

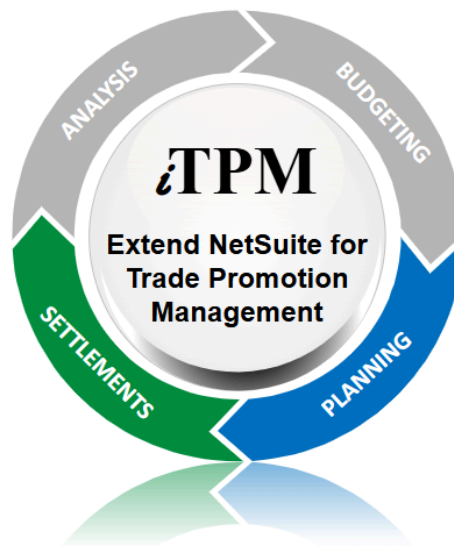
Integrated Trade Promotion Management



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

Four types of Accruals: Three configurations for Event-based, and one for Period-based

- **Event-Based** and **Allocated Daily**: Accruals are based on promotional events.
- **Period-Based**: Accruals are based on what you sell to direct customers. No promotion required.

Event-Based Accruals [Visibility & Reporting](#) [How to correct an accrual](#) , and [Allocated Daily Accruals](#)

No Financial Impact:

[Event Accrual Log](#)

- Does not impact any NetSuite financials
- **Accrual** Subtab in the promotion, **Log** sublists
- 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

[Log configuration option:](#)

- Configure: **iTPM -> Setup -> Event Accruals**
- 'Create log?' always checked for Event Accruals, option for Daily Accruals.

Financial Impact:

[Event Accruals](#)

– or –

[Daily Accruals*](#)

* Option to create daily, weekly or monthly event accruals.

- NetSuite financial transactions : "- iTPM Accrual"
- **Accrual** Subtab in the promotion, **Financial** sublist
- Saved search: **iTPM -> Accruals -> Event Accruals**
- Event-Trigger is based on changes to the promotional event
- One record created for every event-trigger and promotion

[Event configuration options:](#)

- Configure: **iTPM -> Setup -> Event Accruals**
- Do iTPM events fund accruals?
- Do iTPM Settlements hit accrual GL?
- Debit and credit GLs to use when creating accruals

[Allocated Daily configuration Options:](#)

Period-Based Accruals (Also known as 'live' accruals) [Visibility & Reporting](#)

Financial Impact:

[Period Accrual](#)

- 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

[Configuration options:](#)

- 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 dates.
- 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.

Some of these limitations are eliminated by the Allocated Daily Accruals. See [chapter 4](#) for details.



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

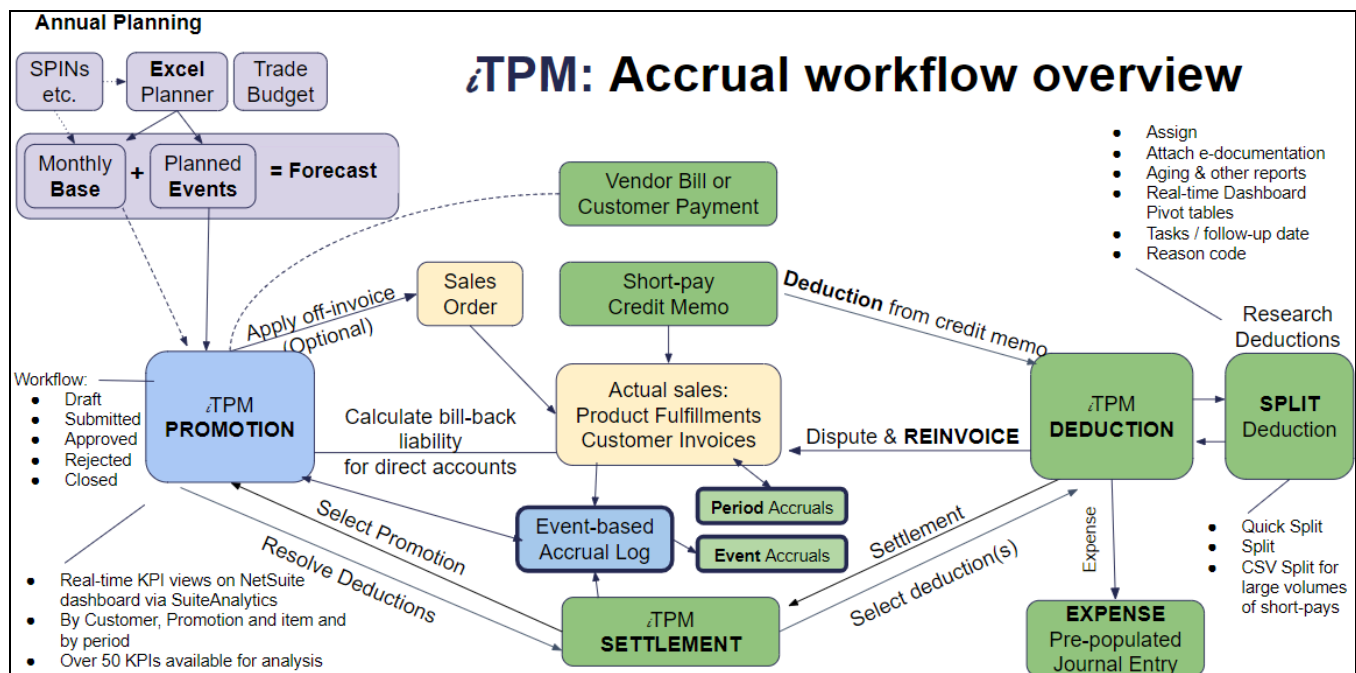
- Event-Based: Use iTPM to create financial accruals based on promotional events.
- Period-Based: Use iTPM to create financial accruals based on what you invoice
- Option to configure iTPM to create either or both event and period-based accruals.

2.0 iTPM Event-based Accrual

Event-based accruals use iTPM promotions to calculate what you need to accrue in anticipation of customer deductions and direct payments.

Here are the three ways to use iTPM for your promotional accruals:

- Use **Promotion KPIs** at a point in time and manually create your financial accruals.
- Use the **Event-based Accrual Log** and manually create your financial accruals.
- Configure iTPM to **automatically create event-based financial accruals**
- **Note: Period Accruals** are also financial accruals, but they are not connected promotions. Changes to promotions have no impact on period accruals.



Helpful hint: Before configuring event-accruals, read chapter 4 for a simpler approach to event-based accruals. You can only use Event-based or Daily-Accruals for any promotion type. Allocated Daily Event Accruals are iTPM's newest accrual type. (New in version 25.1.2)



Helpful hint: If you don't create promotions, iTPM can't create event-based accruals. Skip ahead to the [Period-based](#) section in this user guide.

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"

Workbook | - iTPM 530 EVENT-based Accruals (2SDF) ⓘ Employee

1 - By Customer by event trigger | 2 - By promotion type & event trigger +

DATASET		LAYOUT		1 filter applied Remove all				
- iTPM 530 EVENT-based Accru...		Rows	Columns	Date within this year				
Company Name	T	Company Name	Event Trigger	Event Trigger				
Date	T			New Promotion-BB	New Promotion-LS	Transaction	Grand Total	
Date Created	T			iTPM Amount (Sum)	iTPM Amount (Sum)	iTPM Amount (Sum)	Grand Total iTPM ...	
Document Number/ID	T							
Event Trigger	T							
Financial Customer	T							
Financial Promotion	T							
Internal ID	#							
iTPM Amount	#							
Period Based Accruals Id	T							
Posting Period	T							
Promotion Type	T							
Grand Total				2,250.00	2,000.00	652.40	4,902.40	
Publix				2,250.00	2,000.00	652.40	4,902.40	

Create Calculated Measure

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.



Helpful Hint: You can use NetSuite workbooks to help validate and track accruals vs promotion KPIs.

iTPM Analysis User Guides have for more details.

In NetSuite, go to **iTPM -> Help -> Analysis** or go to www.i-TPM.com/analytics

- Section 5.1: iTPM 510 Accrual Log Workbook
- Section 5.2: iTPM 520 Period-based Accrual Workbook
- Section 5.3: iTPM 530 Event-Based Accrual Workbook.

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 tracks changes 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)
Daily Event Accrual	Alternative to all of the above event triggers with accruals by day, week or month.

Where to find the Accrual Logs:

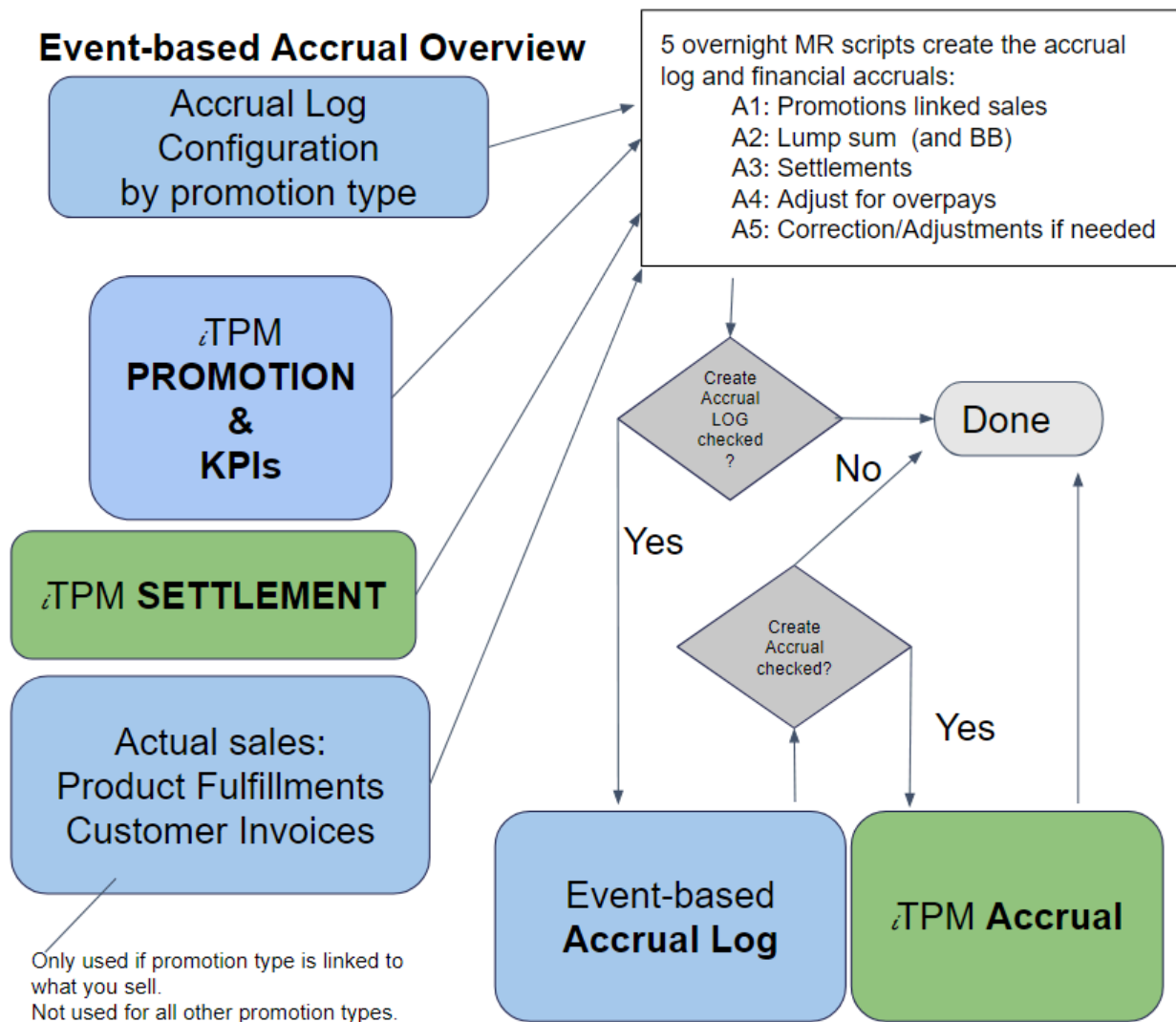
- Visible in the promotion under the *Accrual* subtab.
 - Log Summary: This shows you a summary of the changes by day by Event Trigger
 - Log Detail: This shows you the actual log records with all the details
- Compare Accrual Logs across promotions
 - **iTPM -> Accruals -> Accrual Log**
 - Available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

2.3 How Event-based accruals work



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-based 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			
<div> Edit Back Print Actions </div>			
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)

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 Search

Edit Back Actions

ID 25 OWNER iTPM Demo DATE CREATED 04/14/2023 4:22 pm LAST MODIFIED BY 02/24/2025 9:43 pm iTPM Demo <input type="checkbox"/> INACTIVE	iTPM PROMOTION TYPE Scan / Indirect (Sett hit accrual, acc GLs Fixed) <input checked="" type="checkbox"/> CREATE ACCRUAL LOG RECORDS? <input checked="" type="checkbox"/> iTPM EVENTS FUND ACCRUALS? <input checked="" type="checkbox"/> iTPM SETTLEMENTS HIT ACCRUAL? <input checked="" type="checkbox"/> CREATE ACCRUALS FOR OVERPAYS? DEPARTMENT Sales <input type="checkbox"/> ALLOCATE ACCRUALS DAILY	CURRENT YEAR GL FOR DEBIT 4009 Sales : Trade Promotion (contra revenue) CURRENT YEAR OVERPAY GL FOR DEBIT 4009 Sales : Trade Promotion (contra revenue) LAST YEAR GL FOR DEBIT 4009 Sales : Trade Promotion (contra revenue) LAST YEAR OVERPAY GL FOR DEBIT 4009 Sales : Trade Promotion (contra revenue) POST AUDIT GL FOR DEBIT 4009 Sales : Trade Promotion (contra revenue)	CURRENT YEAR GL FOR CREDIT 1361 Accruals : Accruals Current Year CURRENT YEAR OVERPAY GL FOR CREDIT 1361 Accruals : Accruals Current Year LAST YEAR GL FOR CREDIT 1362 Accruals : Accrual Last Year LAST YEAR OVERPAY GL FOR CREDIT 1362 Accruals : Accrual Last Year POST AUDIT GL FOR CREDIT 1364 Accruals : Accruals Post Audit
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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 if department is not populated in the item.

Create Accruals Daily checkbox: See [chapter 4](#) to learn how iTPM creates daily allocated event accruals.

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.)

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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.

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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**

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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 displays the NetSuite Analytics Workbook interface. The top navigation bar includes tabs for Activities, iTPM, Billing, Customers, Vendors, Financial, Reports, Analytics (selected), Documents, Setup, and Payments. The workbook title is "Workbook - iTPM Orig 510 Accrual Log" with a "Shared with me" status. Below the title, there are navigation icons and a filter bar showing "Accrual log by period", "- iTPM Accrual Log Analysis", "Accrual log by item", "by customer 2023" (selected), and "2 - By Customer and Activity".

The interface is divided into three main sections: DATASET, LAYOUT, and a Pivot Table.

DATASET: Lists fields from the "- iTPM 510 Accrual Log (2SDF)" dataset, including Accrual Amount, Accruing Transacti..., Condition, Customer, Date Accrued, Description, Event Trigger, ID, Item, Item Class, and iTPM Customer.

LAYOUT: Shows the pivot table configuration. Rows are set to "iTPM Customer". Columns are set to "Accrual Amount (Sum)". A "Drop fields" button is visible. A "Measures" section contains a "Create Calculated Measure" button.

Pivot Table: Displays the results of the pivot table. It has two filters applied: "Ship date - End (Year) any of 2023" and "Ship date - Start (Year) any of 2023". The table lists customers and their corresponding accrual amounts.

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.

Log Summary • Log Detail • Financial Accruals • Financial Accrual Detail •												
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		
Accrual Reversal												

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:

Log Summary • Log Detail • Financial Accruals • Financial Accrual Detail •												
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.

Planning	Allowances	Estimated Quantity	Retail Info	KPI's	Settlements	Reports	Files	Communication	Workflow	Tasks	System Information	Accrual	Overlapping P
LAST ACCRUAL RUN 06/27/2024 1:02 am		EXPECTED LIABILITY : PROMOTIONS 1,681.25			SETTLEMENT			NET LIABILITIES : PROMOTIONS 1,681.25			OVERPAYS : PROMOTIONS 0.00		
Log Summary • Log Detail • Financial Accruals • Financial Accrual Detail •													
1 to 25 of 58													
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	

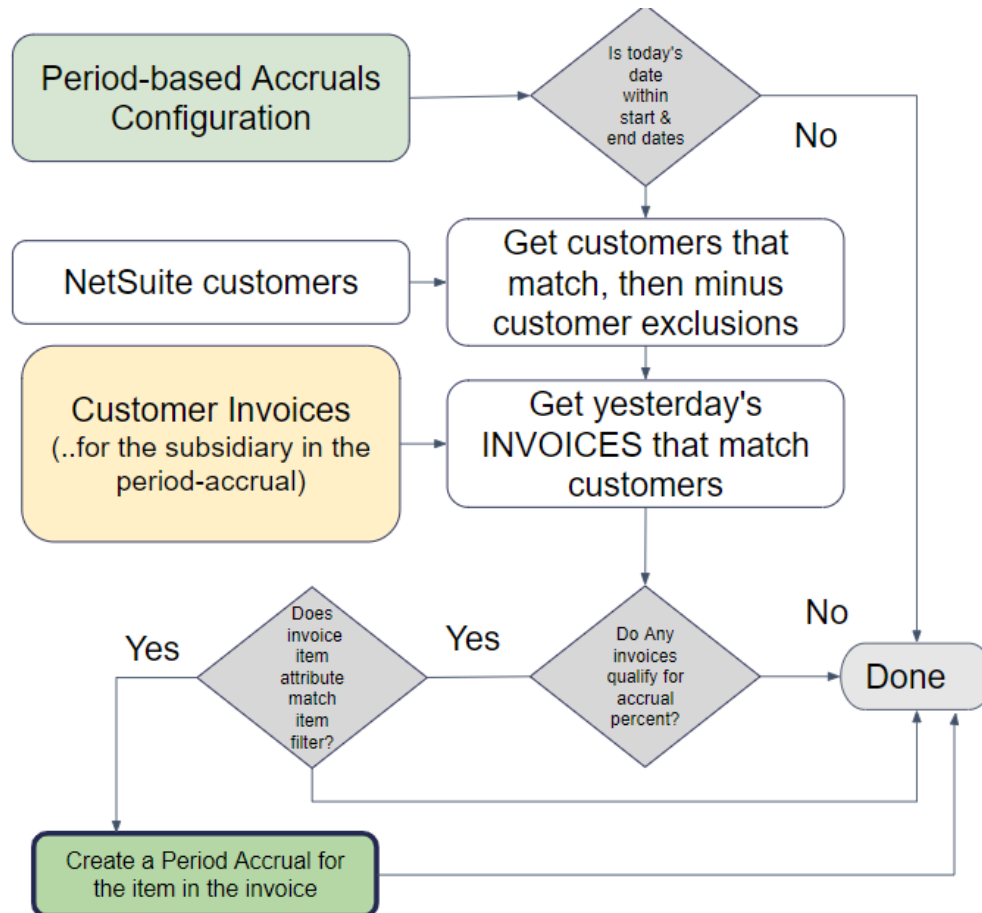
3.0 Period-Based Accruals (a.k.a. Live Accruals)



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)

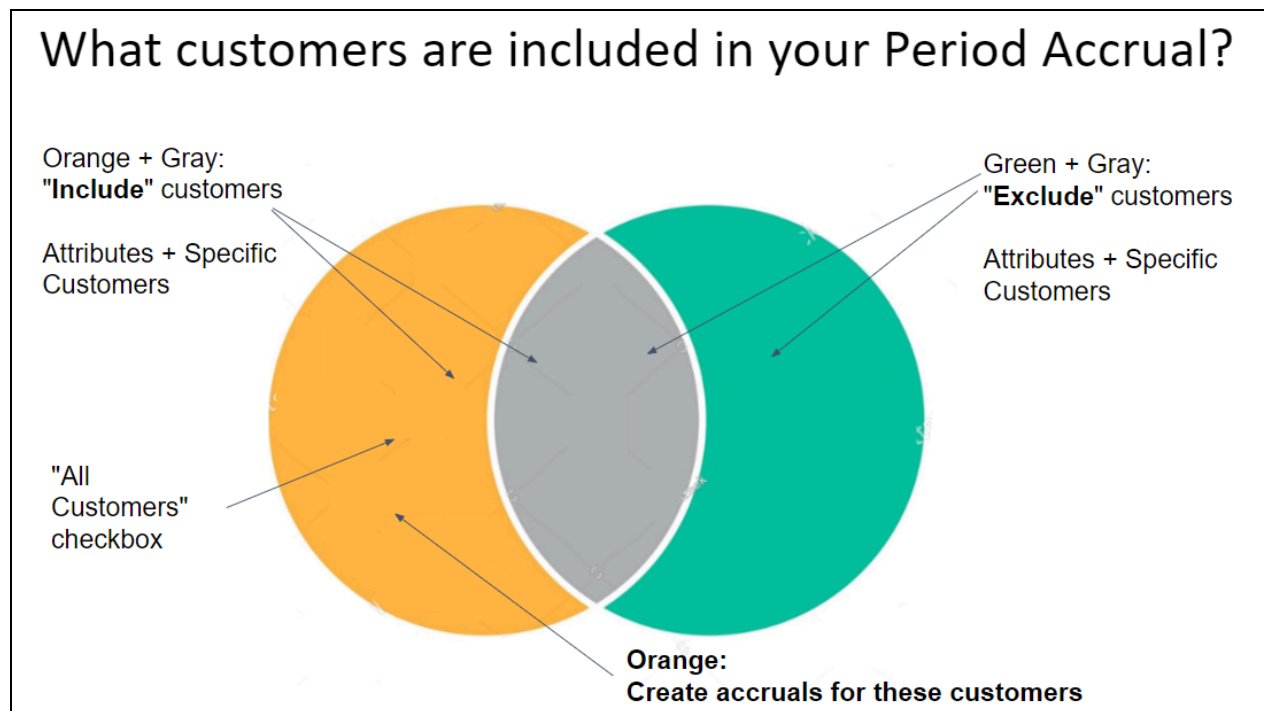
- **Exclude customers:** These are specific customers you select. iTPM also excludes their sub-customers.
- **Exclude Attribute:** Include customers that have a specific attribute .

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 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:

Script Deployment

[←](#) [→](#) [List](#) [Search](#)

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

SCRIPT
- iTPM UE Period Based Accruals

APPLIES TO
- iTPM Period Accrual Setup

ID
customdeploy_itpm_period_based_accruals

☒ DEPLOYED

STATUS
Released

EVENT TYPE

LOG LEVEL
Error

EXECUTE AS ROLE
Current Role

[Audience](#) • [Scripts](#) • [Parameters](#) • [Context Filtering](#) • [Execution Log](#) • [System Notes](#)

- iTPM INCLUDE CUSTOMER ATTRIBUTE
partner

- iTPM EXCLUDE CUSTOMER ATTRIBUTE
employee

Suitelet parameter for Customer Include:

Script Deployment

[←](#) [→](#) [List](#) [Search](#)

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

SCRIPT
- iTPM SU Period Based Accruals

TITLE
- iTPM SU Period Based Accruals

ID
customdeploy_itpm_su_include_periodbased

☒ DEPLOYED

STATUS
Released

EVENT TYPE

LOG LEVEL
Error

EXECUTE AS ROLE
Current Role

☐ AVAILABLE WITHOUT LOGIN

URL
/app/site/hosting/scriptlet.nl?script=2004&deploy=1

[Audience](#) • [Links](#) • [Parameters](#) • [Execution Log](#) • [System Notes](#)

INCLUDE CUSTOMER ATTRIBUTE
employee

EXCLUDE CUSTOMER ATTRIBUTE
partner

MR Script parameter for creating the period accruals:

Script Deployment

[←](#) [→](#) [List](#) [Search](#)

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

SCRIPT

- iTPM MR Period Based Transactions

TITLE

- iTPM MR Period Based Transactions

ID

customdeploy_itpm_mr_periodbased_transac

☒ DEPLOYED

STATUS

Not Scheduled

SEE INSTANCES

[Status Page](#)

LOG LEVEL

Error

EXECUTE AS ROLE

Administrator

PRIORITY

Standard

CONCURRENCY LIMIT

1

☐ SUBMIT ALL STAGES AT ONCE

YIELD AFTER MINUTES

60

BUFFER SIZE

1

[Schedule](#) • [Parameters](#) • [Execution Log](#) [System Notes](#)

INCLUDE CUSTOMER ATTRIBUTE

salesrep

EXCLUDE CUSTOMER ATTRIBUTE

partner

DATE

☐ ALLOW ACCRUALS FOR CUSTOMERS ABOVE TRANSACTION SUB

INCLUDE ITEM ATTRIBUTE

class

Suitelet parameter for item attribute filter:

Script Deployment

[←](#) [→](#)

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

SCRIPT

iTPM SU Item Attribute Period based

TITLE

iTPM SU Item Attribute Period based

ID

customdeploy_itpm_su_itemattribute

☒ DEPLOYED

STATUS

Released

EVENT TYPE

LOG LEVEL

Error

EXECUTE AS ROLE

Current Role

☐ AVAILABLE WITHOUT LOGIN

URL

/app/site/hosting/scriptlet.nl?script=1254&deploy=1

[Audience](#) • [Links](#) • [Parameters](#) • [Execution Log](#) [System Notes](#)

- iTPM ITEM ATTRIBUTES

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.

- iTPM Period Based Accruals
List Search Customize

Save
Cancel

☐ INACTIVE
SUBSIDIARY *
ACCRUAL NAME *
PERCENT
MEMO

☐ CONTRACTED?
SHIP START DATE
SHIP END DATE
DEBIT GL
CREDIT GL

INCLUDE CUSTOMER
☐ INCLUDE ALL CUSTOMERS

EXCLUDE CUSTOMER

Part 1: Enter the accrual: Percent rate, dates, and financial impact

Part 2: Create accruals for which customers?

SAVE then VIEW your accrual for Part 3, Customer "Attributes"



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

Submit | **Cancel**

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

Submit **Cancel**

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
			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' window for the script 'iTPM MR Period Based Transactions'. The 'Parameters' tab is selected, showing the following configuration:

- SCRIPT:** - iTPM MR Period Based Transactions
- TITLE ***: - iTPM MR Period Based Transactions
- ID:** customdeploy_itpm_mr_periodbased_transac
- DEPLOYED:** ☒
- STATUS:** Not Scheduled
- LOG LEVEL:** Error
- EXECUTE AS ROLE:** Administrator
- PRIORITY *:** Standard
- CONCURRENCY LIMIT:** 1
- SUBMIT ALL STAGES AT ONCE:** ☐
- YIELD AFTER MINUTES *:** 60
- BUFFER SIZE *:** 1
- INCLUDE CUSTOMER ATTRIBUTE:** salesrep
- EXCLUDE CUSTOMER ATTRIBUTE:** partner
- DATE:** 06/23/2023

At the bottom, there are tabs for 'Schedule', 'Parameters' (selected), 'Execution Log', and 'System Notes'.

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.

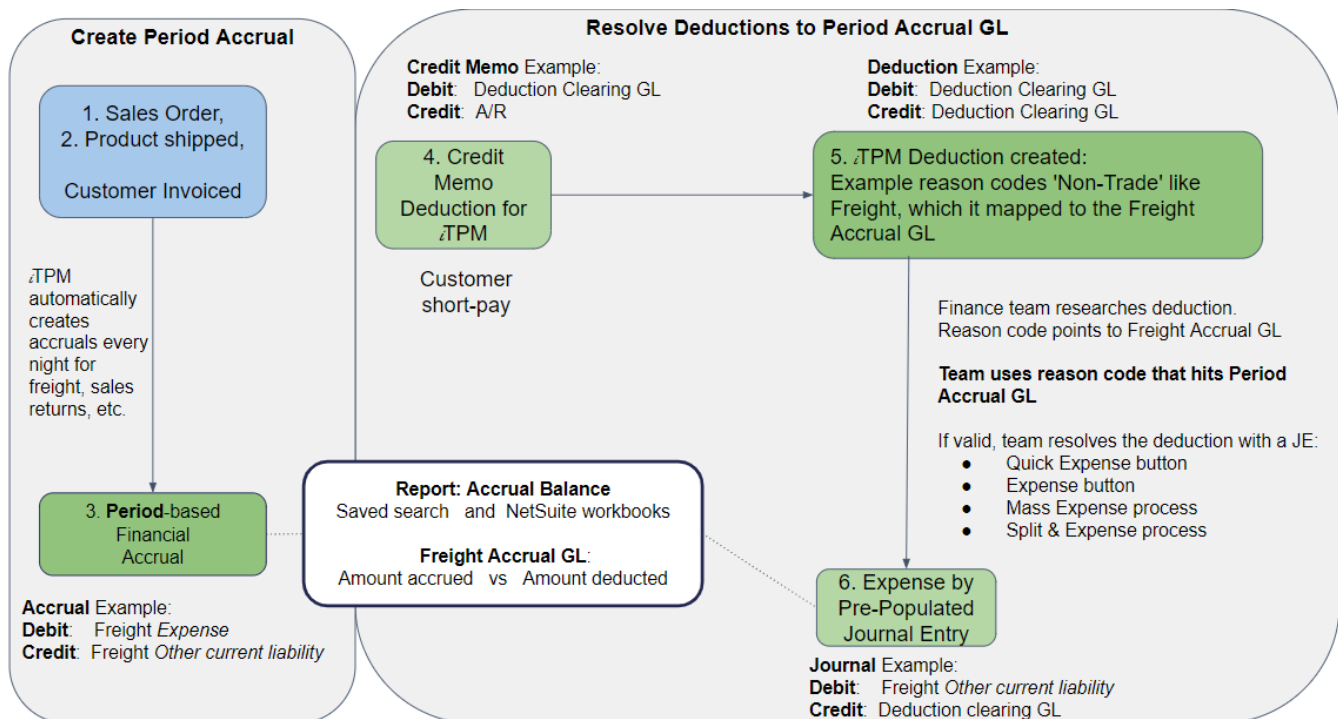
3.6 Period Accrual visibility and reporting

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**

<

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				
DATASET LAYOUT				
- iTPM 520 Financial PERIOD-b...				
Accrual % #				
Accrual Name T				
Accruing Transa... #				
Accruing Transactio... #				
Company Name T				
Customer T				
Date (Accrual) T				
Date Created T				
Document Number/ID T				
Event Trigger T				
Financial Customer T				
Grand Total				
Company Name		Period Based Accrual	Accruing Transaction...	ITPM Amount (Sum)
Grand Total			12,787.00	301.84
Publix			8,698.00	260.95
Live Accrual for BDF Publix			4,349.00	217.46
Freight			4,349.00	43.49
UNFI (East & West)			3,999.00	39.99
Freight			3,999.00	39.99
Walmart			90.00	0.90
Freight			90.00	0.90
Amount as % Accruing...				
Create Calculated Measure				

4.0 Daily / Weekly / Monthly Allocated Event Accruals



Note: Daily Allocated Event Financial Accruals is a new feature in version iTPM 25.1.2. 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.

The daily event accrual option is a **simplified methodology** of the original event-based accrual documented in [chapter 2](#). Daily accruals was created with these design goals:

- **Self correcting** if the script fails to run one day.
- **Self correcting** if the script created bad data the previous day.
- **Self correcting** if the script is run multiple times in the same day.
- **Self correcting** if the promotion is approved after the promotion starts.
- **Self correcting** if the promotion is back-dated, and promotion linked to sell-in shipments
- Does **NOT** use the accrual log data for its calculations.
- **ONLY ONE accrual record per day per promotion**
 - Only one record per week per promotion if configured for weekly accruals
 - Only one record per month per promotion if configured for monthly accruals
- **Item detail** in the accrual lines (not like the existing transaction accruals)
- **Simplified GL logic...** Only use current year debit and credit GLs
- Works even if the time zone of one subsidiary is different from the 'base' corporate NetSuite server time zone.

Here are the pros-and-cons of this simplified approach versus the event-accruals documented in chapter 1.

Pros of Daily Accruals:

- Lump-sums and bill-backs in promotions that are not linked to sell-in are allocated based on how many days of the promotion is completed. For example, a lump sum is not fully accrued the first day of the promotion. The lump sum is allocated today based on what percent of the promotion is completed.
- All accruals have item level detail in the lines, with no exceptions.

Cons of Daily Accruals:

- To understand why an accrual changed on a specific day, the accrual log is required. (Accrual log records do not impact NetSuite financials.)
- For promotions based on Sell-in, each accrual is not specifically created for each overlapping invoice or fulfillment. If you need this level of detail, then Event-Accruals are a better option.
- If you have long promotions and are configured to create accruals every day, you will have many more accrual records than with event-based accruals.



Helpful Hint: You can configure some promotion types to generate event accruals as described in chapter 1, and other promotion types to generate daily accruals as described in this chapter. The one-time configuration is in [4.3 One-time configuration](#).

4.1 How Daily-Allocated Event-Accruals work

These are the four steps of how daily allocated accruals are calculated for promotion types that have the "*Allocate Accruals Daily*" configuration checkbox checked. These steps are done every time the daily accrual script runs for promotion types that have "*Allocate Accruals Daily*" checked. See configuration details in [section 4.3](#)

1. **Calculate what the promotion's accrual should be as of today**, including the daily allocation factor.

- The daily allocation is the percent of the promotion that is completed.
Example: Day 2 of a 10 day promotion, 2/10 or 20% of the promotion is completed.
- Use the promotion KPIs by item. (don't include KPI records marked 'inactive')
 - Scroll to the bottom of the page under the KPI subtab in the promotion to see these KPIs.
- Daily event-accrual configuration: Use Expected Liability or Net Liability for accrual by item:
 - If Settlements directly hit the accrual, use Expected Liability.
 - If Settlements do not directly hit the accrual, then use Net liability KPI.
- Use a different % allocation based on the promotion's method of payment:

For a Lump sum: Always % of days completed.

For the Bill-Back and Net-Bill method of payment:

IF "*Do no update liability...*" is CHECKED: Allocation factor is % of days completed

IF "*Do no update liability...*" is NOT CHECKED: Allocation factor is always 100%

2. **Sum up the actual iTPM financial e-accruals** in NetSuite already created for the promotion by item.

3. **Calculate the difference** between #1, what the accrual should be, and #2, what it is year-to-date.

- Calculate the difference by promotion by item.
- Note: iTPM 25.1.2 does not include inactive items in newly created accruals.

4. **IF there is a difference between #1 and #2 for any item in the promotion, then create an accrual**

- The accrual amount in the header is the net change, positive or negative.
There can be differences by item in the lines, even though the header net impact is zero.
- For each item, KPI differences by item determine the accrual GL and amount in the lines.
If positive, use current year GLs
If negative, reverse GLs from the stored configurations
Some items can be positive and some can be negative.
 - If the KPI for an item is negative, you'll see "*Decreased*" in the memo
 - If the KPI for an item is positive, you'll see "*Increased*" in the memo
 - If the KPI for an item has no change, you'll see "*No Change*" in the memoThe sum of the differences by item (positive and negative) add up to today's net change.

5. After step 4, the sum of all accruals records for the promotion and for each item will equal #1 above.

Example: Allocated Daily Event Accrual

Consider a 10 day bill-back promotion that starts with an expected liability for \$1,000.

- On the first day,
 - The expected liability for the promotion is \$1,000.
 - An accrual is created for each item for 1/10, or 10% of the \$1,000 by item.
 - See column 3.
- Sometime before the day 2 accrual is created...
 - The expected liability KPI for the promotion is changed to \$1,200.
 - See Column 1 for changes by item.
- When the daily accrual is created on day 2:
 - 2/10, or 20% of the promotion is now completed.
 - 20% of the expected liability is calculated for each item. (Column 2)
 - The difference between accruals year-to-date (Column 3) and what they should be (Column 2) is calculated. (column 4).
 - The overall accrual must increase by \$350, but
 - The accrual increases for three items. The debit and credit GLs match the configuration.
 - The accrual for item 2 will decrease. The debit and credit GLs are reversed for item 2.
 - The accrual created on day two is shown in column 5.
 - The sum of all accruals (column 6) now equals the KPI Net Liability by item. (column 2)

No reversals, just calculate change

Example: **Day 2** of daily accrual for a 4 day promotion with 4 items

Expected Liability changes: \$1,000 to **\$1,200**

Use "Expected Liability" if Settlements hit accrual is checked, or
Use "Net Liability" if Settlement do NOT hit accrual.

	1. Expected Liability for promotion	2. Today's Daily Accrual 2/4 days = 50%	3. Sum of all Accrual records (1 Day so far)	4. Calculate difference (Column 2 minus 3)	5. Create this Accrual record today	6. New sum of all accrual records.
Promotion: Total	\$1,200	x 50% = \$600	\$250	\$350	\$350	\$600
Item 1	\$200	x 50% = \$100	\$10	\$90	\$90	\$100
Item 2	\$100	x 50% = \$50	\$75	(\$25)	(\$25)	\$50
Item 3	\$600	x 50% = \$300	\$15	\$285	\$285	\$300
Item 4	\$300	x 50% = \$150	\$150	\$0	\$0	\$150



Helpful Hint: The above calculations are the same if you decide to create daily, weekly or monthly accruals. The example above was a daily accrual example. If you schedule the script weekly or monthly, accruals are created based on the promotion KPI as of that day and time the script runs.

4.2 Configured as Daily, Weekly or Monthly

The frequency of a map-reduce script determines if your allocated event accruals are daily, weekly or monthly.

- Go to **Customization -> Scripts -> Script Deployments** (Role with appropriate permissions required.)
 - Set you filter to Map Reduce
 - View the map reduce script - *iTPM - MR Daily Accruals*
- Choose the desired frequency (Daily, weekly or monthly)

Schedule • Execution Log System Notes

☐ SINGLE EVENT

☒ DAILY EVENT ☒ Repeat every day(s)

☐ WEEKLY EVENT ☐ Repeat every weekday

☐ MONTHLY EVENT

☐ YEARLY EVENT

START DATE *

START TIME

REPEAT

END BY

☒ NO END DATE

- Change the status from *Not Scheduled* to *Scheduled*.

STATUS *



Note: When you choose the frequency to run the daily accrual script, accruals are created for all promotion types that have "Allocate Accruals Daily" checked. You can't create daily accruals for some promotion types, and monthly accruals for others. Email your CG Squared support team to discuss options.



4.3 One-time configuration of Allocated Accruals

There is a one-time configuration.

1. Go to **iTPM -> Setup -> Event Accruals -> New**
2. Complete the configuration:
 - a. Required: What is the **promotion type**? Example below, "Scan / Indirect (sett hit accrual, Daily Accruals)"
 - b. Optional: Do you want to create non-financial Accrual log records?
 - c. Required: Check "**iTPM Events fund Accruals**"
 - d. Optional: If the promotion type uses the accrual GL, check "**iTPM Settlements hit accrual?**".
 - e. Required: Check "**Allocate Accruals Daily**".
 - f. Required: Populate the **current year Debit GL**.
 - g. Required: Populate the **current year Credit GL**.

- iTPM Event Accrual Setup

← → List Search

Edit Back   Actions

ID

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OWNER

iTPM Demo

DATE CREATED

04/15/2025 7:47 pm

LAST MODIFIED BY

04/17/2025 8:44 am iTPM Demo

☐ INACTIVE

ITPM PROMOTION TYPE

Scan / Indirect (Sett hit accrual, Daily Accruals)

☐ CREATE ACCRUAL LOG RECORDS?

☒ ITPM EVENTS FUND ACCRUALS?

☐ ITPM SETTLEMENTS HIT ACCRUAL?

☐ CREATE ACCRUALS FOR OVERPAYS?

DEPARTMENT

Sales

☒ ALLOCATE ACCRUALS DAILY

CURRENT YEAR GL FOR DEBIT

4009 Sales : Trade Promotion (contra revenue)

CURRENT YEAR OVERPAY GL FOR DEBIT

4009 Sales : Trade Promotion (contra revenue)

LAST YEAR GL FOR DEBIT

4009 Sales : Trade Promotion (contra revenue)

LAST YEAR OVERPAY GL FOR DEBIT

4009 Sales : Trade Promotion (contra revenue)

POST AUDIT GL FOR DEBIT

4009 Sales : Trade Promotion (contra revenue)

CURRENT YEAR GL FOR CREDIT

1361 Accruals : Accruals Current Year

CURRENT YEAR OVERPAY GL FOR CREDIT

1361 Accruals : Accruals Current Year

LAST YEAR GL FOR CREDIT

1362 Accruals : Accrual Last Year


LAST YEAR OVERPAY GL FOR CREDIT

1362 Accruals : Accrual Last Year

POST AUDIT GL FOR CREDIT

1364 Accruals : Accruals Post Audit

Notes Workflow





Note: You can not turn on daily-accruals for any promotions that already have historical event-based accruals created. Email your CG Squared support team to discuss options.

Event accruals for a promotion type must be either Event-Based, or Allocated Daily, not a mix.





Helpful Hint: Only the Current year debit and credit GLs are used by the allocated daily accruals. The other GLs will need to be populated if the promotion type has "Use event accrual credit GLs if promotion is not in the current year?"

4.4 Visibility and Reporting of Allocated Accruals



Below are the only two differences in reporting between event-accruals described in chapter 2 and allocated daily accruals. Go to [section 2.5](#) for details on event accrual visibility and reporting.

1. The event trigger for daily allocated accruals will be "*Daily Event Accrual*". To identify what changes to the promotion impacted accruals, turn on the accrual log.

 - iTPM Accrual 

3691

EditBack

 Actions

▼ Primary Information

ENTRY NO. 3691	<div>EVENT TRIGGER Daily Event Accrual</div>	DATE 04/25/2025
FINANCIAL CUSTOMER Aldi	ITPM AMOUNT 60.00	POSTING PERIOD Apr 2025
SUBSIDIARY Honeycomb US-East	ACCRUING TRANSACTION TOTAL AMOUNT	<input type="checkbox"/> REVERSAL?
MEMO	CURRENCY USA	REVERSAL DATE
	EXCHANGE RATE 1.00	<input type="checkbox"/> VOID ACCRUAL?
		<input type="checkbox"/> ACCRUAL VOIDED?
		VOIDING REVERSAL ID

2. The promotion's percent completion is available in daily allocated accruals.
 - a. This "% of days completed" field for the promotion is blank for event accruals in chapter 2.
 - b. In Daily Allocated accrual, look for the percentage allocation that was used for the accrual:

▼ Event-Based Accrual Info

FINANCIAL PROMOTION Use for daily accrual calculation	ITPM ALLOWANCE
ITPM PROMOTION TYPE Scan / Indirect (Sett hit accrual, Daily Accruals)	ITPM ALLOWANCE RATE
	ITPM ALLOWANCE UNIT

% OF DAYS COMPLETED
60.0%

Lines	Communication	System Information	GL Impact
ACCOUNT			DEBITCREDIT
4009 Sales : Trade Promotion (contra revenue)			10.00
1361 Accruals : Accruals Current Year			10.00
4009 Sales : Trade Promotion (contra revenue)			20.00
1361 Accruals : Accruals Current Year			20.00
4009 Sales : Trade Promotion (contra revenue)			30.00
1361 Accruals : Accruals Current Year			30.00

4.5 How to correct & update Daily Allocated Accruals

Correcting Daily accruals is easy. Correct the promotion's KPIs, and the allocated event accruals will automatically get corrected the next time the daily accrual map-reduce script runs.

For example: Here are KPIs for 4 items in a promotion. Expected Liability is \$600, and accruals match the KPIs.

New - iTPM KPIs													
Attach		Customize View											
EDIT	ID	ITEM #	ITEM DESCRIPTION	UOM	EST BASE QTY	PROMOTED QTY	EST INC QUANTITY	ACTUAL QTY	ACTUAL QTY UOM	EST SPEND	LE SPEND	MAX LIABILITY	EXPECTED LIABILITY
Edit	456326	ACC00002	Digital Single Line Telephone (4400) for support calls	Each	100	100	0	3	3	100.00	100.00	100.00	100.00
Edit	456327	ACC00004	Merlin 4412D: The most powerful features avail in a 12 button display phone	Each	200	200	0	2	2	200.00	200.00	200.00	200.00
Edit	456328	ACC00007	50 Button Digial Console	Each	0	0	0	0	0	0.00	0.00	0.00	0.00
Edit	456329	ACC00008	Legendary Panasonic quality at an affordable price	Each	300	300	0	1	1	300.00	300.00	300.00	300.00
1825310					600.0	600.0	0.0	6.0	6.0	600.00	600.00	600.00	600.00

You determine that estimated units are incorrect for item 2 and 8. (Yellow highlight below)

Simply correct the promotion. KPIs will be automatically updated, and this also corrects the event accruals.

- You can use the **MODIFY** button on the promotion to true up/down your volume:
 - Change the estimated quantity of item Acc002 from 100 to 150, up 50 units
 - Change the estimated quantity of item Acc008 from 300 to 150, down 150 units
- Next, use the **CHANGE PENDING** button to apply these changes.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
12	Days Completed of 10	Item	Rate	Units	Expected Liability	Daily accrual Expected Liability	Sum of Accrual as of NOW	Difference		Accrual record GL	Accrual Record GL	Today's Accrual Amount		Total NEW Accrual for Promotion
13	10													
14		ACC002	\$1.00	100	\$100	\$100	\$0.00	\$100		GL4009	GL1361	\$100	Increase	\$100
15		ACC004	\$1.00	200	\$200	\$200	\$0.00	\$200		GL4009	GL1361	\$200	Increase	\$200
16		ACC007	\$1.00	0	\$0	\$0	\$0.00	\$0		GL4009	GL1361	\$0	No Change	\$0
17		ACC008	\$1.00	300	\$300	\$300	\$0.00	\$300		GL4009	GL1361	\$300	Increase	\$300
18				600	\$600	\$600	\$0.00	\$600		GL4009	GL1361	\$600	<-- Header amount	\$600
19														
20	Days Completed	Item	Rate	Units	Expected Liability	Daily accrual Expected Liability	Sum of Accrual as of NOW	Difference		Accrual record GL	Accrual Record GL	Today's Accrual Amount		Total NEW Accrual for Promotion
21	10													
22		ACC002	\$1.00	150	\$150	\$150	\$100.00	\$50		GL4009	GL1361	\$50	Increase	\$150
23		ACC004	\$1.00	200	\$200	\$200	\$200.00	\$0		GL4009	GL1361	\$0	No change	\$200
24		ACC007	\$1.00	0	\$0	\$0	\$0.00	\$0		GL4009	GL1361	\$0	No change	\$0
25		ACC008	\$1.00	150	\$150	\$150	\$300.00	-\$150		GL1361	GL4009	-\$150	Decrease	\$150
26				500	\$500	\$500	\$600.00	-\$100		GL1361	GL4009	-\$100	<-- Header amount	\$500

- When the KPIs refresh is done, the Expected liability KPI for the promotion changes from \$600 to \$500.
- There's no change for items Acc004 and Acc007, but Acc002 went up, and Acc008 went down.
- On the next page you'll see that updated KPIs under the promotion's KPI subtab reflect these changes.
- The next time the *Allocated Daily Accrual* script runs, an accrual is created so that the sum of all accruals by item will match the Expected Liability KPI by item. The header amount is the net change for all items.
 - You can wait for the next time the scheduled script runs... or
 - You can manually run the script if you need accruals corrected now!
- The next page shows the updated KPIs, accruals, and the 'change' accrual that's created in this example.

New - ITPM KPIs													Attach	Customize View
ID	ITEM #	ITEM DESCRIPTION	UOM	EST BASE QTY	PROMOTED QTY	EST INC QUANTITY	ACTUAL QTY	ACTUAL QTY UOM	EST SPEND	LE SPEND	MAX LIABILITY	EXPECTED LIABILITY		
460226	ACC00002	Digital Single Line Telephone (4400) for support calls	Each	150	150	0	3	3	150.00	150.00	150.00	150.00		
460227	ACC00004	Merlin 4412D The most powerful features avail in a 12 button display phone	Each	200	200	0	2	2	200.00	200.00	200.00	200.00		
460228	ACC00007	50 Button Digital Console	Each	0	0	0	0	0	0.00	0.00	0.00	0.00		
460229	ACC00008	Legendary Panasonic quality at an affordable price	Each	150	150	0	1	1	150.00	150.00	150.00	150.00		
1840910				500.0	500.0	0.0	6.0	6.0	500.00	500.00	500.00	500.00		

Sum of all accruals by item will equal the promotion KPIs by item.

Planning	Allowances	Estimated Quantity	Retail Info	KPI's	Settlements	Reports	Files	Communication	Workflow	Tasks	System Information	Accrual
LAST ACCRUAL RUN				EXPECTED LIABILITY : PROMOTIONS 500.00				SETTLEMENT				
Log Summary Log Detail Financial Accruals • Financial Accrual Detail •												
EDIT	DATE ▲	PERIOD	TYPE	DOCUMENT NUMBER	ACCOUNT	AMOUNT	EVENT TRIGGER	ACCRUING TRANSACTION				
Edit	05/04/2025	May 2025	- ITPM Accrual	3715	4009 Sales : Trade Promotion (contra revenue)	600.00	Daily Event Accrual					
Edit	05/04/2025	May 2025	- ITPM Accrual	3716	4009 Sales : Trade Promotion (contra revenue)	-100.00	Daily Event Accrual					
Total						500.00						

This accrual when added with the previous accruals will sum up to the KPI Expected Liability for the promotion:

- Below, the net accrual amount posted on May 4th is -\$100, which is the next change for all items.
- This -\$100 is the sum of item Acc0002 increasing by \$50, and item Acc0004 decreasing by \$150.

iTPM Accrual

3716

Edit Back Print Refresh Actions

Primary Information

ENTRY NO. 3716	EVENT TRIGGER Daily Event Accrual	DATE 05/04/2025	ACCRUING TRANSACTION
FINANCIAL CUSTOMER Aldi	ITEM AMOUNT -100.00	POSTING PERIOD May 2025	RELATED INVOICE
SUBSIDIARY Honeycomb US-East	ACCRUING TRANSACTION TOTAL AMOUNT	<input type="checkbox"/> REVERSAL?	RELATED SALES ORDER
MEMO	CURRENCY USA	REVERSAL DATE	ACCRUAL QUALIFYING AMOUNT
	EXCHANGE RATE 1.00	<input type="checkbox"/> VOID ACCRUAL?	
		<input type="checkbox"/> ACCRUAL VOIDED?	
		VOIDING REVERSAL ID	

Period-Based Accrual Info

PERCENT	PERIOD BASED ACCRUALS ID	PERIOD BASED ACCRUAL NAME
---------	--------------------------	---------------------------

Event-Based Accrual Info

FINANCIAL PROMOTION Example daily allocated accrual calculation	ITPM ALLOWANCE	ITEM	PROCESSING NOTES
ITPM PROMOTION TYPE Scan / Indirect (Sett hit accrual, Daily Accruals)	ITPM ALLOWANCE RATE	QUANTITY 0	
	ITPM ALLOWANCE UNIT	UNIT	

% OF DAYS COMPLETED
100.0%

Lines	Communication	System Information	GL Impact
ACCOUNT	DEBIT	CREDIT	MEMO
4009 Sales : Trade Promotion (contra revenue)	50.00	Increase	Aldi Engineering Consumer Goods ACC00002 History
1361 Accruals : Accruals Current Year		50.00 Increase	Aldi Engineering Consumer Goods ACC00002 History
1361 Accruals : Accruals Current Year	150.00	Decrease	Aldi Sales Accessories ACC00008 History
4009 Sales : Trade Promotion (contra revenue)		150.00 Decrease	Aldi Sales Accessories ACC00008 History

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.

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