



Purchase Retrospective Discounts



The Need

Vendor incentives come in many forms and need to be appropriate to individual trading circumstances. For some vendors, particularly those who are selling to a customer regularly but in small amounts, it is often more practical to incentivize them over a period of time by providing a retrospective discount plan that will allow the customer to achieve a cumulative discount. The plan may be related to individual product volumes or overall turnover.

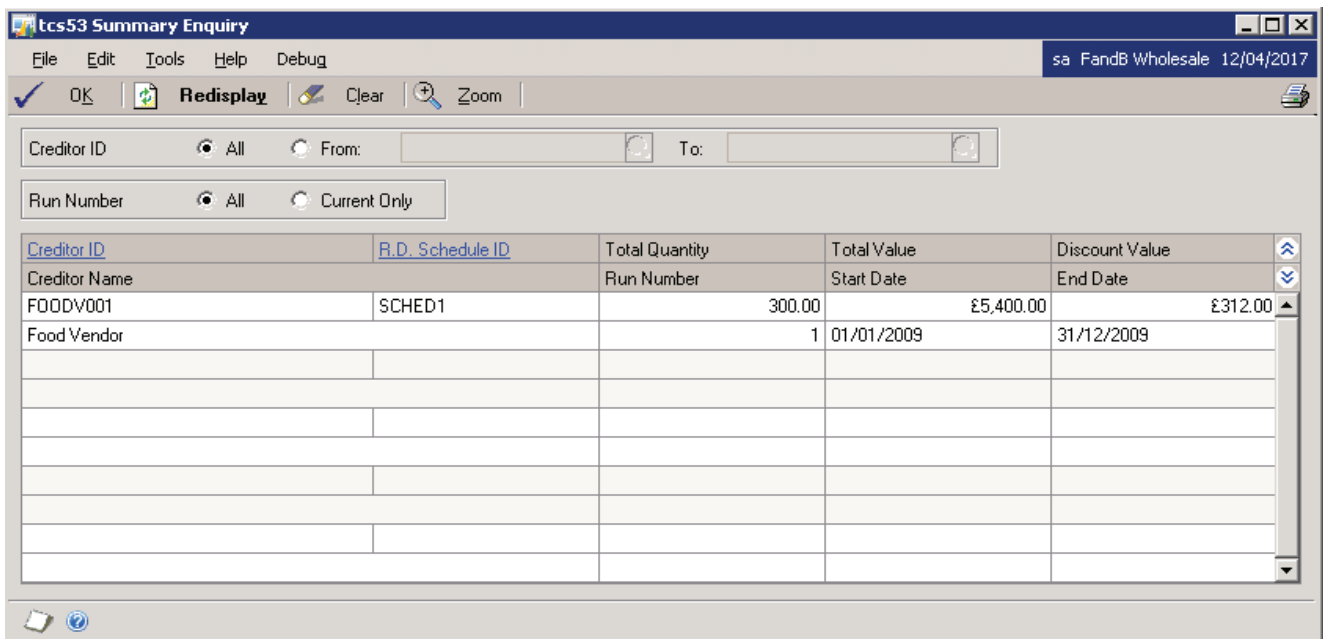
The Solution

The m-hance Purchase Retrospective Discounts module allows for the management and monitoring of these plans.

Key Features:

- Progress monitoring

Inquiries and reports allow for easy access to all levels of information, from a detailed view of a single vendor's latest position through to a summary of the overall potential company liability against accrued purchase retrospective discounts. Inquiries can be drilled down to individual transactions of all sales negotiation activity.



The screenshot shows a software window titled 'tcs53 Summary Enquiry' with a menu bar (File, Edit, Tools, Help, Debug) and a toolbar (OK, Redisplay, Clear, Zoom). The window content includes search filters for 'Creditor ID' (All, From, To) and 'Run Number' (All, Current Only). Below the filters is a table with the following data:

Creditor ID	R.D. Schedule ID	Total Quantity	Total Value	Discount Value
Creditor Name		Run Number	Start Date	End Date
FOODV001	SCHED1	300.00	£5,400.00	£312.00
Food Vendor		1	01/01/2009	31/12/2009

- Discount parameters

Discounts may be given irrespective of volume or value of purchases. It is also possible to build plans with staged targets based on either volume or value.

These may relate to individual items or to item groups. The discounts themselves may be 'value off' or 'percentage off.'

- Automated update routines

A single separate routine allows the current purchase retrospective discount position to be updated regularly from the latest purchase transactions. Further routines allow for the opening and closing of qualifying periods and for the purging of completed plans.

- Flexible discount plans and schedules

Purchase retrospective discount plans and schedules can be configured to cover quality time periods. Discounts may be applied to individual items or to groups of items. These can be assigned to single or multiple vendors to provide maximum flexibility.

What It Means For You

- Manage complex plans and schedules

Demand for purchase retrospective discounts often originates from the vendor themselves. Larger corporate vendors may dictate the ways in which they wish to see these arrangements structured. The module is designed to be flexible enough to meet a wide range of needs that may differ widely from vendor to vendor.

- Accrue for discount liability

Potential discount liability can fluctuate dramatically depending on whether or not a company hits specified targets within qualifying periods. Automated purchase retrospective discount management within the core product enables financial controllers to make informed and accurate predictions of potential liability.

- Monitor true profitability

Accruing for retrospective discount liability within the core system facilitates the analysis of true profitability over a period of time.



m-hance provides m-hancements (formerly known as Trinity Myridas) to maximize the value customers realize from their Microsoft Dynamics GP investment. m-hance provides business software solutions which enable Microsoft Dynamics users to save time, cut costs and increase efficiency. m-hance is one of the largest Microsoft Dynamics partners in the world and is recognized as a successful and accredited solutions developer. m-hance provides Microsoft partners across 20 different countries with integrated software modules. These solutions extend the functionality of their clients' core Dynamics GP application with m-hancements covering Distribution, Telesales, Inventory, Procurement, Bank Management, and Document Management.

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