iTPM

19.1.1 & 19.1.2 Update

July 2019 Release Notes

July 26, 2019
(Subject to change)

Built for ORACLE NETSUITE

Native SuiteApp

BFN Certified

Revised July 1, 2019

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Built for ORACLE NETSUITE

Native SuiteApp

BFN Certified

Safe Harbor Statement:

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Top 10 New Features in ¿TPM 19.1.2

1. S-01897 Support NetSuite **item groups with 100 or more items.**
2. S-02092 Option to **remove ¿TPM off-invoice** discounts from a sales order.
3. S-02089 Option to apply ¿TPM **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. (Also CSV Expense S-02129)
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 New KPI data fields to better support NetSuite workbooks

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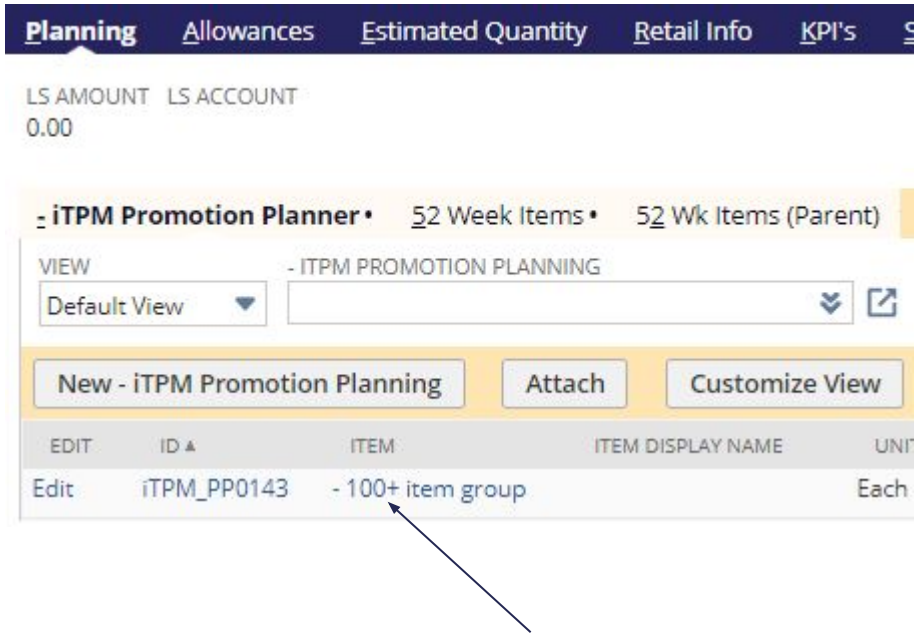
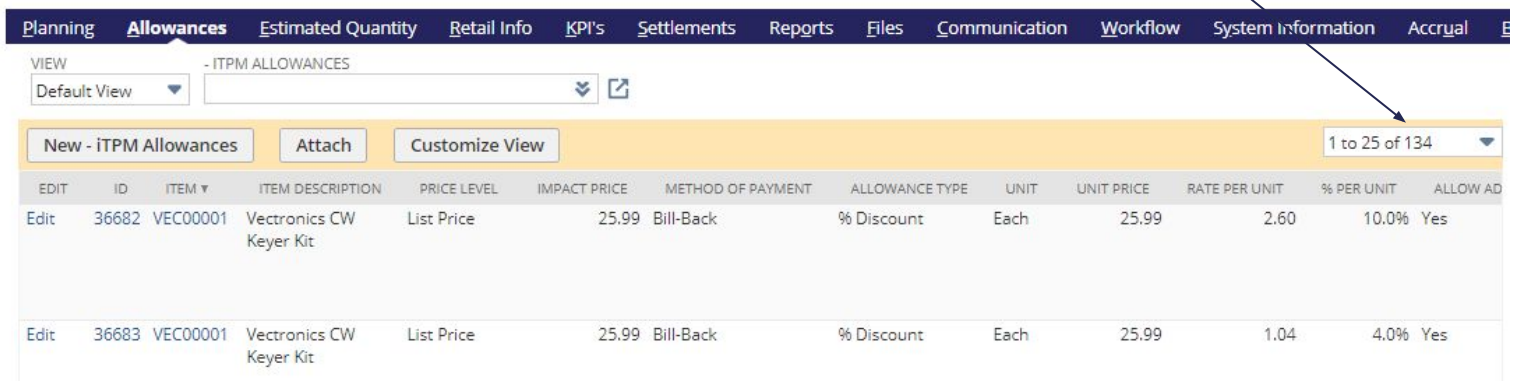
1. Support NetSuite item groups with 100 or more items.

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.



Example with 100+ items.



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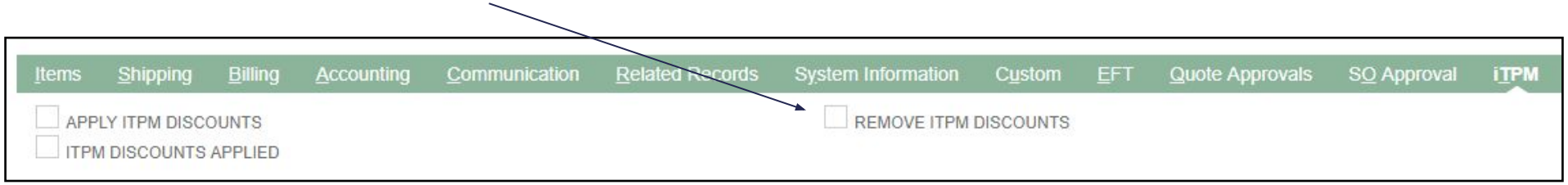
2. Option to remove all off-invoice discounts from sales orders.

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 ¿TPM allowances before re-applying.

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



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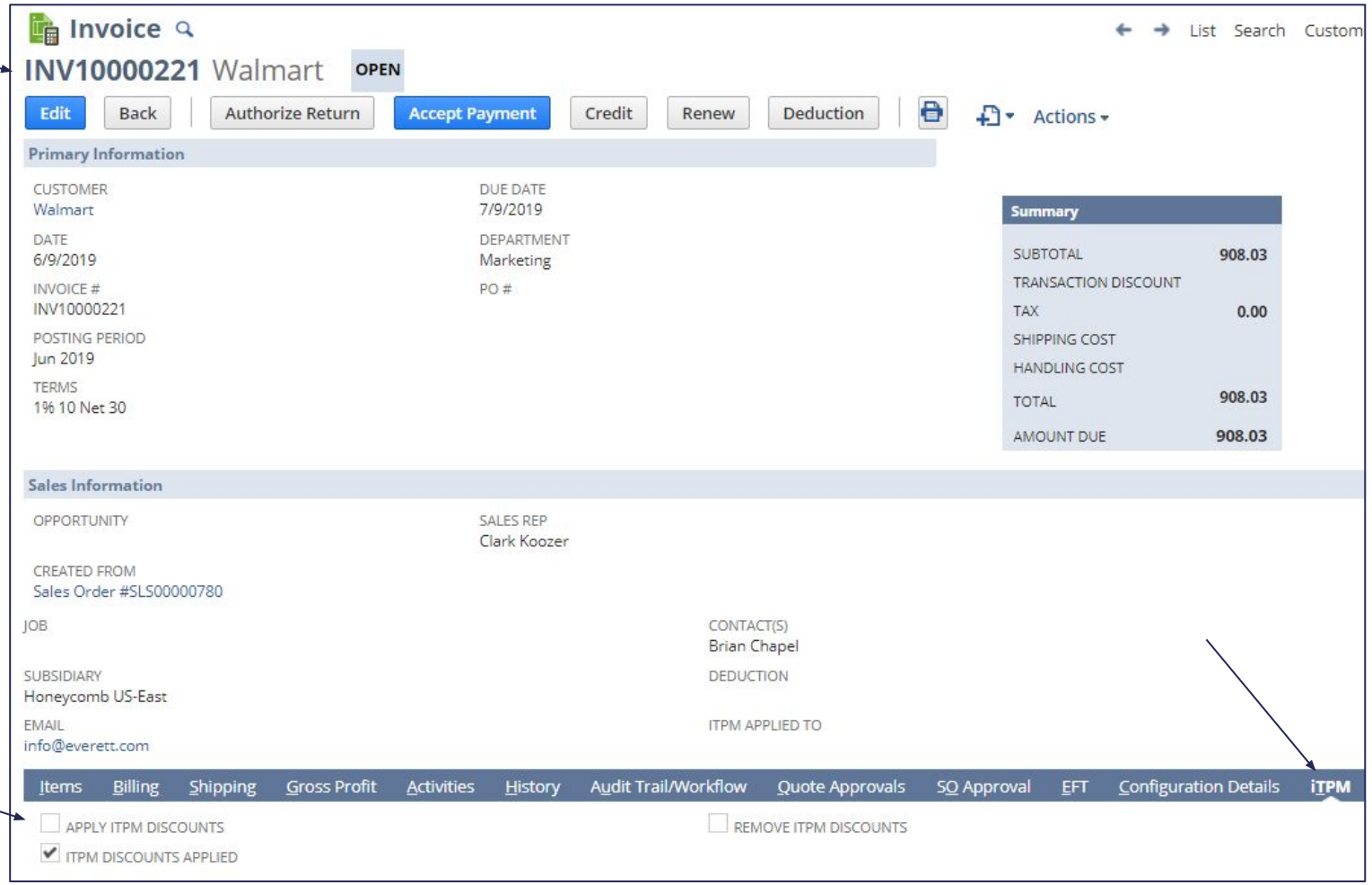
3. Option to apply off-invoice discounts to INVOICES.

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-innvoice to sales orders is now also available for invoices.



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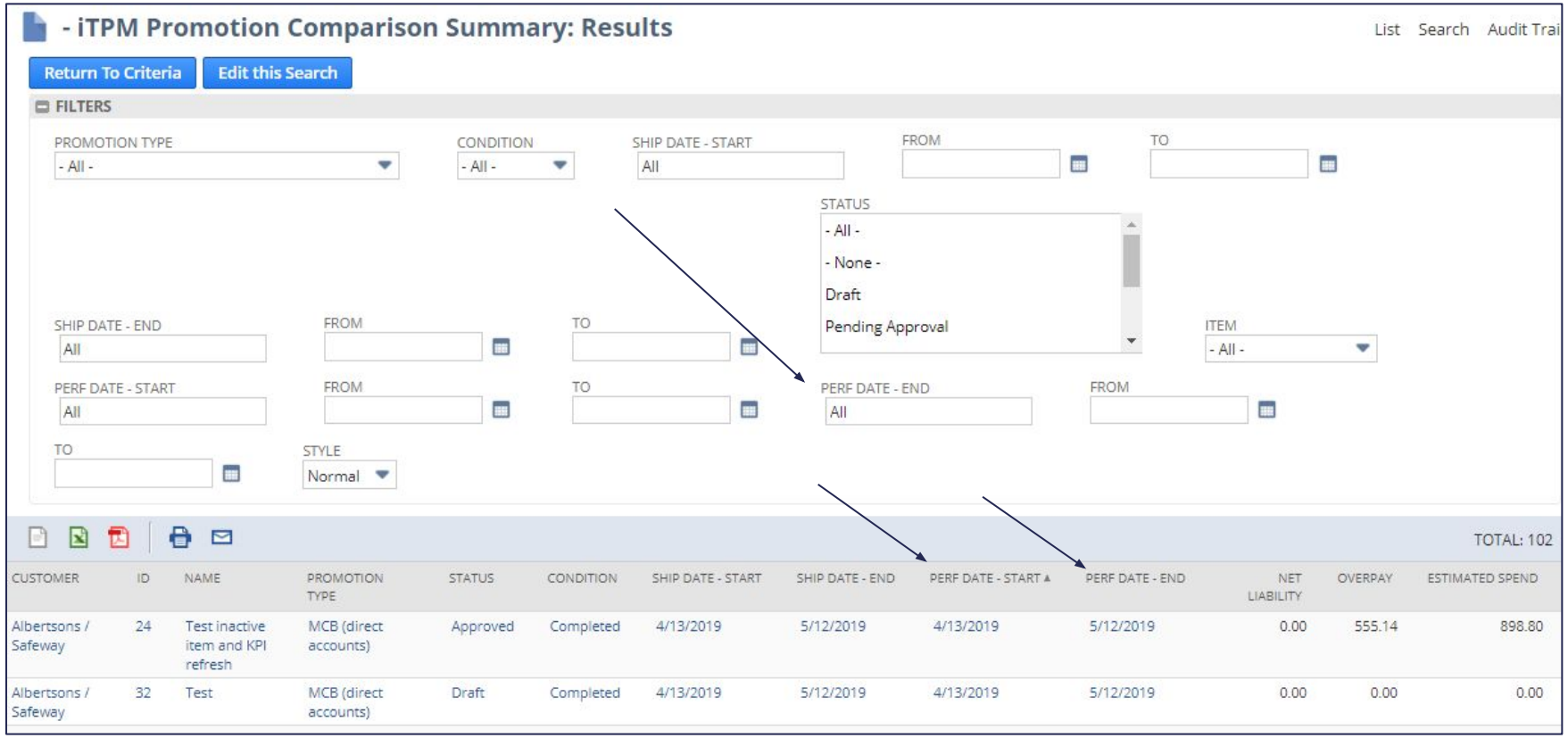
4. Add Performance dates to promotion list & comparison reports

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:



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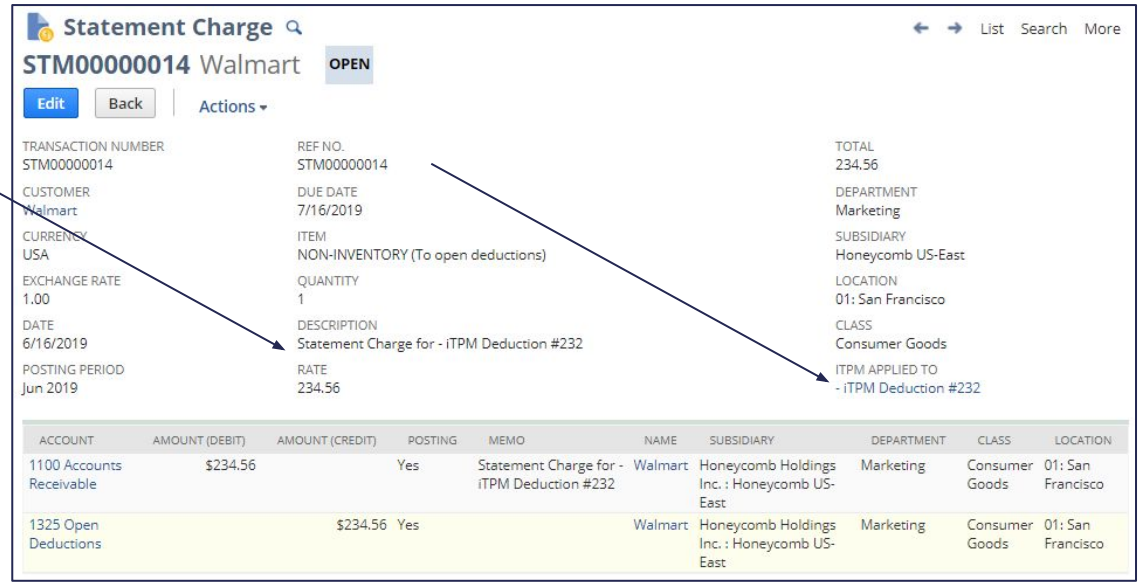
5. Reinvoice using Statement charge (not a journal entry)

Benefits:

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

	Amount Due	Amount Encl.	Currency	Subsidiary
	$1,550,386.25		USA	Honeycomb US-East

Date	Description	Charge	Payment	Balance
5/16/2019	Balance Forward			1,520,652.46
5/16/2019	Invoice #INV10000212	4,032.87		1,524,685.33
5/19/2019	Invoice #INV10000214	1,580.87		1,526,266.20
5/21/2019	Credit Memo #MEM00000221		1,234.56	1,525,031.64
6/4/2019	Invoice #INV10000220	1,008.93		1,526,040.57
6/6/2019	Credit Memo #MEM00000223		3,629.57	1,522,411.00
6/7/2019	Payment #PAY00000410		490.07	1,521,920.93
6/9/2019	Invoice #INV10000221	908.03		1,522,828.96
6/14/2019	Statement Charge for - iTPM Deduction #224	200.00		1,523,028.96
6/14/2019	Statement Charge for - iTPM Deduction #227	11.00		1,523,039.96
6/15/2019	Invoice #INV10000227	2,623.35		1,525,663.31
6/15/2019	Invoice #INV10000228	1,899.64		1,527,562.95
6/15/2019	Invoice #INV10000236	2,370.53		1,529,933.48
6/15/2019	Invoice #INV10000231	908.03		1,530,841.51
6/15/2019	Invoice #INV10000230	1,250.02		1,532,091.53
6/15/2019	Invoice #INV10000224	1,200.53		1,533,292.06
6/15/2019	Invoice #INV10000226	1,523.57		1,534,815.63
6/15/2019	Invoice #INV10000229	2,295.74		1,537,111.37
6/15/2019	Invoice #INV10000235	1,200.53		1,538,311.90
6/15/2019	Invoice #INV10000225	1,471.28		1,539,783.18
6/15/2019	Invoice #INV10000233	4,223.54		1,544,006.72
6/15/2019	Invoice #INV10000232	3,622.38		1,547,629.10
6/15/2019	Invoice #INV10000234	2,522.59		1,550,151.69
6/16/2019	Statement Charge for - iTPM Deduction #232	234.56		1,550,386.25



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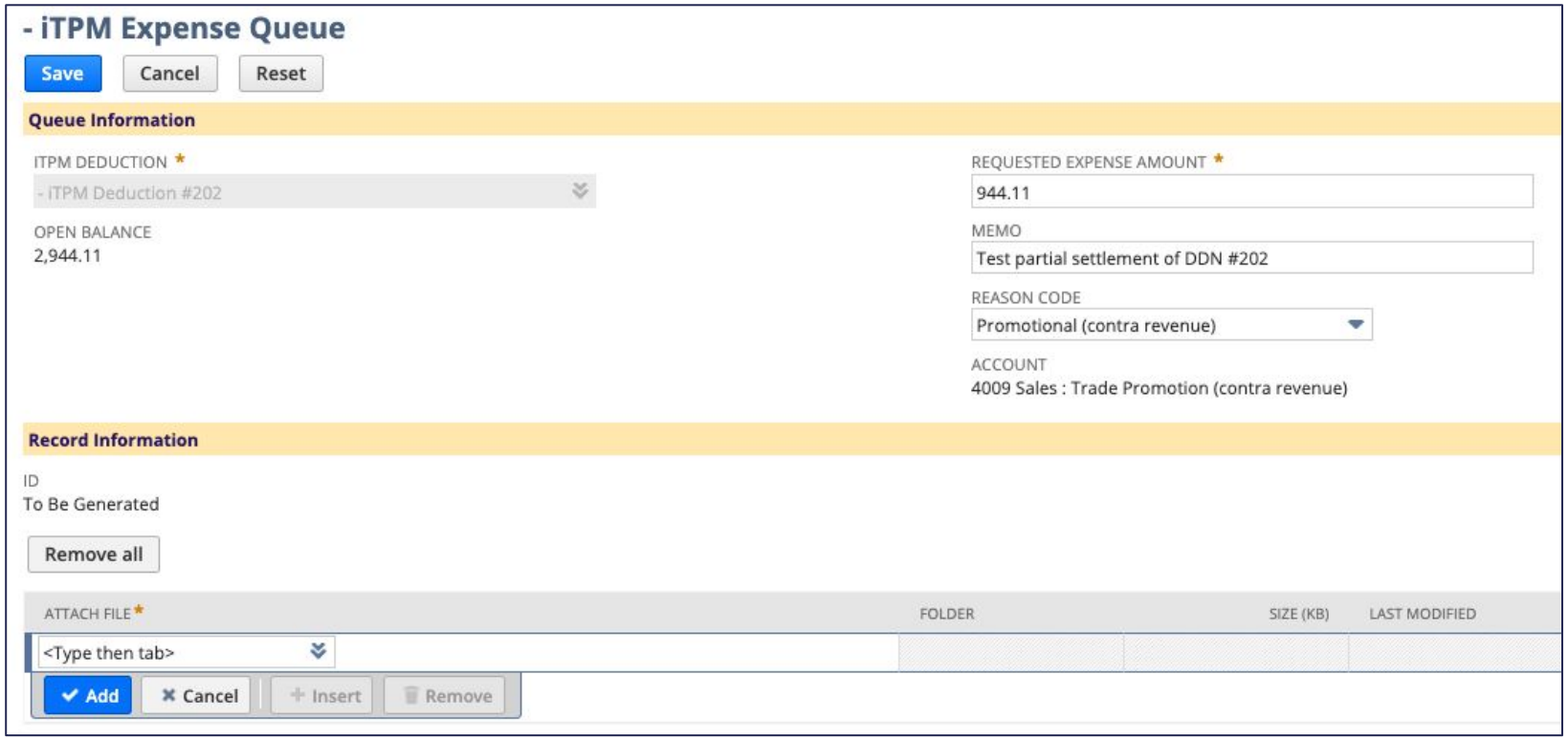
6. Support partial expensing of deductions.

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 you open deduction balance is resolved.



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

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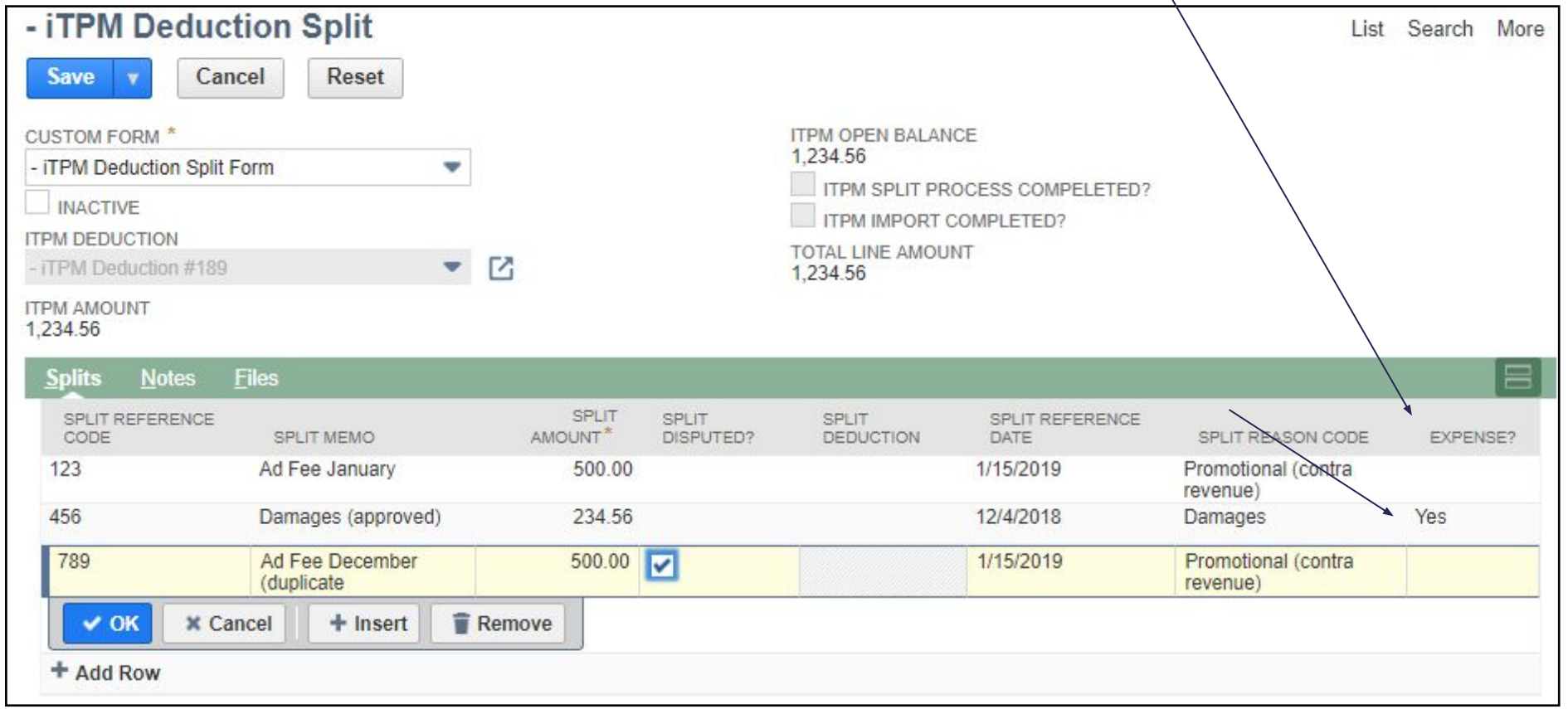
7. EXPENSE *AND* Split deductions in one step. (CSV Split does this too)

Benefits:

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



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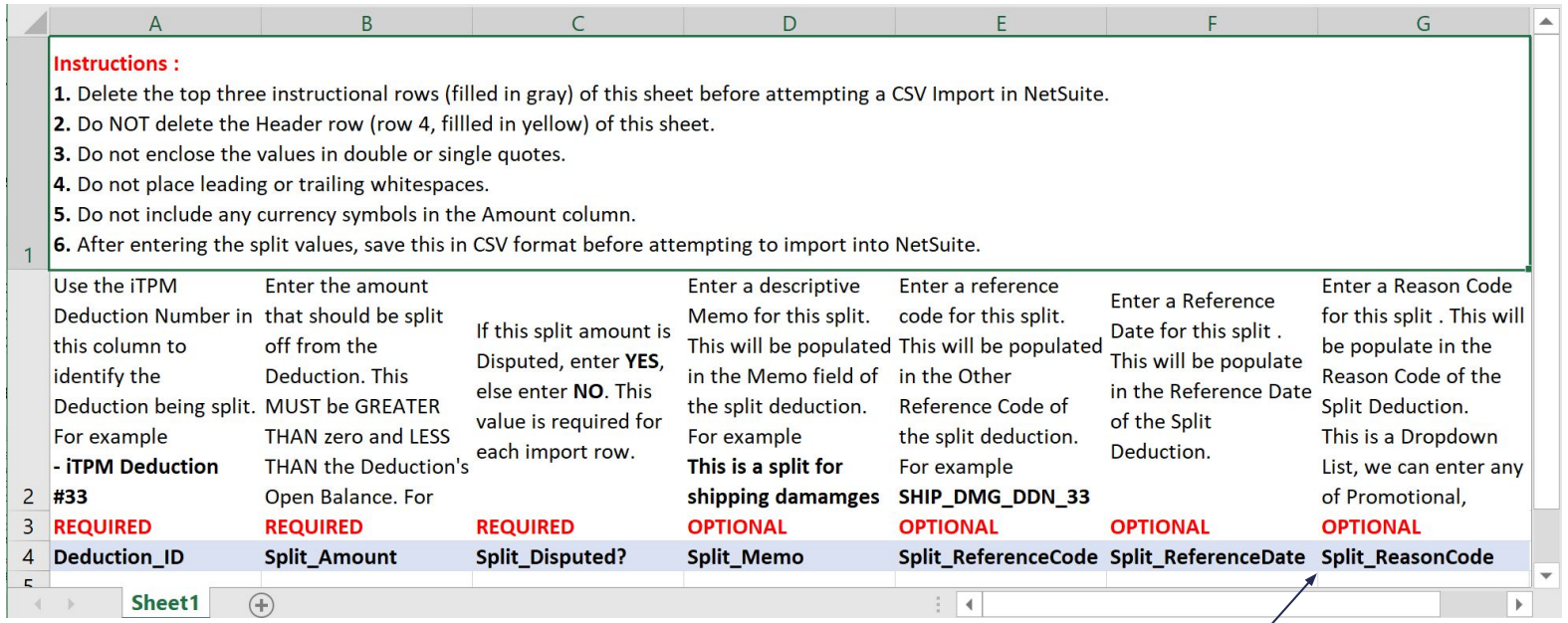
8. Add Reason Code to the CSV Split template.

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, fillled 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							

Sheet1

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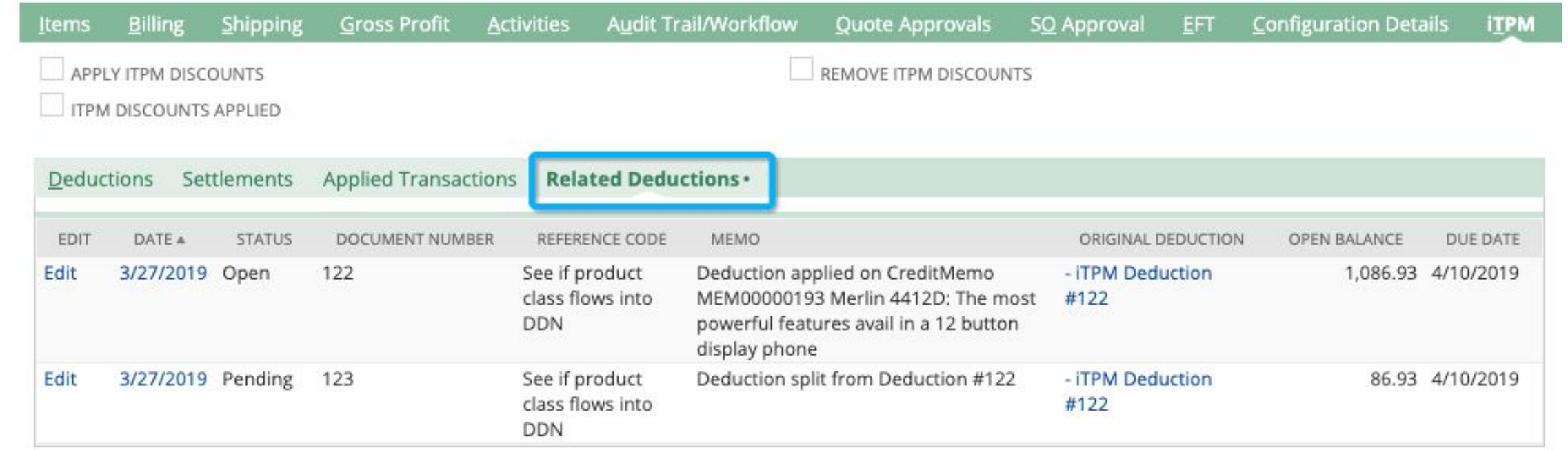
9. New helpful sublists on credit memos and invoices.

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 ¿TPM subtab.
- Fewer mouse clicks to see the related deduction reference codes and descriptions.



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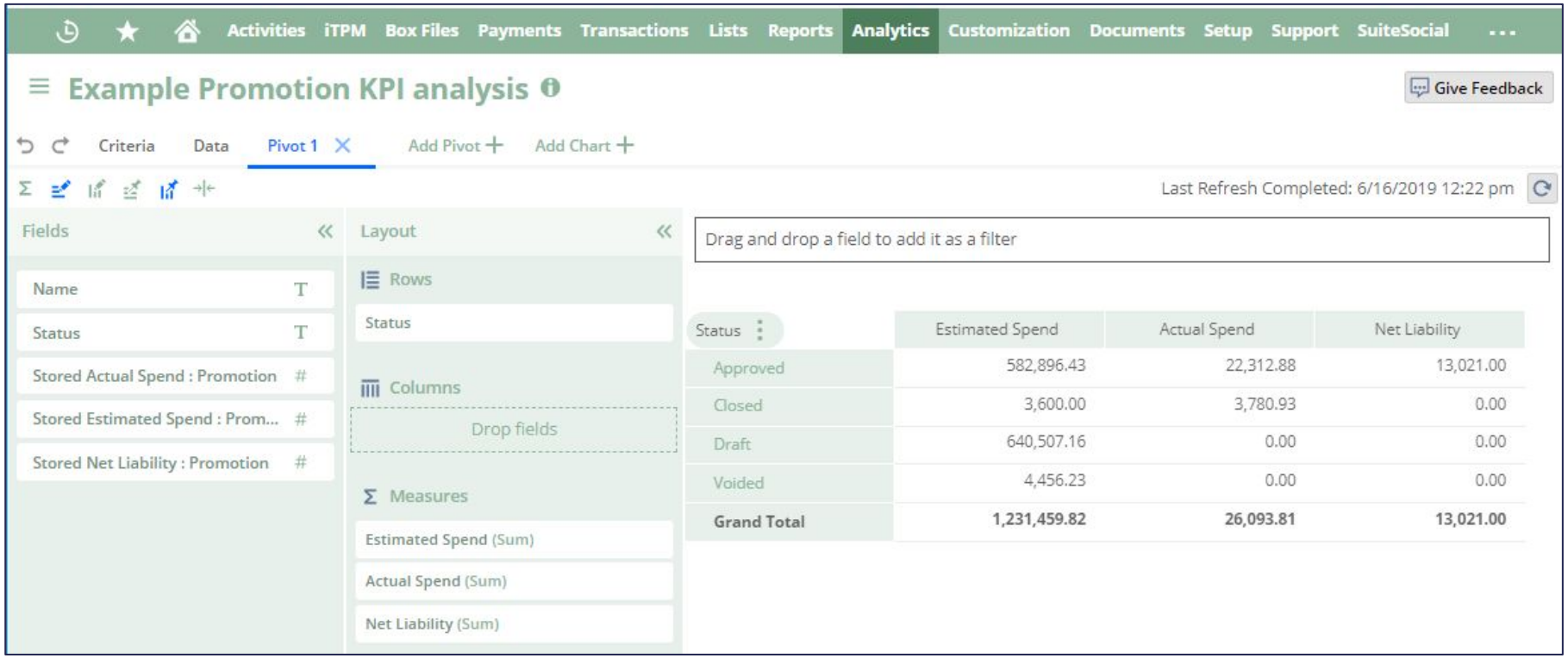
10. New KPI fields to better support NetSuite Workbooks.

Benefits:

- You don't have to export data to Excel to perform pivot-table analysis of your ¿TPM data.
- We will continue enhancements through 2019 to better support ¿TPM analysis using NetSuite Workbooks.



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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 ¿TPM sublist on the invoice form
14. S-02131 Use a customer record flag to determine if ship or order dates are used to apply off-invoice allowances to sales orders or invoices.
15. 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.
16. S-02131 Use a new customer record flag to determine if ship or order dates are used when applying OI to sales orders. If there are no order dates in the promotion, use ship dates.

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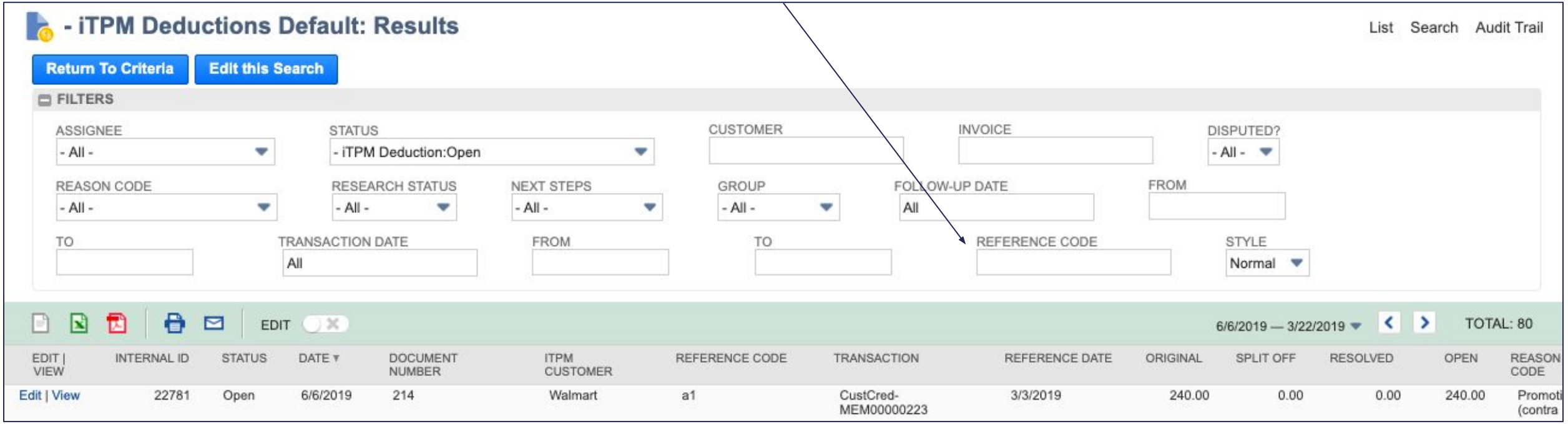
11. Add reference code as a filter field in the default deduction list view.

Benefits:

- Save time finding deductions by reference code



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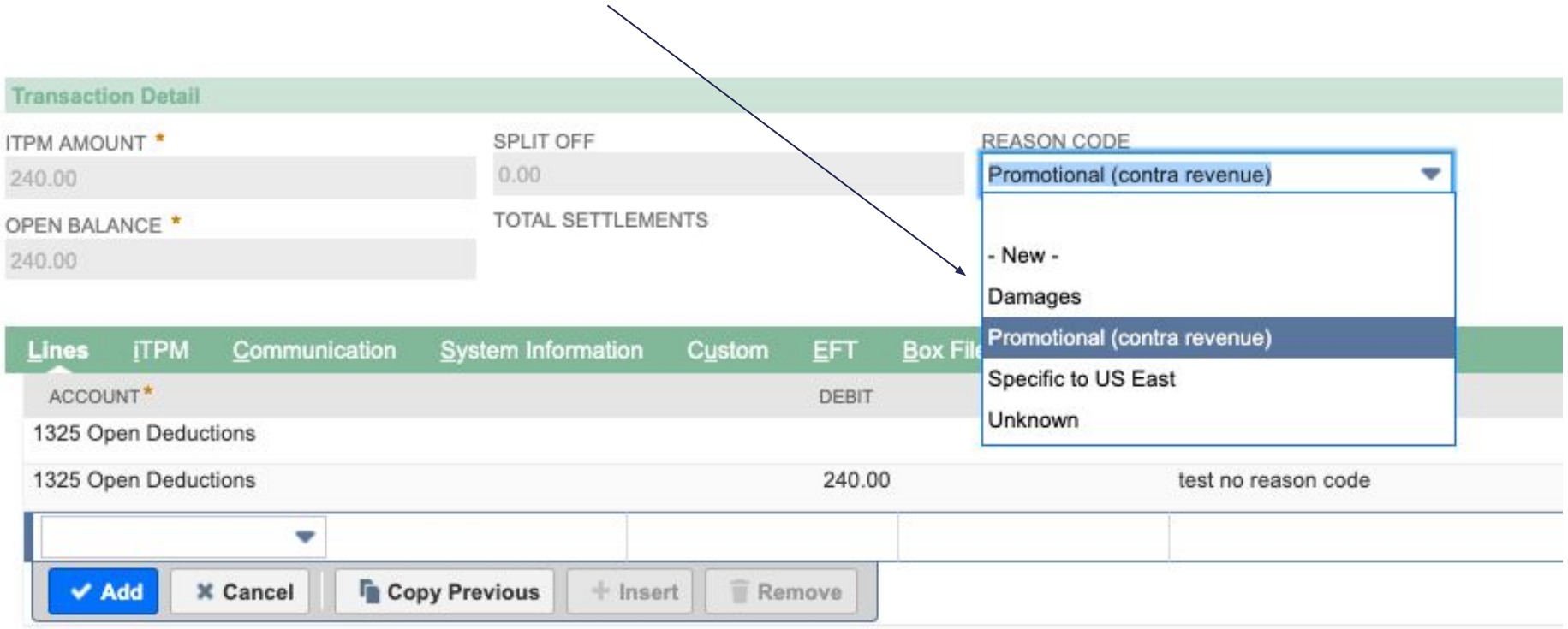
12. Filter deduction reson code menu based on the subsidiary of the deduction.

Benefits:

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



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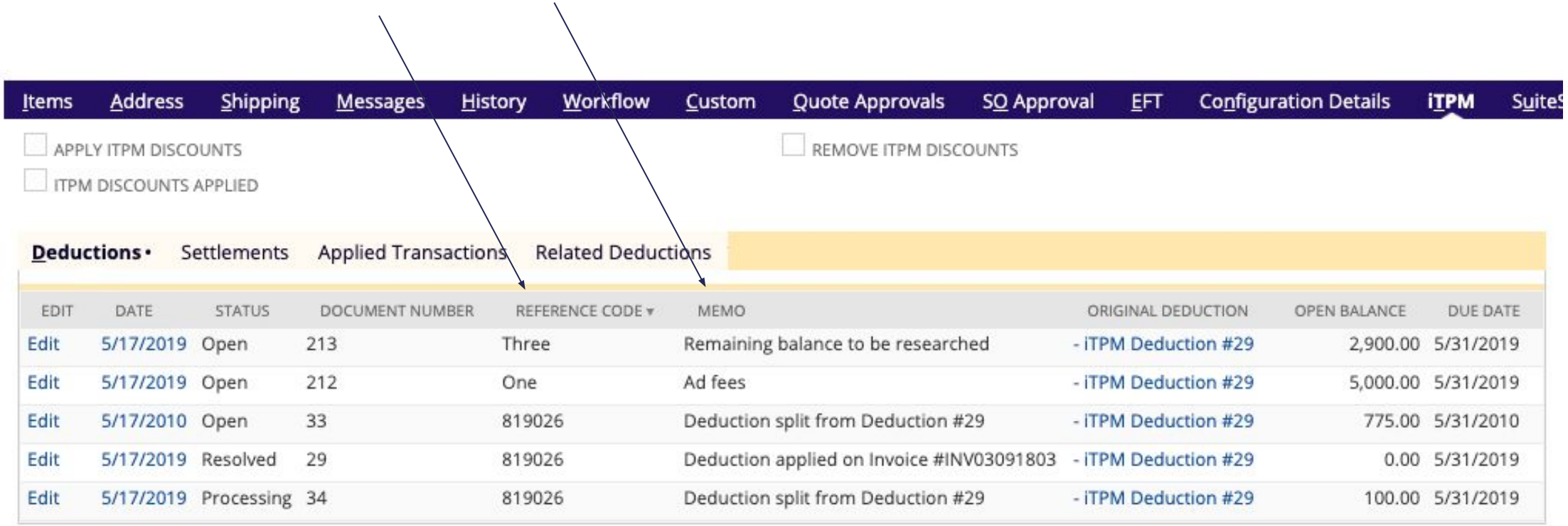
13. Add *Other Reference code* and *Memo* to the ¿TPM sublist on the invoice form.

Benefits:

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



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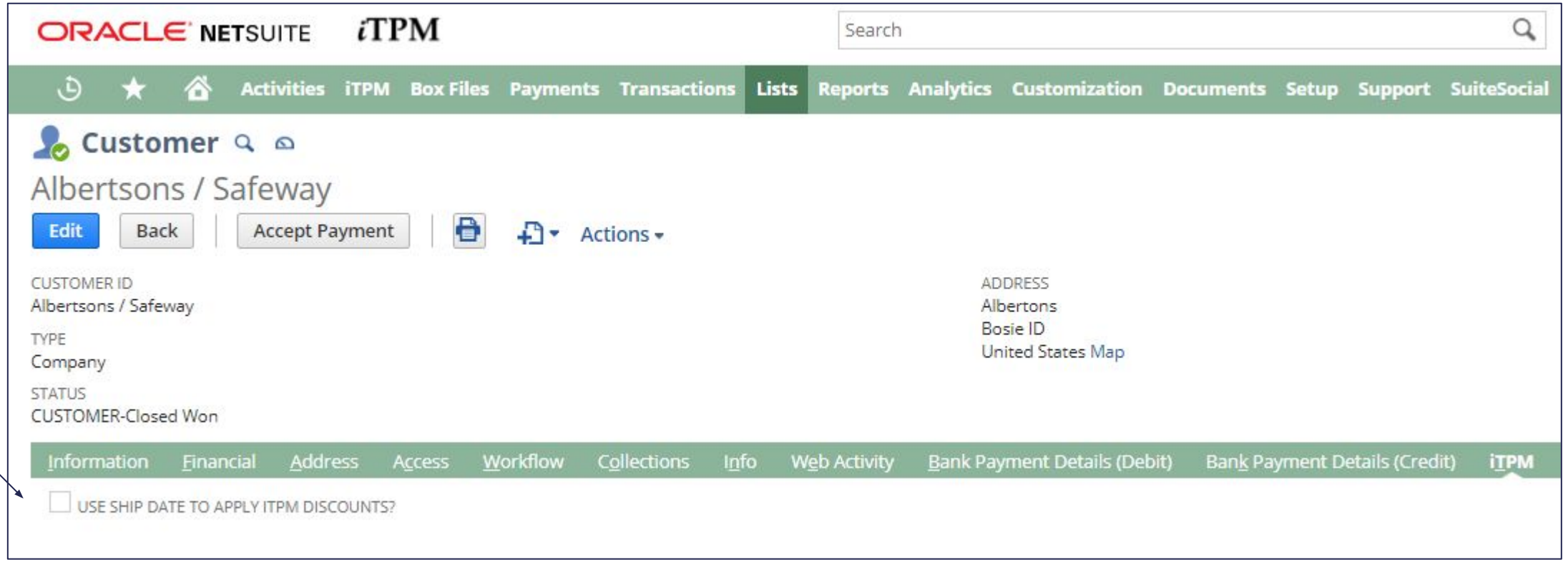
14. New customer record checkbox: Use order dates to apply off-invoice?

Benefits:

- Ability to use either ship dates or order dates to apply off-invoice to sales orders or invoices.

  If checkbox is checked, then use promotion ship-dates and order's requested delivery date.
  If unchecked, then use promotion order dates and the order posting date.



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Update Schedule

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

¿TPM 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

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Enhancement Ideas

The following are enhancement candidates that are being considered for future *i*TPM 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

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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

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