

iTPM

23.2.1

Summer 2023 Update Release Notes



BFN Certified every 6 months.

July 2023
Revised July 3, 2023

New Features in iTPM 23.2.1

Accruals

1. **S-04088:** Auto-generated Event-Based financial accruals
2. **S-04096:** Event-Based Financial Accrual will use the promotion's start date to determine what GLs to use. (current year, last year, or post-audit)
3. **S-04117:** Create Period-Based accrual records from the Period-accrual configuration records.
4. **S-04193:** Change the Period-Accrual to include one debit line from the invoice, and include the item code to support accrual reporting by item.
5. **S-04191:** Add saved searches under the Accrual Subtab to allow quick visual validation of accrual logs and financial accruals.
6. **S-04199:** Add a new Accrual Detail subtab on the promotion, similar to the "log detail" subtab.

Deduction Management

7. **S-04163:** Add a new field in the deduction form to store another reference code: "*iTPM Other Reference Code 2*".

Promotion Planning

8. **S-04171:** Remove the "*available for iTPM*" filter and add column to the '*Last 52 week*' report links in the promotion.
9. **S-04005:** Use the Promotion Activity value in the plan to populate the corresponding value in the promotion header
10. **S-04021:** Make the customer filter in the Mass Copy form a multi-select

Annual planning

11. **S-04048:** Plan to Promotion: Add Price Level as a new field in the Monthly Base Forecast form, and default it based on the customer's price level.

Applying Off -invoice

12. **S-04069:** New column in the Promotion report in the sales order to show the iTPM promotion type configuration, "*Don't apply off-invoice, track only*".

Note: Go to Technical Release notes for **23.2.1** at www.i-TPM.com/admin-training-resources to see a list of the 50+ changes to iTPM in 23.2.1

1. Option to auto-generate Event-Based financial accruals

Benefits: Reduces manual effort to create financial accrual records.

Accruals are more timely because they are automatically created every evening.

When viewing the promotion, go to the *Accrual* subtab to see the accrual log and the new financial accrual.



The screenshot shows the NetSuite interface with the 'Accrual' subtab selected. Below the navigation bar, it displays 'LAST ACCRUAL RUN 06/08/2023 12:41 am'. The 'Financial Accruals' subtab is active, showing a table with columns: EVENT TRIGGER, DATE, ACCOUNT, SUM OF DEBIT, SUM OF CREDIT, and SUM OF ACCRUAL AMOUNT. The table contains two rows for 'New Promotion-BB' and 'New Promotion-LS', both dated 04/26/2023, with a total of 3,000.00 in debit and 0.00 in credit, resulting in a total accrual amount of 3,000.00.

EVENT TRIGGER	DATE ▼	ACCOUNT	SUM OF DEBIT	SUM OF CREDIT	SUM OF ACCRUAL AMOUNT
New Promotion-BB	04/26/2023	1361 Accruals : Accruals Current Year	2,000.00		2,000.00
New Promotion-LS	04/26/2023	1361 Accruals : Accruals Current Year	1,000.00		1,000.00
Total			3,000.00	0.00	3,000.00

In NetSuite,

- For configurations go to ***iTPM -> Setup -> Event-Based Accruals***
- To view accrual records at ***iTPM -> Accruals -> Financial Accruals***
- More info in chapter 3, ***iTPM -> Help -> Admin User Guides***

2. Option for Promotion Dates to control which Event-Accrual GL to use

Benefits: Reduces manual effort to create accrual records. (this year, last year and post-audit GL)
 Accruals are more timely because they are automatically created and adjusted every evening.

- iTPM Accrual Setup ← → List

Edit **Back** | **Actions** ▾

<p>ID 24</p> <p>OWNER iTPM Demo</p> <p>DATE CREATED 04/14/2023 4:03 pm</p> <p>LAST MODIFIED BY 04/14/2023 4:03 pm iTPM Demo</p> <p><input type="checkbox"/> INACTIVE</p>	<p>ITPM PROMOTION TYPE MCB Direct (Sett hit accrual)</p> <p><input checked="" type="checkbox"/> ITPM EVENTS FUND ACCRUALS?</p> <p><input checked="" type="checkbox"/> ITPM SETTLEMENTS HIT ACCRUAL?</p> <p><input checked="" type="checkbox"/> CREATE ACCRUALS FOR OVERPAYS?</p> <p><input checked="" type="checkbox"/> CREATE ACCRUAL LOG RECORDS?</p>	<p>CURRENT YEAR GL FOR DEBIT 1361 Accruals : Accruals Current Year</p> <p>CURRENT YEAR OVERPAY GL FOR DEBIT 1361 Accruals : Accruals Current Year</p> <p>LAST YEAR GL FOR DEBIT 1362 Accruals : Accrual Last Year</p> <p>LAST YEAR OVERPAY GL FOR DEBIT 1362 Accruals : Accrual Last Year</p> <p>POST AUDIT GL FOR DEBIT 1364 Accruals : Accruals Post Audit</p>	<p>CURRENT YEAR GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue)</p> <p>CURRENT YEAR OVERPAY GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue)</p> <p>LAST YEAR GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue)</p> <p>LAST YEAR OVERPAY GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue)</p> <p>POST AUDIT GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue)</p>
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Promotion Dates

SHIP DATE - START	SHIP DATE - END
06/19/2023	06/21/2023

Promotion Dates

SHIP DATE - START	SHIP DATE - END
11/25/2022	11/30/2022

Promotion Dates

SHIP DATE - START	SHIP DATE - END
01/01/2020	12/31/2020

When created Event-based Accruals, iTPM compares the promotion start date to today's date to determine the debit line GL for the transaction:

- This year
- Last year
- Post-Audit

For configurations go to **iTPM -> Setup -> Event-Based Accruals**
 To view accrual records at **iTPM -> Accruals -> Financial Accruals**
 More info in chapter 3, **iTPM -> Help -> Admin User Guides**

3. Period-Accruals (also called "Live" accruals)

- iTPM Period Based Accruals ← →

Edit Back | 🖨️ 📄 Actions ▾

ID 13	<input type="checkbox"/> CONTRACTED?	INCLUDE CUSTOMER ATTRIBUTE	EXCLUDE CUSTOMER ATTRIBUTE ABC Broker
<input type="checkbox"/> INACTIVE	SHIP START DATE 01/01/2023	INCLUDE CUSTOMER	EXCLUDE CUSTOMERS
SUBSIDIARY CG Squared, Inc. : Honeycomb US-East	SHIP END DATE 12/31/2099	<input checked="" type="checkbox"/> INCLUDE ALL CUSTOMERS	
ACCRUAL NAME 2% Freight	DEBIT GL 6014 Trade Promotion Fees		
PERCENT 2.0%	CREDIT GL 1361 Accruals : Accruals Current Year		
MEMO All customers except those for ABC Broker	CUSTOMER ATTRIBUTE customer attribute		

Benefits: Fewer mouse clicks to create live accruals for direct customers.

To configure:

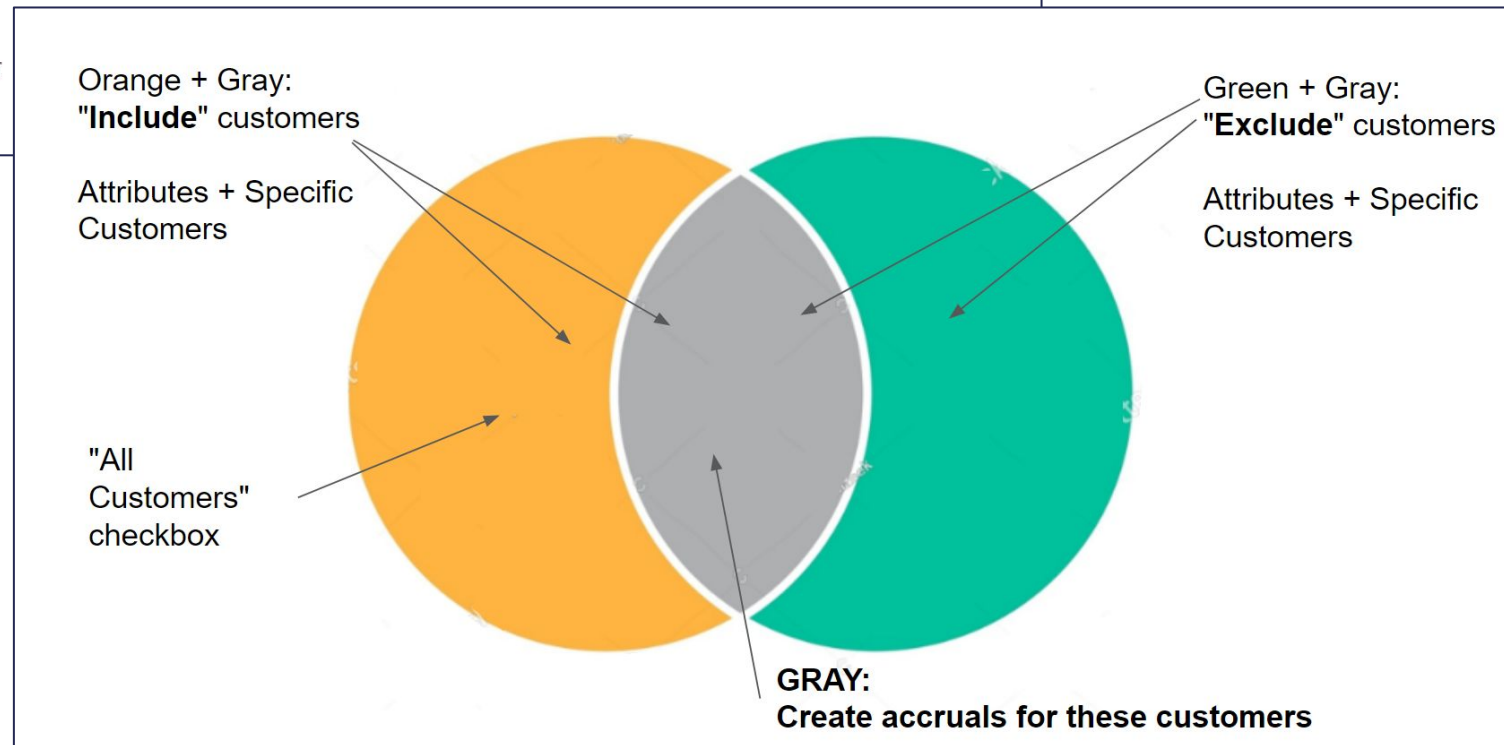
iTPM -> Setup -> Period-Based Accruals

To view accrual records:

iTPM -> Accruals -> Financial Accruals

More info in chapter 3:

iTPM -> Help -> Admin User Guides



4. Period-Accrual to include detail to support item-level reporting

Benefits: Know your accruals by item, by date and by invoice.

- iTPM Accrual
← → List Search Customize

1535

Edit Back Print Actions

Primary Information

ENTRY NO. 1535	EVENT TRIGGER Period-Based	DATE 06/27/2023	ACCRUING TRANSACTION Invoice #INV100036911
FINANCIAL CUSTOMER Ahold	ITPM AMOUNT 10.06	POSTING PERIOD Jun 2023	RELATED INVOICE
SUBSIDIARY Honeycomb US-East	ACCRUING TRANSACTION TOTAL AMOUNT 2,393.94	<input type="checkbox"/> REVERSAL? REVERSAL DATE	RELATED SALES ORDER
MEMO	CURRENCY USA	<input type="checkbox"/> VOID ACCRUAL?	
	EXCHANGE RATE 1.00	<input type="checkbox"/> ACCRUAL VOIDED?	
		VOIDING REVERSAL ID	

Period-Based Accrual Info

PERCENT 1.0%	PERIOD BASED ACCRUALS ID 1	PERIOD BASED ACCRUAL NAME Use case #1: Include attribute
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Event-Based Accrual Info

FINANCIAL PROMOTION	ITPM ALLOWANCE	ITEM	PROCESSING NOTES
ITPM PROMOTION TYPE	ITPM ALLOWANCE RATE	QUANTITY 0	
	ITPM ALLOWANCE UNIT	UNIT	

Lines Communication System Information GL Impact

ACCOUNT	DEBIT	CREDIT	MEMO	ITEM TYPE	TRANSACTION AMOUNT	NAME	CLASS	ITPM ITEM	HISTORY
6014 Trade Promotion Fees	10.00			InvPart	1,000.00			ACC00002	History
6014 Trade Promotion Fees	0.06			InvPart	6.10			ACC00009	History
6014 Trade Promotion Fees	0.00	0.00		InvPart	0.00			ACC00010	History
1361 Accruals : Accruals Current Year		10.06			2,393.94				History

To configure:
iTPM -> Setup -> Period-Based Accruals

To view accrual records:
iTPM -> Accruals -> Financial Accruals

5. New Accrual subtab information for quick visual validations

Benefits: Save time because information to validate accruals is visible under one subtab.

- If your settlements hit the accrual GL, see the total of all settlements without going to the KPI subtab.
- Compare the KPI net-liability to the accrual balance without going to the KPI subtab.
- If accruals are adjusted for overpays, see the amount without going to the KPI subtab.



Planning	Allowances	Estimated Quantity	Retail Info	KPI's	Settlements	Reports	Files	Communication	Workflow	System Information	Accrual	Overlapping Promotions
LAST ACCRUAL RUN 06/21/2023 1:24 am		EXPECTED LIABILITY : PROMOTIONS 2,000.00		SETTLEMENT		NET LIABILITYS : PROMOTIONS 2,000.00		OVERPAYS : PROMOTIONS 0.00				
Log Summary • Log Detail • Financial Accruals • Financial Accrual Detail •												
DATE ACCRUED ▼	EVENT TRIGGER		COUNT OF ACCRUING TRANSACTION				SUM OF ACCRUAL AMOUNT					
06/21/2023	New Promotion-BB		1				1,000.00					
06/20/2023	New Promotion-LS		1				1,000.00					
Total			2				2,000.00					

6. New "*Financial Accrual Detail*" subtab in the promotion.

Benefits: Fast way to see financial accrual records by day and Event Trigger.

Planning	Allowances	Estimated Quantity	Retail Info	KPI's	Settlements	Reports	Files	Communication	Workflow	System Information	Accrual	Overlapping Promotions
LAST ACCRUAL RUN 06/21/2023 1:24 am		EXPECTED LIABILITY : PROMOTIONS 2,000.00		SETTLEMENT		NET LIABILITIES : PROMOTIONS 2,000.00		OVERPAYS : PROMOTIONS 0.00				
Log Summary • Log Detail • Financial Accruals • Financial Accrual Detail •												
DATE ACCRUED ▼	EVENT TRIGGER		COUNT OF ACCRUING TRANSACTION				SUM OF ACCRUAL AMOUNT					
06/21/2023	New Promotion-BB		1				1,000.00					
06/20/2023	New Promotion-LS		1				1,000.00					
Total			2				2,000.00					

7. Store a second reference code in the deduction

Benefits: You don't need to use the memo field to store a second reference code.

The screenshot displays the i-TPM Deduction form for entry 166. The form is titled "i-TPM Deduction" and includes a search icon. The entry number "166" is shown next to an "OPEN" button. Below this are several action buttons: "Edit", "Back", "Non G/L Changes", "Quick Split", "Split (CSV)", "Split", "Re-Invoice", "Quick Expense", and "Expense".

The "Primary Information" section contains the following fields:

ENTRY NO. 166	ITPM CUSTOMER Albertson's / Safeway	RESEARCH STATUS	TRANSACTION Credit Memo #MEM00000047
ITPM OTHER REFERENCE CODE 123ABC789	DATE 10/27/2022		
ITPM OTHER REFERENCE CODE #2 Check 1234	POSTING PERIOD Oct 2022		
STATUS Open	REFERENCE DATE 12/15/2020		

The "Classification" section includes:

SUBSIDIARY Honeycomb Mfg.	DEPARTMENT
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The "Assignment Detail" section includes:

ASSIGNED TO Example i User	ASSIGNED ON 10/27/2022
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The "NON G/L CHANGES" modal is open, showing the following fields:

DEDUCTION - iTPM Deduction #166	ASSIGN TO Example i User	<input type="checkbox"/> DISPUTED?
CUSTOMER Albertson's / Safeway	REFERENCE DATE 12/15/2020	<input type="checkbox"/> CUSTOMER APPROVES REPAY?
STATUS Open	MEMO ACH 56768	<input type="checkbox"/> CHANGE ASSIGN-TO TO THE REASON CODE APPROVER
DEDUCTION AMOUNT 10.00	RESEARCH STATUS	<input type="checkbox"/> CHANGE THE ASSIGN-TO BASED ON THE CUSTOMER?
OPEN AMOUNT 10.00	NEXT STEPS	ADD NOTES
REFERENCE # 123ABC789	GROUP	
REFERENCE #2 Check 1234	EXTERNAL BACKUP URL	
REASON CODE Trade promotion	APPROVAL NOTES	
REASON CODE APPROVER		

An arrow points from the "ITPM OTHER REFERENCE CODE #2" field in the Primary Information section to the "REFERENCE #2" field in the NON G/L CHANGES modal.

8. Show all items sold in the last 52 weeks, not just iTPM items.

Benefits: Quick way to confirm items sold to your customer are available in iTPM.

[Planning](#) [Allowances](#) [Estimated Quantity](#) [Retail Info](#) [KPI's](#) [Settlements](#) [Reports](#) [Files](#) [Communication](#) [Workflow](#) [System Information](#)

LS AMOUNT 500.00	LS ACCOUNT 4009 Sales : Trade Promotion (contra revenue)	PLANNED SPEND 6,449.79	TOTAL PLANNED SPEND 6,949.79	LAST 52 WEEKS ITEM SOLD All items sold in the last 52Weeks
		ACCOUNT 4009 Sales : Trade Promotion (contra revenue)		LAST 52 WEEKS ITEM SOLD(PARENT) All items sold in the last 52Weeks (P)
		<input type="checkbox"/> ANY ITEM SOLD TO CUSTOMER GETS THIS DISCOUNT		

See if item has "Available for iTPM" checked

Items Sold in Last 52 Weeks More

PROMOTION # 1732 START DATE 03/30/2021
 PROMOTION REFERENCE CODE Walmart DC1 promotion END DATE 04/15/2021
 PROMOTION DESCRIPTION Created by CSV import CUSTOMER DESCRIPTION Walmart - DC1

52 Weeks •

ROWS
1 to 9 of 9

ITEM	ITEM DESCRIPTION	UNIT OF MEASURE	SUM OF QTY BY UOM	SUM OF QTY/52WEEKS	AVAILABLE FOR ITPM? ▲
OFF00002	Wolfe Paper Clips Size #3, Smooth - 100pk	Each(12)	1	0.02	NO
OFF00003	Wolfe File Trays, Stacking - Smoke	Each(12)	1	0.02	NO
OFF00004	Wolfe File Folders - 5 Colors	Each(12)	1	0.02	NO
ACC00001	Digital Single Line Telephone (4400) for support calls	Each	20	0.38	Yes
ACC00002	Digital Single Line Telephone (4400) for support calls	Each	50	0.96	Yes

9. Promotion Merch Type and Activity is now in the promotion header.

Benefits: Fewer mouse clicks to select merch type in the promotion

Use this to filter promotions in your list-views, similar to how you use promotion types.

Selections are now filtered based on the the promotion type.

The screenshot displays the 'i-TPM Promotion' form. At the top right, there are navigation links: 'List', 'Search', 'Customize', and 'More'. Below the title, there are action buttons: 'Save', 'Cancel', and 'Change ID'. The form is divided into two main sections: 'Promotion Information' and 'Promotion Dates'. In the 'Promotion Information' section, the 'PROMOTION TYPE' dropdown is set to 'Promos (direct accounts)'. The 'MERCHANDISING TYPES' dropdown is set to 'Ad'. The 'PROMOTION ACTIVITY' dropdown is set to '- New -'. The 'Promotion Dates' section contains fields for 'SHIP DATE - START', 'SHIP DATE - END', 'PERFORMANCE - START', and 'PERFORMANCE - END', along with 'LENGTH IN WEEKS - SHIP' and 'LENGTH IN WEEKS - PERFORMANCE'. A blue arrow points from the text above to the 'MERCHANDISING TYPES' dropdown, and a black arrow points from the text above to the 'PROMOTION ACTIVITY' dropdown.

Promotion Information	
SUBSIDIARY *	PROMOTION TYPE *
Honeycomb Holdings : Honeycomb Mfg. ▼	Promos (direct accounts) ▼
CURRENCY	TITLE / REFERENCE CODE *
USA	example
	PROMOTION #
	454
	OTHER REFERENCE CODE PLAN#

Promotion Dates	
SHIP DATE - START *	PERFORMANCE - START *
12/4/2020	12/4/2020
SHIP DATE - END *	PERFORMANCE - END *
12/31/2020	1/5/2021
LENGTH IN WEEKS - SHIP	LENGTH IN WEEKS - PERFORMANCE
4	4.71

10. Customer filter in the Promotion Mass Copy form is now Multi-Select.

The screenshot shows the 'MASS Copy Promotions' form with a 'Choose Customer' modal window open. The form includes fields for 'SUBSIDIARY' (Honeycomb Holdings Inc. : Honeycomb Mfg.), 'CUSTOMER' (Kroger : Kroger Cincinnati), and 'OWNER'. Below these are radio buttons for 'COPY TO NEXT YEAR', 'COPY TO NEXT QUARTER', and 'COPY TO NEXT MONTH', and a checked checkbox for 'CHANGE'. The 'Choose Customer' modal has a search bar with 'krog' entered and a 'Search' button. It lists several customer options with green arrows, and a 'Current Selections' list on the right shows 'Kroger' and 'Kroger : Kroger Cincinnati' with red X marks. A blue 'Done' button and a grey 'Cancel' button are at the bottom of the modal.

Benefits:

Fewer mouse clicks to mass-copy promotions for several customers at the same time.

11. Price level in the Monthly Base Forecast form

Benefits: Know the price level when you use "Enter units, calculate revenue" option.
Ability to override NetSuite default.

- iTPM Monthly Base forecast ← → List Search

[Edit](#) [Back](#) [Print](#) [Refresh](#) [Actions](#)

BASE FORECAST

YEAR 2,022	CUSTOMER Walmart	UNIT OF MEASURE Each1	DATA ENTRY METHOD Calculate Revenue	ID 1
SUBSIDIARY	ITEM ACC00002 Merlin 4400 Phone	SOURCE	<input type="checkbox"/> INCLUDE IN ROLL-UP TOTALS? <input type="checkbox"/> DON'T USE THIS TO CALCULATE BASE	<input type="checkbox"/> INACTIVE PRICE LEVEL List Price

UNITS

01: UNITS 10	04: UNITS 10	07: UNITS 10	10: UNITS 10	UNITS TOTAL
02: UNITS 10	05: UNITS 10	08: UNITS 10	11: UNITS 10	
03: UNITS 10	06: UNITS 10	09: UNITS 10	12: UNITS 10	

REVENUE

01: REV 1,000.00	04: REV 1,000.00	07: REV 1,000.00	10: REV 1,000.00	REV-TOTAL
02: REV 1,000.00	05: REV 1,000.00	08: REV 1,000.00	11: REV 1,000.00	
03: REV 1,000.00	06: REV 1,000.00	09: REV 1,000.00	12: REV 1,000.00	

PRICE

01: PRICE	04: PRICE	07: PRICE	10: PRICE	CURRENT ITEM PRICE 100.00
02: PRICE	05: PRICE	08: PRICE	11: PRICE	
03: PRICE	06: PRICE	09: PRICE	12: PRICE	

Items sold last 52 weeks [Notes](#) [Files](#) [Workflow](#) [Box Files](#)

52 Wk Items 52 Wk Items (Parent)

When creating a new Monthly Base Forecast, this defaults to price level in customer record, same as when creating a new promotion.

12. Promotion type option: "Do not apply off-invoice, track only"

- iTPM Promotion Type

EDLP (Track Only)

[Edit](#) | [Back](#) | [Actions](#)

Primary Promo Information

PROMOTION TYPE DESCRIPTION
EDLP (Track Only)

OTHER REFERENCE CODE

METHODS OF PAYMENT
Net-Bill
Off-Invoice
Fixed Price

VALID MERCHANDISING TYPES
EDLP

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?
- TRACK ONLY, DO NOT APPLY OI, NB, FP TO SALES ORDERS

Promotion Report More

TRANSACTION: Sales Order #SLS00000649 DATE: 7/4/2023 USE SHIP DATE TO APPLY ITPM DISCOUNTS?

CUSTOMER: Kroger : Kroger Cincinnati SHIP DATE: 7/6/2023 DO NOT APPLY ITPM DISCOUNTS TO SALES ORDERS?

Promotions

ROWS: 1 to 1 of 1

PROMOTION #	CUSTOMER	TITLE	SHIP START DATE	SHIP END DATE	ORDER START DATE	ORDER END DATE	DATE CREATED	DATE LAST MODIFIED	INACTIVE	ALL ITEMS?	DO NOT APPLY, JUST TRACK ▲
694	Kroger	Example OI for tracking	1/1/2023	12/31/2023			7/4/2023	7/4/2023	No		Yes

NUMBER OF DAYS BEFORE AUTOCLOSURE

- BASE DEAL?
- REQUIRE ESTIMATED QUANTITY?
- PLAN INCREMENTAL SEPARATE FROM TOTAL?
- AVAILABLE
- REQUIRE PROMOTION PERIOD SHARE
- DISCOUNT ITEM FOR OFF-INVOICE
- AUTO APPROVE L1 IF FUTURE CONDITION?
- PROCESS PLAN TO EXCLUDE ITEMS THAT WERE NOT SOLD IN THE LAST 52 WEEKS

Benefits: Now you can have it both ways, applying iTPM off-invoice to sales orders for some promotion types, and just tracking off-invoice spending for other promotion types.

Update Schedule

The next update is tentatively scheduled for Winter **2024**.

iTPM Anticipated Releases	Anticipated Date Generally Available*
‘Minor’ Updates 23.2.x	As needed. Release date and enhancements may change based on client needs and requests.
‘Major’ Release 24.1.1	Winter 2024. 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 for all roles are available online at www.i-TPM.com/training-resources