

Avanade Trade Organization Structure

User Documentation
Dynamics 365 for Operations



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1 Introduction

The Trade Organization Structure (TOS) makes it possible to consider the accounts receivable master hierarchically in accordance with the organizational structure of the customer. For example, National or International company structures can thereby be mapped.

Based on these hierarchical levels it is possible to maintain selling prices, discounts as well as item listing. Based on the below listed structure, selling prices, discounts and item listing are passed on to the corresponding levels (debtors and/or customer orders).

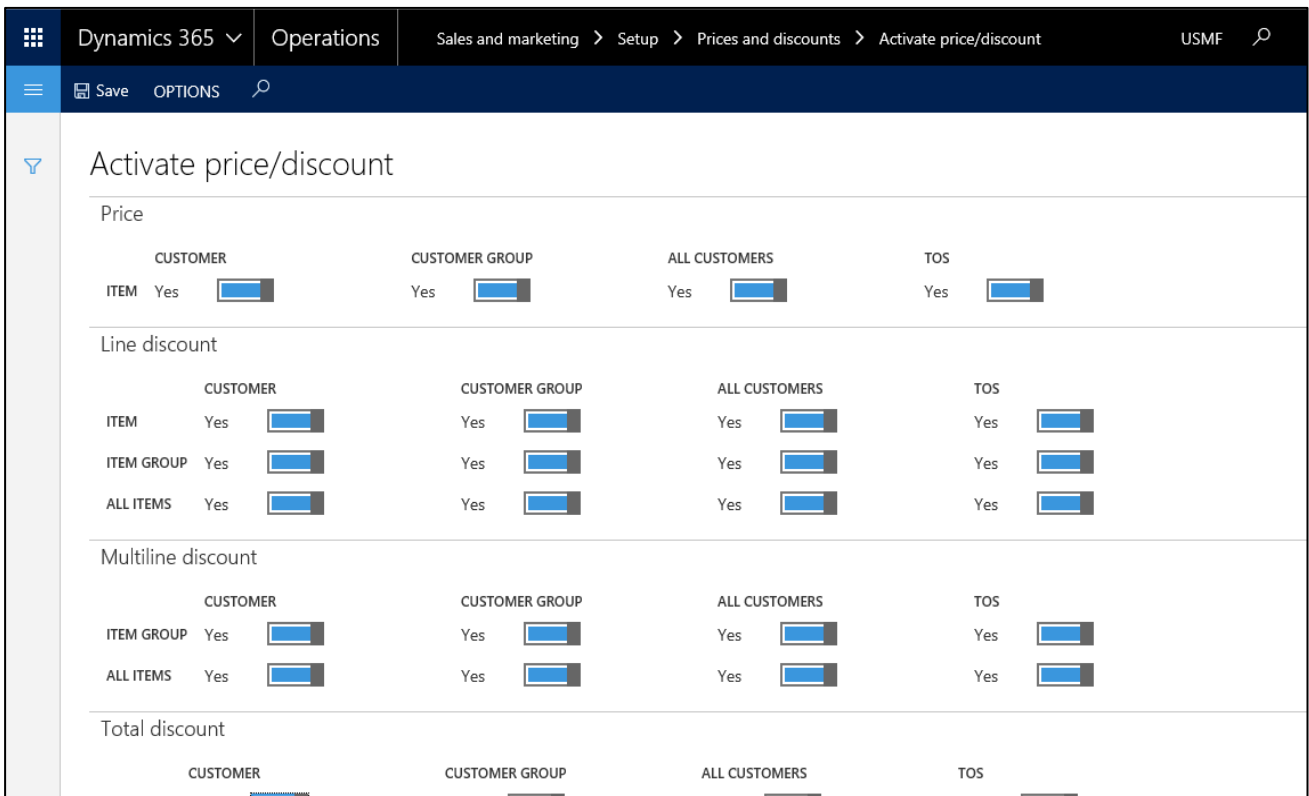
Likewise, this TOS can also be used for statistic evaluations. It is to be noted that such report and/or evaluations must be individually implemented based on a TOS structure and are not considered in the standard evaluations.

2 TOS Activation & Setup

2.1 Activation of TOS

The activation of "search for trade agreements" is necessary also on the TOS-level.

Navigate to Sales and Marketing > Setup > Price and Discount > Activate Price/ Discount (in all registers the check boxes for TOS are selected).



Category	CUSTOMER	CUSTOMER GROUP	ALL CUSTOMERS	TOS
Price	ITEM Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/>
Line discount	ITEM Yes <input checked="" type="checkbox"/> ITEM GROUP Yes <input checked="" type="checkbox"/> ALL ITEMS Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>
Multiline discount	ITEM GROUP Yes <input checked="" type="checkbox"/> ALL ITEMS Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>	Yes <input checked="" type="checkbox"/> Yes <input checked="" type="checkbox"/>
Total discount	CUSTOMER <input checked="" type="checkbox"/>	CUSTOMER GROUP <input checked="" type="checkbox"/>	ALL CUSTOMERS <input checked="" type="checkbox"/>	TOS <input checked="" type="checkbox"/>

The trade agreements are browsed in this order:

1. Table (Table of debtor)
2. Group (Table of price group)
3. TOS
4. All

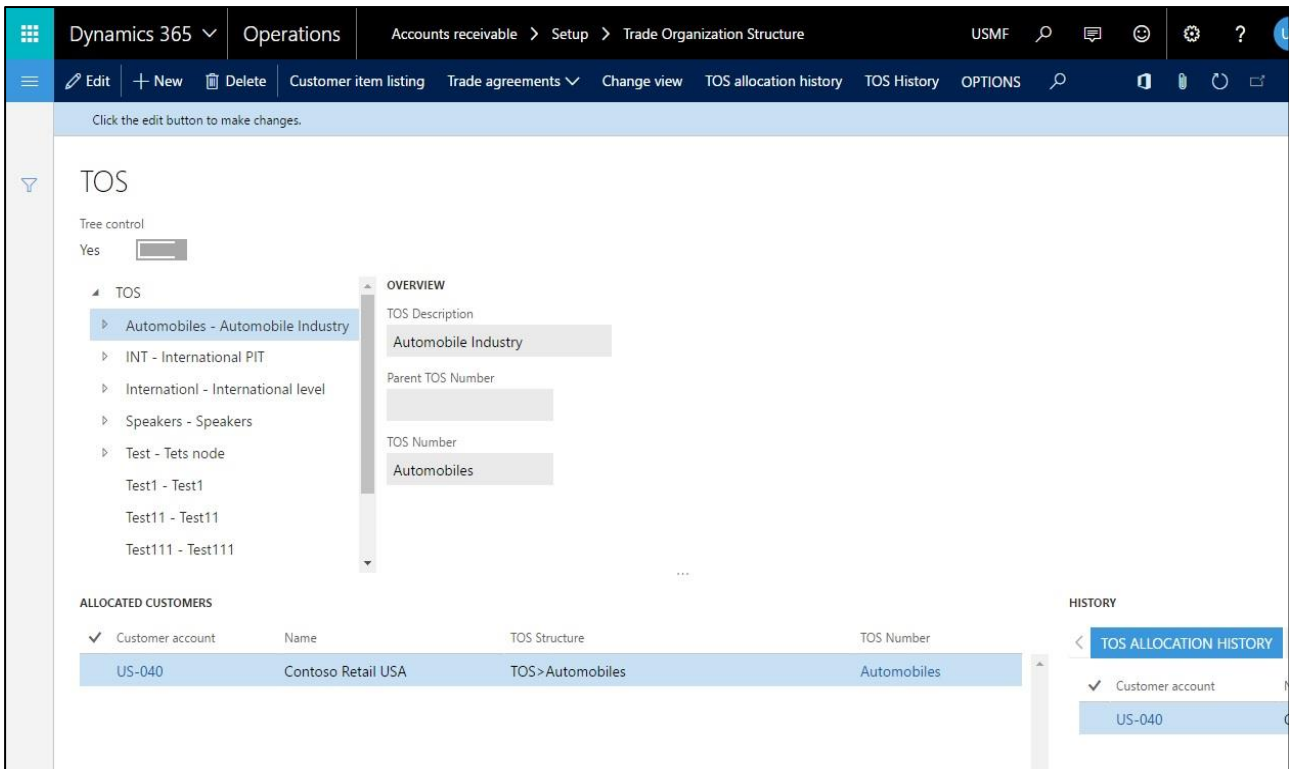
2.2 Setting up Trade Organization Structure

In the screen TOS, the customer structure can be developed based on the actual conditions. Likewise, it can be visualized, which debtors are assigned to a node or a sub-node. Also, it is recorded, if the TOS structure changes itself or the assignment of a debtor to a node.

While the development of an TOS structure it is to be particularly ensured that this also corresponds to effective requirements, with regards to the commercial agreements and/or item listing that are to be mapped.

It is recommended that the TOS structure should be examined before the final definition, based on practical examples.

- 1) Navigate to a) Sales and Marketing > Setup > Customers > Trade organization structure /
b) Accounts Receivable > Setup > Trade organization structure



Click the edit button to make changes.

TOS

Tree control
Yes ☐

- TOS
 - Automobiles - Automobile Industry
 - INT - International PIT
 - International - International level
 - Speakers - Speakers
 - Test - Tets node
 - Test1 - Test1
 - Test11 - Test11
 - Test111 - Test111

OVERVIEW

TOS Description
Automobile Industry

Parent TOS Number

TOS Number
Automobiles

ALLOCATED CUSTOMERS

Customer account	Name	TOS Structure	TOS Number
US-040	Contoso Retail USA	TOS>Automobiles	Automobiles

HISTORY

TOS ALLOCATION HISTORY

- Customer account
 - US-040

- 2) The check box 'Tree Control' can be used to justify whether the TOS is to be represented in graphic form or tabular form

Dynamics 365 Operations Accounts receivable > Setup > Trade Organization Structure USMF

Save + New Delete Customer item listing Trade agreements Change view TOS allocation history TOS History OPTIONS

TOS

Tree control
No

✓ TOS Description	Parent TOS Number	TOS Number ↑
Automobile Industry		Automobiles
Bluetooth Speakers	Bose	Bluetooth
Bose speakers	Speakers	Bose
International PIT		INT
International level		Internationl
JBL speakers	Speakers	JBL
Model 1	JBI Bltooth	JBI - 1
Bluetooth speakers	JBL	JBI Bltooth

ALLOCATED CUSTOMERS

✓ Customer account	Name	TOS Structure	TOS Number
US-040	Contoso Retail USA	TOS>Automobiles	Automobiles

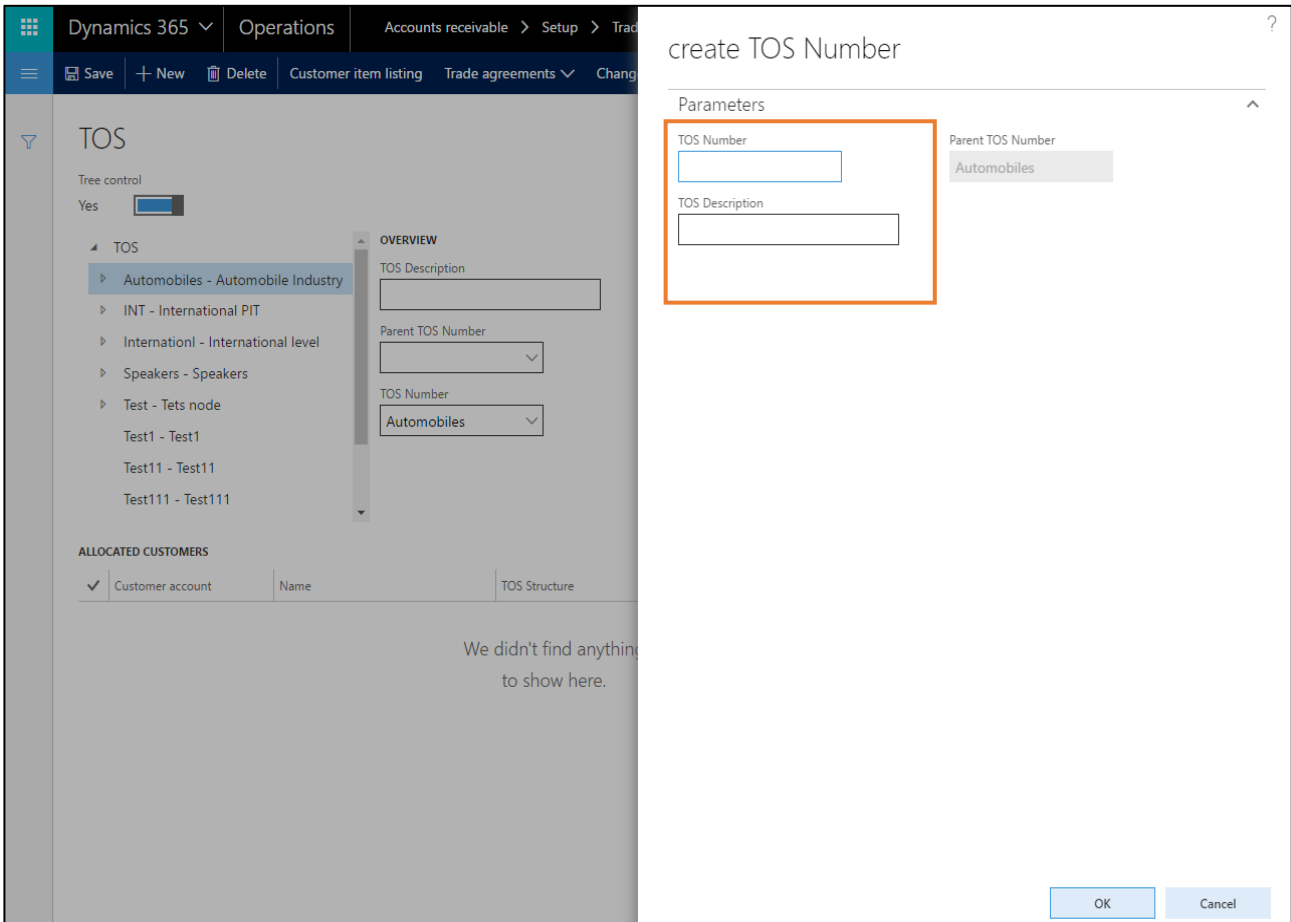
HISTORY

TOS ALLOCATION HISTORY

✓ Customer account	Name
US-040	Cor

3) A new TOS-level can be created by clicking 'New' button) on the top action bar after the selection of respective parent node.

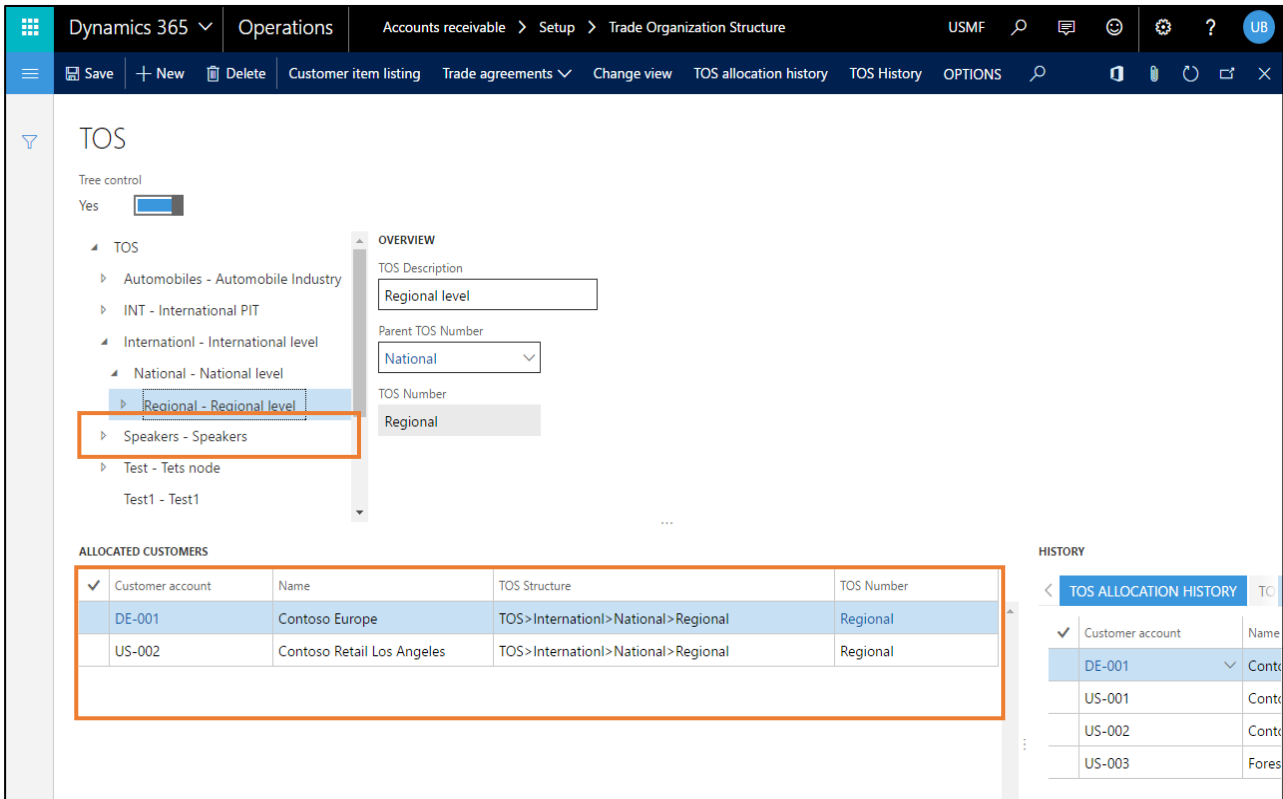
4) Thereby a corresponding predecessor can be defined in the field 'TOS Number' & 'TOS Description' and thus a structure can be developed.



The creation of a new data record can be accomplished both in the structural- and tabular view.

2.2.1 Screen TOS – Allocated Customers

In the TOS screen, it is evident in a glance, which customers are assigned to the current marked node, as well as possible further Sub nodes.



TOS

Tree control
Yes ☒

- TOS
 - Automobiles - Automobile Industry
 - INT - International PIT
 - International - International level
 - National - National level
 - Regional - Regional level**
 - Speakers - Speakers
 - Test - Tets node
 - Test1 - Test1

OVERVIEW

TOS Description
Regional level

Parent TOS Number
National

TOS Number
Regional

ALLOCATED CUSTOMERS

Customer account	Name	TOS Structure	TOS Number
DE-001	Contoso Europe	TOS>International>National>Regional	Regional
US-002	Contoso Retail Los Angeles	TOS>International>National>Regional	Regional

HISTORY

TOS ALLOCATION HISTORY

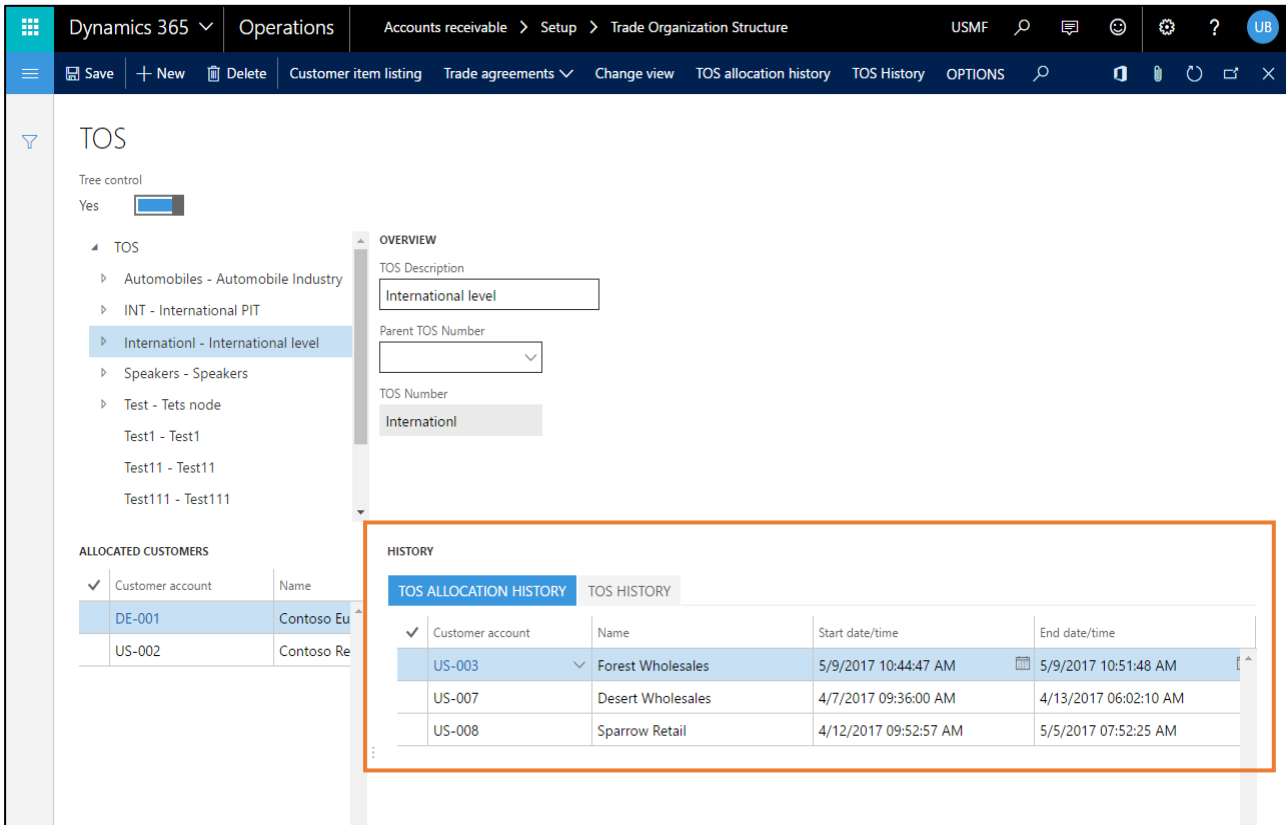
Customer account	Name
DE-001	Contoso Europe
US-001	Contoso Europe
US-002	Contoso Europe
US-003	Contoso Europe

If the selection/marketing of the TOS-nodes changes, then the view within the range of “Allocated customers” is also updated accordingly.

2.2.2 Screen TOS – Allocation History

It can be seen how long a customer was / is assigned to the current selected/marked TOS node. The assignment debtor to TOS node is further described below in sub-point 2.2.3.

If the selection/marketing of the TOS nodes changes, then allocation history is also updated accordingly.



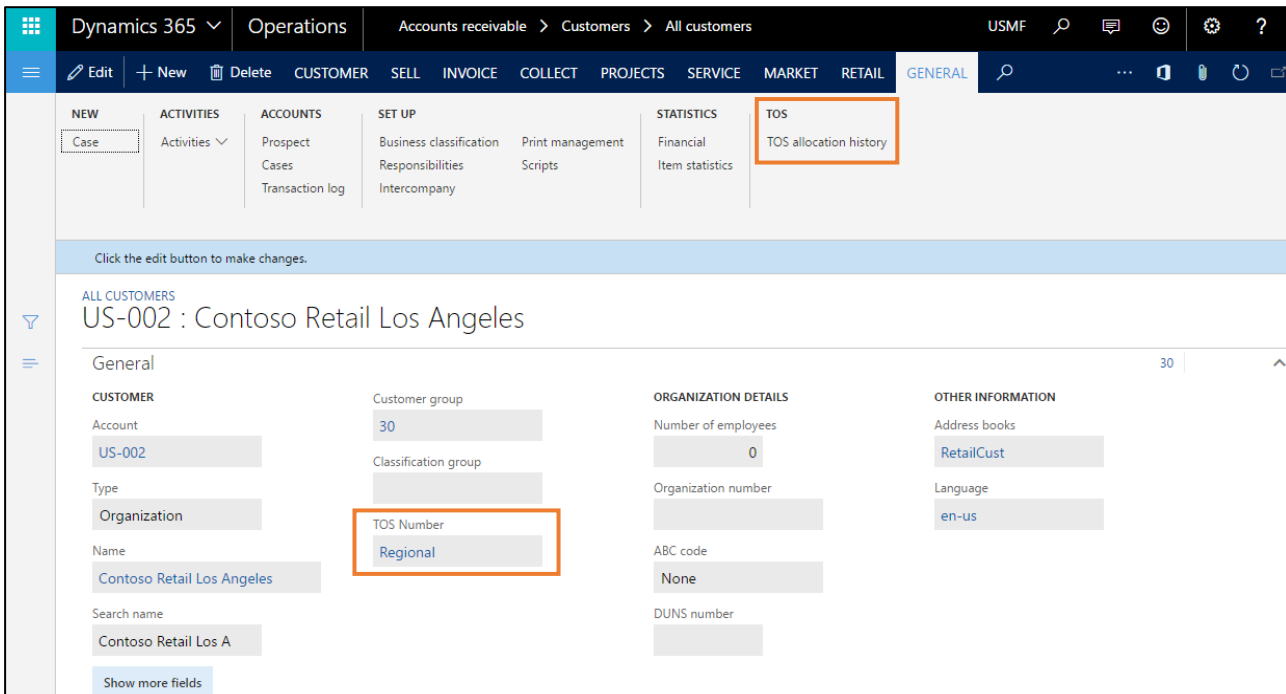
The screenshot shows the Dynamics 365 interface for Trade Organization Structure. The left pane displays a tree control with the following structure:

- TOS
 - Automobiles - Automobile Industry
 - INT - International PIT
 - International - International level (selected)
 - Speakers - Speakers
 - Test - Tets node
 - Test1 - Test1
 - Test11 - Test11
 - Test111 - Test111

The main pane shows the 'OVERVIEW' tab for the selected TOS. It includes fields for TOS Description (International level), Parent TOS Number, and TOS Number (International). Below this is the 'HISTORY' tab, which contains a table titled 'TOS ALLOCATION HISTORY'.

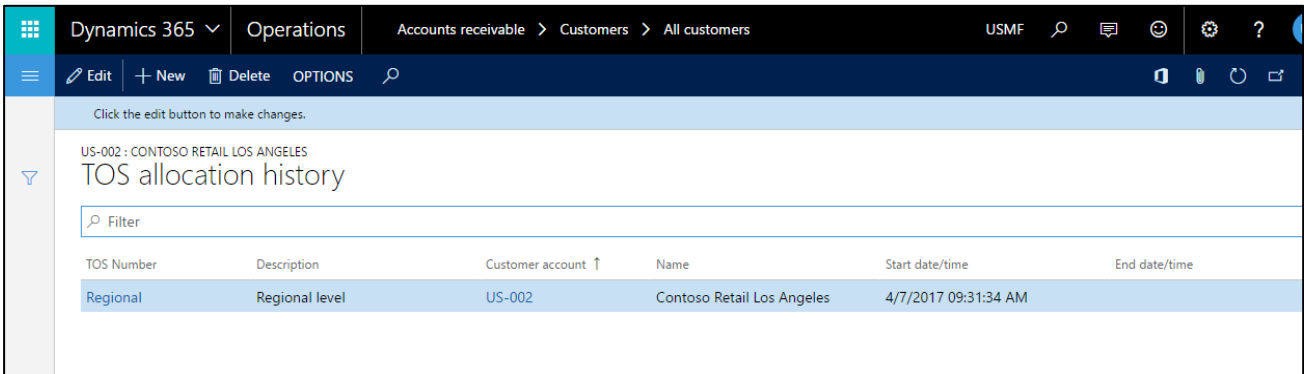
Customer account	Name	Start date/time	End date/time
US-003	Forest Wholesales	5/9/2017 10:44:47 AM	5/9/2017 10:51:48 AM
US-007	Desert Wholesales	4/7/2017 09:36:00 AM	4/13/2017 06:02:10 AM
US-008	Sparrow Retail	4/12/2017 09:52:57 AM	5/5/2017 07:52:25 AM

This inquiry can even be implemented directly from the customer master as given below:



The screenshot shows the Dynamics 365 Customer Master interface for customer US-002: Contoso Retail Los Angeles. The 'GENERAL' tab is selected, and the 'TOS' section is highlighted. The 'TOS allocation history' link is visible. The 'TOS' section includes a table with the following data:

Customer account	Name	Start date/time	End date/time
US-003	Forest Wholesales	5/9/2017 10:44:47 AM	5/9/2017 10:51:48 AM
US-007	Desert Wholesales	4/7/2017 09:36:00 AM	4/13/2017 06:02:10 AM
US-008	Sparrow Retail	4/12/2017 09:52:57 AM	5/5/2017 07:52:25 AM



Click the edit button to make changes.

US-002 : CONTOSO RETAIL LOS ANGELES
TOS allocation history

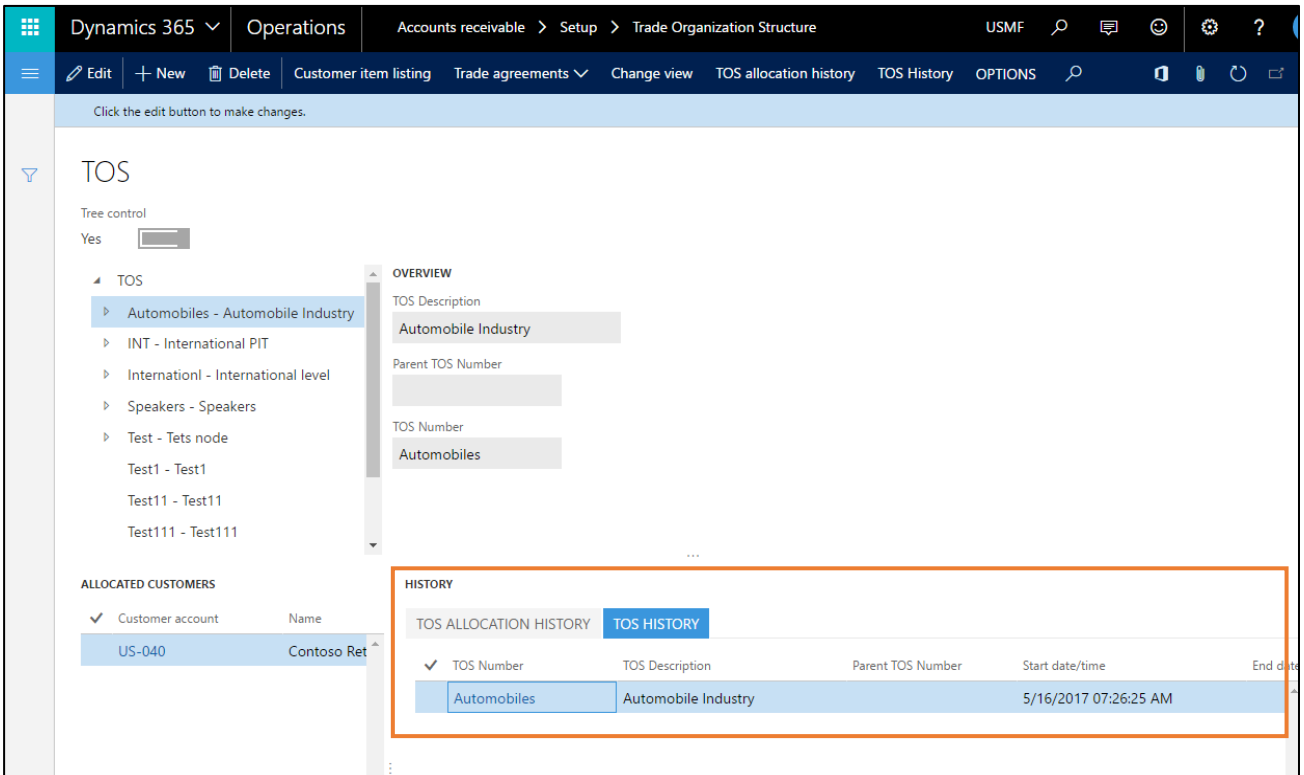
Filter

TOS Number	Description	Customer account ↑	Name	Start date/time	End date/time
Regional	Regional level	US-002	Contoso Retail Los Angeles	4/7/2017 09:31:34 AM	

2.5 Screen TOS – TOS History

In the TOS screen, it is logged whether and/or how the TOS structure changed. i.e., each change of the predecessor node is likewise documented with a timestamp.

If the selection/markings of the TOS node changes, then the view of the TOS History is also updated accordingly.



Click the edit button to make changes.

TOS

Tree control
Yes ☐

OVERVIEW

TOS Description
Automobile Industry

Parent TOS Number

TOS Number
Automobiles

ALLOCATED CUSTOMERS

✓ Customer account Name

US-040 Contoso Ret

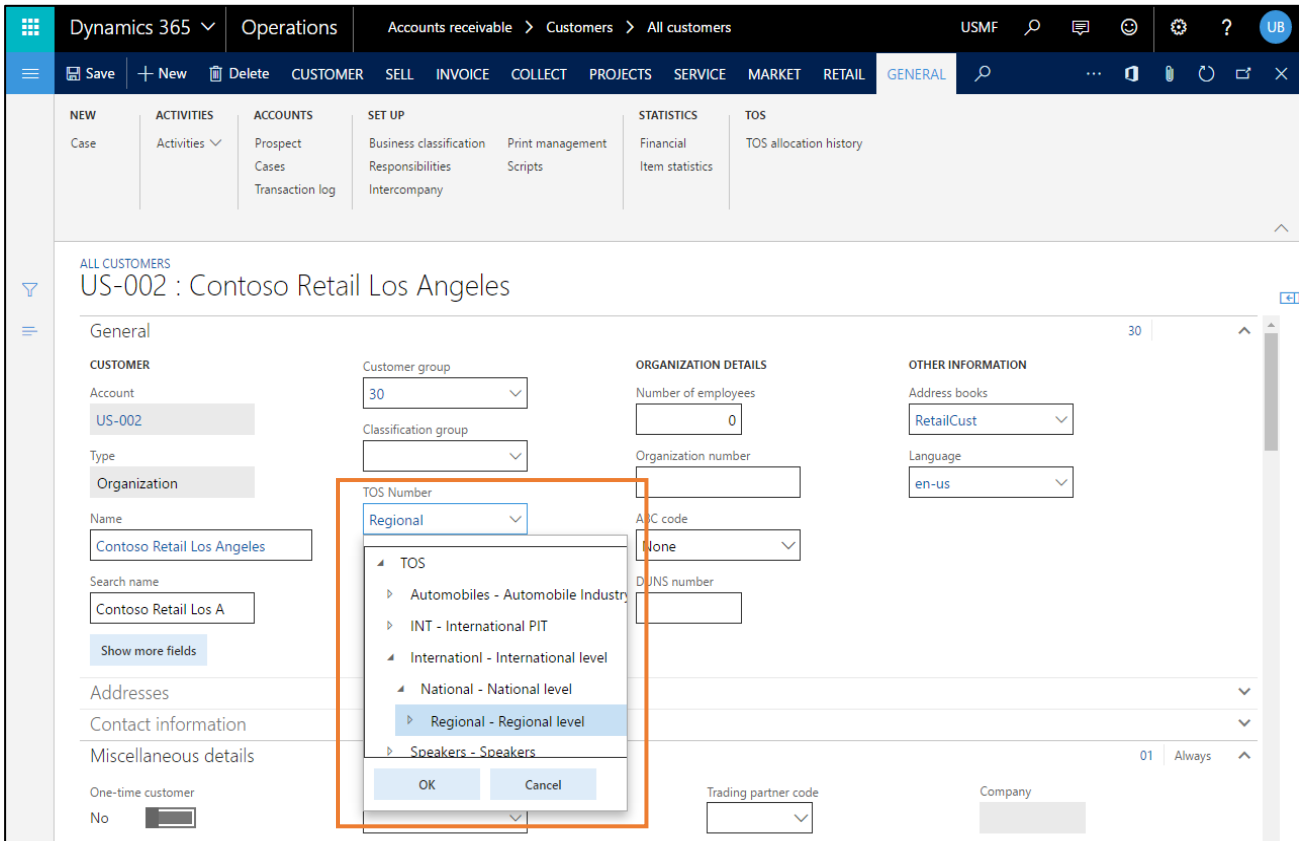
HISTORY

TOS ALLOCATION HISTORY TOS HISTORY

✓ TOS Number	TOS Description	Parent TOS Number	Start date/time	End date/time
Automobiles	Automobile Industry		5/16/2017 07:26:25 AM	

2.2.3 TOS Number Allocation to Customer

In the next step, one TOS level is assigned to each desired Customer. This happens in the accounts receivable master in the field 'TOS' Number in the Fast Tab 'General'.



The screenshot displays the Dynamics 365 Operations interface for a customer record. The breadcrumb trail is: Accounts receivable > Customers > All customers. The record is for 'US-002 : Contoso Retail Los Angeles'. The 'TOS Number' dropdown menu is open, showing a tree structure with 'Regional - Regional level' selected. Other fields visible include 'Customer group' (30), 'Classification group', 'Organization number', 'Address books' (RetailCust), and 'Language' (en-us).

3 Trade agreements

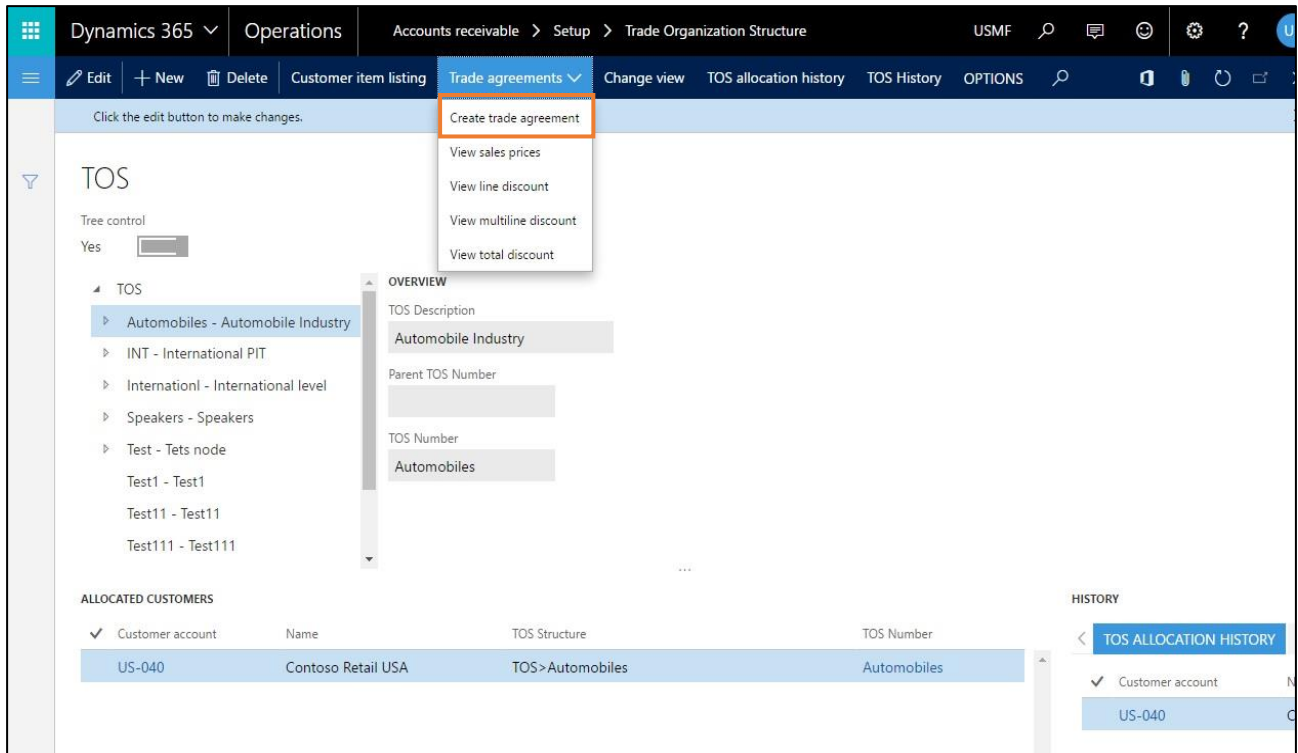
3.1 Installation of new trade agreements on TOS level

Trade agreements can be defined and activated directly from the TOS screen or from the standard AX trade agreement feature.

Irrespective of from which screen the trade agreement is called, the next steps are identical.

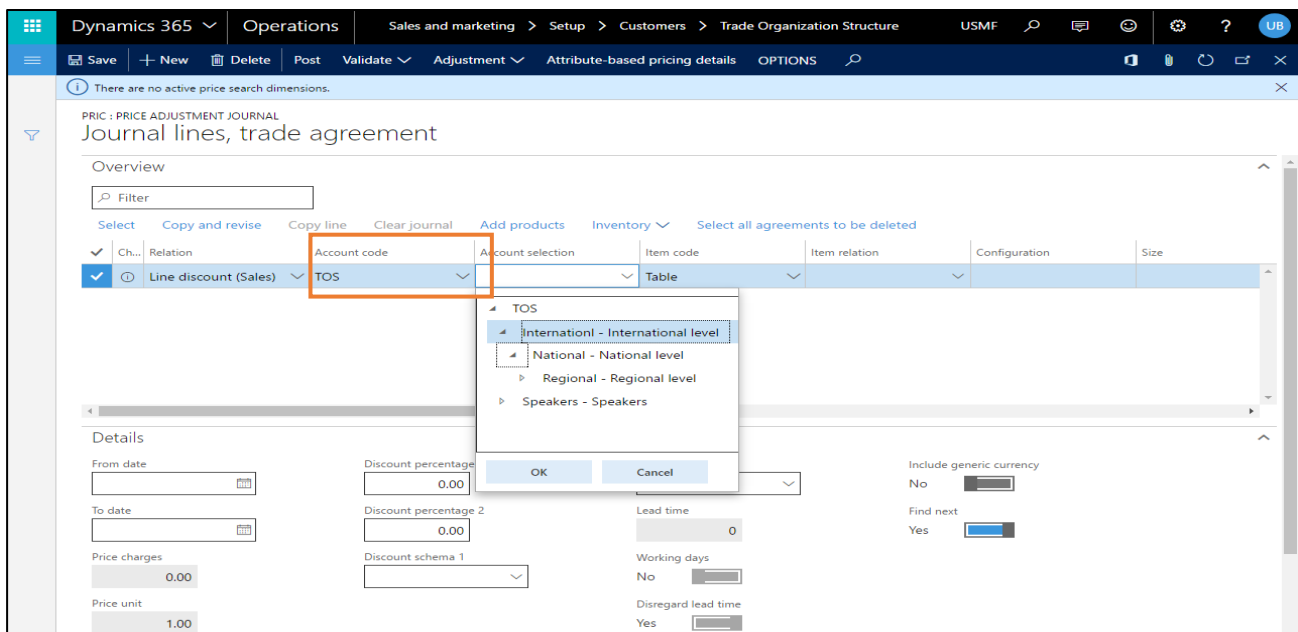
Navigate of the trade agreement from TOS screen:

- 1) Navigate to Sales and Marketing > Setup > Customers > Trade organization structure.



It is important that in this case the account code "TOS" with the appropriate TOS number in the field Account selection is selected:

- 2) Navigate to Sales and Marketing > Setup > Customers > Trade organization structure > Action Pane tab > Trade agreements > Create trade agreement > Create a price/discount journal > Go to lines.

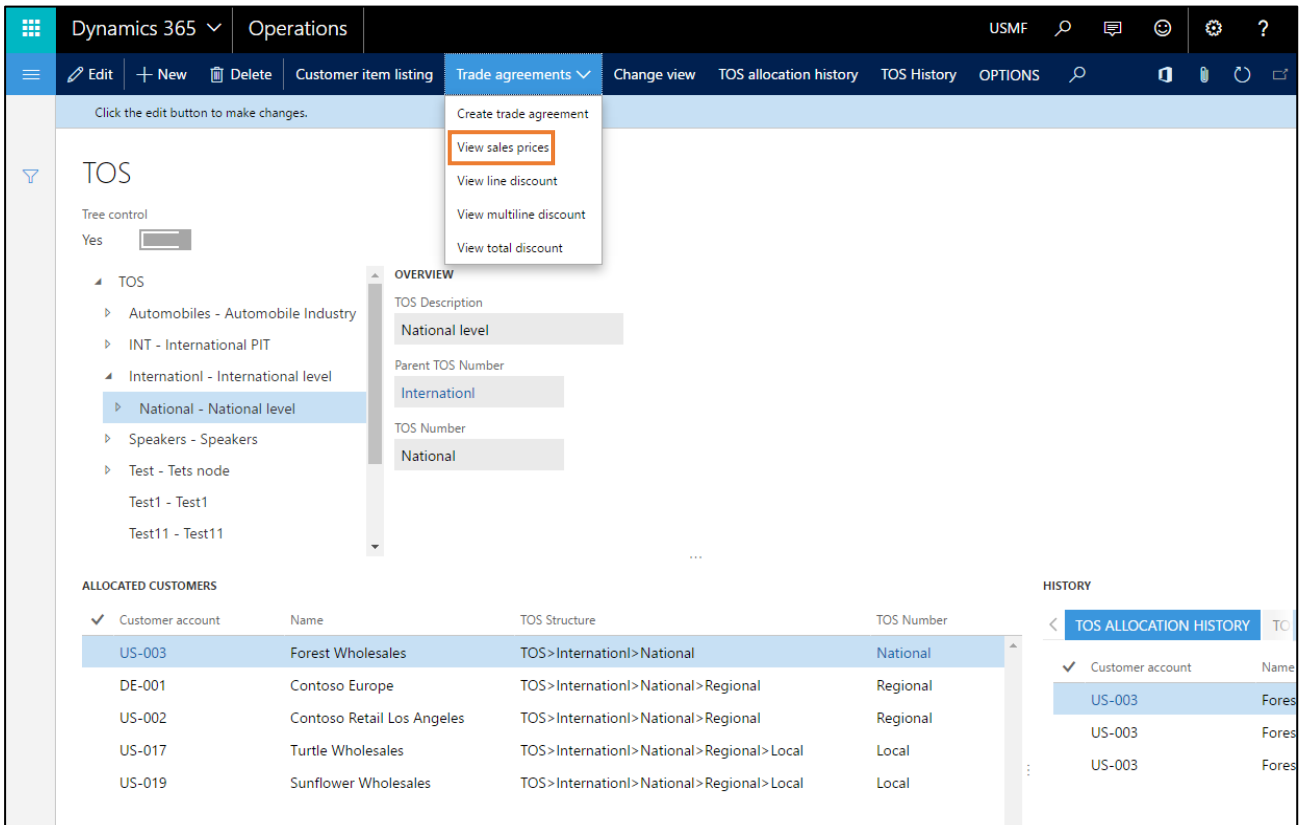


Even for the discounts, it must be proceeded in a general manner as with the selling prices. For that, also see example 3 under point 3.4.3.

3.2 Inquiry of trade agreements on TOS level

The trade agreements can be enquired both on the basis of the TOS screen and in accordance with the AX standard. Inquiry of the HV from the screen TOS:

At first the TOS-structure-level is marked and afterwards, over the menu option 'Trade agreements', the selling prices are indicated. On the highest TOS-structure-level therefore only prices appropriate to the level to be marked, are indicated (see picture below). At subordinated structural levels also the prices of the superordinate structural levels are indicated.



TOS

Tree control
Yes ☐

OVERVIEW

TOS Description
National level

Parent TOS Number
International

TOS Number
National

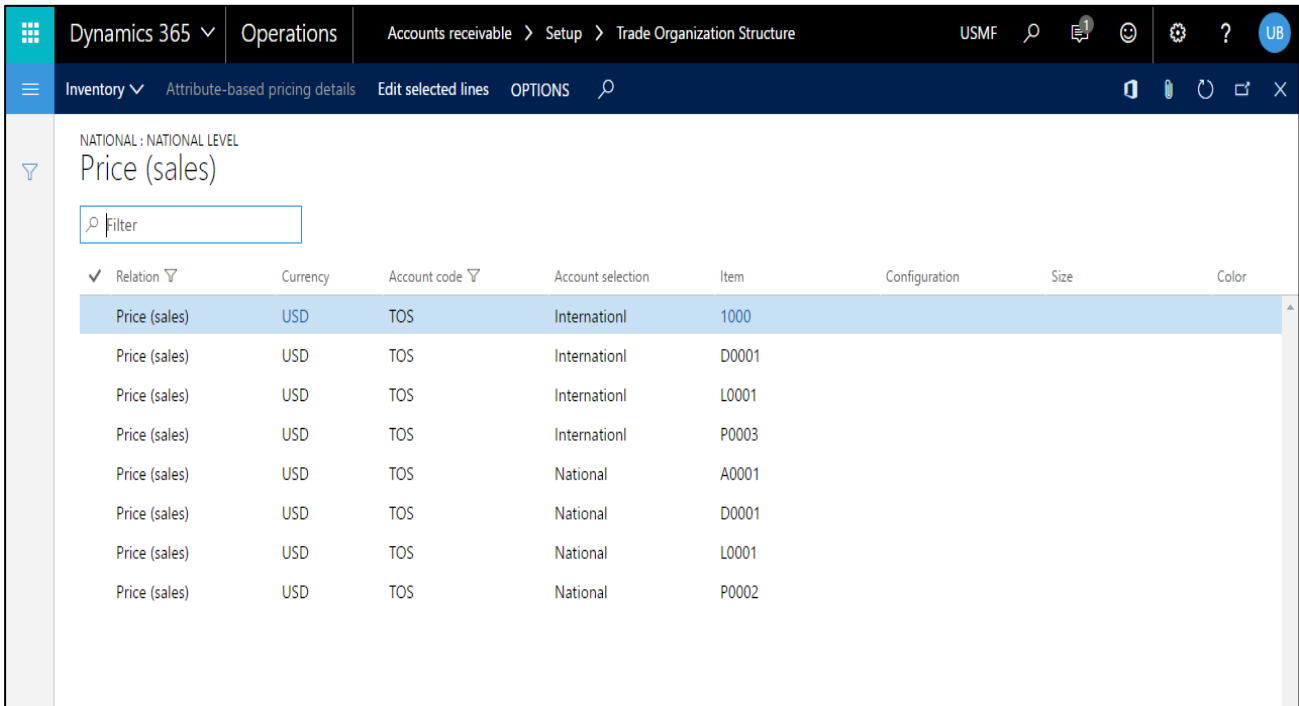
ALLOCATED CUSTOMERS

Customer account	Name	TOS Structure	TOS Number
US-003	Forest Wholesales	TOS>International>National	National
DE-001	Contoso Europe	TOS>International>National>Regional	Regional
US-002	Contoso Retail Los Angeles	TOS>International>National>Regional	Regional
US-017	Turtle Wholesales	TOS>International>National>Regional>Local	Local
US-019	Sunflower Wholesales	TOS>International>National>Regional>Local	Local

HISTORY

TOS ALLOCATION HISTORY

Customer account	Name
US-003	Forest Wholesales
US-003	Forest Wholesales
US-003	Forest Wholesales

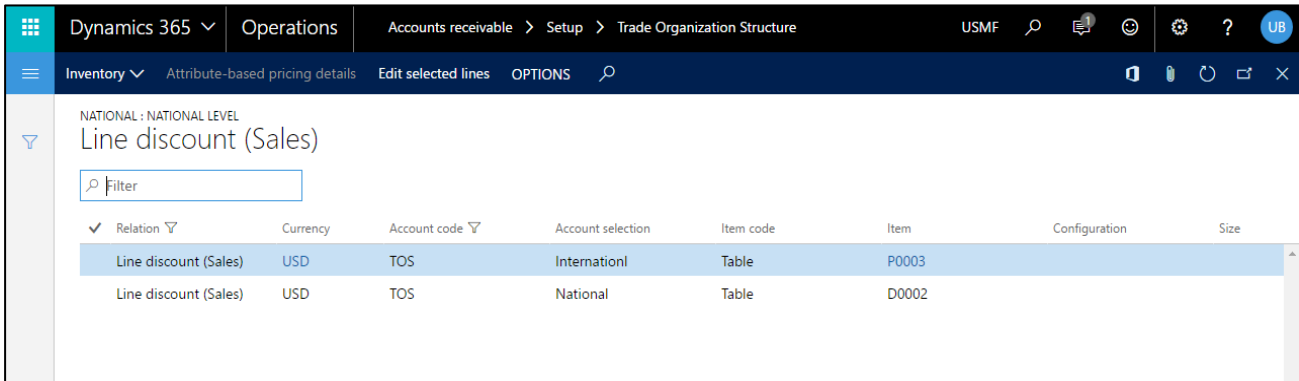


NATIONAL : NATIONAL LEVEL
Price (sales)

Filter

Relation	Currency	Account code	Account selection	Item	Configuration	Size	Color
Price (sales)	USD	TOS	International	1000			
Price (sales)	USD	TOS	International	D0001			
Price (sales)	USD	TOS	International	L0001			
Price (sales)	USD	TOS	International	P0003			
Price (sales)	USD	TOS	National	A0001			
Price (sales)	USD	TOS	National	D0001			
Price (sales)	USD	TOS	National	L0001			
Price (sales)	USD	TOS	National	P0002			

Similarly line discount, multiline discount & total discount can be also viewed for a particular TOS structure level.



NATIONAL : NATIONAL LEVEL
Line discount (Sales)

Filter

Relation	Currency	Account code	Account selection	Item code	Item	Configuration	Size
Line discount (Sales)	USD	TOS	International	Table	P0003		
Line discount (Sales)	USD	TOS	National	Table	D0002		

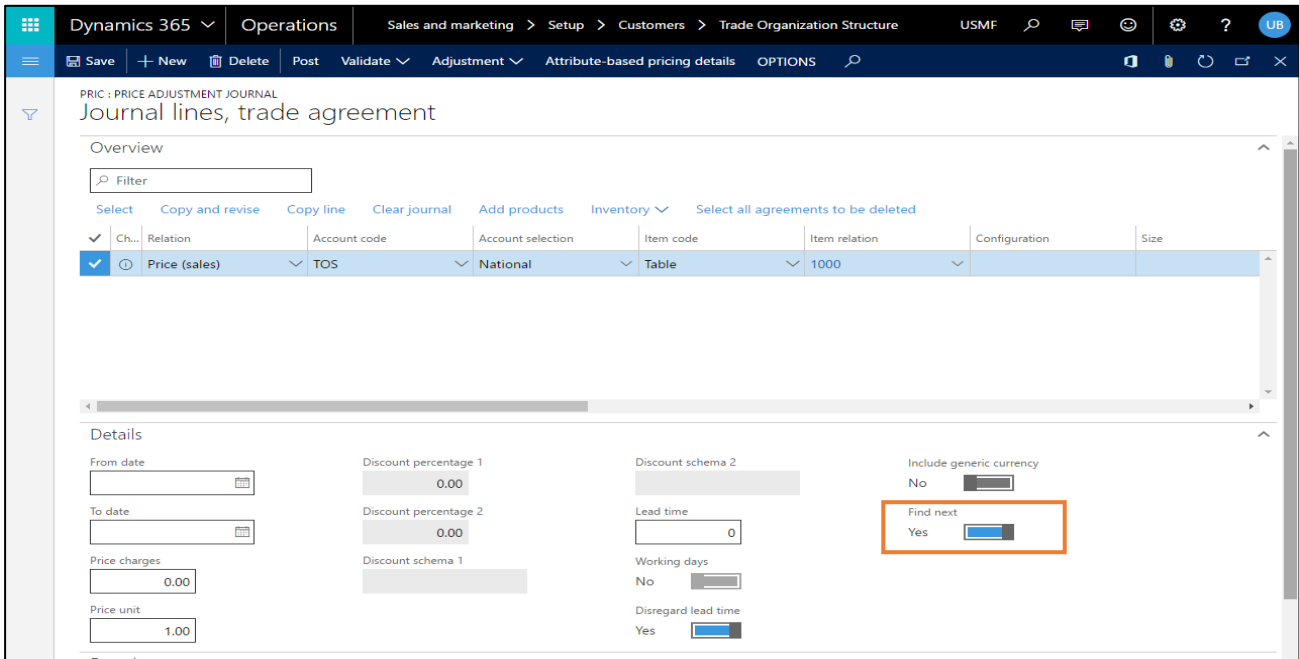
3.3 Price/discount identification

In trade agreements, the price/discount identification takes place in the given order in accordance with “the Best Price principle”:

1. Table [debtor]
2. Group [price/discount group]
3. TOS
4. All

If this “Best Price principle” is not desired anymore within a certain level, this can be done in agreement journal voucher as per AX standard, by deactivating the check box continue searching.

Navigate to Sales and Marketing > Setup > Customers > Trade organization structure > Action Pane Tab > Trade agreements > Create trade agreement > Create a price/discount journal > Go to lines



PRIC : PRICE ADJUSTMENT JOURNAL
Journal lines, trade agreement

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Ch...	Relation	Account code	Account selection	Item code	Item relation	Configuration	Size
✓	Price (sales)	TOS	National	Table	1000		

Details

From date: [Date Picker]
To date: [Date Picker]
Price charges: 0.00
Price unit: 1.00

Discount percentage 1: 0.00
Discount percentage 2: 0.00
Discount schema 1: [Dropdown]

Discount schema 2: [Dropdown]
Lead time: 0
Working days: No
Disregard lead time: Yes

Include generic currency: No
Find next: Yes

Generally, it is recommended to map the selling prices/discounts either on TOS-level or on group level (AX standard without TOS). A blending of both structures (TOS and groups) is not practical as per experience.

Within the TOS structure the price/discount identification takes place likewise after the "Best Price principle" from the "most special to the most general case". i.e. starting from the lowest stage, the TOS goes upward until a suitable hit is obtained.

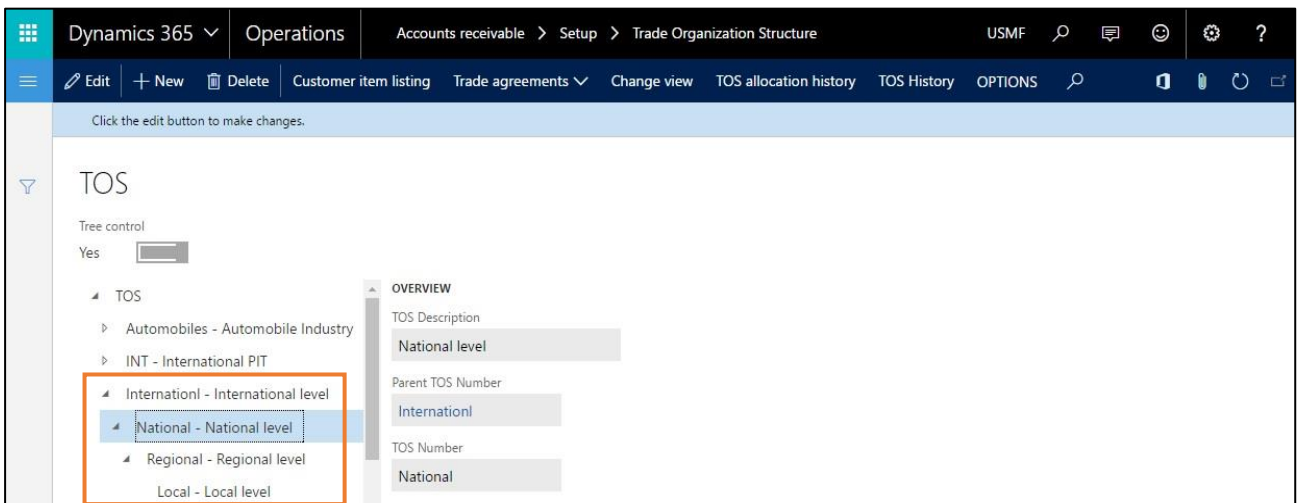
By this principle it is possible that prices/discounts on higher level are defined and are passed down to the associated levels.

3.4 Examples for the price/discount identification using TOS

3.4.1 Example1

Starting situation is the following TOS structure:

Navigate to Sales and Marketing > Setup > Customers > Trade organization structure.



Click the edit button to make changes.

TOS

Tree control

Yes

- TOS
 - Automobiles - Automobile Industry
 - INT - International PIT
 - International - International level
 - National - National level**
 - Regional - Regional level
 - Local - Local level

OVERVIEW

TOS Description: National level

Parent TOS Number: International

TOS Number: National

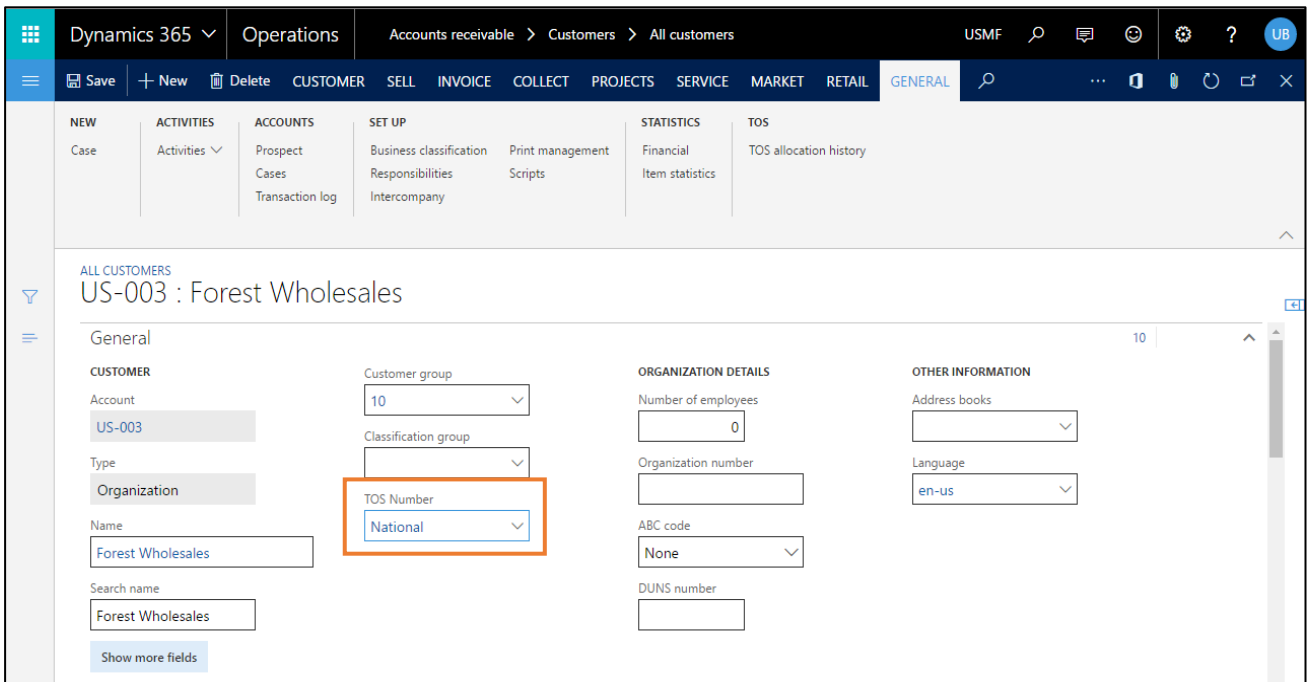
Problem description:

Several customers are assigned to the TOS structure "Regional - Regional level". For all these customers, the same selling prices are valid as those for the superordinate parent company - TOS level "International-international level". One would like to apply these selling prices on the parent company only once. These prices are to be assumed for all subsidiaries, both on National as well as on Regional level.

Allocation of a customer to a level of TOS hierarchy:

The customer with the number US-003 is assigned to the "subordinated" TOS number National.

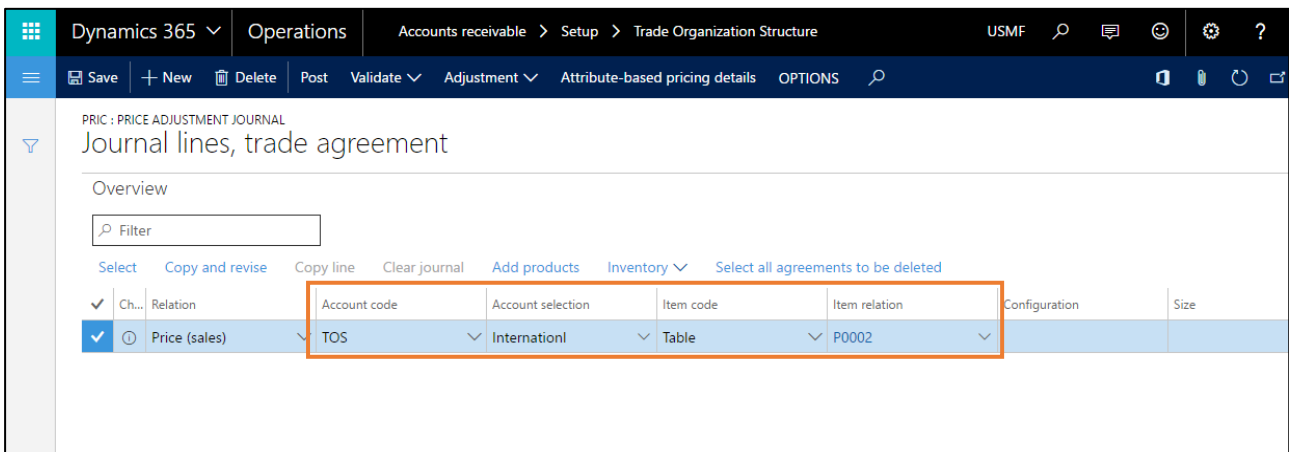
- 1) Navigate to Sales and Marketing > Customers > All customers > Select a Customer > Click Edit on the action pane > Assign TOS number from the dropdown in the TOS number field.



The screenshot shows the Dynamics 365 interface for a customer record. The breadcrumb trail is: Accounts receivable > Customers > All customers. The record is for 'US-003 : Forest Wholesales'. In the 'GENERAL' tab, under 'CUSTOMER', the 'TOS Number' dropdown is highlighted with an orange box and shows 'National'. Other fields include 'Customer group' (10), 'Classification group' (empty), 'Type' (Organization), 'Name' (Forest Wholesales), 'Search name' (Forest Wholesales), 'Number of employees' (0), 'Organization number' (empty), 'ABC code' (None), 'DUNS number' (empty), 'Address books' (empty), and 'Language' (en-us).

Filling the agreements:

For the TOS-level "International" a price of USD 75.00 per piece for the item P002 is given for unlimited time:



The screenshot shows the Dynamics 365 interface for a Price Adjustment Journal. The breadcrumb trail is: Accounts receivable > Setup > Trade Organization Structure. The record is for 'PRIC : PRICE ADJUSTMENT JOURNAL'. The table shows the following data:

Ch...	Relation	Account code	Account selection	Item code	Item relation	Configuration	Size
✓	Price (sales)	TOS	International	Table	P002		

Dynamics 365 | **Operations** | Sales and marketing > Setup > Customers > Trade Organization Structure | USMF | ? | UB

Journal lines, trade agreement

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Warehouse	From	To	Unit	Amount in curre...	Currency	Attribute-based pricing ID	Di...	Tr...	Net price
	0.00		ea	75.0000	USD				

Details

From date To date

Discount percentage 1 0.00 Discount percentage 2 0.00

Discount schema 2 Lead time 0

Include generic currency No Find next No

i.e. a selling price exists only on the TOS-level "International" and the customer US-003 is assigned to the subordinated level "National".

Pricing for order creation:

After a customer order with the item P002 was put for the customer US-003 based on this example, it is evident in the order item that the selling price from the superordinate TOS-level "International" was used for the customer order:

Dynamics 365 | **Operations** | Accounts receivable > Customers > All customers | USMF | ? | UB

SALES ORDER | **PICK AND PACK** | INVOICE | RETAIL | GENERAL | WAREHOUSE

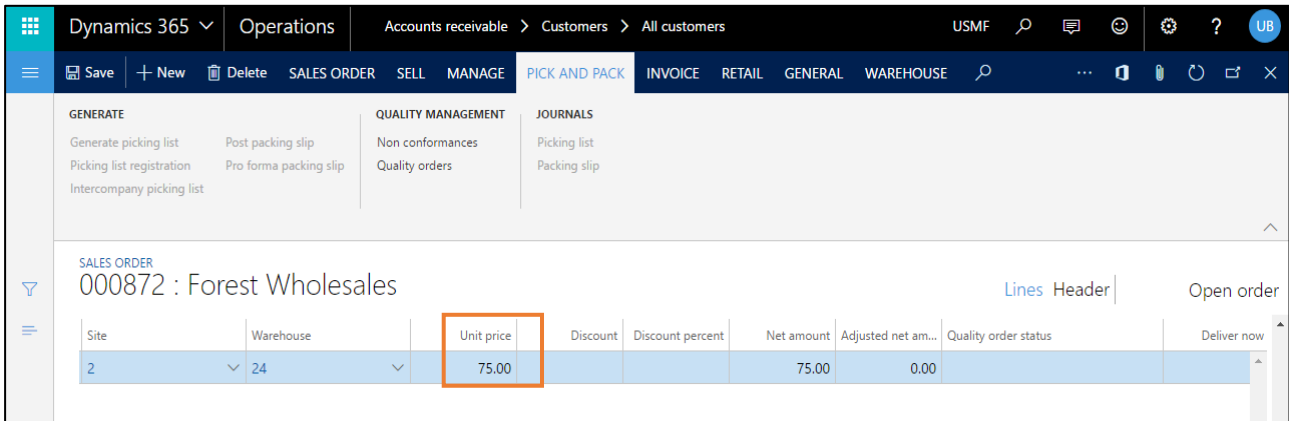
GENERATE: Generate picking list, Picking list registration, Intercompany picking list, Post packing slip, Pro forma packing slip

QUALITY MANAGEMENT: Non conformances, Quality orders

JOURNALS: Picking list, Packing slip

SALES ORDER 000872 : Forest Wholesales | Lines Header | Open order

Ty...	Variant number	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit
		P0002	Speaker Damping Foam				1.00	ea



Dynamics 365 > **Operations** > **Accounts receivable** > **Customers** > **All customers**

USMF

SALES ORDER | **SELL** | **MANAGE** | **PICK AND PACK** | **INVOICE** | **RETAIL** | **GENERAL** | **WAREHOUSE**

GENERATE
 Generate picking list
 Picking list registration
 Intercompany picking list
 Post packing slip
 Pro forma packing slip
QUALITY MANAGEMENT
 Non conformances
 Quality orders
JOURNALS
 Picking list
 Packing slip

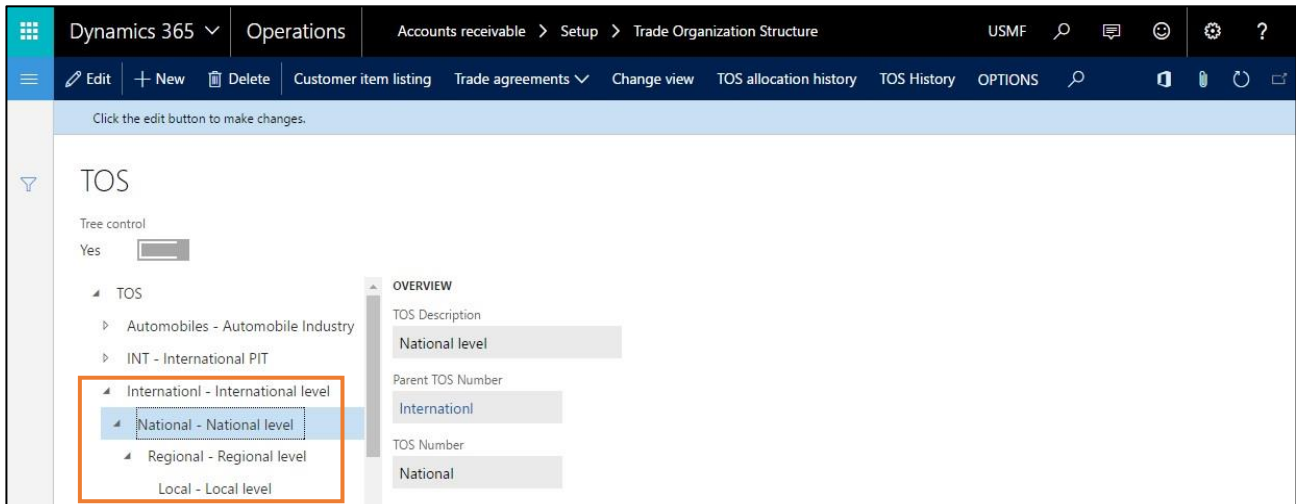
SALES ORDER
 000872 : Forest Wholesales

Lines Header | Open order

Site	Warehouse	Unit price	Discount	Discount percent	Net amount	Adjusted net am...	Quality order status	Deliver now
2	24	75.00			75.00	0.00		

3.4.2 Example 2

Starting situation is the TOS-structure as in the example 1:



Dynamics 365 > **Operations** > **Accounts receivable** > **Setup** > **Trade Organization Structure**

USMF

Edit | **+ New** | **Delete** | **Customer item listing** | **Trade agreements** | **Change view** | **TOS allocation history** | **TOS History** | **OPTIONS**

Click the edit button to make changes.

TOS

Tree control
 Yes ☐

- TOS
 - Automobiles - Automobile Industry
 - INT - International PIT
 - International - International level
 - National - National level**
 - Regional - Regional level
 - Local - Local level

OVERVIEW

TOS Description
 National level

Parent TOS Number
 International

TOS Number
 National

Problem description:

Several customers are assigned to both the TOS-level "National" as well as the level "Regional". For all these customers, basically the same selling prices as those for the parent company – TOS-level "International" are to be valid.

It should however be possible to permit exceptions for certain items on the different TOS levels. That is, if a valid selling price exists for the same item on the highest level "International" and at the same time another valid price on the lowest level "Regional", then this special price should be valid for those customers, who are assigned to this lowest level. In this context, the "Best Price principle" which is based on the AX standard, must be considered.

Customers with allocation to a level of an TOS hierarchy:

Dynamics 365 Operations Accounts receivable > Setup > Trade Organization Structure

USMF

Edit + New Delete Customer item listing Trade agreements Change view TOS allocation history TOS History OPTIONS

Click the edit button to make changes.

TOS

Tree control
Yes ☐

- TOS
 - Automobiles - Automobile Industry
 - INT - International PIT
 - International - International level**
 - Speakers - Speakers
 - Test - Tets node
 - Test1 - Test1
 - Test11 - Test11
 - Test111 - Test111

OVERVIEW

TOS Description
International level

Parent TOS Number

TOS Number
International

ALLOCATED CUSTOMERS

Customer account	Name	TOS Structure	TOS Number
US-008	Sparrow Retail	TOS>International	International
US-003	Forest Wholesales	TOS>International>National	National
DE-001	Contoso Europe	TOS>International>National>Regional	Regional
US-002	Contoso Retail Los Angeles	TOS>International>National>Regional	Regional
US-017	Turtle Wholesales	TOS>International>National>Regional>Local	Local
US-019	Sunflower Wholesales	TOS>International>National>Regional>Local	Local

HISTORY

TOS ALLOCATION HISTORY

Customer account

US-003

US-007

US-008

US-008

Filing the trade agreements:

For the item P0003, a trade agreement can be created for the TOS level "International" on basis of the example 1 (see point 3.4.1):

Dynamics 365 Operations Accounts receivable > Setup > Trade Organization Structure

USMF

Save + New Delete Post Validate Adjustment Attribute-based pricing details OPTIONS

Active price search dimensions are: Site, Warehouse

PRIC : PRICE ADJUSTMENT JOURNAL

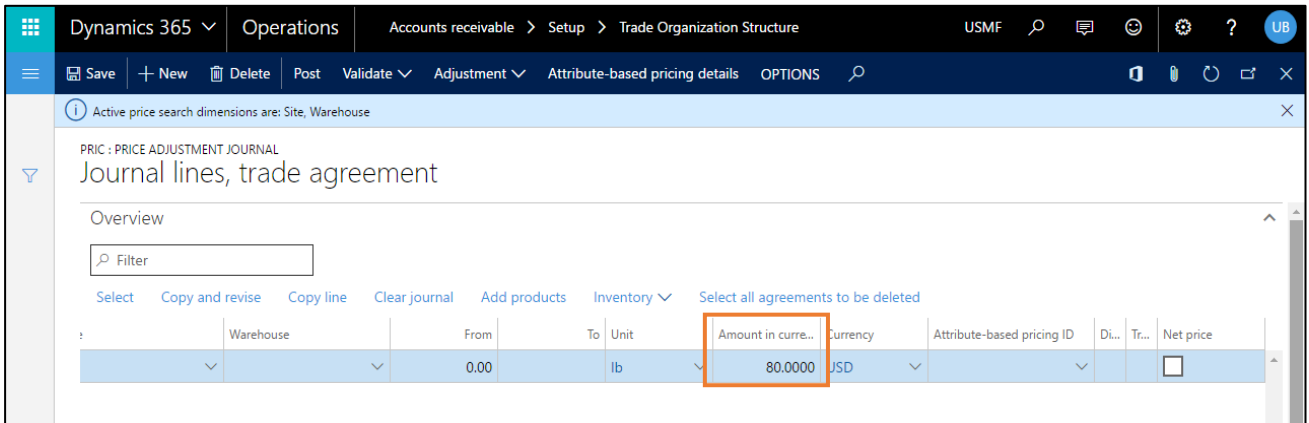
Journal lines, trade agreement

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Ch...	Relation	Account code	Account selection	Item code	Item relation	Configuration	Size
✓	Price (sales)	TOS	International	Table	P0003		



PRIC : PRICE ADJUSTMENT JOURNAL
Journal lines, trade agreement

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Warehouse	From	To	Unit	Amount in currency	Currency	Attribute-based pricing ID	Di...	Tr...	Net price
	0.00		lb	80.0000	USD				

According to task formulation, however, for the item P0003 on the TOS-level "Regional" another (in this case more expensive) selling price than on the level "International" is filled as an exception.

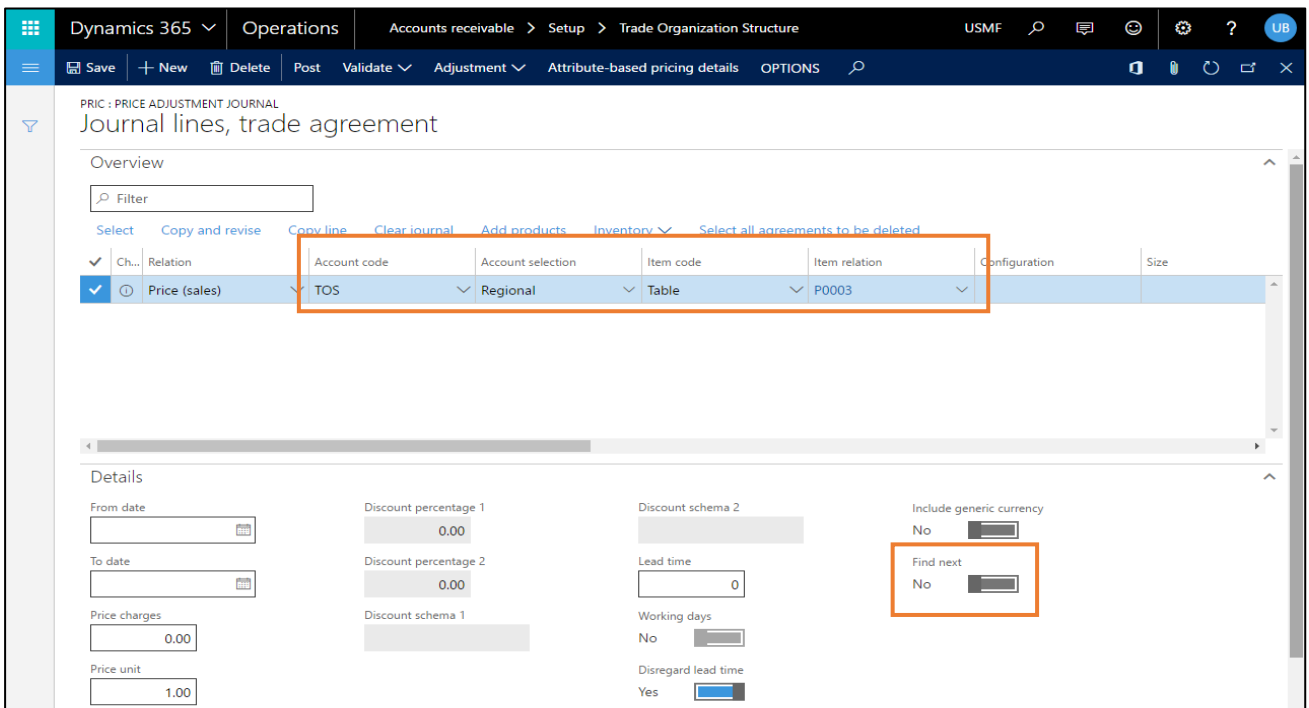
Only by deactivating the check box 'Find Next' on the "most special" level ("Regional"), it is guaranteed that, in accordance with the Best Price principle, the more favorable selling price is not taken over by the TOS-level "International".

A new selling price can be applied on both in the screen TOS as well as in accordance with AX standard e.g. starting from the debtor:

Screen TOS:

Step 1: "Create Trade Agreement"

Step 2: Creation and booking of the agreement journal voucher:



PRIC : PRICE ADJUSTMENT JOURNAL
Journal lines, trade agreement

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Ch...	Relation	Account code	Account selection	Item code	Item relation	Configuration	Size
✓	Price (sales)	TOS	Regional	Table	P0003		

Details

From date To date Price charges Price unit

Discount percentage 1 Discount percentage 2 Discount schema 1

Discount schema 2 Lead time Working days Disregard lead time

Include generic currency Find next

Dynamics 365 | Operations | Accounts receivable > Setup > Trade Organization Structure

USMF

Save + New Delete Post Validate Adjustment Attribute-based pricing details OPTIONS

PRIC : PRICE ADJUSTMENT JOURNAL
Journal lines, trade agreement

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Warehouse	From	To	Unit	Amount in curre...	Currency	Attribute-based pricing ID	Di...	Tr...	Net price
	0.00		lb	85.0000	USD				

Pricing for order creation:

Customer US-008 is assigned to the parent company – TOS-level “International”. At the same time, there exists a trade voucher for the item P003 and the TOS-level “International” with USD 80.00.

Order item for Customer US-008 and item P003: Price from TOS-level “International” is used.

Dynamics 365 | Operations | Accounts receivable > Customers > All customers

USMF

Save + New Delete SALES ORDER SELL MANAGE PICK AND PACK INVOICE RETAIL GENERAL WAREHOUSE

GENERATE
Generate picking list Post packing slip
Picking list registration Pro forma packing slip
Intercompany picking list

QUALITY MANAGEMENT
Non conformance Quality orders

JOURNALS
Picking list Packing slip

SALES ORDER
000873 : Sparrow Retail

Lines Header | Open order

Sales order lines

+ Add line + Add lines Add products Remove Sales order line Financials Inventory Product and supply Update line Warehouse

Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Delivery type
P0003	Foam remnants				1.00	lb	Stock

Dynamics 365 | Operations | Accounts receivable > Customers > All customers

USMF

Save + New Delete SALES ORDER SELL MANAGE PICK AND PACK INVOICE RETAIL GENERAL WAREHOUSE

GENERATE
Generate picking list Post packing slip
Picking list registration Pro forma packing slip
Intercompany picking list

QUALITY MANAGEMENT
Non conformance Quality orders

JOURNALS
Picking list Packing slip

SALES ORDER
000873 : Sparrow Retail

Lines Header | Open order

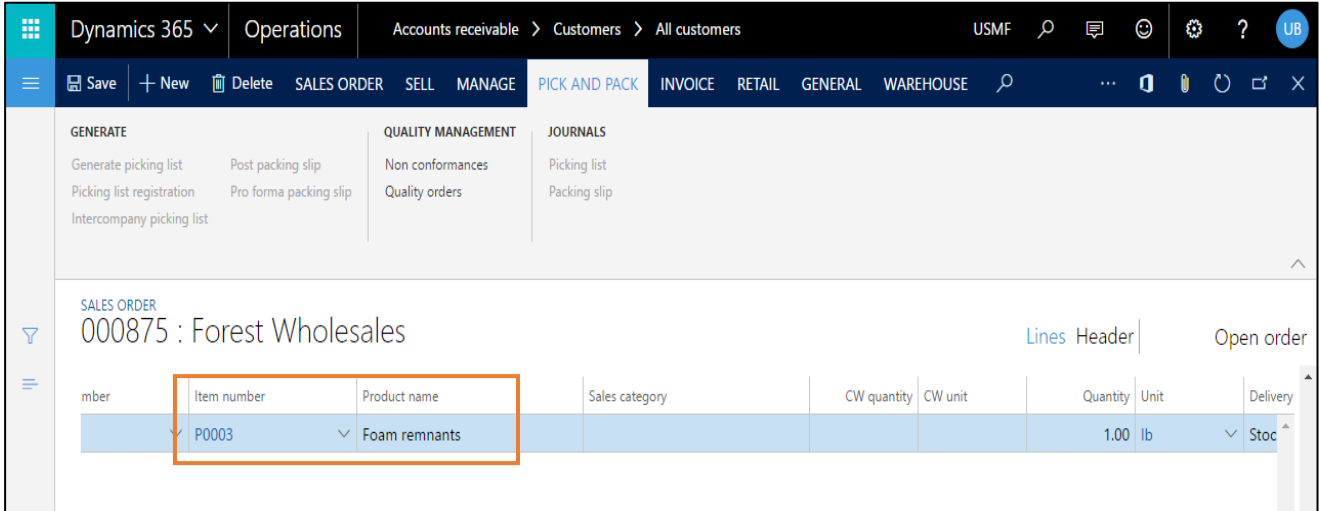
Sales order lines

+ Add line + Add lines Add products Remove Sales order line Financials Inventory Product and supply Update line Warehouse

Site	Warehouse	Unit price	Discount	Discount percent	Net amount	Adjusted net am...	Quality order status	Deliver now
3	32	80.00			80.00	0.00		

Customer US-003 is assigned to the subsidiary – TOS-level “National”. No Trade agreement exists for the item P003 and the TOS-level “National”. However, there exists a corresponding agreement voucher on parent company level – TOS level “International”.

Order item for customer US-003 and item P003: Price from the higher TOS-level “International” is used.



Dynamics 365 > Operations > Accounts receivable > Customers > All customers

USMF

Save + New Delete SALES ORDER SELL MANAGE **PICK AND PACK** INVOICE RETAIL GENERAL WAREHOUSE

GENERATE
Generate picking list Post packing slip
Picking list registration Pro forma packing slip
Intercompany picking list

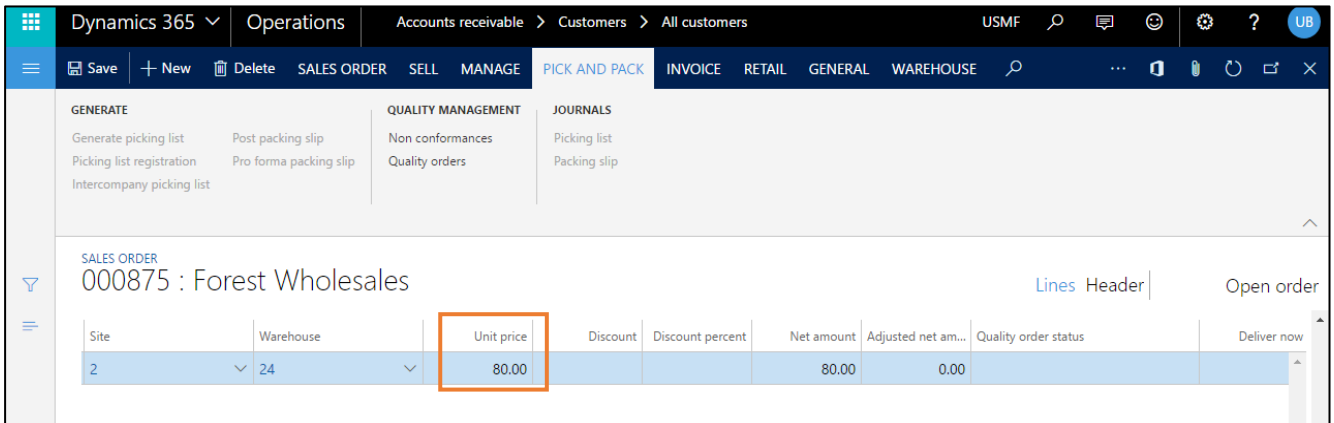
QUALITY MANAGEMENT
Non conformance Quality orders

JOURNALS
Picking list
Packing slip

SALES ORDER 000875 : Forest Wholesales

Lines Header | Open order

mber	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Delivery
	P0003	Foam remnants				1.00	lb	Stoc



Dynamics 365 > Operations > Accounts receivable > Customers > All customers

USMF

Save + New Delete SALES ORDER SELL MANAGE **PICK AND PACK** INVOICE RETAIL GENERAL WAREHOUSE

GENERATE
Generate picking list Post packing slip
Picking list registration Pro forma packing slip
Intercompany picking list

QUALITY MANAGEMENT
Non conformance Quality orders

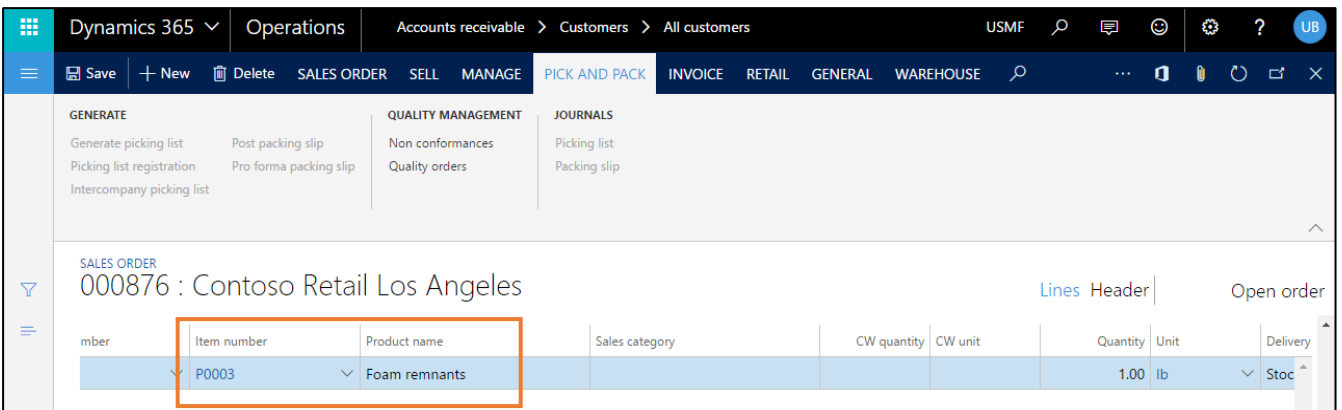
JOURNALS
Picking list
Packing slip

SALES ORDER 000875 : Forest Wholesales

Lines Header | Open order

Site	Warehouse	Unit price	Discount	Discount percent	Net amount	Adjusted net am...	Quality order status	Deliver now
2	24	80.00			80.00	0.00		

Customer US-002 is assigned to the subsidiary – TOS-level “Regional”. Despite existing agreement voucher on parent company level – TOS-level “International” with USD 80.00, a selling price of USD 85.00 per piece is valid for all regional subsidiaries on the TOS-level “Regional”.



Dynamics 365 > Operations > Accounts receivable > Customers > All customers

USMF

Save + New Delete SALES ORDER SELL MANAGE **PICK AND PACK** INVOICE RETAIL GENERAL WAREHOUSE

GENERATE
Generate picking list Post packing slip
Picking list registration Pro forma packing slip
Intercompany picking list

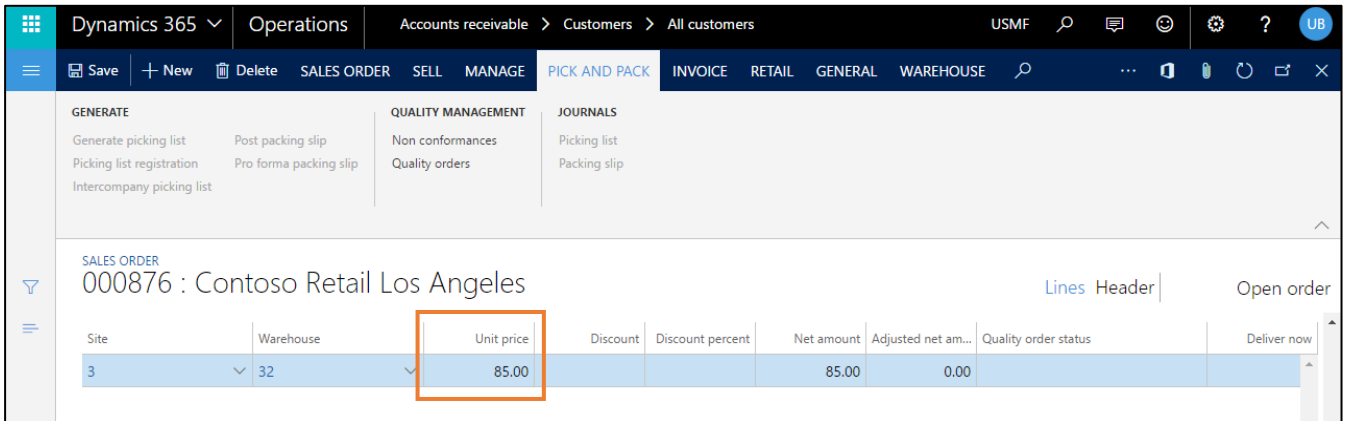
QUALITY MANAGEMENT
Non conformance Quality orders

JOURNALS
Picking list
Packing slip

SALES ORDER 000876 : Contoso Retail Los Angeles

Lines Header | Open order

mber	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Delivery
	P0003	Foam remnants				1.00	lb	Stoc



Dynamics 365 ▾ **Operations** | Accounts receivable > Customers > All customers | USMF | ? | UB

Save + New Delete SALES ORDER SELL MANAGE PICK AND PACK INVOICE RETAIL GENERAL WAREHOUSE

GENERATE
 Generate picking list Post packing slip
 Picking list registration Pro forma packing slip
 Intercompany picking list

QUALITY MANAGEMENT
 Non conformances
 Quality orders

JOURNALS
 Picking list
 Packing slip

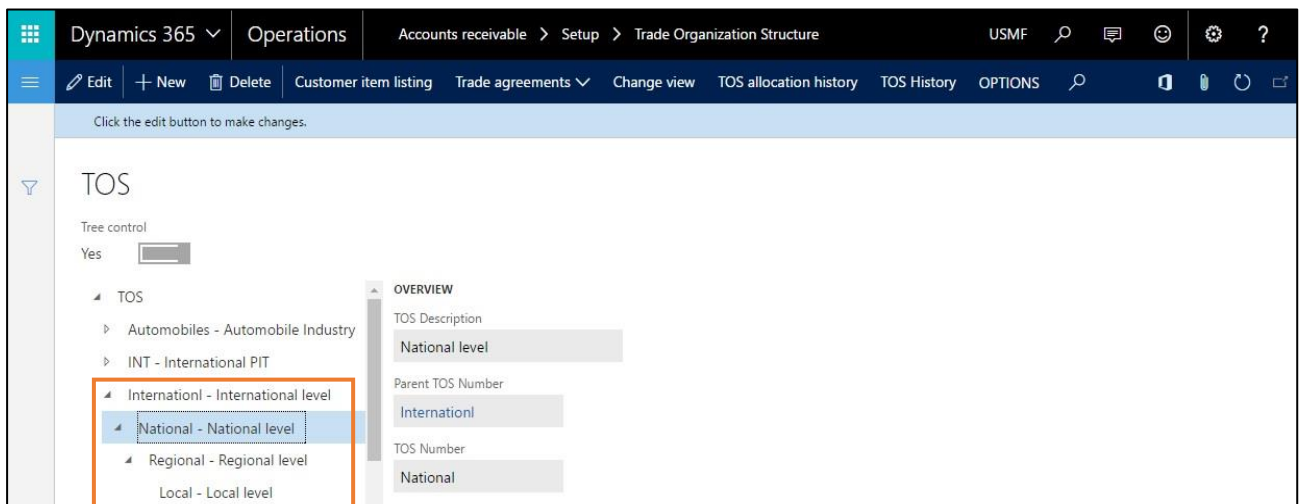
SALES ORDER
 000876 : Contoso Retail Los Angeles | Lines Header | Open order

Site	Warehouse	Unit price	Discount	Discount percent	Net amount	Adjusted net am...	Quality order status	Deliver now
3	32	85.00			85.00	0.00		

Order item for Customer US-002 and item P003: Price of USD 85.00 of the 'most special' level of the customer – TOS-level 'Regional' is used and not from the parent company – TOS-level 'International', because the Best Price principle is not used by deactivating the check box 'Find Next'.

3.4.3 Example 3

Starting situation is the TOS-structure as in the example 1:



Dynamics 365 ▾ **Operations** | Accounts receivable > Setup > Trade Organization Structure | USMF | ?

Edit + New Delete Customer item listing Trade agreements Change view TOS allocation history TOS History OPTIONS

Click the edit button to make changes.

TOS

Tree control
 Yes ☐

- TOS
 - Automobiles - Automobile Industry
 - INT - International PIT
 - International - International level
 - National - National level**
 - Regional - Regional level
 - Local - Local level

OVERVIEW

TOS Description
 National level

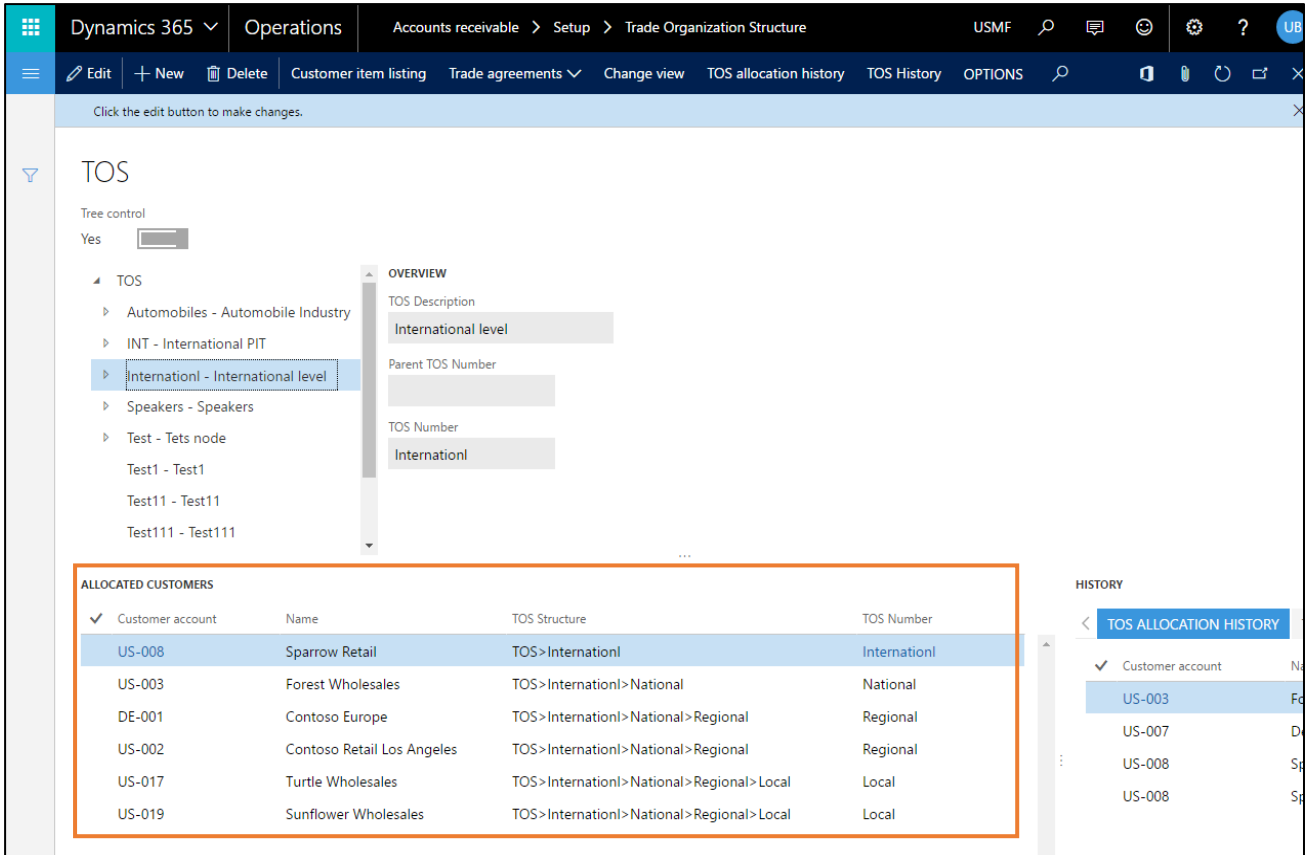
Parent TOS Number
 International

TOS Number
 National

Problem description:

Several customers are assigned to the TOS-level "Regional". For all these customers, the same conditions (= item-based discount of 2% as well as afterwards 5% on the amount already decreased) as for the parent company – TOS-level "International" should be valid. One would like to fill these discounts only uniquely with the parent company. These conditions should be valid for all subsidiaries both at national (TOS-level "National") as well as at regional level (TOS-level "Regional").

Customers with allocation to a level of an TOS hierarchy:



The screenshot shows the Dynamics 365 interface for Trade Organization Structure. The left pane displays a tree control with the following structure:

- TOS
 - Automobiles - Automobile Industry
 - INT - International PIT
 - International - International level (highlighted)
 - Speakers - Speakers
 - Test - Tets node
 - Test1 - Test1
 - Test11 - Test11
 - Test111 - Test111

The right pane shows the OVERVIEW section for the selected 'International - International level' node:

- TOS Description: International level
- Parent TOS Number: [Empty field]
- TOS Number: International

Below the overview is a table titled 'ALLOCATED CUSTOMERS' with the following data:

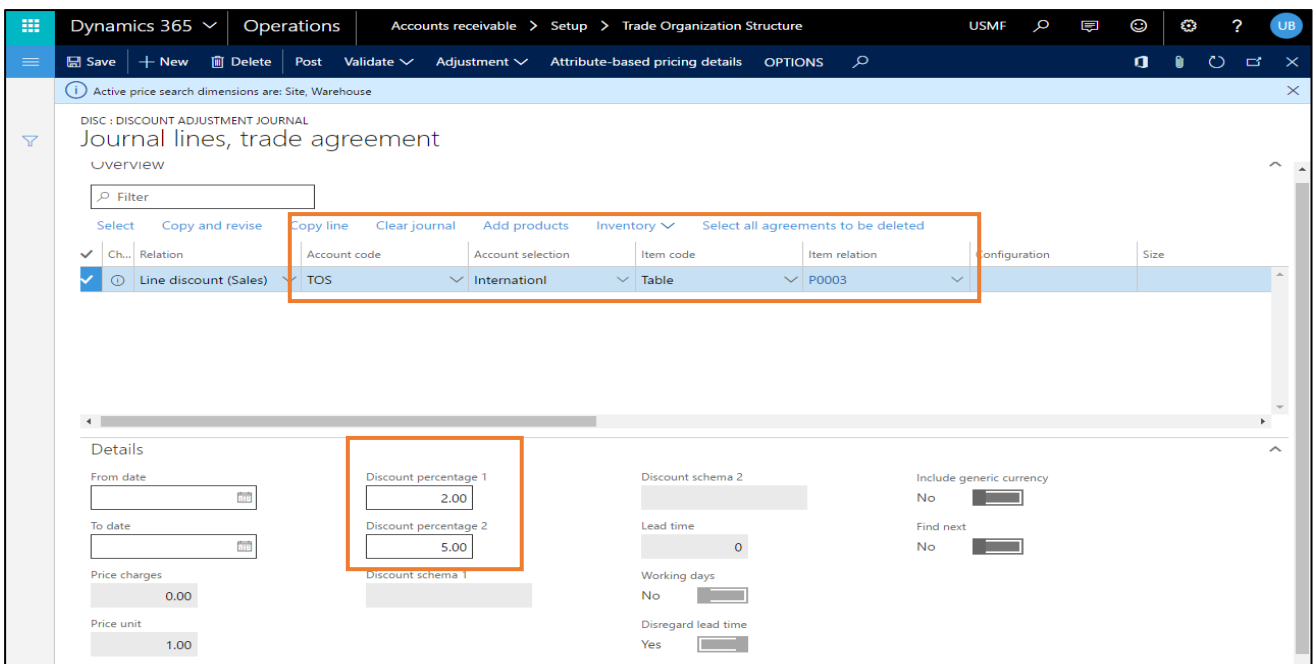
Customer account	Name	TOS Structure	TOS Number
US-008	Sparrow Retail	TOS>International	International
US-003	Forest Wholesales	TOS>International>National	National
DE-001	Contoso Europe	TOS>International>National>Regional	Regional
US-002	Contoso Retail Los Angeles	TOS>International>National>Regional	Regional
US-017	Turtle Wholesales	TOS>International>National>Regional>Local	Local
US-019	Sunflower Wholesales	TOS>International>National>Regional>Local	Local

The rightmost pane shows the HISTORY section with a 'TOS ALLOCATION HISTORY' table:

Customer account	Name
US-003	Forest Wholesales
US-007	Contoso Retail Los Angeles
US-008	Sparrow Retail
US-008	Sunflower Wholesales

Filing of trade agreements:

On the TOS-level "International", the item discounts are filed and booked:



The screenshot shows the Dynamics 365 interface for 'Journal lines, trade agreement'. The top section displays a table with the following data:

Ch...	Relation	Account code	Account selection	Item code	Item relation	configuration	Size
Line discount (Sales)	TOS	International	Table	P0003			

The bottom section shows the 'Details' for the selected line. The 'Discount percentage 1' and 'Discount percentage 2' fields are highlighted with an orange box:

- Discount percentage 1: 2.00
- Discount percentage 2: 5.00

Other details include:

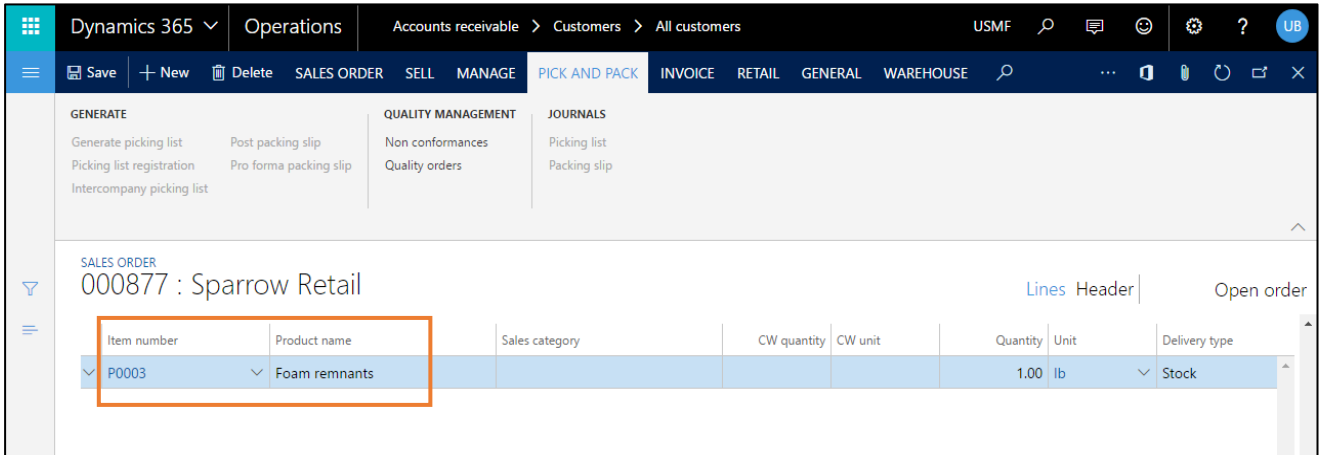
- From date: [Empty field]
- To date: [Empty field]
- Price charges: 0.00
- Price unit: 1.00
- Discount schema 1: [Empty field]
- Discount schema 2: [Empty field]
- Lead time: 0
- Working days: No
- Disregard lead time: Yes
- Include generic currency: No
- Find next: No

Based on the previous examples, there now exist the following agreements after the filing of the item discounts with the customer US-008:

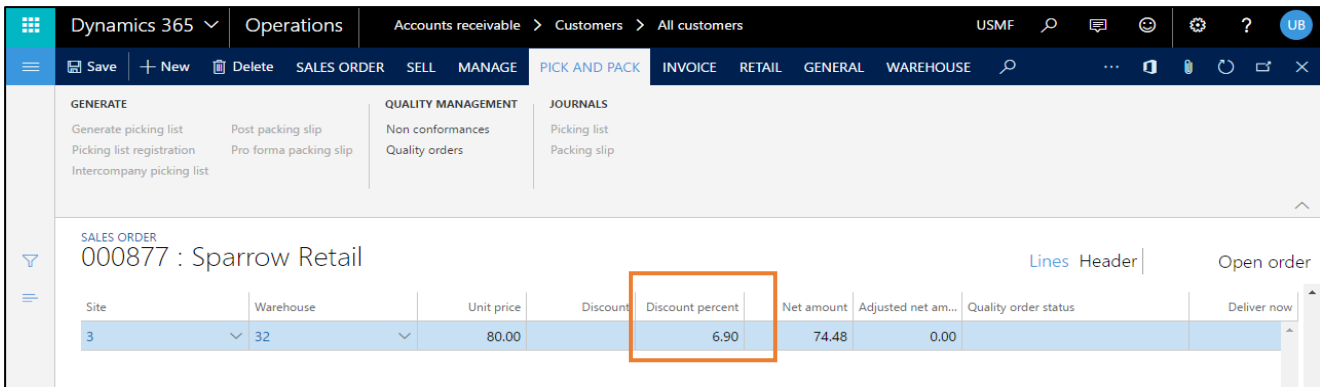
Price- / Discount determination for order installation:

Customer US-008 is assigned to the subsidiary company – TOS-level “Regional”.

- 1 Order item for customer US-008 and for all items: Condition 2% and afterwards 5% (Composite rate adds up to 6.9%) is taken over by parent TOS level “International”:



Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Delivery type
P0003	Foam remnants				1.00	lb	Stock



Site	Warehouse	Unit price	Discount	Discount percent	Net amount	Adjusted net am...	Quality order status	Deliver now
3	32	80.00		6.90	74.48	0.00		

4 Discount Type and Discount Schema

4.1 Introduction

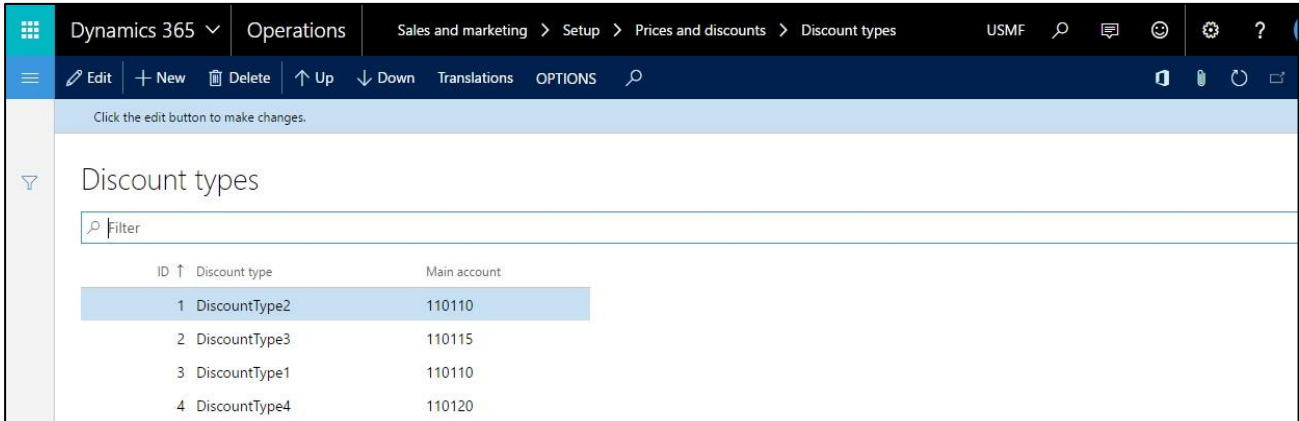
The “discount schema” makes it possible to file any number of item discounts in arbitrary sequence for each order item. For each of these discounts, a separate general ledger account can be defined. Additionally, these discounts can be specified depending on the storage- or sales unit as well as depending on the type of delivery.

First the types of discount are defined and are subsequently organized in a discount schema.

4.2 Setup/ Parameters

4.2.1 Types of discount

1) Navigate to Sales and Marketing > Setup > Prices and Discounts > Discount types.



ID	Discount type	Main account
1	DiscountType2	110110
2	DiscountType3	110115
3	DiscountType1	110110
4	DiscountType4	110120

2) Click 'New' button to create a new type of discount.

3) Through the values in the field Identification, a sort sequence can be assumed for the proof printing of the invoice. With the buttons, upwards and/or downwards one can change this order.

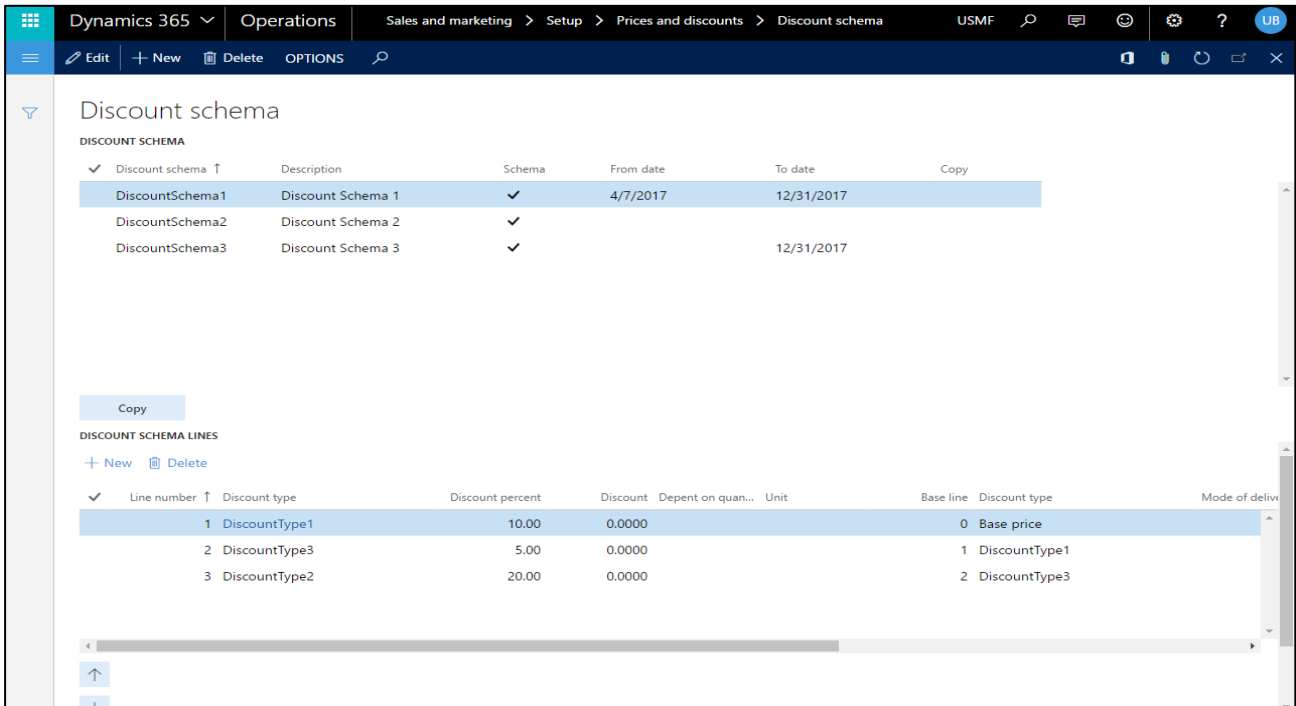
4) Mark the discount line and click on the buttons upwards and/or downwards. The actual printing sequence must be separately programmed on the invoice document individually and is not the subject of this module.

5) In the field Main account, a general ledger account is filed for the separate booking of the discounts

4.2.2 Discount schema

In this screen, the item discounts, which were initially applied in the screen types of discount, are defined more precisely. As many desired lines are possible.

1) Navigate to Sales and Marketing > Setup > Prices and Discounts > Discount Schema.



The screenshot shows the Dynamics 365 interface for the 'Discount schema' entity. The top navigation bar includes 'Dynamics 365', 'Operations', 'Sales and marketing', 'Setup', 'Prices and discounts', and 'Discount schema'. The main area displays a table of discount schemas and a section for discount schema lines.

Discount schema	Description	Schema	From date	To date	Copy
DiscountSchema1	Discount Schema 1	✓	4/7/2017	12/31/2017	
DiscountSchema2	Discount Schema 2	✓			
DiscountSchema3	Discount Schema 3	✓		12/31/2017	

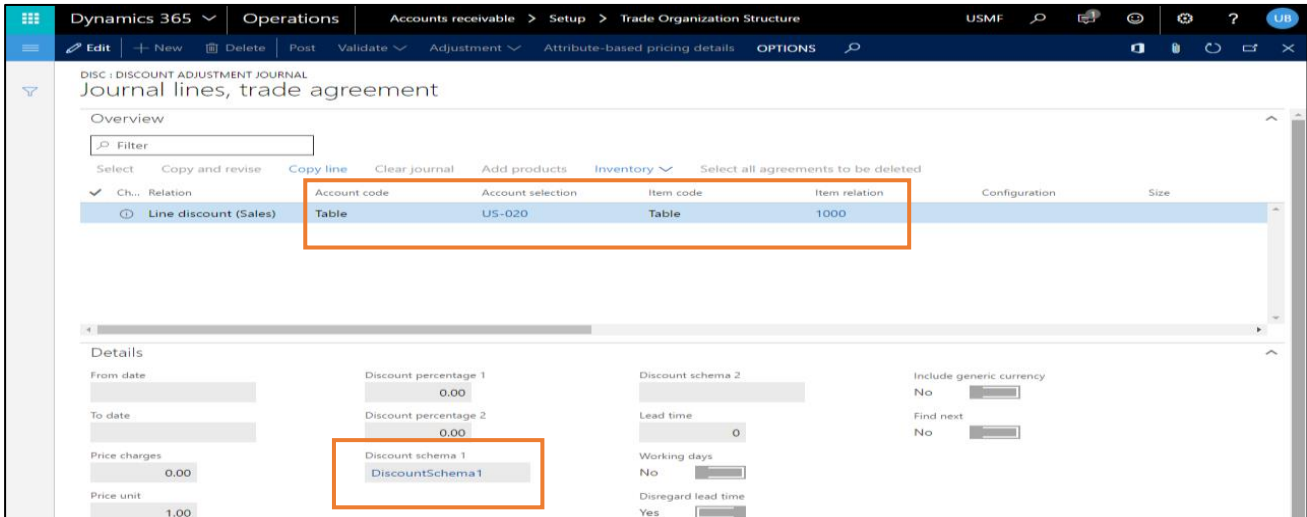
Line number	Discount type	Discount percent	Discount	Depend on quan...	Unit	Base line	Discount type	Mode of deliv
1	DiscountType1	10.00	0.0000			0	Base price	
2	DiscountType3	5.00	0.0000			1	DiscountType1	
3	DiscountType2	20.00	0.0000			2	DiscountType3	

- 2) Click on 'New' button to create a new discount schema.
- 3) Click the button 'Copy' to copy already existing discount schema. With the copy, first the check box in the column Copy is activated and the schema cannot be used. If the revision of the settings is completed in the copied schema, the check box copy is deactivated and the discount schema can be used.
- 4) Discounts can be arbitrarily interlaced into one another. With the help of the entry of the item number of a type of discount in the column reference position, it can be specified as to which discount position should this refer to.
- 5) There is the possibility that a discount is granted not only on the sales unit (standard AX), but also on the storage unit on basis of the filed unit conversion.
e.g., even if the commodity per box is sold - however per individual bottle a certain discount will be granted. For that, the desired unit is selected in the column unit.
- 6) Each item discount can be defined depending on a delivery type. For that, in the column 'Delivery type' the respective delivery type is registered, for those which should be applied to this discount.
- 7) Once the depend on quantity checkbox is active, the corresponding unit field will become mandatory.
- 8) For each item discount a validity can be specified with the assistance of the columns 'from date' and 'to date'.
- 9) The Discount schemas are filled in the trade agreement in the fields Discount schema1 and/or additionally Discount schema2:

Note:

- In case of creating a trade agreement if we apply discount percentage at first & then discount schema after that, the system will apply the discount schema first & then discount percentage. In all other cases, it will behave in the way the discounts are applied. This is only one exceptional scenario.
- Discount schema can be applied to line discount, multiline discount & total discount. In case of total discount, the discount schema will ignore the unit conversion functionality & will apply the effective discount on the total amount.

- In case of total discount, the discount schema will apply the effective discount on the total amount & won't calculate the discount as per the no. of items in the invoice when the depend on quantity checkbox is active.
- In the sales order lines tab Price & Discount section, discount schema names are only shown for line discount. Discount schema names for multiline discount & total discount are not visible in this section.
- In the sales order lines tab Price & Discount section, total multiline discount applied will be visible in the Multiline discount field.



The screenshot shows the Dynamics 365 interface for 'Trade Organization Structure' under 'Accounts receivable > Setup'. The main section is 'Journal lines, trade agreement' with a sub-section 'Overview'. A table lists journal lines, with one line selected: 'Line discount (Sales)' with 'Table' as the account code, 'US-020' as the account selection, 'Table' as the item code, and '1000' as the item relation. Below the table, the 'Details' section shows various fields for the selected line, including 'Discount percentage 1' (0.00), 'Discount percentage 2' (0.00), 'Discount schema 1' (DiscountSchema1), 'Discount schema 2', 'Lead time' (0), 'Include generic currency' (No), 'Find next' (No), 'Working days' (No), and 'Disregard lead time' (Yes).

Ch...	Relation	Account code	Account selection	Item code	Item relation	Configuration	Size
Line discount (Sales)		Table	US-020	Table	1000		

Details

From date	Discount percentage 1	Discount schema 2	Include generic currency
To date	0.00		No
Price charges	Discount percentage 2	Lead time	Find next
0.00	0.00	0	No
Price unit	Discount schema 1	Working days	
1.00	DiscountSchema1	No	
		Disregard lead time	
		Yes	

Dynamics 365 | Operations | Sales and marketing > Sales orders > All sales orders

USMF

Generate picking list, Post packing slip, Non conformances, Picking list, Intercompany picking list, Pro forma packing slip, Quality orders, Packing slip

Click the edit button to make changes.

SALES ORDER DETAILS
000878 : Orchid Shopping

Lines Header | Open order

Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Delivery type
1000	Surface Pro 128 GB				1.00	ea	Stock

Line details

GENERAL SETUP ADDRESS PRODUCT PACKING DELIVERY SOURCING **PRICE AND DISCOUNT** PROJECT FOREIGN TRADE FINANCIAL DIMENSIONS LOADS

DISCOUNT
Discount: 31.6000
Discount percent:
Multiline discount:
Multiline discount percentage:

PRICES
Price unit: 1.00
Sales charges:
REBATES
Exclude from rebate: No

ATTRIBUTE-BASED PRICING DETAILS
Attribute-based pricing ID:
Adjusted unit price: 0.00000
Adjusted net amount: 0.00

DISCOUNT SCHEMAS
Discount schema 1: DiscountSchema1
Discount schema 2:

Dynamics 365 | Operations | Accounts receivable > Customers > All customers

USMF

Save + New Delete SALES ORDER SELL MANAGE PICK AND PACK INVOICE RETAIL GENERAL WAREHOUSE

Generate picking list, Post packing slip, Non conformances, Picking list, Intercompany picking list, Pro forma packing slip, Quality orders, Packing slip

SALES ORDER
000878 : Orchid Shopping

Lines Header | Open order

CW deliver now	Adjusted unit pr...	Site	Warehouse	Unit price	Discount	Discount percent	Net amount	Adjusted net am...	Quality order status
	0.00000	1	13	100.00	31.6000		68.40	0.00	

Line details

GENERAL SETUP ADDRESS PRODUCT PACKING DELIVERY SOURCING **PRICE AND DISCOUNT** PROJECT FOREIGN TRADE FINANCIAL DIMENSIONS LOADS

DISCOUNT
Discount: 31.6000
Discount percent:
Multiline discount:
Multiline discount percentage:

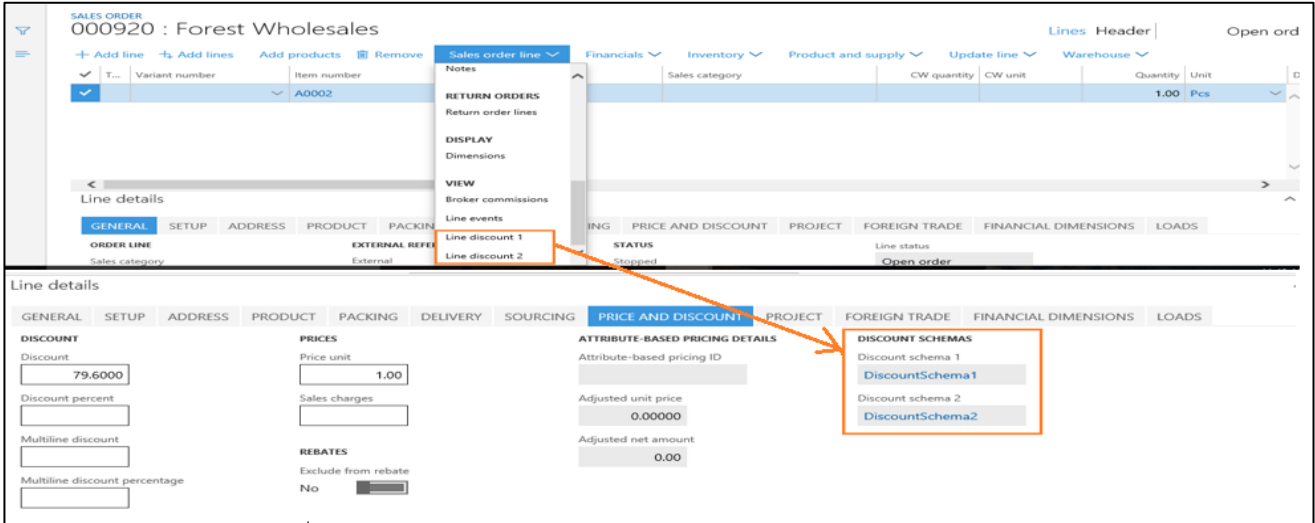
PRICES
Price unit: 1.00
Sales charges:
REBATES
Exclude from rebate: No

ATTRIBUTE-BASED PRICING DETAILS
Attribute-based pricing ID:
Adjusted unit price: 0.00000
Adjusted net amount: 0.00

DISCOUNT SCHEMAS
Discount schema 1: DiscountSchema1
Discount schema 2:

4.2.3 Customer order item

In the order item, the item discount 1 and/or item discount 2 can be indicated under the notifications.



SALES ORDER 000920 : Forest Wholesales

Lines Header | Open order

+ Add line + Add lines Add products Remove

Variant number Item number A0002

Notes

RETURN ORDERS

Return order lines

DISPLAY

Dimensions

VIEW

Broker commissions

Line events

Line discount 1

Line discount 2

Line details

GENERAL SETUP ADDRESS PRODUCT PACKING DELIVERY SOURCING PRICE AND DISCOUNT PROJECT FOREIGN TRADE FINANCIAL DIMENSIONS LOADS

DISCOUNT

Discount 79.6000

Discount percent

Multiline discount

Multiline discount percentage

PRICES

Price unit 1.00

Sales charges

REBATES

Exclude from rebate No

ATTRIBUTE-BASED PRICING DETAILS

Attribute-based pricing ID

Adjusted unit price 0.00000

Adjusted net amount 0.00

DISCOUNT SCHEMAS

Discount schema 1

DiscountSchema1

Discount schema 2

DiscountSchema2

With this screen one can exactly classify, how the net price determines itself based on the discount schema:

Click the edit button to make changes.

000920 : A0002

Line discount 1 - item 'A0002', order '000920'

DISCOUNT SCHEMA

Discount schema	Description	Schema	From date	To date	Copy
DiscountSchema1	Discount Schema 1	✓	4/4/2017	4/30/2017	

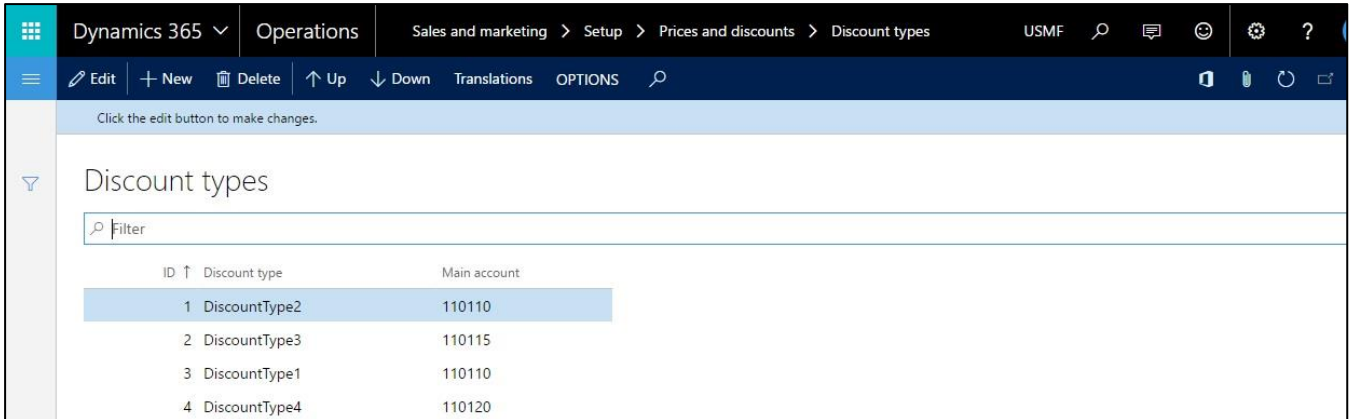
DISCOUNT SCHEMA LINES

+ New Delete

nt	Depent on quan...	Unit	Base line	Discount type	Mode of delivery	From date	To date	Discount	running sum
10		Box	0	Base price		4/12/2017	4/30/2017	10.00	90.0000
10		Box	1	DiscountType1		4/7/2017	4/16/2017	4.50	85.5000
10		Box	2	DiscountType3		4/7/2017	4/13/2017	17.10	68.4000

4.3 Finance Integration

For each type of discount, a separate general ledger account can be mentioned.



The screenshot shows the Dynamics 365 Operations interface. The top navigation bar includes 'Dynamics 365', 'Operations', and a breadcrumb trail: 'Sales and marketing > Setup > Prices and discounts > Discount types'. The right side of the bar shows 'USMF' and various icons. Below the navigation bar is a toolbar with 'Edit', '+ New', 'Delete', 'Up', 'Down', 'Translations', and 'OPTIONS'. A message bar states 'Click the edit button to make changes.' The main area is titled 'Discount types' and contains a table with columns 'ID', 'Discount type', and 'Main account'.

ID	Discount type	Main account
1	DiscountType2	110110
2	DiscountType3	110115
3	DiscountType1	110110
4	DiscountType4	110120

The booking of the types of discount takes place separately from pure goods revenue.

Therefore, in a particularly established batch, for all outgoing invoices that are not yet reworked on, it is checked, if a discount schema was applied on position level or not. If this is the case, then in a journal filed in the parameters, a document item is applied.

This document looks in the original invoice item for the used revenue account as well as the dimensions used with the booking and generates a booking record, which increases the sales revenue over the discount amount. As contra account, the master account is used here as per type of discount. The booking date is equated to the booking date of the outgoing invoices.

Example:

- Outgoing invoices (Booking 1)
- Booking discount amount (Booking 2)

2000 demands from supplies & Supply inland

(1)	2.400
-----	-------

4000 sales revenue inland

(1)	2.000
(2A)	10
(2B)	15
(2C)	5

4420 revenue deduction discount 1

(2A)	10
------	----

3500 Sales tax 20%

(1)	400
-----	-----

4422 revenue deductions discount 3

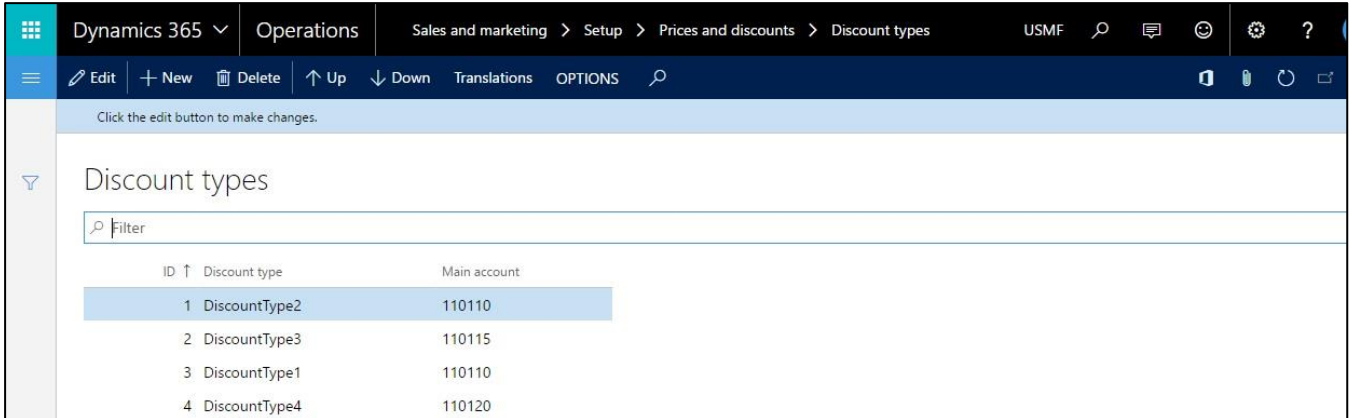
(2C)	5
------	---

4421 revenue deductions

(2B)	15
------	----

4.3.1 Parameterization of general ledger accounts:

Navigate to Sales and Marketing > Setup > Price-discount > Discount Types.



Click the edit button to make changes.

Discount types

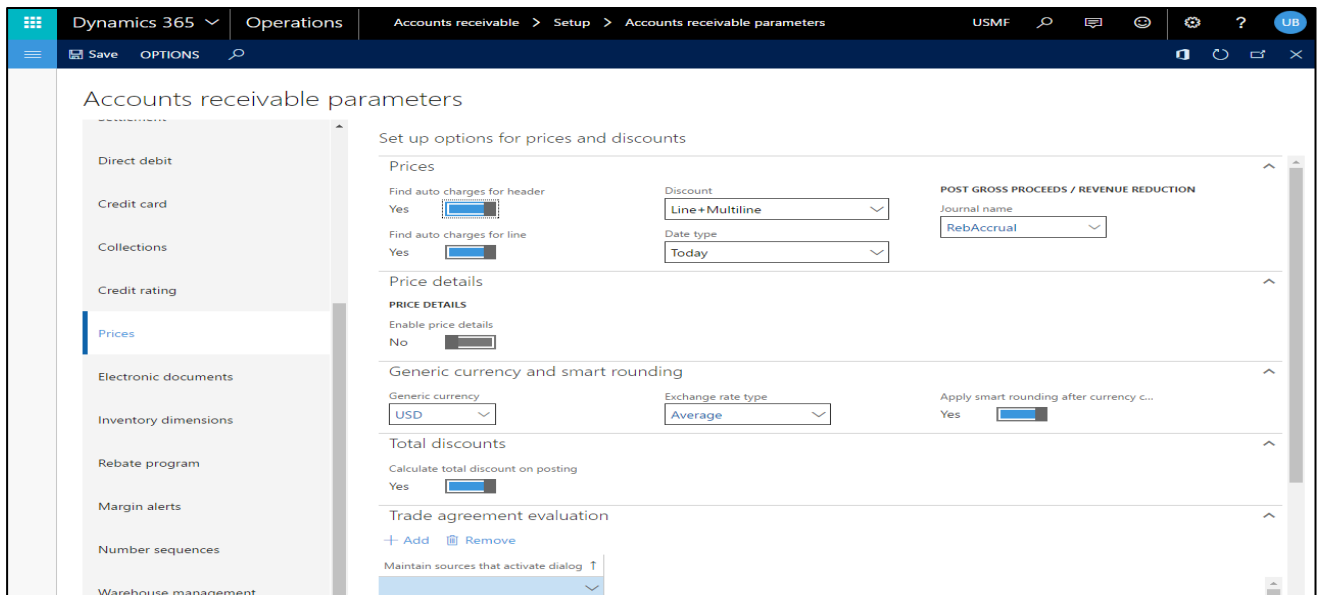
Filter

ID ↑	Discount type	Main account
1	DiscountType2	110110
2	DiscountType3	110115
3	DiscountType1	110110
4	DiscountType4	110120

4.3.2 Parameterization of Journal for booking

Navigate to Accounts Receivable > Setup > Accounts Receivable Parameters

A journal name must be created in the General Ledger > Setup > journal names (type of journal: daily).



Accounts receivable parameters

Set up options for prices and discounts

Prices

Find auto charges for header: Yes ☒

Discount: Line+Multiline

Find auto charges for line: Yes ☒

Date type: Today

POST GROSS PROCEEDS / REVENUE REDUCTION

Journal name: RebAccrual

Price details

PRICE DETAILS

Enable price details: No ☒

Generic currency and smart rounding

Generic currency: USD

Exchange rate type: Average

Apply smart rounding after currency c...: Yes ☒

Total discounts

Calculate total discount on posting: Yes ☒

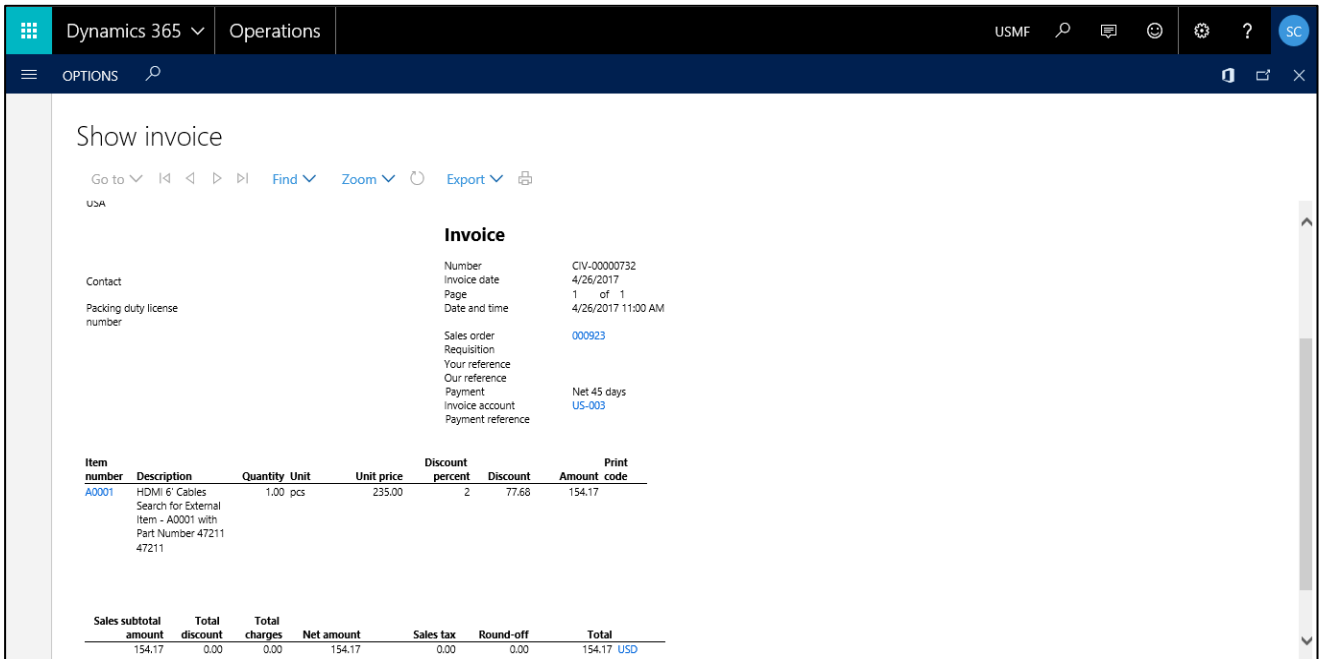
Trade agreement evaluation

+ Add - Remove

Maintain sources that activate dialog

4.3.3 Invoice order with discount schema

Invoice is created for a sales order where discount schema was applied.



Show invoice

Go to Find Zoom Export

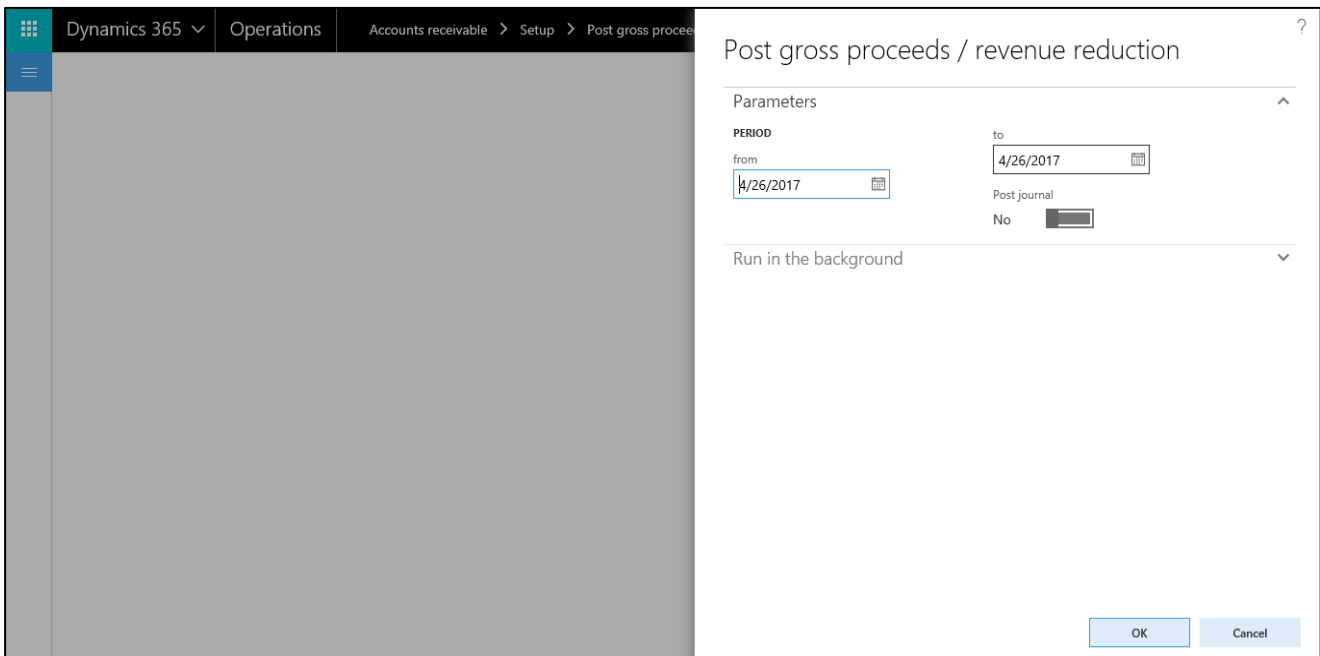
USA

Invoice

Number: CIV-0000732
 Invoice date: 4/26/2017
 Page: 1 of 1
 Date and time: 4/26/2017 11:00 AM
 Sales order: 000923
 Requisition:
 Your reference:
 Our reference:
 Payment: Net 45 days
 Invoice account: US-003
 Payment reference:
 Contact:
 Packing duty license number:
 Item number:
 Description:
 Quantity: 1.00
 Unit: pcs
 Unit price: 235.00
 Discount percent: 2
 Discount: 77.68
 Amount: 154.17
 Print code:
 Sales subtotal amount: 154.17
 Total discount: 0.00
 Total charges: 0.00
 Net amount: 154.17
 Sales tax: 0.00
 Round-off: 0.00
 Total: 154.17 USD

4.3.4 Create journal for discount

The discount schema, as it was recorded in the journal at the time of the invoice, is used as the base. Navigate to Accounts Receivable > periodic > Post gross revenue proceeds/revenue deductions. The date range must be mentioned for which the journals are going to be created.



Post gross proceeds / revenue reduction

Parameters

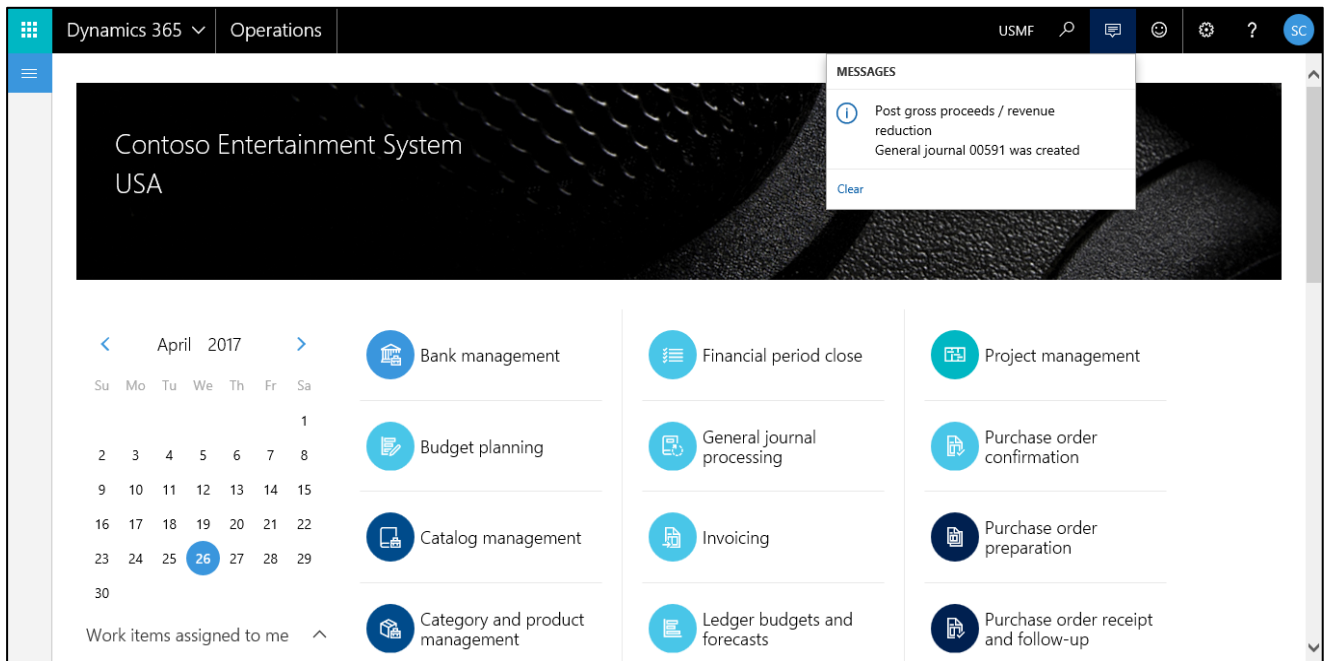
PERIOD

from: 4/26/2017 to: 4/26/2017

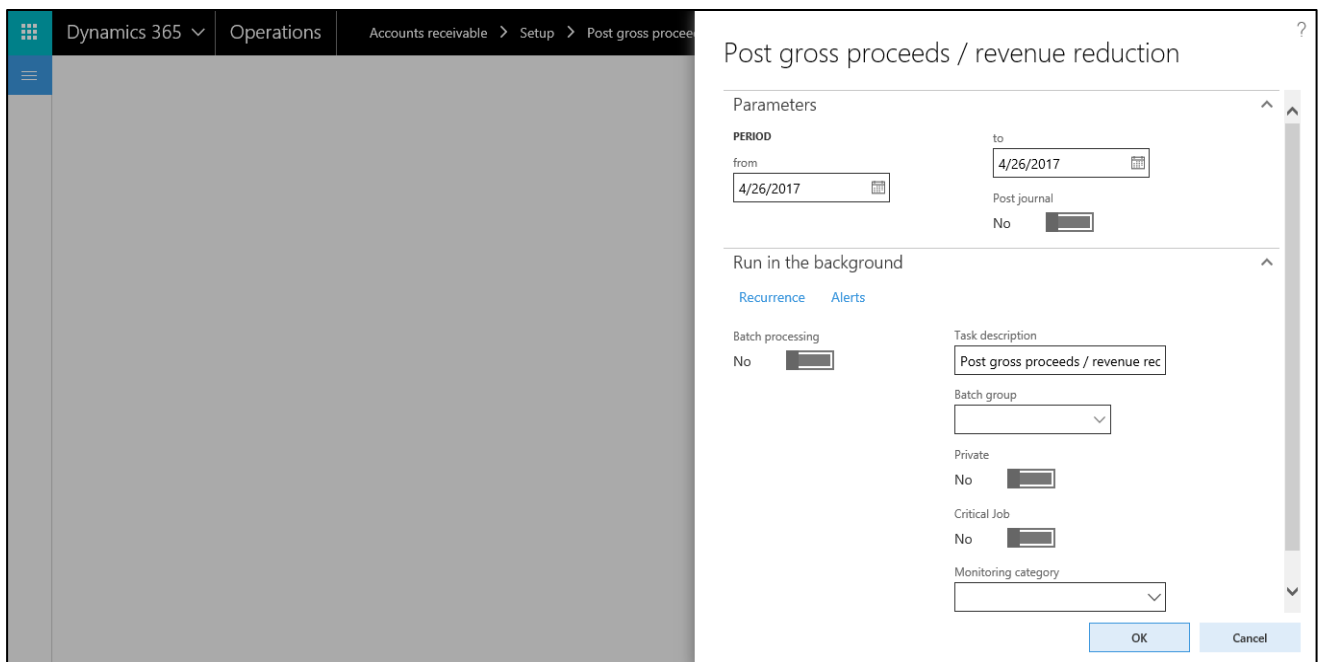
Post journal: No

Run in the background

OK Cancel



Batch process also can be used for this.



The corresponding journal positions are now created.

Navigate to General ledger > Journal entries > General journals.

Dynamics 365 Operations General ledger > Journal entries > General journals USMF

Save + New Delete Lines Open lines in Excel Validate Post Approval Inquiries Print OPTIONS

General journals

Show Not posted ☐ Show user-created only

LIST GENERAL SETUP BLOCKING FINANCIAL DIMENSIONS HISTORY

Journal batch...	Name	Description	Posted	Posted on	Log	In...	In use by	Reversing entry
00459	WFGenJrn	WF General Journal	<input type="checkbox"/>		<input type="checkbox"/>			<input type="checkbox"/>
00471	WFGenJrn	WF General Journal	<input type="checkbox"/>		<input type="checkbox"/>			<input type="checkbox"/>
00589	GenJrn	General Journal	<input type="checkbox"/>		<input type="checkbox"/>			<input type="checkbox"/>
00590	Rebate	Rebate	<input type="checkbox"/>		<input type="checkbox"/>			<input type="checkbox"/>
<input checked="" type="checkbox"/> 00591	Rebate	Gross proceeds / revenue reductio	<input type="checkbox"/>		<input type="checkbox"/>			<input type="checkbox"/>

Go to lines section of that particular journal & post the journal after validation. The journal can be also directly posted in the time of creation. For this, the Post journal checkbox must be active in the Post gross proceeds / revenue reduction page.

Dynamics 365
Operations
USMF

Save
Post
Validate
General journals
Period journal
Functions
Fixed assets
Inquiries
Print
OPTIONS

00591 : REBATE
Journal voucher

Display journal lines
All

LIST
GENERAL
INVOICE
PAYMENT
PAYMENT FEE
FIXED ASSETS
REMITTANCE
HISTORY

+ New
Delete
Voucher
Financial dimensions
Sales tax
Functions

Account type	Account	Description	Debit	Credit	Offset company	Offset account type	Offset account
Ledger	401100-002-023--TV&Video	DiscountType1		23.50	usmf	Ledger	110110-002-023
Ledger	401100-002-023--TV&Video	DiscountType2		40.19	usmf	Ledger	110110-002-023
Ledger	401100-002-023--TV&Video	DiscountType3		10.58	usmf	Ledger	110115-002-023

Account name
Offset account name
Calculated sales tax amount
Actual sales tax amount

Product Sales
Bank Account - USD
0.00
0.00

	DEBIT	CREDIT	BALANCE	BUDGET CHECK RESULTS
VOUCHER	40.19	40.19	0.00	Budget check not performed
JOURNAL	74.27	74.27	0.00	

5 Item listing

5.1 Introduction

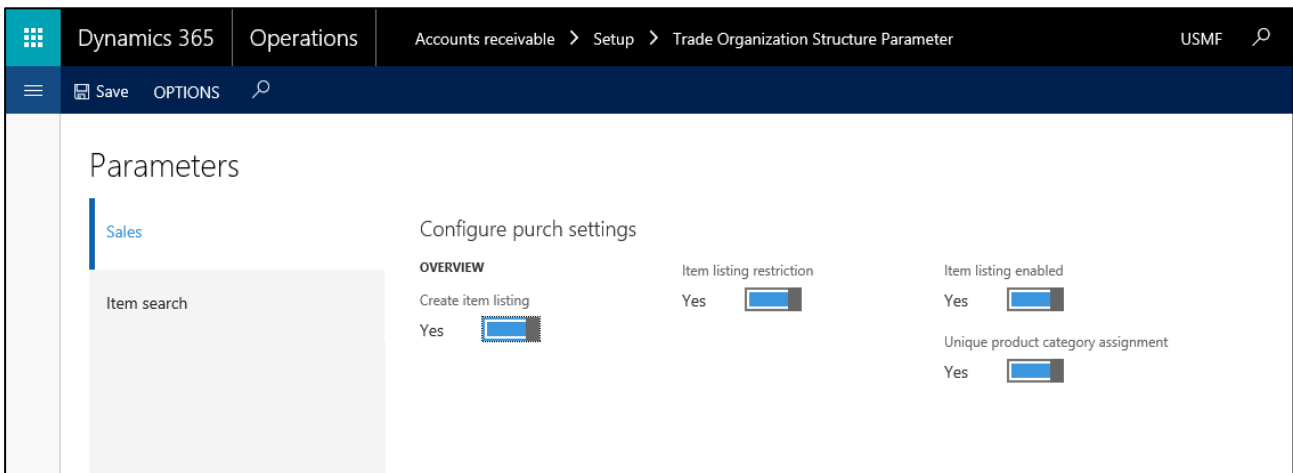
Item listing helps to simplify and/or to control the Item selection during the order collection with a pre-defined Item list per customer.

Items, which are listed for the highest TOS level, are also available for all underlying levels. If on superordinate TOS levels different items are listed, these are made completely available for the respective TOS levels lying under it.

5.2 Setup/ Parameters

5.2.1 TOS Parameters

Navigate to Accounts Receivable > Setup > Trade Organization Structure Parameters.



Description of the Parameters

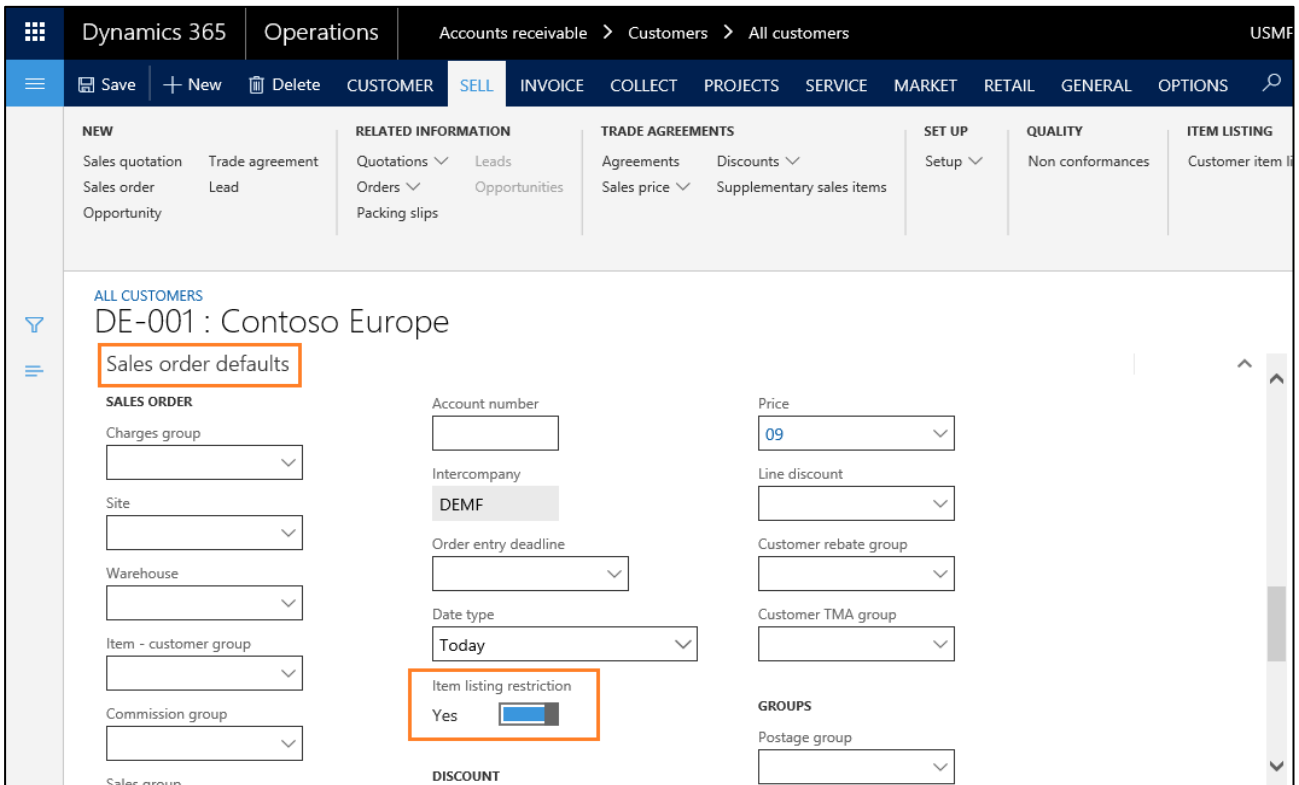
- **Create Item listing:** If this check box is activated, AX automatically creates and/or supplements the Item listing while invoicing an order with the respective customer. Thereby, only the currently not listed items are reassigned to the respective customer. Items already listed are not assigned again.
- **Item listing restriction:** If this check box is activated, while applying on a new customer, it is determined that the checkbox 'Item Listing restriction' in the fast Tab 'Sales Order defaults' is activated as per the standard. By the activation of the check box, by the customer, it is checked during the order collection, if the item is present in the item listing in the respective order item. If this is not the case, a warning message is issued, nevertheless the item can be used.
- **Item listing enabled:** If this check box is activated, during the sales order generation in the Item number lookup the items already listed to the customer are suggested.
- **Unique product category assignment:** This checkbox is used to disallow the usage of the same category hierarchy multiple times on the same product.

5.2.2 Customer – Item listing restriction

By the activation of the check box 'Item listing restriction', it is checked during the order collection, if the item is present in the item listing in the respective order item.

If this is not the case, a warning message is issued, nevertheless the item can be used. With the new installation of a customer, the current value (activated/deactivated) for this check box is assumed from the check box with the same name in the screen under Sales order defaults fast tab.

- 1) Navigate to Accounts Receivable > Customers > All Customers.
- 2) Select & double click a Customer > Sales Order defaults fast tab.



The screenshot shows the Dynamics 365 interface for a customer record. The breadcrumb navigation is 'Accounts receivable > Customers > All customers'. The 'Sales' fast tab is selected. The 'Sales order defaults' fast tab is also selected, and the 'Item listing restriction' checkbox is checked. The interface includes sections for 'NEW' (Sales quotation, Sales order, Opportunity), 'RELATED INFORMATION' (Quotations, Orders, Packing slips, Leads, Opportunities), 'TRADE AGREEMENTS' (Agreements, Sales price, Discounts, Supplementary sales items), 'SET UP' (Setup), 'QUALITY' (Non conformance), and 'ITEM LISTING' (Customer item listing). The 'Sales order defaults' section includes fields for Account number, Intercompany (DEMF), Order entry deadline, Date type (Today), Item listing restriction (checked), Price (09), Line discount, Customer rebate group, Customer TMA group, and Groups (Postage group).

5.2.3 Edit Item listing

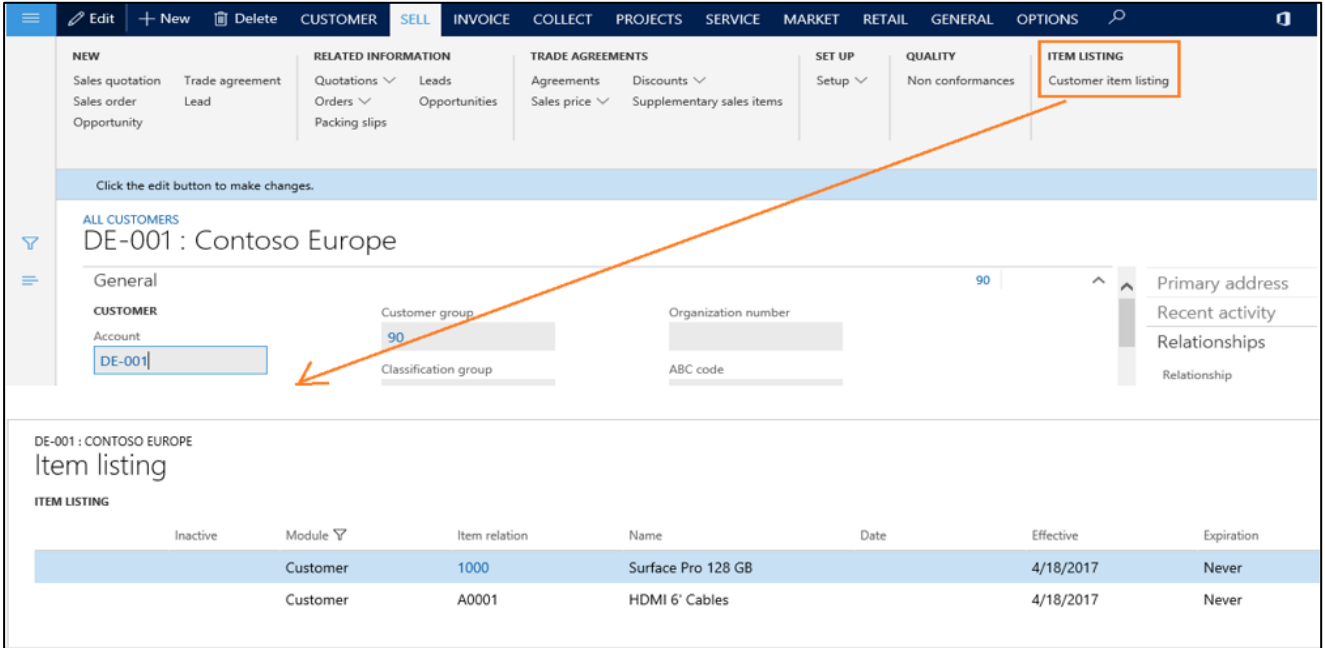
In the screen Item listing, the Item relationship for the following levels can be defined:

- a) Table (Customer - Item)
- b) Group (Item Customer group - Item)
- c) TOS (Trade Organization Structure - Item)
- d) Item (Item - Debtor, Item Customer group, TOS and all)

Depending on, on which screen the Item listing is called, the respective level can be defined.

a) Customer - Item

Navigate to Accounts Receivable > Customers > All Customers. Select a Customer and double click > Sell fast tab on the action pane > Click Customer Item Listing.



NEW: Sales quotation, Trade agreement, Sales order, Lead, Opportunity

RELATED INFORMATION: Quotations, Orders, Packing slips, Leads, Opportunities

TRADE AGREEMENTS: Agreements, Discounts, Sales price, Supplementary sales items

SET UP: Setup

QUALITY: Non conformances

ITEM LISTING: Customer item listing

Click the edit button to make changes.

ALL CUSTOMERS: DE-001 : Contoso Europe

General

CUSTOMER: Account: DE-001

Customer group: 90

Organization number:

Classification group:

ABC code:

Primary address, Recent activity, Relationships, Relationship

DE-001 : CONTOSO EUROPE

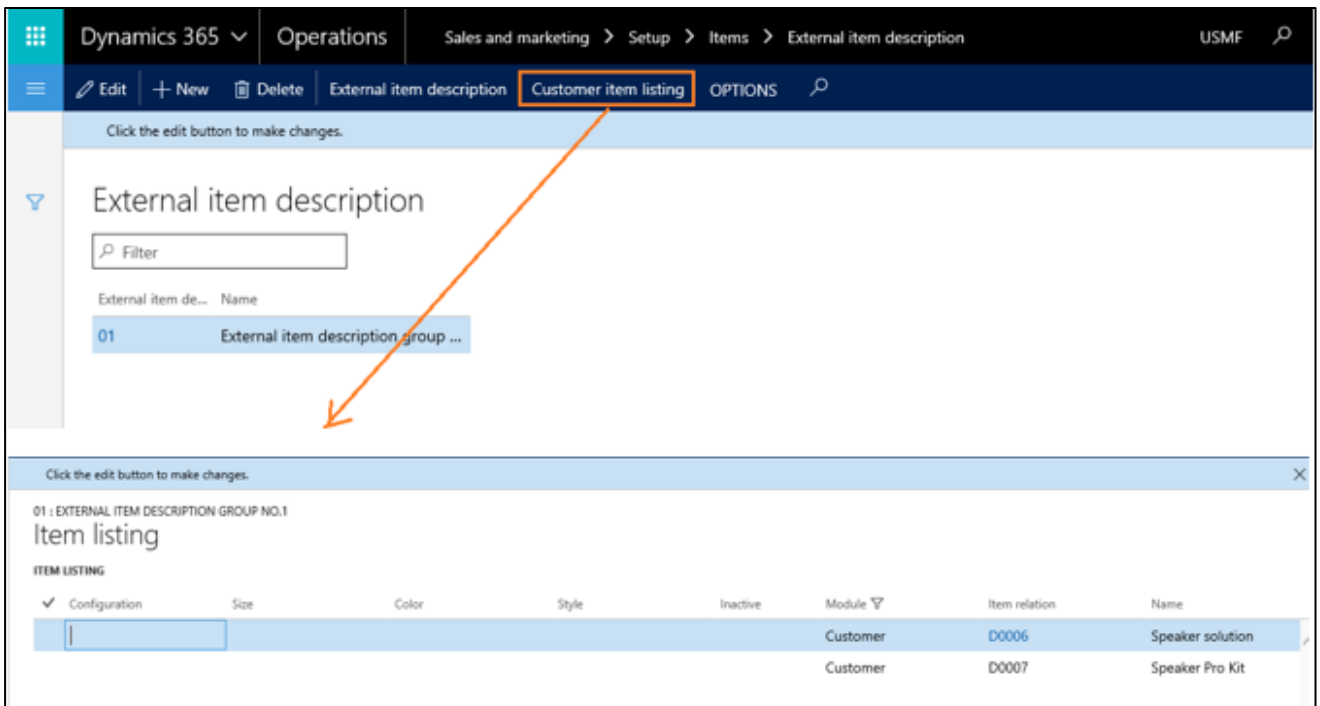
Item listing

ITEM LISTING

Inactive	Module	Item relation	Name	Date	Effective	Expiration
	Customer	1000	Surface Pro 128 GB		4/18/2017	Never
	Customer	A0001	HDMI 6' Cables		4/18/2017	Never

b) Item Customer group

Navigate Sales and Marketing > Setup > Items > External Item Description > Customer Listing button.



Dynamics 365 > Operations > Sales and marketing > Setup > Items > External item description

USMF

Edit, + New, Delete, External item description, **Customer item listing**, OPTIONS

Click the edit button to make changes.

External item description

Filter

External item de... Name: 01

External item description group ...

Click the edit button to make changes.

01 : EXTERNAL ITEM DESCRIPTION GROUP NO.1

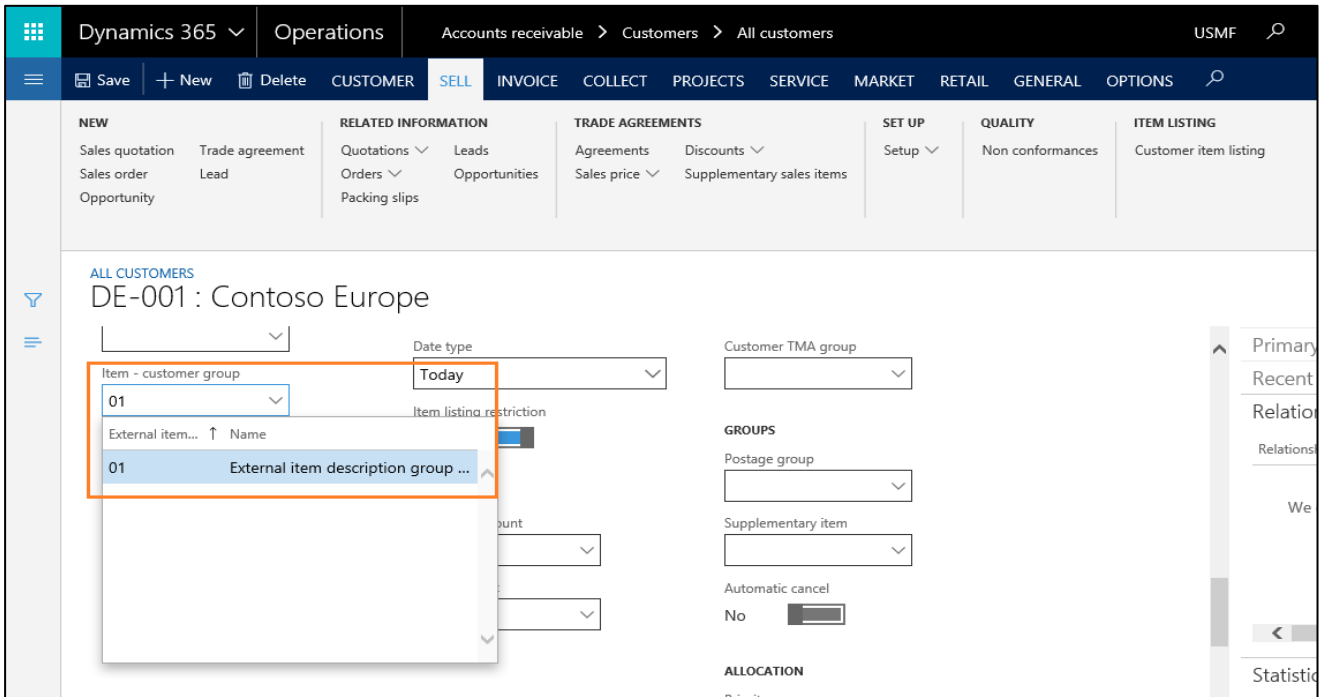
Item listing

ITEM LISTING

Configuration	Size	Color	Style	Inactive	Module	Item relation	Name
					Customer	D0006	Speaker solution
					Customer	D0007	Speaker Pro Kit

Navigate to Accounts Receivable > Customers > All Customers > Select a Customer > Double click the customer.

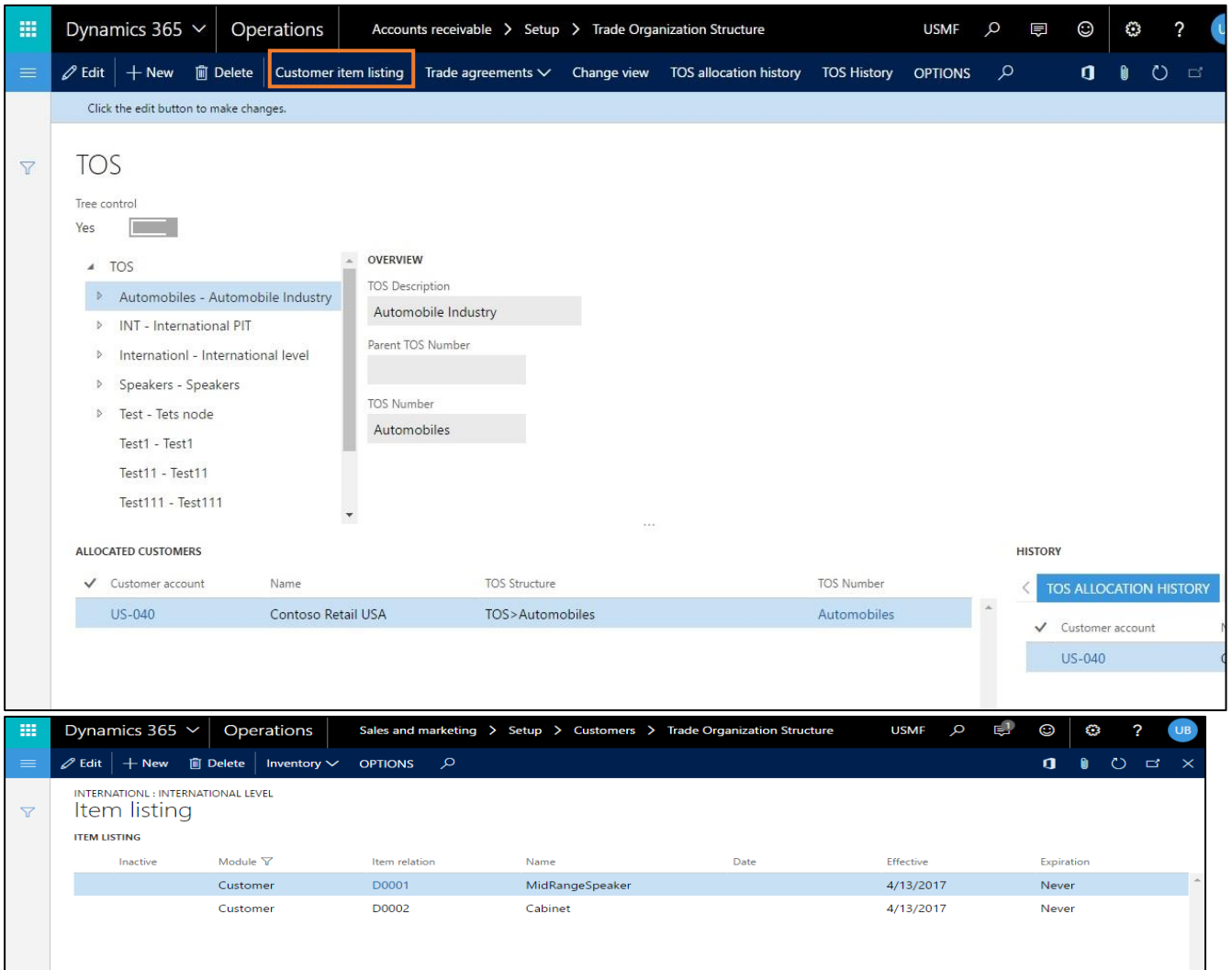
Go to fast tab Sales Order defaults > Item Customer group > Select a group from the drop down.



c) TOS – Customer Item Listing

Navigation:

- Sales and Marketing > Setup > Customers > Trade Organization Structure > Screen TOS > Button Customer Item listing. (or)
- Accounts Receivable > Setup > Trade Organization Structure > Screen TOS > Button Customer Item Listing.



The screenshot displays the Dynamics 365 interface for Trade Organization Structure. The top navigation bar shows 'Operations' and 'Accounts receivable > Setup > Trade Organization Structure'. The left sidebar contains a tree control with 'TOS' expanded, showing sub-items like 'Automobiles - Automobile Industry', 'INT - International PIT', 'International - International level', 'Speakers - Speakers', 'Test - Tets node', 'Test1 - Test1', 'Test11 - Test11', and 'Test111 - Test111'. The main area shows the 'OVERVIEW' tab for 'Automobiles - Automobile Industry', with fields for 'TOS Description' (Automobile Industry), 'Parent TOS Number', 'TOS Number' (Automobiles), and 'TOS Allocation History'. Below this is a table for 'ALLOCATED CUSTOMERS' with columns: Customer account, Name, TOS Structure, and TOS Number. The table shows one entry: 'US-040' (Contoso Retail USA) under 'TOS>Automobiles'. A 'HISTORY' tab is also visible, showing 'TOS ALLOCATION HISTORY' with a table containing 'Customer account' and 'US-040'.

The second screenshot shows the 'INTERNATIONAL : INTERNATIONAL LEVEL' 'Item listing' screen. It displays a table with columns: Inactive, Module, Item relation, Name, Date, Effective, and Expiration. The table contains two entries:

Inactive	Module	Item relation	Name	Date	Effective	Expiration
	Customer	D0001	MidRangeSpeaker		4/13/2017	Never
	Customer	D0002	Cabinet		4/13/2017	Never

Items, which are listed for the highest TOS level, are also available for all underlying levels. If on superordinate TOS levels different items are listed, these are again made completely available for the TOS levels lying under it.

d) Items - Customer, Item Customer group, TOS and all

Over the screen Released products, all listing entries for a particular item can be considered and defined.

Navigation: Product Information Management > Released Products > Select a product.

Sell tab on the action pane > Button Item Listing > Screen Item Listing

Dynamics 365 | **Operations** | Product information management > Products > Released products | USMF

SELL | MANAGE INVENTORY | ENGINEER | PLAN | MANAGE PROJECTS

VIEW
Sales price
Line discount
Multiline discount
Total discount

TRADE AGREEMENTS
View trade agreements
Create trade agreements

SALES ORDER
ATP information
Open sales order lines
Period statistics

RELATED INFORMATION
External item description
Supplementary sales items
Commission calculation

ITEM LISTING
Item listing

Click the edit button to make changes.

RELEASED PRODUCT DETAILS

Filter

Item number	Product name	Search name	Product type	Product subtype	Product dimension groups	Inactive
1000	Surface Pro 128 GB	1001	Item	Product		
4401	Proseware 50W Car Radio	Proseware 50W Car Ra	Item	Product master	Color	
4402	Northwind Traders 50W Car Radio	Northwind Traders 50	Item	Product master	Color	
4403	A. Datum 50W Car Radio	A. Datum 50W Car Rad	Item	Product master	Color	
A0001	HDMI 6' Cables	HDMI 6' Cables	Item	Product		

Click the edit button to make changes.

1000 : 1001
Item listing

ITEM LISTING

ive	Valid for	Account selection	Module	Name	Date	Effective	Expiration
Table		DE-001	Customer	Surface Pro 128 GB		4/18/2017	Never

New entries of the item relations can be defined for the following levels.

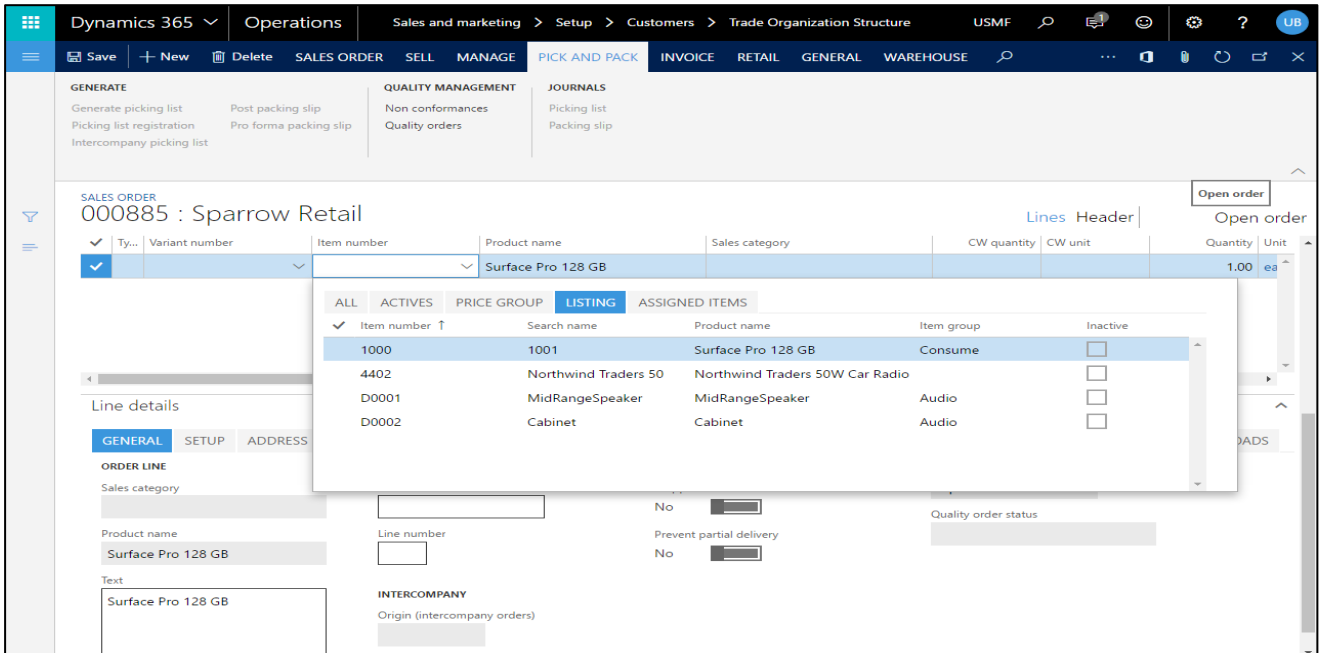
- Table (Item > Customer)
- Group (Item – Item Customer group)
- TOS (Item - Trade Organization Structure)
- All (All Customers)

5.3 Sales order creation and invoicing with not listed items

During the order collection, it is checked whether the Item is present in the defined Item listing of the respective Customer. If this is not the case, a warning message is issued, the item can nevertheless be used.

5.3.1 Selection of a listed item in register Listing

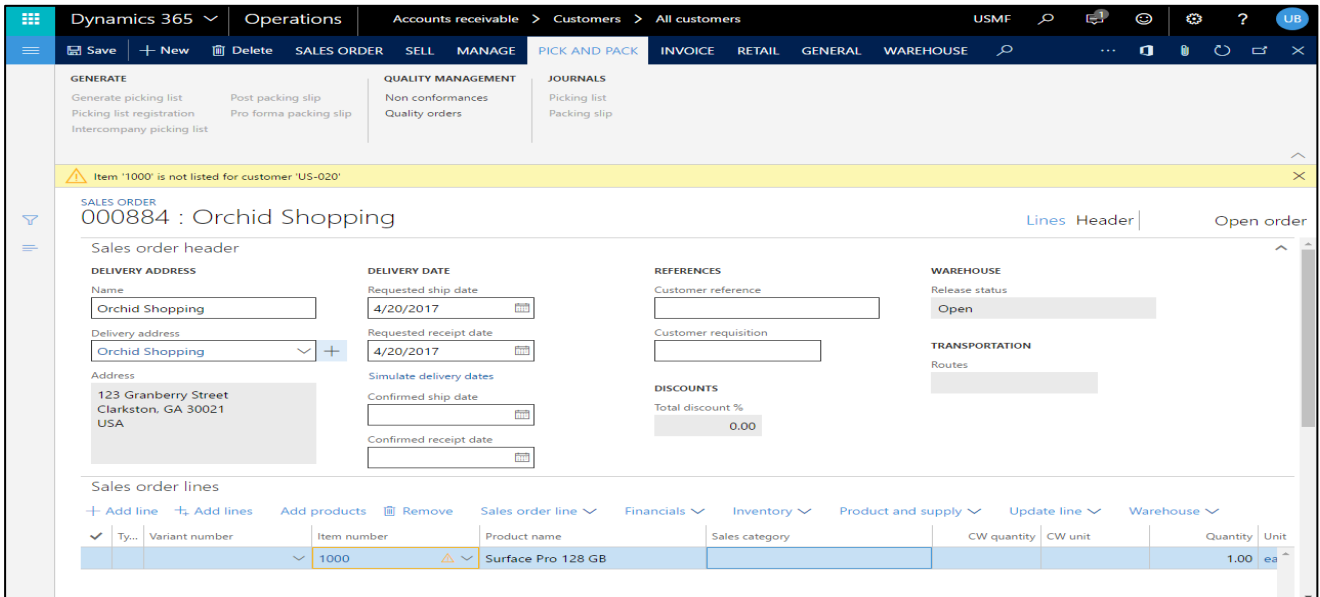
If the check box 'Use Item Listing' in the screen Parameter (see point 5.2.1) is activated, the items of all listing levels (Customer, Item Customer group, TOS and all), listed for the customer, are indicated to the user in the Item lookup in register Listing on the Sales order.



The screenshot shows the Dynamics 365 Sales application interface. The top navigation bar includes 'Dynamics 365', 'Operations', and 'Sales and marketing > Setup > Customers > Trade Organization Structure'. The main area displays a sales order for 'Sparrow Retail' with the order number '000885'. A table of items is shown, with the first item being 'Surface Pro 128 GB' with a quantity of 1.00. A dropdown menu is open, showing a list of items with columns for 'Item number', 'Search name', 'Product name', 'Item group', and 'Inactive'. The items listed are: 1000 (Surface Pro 128 GB, Consume), 4402 (Northwind Traders 50, Northwind Traders 50W Car Radio), D0001 (MidRangeSpeaker, MidRangeSpeaker), and D0002 (Cabinet, Cabinet). The 'Inactive' column has checkboxes for each item.

5.3.2 Using a non-listed item

If the check box 'limit on item listing' is activated and the item of the new order item is not a part of item listing, a warning is issued by the system. The order item can nevertheless be applied with the non-listed items. The examination of item listing is implemented for all listing levels (Customer, Item Customer group, TOS and all).



Item '1000' is not listed for customer 'US-020'

SALES ORDER
000884 : Orchid Shopping

Sales order header

DELIVERY ADDRESS
Name: Orchid Shopping
Delivery address: Orchid Shopping
Address: 123 Granberry Street, Clarkston, GA 30021, USA

DELIVERY DATE
Requested ship date: 4/20/2017
Requested receipt date: 4/20/2017
Confirmed ship date:
Confirmed receipt date:

REFERENCES
Customer reference:
Customer requisition:

WAREHOUSE
Release status: Open

TRANSPORTATION
Routes:

DISCOUNTS
Total discount %: 0.00

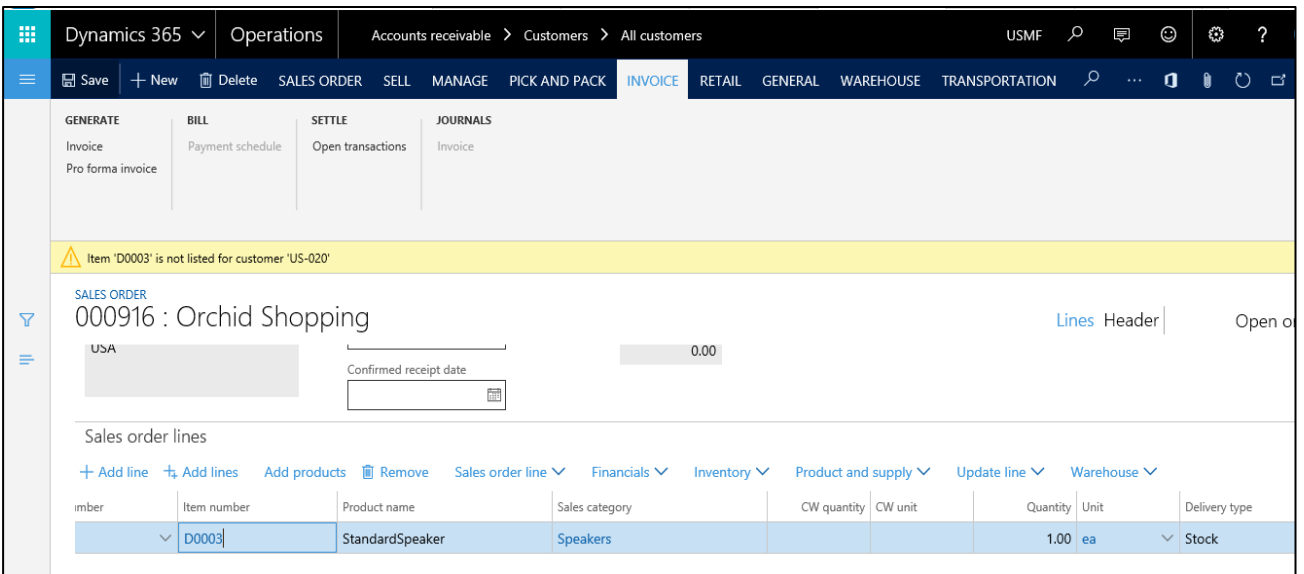
Sales order lines

✓	Ty...	Variant number	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit
			1000	Surface Pro 128 GB				1.00	ea

5.3.3 Invoicing with possible addition of the item listing

If the check box 'Create item listing' in the screen Parameter (see point 5.2.1) is activated and when a non-listed item is used in a sales order, this item is automatically supplemented by AX in the item listing while invoicing the order.

In order, the not listed item is recorded:



Item 'D0003' is not listed for customer 'US-020'

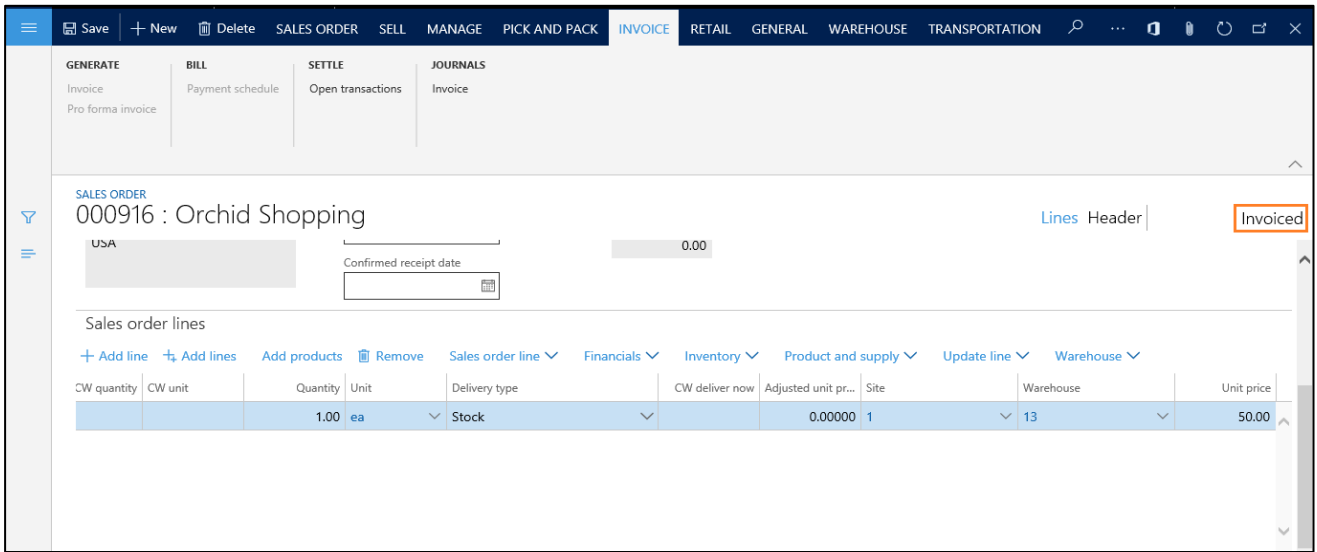
SALES ORDER
000916 : Orchid Shopping

USA

Sales order lines

number	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Delivery type
	D0003	StandardSpeaker	Speakers			1.00	ea	Stock

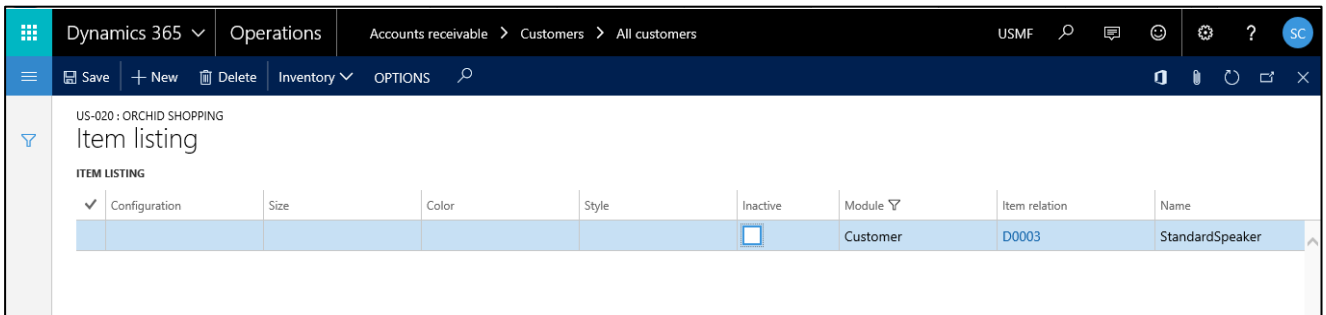
Order invoice:



The screenshot shows the 'SALES ORDER' form for 'Orchid Shopping' (000916). The 'Invoiced' status is highlighted in orange. The sales order line table contains one item:

CW quantity	CW unit	Quantity	Unit	Delivery type	CW deliver now	Adjusted unit pr...	Site	Warehouse	Unit price
		1.00	ea	Stock		0.00000	1	13	50.00

Listing was supplemented automatically over this item:



The screenshot shows the 'Item listing' form for 'US-020: ORCHID SHOPPING'. The table contains one item:

Configuration	Size	Color	Style	Inactive	Module	Item relation	Name
				<input type="checkbox"/>	Customer	D0003	StandardSpeaker

6 Authorizations

Rights (Privileges):

Entry POINT [system name]	Access	Again [J/N]	Assigned rightfully [system name]
KcsTosCustVendItem	Announcements	J	KcsCustItemListingView
KcsTosCustVendItem	Complete control	J	KcsCustItemListingMaintain

Task (Duty):

Quite [system name]	Again [J/N]	Assigned to task [system name]
KcsCustItemListingView	N	PriceDiscProdSalesPriceDiscMasterInquir

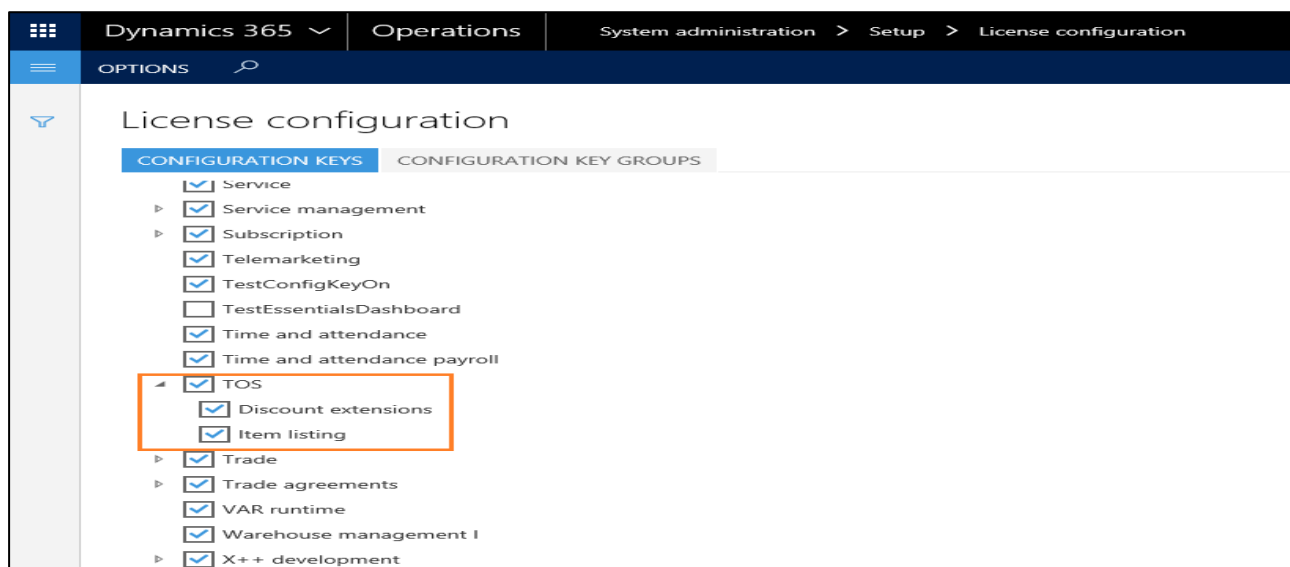
KcsCustItemListingMaintain	N	PriceDiscProductPriceDiscMasterMaintain
----------------------------	---	---

7 Installation

7.1 Licensing & Configuration

In the screen license configuration can be activated and/or deactivated under TOS the module organization structure and individual additional TOS functions ("item listing" and "extended discounts").

Navigation: System administration > Setup > Licensing > License configuration.



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