



How to Guide: Supplier Deals

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Supplier Deals

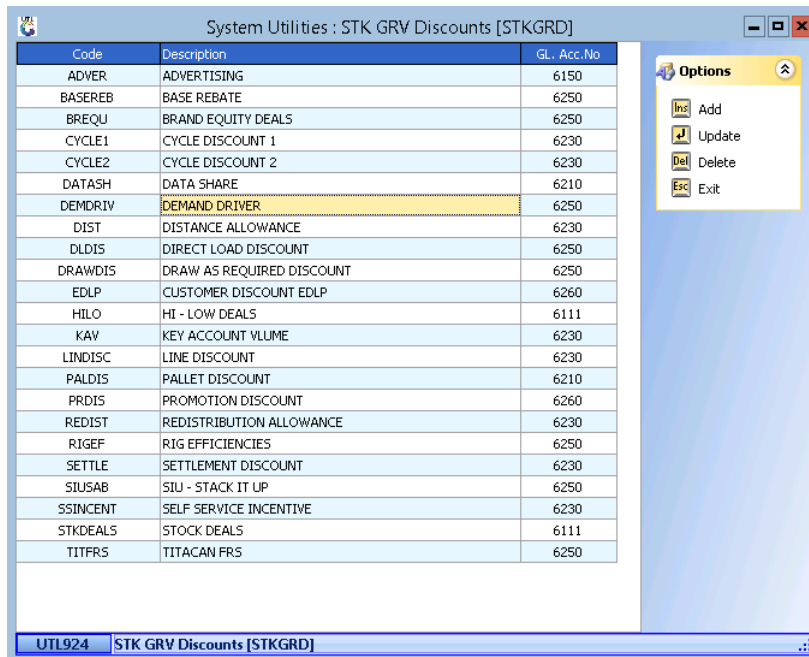
Suppliers has a List Price on their products, which is the price they sell or advertise their products into the market, this price is fixed for all customers. Customer then negotiate a discount with these suppliers and an agreement or Deal Sheet gets signed, the supplier must be held accountable for these allowed discounts, and Genesis must ensure that the Customer get them. This document describes how Genesis captures the List Price, agreements or Deal Sheets, then use these pricing when placing orders.

Genesis also caters for the following additional features around this:

- **Base Cost** – So some of these discounts you could work into your selling price and other you could decide to bank and not past to the selling price.
- **Auto GP/Margin** – Genesis can auto maintain the selling price based on the Base Price.

1. Setting up various discounts

1. Firstly, it is important to list all discounts that a supplier can offer, this can then be selected when creating Supplier Deals, Purchase Orders or GRVs.
2. Open '**System Utilities**', Settings, Stock Control, GRV Discount Reasons.



Code	Description	GL. Acc.No
ADVER	ADVERTISING	6150
BASEREB	BASE REBATE	6250
BREQU	BRAND EQUITY DEALS	6250
CYCLE1	CYCLE DISCOUNT 1	6230
CYCLE2	CYCLE DISCOUNT 2	6230
DATASH	DATA SHARE	6210
DEMDRIV	DEMAND DRIVER	6250
DIST	DISTANCE ALLOWANCE	6230
DLDIS	DIRECT LOAD DISCOUNT	6250
DRAWDIS	DRAW AS REQUIRED DISCOUNT	6250
EDLP	CUSTOMER DISCOUNT EDLP	6260
HILO	HI - LOW DEALS	6111
KAV	KEY ACCOUNT VOLUME	6230
LINDISC	LINE DISCOUNT	6230
PALDIS	PALLET DISCOUNT	6210
PRDIS	PROMOTION DISCOUNT	6260
REDIST	REDISTRIBUTION ALLOWANCE	6230
RIGEF	RIG EFFICIENCIES	6250
SETTLE	SETTLEMENT DISCOUNT	6230
SIUSAB	SIU - STACK IT UP	6250
SSINCENT	SELF SERVICE INCENTIVE	6230
STKDEALS	STOCK DEALS	6111
TITFRS	TITACAN FR5	6250

Options

- Ins Add
- U Update
- Del Delete
- Esc Exit

UTL924 STK GRV Discounts [STKGRD]

2. How to create a Supplier Deal

So how this work, it is very similar to setting up Rebates, if it is known.

1. You need to create a heading for the Deal or Contract and give it a date range.
2. Then add the various discounts under this heading, each of these discounts can cover items on various filters.
3. Open **'Purchasing', 'Master Files' and 'Supplier Deals'**, and select the **'Supplier'**. Hit the **'Add'** button and the form will open to build the Deal Heading. Supply a Deal Description and Date range, then select Deal Type and any special notes, this will print for the Rep to sign.
 - S-Structured Deal -
 - F-Fixed Deal -
 - T-Tally Deal -

Once the Header has been created, then Enter to add the Detail Lines, basically one line for each discount.

Supplier Deals : Maintain Deal Lines

Account No. PRIC0001 Period Ricard South Africa (Pty)Ltd Valid From 2019/11/28
Deal No. 13600009 DB 2019 Val Valid To 2020/02/15

Sequence No. 3
Valid From 2019/11/28 Valid To 2020/02/15
Discount Code ADVER - ADVERTISING
Discount % 0.00 % Discount Value Excl. 0.00
 Fixed on List Cost Reducing Balance on List Cost

[Costing & Selling Price Rule] [Time Stamp]
 Apply to Buying Cost Date
 Apply to Discount of Invoice Time
 Do Not Apply to Line Cost User Code
 Factor into Selling Price

[Discount Definitions]
 Applies to ALL Items
 by Product
 by Department
 by Variant
 by Category 00
 by Category 01
 by Category 02
 by Category 03
 by Brand

[Notes]

PUR303 Supplier Deals : Maintain Deal Lines

That concludes the User Guide.