¿TPM 21.1.1 Update Spring 2021 Release Notes





Native SuiteApp

BFN Certified

Revised May 8, 2021

Consumer Goods Consulting Group

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New Features in ¿TPM 21.1.1

Deduction Management Management Enhancements

- 1. S-02672 New "Non G/L Change" button on the deduction to make changes in closed periods when the NetSuite EDIT button doesn't work.
- 2. S-02394 UNDO *TPM* Expense button on a Journal Entry that applied to a deduction and not previously reversed.
- 3. S-02605 When an *i*TPM journal entry is rejected, update the deduction status and balance.
- 4. S-02718 When a user DELETES a split deduction, update the parent deduction balance and the split-off amount.
- 5. S-02712 When an *i*TPM journal entry is DELETED, update the deduction status and balance.
- 6. S-02784 Validate CSV Split reason code and reference date to prevent deduction splits from getting stuck processing
- 7. S-02819 Ability to change the deduction customer to the parent or child of the original deduction customer
- 8. S-02769 Allow a non NetSuite Admin users can delete the original deduction if they have deduction permission = FULL

Promotion Planning

- 9. S-02610 *i***TPM will check the checkbox instead of generating an error message** for the user to check "*Available for iTPM*?" when creating or editing NetSuite item groups for *i*TPM if any item does not have this checked.
- 10. S-02676 Add new saved search to the iTPM menu: " iTPM Promotion Comparison Detail w/units"
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Applying Off-invoice to sales orders

- 14. S-02553 S-02553 Remove & apply off-invoice allowances on sales orders in less time
- 15. S-02770 Checkbox option on the customer record to skip applying *i*TPM off-invoice discounts to sales orders
- 16. S-02675 Skip iTPM applying discounts on sales order save if there are no overlapping promotions

Note: Go to Technical Release notes for 21.1.1 at <u>www.i-TPM.com/admin-training-resources</u> to see a list of the over 60 changes to *i*TPM

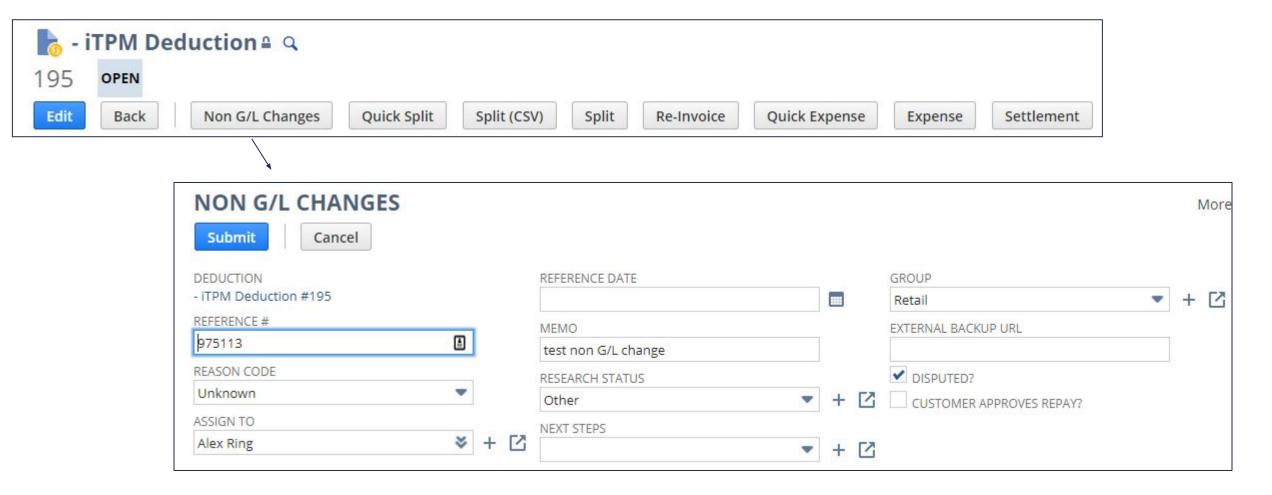
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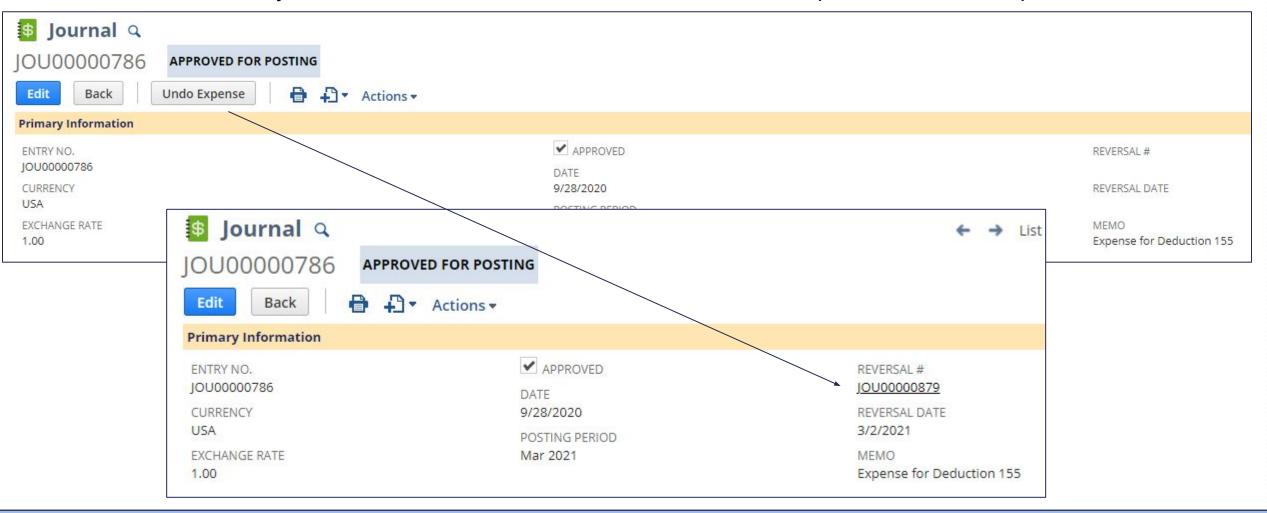
1. New button on the deduction "Non G/L Change"

Benefits: Make non G/L changes to deductions in closed periods without using NetSuite EDIT.



2. UNDO EXPENSE button on *i*TPM Journal Entries.

Benefits: Easier way to un-do mistakes. *i*TPM creates a JE reversal, updates deduction open balance & status

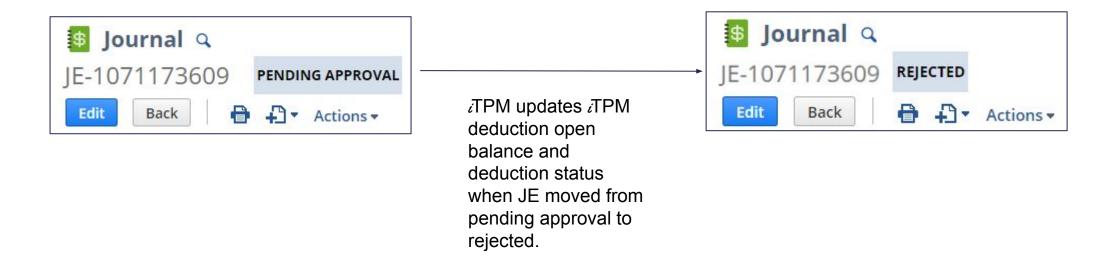


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3. *i*TPM updates deduction status & balance when *i*TPM JE is REJECTED.

Benefits: Easier way to reject journal entries without using the *i*TPM Admin tool. Updating the deduction open balance and deduction status is automatic.



For this feature, contact your *i*TPM Team. A script specific to your JE workflow will be deployed.

Note: If deduction is in a locked or closed period, "Allow non G/L changes" must be checked for that period.

4. DELETE a split deduction, *i*TPM updates the parent deduction balance, split-off amount & status

Benefits: Easier way to un-do deduction splits, because NetSuite admin permissions and *i*TPM Admin tool are no-longer needed.

٩ Activities **iTPM** Transactions Lists Reports Analytics Documents Setup Customization Support SuiteApps Sales Knowledge Base Split deduction must be in a 282 OPEN unlocked, open ₽. Actions -Save Cancel Reset NetSuite period. Delete **Primary Information** ENTRY NO. **ITPM CUSTOMER** * TRANSACTION * **ORIGINAL DEDUCTION** Split deduction * 2 282 \times + \Box Credit Memo #MEM00000245 V Q iTPM Deduction #220 must be open with ITPM OTHER REFERENCE CODE PARENT DEDUCTION DATE * À 2 no resolutions. × 17 iTPM Deduction #280 1/5/2021 STATUS ITPM APPLIED TO POSTING PERIOD Open × 12 iTPM Deduction #280 Parent deduction Jan 2021 T **RESEARCH STATUS** DISPUTED? REFERENCE DATE period must have ▼ + All other CUSTOMER APPROVES REPAY? 1/25/2021 "Allow non G/L NEXT STEPS changes checked" User role must *i*TPM automatically updates the open deduction amount, split-off amount and status of parent deduction #280. have appropriate *i*TPM permissions.

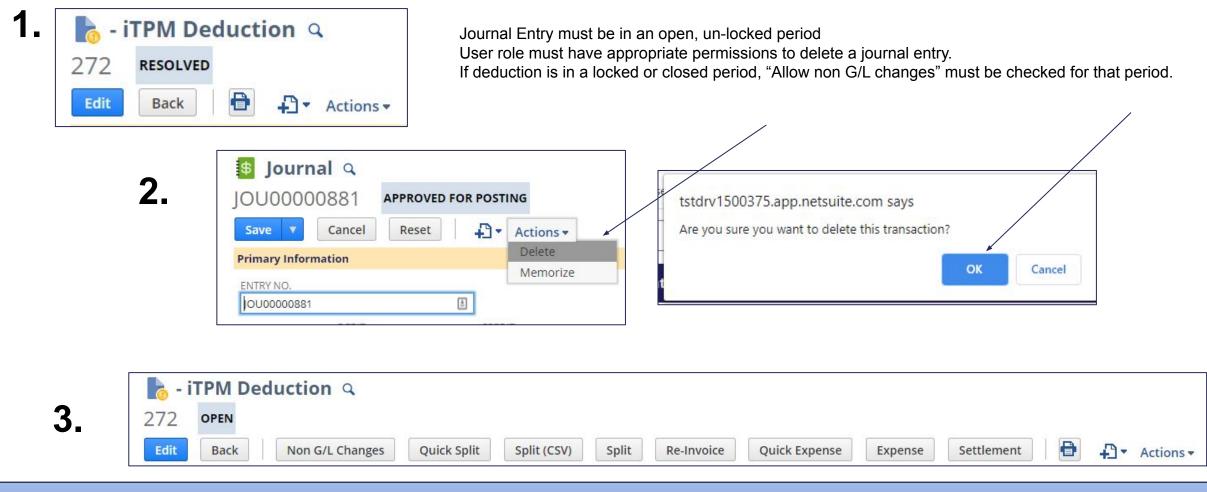
Actions -> DELETE deduction #282, which was split from parent Deduction #280

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5. Update deduction status and balance if the *i*TPM journal entry is deleted

Benefits: The *i*TPM Admin tool is no longer needed if you need to delete an *i*TPM journal entry.



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6. CSV Split Validations for reason code and reference date

Benefits: CSV Splits will not get stuck because a CSV file has bad data.

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5.	 iTPM Deduction #11 	530	D NO	Ba	id date	CSV Split Feb 3	3/33/2021		NO		-Linvi.i	ricese give valia bate(boint give o initione of bingle dates and months).
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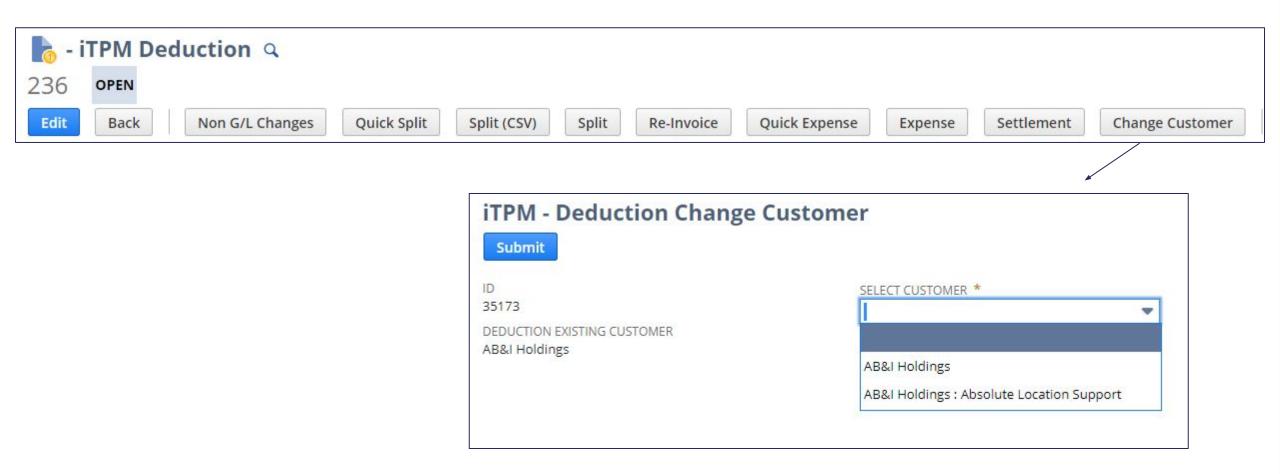
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21.1.1 Update

Split (CSV)

7. Change the customer on a deduction

Benefits: Align the deduction to the parent or child entity that claimed the deduction. (Must be NetSuite Admin role or have permission = FULL for the *i*TPM Deduction)



8. Show the DELETE deduction when deduction permission = FULL

Benefits: User doesn't need to be a NetSuite admin to be able to delete a deduction created in error

- To delete a deduction, it must be an original deduction in an OPEN period with NO splits and NO resolutions.
- In an open period, if you delete all related resolutions (settlements, journal entries, statement charges), and delete all the splits, then the DELETE button will become visible on the parent deduction.



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9. *i*TPM checks "Available for iTPM?" instead of generating an error message

Benefits: Create NetSuite item groups for iTPM in less time and effort because *i*TPM will automatically check the "Available for iTPM?" in any items in the group that don't have this checked.

Instead of	getting	this	error	message
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Notice	e (SuiteS	cript)						
Error.	Please	make s	ure all <mark>it</mark> em	ns 'AVAILABLE FO	OR ITPA	/?' checkbox is checked.		
Go	Back							

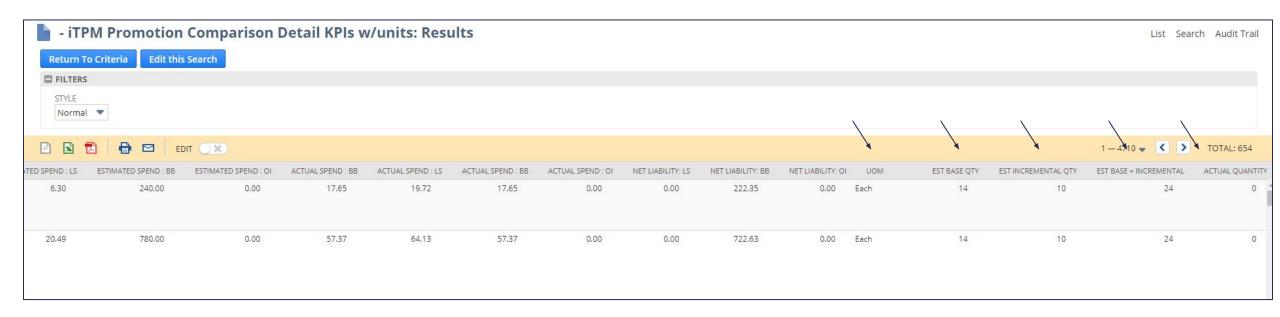
*i*TPM now checks "Available for iTPM?" checkbox for your items in the group.

Purchasing/Inventory	Sales / Pricing	<u>A</u> ccounting	Web Store	İTPM	
✓ AVAILABLE FOR ITPM?					
ITPM ATTRIBUTE 4					

10. New saved search " iTPM Promotion Comparison Detail w/units"

Benefits: Easier visibility to base, incremental and actual quantity in your promotion analysis and roll-ups.

iTPM -> Promotions -> Detail Comparison w/units



Each row for a customer, promotion and item now includes the volume KPIs, including Estimated Base units, Estimated Incremental units, Actual Quantity, and the UOM (unit-of-measure). Additional volume KPIs from the KPI custom record can be added to this saved search.

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11. New report "- iTPM Settlements by Deduction Report"

Benefits: Easier way to get a list of settlements matched to each deduction.

iTPM -> Resolutions -> Settlements by Deduction Report

- iTPN	A Settleme	ents by l	Deductio	n																	
								- iTPM Se January 1	red, Inc. : Ho ettlement	oneycomb U ts by Ded ebruary 1	S-East uction 3, 2021										
DEDUCTION & SETTLEMENT CUSTOMER	DEDUCTION #, VOIDING SETTLEMENT #, OR BLANK IF ADJUSTMENT	DEDUCTION MEMO	ITPM PROMOTION: CUSTOMER	ITPM PROMOTION TYPE	PROMOTION NUMBER	PROMOTION: STATUS	ITPM PROMOTION: NAME	ITPM PROMOTION DESCRIPTION	ITPM PROMOTION OTHER REFERENCE CODE	SETTLEMENT DATE	SETTLEMEN NUMBER	T SETTLEMEN STATUS	SETTLEMENT OTHER REFERENCE CODE	SETTLEMENT MEMO	SETTLEMENT AMOUNT SANS VOIDED AND FROM OTHER CUSTOMERS	SETTLEMENT AMOUNT	ESTIMATED SPEND : PROMOTION	ITPM PROMOTION: STORED LE SPEND : PROMOTION	ITPM PROMOTION: STORED EXPECTED LIABILITY : PROMOTION	ITPM PROMOTION: STORED ACTUAL SPEND : PROMOTION	l: D L
AB&I Holdings	158		AB&I Holdings	MCB (direct accounts)	81	7 Approved	Test promotion (accrual)	Create promotion to test accrual calculations Promotion will be \$12/case there are 12 eaches in each case We will create a sales order for eachs We need to confirm iTPM accrual will correctly convert the \$12/case to \$1/each for the accrual log for this promotion		12/21/2020	45	Applied				0.66	\$30,100.00	\$1,660.00	\$1,660.00	\$0.6	56
	28		AB&I Holdings	MCB (direct accounts)	81	7 Approved	Test promotion (accrual)	Create promotion to test accrual calculations Promotion will be \$12/case there are 12 eaches in each case We will create a sales order for eachs We need to confirm iTPM accrual will correctly convert the \$12/case to \$1/each for the accrual log for this promotion		1/13/2021	46	Applied		Voiding Settlement # 28		123.45	\$30,100.00	\$1,660.00	\$1,660.00	\$0.6	6
Total - AB&I			AB&I Holdings	Scan / indirect accounts		7 Approved	Test Promotion #2 (NSTS)			8/27/2020	26	Applied		Paid by check (minus fee)	90.00 90.00	90.00	\$175.00	\$175.00	\$175.00	\$90.0	0
Holdings Acme	00256		Acme	Slotting / Free fill		5 Approved	Free stuff			3/17/2020	8	Applied	Example settlement adjustement	Paid by check;	9,516.23	9,516.23	\$15,700.00	\$15,700.00	\$15,003.00	\$9,516.2	3
KeHE																					
	17	Deduction success	Aaron Abbott	Scan / indirect accounts		1 Approved	Example promotion		Ref # on the the promo	7/7/2020	14	Applied		Test resolving a deduction to a different customer promotion		280.00	\$3,907.00	\$4,120.00	\$3,907.00	\$593.0	0

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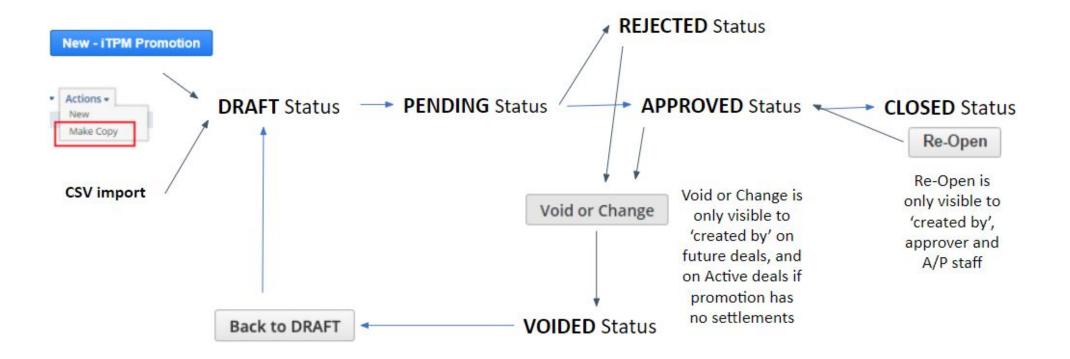
Benefits: Easier way to get a list of settlements for all your promotions.

iTPM -> Resolutions -> Settlements by Promotion Report

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			Summary of iTPM promotional settlements by promot	ion. Report dates should inclu	de ALL of your	TPM history to i	nclude all settlem	ents. Use the p	promotion dates to	limit what prom	notions to see on you	Ţ					
PM USTOMER	ITPM PROMOTION TYPE PROMOTION STATUS	PROMOTION: I NAME	TPM PROMOTION DESCRIPTION	ITPM PROMOTION: OTHER REFERENCE CODE	SETTLEMENT DATE	SETTLEMENT NUMBER	SETTLEMENT STATUS	SETTLEMENT OTHER REFERENCE CODE	DEDUCTION #, VOIDING SETTLEMENT #, OR BLANK IF ADJUSTMENT	DEDUCTION MEMO	SETTLEMENT MEMO	SETTLEMENT AMOUNT SANS VOIDED AND FROM OTHER CUSTOMERS	SETTLEMENT AMOUNT	ESTIMATED SPEND : PROMOTION	ITPM PROMOTION: STORED LE SPEND : PROMOTION	ITPM PROMOTION: STORED EXPECTED LIABILITY : PROMOTION	PROMOTION: STORED ACTUAL SPEND :
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	Scan / indirect Approved accounts	January event #2			7/7/2020	15	Applied		23		Test resolving a deduction to a different customer promotion (should resolve)		25.52	\$3,907.00	\$5,157.00	\$3,907.00	\$3,641.86
	Scan / indirect Approved accounts	January event #2			8/27/2020	25	Applied		21		Voiding Settlement # 21		34.56	\$3,907.00	\$5,157.00	\$3,907.00	\$3,641.86
	Scan / indirect Approved accounts	January event #2			7/24/2020	23	Applied		33				400.00	\$3,907.00	\$5,157.00	\$3,907.00	\$3,641.86
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Acme	Slotting / Free Approved fill	Free stuff			3/17/2020	8		Example settlement adjustement	00256		Paid by check;	9,516.23	9,516.23	\$15,700.00	\$15,700.00	\$15,003.00	\$9,516.23
Total - 5												9,516.23					

12. New "BACK TO DRAFT" workflow button for VOIDED promotions

Benefits: Fewer mouse clicks and steps to make changes to Approved promotions.



21.1.1 Update

13. Option for Process Plan to only use first item in NetSuite item group

Benefits: Faster processing time, fewer data records for promotions where liability is not linked to shipments

Additional Promo Information						
 SHOW ORDER DATES? SHOW PERFORMANCE DATES? SHOW AT RETAIL? VALID FOR INDIRECTS? ALLOW SETTLEMENTS WHEN PROMOTION IS ACTIVE? DO NOT UPDATE LIABILITY BASED ON ACTUALS APPLY PERCENTAGE ALLOWANCES AS PERCENTAGE DISCOUNTS ONLY CREATE KPI AND ALLOWANCE FOR THE FIRST ITEM IN ITEM GROUP? 	 BASE DEAL? REQUIRE ESTIMATED QUANTITY? PLAN INCREMENTAL SEPARATE FROM TOTAL? STACKABLE? STACKABLE WITH AVAILABLE REQUIRE PROMOTION PERIOD SHARE DISCOUNT ITEM FOR OFF-INVOICE 	LS AMOUNT LS ACC	OUNT	mated Quantity motion (contra rev	<u>R</u> etail Info /enue)	<u>K</u> PI's <u>S</u> ettlements
Use this option when promotional liability i shipments, and the goal is to get the prom on the NetSuite P&L.		<u>-</u> iTPM Promotio	- ITPM PROP - ITPM PROP - ITPM PROP - ITPM PROP - ITPM -	INDERIC INTERNING	Custom	ns (Parent)

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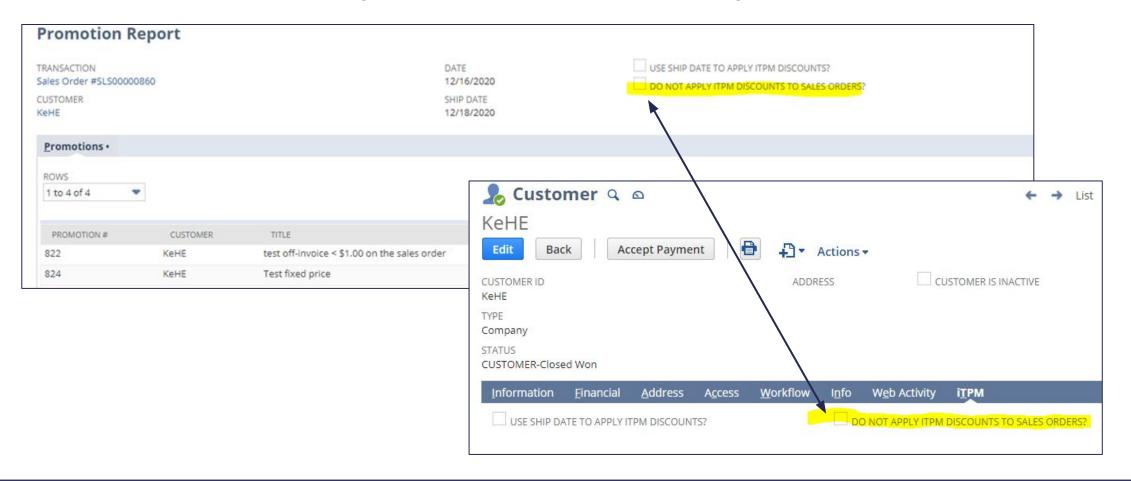
14. Remove & apply off-invoice allowances on sales orders faster.

Benefits: Faster turn-around re-pricing sales orders with *i*TPM off-invoice discounts

	S Address Shipping Messages History ITPM PPLY ITPM DISCOUNTS Image: Comparison of the second		
Reprice this sales order by checking	 Please wait while REMOVING iTPM discounts Please wait! iTPM is processing to remove all applied discounts of off-invoice and net-bill allowances for this Transaction. To prevent invoicing errors, wait to approve and/or fulfill this order until processing is completed. This process runs every 15 minutes. Sales Order ♀		Total time to Remove and then
"Apply iTPM discounts"	3. OPERATE PROMOTORING FOLLILIMENT 3. OPERATE VALUE PROMOTORING ITPM discounts Please wait! iTPM is processing off-invoice and net-bill allowances for this Transaction. To prevent invoicing errors, wait to approve and/or fulfill the order until processing is completed. This process runs every 15 minutes. ales Order ♀ List Search Custor		 Add discounts will be reduced
	SLS0000861 KeHE PENDING FULFILLMENT Image: Sales Order ♀ ← → List SLS0000861 KeHE PENDING FULFILLMENT	Search Customize	

15. Customer checkbox option to skip applying off-invoice to sales order

Benefits: Skip applying *i*TPM off-invoice discounts if the customer will never have *i*TPM off-invoice discounts results in the sales order being available for fullfilment after saving the sales order.



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16. *i*TPM skips (in real time) applying off-invoice if no overlapping promotions

Benefits: No waiting, you know when your sales order is saved that there there are no *i*TPM discounts to apply.

<u>I</u> tems	<u>A</u> ddress	<u>S</u> hipping	<u>M</u> essages	<u>H</u> istory	i <u>T</u> PM	iTPM Discounts	
	Y ITPM DISCO DISCOUNTS A					REMOVE ITPM DISCOUNTS NO OVERLAPPING PROMOTIONS / OVERRIDE	
				/			
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This will also be checked if "Do not apply iTPM off-invoice discounts to sales orders" is checked on the customer record.

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Update Schedule

The next update is tentatively scheduled for late **Summer 2021**.

<i>i</i> TPM Anticipated Releases	Anticipated Date Generally Available*
'Minor' Updates	As needed.
21.1.x	Release date and enhancements may change based on client needs and requests.
	Late Summer 2021.
'Major' Release 21. <mark>2</mark> .1	Release date and enhancements may change based on client needs and requests.
	* Qubicatta abanga

* Subject to change

Summary

- Email questions and issues to support@cgsquared.com
- Updated User Guides are available online at <u>www.i-TPM.com/promotion-planning</u>

www.i-TPM.com/deduction-management

• Technical release notes available at <u>www.i-TPM.com/admin-training-resources</u>