



yaveon

Yaveon 365 Trade

Pricing
in Business Central

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Microsoft
Partner

Everything at a Glance.

Product

- Product: ERP
- Basis: Microsoft Dynamics 365 Business Central
- Company size: Small and medium-sized companies
- Industries: Chemicals, pharmaceuticals, biotechnology, cosmetics, food, medical technology

The Three Most Important Advantages:

- Hierarchical Pricing and Multi-Level Discounts
make it possible to map the complex contract terms of the retail industry in Business Central. The prices you negotiated with your customers are inserted in the sales document - not the lowest price.
- Customer Hierarchies and Listings
Multi-level structures of chain stores and purchasing associations can be mapped with the help of customer hierarchies. For each hierarchy level, prices and discounts can be defined, and article assortments can be listed.
- Commission / bonus accounting
It is easy to calculate and record retroactive rebates when customers reach revenue or sales targets in a specific period. It is also possible to settle and post sales commissions.

How Does This Work Exactly?

The Features.

Simplify Your Work With Customer Hierarchies

Classification made easy: To classify customers, set up customer hierarchies. You can do this, for example, by categorizing purchasing associations and chain stores or by mapping the business units of a corporate group. If required, you can also create these outlines in multiple levels: For example, you could combine the chain store branches in individual regions on one hierarchical level. You can assign regional units to a national level, which you then, in turn, assign to a continent level with other countries.

Individual customers can be assigned to each organizational unit. Conditions, such as prices and discounts, can be set up for each organization. These conditions are valid for all customers in this organizational unit as well as for the assigned level below. This also applies to listings and assortments, where you can define exceptions in lower levels.

You can also define lot data such as lot number, status, expiration date or lot features that will be passed on from the component to the finished product during production.

Accurate Prices with Hierarchical Pricing

With Hierarchical Pricing, you determine sales prices and master data across multiple levels. The system goes one step further: Contrary to the standard pricing of Microsoft Dynamics 365 Business Central, Hierarchical Pricing does not find the lowest price for an item but the exact price that was negotiated for the customer. From the most specific setup to the most general: Their determination of sales prices is along the following sequence: Campaign, Customer, Customer price group, Customer hierarchy, All customers, Sales price on the item card. As soon as a price is found in the sequence, this price is automatically used. This way, you ensure the price agreed with your customer is always used – even if the price on the item card is lower.

Simpler Processing of Rebates in Kind

Manage in-kind rebates: An in-kind rebate is not a cash rebate but the delivery of additional goods free of charge, whether further quantities of the same goods or a different item.

CRONUS EN SCREENSHOTS

Customer Hierarchy: Search + New

Level	Code	Up
0	EMMADOC	
1	EMMADOC_BE	EM
1	EMMADOC_DE	EM
2	EMMADOC_OST	EM
2	EMMADOC_SUED	EM
3	EMMADOC_BOD	EM
1	EMMADOC_NL	EM
1	EMMADRUG	EM
2	EMMADRUG_DE	EM
0	CLARISSAPHARM	
0	BUYFOOD_ASSOC	
1	BUYFOOD_ASSOC_EU	BU
2	BUYFOOD_ASSOC_DE	BU
1	BUYFOOD_ASSOC_SA	BU

Customer Hierarchy Assignments

Search + New Edit List Delete Listing Open in Excel Related Fewer options

Customer No.	Customer Name	Starting Date	Ending Date
D00040	AlbaPharm International	1/1/2018	12/31/2020
D00050	Sanavita Pharma AG	1/1/2017	
D00060	SuperMed Limited		

→ [Dropdown]

No. ↑	Name	Post Code	Phone No.
D00060	SuperMed Limited	22291-040	+55 1000 236
D00070	Bristol Pharmaceutical	NY 11010	+1 212 733 23
D00080	EmmaDoc Apotheken	94242	+49 941 46555
D00090	EmmaDoc B.V.	3133 EN	+31 80 842 69
D00100	EmmaDoc Leipzig	04103	+49 341 45042

+ New Select from full list

Customer Hierarchy Assignment

PB365 Sales Prices

General

Sales Type Filter: None

Sales Code Filter:

Item No. Filter:

Manage Open in Excel More options

New Sales Order - 1163 - Apotheke Högermeier - Dynamics 365 Business Central - Geschäftlich - Microsoft Edge

Nicht sicher | dewue-vs-bcapp3:8080/BC170_7106/Default?bookmark=25%3bJAAAAAQAQAAAAJ7BDEAMQA2AD...

Sales Order

1163 · Apotheke Högermeier

Lines Manage Line Order Fewer options

Item Tracking Assign...	Type	No.	Description	Loc...	Quantity	Unit of Measure Code	Unit Price Excl. VAT
→	Item	E1300002	YAVINIGHT 100ml		2	CARTON	5.300.00

Sales Type ↑	Sales Code ↑	Item No. ↑	Unit of Measure Code ↑	Minimum Quantity ↑	Unit Price	Starting Date ↑	Ending Date
Customer	D00130	E1300002	CARTON	0	4.900.00	1/1/2020	12/31/2020
Customer	D00140	E1300002	CARTON	5	4.950.00		
Customer Price Group	PHARMA_AT	E1300002	CARTON	0	5.300.00		
Customer Price Group	PHARMA_AT	E1300002	CARTON	3	5.050.00		
All Customers		E1300002	CARTON	0	5.120.00		
All Customers		E1300002	CARTON	3	5.000.00		
All Customers		E1300002	PCS	0	70.00		
All Customers		E1300002	PCS	50	65.00		
All Customers		E1300002	PCS	100	62.00		
Campaign	CHRISTMAS_2020	E1300002	CARTON	3	4.850.00	11/1/2020	12/31/2020
Customer Hierarchy	CLARISSAPHARM	E1300002	CARTON	0	5.200.00		
Customer Hierarchy	CLARISSAPHARM	E1300002	CARTON	5	5.050.00		
Customer Hierarchy	EMMADOC	E1300002	CARTON	0	5.050.00		

Sales Prices and Sales Line Price

More Options With Multi-Level Line and Invoice Discounts

Set up discounts at the line discount and invoice discount levels – and even multi-level. You can define the sequence of stages. The second and further discount lines can use either the original or the discounted value of the previous line as a base. The determination of discounts follows the same hierarchical principle as the determination of the price: from the most specific setup to the most general.

Fair Bonuses Thanks to Bonus Settlement

Has your customer reached a defined revenue or sales target in a set period? With bonus calculation, you can provide a subsequent rebate based on sales volume or revenue. Invoices, credit notes, line discounts, and invoice discounts are taken into account in the calculation. You can choose either the actual customer or another customer as a bonus recipient.

Automatic Calculation of Surcharges and Discounts

Do you find that inserting and calculating markups and markdowns in the sales order is time-consuming? Automate it based on the total amount. If required, you can also extend the functionality to include the delivery condition, for example, to map the insertion of freight surcharges.

Accurate Payments With Commission Settlement

Commissions for sales representatives, sales agencies, or customers – you can calculate and post all these with the commission settlement. It is possible to determine commissions based on both quantities and revenue. Commissions can be set up as a percentage, per item-unit, or fixed amount and incorporated in a scale.

Bonus Rates ✓ Saved   

General

Recipient of Bonus Filter Code Filter

Type Filter Validity Period Filter

Manage  Open in Excel 

Recipient of Bonus ↑	Type ↑	Code ↑	Bonus Reference ↑	Bonus Reference Limit ↑	Bonus Type	Rate	Validity Period ↑	Valid from	Valid to	Completed
D00040	All Items		Turnover	30,000.00	%	1.00	2021	1/1/2021	12/31/2021	☐
D00040	All Items		Turnover	40,000.00	%	1.50	2021	1/1/2021	12/31/2021	☐
D00080	Item Group	PHARMA	Turnover	5,000.00	%	2.00	2020_Q3	7/1/2020	9/30/2020	☒
D00080	Item Group	PHARMA	Turnover	5,000.00	%	2.00	2020_Q4	10/1/2020	12/31/2020	☒
D00080	Item Group	PHARMA	Turnover	10,000.00	%	1.00	2021	1/1/2021	12/31/2021	☐
D00080	Item Group	PHARMA	Turnover	20,000.00	%	2.00	2021	1/1/2021	12/31/2021	☐
D00080	Item Group	PHARMA	Turnover	40,000.00	%	5.00	2021	1/1/2021	12/31/2021	☐
D00150	Item	E1300002	Sales Quantity	800.00	Fixed Amount per Unit	0.10	2020_H2	7/1/2020	12/31/2020	☒
D00160	Item	E1300002	Sales Quantity	800.00	Fixed Amount	80.00	2020_H2	7/1/2020	12/31/2020	☒
D00130	Item Group	PHARMA	Turnover	10,000.00	%	1.00	2021	1/1/2021	12/31/2021	☐
D00130	Item Group	PHARMA	Turnover	20,000.00	%	2.00	2021	1/1/2021	12/31/2021	☐
D00130	Item Group	PROMO	Sales Quantity	100,000.00	Fixed Amount	3,000.00	2021	1/1/2021	12/31/2021	☐
D00130	Item Group	PROMO	Sales Quantity	150,000.00	Fixed Amount	5,000.00	2021	1/1/2021	12/31/2021	☐

Bonus Rates

Sales Order 1123 · SuperMed Lim

Process Release Posting Prepare

General

Lines Manage Line Order

Item Tracking Assign...

→                                               

Commission Calculation CC00017 ✓ Saved

[Issue and Create Purchase Invoice](#)
[Create Commission Calculations](#)
[Suggest Commission Calc. Lines](#)
[Issue](#)
[Issue and Print](#)
[Recipient of Commission](#)

General

No.	CC00017	Address 2	
Recipient of Commission No.	P000003	Post Code	10117
Recipient Type	Vendor	City	Berlin
Recipient No.	K00100	Posting Date	1/15/2021
Name	Maria Espinoza	Document Date	1/15/2021
Name 2		Calculation from	1/1/2020
Address	Werderscher Markt 17	Calculation to	12/31/2020

[Lines](#) | [Manage](#) | [More options](#)

Document Type	Docum... No.	Sell-to Custom... No.	Item No.	Item Description	Posting Date	Document Date	Quan...	Unit of Measure Code	Line Amount (LCY)	Commissions... Amount (LCY)	Commission Amount (LCY)
→ Posted Invoice	103057	D00170	E1300000	YAVINIGHT 50ml	11/4/2020	12/1/2020	2	CARTON	9.118.00	8.935.64	268.07
Posted Invoice	103052	D00180	E1300000	YAVINIGHT 50ml	11/15/2020	11/15/2020	2	CARTON	9.118.00	8.935.64	268.07
Posted Invoice	103052	D00180	E1300002	YAVINIGHT 100ml	11/15/2020	11/15/2020	2	CARTON	10.088.00	9.886.24	296.59
Posted Credit Memo	104013	D00180	E1300000	YAVINIGHT 50ml	12/15/2020	12/15/2020	-1	CARTON	-4.559.00	-4.559.00	-136.77

Commission Calculation

Yaveon 365 Base

Set Up [Traffic Light Rules](#) for Tables

Red, yellow, green - we all know the traffic light principle. In the Base app, the colors make your life easier by acting as a visual reinforcement.

Define traffic light rules that change the colors based on values. For example, you can specify that fully delivered sales orders are indicated in green, while undelivered orders are indicated in red. Select the rules in the list view to highlight records.

You can set up the traffic light rules for the following tables:

- Items
- Vendors
- Customers
- Inventory Summary
- Purchase Lines
- Sales Lines

Set Up [Extended Texts](#)

Whether for master data or purchase and sales documents: Define extended texts for accounts payable, customers, G/L accounts, items, and resources. You want an automatic transfer to purchase and sales documents? No problem. Discover even more benefits by using extended texts in other Yaveon apps, for example, Research and Development, Warehouse Management, Sales & Purchase, and Quality Assurance.

Set Up [Master Data Features](#)

Assign features with a specific value to an item. You can also set up features whose value is calculated via a formula based on the values of other features. Do you want to search for items with specific features? Just use the feature search. You can filter an item list so that only the items that match the criterion are displayed. For even more benefits, combine the function with other Yaveon apps, for example, Quality Assurance and Manufacturing.

Features

Search + New Manage Card Comments Open in Excel More options

No. #	Description	Target Value	Unit of Measure Code	Data Type	Feature Type	Calcul... Feature	Calculation Formula	Rounding Type	Status	Quality Assura...	Transfer to next Level	Next Level Calc. Type	Prods...	Resear... & Devel...
DETEX	detex		GR/10000M	Decimal	MA001	☐		Nearest	Certified	☐	☒	Average	☒	☒
F000001	Labeling	OK		Option	MA017	☐		Nearest	Certified	☒	☐		☐	☐
F000002	Packaging	OK		Option	MA017	☐		Nearest	Certified	☒	☐		☐	☐
F000003	Certificate	ATTACHED		Option	MA017	☐		Nearest	Certified	☒	☐		☐	☐
F000004	Shipping Note	ATTACHED		Option	MA017	☐		Nearest	Certified	☒	☐		☐	☐
F000005	Content of active ingre...	%		Decimal	MA002	☐		Nearest	Certified	☒	☒	Average	☒	☐
F000006	PH-Value	+7.0		Decimal	MA015	☐		Nearest	Certified	☒	☐		☒	☐
F000007	Salt Content	4.00	%	Decimal	MA003	☐		Nearest	Certified	☒	☐		☒	☐
F000008	Methanol	%		Decimal	MA015	☐		Nearest	Certified	☒	☐		☒	☐
F000009	Optical rotation	0.0		Decimal	MA002	☐		Nearest	Certified	☒	☐		☒	☐
F000010	Energy kJ		KJ	Decimal	MA014	☒	F000011 + F00001...	Nearest	Certified	☒	☐		☒	☐
F000011	Fat		GR	Decimal	MA009	☐		Nearest	Certified	☒	☒	Additive	☒	☐
F000012	Sugar		GR	Decimal	MA010	☐		Nearest	Certified	☒	☒	Additive	☒	☐
F000013	Ethanol		GR	Decimal	MA015	☐		Nearest	Certified	☒	☒	Additive	☒	☐
F000014	Colour			Option	MA016	☐		Nearest	Certified	☐	☐		☒	☐
F000015	API YAVIPROFEN		MG	Decimal	MA002	☐		Nearest	Certified	☒	☒	Additive	☒	☐
F000016	Air pressure measurem...		BAR	Decimal	MA020	☐		Nearest	Certified	☒	☐		☒	☐
F000017	Zero Setting		GR	Decimal	MA020	☐		Nearest	Certified	☒	☐		☒	☐
F000018	10g		GR	Decimal	MA020	☐		Nearest	Certified	☒	☐		☒	☐

Features

Inventory Summary

Search Traffic Light Control Product Labels ProBatch Item Tracing Lot No. Info Card Item Ledger Entries Warehouse Entries Open in Excel

Traf... Light	Item No. ▼	Item Description	Lot No.	Serial No.	Location Code	Zone Code	Bin Code	Quantity (Base)	Base Unit of Meas... Code	Load Carrier No.	Load Carr... Type	Status	Date Entry
●	E1200004	API YAVIPROFEN	LOT000081		BERLIN			280	KG			QUARANTINE	16.09
●	E1200004	API YAVIPROFEN	LOT000103		MUNICH	RECEIVE	REC-01	1,500	KG			QUARANTINE	15.12
●	E1200005	Instruction Leaflet	LOT000004		MUNICH	RM	RM-02-02-...	1,000	PCS	PAL000243	EURO	QC	08.09
●	E1200005	Instruction Leaflet	LOT000004		MUNICH	RM	RM-02-02-...	1,000	PCS	PAL000244	EURO	QC	08.09
●	E1200005	Instruction Leaflet	LOT000004		MUNICH	RM	RM-02-02-...	1,000	PCS	PAL000245	EURO	QC	08.09
●	E1200005	Instruction Leaflet	LOT000004		MUNICH	RM	RM-02-02-...	1,000	PCS	PAL000246	EURO	QC	08.09
●	E1200005	Instruction Leaflet	LOT000004		MUNICH	RM	RM-02-02-...	1,000	PCS	PAL000247	EURO	QC	08.09
●	E1200005	Instruction Leaflet	LOT000004		MUNICH	RM	RM-02-02-...	1,000	PCS	PAL000248	EURO	QC	08.09
●	E1200005	Instruction Leaflet	LOT000018		MUNICH	RM	RM-02-02-...	3,000	PCS			QUARANTINE	09.09
●	E1200005	Instruction Leaflet	LOT000054		BERLIN			1,000	PCS			QUARANTINE	16.09
●	E1200005	Instruction Leaflet	LOT000096		MUNICH	RECEIVE	REC-01	50	PCS			QUARANTINE	04.11
●	E1300000	YAVINIGHT 50ml	2020703		MUNICH	SHELF	SH-01-01-02	50	PCS	PAL000205	EURO	RELEASED	01.09
●	E1300000	YAVINIGHT 50ml	LOT-0069		MUNICH	PICK	KO-02-08-01	1,210	PCS			RELEASED	14.09
●	E1300000	YAVINIGHT 50ml	LOT-0072		UTRECHT			6,250	PCS			RELEASED	20.09
●	E1300000	YAVINIGHT 50ml	LOT-0073		BERLIN			3,125	PCS			RELEASED	20.09
●	E1300000	YAVINIGHT 50ml	LOT-0074		BERLIN			1,000	PCS			QUARANTINE	16.09
●	E1300001	YAVI Bears	LOT000021		MUNICH	PICK	KO-02-08-01	39,400	PCS			RELEASED	15.09
●	E1300001	YAVI Bears	LOT000028		UTRECHT			60,000	PCS			RELEASED	15.09

Inventory Summary with Traffic Lights

Set Up a [Corporate Design](#) for Your Documents

Choose the layout that suits your company best and use it for diverse purchase, sales, and stock transfer documents.

Do you need the edited document in another language? No problem. Simply choose from the languages assigned to the labels for fields and columns and add document and field names. With one click, the finished document is ready. To add information, choose which columns and fields to print on the document.

If you don't like the order of the columns, just change them according to your preference. For even more benefits, extend the function for other Yaveon apps, for example, Trade, HazMat Connect, Warehouse Management, Manufacturing, and Lot Management.

Get an Overview With the [Inventory Summary](#)

With the Inventory Summary, you always have an overview of the current inventory - sorted by item, batch, location, and storage space.

Would you like an up-to-date status report of your inventory? You've got it - because all of the information about your inventory is in one place and is automatically updated with every posting. It is your information center for warehouse managers, clerks, and production planners.

For even more benefits, add columns for other Yaveon apps, for example, Lot Management, Warehouse Management, Manufacturing und HazMat Connect.

Extend the [Authorization Management](#) of Microsoft Dynamics 365 Business Central

Do you want to combine permission sets in the system and even be able to exclude certain rights? With Permission Set Management, this is possible.

Corporate Design Setup

Permission Set Management



yaveon

Microsoft
Partner



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