



# DSD Business Systems

**Sage 100 Enhancements**

**I049**

**Vendor Rebates**

**IM-1049**

**Version 7.10**



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Vendor Rebates User's Manual  
Version 7.10

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## Section A: Introduction

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This manual contains a description and instructions for this DSD product. Operating instructions are included for the features added by this product to Sage 100. For instructions on using Sage 100, refer to the appropriate Sage 100 manual, or call your Sage 100 reseller. DSD Business Systems offers excellent Sage 100 support, at an hourly rate.

### Web Resources

DSD web site: <http://www.dsdinc.com>

The Enhancement page contains:

- Current Release Schedule*
- Purchasing Information*
- Installation Instructions*
- Product Support*
- Enhancement Links*

1049 Vendor Rebates:

<http://www.dsdinc.com/enhancement/vendor-rebates-2>

The product web page contains:

- Product Description*
- Web Links*
- Current Product Version Table*
- Product Installation File Download*
- Product Manual in .pdf Format*
- Revision History*
- FAQ*

### Support

DSD provides product support through Sage 100 resellers. Support is provided for the current version. Older versions are supported at an hourly rate. DSD's telephone number is **858-550-5900**. Fax: **858-550-4900**.

For a hard error, where the program displays an error dialog, report:

- Error number.*
- Program name.*
- Line number.*
- Program version.*
- Exact sequence that caused the error, including menus and menu selections.*

*Other pertinent information.*

If leaving a message or faxing, please include:

*Your name.*

*Your phone number (and fax if applicable) and extension.*

It is possible to be unable to duplicate a problem, because of data corruption or because we have not exactly duplicated a particular operating environment. In such circumstances, we can only continue to try to fix the problem if we can either access the system with Symantec PCAnywhere or by some other means access or duplicate the system.

### **Vendor Rebates Features**

This DSD Extended Solution to the Inventory Management and Sales Order modules allows Vendor Rebates to be set up and maintained for Item Number/Customer combinations. A report can be generated that reflects rebate information and totals by Invoice.

Additional functionality is available if Extended Solution IM-1069, *Contract Pricing by Valid Date* is installed and enabled.

Not compatible with Extended Solution SO-1381, *Inventory Item Unit Cost by Line in Order Entry*.

## Section B: Getting Started

### CAUTION

- **If you reinstall or upgrade one of the Sage 100 modules listed in the following table, you must also reinstall this Enhancement.**
- Enhancements from different Sage Developers are generally not designed to work together. If installed together, problems are likely to occur.
- **Check with DSD before installing more than one Enhancement.**

### Required Levels

| Sage 100 Module | Module Required | Required Level |
|-----------------|-----------------|----------------|
| A/R             | Y               | 7.10           |
| I/M             | Y               | 7.10           |
| S/O             | Y               | 7.10           |

### Installation

1. **Back-up:** Exit all Sage 100 sessions. Back-up existing Sage 100 data.
2. **Check Levels:** Sage 100 module levels **must match** those listed above.
3. **Run Enhancement Setup Program:** Save the executable installation program (sent to you or downloaded from our website) in a convenient location on the Sage 100 server. Launch the program from Windows Explorer or by selecting Start/Run, and then browse for the file in the location you saved it. Follow on-screen instructions.
4. **Send your Sage Serial Number to your DSD Representative:** Send your Sage Serial Number to your DSD representative in order for us to send you back the encrypted keys to unlock your system. This serial number can be found in Library Master\Setup\System Configuration, Tab 3. Registration as Serial Number.
5. **Re-Start Sage 100:** Sage 100 will be updated.
6. **Unlock the Enhancement:** DSD Enhancements must be unlocked to run. When any part of the Enhancement is run for the first time, the **DSD Enhancement License Agreement and Activation** window will appear. Follow the steps shown on that window. *You can click the Help button for more detailed instructions.*

**Note:** On the next page is a screenshot of the DSD Enhancement License Agreement and Activation window.

After accepting the License Agreement, you can then select the type of unlocking that you'd prefer. The choices are File, Web, Demo and Manual Entry.

**File Unlock:** After receiving your encrypted serial number key file from DSD, and placing that file in the MAS90/SOA directory, selecting this option will unlock all products keys contained in the file. This means you can unlock all enhancements at once using this option.

**Web Unlock:** If the system that is running the DSD Enhancement *has web access* and you *have sent DSD your Sage Serial number*, you can unlock the Enhancement without assistance using Web Unlock. When this option is selected, the program will attempt to download encrypted serial number key file from DSD *and then proceed to unlock all enhancements contained in the file*.

- *The Sage 100 system that is being used must have web access for this option to be effective.*
- *You can send your Sage Serial Number to your DSD Enhancements sales representative.*

**Demo Unlock:** If a Demo mode is available for the Enhancement you're running, you will be able to Demo unlock the product without assistance from DSD for demo purposes.

- *Creating a Demo Unlock is a good way to temporarily unlock DSD Enhancements off-hours, if you do not have web or email access. Later, you can unlock the product fully, during business hours.*

**Manual Entry Unlock:** If you want to unlock a single enhancement using a single encrypted key, you can select this option and enter the 64 character key you receive from DSD by copy and paste.

**Note:** *You can also unlock a DSD Enhancement through the **DSD Enhancement Control Panel** found on the Library Master Utilities Menu. Then, select the Enhancement with your mouse from the list of Enhancements and click the **Unlock Product** button on the right side of the window.*

- Convert Data:** After unlocking, the DSD Conversion Wizard will appear. Follow on-screen instructions to complete data conversion. *You can exit the conversion program without converting data. The Enhancement will not proceed, however, until data is converted. If you enter an enhanced program and data has not been converted, the conversion program will run again.*



### DSD Enhancement Control Panel

Starting with version 3.61, all DSD Enhancement products include DSD's Enhancement Control Panel. The **DSD Enhancement Control Panel is accessed from the Library Master Utilities menu.**

The DSD Enhancement Control Panel is a simple to use yet powerful system to help maintain DSD Enhancements installed on a Sage 100 system. To use it, select an Enhancement product from the list on the window and then click the button, on the right side of the window, which corresponds with the desired task.

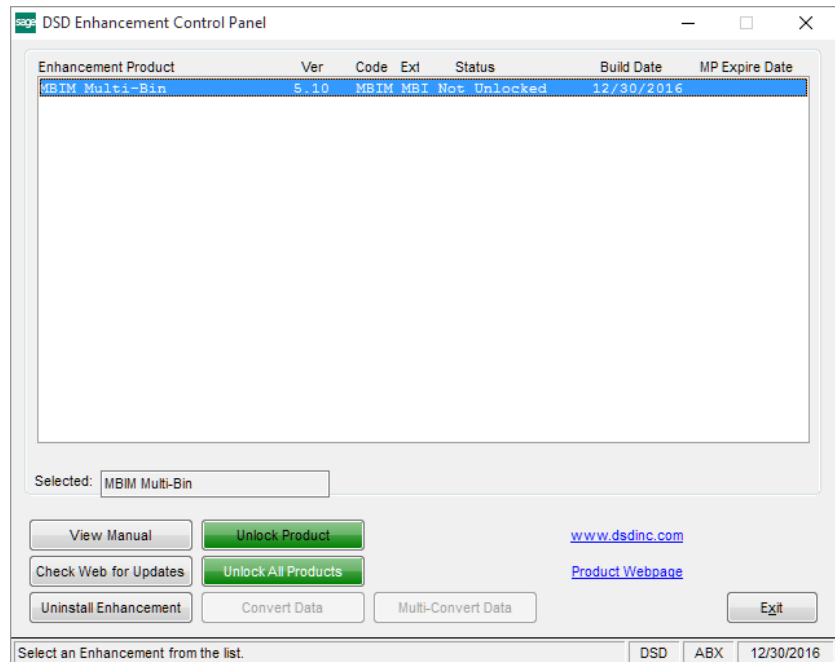
**View Manual:** This button will display the product manual for the selected Enhancement using Adobe Acrobat. For this to be possible, the PDF file for the corresponding manual must be in the "MAS90/PDF" folder in the Sage 100 system. If the file is not present, and the system has web access, the correct PDF file will be automatically downloaded from the DSD website, put into the "MAS90/PDF" folder and then displayed.

**Check the Web for Updates:** This button will check the DSD website to see what the current build is the selected Enhancement and alert the user if a later version is available. *This requires an internet connection on the Sage 100 system.*

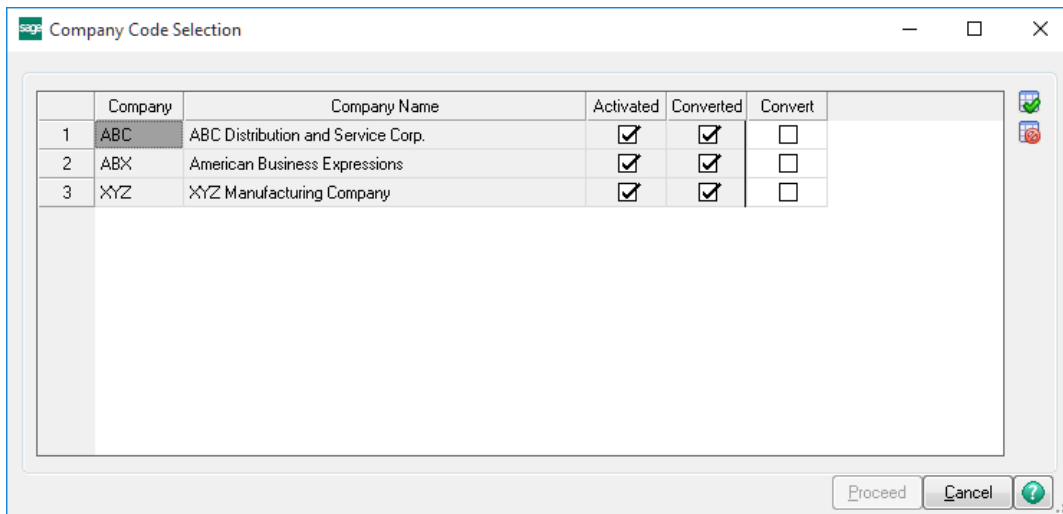
**Unlock Product:** This will cause the DSD Enhancement License Agreement and Activation window to appear. Using this window is described on the previous page. *This button is disabled if the selected Enhancement is already unlocked or if unlocking is not required.*

**Unlock All Products:** This will cause the DSD Enhancement All License Agreement and Activation window to appear. This window is similar to the one described on the previous page, but has only web and file as options to unlock. *This button is never disabled.*

**Convert Data:** After verification, the selected Enhancement's data conversion program will run. Data conversion is non-destructive, and may be triggered any number of times. Sometimes this is required to fix data records imported or updated from a non-enhancement installation.



**Multi-Convert Data:** Multiple Companies can be converted at the same time for a given Enhancement. *(If you have a large number of Companies to convert, please do in batches of 20 or fewer due to memory limitations.)*



**Help:** The Help button, located at the bottom right of the window, opens an HTML help file.

**Get Adobe Acrobat:** Opens the Adobe Acrobat website to the page where Acrobat can be downloaded and installed.

**Uninstall Enhancement** If this option is available, then selecting this button will start the un-install process, removing the enhancement from the system. (for more information see [Uninstall DSD Enhancements](#))

## Section C: Setup

Upon completion of software installation, you will need to access the DSD Extended Solutions Setup from the Inventory Management Setup menu. Select this part number and the Setup screen for this Extended Solution will appear. Check the 'Enable DSD Extended Solution' box to activate this Extended Solution.

The screenshot shows a software window titled "IM-1049 Setup Options" with a sub-title "IM-1049 Vendor Rebates". The window contains the following elements:

- A checkbox labeled "Enable DSD Extended Solution" which is checked, with "Level 7.10" displayed to its right.
- A text input field for "Vendor Rebate G/L Account" with a search icon to its right.
- A checkbox labeled "Prevent Change of Rebate Amount in S/O Entry" which is unchecked.
- A checkbox labeled "Include Rebate in I/M Transaction Postings" which is checked.
- A text input field for "Sales Order Line UDF for Vendor Rebate" with a search icon to its right.
- A checkbox labeled "Prevent Recalculation of Rebate Amount in Sales Journal" which is unchecked.
- At the bottom right, there are "Accept" and "Cancel" buttons.
- At the very bottom, a status bar displays "DSD", "ABC", and "8/26/2022".

Answer the following prompts:

**Vendor Rebate G/L Account Number:** Enter a valid G/L Vendor Rebate Account to offset the Inventory Account.

**Prevent Change of Rebate Amount in S/O Entry:** If you check this box, the Rebate Amount field in Price Lookup in Sales Order line entry will be for display only.

**Include Rebate in I/M Transaction Postings:** If you check this box, unit cost in the I/M Transaction Detail File (IM\_ItemTransactionHistory) and Lot/Serial Transaction file (IM\_LotSerial TransactionHistory) will be reduced by the rebate amount. When unit cost is posted to the Item Costing File (IM\_ItemCost) from a credit memo created by RMA, it will also be reduced by the rebate amount.

**Sales Order Line UDF for Vendor Rebate:** Specify a numeric type Custom Office Sales Order Line UDF to hold the rebate amount. A corresponding Sales Order Invoice Line UDF will need to be created. This is a required entry.

**Prevent Recalculation of Rebate Amount in Sales Journal:** If you check this box, when the Rebate Amount field stored in the Sales Order Invoice Line UDF is 0, the Rebate Amount will not be recalculated during the Sales Journal Update.

You should visit this Setup screen after each upgrade or reinstallation of this Extended Solution.

***Roles Maintenance***

The following Task has been added to the Inventory Management, Reports/Forms:

- Vendor Rebate Invoice History Report

Please review your security setup in Role Maintenance and make appropriate changes.

## Section D: System Operations

The first Inventory Item Category Code will be used to hold the Vendor Number, which will be associated with any rebates. When Accounts Payable is divisionalized, Vendor Numbers should be entered with the division number but without the hyphen (e.g., Vendor 01-TEST should be entered as: 01TEST).

### Item Pricing Maintenance

Five new 'Rebate Amount' fields have been added to Inventory's Item Pricing Maintenance and Inquiry.

Item Code: 1001-HON-H252      HON 2 DRAWER LETTER FILE W/O LK

Pricing Option: Customer Price Schedule

Customer No.: 02-AMERCON      American Concrete Service

Pricing Method: Cost Markup Amount

Standard Price: 84.000

Standard Cost: 32.750

| Step | From Quantity | To Quantity | Rebate Amount | Markup Amount | Unit Price |
|------|---------------|-------------|---------------|---------------|------------|
| 1    | 1             | 5           | 1.000         | 55.000        | 87.750     |
| 2    | 6             | 10          | 2.000         | 45.000        | 77.750     |
| 3    | 11            | 25          | 3.000         | 35.000        | 67.750     |
| 4    | 26            | 99,999,999  | 4.000         | 30.000        | 62.750     |
| 5    |               |             |               |               |            |

Item Code: 1001-HON-H252      HON 2 DRAWER LETTER FILE W/O LK

Pricing Option: Customer Price Schedule

Customer No.: 01-ABF      American Business Futures

Pricing Method: Price Discount Amount

Standard Price: 84.000

Standard Cost: 32.750

| Step | From Quantity | To Quantity | Rebate Amount | Discount Amount | Unit Price |
|------|---------------|-------------|---------------|-----------------|------------|
| 1    | 1             | 5           | 1.000         | 2.000           | 82.000     |
| 2    | 6             | 10          | 2.000         | 4.000           | 80.000     |
| 3    | 11            | 50          | 3.000         | 6.000           | 78.000     |
| 4    | 51            | 99,999,999  | 4.000         | 7.000           | 77.000     |
| 5    |               |             |               |                 |            |

Buttons: Accept, Cancel, Delete

These fields are available when the Item Pricing Option is set to 'Customer Price Schedule' and only for items that have a non-blank value in Inventory Item Category 1 in the Inventory Masterfile.

If Extended Solution IM-1069, *Contract Pricing by Valid Date* is installed and enabled, you can set up Vendor Rebates in Item/Price Level/Valid Date, Customer/Valid Date, and Customer/Price Level/Valid Date pricing tables.

### Sales Order Line Entry

Rebate Amounts may be edited in Item Price Lookup unless the Setup option to prevent changes was checked.

The screenshot shows the 'Price Lookup' window for item '1001-HON-H252' (HON 2 DRAWER LETTER FLE W/O LK). The customer is '01-ABF' (American Business Futures). The pricing method is 'Price Discount Amount'. The standard price is 84.000 and the standard cost is 32.750. The sale starting date is 5/15/2010 and the sale ending date is 5/31/2010. The sale price is 79.800. Below this, there is a table with 5 steps showing quantity ranges, rebate amounts, discount amounts, and unit prices. At the bottom, there is a table showing the order quantity of 20.00, unit price of 78.000, and an extension of 1,560.00.

| Step | From Quantity | To Quantity | Rebate Amount | Discount Amount | Unit Price |
|------|---------------|-------------|---------------|-----------------|------------|
| 1    | 1             | 5           | 1.000         | 2.000           | 82.000     |
| 2    | 6             | 10          | 2.000         | 4.000           | 80.000     |
| 3    | 11            | 50          | 3.000         | 6.000           | 78.000     |
| 4    | 51            | 99,999,999  | 4.000         | 7.000           | 77.000     |
| 5    |               |             |               |                 |            |

|       | Quantity | U/M  | Unit Price | Extension |
|-------|----------|------|------------|-----------|
| Order | 20.00    | EACH | 78.000     | 1,560.00  |

The Item Price Lookup screen will not allow for a change of the Rebate Amount if an Item/Customer price level has not already been set up.

The Vendor Rebate is determined as follows if IM-1069 is installed:

1) What date to use to read the Contract Pricing table:

- if an invoice line references a Sales Order line, the program will use the correct date (Ship Date, Order Date or Line Promise Date depending on IM-1069 Setup option 'Date to use in Sales Order Entry') from the Sales Order.
- if an invoice line doesn't reference a Sales Order line, the program will use the correct date (Ship Date or Invoice Date, depending on IM-1069 Setup option 'Date to Use in Invoice Entry') from the invoice.

2) Finding the correct pricing record:

- the program will read the Item/Customer/Price Level/Valid Date pricing record, if found, the program will use the Rebate Amount from that record and stop.
- the program will read the Item/Customer/Valid Date pricing record, if found, the program will use the Rebate Amount from that record and stop.
- the program will read the Item/Price Level/Valid Date pricing record, if found, the program will use the Rebate Amount from that record and stop.
- the program will read the Item/Customer pricing record and use the Rebate Amount from that record.

If you specified a line UDF to hold the vendor rebate in setup, the rebate amount per Sales unit of measure will default from the pricing tier into the UDF during new line entry. Whenever the quantity

ordered changes or the unit of measure changes, the rebate will be refreshed using the current value in the pricing file.

**Daily Sales Reports/Updates, Daily Transaction Register**

If you checked the setup option ‘Include Rebate in I/M Transaction Posting’ then all posting and historical cost accumulations will reflect the adjusted cost of sales after rebates, and all Gross Profit calculations will reflect the rebates earned. The Inventory G/L Account will be credited with the actual cost (cost before rebate) while the Cost of Goods Sold G/L Account will be debited with the adjusted amount (after the rebates), and the Vendor Rebate G/L Account (see Setup) will be debited with the Rebate Amount.

If ‘Include Rebate in I/M Transaction Posting’ was not checked then all of the above is true with one exception: the posting to the Inventory Transaction Detail file and the Item Costing file will not be discounted by the rebate amount.

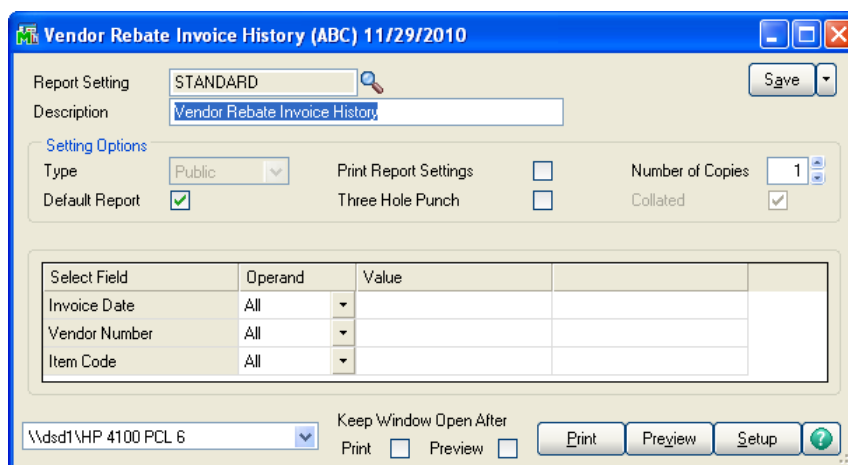
If you retain A/R invoice history in detail, when a credit memo references an apply-to invoice number, the update program will use the original rebate amount from the apply-to invoice by locating the first invoice line with the same item number. It will not recalculate the rebate amount from the pricing table, even when no rebate is found in invoice history.

**Invoice History**

The amount of the rebate associated with any given line on an Invoice will be written to A/R Invoice History.

**Vendor Rebate Invoice History Report**

This Extended Solution generates a report with a range of selected Dates, Vendor Numbers and Item Numbers, which reflects rebate information and totals for each Invoice. The Rebate Amount will print from AR Invoice History. Invoices updated before this feature was added (ie. Rebate Amount is zero and Rebate Description is blank) will print the current value in the rebate amount field in IM Maintenance.



An example of the report is below. The ‘Rebate Description’ column will only print data if you have IM-1069 installed and enabled.

| Vendor Rebate Invoice History Report |                                   |              |               | ABC Distribution and Service Corp. (ABC) |               |               |
|--------------------------------------|-----------------------------------|--------------|---------------|--|---------------|---------------|
| Rebate Description                   | Invoice                           | Invoice Date | Item Code     | Quantity Shipped                         | Rebate Amount | Total Rebate  |
| <b>Vendor:</b> 01-CONT               | Container Corporation Of Usa      |              |               |  |               |               |
| <b>Customer:</b> 01-ABF              | American Business Futures         |              |               |  |               |               |
|                                      | 0100057-IN                        | 11/29/2010   | 1001-HON-H252 | 20.00                                    | 2.00          | 40.00         |
|                                      | 0100057-IN                        | 11/29/2010   | 6655          | 7.00                                     | 5.71          | 39.97         |
|                                      | 0100059-IN                        | 11/29/2010   | 1001-HON-H252 | 5.00                                     | 12.00         | 60.00         |
|                                      | 0100059-IN                        | 11/29/2010   | 6655          | 10.00                                    | 6.00          | 60.00         |
|                                      | 0100060-IN                        | 11/29/2010   | 6655          | 10.00                                    | 6.00          | 60.00         |
|                                      | 0100061-IN                        | 12/8/2010    | 1001-HON-H252 | 10.00                                    | 7.00          | 70.00         |
|                                      | 0100062-IN                        | 11/10/2010   | VANISH        | 10.00                                    | 2.00          | 20.00         |
|                                      | 0100063-IN                        | 11/10/2010   | VANISH        | 10.00                                    | 2.00          | 20.00         |
|                                      | <b>Customer Total: 01-ABF</b>     |              |               | <b>82.00</b>                             | <b>42.71</b>  | <b>369.97</b> |
| <b>Customer:</b> 02-AMERCON          | American Concrete Service         |              |               |  |               |               |
|                                      | 0100058-IN                        | 11/29/2010   | 1001-HON-H252 | 10.00                                    | 4.00          | 40.00         |
|                                      | 0100058-IN                        | 11/29/2010   | 6655          | 20.00                                    | 2.00          | 40.00         |
|                                      | <b>Customer Total: 02-AMERCON</b> |              |               | <b>30.00</b>                             | <b>6.00</b>   | <b>80.00</b>  |
|                                      | <b>Vendor Total: 01-CONT</b>      |              |               | <b>112.00</b>                            | <b>48.71</b>  | <b>449.97</b> |

**Visual Integrator**

The files listed below have been added or changed in the Data Dictionary by this Extended Solution for Visual Integrator purposes.

**New File:**      **Field:**

IM.PriceCode    RebateAmt1 thru RebateAmt5

The Data Dictionary may contain other files and data fields that will be unavailable without their corresponding Extended Solutions installed.

**ODBC Dictionary**

The files listed below have been added or changed in the ODBC Dictionaries by this Extended Solution for Crystal Reports purposes.

| <b>File:</b>            | <b>Description</b>       | <b>Field:</b>                             |
|-------------------------|--------------------------|---|
| IM_PriceCode            | Item Pricing By Customer | RebateAmt1 thru RebateAmt5                |
| AR_InvoiceHistoryDetail |                          | RebateAmount_001<br>RebateDescription_001 |

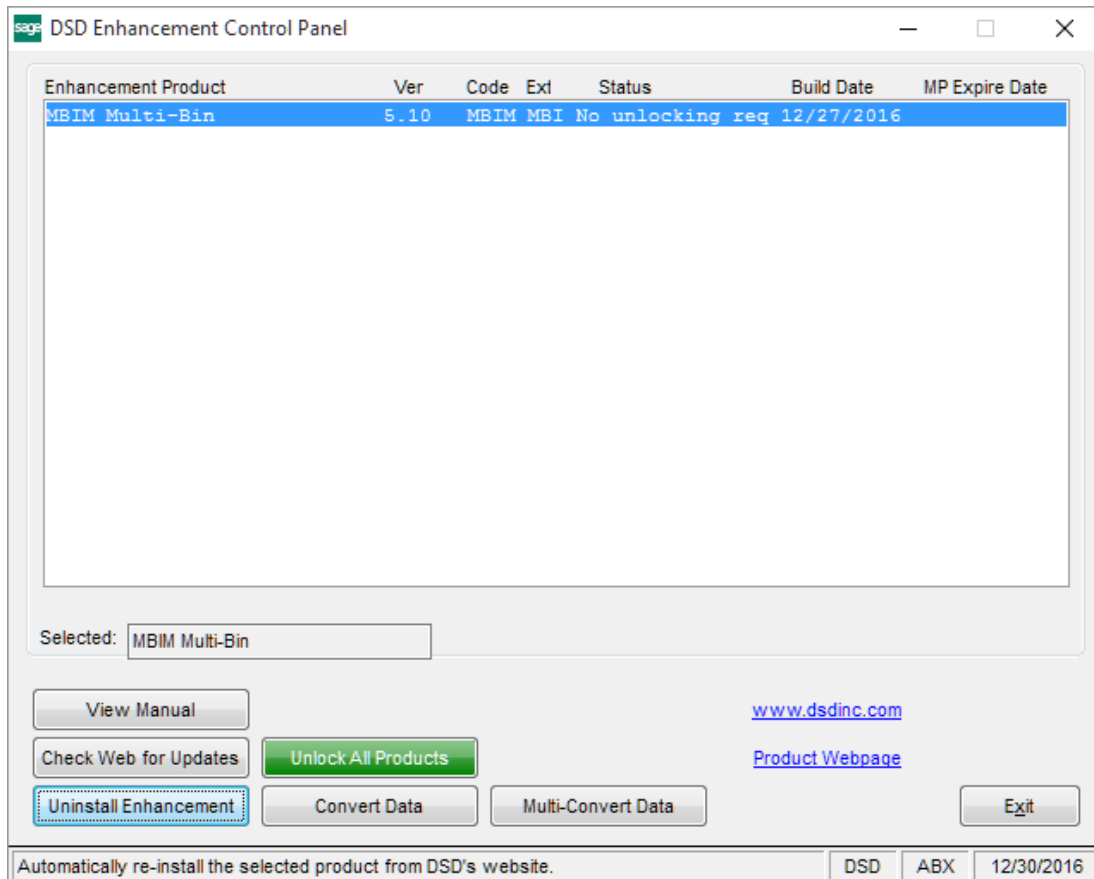
Be aware that the ODBC Dictionaries may contain other files and data fields that will be unavailable without their corresponding Extended Solutions installed.

**Any changes made to the Rebate Amount via the Item Price Lookup in Sales Order data entry are a permanent change to the record, thus affecting future posting until changed again. The number of decimal places for the Rebate Amount is controlled by the number of decimal places in for the Unit Price field.**

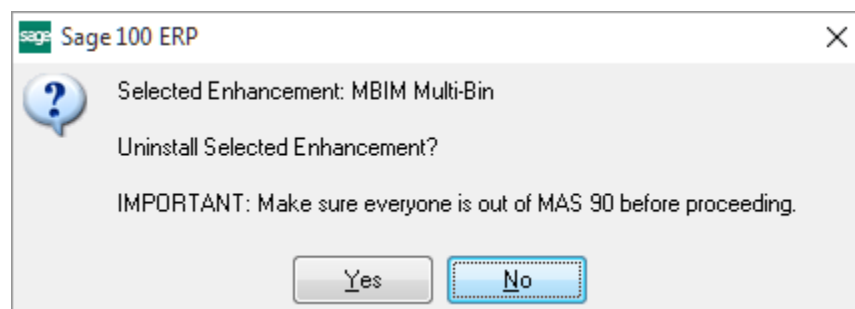


## Section E: Uninstall DSD Enhancements

A DSD Enhancements Uninstall Utility has been provided for the purposes of removing DSD Enhancements from your Sage 100 System. This utility may be accessed from the **DSD Enhancement Control Panel** menu option on the **Library Master / Utilities** menu.

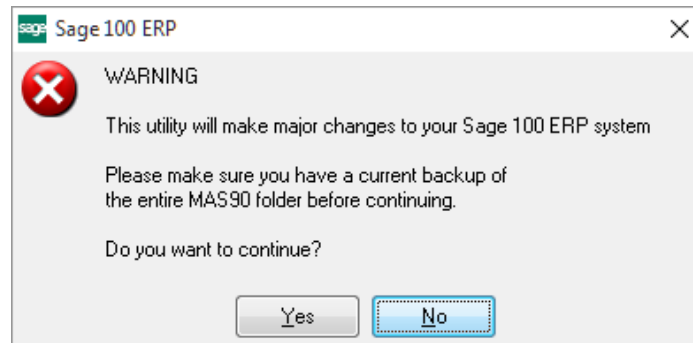


When accessing the **DSD Enhancement Control**, select the enhancement that you wish to Uninstall, and then select the **Uninstall Enhancement** button. The following message box will appear:



Select **No** to exit the Uninstall Process.  
 Select **Yes** to continue with the Uninstall Process.

The following message box will appear, to remind you that a complete backup of your entire Sage 100 system should be completed prior to uninstalling a DSD product.



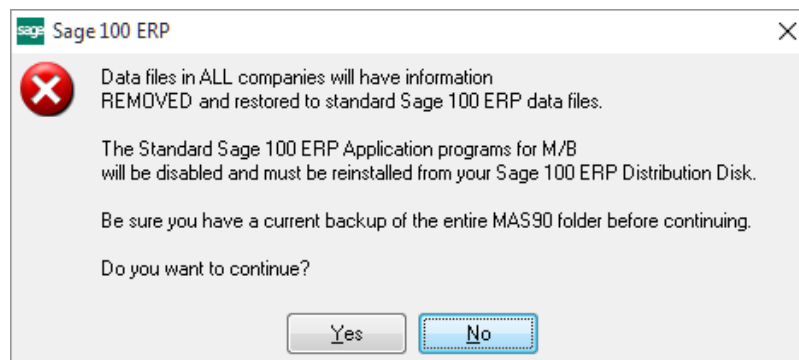
Select **No** to exit the Uninstall Process.  
Select **Yes** to continue with the Uninstall Process.

**After the Uninstall of the DSD Enhancement, you MUST reinstall certain standard Sage 100 modules, followed by reinstallation of Product Updates and Hot Fixes, if applicable.**

A message box will appear, and will display which of those specific Sage 100 modules you must reinstall afterwards.

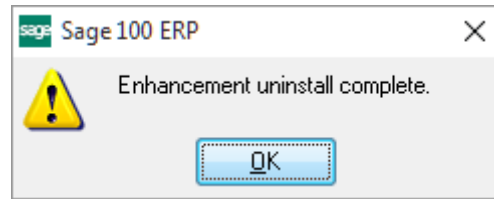
Select **No** to exit the Uninstall Process.  
Select **Yes** to continue with the Uninstall Process.

The following message box will appear, displaying the final warning message.



Select **No** to exit the Uninstall Process.  
Select **Yes** to continue with the Uninstall Process. At this point, the DSD Enhancement will be removed from the Sage 100 system.

After completion of the Uninstall, the following message box will appear. Select OK to continue.



Now that the Uninstall process is completed, you must:

- Reinstall the applicable standard Sage 100 modules
- Reinstall the latest Sage 100 Service Pack/Updates, if applicable.
- Reinstall any other DSD Enhancements or Developer products that are affected from the reinstallation of the standard Sage 100 module(s).