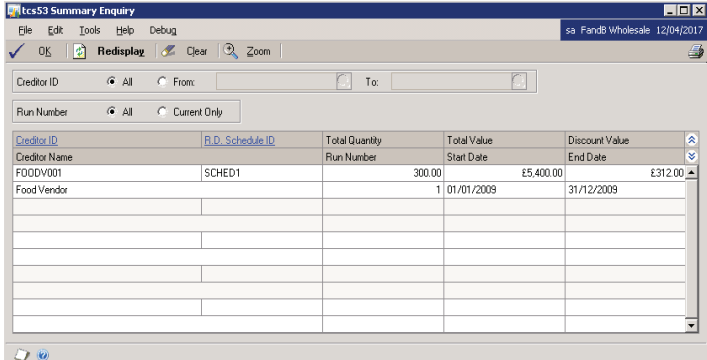# dynavistics

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 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.

- **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.'

Key Features cont'd...

- **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.

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Dynavistics transforms your "I wish we could" into "I know we can" with innovative solutions to provide relief from common business software frustrations—helping you to run your business more effectively and get paid faster. Our applications are used by businesses across a wide variety of industries to extend the useful lifetime of their software investment while improving staff productivity and filling the gaps in collections, delivery, trade promotion and distribution software processes.

Dynavistics makes it easy to integrate with Microsoft Dynamics GP, Microsoft Dynamics AX, and Microsoft Dynamics NAV, as well as other leading ERP systems. Whether your frustrations result from software shortcomings in purchasing, inventory management, or accounts receivable—we offer solutions that complete the processes and bridge the gaps.

TRINITY

Trinity from Dynavistics, Inc. is a collection of advanced distribution features that work hand in hand with Microsoft Dynamics® GP to enhance every aspect of your supply chain process. Simply put, Trinity turns the basic Dynamics GP inventory modules into a full-featured distribution powerhouse.

Running a successful distribution business requires more than just inventory management. That's why Trinity was designed to improve every aspect of your distribution operation from Sales, Pricing, and Customer Service to Purchasing & Replenishment, Inventory Control, and Delivery Logistics. Adding Trinity to Dynamics GP makes your business *more effective, efficient, competitive and profitable*.