Sales Retrospective Discounts

The Need

Customer incentives come in many forms and need to be appropriate to individual trading circumstances. For some customers, particularly those who are buying 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 allows the customer to achieve a cumulative discount. The plan may be related to individual product volumes or overall turnover.

The Solution

Sometimes referred to also as 'Customer Earned Rebates,' this m-hance module allows for the management and monitoring of these plans.
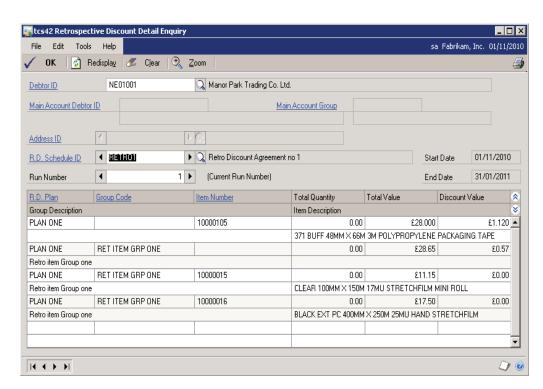
Key Features:

• Progress monitoring

Inquiries and reports allow for easy access to all levels of information, from a detailed view of a single customer's latest position through to a summary of the overall potential company liability against accrued sales retrospective discounts.

• 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 sales retrospective discount position to be updated regularly from the latest sales transactions, both invoice and credit. Further routines allow for the opening and closing of qualifying periods and for the purging of completed plans.

- Flexible discount plans and schedules

Sales retrospective discount plans and schedules can be configured to cover qualifying time periods. Discounts may be applied to individual items or to groups of items. These can be assigned to ranges of customers or even at individual address level to provide maximum flexibility.

What It Means For You

- Manage complex plans and schedules

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

- Accrue for discount liability

Potential discount liability can fluctuate dramatically depending upon whether or not customers hit specified targets within qualifying periods. Automated sales 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 customer 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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CONTACT US

www.dynavistics.com

877.274.2991

info@dynavistics.com