

iTPM

21.2.1 Update

Summer 2021 Release Notes



BFN Certified

October 22, 2021

New Features in *i*TPM 21.2.1

Deduction Management Management Enhancements

1. S-02969: **Prevent creating bad data** if a deduction is open in multiple browser tabs
2. S-20967 **Deduction Approval workflow** for roles that don't manage deductions.
3. S-03002 **Mass-update the non G/L change attributes** of many deductions.

Promotion Planning

4. S-02916: Confirmation / **Correcting script for the accrual log**.
5. S-02917: **Adjust accrual log net-liability for overpays**.
6. S-03057: **Create new allowances in promotions when new items are added to the NetSuite item group**
7. S-03048: Five configurable **promotion approval thresholds** for promotions based on estimated spending, (L1 through L5)
8. S-03048 Option to **auto-approve promotions** by promotion type
9. S-03059 Mass Copy Promotions

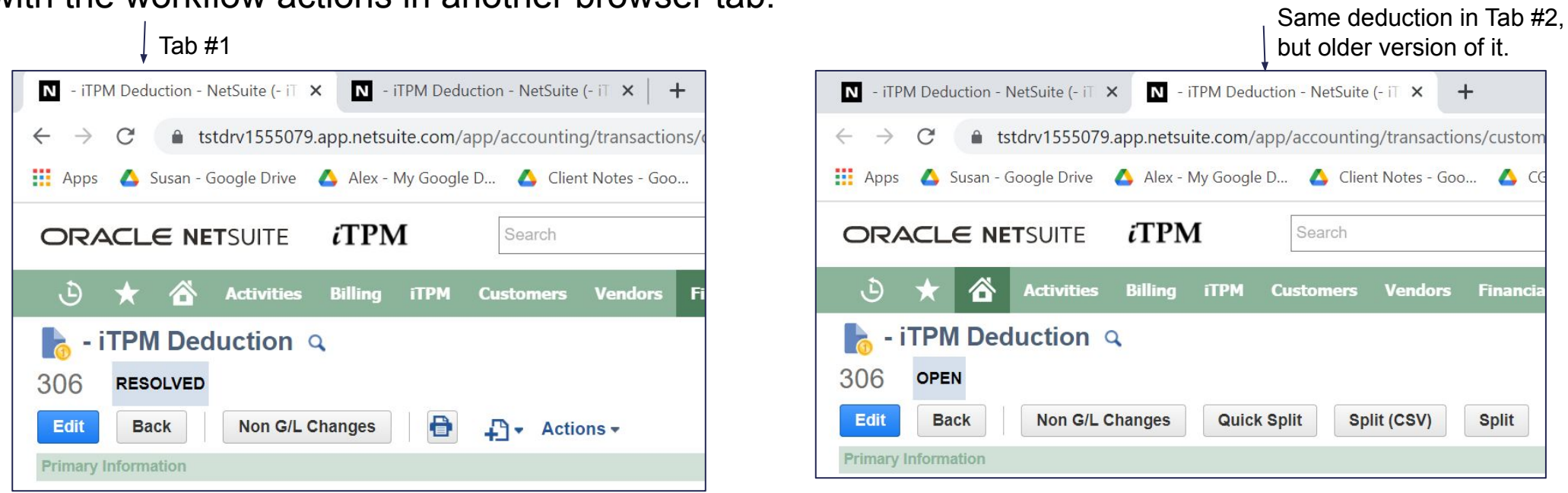
Applying Off-invoice to sales orders

10. S-02830: Option to **link a NetSuite discount item to a specific promotion type** for off-invoice allowances..
11. S-02910: **In real time, skip applying discounts to sales orders if there are overrides**
12. S-02788: **Support applying off-invoice on copied sales orders** that previously had *i*TPM off-invoice applied.
13. S-02964 **New sales order report** to compare the sales order, customer requested and *i*TPM dead-net prices

Note: Go to Technical Release notes for 21.2.1 at www.i-TPM.com/admin-training-resources to see a list of the 70+ changes to *i*TPM

1. Prevent creating bad data if a deduction is open in multiple browser tabs

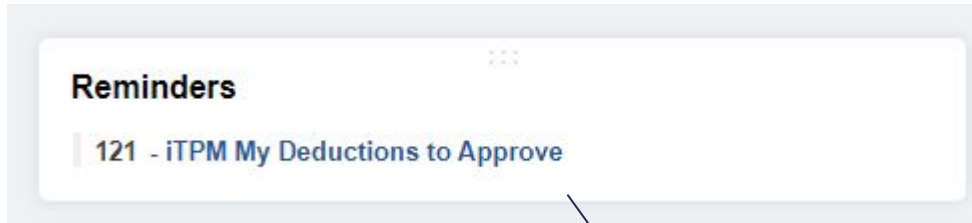
Benefits: Prevent accidentally creating bad data if you have a deduction, settlement, iTPM journal entry or iTPM Statement Charge are open in multiple browser tabs and the workflow buttons in one browser tab are out-of sync with the workflow actions in another browser tab.



Example above: Deduction in left tab is RESOVLED, but is OPEN in the browser tab on the right. CLICK QUICK SPLIT or other workflow button. You'll get this error message and no 'bad data' is created.

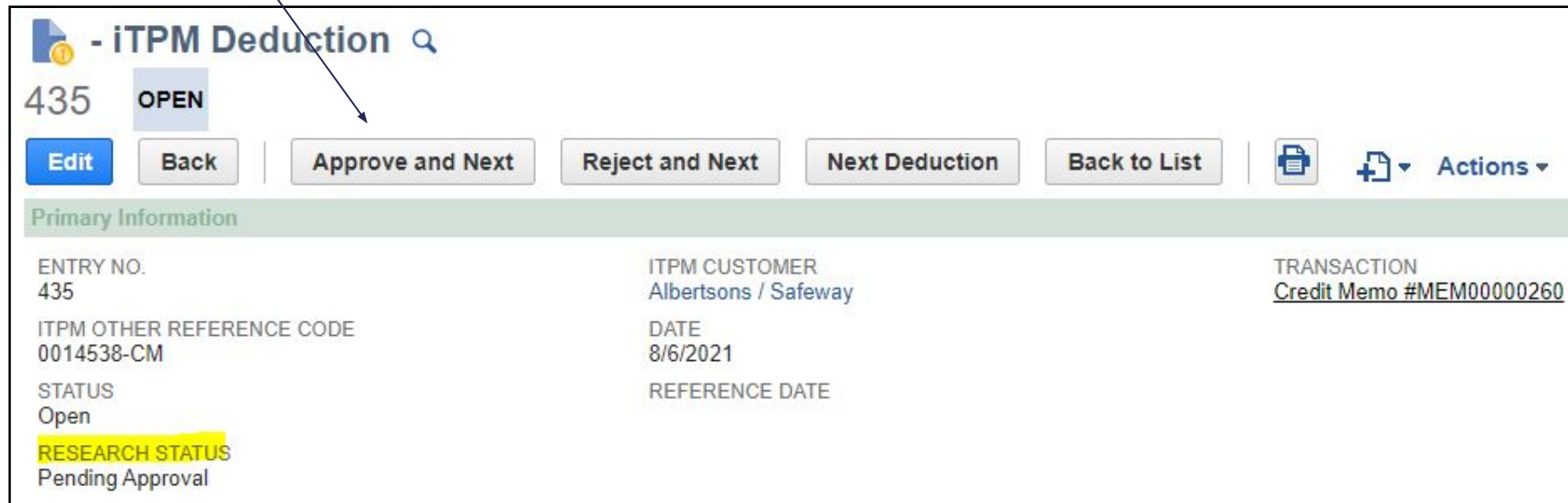
2. Deduction Approval workflow for roles that don't manage deductions.

Benefits: Simplify the deduction workflow by making it easier to get sales team feedback on deductions directly in NetSuite instead of through emails.



Note: There is a new example iTPM role, '- iTPM Deduction Approver'.

Only roles with this custom record '- iTPM Deduction Approval by Sales' permission = Create will see these workflow buttons.



The screenshot shows the detailed view of an 'iTPM Deduction' record. At the top, it displays the record number '435' and the status 'OPEN'. Below this are several action buttons: 'Edit', 'Back', 'Approve and Next', 'Reject and Next', 'Next Deduction', and 'Back to List'. There are also icons for printing and a dropdown menu labeled 'Actions'. The main section is titled 'Primary Information' and contains the following data:

ENTRY NO. 435	ITPM CUSTOMER Albertsons / Safeway	TRANSACTION <u>Credit Memo #MEM00000260</u>
ITPM OTHER REFERENCE CODE 0014538-CM	DATE 8/6/2021	
STATUS Open	REFERENCE DATE	
RESEARCH STATUS Pending Approval		

3. Mass-update of non G/L change attributes of many deductions.

Benefits: Save mouse clicks by entering the non G/L changes once, and updating many deductions at once.

1. *iTPM -> Mass Deduction Deductions New*

2. **Set Filter**

Non GL MASS Update More

Filters

SUBSIDIARY *

CUSTOMER

ASSIGNTO

REASONCODE

REFERENCE CODE

RESEARCH STATUS

NEXT STEPS

DEDUCTION GROUPS

DISPUTED?

CUSTOMER APPROVES REPAY?

Change Fields

ASSIGNTO

NEXT STEPS

REASONCODE

DEDUCTION GROUPS

REFERENCE CODE

DISPUTED?

RESEARCH STATUS

CUSTOMER APPROVES REPAY?

EXTERNAL BACKUP URL

MEMO

2. **Select what you want to change.**

3. **Select the deductions to change**

4. **Click SUBMIT.**

Deductions Mark All UnMark All

UPDATE	DEDUCTION NUMBER	DATE CREATED	CUSTOMER	ORIGINAL AMOUNT	PARENT DEDUCTION	ORIGINAL DEDUCTION	ITPM OTHER REFERENCE CODE	MEMO	▲ OPEN BALANCE
<input checked="" type="checkbox"/>	293	3/4/2021	Albertsons / Safeway	1,000.00		- iTPM Deduction #293			300.00
<input type="checkbox"/>	342	4/15/2021	Albertsons / Safeway	100.00	- iTPM Deduction #339	- iTPM Deduction #339	103	This will be split off and open	54.00
<input checked="" type="checkbox"/>	362	3/5/2021	Albertsons / Safeway	1,000.00		- iTPM Deduction #362	test S-02743 March 5		1,000.00
<input type="checkbox"/>	363	8/3/2021	Albertsons / Safeway	6,246.28		- iTPM Deduction #363	S-02989	S-02989	6,246.28

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5. S-02917: Promotion **overpays should not make the accrual log net liability balance go down.**
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7. S-03048 Five configurable **promotion approval thresholds** for promotions based on estimated spending, (L1 through L5)
8. S-03048 Option to **auto-approve promotions** by promotion type
9. S-03059 Mass Copy Promotions

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4. Confirmation / Correcting script for the accrual log

Benefits: This eliminates manual effort to correct the iTPM Accrual Log if/when something causes the log to become out-of-sync with the net-liability stored in the promotion KPIs. (i.e. back-dated promotion)

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

LAST ACCRUAL RUN
9/11/2021 3:04 am

Summary • Detail •

DATE ACCRUED ▼	EVENT	COUNT OF ACCRUING TRANSACTION	SUM OF ACCRUAL AMOUNT
9/11/2021	Correct/Adjustment	1	-2,000.00
5/4/2021	Transaction	1	-300.00
8/11/2020	Promotion Edited	1	2,000.00
7/29/2020	Promotion Edited	1	-1,000.00
7/28/2020	Promotion Edited	1	2,000.00
4/21/2020	Promotion Edited	1	-1,000.00
2/4/2020	Transaction	1	-1,000.00
1/27/2020	New Promotion	1	1,000.00
1/27/2020	Promotion Edited	1	8,000.00
1/27/2020	Transaction	1	-367.79
1/26/2020	Transaction	1	-421.58
Total		11	6,910.63

Example of a Correcting Adjustment

Planning Allowances Estimated Quantity Retail Info **KPI's** Settlements Report

KPI Summary	KPI Summary : Lump Sum
ESTIMATED SPEND : PROMOTION 9,000.00	ESTIMATED SPEND : LUMP SUM 1,000.00
LE SPEND : PROMOTION 9,000.00	LE SPEND : LUMP SUM 1,000.00
MAXIMUM LIABILITY : PROMOTION 9,000.00	MAXIMUM LIABILITY : LUMP SUM 1,000.00
EXPECTED LIABILITY : PROMOTION 9,000.00	EXPECTED LIABILITY : LUMP SUM 1,000.00
ACTUAL SPEND : PROMOTION 2,089.37	ACTUAL SPEND : LUMP SUM 1,000.00
NET LIABILITY : PROMOTION 6,910.63	NET LIABILITY : LUMP SUM 0.00
OVERPAY : PROMOTION 0.00	OVERPAY : LUMP SUM 0.00
REQUESTED SPEND: PROMOTION 0.00	REQUESTED SPEND: LS
PENDING SPEND : PROMOTION 0.00	PENDING SPEND : LS

5. Adjust accrual log net liability for overpays.

Benefits: Reduces extra filters and formulas in Excel spreadsheets and NetSuite workbooks when using iTPM Accrual Log data.

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

LAST ACCRUAL RUN
9/7/2021 1:04 am

Summary • Detail •

DATE ACCRUED ▼	EVENT	COUNT OF ACCRUING TRANSACTION	SUM OF ACCRUAL AMOUNT
9/6/2021	Overpay - Bill Back	1	1,057.50
8/19/2021	Transaction	1	-1,000.00
1/28/2021	Transaction	1	-1,000.00
7/20/2020	Transaction		
4/21/2020	Transaction		
Total			

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

KPI Summary	KPI Summary : Lump Sum	KPI Summary : Bill Back	KPI Summary : Off Invoice
ESTIMATED SPEND : PROMOTION 64,667.20	ESTIMATED SPEND : LUMP SUM 0.00	ESTIMATED SPEND : BILL BACK 64,667.20	ESTIMATED SPEND : OFF INVOICE 0.00
LE SPEND : PROMOTION 4,001.73	LE SPEND : LUMP SUM 0.00	LE SPEND : BILL BACK 4,001.73	LE SPEND : OFF INVOICE 0.00
MAXIMUM LIABILITY : PROMOTION 2,142.50	MAXIMUM LIABILITY : LUMP SUM 0.00	MAXIMUM LIABILITY : BILL-BACK 2,142.50	MAXIMUM LIABILITY : OI 0.00
EXPECTED LIABILITY : PROMOTION 2,142.50	EXPECTED LIABILITY : LUMP SUM 0.00	EXPECTED LIABILITY : BILL-BACK 2,142.50	EXPECTED LIABILITY : OI 0.00
ACTUAL SPEND : PROMOTION 3,200.00	ACTUAL SPEND : LUMP SUM 0.00	ACTUAL SPEND : BILL-BACK 3,200.00	ACTUAL SPEND : OI 0.00
NET LIABILITY : PROMOTION 0.00	NET LIABILITY : LUMP SUM 0.00	NET LIABILITY : BILL-BACK 0.00	NET LIABILITY : OI 0.00
OVERPAY : PROMOTION 1,057.50	OVERPAY : LUMP SUM 0.00	OVERPAY : BILL-BACK 1,057.50	OVERPAY : OI 0.00

6. Create new allowances when new items are added to the NetSuite item group

Benefits: Eliminates mouse clicks to keep promotions up-to-date when new items are added to NetSuite item groups that are used in future and active promotions.

1. Plan a FUTURE promotion using a NetSuite item group.
2. New item added to the item group today.
3. The item is automatically added to all *active* and *future* promotions tomorrow

Prom: 1523

7. Five configurable promotion approval thresholds

Benefits: Control who has permission to approve promotion based on estimated spending, promotion condition and who created the promotion.

- iTPM Preferences

SUBSIDIARY *
Honeycomb Holdings I...mple sub / division ▼

DEFAULT ALLOWANCE TYPE
% Discount ▼

DEFAULT PRICE LEVEL
5% Discount Level ▼

ITPM DISCOUNT ITEM *
Off-invoice (example) ▼

ITPM STATEMENT CHARGE ITEM *
Statement charge item ▼

DEFAULT EXPENSE ACCOUNT *
Trade Promotion : Fees, Penalties, Misc ▼

DEDUCTION ACCOUNT *
Trade Promotion : Open Deduction ▼

SETTLEMENT ACCOUNT *
Trade Promotion : Open Deduction ▼

ITPM VERSION
21.2.1

REMOVE CUSTOMER FROM SPLIT DEDUCTION TRANSACTIONS? (ALL SUBSIDIARIES)

APPLY ITPM NET BILL DISCOUNT ONLY ON LIST PRICE? (ALL SUBSIDIARIES)

ITPM DISCOUNT DATES *
 SHIP DATE

APPROVAL 1
500

APPROVAL 2
2,500

APPROVAL 3
5,000

APPROVAL 4
25,000

RECORD	LEVEL
- iTPM Accrual Log	View
- iTPM Allowances	Edit
- iTPM Calendar	Edit
- iTPM Calendar Summary	Edit
- iTPM Deductions Permission	View
- iTPM Estimated Quantity	Edit
- iTPM Item Period Share	View
- iTPM KPI Queue	Create
- iTPM KPI Queue (Draft Promotions)	Create
- iTPM KPI Queue Detail	View
- iTPM KPIs	Edit
- iTPM Preferences	View
- iTPM Promotion	Edit
- iTPM Promotion Activity	View
- iTPM Promotion Approver L1	Full
- iTPM Promotion Approver L2	Full
- iTPM Promotion Approver L3	Full
- iTPM Promotion Period Share	View

Permissions for each level:

VIEW = Approve other people's FUTURE promotions

EDIT = Approve other people's promotions. (Includes ACTIVE & COMPLETED condition)

FULL = Approve ALL promotions, including ones created by you

8. Option to Auto-approve promotions by promotion type

Benefits: Spend less time manually approving promotions with small estimated spending, and for organizations where approval is not required.

Additional Promo Information

<input type="checkbox"/> SHOW ORDER DATES?	<input type="checkbox"/> BASE DEAL?
<input checked="" type="checkbox"/> SHOW PERFORMANCE DATES?	<input type="checkbox"/> REQUIRE ESTIMATED QUANTITY?
<input checked="" type="checkbox"/> SHOW AT RETAIL?	<input checked="" type="checkbox"/> PLAN INCREMENTAL SEPARATE FROM TOTAL?
<input type="checkbox"/> VALID FOR INDIRECTS?	<input checked="" type="checkbox"/> AVAILABLE
<input checked="" type="checkbox"/> ALLOW SETTLEMENTS WHEN PROMOTION IS ACTIVE?	<input checked="" type="checkbox"/> REQUIRE PROMOTION PERIOD SHARE
<input type="checkbox"/> DO NOT UPDATE LIABILITY BASED ON ACTUALS	DISCOUNT ITEM FOR OFF-INVOICE
<input type="checkbox"/> APPLY PERCENTAGE ALLOWANCES AS PERCENTAGE DISCOUNTS	<input type="text" value=""/>
<input type="checkbox"/> ONLY CREATE KPI AND ALLOWANCE FOR THE FIRST ITEM IN ITEM GROUP?	<input checked="" type="checkbox"/> AUTO APPROVE L1 IF FUTURE CONDITION?

9. Mass Copy Promotions

Benefits: Spend less time manually copying promotions forward to next year

1. Go to *iTPM -> Promotions -> Mass Copy Promotions*
2. Set the **filter** to see the promotions you want to copy.
3. **Options:** Copy to next year, next quarter, or next month?
4. Check promotions to copy forward.
5. Click **Submit**

MASS Copy Promotions More

|

Filters

SUBSIDIARY *
CG Squared, Inc. : Honeycomb US-East

PROMOTION TYPE
[Dropdown]

CUSTOMER
Albertsons / Safeway

START DATE
1/1/2021

END DATE
12/31/2021

OWNER
<Type then tab>

Select one Radio Button Below

COPY TO NEXT YEAR
 COPY TO NEXT QUARTER
 COPY TO NEXT MONTH

CHANGE OWNER IN THE COPIED PROMOTION TO YOU

Promotions •

TOTAL
5

COPY	PROMOTION ID	PROMOTION NAME	PROMOTION TYPE	CUSTOMER	OWNER	STATUS	CONDITION	SHIP START	SHIP END ▲
<input checked="" type="checkbox"/>	1523	Example Bill-back ALL items	EDLP w/ fixed all MOP	Albertsons / Safeway	Alex Ring	Approved	Active	1/1/2021	12/31/2021
<input checked="" type="checkbox"/>	1863	Fixed price for CAR008	EDLP w/ fixed all MOP	Albertsons / Safeway	Alex Ring	Approved	Active	1/1/2021	12/31/2021
<input checked="" type="checkbox"/>	1864	Net Bill promotion \$2/unit)	EDLP w/ fixed all MOP	Albertsons / Safeway	Alex Ring	Approved	Active	1/1/2021	12/31/2021

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10. Link a NetSuite discount item to a specific promotion type

Benefits: Option to post off-invoice spending to different G/L accounts by iTPM promotion type.

Additional Promo Information

<input type="checkbox"/> SHOW ORDER DATES?	<input checked="" type="checkbox"/> BASE DEAL?
<input type="checkbox"/> SHOW PERFORMANCE DATES?	<input type="checkbox"/> REQUIRE ESTIMATED QUANTITY?
<input checked="" type="checkbox"/> SHOW AT RETAIL?	<input checked="" type="checkbox"/> PLAN INCREMENTAL SEPARATE FROM TOTAL?
<input type="checkbox"/> VALID FOR INDIRECTS?	<input checked="" type="checkbox"/> AVAILABLE
<input checked="" type="checkbox"/> ALLOW SETTLEMENTS WHEN PROMOTION IS ACTIVE?	<input checked="" type="checkbox"/> REQUIRE PROMOTION PERIOD SHARE
<input type="checkbox"/> DO NOT UPDATE LIABILITY BASED ON ACTUALS	DISCOUNT ITEM FOR OFF-INVOICE
<input checked="" type="checkbox"/> APPLY PERCENTAGE ALLOWANCES AS PERCENTAGE DISCOUNTS	Off-invoice (example) <input type="button" value="↗"/>
<input type="checkbox"/> ONLY CREATE KPI AND ALLOWANCE FOR THE FIRST ITEM IN ITEM GROUP?	<input type="checkbox"/> AUTO APPROVE L1 IF FUTURE CONDITION?

Example NetSuite discount item that's specific to a promotion type.

Example off-invoice applied to a sales order

Items	Promotions	Address	Shipping	Messages	History	EFT	Configuration Details	iTPM	SuiteSocial	iTPM_Discounts
EXCHANGE RATE 1.00										
ITEM	AVAILABLE	UOM	QTY	DESCRIPTION	PRICE LEVEL	PRICE	AMOUNT	TAX CODE		
ACC00008 Product A size 8	7,612	Ea	10	Product A size 8	List Price	95.95	959.50	-Not Taxable-		
Off-invoice (example)				ACC00008, Promotion: 2021 EDLP program 10%	Custom	-10.0%	-95.95	-Not Taxable-		

11. In real time, skip applying discounts to sales orders if there are overrides

Benefits: Sales orders are ready for approval and fulfilment in real-time when sales order is saved if there are overrides checked to skip applying off-invoice discounts.

- No overlapping promotions to your sales order?
- Do you have user over-rides to skip applying discounts to the sales order?

Promotion Report

TRANSACTION: Sales Order #SLS00000757
DATE: 4/24/2019
CUSTOMER: Albertsons / Safeway
SHIP DATE: 4/26/2019

USE SHIP DATE TO APPLY ITPM DISCOUNTS?
 DO NOT APPLY ITPM DISCOUNTS TO SALES ORDERS?

Promotions

PROMOTION #	CUSTOMER	TITLE	SHIP START DATE	SHIP END DATE	ORDER START DATE	ORDER END DATE
No records to show.						

When you check “Apply iTPM discounts” to the sales order and save it

... in real time iTPM checks “No overlapping promotions / override” and there is no banner, “Please wait while iTPM applies discounts”.

No waiting. Your sales order is ready for approval and fulfilment.

Items Billing Shipping Gross Profit Activities History Audit Trail/Workflow **iTPM**

APPLY ITPM DISCOUNTS
 ITPM DISCOUNTS APPLIED
 REMOVE ITPM DISCOUNTS

NO OVERLAPPING PROMOTIONS / OVERRIDE
 SKIP FIXED-PRICE DISCOUNTS FOR THIS SALES ORDER
 DO NOT APPLY/REMOVE ITPM DISCOUNTS ON THIS SALES ORDER

Items Billing Shipping Gross Profit Activities History Audit Trail/Workflow **iTPM** iTPM Discounts

APPLY ITPM DISCOUNTS
 ITPM DISCOUNTS APPLIED
 REMOVE ITPM DISCOUNTS

NO OVERLAPPING PROMOTIONS / OVERRIDE
 SKIP FIXED-PRICE DISCOUNTS FOR THIS SALES ORDER
 DO NOT APPLY/REMOVE ITPM DISCOUNTS ON THIS SALES ORDER


12. Support applying off-invoice on copied sales orders

Benefits: Spend less time manually creating sales orders by copying existing sales orders that already have iTPM discounts applied.



Items Address Shipping Messages History **iTPM** iTPM Discounts

APPLY ITPM DISCOUNTS
 ITPM DISCOUNTS APPLIED
 REMOVE ITPM DISCOUNTS

You can now copy a sales order that previously had iTPM discounts applied, and iTPM will support re-pricing the sales order. (Removing and re-applying iTPM discounts)

Sales Order 

SLS00000757 Albertsons / Safeway **PENDING FULFILLMENT**

[Edit](#) [Back](#) [Fulfill](#) [Close Order](#) [Create Deposit](#) [Print Labels](#)   **Actions** ▾

- New
- Make Copy**
- Email
- Show Activity
- Go To Register
- GL Impact

Primary Information

CUSTOMER Albertsons / Safeway	DATE 4/24/2019
ORDER # SLS00000757	LOCATION 01: San Francisco
PO #	CLASS
TERMS Net 30	DEPARTMENT

13. Compare the sales order, customer requested and iTPM dead-net price report

Benefits: Spend less time finding promotional pricing issues on sales orders

Items Promotions Address Shipping Messages History EFT Configuration Details iTPM SuiteSocial **iTPM Discounts**

PROMOTIONS Report OFF-INVOICE Report NET-BILL Report FIXED PRICE Report **COMPARE SO, ITPM & EDI PRICES Report**

Sales Order EDI Report More

TRANSACTION
Sales Order #SLS00000709

CUSTOMER
Kroger Corporate : Fred Meyer

APPLY ITPM DISCOUNTS
 ITPM DISCOUNTS APPLIED
 REMOVE ITPM DISCOUNTS

NO OVERLAPPING PROMOTIONS / ITEMS / OVERRIDE
 SKIP FIXED-PRICE DISCOUNTS FOR THIS SALES ORDER
 DO NOT APPLY/REMOVE ITPM DISCOUNTS ON THIS SALES ORDER

Sublist

ROWS
1 to 2 of 2

SO ITEM	ITEM DESCRIPTION	SO UOM	SO PRICE LEVEL	SO QUANTITY	ITEM PRICE	SO ITEM PRICE	SO DISCOUNTS	SO NET PRICE	CUSTOMER REQUESTED PRICE	ITPM FIXED PRICE	# OF FIXED PRICE DEALS	ITPM OI PER UNIT TOTAL	ITPM OI: %	ITPM OI: RATE PER UNIT	ITPM EXPECTED NET PRICE	CUSTOMER PRICE VS SO	▲ CUSTOMER PRICE VS ITPM
ACC00008 Product A size 8	Product A size 8	Each(1)	5% Discount Level	1	95.95	91.15		91.15							91.15	91.15	91.15
ACC00009 Product A size 9	Product A size 9	Each(1)	10% Discount Level	1	375.99	338.39		338.39							338.39	338.39	338.39

Update Schedule

The next update is tentatively scheduled for Winter **2022**.

iTPM Anticipated Releases	Anticipated Date Generally Available*
'Minor' Updates 21.2.x	As needed. Release date and enhancements may change based on client needs and requests.
'Major' Release 22.1.1	Winter 2022. Release date and enhancements may change based on client needs and requests.

* Subject to change

Summary

- Email questions and issues to support@cgsquared.com
- Updated User Guides are available online 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