

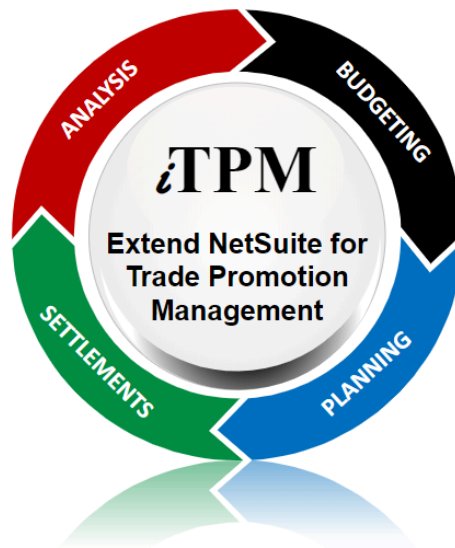
Integrated Trade Promotion Management



User Guide: iTPM Accruals

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Important: Accruals have a material impact on your NetSuite Financials. It is possible to configure iTPM accruals so they create incorrect NetSuite financial transactions. You, the iTPM client, are responsible for testing the complete end-to-end GL impact, and approving the final iTPM configurations.

One Page Quick Reference: Accruals

HELP! Email questions & issues to support@cgsquared.com
 Documents at www.i-TPM.com/accruals

Two types of Accruals: Event-Based and Period-based	
<ul style="list-style-type: none"> • Event-Based: Accruals are based on promotional events. • Period-Based: Accruals are based on what you sell to direct customers. 	

Event-Based Accruals	Visibility & Reporting	How to correct an accrual
<ul style="list-style-type: none"> • Event Accrual Log 	<ul style="list-style-type: none"> • Does not impact any NetSuite financials • Accrual Subtab in the promotion, Log sublist • Configure: iTPM -> Setup -> Event Accruals • Saved search: iTPM -> Accruals -> Event Log • Event-Trigger is based on changes to the promotional event • One record created for every event-trigger and promotion and item 	<p><u>Configuration options:</u> Create log?</p>
	<ul style="list-style-type: none"> • Event Accrual 	

Period-Based Accruals (Also known as 'live' accruals)		Visibility & Reporting
<ul style="list-style-type: none"> • Period Accrual 	<ul style="list-style-type: none"> • NetSuite financial transactions : "- iTPM Accrual" • Configure: iTPM -> Setup -> Period Accruals • Saved search: iTPM -> Accruals -> Period Accruals • Event-Trigger is "Period-Based" • One record created for every invoice and period-accrual configuration 	<p><u>Configuration options:</u></p> <ul style="list-style-type: none"> • Start and End dates • Accrual % • Include & exclude Customers using NetSuite customer hierarchy • Include & exclude Customers using attribute in the customer record • Include Item Attribute

1.0 Accruals: Event-based vs Period-based

One of the big challenges for CPG companies is to anticipate and account for unpaid bill-back liability. This is often difficult due to the complexity of the calculations and the sheer number of customers, items and trade promotions.

What is a trade promotion accrual? It is funds on the balance sheet set aside to cover future bill-backs.

Example: If I know that I have \$10k of unpaid bill-backs, financially I should accrue and hold \$10k in reserve to pay the \$10k. This reserve does several things. First, it identifies the unpaid liability on the financial statements. Second, it recognizes the anticipated liability to the correct accounting period. When the promotional claim (in the form of a check OR deduction) comes in months later, the promotional settlement reduces accrual funds that were set-aside when the original promotional activity occurred.

Pros and Cons of the two types of accruals: Event-based versus Period based accruals:

Event-based accruals:

This is when accrual amounts are based on promotional events.

Example: If a shipment qualifies for a \$5.00/ case bill-back, the number of cases times \$5.00 is accrued.

Pros: This is very accurate, as it closely matches what's owed.

Cons: If the promotion isn't entered into the TPM solution, or if the promotion is backdated after the fact, the accrual will be understated.

Use iTPM event-based accrual as an additional data source to validate your accrual.

Before you configure accruals in iTPM, think about which promotion types you want iTPM to calculate a running accrual balance.

Period-based accruals

This is when the accrual amount is based on ALL shipments, including shipments that qualify for promotions and ones that don't.

Example. Consider an annual \$2.00 per case on item 1 accrual to cover ALL trade promotion spending. Any shipment and invoice of item 1 will generate an accrual of \$2.00 per case.

Pros: This is simpler to calculate than Event-based accruals. This approach works well for accruing non-trade flat rates, like 1% for damages on all sales.

Cons: If used for promotional accruals, this approach requires constant review and 'true-ups' to make sure the forecasted accrual rate will accrue enough funds to cover the outstanding unpaid bill-backs.

Use iTPM event-based accrual reporting to help true-up your net-liability for promotions with the 'live' period-based accruals that you calculate as a percent of sales or rate per unit.

Limitations of Event-based accrual logs:

- Promotion must be approved. Promotions in draft and submitted status don't accrue.
- Back-dated promotions don't accrue. When you back-date a promotion, qualifying shipments in the past don't accrue. (iTPM has a 'correcting' script that will adjust the log when this happens.)
- Lump-sums are not amortized across the promotion (in this version of iTPM)
- If liability is not linked to shipments, then estimated quantities that are too high or too low can cause your accruals to be less accurate. Examples include indirect accounts, scan events, etc.
- You must create your accrual. iTPM does not create the actual accrual. Use iTPM to determine the accrual that you will post.



Note: Financial Accruals were a new beta feature in version iTPM 23.2.1. Use this feature as one part of your accrual process to reduce manual tasks, not replace them. iTPM Accruals must be reviewed and verified each period.



Note: Filtering accruals by item attribute is a new beta feature in version iTPM 24.2.2. Use this feature as one part of your accrual process to reduce manual tasks, not replace them. iTPM Accruals must be reviewed and verified each period.

Here are common ways iTPM clients use iTPM to manage trade promotion accruals:

Don't use iTPM to create the Financial Accrual.

- Use iTPM KPIs by promotion along with other data to calculate your accrual outside NetSuite. Manually create journal entry accruals.
- Use the iTPM accrual log to help you true-up your accruals by knowing what changed by iTPM promotional event, when it changed and how it impacts your trade accruals.

Option to use iTPM to create the Financial Accrual in NetSuite

- Event-Based: Use iTPM to create financial accruals based on promotional events.
- Period-Based: Use iTPM to create financial accruals based on what you invoice
- Option to configure iTPM to create either or both event and period-based accruals.

2.1 Promotion KPIs for accruals

The KPI measure "Net Liability" is not a NetSuite financial transaction. It is a calculated measure for each promotion that estimates how much you owe that hasn't been paid or deducted.

Summary of Net Liability KPI:

- Only Approved promotions that are active or completed can have Net Liability.
- The Net Liability calculation is *Expected Liability* minus *Actual Trade Spend*.
- Net Liability is set to zero for promotions that are overpaid.
- Net Liability is a calculated measure that can change throughout the day based on activities that impact the promotion. However, the accrual and accrual log is only updated once every evening.
- Net Liability is calculated by method-of-payment, and then summed-up for the promotion.
 - MOPs that can have a net-liability greater than zero include lump-sum and bill-back
 - By definition, discounts directly applied to sales orders and invoices have a net-liability of zero. Off-invoice, net-bill, and fixed-price discount method-of-payments always have a zero net liability.
- By definition, closing an approved promotion sets the Net Liability to zero.
- Reopening a closed promotion recalculates and resets Net Liability based on current data.



Helpful Hint: For more information on how KPIs are calculated, go to section 4.2 in the Promotion User Guide. In NetSuite, *iTPM -> Help -> Promotion Planning*

Where to find KPIs:

- Visible in the promotion under the KPI subtab.
- Compare KPIs across promotions
 - **iTPM -> Promotions -> List**, select list view WITH KPIs.
 - Available by item by promotion, **iTPM -> promotions -> Comparison** Detail Report
- Also available in NetSuite Workbooks, like "- iTPM 530 EVENT-based Accruals"

Company Name	New Promotion-BB	New Promotion-LS	Transaction	Grand Total
Publix	2,250.00	2,000.00	652.40	4,902.40
Grand Total	2,250.00	2,000.00	652.40	4,902.40

Closing promotions:

IF Settlements hit accrual is UNCHECKED, and iTPM Events FUND accruals is checked.... Then the sum of the accrual records must equal zero, same as the accrual log

- By definition, when a promotion is closed, there is no net liability.
- When settlements do not hit the accrual GL, then accruals are adjusted for each settlement.
- With the close-promotion record, the total of all accrual records for the promotion should add up to zero when the promotion is closed.

IF Settlements hit accrual is CHECKED), and iTPM Events FUND accruals is checked.... Then the sum of the accrual records must equal the total of all settlements.

- Comments: By definition, when a promotion is closed, there is no net liability.
- When settlements directly hit the accrual GL, then net liability of zero means there's nothing to accrue. For zero net accrual, the sum of financial accrual records must equal settlements.
- Use case: Look at the sum of all accruals. With the close-promotion record, the total of all accrual records for the promotion should add up to the sum of all settlements when the promotion is closed.

2.2 Accrual Logs (no financial impact)

The KPIs reports tell you the current value of Net Liability, but it doesn't tell you when it changes and why.

The accrual log is used to track every change to the promotion's Net Liability. Add up all the positive and negative changes to Net Liability over time and you'll get the ending value that you see under the KPI subtab in the promotion.

These are the types of changes to Net Liability that are tracked in the accrual log:

Event Trigger	Description
Transaction	If the promotion liability is linked to what you sell, these are sales
New Promotion-LS	The first day the approved promotion starts, this is the lump sum that needs to be accrued
New Promotion-BB	This is the bill-back amount to be accrued when a new promotion becomes active.
Promotion Edited-LS	If the promotion is edited, this tracks the change in the accrual for the lump-sum
Promotion Edited-BB	If the promotion is edited, this tracks the change in the accrual for the bill-back
Promotion Closed	When the promotion is closed, Net Liability in the accrual log is changed to zero
Promotion Re-Opened	If the promotion is re-opened, Net Liability changes back to the calculated amount
Settlement	These are settlements that are matched to the promotion
Manual Adjustment	These are log records that are manually created
Overpay-Lump Sum	These adjust net liability for lump-sum overpays. (overpays for one method of payment do not reduce liability for another method of payment.)
Overpay-Bill Back	These adjust net liability for bill-back overpays. (overpays for one method of payment do not reduce liability for another method of payment.)
Correct/Adjustment	If the ending balance of the accrual log does not match the promotion's KPIs, then a correction adjustment record is created to make the log match the KPI.
Promotion Voided	Voided promotions by definition have Net Liability equal to zero. (Promotions with any settlements can't be voided, they must be closed)

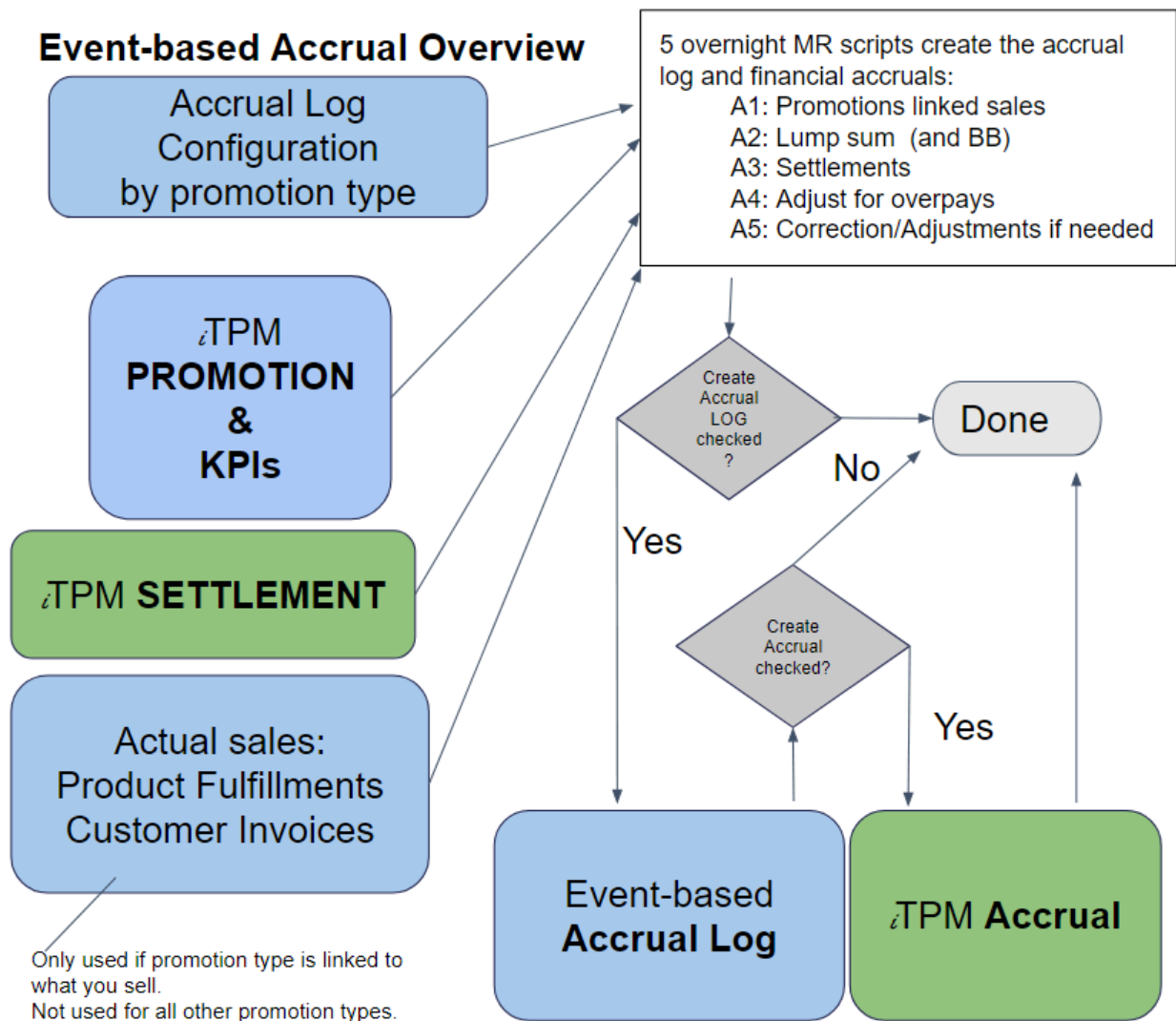
Where to find the Accrual Logs:

- Visible in the promotion under the *Accrual* subtab.
 - Log Summary: This shows you a summary of the changes by day by Event Trigger
 - Log Detail: This shows you the actual log records with all the details
- Compare Accrual Logs across promotions
 - **iTPM -> Accruals -> Accrual Log**
 - Available in NetSuite Workbooks. (See *iTPM -> Help -> Analytics* for more info)

2.3 Event Accruals: How it works

Note: Financial Accruals are a new beta feature in version iTPM 23.2.1. Use this feature as one part of your accrual process to reduce manual tasks, not replace them. iTPM Accruals must be reviewed and verified each period.

The flowchart below shows how iTPM Event-based financial accruals are created:



- At 12 midnight the promotion workflow looks at the promotion dates to determine the promotion condition: Future, Active, or Completed.
- Sometime after 12 midnight the first MR script '- iTPM MR Transaction Accruals (Sc)' creates accruals for promotions that have liability linked to what you sell. When this script is done, it chain-runs the next accrual script and so on until all 5 types of Event-Based accruals are created. For more script information, go to the Admin User Guide, section 6.9.
- "Correction/Adjustments" are only created as accrual log records. None are created as financial accruals.

2.3 One-time: Event Accrual Configurations



Note: Financial Accruals are a new beta feature in version iTPM 23.2.1. Use this feature as one part of your accrual process to reduce manual tasks, not to completely replace them. iTPM Accruals must be reviewed and verified each period.

With this configuration you are choosing to use iTPM to calculate what should be accrued based on promotional events AND to create financial accruals that post to NetSuite financials. This configuration creates both the accrual log which is non-posting, and financial accruals, which are NetSuite posting transactions.

Don't create an accrual setup record for the promotion type if you don't need accrual log records or accruals.

To create a configuration for a promotion type:

- **iTPM -> Setup -> Event Accruals -> NEW**
- Select the promotion type, and fill in the fields
 - See next page for a description of every configuration field.
 - Enter debit and credit GLs ONLY if you create financial accruals. GLs are not needed if you only create the non-financial accrual log.
 - If you don't have different GLs for last year, post audit, etc., you can use the same GLs for all the debits, and the same GL for all the credits. However, the GL field must be populated with a valid GL account.
 - Enter DEPARTMENT if you want iTPM to use this value to populate *Department* in your event accruals.
- SAVE

- iTPM Event Accrual Setup ← → List Search

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

ID 1 OWNER Alex Ring DATE CREATED 02/19/2020 4:50 pm LAST MODIFIED BY 09/15/2023 3:49 am Divya Gude <input type="checkbox"/> INACTIVE DEPARTMENT Engineering	ITPM PROMOTION TYPE MCB (direct accounts) <input checked="" type="checkbox"/> ITPM EVENTS FUND ACCRUALS? <input type="checkbox"/> ITPM SETTLEMENTS HIT ACCRUAL? <input checked="" type="checkbox"/> CREATE ACCRUALS FOR OVERPAYS? <input checked="" type="checkbox"/> CREATE ACCRUAL LOG RECORDS?	CURRENT YEAR GL FOR DEBIT 1361 Accruals : Accruals Current Year CURRENT YEAR OVERPAY GL FOR DEBIT 1361 Accruals : Accruals Current Year LAST YEAR GL FOR DEBIT 1362 Accruals : Accrual Last Year LAST YEAR OVERPAY GL FOR DEBIT 1362 Accruals : Accrual Last Year POST AUDIT GL FOR DEBIT 1364 Accruals : Accruals Post Audit	CURRENT YEAR GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue) CURRENT YEAR OVERPAY GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue) LAST YEAR GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue) LAST YEAR OVERPAY GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue) POST AUDIT GL FOR CREDIT 4009 Sales : Trade Promotion (contra revenue)
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To review your configurations:

- **iTPM -> Setup -> Event Accruals**
- Confirm your configurations, and make sure you didn't create two records for the same promotion type



Helpful Hint: If you make changes to these Event-based accrual configurations, they will impact records created tonight and into the future. Config changes do not change historical data.

The map-reduce script "*- iTPM - MR Transaction Accruals (Sc)*" needs to be scheduled if you use this feature.

To turn off this feature you can unschedule the MR script, and/or UNCHECK all the checkboxes in your Event-Based configuration.



Helpful Hint: If you have "Use event accrual debit GLs if promotion is not in the current year?" checked in the promotion type, you need to populate the Debit GLs even if you don't have iTPM auto-create event-based accruals.

There are two ways to create, view and edit event-accrual configurations:

- **iTPM -> Setup -> Accrual Setup** — or —
- **iTPM -> Setup -> Promotion Type, VIEW** a promotion type, and look for the *Accrual Setup* subtab.

- iTPM Event Accrual Setup ← → List

Edit Back 📄 📄 Actions ▾

ID 19 OWNER iTPM Demo DATE CREATED 11/18/2022 9:34 pm LAST MODIFIED BY 09/16/2023 6:20 pm Alex Ring <input type="checkbox"/> INACTIVE DEPARTMENT Sales	iTPM PROMOTION TYPE AFES promotions (In EUROS) <input checked="" type="checkbox"/> iTPM EVENTS FUND ACCRUALS? <input type="checkbox"/> iTPM SETTLEMENTS HIT ACCRUAL? <input checked="" type="checkbox"/> CREATE ACCRUALS FOR OVERPAYS? <input checked="" type="checkbox"/> CREATE ACCRUAL LOG RECORDS?	CURRENT YEAR GL FOR DEBIT 1361 Accruals : Accruals Current Year CURRENT YEAR OVERPAY GL FOR DEBIT 1361 Accruals : Accruals Current Year LAST YEAR GL FOR DEBIT 1362 Accruals : Accrual Last Year LAST YEAR OVERPAY GL FOR DEBIT 1362 Accruals : Accrual Last Year POST AUDIT GL FOR DEBIT 1364 Accruals : Accruals Post Audit	CURRENT YEAR GL FOR CREDIT 6011 Trade Promotion CURRENT YEAR OVERPAY GL FOR CREDIT 6011 Trade Promotion LAST YEAR GL FOR CREDIT 6011 Trade Promotion LAST YEAR OVERPAY GL FOR CREDIT 6011 Trade Promotion POST AUDIT GL FOR CREDIT 6011 Trade Promotion
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Accrual Setup Checkbox	Description
iTPM Events Fund Accruals	When this is CHECKED, financial accruals are created for all event triggers except those related to settlements.
iTPM Settlements Hit Accruals	When this is UNCHECKED, financial accruals are created for event triggers related to settlements.
Create accruals for Overpays	When this is CHECKED, financial accruals are created for settlement overpays.
Create Accrual log records	Accrual log records are created when this is CHECKED. (no financial impact)

GL Account	Description
Current Year	Use when the promotion start date is in the current year
Current Year Overpay	
Last Year	Use when the promotion start date is last year
Last Year Overpay	
Post Audit	Use when the promotion is more than two years ago

Change to Net Liability	What GL to use?
Positive change to Net Liability	Use debit and credit GLs as stored in the accrual setup record
Negative change to Net Liability	Reverse the debit and credit GLs as stored in the accrual setup record. Use the credit GL as the debit GL, and the debit GL as the credit GL.

Department: This value from the setup record will be populated in the period accrual.

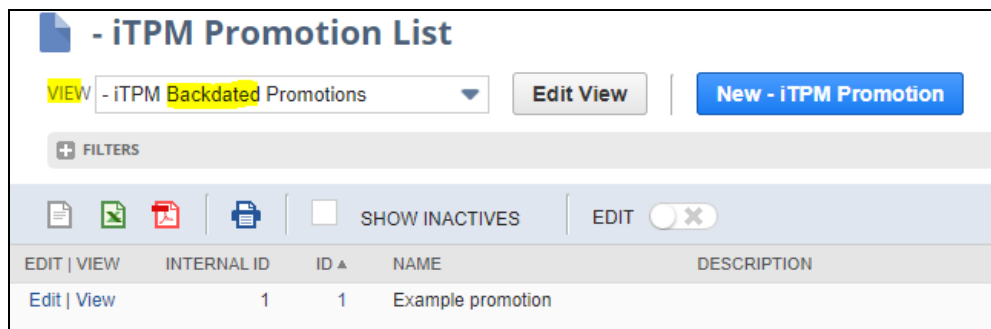
2.4 Backdated Promotions

A backdated promotion is one that is approved after it is in active or completed condition.

Example: Today is December 15th, You approve a backdated promotion, \$1.00/case off-invoice, \$2.00/case bill-back plus \$2,000 lump-sum. The promotion runs from December 1st through the 31st. This promotion type updates liability based on shipments.

In this example, your accrual will include the \$2,000 lump-sum, and any shipment (fulfillment) today through December 31st. What will be missing in your accrual will be the \$1.00 per case times all the cases you shipped between December 1st and today, the day you approved the promotion.

iTPM has a saved search you can use to help you identify any missed accruals from promotions that were backdated. Go to **iTPM -> Promotions List**, and select the VIEW for "backdated" promotions.



Use the filter to identify promotions to review as potentially under-accrued:

- Change dates to only those promotions that were created since you last did this analysis
- Change the filter to only include promotion types that adjust liability based on shipments. Promotions using estimated quantity as actual will correctly calculate liability on backdated promotions.
- Change the filter to exclude promotion types with only off-invoice as a method of payment. No amounts are ever accrued for off-invoice promotions. (You may want to look at these so you can anticipate missed-off-invoice deductions.)

The screenshot shows the 'iTPM Backdated Promotions: Results' interface. At the top right, there are links for 'List', 'Search', and 'Audit Trail'. Below this are two buttons: 'Return To Criteria' and 'Edit this Search'. A 'FILTERS' section is visible. Below the filters, there are several icons for document actions and an 'EDIT' toggle switch. To the right of these icons is a pagination control showing '-600 -7' and navigation arrows, along with 'TOTAL: 92'. Below this is a table with columns: 'EDIT | VIEW', 'ID', 'NAME', 'DESCRIPTION', 'PROMOTION TYPE', 'CUSTOMER', 'STATUS', 'CONDITION', 'OWNER', 'DATE CREATED', 'SHIP DATE - START', and 'DAYS BACKDATED ▲'. The table contains two rows of data:

EDIT VIEW	ID	NAME	DESCRIPTION	PROMOTION TYPE	CUSTOMER	STATUS	CONDITION	OWNER	DATE CREATED	SHIP DATE - START	DAYS BACKDATED ▲
Edit View	3	July event		Scan with Ad	Publix	Draft	Completed	Alex Ring	8/17/2018 2:46 pm	7/1/2018	-48
Edit View	102	Promotion for testing Buttons 09/12	Creating for Closed Completed	MCB (direct accounts) (est=act)	ACM Group	Closed	Completed	Nagaraju M	9/12/2018 7:40 am	8/1/2018	-42

Adjust Script: iTPM has a script that runs every night that compares the promotion KPIs to the accrual log. When promotions are backdated, the accrual log may underestimate net liability. This script compares Net Liability for the promotion to the total Net Liability in the accrual log. If there is any difference, Adjustment records are written to the log with an 'Event trigger' type of "Adjustment / Correction" to keep the log aligned with the values under the KPI subtab on the promotion. This adjustment is only for the log, not the financial accruals.

2.5 Event-based accrual visibility and reporting

There are several ways to view iTPM accruals and accrual logs.

If your role has permission to view accruals, go to **iTPM -> Accruals -> Accrual Logs**

These are the non-financial records that you can use to create your own accruals.

- iTPM Accrual Log List List Search Audit Trail

VIEW Filtered

FILTERS

EVENT TRIGGER: - All - DATE ACCRUED: All FROM: TO: POSTING PERIOD: - All -, - None -, Apr 2001, Apr 2002, Apr 2003

DATE CREATED: All FROM: TO: STYLE: Normal

 QUICK SORT: TOTAL: 17

EDIT VIEW	INTERNAL ID	ID ▲	DATE CREATED	LAST MODIFIED	EVENT TRIGGER	REVERSAL?	ACCRUING TRANSACTION	DATE ACCRUED	CREATED FROM	RELATED INVOICES	ITPM PROMOTION	PROM #
Edit View	1943	ITPM_ACC1943	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365
Edit View	1943	ITPM_ACC1943	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365
Edit View	1943	ITPM_ACC1943	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365
Edit View	1943	ITPM_ACC1943	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365
Edit View	1943	ITPM_ACC1943	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365
Edit View	1943	ITPM_ACC1943	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365
Edit View	1944	ITPM_ACC1944	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365
Edit View	1944	ITPM_ACC1944	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365
Edit View	1944	ITPM_ACC1944	05/16/2024 12:35 am	05/16/2024 12:35 am	Transaction	No	Item Shipment #SHI00000469	05/15/2024	Sales Order #SL500000728	CustInvc-INV10000081	CAR brand TPR	1365

You have the option to only turn on the accrual log and not have iTPM generate financial accruals.

If your role has permission to view financial accruals, and you configured iTPM to create actual event-based accruals that will impact your NetSuite financial reports, go to **iTPM -> Accruals -> Event Accruals**

- iTPM EVENT Accruals w/filters: Results Learn about NetSuite Analytics Warehouse List Search Audit Trail

FILTERS

TYPE: - iTPM Accrual DATE CREATED: All FROM: TO: PERIOD: STYLE: Normal

 TOTAL: 3

DOCUMENT NUMBER	TRANS DATE ▼	PERIOD	ACCRUING TRANSACTION	CUSTOMER	PROMOTION NAME	PROM #	PROM SHIP START	PROM SHIP END	DATE PROM CREATED	EVENT TRIGGER	ACCRUAL AMOUNT
3	05/16/2024	May 2024		Publix	May \$1.50 scan	1364	05/14/2024	05/20/2024	05/15/2024 6:52 pm	New Promotion-BB	2,250.00
2	05/16/2024	May 2024	Item Shipment #SHI00000469	Publix	CAR brand TPR	1365	05/01/2024	05/31/2024	05/15/2024 7:05 pm	Transaction	600.00
1	05/16/2024	May 2024	Item Shipment #SHI00000469	Publix	CAR brand TPR	1365	05/01/2024	05/31/2024	05/15/2024 7:05 pm	Transaction	52.40

Helpful hint: Event-based and Period-based accruals are the same NetSuite custom financial transaction type. The difference is the attribute called 'event trigger'. Period-based accruals have the event-trigger by the same name. All other [event-trigger types](#) are for event-based accruals.

Analysis in NetSuite Workbooks: The Analytics User Guide shows you how to use NetSuite workbooks to gain insight from your accrual log. This is available online at www.i-TPM.com/analytics.

Example below: By Customer, any accrual amount for the 2023 promotions.

- Drag and drop the fields to create new pivot tables and charts.
- You can add the pivot tables and charts to your dashboard for real-time analysis.

The screenshot shows a NetSuite Analytics Workbook interface. The main view is a pivot table titled "iTPM 510 Accrual Log" with filters for "by customer 2023". The pivot table has "iTPM Customer" in the rows and "Accrual Amount (Sum)" in the columns. The data is as follows:

iTPM Customer	Accrual Amount (Sum)
Target	413,132.67
Whole Foods (as prospe...	106,815.00
Kroger Corporate	33,253.75
Publix	8,100.00
Rite-Aid	1,200.00
Sprouts	150.00
Sobeys	0.00
UNFI (East & West)	-1,200.00
Grand Total	561,451.42

Helpful hint: When a promotion is closed, there is no future bill-back liability. When analyzing the accrual log, set the filter to analyze ONLY promotions where status = approved to see what you owe but haven't paid.

Helpful hint: *Adjustment Log Records* and *Overpay Log Records* in the accrual log are not created by item. These are created at the promotion level, and are not available for reporting by item, class, etc. in NetSuite workbooks.

Visibility By Promotion: If the promotion type has been configured for accruals, the amount accrued can be viewed for each promotion under the KPI subtab, along with the date and time the accruals were last updated. (To see the accruals the role must have the permission for the iTPM Accruals custom record.)

Log Summary Sublist: This will show a summary of all accrual transactions by day. (... if turned on.)

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				

Log Detail Sublist: This shows every transaction that impacts your accruals for the promotion.

EDIT	ID	EVENT TRIGGER	REVERSAL?	ACCRUING TRANSACTION	DATE ACCRUED	DATE CREATED	ITPM ALLOWANCE	ITPM ALLOWANCE UNIT	ITPM ALLOWANCE RATE	ITEM	QUANT
Edit	ITPM_ACC5566	New Promotion-BB	No		06/21/2023	06/21/2023 12:35 am	242325	Each	1.00	ACC00002	
Edit	ITPM_ACC5567	New Promotion-BB	No		06/21/2023	06/21/2023 12:35 am	242327	Each	1.00	ACC00004	
Edit	ITPM_ACC5568	New Promotion-BB	No		06/21/2023	06/21/2023 12:35 am	242329	Each	1.00	ACC00007	
Edit	ITPM_ACC5569	New Promotion-BB	No		06/21/2023	06/21/2023 12:35 am	242331	Each	1.00	ACC00008	
Edit	ITPM_ACC5570	New Promotion-BB	No		06/21/2023	06/21/2023 12:35 am	242333	Each	1.00	ACC00010	
Edit	ITPM_ACC5575	New Promotion-LS	No		06/20/2023	06/21/2023 1:24 am					
Total											5.00

Financial Accruals Sublist: (Available if turned on in the event-accrual configuration for the promotion type.)

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 •												
EVENT TRIGGER	DATE	ACCOUNT	SUM OF DEBIT	SUM OF CREDIT	SUM OF ACCRUAL AMOUNT							
New Promotion-BB	06/21/2023	1361 Accruals : Accruals Current Year	1,000.00		1,000.00							
New Promotion-LS	06/21/2023	1361 Accruals : Accruals Current Year	1,000.00		1,000.00							
Total			2,000.00	0.00	2,000.00							

Financial Accrual Details Sublist:

DATE	PERIOD	TYPE	DOCUMENT NUMBER	ACCOUNT	AMOUNT	EVENT TRIGGER	ACCRUING TRANSACTION	ALLOWANCE UNIT	ALLOWANCE RATE	ITEM	QUANTITY
06/21/2023	Jun 2023	-ITPM Accrual	1406	1361 Accruals : Accruals Current Year	200.00	New Promotion-BB		Each		ACC00002	200
06/21/2023	Jun 2023	-ITPM Accrual	1407	1361 Accruals : Accruals Current Year	200.00	New Promotion-BB		Each		ACC00004	200
06/21/2023	Jun 2023	-ITPM Accrual	1408	1361 Accruals : Accruals Current Year	200.00	New Promotion-BB		Each		ACC00007	200
06/21/2023	Jun 2023	-ITPM Accrual	1409	1361 Accruals : Accruals Current Year	200.00	New Promotion-BB		Each		ACC00008	200
06/21/2023	Jun 2023	-ITPM Accrual	1410	1361 Accruals : Accruals Current Year	200.00	New Promotion-BB		Each		ACC00010	200
06/21/2023	Jun 2023	-ITPM Accrual	1457	1361 Accruals : Accruals Current Year	1,000.00	New Promotion-LS					0
Total					2,000.00				0.00		1,000

2.6 How to correct Event-based accrual errors

Unfortunately there are still situations and use-cases that can cause accruals to be incorrect.

- Use NetSuite workbooks to **monitor KPIs vs financial accruals**
- Ideally you should **correct accruals before you close the NetSuite period.**
- **Email the iTPM support team** know about the issue so the issue is corrected in future versions of iTPM

If a promotion's accruals are not correct, there are several ways to fix it.

1. **KPI refresh:** Most often the KPIs didn't completely run, and that's why the financial accruals don't match the promotion KPIs. Click the KPI refresh button. The following day you can review the promotion's accruals to confirm they were corrected.
2. **Update Estimate or Modify:** With promotion accruals that are not a lump-sum, but a rate per unit, you may need to use the UPDATE ESTIMATE or MODIFY buttons to force iTPM to re-calculate the bill-back amounts. If you use the MODIFY button, don't forget to approve the changes. The following day you can review the promotion's accruals to confirm they were corrected.
3. **Manually correct the accrual:** If you tried #1 and #2 above, you may need to manually correct the accrual, or create a new accrual.
 - While you could create a correcting journal entry, we don't recommend that approach. The journal entry will not be directly linked to the promotion. By editing or copying an existing accrual for the promotion, the correction will be visible within the promotion under the Accrual subtab..
 - EDIT: If the accrual is in the current open NetSuite period, you can directly EDIT the accrual and change the amount. We recommend adding a note and memo to the accrual to document the reason for your change. NetSuite automatically has an audit trail of your changes.
 - COPY and EDIT:
 - VIEW the promotion
 - Go to the *Accrual* subtab
 - Go to the *Financial Accrual Detail* sublist.
 - VIEW the accrual you want to copy by clicking on the date link. (Screenshot below)
 - Use *ACTIONS -> COPY*
 - The copy will default to today's date, and the current posting period.
 - Made appropriate changes to correct the promotion's accrual balance.
 - Review the amount: Negative or Positive impact?
 - If negative, check the "reversal" checkbox
 - Review the amounts for the debit and credit GLs.
 - *SAVE* the new accrual.
 - Browser refresh your promotion view
 - Go back to the financial accrual sublists.
 - Is the net accrual now correct?
 - If yes, you are done. If no, edit your newly created accrual and correct it.
 - Repeat until the ending net accrual for the promotion is the amount you expect.

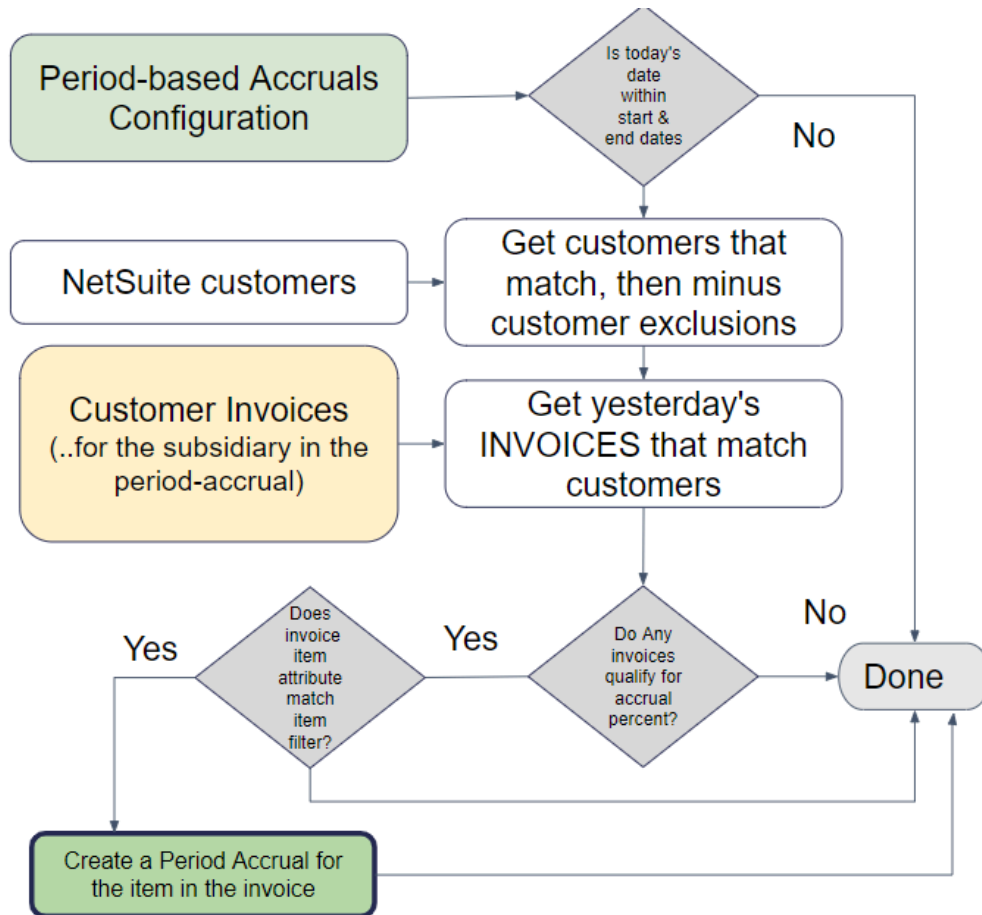
EDIT	DATE	PERIOD	TYPE	DOCUMENT NUMBER	ACCOUNT	AMOUNT	EVENT TRIGGER	ACCRUING TRANSACTION	ALLOWANCE UNIT	ALLOWANCE RATE	ITEM	QUANTITY
Edit	06/27/2024	Jun 2024	-ITPM Accrual	2875	1364 Accruals : Accruals Post Audit	-125.00	Promotion Edited-BB		Each		ACC00002	187

3.0 Period-Based Accruals (a.k.a. Live Accruals)

Note: Financial Accruals are a new feature in version iTPM 23.2.1. Use this feature as one part of your accrual process to reduce manual tasks, not replace them. iTPM Accruals must be reviewed and verified each period.

3.1 Period-Accruals: How it works

The flow chart below shows how iTPM creates Period-Based accruals:



- A Period-accrual record is created with a start date, end date, percent accrual rate, GLs to use in the accrual, and attributes that tell iTPM which customers to use for the accrual.
- The script determines what customers overlap this accrual. (See next page for more detail.)
- Overnight a map-reduce script runs and looks for all invoices created yesterday for the customers that match the accrual, and creates a financial accrual:
 - One record for each invoice that overlaps the accrual
 - There is one debit line in the accrual for each item* and discount item in the sales order.
 - * You have the option to exclude items based on an item attribute in the item record.
 - Note: sales tax and shipping is excluded from the accrual calculation
 - Event Trigger for the accrual is "Period-Accruals"

You have 5 different ways to create a filter to identify which customers are included in your period accrual:

INCLUDE CUSTOMER filters. (Orange circle in the picture below)

- "ALL Customers" checkbox:
- **Include customers:** These are specific customers you select. iTPM includes their sub-customers.
- **Include Attribute:** Include customers that have a specific attribute.

EXCLUDE CUSTOMER filters: (Green circle in the picture below)

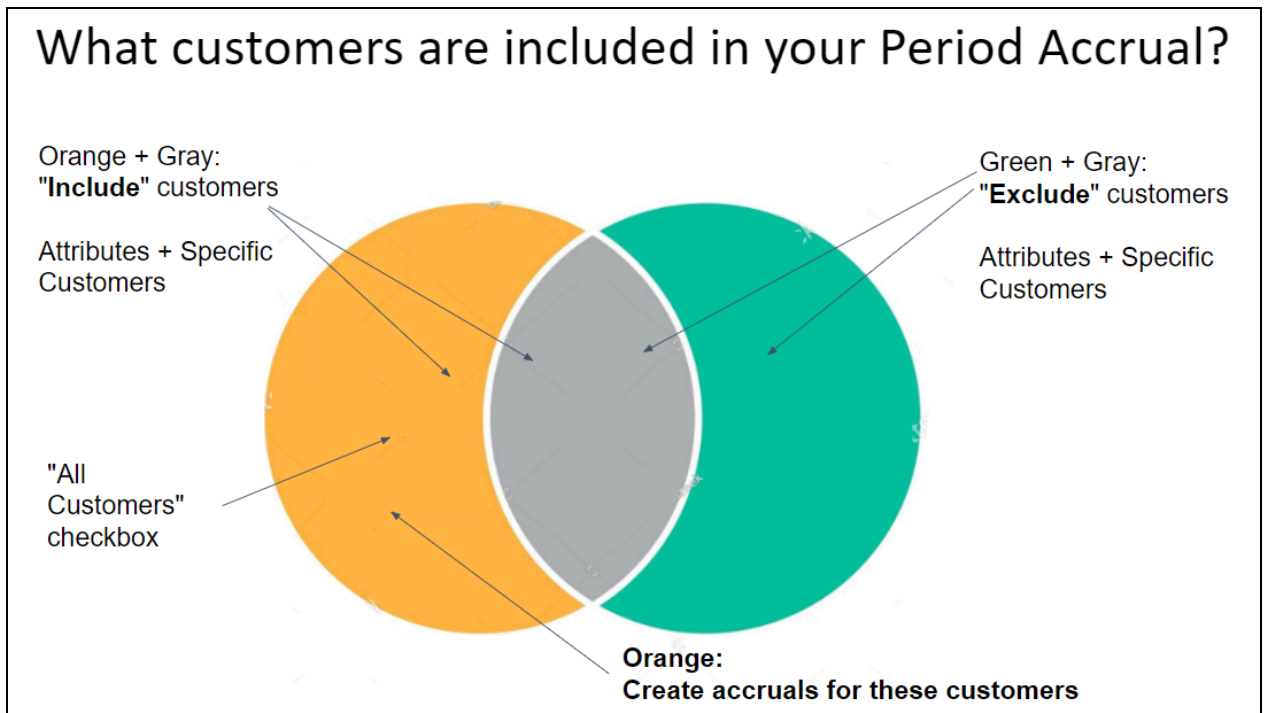
- **Exclude customers:** These are specific customers you select. iTPM also excludes their sub-customers.
- **Exclude Attribute:** Include customers that have a specific attribute .

Customers included in the period-accrual: (Gray intersection in the picture below)

- 'Include customers' minus the 'Exclude Customers' = customers with accrual
- For specific customers selected for include or exclude,
 - a. iTPM includes all of the customer's sub-customers, ...
 - b. and for specific customers selected to exclude. iTPM also excludes their sub-customers.
- For attributes selected for include or exclude, iTPM ignores the NetSuite hierarchy and only uses the value of the attribute in the customer record. Stated another way, to include or exclude a customer and its sub-customers, all of the sub-customers must have that attribute populated in the customer record.


INCLUDE ITEM Attribute filter

- Checkbox to include ALL items. (If no item attribute filter is selected, iTPM assumes you want all items.)
- Include Items: This limits the accrual to only items that match an item attribute in the item record.
- If the invoice's customer is in the orange area of the picture below, then the item filter is applied.
 - If all items are included, then the period accrual includes a line for every line in the invoice.
 - If your period accrual configuration has an item filter, then a line in the accrual is ONLY created if the attribute of the item in the invoice matches the include item attribute filter.



For the steps to create an iTPM Period-Accrual, go to [Create Period-Based Financial Accruals](#)

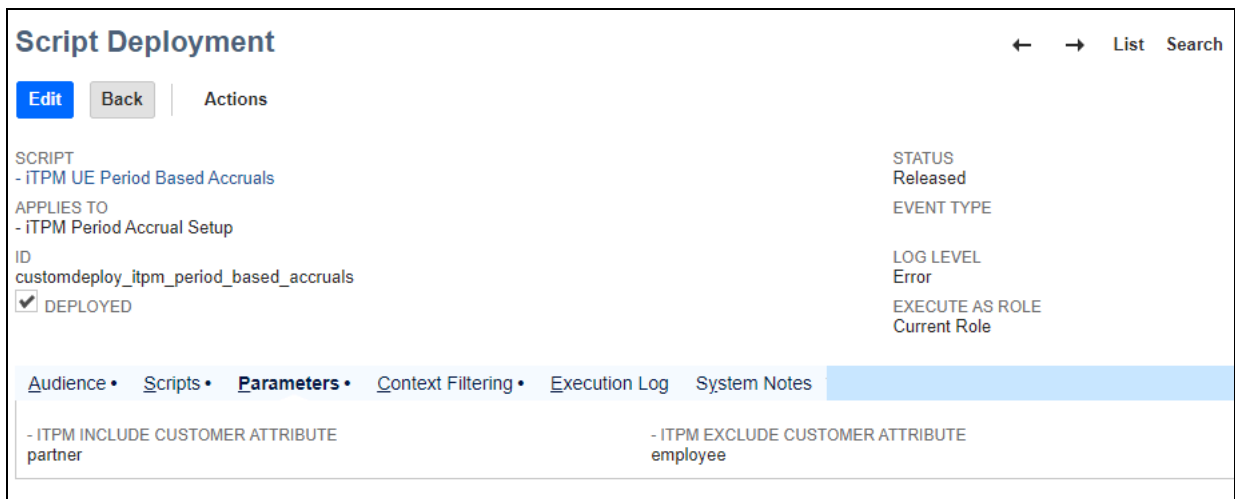
3.1 One-time: Configure customer include / exclude attributes

 **Note:** Financial Accruals are a new feature in version iTPM 23.2.1. iTPM attribute filters are a new beta feature in 24.2.2 Use this feature as one part of your accrual process to reduce manual tasks, not replace them. iTPM Accruals must be reviewed and verified each period.

Period-Based Accrual Configurations is a task that needs to be done once when you start using iTPM. These should be confirmed every time iTPM is updated.:

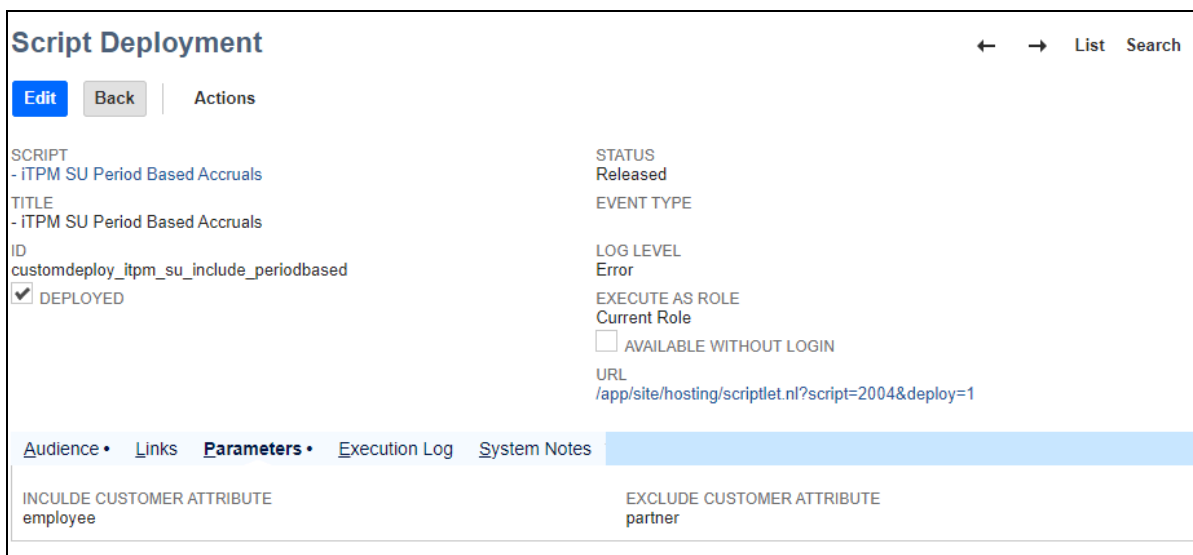
Parameters in these scripts tell iTPM the field names of the attributes in the customer record that you want to use to include and exclude customers. Your iTPM implementation team will populate these as part of the project.

User Event parameter for Customer Include script:



The screenshot shows the 'Script Deployment' interface for the script '- iTPM UE Period Based Accruals'. The script is in a 'Released' status. The 'APPLIES TO' section lists '- iTPM Period Accrual Setup'. The 'ID' is 'customdeploy_itpm_period_based_accruals' and it is marked as 'DEPLOYED'. The 'EXECUTE AS ROLE' is 'Current Role'. The 'Parameters' tab is selected, showing two parameters: '- ITPM INCLUDE CUSTOMER ATTRIBUTE partner' and '- ITPM EXCLUDE CUSTOMER ATTRIBUTE employee'.

Suitelet parameter for Customer Include:



The screenshot shows the 'Script Deployment' interface for the script '- iTPM SU Period Based Accruals'. The script is in a 'Released' status. The 'TITLE' is '- iTPM SU Period Based Accruals'. The 'ID' is 'customdeploy_itpm_su_include_periodbased' and it is marked as 'DEPLOYED'. The 'EXECUTE AS ROLE' is 'Current Role'. The 'AVAILABLE WITHOUT LOGIN' checkbox is unchecked. The 'URL' is '/app/site/hosting/scriptlet.nl?script=2004&deploy=1'. The 'Parameters' tab is selected, showing two parameters: 'INCLDUE CUSTOMER ATTRIBUTE employee' and 'EXCLUDE CUSTOMER ATTRIBUTE partner'.


MR Script parameter for creating the period accruals:

The screenshot shows the 'Script Deployment' interface for an MR script. The script name is '- iTPM MR Period Based Transactions'. It is currently 'Not Scheduled' and has a 'LOG LEVEL' of 'Error'. The 'EXECUTE AS ROLE' is set to 'Administrator'. The 'PRIORITY' is 'Standard' and the 'CONCURRENCY LIMIT' is '1'. There is an option to 'SUBMIT ALL STAGES AT ONCE' which is currently unchecked. The 'YIELD AFTER MINUTES' is set to '60' and the 'BUFFER SIZE' is '1'. The 'Parameters' tab is selected, showing 'INCLUDE CUSTOMER ATTRIBUTE' with the value 'salesrep', 'EXCLUDE CUSTOMER ATTRIBUTE' with the value 'partner', and 'DATE'. There is also an option 'ALLOW ACCRUALS FOR CUSTOMERS ABOVE TRANSACTION SUB' which is unchecked, and 'INCLUDE ITEM ATTRIBUTE' with the value 'class'.

Suitelet parameter for item attribute filter:


The screenshot shows the 'Script Deployment' interface for a Suitelet script. The script name is 'iTPM SU Item Attribute Period based'. It is currently 'Released' and has an 'EVENT TYPE'. The 'LOG LEVEL' is 'Error' and the 'EXECUTE AS ROLE' is 'Current Role'. There is an option 'AVAILABLE WITHOUT LOGIN' which is currently unchecked. The 'URL' is '/app/site/hosting/scriptlet.nl?script=1254&deploy=1'. The 'Parameters' tab is selected, showing '- iTPM ITEM ATTRIBUTES' with the value 'classification'.


3.2 Create a new Period Accrual

 **Note:** Financial Accruals are a new feature in version iTPM 23.2.1. Use this feature as one part of your accrual process to reduce manual tasks, not replace them. iTPM Accruals must be reviewed and verified each period.


With this configuration you are choosing to use iTPM to create financial accruals that post to NetSuite financials everynight based on invoices that overlap the customers that you identify by your period-based accrual record.

- **iTPM -> Setup -> Period Accruals -> NEW**
- **Part 1:** Enter the accrual information:
 - Subsidiary: Accruals only created for customers and invoices in this subsidiary.
 - Accrual Name: Create a name to help you find this in a list.
 - Percent: This percent is applied to the invoiced amount before taxes.
 - Memo: Optional: Add a memo
 - Start and End Dates: Invoices between these dates are used to create the accrual
 - Debit and Credit GLs: Accruals use these GLs in the accrual.
- **Part 2:** What customers for the accrual?
 - Check checkbox to include ALL CUSTOMERS
 - If not all customers, then select specific customers for the accrual. (Includes sub-customers)
 - What customer do you want to exclude? (Includes sub-customers)
- **Part 3:** To create accruals for ALL items, check the ALL ITEMS checkbox.
 -
- **SAVE**, then see **Part 4 and 5** on the next 2 pages.



 **Note:** If you use customer attributes, each day which customers are included and excluded is dependent upon the stored attributes in the customer record. Changes in the customer attributes today does not change any accrued amounts before today.

 **Note:** If you created an accrual configuration and you need to remove all selections, in version 23.2.1 you'll need to end the old accrual by changing the date, and create a new accrual. Contact support@cgsquared.com if you need help with use-case.

Part 4: Optional: Click the "customer attribute" link to use attributes to include/exclude customers.

 **Helpful Hint:** Your attributes are a one-time [configuration](#).

- iTPM Period Accrual Setup ← → List Search

ID 8	<input type="checkbox"/> CONTRACTED?	INCLUDE CUSTOMER ATTRIBUTE	EXCLUDE CUSTOMER ATTRIBUTE
<input type="checkbox"/> INACTIVE	SHIP START DATE 05/22/2023	INCLUDE CUSTOMER	EXCLUDE CUSTOMERS
SUBSIDIARY CG Squared, Inc. : Honeycomb US-East	SHIP END DATE 12/31/2099	<input checked="" type="checkbox"/> INCLUDE ALL CUSTOMERS	DEPARTMENT Engineering
ACCRUAL NAME Use case #8: All Customers	DEBIT GL 6014 Group Expenses - includes Trade : Trade Promotion Fees		INCLUDE ITEMS
PERCENT 7.0%	CREDIT GL 1361 Accruals : Accruals Current Year		<input type="checkbox"/> INCLUDE ALL ITEMS
MEMO No end date....	CUSTOMER ATTRIBUTE customer attribute		INCLUDE ITEM ATTRIBUTE
			ITEM ATTRIBUTE Item Attribute

Next, you can multi-select in customer attributes, then click **SUBMIT**.



- iTPM Customer Attributes More

|

PERIODBASE ID 8	EXCLUDE CUSTOMER ATTRIBUTE NAME partner
INCLUDE CUSTOMER ATTRIBUTE NAME employee	EXCLUDE CUSTOMER ATTRIBUTE
INCLUDE CUSTOMER ATTRIBUTE - New - Aiden Somerhalder Alex Ring Amy Nguyen Ananyo Kumar	+ - New - ABC Broker AL Systems Ltd E Auctions Online Jasper Supply
} Include customers with these attributes:	} Exclude customers with these attributes:

After SUBMIT, confirm all your include and exclude attribute selections are visible: (yellow highlight)

- iTPM Period Accrual Setup

ID 10	<input type="checkbox"/> CONTRACTED?	INCLUDE CUSTOMER ATTRIBUTE	EXCLUDE CUSTOMER ATTRIBUTE Jasper Supply
<input type="checkbox"/> INACTIVE	SHIP START DATE 05/22/2023	INCLUDE CUSTOMER	EXCLUDE CUSTOMERS
SUBSIDIARY CG Squared, Inc. : Honeycomb US-East	SHIP END DATE 12/31/2024	<input checked="" type="checkbox"/> INCLUDE ALL CUSTOMERS	DEPARTMENT Production : Assembly
ACCRUAL NAME Use case #10: All Customers Except Albertson's	DEBIT GL 6014 Group Expenses - includes Trade : Trade Promotion Fees		INCLUDE ITEMS
PERCENT 6.0%	CREDIT GL 1361 Accruals : Accruals Current Year		<input type="checkbox"/> INCLUDE ALL ITEMS
MEMO No end date....	CUSTOMER ATTRIBUTE customer attribute		INCLUDE ITEM ATTRIBUTE
			ITEM ATTRIBUTE Item Attribute

Part 5: Optional: Click the "item attribute" link to use attributes to include/exclude customers.

- iTPM Period Accrual Setup

ID 15	<input type="checkbox"/> CONTRACTED?	INCLUDE CUSTOMER ATTRIBUTE	EXCLUDE CUSTOMER ATTRIBUTE
<input type="checkbox"/> INACTIVE	SHIP START DATE 01/01/2024	INCLUDE CUSTOMER	EXCLUDE CUSTOMERS
SUBSIDIARY CG Squared, Inc. : Honeycomb US-East	SHIP END DATE 12/31/2030	<input checked="" type="checkbox"/> INCLUDE ALL CUSTOMERS	DEPARTMENT
ACCRUAL NAME License Royalty	DEBIT GL 6014 Group Expenses - includes Trade : Trade Promotion Fees		INCLUDE ITEMS
PERCENT 5.0%	CREDIT GL 1361 Accruals : Accruals Current Year		<input type="checkbox"/> INCLUDE ALL ITEMS
MEMO Example accrual with item filter	CUSTOMER ATTRIBUTE customer attribute		INCLUDE ITEM ATTRIBUTE
			ITEM ATTRIBUTE Item Attribute

Next, you can multi-select in item attributes, then click **SUBMIT**.

- iTPM Item Attributes

PERIODBASE ID
15



INCLUDE ITEM ATTRIBUTE NAME
classification

INCLUDE ITEM ATTRIBUTE

- Accessories
- Consumer Goods**
- Furniture
- Furniture : Home
- Furniture : Office

After SUBMIT, confirm all your include and exclude attribute selections are visible: (yellow highlight)

- iTPM Period Accrual Setup

ID 15	<input type="checkbox"/> CONTRACTED?	INCLUDE CUSTOMER ATTRIBUTE	EXCLUDE CUSTOMER ATTRIBUTE
<input type="checkbox"/> INACTIVE	SHIP START DATE 01/01/2024	INCLUDE CUSTOMER	EXCLUDE CUSTOMERS
SUBSIDIARY CG Squared, Inc. : Honeycomb US-East	SHIP END DATE 12/31/2030	<input checked="" type="checkbox"/> INCLUDE ALL CUSTOMERS	DEPARTMENT
ACCRUAL NAME License Royalty	DEBIT GL 6014 Group Expenses - includes Trade : Trade Promotion Fees		INCLUDE ITEMS
PERCENT 5.0%	CREDIT GL 1361 Accruals : Accruals Current Year		<input type="checkbox"/> INCLUDE ALL ITEMS
MEMO Example accrual with item filter	CUSTOMER ATTRIBUTE customer attribute		INCLUDE ITEM ATTRIBUTE
			Consumer Goods
			ITEM ATTRIBUTE Item Attribute

3.3 EDIT period accruals

Period Accruals typically don't change often. By using attributes to include and exclude customers, new customers are automatically included or excluded as long as they have those attribute fields populated in their customer records.

If you do need to make changes to the accrual, use these steps:

- Go to *iTPM* -> **Setup** -> **Period Accruals**
- **VIEW** a period accrual.
- To change the accrual and include or exclude customers, click EDIT and make changes.



Note: Warning: v23.2.1 does not remember previous selections. [Future road map enhancement]

- You'll need to re-select what you want.
- If you don't want to make changes, click CANCEL... or use the browser back-arrow so you don't lose your previous changes.
- **Always confirm selections are correct after creating your accrual or making changes.**



Note: If you created an accrual configuration and you need to remove all selections, in version 23.2.1 you'll need to end the old accrual by changing the date, and create a new accrual. Contact support@cgsquared.com if you need help with this use-case.



Helpful Hint: Changes to your Period-based accruals today will impact records created tonight and into the future. Your changes do not change historical accruals.

3.4 How to END a period accrual

To end a specific accrual, EDIT the accrual and change the end date.

To stop ALL period accruals, you can do this by changing a script from scheduled to unscheduled.

The map-reduce script "*- iTPM MR Period Based Transactions*" needs to be scheduled if you use this feature.

To turn off this feature you can unschedule the MR script, and/or change the end date to yesterday so no period-accruals will be created from today forward.


3.5 Missing period accruals for a day?

Sometimes the overnight script may not run because your NetSuite instance is down for maintenance or an update. When this happens, you have the option to manually run the map-reduce script with a parameter that tells the script the date of the missing period-accruals.

- Step 1: Identify the date with the missing period-accruals.
Use saved searches, NetSuite workbooks, and or other reports to identify the specific date where period-accruals are missing.
- Step 2: Go to **Customizations -> Scripting -> Script Deployments**
- Step 3: Find and EDIT the Map/Reduce script *iTPM MR Period Based Transactions*
- Step 4: Go to the parameter tab and change the date from BLANK to the date of the missing accruals.
- Step 5: Change STATUS to NOT SCHEDULED, and SAVE & Execute.

The screenshot shows the 'Script Deployment' configuration interface. At the top, there are buttons for 'Save', 'Cancel', 'Change ID', and 'Actions'. The script name is '- iTPM MR Period Based Transactions'. The 'TITLE' field contains '- iTPM MR Period Based Transactions'. The 'ID' is 'customdeploy_itpm_mr_periodbased_transac' and it is marked as 'DEPLOYED'. On the right side, the 'STATUS' dropdown is set to 'Not Scheduled'. Other settings include 'LOG LEVEL' set to 'Error', 'EXECUTE AS ROLE' set to 'Administrator', 'PRIORITY' set to 'Standard', 'CONCURRENCY LIMIT' set to '1', 'YIELD AFTER MINUTES' set to '60', and 'BUFFER SIZE' set to '1'. At the bottom, the 'Parameters' tab is selected, showing 'INCLUDE CUSTOMER ATTRIBUTE' with 'salesrep' and 'EXCLUDE CUSTOMER ATTRIBUTE' with 'partner'. The 'DATE' parameter is set to '06/23/2023'.

- Step 7: When the MR script is done processing, confirm the missing accrual records are created and correct.
- Step 8: REPEAT STEPS 1 to 3, and **change the DATE parameter to BLANK, and status to SCHEDULED.**

 **Note:** You will have missed period-accruals for every day you forget to schedule the ' iTPM MR Period Based Transactions' MR script, and/or every day you forget to set the parameter date to BLANK.

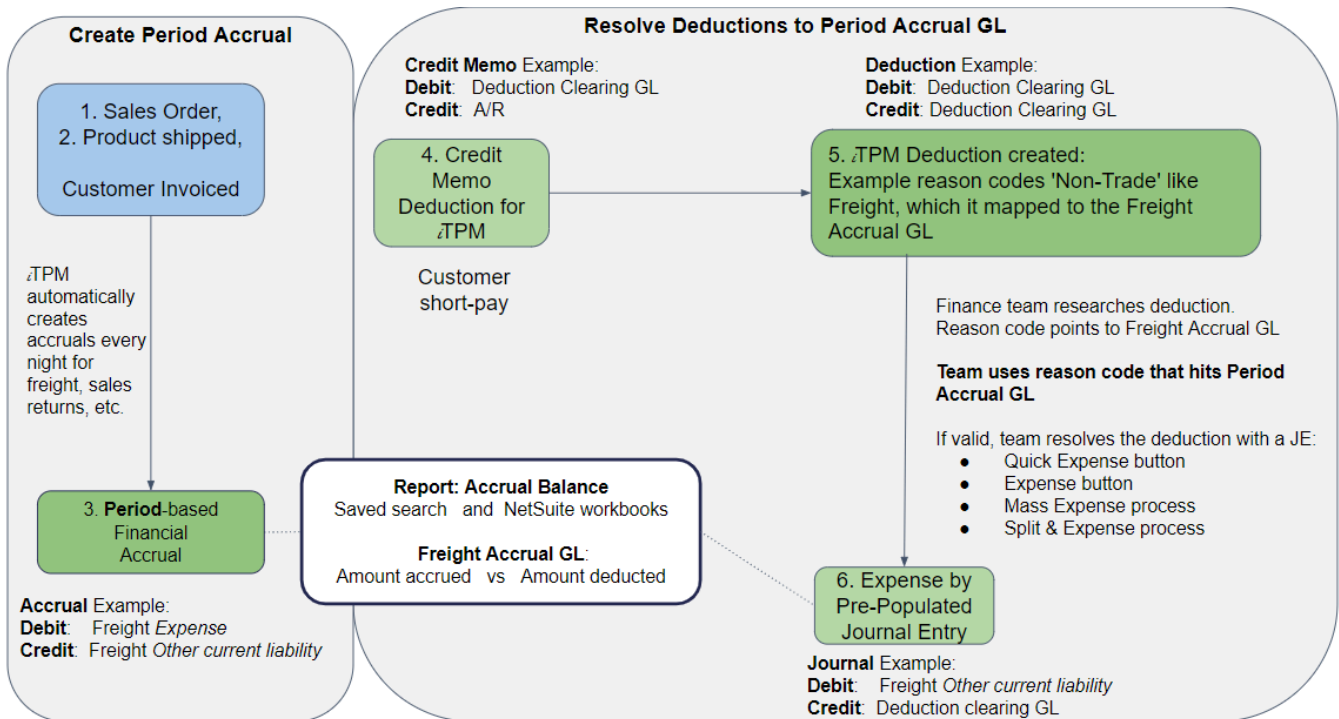
3.6 Period Accrual visibility and reporting

Here are three ways you have visibility to your period-based accruals using NetSuite reports, saved searches, and/or NetSuite Workbooks:

- **Accruals:** iTPM period-accruals have these attributes on every transaction to know when, why and how much went into your accrual fund:
 - Customer
 - Item
 - Invoice
 - Transaction and posting dates.
 - Accrual rate and amount.
- **Non-Trade Resolutions:** When you resolve an open deduction with a reason code, you have these attributes on every transaction:
 - Customer and customer's deduction reference #s
 - Credit Memo, and associated short-paid Invoice(s)
 - Reason code
 - Amount
- **GL Ending Balance:**
 - Ending balance shows you accruals to date minus deduction resolutions to date.
 - Negative or positive balance tells you if you under or over accrued for non-trade as of today.

The following chart shows how iTPM can help with accrual visibility:

- Reports of transactions in boxes 1, 2 and 3 tell you what was accrued.
- Reports of transactions in boxes 5 and 6 tell you how the accrual was used.
- The difference in the accrual GL tells you the difference of accrual in-flows vs out-flows.



To see your period-accrual transaction, go to **iTPM -> Accruals -> Period Accruals**

- iTPM Period Accruals w/ filters: Results Learn about NetSuite Analytics Warehouse List Search Audit

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

FILTERS

TYPE: -iTPM Accrual DATE CREATED: All FROM: TO: PERIOD: STYLE: Normal

EDIT VIEW	INTERNAL ID	DATE	PRINT	TYPE	ACCRUING TRANSACTION	CUSTOMER	PERIOD BASED ACCRUALS ID	EVENT TRIGGER	AMOUNT (FOREIGN CURRENCY)	ACCOUNT (GROUPED)	AMOUNT	PERIOD	DEPART
Edit View	23308	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000080	Walmart	2	Period-Based	(\$1.00)	4000 - Sales : 4001 - Trade Promotion (contra revenue)	-1.00	May 2024	Retail
Edit View	23308	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000080	Walmart	2	Period-Based	\$0.10	4000 - Sales : 4001 - Trade Promotion (contra revenue)	0.10	May 2024	Retail
Edit View	23308	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000080	Walmart	2	Period-Based	\$0.90	2016 - Accrued trade spend	0.90	May 2024	Retail
Edit View	23309	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000081	Publix	2	Period-Based	(\$3.50)	4000 - Sales : 4001 - Trade Promotion (contra revenue)	-3.50	May 2024	Retail
Edit View	23309	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000081	Publix	2	Period-Based	(\$39.99)	4000 - Sales : 4001 - Trade Promotion (contra revenue)	-39.99	May 2024	Retail
Edit View	23309	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000081	Publix	2	Period-Based	\$43.49	2016 - Accrued trade spend	43.49	May 2024	Retail
Edit View	23310	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000082	UNFI (East & West)	2	Period-Based	(\$39.99)	4000 - Sales : 4001 - Trade Promotion (contra revenue)	-39.99	May 2024	Retail
Edit View	23310	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000082	UNFI (East & West)	2	Period-Based	\$39.99	2016 - Accrued trade spend	39.99	May 2024	Retail
Edit View	23311	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000081	Publix	3	Period-Based	\$17.48	6011 - Trade Promotion : 6013 - Marketing / Trade	17.48	May 2024	Sales
Edit View	23311	05/16/2024	Print	- iTPM Accrual	Invoice #INV10000081	Publix	3	Period-Based	\$199.98	6011 - Trade Promotion : 6013 - Marketing / Trade	199.98	May 2024	Sales

You also have visibility to period accruals through NetSuite workbooks like the one below:

Workbook - iTPM 520 Financial PERIOD-based Accruals (2SDF) Employee

1 - Accruals by ID 2 - Period-Accruals by day 3 - Accrual by Customer and Accrual 4 - Accrual By Customer, Invoice Today

Company Name	Period Based Accrual Name	Accruing Transaction...	iTPM Amount (Sum)	Amount as % Accru...	
Grand Total			12,787.00	301.84	2.36 %
Publix			8,698.00	260.95	3.00 %
	Live Accrual for BDF Publix	4,349.00	217.46	5.00 %	
	Freight	4,349.00	43.49	1.00 %	
UNFI (East & West)			3,999.00	39.99	1.00 %
	Freight	3,999.00	39.99	1.00 %	
Walmart			90.00	0.90	1.00 %
	Freight	90.00	0.90	1.00 %	

CG Squared, Inc. and this User Guide



CG Squared designs, develops and supports the iTPM SuiteApp. CG Squared, or CG², stands for **C**onsumer **G**oods **C**onsulting **G**roup. Our passion and 100% focus is trade promotion for the CG industry. We have more than 30 years experience delivering closed-loop, trade promotion management solutions. CG² is committed to providing you world-class software and services:

- **Implementation services** to get iTPM configured, installed and ready for live production.
- **Training**, so your staff can efficiently use iTPM for trade promotion management.
- **Help Desk** support to answer your questions and help solve any issues.
- **Ongoing software enhancements**, with two new releases scheduled every year.
- Optional **TPM best-practices consulting**.

Learn more and follow our TPM blog at www.CGquared.com.

CG² services are bound to terms of service of the Professional Services Agreement between the parties.

iTPM Closed Loop Trade Promotion Management

iTPM is a native SuiteApp built for NetSuite. iTPM is published and installed into your NetSuite account as a managed bundle. CG² works to make new releases of iTPM backward compatible so you can enjoy new features every few months.

This User Guide is written for people that need to manage trade and non-trade accruals.

This manual has been designed for two-sided printing to save paper!

We invite you to follow our iTPM blog at www.i-TPM.com.

Because we publish updates to iTPM twice each year, features and screenshots in this User Guide may not match what you see in iTPM. This document is not intended to be a reference for NetSuite features, functionality and version releases.

The iTPM Subscription is bound to terms of service of the iTPM License Agreement between the parties.

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