

iTPM

19.1.1 Update

June 2019 Release Notes

Sneak Preview of Enhancements

June 14, 2019

(Subject to change)

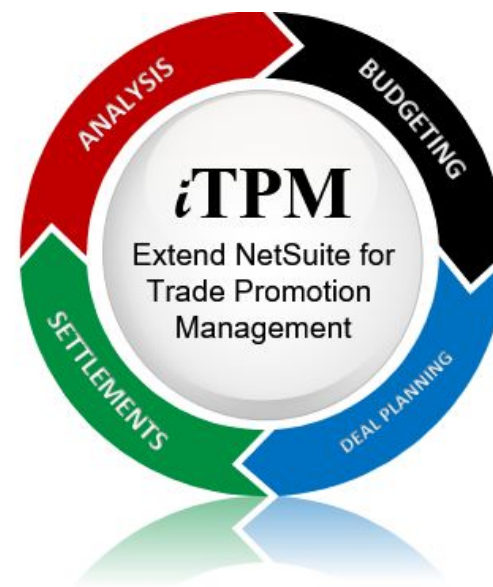


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Notes Revised June 14, 2019

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Safe Harbor Statement:

Statements contained on this web page and with words "**product road map**" are **forward-looking statements**. Words such as "believe," "estimate," "intend," "will," "expect," "project," and similar expressions, as they relate to our future plans, are intended to identify such forward-looking statements. **All forward-looking statements are subject to various risks** and uncertainties that could cause actual results to differ materially from expectations. We reserve the right to adjust future plans as appropriate, based on client needs and market forces.

Top 10 New Features in iTPM 19.1.1

1. [S-01897](#) Support NetSuite **item groups with 100 or more items.**
2. [S-02092](#) Option to **remove iTPM off-invoice** discounts from a sales order.
3. [S-02089](#) Option to apply iTPM **off-invoice discounts to INVOICES.**
4. [S-02095](#) **Performance dates** added to promotion list & comparison reports.
5. [S-02133](#) **Reinvoice using Statement charge** (not journal entry)
6. [S-02126](#) Support **partial expensing** of open deductions.
7. [S-02125](#) Option to **SPLIT and EXPENSE at the same time** (Also CSV Split)
8. [S-02127](#) **Reason Code** added to **SPLIT** and CSV Split template.
9. [S-02122](#) New helpful sublists on credit memos and invoices
10. S-02118 Update KPI records to better support NetSuite workbooks

1. Support NetSuite item groups with 100 or more items.

Benefits:

- This makes it easier to create allowances for a large number of items.
- The previous limitation was 25 items in a group. You can now plan allowances using one NetSuite item group instead of needing several item groups.

Planning Allowances Estimated Quantity Retail Info KPI's

LS AMOUNT LS ACCOUNT
0.00

iTPM Promotion Planner • 52 Week Items • 52 Wk Items (Parent)

VIEW - iTPM PROMOTION PLANNING
Default View

New - iTPM Promotion Planning Attach Customize View

EDIT	ID ▲	ITEM	ITEM DISPLAY NAME	UNIT
Edit	iTPM_PP0143	- 100+ item group		Each

Example with 100+ items.

Planning Allowances Estimated Quantity Retail Info KPI's Settlements Reports Files Communication Workflow System Information Accrual

VIEW - iTPM ALLOWANCES
Default View

New - iTPM Allowances Attach Customize View 1 to 25 of 134

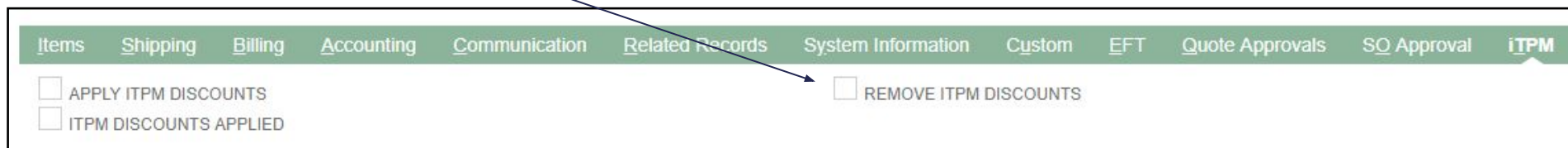
EDIT	ID	ITEM ▼	ITEM DESCRIPTION	PRICE LEVEL	IMPACT PRICE	METHOD OF PAYMENT	ALLOWANCE TYPE	UNIT	UNIT PRICE	RATE PER UNIT	% PER UNIT	ALLOW AD
Edit	36682	VEC00001	Vectronics CW Keyer Kit	List Price	25.99	Bill-Back	% Discount	Each	25.99	2.60	10.0%	Yes
Edit	36683	VEC00001	Vectronics CW Keyer Kit	List Price	25.99	Bill-Back	% Discount	Each	25.99	1.04	4.0%	Yes

2. Option to remove all off-invoice discounts from sales orders.

Benefits:

- This makes it easier to correct off-invoice allowances when something goes wrong.
- Off-invoice allowances can't be duplicated by re-applying allowances to a sales order or invoice because “*Apply iTPM Discounts*” now automatically removes iTPM allowances before re-applying.

iTPM subtab on the sales order (and invoice) has a new checkbox:



Items	Shipping	Billing	Accounting	Communication	Related Records	System Information	Custom	EFT	Quote Approvals	SO Approval	iTPM
<input type="checkbox"/>											<input type="checkbox"/>
APPLY ITPM DISCOUNTS											REMOVE ITPM DISCOUNTS
ITPM DISCOUNTS APPLIED											

3. Option to apply off-invoice discounts to INVOICES.

Benefits:

- Use this when your off-invoice allowances are only applied to your invoices and not to the NetSuite sales order, and to correct off-invoice allowances on the invoice.

Note: The same functionality of applying off-invoice to sales orders is now also available for invoices.

Invoice ← → List Search Custom

INV10000221 Walmart **OPEN**

Edit **Back** **Authorize Return** **Accept Payment** **Credit** **Renew** **Deduction** **Actions** ▾

Primary Information

CUSTOMER Walmart	DUE DATE 7/9/2019
DATE 6/9/2019	DEPARTMENT Marketing
INVOICE # INV10000221	PO #
POSTING PERIOD Jun 2019	
TERMS 1% 10 Net 30	

Summary

SUBTOTAL	908.03
TRANSACTION DISCOUNT	
TAX	0.00
SHIPPING COST	
HANDLING COST	
TOTAL	908.03
AMOUNT DUE	908.03

Sales Information

OPPORTUNITY	SALES REP Clark Koozer
CREATED FROM Sales Order #SL500000780	
JOB	CONTACT(S) Brian Chapel
SUBSIDIARY Honeycomb US-East	DEDUCTION
EMAIL info@everett.com	ITPM APPLIED TO

Items **Billing** **Shipping** **Gross Profit** **Activities** **History** **Audit Trail/Workflow** **Quote Approvals** **SQ Approval** **EFT** **Configuration Details** **ITPM**

☐ APPLY ITPM DISCOUNTS ☐ REMOVE ITPM DISCOUNTS

☒ ITPM DISCOUNTS APPLIED

4. Add Performance dates to promotion list & comparison reports

Benefits:

- This is helpful for scan down and other promotions that are not directly related to what you shipment.

Example Promotion Comparison Report with performance dates:

- iTPM Promotion Comparison Summary: Results List Search Audit Trail

[Return To Criteria](#) [Edit this Search](#)

FILTERS

PROMOTION TYPE:

CONDITION:

SHIP DATE - START: FROM: TO:

SHIP DATE - END: FROM: TO:

PERF DATE - START: FROM: TO:

TO: STYLE:

STATUS:
- None -
Draft
Pending Approval

ITEM:

PERF DATE - END: FROM:

TOTAL: 102

CUSTOMER	ID	NAME	PROMOTION TYPE	STATUS	CONDITION	SHIP DATE - START	SHIP DATE - END	PERF DATE - START ▲	PERF DATE - END	NET LIABILITY	OVERPAY	ESTIMATED SPEND
Albertsons / Safeway	24	Test inactive item and KPI refresh	MCB (direct accounts)	Approved	Completed	4/13/2019	5/12/2019	4/13/2019	5/12/2019	0.00	555.14	898.80
Albertsons / Safeway	32	Test	MCB (direct accounts)	Draft	Completed	4/13/2019	5/12/2019	4/13/2019	5/12/2019	0.00	0.00	0.00

5. Reinvoice using Statement charge (not a journal entry)

Benefits:

- Better description of charge-back on the customer's statements
- Easily see only REINVOICE resolutions at **iTPM-> Resolutions -> Statement Charges**

iTPM
2955 Campus Drive
Suite 100
San Mateo CA 94403
US

Statement
Date
6/10/2019

Bill To
Brian Chapel
Walmart
702 Southwest 8th Street
Bentonville AR 72712
United States

	Amount Due	Amount Encl.	Currency	Subsidiary
	\$177,236.22		USA	Honeycomb Mfg.

Date	Description	Charge	Payment	Balance
5/10/2019	Balance Forward			178,231.22
5/20/2019	Credit Memo #MEM00000031		2,000.00	176,231.22
5/30/2019	Example REINVOICE using statement charge	1,000.00		177,231.22
6/10/2019	Journal #JOU00000248	5.00		177,236.22

Statement Charge **STM000000001** Walmart **OPEN**
Edit **Back** **Actions**

TRANSACTION NUMBER
STM000000001

A/R ACCOUNT
1100 Accounts Receivable

CUSTOMER
Walmart

CURRENCY
USA

EXCHANGE RATE
1.00

DATE
5/30/2019

POSTING PERIOD
May 2019

REF NO.
STM000000001

DUE DATE
6/29/2019

ITEM
NON-INVENTORY (expense to 6023)

QUANTITY

DESCRIPTION
Example REINVOICE using statement charge

RATE

TOTAL
1,000.00

DEPARTMENT
Marketing

SUBSIDIARY
Honeycomb Mfg.

LOCATION

CLASS

ACCOUNT	AMOUNT (DEBIT)	AMOUNT (CREDIT)	POSTING	MEMO	NAME	SUBSIDIARY	DEPARTMENT	CLASS
1100 Accounts Receivable	\$1,000.00		Yes	Example REINVOICE using statement charge	Walmart	Honeycomb Holdings Inc. : Honeycomb Mfg.	Marketing	
6023 Trade Promotion : Open Deduction		\$1,000.00	Yes		Walmart	Honeycomb Holdings Inc. : Honeycomb Mfg.	Marketing	

6. Support partial expensing of deductions.

Benefits:

- Save time and mouse clicks.
- If you need to expense only part of an open deduction balance, you can now do it without splitting your deduction.
- Unlike Quick Expense, you'll need to wait up to 1 hour before some or all of your open deduction balance is resolved.

- iTPM Expense Queue

Queue Information

ITPM DEDUCTION *
- iTPM Deduction #202

OPEN BALANCE
2,944.11

REQUESTED EXPENSE AMOUNT *
944.11

MEMO
Test partial settlement of DDN #202

REASON CODE
Promotional (contra revenue)

ACCOUNT
4009 Sales : Trade Promotion (contra revenue)

Record Information

ID
To Be Generated

ATTACH FILE *
<Type then tab>

FOLDER	SIZE (KB)	LAST MODIFIED
--------	-----------	---------------

*** NOTE: The old **EXPENSE** button is now called **QUICK EXPENSE**. ***

7. EXPENSE AND Split deductions in one step. (CSV Split does this too)

Benefits:

- Save mouse clicks and time when you SPLIT and EXPENSE at the same time.

- iTPM Deduction Split List Search More

Save **Cancel** **Reset**

CUSTOM FORM *
- iTPM Deduction Split Form

☐ INACTIVE

ITPM DEDUCTION
- iTPM Deduction #189

ITPM AMOUNT
1,234.56

ITPM OPEN BALANCE
1,234.56

☐ ITPM SPLIT PROCESS COMPELETED?

☐ ITPM IMPORT COMPLETED?

TOTAL LINE AMOUNT
1,234.56

SPLIT REFERENCE CODE	SPLIT MEMO	SPLIT AMOUNT*	SPLIT DISPUTED?	SPLIT DEDUCTION	SPLIT REFERENCE DATE	SPLIT REASON CODE	EXPENSE?
123	Ad Fee January	500.00			1/15/2019	Promotional (contra revenue)	
456	Damages (approved)	234.56			12/4/2018	Damages	Yes
789	Ad Fee December (duplicate)	500.00	<input checked="" type="checkbox"/>		1/15/2019	Promotional (contra revenue)	

OK **Cancel** **+ Insert** **Remove**

+ Add Row

8. Add Reason Code to the CSV Split template.

Benefits:

- Save mouse clicks if you know reason code when you split a deduction.

	A	B	C	D	E	F	G
1	Instructions : 1. Delete the top three instructional rows (filled in gray) of this sheet before attempting a CSV Import in NetSuite. 2. Do NOT delete the Header row (row 4, filled in yellow) of this sheet. 3. Do not enclose the values in double or single quotes. 4. Do not place leading or trailing whitespaces. 5. Do not include any currency symbols in the Amount column. 6. After entering the split values, save this in CSV format before attempting to import into NetSuite.						
2	Use the iTPM Deduction Number in this column to identify the Deduction being split. For example - iTPM Deduction #33	Enter the amount that should be split off from the Deduction. This MUST be GREATER THAN zero and LESS THAN the Deduction's Open Balance. For	If this split amount is Disputed, enter YES , else enter NO . This value is required for each import row.	Enter a descriptive Memo for this split. This will be populated in the Memo field of the split deduction. For example This is a split for shipping damamges	Enter a reference code for this split. This will be populated in the Other Reference Code of the split deduction. For example SHIP_DMG_DDN_33	Enter a Reference Date for this split . This will be populate in the Reference Date of the Split Deduction.	Enter a Reason Code for this split . This will be populate in the Reason Code of the Split Deduction. This is a Dropdown List, we can enter any of Promotional,
3	REQUIRED	REQUIRED	REQUIRED	OPTIONAL	OPTIONAL	OPTIONAL	OPTIONAL
4	Deduction_ID	Split_Amount	Split_Disputed?	Split_Memo	Split_ReferenceCode	Split_ReferenceDate	Split_ReasonCode
5							

9. New helpful sublists on credit memos and invoices.

Benefits:

- Fewer mouse clicks to see what deductions are associated with the credit memo(s) that were applied to the invoice you are viewing. All the related deductions are under the iTPM subtab.
- Fewer mouse clicks to see the related deduction reference codes and descriptions.

Items

Billing

Shipping

Gross Profit

Activities

Audit Trail/Workflow

Quote Approvals

SO Approval

EFT

Configuration Details

iTPM

☐ APPLY ITPM DISCOUNTS

☐ REMOVE ITPM DISCOUNTS

☐ ITPM DISCOUNTS APPLIED

Deductions

Settlements

Applied Transactions

Related Deductions •

EDIT	DATE ▲	STATUS	DOCUMENT NUMBER	REFERENCE CODE	MEMO	ORIGINAL DEDUCTION	OPEN BALANCE	DUE DATE
Edit	3/27/2019	Open	122	See if product class flows into DDN	Deduction applied on CreditMemo MEM00000193 Merlin 4412D: The most powerful features avail in a 12 button display phone	- iTPM Deduction #122	1,086.93	4/10/2019
Edit	3/27/2019	Pending	123	See if product class flows into DDN	Deduction split from Deduction #122	- iTPM Deduction #122	86.93	4/10/2019

Other Features 19.1.1

11. [S-02115](#) Add reference code as a filter field in the default deduction list view.
12. [S-02094](#) Filter the deduction reason code menu based on the subsidiary of the deduction.

As part of this change, make the subsidiary field on the reason code form a required field.

Make sure your deduction reason codes have a subsidiary selected.


If susidiary is blank, the reason code will not be visible in the drop-down menu on the deduction.

13. [S-02121](#) Add *Other Reference code* and *Memo* as columns to the iTPM sublist on the invoice form
14. S-02081 Allow the KPI Refresh to 'skip' items that are marked as inactive. This allows the KPI refresh to update the KPIs for all the other active items in a promotions.

11. Add reference code as a filter field in the default deduction list view.

Benefits:

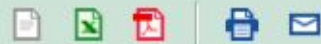




- Save time finding deductions by reference code

 **- iTPM Deductions Default: Results** List Search Audit Trail

[Return To Criteria](#) [Edit this Search](#)

FILTERS

ASSIGNEE - All -	STATUS - iTPM Deduction:Open	CUSTOMER 	INVOICE 	DISPUTED? - All -
REASON CODE - All -	RESEARCH STATUS - All -	NEXT STEPS - All -	GROUP - All -	FOLLOW-UP DATE All
TO 	TRANSACTION DATE All	FROM 	TO 	REFERENCE CODE
				STYLE Normal

 **EDIT**   6/6/2019 — 3/22/2019   **TOTAL: 80**

EDIT VIEW	INTERNAL ID	STATUS	DATE ▼	DOCUMENT NUMBER	ITPM CUSTOMER	REFERENCE CODE	TRANSACTION	REFERENCE DATE	ORIGINAL	SPLIT OFF	RESOLVED	OPEN	REASON CODE
Edit View	22781	Open	6/6/2019	214	Walmart	a1	CustCred-MEM00000223	3/3/2019	240.00	0.00	0.00	240.00	Promoti (contra

12. Filter deduction reason code menu based on the subsidiary of the deduction.

Benefits:

- You can't select an invalid reason code on the deduction form.

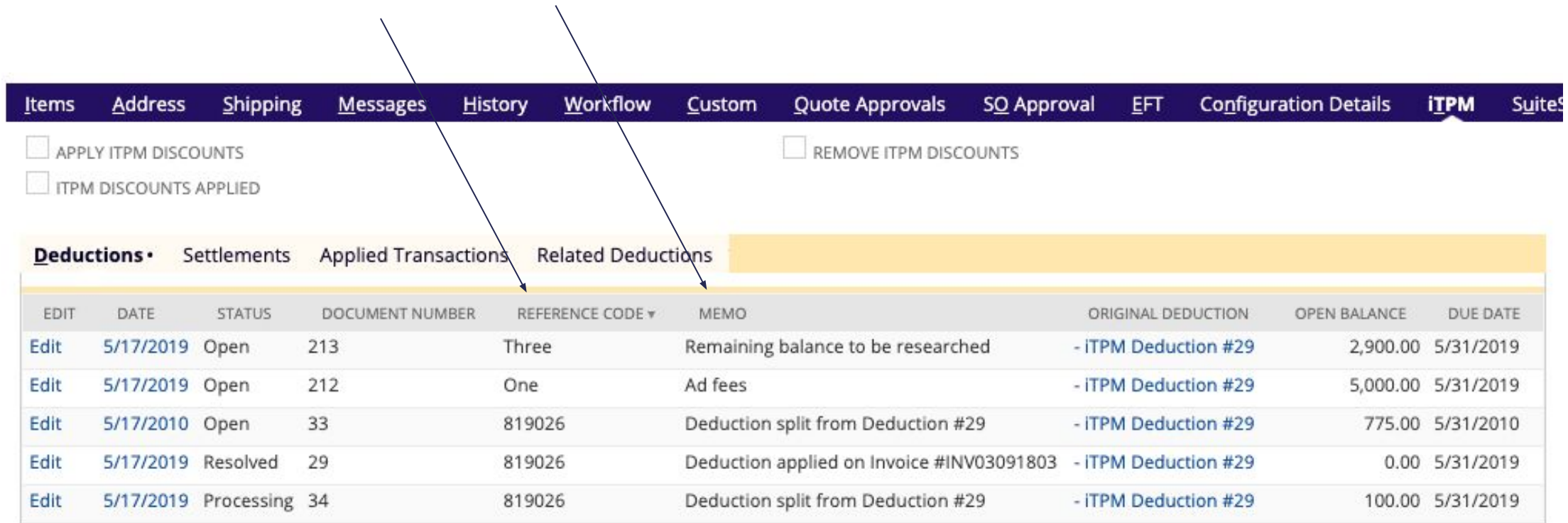
The screenshot displays the 'Transaction Detail' form. At the top, there are fields for 'ITPM AMOUNT' (240.00), 'SPLIT OFF' (0.00), 'OPEN BALANCE' (240.00), and 'TOTAL SETTLEMENTS'. Below these is a tabbed interface with tabs for 'Lines', 'ITPM', 'Communication', 'System Information', 'Custom', 'EFT', and 'Box File'. The 'Lines' tab is active, showing a table with columns 'ACCOUNT', 'DEBIT', and a description. The table contains one entry: '1325 Open Deductions' with a debit of 240.00 and a description 'test no reason code'. A dropdown menu for 'REASON CODE' is open, showing options: '- New -', 'Damages', 'Promotional (contra revenue)' (highlighted), 'Specific to US East', and 'Unknown'. An arrow points from the 'REASON CODE' label to the dropdown menu.

ACCOUNT	DEBIT	
1325 Open Deductions	240.00	test no reason code

13. Add *Other Reference code* and *Memo* to the iTPM sublist on the invoice form.

Benefits:

- Additional information in the list can save mouse clicks when viewing an invoice.



Items Address Shipping Messages History Workflow Custom Quote Approvals SQ Approval EFT Configuration Details **iTPM** Suites

☐ APPLY ITPM DISCOUNTS ☐ REMOVE ITPM DISCOUNTS

☐ ITPM DISCOUNTS APPLIED

Deductions • Settlements Applied Transactions Related Deductions

EDIT	DATE	STATUS	DOCUMENT NUMBER	REFERENCE CODE ▼	MEMO	ORIGINAL DEDUCTION	OPEN BALANCE	DUE DATE
Edit	5/17/2019	Open	213	Three	Remaining balance to be researched	- iTPM Deduction #29	2,900.00	5/31/2019
Edit	5/17/2019	Open	212	One	Ad fees	- iTPM Deduction #29	5,000.00	5/31/2019
Edit	5/17/2010	Open	33	819026	Deduction split from Deduction #29	- iTPM Deduction #29	775.00	5/31/2010
Edit	5/17/2019	Resolved	29	819026	Deduction applied on Invoice #INV03091803	- iTPM Deduction #29	0.00	5/31/2019
Edit	5/17/2019	Processing	34	819026	Deduction split from Deduction #29	- iTPM Deduction #29	100.00	5/31/2019

Update Schedule

The next major update is tentatively scheduled for **Spring/Summer 2019**.

iTPM Anticipated Releases	Anticipated Date Generally Available*
'Minor' Updates 19.1.x	As needed. Release date and enhancements may change based on client needs and requests.
'Major' Release 19.2.1	Fall / Winter 2019. Release date and enhancements may change based on client needs and requests.

* Subject to change

Enhancement Ideas

The following are enhancement candidates that are being considered for future iTPM updates:

S-02050	Period-based accruals. (Different from the existing Event-based accruals added in 2018.2.1)
S-01872	Support line promotions with thousands of items (All-item promotions)
S-01812	Enhanced support for indirect customer promotions
R-01356	Option for PROCESS PLAN to allocation estimated quantity using actual sales over last 52 weeks.
R-01366	Option to override GL-account on settlement (to use an accrual account)
S-01957	Option to adjust event-based accruals for over-spends

Summary

- Email questions and issues to support@cgsquared.com
- Updated User Guides are available at
www.i-TPM.com/promotion-planning
www.i-TPM.com/deduction-management
- Technical release notes available at www.i-TPM.com/admin-training-resources