G/L account consisting of a cost center, an object, and a subsidiary.

After you define AAIs, the system knows how to record the transactions. When you run a sales update, the system must create entries to inventory, to expense or cost of goods sold, and to revenue accounts for orders. You may also offset accounts for freight, taxes, or other charges associated with an order.

You use automatic accounting instructions to define account information. AAIs allow you to direct various entries created by sales order transactions. Each AAI contains combinations of:

- Company
- Document type
- G/L class code
- G/L account

You can create various combinations so entries are directed to different offset accounts. For example, phone-in sales orders affect different accounts than over-the-counter orders.

AAIs Used in the Advanced Pricing System

4270 Price Adjustments   Specifies the sales discounts account for entries created by the Update Customer Sales program.

4280 Discounts Payable   Specifies accrued accounts for offset entries.

After you review and revise the existing AAIs for your business needs, you might need to set up additional AAI items.

Before You Begin

❑ Verify that account master information is set up

❑ Verify that companies are set up

❑ Verify that transaction types are set up

❑ Verify that document types are set up

❑ Verify that G/L class codes are set up

❑ Determine the account numbers for recording transactions

▶ **To set up AAIs**

On Automatic Accounting Instructions

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│ ░░ [40901] - Automatic Accounting Instr.                        _ □ ✕        │
│ Functions  Options  Tools  Help                                              │
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│ │ ✔ │ ✕ │                                                                    │
│ └──┴──┘                                                                      │
│                                                                              │
│        ┌─────────────────────────────────────────────────────────────┐      │
│        │       Skip To AAI            │4270│ Sales Order Processing    │      │
│        │                                     Sales Activity            │      │
│        └─────────────────────────────────────────────────────────────┘      │
│   ┌──┬───────────────────────────────┬──────────────────────┬──────────┐    │
│   │OP│        Description             │    Description-2     │          │    │
│   ├──┼───────────────────────────────┼──────────────────────┼──────────┤    │
│   │  │ Sales Order Processing         │ Sales Activity        │          │    │
│   │  │   Cost of Goods Sold           │  - SOC                │ See Memo │    │
│   │  │   Deferred Cost of Goods Sold  │                       │ See Memo │    │
│   │  │ COGS - Accomodations           │                       │          │    │
│   │  │ Deferred COGS - Accomodations  │                       │          │    │
│   │  │   Revenue                      │  - SOS                │ See Memo │    │
│   │  │   Deferred Revenue             │                       │ See Memo │    │
│   │  │   Unbilled A/R                 │                       │ See Memo │    │
│   │  │   Inventory                    │  - SOI                │ See Memo │    │
│   │  │   Inventory In Transit         │                       │ See Memo │    │
│   │  │ Accomodations                  │                       │ See Memo │    │
│   │  │ Accomodations in Transit       │                       │          │    │
│   │  │   Accounts Receivable Trade    │  - SOR                │          │    │
│   │  │   Tax Liability                │  - SOT                │ See Memo │    │
│   │  │   Inter Branch Revenue         │                       │ See Memo │    │
│   │  │   Price Adjustments            │                       │ See Memo │    │
│   └──┴───────────────────────────────┴──────────────────────┴──────────┘    │
│                                                                       ┌──┐   │
│                                                                       │▲ │   │
│ Opt 1=AAI Revisions   F5=AAI Types  F14=Memo  F21=Print  F24=More Keys │▼ │   │
│                                                                       └──┘   │
└────────────────────────────────────────────────────────────────────────────┘
```

1. Choose the option to access the Distribution Automatic Account form for the AAI that you want to set up.

```
┌────────────────────────────────────────────────────────────────────────────┐
│ ░░ [40950] - Distribution Automatic Account                     _ □ ✕        │
│ Functions  Tools  Help                                                       │
│ ┌──┬──┬───┬───┬───┬───┐                                                      │
│ │ ✔ │ ✕ │ ₁i│ ₂▲│ ₄✛│ ₅▬│                                                    │
│ └──┴──┴───┴───┴───┴───┘                                                      │
│                                                          See Memo            │
│     ┌──────────────────────────────────────────────────────────────┐        │
│     │   AAI Table Number         │4270│    Inter Branch Revenue     │        │
│     │   Company                  │ *  │                             │        │
│     │   Document Type            │ *  │                             │        │
│     └──────────────────────────────────────────────────────────────┘        │
│  ┌──────┬──┬────┬─────────────────────────┬──────────────────────────────┐   │
│  │  Co  │Do│G/L │       Description        │     Account Distribution     │   │
│  │      │Ty│Cls │                          │ Bus. Unit │ Object │  Sub    │   │
│  ├──────┼──┼────┼──────────────┬───────────┼───────────┼────────┼─────────┤   │
│  │00000 │SI│IN20│Interbranch Sa│/Inventory │           │ 5050   │         │   │
│  │00000 │SZ│IN30│EDI Sales Orde│/Components │    30     │ 5050   │ 40      │   │
│  │00070 │SO│IN20│Sales Order   │/Inventory │           │ 5050   │ 7012    │   │
│  │00070 │SO│IN30│Sales Order   │/Components │           │ 5050   │ 7012    │   │
│  │00071 │SO│IN20│Sales Order   │/Inventory │           │ 5050   │         │   │
│  │00071 │SO│IN30│Sales Order   │/Components │           │ 5050   │         │   │
│  │00100 │SI│IN30│Interbranch Sa│/Components │    30     │ 5050   │ 40      │   │
│  │00100 │SO│IN10│Sales Order   │/Stock Invent│          │ 5050   │ 30      │   │
│  │00100 │SO│IN20│Sales Order   │/Inventory │           │ 5050   │ 30      │   │
│  │00100 │SO│IN30│Sales Order   │/Components │           │ 5050   │ 30      │   │
│  │00200 │SI│IN20│Interbranch Sa│/Inventory │    M30    │ 5050   │ M10     │   │
│  │      │  │    │              │/          │           │        │         │   │
│  │      │  │    │              │/          │           │        │         │   │
│  └──────┴──┴────┴──────────────┴───────────┴───────────┴────────┴─────────┘   │
│                                                                       ┌──┐   │
│                                                                       │▲ │   │
│    F14=Memo      F21=Print      F24=More Keys                         │▼ │   │
│                                                                       └──┘   │
└────────────────────────────────────────────────────────────────────────────┘
```

2. Complete the following fields:

   • Company

- Document Type
- General Ledger Class
- Business Unit
- Object
- Subsidiary

Field	Explanation
Company	A code that identifies a specific organization, fund, entity, and so on. This code must already exist in the Company Constants table (F0010). It must identify a reporting entity that has a complete balance sheet. At this level, you can have intercompany transactions.
	NOTE: You can use company 00000 for default values, such as dates and automatic accounting instructions (AAIs). You cannot use it for transaction entries.
	. . . . *Form-specific information* . . . .
	In the inquiry field at the top of the form, the asterisk (*) is the default value. It causes the system to display AAIs for all companies.
Document Type	A user defined code (system 00/type DT) that identifies the origin and purpose of the transaction.
	J.D. Edwards reserves several prefixes for document types, such as vouchers, invoices, receipts, and timesheets.
	The reserved document type prefixes for codes are: P Accounts payable documents R Accounts receivable documents T Payroll documents I Inventory documents O Order processing documents J General ledger/joint interest billing documents
	The system creates offsetting entries as appropriate for these document types when you post batches.
	. . . . *Form-specific information* . . . .
	In the inquiry field at the top of the form, the asterisk (*) is the default and causes the system to display all document types.

Field	Explanation
G/L	A user defined code that identifies the G/L offset to use when the system is searching for the account to which it will post the transaction. If you do not want to specify a class code, you can enter **** (four asterisks) in this field.
	The table of Automatic Accounting Instructions (AAIs) allows you to predefine classes of automatic offset accounts for the Inventory, Purchase, and Sales Order Management systems. G/L categories might be assigned as follows:
	IN20 Direct Ship Orders
	IN60 Transfer Orders
	IN80 Stock Sales
	The system can generate accounting entries based upon a single transaction. As an example, a single sale of a stock item can trigger the generation of accounting entries similar to these:
	Sales–Stock (Debit) xxxxx.xx
	A/R Stock Sales (Credit) xxxxx.xx
	Posting Category: IN80
	Stock Inventory (Debit) xxxxx.xx
	Stock COGS (Credit) xxxxx.xx
	Although this field is four characters, the system uses only the last two characters of the Category and the last character of the Document Type to find the AAI.
Bus. Unit	An alphanumeric field that identifies a separate entity within a business for which you want to track costs. For example, a business unit might be a warehouse location, job, project, work center, or branch/plant.
	You can assign a business unit to a voucher, invoice, fixed asset, and so on, for purposes of responsibility reporting. For example, the system provides reports of open accounts payable and accounts receivable by business units to track equipment by responsible department.
	Security for this field can prevent you from locating business units for which you have no authority.
	Note: The system uses this value for Journal Entries if you do not enter a value in the AAI table.
	. . . . *Form-specific information* . . . .
	If you leave this field blank, the system uses the business unit that you entered on the work order, in the Charge to Cost Center field.

Field	Explanation
Object Account	The object account portion of a general ledger account. The term "object account" refers to the breakdown of the Cost Code (for example, labor, materials, and equipment) into subcategories (for example, dividing labor into regular time, premium time, and burden). If you are using a flexible chart of accounts and the object is set to 6 digits, J.D. Edwards recommends that you use all 6 digits. For example, entering 000456 is not the same as entering 456, because the system enters three blank spaces to fill a 6-digit object.
Sub	A subdivision of an object account. Subsidiary accounts include more detailed records of the accounting activity for an object account. *. . . . . Form-specific information . . . .* If you leave this field blank, the system uses the value you entered on the work order in the Cost Code field.

What You Should Know About

Adding memo text	You can enter memo text for each AAI table on the generic text form.
Creating AAI record types	You use the Distribution AAI Record Types form to create new account lines that appear on the Automatic Accounting Instructions form.
G/L Class defaults	The G/L class field automatically defaults with one of the following: • Adjustment definition • If blank or an override adjustment, the entry is that entered for the item

Base Pricing Review

Base Pricing Review

Objectives

- To establish base prices for your items
- To set up simple price groups
- To set up complex price groups
- To understand the base price hierarchy
- To define prices based on customers, customer groups, items, and item groups

About Base Pricing

You use Sales Order Management pricing to define the base prices that the system retrieves when you enter items on a sales order.

You can use three types of pricing in Sales Order Management:

- Base Pricing, which is always used
- Standard Pricing, which is a means of adjusting the base price
- Advanced Pricing, which offers more options for adjusting the base price

You always use base pricing. In addition, you can use either standard pricing or advanced pricing.

Base Pricing includes the following tasks:

❏ Set up a base pricing structure

❏ Work with complex price groups

❏ Work with base prices

You define a hierarchy to determine how the system searches for prices.

The system uses the hierarchy to retrieve base prices. The structure must be flexible enough to accommodate the pricing that you set up for various combinations of items and customers. You can set up customer groups and item groups and assign prices to combinations of items, item groups, customers, or customer groups.

You can base pricing on the Parent, Ship To, or Sold To address. You can define base prices with dates that are effective in the future or for limited-time promotions and specials. You can also define credit prices for the system to use when items are returned.

The following graphic illustrates how the system calculates prices:
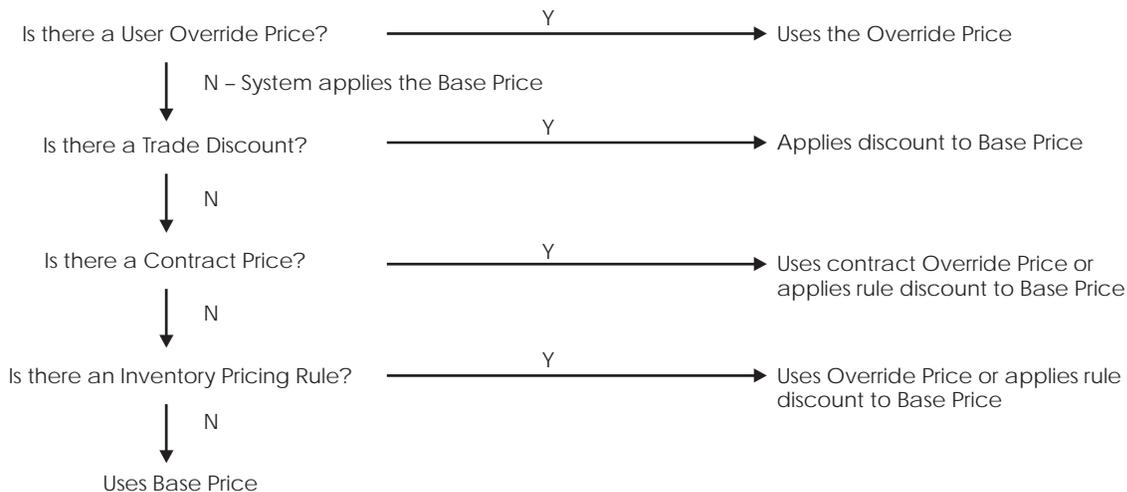
Is there a User Override Price? ————Y————▶ Uses the Override Price

↓ N – System applies the Base Price

Is there a Trade Discount? ————Y————▶ Applies discount to Base Price

↓ N

Is there a Contract Price? ————Y————▶ Uses contract Override Price or applies rule discount to Base Price

↓ N

Is there an Inventory Pricing Rule? ————Y————▶ Uses Override Price or applies rule discount to Base Price

↓ N

Uses Base Price

To allow for greater flexibility in your pricing structure, you can define complex customer and item groups. Within each complex customer group or complex item group, you can create subgroups based on specific address book and item category codes.

You can use repricing to set up additional discounts and markups or to recalculate sales orders. The Standard Order/Basket Reprice program allows you to:

- Reprice lines containing items that belong to product families, which are called baskets
- Reprice an entire order

What You Should Know About

Entering the price during sales order entry   You can enter the price into the detail information when you enter an item in an order. Any price that you enter in the order overrides the base price that the system retrieves.

Entering new prices   If your system does not have pricing security on, you can enter the price into the detail information when you enter a sales order. Any price that you enter in the sales order overrides the base price that the system retrieves. If your system has pricing security, you cannot change prices at the sales order level.

Set Up a Base Pricing Structure

Setting Up a Base Pricing Structure

You must define the base price for each item. The system retrieves the base price when you enter an item on a sales order.

You can define the base price for an item or any combination of items, item groups, customers, or customer groups. To simplify the process of defining and maintaining base prices, you set up price groups for customers and items with similar characteristics.

Complete the following tasks to set up a base pricing structure:

- ❏ Set up customer price groups

- ❏ Set up item price groups

- ❏ Define the pricing hierarchy

- ❏ Define base prices

When the system retrieves prices, the hierarchy for the Base Price Preference determines the order the system searches for base price records. The system uses this pricing structure to retrieve base prices.

Before You Begin

- ❏ Verify that customer information has been set up in the address book and customer master. See *Entering Address Book Records* in the *Address Book Guide* and *Entering Customers* in the *Accounts Receivable Guide*.

- ❏ Verify that customer billing instructions have been set up for your customers. See *Setting Up Customer Billing Instructions* in *Sales Order Management*.

- ❏ Verify that item information has been set up in the Item Master (F4101), Item Branch (F4102), and Item Location (F41021) tables. See *Entering Item Master Information* in the *Inventory Management Guide*.

- ❏ Verify that you have set up customer and item price group names in the user defined codes table (40/PC). See *Setting Up User Defined Codes* in the *Technical Foundation Guide.*

Setting Up Simple Customer Price Groups

From Sales Order Management (G42), enter 29

From Sales Order Management Setup (G4241), choose Customer Billing Instructions

You set up customer price groups to apply pricing schemes to specific groups of customers. The groups are an optional way of organizing your pricing schemes.

You use customer price groups to retrieve base price information for sales orders. For example, you create a customer price group named PARTNERS. You then set up this group to buy markers at 1.20 each, while all other customers buy the markers at 1.50 each.

Price groups allow you to enter the information for the entire group rather than for individual units.

▶ **To set up simple customer price groups**

On Customer Billing Instructions

Complete the following field:

- Customer Price Group

What You Should Know About

Comparison of simple and complex price groups	A complex price group contains the same combinations of information as a simple price group except that the subgroups are based on a specific item type, customer geographic location, line of business, or sales volume. These are attached to complex groups using category codes.
Creating complex pricing groups	To allow for greater pricing flexibility, you can set up complex customer price groups. You can create subgroups within your pricing groups to charge a different price based on category codes.
Assigning a customer to a group based on category codes	In Base Pricing, one customer can belong to only one customer price group.
	In Advanced Pricing, a customer can belong to a customer detail group without being attached to that group in Customer Billing Instructions. A customer can belong to numerous groups, depending on the customer's category codes.
	See *Defining Customer Detail Groups*.
Using simple price groups	Simple price groups can be used to assign a base price, but simple price groups cannot be used to define an advanced price adjustment.

Setting Up Simple Item Price Groups

From Inventory Management (G41), choose Inventory Master/Transactions

From Inventory Master/Transactions (G4111), choose Item Master Information

Item price groups are similar to customer price groups. You set up item price groups so that you can define base price information for a group of items rather than for items on an individual basis.

Set up simple item price groups to allow items to be grouped so that they are controlled by the group definitions. For example, if you sell several types of pens whose characteristics are identical except for their color, you can group these items to simplify pricing. You create a user defined code (40/PC) for the group, such as PENS, and assign the pens to the group name. You can then define one price for this group.

When you set up a price group, you must first define the price group and then assign specific instructions or definitions to the group. This allows you to enter the information for the entire group rather than for individual units.

▶ To set up simple item price groups

On Item Master Information

To assign an item to a simple item price group, complete the following field:

- Item Price Group

What You Should Know About

Creating complex pricing groups   To allow for greater pricing flexibility, you can set up complex item price groups. You can create subgroups within your pricing groups to charge a different price based on category codes.

See *Setting Up Complex Item Price Groups*.

Assigning an item to a group based on category codes

In Base Pricing, one item can belong to only one item price group.

In Advanced Pricing, an item can belong to a detail group without being attached to that group in Item Branch/Plant Information. An item can belong to numerous groups, depending on the category codes.

See *Defining Item Detail Groups*.

Defining the Pricing Hierarchy
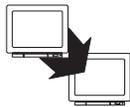
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Preference Hierarchy

When the system retrieves prices, it uses the hierarchy that you set up for the Base Price Preference to determine the order that it searches base price records. You define the base pricing hierarchy on the Preference Hierarchy form, which contains rows that identify customers and customer price groups, and columns that identify items and item price groups. You use the intersection of the rows and columns to enter your hierarchy sequence.

When the system searches for a price, the hierarchy begins at the intersection where you entered 1. The system searches for records defined for that customer and item combination. If it does not find prices defined for that combination, it searches for the combination defined by the intersection for 2, and continues through the hierarchy.

When you classify all your items and customers into groups, you can define a hierarchy so that the system searches for records in the defined order.

For example, you establish the following base prices:

Item	Customer	Price
XXX	A	0.98
XXX	Group	1.00
XXX	All	1.10

If the pricing hierarchy indicates that the system should search first for a price that is defined for an item and customer combination and you enter a sales order for item XXX and Customer A, the system selects .98 as the price. If you change the pricing hierarchy so that item and all addresses is the first search criterion, the system selects 1.10 as the price for item XXX and Customer A.

J.D. Edwards recommends that you first set up the most uncommon or limited method of pricing. Continue defining the hierarchy to the most common method of pricing.

Specific

Customer/Item

Customer Group/Item

Customer Group/Item Group

Item/All Customers

General
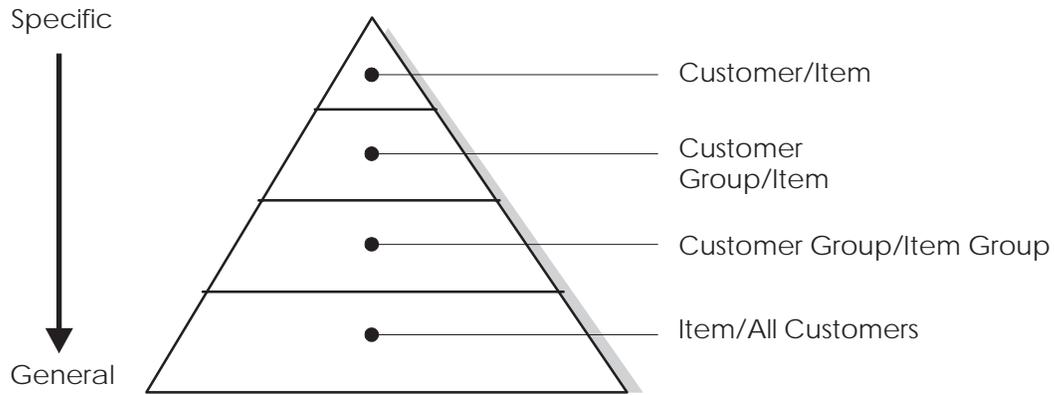
▶   **To define the pricing hierarchy**

On Preference Hierarchy
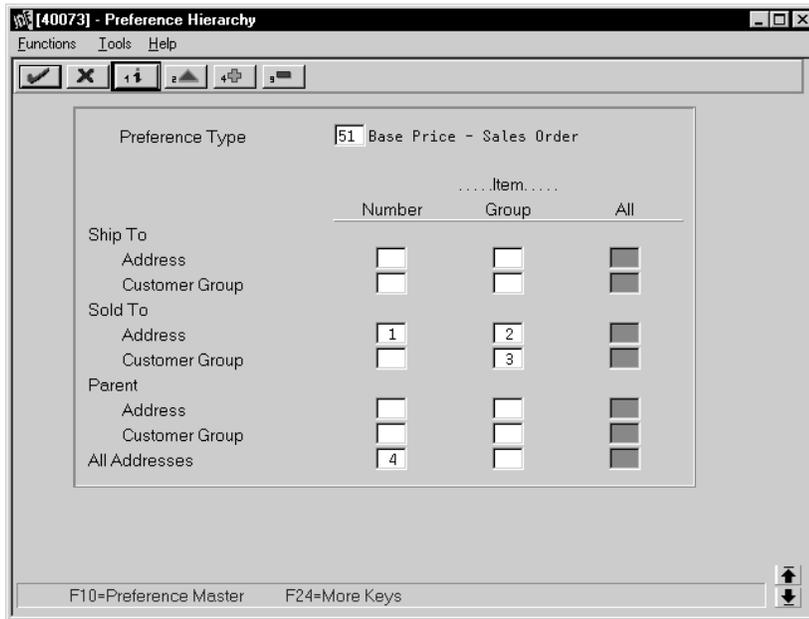
Enter consecutive numbers at the intersections of rows and columns to define the pricing hierarchy.

What You Should Know About

Limiting processing time for a search	For base pricing, it is possible to enter as many as 14 numbers in the preference hierarchy. However, you should limit your hierarchy to three or four numbers. Each number represents a search by the system through the Base Price table (F4106). Therefore, each number that you add to the hierarchy increases system processing time.

Defining Base Prices
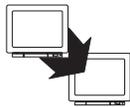
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Base Price Revisions

You should define the base price for each item that you sell. The system retrieves the base price information when you enter the item on a sales order. You can define base prices for combinations of items, item price groups, customers, or customer price groups.

When you enter an item in the Item Master form (F4101), you should enter the sales price level. The sales price level determines how you define the base price for an item. You can define prices at the following levels:

Item level	Define one overall price for an item. You cannot include branch/plant, lot, or location information.
Item/Branch level	Set up different prices for each item/branch combination. You cannot include location and lot information.
Item/Branch/Location level	If you define pricing by location and lot, you can also define branch/plant information.

You can assign effective dates when you define the base price for an item. If you do not assign effective dates, the system assigns them. You also specify the sales price based-on date in the system constants. The based-on date determines which date from the sales order is compared to the effective dates. The sales price based-on date can be the promised date, the order date, or any other date that you enter on the sales order. The system retrieves the price with an effective date range that includes this sales price based-on date.

You can also use effective dates to set up a new price while an old price remains in effect. You can overlap the dates for the base price and the dates for

Advanced Pricing

a discount price that you offer for a limited period. When you set up date ranges that overlap, the system retrieves the price that expires first.

You can also define a credit price to use for negative quantities.

Before You Begin

❑ Verify that the pricing hierarchy has been defined. See *Defining the Pricing Hierarchy*.

❑ Verify that the sales price based-on date has been specified in the system constants. See *Setting Up Constants* in the *Inventory Management Guide.*

▶ **To define base prices**

On Base Price Revisions

```
[4006] - Base Price Revisions                                    _ □ ×
Functions  Options  Tools  Help
  ✔  ✗

        0          Base Price Hierarchy Sequence
           Item and Customer
           Item Group and Customer
           Item Group and Customer Group
           Item




  Opt: 1=Base Price Revisions       F24=More Keys
```
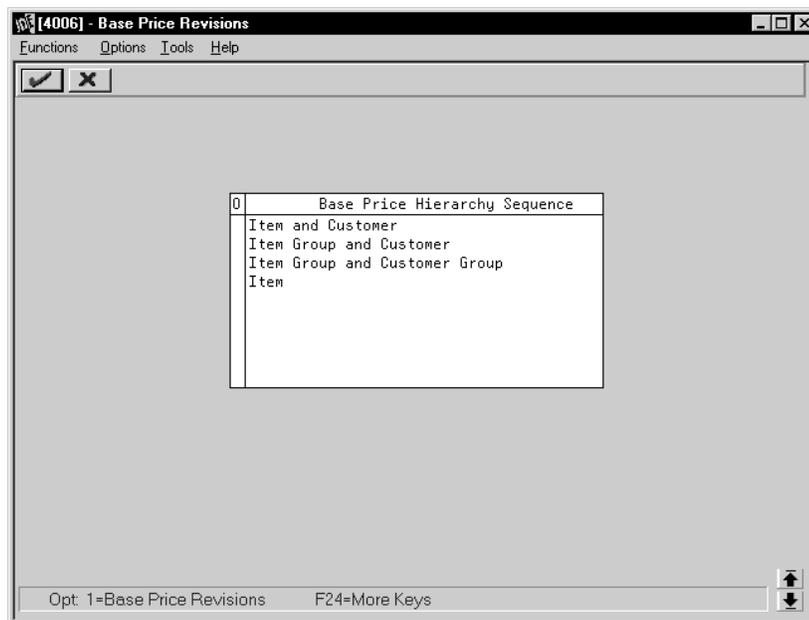
1. Access the Base Price Revisions form for the item and customer combination for which you want to enter a base price.

3–12

A8.1 (8/97)

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┌─────────────────────────────────────────────────────────────────────┐
│ ▓▓[4106] - Base Price Revisions                              _ □ ☒    │
│ Functions  Tools  Help                                                │
│ ┌──┐ ┌──┐ ┌────┐ ┌────┐ ┌────┐ ┌────┐                                │
│ │ ✔│ │ ✗│ │ ₁i │ │ ₂▲ │ │ ₄╬ │ │ ₅▬ │                                │
│ └──┘ └──┘ └────┘ └────┘ └────┘ └────┘                                │
│ ┌──────────────────────────────────────────────────────────────┐    │
│ │  Item Price Group . .│MARKER│      Customer Price Group│RETAIL││    │
│ │                                                                │    │
│ │                                                                │    │
│ └──────────────────────────────────────────────────────────────┘    │
│       ┌────┬──┬────────────┬──────────────┬────┬────┐                │
│       │Cur │UM│ Unit Price │ . .Effective. .│    │    │               │
│       │Cod │  │            │ From    Thru  │    │    │                │
│       │    │  │            │               │    │    │                │
│       │    │  │            │               │    │    │                │
│       │    │  │            │               │    │    │                │
│       │    │  │            │               │    │    │                │
│       │    │  │            │               │    │    │                │
│       │    │  │            │               │    │    │          ▲     │
│       └────┴──┴────────────┴──────────────┴────┴────┘          ▼     │
│ ┌────────────────────────────────────────────────────────┐          │
│ │ F6=Price Group Search  F9=Redisplay  F24=More Keys       │          │
│ └────────────────────────────────────────────────────────┘          │
└─────────────────────────────────────────────────────────────────────┘
```

2. On Base Price Revisions, complete the following fields:

    - Item Number
    - Customer Number

3. Based on the sales price levels that you defined on the Item Master Information form, complete the following optional fields:

    - Branch/Plant
    - Location
    - Lot

4. To enter base prices, complete the following fields:

    - Unit of Measure
    - Unit Price
    - Effective From
    - Effective Thru

5. To enter credit prices, access the detail area.

```
┌──────────────────────────────────────────────────────────────────────┐
│ ▓▓[4106] - Base Price Revisions                          [_][□][✕]     │
│ Functions  Tools  Help                                                 │
│ ┌──────────────────────────────────────────────────────────────────┐  │
│ │  ✔   ✕   ₁i  ₂▲  ₄✛  ₉▬                                            │  │
│ └──────────────────────────────────────────────────────────────────┘  │
│  ┌───────────────────────────────────────────────────────────────┐    │
│  │  Item Price Group . .│MARKER│        Customer Price Group│RETAIL││   │
│  │                                                               │    │
│  │                                                               │    │
│  │                                                               │    │
│  └───────────────────────────────────────────────────────────────┘    │
│         ┌─────┬──┬──────────────┬──────────────────┬──────┬──────┐     │
│         │Cur  │UM│  Unit Price  │  . .Effective. . │      │      │     │
│         │Cod  │  │              │  From  │  Thru    │      │      │     │
│         ├─────┴──┴──────────────┴──────────────────┴──────┴──────┤     │
│         │           Credit Price                                 │     │
│         ├────────────────────────────────────────────────────────┤     │
│         │           Credit Price                                 │     │
│         ├────────────────────────────────────────────────────────┤     │
│         │           Credit Price                                 │     │
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│         │           Credit Price                                 │     │
│         ├────────────────────────────────────────────────────────┤     │
│         │           Credit Price                                 │     │
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│         │           Credit Price                                 │     │
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│                                                               ┌──┐      │
│ ┌──────────────────────────────────────────────────────────┐ │▲ │      │
│ │ F6=Price Group Search  F9=Redisplay  F24=More Keys        │ │▼ │      │
│ └──────────────────────────────────────────────────────────┘ └──┘      │
└──────────────────────────────────────────────────────────────────────┘
```

6. Complete the following optional field:

- Credit Price
- Unit of Measure

Field	Explanation
Item Number	A number that the system assigns to an item. It can be in short, long, or 3rd item number format.
Branch/Plant	An alphanumeric field that identifies a separate entity within a business for which you want to track costs. For example, a business unit might be a warehouse location, job, project, work center, or branch/plant.
	You can assign a business unit to a voucher, invoice, fixed asset, and so on, for purposes of responsibility reporting. For example, the system provides reports of open accounts payable and accounts receivable by business units to track equipment by responsible department.
	Security for this field can prevent you from locating business units for which you have no authority.
	Note: The system uses this value for Journal Entries if you do not enter a value in the AAI table.
Cur Cod	A code that indicates the currency of a customer's or a supplier's transactions.
Unit Price	The list or base price to be charged for one unit of this item. In sales order entry, all prices must be set up in the Base Price table (F4106).

Field	Explanation
Effective	The date on which a transaction, text message, contract, obligation, or preference becomes effective. . . . . *Form-specific information* . . . . The date on which this price becomes effective.
Credit Price	Use this price to enter credit orders in the Sales Order Processing System. To enter a credit order, you should use a Line Type that has the Reverse Sign Flag (RSGN) set to Y in the Line Type Master (F40205). All credit prices are stored in the Base Price File (F4106).

What You Should Know About

Use of base price

For special pricing or discounts for items or customers, the system bases the calculation of discounted prices on the base price.

Pricing hierarchy

During sales order entry, the system searches the combinations based on the pricing hierarchy that you have defined.

- Item only
- Item group only
- Item and customer
- Item and customer group
- Item group and customer
- Item group and customer group

Viewing the pricing hierarchy

Before setting up a base price, if your pricing hierarchy consists of only one item and customer combination, the Base Price Hierarchy Sequence does not appear.

Generating the base price report

You can run the base price report version of the Base Price Maintenance Batch program to print a report of the existing prices for each record that you select. This version of the Base Price Maintenance program does not perform adjustments or updates. To create this version, you should leave all processing options blank.

Entering multi-currency base prices

You can use Sales Order Management pricing to add prices for items in your domestic currency and as many other currencies as necessary. For example, you can set up base prices for an item in both U.S. dollars and French francs.

Currency code and unit of measure are both keys to the Base Price table. If you use multi-currency, the system searches for a price in the following sequence:

- Customer's currency and the user-specified unit of measure
- Customer's currency and the item primary unit of measure
- Domestic currency and the user-specified unit of measure
- Domestic currency and the item primary unit of measure

If the system does not find a match, it moves to the next level in the pricing hierarchy structure and searches in the same sequence.

Entering credit prices

The system uses credit prices any time that you enter a negative quantity or amount on a sales order. To enter a credit order, use a line type that has the reverse sign flag set to Y (yes).

See Also

- *Entering Item Master Information* in the *Inventory Management Guide*

Work with Complex Price Groups

Working with Complex Price Groups

To allow for greater flexibility in your pricing structure, you can define complex customer and item groups. Within each customer or item group, you can create subgroups. For example, you can create subgroups based on specific item type, customer geographic location, line of business, or sales volume.

Working with price groups includes the following tasks:

- ❑ Set up complex customer price groups

- ❑ Set up complex item price groups

- ❑ Generate price group relationships

Setting Up Complex Customer Price Groups
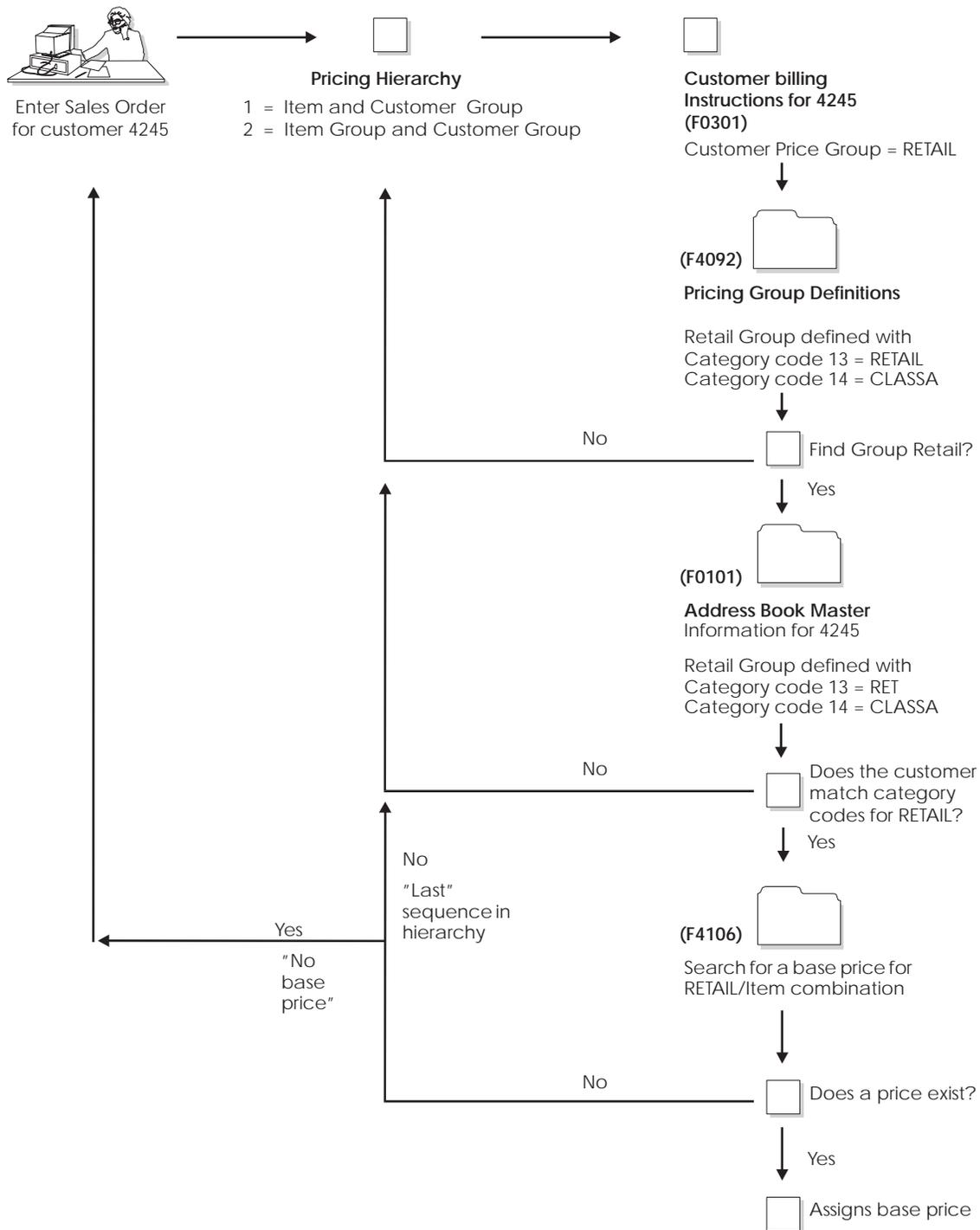
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Define Customer Price Groups

You can use up to four category codes to define complex customer groups. For example, within the customer group RETAIL, you can create subgroups to charge a different price for an item to customers based on their line of business, geographic region, or sales volume.

Illustration: Using Complex Customer Price Groups in Base Pricing

Enter Sales Order
for customer 4245

Pricing Hierarchy

1 = Item and Customer Group
2 = Item Group and Customer Group

**Customer billing
Instructions for 4245
(F0301)**

Customer Price Group = RETAIL

(F4092)

Pricing Group Definitions

Retail Group defined with
Category code 13 = RETAIL
Category code 14 = CLASSA

No ——— Find Group Retail?

Yes

(F0101)

Address Book Master
Information for 4245

Retail Group defined with
Category code 13 = RET
Category code 14 = CLASSA

No ——— Does the customer
match category
codes for RETAIL?

Yes

No

"Last"
sequence in
hierarchy

Yes

"No
base
price"

(F4106)

Search for a base price for
RETAIL/Item combination

No ——— Does a price exist?

Yes

Assigns base price

▶ **To set up complex customer price groups**

On Define Customer Price Groups

```
┌─────────────────────────────────────────────────────────────────┐
│ ░░ [4092] - Define Customer Price Groups              _ □ ✕       │
│ Functions  Tools  Help                                            │
│ ┌───┬───┬───┬───┬───┬───┐                                         │
│ │ ✔ │ ✕ │ 1i│2▲ │4✛ │ ▬ │                                         │
│ └───┴───┴───┴───┴───┴───┘                                         │
│                                                                   │
│   Price Group          │RETAIL  │ │Retail Pricing Group         │ │
│                                                                   │
│   Category Code 01 . . . . . . . .│ │ Category Code 16 . . . . . . . .│ │
│   Account Representative . . . . .│ │ Category Code 17 . . . . . . . .│ │
│   Sales Territory. . . . . . . . .│ │ Category Code 18 . . . . . . . .│ │
│   Geographic Region. . . . . . . .│ │ Category Code 19 . . . . . . . .│ │
│   Category Code 05 . . . . . . . .│ │ Category Code 20 . . . . . . . .│ │
│   Category Code 06 . . . . . . . .│ │ Category Code 21 . . . . . . . .│ │
│   1099 Reporting . . . . . . . . .│ │ Category Code 22 . . . . . . . .│ │
│   Category Code 08 . . . . . . . .│ │ Category Code 23 . . . . . . . .│ │
│   Category Code 09 . . . . . . . .│ │ Category Code 24 . . . . . . . .│ │
│   Category Code 10 . . . . . . . .│ │ Category Code 25 . . . . . . . .│ │
│   Sales Region . . . . . . . . . .│ │ Category Code 26 . . . . . . . .│ │
│   Category Code 12 . . . . . . . .│ │ Category Code 27 . . . . . . . .│ │
│   Line of Business . . . . . . . .│1│ Category Code 28 . . . . . . . .│ │
│   Sales Volume . . . . . . . . . .│2│ Category Code 29 . . . . . . . .│ │
│   Category Code 15 . . . . . . . .│ │ Category Code 30 . . . . . . . .│ │
│                                                                 ↥ │
│ F6=Price Group Definition Search   F9=Previous Record  F24=More Keys ↧ │
└─────────────────────────────────────────────────────────────────┘
```
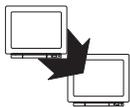
1. Complete the following field:

    •   Price Group

2. To identify subgroups used in a customer price group, complete up to four of the following fields:

    •   Category Codes 1–30

Field	Explanation
Customer Price Group	A user defined code (system 40, type PC) that identifies a customer group. You can group customers with similar characteristics, such as geographic locations.
Group Code Sequence Number	This numerical value is used to specify the sequence of category codes within Group Codes. The value must be equal to or between 1 and 4. Also, any sequence entered may not skip values (that is, you may not enter the sequence 1,3 with 2 missing.)

What You Should Know About

Using category codes
You can enter either numbers or letters in the Category Code field, depending on how your company has set them up.

Using the category code sequence
The category code sequence you enter determines how the system displays the category code fields on the related forms.

Generating price group relationships
After you create complex price groups, you must generate price group relationships.

Selecting category codes
The order in which you choose category codes does not affect how the system searches for prices.

Searching for available price groups
Access the Price Group Definition Search to get a list of available groups.

The system displays information on the Price Group Search form only if you have run the Generate Customer Price Groups or Generate Item Price Groups programs.

Viewing category codes
When you enter the price group code in the appropriate field, the system displays the appropriate Category Code fields below the Group field.

Changing customer price group information
If you change the customer price group definition, you must run Price Group Generation.

Assigning a customer to a group based on category codes
In Base Pricing, one customer can belong to only one customer group.

In Advanced Pricing, a customer can belong to a customer detail group without being attached to that group in Customer Billing Instructions. A customer can belong to numerous groups, depending on the customer's category codes.

Setting Up Complex Item Price Groups

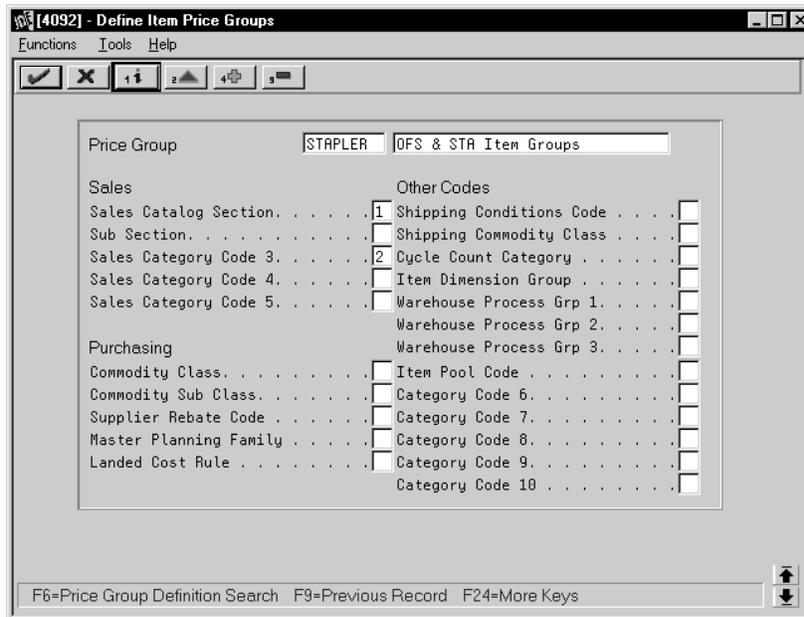From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Define Item Price Groups

You can use up to four category codes to define complex item groups.

For example, if you have two types of pens within the group MARKER (marker and ballpoint), you can specify a different price for each type of pen. When you enter an order for pens, the system checks the category codes that are assigned to the item to determine if the pen is a marker or a ballpoint and then retrieves the appropriate price.

▶ **To set up complex item price groups**

On Define Item Price Groups

```
[4092] - Define Item Price Groups                                    _ □ ×
Functions   Tools   Help
  ✔  ✗  ₁i  ₂▲  ₄✛  ₉▬

    Price Group                 STAPLER  OFS & STA Item Groups

    Sales                            Other Codes
    Sales Catalog Section. . . . . .1  Shipping Conditions Code . . . .☐
    Sub Section. . . . . . . . . .☐   Shipping Commodity Class . . . .☐
    Sales Category Code 3. . . . . .2  Cycle Count Category . . . . . .☐
    Sales Category Code 4. . . . . .☐  Item Dimension Group . . . . . .☐
    Sales Category Code 5. . . . . .☐  Warehouse Process Grp 1. . . . .☐
                                       Warehouse Process Grp 2. . . . .☐
    Purchasing                         Warehouse Process Grp 3. . . . .☐
    Commodity Class. . . . . . . .☐   Item Pool Code . . . . . . . . .☐
    Commodity Sub Class. . . . . .☐   Category Code 6. . . . . . . . .☐
    Supplier Rebate Code . . . . .☐   Category Code 7. . . . . . . . .☐
    Master Planning Family . . . .☐   Category Code 8. . . . . . . . .☐
    Landed Cost Rule . . . . . . .☐   Category Code 9. . . . . . . . .☐
                                       Category Code 10 . . . . . . . .☐

  F6=Price Group Definition Search   F9=Previous Record   F24=More Keys
```

1. Complete the following fields:

    •   Price Group

2. To identify subgroups used in an item price group, complete as many as four of the following fields.

    •   Category Codes 1-30

What You Should Know About

Assigning an item to a group based on category codes

In Base Pricing, one item can belong to only one item group.

In Advanced Pricing, an item can belong to a detail group without being attached to that group in Item Branch/Plant Information. An item can belong to numerous groups, depending on the category codes.

See *Defining Item Detail Groups*.

Generating price group relationships

After you create complex price groups, you must generate price group relationships.

Generating price group combinations

After you create complex price groups, you must generate price group combinations.

Viewing category codes

To display fields that contain category codes that are attached to complex item and customer groups, enter the price group code in the appropriate field. Press Enter and the system displays the category code fields below the group field.

Viewing price groups

You can review price groups using the following reports:

- Customer Price Groups (R40932)
- Item Price Groups (R40931)

Generating Price Group Relationships
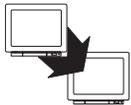
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose an option

You generate price group combinations of customer and item groups that you can use for pricing.

You use two batch programs to generate price group combinations:

- Customer Price Group Generation
- Item Price Group Generation

These programs generate records in the Item/Customer Groups Combinations table, which contains the allowable combinations for customer or item groups

and category codes. You can set the processing options to specify up to five group codes for which detailed records are created. If you do not specify any codes, the system generates combinations for all groups.

Before You Begin

❑ Set up price groups.

❑ Assign the group names to customers and items.

Processing Options for Generate Customer Group Relationships

```
GROUP CODES:
 1. Specify up to five customer group
    codes to be processed.  If no
    customer group codes are specified,
    all group codes will be used.

    – Customer Group Code 1          _____
    – Customer Group Code 2          _____
    – Customer Group Code 3          _____
    – Customer Group Code 4          _____
    – Customer Group Code 5          _____
```

Work with Base Prices

Working with Base Prices

After you define base prices, you can update them as needed (for example, to change a price or create a price that will be effective on a future date). You use the Base Price Revisions program to update base prices individually or to update multiple prices. You run the Base Price Maintenance Batch program to update multiple prices. When you update multiple prices in batch mode, the system either overrides the existing price with a new price or calculates an adjustment to the existing price, depending on how you set the Item Sales Price Level Conversion processing options.

Working with base prices includes the following tasks:

❑ Update base price*s*

❑ Update prices for a customer

❑ Convert price levels

Updating Base Prices

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Base Price Revisions

Updating base prices produces reports that allow you to review the potential changes before you confirm the changes. When you set up a version of this program, you choose specific fields. For example, you can set up a version to select customer, customer group, item, or item group. Or you can exclude certain types of prices from being updated.

Updating base prices has the following tasks:

- Changing existing prices
- Creating future prices

Changing Existing Prices

You can run the base price revisions version in proof mode. The system generates a report that displays the updates that will be made to the selected records. The updates are not made until you run final mode. You can make changes before you run the final version. You must set the update processing option for this program to perform updates to the Base Price table (F4106).

When you set up a version of this program, you choose the specific fields that you want the system to select. For example, you can set up a version to select customer, customer group, item, or item group. Or, you can exclude certain types of prices that you do not want to update.

Any new prices that the system creates are included in the report with their effective dates and the old price that the system used as the basis for the new prices. You can run this program in proof mode as many times as necessary.

```
   41830                                    J.D. Edwards & Company                        Page    -         3
                                       Base Price Revisions/Adjustments                  Date    -   06/11/98
                                                  Proof Mode

          Item                  Item      Customer    Customer    Cur          Old            New       . . Effective . .
         Number                 Group      Number      Group      Cod  UM  Unit Price     Unit Price    From      Thru
-------------------------   --------------- -------- ------------  ---  -- --------------- --------------- -------- --------
CD-SINGLE LOAD
Compact Disk - single load
Branch/Plant . .      30
Location . . . .    .    .
Lot. . . . . . .
                                                                 BEF  EA     7,776.5868     7,932.1185            12/31/10
                                                                 CAD  EA       321.2973       327.7232            12/31/10
                                                                 GBP  EA       172.5252       175.9757            12/31/10
                                                                 ITL  EA   342,910.1019   349,768.3039            12/31/10
                                                                 USD  EA       259.0000       264.1800  01/20/95  12/31/10
                                                                 USD  EA       259.0000       264.1800  01/20/95  12/31/10

CD-5 DISK TRAY
Compact Disk - 5 Disk Tray
Branch/Plant . .      30
Location . . . .    .    .
Lot. . . . . . .
                                                                 BEF  EA    10,478.8756    10,688.4531            12/31/10
                                                                 CAD  EA       432.9450       441.6039            12/31/10
                                                                 GBP  EA       232.4760       237.1255            12/31/10
                                                                 ITL  EA   462,068.0524   471,309.4134            12/31/10
                                                                 USD  EA       349.0000       355.9800  01/20/95  12/31/10
                                                                 USD  EA       349.0000       355.9800  01/20/95  12/31/10
```

Creating Future Prices

To create multiple base prices that you can use on a future date, you can run the future price additions version of the Base Price Maintenance Batch program. This version of the program writes new price records to the Base Price table that are based on the effective dates in the price additions processing option for this program. You must specify a from date and a through date or the program ends without creating the new prices.

When you run the future price additions version in proof mode, the system generates a report that contains the updates that the program will make to the selected records when you run it in final mode.

The system creates future prices based on the existing price with the most recent expiration date. Depending on how you set the processing options, the program either overrides the existing price with a new price that you specify or calculates an adjustment to the existing price. The adjustment can be an addition, subtraction, or percentage adjustment. If you leave the adjustment type and factor blank, the system copies future prices from the current price and does not apply any adjustments.

```
     41830                                    J.D. Edwards & Company                              Page      -          3
                                             Future Price Additions                              Date      -   06/11/98
                                                   Proof Mode


         Item                    Item       Customer   Customer   Cur          Old              New          . . Effective . .
        Number                   Group      Number     Group      Cod  UM   Unit Price      Unit Price       From      Thru
   ------------------------   ---------------  --------  ------------  ---  --  ---------------  ---------------  --------  --------
   CD-SINGLE LOAD
   Compact Disk - single load
   Branch/Plant . .          30
   Location . . . .    .   .
   Lot. . . . . .
                                                                     BEF  EA     7,776.5868                                 12/31/10
                                                                     BEF  EA     7,776.5868      8,165.4161   01/01/99  12/31/99
                                                                     CAD  EA       321.2973                                 12/31/10
                                                                     CAD  EA       321.2973        337.3622   01/01/99  12/31/99
                                                                     GBP  EA       172.5252                                 12/31/10
                                                                     GBP  EA       172.5252        181.1515   01/01/99  12/31/99
                                                                     ITL  EA   342,910.1019                                 12/31/10
                                                                     ITL  EA   342,910.1019    360,055.6070   01/01/99  12/31/99
                                                                     USD  EA       259.0000                    01/20/95  12/31/10
                                                                     USD  EA       259.0000                    01/20/95  12/31/10
                                                                     USD  EA       259.0000        271.9500   01/01/99  12/31/99

   CD-5 DISK TRAY
   Compact Disk - 5 Disk Tray
   Branch/Plant . .          30
   Location . . . .    .   .
   Lot. . . . . .
                                                                     BEF  EA    10,478.8756                                 12/31/10
                                                                     BEF  EA    10,478.8756     11,002.8194   01/01/99  12/31/99
                                                                     CAD  EA       432.9450                                 12/31/10
                                                                     CAD  EA       432.9450        454.5923   01/01/99  12/31/99
                                                                     GBP  EA       232.4760                                 12/31/10
                                                                     GBP  EA       232.4760        244.0998   01/01/99  12/31/99
                                                                     ITL  EA   462,068.0524                                 12/31/10
                                                                     ITL  EA   462,068.0524    485,171.4550   01/01/99  12/31/99
                                                                     USD  EA       349.0000                    01/20/95  12/31/10
                                                                     USD  EA       349.0000                    01/20/95  12/31/10
                                                                     USD  EA       349.0000        366.4500   01/01/99  12/31/99
```

Processing Options for Base Price Maintenance – Batch

```
UPDATE OPTIONS:                                              _____
 1. Enter a '1' to perform updates to
    the Base Price file.

ADJUSTMENT OPTIONS:
 If either option 2 or 3 is left blank,
 no price adjustments will take place.

 2. Enter the base price adjustment                          _____
    type.
    'A' - adjust price by amount
    '%' - adjust price by percentage
    '*' - adjust price to an override
        price

 3. Enter the amount used to add,                            _____
    multiply, or override the price.

    For 'A' (amount) adjustment:
     Enter 10 to increase price by 10
     Enter -10 to decrease price by 10

    For '%' (percentage) adjustment:
     Enter 10 to increase price by 10%
     Enter -10 to decrease price by 10%

    For '*' (price override) adjustment:
     Enter 10 to change price to 10

PRICE ADDITIONS:
 4. Enter the effective date and the
    expiration date for the creation of
    new base price records.  If left
    blank, the selected price records
    will be changed.  NOTE: The
    effective date must be less than
    the expiration date.
       - Effective From Date                                 _____
       - Effective Thru Date                                 _____
```

Data Selection

When you run this program in final mode, you should include the Unit of Measure field in the data selection to ensure that the system applies the adjustment value consistently.

Data Sequence

You can define the data sequence only for the base price report and base price revisions versions of this program.

You should not change the sequence for versions that create future prices. Doing so can cause the system to use the wrong base price when calculating the future price.

Updating Prices for a Customer

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Update Sales Price/Cost

You update prices for a customer to recalculate sales orders based on the most current price or price adjustment. You might need to do this for items with volatile prices. You can also use this process to update the unit and extended costs of items on sales orders with the most current costs. If multi-currency processing is activated in your system, the system also updates the foreign unit and extended costs fields.

Update Sales Price/Cost is a batch program that you can use to:

Update sales order costs	The system replaces the unit and extended costs in any open, unshipped orders with current costs from the Item Cost Ledger table (F4105).
Update sales order prices	The system recalculates the unit and extended prices in the Sales Order Detail table (F4211) using the most current base price and price adjustments. The system bases this recalculation on the date that you enter in the processing options.
Replace sales order exchange rates	You can use this program to update the currency exchange rate that the system uses to calculate costs and prices on an order. The system replaces the currency exchange rate that was in effect at the time you entered the order with the existing currency exchange rate.

You can set the processing options for the Update Sales Price/Cost program to define the date on the sales order that the system uses to determine if it should recalculate costs or prices. For example, you can base the recalculations on the promised date. The system updates only those order lines with a promised date that is earlier or on today's date. Sales order prices can be updated more than once.

When you run the Update Sales Price/Cost program, the system updates the order detail information for open sales orders and replaces the current price with the new base price. The program disregards any special pricing discounts that you previously defined for the customer or item.

Processing Options for Update Sales Order Cost/Price

```
UPDATE OPTIONS:
1. Enter '1' to update Sales Order with                    _____
```

the most current unit cost. If left
blank, will not update cost.

2. Enter '1' to update the currency   _____
exchange rate. Please note that
only the domestic amounts will be
re-calculated, the foreign amounts
will remain the same. If left blank
the currency exchange rate will
remain the same.

3. Enter '1' to update the inter-company   _____
currency exchange rate. Foreign
amounts will not be re-calculated.
If left blank, will not update the
inter-company exchange rate.

UPDATE PRICE OPTIONS:

4. Enter '1' to recalculate the unit   _____
price of the sales order. If left
blank, the unit price will remain
the same.

5. Enter '1' to recalculate the Transfer   _____
Price for inter-branch sales. The
pricing method specified when the
order was entered will be used.

6. Specify the date on which all base   _____
price and advanced price adjustment
recalculations will be based:

    ' ' - Transaction/Order Date
    '1' - Requested Ship Date
    '2' - Promised Ship Date
    '3' - Original Promised Date
    '4' - Actual Ship Date
    '5' - System Date
    '6' - Invoice Date
    '*' - Use System Constants value

 NOTE: Processing options 7 thru 9 are
      supported only by the Advanced
      Price Adjustment Module (45).

7. Enter the Line Type of the new sales   _____
detail line item. This line item
will contain the difference between
the old sales price and the newly
recalculated price. If left blank,
will update the new price directly
to the item. This must be a non-
inventory Line Type.

8. If you have specified in the last   _____
processing option to create a sales
detail record to record the price
difference, enter the override next
status of the detail line. If left
blank, will use the original detail
line's next status.

9. Enter '1' to base recalculation on   _____
the original order quantity.
If left blank, the system will
recalculate based on the current
quantities of the order.

What You Should Know About

Updating prices when you update customer sales

You can set the Sales Cost Update processing options for the Update Customer Sales program to run the Update Sales Price/Cost program prior to sales update. The system updates all selected sales orders with current costs, exchange rates, and prices before you run invoices and create G/L records.

Schedules and Adjustments

Schedules and Adjustments

Objectives

- To set up the preference master, which contains the pricing hierarchy
- To define a pricing hierarchy that determines the order in which the system searches for price adjustments
- To set up adjustment definitions that specify characteristics of your price adjustments
- To build an adjustment schedule to link customers to schedules and define how the system applies adjustments
- To build a master adjustment schedule for more advanced organization of adjustments
- To work with adjustment details to provide additional information for special processing

About Schedules and Adjustments

After you create adjustments, you can combine the adjustments into adjustment schedules. Adjustment schedules contain the information used to calculate prices.

Each adjustment schedule can contain an unlimited number of adjustments. You must define the adjustment and complete the adjustment details for each adjustment.

Adjustment Schedule

Adjustment Definition 1
Adjustment Definition 2
Adjustment Definition 3

Adjustment Details
Adjustment Details
Adjustment Details
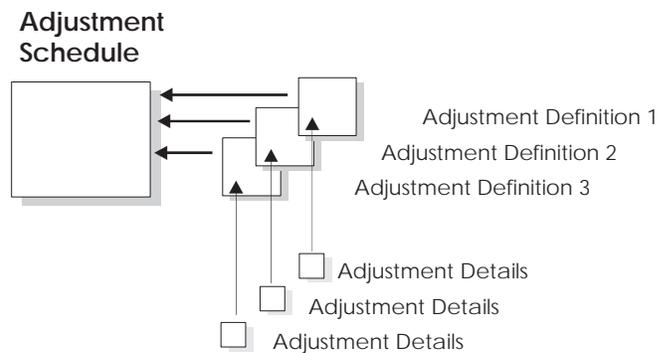
Schedules and adjustments include the following tasks:

❑ Set up advanced pricing hierarchies

❑ Set up adjustment definitions

❑ Build an adjustment schedule

❑ Set up adjustment details

An adjustment is a set of information that describes a pricing plan or promotion. Before you can add an adjustment to a schedule, you must create an adjustment definition by specifying:

- A pricing hierarchy that controls the order the system searches for adjustments
- Whether the adjustment will print on invoices; whether it is for basket or order repricing; or whether it is an override price based on quantity, amount, or weight
- Designation of the general ledger account offset through the use of AAIs

You can access adjustment details after you define the adjustment. From adjustment details, you can define special processing such as free goods, pricing formulas, or variable tables.

Before You Begin

❑ Verify that base prices are set up. See *Defining Base Prices* in *Sales Order Management*.

Illustration: Advanced Pricing System Flow

The use of price adjustments and schedules is illustrated in the following Advanced Pricing system graphic.

```
          ┌─┐  Read Customer
          └─┘  Billing Instructions
                              └──────────── Customer Master
           │                               table
           ▼
          ┌─┐  Read Price
     ┌───▶└─┘  Adjustment Schedule
     │                        └──────────── Price Adjustment
     │     │                               Schedule table
     │     ▼
     │   Found an    No
     │   adjustment? ────▶  End
     │     │
     │     │ Yes
     │     ▼
     │    ┌─┐  Read Pricing
     │    └─┘  Adjustment
     │                        └──────────── Price Adjustment
     │     │                               table
     │     ▼
     │    ┌─┐  Read Price
     │    └─┘  Hierarchy
     │                   └───────────────── Preference
     │     │                               Hierarchy table
     │     ▼
     │    ┌─┐  Retrieve group
     │ ┌─▶└─┘  definition
     │ │   │
     │ │   ▼
     │ │  ┌─┐  Get Item/
     │ │  └─┘  Customer Group
     │ │                      └──────────── Group Code table
     │ │   │                               Item Branch table
     │ │   ▼                               Customer Master table
     │ │  ┌─┐  Read Price
     │ │  └─┘  Adjustment Detail
     │ │                      └──────────── Price Adjustment
     │ │   │                               Detail table
     │ │   ▼
     │ │  Found an
     │ │  adjustment?
     │ │ No
     │ │   │ Yes
     │ │   ▼
     │ │  ┌─┐  Apply adjustment and
     └─┴─▶└─┘  write to price history
                              └──────────── Price Adjustment
                                            History table
```

Set Up Advanced Pricing Hierarchies

Setting Up Advanced Pricing Hierarchies

The system applies pricing adjustments to sales order prices in the order you determine on the pricing hierarchy. The system uses this pricing structure to retrieve base prices and to calculate price adjustments and updates. For this reason, you should set up your hierarchy to search from specific combinations to general combinations.
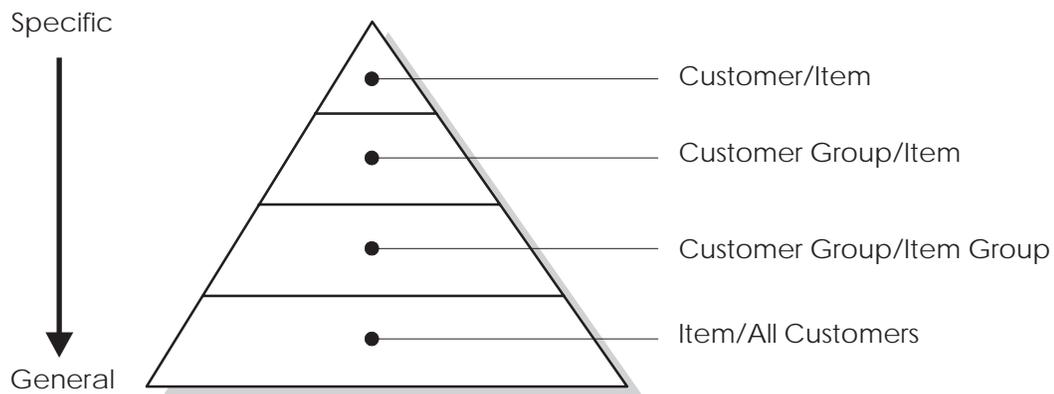
Complete the following tasks to set up advanced pricing hierarchies:

❏ Set up a preference master

❏ Define a pricing hierarchy

Example: Set Up an Advanced Pricing Hierarchy

For example, for a seasonal promotion, you could define the sequence as item/all customers, so that any customer that orders the item receives the discount. If you also give a discount to all customers based on geographic location, your sequence could be:

- Item/Customer group
- Item/All customers

Setting Up a Preference Master

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Preference Hierarchy

In Base Pricing, you are limited to using one preference hierarchy (preference hierarchy #51). In Advanced Pricing, you can create as many different preference hierarchies as you need.

You define the hierarchy and then attach it to an adjustment definition. You can create a hierarchy for each adjustment definition or you can use one hierarchy for several. J.D. Edwards recommends that you set up a few hierarchies that can be used for multiple adjustment definitions.

▶   **To set up a preference master**

On Preference Hierarchy
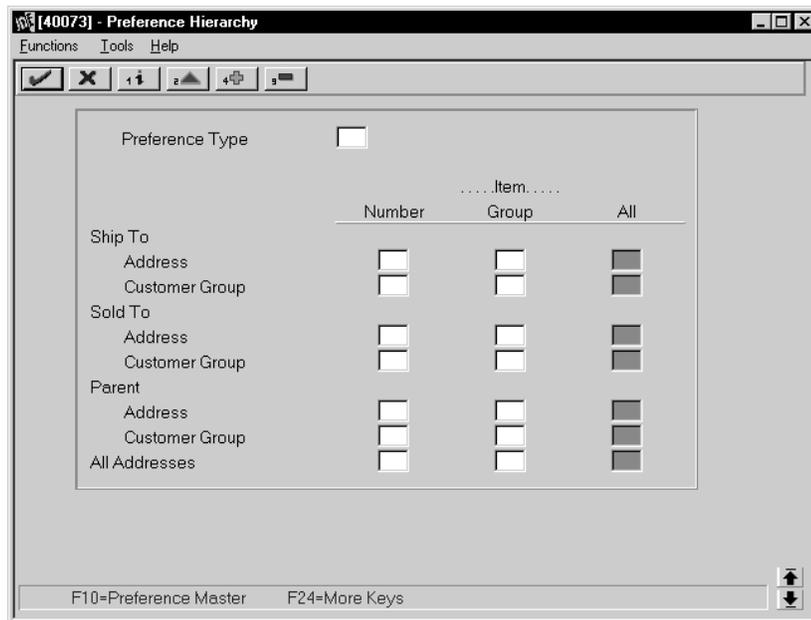
1. To access the preference master, choose the function.

```
[40070] - Preference Master                                    _ □ ✕
Functions   Tools   Help
 ┌────┐┌──┐┌────┐┌────┐┌────┐┌────┐
 │ ✔  ││ ✕ ││ ₁i ││ ₂▲ ││ ₄✚ ││ ₅▬ │
 └────┘└──┘└────┘└────┘└────┘└────┘

        Preference Type              14
        Description                  Price Adjustment Schedule

        Preference Classification    PC  Pricing Preferences
        Sequence Number                  5
        Enable Effective Dates (Y/N)     Y
        Enable Effective Quantity (Y/N)  N






        F24=More Keys
```

2. Complete the following fields:

    - Preference Type
    - Description

Field	Explanation
Preference Type	A user defined code (system 40/type PR) that identifies a preference type or a price adjustment hierarchy.
	When you review the fold area of user defined code table 40/PR, a 1 in the first space of the Special Handling Code field identifies a preference that J.D. Edwards supports.
	This field is hard coded for each preference.
	For Advanced Pricing
	When you define pricing hierarchies, identify each table with this code. Later, when you create adjustments, you use this code to identify the hierarchy the system should follow for this adjustment.
	For Agreement Penalty Schedules
	Set up a PN (for penalty) user defined code and enter it here.

Defining a Pricing Hierarchy

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Preference Hierarchy

You enter the order that adjustments are applied on the Preference Hierarchy form. The form contains rows identifying customers and customer groups and columns identifying items or item groups. You enter your hierarchy sequence at the intersections of the rows and columns. The pricing search begins with the intersection where you enter 1 and looks for records defined for that customer and item combination. If no adjustment details are found for that intersection, the system goes to the intersection in which you enter 2, and so forth.

Before You Begin

❑ Verify that a master record has been created for the preference hierarchy.

▶ **To define a pricing hierarchy**

On Preference Hierarchy

Beginning with 1, enter numbers in the intersections to indicate the order in which you want the system to search the Price Adjustment Detail file.

Field	Explanation
Ship To:	The address number of the location to which you want to ship this order. The address book provides default values for customer address, including street, city, state, zip code, and country.
Sold To:	A number that identifies an entry in the Address Book system. Use this number to identify employees, applicants, participants, customers, suppliers, tenants, and any other Address Book members.
Parent:	Address Book number of the parent company. The system uses this number to associate a particular address with a parent company or location. Examples: • Subsidiaries to parent companies • Branches to a home office • Job sites to a general contractor If you leave this field blank on an entry screen, the system supplies the primary address from the Address Number field.
All Addresses	A number that identifies an entry in the Address Book system. Use this number to identify employees, applicants, participants, customers, suppliers, tenants, and any other Address Book members.

What You Should Know About

Ordering the search	The system automatically select the first item encountered during a search; therefore, you should you set up the most specific method of pricing first in your hierarchy and continue defining the hierarchy to the most general pricing.
Numbering the adjustments	When you define the pricing hierarchy, you must start with 1 and do not skip any numbers.
Limiting entries in your hierarchy	Although you can enter as many as 21 numbers, you should limit your hierarchy to three or four numbers. Each number represents a system search and increases system processing time.
Order of establishing records	Before you define each pricing hierarchy, you must create a master record for that hierarchy.

Using the preference master

When using the Preference Master to define the master record for the hierarchy, the following fields do not apply to pricing:

- Preference Classification
- Sequence Number
- Enable Effective Dates (Y/N)
- Enable Effective Quantity (Y/N)

Set Up an Adjustment Definition

Setting Up an Adjustment Definition
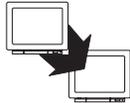
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price Adjustment Definitions

An adjustment is a record that describes a special pricing situation, such as a pricing plan or promotion. Before you can add an adjustment to a schedule, you must create adjustment definitions to specify the characteristics of the adjustment. These characteristics determine how the adjustment will:

- Sequence the system searches for prices
- Print on invoices
- Apply basket-level or order-level price adjustments
- Base the override price on quantity, amount, or weight
- Offset a general ledger account based on AAIs

You can set up adjustments for both stock and non-stock items.

▶ **To set up adjustment definitions**

On Price Adjustment Definitions

Complete the following fields:

- Adjustment Name
- Preference Type
- G/L Class Code

Field	Explanation
Adjustment Name	A user defined code (system 40, type TY) that identifies an adjustment definition. You define adjustments on Price Adjustment Definitions.

Field	Explanation
Item Price Group	A user defined code (40/PI) that identifies an inventory price group for an item.
	Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. After you assign a price group to an item, the item uses the same pricing structure that was defined for the inventory price group.
	You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.
	. . . . *Form-specific information* . . . .
	Enter the code identifying the override item price group that you want to attach to this adjustment.
Customer Price Group	A user defined code (system 40, type PC) that identifies a customer group. You can group customers with similar characteristics, such as comparable pricing.
	. . . . *Form-specific information* . . . .
	Enter the code identifying the override customer price group that you want to attach to this adjustment.
Order Detail Group	A user defined code (system 40, type SD) that identifies a sales order detail group, which you can use to create pricing that is based on a field in the Sales Order Detail file (F4211).
	. . . . *Form-specific information* . . . .
	For Advanced Pricing
	If you enter a code in this field, the system uses this adjustment only for orders whose detail match the criteria of the order detail group.
	For Agreement Penalty Schedules
	You should have already set up a UDC Penalty and defined it as an order detail group. Enter Penalty, or the correct UDC that defines your penalty schedules.

Field	Explanation
Preference Type	A user defined code (system 40/type PR) that identifies a preference type or a price adjustment hierarchy.
	When you review the fold area of user defined code table 40/PR, a 1 in the first space of the Special Handling Code field identifies a preference that J.D. Edwards supports.
	This field is hard coded for each preference.
	For Advanced Pricing
	When you define pricing hierarchies, identify each table with this code. Later, when you create adjustments, you use this code to identify the hierarchy the system should follow for this adjustment.
	For Agreement Penalty Schedules
	Set up a PN (for penalty) user defined code and enter it here.
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).
	Valid values are:
	1 The system adds the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). The system does not print the adjustment on the invoice.
	2 The system adds the adjustment amount to the unit price and records the adjustment detail to the Price Adjustment History table (F4074). It prints the adjustment on the invoice.
	3 The system creates a separate detail line in the Sales Order Detail table. It does not add the adjustment into the unit price or record it to the history table. The system does not include this type of adjustment when it calculates the current net price.
	4 The system records the adjustment to history and posts it to the general ledger during a sales update. It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 4 to create an accrual adjustment.
	5 The system records the adjustment to history and posts it to the general ledger during a sales update. The system also accumulates each order line's quantity, weight, and amount to rebate history (F4078). It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 5 to create a rebate adjustment.

Field	Explanation
Adjustment Level	Specifies the level at which the adjustment is calculated: 1 Line Level: The system calculates the adjustment based on information in the sales detail line. 2 Basket Level: The system lets you group multiple sales detail lines and calculate the adjustment based on information accumulated from all the lines. You group items by Basket Pricing Group (RPRC) in Item Branch Information (F4102). 3 Order Level: The system lets you group sales order lines from the same order and calculate the adjustment based on information accumulated from all the lines. You group items by Order Pricing Group (ORPR) in Item Branch Information. P Trip level: The system calculates delivery pricing during delivery document printing if that option is chosen. You must specify "P" for trip-based pricing to work. If you are defining a repricing adjustment, leave the Item Group, Customer Group, and Sales Group fields blank. For Agreement Penalty Schedules Enter 1 to calculate the penalty at the sales order detail line level.
Adjustment Line Type	A code that controls how the system processes lines on a transaction. It controls the systems with which the transaction interfaces (General Ledger, Job Cost, Accounts Payable, Accounts Receivable, and Inventory Management). It also specifies the conditions under which a line prints on reports and is included in calculations. Codes include: S Stock item J Job cost N Non-stock item F Freight T Text information M Miscellaneous charges and credits W Work order . . . . *Form-specific information* . . . . A code the system assigns to new detail lines if it adds the line as a result of an adjustment. The Adjustment control Code field must be set to 3.

Field	Explanation
Override Price (Y/N)	A code indicating how the adjustment affects the price of a sales order line. Valid codes are: Y The adjustment price overrides the base price. N The adjustment is used to calculate a discount or markup to the base price. For Agreement Penalty Schedules Enter N.
Level Break Type	A code that indicates how level breaks occur in the Price Adjustment Detail (V4072). Valid codes are: 1 Quantity. The system determines the correct adjustment based on the quantity ordered in the sales order. You can set up different adjustment breaks for different units of measure. 2 Weight. The system uses the weight of the line to retrieve the proper adjustment level break. 3 Amount. The system uses the extended amount of the sales detail line to retrieve the proper adjustment level break. When Currency Conversion is switched on, all amount level breaks will be stored and displayed based on the floating decimals of the currency code.
Manual Add/Change (Y/N)	Specifies whether the adjustment type can be manually added to or changed from the Price Adjustments form (P4074W) when you enter sales orders.
Rebate Beneficiary	A code (system 40/type RA) that identifies the beneficiary of a rebate. The party you identify here becomes the recipient of the credit order you create when a customer reaches a rebate threshold. The customer and the beneficiary may or may not be the same address. The beneficiary becomes the Sold To Address of the create order.
Mandatory Adjustment	A code you use to specify whether an adjustment is mandatory. Valid codes are: Y Yes, this adjustment is mandatory N No, this adjustment is not mandatory
Subledger in G/L	A user defined code (system 40, type SI) that identifies the type of information that you want the system to use to update the Subledger field in the General Ledger file (F0911) when you use this adjustment type to price a sales order.

Field	Explanation
G/L Class Code	The table of Automatic Accounting Instruction accounts that allows you to predefine classes of automatic offset accounts for Accounts Payable, Accounts Receivable, and other systems.
	G/L offsets might be assigned as follows: • blank or 1210– Trade Accounts Receivable • RETN or 1220 – Retainages Receivable • EMP or 1230 – Employee Accounts Receivable • JIB or 1240 – JIB Receivable (See A/R Class Code – ARC) • blank or 4110 – Trade Accounts Payable • RETN or 4120 – Retainage Payable • OTHR or 4230 – Other Accounts Payable (See A/R Class code – APC)
	If you leave this field blank during data entry, the system uses the default value from the Customer Master Information table (F0301) or the Supplier Master Information table (F0401). The post program uses the G/L Offset class to create automatic offset entries.
	NOTE: Do not use code 9999. It is reserved for the post program and indicates that offsets should not be created.

What You Should Know About

Entering a price group
You enter an order, customer, or item price group if you want this adjustment to apply only to that price group. If the field is left blank, you can set up details for other price groups.

Entering kit or configured items
When entering a sales order for a kit or configured item, you should not use adjustment control 3.

Adding an item detail line to a sales order for kit or configured items is not supported.

Selection of Line Type
If the Adjustment Control Code is 3, the Adjustment Line Type must have an inventory interface of N.

Build an Adjustment Schedule

Building an Adjustment Schedule

An adjustment schedule contains a list of price adjustments. You use adjustment schedule information to calculate prices. You link customers to schedules so that the system can adjust or calculate prices. Each adjustment schedule can contain an unlimited number of adjustments.

You can assign only one schedule to each customer.

Schedules contain adjustments that consist of adjustment definitions and adjustment details. Each adjustment must be attached to a simple schedule. In addition, the simple schedules can be attached to a master schedule.

Simple Adjustment Schedule: **Master Adjustment Schedule:**

Sequence	Adjustment Name	Simple Schedule		Sequence	Adjustment Scheduled
010 020 030	Season 1 Season 2 Season 3	Seasonal	→	010	Seasonal
010 020 030	Promo 1 Promo 2 Promo 3	Promos	→	020	Promos
010 020	Rebate 1 Rebate 2	Rebates	→	030	Rebates
010 020 030	Contract 1 Contract 2 Contract 3	Contract	→	040	Contract
010	Freegood	Giveaway	→	050	Giveaway
010 020	Basketr Orderer	Reprice	→	060	Reprice
010 020	Tax_Brazil Tax_Italy	Taxes	→	070	Taxes
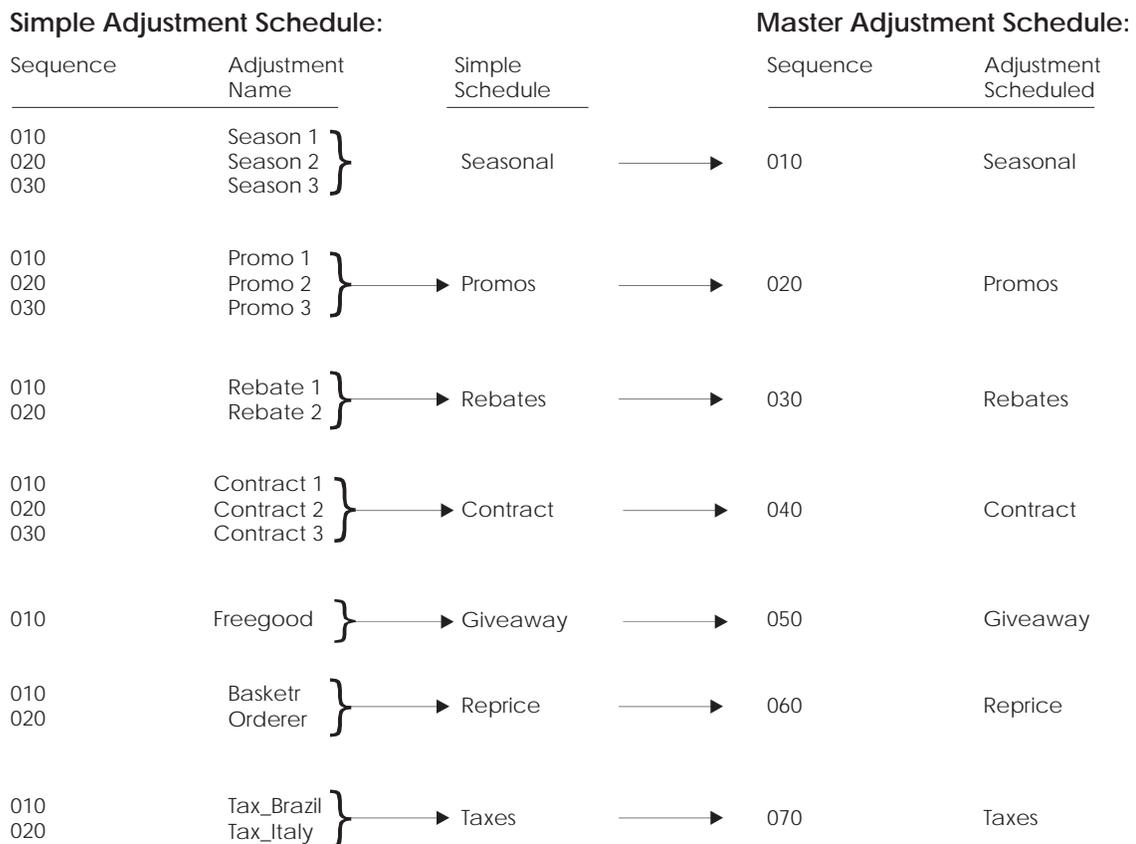
Schedules contain adjustments that consist of adjustment definitions and adjustment details. Each adjustment must be attached to a simple schedule. In

addition, the simple schedules can be attached to a master schedule. Depending on your pricing strategy, you complete the following tasks:

❑ Build a Simple Adjustment Schedule

❑ Create a Master Adjustment Schedule

Before You Begin

❑ Determine whether one schedule with many adjustments fits your needs or whether several schedules that contain fewer adjustments would be better. You can assign only one schedule to each customer.

❑ Create price adjustments.

❑ Set up adjustment definitions.

Building a Simple Schedule
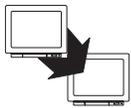
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

▶ **To build a simple schedule**

On Price and Adjustment Schedule

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┌──────────────────────────────────────────────────────────────────────┐
│ ▓▓ [4070] - Price and Adjustment Schedule              _ □ ×          │
│ Functions  Options  Tools  Help                                        │
│ ┌────┐ ┌──┐ ┌────┐ ┌────┐ ┌────┐ ┌────┐                               │
│ │ ✔  │ │ X│ │ 1i │ │ 2▲ │ │ 4✛ │ │ 9▬ │                               │
│ └────┘ └──┘ └────┘ └────┘ └────┘ └────┘                               │
│                                                                        │
│      Schedule Name          WHLSDIST  Distribution Wholesalers         │
│                                                                        │
│   O Seq  Adj Name       Description      . Override Search Groups .Pref │
│                                            Item  |Customer| Order  Type │
│     010 NEWPROD  New Product Promotion   PRODUCT                    IG  │
│     020 ITMPROMO Item Promotion          PRODUCT                    IG  │
│     030 VOLUME   Volume Adjustment       PRODUCT                    68  │
│     040 HANDLING Handling Allowance      PRODUCT                    IG  │
│     050 SEASONAL Seasonal Promotion      PRODUCT                    IG  │
│     060 SALESTER Sales Territory Adjustment       SALESTER          CG  │
│     070 TRADECLS Order Level Discount                               CG  │
│     080 FAMILY   Reprice Discount                                   RA  │
│                                                                        │
│ Opt: 1=Adjustment Detail  2=Adjustment Definition    F24=More Keys     │
└──────────────────────────────────────────────────────────────────────┘
```

Complete the following fields:

- Schedule Name
- Sequence
- Adjustment Name

Field	Explanation
Price and Adjustment Schedule	A user defined code (system 40, type AS) identifying a price and adjustment schedule. A price and adjustment schedule contains one or more adjustment types for which a customer or an item might be eligible. The system applies the adjustments in the sequence that you specify in the schedule. You link customers to a price and adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule attached to the sold to address into the order header. You can override this schedule at the detail line level.
	For Agreement Management, this is the Penalty Adjustment Schedule. A penalty adjustment schedule, user defined code (system 40, type AS), contains one or more adjustment types for which a customer or an item might be eligible. The system applies the adjustments in the sequence that you specify in the schedule. You link customers to a price and adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule attached to the sold to address into the order header. You can override this schedule at the detail line level.
Sequence	For World, a sequence or sort number that the system uses to process records in a user defined order.
	For OneWorld, The sequence by which users can set up the order in which their valid environments are displayed.
	. . . . *Form-specific information* . . . .
	When you create an adjustment schedule, you use sequence numbers to indicate the order in which you want the system to apply the adjustments to a sales order.
Price Adjustment Name	A user defined code (system 40, type TY) that identifies an adjustment definition. You define adjustments on Price Adjustment Definitions.

Creating a Master Adjustment Schedule

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Edit Master Schedule

The number of adjustments in a simple schedule are limited. You can create a master schedule to reduce the number of adjustments that you make. You build a master schedule by combining multiple simple adjustment schedules. Then the

master schedule can accommodate pricing for both standard orders or special orders.

Instead of making adjustments to each adjustment schedule, you make changes to all affected schedules using the master adjustment schedule. For example, you can enter a promotion as an adjustment schedule. The promotion pricing will be effective for the designated products and designated customers during the designated time. This simplifies using the promotion prices during specific dates.

▶   **To create a master adjustment schedule**

On Edit Master Adjustment Schedule

1. Complete the following fields:

    •   Sequence

    •   Adjustment Schedule

    •   Effect Date

    •   Expire Date

    •   To Sequence

    •   Stop Flag

    •   Activity Code

Field	Explanation
Master Sequence Number	The number that specifies the search order the system uses for individual adjustment schedules within the Master Schedule.
Price and Adjustment Schedule	A user defined code (system 40, type AS) identifying a price and adjustment schedule. A price and adjustment schedule contains one or more adjustment types for which a customer or an item might be eligible. The system applies the adjustments in the sequence that you specify in the schedule. You link customers to a price and adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule attached to the sold to address into the order header. You can override this schedule at the detail line level.
	For Agreement Management, this is the Penalty Adjustment Schedule. A penalty adjustment schedule, user defined code (system 40, type AS), contains one or more adjustment types for which a customer or an item might be eligible. The system applies the adjustments in the sequence that you specify in the schedule. You link customers to a price and adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule attached to the sold to address into the order header. You can override this schedule at the detail line level.
Date – Effective	The date on which a transaction, text message, contract, obligation, or preference becomes effective.
Date – Expired	The date on which a transaction, text message, agreement, obligation, or preference has expired or been completed.
Skip to Sequence	The sequence number to skip to so that the system processes the next schedule in the master adjustment schedule.
Stop Flag	A flag that indicates whether the system must run additional processes to the master adjustments schedule after an adjustment is applied.
	Valid values are:
	1 The system does no additional processing of the master schedule.
	2 The system continues processing sequentially to the end of the priority group. No additional groups are processed.
	3 The system continues processing to the next priority group. No additional schedules are evaluated in the current group.

Field	Explanation
Master Schedule Activity Code	A code that determines whether a schedule that is defined within a Master Adjustment Schedule is active.
	Valid values are: 0 Inactive 1 Active

What You Should Know About

Assigning an adjustment schedule

You can assign an adjustment schedule to a customer in customer billing instructions.

Overriding an adjustment schedule

You can override the adjustment schedule assignment by:

- Using the detail area on Sales Order Detail
- Using the pricing adjustment schedule on Preference Profile

Arranging the adjustment sequence in the schedule

Price and adjustment schedules are flexible. You can add adjustments or change existing adjustments at any time.

J.D. Edwards recommends that you leave spaces in your number sequence so you can add adjustments within the schedule.

Adding adjustment details

You can add or change adjustment details at any time by choosing the option to access Price and Adjustment Detail.

Changing adjustment definitions

You can change values in the adjustment definition by choosing the option to access Price Adjustment Definition.

Set Up Adjustment Details

Setting Up Adjustment Details
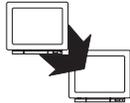
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

Price adjustment details provide the parameters for calculating price adjustments. Advanced pricing adjustment details contain basis codes that allow for added pricing flexibility. You can define the adjustment details when you add adjustments to schedules. Details allow you to define special processing such as free goods, pricing formulas, or variable tables.

For all price adjustments using basis codes, you must enter the Basis Code and Factor Value on Price and Adjustment Detail before the system can calculate the adjustments

You can set up adjustment details for the following basis codes:

Percentage of Base Price	The system multiplies the base price by the factor value.

- In Basis Code field, enter basis code of 1.
- In Factor Value field, enter a positive number for markups or a negative number for discounts.

See *Entering Sales Price Information* in *Inventory Management*.

Percentage of Current Net Price	The system multiplies the current net price by the factor value.

- In Basis Code field, enter basis code of 2.
- In Factor Value field, enter a positive number for markups or a negative number for discounts.

See *Entering Sales Price Information* in *Inventory Management*.

Percentage of Cost   The system multiplies the item cost by the factor value. Before this combination can calculate, you must identify the item cost in the Cost Method field in the detail area of Price Adjustment Detail.

- In Basis Code field, enter basis code of 3.
- In Factor Value field, enter a positive number for markups or a negative number for discounts.

See *Entering Sales Price Information* in *Inventory Management*.

Cost Plus Amount   The system adds the factor value to the item cost. Before this combination can calculate, you must identify the item cost in the Cost Method field in the detail area of Price Adjustment Detail.

- In Basis Code field, enter basis code of 4.
- In Factor Value field, enter a positive number for markups or a negative number for discounts.

See *Entering Sales Price Information* in *Inventory Management*.

Add on Amount   The system adjusts the price by the factor value. This code is used for entering penalty schedules; therefore, you must enter a number as the factor value. Most agreement penalties are for a currency amount. The system multiplies the factor by each unit of measure to calculate the penalty:

- In Basis Code field, enter basis code of 5.
- In Factor Value field, enter a positive or negative number, depending on the penalty parameters.

See *Entering Sales Price Information* in *Inventory Management*.

Variable Price   You can set up variable prices when the price of an item varies frequently, even as often as daily. Use variable price tables to set up prices and effective dates. The system retrieves the adjustment amount from the variable table.

- In the Basis Code field, enter basis code of 6.
- In the Factor Value field, enter the code or name that identifies the variable table.

See *Entering Sales Price Information* in *Inventory Management*.

| **Formula Based** | The system calculates the adjustment using a formula. Each component that you use must be identified by a special character. You define these characters during system setup in the pricing constants. The system evaluates formulas as standard algebraic notations: whatever is inside parentheses is evaluated first, then multiplication, division, addition, and subtraction. For example, the formula .90*&GOLD represents that 90% of the current price of gold equals the price of the item. You establish a formula–based basis type using the following: |

- In the Basis Code field, enter basis code of 7.
- In the Factor Value field, enter the code or name that identifies the formula

| **Exit to Program** | The system calls a user defined program to calculate the adjustment. You exit to your custom program: |

- In the Basis Code field, enter basis code of 8.
- In the Factor Value field, enter the program ID for the custom program.

The program must be one you develop for this purpose and that you support. J.D. Edwards is not responsible for providing custom programs nor supporting those you develop.

See *Entering Sales Price Information* in *Inventory Management*.

| **Percentage of Base Price** | The system multiplies the base price by the factor value. |

- In Basis Code field, enter basis code of 1.
- In Factor Value field, enter a positive number for markups or a negative number for discounts.

See *Entering Sales Price Informaiton* in *Inventory Management*.

| **Percentage of Current Net Price** | The system multiplies the current net price by the factor value. |

- In Basis Code field, enter basis code of 2.
- In Factor Value field, enter a positive number for markups or a negative number for discounts.

See *Entering Sales Price Information* in *Inventory Management*.

Percentage of Cost The system multiplies the item cost by the factor value. Before this combination can calculate, you must identify the item cost in the Cost Method field in the detail area of Price Adjustment Detail.

- In Basis Code field, enter basis code of 3.
- In Factor Value field, enter a positive number for markups or a negative number for discounts.

Cost Plus Amount The system adds the factor value to the item cost. Before this combination can calculate, you must identify the item cost in the Cost Method column of the grid area.

- In Basis Code field, enter basis code of 4.
- In Factor Value field, enter a positive number for markups or a negative number for discounts.
- In cost method field, enter the cost method code.

Add on Amount The system adjusts the price by the factor value. This code is used for entering penalty schedules; therefore, you must enter a number as the factor value. Most agreement penalties are for a currency amount. The system multiplies the factor by each unit of measure to calculate the penalty:

- In Basis Code field, enter basis code of 5.
- In Factor Value field, enter a positive or negative number, depending on the penalty parameters.

Add on Variable Amount You can set up variable prices when the price of an item varies frequently, even as often as daily. Use variable price tables to set up prices and effective dates. The system retrieves the adjustment amount from the variable table.

- In the Basis Code field, enter basis code of 6.
- In the Factor Value field, enter the code or name that identifies the variable table.

Add on Formula Amount The system calculates the adjustment using a formula. Each component that you use must be identified by a special character. You define these characters during system setup in the pricing constants. The system evaluates formulas as standard algebraic notations: whatever is inside parentheses is evaluated first, then multiplication, division, addition, and subtraction. For example, the formula .90*&GOLD represents that 90% of the current price of gold equals the adjustment to the price of the item. You establish a formula–based basis type using the following:

- In the Basis Code field, enter basis code of 7.
- In the Factor Value field, enter the code or name that identifies the formula

Add on User Program Amount

The system calls a user defined program to calculate the adjustment. You exit to your custom program:

- In the Basis Code field, enter basis code of 8.
- In the Factor Value field, enter the program ID for the custom program.

The program must be one you develop for this purpose and that you support. J.D. Edwards is not responsible for providing custom programs nor supporting those you develop.

▶ **To set up price adjustment details**

On Price and Adjustment Schedule

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┌─────────────────────────────────────────────────────────────────────┐
│ ▒▒ [4070] - Price and Adjustment Schedule                   _ □ ✕     │
│ Functions   Options   Tools   Help                                    │
│ ┌──┐ ┌──┐ ┌────┐ ┌────┐ ┌────┐ ┌────┐                                 │
│ │ ✔│ │ ✕│ │ ₁ⁱ │ │₂ ▲ │ │₄ ✚ │ │₉ ▬ │                                 │
│ └──┘ └──┘ └────┘ └────┘ └────┘ └────┘                                 │
│                                                                       │
│        Schedule Name          RETAIL    Retailers                     │
│                                                                       │
│   O Seq  Adj Name      Description      . Override Search Groups . Pref│
│                                           Item  |Customer| Order  Type │
│     010 CLEAR    Clearance Sale                                   AA   │
│     020 NEWPROD  New Product Promotion   PRODUCT                  IG   │
│     030 ITMPROMO Item Promotion          PRODUCT                  IG   │
│   1 040 DEAL     Deal Allowance          VITAMIN RETAIL          A1   │
│     050 FREEFRT  Accrue Free Freight             ORDVAL           CG   │
│     060 ORDLEVEL Order Level Adjustment                           AA   │
│                                                                       │
│                                                                   ⤒   │
│ Opt: 1=Adjustment Detail  2=Adjustment Definition   F24=More Keys  ⤓  │
└─────────────────────────────────────────────────────────────────────┘
```

1. Complete the following fields:

    - Schedule Name

    - Adjustment Name

2. On the line of the adjustment, choose the option to access Price Adjustment Detail.

3. For all preference types except AA, an intermediate form appears.

```
┌────────────────────────────────────────────────────────────────────────┐
│ ░░ [4006] - Pricing Preference Profile                          _ □ ×    │
│ Functions  Options  Tools  Help                                          │
│ ┌────┬────┐                                                              │
│ │ ✔  │ ✖  │                                                              │
│ └────┴────┘                                                              │
│                                                                          │
│                      Deal Allowance                                      │
│                                                                          │
│              ┌──┬─────────────────────────────────────────┐             │
│              │0 │    Price/Adjustment Hierarchy Sequence   │             │
│              │  ├─────────────────────────────────────────┤             │
│              │  │Item Group and Customer Group            │             │
│              │  │Item and Customer Group                  │             │
│              │  │                                         │             │
│              │  │                                         │             │
│              │  │                                         │             │
│              │  │                                         │             │
│              │  │                                         │             │
│              └──┴─────────────────────────────────────────┘             │
│                                                                          │
│                                                                          │
│                                                                          │
│                                                                  ┌──┐    │
│                                                                  │ ⬆ │    │
│ ┌──────────────────────────────────────────────────────────┐   ├──┤    │
│ │ Opt: 1=Price Adjustment Detail      F24=More Keys          │   │ ⬇ │    │
│ └──────────────────────────────────────────────────────────┘   └──┘    │
└────────────────────────────────────────────────────────────────────────┘
```
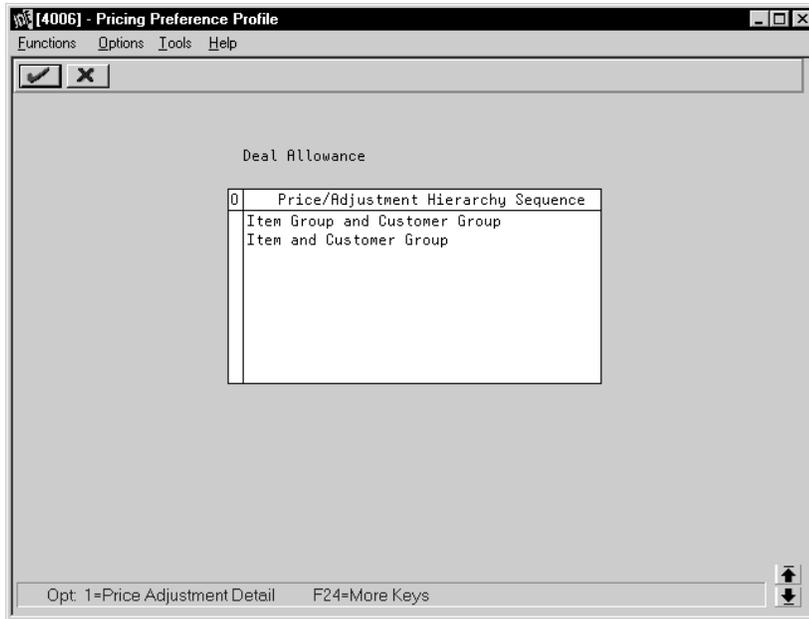
4. On Pricing Preference Profile, choose the combination for your price/adjustment hierarchy.

```
┌────────────────────────────────────────────────────────────────────────┐
│ ░░ [4072] - Price Adjustment Detail                             _ □ ×    │
│ Functions  Options  Tools  Help                                          │
│ ┌────┬────┬────┬────┬────┬────┐                                          │
│ │ ✔  │ ✖  │ ₁i │ ₂▲ │ ₄⊕ │ ₉▬ │                                          │
│ └────┴────┴────┴────┴────┴────┘                                          │
│                                            Unit of Measure       │*│     │
│                                            Currency Code         │*│     │
│ Adjustment Name        │DEAL   │   Deal Allowance                        │
│                                                                          │
│ Item Price Group . .   │VITAMIN│        Customer Price Group   │RETAIL│  │
│    Sales Catalog Sect  │PHR │             Line of Business .   │RET│     │
│    Sales Category Cod  │VIT │             Sales Volume . . .   │CLA│     │
│                                                                          │
│ ┌─┬───┬─────────────┬──┬─────────┬───────────────┬──┬──────────────────┐│
│ │0│Cur│ From Quantity│UM│  Factor │     Basis     │  │ . .Effective. .  ││
│ │ │Cod│             │  │         │               │  │ From      Thru   ││
│ │ ├───┼─────────────┼──┼─────────┼───────────────┼──┼─────────┬────────┤│
│ │ │USD│          10 │EA│ 5.0000- │% of Base Price│1 │05/23/97 │12/31/10││
│ │ │USD│         100 │EA│ 8.0000- │% of Base Price│1 │05/23/97 │12/31/10││
│ │ │   │             │  │         │               │  │         │        ││
│ └─┴───┴─────────────┴──┴─────────┴───────────────┴──┴─────────┴────────┘│
│                                                                  ┌──┐    │
│                                                                  │ ⬆ │    │
│ ┌──────────────────────────────────────────────────────────┐   ├──┤    │
│ │Opt: 1=Free Goods 2=Variable 3=Formula F6=Group Search F9=Redisplay│ ⬇ │ │
│ └──────────────────────────────────────────────────────────┘   └──┘    │
└────────────────────────────────────────────────────────────────────────┘
```

5. Price Adjustment Detail appears.
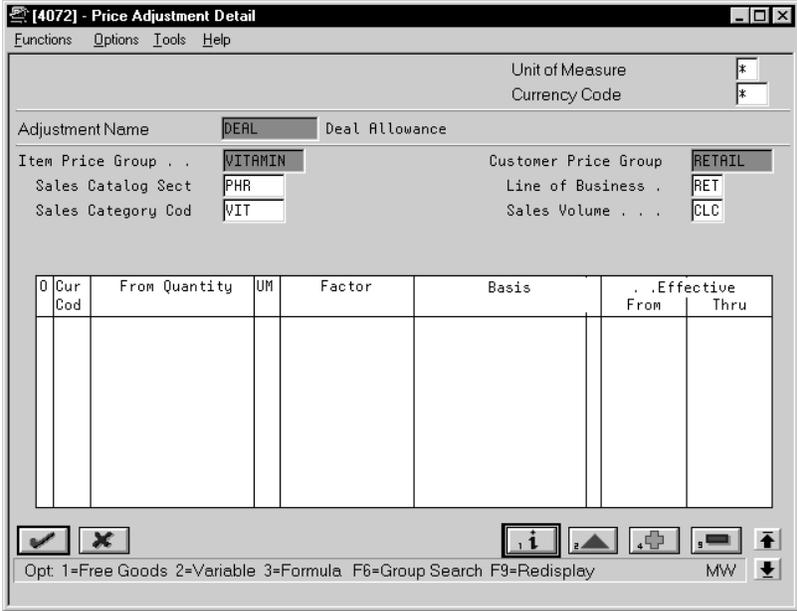
6. On Price Adjustment Detail, complete the following fields:

- From Quantity
- Factor
- Basis

7. Access the detail area.
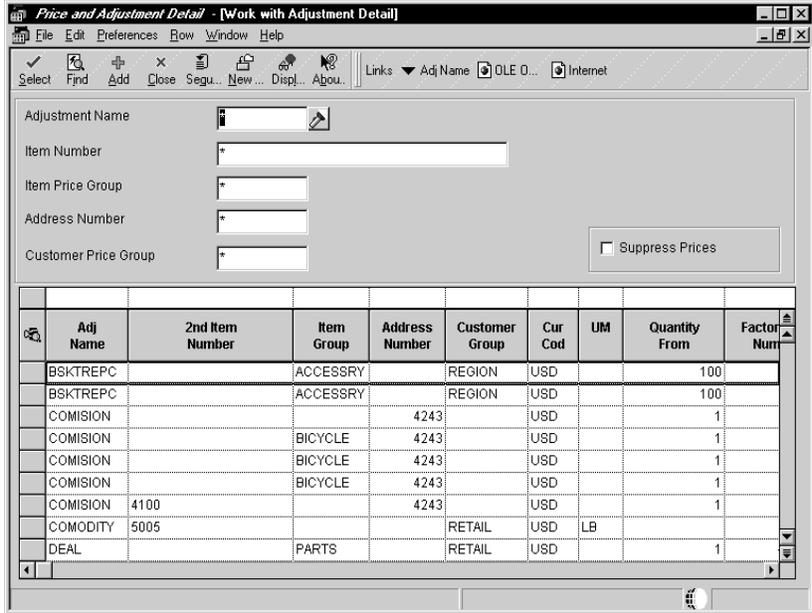
8. If Basis Code is 3 or 4, complete the following field:

- Cost Method

9. For Basis Code 6, access the Price Variable Table from any adjustment detail line.
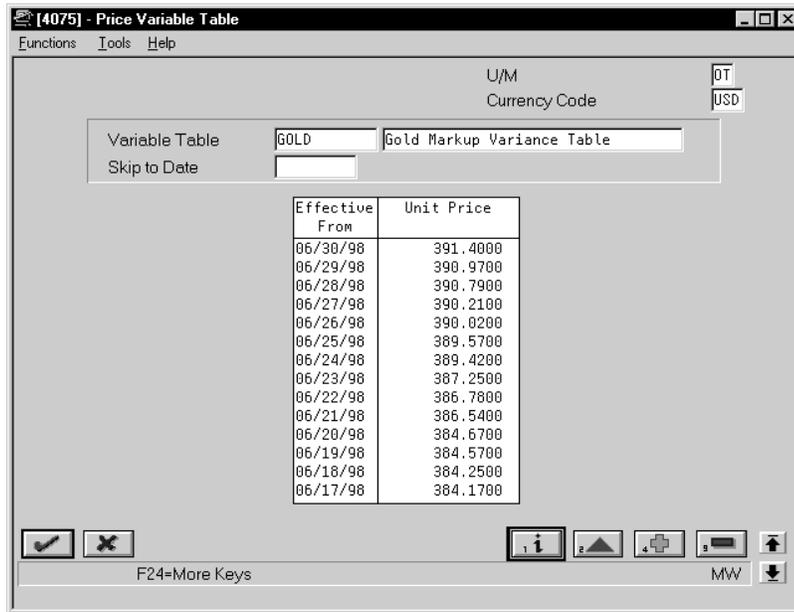
10. On Price Variable Table, complete the following fields:

    - Unit of Measure

    - Currency Code

    - Variable Table

11. For Basis Code 7, access Price Formula.

12. On Price Formula, complete the following field:

    - Formula Name

Field	Explanation
Factor	A code that indicates how to adjust an order line. This field works in conjunction with the Basis field (BSCD). How you define the Basis field determines whether you enter a number or a code in this field.

If your basis code is

1–5	Enter a positive number for markups, for example, 10. Enter a negative number for discounts, for example, 10–.
6	You want to base the adjustment on a variable table. Enter the code that identifies the variable table.
7	You want to use a formula to calculate the price. Enter the code that identifies the formula.
8	You want to calculate the adjustment using a custom program. Enter the program ID.

For Agreement Penalty Schedules

Because the basis code for penalties is 5, enter a number as the factor value. Most agreement penalties are for a currency amount. The system multiplies the factor you enter here times each unit of measure to calculate the penalty.

Field	Explanation
Basis	A code that identifies how the system uses the factor value to calculate the adjustment or penalty schedule. The Basis Code field works in conjunction with the Factor Value field.

Valid codes for this field are:

1   The system multiplies the base price by the factor value. The adjusted price is a percentage of the base price.

2   The system multiplies the current net price by the factor value. The adjusted price is a percentage of the current net price.

3   The system multiplies the item cost by the factor value. The adjusted price is a percentage of the item cost. You can not use this basis code for a basket- or order-level adjustment.

4   The system adds the factor value to the item cost. You can not use this basis code for a basket- or order-level adjustment.
NOTE: If you use basis codes 3 or 4, identify the item cost you want to use in the calculation in the Cost Method field (LEDG) in the fold area of the Price Adjustment Detail form.

5   The system adjusts the price by the factor value. If the value is positive, it increases the price by that amount; if the value is negative, it decreases the price by that amount.

6   The system retrieves the adjustment amount from the variable table. You specify the name or the variable table in the Factor Value field.

7   The system calculates the adjustment using a formula. You specify the name of the formula in the Factor Value field.

8   The system calls a user defined program to calculate the adjustment. You specify the program I.D. in the Factor Value field.
NOTE: If you define an adjustment that uses a custom program, the program must be one you have developed for this purpose and that you are prepared to support. J.D. Edwards is not responsible for providing custom programs nor supporting those you have developed.

For Agreement Penalty Schedules

Enter 5 for all penalty schedules.

Field	Explanation
Cost Method	A user defined code (system 40, type CM) that identifies a cost method. Cost methods 01 through 08 are hard-coded.

.... *Form-specific information* ....

If you use basis codes 3 or 4, you must enter a code in this field.

Field	Explanation
U/M	A user defined code (00/UM) that indicates the quantity in which to express an inventory item, for example, CS (case) or BX (box).
	. . . . *Form-specific information* . . . .
	Identify the unit of measure in which you want to define prices for the item.
Currency Code	A code that indicates the currency of a customer's or a supplier's transactions.
Formula Name	A user defined code (system 40, type FM) that identifies a price formula. All price formulas are stored in the Price Formula table (F4076).
Variable Table	A user defined code (system 40, type VT) that identifies a price variable table. This name cannot contain imbedded special characters such as a dash (-), an asterisk (*), and so forth because the system would interpret them as arithmetic symbols if you included the variable table name in a price formula.

What You Should Know About

Accessing Pricing Preference Profile form	You can access this form from the adjustment detail line. If your selection has a preference profile of AA, Pricing Preference Profile is not displayed because the detail adjustment applies to all calculations. If your selection has any other preference profile, the form appears so you can set up the parameters for calculation of the adjustment detail.
Revising adjustment details	You can change adjustment details as necessary.
Searching for price adjustments	You can search for price adjustments by selecting the Exit to Price Adjustment Search function from the Price Adjustment Detail form. The system will display a list of item and customer combinations for which you have defined price adjustment detail. You can select codes from this list, and the system will return the values to Price and Adjustment Detail.
Setting up base prices in a variable price table	If you plan to use the price in the variable table as a base price, make sure the adjustment to which you attach the table is an override adjustment in the definition. This ensures that you override any other price with the price from the variable table.

Accessing the Price Variable Table

You can access Price Variable Table by selecting it from any adjustment detail line.

Assigning formula symbols

Characters that you use to identify algebraic operands are defined through pricing constants. Not all fields from the F4211 table can be used in a formula.

See *Defining Pricing Constants.*

Returning field names to formulas

To return a field name to your formula, include a field from the Sales Order Detail file (F4211) by accessing File Field Descriptions. When you do this, the system automatically inserts the field name. It precedes the field name with the character you specified in the system constants to identify field names. You cannot use all fields on F4211 in a formula.

See Also

- *Entering Sales Price Information* in *Inventory Management.*

Override Search Groups

Override Search Groups

About Override Search Groups

When you enter an override price group as a price adjustment definition, that is the only price group that you can use for that price adjustment. You can define prices based on how you place items or customers into groups. You do this:

- For items, by using the category codes in item/branch information

- For customers, by using the category codes in customer master information

- For sales orders, by using certain sales order detail fields and defaults from preferences

You specify the categories that you want to use by defining override search groups. You can use one category or as many as four. After you define the override group, you attach it to an adjustment definition.

When the system uses the adjustment, it searches the item or customer records for category codes that match the override group. If the system finds a match, it uses the adjustment defined for that category code. The search is based solely on category codes.

You can use order detail groups to create adjustments that price order lines based on information in certain sales order detail controls.

You can use groups in both Base Pricing and Advanced Pricing. The differences are:

Base Pricing

- You can use either simple or complex groups.

- You must attach each group to an item and customer in the branch/plant record on Customer Billing Instructions.

Advanced Pricing

- You can use only complex groups.

- You attach groups within the adjustment definition.

When you enter sales orders, most of the detail information comes from system defaults, customer master information, customer billing instructions, items, and preferences. By using these fields to group customers, you have another method of defining pricing for a specific group.

Complex price groups can be used as override search groups. You establish the complex price groups and define them as override price groups by entering the price group name on the adjustment definition.

Setting up complex customer price groups and complex item price groups is presented in the Base Price Review section. For Advanced Pricing, you do not need to assign either customer or item price groups because the system searches based solely on category codes. This section presents setting up order detail groups.

Example: Define an Override Search Group

You can define and use override search groups for customer, item, and order detail groups. For example, you sell personal computers. You are expecting a new, faster model to be released soon so you want to reduce your inventory of PCs that have a Pentium chip before they become obsolete.

You use category codes to assign each PC model that you sell to a category that identifies the type of processor. To set up pricing for this promotion, define an adjustment that uses this category code to determine which models are eligible for the discount. You do this by creating an override search group that includes the specific category code.

- Use Define Item Price Groups to define an override search group that includes the category code you used to specify the PC model.

- Assign the override group to an adjustment definition. You can use an existing adjustment definition or create a new definition.

- Generate the item/price group.

- Enter details for the adjustment that contains the override group. Note that the system displays the code you used to define the override search group in the Item Price Group field.

- Define the discount by entering the code that identifies the Pentium PCs in the category code field below the Item Price Group field.

When the system prices PCs, it will note the category this PC belongs to and whether it matches the code you enter here. If so, the PC is eligible for the discount.

1. **Item Branch Class Codes**
   Item No.:   PC Model X
   Cat Code 6: <u>PNT</u>

2. **Item Price Group Definition**
   Price Group: PROCESSR
   Cat Code 6: <u>1</u>

3. **Price Adjustment Definition**
   Adjustment Name: DISCONTU
   Item Price Group: <u>PROCESSR</u>
   Customer Price Group:
   Order Detail Group:

4. **Generate Item Price Group Combinations**

5. **Price Adjustment Detail Revisions**
   Adjustment Name: DISCONTU
   Item Price Group: PROCESSR
   Cat Code 6:   PNT
   Discount: 20% of base

Before You Begin

❏ Set up customer price groups. See *Setting Up Complex Customer Price Groups.*

❏ Set up item price groups. See *Setting Up Complex Item Price Groups*.

Define Order Detail Groups

Defining Order Detail Groups
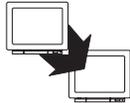
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G422311), choose Define Order Detail Groups

You can use order detail groups to create adjustments to the pricing line of an order based on information from sales order detail fields.

When you enter sales orders, some data in detail fields comes from system defaults, customer master information, customer billing instructions, items, and preferences. By using these fields, you have another method of defining pricing for a specific group.

For example, you want to give a special discount to a group of customers whose line of business is manufacturing. Preference profiles affect adjustment prices. For this example, we use the preference Line of Business. Access Preference Profiles (G4231), Product Preferences, and Line of Business.

Pricing Information

You create an order detail group called INDUSTRY. You assign the Line of Business field to the group. Then you create an adjustment definition for the adjustment called TRADE. The adjustment Industry contains the order detail group INDUSTRY that you created. Attach TRADE to a schedule and attach that schedule to Customer 5688. In the detail for this adjustment, you enter the line of business code MFG in the Line of Business field. When the system encounters a sales order line with the code MFG in the Line of Business field, it will apply the adjustment.

1. **Line of Business Preference**
   Customer No.:   5688
   Line of Business: **MFG**

2. **Order Detail Price Group Definition**
   Price Group: INDUSTRY
   Line of Business: **1**

3. **Price Adjustment Definition**
   Adjustment Name: TRADE
   Item Price Group:
   Customer Price Group:
   Order Detail Group: **INDUSTRY**

4. **Price Adjustment Detail Revisions**
   Adjustment Name: TRADE
   Order Detail Group: PROCESSR
   Line of Business: MFG
   Discount: 10% of current net

Preference Information

Before the system can enter a code in the Line of Business field during sales order entry, you must define the line of business preference. For this example, go to Preference Profile Definition and set up the line of business preference for customer 5688 with the MFG line of business code.

Next, ensure that preferencing is turned on, and review the Preference Selection program. Create a version that includes the Line of Business preference and make note of the report writer version number. In the processing options for sales order entry, enter the version of the preference selection program that you defined above and enter the option to turn on preferencing. The system will use the preference selection program version for preference processing during sales order entry.

Processing

After you define the pricing and preference information, enter a sales order for customer 5688. Because you use preferencing, the system enters MFG in the Line of Business field. When it begins processing to determine how to price the order, it reads this field and uses the adjustment that you define for line of business. You then enter a sales order for customer 5688. The system runs preferencing based on the line of business preference for 5688, which is MFG. The system searches for the pricing schedule assigned to the customer. If the adjustment TRADE is on that schedule, the system determines that the customer is eligible for the adjustment because the the MFG code is in the line of business field.

▶ **To define order detail groups**

On Define Order Detail Groups

```
[4092] - Define Order Detail Groups                              _ □ X
Functions   Tools   Help

      Price Group              LOB        Line of Business

   Branch/Plant . . . . . . . . . .  ▯   Freight Handling Code. . . . . .  ▯
   Company. . . . . . . . . . . .    ▯   Rate Code _ Freight/Misc . . . .  ▯
   Agreement Nbr. . . . . . . . .    ▯   Rate Type - Freight/Misc . . . .  ▯
   Header Business Unit . . . . . .  ▯   Shipping Commodity Class . . . .  ▯
   Payment Terms. . . . . . . . . .  ▯   Shipping Conditions Code . . . .  ▯
   Payment Instrument . . . . . . .  ▯   Price Code 1 . . . . . . . . . .  ▯
   Line of Business . . . . . . . .  1   Price Code 2 . . . . . . . . . .  ▯
   End Use. . . . . . . . . . . . .  ▯   Price Code 3 . . . . . . . . . .  ▯
   Duty Status. . . . . . . . . . .  ▯   From Grade . . . . . . . . . . .  2
   Carrier Number . . . . . . . . .  ▯   Thru Grade . . . . . . . . . . .  3
   Mode of Trn. . . . . . . . . . .  ▯   From Potency . . . . . . . . . .  ▯
   Route Code . . . . . . . . . . .  ▯   Thru Potency . . . . . . . . . .  ▯
   Stop Code. . . . . . . . . . . .  ▯   Order Type . . . . . . . . . . .  ▯
   Zone Number. . . . . . . . . . .  ▯

   ✓  ✗                              i   ▲    ♣    ▬         ⬆
 F6=Price Group Definition Search   F9=Previous Record   F24=More Keys      MW  ⬇
```

1. Complete the following field:
   - Price Group

2. Indicate the order detail fields to associate with the order detail group by typing 1, 2, or 3 next to three field names. You can use one or as many as three.

Field	Explanation
Price Group	A numerical value that specifies the sequence of category codes within Group Codes. The value must be equal to or between 1 and 4. Also, you cannot slip sequence values. For example, do not enter sequence 3 unless you have already entered sequence numbers 1 and 2.
	. . . . *Form-specific information* . . . .
	For Agreement Penalty Schedules
	Enter 1 when defining penalty schedules.

What You Should Know About

Fields not displayed by the system during order entry

Define Order Detail Groups shows several fields that do not display during order entry. These fields default from Preference Profile:

- Line of Business
- End Use
- Price Code 1
- Price Code 2
- Price Code 3
- From Grade
- Thru Grade
- From Potency
- Thru Potency

The data in these fields default from the corresponding fields on the Preference Profile form:
- Line of Business
- End Use
- User Defined Price Code 1
- User Defined Price Code 2
- User Defined Price Code 3
- Grade and Potency
- Grade and Potency
- Grade and Potency
- Grade and Potency

Additional Adjustments

Additional Adjustments

Objectives

- To create adjustments allow free goods offers
- To create accrual adjustments that create accounting entries but do not affect the price on the sales order
- To create rebate accrual adjustments
- To define rebate accrual detail information
- To define rebate thresholds
- To generate credit notes to allow credit for adjustments
- To set up basket-level adjustments
- To repost the sales order history so that past activities can be reposted for rebate credits
- To set up order-level adjustments

About Additional Adjustments

You can use additional adjustments to:

❑ Create free goods adjustments

❑ Create accrual adjustments

❑ Set up rebate adjustments

❑ Generate credit notes

❑ Repost sales rebate history

❑ Work with repricing

You can create additional adjustments that provide sales incentives other than the traditional line-item price discount. For example, you can encourage sales by including free goods with a purchase or give a discount based on a total order amount (repricing). You can also accrue commissions on sales by creating an accrual adjustment.

Free goods are often items that help promote, display, or accompany the product that is ordered. For example, for certain products you may want the free goods to be the display case, posters, or additional promotional items, such as buttons, hats, or shirts to highlight a sale.

Accruals allow you to reserve monetary amounts through journal entires for such items as commissions, adjustments, and rebates. You can track the monetary amount but the order price does not change.

Create Free Goods Adjustments

Creating Free Goods Adjustments
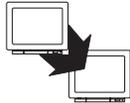
From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

Free goods are often items that help promote, display, or accompany the product that is being ordered. For example, for certain products you may want the free goods to be the display case, posters, or additional promotional items such as buttons, hats, or shirts used by employees to highlight a sale.

You must create a valid adjustment to which you attach your free goods. When you set up the free goods criteria, you define how the system applies the price and quantity of the free goods. It also defines how or if it should factor the price of the free goods into the price of the products actually being sold.

The free goods do not have to be the same as the item on the sales detail to which the free goods adjustment is attached. For example, your company could offer a promotion that give the customer one free case of motor oil when they buy ten cases of motor oil. Because the items do not have to be the same, you could offer customers a free oil filter when they buy ten cases of motor oil. You can specify multiple item numbers to be given as free goods and the quantity of each type.

Any adjustment can have free goods associated with it. You specify:

- The quantity of free goods to be included.

- Whether the free goods is a stock or non-stock item.

- The unit price of the free goods, if desired. In most cases, this price will be zero. However, you can specify a reduced price for the item. such as when you offer a purchase-with-purchase promotion.

Before You Begin

❑ Define an adjustment. See *Working with Price Adjustment Detail.*

▶ **To create a free goods adjustment**

On Price and Adjustment Schedule

```
[4070] - Price and Adjustment Schedule                              _ □ ✕
Functions  Options  Tools  Help

 [✔] [✕] [.i] [.▲] [.✛] [.▬]


      Schedule Name          POWERRET  Power Retailers

  O Seq  Adj Name      Description         . Override Search Groups . Pref
                                           Item   |Customer| Order  Type
    010 FAMILY    Reprice Discount                                  RA
    015 ITMPROMO  Item Promotion           PRODUCT                  IG
    020 NEWPROD   New Product Promotion    PRODUCT                  IG
  1 030 FREEGOOD  Free Goods                        PWRRET          CI
    040 COOP/ADV  Cooperative Advertising  MARKER   PWRRET          A1
    050 CUSTDISC  Customer Discount                                 C1
    060 DUTY      Inbound Duty                                      S1




 Opt: 1=Adjustment Detail  2=Adjustment Definition   F24=More Keys
```

1. Choose the option for Adjustment Detail.

```
[4006] - Pricing Preference Profile                                 _ □ ✕
Functions  Options  Tools  Help

 [✔] [✕]



              Deal Allowance

           O     Price/Adjustment Hierarchy Sequence
              Item Group and Customer Group
              Item and Customer Group






 Opt: 1=Price Adjustment Detail   F24=More Keys
```

2. Price Preference Profile appears. Choose the combination for the free goods.

3. On Price Adjustment Detail, choose an existing adjustment that will offer the free goods.

4. To access Free Goods, choose the option.

5. On Free Goods, enter the following fields:

   - Item

- Quantity
- Unit of Measure
- Line Type
- Unit Price
- Processing Type
- Quantity Over Ordered

Field	Explanation
Item	A number that the system assigns to an item. It can be in short, long, or 3rd item number format. . . . . *Form-specific information* . . . . Enter the item number of the free goods item.
Quantity	The quantity of units affected by this transaction. . . . . *Form-specific information* . . . . Enter the quantity of the free goods item that you want to give away when the system uses this adjustment.
UM	A user defined code (00/UM) that indicates the quantity in which to express an inventory item, for example, CS (case) or BX (box).
Ln	A code that controls how the system processes lines on a transaction. It controls the systems with which the transaction interfaces (General Ledger, Job Cost, Accounts Payable, Accounts Receivable, and Inventory Management). It also specifies the conditions under which a line prints on reports and is included in calculations. Codes include: S Stock item J Job cost N Non-stock item F Freight T Text information M Miscellaneous charges and credits W Work order
Unit Price	The price of a related item in a pricing or discount policy. For example, with a policy of "Buy one, get one free," the free item is the related item. Enter this price in the unit of measure of the related item quantity. . . . . *Form-specific information* . . . . Since this item is usually included on the order at no charge, the value of this field will almost always be zero.

Field	Explanation
P T	A code that indicates how you want the system to process free good items.
	Valid codes are:
	1 Separate line item. The system writes the free good item to the Sales Order Detail table (F4211) as a separate line item. For example, the customer buys 10 items at 1 dollar each and gets 2 free. The system writes two lines to the file: one line for 10 items at a total of 10 dollars and one line for 2 items at a total of zero.
	2 Net down price. The system adds the free good item to the original sales detail line. It recalculates unit price based on the original extended price added to the total free goods price. The customer is responsible for the cost of the original order quantity. For example, the customer buys 10 items at 1 dollar each and gets 2 free. The system writes one line to the Sales Order Detail line for 12 items, but the total price is for 10 items (10 dollars; unit price of each item = 83 cents).
	3 Net down quantity. The system adds the free good item to the Sales Order Detail table as a separate line item, but subtracts the quantity of the free items from the total quantity of the original items. For example, the customer buys 10 items at 1 dollar each and receives 2 free. The customer is charged for the original order quantity (10) less the free goods (2), so in this example, the charge is 8 dollars.
	NOTE: When you use processing type 2 or 3, the free good item must be identical to the original item ordered.

Field	Explanation
Quantity Over Ordered	Indicates how many items the customer must buy over the quantity you entered in the Quantity From field of the Price Adjustment Detail form before you send free goods.
	For example, the Quantity From is 10 and the Quantity Over Ordered is 3. The customer receives free goods when the order is for 13 or more.
	Additionally, the customer receives a free item for every multiple of the value in the Quantity Over Ordered field. In our example, the customer would receive free goods for every multiple of 3. If the order is for 25, the customer receives the number of free goods multiplied by 5 (for every multiple of 3 past the Quantity From, which is 10 – in this case 13, 16, 19, 22, and 25).
	The calculations the system uses are:
	Total Free Goods Quantity = Free Good Quantity (FGUORG) + (Free Good Quantity * Quantity Over Factor)
	Quantity Over Factor = (Quantity Ordered – Quantity From (ADMNQ)) divided by Quantity Over Ordered (FGFQTY)
	Quantity Ordered = Quantity Shipped (SDSOQS) + Quantity Backordered (SDSOBK)

What You Should Know About

Assigning a customer to a group based on category codes

In Base Pricing, one customer can belong to only one customer group.

In Advanced Pricing, a customer can belong to a customer detail group without being attached to that group in Customer Billing Instructions. A customer can belong to numerous groups, depending on the customer's category codes.

Entering an Item Price Group, a Customer Price Group, or an Order Detail Group

If you enter any of the price groups in the definition for a free goods adjustment, the price group defaults into the adjustment detail and cannot be changed.

Offer of multiple free goods

You can specify multiple free goods, but the customer cannot choose from the list of free goods. All free goods must be applied to the orders. However, the resulting sales-order detail lines for free goods can be deleted later.

Create Accrual Adjustments

Creating Accrual Adjustments
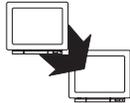
From Sales Order Management (G42), choose Price Management (G4222)

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

You can create adjustments so the system accrues the amount of an adjustment instead of applying the adjustment to the order line. You can use accrual adjustments to calculate and enter an adjustment for such items as commissions and royalties owing.

You identify an accrual adjustment by entering the Adjustment Control Code in Price Adjustment Definitions. The system will not roll the price adjustment into the unit price or print the adjustment on the invoice. Instead, the system records the adjustment to history and posts the adjustment to the General Ledger during the next sales update.

Before You Begin

❏ Verify that you have set up AAI 4270 and AAI 4280 with accruals.

Example: Accruing Commissions and Royalties

You can use adjustments to accrue the possible amounts to be paid as commission or royalty. For example, your sales manager for the east coast earns a commission for any sale within the territory. When you enter a sales order for a customer in that territory, accounting entries are made. One of the entires is for the amount of the commission accrued by the sales manager. The accrued commission entry does not display on any customer order form.

Example: Posting an Accrual Adjustment

The difference between a regular journal entry and an accrual journal entry is shown in this example of posting credit and debit entries. The entry item has a base price of 100 and an adjustment of 10.

The regular entry would consist of three entries:

- Accounts Receivable 90
- Adjustments 10
  - Revenue 100

The accrual entry would consist of four entries:

- Accounts Receivable 100
- Adjustments (commissions) 10
  - Revenue 100
  - Accrual (commissions payable) 10

▶ **To create accrual adjustments**

On Price and Adjustment Schedule

1. Access Price Adjustment Definitions.

```
┌─────────────────────────────────────────────────────────────────┐
│ [4071] - Price Adjustment Definition                    _ □ ×     │
│ Functions  Tools  Help                                            │
├─────────────────────────────────────────────────────────────────┤
│  [✓] [✗] ‖ [◄i] [₂▲] [₄✛] [₅▬]                                    │
│                                                                   │
│      Adjustment Name          FREEFRT  Accrue Free Freight        │
│                                                                   │
│      Item Price Group         [      ]                            │
│      Customer Price Group     [ORDVAL]                            │
│      Order Detail Group       [      ]                            │
│                                                                   │
│      Preference Type          [CG]                                │
│      Adjustment Control Code  [4]                                 │
│      Adjustment Level         [1]                                 │
│      Adjustment Line Type     [N]                                 │
│                                                                   │
│      Override Price (Y/N)     [N]                                 │
│      Level Break Type         [3]                                 │
│      Manual Add/Change (Y/N)  [N]                                 │
│      Rebate Beneficiary       [ ]                                 │
│      Mandatory Adjustment     [N]                                 │
│      Subledger in G/L         [2]                                 │
│      G/L Class Code           [IN30]                              │
│                                                              [▲]  │
│      F3=Exit     F24=More Keys                               [▼]  │
└─────────────────────────────────────────────────────────────────┘
```

2. Complete the following fields:

   - Adjustment Control Code

   - G/L Class Code

3. Return to Price and Adjustment Schedule.

4. On the line of the adjustment, choose the option to access Price Adjustment Detail.

5. An intermediate form may appear. The Pricing Preference Profile form lists your defined hierarchy sequence.

```
[4006] - Pricing Preference Profile                          _ □ ×
Functions  Options  Tools  Help
 ✔  ✗


                    Deal Allowance

                O    Price/Adjustment Hierarchy Sequence
                Item Group and Customer Group
                Item and Customer Group




 Opt: 1=Price Adjustment Detail      F24=More Keys
```
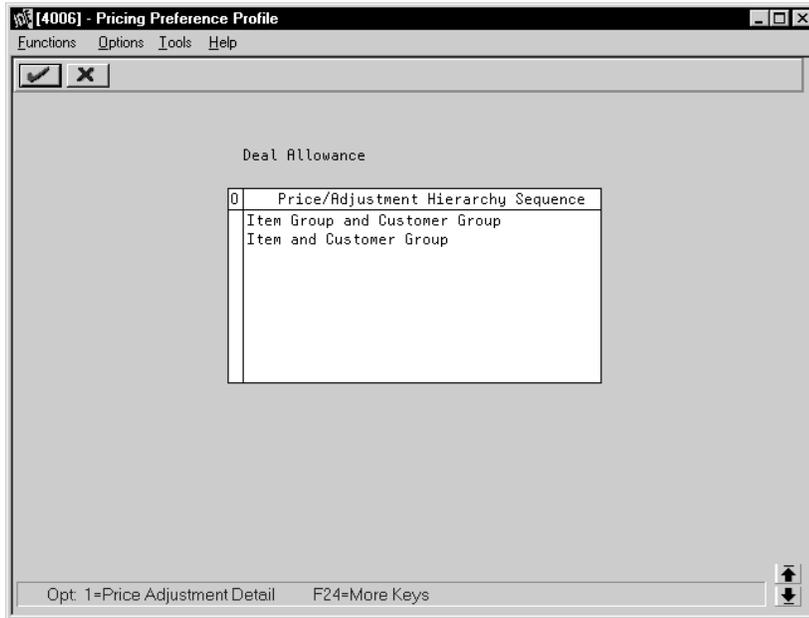
6. Choose the option to access Price Adjustment Detail on the profile line.

```
[4070] - Price and Adjustment Schedule                       _ □ ×
Functions  Options  Tools  Help
 ✔  ✗  1i  2▲  4✛  5▬

        Schedule Name        RETAIL    Retailers

 O Seq  Adj Name    Description          . Override Search Groups . Pref
                                          Item  |Customer| Order  Type
   010 CLEAR    Clearance Sale                                    AA
   020 NEWPROD  New Product Promotion    PRODUCT                  IG
   030 ITMPROMO Item Promotion           PRODUCT                  IG
   040 DEAL     Deal Allowance           VITAMIN RETAIL           A1
 1 050 FREEFRT  Accrue Free Freight              ORDVAL           CG
   060 ORDLEVEL Order Level Adjustment                            AA




 Opt: 1=Adjustment Detail 2=Adjustment Definition   F24=More Keys
```

7. Complete the following fields:

- From Amount
- Factor
- Basis

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).

Valid values are:

1   The system adds the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). The system does not print the adjustment on the invoice.

2   The system adds the adjustment amount to the unit price and records the adjustment detail to the Price Adjustment History table (F4074). It prints the adjustment on the invoice.

3   The system creates a separate detail line in the Sales Order Detail table. It does not add the adjustment into the unit price or record it to the history table. The system does not include this type of adjustment when it calculates the current net price.

4   The system records the adjustment to history and posts it to the general ledger during a sales update. It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 4 to create an accrual adjustment.

5   The system records the adjustment to history and posts it to the general ledger during a sales update. The system also accumulates each order line's quantity, weight, and amount to rebate history (F4078). It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 5 to create a rebate adjustment.

Field	Explanation
G/L Class Code	The table of Automatic Accounting Instruction accounts that allows you to predefine classes of automatic offset accounts for Accounts Payable, Accounts Receivable, and other systems.
	G/L offsets might be assigned as follows: • blank or 1210– Trade Accounts Receivable • RETN or 1220 – Retainages Receivable • EMP or 1230 – Employee Accounts Receivable • JIB or 1240 – JIB Receivable (See A/R Class Code – ARC) • blank or 4110 – Trade Accounts Payable • RETN or 4120 – Retainage Payable • OTHR or 4230 – Other Accounts Payable (See A/R Class code – APC)
	If you leave this field blank during data entry, the system uses the default value from the Customer Master Information table (F0301) or the Supplier Master Information table (F0401). The post program uses the G/L Offset class to create automatic offset entries.
	NOTE: Do not use code 9999. It is reserved for the post program and indicates that offsets should not be created.

What You Should Know About

Recording the accrual adjustment price

When you define an accrual adjustment, the system will not roll the adjustment into the unit price or print the adjustment on the invoice. Instead, it records the adjustment to history and posts it to the G/L during the next sales update.

Specifying the correct account for the accrual

You can use the G/L Class Code field to designate the account to which the system records the transaction. The G/L account can be different for each adjustment definition.

Optionally, you can use the Subledger in G/L field if you want to do subledger accounting.

Controlling subdivision of the account balance	When the system uses the adjustment GL class code to select an account, you can specify the ledger in the adjustment definition.
	The code you enter in the Subledger in G/L field controls whether the subdivision takes place. You can subdivide the G/L account balance by parent, ship-to, or sold-to customer address; item number, adjustment, or salesperson.
Highlighted adjustment name	If an adjustment name is highlighted, it is an accrual adjustment. The system is accruing amounts when it applies the adjustment rather than applying those amounts to the order line. Accruals occur after the order posts.

See Also

- *Automatic Accounting Instructions* in *Sales Order Management* for more information about setting up AAIs for adjustment accounts.

Set Up Rebate Adjustments

Setting Up Rebate Adjustments

Businesses use rebates to encourage customers to purchase a greater volume of goods or services over a period of time. If the total they buy reaches a certain threshold level, you can issue a rebate to them.

You calculate rebates based on the total amount, total quantity, or total weight of multiple orders, which accumulate to a volume history file. You also accumulate a rebate amount to the general ledger to recognize the liability.

When a customer's total sales activity reaches a rebate threshold, the system calculates the rebate amount. At this point, you can generate a credit order to the beneficiary of the rebate amount.

You define the rebate adjustment to specify how much of each eligible sales order the system accrues to the general ledger.

Complete the following tasks to set up rebates adjustments:

❑ Create rebate accrual adjustments

❑ Define rebate accrual details

❑ Define rebate thresholds

❑ Review rebate information

Creating Rebate Accrual Adjustments

From Sales Order Management (G42), enter 27

From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

You define the rebate adjustment to specify how much of each eligible sales order the system accrues to the general ledger.

Example: Creating a rebate accrual adjustment

You define a volume rebate for customer 4183 and item CLRD100.

- You define the rebate adjustment to accrue rebate information to the general ledger. You define the factor as 4% to indicate that you want to accrue 4% of each order detail line to the general ledger.

- You define rebate thresholds. The rebate is paid at 2% over 100,000 and 3% over 200,000. The currency is U.S. dollars. The rebate is effective from June 20, 1998 through December 31, 1998.

On June 30, 1998, you enter an order for customer 4183 and item CLRD100 in the amount of 50,000.

During sales update, the system updates sales volume history with sales quantity and amount information. Sales totals are compared with rebate thresholds to determine whether the system should calculate a rebate amount. The system also creates journal entries in the general ledger to recognize the potential rebate liability.

In this example, the order total is less than the first rebate threshold, so no rebate amount is calculated. Volume history is updated with the following information:

- Order history total = 50,000
- Rebate amount = 0

The system creates journal entries with a batch type of I to record the sale of goods:

- Debit accounts receivable = 50,000
- Credit sales = 50,000

It also creates journal entries to recognize the rebate liability (4% of the order amount):

- Debit accrual discount (4% x 50,000) = 2,000
- Credit rebate payable = 2,000

You define AAI table 4280 for the amount to point to the volume history rebate account.

You enter additional orders for customer 4183 and item CLRD100.

- July 15, 1998 for 100,000
- July 30, 1998 for 100,000

During sales update, the system updates volume history:

- Order history total = 250,000

- Rebate amount = 7,500

Because the customer reached the second rebate threshold, the system calculated the rebate amount at 3% of the order history total (250,000 x .03 = 7,500.00). Although the system has made general ledger entires, the user must submit a credit note before a credit order is issued.

To create the journal entries, the system still uses the 4% defined for the accrual adjustment. During sales update, the system creates the following journal entries for these two orders:

- Debit accounts receivable 200,000

- Credit sales 200,000

- Debit accrual discount 8,000

- Credit rebate payable 8,000

Note the total rebate payable in the general ledger is 10,000 (2,000 + 8,000), but the rebate payable amount in volume history is 7,500.

On August 1, you generate credit orders. Although the system has made general ledger entries, the user must submit a credit note before a credit order is issued. The credit orders are based on credit notes submitted. The system pulls the general ledger class code for the credit order from the adjustment so it knows which AAI to use. It uses the beneficiary from the adjustment as the Sold To address.

Next, you run Sales Update to create general ledger entries for the credit order.

- Debit revenue 7,500

- Credit accounts receivable 7,500

If you defined rebate thresholds to reset the rebate amount field, the system updates the volume history file as follows:

- Rebate amount 0

- Rebate paid 7,500

▶ **To create a rebate accrual adjustment**

On Price and Adjustment Schedule

```
[4070] - Price and Adjustment Schedule                          _ □ ×
Functions   Options   Tools   Help

  ✔   ✗   ⓘ   ▲   ✚   ▬

        Schedule Name          SPECIAL   Special Customers

  O Seq  Adj Name      Description         . Override Search Groups . Pref
                                             Item  |Customer| Order  Type
    010 ELECCMRC  Electronic Commerce                           EDI  AA
    020 REBATEQ1  Rebates, first - third quarter       DIST          CG
    030 REBATEQ4  Rebates - fourth quarter                           RA











  Opt: 1=Adjustment Detail  2=Adjustment Definition    F24=More Keys
```

1. Access Price Adjustment Definition.

```
[4071] - Price Adjustment Definition                            _ □ ×
Functions   Tools   Help

  ✔   ✗   ⓘ   ▲   ✚   ▬

        Adjustment Name          REBATEQ1 Rebates, first - third quarter

        Item Price Group
        Customer Price Group     DIST
        Order Detail Group

        Preference Type          CG
        Adjustment Control Code  5
        Adjustment Level         1
        Adjustment Line Type     N

        Override Price (Y/N)     N
        Level Break Type         3
        Manual Add/Change (Y/N)  N
        Rebate Beneficiary       7
        Mandatory Adjustment     N
        Subledger in G/L
        G/L Class Code           IN30

        F3=Exit      F24=More Keys
```

2. Complete the following fields:

    • Adjustment Control Code

    • Adjustment Level

- Level Break Type
- Rebate Beneficiary

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).
	Valid values are:
	1 The system adds the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). The system does not print the adjustment on the invoice.
	2 The system adds the adjustment amount to the unit price and records the adjustment detail to the Price Adjustment History table (F4074). It prints the adjustment on the invoice.
	3 The system creates a separate detail line in the Sales Order Detail table. It does not add the adjustment into the unit price or record it to the history table. The system does not include this type of adjustment when it calculates the current net price.
	4 The system records the adjustment to history and posts it to the general ledger during a sales update. It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 4 to create an accrual adjustment.
	5 The system records the adjustment to history and posts it to the general ledger during a sales update. The system also accumulates each order line's quantity, weight, and amount to rebate history (F4078). It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 5 to create a rebate adjustment.

Field	Explanation
Adjustment Level	Specifies the level at which the adjustment is calculated: 1 Line Level: The system calculates the adjustment based on information in the sales detail line. 2 Basket Level: The system lets you group multiple sales detail lines and calculate the adjustment based on information accumulated from all the lines. You group items by Basket Pricing Group (RPRC) in Item Branch Information (F4102). 3 Order Level: The system lets you group sales order lines from the same order and calculate the adjustment based on information accumulated from all the lines. You group items by Order Pricing Group (ORPR) in Item Branch Information. P Trip level: The system calculates delivery pricing during delivery document printing if that option is chosen. You must specify "P" for trip-based pricing to work. If you are defining a repricing adjustment, leave the Item Group, Customer Group, and Sales Group fields blank. For Agreement Penalty Schedules Enter 1 to calculate the penalty at the sales order detail line level.
Level Break Type	A code that indicates how level breaks occur in the Price Adjustment Detail (V4072). Valid codes are: 1 Quantity. The system determines the correct adjustment based on the quantity ordered in the sales order. You can set up different adjustment breaks for different units of measure. 2 Weight. The system uses the weight of the line to retrieve the proper adjustment level break. 3 Amount. The system uses the extended amount of the sales detail line to retrieve the proper adjustment level break. When Currency Conversion is switched on, all amount level breaks will be stored and displayed based on the floating decimals of the currency code.
Rebate Beneficiary	A code (system 40/type RA) that identifies the beneficiary of a rebate. The party you identify here becomes the recipient of the credit order you create when a customer reaches a rebate threshold. The customer and the beneficiary may or may not be the same address. The beneficiary becomes the Sold To Address of the create order.

What You Should Know About

Resetting rebate amount field If you do not reset the rebate amount field, the system continues to accrue rebate amounts.

Defining Rebate Accrual Details

From Sales Order Management (G42), enter 27

From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

You define the details of the rebate accrual adjustment when you set up a price and adjustment schedule. The price adjustment detail for rebates determines the rate at which you can set aside funds into an accrual account, which covers the rebate amounts that you would pay to customer who reached the threshold.

▶ **To define rebate accrual details**

On Price and Adjustment Schedule
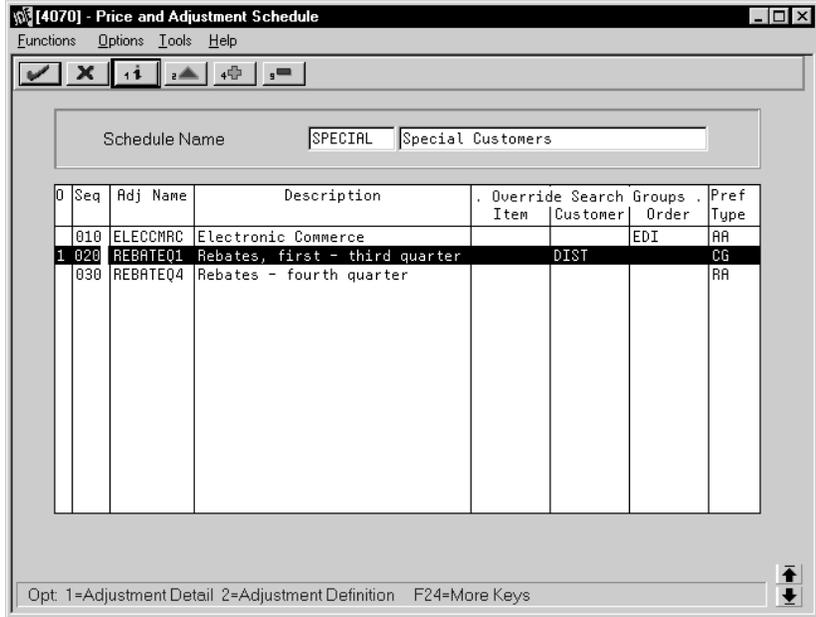
1. Access Price Adjustment Detail.

```
┌──────────────────────────────────────────────────────────────────┐
│ [4072] - Price Adjustment Detail                        _ □ ☒     │
│ Functions  Options  Tools  Help                                    │
│ ┌────────────────────────────────────────────────────────────┐   │
│ │  ✓   ✗   ₁i  ₂▲  ₄✛  ₉▬                                    │   │
│ └────────────────────────────────────────────────────────────┘   │
│                                                                    │
│                                  Currency Code         *           │
│                                                                    │
│ Adjustment Name        REBATEQ1    Rebates, first - third quarter  │
│                                                                    │
│ Customer Price Group   DIST                                        │
│   Category Code 01 .   DEN                                         │
│   Line of Business .   DST                                         │
│   Sales Volume . . .   CLA                                         │
│                                                                    │
│ O Cur   From Amount    │  Factor  │    Basis    │ . .Effective. . │
│   Cod                  │          │             │  From  │  Thru   │
│   USD         1.00     │  2.0000  │ % of Base Price│1│01/01/98│09/30/98│
│   USD      5,000.00    │  3.0000  │ % of Base Price│1│01/01/98│09/30/98│
│                                                                    │
│ Opt: 1=Free Goods 2=Variable 3=Formula  F6=Group Search  F9=Redisplay │
└──────────────────────────────────────────────────────────────────┘
```

2. Complete the following required fields:

- From Quantity

- Factor

- Basis

- Effective From/Thru

What You Should Know About

Order the display of the form	The pricing hierarchy you define determines how the system displays this form.
Defining information for the general ledger	The information you enter in the Factor and Basis fields defines how you want to accrue a rebate amount for each eligible sales detail line to the general ledger.

Defining Rebate Thresholds

From Sales Order Management (G42), enter 27

From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

You use rebate thresholds to establish limits at which a customer is eligible for a rebate. Customer sales totals that you accumulate in volume history are compared against the thresholds to determine whether the customer is eligible for a rebate and at what level.

The system uses the rebate factor to calculate the rebate amount.

Example: Defining a Rebate Threshold

For example, you can define a 2% rebate for all customers in the midwest at a threshold of 100,000. The system tracks the sales volume of every midwest customer separately. When a customer's sales volume reaches 100,000, you can issues a rebate to the customer.

Before You Begin

❏ Before you can define rebate thresholds, you access the Threshold Date Pattern window, where you can review defined thresholds and the periods they are effective. From the Threshold Date Patterns window, you access Threshold Maintenance to add or change rebate thresholds.

▶ **To define rebate thresholds**

On Price and Adjustment Schedule
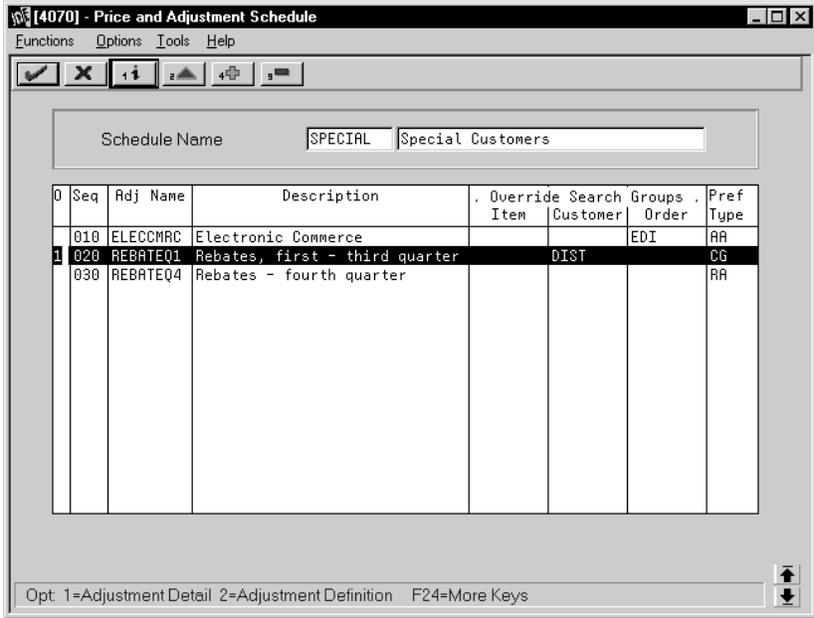
1. Access Price Adjustment Detail.
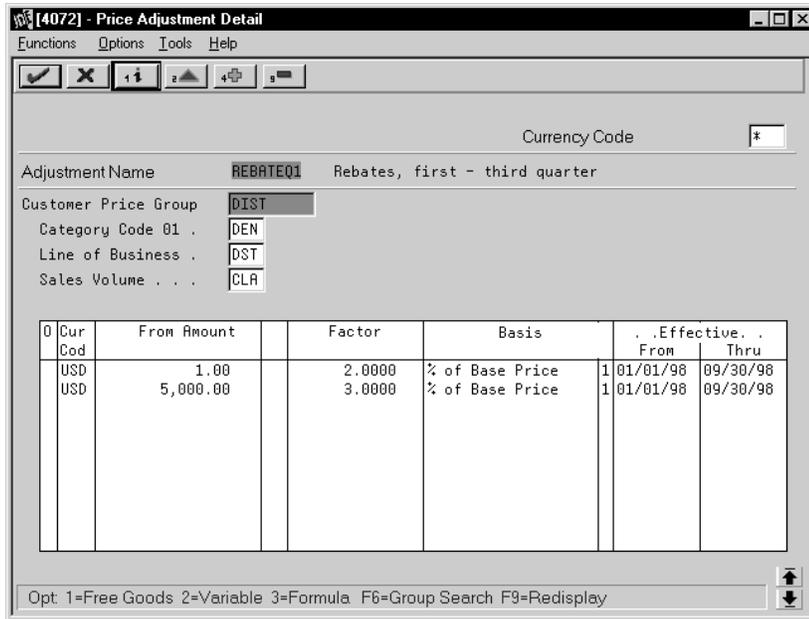
2. Select Exit to Rebate Maintenance.
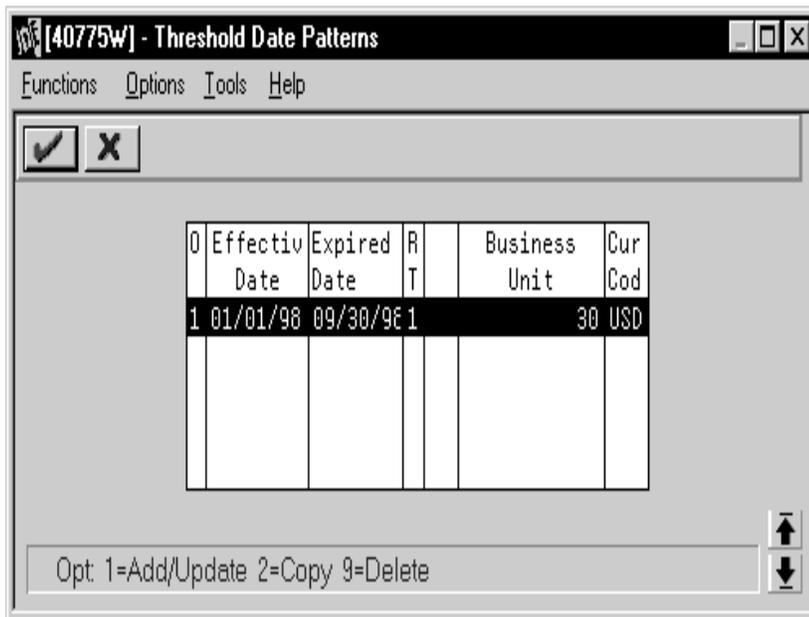
3. On Threshold Date Patterns, select option for Add/Update.

```
[4077W] - Threshold Maintenance                        _ □ ✕
Functions   Tools   Help

  ✔   ✕

    Effective Date    01.01.98  Business Unit              30
    Expired Date      30.09.98  Rebate Type      1  Rate Met    1
    Currency Code     USD

         Threshold Amount        Rebate Factor       Rese

                  40.000              2,0000    0
                  70.000              3,0000    0




         F24=More Keys
```
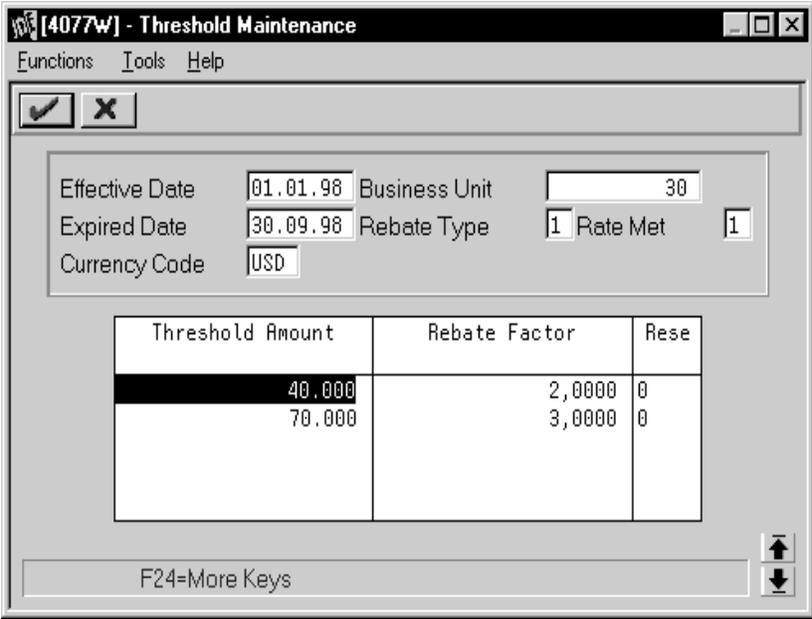
4. On Threshold Maintenance, complete date fields to define beginning and ending dates for the rebate.

   - Effective Date
   - Expired Date
   - Business Unit
   - Rebate Type
   - Currency Code
   - Unit of Measure
   - Threshold Quantity
   - Rebate Factor
   - Reset

Field	Explanation
Rebate Type	A code (system 43/RT) that indicates whether the rebate is a percentage of the quantity purchased or a fixed currency amount.
Threshold	A quantity that the system compares against accumulated sales volume to determine if a rebate should be awarded. You can define thresholds as quantities, weights, or sales amounts. Use the Level Break Type field in the adjustment definition to define the type of threshold.

Field	Explanation
Rebate Factor	A value you enter to indicate how you want to calculate the rebate amount. The code you enter in the Rebate Type field controls how the rebate is applied. For example, you could award a fixed amount or you could calcualte a percentage of accumulated sales.
Reset	A code that identifies how to handle future sales when a customer reaches a rebate threshold. Valid codes are: 1 Yes, reset sales history totals (F4078) and rebate paid to date to zero when you create a credit order for the given customer/rebate total. 0 No, do not reset sales history totals and rebate paid when you create a credit order, but leave them at their current values.

What You Should Know About

Pricing Preference Profile form	When you select Price Adjustment Detail from Price and Adjustment Schedule, an interim form displays. Pricing Preference Profile displays the hierarchy you established. Select the line for which you want to work with details.

Reviewing Rebate Information

You may retrieve rebate history for each customer. This provides you a tracking system for both past rebates and the current status or orders that qualify for rebates. You can review rebate information by completing the following tasks:

❑ Review the Volume History

❑ Print the Rebate History Register

Reviewing the Volume History

From Sales Order Management (G42), choose Sales Order Inquiries

From Sales Order Inquiries (G42112), choose Customer Service

You can review rebate history at various levels for each customer. The sales volume to date displays by quantity, amount, and volume. The information is more detailed as you continue your inquiry.

▶   **To review volume history**

From Customer Service, access Rebate Volume History
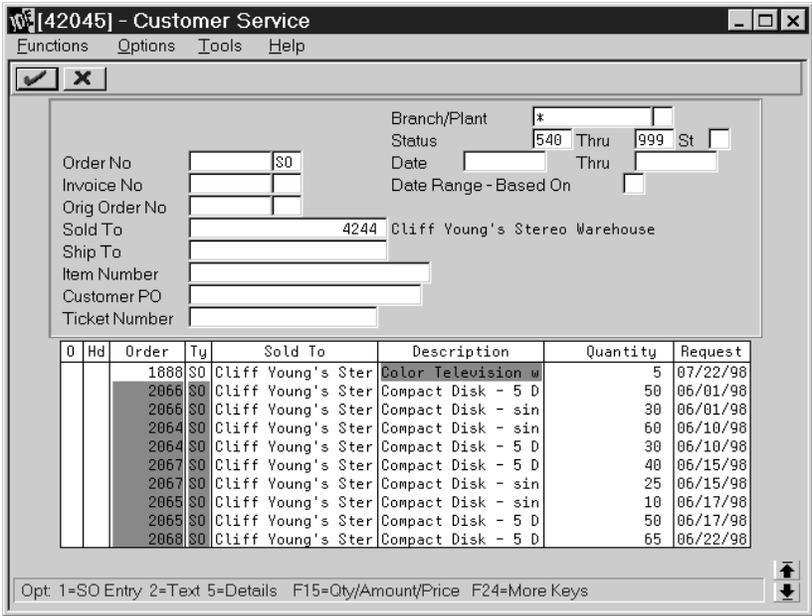
On Volume History Inquiry
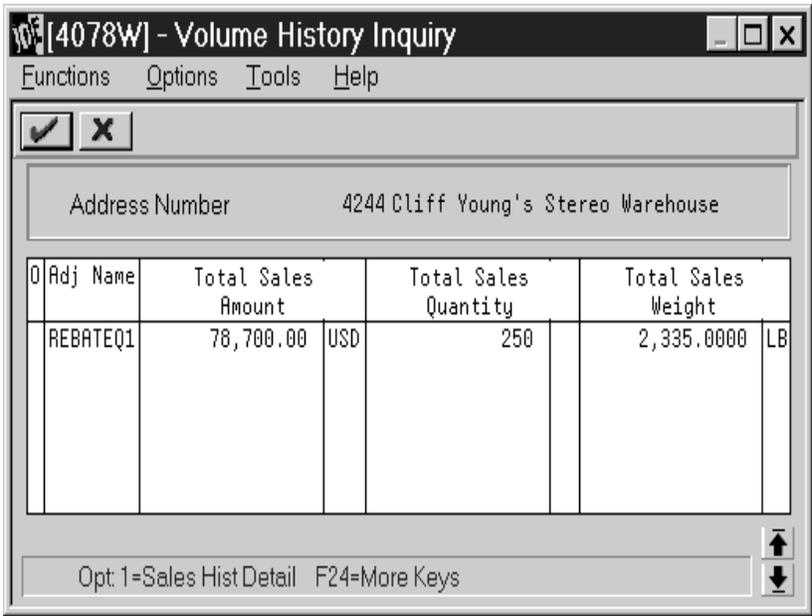
1. Enter Sold-To address and perform inquiry.

2. Access Sales History using Sales Detail.

```
[4079W] - Volume History by Sales Detail          _ □ X
Functions    Options    Tools    Help

  ✔  X

    Address Number        4244 Cliff Young's Stereo Warehouse
    Adjustment Name       REBATEQ1 Rebates, first - third quarter

O  Order   Or Order    Total Sales      Total Sales      Total Sales
   Number  Ty Co          Amount           Quantity         Weight
     2066 SO   100    17,450.00 USD            50        600.0000 LB
     2066 SO   100     7,770.00 USD            30        150.0000 LB
     2067 SO   100    13,960.00 USD            40        480.0000 LB
     2067 SO   100     6,475.00 USD            25        125.0000 LB
     2068 SO   100    22,685.00 USD            65        780.0000 LB
                                                                  ⬆
   Opt: 1=SO Entry  2=Ledger Inq   F24=More Keys                  ⬇
```

3. Review the details of each sales order that makes up the volumes.

Printing Rebate History Register

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments (G42311)

From Advanced Price and Adjustments (G42311), choose Print Rebate History Register

The Volume History Register report lists customers and their sales that qualify for rebates.

Generate Credit Notes

Generating Credit Notes
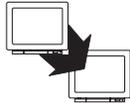
From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Generate Credit Notes

You generate credit notes (credit orders) to remit rebates. When you generate credit notes, you create a credit order for each beneficiary of a rebate amount accumulated in the volume history file.

Before You Begin

❑ Set up rebate adjustments

❑ Review information in the sales detail table

▶ **To generate credit notes**

On Generate Credit Notes

```
[98300] - Generate Credit Notes
Functions  Options  Tools  Help

  ✔  ✗

        Skip to Version:  [          ]      Form  [P42770]

  O  Version   Description                    User    Chg Date
     XJDE0001  Credit Order Generation - Proof   DEMO   10.10.95
     XJDE0002  Credit Order Generation - Final   DEMO   10.10.95
     ZJDE0001  Credit Order Generation - Proof   DEMO   10.10.95
     ZJDE0002  Credit Order Generation - Final   DEMO   10.10.95

Opt: 1=Run 2=Chg 3=Add 4=Rpt Dist 5=Cover 6=Prt Ovr 8=Repair 9=Dlt
```

1. Select the version that contains the credit information you want to generate.

2. You can run a proof copy.

3. Review the information.

4. Make necessary changes.

5. Run the final copy.

What You Should Know About

Resetting the rebate amount field
If you do not reset the rebate amount field each time you generate a credit order , the rebate amount on the credit order is calculated by subtracting the rebate paid from the total rebate amount.

Creating consolidated credit notes
You can create consolidated credit orders by using data selection and data sequencing. This program reads volume history to create credit corders based on the Rebate Amount field and the Beneficiary Address field.

Changing the beneficiary of a credit note
You can change the beneficiary of the credit order using the Priced and Adjustment Schedule.

Processing Options for Generate Rebate Credit Notes

```
DEFAULT VALUES OF CREDIT NOTE:
1. Order Type                  (Required)        _____
2. Line Types:
   Non-stock, Reverse sign     (Required)        _____
   Direct-ship, Reverse sign   (Required)        _____
3. Override Next Status        (Optional)        _____
4. Unit of Measure             (Optional)        _____
5. Reason Code                 (Optional)        _____

UPDATE OPTIONS:
6. Enter '1' to perform updates to the           _____
     files.  If left blank, the program
     will be run in proof mode and no
     updates will be performed

7. Enter '1' to consolidate credit notes         _____
     by the beneficiary address defined
     by the rebate adjustment.  If left
     blank, the system will create one
     credit note for each rebate due.

8. Select the type on information to be           _____
     updated to the Subledger of the
     credit note.  If left blank, the
     Subledger will also be left blank.

     '1' = Sold To Address Book Number
     '2' = Beneficiary Address
     '3' = Adjustment Name

9. Enter a '1' to default the branch              _____
     from the Address Book of the
     Beneficiary.  If left blank, it
     will default from the Rebate
     Thresholds file (F4077).
```

Repost Sales Rebate History

Reposting Sales Rebate History
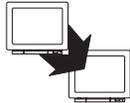
From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Repost Sales Rebate History

You can obtain sales history information for an item, a customer, or a combination of the two. You repost the sales history to record rebate or commission information that you have not been accruing. Typically, you use this program to enter the amount of past activities so the accrual amount is current. You accumulate order information from order history and calculate rebate amounts based on the order history.

You can use the processing options to control whether volume totals contain information from the beginning of account activity (start over) or from current totals (add to current totals).

▶ **To repost sales rebate history**

On Repost Sales Rebate History
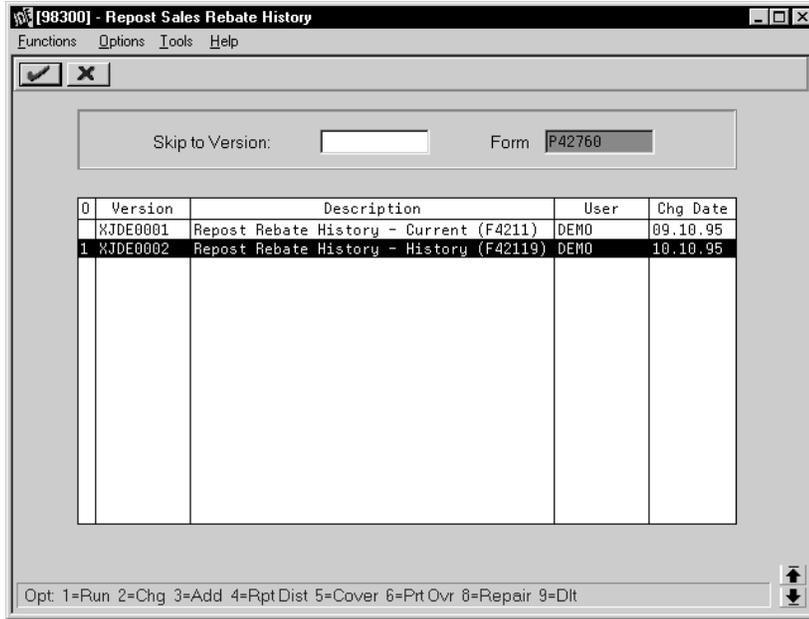
1. Select the version to repost.

2. Run the repost.

Processing Options for Repost Sales Rebate History

UPDATE OPTIONS:
1. Enter '1' to clear all the volume   _____
   totals in the Rebate History record
   (F4078/F4079) prior to reposting the
   sales history. If left blank, the
   system will continue reposting the
   sales history to the current rebate
   totals.

What You Should Know About

Resetting rebate amount   If you have not reset the rebate amount field, the system
field   continues to accrue rebate amounts.

See Also

- *Creating Accrual Adjustments*

Work with Repricing

Working with Repricing

You can set up adjustments to reprice sales orders. You reprice sales orders:

- To allow additional discounts or markups on groups of items
- To give different pricing to special items or customers
- To give global discounts based on the total quantity, weight, or amount of items within a product family

You set up repricing based on the amount of the order, weight of the items, or the total quantity of all items ordered.

Working with repricing includes the following tasks:

❑ Create basket-level adjustments

❑ Create order-level adjustments

❑ Reprice sales orders

Before You Begin

❑ Enter a sales order

What You Should Know About

Specifying basket or order repricing

In the definition for each adjustment, you specify whether you want to use the adjustment for basket or order repricing:

- Order-level pricing allows you to enter a separate item such as freight that will apply to all the items. This entry produces a new sales-order adjustment line.
- Basket-level pricing does not allow a separate sales-order adjustment line. Adjustments are applied to all items within the group.

Repeatedly repricing To reprice an order line that has already been repriced, you set the processing option of the reprice program to allow order-detail lines to be repriced repeatedly.

Creating Basket-Level Adjustments
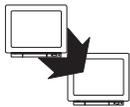
From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

From Advanced Price and Adjustments Schedule, choose option for Price Adjustment Definitions

Basket repricing changes the price for items that belong to the same repricing group. The system searches the detail lines of a sales order to determine the items in a basket group. When it finds items that belong to the group, it updates the order line with the new price.

You reprice sales orders:

- Through a batch program after order entry. The system bases new prices on the price in the original sales order detail line. It performs basket repricing first and then order repricing.

- Interactively during order entry by pressing the appropriate function key from Sales Order Entry Detail. The batch program performs basket repricing first and then order repricing.

- Automatically at order entry when you set up processing option of the Sales Order Entry Detail program.

Example: Creating Basket-Level Adjustments

For example, you enter an order for the following items. Each item belongs to a basket group.

	Item Name	Unit Price	Group Name
Line 1	PEN	10.00	SUPPLIES
Line 2	RULER	2.00	SUPPLIES
Line 3	ERASER	1.00	SUPPLIES

The system determines that the basket group SUPPLIES is eligible for a discount of 0.25 per item. It calculates the new prices:

	Item Name	Unit Price	Group Name
Line 1	PEN	9.75	SUPPLIES
Line 2	RULER	1.75	SUPPLIES
Line 3	ERASER	0.75	SUPPLIES

▶   **To create basket-level adjustments**

On Price Adjustment Definitions

1. Complete the steps to create an adjustment definition or review the adjustment definition information.

2. Complete the following fields:

    - Adjustment Control Code as 1 or 2
    - Adjustment Level as 2

3. Add the adjustment to an adjustment schedule.
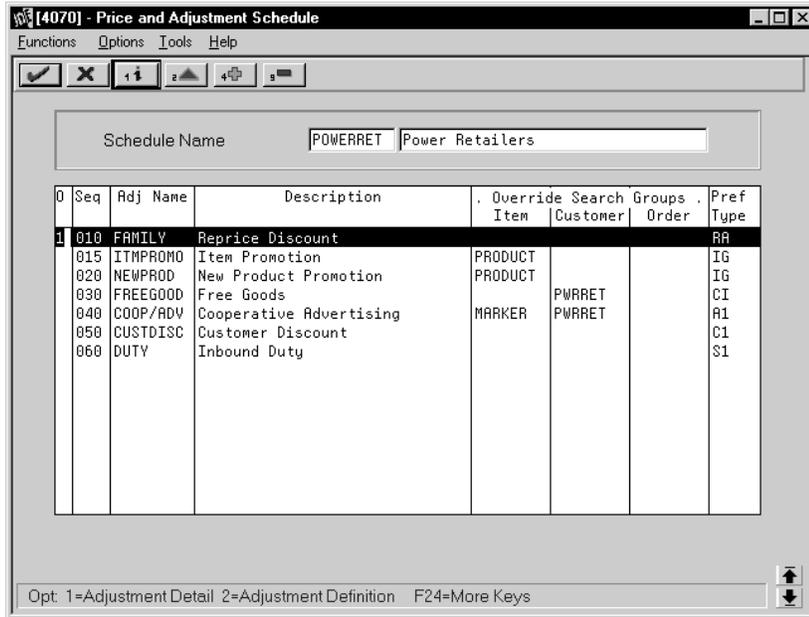
4. Define the new price adjustment detail.
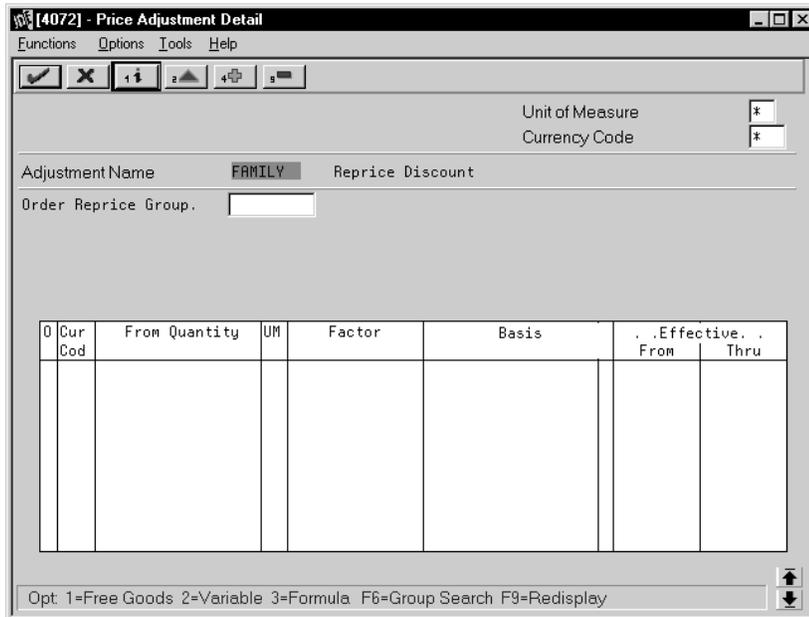
5. To attach items to a basket repricing group, access Item Branch/Plant Information

6. On Item Branch/Plant Information, complete the following field:

   - Basket Reprice Group

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).

Valid values are:

1   The system adds the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). The system does not print the adjustment on the invoice.

2   The system adds the adjustment amount to the unit price and records the adjustment detail to the Price Adjustment History table (F4074). It prints the adjustment on the invoice.

3   The system creates a separate detail line in the Sales Order Detail table. It does not add the adjustment into the unit price or record it to the history table. The system does not include this type of adjustment when it calculates the current net price.

4   The system records the adjustment to history and posts it to the general ledger during a sales update. It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 4 to create an accrual adjustment.

5   The system records the adjustment to history and posts it to the general ledger during a sales update. The system also accumulates each order line's quantity, weight, and amount to rebate history (F4078). It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 5 to create a rebate adjustment.

Field	Explanation
Adjustment Level	Specifies the level at which the adjustment is calculated: 1 Line Level: The system calculates the adjustment based on information in the sales detail line. 2 Basket Level: The system lets you group multiple sales detail lines and calculate the adjustment based on information accumulated from all the lines. You group items by Basket Pricing Group (RPRC) in Item Branch Information (F4102). 3 Order Level: The system lets you group sales order lines from the same order and calculate the adjustment based on information accumulated from all the lines. You group items by Order Pricing Group (ORPR) in Item Branch Information. P Trip level: The system calculates delivery pricing during delivery document printing if that option is chosen. You must specify "P" for trip-based pricing to work. If you are defining a repricing adjustment, leave the Item Group, Customer Group, and Sales Group fields blank. For Agreement Penalty Schedules Enter 1 to calculate the penalty at the sales order detail line level.
Basket Reprice Group	You can assign items with common repricing characteristics to a reprice category on Item Master Revisions. You can have different categories based on location. Repricing is a technique that the system uses to: • Accumulate items on order that belong to a common repricing category during a batch program. • Compare their aggregate quantities to the appropriate quantity breaks in the reprice category. If the items qualify for additional discount, that discount is reflected as a change in unit and extended price for each qualifying item, either in the original order line or in a new discount line.

What You Should Know About

Repricing more than one time   You can use processing option 5 (delete old basket– and order–level adjustment) to cancel all previous order– and basket–level adjustments and recalculate them.

Advancing status of repriced lines and selecting or excluding detail lines for basket–level repricing

You can use processing option 3 to advance the status of existing detail lines that have been repriced. Then you can use processing option 1 (next status from–to range) to select/exclude detail lines for basket reprice processing. This allows you to have basket– and order–level repricing as a part of your workflow in the Order Activity Rules.

Attaching a basket-level group to adjustment detail

You must specify a Preference Type in Adjustment Definitions. The preference type must have a preference hierarchy that includes item groups.

Using basket-level repricing

When you enter an order for items included in the basket repricing group, the system applies the item base price with adjustments. To use the reprice adjustment, select the appropriate function to reprice the order. Changes to the base price reflect your repricing adjustment.

Creating Order-Level Adjustments
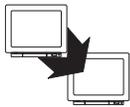
From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustments Schedule

From Price and Adjustments Schedule, choose option for Price Adjustment Definitions

You use order repricing to reprice items based on order groups. The system uses information in each detail line of an order to determine items in an order group. If it finds items that belong to the group, it creates an adjustment for the order as a whole and writes a new order detail line with the amount of the adjustment.

Order-level repricing is often used to add a line for freight costs. The weight, number, or some other variable of the entered items determines the amount of the additional line item. In this example, the added line adds freight costs.

You can also apply the line item to order groups.

Example: Creating Order–Level Adjustments

When you apply the line item to an order group, you enter an order using the same items as in the basket repricing example. The items all belong to an order repricing group called SUPPLIES. The system determines that the group SUPPLIES is eligible for a discount of 0.25. It does not recalculate prices but adds a new line to the order to reflect the order discount.

	Item Name	Unit Price	Group Name
Line 1	PEN	10.00	SUPPLIES
Line 2	RULER	2.00	SUPPLIES
Line 3	ERASER	1.00	SUPPLIES
Line 4	Discount	<0.25>	

► **To create an order-level adjustment**

On Price Adjustment Definitions

1. Complete the following fields:
   - Adjustment Control Code as 3
   - Adjustment Level as 3

2. Add the adjustment to an adjustment schedule.

```
[4070] - Price and Adjustment Schedule                          _ □ ×
Functions   Options   Tools   Help

  ✔  ✗  1i  2▲  4✛  9▬

       Schedule Name          POWERRET  Power Retailers

 O Seq  Adj Name        Description        . Override Search Groups . Pref
                                             Item   Customer   Order  Type
   010 FAMILY   Reprice Discount                                      RA
   015 ITMPROMO Item Promotion           PRODUCT                      IG
   020 NEWPROD  New Product Promotion     PRODUCT                     IG
   030 FREEGOOD Free Goods                        PWRRET              CI
   040 COOP/ADV Cooperative Advertising  MARKER   PWRRET              A1
   050 CUSTDISC Customer Discount                                     C1
   060 DUTY     Inbound Duty                                          S1




Opt: 1=Adjustment Detail  2=Adjustment Definition   F24=More Keys
```

3. Define the reprice adjustment detail.

```
[4072] - Price Adjustment Detail                                _ □ ×
Functions   Options   Tools   Help

  ✔  ✗  1i  2▲  4✛  9▬

                                          Unit of Measure      *
                                          Currency Code        *

Adjustment Name        FAMILY     Reprice Discount

Order Reprice Group.   REPRICEO




 O Cur  From Quantity  UM   Factor         Basis       . .Effective. .
   Cod                                                  From      Thru
   USD            10   PR    3.0000-  % of Base Price 1 01/01/96 12/31/10




Opt: 1=Free Goods  2=Variable  3=Formula  F6=Group Search  F9=Redisplay
```
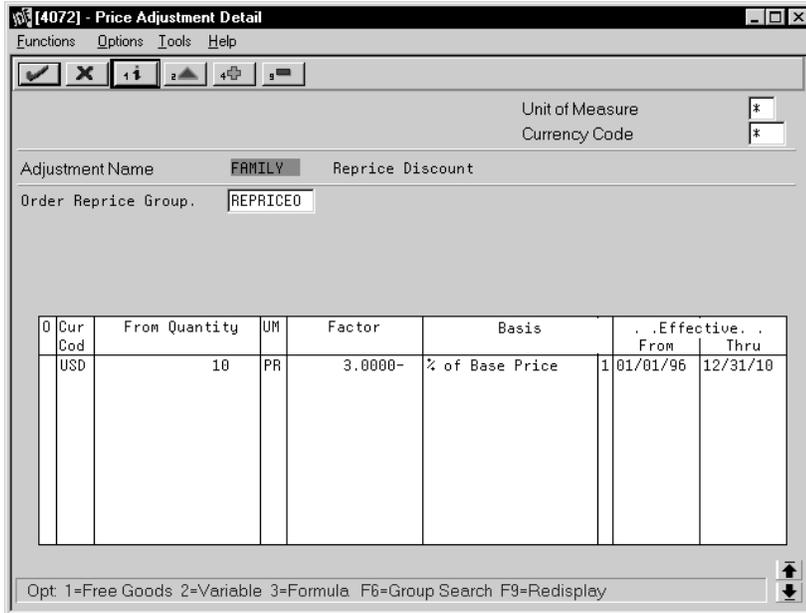
4. To attach the item to an order repricing group, access the Item Branch/Plant Information.

5. Complete the following fields:

- Order Reprice Group

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).

Valid values are:

1   The system adds the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). The system does not print the adjustment on the invoice.

2   The system adds the adjustment amount to the unit price and records the adjustment detail to the Price Adjustment History table (F4074). It prints the adjustment on the invoice.

3   The system creates a separate detail line in the Sales Order Detail table. It does not add the adjustment into the unit price or record it to the history table. The system does not include this type of adjustment when it calculates the current net price.

4   The system records the adjustment to history and posts it to the general ledger during a sales update. It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 4 to create an accrual adjustment.

5   The system records the adjustment to history and posts it to the general ledger during a sales update. The system also accumulates each order line's quantity, weight, and amount to rebate history (F4078). It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 5 to create a rebate adjustment.

Field	Explanation
Adjustment Level	Specifies the level at which the adjustment is calculated:
	1 Line Level: The system calculates the adjustment based on information in the sales detail line.
	2 Basket Level: The system lets you group multiple sales detail lines and calculate the adjustment based on information accumulated from all the lines. You group items by Basket Pricing Group (RPRC) in Item Branch Information (F4102).
	3 Order Level: The system lets you group sales order lines from the same order and calculate the adjustment based on information accumulated from all the lines. You group items by Order Pricing Group (ORPR) in Item Branch Information.
	P Trip level: The system calculates delivery pricing during delivery document printing if that option is chosen. You must specify "P" for trip-based pricing to work.
	If you are defining a repricing adjustment, leave the Item Group, Customer Group, and Sales Group fields blank.
	For Agreement Penalty Schedules
	Enter 1 to calculate the penalty at the sales order detail line level.
Order Reprice Group	You assign items with common order repricing characteristics to an order reprice category on Item Master Revisions. You can have different categories based on location. Order repricing is a process in which:
	• Items on an order that belong to the same repricing category are accumulated during a batch program.
	• The system compares the items' aggregate quantities to the appropriate quantity "breaks" in the reprice category.
	Typical quantity breaks in this situation might be the total weight or the total dollar value of the entire order. If the items qualify for additional discount, that discount is reflected as a flat dollar amount in a new discount line. This process supplements the repricing function and operates in the same batch program.
Repricing more than one time	You can use processing option 5 (delete old basket– and order–level adjustment) to cancel all previous order– and basket–level adjustments and recalculate them.

Using order-level repricing

When you enter an order for items included in the order repricing group, the system applies the item base price with adjustments. To use the reprice adjustment, select the appropriate function to reprice the order. Changes to the base price reflect your repricing adjustment.

Repricing Sales Orders

You can provide a discount for your customer by repricing sales orders. You can reprice the order using one of three methods:

- Reprice after inquiring on an order
- Reprice at basket or order level
- Reprice automatically

Reprice After Inquiring on Order

After accepting the order and reinquiring on the order, click Form and then Reprice Order.

Reprice at Basket or Order Level

Run the Advanced Order/Basket Reprice program from menu G42311.

Reprice Automatically

Reprice automatically after the order is accepted. Set the processing option at sales order entry level.

Adjustment Revisions

Adjustment Revisions

Objectives

- To review and change price adjustments during order entry
- To review quantity breaks and specify alternate levels
- To review prices that apply to the current order
- To review product availability
- To review price adjustment reports, price adjustment revisions, and price adjustment additions
- To update order prices based on the most current price or price adjustment
- To review orders that could potentially change because of adjustments after the date the orders were created

About Adjustment Revisions

Adjustment revisions allow you to make additional adjustments, to revise adjustments, and to run a price audit report.

Complete the following tasks for adjustment revisions:

- ❏ Review and change prices during order entry
- ❏ Review price and availability
- ❏ Update order prices
- ❏ Review price and adjustment changes

Before You Begin

- ❏ Set up a sales order that contains price adjustments

Review and Change Prices During Order Entry

Reviewing and Changing Price Adjustments During Order Entry

When you enter a sales order with a price that is calculated using an advanced price adjustment, you can view and change these adjustments while entering a sales order. You can also change the price-level breaks.

After you have entered the pricing information, you can review additional information about the change by accessing the Pricing Audit Trail form.

Complete the following tasks:

❏ Review and change price adjustments

❏ Change price-level breaks during order entry

❏ Review the pricing audit trail

Reviewing and Changing Prices

From Sales Order Processing (G4211), choose Enter Orders (Page Mode)

From Enter Orders (Page Mode) (G42114), choose option 11

While you are entering a sales order with advanced pricing adjustments, you can review or make changes to those adjustments. You can review how the system calculated the unit price of an item. You can change information only if processing options have been set to allow changes. When you save the changes, the current order is automatically updated with the adjustment changes.

You can enter a code to provide a reason for the change.

Before You Begin

❏ Set the advanced flag to yes in Pricing Constants

❏ Set processing options to allow price changes

❑ Define adjustment type to allow changes

❑ Set processing options so prices appear

▶ **To review and change price adjustments**

On Price Adjustments

```
[4074W] - Price Adjustments                                    _ □ ✕
Functions   Options  Tools  Help
 ✔  ✕

Item Number                    Quantity
Description                    Unit Cost              .0000
Line Number     1.000         Profit Margin       .00

O     Adj Name      Description       Value    O  Reason Code
 Seq                                            R
                  Base Price              .0000



            Unit Price                 .0000

                                                            ⬆
Opt: 5=Audit Trail  9=Delete    F6=Update Unit Price to Order  ⬇
```

1. Review the adjustment information.
2. Review information on detail area.

```
[4074W] - Price Adjustments                                    _ □ ✕
Functions   Options  Tools  Help
 ✔  ✕

Item Number                    Quantity
Description                    Unit Cost              .0000
Line Number     1.000         Profit Margin       .00

O     Adj Name      Description       Value    O  Reason Code
 Seq                                            R
                  Base Price              .0000
                  Factor Val                        Basis

                  Factor Val                        Basis

            Unit Price                 .0000

                                                            ⬆
Opt: 5=Audit Trail  9=Delete    F6=Update Unit Price to Order  ⬇
```

3. Make necessary changes.
4. Save and return to sales order.

Field	Explanation
Quantity	The quantity of units affected by this transaction.
Sequence	For World, a sequence or sort number that the system uses to process records in a user defined order.
	For OneWorld, The sequence by which users can set up the order in which their valid environments are displayed.
	. . . . *Form-specific information* . . . .
	This number identifies the order in which the system applies adjustments.
Value	The list or base price to be charged for one unit of this item. In sales order entry, all prices must be set up in the Base Price table (F4106).
	. . . . *Form-specific information* . . . .
	If the adjustment definition allows changes, you can change this price here. When you change a base price in this window, the system automatically calculates a new factor value.
Reason Code	User defined code (system 40, type AR) you can use to identify why you change an adjustment.

What You Should Know About

Entering new unit prices	You can enter either the new unit price or the new factor value. The system calculates the other value.
Saving the information	You must save the Price Adjustments information before you leave the form. After you save the information, you automatically return to the sales order where you were working.

Changing Price-Level Breaks During Order Entry

From Sales Order Processing (G4211), choose Sales Order Inquiries

From Sales Order Inquiries (G42112), choose Check Price and Availability

From Check Price and Availability (G41261), select option 1 on adjustment line

During sales order entry, you can change the level of discount a customer receives for an order. You make the change to individual adjustments. The price-level change applies only to the price level for individual adjustments for the current order.

▶   **To change price-level breaks during order entry**

On Adjustment Quantity Break
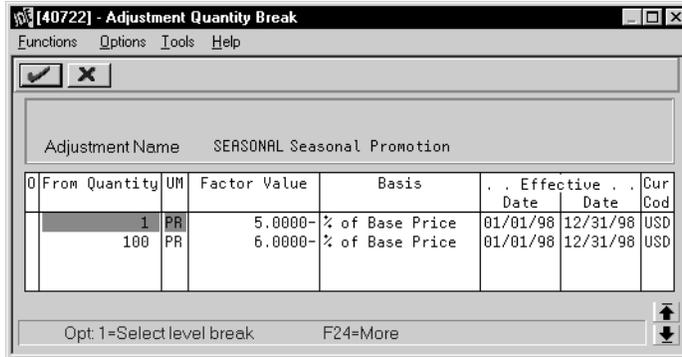
1. Select option 1 on the line of the level break to be used for this order.

2. Enter a reason code for using this level break.

3. When you close the window, you return to Check Price and Availability. The price has been recalculated.

Field	Explanation
Reason Code	User defined code (system 40, type AR) you can use to identify why you change an adjustment.
Quantity From	The quantity at which a preference or price adjustment becomes valid.

What You Should Know About

Accessing the form   To access Adjustment Quantity Break during sales order entry, the form must be accessed through Check Price and Availability.

See Also

- *Reviewing Price and Availability*

Reviewing the Pricing Audit Trail

From Sales Order Entry (G42111), select option 11.

From Price Adjustments (G4074W), enter option 5 on adjustment line.

You can review pricing history by accessing the Pricing Audit Trail. You can review detail such as the adjustments applied, the groups used, and currency used.

Before You Begin

❑ Enter a sales order with price adjustments

❑ Enter yes in the Pricing Audit field in System Constants or Branch/Plant Constants

▶ **To review the pricing audit trail**

On Pricing Audit Trail

```
[40745W] - Pricing Audit Trail                            _ □ ✕
Functions  Tools  Help

 ✔  ✕

Adj. Schedule      WHLSDIST            Distribution Wholesalers
Adjustment Name  SEASONAL             Seasonal Promotion
Item Price Group     PRODUCT
   Sales Catalog Sect SFT
   Sub Section. . . . SPT


From Quantity. .            1 PR        Currency        USD


     F3=Exit      F24=More Keys
```

The Pricing Audit Trail displays the following information about the adjustment you entered immediately before accessing this form:

- Adjustment schedule that contains this adjustment
- Adjustment Name
- Item Price Group
- Sales Catalog Section
- Family

- Quantity
- Currency

Review Price and Availability

Reviewing Price and Availability
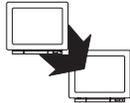
From Sales Order Management (G42), choose Sales Order Processing

From Sales Order Processing (G4211), choose Sales Order Inquiries

From Sales Order Inquiries (G42112), choose Check Price and Availability

Pricing and availability of inventory items is crucial for placing a sales order. You can quickly review the price adjustments the system applied to an order line for a specific item. You can also review the quantity breaks defined for an adjustment type or specify a different quantity break for the current order.

▶ To review price and availability

On Check Price and Availability

Field	Explanation
Adj. Schedule	A user defined code (system 40, type AS) identifying a price and adjustment schedule. A price and adjustment schedule contains one or more adjustment types for which a customer or an item might be eligible. The system applies the adjustments in the sequence that you specify in the schedule. You link customers to a price and adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule attached to the sold to address into the order header. You can override this schedule at the detail line level.
	For Agreement Management, this is the Penalty Adjustment Schedule. A penalty adjustment schedule, user defined code (system 40, type AS), contains one or more adjustment types for which a customer or an item might be eligible. The system applies the adjustments in the sequence that you specify in the schedule. You link customers to a price and adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule attached to the sold to address into the order header. You can override this schedule at the detail line level.

What You Should Know About

Updating price and availability	The system updates the form with preference information only if you have set the processing options.
Accessing the Check Price and Availability form	You can access this form from Sales Order Entry or from the menu.

See Also

- *Changing Price Level Breaks During Order Entry*

Update Order Prices

Updating Order Prices
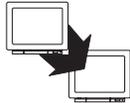
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Update Sales Price/Cost

You update prices to recalculate sales orders based on the most current price or price adjustment. You might do frequent updates for items with volatile prices. You can also use this process to update the unit and extended costs of items on sales orders. If multi-currency processing is activated in your system, the system also updates the foreign unit and extended-costs fields.

Update Sales Price/Cost is a batch program that you can use to:

- Update sales order costs. The system replaces the unit and extended costs in any open, unshipped orders with current costs from the Item Cost Ledger table (F4105).

- Update sales order prices. The system recalculates the unit and extended prices in the Sales Order Detail table (F4211) using the most current base price and price adjustments. The system bases this recalculation on the date that you type in the processing options.

- Replace sales order exchange rates. You can use the Update Sales Price/Cost program to update the currency exchange rate that the system uses to calculate costs and prices. The system replaces the currency exchange rate that was in effect at the time you entered the order with the existing currency exchange rate.

You can set the processing options for the Update Sales Price/Cost program to define the date on the sales order that the system uses to recalculate costs or prices. For example, you can base the recalculations on a specified date such as the ship date. The system updates only those order lines with a promised date that is earlier or on the ship date. You can update sales order prices more than once.

When you run this program, the system updates the order detail information for open sales orders and replaces the current price with the base price and adjustments in effect at the specified time. The program replaces any special pricing discounts that you previously defined for the customer or item for applicable dates.

Processing Options for Update Sales Order Cost/Price

```
UPDATE OPTIONS:
1. Enter '1' to update Sales Order with          _____
     the most current unit cost.  If left
     blank, will not update cost.
2. Enter '1' to update the currency              _____
     exchange rate.  Please note that
     only the domestic amounts will be
     re-calculated, the foreign amounts
     will remain the same.  If left blank
     the currency exchange rate will
     remain the same.

3. Enter '1' to update the inter-company         _____
     currency exchange rate.  Foreign
     amounts will not be re-calculated.
     If left blank, will not update the
     inter-company exchange rate.

UPDATE PRICE OPTIONS:
4. Enter '1' to recalculate the unit             _____
     price of the sales order.  If left
     blank, the unit price will remain
     the same.
5. Enter '1' to recalculate the Transfer         _____
     Price for inter-branch sales. The
     pricing method specified when the
     order was entered will be used.
6. Specify the date on which all base            _____
     price and advanced price adjustment
     recalculations will be based:

       ' ' - Transaction/Order Date
       '1' - Requested Ship Date
       '2' - Promised Ship Date
       '3' - Original Promised Date
       '4' - Actual Ship Date
       '5' - System Date
       '6' - Invoice Date
       '*' - Use System Constants value
       'P' - Use Based-on Date Preference

  NOTE:  Processing options 7 thru 9 are
         supported only by the Advanced
         Price Adjustment Module (45).

7. Enter the Line Type of the new sales          _____
     detail line item.  This line item
     will contain the difference between
     the old sales price and the newly
     recalculated price.  If left blank,
     will update the new price directly
     to the item.  This must be a non-
     inventory Line Type.

8. If you have specified in the last             _____
     processing option to create a sales
     detail record to record the price
     difference, enter the override next
     status of the detail line.  If left
     blank, will use the original detail
     line's next status.
9. Enter '1' to base recalculation on            _____
```

```
the original order quantity.
If left blank, the system will
recalculate based on the current
quantities of the order.
```

What You Should Know About Processing Options for Update Price

Updating prices when you update customer sales

You can set the processing options for the Update Customer Sales program to run the Update Sales Price/Cost program when you run Update Customer Sales. The system updates all selected sales orders with current costs, exchange rates, and prices before you run invoices and create G/L records.

Review Price and Adjustment Changes

Reviewing Price and Adjustment Changes

You can review price and adjustment changes by completing the following task:

❑ Run Price and Adjustment Revisions

❑ Review Orders Affected by Price Change

Running the Price and Adjustment Revisions
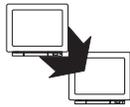
From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Revision

You can print the following reports from the Price and Adjustment Revisions program.

- Price Adjustment Report
- Price Adjustment Revisions
- Future Adjustment Additions

The reports list all adjustments and the changes made to the adjustments. The reports also include any new adjustments, their effective dates, and new factor values.

You can run this program in proof or final mode. Run the program in proof mode to review the report and make changes before you run the program in final mode. You can run this program in proof mode as many times as necessary.

You can print the Orders Affected by Price Change integrity report to review orders that could potentially be changed by changes to adjustments.

Printing the Price Adjustment Report

When you run the price adjustments report program, the system prints only existing adjustments for each record that it selects. It does not make changes or updates. To run this version, leave all processing options blank.

Price Adjustment Revisions

You can make individual changes to adjustments using the Price and Adjustment Schedule form. Alternately, you can change adjustments or add adjustments using the Price and Adjustment Revisions program. The system bases new adjustments on the current adjustment selected by the report writer.

You choose the Price Adjustments Revisions version of this report. You can run this version in proof or final mode.

When you run this program, the system prints a report that shows the old and new factor values for each adjustment. You create this version by entering an adjustment factor and setting up processing options.

Future Adjustments Additions

To create new adjustments, you choose the Future Adjustments Additions version, where the system writes new adjustment records to the Price Adjustments table. You create this version by entering the effective dates of the new adjustments in the processing options.

The system bases new adjustments on the existing adjustment with the most recent expiration date. It assumes that the adjustments you want to create will be effective on a future date. To avoid possible problems, do not create adjustments for past dates.

You can change the new adjustment before the system writes it to the table. To do this, enter the adjustment type and factor in the processing options. The system uses this information to change the new adjustment.

If you leave the adjustment type and factor blank, the system copies the adjustments from the current adjustment. It does not create a new adjustment.

You must specify a "from" and a "through" date or the program will not process the information.

Proof mode prints a listing of the additions that will occur if you process these adjustments. Final mode lists the additions made when you select final.

What You Should Know About

Selecting data

When you set up the version of this program, you can choose fields that the system should select from the "based-on" table.

Choosing specific fields is especially helpful if you do not want to print or update all of the information.

Including unit of measure field

You must include the unit of measure field in data selection so that the update or addition adjustment value is applied consistently.

Data sequencing

Do not change the sequencing for versions that create new adjustments. Changing sequencing causes the system to use the incorrect record.

Processing Options for Price Adjustments Maintenance – Batch

```
Update Options:                                        _____
 1. Enter a '1' to perform updates to
     the Price Adjustments file.

Adjustment Options:
If either option 2 or 3 is left blank,
no price adjustments will take place.

 2. Enter the price adjustment type:                   _____

     'A' - adjust price by amount
     '%' - adjust price by percentage
     '*' - adjust price to an override
         price

 3. Enter the amount used to add,                      _____
     multiply, or override the price.

    For 'A' (amount) adjustment:
     Enter 10 to increase price by 10
     Enter -10 to decrease price by 10

    For '%' (percentage) adjustment:
     Enter 10 to increase price by 10%
     Enter -10 to decrease price by 10%

    For '*' (price override) adjustment:
     Enter 10 to change price to 10

Price Additions:
 4. Enter the effective date and the
     expiration date for the creation of
     new price adj. records.  If left
     blank, the selected price records
     will be changed.  NOTE: The
     effective date must be less than
```

```
the expiration date.
   – Effective From Date                      _____
   – Effective Thru Date                      _____
```

Reviewing Orders Affected by Price Change

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Orders Affected by Price Change

The Orders Affected by Price Change integrity report lists the orders that could potentially change based on changes to adjustments, variables, or formulas.

Processing Options for Orders Affected by Price Change

```
1. Enter date range (only price                    _____
   adjustment changes made within this              _____
   range will be considered in
   producing the report).  Blank will
   default the system date.

2. Enter the new price effectivity                  _____
   date.  This is the date for which
   the report column 'New Extended
   Price' will be calculated.  Blank
   will default to the 'Price Effective
   Date' which already exists in the
   Sales Order Detail record.
```

Pricing Security

Pricing Security

Objectives

- To store price changes and include the type of change, the date, and the name of the person who made the change
- To set up system controls to prevent prices from being changed during sales, transfer, and direct ship order entry
- To set up system controls to prevent pricing driver fields from being changed
- To set up mandatory price components for pricing situations that require price adjustments

About Pricing Security

Pricing security protects the integrity of your pricing structures and provides audit trails of all changes, additions, and deletions. You can protect specified order fields to prevent prices being altered without authority. Other areas are automatically protected from update. For example, price variables and price variable tables cannot be deleted if an order is using the variables or formulas.

Complete the following tasks to activate pricing security for your system:

❑ Store audit files

❑ Set up system controls for pricing integrity

❑ Set up mandatory price adjustments

Store Audit Files

Storing Audit Files
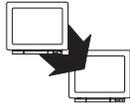
From Sales Order Management Setup (G4241), choose Branch Plant Constants

From Branch/Plant Constants (41204), choose System Constants

From System Constants (4009W), choose Pricing Constants

The audit table provides a record of activities that influence the price of an item. The audit trail contains the history of all price adjustments: the type, date, time, user ID, program ID, and terminal ID for each change. All deletions, changes, and additions are listed.

The audit control can be turned on or off using pricing constants. The audit trail is in effect only when the audit control is activated.

The pricing audit trail tracks changes made to the following pricing tables:

- Price Adjustment Schedule (F4070)
- Price Adjustment Definition (F4071)
- Price Adjustment Detail (F4072)
- Price Variable (F4075)
- Base Formula (F4076)
- Base Prices (F4106)

When auditing is active, the system writes records to the following tables:

- Price Adjustment Schedule Audit (F4070A)
- Price Adjustment Name Audit (F4071A)
- Price Adjustment Detail Audit (F4072A)
- Price Adjustment Price Variable Audit (F4075A)
- Price Adjustment Price Formula Audit (F4076A)
- Base Prices (F4106A)

▶ **Storing audit files**

On Pricing Constants

```
[40091W] - Pricing Constants                      _ □ ✕
Functions  Tools  Help

  [ ✔ ] [ ✕ ]

  ┌─Constant────────────────────────────────────────┐
  │                                                  │
  │  Advanced Sales Pricing (Y/N)              [Y]   │
  │  Symbol to Identify Variable Tables        [&]   │
  │  Symbol to Identify UOM                    [%]   │
  │  Symbol to Identify Currency               []]   │
  │  Symbol to Identify Data Fields            [?]   │
  │  Pricing Audit (Y/N)                       [Y]   │
  │                                                  │
  └──────────────────────────────────────────────┘  [↥]

       F24=More Keys                                  [↧]
```
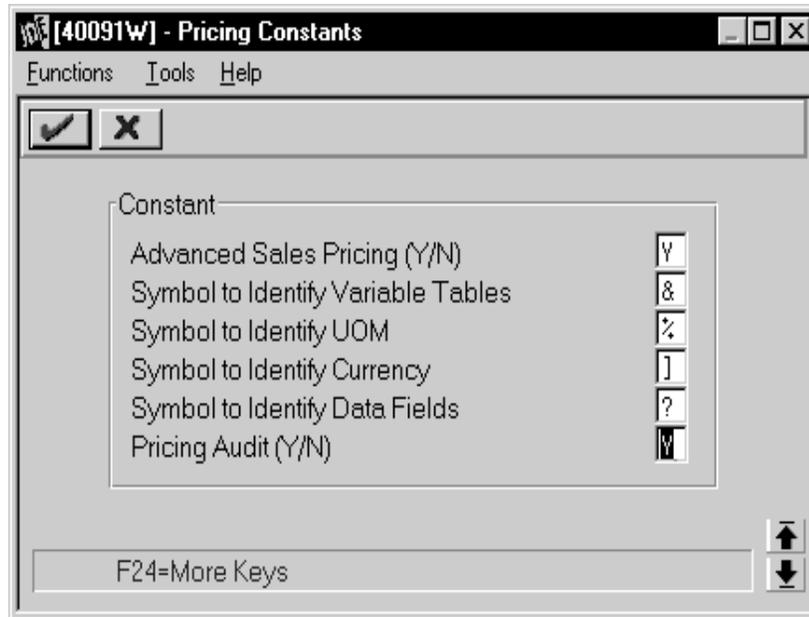
1. Review the default information for pricing constants.
2. Enter a yes in the Advanced Sales Pricing field.
3. Enter a yes in the Pricing Audit field.

What You Should Know About

Applying the pricing audit   When the pricing audit control is on, pricing control applies to the entire system. You cannot apply controls to separate branch/plants.

Set Up System Controls for Pricing Integrity

Setting Up System Controls for Pricing Integrity

You can set up system controls to protect fields from being changed. Based on the values set in Advanced Pricing, the order detail group determines the current price. Typically, this is used to prevent prices from being changed during sales order entry.

Complete the following tasks:

❏ Set up system controls to protect driver fields

❏ Set up system controls to protect pricing fields

Setting Up System Controls to Protect Driver Fields
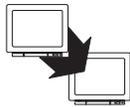
From Sales Order Management (G42), choose Sales Order Processing

From Sales Order Processing (G4211), select processing options for Enter Orders (Page Mode)

When you activate this feature, you prevent each field on Define Order Detail Groups from being changed or updated. Always consider this security function when you calculate prices based on order detail groups.

▶ **To set up system controls to protect driver fields**

On Enter Orders (Page Mode)

```
[4210] - Enter Orders (Page Mode)                              _ □ ×
Functions  Tools  Help

  ✔  ✗   1i   2▲  4✛  5▬

                                              Branch/Plant  [        ]
Mode (F)        □ Base Co      Currency Code [ ]  Order Date   [        ]
                  Exchange Rate [         ]       Cancel Date  [        ]
                                                  Order Number [        ][SO]

Sold To         [             ]
Ship To         [             ]

                                              Hold Code      [ ]
Requested       [        ]                    Invoice Copies [ ]
Customer PO     [               ]             Price Pickslip [ ]
Print Message   [        ]                    Ordered By     [        ]
Adj. Schedule   [     ]                       Taken By

Trade Discount  [    ]  Comm Code 1 [     ]   Apply Freight [ ] FOB [  ]
Payment Terms   [ ]     Comm Rate 1 [     ]   Display WT/VM [ ][ ]
Payment Instr   [ ]     Comm Code 2 [     ]   Carrier Number [     ]
Cust Price Grp  [    ]  Comm Rate 2 [     ]   Route/Stop/Zon [ ][ ][ ]

Tax Code/Area   [ ][     ]      Acct No  [        ]
Tax Cert No     [        ]      Exp Date [        ] Auth No [        ]
Delivery Instr  [             ]

F5=Credit Check   F17=Order Address Information   F24=More Keys      MW
```

Enter a 1 for option 33 so that the driver fields shown on Define Order Detail Groups cannot be changed.

```
[98312] - Enter Orders (Page Mode)                             _ □ ×
Functions   Tools   Help

  ✔  ✗

                                   Form ID        P4211
                                   Version        ZJDE0001
        Sales Order Entry - SO Document Type   Display Level  ▮

   This job has various options described below. Enter the desired values and
   press ENTER to continue.
   FIELD DISPLAY CONTROL:
   Enter '1' to protect or '2' to supress:
   30. Cost Fields
   31. Price Fields                              1

   Enter '1' to protect the following:
   32. Status Codes
   33. Price adjustment driver fields
   34. Sold To field on the header
   Enter a '1' to suppress the following:
   35. Closed Detail Lines
   36. Credit Card Information
   37. Freight and Carrier Information
   38. Commission Information

        F5=Printer Overrides
```

What You Should Know About

Protecting fields during all pricing changes All fields shown on this form are protected if this options is activated. Advanced Pricing does not have to be selected.

Setting Up System Controls to Protect Pricing Fields
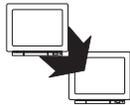
From Sales Order Manager (G42), choose Sales Order Processing

From Sales Order Processing (G4211), choose Enter Orders (Page Mode)

When you activate this feature, you prevent price changes from being made during order entry. All unit and extended prices are protected.

▶ **To set up system controls to protect pricing fields**

On Enter Orders (Page Mode)

Enter 1 for option 31 so that the pricing fields on Define Order Detail Groups cannot be changed.

```
┌─────────────────────────────────────────────────────────────────────┐
│ ▥▤[98312] – Enter Orders (Page Mode)              _ □ ✕ │
│ Functions   Tools   Help                                              │
├─────────────────────────────────────────────────────────────────────┤
│ ✔  ✕                                                                  │
│                                                                       │
│    ┌──────────────────────────────────────────────────────┐          │
│    │                             Form ID        P4211       │          │
│    │                             Version        ZJDE0001     │          │
│    │  Sales Order Entry – SO Document Type  Display Level ▮  │          │
│    └──────────────────────────────────────────────────────┘          │
│                                                                       │
│    This job has various options described below. Enter the desired values and │
│    press ENTER to continue.                                           │
│    ┌────────────────────────────────────────┐ ┌──────────────────┐ ─│
│    │ FIELD DISPLAY CONTROL:                  │ │ ┌──────────────┐ │  │
│    │  Enter '1' to protect or '2' to supress:│ │ └──────────────┘ │  │
│    │ 30. Cost Fields                         │ │                  │  │
│    │ 31. Price Fields               1        │ │                  │  │
│    │                                         │ │                  │  │
│    │  Enter '1' to protect the following:    │ │                  │  │
│    │ 32. Status Codes                        │ │                  │  │
│    │ 33. Price adjustment driver fields  1   │ │                  │  │
│    │ 34. Sold To field on the header         │ │                  │  │
│    │  Enter a '1' to suppress the following: │ │                  │  │
│    │ 35. Closed Detail Lines                 │ │                  │  │
│    │ 36. Credit Card Information             │ │                  │  │
│    │ 37. Freight and Carrier Information     │ │                  │  │
│    │ 38. Commission Information              │ │                  │ +│
│    └────────────────────────────────────────┘ └──────────────────┘   │
│                                                                  ⬆   │
│    F5=Printer Overrides                                          ⬇   │
└─────────────────────────────────────────────────────────────────────┘
```

What You Should Know About

Protecting pricing fields All pricing fields are protected if this option is activated. Advanced Pricing does not have to be selected.

Protecting pricing fields when Advanced Pricing is on When pricing fields are protected by this option and Advanced Pricing is activated, no price adjustments can be changed.

Protecting pricing fields when Advanced Pricing is off When pricing fields are protected by this option and Advanced Pricing is deactivated, no changes can be made on Check Price and Availability.

Processing Options for Sales Order Entry – Detail

```
SALES ORDER DEFAULT VALUES:
  1. Document Type             (Required)        _____
  2. Line Type                 (Optional)        _____
  3. Beginning Status          (Optional)        _____
  4. Override Next Status      (Optional)        _____
  5. Unit of Measure           (Optional)        _____
  6. Line Number Increment     (Optional)        _____
  7. Reason Code               (Optional)        _____

UNIT OF MEASURE DEFAULT VALUES:
  8. Enter '1' to use the Pricing UOM            _____
     as the default Transaction UOM.
```

```
                 If left blank, the Primary UOM
                 will be used instead.
```

WORK ORDER DEFAULT VALUES:
```
  9. Document Type (default is 'WO')    _____
 10. Beginning Status                   _____
 11. Held Status                        _____
 12. Cost Center                        _____
 13. Change Status                      _____
```

ORDER DUPLICATION DEFAULT VALUES:
```
 14. Document Type                      _____
 15. Beginning Status                   _____
 16. Enter text duplication selection   _____
        '1' to copy line text
        '2' to copy line and order text
        '3' to copy order text
```

ADDRESS BOOK DEFAULT VALUES:
```
 17. Enter a '1' to default the branch  _____
        from the Address Book.  If left
        Blank, it will default from the
        user default location.
```

DOWNLOAD HEADER INFORMATION:
```
 18. Enter '1' to automatically load    _____
        header values to the detail lines
        after a change.  If left blank,
        it must be done manually.
```

PROMPTING CONTROL:
```
 19. Enter the Screen Format:           _____
        1 = Quantity, Item, Price
        2 = Quantity, Item, Description
        3 = Item, Quantity, Price
        4 = ECS format
        5 = Aggregates format
       (If left blank, format 1 is used.)
 Enter a '1' to:
 20. Display Headings first.            _____
 21. Be prompted to accept the order.   _____
```
NOTE: Two-cycle order entry is not
```
           recommended for configured items.
 22. Allow the addition of a Customer   _____
        Master record, if not set up.
 23. Load Online Invoice information    _____
        before the order is accepted.
 24. Enter which Item Search screen     _____
        is to be used to return items:

        1 = Item Search window allowing
              the return of multiple items
        2 = Full Item Search screen with
              Query capabilities

       (If left blank, the Item Search
        window allowing the return of a
        single item will be used.)
```

ORDER HOLD CODES:
```
 25. Customer Credit Checking           _____
 26. Order Margin Checking              _____
 27. Order Line Margin Checking         _____
 28. Order Minimum Value Checking       _____
 29. Order Maximum Value Checking       _____
```

```
30. Partial Order Hold                     _____
31. Product Allocation Hold                _____
```

LINE CONTROL STATUS:
```
32. Enter the next status code beyond      _____
    which a detail line cannot be
    changed.  If left blank, no
    restriction will be put on the
    changing of a line.
```

FIELD DISPLAY CONTROL:
```
Enter '1' to protect or '2' to supress:
33. Cost Fields                            _____
34. Price Fields                           _____

Enter '1' to protect the following:
35. Status Codes                           _____
36. Price adjustment driver fields         _____
37. Sold To field on the header            _____
Enter a '1' to suppress the following:
38. Closed Detail Lines                    _____
39. Credit Card Information                _____
40. Freight and Carrier Information        _____
41. Commission Information                 _____
```

CREDIT ORDER PROCESSING:
```
42. Enter the status code to select        _____
    when retrieving credit orders.
43. Enter '1' if the previous status       _____
    is the last status.  If left
    blank it will be the Next Status.
```

CROSS REFERENCE INFORMATION:
```
44. Enter the Cross Reference Type for:
    – Substitute  Items                    _____
    – Associated  Items                    _____
    – Replacement Items                    _____
45. Enter '1' to use the substitute        _____
    item's Unit Price.  If left blank,
    the original item's price will be
    used to order the substitutes.
```

KIT PROCESSING:
```
46. Enter '1' to prevent Kit              _____
    Components from being written.
    If left blank, they will be
    added to the sales detail file.
47. Enter '1' to suppress Kit             _____
    Component lines.
48. Enter the version of Kit Inquiry      _____
    to call.  If left blank, version
    ZJDE0001 will be called.
49. Enter '1' to suppress availability    _____
    information in the Kit Window.
```

AVAILABILTY CHECKING:
```
50. Enter '1' to be notified of an        _____
    automatic backorder or cancel.
    Enter '2' to be notified but not
    create the backorder or cancel.
    Enter '3' to create the backorder
    or cancel automatically and update
    the order without issuing the
    warning.
```

```
                  If left blank, no availability
                  checking will be done.
```

COMMITMENT CONTROL
```
 51. Enter '1' for commitment to              _____
     Other Quantity 1 or '2' for
     commitment to Other Quantity 2.
     This option is typically used in
     conjunction with a Blanket or
     Quote Order.  If this option is
     used, the commitment preference
     will be ignored.
```

AUTOMATIC PROCESSING:
```
 52. Enter '1' to automatically display        _____
     the Supply and Demand screen
     when a new sales detail line is
     backordered.

 53. Enter '1' to print pick slips or a        _____
     '2' to print invoices through the
     subsystem.  Enter '3' for on-line
     commitment or a '4' for subsystem
     commitment.

 54. Enter '1' for auto order repricing.       _____
```

DREAM WRITER VERSIONS:
```
 Enter the version for each program.
 If left blank, ZJDE0001 will be used:

  55. Pick Slip Print          (P42520)        _____
  56. Supply and Demand        (P4021)         _____
  57. Std Order/Basket Reprice (P421301)       _____
   or Adv Order/Basket Reprice (P42750)
  58. Customer Service         (P42045)        _____
  59. Online Invoice           (P42230)        _____
  60. Preference Profile       (P40400)        _____
  61. Check Price (Advanced)   (P40721)        _____
  62. Customer Master          (P01053)        _____
  63. TM Rate & Route server   PSMR9100        _____
```

CONFIGURATOR PROCESSING:
```
 64. Enter one of the following for the        _____
     mode of Specification Entry.
     If left blank, '2' will be used:
     '1' = Text Mode
     '2' = Assisted Mode
     '3' = Assisted Prompt Mode
```

TRANSFER PRICE UPDATE:
```
 65. Enter the order type(s) that             _____
     the system will use to invoke
     inter-branch updates.  To specify
     more than one order type, type
     them one after the other along
     this field.
 66. Enter the transfer pricing method         _____
     to be used.  Default method is 1.
     1 = Branch cost mark-up
     2 = Transfer pricing
 67. Enter '1' to allow inter-branch           _____
     invoicing.  If left blank, no
     inter-branch invoice can be run.
```

WAREHOUSE PROCESSING:
68. Enter the request processing mode: _____
    ' ' = No pick requests
    '1' = Generate requests only
    '2' = Generate requests and
         process using the subsystem

69. If processing pick requests using   _____
    the subsystem, enter the DREAM
    Writer version to use. If blank,
    XJDE0002 is used.
    (See Form ID P46171.)

70. Enter an override next status   _____
    for sales order lines for which
    requests have been generated.

ORDER TEMPLATE PROCESSING:
71. Enter a '1' to use the Sold-to   _____
    address number for order
    templates, or a '2' to use the
    Ship-to address number. If left
    blank, no automatic order
    template processing will be
    performed.

72. Enter the order template name.   _____

BLANKET/QUOTE PROCESSING:
73. Enter '1' for automatic access   _____
    to the blanket/quote release
    processing by Sold To address.
    Enter '2' for automatic access
    to the blanket/quote release
    processing by Ship To address.
    If left blank, no automatic access
    to the blanket/quote release
    processing will be performed.

PREFERENCE PROFILE PROCESSING:
74. Enter a '1' to use preference   _____
    profile defaults. If left blank,
    no preference profile information
    will be defaulted.

75. Enter a '1' to use the Inventory   _____
    Commitment Preference to source
    from multiple branches or to view
    grade or potent items in the
    commitment window.

CURRENCY PROCESSING:
76. Enter the tolerance limit   _____
    percentage to warn you of
    currency rate changes. A 15.0
    indicates a warning if the rate
    is 15 percent greater or less
    than the current rate.

LOAD CONFIRM PROCESSING: (ECS)
77. Enter '1' to automatically   _____
    branch to load confirm when order
    are added.

78. Enter the version of Bulk Load   _____

Confirm (P49510) to be used.

79. Enter the version of Packaged Load   _____
    Confirm (P49530) to be used.

AVIATION/MARINE PROCESSING: (ECS)
80. Enter the version of the Additional   _____
    Parameters program (P49510A) to be
    used.

TRIP ASSIGNMENT WINDOW: (ECS)
81. Enter the version of the Trip   _____
    Assignment window (P49200) to be
    used.

MARK-FOR ADDRESS PROCESSING:
82. Enter '1' to display Mark-for   _____
    Address.

See Also

- *Review and Change Prices During Order Entry*

Set Up Mandatory Price Adjustments

Setting up Mandatory Price Adjustment Definitions
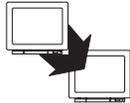
From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price Adjustment Definitions

Mandatory price adjustments are defined for price components that are required, such as surcharges and special taxes.

When a price adjustment is defined as mandatory, it must be applied to all sales orders that are attached to the Price Adjustment Schedule that contains the mandatory adjustment. A price adjustment might be mandatory for specific items during a sale, transfer, direct ship order entry, or to accommodate surcharges and special taxes.

Before You Begin

❑ Verify that valid adjustment details exist for the customer and item combination.

▶ **To set up a mandatory price adjustment**

On Price Adjustment Definitions

```
[4071] - Price Adjustment Definitions
Functions  Tools  Help

Adjustment Name          FREEGOOD  Free Goods

Item Price Group         [      ]
Customer Price Group     PWRRET
Order Detail Group       [      ]

Preference Type          CI
Adjustment Control Code  2
Adjustment Level         1
Adjustment Line Type     N

Override Price (Y/N)     N
Level Break Type         1
Manual Add/Change (Y/N)  N
Rebate Beneficiary       [ ]
Mandatory Adjustment     Y
Subledger in G/L         [ ]
G/L Class Code           IN30

F3=Exit    F24=More Keys
```

1. Enter the name of the adjustment that will be mandatory.
2. Review the existing information or enter new information.
3. Enter a yes in the Mandatory Adjustment field.

What You Should Know About

Undefined adjustments If a price schedule contains a mandatory adjustments that is not defined for the sales order to the specified customer and item, the order line is highlighted as an error and the order is not accepted.

Avoiding the mandatory adjustment error If you receive an error message, review the information in the order detail area. You may detach the sales order line item from the adjustment schedule or enter information to make your customer eligible for all adjustments so the mandatory adjustment applies.

See Also

- See *Creating Price Adjustment Definitions*.

Appendices

Glossary

Glossary

This glossary defines terms in the context of your use of J.D. Edwards systems and the accompanying user guide.

1099 form. An income tax reporting form required by the U.S. government for many types of payments made to persons and non-corporate entities.

AA ledger. The ledger type used for transactions in domestic amounts (actual amounts).

AAI. Automatic accounting instruction. A code that points to an account in the chart of accounts. AAIs define rules for programs that automatically generate journal entries. This includes interfaces between Accounts Payable, Accounts Receivable, and Financial Reporting and the General Accounting system. Each system that interfaces with the General Accounting system has AAIs. For example, AAIs can direct the Post to General Ledger program to post a debit to a certain expense account and an automatic credit to a certain accounts payable account.

A/P Ledger method. One of the two methods J.D. Edwards provides to process 1099 tax reporting forms. Using this method, you produce 1099s from data stored in the A/P Ledger table (F0411). Also called the *expedient method* and the *fast path method.*

AZ ledger. The ledger type used for cash basis accounting.

access. A way to get to information or functions provided by the system through menus, forms, and reports.

account status. The state or condition of a customer's accounts receivable transaction account.

accounting period. One of the divisions of a fiscal year. A fiscal year can contain 12 to 14 accounting periods, or more rarely, 52 periods. There can also be an additional period for year-end adjustments, and another additional period for audit adjustments.

adjustment. A payment and receipt application method used to modify an amount such as a minor write-off or outstanding freight charges and disputed taxes.

alphabetic character. A letter or other symbol from the keyboard (such as *&#) that represents data. Contrast with *numeric character.*

alphanumeric character. A combination of letters, numbers, and other symbols (such as *&#) that represents data.

approver number. The user ID of the person who approves vouchers for payment.

"as of" report. A report used to view the A/R Ledger and A/P Ledger tables in summary or detail for a specific point in time.

audit adjustments. The adjustments you make to G/L accounts following an audit. You generally enter these adjustments annually, following the close of the fiscal year.

audit trail. The detailed, verifiable history of a processed transaction. The history consists of the original documents, transaction entries, and posting of records, and usually concludes with a report.

backup copy. A copy of original data preserved on a magnetic tape or diskette as protection against destruction or loss.

BACS. Bank Automated Clearing System. An electronic process used in the United Kingdom.

balance forward. A receipt application method in which the receipt is applied to the oldest invoices in chronological order according to the net due date.

bank tape (lock box) processing. The receipt of payments directly from a customer's bank via customer tapes for automatic receipt application.

batch. A group of like records or transactions that the computer treats as a single unit during processing. For identification purposes, the system usually assigns each batch a unique identifier, known as a "batch number."

batch control. The verification of the number of transactions and the total amount in each batch entered into the system.

batch header. The information the computer uses as identification and control for a group of transactions or records in a batch.

batch input. A group of transactions loaded from an external source.

batch input table. An external table that holds data being loaded into the system.

batch job. A task or group of tasks you submit for processing that the system treats as a single unit during processing, for example, printing reports and purging tables. The computer performs these tasks with little or no user interaction.

batch processing. A method by which the computer selects jobs from the job queue, processes them, and writes output to the out queue. Contrast with *interactive processing.*

batch receipts entry. An alternative method (such as an optical reader or magnetic scanner) to load receipts into the J.D. Edwards Accounts Receivable system.

batch status. A code that indicates the posting status of a batch. For example, A indicates approved for posting, P indicates posting in-process, and D indicates posted.

batch type. A code that designates which J.D. Edwards system the associated transactions pertain to, thus controlling what records are selected for processing. For example, in the Post General Journal process, only unposted transaction batches with a batch type of G for General Accounting are selected for posting.

Boolean logic operand. In J.D. Edwards DREAM Writer, the parameter of the Relationship field. The Boolean logic operand tells the system to perform a comparison between certain records or parameters. Available operands are:

EQ	= Equal To
LT	= Less Than
LE	= Less Than or Equal To
GT	= Greater Than
GE	= Greater Than or Equal To
NE	= Not Equal To
NL	= Not Less Than
NG	= Not Greater Than

broadcast message. An electronic mail message that you can send to a number of recipients.

business unit. A division of your business organization that requires a balance sheet or P&L. Also called a *cost center.*

calculation method. When you restate currency, you can choose among three calculation methods: (1) period calculations, used for P&L accounts, (2) balance calculations, used for balance accounts, and (3) historical rate, used for fixed assets.

cash basis accounting. A method of accounting that recognizes revenue and expenses when monies are received and paid.

category code. In user defined codes, a temporary title for an undefined category. For example, if you are adding a code that designates different sales regions, you could change *category code 4* to *Sales Region*, and define E (East), W (West), N (North), and S (South) as the valid codes. Category codes were formerly known as *reporting codes*.

character. Any letter, number, or other symbol that a computer can read, write, and store.

chargeback. A receipt application method used to generate an invoice for a disputed amount or for the difference of an unpaid receipt.

check. See *payment.*

command. A character, word, phrase, or combination of keys you use to tell the computer to perform a defined activity.

consolidations. A method of grouping or combining information for several companies or business units. Used for reports or inquiries.

consolidation reporting. The process of combining financial statements for companies or business units so that the different entities can be represented by a single balance sheet or income statement. If the different entities operate in different currencies, consolidation reporting may be complicated by the need for currency restatement. See also *currency restatement.*

constants. Parameters or codes that rarely change. The computer uses constants to standardize information processing by an associated system. Some examples of constants are allowing or disallowing out-of-balance postings and having the system perform currency conversions on all amounts. After you set constants such as these, the system follows these rules until you change the constants.

contra/clearing account. A G/L account used by the system to offset (balance) journal entries. For example, you can use a contra/clearing account to balance the entries created by allocations.

cost allocations. A procedure used to allocate or distribute expenses, budgets, adjustments, and so on among business units, based on actual numbers.

cost center. See *business unit.*

credit message. A code used to display information about a customer's account status, such as "Over Credit Limit".

credit note reimbursement. A system generated form to reclassify a credit memo or unapplied cash record from the Accounts Receivable system to an open voucher in the Accounts Payable system.

cursor. The blinking underscore or rectangle on your form that indicates where the next keystroke will appear.

currency code. A code used to assign a currency to a customer, supplier, bank account, company, or ledger type.

currency restatement. The process of converting amounts from one currency into another currency, generally for reporting purposes. It can be used, for example, when many currencies must be restated into a single currency for consolidated reporting.

cursor sensitive help. J.D. Edwards online help function, which allows you to view a description of a field, an explanation of its purpose, and, when applicable, a list of the valid codes you can enter. To access this information, move the cursor to the field and press F1.

customer. An individual or organization that purchases goods and services.

customer ledger. The record of transactions between your company and a particular customer.

customer payment. The payment your company receives from a customer.

data. Numbers, letters, or symbols representing facts, definitions, conditions, and situations, that a computer can read, write, and store.

database. A continuously updated collection of all information a system uses and stores. Databases make it possible to create, store, index, and cross-reference information online.

data dictionary. A database table consisting of the definitions, structures, and guidelines for the usage of fields, messages, and help text. The data dictionary table does not contain the actual data itself. Also known as a *glossary.*

data types. Supplemental information, attached to a company or business unit. Narrative type contains free-form text. Code type contains dates, amounts, and so on.

date pattern. A period of time set for each period in standard and 52-period accounting.

debit statement. A list of debit balances.

default. A code, number, or parameter the system supplies when you do not enter one. For example, if an input field's default is N and you do not enter something in that field, the system supplies an N.

descriptive title. See *user defined code*.

detail. The individual pieces of information and data that make up a record or transaction. Contrast with *summary*.

display. (1) To cause the computer to show information on a terminal's form. (2) A specific set of fields and information that a J.D. Edwards system might show on a form. Some forms can show more than one display when you press a specified function key.

display field. A field of information on a form that contains a system-provided code or parameter that you cannot change. Contrast with *input field.*

display sequence. A number that the system uses to reorder a group of records on the form.

document number. A number that identifies the original document, such as voucher, invoice, unapplied cash, journal entry, and so on.

draft. A promise to pay a debt. Drafts are legal payment instruments in certain European countries.

DREAM Writer. Data Record Extraction And Management Writer. A flexible data manipulator and cataloging tool. You use this tool to select and sequence the data that is to appear on a programmed report.

EDI. Electronic data interchange. A method of transferring business documents, such as purchase orders, invoices, and shipping notices, between computers of independent organizations electronically.

edit. (1) To make changes to a table by adding, changing, or removing information. (2) The program function of highlighting fields into which you have entered inadequate or incorrect data.

EFT. Electronic funds transfer. A method of transferring funds from one company's bank account to that of another company.

effective date. The date upon which an address, item, transaction, or table becomes effective. Examples include the date a change in address becomes effective or the date a tax rate becomes effective. In the Address Book system, effective dates allow you to track past and future addresses for suppliers and customers.

execute. See *run*.

exit. (1) To interrupt or leave a computer program by pressing a specific key or a sequence of keys. (2) An option or function key displayed on a form that allows you to access another form.

expedient method. See *A/P Ledger method.*

facility. A collection of computer language statements or programs that provides a specialized function throughout a system or throughout all integrated systems. Examples include DREAM Writer and FASTR.

fast path method. See *A/P Ledger method*.

FASTR. Financial Analysis Spreadsheet Tool and Report Writer. A report writer that allows you to design your own report specifications using the general ledger database.

field. (1) An area on a form that represents a particular type of information, such as name, document type, or amount. Fields that you can enter data into are designated with underscores. See *input field* and *display field*. (2) A defined area within a record that contains a specific piece of information. For example, a supplier record consists of the fields Supplier Name, Address, and Telephone Number. The Supplier Name field contains just the name of the supplier.

52 period accounting. A method of accounting that uses each week as a separate accounting period.

finance charge. An amount charged to a customer based on a percentage assessed on an unpaid invoice exceeding the grace period.

financial reporting date. The user defined date used by the system when you run financial reports.

fiscal year. A company's tax reporting year. Retained earnings are generally calculated at the end of a fiscal year. It is often different than a calendar year. For example, a fiscal year may be the period October 1 through September 30.

flash message. A code that you define to describe the credit status of a customer. Examples include over credit limit, COD only, bad credit risk, and requires a purchase order.

fold area. An area of a form, accessed by pressing F4, that displays additional information associated with the records or data items displayed on the form.

function. A separate feature within a facility that allows you to perform a specific task, for example, the field help function.

function key. A key you press to perform a system operation or action. For example, you press F4 to have the system display the fold area of a form.

functional server. A central system location for standard business rules about entering documents such as vouchers, invoices, and journal entries. Functional servers ensure uniform processing according to guidelines you establish.

general ledger receipt. A receipt that is directly applied to a G/L account without being applied to a specific invoice. These are typically non-A/R receipts.

glossary. See *data dictionary*.

G/L method. One of the two methods J.D. Edwards provides to process 1099 tax reporting forms. Using this method, you produce 1099s from data stored in the Account Ledger table (F0911). Also called the *tough/right method*.

G/L offset. An account used by the post program to create automatic offset entries.

G/L posted code. A system code that indicates the status of individual documents. For example, P indicates that a voucher or invoice has been posted.

GST. Goods and services tax. A tax assessed in Canada.

hard copy. A presentation of computer information printed on paper. Synonymous with *printout*.

hash total. A sum produced by numbers with different meanings. For example, adding amounts in different currencies.

header. Information at the beginning of a table. This information is used to identify or provide control information for the group of records that follows.

help instructions. Online documentation or explanations of fields that you access by pressing the Help key or by pressing F1 with your cursor in a particular field.

helps. See *help instructions*.

hidden selections. Menu selections you cannot see until you enter HS in a menu's Selection field. Although you cannot see these selections, they are available from any menu. They include such items as Display Submitted Jobs (33), Display User Job Queue (42), and Display User Print Queue (43). The Hidden Selections window displays three categories of selections: user tools, operator tools, and programmer tools.

indexed allocations. A procedure used to allocate or distribute expenses, budgets, adjustments, and so on, among business units, based on a fixed percentage.

input. Information you enter in the input fields on a form or that the computer enters from other programs, then edits and stores in tables.

input field. An area on a form, distinguished by underscores (_ _), where you type data, values, or characters. A field represents a specific type of information, such as name, document type, or amount. Contrast with *display field*.

install system code. The code that identifies a J.D. Edwards system. Examples are 01 for the Address Book system, 04 for the Accounts Payable system, and 09 for the General Accounting system.

integrity test. A process used to supplement a company's internal balancing procedures by locating and reporting balancing problems and data inconsistencies.

interactive processing. A job the computer performs in response to commands you enter from a terminal. During interactive processing, you are in direct communication with the computer, and it might prompt you for additional information during the processing of your request. See *online*. Contrast with *batch processing.*

interest invoice. An invoice calculated on paid invoices whose payment was received after the specified due dates.

interest rate computation code. A code used to define the rates and effective dates used for calculating interest charges.

interface. A link between two or more J.D. Edwards systems that allows these systems to send information to and receive information from one another.

invalid account. A G/L account that has not been set up in the Account Master table (F0901).

invoice match. A receipt application method where the receipt is applied to specific invoices. A discount can be allowed or disallowed using invoice match.

jargon. A J.D. Edwards term for system-specific help text. You base your help text on a specific reporting code you designate in the Data Dictionary Glossary. You can display this text as part of online help.

job. A single identifiable set of processing actions you tell the computer to perform. You start jobs by choosing menu selections, entering commands, or pressing designated function keys. An example of a computer job is payment printing in the Accounts Payable system.

job queue. A form that lists the batch jobs you and others have told the computer to process. When the computer completes a job, the system removes the job's identifier from the list.

justify. To shift information you enter in an input field to the right or left side of the field. Many of the facilities within J.D. Edwards systems justify information. The system does this only after you press Enter.

key field. A field common to each record in a table. The system uses the key field designated by the program to organize and retrieve information from the table.

language preference. An address book code used to specify a language to use when displaying information.

leading zeros. A series of zeros that certain facilities in J.D. Edwards systems place in front of a value you enter. This normally occurs when you enter a value that is smaller than the specified length of the field. For example, if you enter 4567 in a field that accommodates eight numbers, the facility places four zeros in front of the four numbers you enter. The result appears as 00004567.

ledger type. A ledger used by the system for a particular purpose. For example, all transactions are recorded in the AA (actual amounts) ledger type in their domestic currency. The same transactions may also be stored in the CA (foreign currency) ledger type. Also known as a *ledger.*

level of detail. (1) The degree of difficulty of a menu in J.D. Edwards software. The levels of detail for menus are as follows:

> A=Major Product Directories
> B=Product Groups
> 1=Basic Operations
> 2=Intermediate Operations
> 3=Advanced Operations
> 4=Computer Operations
> 5=Programmers
> 6=Advanced Programmers

Also known as *menu levels.* (2) The degree to which account information in the General Accounting system is summarized. The highest level of detail is 1 (least detailed) and the lowest level of detail is 9 (most detailed).

logged vouchers. See *voucher logging.*

mail distribution list. A list of people to whom you send electronic mail messages. This list enables you to quickly send notices, instructions, or requests to a predefined group of people.

master table. A computer table that a system uses to store data and information which is permanent and necessary to the system's operation. Master tables might contain data or information such as paid tax amounts and supplier names and addresses.

matching document. A document associated with an original document to complete or change a transaction.

menu. A form that displays numbered selections. Each of these selections represents a program. To access a selection from a menu, type the selection number and then press Enter.

menu levels. See *level of detail.*

menu masking. A security feature of J.D. Edwards systems that lets you prevent individual users from accessing specified menus or menu selections. The system does not display the menus or menu selections to unauthorized users.

menu message. Text that appears on a form after you make a menu selection. It displays a warning, caution, or information about the requested selection.

mode. A code that specifies whether amounts are in the domestic currency of the company the invoices or vouchers are associated with or in the foreign currency of the transaction.

monetary account. (1) In common usage, any funds account. (2) In J.D. Edwards more specific usage, a bank account limited to transactions in a single currency.

multiple AAI revisions. The process of revising several automatic accounting instructions at one time.

next number facility. A J.D. Edwards software facility you use to control the automatic numbering of such items as new G/L accounts, vouchers, and addresses. It lets you specify your desired numbering system and provides a method to increment numbers to reduce transposition and typing errors.

next status. The next step in the payment process for payment control groups. The next status can be either WRT (write) or UPD (update).

numeric character. Represents data using the numbers 0 through 9. Contrast with *alphabetic character* and *alphanumeric character*.

offline. Computer functions that are not under the continuous control of the system. For example, if you run a certain job on a personal computer and then transfer the results to a host computer, that job is considered an offline function. Contrast with *online*.

online. Computer functions over which the system has continuous control. Each time you work with a J.D. Edwards system-provided form, you are online with the system. Contrast with *offline*. See *interactive processing*.

online information. Information the system retrieves, usually at your request, and immediately displays on the form. This information includes items such as database information, documentation, and messages.

operand. See *Boolean logic operand.*

option. A numbered selection from a J.D. Edwards form that performs a particular function or task. To select an option, you enter its number in the Option field next to the item you want the function performed on. When available, for example, option 4 allows you to return to a prior form with a value from the current form.

original document. The document that initiates a transaction in the system.

output. Information the computer transfers from internal storage to an external device, such as a printer or a computer form.

output queue. A form that lists the spooled tables (reports) you have told the computer to write to an output device, such as a printer. After the computer writes a table, the system removes that table's identifier from the online list.

override. The process of entering a code or parameter other than the one provided by the system. Many J.D. Edwards systems offer forms that provide default field values when they appear. By typing a new value over the default code, you can *override* the default. See *default*.

P&L. Profit and loss statement.

parameter. A number, code, or character string you specify in association with a command or program. The computer uses parameters as additional input or to control the actions of the command or program.

parent/child relationship. A hierarchical relationship among your addresses (suppliers, customers, or prospects). One address is the parent and one or more subordinate addresses are children for that parent. This relationship is helpful, for example, when you want to send billing for field offices (subsidiary companies) to the corporate headquarters.

password. A unique group of characters that you enter when you sign on to the system that the computer uses to identify you as a valid user.

pay item. A line item in a voucher.

pay status. The current condition of the payment, such as paid or payment-in-process.

payment. The system creates payments when you use the Create Payment Groups program. It is important to understand that payments can exist before you write them.

payment control group. A system-generated group of payments with similar information (such as bank account). The system processes all payments in a payment control group at the same time. Also known as a *payment group.*

payment group. See *payment control group.*

payment instrument. The method of payment, such as check, draft, EFT, and so on.

payment stub. The printed record of a payment.

payment terms. The amount of time allowed to pay a voucher or invoice, with or without a discount.

posted code. A code that indicates whether a transaction or batch has been posted.

pre-note code. A code that indicates whether a supplier is set up or in the process of being set up for electronic funds transfer (EFT).

printout. A presentation of computer information printed on paper. Synonymous with *hard copy*.

print queue. An online list (form) of written tables that you have told the computer to print. Once the computer prints the table, the system removes the table's identifier from the online list. See *output queue*.

processing options. A feature of the J.D. Edwards DREAM Writer that allows you to supply parameters to direct the functions of a program. For example, processing options allow you to specify defaults for certain form displays, control the format in which information gets printed on reports, change the way a form displays information, and enter "as of" dates.

program. A collection of computer statements that tells the computer to perform a specific task or group of tasks.

program specific help text. Glossary text that describes the function of a field within the context of the program.

prompt. (1) A reminder or request for information displayed by the system. When a prompt appears, you must respond in order to proceed. (2) A list of codes or parameters or a request for information provided by the system as a reminder of the type of information you should enter or action you should take.

pseudo company. A fictitious company used in consolidations.

PST. Provincial sales tax. A tax assessed by individual provinces in Canada.

purge. The process of removing records or data from a system table.

rate type. For currency exchange transactions, the rate type distinguishes different types of exchange rates. For example, you may use both period average and period-end rates, distinguishing them by rate type.

realized gain/loss. Currency gains and losses are incurred due to fluctuating currency exchange rates. A gain/loss is realized when you pay the invoice or voucher. See also *unrealized gain/loss.*

record. A collection of related, consecutive fields of data the system treats as a single unit of information. For example, a supplier record consists of information such as the supplier's name, address, and telephone number.

recurring frequency. The cycle in which a recurring voucher becomes due for payment, for example, monthly or quarterly.

recurring invoice. An invoice that becomes due for payment on a regular cycle, such as a lease payment.

recurring voucher. A voucher that comes due for payment on a regular cycle, such as a lease payment.

recycle. A process used to create the next cycle (for example, next month's) of recurring invoices or vouchers.

refresh. A process used to update a customer's credit and collection information, such as Credit Analysis Refresh.

reporting code. See *category code.*

reset. The process of changing a payment from a completed status to a next status of WRT (write). This allows you to correct or reprint payments.

reverse. A method used to automatically create an opposite entry at the time the original transaction is posted to the general ledger.

reverse image. Form text that displays in the opposite color combination of characters and background from what the form typically displays (for example, black on green instead of green on black).

routing/transit number. A number that uniquely identifies U.S. banks. This number is assigned by the Federal Reserve Board and consists of two parts: a routing number and a transit number.

run. To cause the computer to perform a routine, process a batch of transactions, or carry out computer program instructions.

scroll. To use the roll keys to move form information up or down a form at a time. When you press the Rollup key, for instance, the system replaces the currently displayed text with the next form of text if more text is available.

selection. Found on J.D. Edwards menus, selections represent functions that you can access from a given menu. To make a selection, you type its associated number in the Selection field and press Enter.

self-reconciling item. An item that does not require reconciliation.

sequence review ID. Defines the order in which payments print in a payment group. Each sequence review ID has its own data sequence and a code that indicates whether the system sorts each data item in ascending or descending order.

single AAI revision. The process of revising one automatic accounting instruction at a time.

soft coding. A J.D. Edwards term that describes an entire family of features that allows you to customize and adapt J.D. Edwards software to your business environment. These features lessen the need for you to use computer programmers when your data processing needs change.

software. The operating system and application programs that tell the computer how and what tasks to perform.

special character. Representation of data in symbols that are neither letters nor numbers. Some examples are * & # /.

special period/year. The date used to determine the *source* balances for an allocation.

speed code. A user defined code that represents a G/L account number. Speed codes can be used to simplify data entry by making G/L accounts easier to remember

spool. The function by which the system puts generated output into a storage area to await printing and processing.

spooled table. A holding table for output data waiting to be printed or input data waiting to be processed.

spread. A payables and receipt application method used to distribute and apply an unapplied voucher, receipt, debit memo, or credit memo to open vouchers or invoices.

Standard Industry Code (SIC). A code the U.S. government developed to classify U.S. companies as to their economic activity. Examples include agricultural services (0100), wholesale trade (5000), and services (7000).

stop date. The date an allocation becomes inactive.

structure type. A code that identifies a type of organization structure with its own hierarchy in the Address Book system. Examples include accounts receivable or electronic mail.

subtable. An area on the form where the system displays detailed information related to the header information at the top of the form. Subtables might contain more information than the form can display in the subtable area. If so, use the roll keys to display the next form of information. See *scroll*.

submit. See *run*.

supplemental data. Additional information about a business unit not contained in the master tables.

supplier. An individual or organization that provides goods and services. Also called a *vendor*.

supplier ledger. The record of transactions between your company and a particular supplier.

supplier payment. The payment your company makes to a supplier.

summary. The presentation of data or information in a cumulative or totaled manner in which most of the details have been removed. Many of the J.D. Edwards systems offer forms and reports that are summaries of the information stored in certain tables.

system. A collection of computer programs that allows you to perform specific business tasks. Some examples of applications are Accounts Payable, Inventory, and Order Processing. Synonymous with *application*.

table. A collection of related data records organized for a specific use and electronically stored by the computer.

three-tier processing. The task of entering, approving, and posting batches of transactions.

third party software. Programs provided to J.D. Edwards clients by companies other than J.D. Edwards.

TI code. A code that identifies the type of receipt application, which directly affects the way the receipt is processed.

time log. An electronic mail method for tracking employees' time in the office. The time log lists when employees sign in, sign out, and employee remarks about their whereabouts and activities.

tolerance range. The amount by which taxes entered manually can vary from the system-calculated tax.

tough/right method. See *G/L method*.

transaction code. A code that distinguishes the type of transaction on a bank statement.

transit account. A G/L account used to hold funds until they can be allocated to the correct account.

translation adjustment account. An optional G/L account used in currency restatement to record the total adjustments at a company level.

undo. To remove the payments from the payment run so that they no longer appear on any A/P payment review form. The system clears them from the worktable and moves vouchers from a pay status of # (payment in-process) to pay status A (approved).

unrealized gain/loss. Currency gains and losses are incurred due to fluctuating currency exchange rates. A gain/loss is unrealized until you pay the invoice or voucher. See also *realized gain/loss.*

update. Add new payments and void payments to the A/P Ledger (F0411), Accounts Payable Matching Document (F0413), and Accounts Payable Matching Document Detail (F0414) tables. The system updates these tables during payment processing and prints the payment register.

user defined code. The individual codes you create and define within a user defined code type. Code types are used by programs to edit data and allow only defined codes. These codes might consist of a single character or a set of characters that represents a word, phrase, or definition. These characters can be alphabetic, alphanumeric, or numeric. For example, in the user defined code type list ST (Search Type), a few codes are C for Customers, E for Employees, and V for Suppliers.

user defined code (type). The identifier for a list of codes with a meaning you define for the system (for example, ST for the Search Type codes list in Address Book). J.D. Edwards systems provide a number of these lists and allow you to create and define lists of your own. User defined codes were formerly known as *descriptive titles.*

user identification (user ID). The unique name you enter when you sign on to a J.D. Edwards system to identify yourself to the system. This ID can be up to 10 characters long and can consist of alphabetic, alphanumeric, and numeric characters.

valid codes. The allowed codes, amounts, or types of data that you can enter in a specific input field. The system checks, or edits, user defined code fields for accuracy against the list of valid codes.

variable numerator allocations. A procedure used to allocate or distribute expenses, budgets, adjustments, and so on, among business units, based on a variable.

VAT. Value-added tax. A recoverable tax assessed in some countries.

vendor. See *supplier.*

video. The display of information on your monitor form. Normally referred to as the *form*.

vocabulary overrides. A J.D. Edwards facility that lets you to override field, row, or column title text on a form-by-form or report-by-report basis.

void. A method used to create a reversing entry of the original transaction. Voiding a transaction leaves an audit trail.

voucher logging. The process of entering vouchers without distributing amounts to specific G/L accounts. The system initially distributes the total amount of each voucher to a G/L suspense account, where it is held until you redistribute it to the correct G/L account or accounts.

voucher match. A payment application method where the payment is applied to specific vouchers.

who's who. A term that J.D. Edwards uses to identify contacts at a particular company. Examples include billing, collections, and sales personnel.

window. A software feature that allows a part of your form to function as if it were a form in itself. Windows serve a dedicated purpose within a facility, such as searching for a specific valid code for a field.

word search stop word. A common word that the query search in the Address Book system ignores. Examples include street, avenue, or building.

worked. A code used to indicate whether a customer's account has been reviewed and updated. For example, you "work" an account by changing a customer's credit limit or customers who are eligible for a credit review.

write-off. A receipt application method where the receipt is applied to the invoice and the difference is written off. You can "write-off" both overpayments and underpayments.

write payment. A step in processing payments. Writing payments includes printing checks, drafts, and creating a bank tape table.

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