

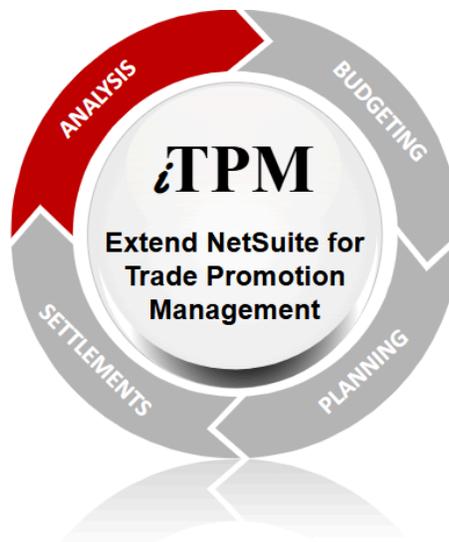
Integrated Trade Promotion Management



Admin User Guide iTPM Analytics: Datasets

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Helpful Hint: When viewing this as a PDF, click on the topic to go directly to that section. To get back to the Table of Contents, click on [User Guide: Analytics](#) at the top of the page. Also available at the bottom of each page: [Quick Reference Link: Analytics](#)

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Quick Reference: Trade Promotion Analysis Datasets

HELP! Email questions & issues to support@cgsquared.com

Documents at www.i-TPM.com/promotion-planning and www.i-TPM.com/deduction-management



Access to Analytics, Datasets and Workbooks: [iTPM data sources your dataset](#)

1. [Create a new dataset](#).
2. [SHARE](#) your dataset with members of your team.
3. [Permission](#) to access NetSuite Analytics

New DATASETS: Use these one-time steps to create new NetSuite datasets: [NetSuite data sources](#)

- [Step 1](#): Go to the **ANALYTICS center tab** and click **NEW dataset**.
- [Step 2](#): Select a **RECORD TYPE**. Example: 'transaction'
- [Step 3](#): Create the **CRITERIA**. Use search to find a field. Drag and drop the field into criteria.
- [Step 4](#): Find **DATA FIELDS**, and drag them into your data set.
- [Step 5](#): Create **FORMULA FIELDS** (if any), and drag them into your data set.

iTPM Data	Description of NetSuite Datasets and Workbooks for iTPM data
Deductions	210 OPEN Deductions : Analyze open deductions by customer and many other attributes.440 220 ALL Deductions : Analyze ALL deductions by customer and many other attributes 230 OPEN Deductions Last Month + more : Open deduction aging as of a specific date.
Resolutions	310 Settlements : Analyze promotional settlements by promotion, customer and item. 320 Journal Entries : Journal entries created by iTPM that resolve open deductions. 330 Statement Charges : Analyze invalid deductions that were reinvoced and recovered. 340 All Resolutions : All of the above in one dataset.
Promotions	410 KPIs by Promotion : Analyze promotions using many metrics. 420 KPIs by Promotion and ITEM : Same metrics with the item dimension. 430 KPIs by Promotion and PERIOD : Same as by promotion with Period dimension. 440 KPIs by Promotion, ITEM and PERIOD : Same as above but with item dimension: 450 iTPM Off-invoice : Analyze iTPM discounts applied to sales orders, invoices and RMAs.
Accruals	510 Accrual Log : Use the event-based log to assess & true-up your period-based accruals. 520 PERIOD Accruals : These are financial accruals, also known as "live accruals". 530 EVENT Accruals : These are financial accruals based on your iTPM Promotions.
Budgeting & Forecasts	610 Budget : Use this to analyze the native NetSuite budget. 810 Base Forecasts : Roll-up iTPM base forecasts by customer, item and other attributes.
Accruals	710 Reconcile Open Deductions to GL : Use this to reconcile open deductions to a GL. 720a DDN Balance Reconciliation : Use this to reconcile deduction balances. 720b Deductions for Balance Reconciliation Use this to reconcile deduction balances. 730 ALL Open Deduction Transactions : Use this to review All Open deductions.
Sales Orders	910 Sales (Invoiced) : Use this to review all sales. 920 Sales Orders : Use this to review all sales orders..

1.0 Introduction to the iTPM Analytics SuiteApp

iTPM Analytics is a SuiteApp library of over 20 pre-build, role-based datasets and workbooks created for iTPM.

After iTPM is installed into your NetSuite production account, these pre-build datasets and workbooks can be installed in your NetSuite instance. See Chapter [10.0 Technical Reference](#) more info.

This user guide will help you to use NetSuite SuiteAnalytics to do Trade Promotion and Deduction Analysis.

iTPM Analytics is described in [SuiteApp.com](#), also accessible in your NetSuite center tab 'SuiteApps'.

Verticals	Count
Advertising	0
Consulting	0
ERP	0
Health	0
IT Services	0
Manufacturing	2
Media and Publishing	0
Nonprofit	0
Other Industry Solutions	0
Wholesale Distribution	1

Overview | Features | Publisher

Pre-built NetSuite Analytics for iTPM

NetSuite Datasets for iTPM

- Criteria filters specific to the workbook
- Measures renamed for end-user readability
- Shared with the appropriate iTPM standard roles

NetSuite Workbooks for iTPM

- Pivot tables to address key issues
- Shared with the appropriate iTPM standard roles

Limited Access

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1.1 What are NetSuite WORKBOOKS and Datasets?

NetSuite workbooks are in SuiteAnalytics. **NetSuite workbooks work like Excel spreadsheets inside NetSuite!** You can create multiple workbooks from the same dataset. A data set defines the data and data fields that are available for your workbooks, pivot tables, lists and graphs.

Advantages include:

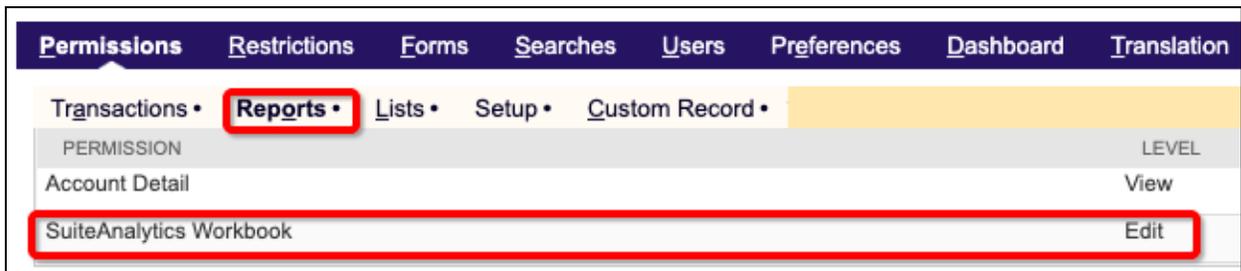
- You can keep your data and pivot tables inside NetSuite without exporting data to Excel.
- Refresh the view anytime for real-time data.
- Create once and done. No need to re-create your pivot table, formulas, etc.
- Share the workbook with other users.
- **Put important pivot views and charts directly on your NetSuite dashboard!**
 - [Promotion KPIs by promotion](#)
 - [Promotion KPIs by promotion and item](#)
 - [Promotion KPIs by promotion and NetSuite period](#)
 - [Promotion KPIs by promotion, item and NetSuite period](#)
 - [Event-based accrual Log](#)
 - [Open Deductions](#)
 - [All Deductions](#)
 - [Settlements](#)
 - [iTPM Journal Entries](#)
 - [iTPM applied off-invoice](#)

1.2 ACCESS to NetSuite workbooks and datasets

If a role has access to SuiteAnalytics, users will see the **ANALYTICS** center tab.



If a user needs access to Analytics, add the following permissions to the role:



1.3 Create a NEW DATASET

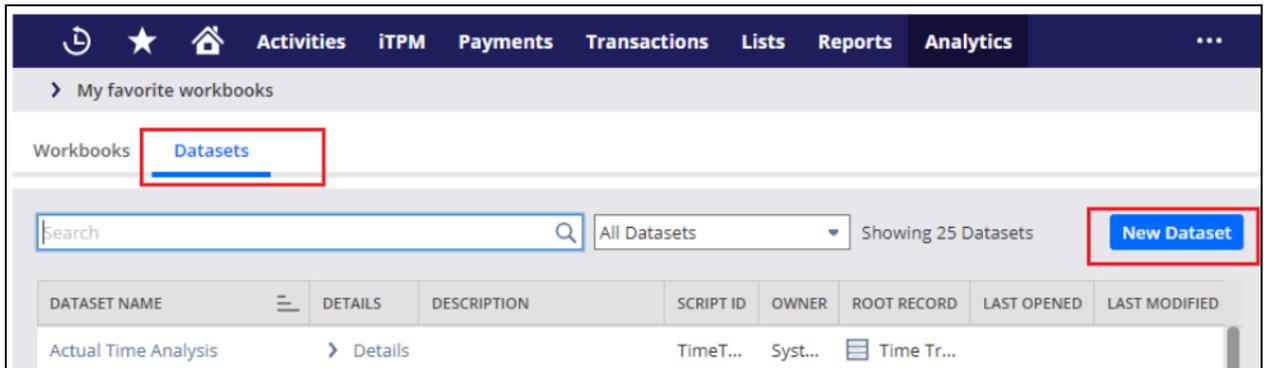
You also have the option for someone on your team to manually create iTPM workbooks and share them with the team. This is a one-time task.

If you manually create datasets, we suggest a 'technical' person on your team create and share iTPM workbooks for your team to use.

Helpful Hint: This User Guide identifies the specifics for each of the following steps by type of iTPM data. There are workbooks specific to deductions, settlements, iTPM journal entries, promotions and the promotion accrual log.

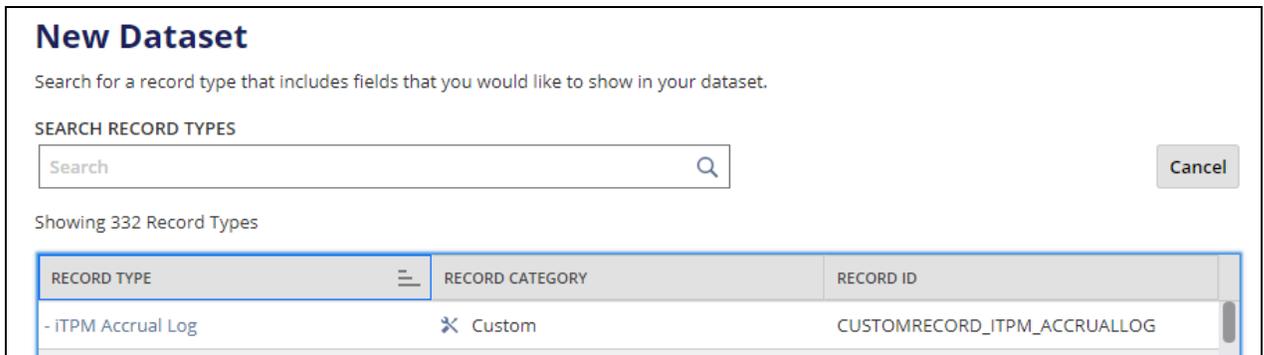
If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

Step 1: Go to the ANALYTICS center tab, click on Datasets and click .

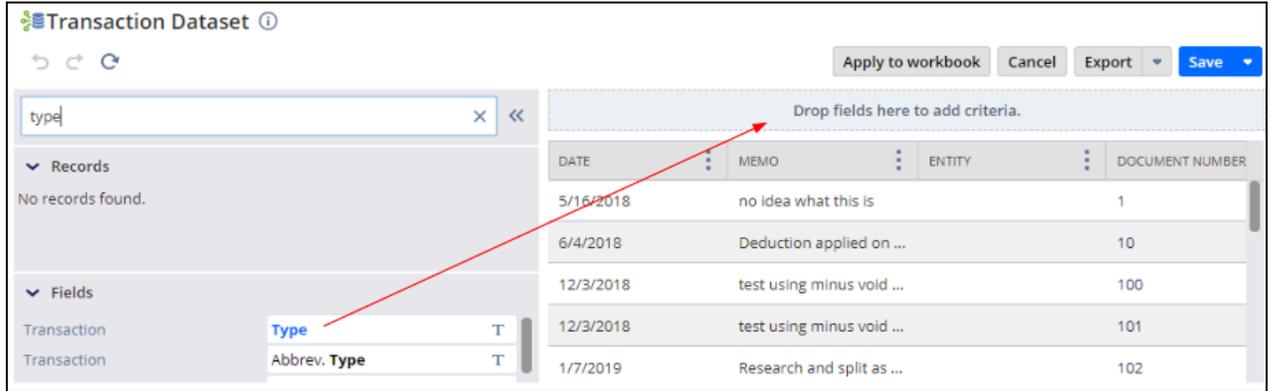


Step 2: Select a RECORD TYPE. Example: 'transaction'

Scroll up & down to find 'transaction', or enter 'transaction' in the search field and click search 

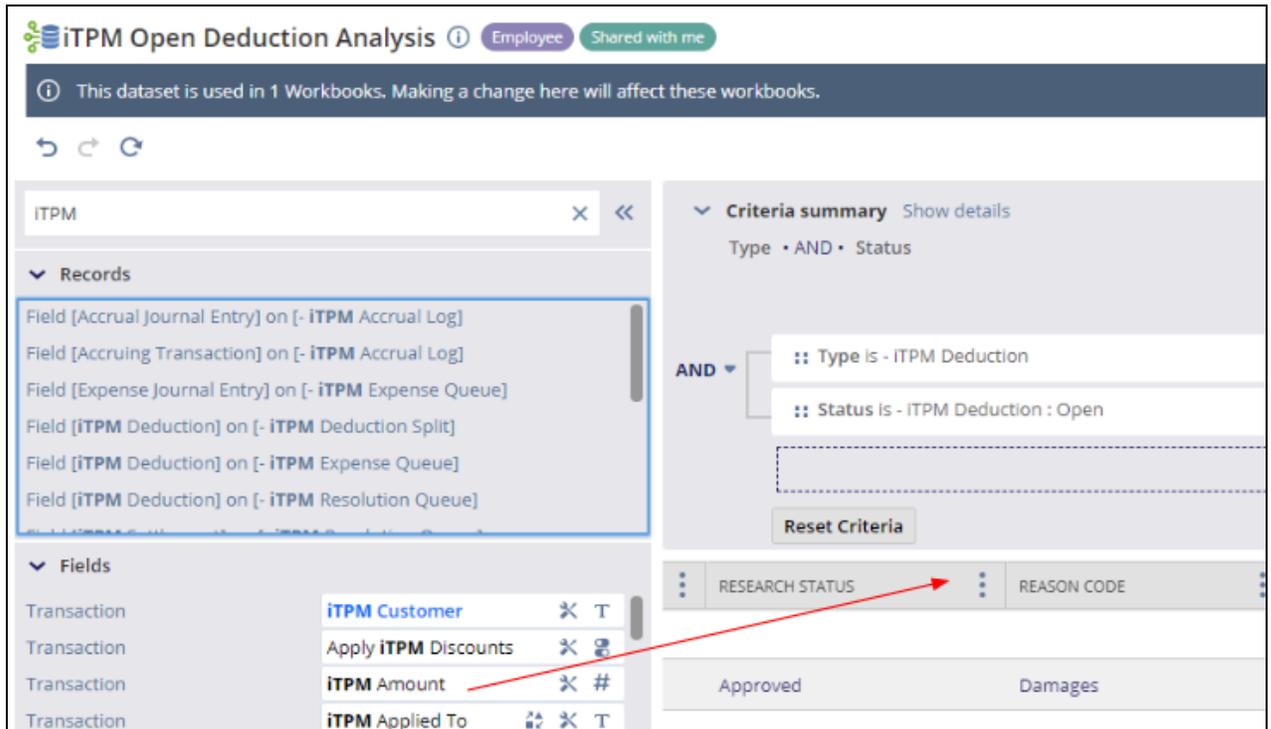


Step 3: Create the CRITERIA. Use search to find a field. Drag and drop the field into criteria.



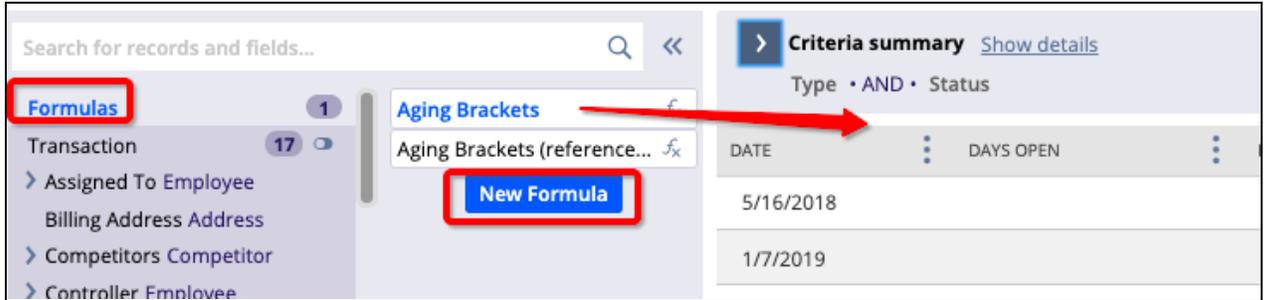
Step 4: Find the DATA FIELDS, and drag them into your data set.

Helpful Hint: This is a complicated, one-time task. If you have difficulty with this task, we suggest you contact your technical resource for this step, or email support@cgsquraed.com.



Step 5: Create FORMULA FIELDS (if any), and drag them into your data set.

Helpful Hint: This is a complicated, one-time task. If you have difficulty with this task we suggest you contact your technical resource for this step, or email support@cgsquraed.com.



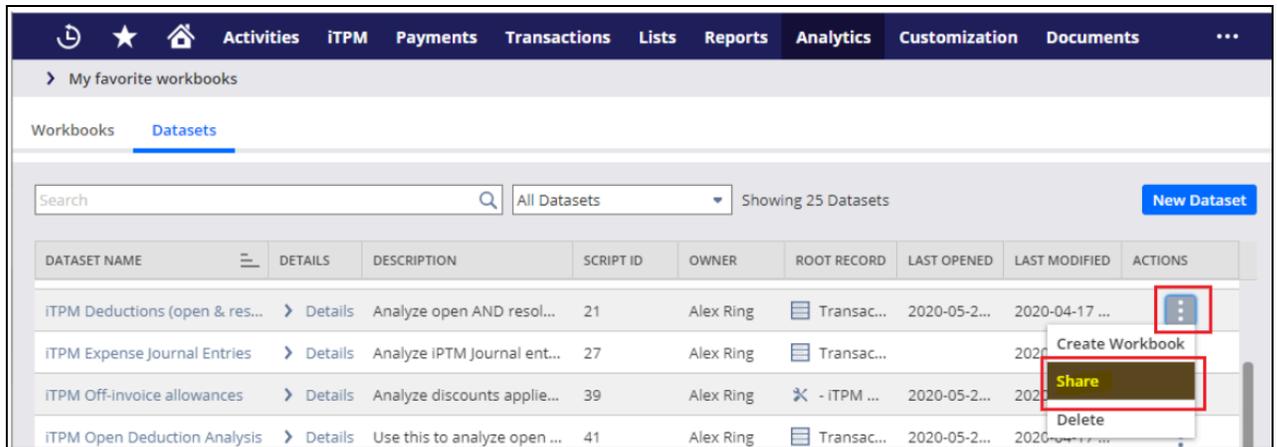
Step 6: Optional: SHARE the DATASET with members of your team.

Share while viewing the dataset: You can share with a specific person, or to all people using a role.

Look for the SHARE button next to the save button in the upper right corner.

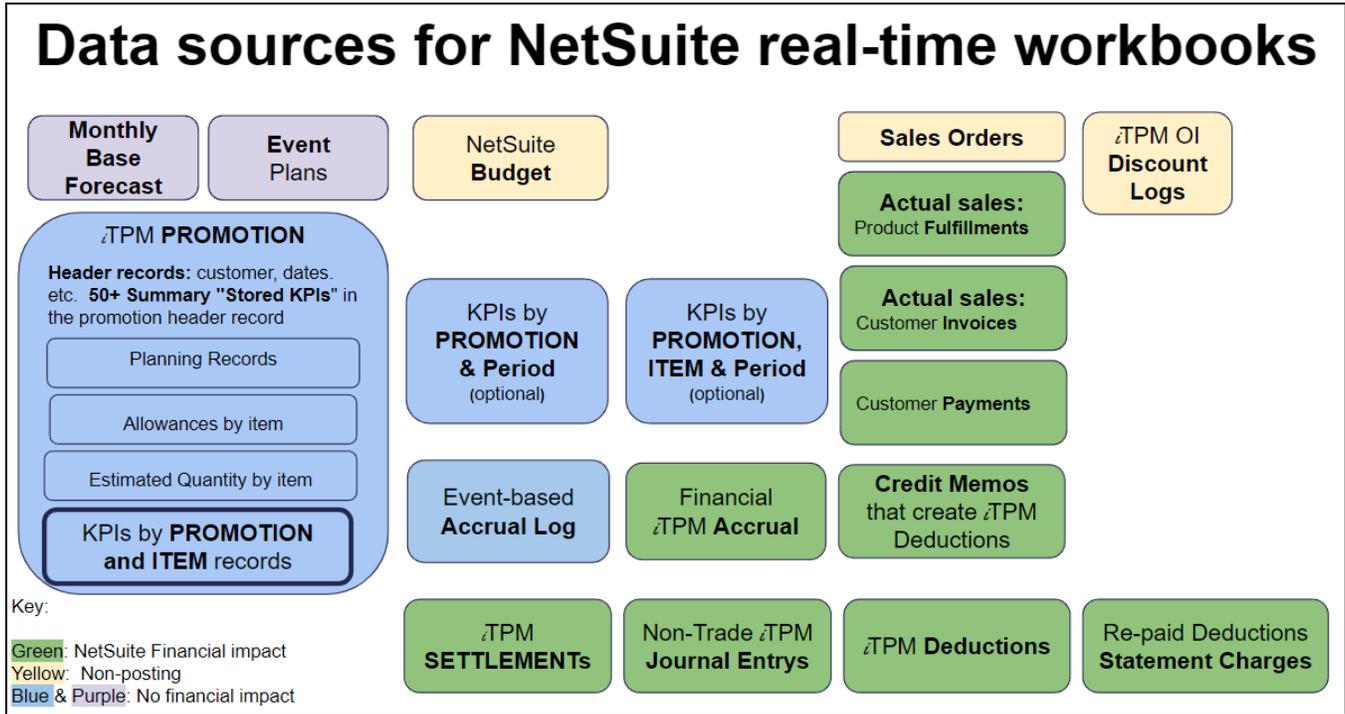


Share while viewing a list of workbooks, in the ACTIONS column, click  to share your workbook:



1.4 NetSuite data sources for analysis

You can create datasets from any type of data record within NetSuite. Below is a picture of data sources that you may use to analyze trade promotion spending:



When creating a new dataset, consider what data you need for your analysis, and how you want to link different datasets together.

Example: The green boxes are all NetSuite financial transactions, so you can include or exclude them in a single dataset using the dataset criteria filter.

Helpful hint: Select the KPI data source that best meets your needs:

- One KPI record per promotion. This is visible under the KPI subtab in the promotion.
- One KPI record per promotion per period. This is under the Reports subtab, first sublist.
- One KPI record per promotion per period and item. This is under the Reports subtab, 2nd sublist.
- If you don't have KPIs by period, these map-reduce scripts that create the KPIs may not be scheduled. Contact support@cgsquared.com.
- Schedule the 2 'period share' scripts for KPIs by promotion and period.
 - - iTPM - MR Promotion Period Share
 - - iTPM - MR Update promotion Period Share
- Schedule the 'Item period share' scripts for KPIs by promotions, period and item
 - - iTPM - MR Update item Period Share
 - - iTPM - MR By Item Period Share

Below is a list of data that's visible in the **PROMOTION** form. The first column identifies where you see the data, the second column is the NetSuite record name, and the third column is a short description.

Where is it?	Name	Short Description of the data source
Promotion header	Custom record: - iTPM Promotion	iTPM -> Promotions -> List Stores customer, promotion type, and promotion dates. Includes Lump Sum.
Link in the Promotion header	Custom record: - iTPM Plan	Optional: Promotion can be created by an upload using an Excel planner. iTPM -> Annual Plan -> Event Plans
Subtab: Planning Sublist: - iTPM Promotion Planning	Custom record: - iTPM Promotion Planning	Stores the planned information for the promotion. Optional: Could be auto-created from data in your Excel Planner. iTPM -> Annual Plan -> Event Plans
Subtab: Planning Sublist: Monthly Forecast	Custom record: - iTPM Monthly Base Forecast	Optional: Visibility to Monthly Forecast and third party data. Can be imported from the Excel planner, or entered through the browser.
Subtab: Allowances	Custom record: - iTPM Allowances	Created by the 'Process Plan' button from planning records. Allowances by item
Subtab: Estimated Quantity	Custom record: - iTPM Estimated Quantity	Created by the 'Process Plan' button from planning records. Estimated quantity by item
Subtab: Settlements	Custom transaction: - iTPM Settlement	Includes settlements that resolve deductions, and settlements w/o financial impact that only adjust the KPIs
Subtab: KPI's	Custom record: - iTPM KPIs	KPIs by for this promotion by item
Subtab: Reports Sublist: Promotion Period Share	Custom record: - iTPM Promotion Period Share	KPIs for the promotion allocated to all the periods that the promotion overlaps. No item detail. One record per promotion per overlapping period.
Subtab: Reports Sublist: - Item Period Share	Custom record: - iTPM Item Period Share	KPIs for the promotion and item allocated to all the periods that the promotion overlaps. One record per promotion and item for each overlapping period.
Subtab: Accrual, Sublist: Log	Custom record: - iTPM Accrual Log	Optional: If configured, Event-based accrual log shows you what your accrual should be by day by promotion, and why the accrual changed. The Event-Accrual log has no financial impact.
Subtab: Accrual Sublist: Financial Accrual	Custom transaction: - iTPM Accrual	Optional: If configured, these financial transactions in NetSuite are automatically created by iTPM overnight by promotion and for each activity that impacts the accrual.

Below is a list of data that's visible in the **DEDUCTION** form. The first column identifies where you see the data, the second column is the NetSuite record name, and the third column is a short description.

Where is it?	Name	Short Description of the data source
Deduction header	Custom transaction: - iTPM Deduction	The iTPM deduction is a NetSuite financial transaction.
Link in the Deduction header	Credit memo	The iTPM deduction was created from this credit memo.
Subtab: iTPM Sublist: Related Deductions	Custom transaction: - iTPM Deduction	When you split a deduction, all deductions split-off from the original parent deduction will be visible under this subtab.
Subtab: Applied Transactions	Custom transaction: - iTPM Settlement NetSuite transaction: Journal Entry NetSuite transaction: Statement Charge NetSuite transaction: Credit memo	Shows all transactions related to the deduction you are viewing. iTPM Settlements: <ul style="list-style-type: none"> • Regular with financial impact. • Adjust Spend Settlements have NO financial impact. • VOIDING Settlement: Voids a regular or adjust-spend settlement. NetSuite journal entry created by iTPM to resolve a deduction. NetSuite journal entry REVERSAL, created by iTPM to UNDO the deduction resolution. NetSuite Statement Charge, created by iTPM to return the deduction amount to AVR This is the credit memo used to create the original iTPM parent deduction
Subtab: iTPM Sublist: Splits	- iTPM Deduction Split - iTPM Deduction Split Line	Optional: If you split deductions, this custom record and related records are used to split a deduction. Note: Does not include Quick Split deductions.
Subtab: Related Applied Transactions	Same as Applied Transactions subtab, but for the parent deduction.	Shows all transactions related to the original PARENT of the deduction you are viewing.

2.0 Deductions

Decide how you want to analyze deductions in NetSuite workbooks:

- **OPEN** deductions: These only include deductions that have an open balance. Use this workbook to analyze what you need to resolve.
- **ALL** deductions: This includes both open and resolved deductions for an overall perspective.

For **OPEN** deductions, important metrics include:

- **Open Amount:** This is how much needs to be resolved.
- **Assigned-to:** Who is responsible for researching and resolving the open deduction?
- **Aging:** How old is the deduction? The older it is, the less likely you will get repayment if it is invalid.
- **Disputed?** These are deductions you think are not valid.
- **Customer agrees to repay?** Did the customer agree to repay the invalid deduction?
- **Posting date vs deduction date:** The posting date is based on the NetSuite financial transaction date, but the deduction can have a different date.

For **ALL** deductions, here are additional metrics to consider in your analysis:

- **Total Original Amount:** While this measure is available for open deductions, it is most useful when analyzing all of your deductions. This provides a perspective of how many deductions have been successfully researched and resolved.
- **Compare open balance to resolved** amounts for perspective
- Date previously resolved, date resolved, and date last reopened are available after iTPM 24.1.2..
- **Filter based on deduction date or posting date** to view a specific time period.
 - Example: Look at deductions posted last year: How much is still open by customer? Compare this to total resolved deductions for perspective on magnitude for that customer.
 - Example: What is the total of all deductions disputed this year? How much of the disputed deductions were repaid, written-off, and/or still open?



Helpful hint: You can also create aging brackets based on different dates.

- Deduction transaction date (i.e. when the deduction was created or split.)
- NetSuite financial posting date, which can be different from the deduction transaction date.
- The reference date you enter. (i.e., date of a transaction last year, identified in a post audit that was deducted and claimed today).



Helpful hint: Reason codes may not be the best way to analyze resolutions. Reason codes are only used to set the default GL account on journal entries. Settlements have the GL accounts associated with the promotion linked to the settlement. You can use a separate workbook to analyze [settlements](#), [journal entries](#), and [statement charges](#), or analyze all [iTPM resolutions in one workbook](#).



Helpful hint: The split deduction feature is powerful, but it means you can not just sum measures like original deduction amount. Use the [formula](#) in section 4.2 to get the correct value.



Helpful hint: You can decide if you want to include or exclude Deductions that are in PROCESSING status from your NetSuite workbooks.

2.1 iTPM 210 OPEN Deduction Analysis

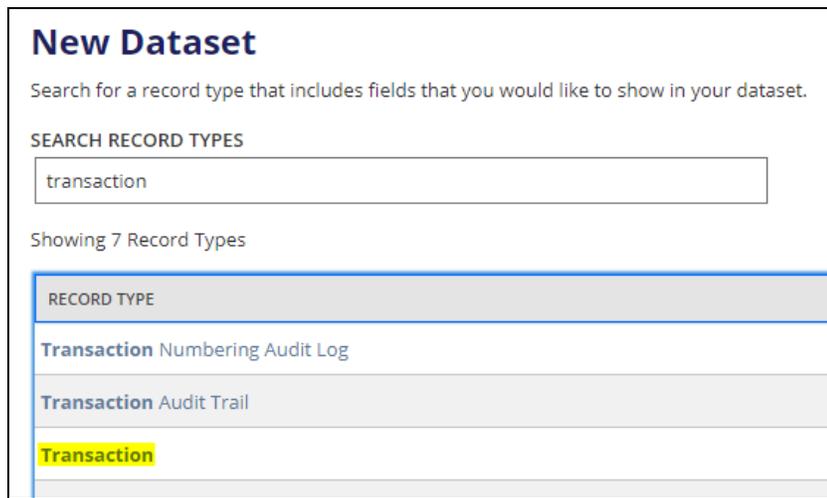
Create a DATASET for open deductions (one-time task). Suggested name: **iTPM 210 Open Deduction Analysis**

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

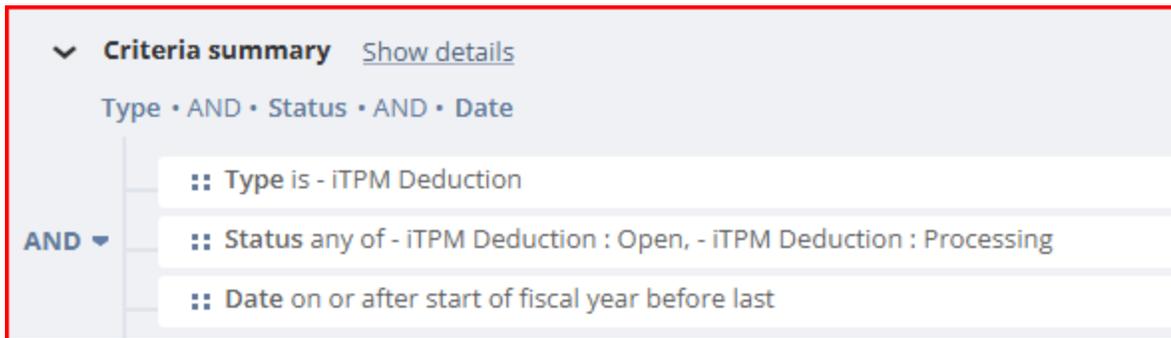
Here are the steps to create your DATASET to analyze OPEN deductions:

1. Create a new Dataset:  (Name: - **iTPM 210 Open Deduction Analysis**)

2. Select a Record Type: *Transaction*

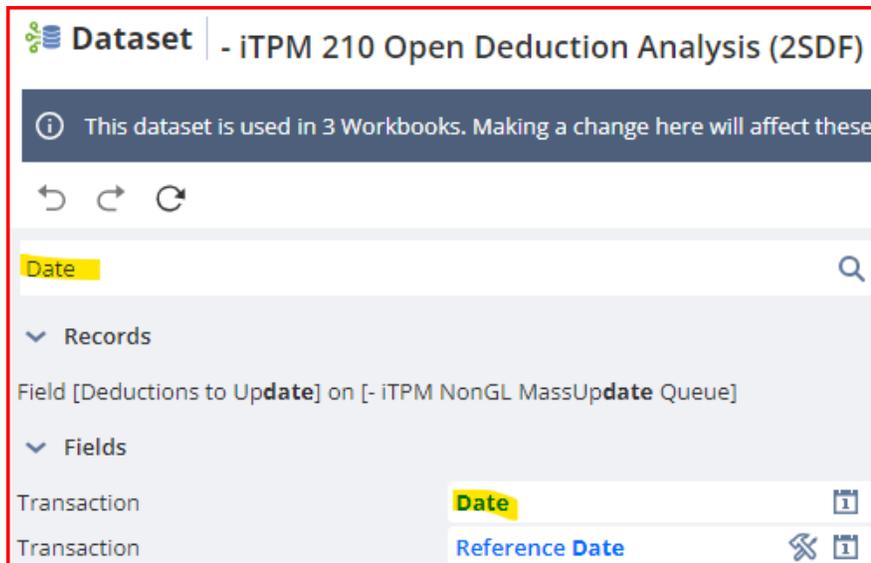


3. Criteria: **TYPE** = iTPM Deduction AND **STATUS** = iTPM Deduction: OPEN and iTPM Deduction: Processing; **DATE** on or after start of fiscal year before last



 **Note:** If you have 'bad' deduction data with NO link to transactions, depending on how you corrected the data, you may need to exclude these deductions if the split-off amount is not correct.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields: Note: You'll create **Aging Brackets** in step 5.)

- iTPM 210 Open Deduction An	
Aging Brackets	fx T
Aging Brackets (refe...	fx T
Assigned On	fx [i]
Assigned To	fx T
Customer Approves ...	fx [g]
Date	[i]
Days Open	#
Deduction Status	T
Disputed?	fx [g]
Document Number/ID	T
iTPM Amount	fx #
iTPM Customer	fx T
Memo	T
Next Steps	fx T
Open Balance	fx #
Posting Period	[i]
Reason Code	fx T
Reference Date	fx [i]
Research Status	fx T
Sales Rep	T
Split Off	fx #
Transaction	T

Field Name	Source	Field ID	Description (210 Open Deductions)
Aging Brackets	Formula	See step 5	Use this to group your deductions based on how old they are based on deduction date
Aging Brackets (reference date)	Formula	See step 5	Use this to group your deductions based on how old they are based on reference date
Assigned On	Transaction	custbody_itpm_ddn_assignedon	Assigned On date
Assigned To	Transaction	custbody_itpm_ddn_assignedto	This is the person assigned to the deduction
Customer Approves Repay	Transaction	custbody_itpm_ddn_customerapproves	Customer Approves Repay
Date	Transaction	trandate	This is the NetSuite transaction date
Days Open	Transaction	daysopen	This is how many days the deduction has been open status
Deduction Status	Transaction	status	Deduction status: Criteria filtered to show only OPEN deductions in this workbook.
Disputed?	Transaction	custbody_itpm_ddn_disputed	Is this deduction disputed? This is based on the Disputed? checkbox.
Document Number/ID	Transaction	tranid	This is the NetSuite transaction ID.
iTPM Amount	Transaction	custbody_itpm_amount	This is the full amount of the deduction. Compare this amount to how much is still open. You can't add this up because of split deductions. Use the TOTAL (resolved + open) that you calculate in a formula.
iTPM Customer	Transaction	custbody_itpm_customer	NetSuite customer that took the deduction
Memo	Transaction	memo	Memo on the deduction
Next Steps	Transaction	custbody_itpm_ddn_nextsteps	Next steps drop-down menu selection (optional)
Open Balance	Transaction	custbody_itpm_ddn_openbal	Open balance of the deduction
Posting Period	Transaction	postingperiod	NetSuite posting period for the deduction
Reason Code	Transaction	custbody_itpm_ddn_reasoncode	Deduction's reason code
Reference Date	Transaction	custbody_itpm_ddn_referencedate	Optional reference date of the deduction
Research Status	Transaction	custbody_itpm_ddn_researchstatus	Research status drop-down menu selection (optional)
Split Off	Transaction	custbody_itpm_ddn_splitoff	How much was split off from the deduction amount.
Transaction	Transaction	trandisplayname	This is the name of the deduction

These fields will turn blue after you drag them into your data set:

Formulas	2	Assigned On	🔗 ⓘ
Transaction	19	Assigned To	🔗 T
> Transaction Line		Customer Approves...	🔗 🗑️
> Accrual ID		Date	📅 ⓘ
> Accruing Transaction Transaction		Days Open	#
> Assigned To		Disputed?	🔗 🗑️
> Billing Address		Document Number/ID	T
> Competitors		iTPM Amount	🔗 #
> Controller		iTPM Customer	🔗 T
> Copy Employees		Memo	T
> Created By		Next Steps	🔗 T
> Created By Customer		Open Balance	🔗 #
> Created By Employee		Posting Period	📅 ⓘ
> Created By Entity		Reason Code	🔗 T
> Created By Partner		Reference Date	🔗 📅 ⓘ
> Created By Vendor		Research Status	🔗 T
> Credits Applied		Split Off	🔗 #
> Currency		Status	T
Customer Priority		Transaction	T
> Deduction Transaction			
> Destination Location			
> Entity			

Transaction	19	Sales Rep	T
> iTPM Customer	1	Email	T
> iTPM Deduction Group		3rd Party Billing Account...	T

5. Formulas: Create a new Formula called **Aging Bracket**, Output Type = **STRING**

The screenshot shows the 'Formula Field' dialog box. The 'FORMULA FIELD NAME*' field contains 'Aging Bracket'. The 'CHOOSE OUTPUT TYPE*' dropdown is set to 'STRING'. The 'FORMULA*' field contains the following code:

```

1 case
2 When (current_date <= ({{trandate}} +30)) then '1: 0-30 days'
3 When (current_date > ({{trandate}} +30) AND current_date <= ({{trandate}} +60)) then '2: 31-60 days'
4 When (current_date > ({{trandate}} +60) AND current_date <= ({{trandate}} +90)) then '3: 61-90 days'
5 else '4: 90+ days' End

```

Copy the following into the FORMULA field in the page above for **Aging Bracket: (transaction date)**

```

case
When current_date <= ({{trandate}} +30) then '1: 0-30 days'
When (current_date > ({{trandate}} +30) AND current_date <= ({{trandate}} +60)) then '2: 31-60 days'
When (current_date > ({{trandate}} +60) AND current_date <= ({{trandate}} +90)) then '3: 61-90 days'
else '4: 91+ days' end

```

Create a new Formula called **Aging Bracket (reference date)**, Output Type = **STRING**

The screenshot shows the 'Formula Field' dialog box. The 'FORMULA FIELD NAME*' field contains 'Aging Brackets (reference date)'. The 'CHOOSE OUTPUT TYPE*' dropdown is set to 'STRING'. The 'FORMULA*' field contains the following code:

```

1 case
2 When current_date < ({{custbody_itpm_ddn_referencedate}} +30) then '0-30 days'
3 When (current_date >= ({{custbody_itpm_ddn_referencedate}} +30) AND current_date <
4 ({{custbody_itpm_ddn_referencedate}} +60)) then '31-60 days'
5 When (current_date >= ({{custbody_itpm_ddn_referencedate}} +60) AND current_date <
6 ({{custbody_itpm_ddn_referencedate}} +90)) then '61-90 days'
else '91+ days' end

```

```

case
When current_date < ({{custbody_itpm_ddn_referencedate}} +30) then '0-30 days'
When (current_date > ({{custbody_itpm_ddn_referencedate}} +30) AND current_date <=
({{custbody_itpm_ddn_referencedate}} +60)) then '31-60 days'
When (current_date > ({{custbody_itpm_ddn_referencedate}} +60) AND current_date <=
({{custbody_itpm_ddn_referencedate}} +90)) then '61-90 days'
else '91+ days' end

```

Your Formulas will change to blue when you drag them to your data set:



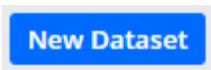
2.2 iTPM 220 Deductions (Open & Resolved)

This NetSuite workbook will enable you to analyze all of your deductions, including deduction status of open, resolved, and pending. (Processing status is typically excluded from workbook analysis.)

 **Note:** The split deduction feature is powerful, but it also means you can not just sum measures like the original amount. Use the [formula](#) in this section to get the correct data for your analysis.

Create the DATASET to analyze ALL deductions (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.



1. Create a new Dataset: (Name: - iTPM 220 Deductions (Open & Resolved))

2. Select a Record Type: *Transaction*

New Dataset

Search for a record type that includes fields that you would like to show in your dataset.

SEARCH RECORD TYPES

Showing 7 Record Types

RECORD TYPE
Transaction Numbering Audit Log
Transaction Audit Trail
Transaction

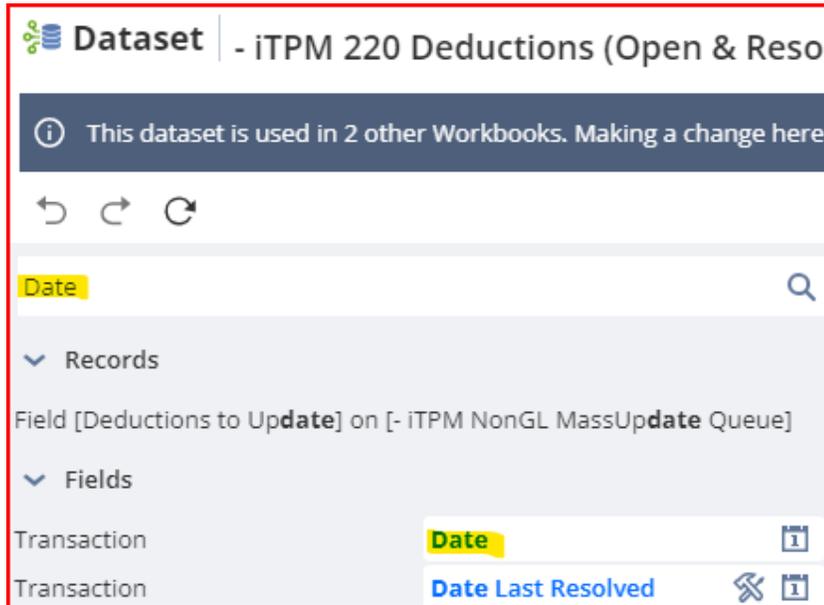
3. **Criteria:** Type = - iTPM Deduction AND Status none of "iTPM Deduction: Processing" AND DATE on or after start of fiscal year before last

Criteria summary [Show details](#)

Type • AND • Status • AND • Date

- AND ▾ :: Type is - iTPM Deduction
- AND ▾ :: Status none of - iTPM Deduction : Processing
- AND ▾ :: Date on or after start of fiscal year before last

4. Data Fields: For each field in the list below, a) enter it into the search, b) find it in the list below, and c) drag it to your data set. Example: Date



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields: (Note: You'll create **RESOLVED** in step 5)

- iTPM 220 Deductions (Open)			
Assigned To	🔗 T	Memo	T
Created By QuickSplit	🔗 📄	Open Balance	🔗 #
Customer Approves ...	🔗 📄	Posting Period	📅
Date	📅	Reason Code	🔗 T
Date Last Resolved	🔗 📅	Resolved	🔗 #
Date Previous Resol...	🔗 📅	Sales Rep	T
Date Reopened	🔗 📅	Split Off	🔗 #
Disputed?	🔗 📄	Transaction	T
Document Number/ID	T		
iTPM Amount	🔗 #		
iTPM Customer	🔗 T		

Field Name	Source	Field ID	Description (220 ALL Deductions)
Assigned To	Transaction	custbody_itpm_ddn_assignedto	This is the person assigned to the deduction
Created by Quick Split	Transaction	custbody_itpm_createdbyquicksplit	Created by Quick Split
Customer Approved Repay?	Transaction	custbody_itpm_ddn_customeraprove	Did the customer agree to repay this disputed deduction? This is based on the <i>Customer Approved Repay?</i> checkbox.
Date	Transaction	trandate	This is the NetSuite transaction date
Date last Resolved	Transaction	custbody_itpm_date_last_resolved	Date last Resolved
Date previously Resolved	Transaction	custbody_itpm_date_previous_resolved	Date previously Resolved
Date reopened	Transaction	custbody_itpm_date_reopened	Date reopened
Disputed?	Transaction	custbody_itpm_ddn_disputed	Is this deduction disputed? This is based on the <i>Disputed?</i> checkbox.
Document Number/ID	Transaction	tranid	This is the NetSuite transaction ID.
iTPM Amount	Transaction	custbody_itpm_amount	This is the full amount of the deduction. Compare this amount to how much is still open. You can't add this up because of split deductions. Use the TOTAL (resolved + open) that you calculate in a formula.
iTPM Customer	Transaction	custbody_itpm_customer	NetSuite customer that took the deduction
Memo	Transaction	memo	Memo on the deduction
Open Balance	Transaction	custbody_itpm_ddn_openbal	Open balance of the deduction
Posting Period	Transaction	postingperiod	NetSuite posting period for the deduction
Reason Code	Transaction	custbody_itpm_ddn_reasoncode	Reason Code
Resolved	Formula	See step 5	This is the amount of the deduction that is resolved. Resolved = Amount - Split-off - Open
Sales ,Rep		custbody_itpm_customer.salesrep	Sales Rep
Split Off	Transaction	custbody_itpm_ddn_splitoff	How much was split off from the deduction amount.
Transaction	Transaction	trandisplayname	This is the name of the deduction

These fields will turn blue after you drag them into your data set:

Dataset - iTPM 220 Deductions (Open & Reso)

Search by name or ID

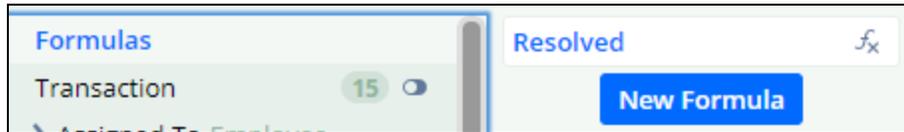
Formulas	1	Assigned To	🔗	T
Transaction	17	Created By QuickSp...	🔗	📄
> Transaction Line		Customer Approves...	🔗	📄
> Accrual ID		Date		📅
> Accruing Transaction Transa...		Date Last Resolved	🔗	📅
> Assigned To		Date Previous Resol...	🔗	📅
> Billing Address		Date Reopened	🔗	📅
> Competitors		Disputed?	🔗	📄
> Controller		Document Number/ID		T
> Copy Employees		iTPM Amount	🔗	#
> Created By		iTPM Customer	🔗	T
> Created By Customer		Memo		T
> Created By Employee		Open Balance	🔗	#
> Created By Entity		Posting Period		📅
> Created By Partner		Reason Code	🔗	T
> Created By Vendor		Split Off	🔗	#
> Credits Applied		Transaction		T
> Currency				
> Customer Priority				
> Deduction Transaction				

Transaction	17	Sales Rep	T
> iTPM Customer	1	Email	T
> iTPM Deduction Group		3rd Party Billing Account...	T
> iTPM Promotion		3rd Party Billing Carrier	T
> iTPM Promotion Type		3rd Party Billing Country	T
> Last Modified By Customer			

5. Formulas: Create a measure called *RESOLVED*. Output type = *FLOAT*

Copy this into your formula box for the **RESOLVED** measure, and drag the measure to your data set:
Output type = *FLOAT*

```
{custbody_itpm_amount}-{custbody_itpm_ddn_splitoff}-{custbody_itpm_ddn_openbal}
```

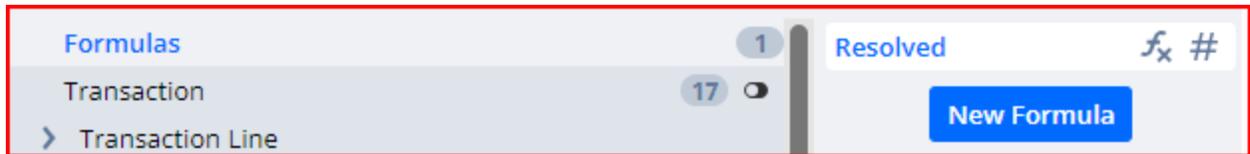


Note: You can create a new **TOTAL** field that is the total of **OPEN** and **RESOLVED**. If you create a total, be careful your workbook does **NOT** sum up open, resolved **AND** total. If you do this, the workbook auto-total will be double your deduction amount.

Copy this into your formula box for the **TOTAL** measure, and drag the measure to your data set:

```
{custbody_itpm_amount}-{custbody_itpm_ddn_splitoff}
```

Your Formulas will change to blue when you drag them to your data set:



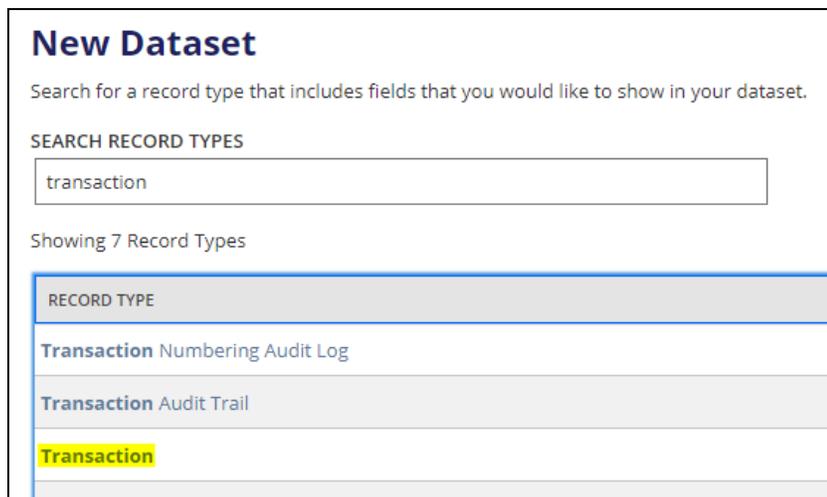
2.3 iTPM 230 Deduction Aging by Month/Last Year

Create a DATASET for open deductions (one-time task)

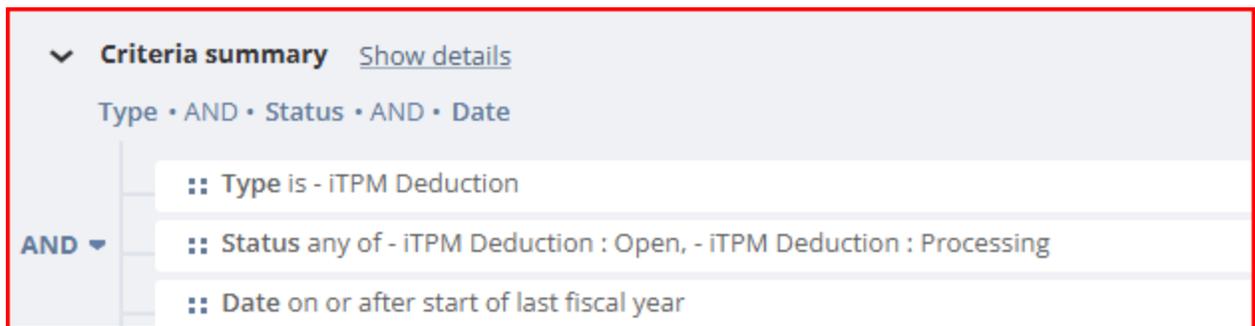
If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

Here are the steps to create your DATASET to analyze OPEN deductions:

1. Create a new Dataset: . (Name: - iTPM 230 Deduction Aging by Month/Last Yr)
2. Select a Record Type: *Transaction*

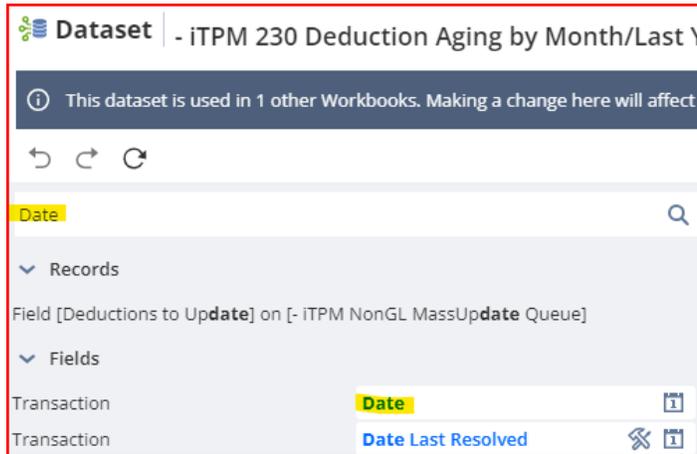


3. Criteria: **TYPE** = iTPM Deduction AND **STATUS** = iTPM Deduction: OPEN, iTPM Deduction: Processing AND **DATE** on or after start of last fiscal year



 **Note:** If you have 'bad' deduction data with NO link to transactions, depending on how you corrected the data, you may need to exclude these deductions if the split-off amount is not correct.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields: Note: You'll create **Aging Brackets** in step 5.)

- iTPM 230 Deduction Aging b	
1: Aging Current	f _x T
2: Aging Last Month	f _x T
3: Aging Prior Month	f _x T
4: Aging Last Year	f _x T
5: Amount (for Rollu...	f _x #
6: Resolved Amount	f _x #
Assigned To	⌘ T
Current Age	f _x T
Current Date	f _x I
Current Month Start	f _x I
Customer Approves ...	⌘ Ⓞ
Date Last Resolved	⌘ I
Date Reopened	⌘ I
Deduction Date	I
Disputed?	⌘ Ⓞ
Document Number/ID	T
Entity	⌘ Ⓞ
iTPM Amount	⌘ #
iTPM Customer	⌘ T
Last Month End	f _x I
Last Month Start	f _x I
Last Year End	f _x I
Memo	T
Open Balance	⌘ #
Posting Period	I
Prior Month End	f _x I
Prior Month Start	f _x I
Sales Rep	T
Split Off	⌘ #
Status	T
Total Amount (Trans Cur...	#
Transaction	T

Field Name	Source	Field ID	Description (230 Open Deductions as of a date)
1: Aging Current	Formula	See step 5	Open deduction aging based on today's date
2: AgingLast Period	Formula	See step 5	Open deduction aging as of the last day in the last period
3: Aging Prior Period	Formula	See step 5	Open deduction aging as of the last day in the month before last month. (two periods ago)
4: Aging Last Year	Formula	See step 5	Open deduction aging as of the last day of last year
5: Amount (for Rollups)	Formula	See step 5	Amount for rollups to prevent double counting of amounts involved with splits. Calculated as Original Amount less Split Amount
6: Resolved Amount	Formula	See step 5	This is the amount of the deduction that is resolved. Resolved = Amount - Split-off - Open
Assigned To	Transaction	custbody_itpm_ddn_assignedto	This is the person assigned to the deduction
Current Age	Formula	See step 5	Use this to group your deductions based on how old they are
Current Date	Formula	See step 5	Use this to group your deductions based on how old they are
Current Month Start	Formula	See step 5	Current Month Start
Customer Approves Repay?	Transaction	custbody_itpm_ddn_customer approves	Did the customer agree to repay this disputed deduction? This is based on the <i>Customer Approved Repay?</i> checkbox.
Deduction Date	Transaction	trandate	This is the NetSuite transaction date
Disputed?	Transaction	custbody_itpm_ddn_disputed	Is this deduction disputed? This is based on the Disputed? checkbox.
Document Number/ID	Transaction	tranid	This is the NetSuite transaction ID.
Date Last Resolved	Transaction	custbody_itpm_date_last_resolved	This is when the deduction was resolved
Date Last Reopened	Transaction	custbody_itpm_date_reopened	If the deduction was resolved and then reopened, this is when the deduction went back to open status.
iTPM Amount (Transaction)	Transaction	custbody_itpm_amount	This is the full amount of the deduction. Compare this amount to how much is still open. You can't add this up because of split deductions. Use the TOTAL (resolved + open) that you calculate in a formula.

Field Name	Source	Field ID	Description (230 Open Deductions as of a date)
iTPM Customer	Transaction	custbody_itpm_customer	NetSuite customer that took the deduction
Last Month End	Formula	See step 5	Calculates this date
Last Month Start	Formula	See step 5	Calculates this date
Last Year End	Formula	See step 5	Calculates this date
Memo	Transaction	memo	Memo on the deduction
Open Balance	Transaction	custbody_itpm_ddn_openbal	Open balance of the deduction
Posting Period	Transaction	postingperiod	NetSuite posting period for the deduction
Prior Month End	Formula	See step 5	Calculates this date
Prior Month Start	Formula	See step 5	Calculates this date
Reason Code	Transaction	custbody_itpm_ddn_reasoncode	Deduction's reason code
Reference Date	Transaction	custbody_itpm_ddn_referencedate	Optional reference date of the deduction
Split Off	Transaction	custbody_itpm_ddn_splitoff	How much was split off from the deduction amount.
Status	Transaction	status	Shows deduction status as of now, today.
Transaction	Transaction	trandisplayname	This is the name of the deduction

These fields will turn blue after you drag them into your data set:

Formulas 14	Assigned To	🔗 T
Transaction 17	Customer Approves...	🔗 📄
> Transaction Line	Date	📅
> Accrual ID	Date Last Resolved	🔗 📅
> Accruing Transaction Transact...	Date Reopened	🔗 📅
> Assigned To	Disputed?	🔗 📄
> Billing Address	Document Number/ID	T
> Competitors	Entity	🔄 📄 📄
> Controller	iTPM Amount	🔗 #
> Copy Employees	iTPM Customer	🔗 T
> Created By	Memo	T
> Created By Customer	Open Balance	🔗 #
> Created By Employee	Posting Period	📅
> Created By Entity	Split Off	🔗 #
> Created By Partner	Status	T
> Created By Vendor	Total Amount (Transact...	#
> Credits Applied	Transaction	T
> Currency		
> Customer Priority		
> Deduction Transaction		

Transaction 17	Sales Rep	T
> iTPM Customer 1	Email	T
> iTPM Deduction Group	3rd Party Billing Account...	T
> iTPM Promotion	3rd Party Billing Carrier	T
> iTPM Promotion Type		

5. Formulas:**1: Aging Bracket CURRENT, Output Type = STRING**

Copy the following into the FORMULA field in the page above for **Aging Bracket: (transaction date)**

```

case when {status#display} = '- iTPM Deduction : Open' then
case when CAST_TO_DATE(current_date) <= ({trandate} +30) then '0-30 days'
When (CAST_TO_DATE(current_date) > ({trandate} +30) AND current_date <= ({trandate} +60))
then '31-60 days'
When (CAST_TO_DATE(current_date) > ({trandate} +60) AND current_date <= ({trandate} +90))
then '61-90 days'
else '90+ days' end
else " end

```

Below are formulas for last month, prior month, and prior year aging.

Notes related to the formulas below:

- In each formula, the outer case determines deductions to include in the aging, while the inner case determines the aging bracket.
- Limitations/questions/further review required:
 - Formulas don't work in some cases for deductions where {custbody_itpm_date_last_resolved}, {custbody_itpm_date_previous_resolved}, and {custbody_itpm_date_reopened} are not populated but should be (deductions resolved and/or reopened prior to the addition of those fields).
 - Current_Date is datetime, however {trandate} and new fields {custbody_itpm_date_last_resolved}, {custbody_itpm_date_previous_resolved}, and {custbody_itpm_date_reopened} appear to be date, not date time. Does that matter for certainty regarding the sequence of events on the same day?
 - Used CAST_TO_DATE with current_date to avoid mixed date/datetime in comparisons.
 - Is {custbody_itpm_date_reopened} always set when a deduction moves from resolved to any other status regardless of how that occurs and regardless to which other status it moves?
 - Calculation of last day of last year:
 - CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1)

2: Aging Bracket: (End Last Month) Output type = STRING

```

case when
-- Deduction Date is prior to end of last month
({trandate} <= ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1))
--And has never been resolved based on {custbody_itpm_date_last_resolved}
--and is not currently resolved.
AND
((({custbody_itpm_date_last_resolved} is empty and {status#display} <> '- iTPM Deduction :
Resolved')
--or resolved after the end of last month and was never previously resolved.
or
({custbody_itpm_date_last_resolved} >
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) and
{custbody_itpm_date_previous_resolved} is empty)
-- or was last resolved before the end of last month but then reopened before end of last month
-- but after last resolved
or
({custbody_itpm_date_last_resolved} <
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) and
{custbody_itpm_date_reopened} <=
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) and
{custbody_itpm_date_reopened} > {custbody_itpm_date_last_resolved})
--or was previously resolved before the end of last month but then reopened before end of last
--month and was resolved after end of last month
or ({custbody_itpm_date_previous_resolved} <
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) and
{custbody_itpm_date_reopened} <=
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) and
{custbody_itpm_date_last_resolved} >
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1)))
then
case
when ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) <= ({trandate} +30) then
'0-30 days'
When (ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) > ({trandate} +30) AND
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) <= ({trandate} +60)) then '31-60
days'
When (ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) > ({trandate} +60) AND
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -1) <= ({trandate} +90)) then '61-90
days'
else '90+ days' end
else " end

```

3: Aging Bracket: (End Prior Month) Output type = STRING

```

case when
-- Deduction Date is prior to end of last month
({trandate} <= ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2))
--And has never been resolved
AND
(({custbody_itpm_date_last_resolved} is empty and {status#display} <> '- iTPM Deduction :
Resolved')
--or resolved after the end of last month and was never previously resolved.
or
({custbody_itpm_date_last_resolved} >
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2) and
{custbody_itpm_date_previous_resolved} is empty)
-- or was last resolved before end of last month but then reopened before end of last month
-- but after last resolved
or
({custbody_itpm_date_last_resolved} <
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2) and
{custbody_itpm_date_reopened} <=
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2) and
{custbody_itpm_date_reopened} > {custbody_itpm_date_last_resolved})
--or was previously resolved before the end of last month but then reopened before end of last
--month and was resolved after end of last month
or
({custbody_itpm_date_previous_resolved} <
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2) and
{custbody_itpm_date_reopened} <=
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2) and
{custbody_itpm_date_last_resolved} >
ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2)))
then
case
when ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2) <= ({trandate} +30) then
'0-30 days'
When (ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2) > ({trandate} +30) AND
current_date <= ({trandate} +60)) then '31-60 days'
When (ADD_MONTHS(LAST_DAY(CAST_TO_DATE(current_date)), -2) > ({trandate} +60) AND
current_date <= ({trandate} +90)) then '61-90 days'
else '90+ days' end
else " end

```

4: Aging Bracket: (End Last Year) Output type = STRING

```

case when
-- Deduction Date is prior to end of last month
({trandate} <= CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1))
--And has never been resolved based on {custbody_itpm_date_last_resolved}
--and is not currently resolved.
AND
((({custbody_itpm_date_last_resolved} is empty and {status#display} <> '- iTPM Deduction :
Resolved')
--or resolved after end of last month and was never previously resolved.
or
({custbody_itpm_date_last_resolved} >
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) and
{custbody_itpm_date_previous_resolved} is empty)
-- or was last resolved before end of last month but then reopened before end of last month
-- but after last resolved
or
({custbody_itpm_date_last_resolved} <
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) and
{custbody_itpm_date_reopened} <=
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) and
{custbody_itpm_date_reopened} > {custbody_itpm_date_last_resolved})
--or was previously resolved before the end of last month but then reopened before end of last
--month and was resolved after end of last month
or
({custbody_itpm_date_previous_resolved} <
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) and
{custbody_itpm_date_reopened} <=
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) and
{custbody_itpm_date_last_resolved} >
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1)))
then
case
when CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) <= ({trandate} +30) then
'0-30 days'
When (CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) > ({trandate} +30) AND
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) <= ({trandate} +60)) then '31-60
days'
When (CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) > ({trandate} +60) AND
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1) <= ({trandate} +90)) then '61-90
days'
else '90+ days' end
else " end

```

5: Amount (for Rollups) Output Type = Float

```
{custbody_itpm_amount}-{custbody_itpm_ddn_splitoff}-{custbody_itpm_ddn_openbal}
```

6: Resolved Output Type = Float

```
{custbody_itpm_amount}-{custbody_itpm_ddn_splitoff}-{custbody_itpm_ddn_openbal}
```

Current Age Output Type = String

```
case  
when CAST_TO_DATE(current_date) <= ({trandate} +30) then '0-30 days'  
When (CAST_TO_DATE(current_date) > ({trandate} +30) AND current_date <= ({trandate} +60))  
then '31-60 days'  
When (CAST_TO_DATE(current_date) > ({trandate} +60) AND current_date <= ({trandate} +90))  
then '61-90 days'  
else '90+ days' end
```

Current Date Output Type = Date

```
CAST_TO_DATE(CURRENT_DATE)
```

Current Month Start Output Type = Date

```
CAST_TO_DATE(ADD_MONTHS(LAST_DAY(current_date),-1)+1)
```

Last Month End, Output Type = Date

```
CAST_TO_DATE(ADD_MONTHS(LAST_DAY(current_date),-1))
```

Last Month Start Output Type = Date

```
CAST_TO_DATE(ADD_MONTHS(LAST_DAY(current_date),-2)+1)
```

Last Year End Output Type = Date

```
CAST_TO_DATE(ROUND_DATE(CURRENT_DATE,'YEAR')-1)
```

Prior Month End, Output Type = Date

```
CAST_TO_DATE(ADD_MONTHS(LAST_DAY(current_date),-2))
```

Prior Month Start, Output Type = Date

```
CAST_TO_DATE(ADD_MONTHS(LAST_DAY(current_date),-3)+1)
```

These fields will turn blue after you drag them into your data set:

Formula Name	Icon	Icon
1 Aging Current	f_x	T
2 Aging Last Month	f_x	T
3 Aging Prior Month	f_x	T
4 Aging Last Year	f_x	T
5 Amount (for Rollups)	f_x	#
6 Resolved Amount	f_x	#
Current Age	f_x	T
Current Date	f_x	I
Current Month Start	f_x	I
Last Month End	f_x	I
Last Month Start	f_x	I
Last Year End	f_x	I
Prior Month End	f_x	I
Prior Month Start	f_x	I

Field Name	Count	Icon
Formulas	14	
Transaction	17	🔘
> Transaction Line		
> Accrual ID		
> Accruing Transaction Transa...		
> Assigned To		
> Billing Address		
> Competitors		
> Controller		
> Copy Employees		
> Created By		
> Created By Customer		
> Created By Employee		
> Created By Entity		
> Created By Partner		
> Created By Vendor		

3.0 Resolutions

Use NetSuite workbooks to analyze each of the three ways iTPM deductions can be resolved:

[iTPM Settlements:](#)

- **Settlements:** All of these settlements have financial impact:
 - **Regular:** Settlements resolve deductions by matching them to a promotion. You can analyze these by customer, item, date, and other attributes.
 - **Voiding and Voided:** When you void a settlement, a 'voiding' settlement is created. Both voided and voiding settlements are excluded in these settlement workbooks.
- **Settlement Adjustments:**
 - It is important to note that **Settlement Adjustments have NO GL-impact**. These are created to show trade spending in the KPIs for specific promotions.
 - **You decide if you should include or exclude Settlement Adjustments** in your analysis.
 - Example when to include: You pay some promotional expenses directly to the customer through NetSuite vendor bills. Each spending adjustment represents spending you want to analyze along with iTPM regular settlements.
 - Example when NOT to include: You use the EXPENSE buttons to create journal entries for some promotional expenses. You created a settlement adjustment so your sales team can see the spending in the KPIs. You analyze your trade spend through the iTPM journal entries, so you don't want to 'double count' these when you add up settlements and JEs in your workbook analysis..

[iTPM Journal Entries:](#)

- **If JEs do not require approval in NetSuite:** Deductions associated with these JEs are resolved status. The workbook can be used to analyze deduction expenses by customer, NetSuite accounting period, GL-account, and other attributes.
- **If you require JEs to be approved:** In addition to the above, use the NetSuite workbook to review and analyze JEs pending approval.
- **JEs that are reversed:** Typically you will reverse only a few, if any iTPM JEs. However, it is important to confirm the deduction associated with reversed iTPM JEs have the correct open balances and statuses. Use this workbook information for data validation.

[iTPM Statement Charges:](#)

- **iTPM Statement Charges:** The workbook in this section will only contain statement charges created by iTPM to resolve deductions.
- **Open status:** These invalid deductions were re invoiced through a statement charge, but the customer's re-payment hasn't been applied to the statement charge. The NetSuite workbook can help you identify which customers need follow-up communication to secure the repayment. If the customer already repaid the amount, it wasn't applied correctly to the statement charge.
- **Applied status:** These invalid deductions have been repaid by the customer. Use this information to show the value of your team's effort to recover invalid deduction amounts. You can show what's been recovered by customer and by date.

3.1 iTPM 310 Settlements

Use this NetSuite workbook to analyze two types of iTPM settlements, those with financial impact resolving open deduction amounts, and settlement adjustments that only impact promotion KPIs.

Helpful hint: If you do NOT use the iTPM promotion planning module, you don't create iTPM promotions. Without iTPM promotions, there are no iTPM settlements to analyze. Skip ahead to the next section and analyze iTPM [Journal Entries](#).

Create the DATASET for Settlements (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.



1. Create a new Dataset: (Name: - iTPM 310 Settlements)

2. Select a Record Type: *Transaction*

RECORD TYPE
Transaction Numbering Audit Log
Transaction Audit Trail
Transaction

3. Criteria: **TYPE** = iTPM Settlement AND **STATUS** is **NONE OF** iTPM Settlement: VOIDED AND **iTPM Applied To: Status** none of - iTPM Settlement: Voided

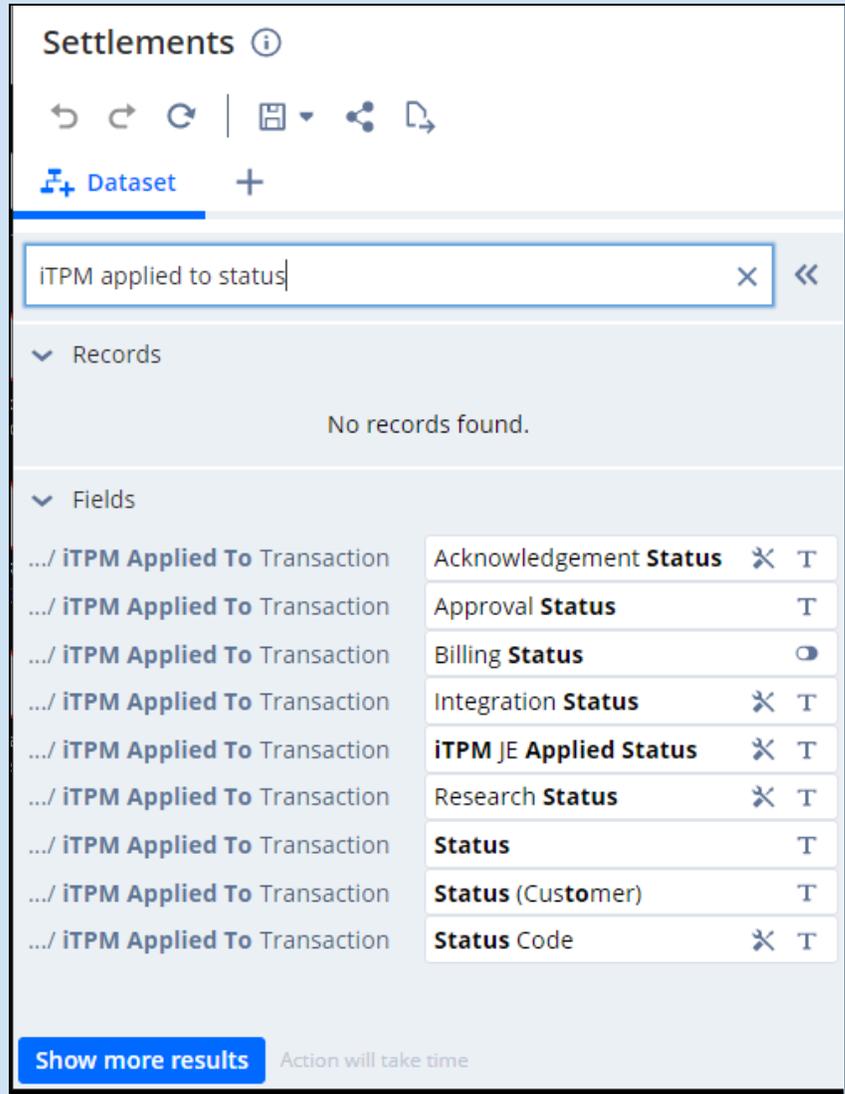
Criteria summary [Show details](#)

Type • AND • Status • AND • iTPM Applied To (Transaction): Status • AND • Date

- Type is - iTPM Settlement
- Status none of - iTPM Settlement : Voided, - iTPM Settlement : Voided
- iTPM Applied To (Transaction): Status none of - iTPM Settlement : Voided, - iTPM Settlement : Voided
- Date on or after start of fiscal year before last

Helpful hint: The 2nd and 3rd criteria in the filter eliminate the voided and voiding settlements from the result set.

- Helpful hint:** To add the third criteria,
- enter “iTPM Applied to Status” in the search,
 - Click “**SHOW MORE RESULTS**” in the lower left corner and wait.
 - When you see more results, drag that into the criteria
 - Then set “**NONE OF**” iTPM Settlement = Voided.
 - There are two of these **VOIDED** Settlement statuses. Add both to the filter.



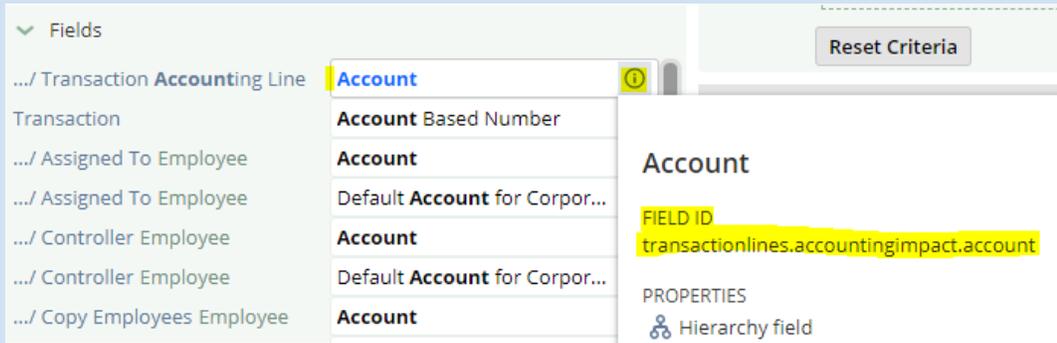
4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*

Add fields in this section to your data set: (Note: You'll create **Settlement Adjustment** in step 5)

Note: You may need to click [Show more results](#) Action will take time to find your measure.

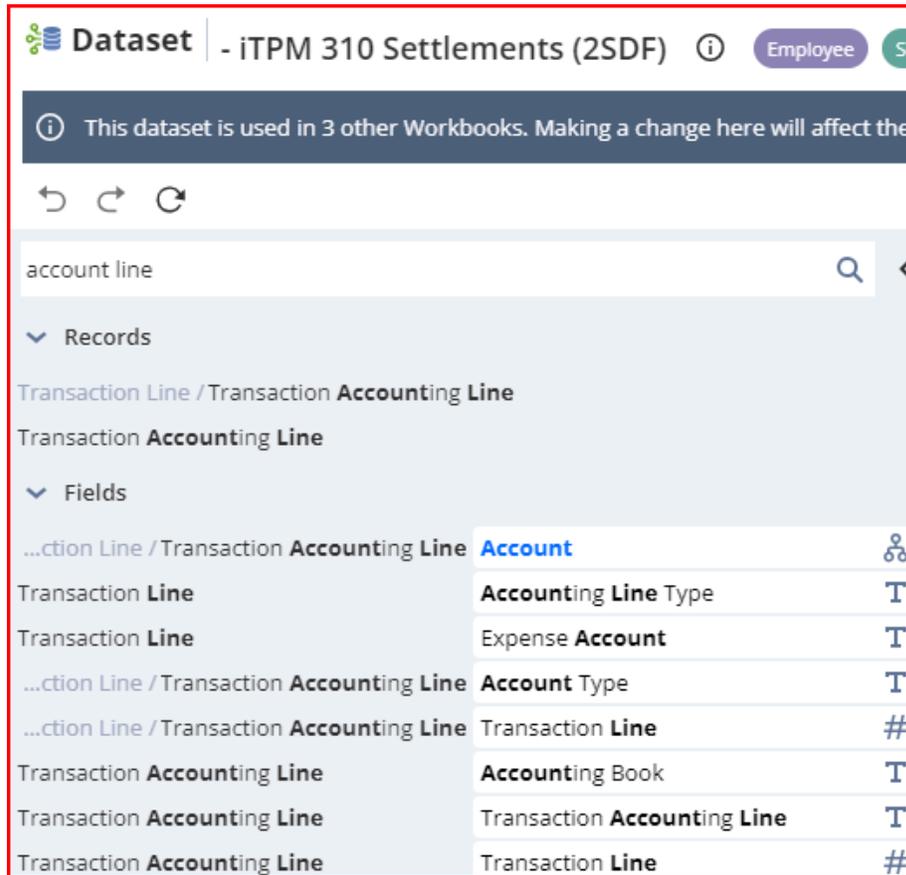
 **Note:** Important: Be sure to add "Line Number" to get the lines of the settlement, not just the transaction total, and use *Amount DEBIT* instead of *iTPM amount*. iTPM Amount is the total of all the lines of the settlement.

 **Helpful hint:** Fields in the settlement workbook have many duplicates. The next few pages will show you ways to search for these fields. To confirm you have the correct field, click on the  information icon next to the field, and confirm you have the field you want by matching the Field ID in the pop-up box to the one in the table that follows. (After you drag the field to your worksheet, the field name will be blue.)

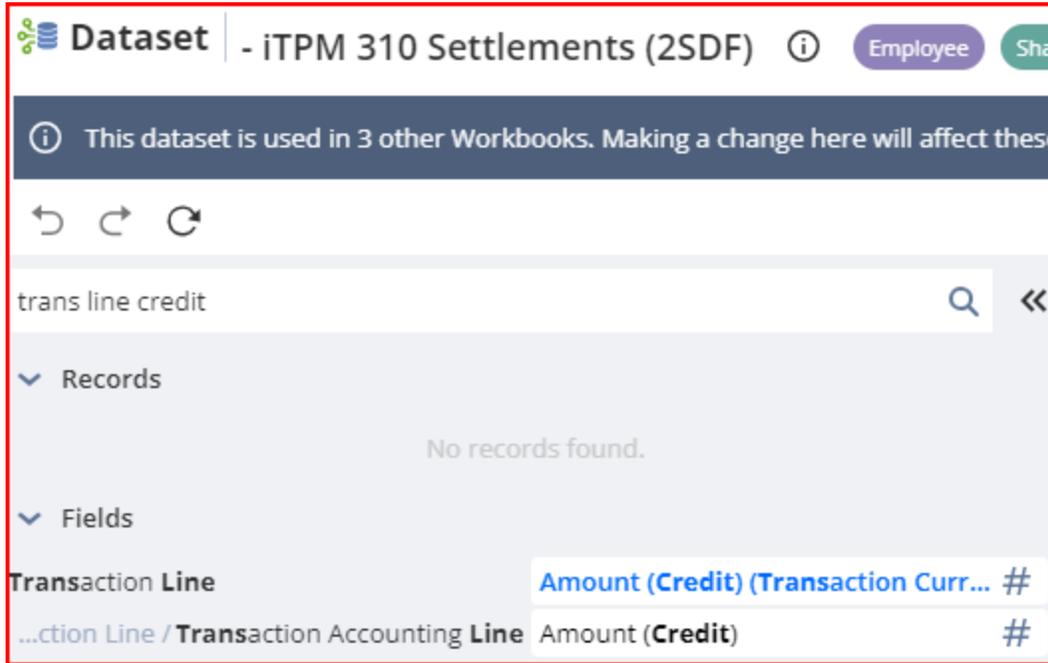


The screenshot shows a 'Fields' list on the left with several 'Account' entries. A pop-up box for the selected 'Account' field is open on the right, displaying the 'FIELD ID' as 'transactionlines.accountingimpact.account', which is highlighted in yellow. Below the field ID, the 'PROPERTIES' section shows 'Hierarchy field' with a corresponding icon.

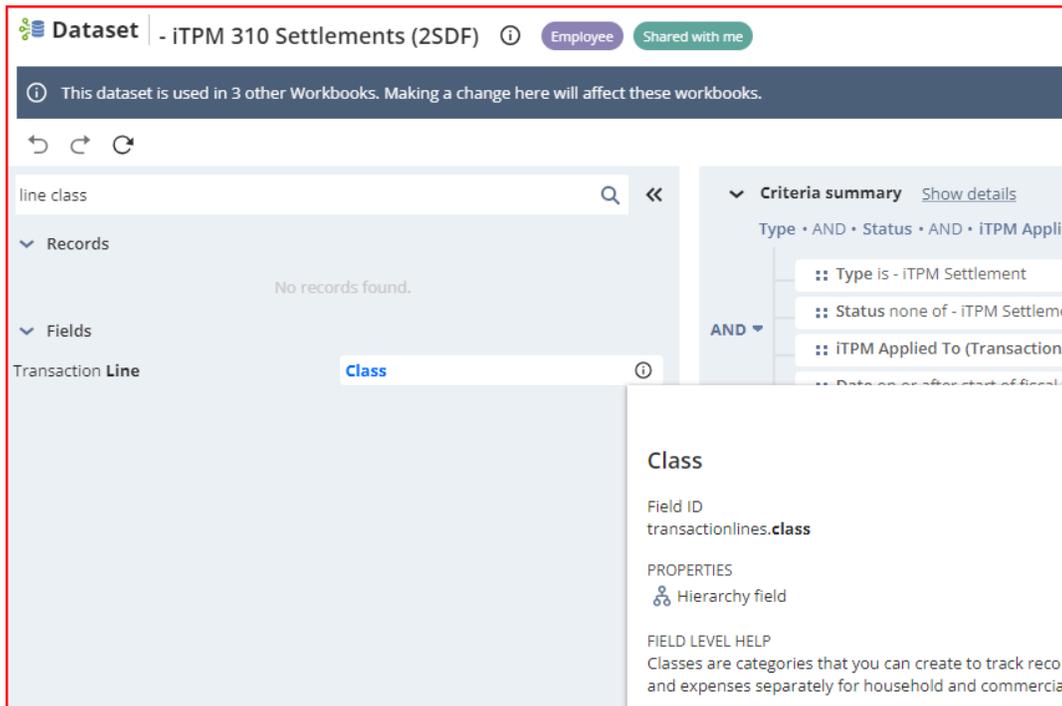
To add **Account:** TRANSACTION ACCOUNTING LINE: ACCOUNT, search for 'account line'



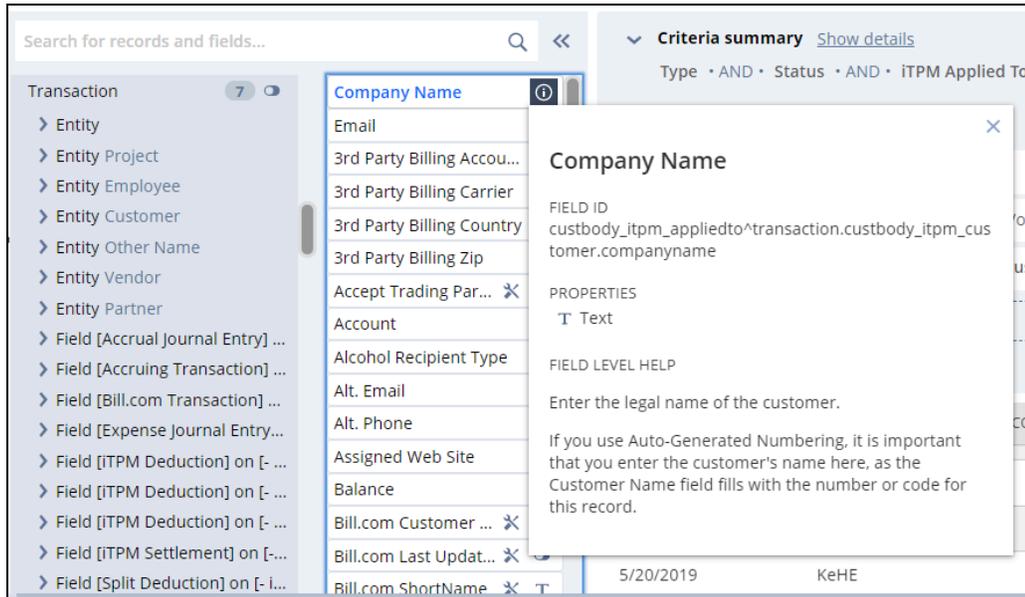
To add **CREDIT**: `TRANSACTION LINE: AMOUNT (DEBIT) (TRANSACTION CURRENCY)`, search "trans line credit"



To add **Class**: `TRANSACTION LINE: AMOUNT (CREDIT) (TRANSACTION CURRENCY)`, search for class and use the (i) information to find the one with the field ID = transactionlines.class



To add the **company name** field, look for this:



Use the table on the next page to add these fields to your settlements workbook:

- iTPM 310 Settlements (2SDF)	
1: Debit Amount (Trans C...	#
2: Credit Amount (Trans C...	#
Account GL	🔗
Class	🔗
Date	📅
Document Number/ID	T
iTPM Applied To	🔗 🔄 T
iTPM Customer	🔗 T
iTPM Item	🔗 🔄 T
Line Number	#
Memo	T
Posting Period	📅
Sales Rep	T
Settlement Adjustment	🔗 T
Status	T
Transaction	T

Field Name	Source	Field ID	Description (310 Settlements)
1: Amount (Credit)	Transaction -> Transaction Line	transactionlines.creditforeignamount	The credit is the amount that will reduce the open deduction balance. This amount is posted to the <i>Open Deduction</i> GL account
2: Amount (Debit)	Transaction -> Transaction Line	transactionlines.debitforeignamount	The debit is the amount that is expensed to the GL account for the allowance in the promotion. (Settlement Adjustments have no net GL impact.)
Account GL	Transaction -> Transaction Accounting Line	transactionlines.accountingimpact.account	This is the NetSuite GL account in the settlement transactions line. (This is a debit or credit GL account depending on the line.)
Class	Transaction -> Transaction Line	transactionlines.class	This is the class identified on each transaction line of the settlement.
Date	Transaction	trandate	Settlement transaction date
Document Number/ID	Transaction	tranid	NetSuite transaction ID for the settlement
iTPM Applied To	Transaction	custbody_itpm_applied to	Settlements can be applied to deductions, or a voiding settlement. Settlement adjustments (no GL impact) can be applied to nothing or to a vendor bill.
iTPM Customer	Transaction	custbody_itpm_customer	This is the NetSuite customer on the settlement. (Same as on the deduction, but this can be different from the customer on the promotion.)
iTPM Item	Transaction -> Transaction Line	transactionlines.custcol_itpm_set_item	This is the item on the settlement transaction line.
Line Number	Transaction -> Transaction Line	transactionlines.linensequence	Line number of the settlement. (The "0" line number is the header)
Memo	Transaction	memo	Settlement memo field
Posting Period	Transaction	postingperiod	NetSuite posting period of the settlement
Sales Rep	Customer	custbody_itpm_customer.salesrep	Sales Rep
Settlement Adjustment	Formula	See step 5	If GL-impact, then "Standard" If NO GL-impact, then "Adjustment"
Status	Transaction -> iTPM Applied To Transaction	custbody_itpm_applied to^transaction.status	This is the settlement status.
Transaction	Transaction	trandisplayname	This is the name of the settlement.

Your fields will turn blue after you drag them into your data set:

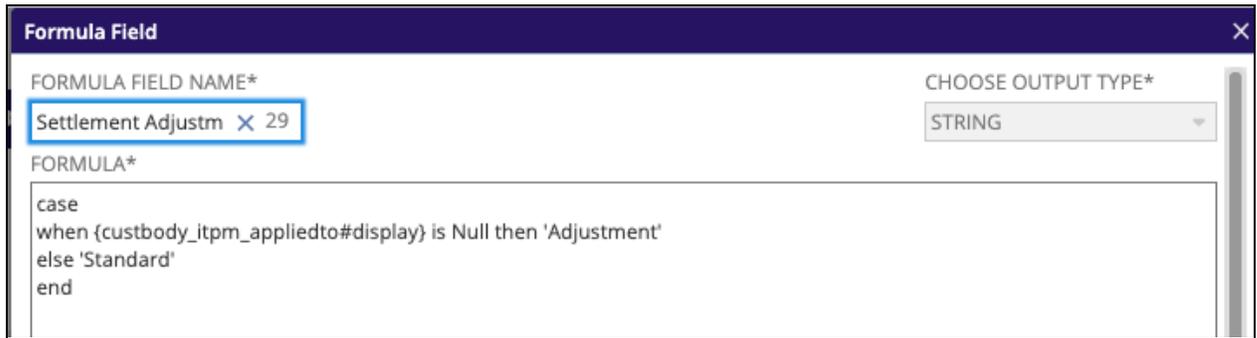
Formulas	1	Date	T
Transaction	7	Document Number/ID	T
> Transaction Line	5	iTPM Applied To	T
> Accrual ID		iTPM Customer	T
> Accruing Transaction Transaction		Memo	T
> Assigned To		Posting Period	T
> Billing Address		Transaction	T
> Competitors		Abbrev. Type	T
> Controller		Account Based Number	T
> Copy Employees		Accrual ID	T
> Created By		Accrual Qualifying A...	#
> Created By Customer			
> Created By Employee			

Formulas	1	Amount (Credit) (Trans...)	#
Transaction	7	Amount (Debit) (Transa...)	#
> Transaction Line	5	Class	T
> Accrual ID		iTPM Item	T
> Accruing Transaction Transaction		Line Number	#
> Assigned To		Accounting Line Type	T
> Billing Address		Actual Ship/Receipt/Pick...	T
> Competitors			

Transaction	7	Status	T
> iTPM Applied To Transaction	1	Abbrev. Type	T
> iTPM Created From Transaction		Account Based Number	T
> iTPM Customer	1	Accrual ID	T
> iTPM Deduction Group		Accrual Qualifying A...	#
> iTPM Promotion			

Transaction	7	Sales Rep	T
> iTPM Customer	1	Email	T
> iTPM Deduction Group			

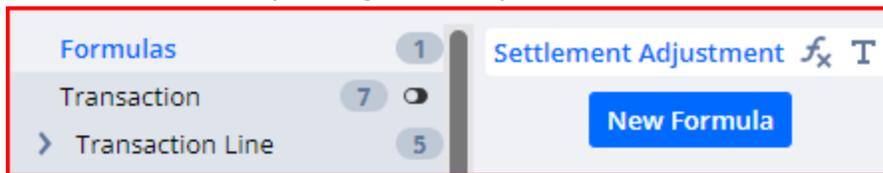
5. Formulas: Calculate this field: Settlement Adjustment



Copy this text into your formula, and drag the field into your data set:

```
case
when {custbody_itpm_appliedto#display} is Null then 'Adjustment'
else 'Standard'
end
```

These fields will turn blue after you drag them into your data set:



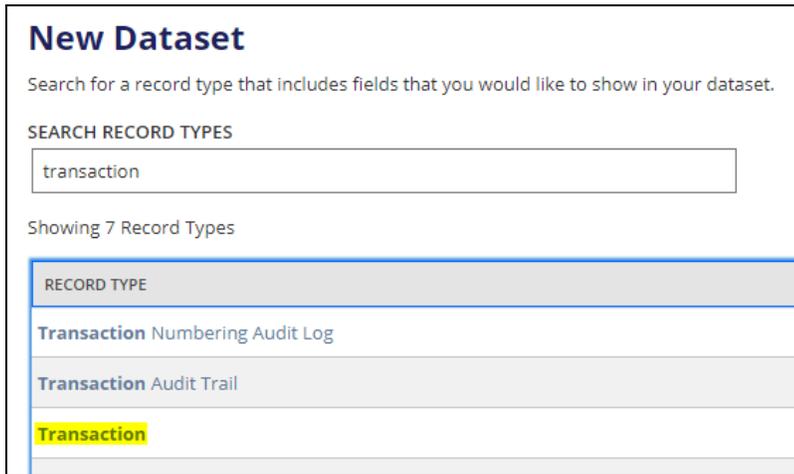
3.2 iTPM 320 Expensed by Journal Entry

Use this NetSuite workbook to analyze journal entries created by iTPM to expense open deduction amounts.

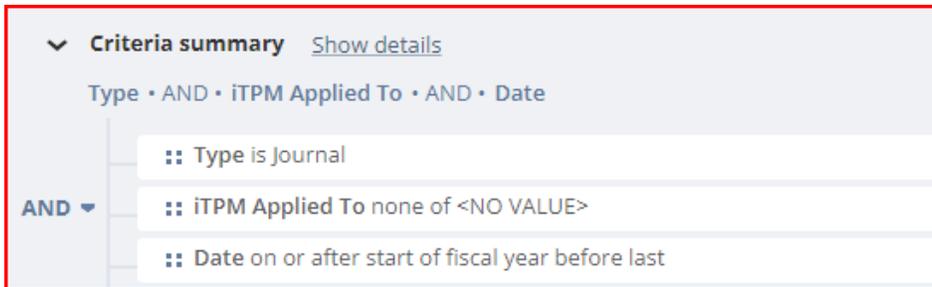
Create the DATASET for JEs created by iTPM (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

1. **Create a new Dataset:**  . (Name: - iTPM 320 Expense Journal Entries)
2. **Select a record type:** *Transaction*



3. **Criteria:** **Type** = Journal AND **iTPM Applied To** is NONE of <NO VALUE> AND **Date** on or after start of fiscal year before last

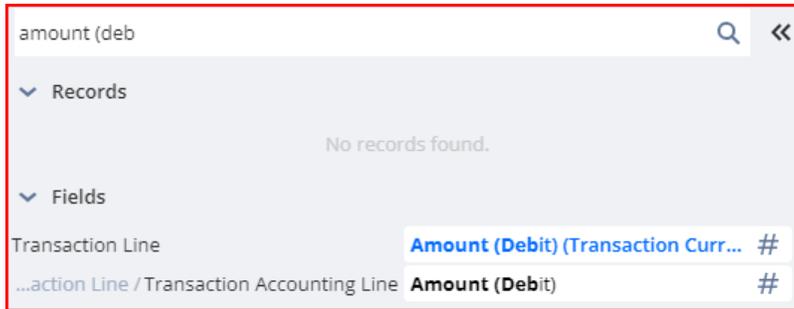


 **Note:** If you were an iTPM client before 2018.2.5, add a filter to exclude journal entries before January 1, 2019. If you implemented iTPM after December 2018, then you do not need this filter.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set.

Note: You may need to click [Show more results](#) Action will take time to find your measure.

To find the **Debit** field, [TRANSACTION LINE: AMOUNT \(DEBIT\) \(TRANSACTION CURRENCY\)](#) search for '**amount(deb)**'



To find the **Credit** field, search for '**amount(cre)**'

To find the **Transaction Line: Entity** field [TRANSACTION LINE: ENTITY](#) , search for '**trans line entity**'
 (Note: This is not the same as *Entity*)

To find the **Number** field, [ACCOUNT: NUMBER](#) , and Full name [ACCOUNT: FULL NAME](#) , you'll need to look for fields at *Transaction> Transaction Line> Account>*

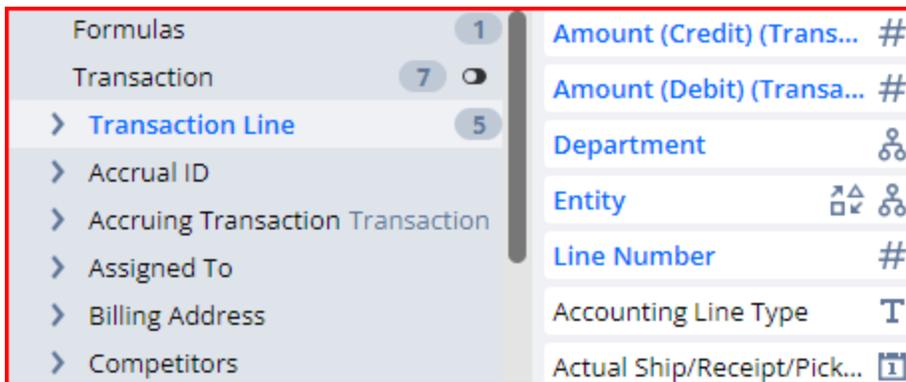
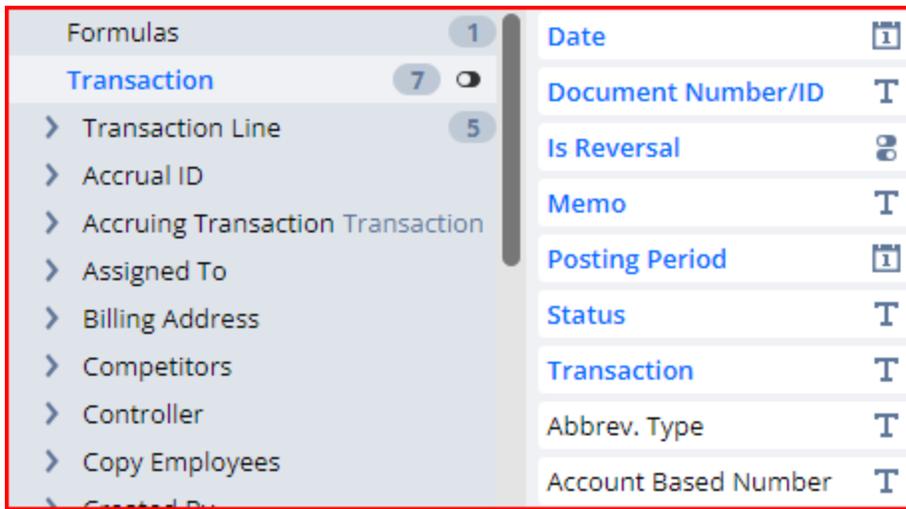
Use the table on the next page to add these fields to your iTPM journal entry workbook:

- iTPM 320 Expense Journal Ent..	
1 Debit Amount (Trans Cu... #	#
2 Credit Amount (Trans Cu... #	#
Customer Name	fx T
Date	📅
Department	👤
Document Number/ID	T
Entity Customer	👤👤
GL Account Full Name	T
GL Account Name	T
GL Account Type	T
Is Reversal	🔘
Memo	T
Number	T
Posting Period	📅
Reason Code	🔗 T
Status	T
Trans Line Number	#
Transaction	T

Field Name	Source	Field ID	Description (320 iTPM Journal Entries)
1: Debit Amount	Transaction -> Transaction Line	transactionlines.debitforeign amount	The debit is the amount that is expensed to the GL which is typically the GL account associated with the deduction's reason code.
2: Credit Amount	Transaction -> Transaction Line	transactionlines.creditforeign namount	The credit is the amount that will reduce the open deduction balance. This amount is posted to the <i>Open Deduction</i> GL account
Customer Name	Formula	See step 5	Customer Name for display in workbooks
Date	Transaction	trandate	NetSuite transaction date of the journal entry
Department	Transaction -> Transaction Line	transactionlines.department	Department on the journal entry
Document Number/ID	Transaction	tranid	NetSuite transaction ID for the journal entry
Entity	Transaction -> Transaction Line	transactionlines.entity	Customer on the iTPM journal entry, same as customer on the deduction.
GL Account Full Name	Transaction -> Transaction Accounting Line -> Account	transactionlines.accountingimpact.account.fullname	This is the name of the GL account on the journal entry transaction lines.
GL Account Name	Transaction -> Transaction Accounting Line -> Account	transactionlines.accountingimpact.account.accountsearchdisplaynamecopy	GL Account Name
GL Account Type	Transaction -> Transaction Accounting Line -> Account	transactionlines.accountingimpact.account.acctype	GL Account Type
Is Reversal	Transaction	isreversal	Is this a reversing journal entry? Y or N
Line Number	Transaction -> Transaction Line	transactionlines.linesequencenumber	Line number of the journal entry ("0" is the journal entry header)
Memo	Transaction	memo	Memo field on the journal entry

Field Name	Source	Field ID	Description (320 iTPM Journal Entries)
Number	Transaction -> Transaction Accounting Line -> Account	transactionlines.accountingimpact.account.acctnumber	This is the NetSuite external number of the GL account on the journal entry transaction lines.
Posting Period	Transaction	postingperiod	Journal entry financial posting period
Reason Code	Transaction -> iTPM Applied To	custbody_itpm_appliedto^transaction.custbody_itpm_dn_reasoncode	Reason Code
Status	Transaction	status	Journal entry status
Transaction	Transaction	trandisplayname	This is the name of the journal entry

Your fields will turn blue after you drag them into your data set:



The screenshot shows a list of fields in a table-like structure. On the left, there is a navigation pane with categories: Formulas (1), Transaction (7), Transaction Line (5), Transaction Accounting Line, Account (4), Cost Components, and Material Overhead Parent It... On the right, the selected fields are: Full Name (T), Name (T), Number (T), Type (T), 1099-MISC Category (T), Bank Name (T), Reason Code (T with a cross icon), Abbrev. Type (T), Account Based Number (T), and Accrual ID (T with a cross icon).

5. Formulas: Customer name - String

The screenshot shows the 'Formula Field' configuration interface. The 'FORMULA FIELD NAME*' is 'Customer Name' and the 'CHOOSE OUTPUT TYPE*' is 'STRING'. The 'FORMULA*' is as follows:

```

1 Case
2 when {type#display} = 'Journal' THEN
3 {custbody_itpm_appliedto^transaction.custbody_itpm_customer#display}
4 Else
5 {custbody_itpm_customer#display}
6 End
    
```

Copy this into your formula box for **Customer Name**, and drag the measure to your data set:

```

Case
when {type#display} = 'Journal' THEN
{custbody_itpm_appliedto^transaction.custbody_itpm_customer#display}
Else
{custbody_itpm_customer#display}
End
    
```

These fields will turn blue after you drag them into your data set:

The screenshot shows the same field list as before, but the 'Customer Name' field is now highlighted in blue. A 'New Formula' button is visible at the bottom of the field list.

3.3 iTPM 330 Re-invoiced Deductions (by Statement Charge)

Use this NetSuite workbook to analyze statement charges created by iTPM to recover and reinvoice invalid deduction amounts.

Create the DATASET for Statement charges created by iTPM (one-time task)

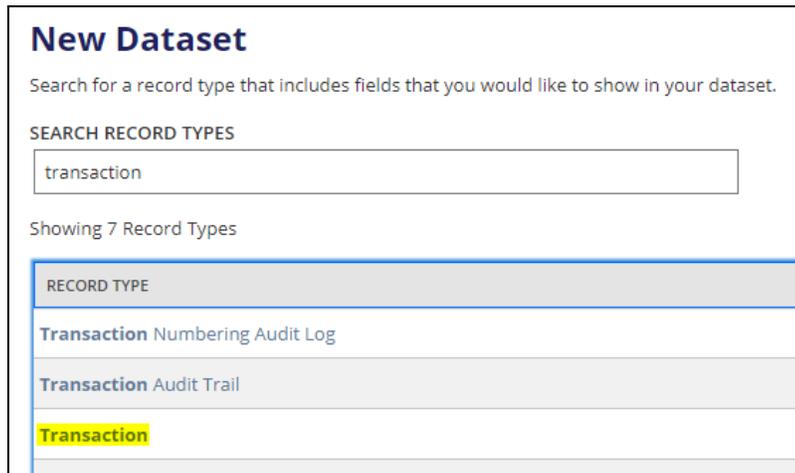
If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.



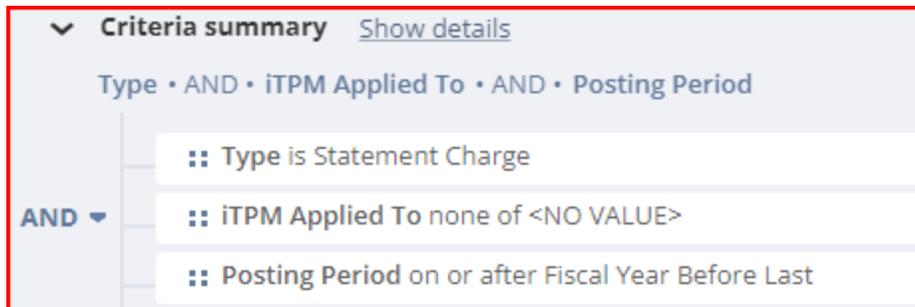
1. **Create a new Dataset:** [New Dataset](#) . (Name: - iTPM 330 Re-invoiced Deductions)

You will save this as: "*iTPM Reinvociced Deductions*" or similar name.

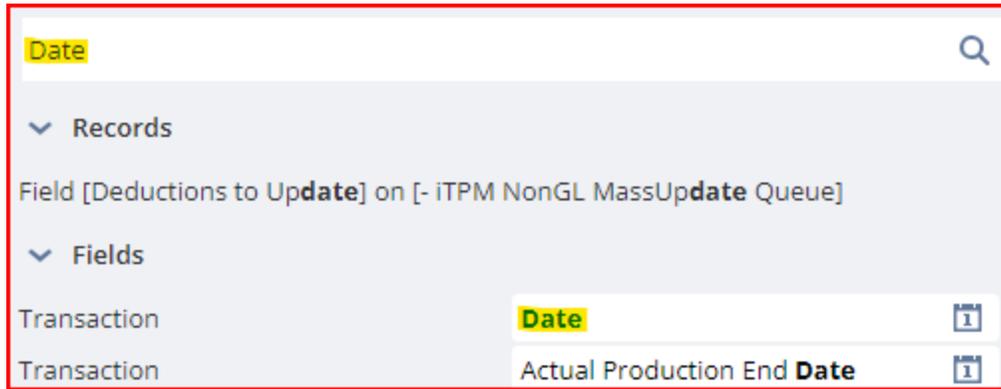
2. **Select a Record Type:** *Transaction*



3. **Criteria:** **TYPE** = Statement Charge AND iTPM Applied to none of <NO VALUE> AND **Posting Period** on or after Fiscal Year Before Last.



4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*

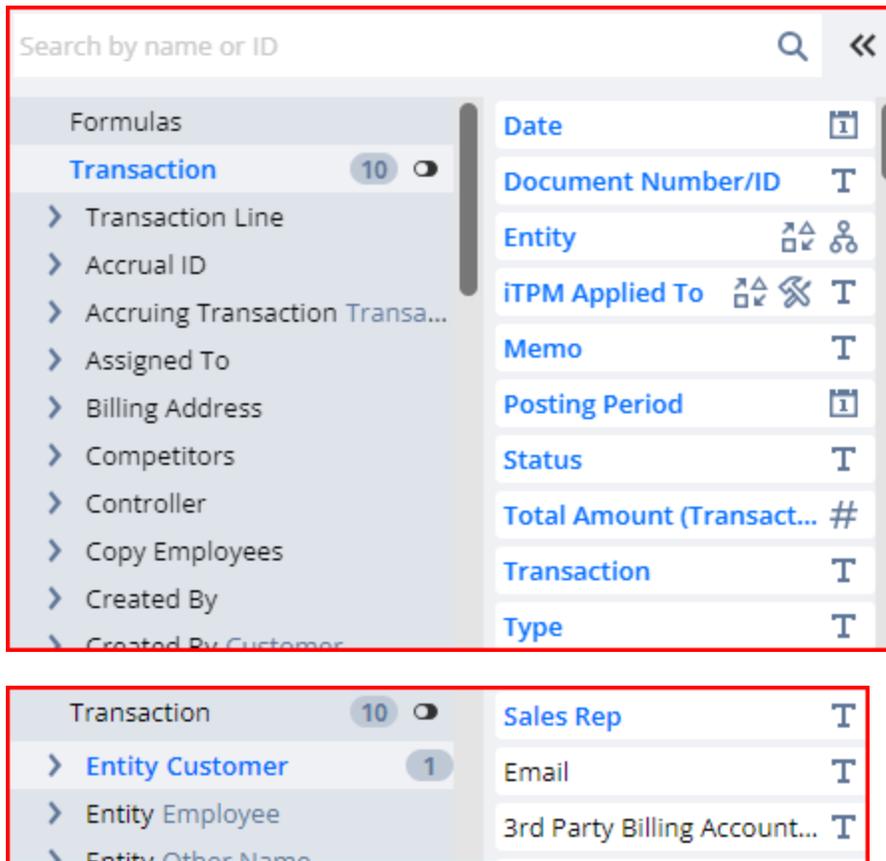


Use the table on the next page to add these fields to your iTPM Statement charge workbook:

- iTPM 330 Re-invoiced Deducti...	
Date	
Document Number/ID	T
Entity Customer	
iTPM Applied To	T
Memo	T
Posting Period	
Sales Rep	T
Status	T
Total Amount (Trans Curr...	#
Transaction	T
Type	T

Field Name	Source	Field ID	Description (330 iTPM Statement Charges)
Date	Transaction	trandate	NetSuite transaction date
Document Number/ID	Transaction	tranid	NetSuite transaction ID for the statement charge
Entity	Transaction	entity	This is the customer on the statement charge. This is the same as the customer on the deduction.
iTPM Applied To	Transaction	custbody_itpm_applie dto	iTPM Applied To
Memo	Transaction	memo	This is the memo field on the statement charge
Posting Period	Transaction	postingperiod	Posting period of the Statement charge
Sales Rep	Customer	entity^customer.sales rep	Sales Rep
Status	Transaction	status	Statement charge status
Total Amount	Transaction	foreigntotal	Total amount of the statement charge
Transaction	Transaction	trandisplayname	Name of the transaction.
Type	Transaction	type	In this workbook, transaction type = Statement Charge

Fields will change to blue after you drag them into your data set:



5. Formulas: None

3.4 iTPM 340 All iTPM Resolutions (Settlements, JEs & Statement Charges)

Use this NetSuite workbook to analyze deduction resolutions created by iTPM.

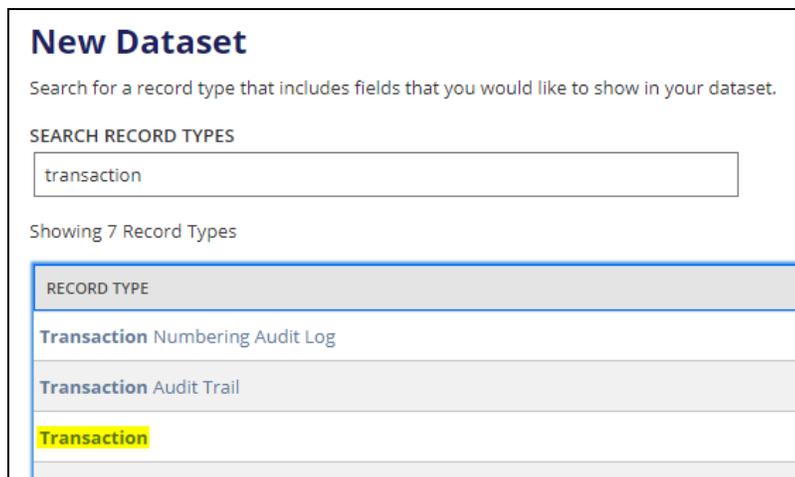
Create the DATASET that includes all resolutions created by iTPM (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.



1. Create a new Dataset: **New Dataset** . (Name: - iTPM 340 All iTPM Resolutions)

2. Select a Record Type: *Transaction*



New Dataset

Search for a record type that includes fields that you would like to show in your dataset.

SEARCH RECORD TYPES

Showing 7 Record Types

RECORD TYPE
Transaction Numbering Audit Log
Transaction Audit Trail
Transaction

3. **Criteria:** **TYPE** = Journal, Statement Charge AND **Posting Period** on or after Fiscal Year Before Last AND **iTPM Applied to** none of <NO VALUE> AND **Line Amount (Debit)** is not empty

OR

TYPE = iTPM Settlement AND **Posting Period** on or after Fiscal Year Before Last AND **Line Amount (Debit)** is not empty

Criteria summary [Show details](#)

(Type • AND • Posting Period • AND • iTPM Applied To • AND • Transaction Line: Amount (Debit) (Transaction Currency))

AND ▾

- :: Type any of Journal, Statement Charge
- :: Posting Period on or after Fiscal Year Before Last
- :: iTPM Applied To none of <NO VALUE>
- :: Transaction Line: Amount (Debit) (Transaction Currency) (not consolidated) is not empty

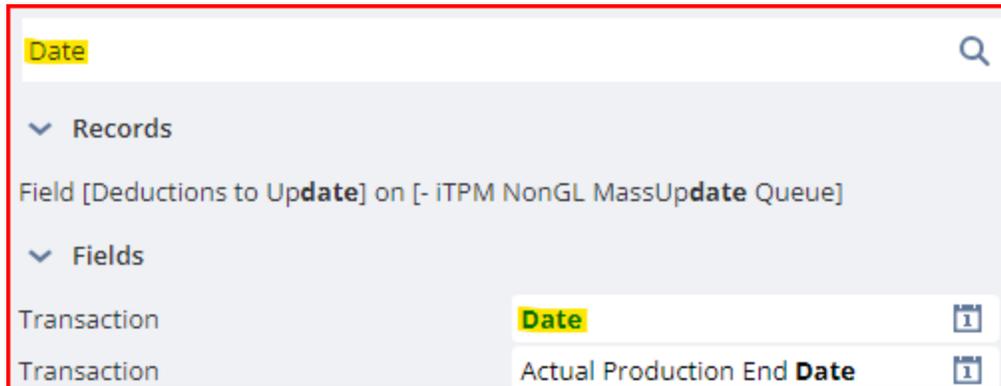
OR ▾ Drop fields here to add c

AND ▾

- :: Type is - iTPM Settlement
- :: Posting Period on or after Fiscal Year Before Last
- :: Transaction Line: Amount (Debit) (Transaction Currency) (not consolidated) is not empty

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set.

Data Fields: Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Use the table on the next page to add these fields to your iTPM Resolutions workbook:

- iTPM 340 All iTPM Resolution	
1: Debit Amount (Trans ... #	Entity for SC
2: Credit Amount (Trans ... #	Is Reversal (JE)
Applied-to Doc #/ID T	iTPM Applied To
Created By	iTPM Customer
Created By (Hybrid)	Memo
Customer (for pivots)	Memo (Trans line)
Customer (w/o #)	Posting Period
Date	Reversal Date
Date Created	Status
Debit Expense (Adj ... #	Transaction
Document Number/ID T	Type

Field Name	Source	Field ID	Description (340 iTPM Statement Charges)
1: Debit Amount (Transaction Currency)	Transaction	transactionlines.debitforeignamount	Debit amount of the resolution
2: Credit Amount (Transaction Currency)	Transaction	transactionlines.creditforeignamount	Credit amount of the resolution
Applied-to Doc #/ID	iTPM Applied To	custbody_itpm_applie dto^transaction.tranid	This is the document # of the applied-to transaction. It could be the deduction that's resolved. For a voiding settlement, it could be the settlement that's voided.
Created By	Transaction	createdby	Created By
Created By (Hybrid)	Formula	See step 5	This is the user that initiated the creation, even if it was done by a script
Customer (use for pivots)	Formula	See step 5	Customer (use for pivots)
Customer (w/o #)	Formula	See step 5	Customer (w/o #)
Date	Transaction	trandate	NetSuite transaction date
Date created	Transaction	createddate	Date the transaction was created
Debit Expense (Adj for voids)	Formula	See step 5	Debit Expense of the resolution (Adj for voids)
Document Number/ID	Transaction	tranid	NetSuite transaction ID for the statement charge
Entity for SC	Transaction	entity	This is the customer on the statement charge. This is the same as the customer on the deduction.
Is Reversal (JE)	Transaction	isreversal	For Journals, False = the journal, True = the reversal
iTPM Applied To	Transaction	custbody_itpm_applie dto	This is the transaction that's applied to the resolution.

Field Name	Source	Field ID	Description (340 iTPM Statement Charges)
iTPM Customer	Transaction	custbody_itpm_customer	iTPM Customer
Memo	Transaction	memo	This is the memo field on the transaction
Memo (Trans line)	Transaction	transactionlines.memo	Memo associated with transaction line
Posting Period	Transaction	postingperiod	Posting period of the transaction
Reversal Date	Transaction	custbody_itpm_acc_fareversaldate	This is the date the journal was reversed using the UNDO button on the iTPM JE.
Status	Transaction	status	Transaction status
Transaction	Transaction	trandisplayname	Name of the transaction.
Type	Transaction	type	In this workbook, transaction type = Statement Charge, Journal or iTPM Settlement

Fields will change to blue after you drag them into your data set:

Search by name or ID

Formulas	4	Created By	🔼🔽 T
Transaction	14	Date	📅
> Transaction Line	3	Date Created	📅
> Accrual ID		Document Number/ID	T
> Accruing Transaction Transa...		Entity	🔼🔽 👤
> Assigned To		Is Reversal	🔄
> Billing Address		iTPM Applied To	🔼🔽 🔄 T
> Competitors		iTPM Customer	🔄 T
> Controller		Memo	T
> Copy Employees		Posting Period	📅
> Created By		Reversal Date	🔄 📅
> Created By Customer		Status	T
> Created By Employee		Transaction	T
> Created By Entity		Type	T
> Created By Partner			
> Created By Vendor			

Formulas	4	Amount (Credit) (Trans... #	
Transaction	14	Amount (Debit) (Transa... #	
> Transaction Line	3	Memo	T
> Accrual ID		Accounting Line Type	T
> Accruing Transaction Transa...			

Transaction	14	Document Number/ID	T
> iTPM Applied To Transa...	1	Abbrev. Type	T
> iTPM Created From Transact...		Account Based Number	T

5. Formulas:

Formula Field
✕

FORMULA FIELD NAME*

CHOOSE OUTPUT TYPE*

FLOAT
▼

FORMULA*

```

1 Case
2 When {type#display} = '- iTPM Settlement' and {custbody_itpm_voiding_settlement} = 'T' Then
3 -1*{transactionlines.debitforeignamount}
4 When {type#display} = '- iTPM Settlement' and {custbody_itpm_voiding_settlement} = 'F' Then
5 {transactionlines.debitforeignamount}
6 When {type#display} = 'Journal' and {custbody_itpm_acc_fareversaldate} is not NULL Then
7 -1*{transactionlines.debitforeignamount}
8 When {type#display} = 'Journal' and {custbody_itpm_acc_fareversaldate} is NULL Then
9 {transactionlines.debitforeignamount}
10 When {type#display} = 'Statement Charge' Then
11 -1*{transactionlines.debitforeignamount}
12 End
                    
```

Copy this into your formula box for **'Debit Expense (Adj for voids)'** & drag the measure to your data set:

```

Case
When {type#display} = '- iTPM Settlement' and {custbody_itpm_voiding_settlement} = 'T' Then
-1*{transactionlines.debitforeignamount}
When {type#display} = '- iTPM Settlement' and {custbody_itpm_voiding_settlement} = 'F' Then
{transactionlines.debitforeignamount}
When {type#display} = 'Journal' and {custbody_itpm_acc_fareversaldate} is not NULL Then
-1*{transactionlines.debitforeignamount}
When {type#display} = 'Journal' and {custbody_itpm_acc_fareversaldate} is NULL Then
{transactionlines.debitforeignamount}
When {type#display} = 'Statement Charge' Then
-1*{transactionlines.debitforeignamount}
End
                    
```

Formula Field

FORMULA FIELD NAME*

CHOOSE OUTPUT TYPE

STRING

FORMULA*

```

1 Case
2 When {type#display} = '- iTPM Settlement'
3 or {type#display} = '- iTPM Deduction'
4 Then
5 {custbody_itpm_customer#display}
6 When {type#display} = '- iTPM Accrual'
7 Then
8 {custbody_itpm_acc_facustomer.companyname}
9 When {type#display} = 'Journal'
10 and NVL({custbody_itpm_appliedto^transaction.custbody_itpm_customer#display},' ') <> ' '
11 Then {custbody_itpm_appliedto^transaction.custbody_itpm_customer#display}
                    
```

Continued on the next page....

Copy this into your formula box for **'Customer (use for pivots)'** and drag the measure to your data set:

```

Case
When {type#display} = '- iTPM Settlement'
or {type#display} = '- iTPM Deduction'
Then
{custbody_itpm_customer#display}
When {type#display} = '- iTPM Accrual'
Then
{custbody_itpm_acc_facustomer.companyname}
When {type#display} = 'Journal'
and NVL({custbody_itpm_appliedto^transaction.custbody_itpm_customer#display},'') <> ''
Then {custbody_itpm_appliedto^transaction.custbody_itpm_customer#display}
When {type#display} = 'Journal'
and NVL({custbody_itpm_appliedto^transaction.custbody_itpm_customer.companyname},'') <> ''
Then {custbody_itpm_appliedto^transaction.custbody_itpm_customer.companyname}
When {type#display} = 'Journal' and NVL({entity#display},'') <> ''
Then {entity#display}
When {type#display} = 'Journal' and NVL({transactionlines.entity#display},'') <> ''
Then {transactionlines.entity#display}
When {type#display} = 'Journal'
and NVL({transactionlines.entity#display},'') <> ''
Then {transactionlines.entity#display}
When {type#display} = 'Statement Charge' Then
{entity#display}
ELSE
{entity#display}
End

```

Formula Field
✕

FORMULA FIELD NAME*

CHOOSE OUTPUT TYPE*

STRING
▼

FORMULA*

```

1 Case
2 When {type#display} = '- iTPM Settlement' Then
3 {custbody_itpm_customer.companyname}
4
5 When {type#display} = 'Journal' Then
6 {custbody_itpm_appliedto^transaction.custbody_itpm_customer.companyname}
7
8 When {type#display} = 'Statement Charge' Then
9 {entity^entity.altname}
10 End

```

Copy this into your formula box for **'Customer (w/o #)'** and drag the measure to your data set:

```
Case
When {type#display} = '- iTPM Settlement' Then
{custbody_itpm_customer.companyname}

When {type#display} = 'Journal' Then
{custbody_itpm_appliedto^transaction.custbody_itpm_customer.companyname}

When {type#display} = 'Statement Charge' Then
{entity^entity.alname}
End
```

Formula Field
✕

FORMULA FIELD NAME*

CHOOSE OUTPUT TYPE*

STRING

FORMULA*

```
1 Case when {custbody_itpm_createdby#display} is null then
2 {createdby#display}
3 Else
4 {custbody_itpm_createdby#display}
5 End
```

Copy this into your formula box for **'Created By (Hybrid)'** and drag the measure to your data set:

```
Case when {custbody_itpm_createdby#display} is null then
{createdby#display}
Else
{custbody_itpm_createdby#display}
End
```

These fields will turn blue after you drag them into your data set:

Formulas	4	Created By (Hybrid)	f_x	T
Transaction	14	Customer (for pivots)	f_x	T
> Transaction Line	3	Customer (w/o #)	f_x	T
> Accrual ID		Debit Expense (Adj for...	f_x	#

4.0 iTPM Promotions

There are three ways to analyze your iTPM promotions:

- **KPIs by promotion**
 - **Data:** One record per promotion: One customer, one set of promotion dates, and all the item details summarized into one total amount for the promotion.
 - **When to use:** You want to analyze just promotion events.
- **KPIs by promotion AND item:**
 - **Data:** Each KPI record defines a customer, promotion, and one item. If you have multiple allowances for an item in the same promotion, they will be combined for workbook analysis.
 - **When to use:** Use this workbook when you don't need to analyze spending by period. Example: you want to compare all promotions that start and end in 2020.
- **KPIs by promotion AND NetSuite Period**
 - **Data:** There is a KPI record for a promotion and every NetSuite period that is impacted by the promotion. Example: An EDLP promotion for Q1 will have KPI records for January, February and March that add up to the total of the KPI for the entire EDLP event.
 - **When to use:** Use this to analyze your trade spending by NetSuite period.

These ESTIMATED KPIs are useful BEFORE the planning period starts.

- Unless you change estimated quantities, estimated spending is the same value as your promotion moves from *future* to *active* to *completed* condition. Estimated KPIs are based on what the user estimated will happen, and represents what was approved.
- **Estimated Spend** is available in total, and by method of payment (OI, BB, NB, and LS).
- **Estimated Quantity** is available as promoted units, base and incremental.
- **Estimated Revenue** is only available if your promotions include estimated quantities. Without a forecasted volume, estimated revenue will be zero.
- **Original Estimated Spend** stores the estimated spend the first time the promotion is approved.

These additional KPIs are helpful AFTER the planning period starts:

- **LE Spend:** Latest Estimate is a 'best guess' calculation of what the promotion's total spending will be when all claims are processed.
- **ACTUAL Spend:** This is the total of all deductions matched to the promotion. This also includes Spend Adjustments, which are non-financial settlements used to incorporate non-deduction transactions into promotional KPIs. Example: A spend adjustment is created for a claim that was not deducted but paid by check.
- **Net Liability:** This is Expected Liability minus Actual spending, and represents how much you owe but hasn't been deducted or paid yet for a promotion.
- **Overpay:** This is the amount paid or claimed that is in excess of the Expected Liability for a promotion. This represents how much the promotion's spend was under forecasted, and/or how much the customer claimed that was above iTPM calculated liability for the promotion.
- Go to section 6.3 in the iTPM Administrator User Guide for more KPI calculation details.

Limitations and Challenges: All of the KPIs have these limitations:

- There can be no KPIs if the promotion isn't created in NetSuite
- Only the ESTIMATED KPI is available for promotions that aren't approved and in DRAFT status.
- UOM conversions for per-unit spending
- If the promotion doesn't have an estimated volume, then estimated revenue and estimated spending for per-unit allowances will be zero.
- Estimated KPIs measures are dependent on the accuracy of the estimated base and lift.

4.1 iTPM 410 Promotion KPIs

 **Note:** iTPM version 20.1.2 is enhanced to provide more KPI data measures for NetSuite workbooks based on the promotion. Only promotions that have the KPIs refreshed in 20.1.2 will have these new KPI fields available in this workbook. **New or updated fields include *Actual Revenue, Estimated Revenue, and Overpay.***

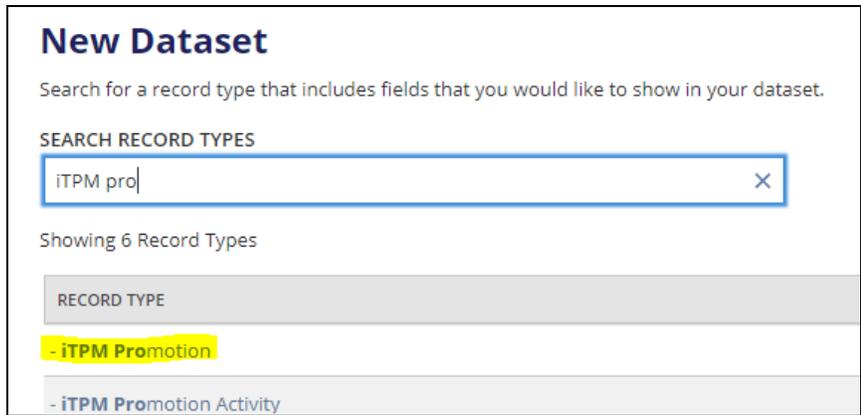
Use these NetSuite workbooks to analyze and roll-up promotion KPIs:

Create the DATASET to analyze KPIs by promotion (one-time task)

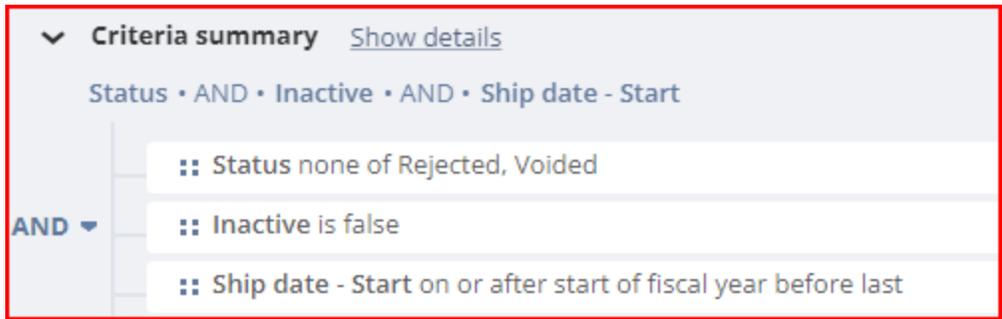
If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

1. **Create a new Dataset:**  (Name: “- iTPM 410 Promotion KPIs”)

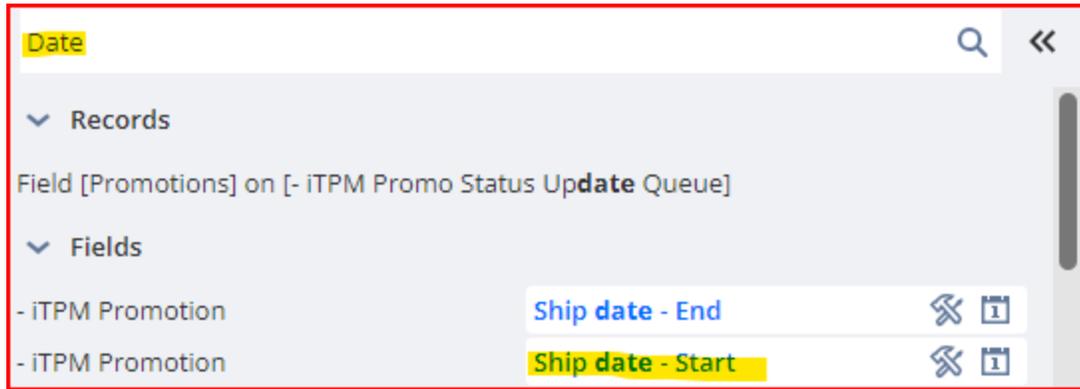
2. **Record Type:** - iTPM Promotion



3. **Criteria:** **iTPM Promotion: Status** is none of Rejected, Voided AND **Inactive** is false AND **Ship date - Start** on or after start of fiscal year before last



4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields to your promotion KPIs worksheet:
 (Note: You'll create additional measures in step 5)

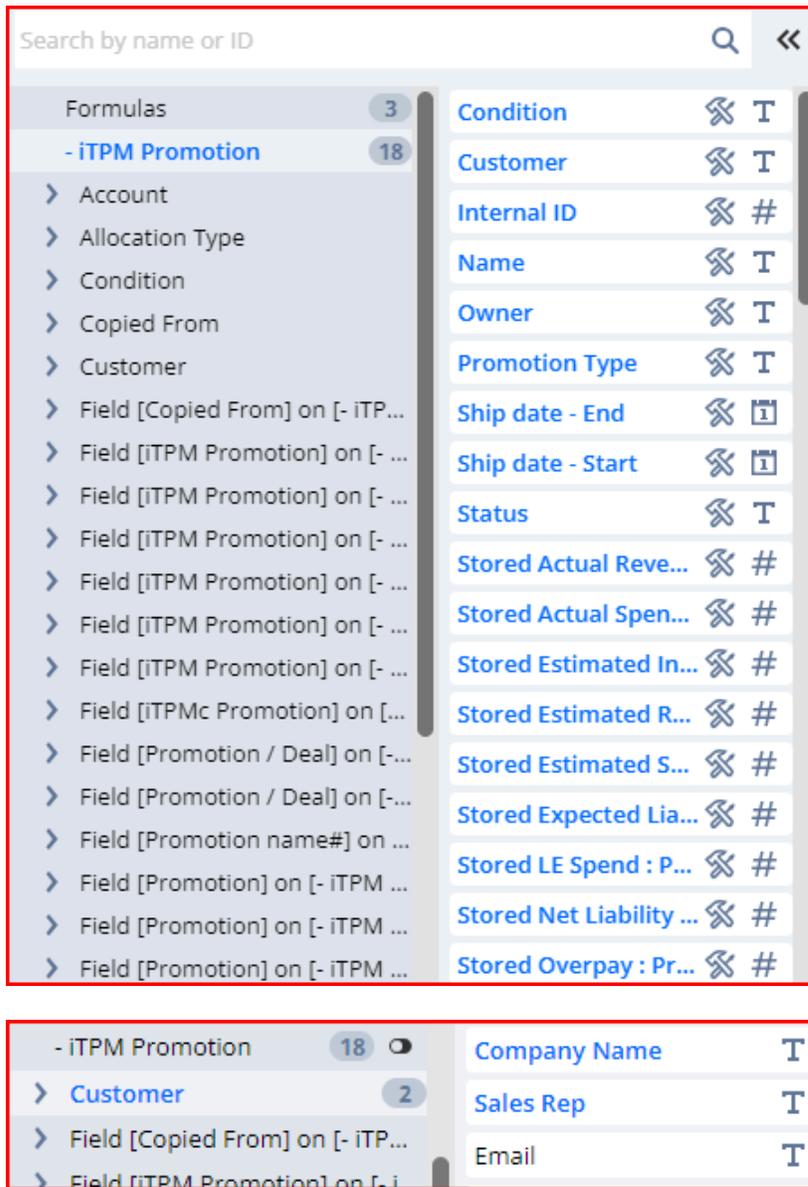
- iTPM 410 Promotion KPIs (25...		
1: Estimated Spend	🔗	#
2: LE Spend	🔗	#
3: Actual Spend	🔗	#
4: Expected Liability	🔗	#
5: Net Liability	🔗	#
6: Overpay	🔗	#
Actual Revenue (if li...	🔗	#
Condition	🔗	T
Customer	🔗	T
Deal in days	fx	#
Est Inc Revenue	🔗	#
Est Revenue	🔗	#
Estimated Spend	fx	#
Estimated Spend as %	fx	#
Owner	🔗	T

Promotion #	🔗	#
Promotion Name / T...	🔗	T
Promotion Type	🔗	T
Sales Rep		T
Ship date - End	🔗	📅
Ship date - Start	🔗	📅
Status	🔗	T

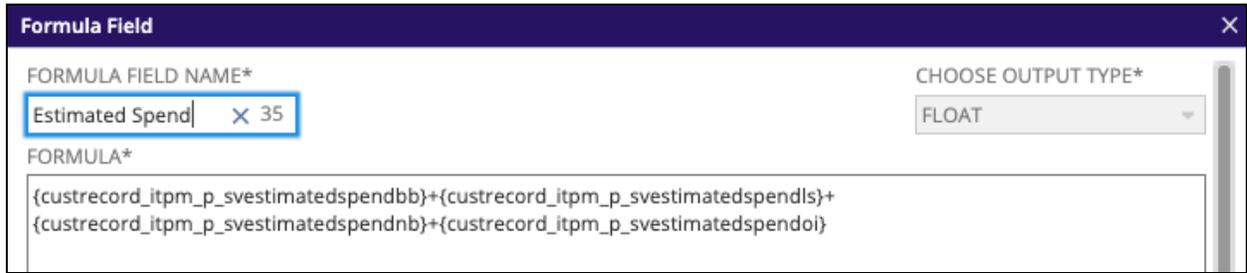
Field Name	Source	Field ID	Description (410 Promotion KPIs)
1: Estimated Spend	- iTPM Promotion	custrecord_itpm_p_sve stimatedspend	Estimated spending includes lump-sum, bill-back, off-invoice and net-bill allowances
2: LE Spend	- iTPM Promotion	custrecord_itpm_p_svl espend	Latest Estimate (LE) includes lump-sum, bill-back, off-invoice and net-bill allowances
3: Actual Spend	- iTPM Promotion	custrecord_itpm_p_svp rmtionalactualspend	Actual spending includes lump-sum, bill-back, off-invoice and net-bill allowances
4: Stored Expected Liability	- iTPM Promotion	custrecord_itpm_p_sve xpliabilitypromo	Expected liability includes lump-sum, bill-back, off-invoice and net-bill allowances
5: Net Liability	- iTPM Promotion	custrecord_itpm_p_svn etpromotionalle	Net Liability includes lump-sum, bill-back, off-invoice and net-bill allowances
6: Stored Overpay :	- iTPM Promotion	custrecord_itpm_p_svp romtionaloverpayamt	Overpay includes lump-sum, bill-back, off-invoice and net-bill allowances
Actual Revenue (if linked to Sales)	- iTPM Promotion	custrecord_itpm_p_sva ctualrevenue	Actual Revenue (if linked to Sales)
Company Name	- iTPM Promotion	custrecord_itpm_p_cus tomer.companyname	Customer Name on the promotion getting the allowances
Condition	- iTPM Promotion	custrecord_itpm_p_con dition	Promotion condition. This is either <i>Future</i> , <i>Active</i> or <i>Completed</i> .
Customer	- iTPM Promotion	custrecord_itpm_p_cus tomer	Customer on the promotion getting the allowances
Deal in Days	Formula	See step 5	Deal in Days
Estimated Revenue	- iTPM Promotion	custrecord_itpm_p_sve stimatedrevenue	This is the estimated revenue of the promotion for the promoted units: list price times estimated quantity
Estimated spend	Formula	See step 5	Estimated spending, which is a total of lump-sum, bill-back, off-invoice and net-bill allowances
Estimated Spend as %	Formula	See step 5	Estimated Spending as a percent of Estimated Revenue.
Owner	- iTPM Promotion	owner	Owner of promotion

Field Name	Source	Field ID	Description (Promotion KPIs)
Promotion Name/Title	- iTPM Promotion	name	Promotion title / reference code
Promotion #	- iTPM Promotion	id	This is the promotion number, same as the external ID.
Promotion Type	- iTPM Promotion	custrecord_itpm_p_type	Promotion type
Ship Date - End	- iTPM Promotion	custrecord_itpm_p_shipend	End ship date of the promotion
Ship Date - Start	- iTPM Promotion	custrecord_itpm_p_shipstart	Start ship date of the promotion
Sales Rep	- iTPM Promotion	custrecord_itpm_p_customer.salesrep	Sales Rep
Status	- iTPM Promotion	custrecord_itpm_p_status	Promotion status. <i>Draft, Submitted, Approved, and Closed.</i> (<i>Voided and Rejected</i> are filtered out of the data set.)

Fields will change blue when you drag them to your data set:

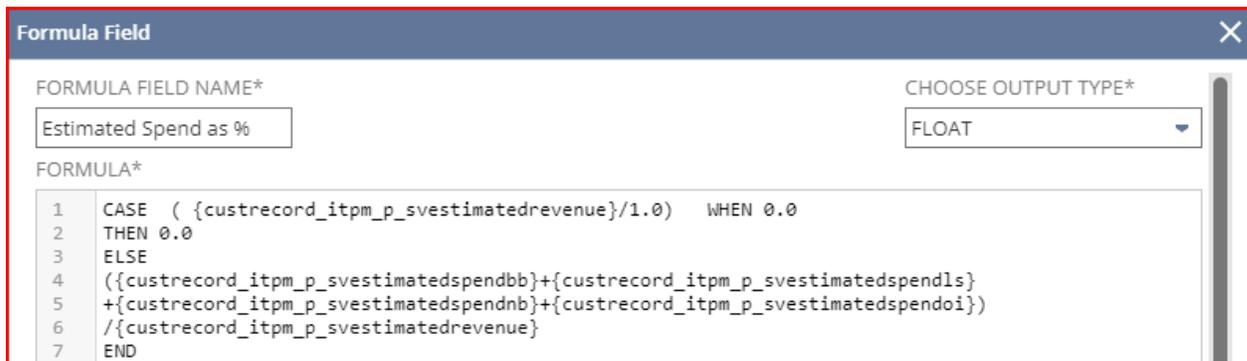


5. Formulas:



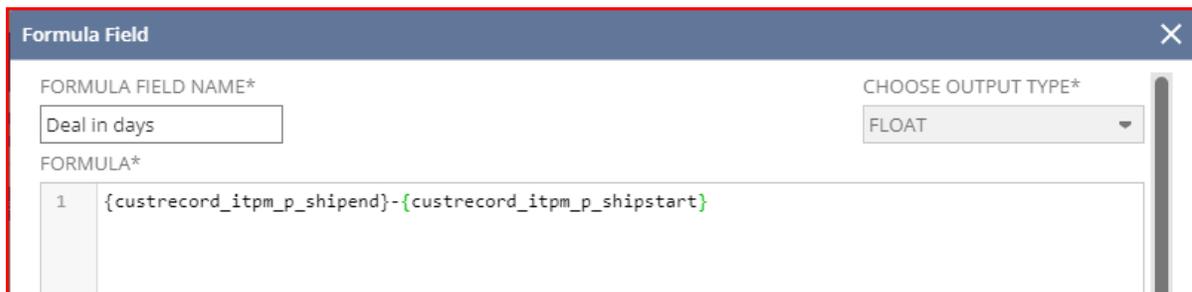
Copy this into your formula box for **Estimated Spend**, and drag the measure to your data set:

```
{custrecord_itpm_p_svestimatedspendbb}+{custrecord_itpm_p_svestimatedspendsl}+{custrecord_itpm_p_svestimatedspendnb}+{custrecord_itpm_p_svestimatedspendoi}
```



Copy this into your formula box for the **Estimated Spend as %** measure, and drag the measure to your data set:

```
CASE ( {custrecord_itpm_p_svestimatedrevenue}/1.0) WHEN 0.0  
THEN 0.0  
ELSE  
({custrecord_itpm_p_svestimatedspendbb}+{custrecord_itpm_p_svestimatedspendsl}  
+{custrecord_itpm_p_svestimatedspendnb}+{custrecord_itpm_p_svestimatedspendoi})  
/{custrecord_itpm_p_svestimatedrevenue}  
END
```



Copy this into your formula box for the **Deal in days** measure, and drag the measure to your data set:

```
{custrecord_itpm_p_shipend}-{custrecord_itpm_p_shipstart}+1
```

These fields will turn blue after you drag them into your data set:

The screenshot shows the 'Formulas' panel in iTPM. On the left, a tree view shows the hierarchy: 'Formulas' (3 items), '- iTPM Promotion' (18 items), 'Account', 'Allocation Type', and 'Condition'. On the right, three measures are listed and highlighted in blue: 'Deal in days' (fx #), 'Estimated Spend' (fx #), and 'Estimated Spend as %' (fx #). A 'New Formula' button is visible at the bottom right of the panel.

4.2 iTPM 420 Promotion KPIs by Item



Note: iTPM version 20.1.2 is enhanced to provide more KPI data measures, and measures by NetSuite period. Some of the following data may not be available if your account is not yet updated to iTPM version 20.1.2.

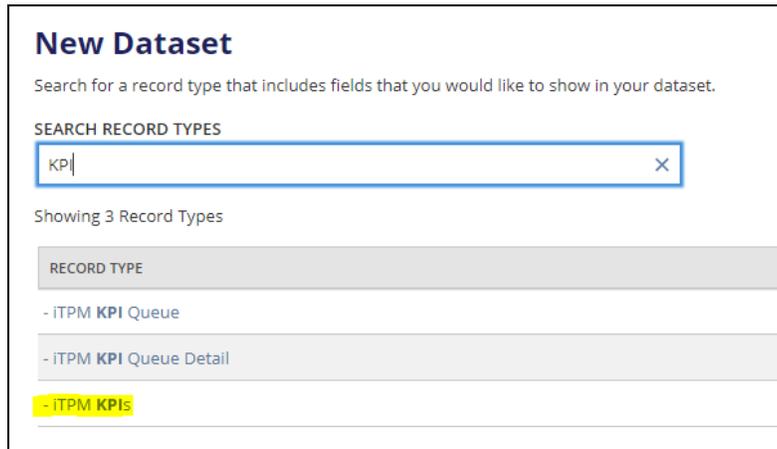
Use these NetSuite workbooks to analyze and roll-up promotion KPIs:
Create the DATASET to analyze KPIs by promotion AND item (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

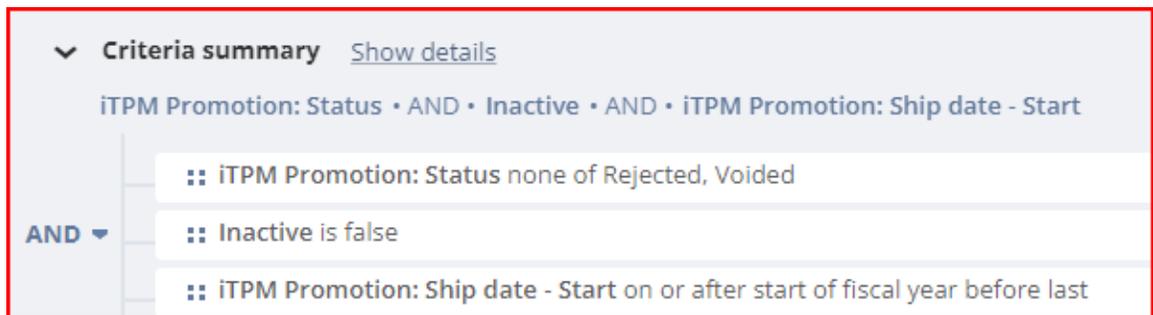


1. **Create a new Dataset:** [New Dataset](#) . (Name: - iTPM 420 Promotion KPIs by Item)

2. **Select a Record Type:** - *iTPM KPIs* (Search for KPI)



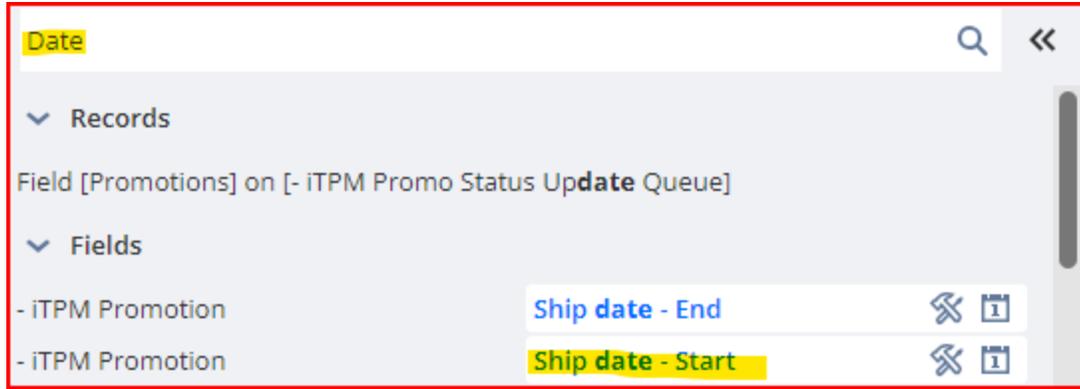
3. **Criteria:** iTPM Promotion: Status is none of Rejected, Voided AND Inactive is false AND Ship date - Start on or after start of fiscal year before last



4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set.

UOM: Search for Units Type, and drag it into your data set.

Note: You may need to click [Show more results](#) Action will take time to find your measure.



Use the table on the next page to add these fields to your promotion KPI by Promotion and Item workbook:
 (Note: You'll create many Formulas in step 5)

- iTPM 420 Promotion KPIs by I...	
1: Estimated Spendi...	fx #
2: LE Spend	fx #
3: Actual Spending	fx #
4: Expected Liability	fx #
5: Net Liability	fx #
6: Overpay	fx #
Actual Qty	fx #
Actual Revenue	fx #
Base Price	#
Company Name	T
Condition	fx T
Customer	fx T
Est Base Quantity	fx #
Est COGS \$	fx #
Est Inc Quantity	fx #
Est Revenue	fx #
Est Spend as %	fx #
Est Spend as % (2)	fx #
Est Spend Total 4 Pr...	fx #
Item	fx T
Item Class	fx
Item Description	fx T
KPI record Name	fx T
Owner	fx T
Price Level	fx T
Primary Units Type	T
Promoted Qty	fx #
Promotion #	fx #
Promotion Name / ...	fx T
Promotion Type	fx T
Ship date - End	fx I
Ship date - Start	fx I
Status	fx T
UOM	T

Field Name	Source	Field ID	Description (420 Promotions by item)
1: Estimated Spending	Formula	See step 5	Estimated spending, which is a total of lump-sum, bill-back, off-invoice and net-bill allowances
2: LE Spend	Formula	See step 5	LE spend includes lump-sum, bill-back, off-invoice and net-bill allowances
3: Actual Spending	Formula	See step 5	Actual spending includes lump-sum, bill-back, off-invoice and net-bill allowances
4: Expected Liability	Formula	See step 5	Expected liability includes lump-sum, bill-back, off-invoice and net-bill allowances
5: Net Liability	Formula	See step 5	Net Liability includes lump-sum, bill-back, off-invoice and net-bill allowances
6: Overpay	Formula	See step 5	Overpay includes lump-sum, bill-back, off-invoice and net-bill allowances
Actual Qty	- iTPM KPIs	custrecord_itpm_kpi_a ctualtotalqty	This is actual shipments in units between the start and end ship dates.
Actual Revenue	- iTPM KPIs	custrecord_itpm_kpi_a ctualrevenue	This is actual sales in dollars between the start and end ship dates.
Base Price	-iTPM KPIs -> Item	custrecord_itpm_kpi_it em^item.presentationit em.baseprice	Base Price
Company Name	- iTPM KPIs -> iTPM Promotion - iTPM Promotion	custrecord_itpm_kpi_pr omotiondeal.custrecord _itpm_p_customer.com panyname	This is the full customer name.
Condition	- iTPM KPIs -> iTPM Promotion - iTPM Promotion	custrecord_itpm_kpi_pr omotiondeal.custrecord _itpm_p_condition	Promotion condition. This is either <i>Future</i> , <i>Active</i> or <i>Completed</i> .
Customer	- iTPM KPIs -> iTPM Promotion - iTPM Promotion	custrecord_itpm_kpi_pr omotiondeal.custrecord _itpm_p_customer	Customer on the promotion getting the allowances

Field Name	Source	Field ID	Description (420 Promotions by item)
Estimated Base Quantity	- iTPM KPIs / Item / Field [Item] on [-iTPM Estimated Quantity]	custrecord_itpm_kpi_item^item.custrecord_itpm_estqty_item<customrecord_itpm_estquantity.custrecord_itpm_estqty_baseqty	This is the estimated base in units (See Units Type)
Est COGS \$	Formula	See step 5	Est COGS \$
Est COGS %	Formula	See step 5 (Need to add formula.)	Est COGS % (Not yet in iTPM Demo)
Est Inc Quantity	- iTPM KPIs / Item / Field [Item] on [-iTPM Estimated Quantity]	custrecord_itpm_kpi_item^item.custrecord_itpm_estqty_item<customrecord_itpm_estquantity_incrementalqty	This is the estimated incremental quantity for this item in units (see Units Type)
Est Profit \$	Formula	See step 5 (Need to add formula.)	Est Profit \$ (Not yet in iTPM Demo)
Est Revenue	Formula	See step 5	This is the estimated revenue, which is the NetSuite price times the total estimated units in the promotion (see Units Type)
Est Spend as %	Formula	See step 5	Est Spend as % based on KPIs
Est Spend as % (2)	Formula	See step 5	Est Spend as % (2) based on promotion
Est Spend Total 4 Promotion	- iTPM Promotion	custrecord_itpm_kpi_promotiondeal.custrecord_itpm_p_svestimatedspend	Stored Estimated Revenue
Item	- iTPM KPIs	custrecord_itpm_kpi_item	NetSuite item in the promotion
Item Class	- iTPM KPIs -> Item	custrecord_itpm_kpi_item^item.class	This is the Class of the item.
Item Description	- iTPM KPIs	custrecord_itpm_kpi_itemdescription	Description of the NetSuite item in the promotion
KPI Record Name	- iTPM Promotion	Name	Promotion title / reference code
Owner	- iTPM Promotion	owner	Owner of promotion

Field Name	Source	Field ID	Description (420 Promotions by item)
Price Level	- iTPM KPIs -> iTPM Promotion	custrecord_itpm_kpi_promotiondeal.custrecord_itpm_p_itempricelevel	Price Level
Primary Units Type	- iTPM KPIs -> Item	custrecord_itpm_kpi_item^item.unitstype	UOM on the KPI item records
Promoted Qty	- iTPM KPIs	custrecord_itpm_kpi_esttotalqty	<i>Promoted quantity</i> is in units, and is equal to (base plus incremental units), multiplied by the percent redemption rate. These are the units that are expected to qualify for the discounts.
Promotion #	- iTPM KPIs	custrecord_itpm_kpi_promotiondeal.id	This is the iTPM promotion number
Promotion Name/Title	- iTPM KPIs	custrecord_itpm_kpi_promotiondeal	Promotion Name/Title
Promotion Type	- iTPM KPIs -> iTPM Promotion - iTPM Promotion	custrecord_itpm_kpi_promotiondeal.custrecord_itpm_p_type	Promotion type
Ship date - End	- iTPM KPIs -> iTPM Promotion - iTPM Promotion	custrecord_itpm_kpi_promotiondeal.custrecord_itpm_p_shipend	End ship date of the promotion
Ship date - Start	- iTPM KPIs -> iTPM Promotion - iTPM Promotion	custrecord_itpm_kpi_promotiondeal.custrecord_itpm_p_shipstart	Start ship date of the promotion
Status	- iTPM KPIs -> iTPM Promotion - iTPM Promotion	custrecord_itpm_kpi_promotiondeal.custrecord_itpm_p_status	Promotion status. <i>Draft, Submitted, Approved, and Closed.</i> (<i>Voided and Rejected</i> are filtered out of the data set.)
UOM	- iTPM KPIs	custrecord_itpm_kpi_uom.unitname	UOM Name on the KPI records



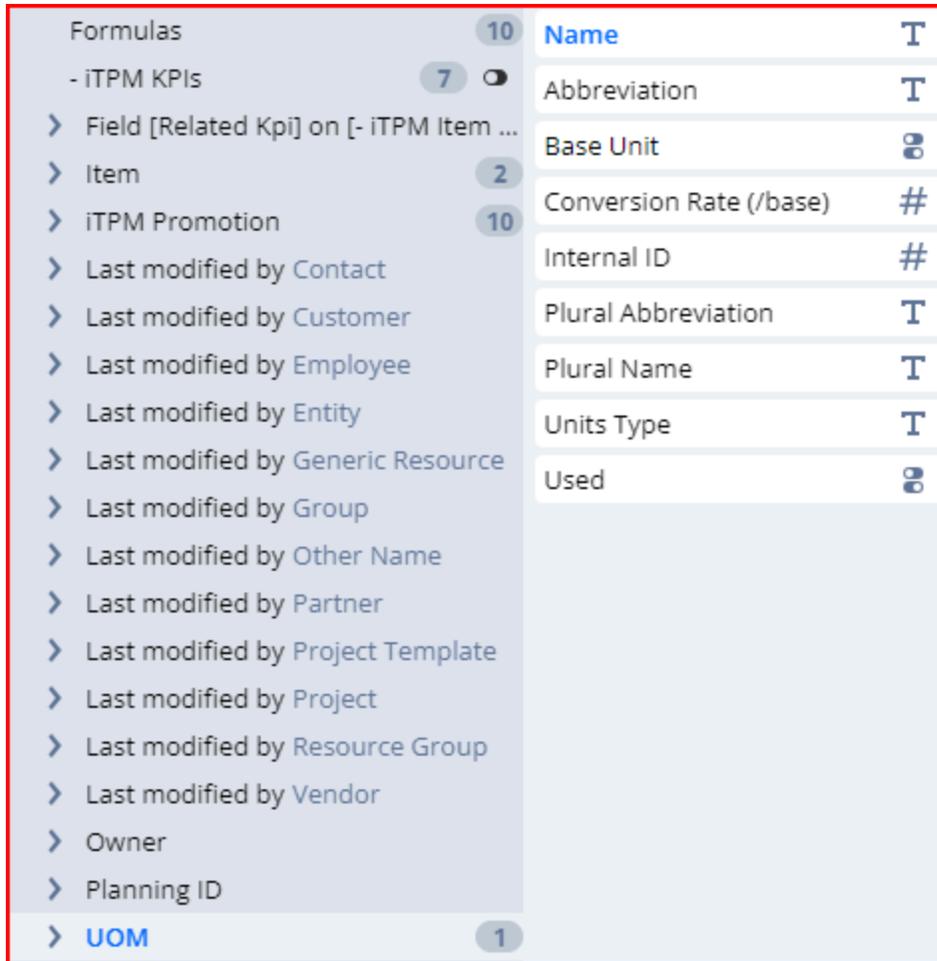
Helpful hint: iTPM KPI fields with “**Stored**” in the name are values for the entire promotion, and should be considered a promotion ‘header’ value. If you use these values, you either need to use only one unique record from the promotion, or select “average” to show the value.
 Example: A promotion has 3 items with \$100 in total Estimated spending. *Estimated spending* field for all three KPI records will total \$100, but the *Stored Estimated Spending* field will total \$300, with an average of \$100.

Fields will change blue when you drag them to your dataset:

Formulas	10	Actual Qty	⌘ #
- iTPM KPIs	7	Actual Revenue	⌘ #
> Field [Related Kpi] on [- iTPM Item ...		Item	⌘ T
> Item	2	Item Description	⌘ T
> iTPM Promotion	10	iTPM Promotion	⌘ T
> Last modified by Contact		Name	⌘ T
> Last modified by Customer		Promoted Qty	⌘ #
> Last modified by Employee		Abbreviation	⌘ T
> Last modified by Entity		Actual COGS	⌘ #
> Last modified by Generic Resource			

Formulas	10	Class	⌘
- iTPM KPIs	7	Primary Units Type	T
> Field [Related Kpi] on [- iTPM Item ...		Alternate Source Item	⌘ T
> Item	2	Amortization Period	#
> iTPM Promotion	10		

Formulas	10	Condition	⌘ T
- iTPM KPIs	7	Customer	⌘ T
> Field [Related Kpi] on [- iTPM Item Period Sh...		Internal ID	⌘ #
> Item	2	Owner	⌘ T
> iTPM Promotion	10	Price Level	⌘ T
> Last modified by Contact		Promotion Type	⌘ T
> Last modified by Customer		Ship date - End	⌘ T
> Last modified by Employee		Ship date - Start	⌘ T
> Last modified by Entity		Status	⌘ T
> Last modified by Generic Resource		Stored Estimated S...	⌘ #
> Last modified by Group			
> Last modified by Other Name			



5. Formulas:

Copy this into your formula box for the **1: Estimated Spending** measure, and drag the measure to your data set:
Output type = FLOAT

```
{custrecord_itpm_kpi_estimatedspendbb}+
{custrecord_itpm_kpi_estimatedspendls}+
{custrecord_itpm_kpi_estimatedspendnb}+
{custrecord_itpm_kpi_estimatedspendo}
```

Copy this into your formula box for the **2: LE Spend** measure, and drag the measure to your data set:
Output type = FLOAT

```
{custrecord_itpm_kpi_lespendbb}+
{custrecord_itpm_kpi_lespendls}+
{custrecord_itpm_kpi_lespendnb}+
{custrecord_itpm_kpi_lespendoi}
```

Copy this into your formula box for the **3: Actual Spending** measure, and drag the measure to your data set:
Output type = FLOAT

```
{custrecord_itpm_kpi_actualspendls}+
{custrecord_itpm_kpi_actualspendbb}+
{custrecord_itpm_kpi_actualspendoi}+
{custrecord_itpm_kpi_actualspendnb}
```

Copy this into your formula box for the **4: Expected Liability** measure, and drag the measure to your data set:
Output type = FLOAT

```
{custrecord_itpm_kpi_expectedliabilitybb}+
{custrecord_itpm_kpi_expectedliabilityls}+
{custrecord_itpm_kpi_expectedliabilitynb}+
{custrecord_itpm_kpi_expectedliabilityoi}
```

Copy this into your formula box for the **5: Net Liability** measure, and drag the measure to your data set: Output type = FLOAT

```
{custrecord_itpm_kpi_netliabilitybb}+
{custrecord_itpm_kpi_netliabilityls}+
{custrecord_itpm_kpi_netliabilitynb}+
{custrecord_itpm_kpi_netliabilityoi}
```

Copy this into your formula box for the **6: Overpay: Promotion** measure, and drag the measure to your data set:
Output type = FLOAT

```
{custrecord_itpm_kpi_overpaybb}+
{custrecord_itpm_kpi_overpayls}+
{custrecord_itpm_kpi_overpaynb}+
{custrecord_itpm_kpi_overpayoi}
```

Copy this into your formula box for the **Est COGS \$** measure, and drag the measure to your data set: Output type = FLOAT

```
TO_number({custrecord_itpm_kpi_item^item.costestimate})
```

Copy this into your formula box for the **Estimated Revenue** measure, and drag the measure to your data set:
Output type = FLOAT

```
NVL(TO_NUMBER({custrecord_itpm_kpi_estimatedrevenue}),0.00)
```

Copy this into your formula box for the **Estimated Spend as %** measure, and drag the measure to your data set:

```
CASE ( {custrecord_itpm_kpi_estimatedrevenue}/1.0) WHEN 0.0
THEN 0.0
ELSE
( ( {custrecord_itpm_kpi_estimatedspendls}+
{custrecord_itpm_kpi_estimatedspendbb}+
{custrecord_itpm_kpi_estimatedspendnb}+
{custrecord_itpm_kpi_estimatedspendo} ) / {custrecord_itpm_kpi_estimatedrevenue} )
END
```

Copy this into your formula box for the **Estimated Spend as % (2)** measure, and drag the measure to your data set:

```
CASE ( {custrecord_itpm_kpi_promotiondeal.custrecord_itpm_p_svestimatedrevenue} /1.0) WHEN
0.0

THEN 0.0
ELSE
( ( {custrecord_itpm_kpi_estimatedspendls}+
{custrecord_itpm_kpi_estimatedspendbb}+
{custrecord_itpm_kpi_estimatedspendnb}+
{custrecord_itpm_kpi_estimatedspendo} ) /
{custrecord_itpm_kpi_promotiondeal.custrecord_itpm_p_svestimatedrevenue} )
END
```

Note: Need to add formulas for Est COGS %, Profit \$



Note: Suite Analytics in NetSuite 2020.1 does not have the option to show a weighted average. The above formulas will show an average of the transactions, which is NOT the same as how Excel would calculate this measure.

Your Formulas will change to blue when you drag them to your data set:

Formulas		10	1: Estimated Spending	f_x	#
- iTPM KPIs	7	<input type="checkbox"/>	2: LE Spend	f_x	#
> Field [Related Kpi] on [- iTPM It...			3: Actual Spending	f_x	#
> Item	2		4: Expected Liability	f_x	#
> iTPM Promotion	10		5: Net Liability	f_x	#
> Last modified by Contact			6: Overpay	f_x	#
> Last modified by Customer			Est COGS \$	f_x	#
> Last modified by Employee			Est Spend as %	f_x	#
> Last modified by Entity			Est Spend as % (2)	f_x	#
> Last modified by Generic Reso...			Estimated Revenue	f_x	#
> Last modified by Group					
> Last modified by Other Name					

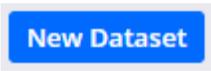
4.3 iTPM 430 Promotion Period Share (by NetSuite Period)



Note: iTPM version 20.1.2 is enhanced to provide more KPI data measures, and measures by NetSuite period. Promotions by NetSuite Period may not be available if your account is not yet updated to iTPM version 20.1.2.

Create the DATASET to analyze KPIs by promotion AND NetSuite period (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.



1. **Create a new Dataset:** (Name: “- iTPM 430 Promotion Period Share”)
2. **Select Record Type:** - *iTPM Promotion Period Share*

New Dataset

Search for a record type that includes fields that you would like to show in your dataset.

SEARCH RECORD TYPES

Period

Showing 3 Record Types

RECORD TYPE
-iTPM Promotion Period Share
Accounting Period

3. **Criteria:** **iTPM Promotion: Status** is none of Rejected, Voided AND **Inactive** is false AND **Ship date - Start** on or after start of fiscal year before last

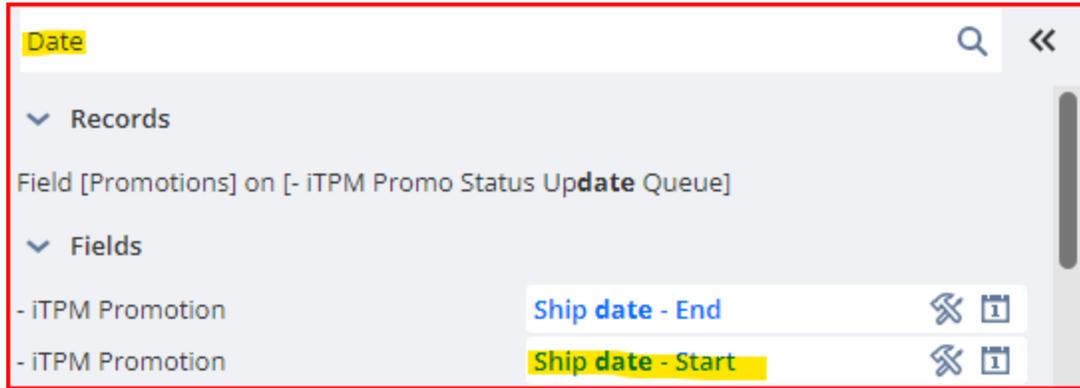
Criteria summary [Show details](#)

Promotion: Status • AND • Inactive • AND • Promotion: Ship date - Start

AND

- :: Promotion: Status none of Rejected, Voided
- :: Inactive is false
- :: Promotion: Ship date - Start on or after start of fiscal year before last

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields to your worksheet:

- iTPM 430 Promotion Period S		
1: ESTIMATED SPEND	🔗	#
2: LE SPEND	🔗	#
3: ACTUAL SPEND	🔗	#
4: EXPECTED LIABILI...	🔗	#
5: NET LIABILITY	🔗	#
6: OVERPAY	🔗	#
Actual Revenue	🔗	#
Condition	🔗	T
Customer	🔗	T
Estimated Base Qua...	🔗	#
Estimated Incremen...	🔗	#
Estimated Incremen...	🔗	#
Estimated Incremen...	🔗	#
Estimated Revenue (...)	🔗	#
KPI record name	🔗	T
Month Start Date	🔗	I
Month Start Date (Q...	🔗	T
Month Start Date (Y...	🔗	T
Owner	🔗	T
Posting Period	🔗	T
Promotion #	🔗	#
Promotion Title / Na...	🔗	T
Promotion Type	🔗	T
Sales Rep		T
Ship date - End	🔗	I
Ship date - Start	🔗	I
Status	🔗	T

Example KPIs by NetSuite period, by customer and by promotion. (Over 50 available)

Field Name	Source	Field ID	Description 430 iTPM Period Share
1: Estimated Spend	iTPM Promotion Period Share	custrecord_itpm_ps_str destspndmop_pr_ps	This is the amount of the Estimated Spend that's been allocated to this period
2: LE Spend	iTPM Promotion Period Share	custrecord_itpm_ps_st oredlespnd_prom_tot	This is the amount of the LE Spend that's been allocated to this period
3: Actual Spend	iTPM Promotion Period Share	custrecord_itpm_ps_str dactspnd_prom_ps	This is the amount of the Actual Spend that's been allocated to this period
4: Expected Liability	iTPM Promotion Period Share	custrecord_itpm_ps_str dexptdliabl_pr_ps	This is the amount of the Expected Liability that's been allocated to this period
5: Net Liability	iTPM Promotion Period Share	custrecord_itpm_ps_st ordnetliabl_pr_ps	This is the amount of the Net Liability that's been allocated to this period
6: Overpay	iTPM Promotion Period Share	custrecord_itpm_ps_st oredoverpay_pr_ps	This is the amount of the overpay that's been allocated to this period
Actual Revenue (Period Share) Amount	iTPM Promotion Period Share	custrecord_itpm_ps_ac tualrev_total	This is the amount of the Actual Revenue that's been allocated to this period
Condition	iTPM Promotion	custrecord_itpm_ps_pr omotion.custrecord_itp m_p_condition	Condition
Customer	iTPM Promotion	custrecord_itpm_ps_pr omotion.custrecord_itp m_p_customer	Customer
Estimated Base Quantity (Period Share) Stored	iTPM Promotion Period Share	custrecord_itpm_ps_str destbaseqntity_tot	This is the amount of the Estimated Base Quantity that's been allocated to this period
Estimated Incremental COGS (Period Share) Stored	iTPM Promotion Period Share	custrecord_itpm_ps_str destdincrcogs_ps	This is the amount of the Incremental COGS that's been allocated to this period

Field Name	Source	Field ID	Description
430 iTPM Period Share			
Estimated Incremental Revenue (Period Share) Stored	iTPM Promotion Period Share	custrecord_itpm_ps_str destdincrmtrv_ps	This is the amount of the Incremental Revenue that's been allocated to this period
Estimated Incremental Quantity (Period Share) Stored	iTPM Promotion Period Share	custrecord_itpm_ps_str destincrmqnty_ps	This is the amount of the Estimated Incremental Quantity that's been allocated to this period
Estimated Revenue: (Period Share) Stored	iTPM Promotion Period Share	custrecord_itpm_ps_str destdrev_ps	This is the amount of the Estimated Revenue that's been allocated to this period
KPI record name	iTPM Promotion Period Share	name	This is the name of the KPI record, which includes the promotion #, period and year.
Month Start Date	iTPM Promotion Period Share	custrecord_itpm_ps_m onth_start_date	Date on which period starts
Month Start Date (Year)	Formula	See step 5	Year in which period starts.
Month Start Date (Quarter)	Formula	See step 5	Quarter in which period starts.
Owner	iTPM Promotion	custrecord_itpm_ps_pr omotion.owner	Owner
Posting Period	iTPM Promotion Period Share	custrecord_itpm_ps_i_ postingperiod	This is the NetSuite period of this record's data
Promotion #	iTPM Promotion	custrecord_itpm_ps_pr omotion.id	This is the Title/Reference Code of the promotion.
Promotion Title/Name	iTPM Promotion	custrecord_itpm_ps_pr omotion	This is the Title/Reference Code of the promotion.
Promotion Type	iTPM Promotion	custrecord_itpm_ps_pr omotion.custrecord_itp m_p_type	Promotion Type
Sales Rep	iTPM Promotion	custrecord_itpm_ps_pr omotion.custrecord_itp m_p_customer.salesre p	Sales Rep

Field Name	Source	Field ID	Description 430 iTPM Period Share
Ship-Date Start	iTPM Promotion	custrecord_itpm_ps_promotion.custrecord_itpm_p_shipstart	Ship-Date Start
Ship-Date End	iTPM Promotion	custrecord_itpm_ps_promotion.custrecord_itpm_p_shipend	Ship-Date End
Status	iTPM Promotion	custrecord_itpm_ps_promotion.custrecord_itpm_p_status	Status

The fields will change to blue after you drag them into your dataset:

Formulas	2	Actual Revenue Per...	🔗	#
- iTPM Promotion Period Sh...	16	Actual Spend: Prom...	🔗	#
> Last modified by Contact		Estimated Base Qu...	🔗	#
> Last modified by Customer		Estimated Increme...	🔗	#
> Last modified by Employee		Estimated Increme...	🔗	#
> Last modified by Entity		Estimated Increme...	🔗	#
> Last modified by Generic Resource		Estimated Revenue ...	🔗	#
> Last modified by Group		Estimated Spend: P...	🔗	#
> Last modified by Other Name		Expected Liability: ...	🔗	#
> Last modified by Partner		LE Spend: Promotio...	🔗	#
> Last modified by Project Template		Month Start Date	🔗	📅
> Last modified by Project		Name	🔗	T
> Last modified by Resource Group		Net Liability: OI (Pe...	🔗	#
> Last modified by Vendor		Overpay: OI (Period...	🔗	#
> Owner		Posting Period	🔗	T
> Posting Period		Promotion	🔗	T
> Promotion	8			

- iTPM Promotion Per...	16	Condition	🔗	T
▼ Promotion	8	Customer	🔗	T
> Account		Internal ID	🔗	#
> Allocation Type		Owner	🔗	T
> Condition		Promotion Type	🔗	T
> Copied From		Ship date - End	🔗	📅
> Customer	1	Ship date - Start	🔗	📅
> Field [Copied From] on [- iT...		Status	🔗	T
> Field [iTPM Promotion] on [...]				

- iTPM Promotion Per...	16	Sales Rep		T
> Customer	1	Email		T

5. **Formulas:** Your Formulas will change to blue when you drag them to your data set.

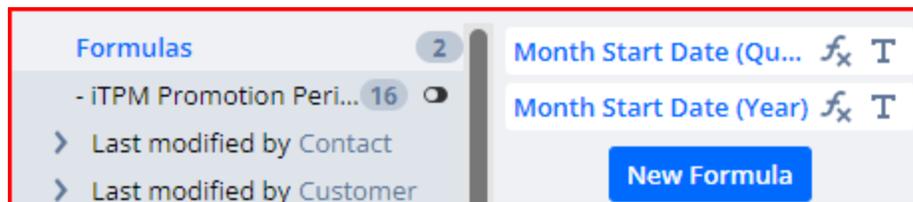
Copy this into your formula box for the **Month Start Date (Quarter)** measure, and drag the measure to your data set: Output type = STRING

```
CASE WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_month_start_date}) BETWEEN 1 and 3
THEN 'Q1'
WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_month_start_date}) BETWEEN 4 and 6
THEN 'Q2'
WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_month_start_date}) BETWEEN 7 and 9
THEN 'Q3'
WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_month_start_date}) BETWEEN 10 and 12
THEN 'Q4'
ELSE " END
```

Copy this into your formula box for the **Month Start Date (Year)** measure, and drag the measure to your data set: Output type = STRING

```
TO_CHAR(EXTRACT(YEAR FROM {custrecord_itpm_ps_month_start_date}))
```

The fields will change to blue after you add them into your dataset:



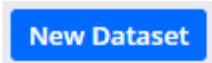
4.4 iTPM 440 Promotion KPIs by Item and Period (by NetSuite Period)



Note: iTPM version 20.1.2 and newer is enhanced to provide more KPI data measures, and measures by NetSuite period. Promotions by NetSuite Period may not be available if your account is not yet updated to iTPM version 20.1.2 and configured to calculate KPIs by period.

Create the DATASET to analyze KPIs by promotion AND NetSuite period (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.



1. **Create a new Dataset:** . Name: “- ITPM 440 Promotion KPIs by Item & Period”
2. **Select Record Type:** - *iTPM Item Period Share*

New Dataset

Search for a record type that includes fields that you would like to show in your dataset.

SEARCH RECORD TYPES

Period

Showing 3 Record Types

RECORD TYPE
Accounting Period
- iTPM Item Period Share
- iTPM Promotion Period Share

3. **Criteria:** iTPM **Promotion:** Status is none of Rejected, Voided AND Inactive is false AND Ship date - Start on or after start of fiscal year before last

Criteria summary [Show details](#)

Promotion: Status • AND • Inactive • AND • Promotion: Ship date - Start

AND

- :: Promotion: Status none of Rejected, Voided
- :: Inactive is false
- :: Promotion: Ship date - Start on or after start of fiscal year before last

KPIs by NetSuite period :

Field Name	Source	Field ID	Description: 440 iTPM Item & Period Share Dataset
1: Estimated Spend	- iTPM Item Period Share	custrecord_itpm_ps_i_sume stdspnd_tot	This is the amount of the Estimated Spend that's been allocated to this period & item.
2: LE Spend	- iTPM Item Period Share	custrecord_itpm_ps_i_latste stdspnd_tot	This is the amount of the Latest Estimate that's been allocated to this period & item.
3: Actual Spend	- iTPM Item Period Share	custrecord_itpm_ps_i_totactl spnd_tot	This is the amount of the Actual Spend that's been allocated to this period & item.
4: Expected Liability	- iTPM Item Period Share	custrecord_itpm_ps_i_exptdl iability_tot	This is the amount of the Expected Liability that's been allocated to this period & item.
5: Net Liability	- iTPM Item Period Share	custrecord_itpm_ps_i_netlia bilty_tot	This is the amount of the Net Liability that's been allocated to this period & item.
6: Overpay: Total	- iTPM Item Period Share	custrecord_itpm_ps_i_overp ay_tot	This is the amount of the Overpay that's been allocated to this period & item.
Actual Inc Quantity	- iTPM Item Period Share	custrecord_itpm_ps_i_actlin cre_qty	Actual Inc Quantity
Actual Inc Revenue	- iTPM Item Period Share	custrecord_itpm_ps_i_actlin cre_rev	Actual Inc Revenue
Actual Revenue	- iTPM Item Period Share	custrecord_itpm_ps_i_actl_r ev	Actual Revenue
Actual Revenue Total	- iTPM Item Period Share	custrecord_itpm_ps_i_actl_r ev_total	Actual Revenue Total
Actual Quantity	- iTPM Item Period Share	custrecord_itpm_ps_i_actl_q ty	This is the amount of the Actual Quantity that's been allocated to this period & item.
Actual ROI	- iTPM Item Period Share	custrecord_itpm_ps_i_actl_r oi	This is the Actual ROI for the promotion.
Customer	- iTPM Item Period Share	custrecord_itpm_ps_i_custo mer	This is the promotion customer

Field Name	Source	Field ID	Description: 440 iTPM Item & Period Share Dataset
Customer for Pivots	Formula	See step 5	Customer for Pivots
Est Base Quantity	- iTPM Item Period Share	custrecord_itpm_ps_i_estdbaseqty	This is the amount of the Estimated Base Quantity that's been allocated to this period & item.
Estimated Inc Revenue	- iTPM Item Period Share	custrecord_itpm_ps_i_estdincre_rev	Estimated Incremental Revenue
Est Promoted Quantity	- iTPM Item Period Share	custrecord_itpm_ps_i_promo_qty	Estimated Promoted Quantity
Est Revenue	- iTPM Item Period Share	custrecord_itpm_ps_i_estrev_tot	Estimated Revenue
Estimated Incremental Quantity	- iTPM Item Period Share	custrecord_itpm_ps_i_estdincre_qty	This is the amount of the Estimated Incremental Quantity that's been allocated to this period & item.
Estimated ROI	- iTPM Item Period Share	custrecord_itpm_ps_i_estd_roi	This is the Estimated ROI for the promotion.
Estimated Total Quantity	- iTPM Item Period Share	custrecord_itpm_ps_i_estdqty_tot	This is the amount of the Estimated total Quantity that's been allocated to this period & item.
Item	- iTPM Item Period Share	custrecord_itpm_ps_i_item	This is the amount of the ? that's been allocated to this period & item.
Item Class	Item	custrecord_itpm_ps_i_item^item.class	Item Class
Month Start Date	Period	custrecord_itpm_ps_i_postingperiod.startdate	Month Start Date
Month Start Date (Year)	Formula	See step 5	Year in which period starts.
Month Start Date (Quarter)	Formula	See step 5	Quarter in which period starts.
Name	- iTPM Item Period Share	custrecord_itpm_ps_i_name	This is the name of the KPI record, which includes the promotion #, period, year, item.

Field Name	Source	Field ID	Description: 440 iTPM Item & Period Share Dataset
Owner	Promotion	custrecord_itpm_ps_i_promotion.owner	This is the owner of the promotion
Period Name	Period	custrecord_itpm_ps_i_postingperiod.periodname	This is the NetSuite period
Periods (Sort this)	Formula	See step 5	Periods for sorting
Posting Period	FormuLa	See step 5	Posting Period
P1 Est Incr Revenue	Formula	See step 5	P1 Est Incr Revenue
P2 Est Incr Revenue	Formula	See step 5	P2 Est Incr Revenue
P3 Est Incr Revenue	Formula	See step 5	P3 Est Incr Revenue
P4 Est Incr Revenue	Formula	See step 5	P4 Est Incr Revenue
P5 Est Incr Revenue	Formula	See step 5	P5 Est Incr Revenue
P6 Est Incr Revenue	Formula	See step 5	P6 Est Incr Revenue
P7 Est Incr Revenue	Formula	See step 5	P7 Est Incr Revenue
P8 Est Incr Revenue	Formula	See step 5	P8 Est Incr Revenue
P9 Est Incr Revenue	Formula	See step 5	P9 Est Incr Revenue
P10 Est Incr Revenue	Formula	See step 5	P10 Est Incr Revenue
P11 Est Incr Revenue	Formula	See step 5	P11 Est Incr Revenue
P12 Est Incr Revenue	Formula	See step 5	P12 Est Incr Revenue
P1 Estimated Spend	Formula	See step 5	P1 Estimated Spend
P2 Estimated Spend	Formula	See step 5	P2 Estimated Spend
P3 Estimated Spend	Formula	See step 5	P3 Estimated Spend
P4 Estimated Spend	Formula	See step 5	P4 Estimated Spend
P5 Estimated Spend	Formula	See step 5	P5 Estimated Spend
P6 Estimated Spend	Formula	See step 5	P6 Estimated Spend
P7 Estimated Spend	Formula	See step 5	P7 Estimated Spend

P8 Estimated Spend	Formula	See step 5	P8 Estimated Spend
Field Name	Source	Field ID	Description: 440 iTPM Item & Period Share Dataset
P9 Estimated Spend	Formula	See step 5	P9 Estimated Spend
P10 Estimated Spend	Formula	See step 5	P10 Estimated Spend
P11 Estimated Spend	Formula	See step 5	P11 Estimated Spend
P12 Estimated Spend	Formula	See step 5	P12 Estimated Spend
Promotion #	Promotion	custrecord_itpm_ps_i_promotion.id	Promotion #
Promotion KPI Period	- iTPM Item Period Share	custrecord_itpm_ps_i_postingperiod	Promotion KPI Period
Promotion Name / Title	- iTPM Item Period Share	custrecord_itpm_ps_i_promotion	This is the Title/Reference Code of the promotion.
Promotion Type	Promotion	custrecord_itpm_ps_i_promotion.custrecord_itpm_p_type	Promotion Type
Sales Rep	Customer	custrecord_itpm_ps_i_customer.salesrep	Sales Rep
Status	Promotion	custrecord_itpm_ps_i_promotion.custrecord_itpm_p_status	Status

The fields will change to blue after you drag them into your data set:

Formulas	17	Actual Incremental ...	⌘ #
- iTPM Item Period Share	24	Actual Incremental ...	⌘ #
> Customer		Actual Quantity	⌘ #
> Item		Actual Revenue	⌘ #
> Last modified by Contact		Actual Revenue Total	⌘ #
> Last modified by Customer		Actual ROI	⌘ #
> Last modified by Employee		Actual Spend :Total	⌘ #
> Last modified by Entity		Customer	⌘ T
> Last modified by Generic Resource		Estimated Base Qu...	⌘ #
> Last modified by Group		Estimated Increme...	⌘ #
> Last modified by Other Name		Estimated Increme...	⌘ #
> Last modified by Partner		Estimated Promote...	⌘ #
> Last modified by Project Template		Estimated Revenue ...	⌘ #
> Last modified by Project		Estimated ROI	⌘ #
> Last modified by Resource Group		Estimated Spend :T...	⌘ #
> Last modified by Vendor		Estimated Total Qu...	⌘ #
> Owner		Expected Liability :T...	⌘ #
> Period		Item	⌘ T
> Planning ID		Latest Estimated Sp...	⌘ #
> Promotion		Name	⌘ T
> Related Kpi		Net Liability :Total	⌘ #
> UOM		Overpay :Total	⌘ #
		Period	⌘ T
		Promotion	⌘ T

Formulas	17	Company Name	T
- iTPM Item Period Share	24	Sales Rep	T
> Customer		Email	T

Formulas	17	Class	⌘
- iTPM Item Period Share	24	Alternate Source Item	⌘ T
> Customer		Amortization Period	#
> Item			

Formulas	17	Period Name	T
- iTPM Item Period Share	24	Start Date	📅
> Customer		A/P Locked	🔒
> Item		A/R Locked	🔒
> Last modified by Contact		All Locked	🔒
> Last modified by Customer		Allow Non-G/L Changes	🔒
> Last modified by Employee		Closed	🔒
> Last modified by Entity		Date Closed	📅
> Last modified by Generic Resource		End Date	📅
> Last modified by Group		Inactive	🔒
> Last modified by Other Name		Internal ID	#
> Last modified by Partner		Is Posting	🔒
> Last modified by Project Template		Last Modified Date	📅
> Last modified by Project		Period is a Quarter	🔒
> Last modified by Resource Group		Period is a Year	🔒
> Last modified by Vendor			
> Owner			
> Period			

Formulas	17	Internal ID		#
- iTPM Item Period Share	24	Owner		T
> Customer		Promotion Type		T
> Item		Status		T
> Last modified by Contact		Abbreviation		T
> Last modified by Customer		Account		
> Last modified by Employee		All Item Promotion		
> Last modified by Entity		All items get this dis...		
> Last modified by Generic Resource		Allocation Contributi...		
> Last modified by Group		Allocation Type		T
> Last modified by Other Name		Condition		T
> Last modified by Partner		Copied From		T
> Last modified by Project Template		Copy all allowances, ...		
> Last modified by Project		Copy In Progress?		
> Last modified by Resource Group		Created		
> Last modified by Vendor		Customer		T
> Owner		Day count since co...		#
> Period				
> Planning ID				
> Promotion				

5. Formulas:

The screenshot shows a 'Formula Field' dialog box. The 'FORMULA FIELD NAME*' field contains 'Customer for Pivots'. The 'CHOOSE OUTPUT TYPE*' dropdown menu is set to 'STRING'. The 'FORMULA*' field contains a single line of code: `{custrecord_itpm_ps_i_customer.companyname}`.

Copy this into your formula box for the **Customer for Pivots** measure, and drag the measure to your data set:
Output type = STRING

```
{custrecord_itpm_ps_i_customer.companyname}
```

The screenshot shows a 'Formula Field' dialog box. The 'FORMULA FIELD NAME*' field contains 'Month Start Date (Quarter)'. The 'CHOOSE OUTPUT TYPE*' dropdown menu is set to 'STRING'. The 'FORMULA*' field contains a multi-line SQL CASE statement:

```
1 CASE WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_i_postingperiod.startdate}) BETWEEN 1 and 3
2 THEN 'Q1'
3 WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_i_postingperiod.startdate}) BETWEEN 4 and 6
4 THEN 'Q2'
5 WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_i_postingperiod.startdate}) BETWEEN 7 and 9
6 THEN 'Q3'
7 WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_i_postingperiod.startdate}) BETWEEN 10 and 12
8 THEN 'Q4'
9 ELSE '' END
```

Copy this into your formula box for the **Month Start Date (Quarter)** measure, and drag the measure to your data set: Output type = STRING

```
CASE WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_i_postingperiod.startdate}) BETWEEN
1 and 3
THEN 'Q1'
WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_i_postingperiod.startdate}) BETWEEN 4 and 6
THEN 'Q2'
WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_i_postingperiod.startdate}) BETWEEN 7 and 9
THEN 'Q3'
WHEN EXTRACT(MONTH FROM {custrecord_itpm_ps_i_postingperiod.startdate}) BETWEEN 10 and
12
THEN 'Q4'
ELSE " END
```

Formula Field	
FORMULA FIELD NAME*	CHOOSE OUTPUT TYPE*
<input type="text" value="Month Start Date (Year)"/>	<input type="text" value="STRING"/>
FORMULA*	
1	TO_CHAR(EXTRACT(YEAR FROM {custrecord_itpm_ps_i_postingperiod.startdate}))

Copy this into your formula box for the **Month Start Date (Year)** measure, and drag the measure to your data set: Output type = STRING

```
TO_CHAR(EXTRACT(YEAR FROM {custrecord_itpm_ps_i_postingperiod.startdate}))
```

Formula Field	
FORMULA FIELD NAME*	CHOOSE OUTPUT TYPE*
<input type="text" value="P1 Est Incr Revenue"/>	<input type="text" value="FLOAT"/>
FORMULA*	
1	CASE WHEN SUBSTR({custrecord_itpm_ps_i_postingperiod#display},1,3) = 'Jan'
2	and INSTR({custrecord_itpm_ps_i_postingperiod#display},TO_CHAR(current_date,'YYYY')) <> 0
3	then
4	{custrecord_itpm_ps_i_estdincr_rev}
5	ELSE
6	0.00
7	END

Copy this into your formula box for the **P1 Est Incr Revenue** measure, and drag the measure to your data set: Output type = STRING. **Repeat** similar formulas for **P2 Est Incr Revenue through P12 Est Incr Revenue**.

```
CASE WHEN SUBSTR({custrecord_itpm_ps_i_postingperiod#display},1,3) = 'Jan'
and INSTR({custrecord_itpm_ps_i_postingperiod#display},TO_CHAR(current_date,'YYYY')) <> 0
then
    {custrecord_itpm_ps_i_estdincr_rev}
ELSE
    0.00
END
```

Copy this into your formula box for the **P1 Estimated Spend** measure, and drag the measure to your data set: Output type = STRING. **Repeat** similar formulas for **P2 Estimated Spend through P12 Estimated Spend**.

```

CASE WHEN SUBSTR({custrecord_itpm_ps_i_postingperiod#display},1,3) = 'Jan'
and
INSTR({custrecord_itpm_ps_i_postingperiod#display},TO_CHAR(current_date,'YYYY'))
<> 0
then
    {custrecord_itpm_ps_i_estdincre_rev}
ELSE
    0.00
END
    
```

Note: Some roles do not have access to use the period date. Unlike the posting period, this is a date and it sorts better in workbooks. You can also expand it to include year, quarter and months.

Formula Field

FORMULA FIELD NAME*

Periods (sort this)
✖ 31

CHOOSE OUTPUT TYPE*

STRING
▼

FORMULA*

1	Case
2	
3	when {custrecord_itpm_ps_i_postingperiod#display} = 'Jan 2027' then '2027 01 Jan'
4	when {custrecord_itpm_ps_i_postingperiod#display} = 'Feb 2027' then '2027 02 Feb'
5	when {custrecord_itpm_ps_i_postingperiod#display} = 'Mar 2027' then '2027 03 Mar'
6	when {custrecord_itpm_ps_i_postingperiod#display} = 'Apr 2027' then '2027 04 Apr'
7	when {custrecord_itpm_ps_i_postingperiod#display} = 'May 2027' then '2027 05 May'
8	when {custrecord_itpm_ps_i_postingperiod#display} = 'Jun 2027' then '2027 06 Jun'
9	when {custrecord_itpm_ps_i_postingperiod#display} = 'Jul 2027' then '2027 07 Jul'
10	when {custrecord_itpm_ps_i_postingperiod#display} = 'Aug 2027' then '2027 08 Aug'
11	when {custrecord_itpm_ps_i_postingperiod#display} = 'Sep 2027' then '2027 09 Sep'
12	when {custrecord_itpm_ps_i_postingperiod#display} = 'Oct 2027' then '2027 10 Oct'

Case

```
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jan 2025' then '2025 01 Jan'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Feb 2025' then '2025 02 Feb'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Mar 2025' then '2025 03 Mar'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Apr 2025' then '2025 04 Apr'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'May 2025' then '2025 05 May'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jun 2025' then '2025 06 Jun'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jul 2025' then '2025 07 Jul'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Aug 2025' then '2025 08 Aug'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Sep 2025' then '2025 09 Sep'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Oct 2025' then '2025 10 Oct'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Nov 2025' then '2025 11 Nov'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Dec 2025' then '2025 12 Dec'
```

```
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jan 2024' then '2024 01 Jan'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Feb 2024' then '2024 02 Feb'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Mar 2024' then '2024 03 Mar'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Apr 2024' then '2024 04 Apr'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'May 2024' then '2024 05 May'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jun 2024' then '2024 06 Jun'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jul 2024' then '2024 07 Jul'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Aug 2024' then '2024 08 Aug'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Sep 2024' then '2024 09 Sep'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Oct 2024' then '2024 10 Oct'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Nov 2024' then '2024 11 Nov'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Dec 2024' then '2024 12 Dec'
```

```
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jan 2023' then '2023 01 Jan3'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Feb 2023' then '2023 02 Feb'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Mar 2023' then '2023 03 Mar3'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Apr 2023' then '2023 04 Apr'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'May 2023' then '2023 05 May'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jun 2023' then '2023 06 Jun'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Jul 2023' then '2023 07 Jul'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Aug 2023' then '2023 08 Aug'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Sep 2023' then '2023 09 Sep'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Oct 2023' then '2023 10 Oct'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Nov 2023' then '2023 11 Nov'  
when {custrecord_itpm_ps_i_postingperiod#display} = 'Dec 2023' then '2023 12 Dec'
```

END

Formula Field	
FORMULA FIELD NAME*	CHOOSE OUTPUT TYPE*
<input type="text" value="Posting Period"/>	<input type="text" value="STRING"/>
FORMULA*	
1	{custrecord_itpm_ps_i_postingperiod#display}

Copy this into your formula box for the **Posting Period** measure, and drag the measure to your data set: Output type = STRING

```
{custrecord_itpm_ps_i_postingperiod#display}
```

The fields will change to blue after you drag them into your data set:

Formulas		17
- iTPM Item Period Share		24
> Customer	Customer for Pivots	f _x T
> Item	Month Start Date (Qu...	f _x T
> Last modified by Contact	Month Start Date (Year)	f _x T
> Last modified by Customer	P1 Est Incr Revenue	f _x #
> Last modified by Employee	P10 Est Incr Revenue	f _x #
> Last modified by Entity	P11 Est Incr Revenue	f _x #
> Last modified by Generic Resource	P12 Est Incr Revenue	f _x #
> Last modified by Group	P2 Est Incr Revenue	f _x #
> Last modified by Other Name	P3 Est Incr Revenue	f _x #
> Last modified by Partner	P4 Est Incr Revenue	f _x #
> Last modified by Project Template	P5 Est Incr Revenue	f _x #
> Last modified by Project	P6 Est Incr Revenue	f _x #
> Last modified by Resource Group	P7 Est Incr Revenue	f _x #
> Last modified by Vendor	P8 Est Incr Revenue	f _x #
> Owner	P9 Est Incr Revenue	f _x #
> Period	Periods (sort this)	f _x T
> Planning ID	Posting Period	f _x T
> Promotion		

4.5 iTPM 450 Off-Invoice Allowances

Use this workbook to find sales orders, invoices and/or RMAs where iTPM applied discounts.

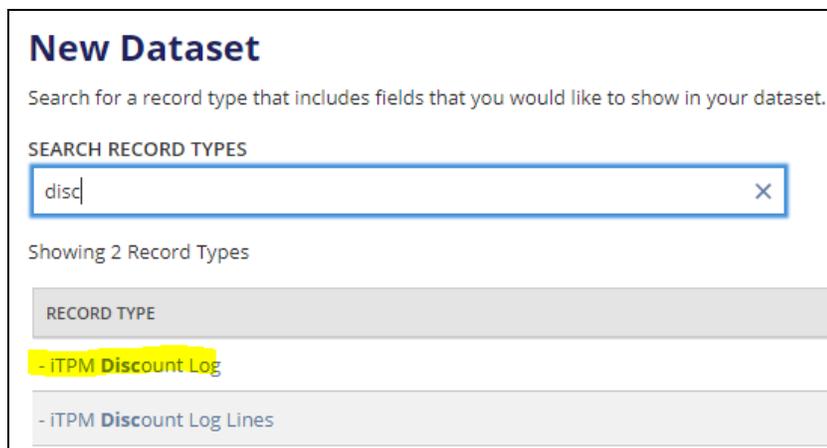
Create the DATASET to analyze off-invoice allowances applied to invoices (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

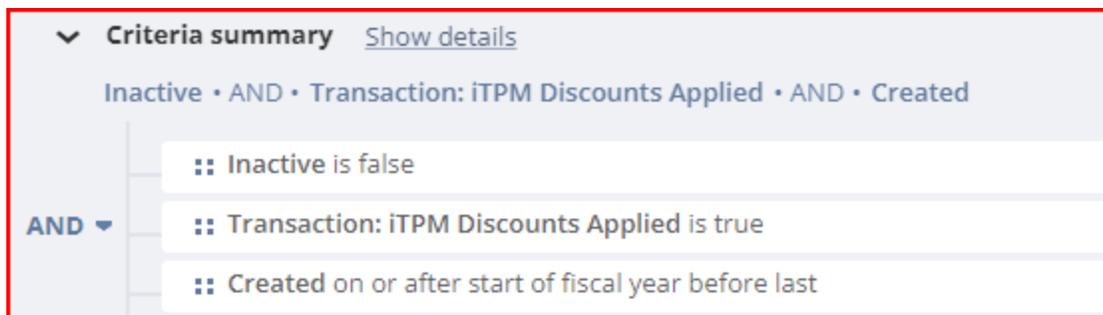


1. **Create a new Dataset:** . (Name: “- iTPM 450 Off-Invoice Allowances”)

2. **Select a Record Type:** - *iTPM Discount Log*

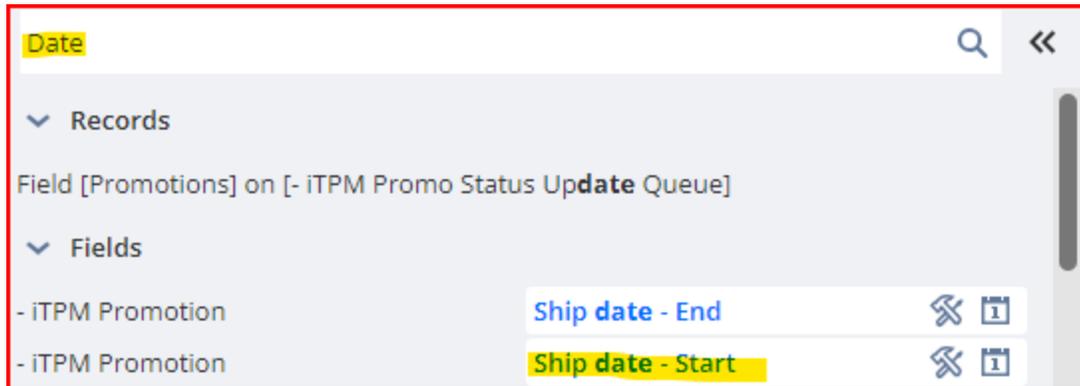


3. **Criteria:** **INACTIVE** is false AND **iTPM Discount Applied** is true AND **Created** on or after start of fiscal year before last



4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*

Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields: (Note: You'll create **Discount \$** in step 5)

- iTPM 450 Off-Invoice Allowar		
Allowance	⌘	T
Allowance (Rate - 4 ...	⌘	#
Allowance %	⌘	#
Allowance MOP	⌘	T
Allowance Rate	⌘	#
Allowance Type	⌘	T
Allowance UOM	⌘	T
Condition	⌘	T
Created	⌘	📅
Customer	⌘	T
Date		📅
Discount \$	⌘	#
Discount Line Name...	⌘	T
Internal ID	⌘	#
Item	⌘	T
iTPM Discounts Appl...	⌘	🔍
Line Amount	⌘	#
Line Quantity	⌘	#
Line Rate	⌘	#
Order date - End	⌘	📅
Order date - Start	⌘	📅
Owner	⌘	T
Price Level	⌘	T
Promotion #	⌘	#
Promotion Name / T...	⌘	T
Promotion Status	⌘	T
Promotion Type	⌘	T
Ship date - End	⌘	📅
Ship date - Start	⌘	📅
Transaction	⌘	T
Transaction Number		T
Transaction Status		T
Transaction Type		T

Field Name	Source	Field ID	Description Page 1 of 4 550 Off-invoice allowances
Allowance	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines	custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_allowance	This is the external ID of the iTPM allowance record that's being applied to the sales order, invoice or RMA. Use this link to view the allowance.
Allowance (Rate - 4 digits)	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines	custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_allrate_4dec	For clients using iTPM Connector, this field will be populated with an allowance rate to four digits of precision.
Allowance %	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines	custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_allpercent	If the allowance is a percent discount, this is the actual percentage rate.
Allowance MOP	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines	custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_allmop	This is the method-of-payment that was applied to the sales order invoice or RMA. <i>Off-invoice</i> will be applied by NetSuite discount code. <i>Net Bill</i> and <i>Fixed price</i> will change the item's price.
Allowance Rate	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines	custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_allrate	This is the iTPM allowance rate. (Two digit precision)
Allowance Type	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines	custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_alltype	Type of allowance on each line on the sales order, invoice or RMA. This will be either <i>Rate Per UOM</i> or <i>% Discount</i> .
Allowance UOM	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines	custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_allunit	Allowance UOM

Field Name	Source	Field ID	Description Page 2 of 4 550 Off-invoice allowances
Condition	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.custrecord _itpm_p_condition	Condition
Created	Transaction -> - iTPM Discount Log	created	Date the discount log was created
Customer	Transaction -> - iTPM Discount Log	custrecord_itpm_slog_custome r	Customer on the sales order, invoice, or RMA
Date	Transaction	custrecord_itpm_slog_trans action^transaction.trandate	This is the NetSuite transaction date of the sales order, invoice or RMA.
Discount \$	Formula	See step 5	This is the total amount of off-invoice discounts applied to sales orders.
Discount Line Name	Transaction -> - iTPM Discount Log	name	This is the name of the iTPM discount log record.
Internal ID	Transaction -> - iTPM Discount Log	id	This is the NetSuite internal ID of the discount log record.
Item	Transaction -> - iTPM Discount Log	custrecord_itpm_slog_lineite m	NetSuite item on the sales order, invoice or RMA.
iTPM Discounts Applied	Transaction	custrecord_itpm_slog_trans action^transaction.custbody _itpm_discounts_applied	Was this discount applied to the sales order, invoice or RMA? This is true / false. Your workbook will only analyze records where this value is TRUE.
Line Amount	Transaction -> - iTPM Discount Log	custrecord_itpm_slog_linea mount	This is the total amount of discount that was applied to one line on the sales order, invoice or RMA.
Line Quantity	Transaction -> - iTPM Discount Log	custrecord_itpm_slog_lineq uantity	This is the quantity on the line of the sales order, invoice or RMA.
Line Rate	Transaction -> - iTPM Discount Log	custrecord_itpm_slog_linera te	This is the item's price on the sales order, invoice or RMA BEFORE iTPM discounts are applied.
Order date - Start	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines/Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.custrecord _itpm_p_orderstart	Order date - Start

Field Name	Source	Field ID	Description Page 3 of 4 550 Off-invoice allowances
Order date - End	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines/Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.custrecord _itpm_p_orderend	Order date - End
Owner	- iTPM Discount Log / Field [iTPM Log] on [- iTPM Discount Log Lines] / Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.owner	Owner
Price Level	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines/Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.custrecord _itpm_p_itempricelevel	Price
Promotion #	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines/Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.id	Promotion #
Promotion Name/Title	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines/Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion	Promotion Name/Title
Promotion Status	- iTPM Discount Log / Field [iTPM Log] on [- iTPM Discount Log Lines] / Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.custrecord _itpm_p_status	Promotion Status
Promotion Type	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines/Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.custrecord _itpm_p_type	Promotion Type
Ship date - Start	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines/Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.custrecord _itpm_p_shipend	Ship date - Start

Field Name	Source	Field ID	Description Page 4 of 4 550 Off-invoice allowances
Ship date - End	Transaction -> Field [iTPM Log] on [- iTPM Discount Log Lines] - iTPM Discount Log Lines/Promotion	custrecord_itpm_sline_log< customrecord_itpm_discoun tlogline.custrecord_itpm_sli ne_allpromotion.custrecord _itpm_p_shipend	Ship date - End
Transaction	Transaction -> - iTPM Discount Log	custrecord_itpm_slog_trans action	This is the name of the NetSuite sales order, invoice or RMA transaction.
Transaction Number	Transaction	custrecord_itpm_slog_trans action^transaction.transacti onnumber	Transaction number of the sales order, invoice or RMA.
Transaction Status	Transaction	custrecord_itpm_slog_trans action^transaction.status	Transaction Status
Type	Transaction	custrecord_itpm_slog_trans action^transaction.type	Transaction type. This will be a sales order, invoice or RMA.

Your fields will change to blue after you drag them into your data set:

Formulas	1	Created		
- iTPM Discount Log	9	Customer		T
> Customer		Internal ID		#
> Field [iTPM Log] on [- iTPM Discount ...		Item		T
> Item		Line Amount		#
> Last modified by Contact		Line Quantity		#
> Last modified by Customer		Line Rate		#
> Last modified by Employee		Name		T
> Last modified by Entity		Transaction		T
> Last modified by Generic Resource		Abbreviation		T
> Last modified by Group				
> Last modified by Other Name				

Formulas	1	Allowance		T
- iTPM Discount Log	9	Allowance (Rate - 4 De...		#
> Customer		Allowance %		#
> Field [iTPM Log] on [- iTPM...	8	Allowance MOP		T
> Item		Allowance Rate		#
> Last modified by Contact		Allowance Type		T
> Last modified by Customer		Allowance Unit		T
> Last modified by Employee		Promotion		T
> Last modified by Entity				
> Last modified by Generic Resource				

Formulas	1	Date	I
- iTPM Discount Log	9	iTPM Discounts App...	⌘ #
> Customer		Status	T
> Field [iTPM Log] on [- iTPM ...	8	Transaction Number	T
> Item		Type	T
> Last modified by Contact		Abbrev. Type	T
> Last modified by Customer		Account Based Number	T
> Last modified by Employee		Accrual ID	⌘ T
> Last modified by Entity		Accrual Qualifying A...	⌘ #
> Last modified by Generic Reso...		Accrual Voided?	⌘ #
> Last modified by Group		Accruing Transa...	⌘ ⌘ T
> Last modified by Other Name		Accruing Transactio...	⌘ #
> Last modified by Partner		Action Item	T
> Last modified by Project Templ...		Actual Production End D...	I
> Last modified by Project		Actual Production Start ...	I
> Last modified by Resource Gro...		Actual Shipping Date	I
> Last modified by Vendor		Alt. Sales Total	#
> Line Price Level		Amount Paid (Transactio...	#
> Line Unit			
> Owner			
> Transaction	5		

5. **Formulas:** Discount \$ (This is the total that was applied using NetSuite Discount items)

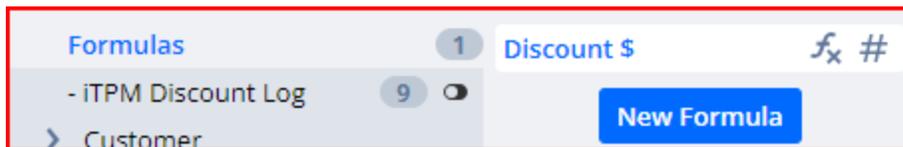
Output Type = FLOAT

Formula Field dialog box showing the configuration for the 'Discount \$' formula field. The output type is set to 'FLOAT'. The formula is: `{custrecord_itpm_slog_linequantity}*{custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_allrate}`

Copy this into the formula form above to calculate **Discount \$**, and drag the field into your data set.

```
{custrecord_itpm_slog_linequantity}*{custrecord_itpm_sline_log<customrecord_itpm_discountlogline.custrecord_itpm_sline_allrate}
```

The fields will change to blue after you drag them into your data set:



5.0 iTPM Accrual Log

The iTPM Event-based accrual log is only available if you create iTPM promotions. It is NOT a financial accrual. Use the iTPM accrual log to true-up your actual financial accruals which you control.

If you do create iTPM promotions, this log is only available for promotion types that have the accrual log enabled under *iTPM*-> *Settings* -> *Accrual Log*. For more details on the iTPM event-based accrual log, go to the Admin User Guide at www.i-TPM.com/admin-training-resources.

We suggest you use this log as another data source to true-up your actual financial accrual, which is probably a period-based accrual. (Period-based accruals are typically a % on everything you sell during a specific time-period. Event-based accruals are based on promotion events and business rules.)

Here are ways to use gain insight from the accrual log:

- **Ending balance:** Compare the log's balance with your actual financial accrual.
- **Look at what's changed over a specific period:** For example, use a NetSuite workbook to view all the accrual logs for Q1. The total of all the accrual logs will tell you if your actual financial accruals should have gone UP or DOWN, and directionally by how much.
- **Recommended Hybrid approach:** Filter your results to show ONLY promotions for a specific period, i.e. 2019. Filter out CLOSED promotions, because there should be no unpaid liability for closed promotions. Use the workbook to see both what's changed over time AND the ending balance for those promotions.

Here's how the event-based accrual log works:

- At any point in time you begin with a **starting balance**....
- **New Promotion:** When an approved promotion becomes active, an accrual log is created that records the anticipated liability for bill-backs and lump-sums for the promotion.
- **Transaction:** Every night, a script runs to record changes to the accrual log for each promotion:
 - **Shipments (fulfillments):** If a promotion's liability is linked to shipments, then shipments that qualify for bill-backs are appropriately logged for the customer, promotion and item. These logs INCREASE the accrual log amounts.
 - **Settlements:** Settlements are recorded in the accrual log. Settlements DECREASE the accrual log, and VOIDED settlements INCREASE the log.
- **Promotion Edit:** A user may make changes to a promotion after it is approved. If any of these changes impact the amount in the accrual log, the original accrual 'new promotion' accrual amount is eliminated through a reversing log, and a new accrual log is created with the new and updated amount.
- After these adjustments you have an **ending balance** of what you owe but hasn't been paid or deducted.



Helpful hint: Consider these limitations in your analysis:

- The iTPM accrual only goes back to the date you turned on iTPM and iTPM accrual log
- The iTPM accrual log only has data if the promotion is created and approved in NetSuite
- For scan events and indirect customers, any accrual log is only as good as the estimated spend.



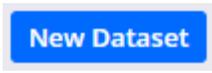
Note: The overnight script only updates the accrual log for the previous day's transactions. If this script does not run for some reason, the accrual log will be missing these transactions. **The accrual log script does not create back-dated log entries.**

The current version of iTPM does NOT adjust the accrual amount for overpays. Use a filter in your workbook to exclude overpays for promotions with a status of CLOSED.

5.1 iTPM 510 Accrual Log

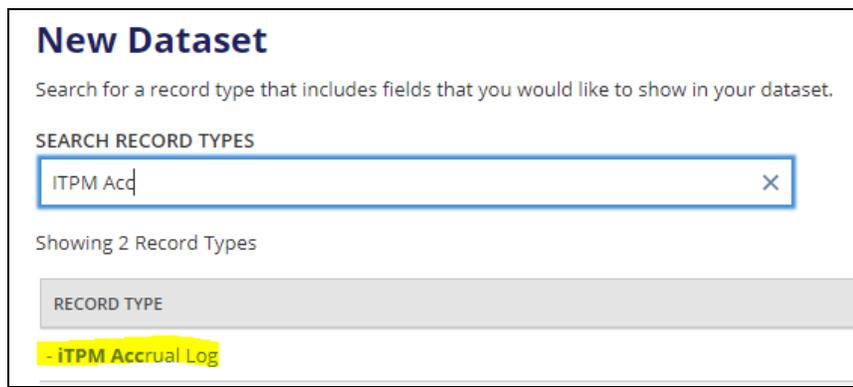
Create the DATASET for the iTPM Accrual Log (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

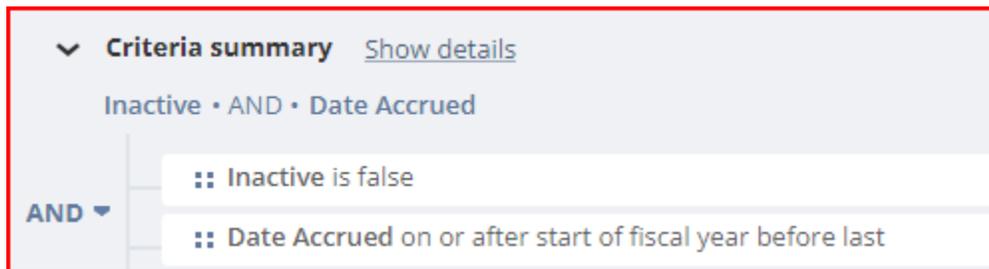


1. **Create a new Dataset:** (Name: “- iTPM 510 Accrual Log”)

2. **Select Record Type:** - iTPM Accrual Log:

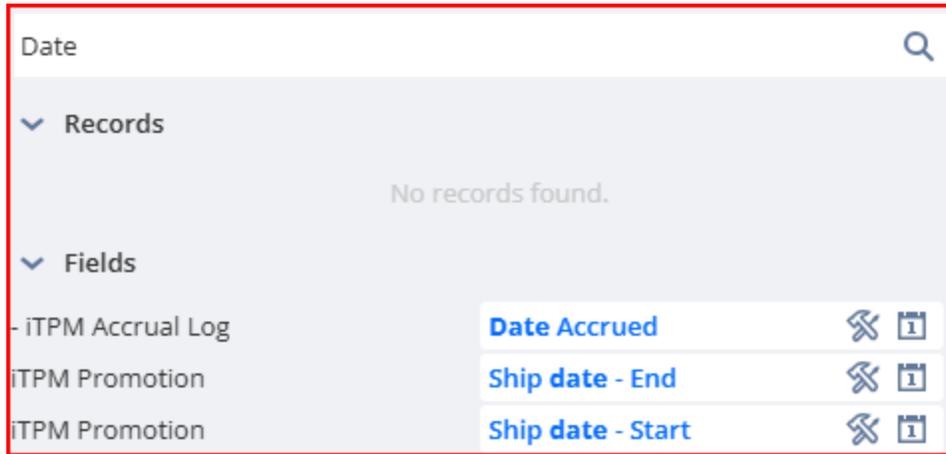


3. **Criteria:** Type **Inactive = false AND Date Accrued** on or after start of fiscal year before last



Helpful Hint: To see only changes for a specific NetSuite period, add date as a criteria.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields to your accrual log worksheet:

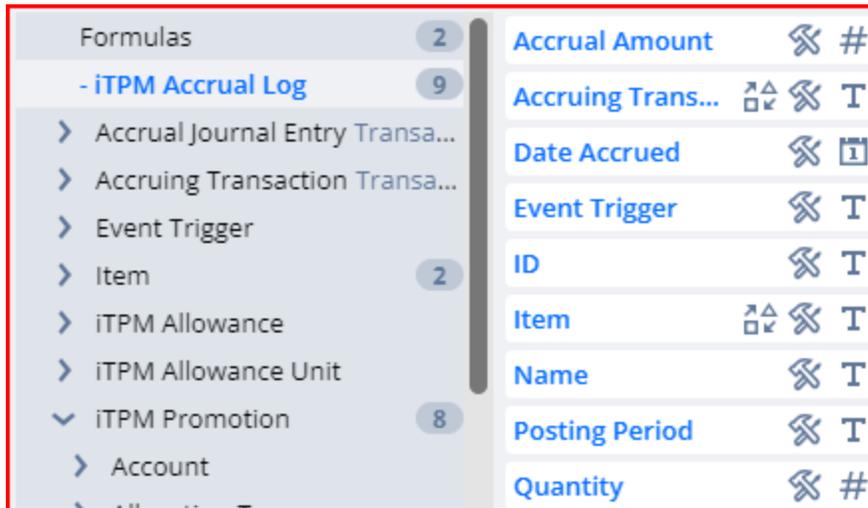
- iTPM 510 Accrual Log (SDF)	
Accrual Amount	🔗 #
Accruing Transa...	🔗 📅 T
Company Name	T
Condition	🔗 T
Created	🔗 📅
Customer	🔗 T
Date Accrued	🔗 📅
Description	T
Event Trigger	🔗 T
ID	🔗 T
Item	🔗 📅 T
Item Class	🔗 📅
iTPM Customer	🔗 T
Name	🔗 T
Owner	🔗 T
Posting Period	🔗 T
Promo #	🔗 #
Promotion Closed?	🔗 📅
Promotion Name	🔗 T
Promotion Type	🔗 T
Quantity	🔗 #
Sales Rep	T
Ship date - End	🔗 📅
Ship date - Start	🔗 📅
Status	🔗 T

(Note: You'll create **iTPM CUSTOMER** and **Promotion Closed?** in step 5)

Field Name	Source	Field ID	Description (- iTPM 510 Accrual Log)
Accrual Amount	iTPM Accrual Log	custrecord_itpm_acc_amount	Amount of the accrual, which can be positive or negative.
Accruing Transaction	iTPM Accrual Log	custrecord_itpm_acc_transaction	Link the transaction associated with the accrual: Shipment, settlement.
Company Name	iTPM Accrual Log -> iTPM Promotion	custrecord_itpm_acc_promotion.custrecord_itpm_p_customer.companyname	This is the name of the customer
Condition	iTPM Accrual Log / iTPM Promotion	custrecord_itpm_acc_promotion.custrecord_itpm_p_condition	Condition
Created	iTPM Accrual Log	created	Created date
Customer	iTPM Accrual Log -> iTPM Promotion	custrecord_itpm_acc_promotion.custrecord_itpm_p_customer	This is the customer associated with the accrual log.
Date Accrued	iTPM Accrual Log	custrecord_itpm_acc_dateaccrued	Date of the accrual log. (Date the record was created)
Description	iTPM Accrual Log -> Item	custrecord_itpm_acc_item^item.description	Description of the item associated with the accrual log entry. Note: Some log entries do not have the item field populated.
Event Trigger	iTPM Accrual Log	custrecord_itpm_acc_event	New Promotion = Accrual created when an approved promotion first becomes active. Transaction = Shipment, invoice and/or settlement Promotion Edited = Accrual log updated because the promotion was edited.
ID	iTPM Accrual Log	name	Accrual log transaction ID
Item	iTPM Accrual Log	custrecord_itpm_acc_item	Number of the item associated with the accrual log entry. Note: Some log entries do not have the item field populated.
Item Class	custrecord_itpm_acc_item^item.class	custrecord_itpm_acc_item^item.class	Item Class
iTPM Customer	Formula	See step 5 for formula	This is the customer associated with the accrual log.
Name	iTPM Accrual Log	altname	External name of the accrual log
Owner	iTPM Accrual Log -> iTPM Promotion	custrecord_itpm_acc_promotion.owner	Owner
Posting Period	iTPM Accrual Log -> iTPM Promotion	custrecord_itpm_acc_postingperiod	This is the NetSuite period related to the accrual log record.
Promotion	Formula	See step 5 for formula	Is the promotion associated with this log closed?

Field Name	Source	Field ID	Description (- iTPM 510 Accrual Log)
Promotion Name	iTPM Accrual Log -> iTPM Promotion	custrecord_itpm_acc_promotion.name	This is the name of the promotion associated with the accrual log. (We suggest you change this field to 'promotion name')
Promo #	iTPM Accrual Log / iTPM Promotion	custrecord_itpm_acc_promotion.id	Promotion Number
Promotion Type	TPM Accrual Log -> iTPM Promotion	custrecord_itpm_acc_promotion.custrecord_itpm_p_type	Promotion Type
Quantity	iTPM Accrual Log	custrecord_itpm_acc_quantity	Quantity
Sales Rep	iTPM Accrual Log -> iTPM Promotion -> Customer	custrecord_itpm_acc_promotion.custrecord_itpm_p_customer.salesrep	Sales Rep
Ship date - Start	iTPM Accrual Log -> iTPM Promotion	custrecord_itpm_acc_promotion.custrecord_itpm_p_shipstart	End-ship date of the promotion associated with this accrual log.
Ship date - End	iTPM Accrual Log -> iTPM Promotion	custrecord_itpm_acc_promotion.custrecord_itpm_p_shipend	Start-ship date of the promotion associated with this accrual log.
Status	iTPM Accrual Log- -> iTPM Promotion	custrecord_itpm_acc_promotion.custrecord_itpm_p_status	Promotion status

Your fields will change to blue after you drag them into your data set:



- iTPM Accrual Log	9	Condition		T
▼ iTPM Promotion	8	Customer		T
> Account		Name		T
> Allocation Type		Owner		T
> Condition		Promotion Type		T
> Copied From		Ship date - End		
> Customer		Ship date - Start		
> Field [Copied From] on [- IT...		Status		T
> Field [iTPM Promotion] on [...				

- iTPM Accrual Log	9	Class		
> Event Trigger		Description		T
> Item	2	Alternate Source Item		T
> iTPM Allowance				

- iTPM Accrual Log	9	Company Name		T
> Customer		Sales Rep		T
> Field [Copied From] on [- IT...		Email		T

5. Formulas: Create a formula for **Promotion Closed?**

(Use this field to filter out closed promotion accruals from your pivot tables.)



Copy this into the form above for **Promotion Closed?** Output Type = Boolean

```
Case
When {custrecord_itpm_acc_promotion.custrecord_itpm_p_status#display} = 'Closed' Then 'T'
Else 'F' End
```

OPTIONAL Create a formula to get the **iTPM CUSTOMER** name into your pivot tables.

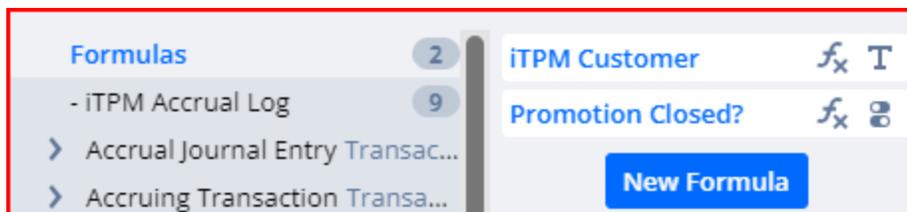
If the standard NetSuite Customer field only has the customer number, use this to show the customer name in your pivot tables: Output type = STRING.



Copy this into the form above to get the **iTPM CUSTOMER** name in your pivot view:

```
NVL({custrecord_itpm_acc_transaction^transaction.entity#display},
NVL({custrecord_itpm_acc_transaction^transaction.custbody_itpm_customer#display},
{custrecord_itpm_acc_promotion.custrecord_itpm_p_customer#display}))
```

The fields will change to blue after you drag them into your data set:

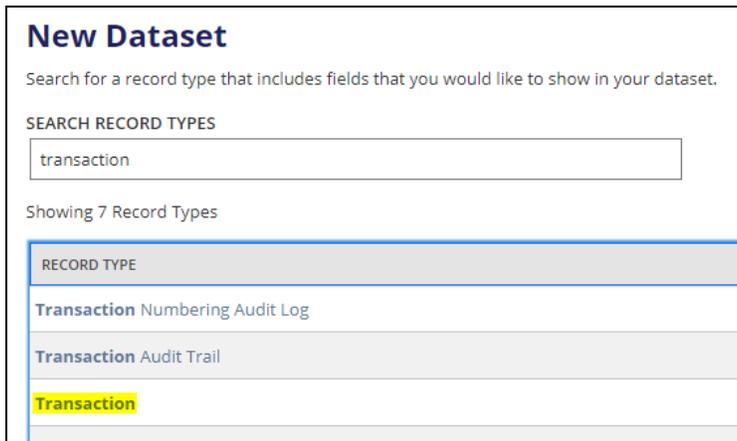


5.2 iTPM 520 Financial PERIOD-based Accruals

Create the DATASET for iTPM Period-based Accruals (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

1. **Create a new Dataset:**  (Name: - iTPM 520 Financial PERIOD-based Accruals)
2. **Select Record Type:** *Transaction*:



New Dataset

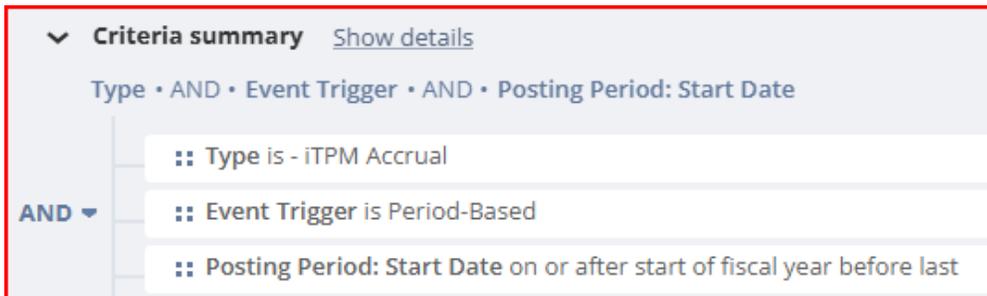
Search for a record type that includes fields that you would like to show in your dataset.

SEARCH RECORD TYPES

Showing 7 Record Types

RECORD TYPE
Transaction Numbering Audit Log
Transaction Audit Trail
Transaction

3. **Criteria Type** is - iTPM Accrual AND **Event Trigger** is Period-Based AND Inactive = false AND **Post Period Start Date** on or after start of fiscal year before last:



Criteria summary [Show details](#)

Type • AND • Event Trigger • AND • Posting Period: Start Date

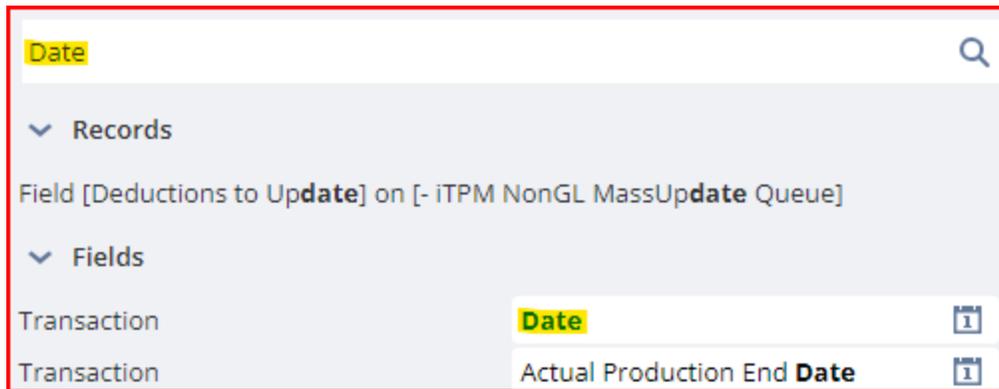
AND

- :: Type is - iTPM Accrual
- :: Event Trigger is Period-Based
- :: Posting Period: Start Date on or after start of fiscal year before last



Helpful Hint: To see only changes for a specific NetSuite period, add date as a criteria.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields to your accrual log worksheet:

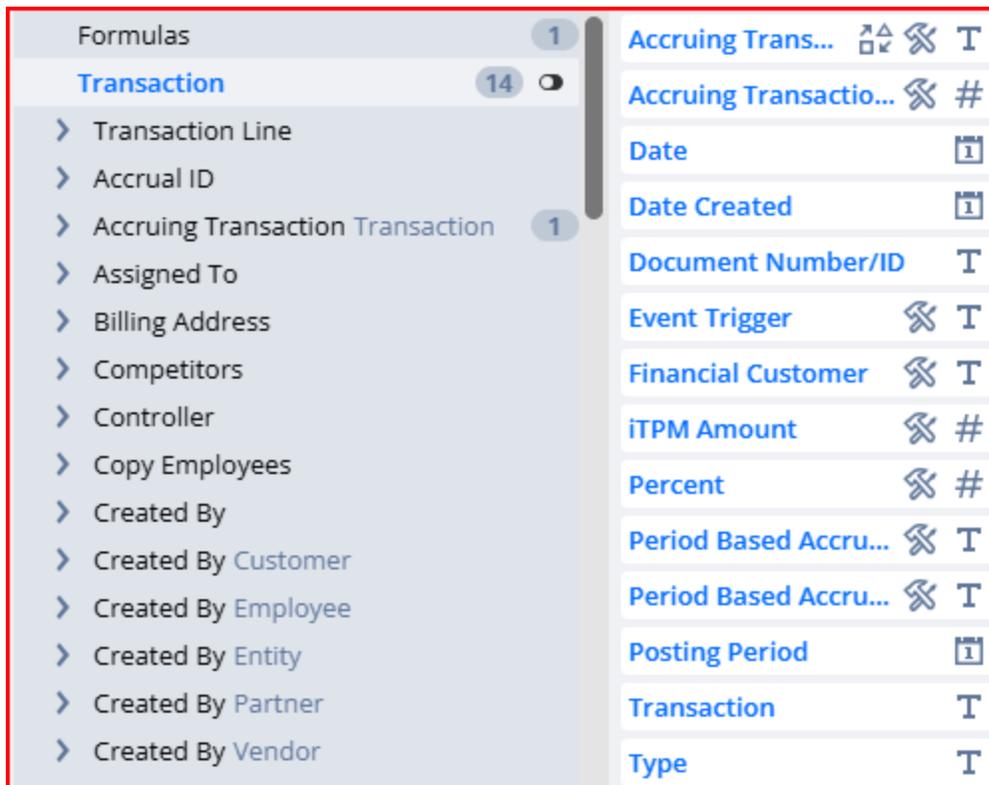
- iTPM 520 Financial PERIOD-b	
Accruing Transactio...	⌘ #
Company Name	T
Customer	T
Date (Accrual)	i
Date Created	i
Document Number/ID	T
End Date	i
Event Trigger	⌘ T
Financial Customer	⌘ T
Invoice Create Date	i
iTPM Amount	⌘ #
Memo	⌘ T
Parent	T
Period Based Accrua...	⌘ T
Period Based Accru...	⌘ T
Posting Month	⌘ T
Posting Period	i
Start Date	i
Transaction	T
Type	T

(Note: You'll create **Posting Month** in step 5)

Field Name	Source	Field ID	Description (- iTPM 520 Financial PERIOD-based Accruals)
Accrual %	Transaction	Transaction->custbody_itpm_acc_per cent	Accrual %
Accrual Name	Transaction	Transaction->custbody_itpm_acc_peri odid.custrecord_itpm_periodbased_ac crualname	Accrual Name
Accruing Transaction	Transaction	Transaction->custbody_itpm_acc_tran saction	Link the transaction associated with the accrual: invoice
Accruing Transaction Total Amount	Transaction	Transaction->custbody_itpm_acc_tota lamount	Accruing Transaction Total Amount
Company Name	Financial Customer	Transaction->Financial Customer->Company Name	This is the company name of the customer associated with the transaction
Customer	Financial Customer	Transaction->Financial Customer->Customer	This is the customer associated with the transaction
Date (Accrual)	Transaction	Transaction->trandate	Date of the accrual log. (Date the record was created)
Date Created	Transaction	Transaction->createddate	Date Created
Document Number/ID	Transaction	Transaction->tranid	Document Number/ID
Event Trigger	Transaction	Transaction->custbody_itpm_acc_eve nt	Event Trigger
Financial Customer	Transaction	Transaction->custbody_itpm_acc_fac ustomer.altname	Financial Customer
Invoice Create Date	Accruing Transaction	Transaction->Accruing Transaction-> custbody_itpm_acc_transaction^trans action.createddate	Invoice Create Date
iTPM Amount	Transaction	Transaction->custbody_itpm_amount	iTPM Amount
Memo	Period Based Accruals ID	Transaction->Period Based Accruals ID->custbody_itpm_acc_periodid.cust record_itpm_periodbased_memo	Memo
Parent	Financial Customer	Transaction->Financial Customer->	Parent
Period Based Accrual Name	Transaction	Transaction->custbody_itpm_acc_peri odname	Period Based Accrual Name

Field Name	Source	Field ID	Description (- iTPM 520 Financial PERIOD-based Accruals)
Period Based Accrual ID	Transaction	Transaction->custbody_itpm_acc_periodid	Period Based Accrual ID
Period Start Date	Posting Period	Transaction->Posting Period->postingperiod.startdate	Period Start Date
Period End Date	Posting Period	Transaction->Posting Period->postingperiod.enddate	Period End Date
Posting Month	Formula	See step 5 for formula	Posting Month
Posting Period	Transaction	Transaction->postingperiod	Posting Period
Transaction	Transaction	Transaction->trandisplayname	Transaction
Type	Transaction	Transaction->type	Transaction Type

Your fields will change to blue after you drag them into your data set:



Transaction 14	Date Created
> Transaction Line	Abbrev. Type T
> Accrual ID	Account Based Number T
> Accruing Transaction Transaction 1	Accrual ID T

Transaction 14	Company Name T
> Financial Customer 3	Customer T
> Financial Promotion	Parent T
Incoterm	Email T

Transaction 14	Accrual Name T
∨ Period Based Accruals Id 2	Memo T
> Exclude Customers	Exclude Customers T

Transaction 14	End Date
> Posting Period 2	Start Date
> Promotion / Deal	A/P Locked
> Promotion Combinations	

5. Formulas:

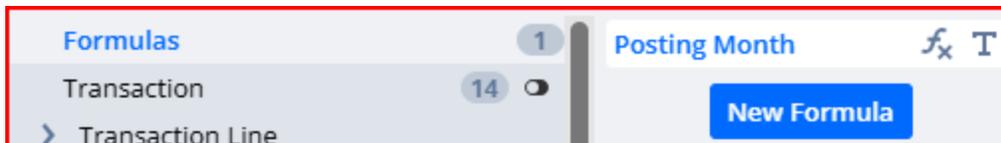
Create a formula for **Posting Month**

```
1  --{postingperiod#display}
2
3  CASE
4  WHEN INSTR({postingperiod#display}, 'Jan') <> 0 then '01 - January'
5  WHEN INSTR({postingperiod#display}, 'Feb') <> 0 then '02 - February'
6  WHEN INSTR({postingperiod#display}, 'Mar') <> 0 then '03 - March'
7  WHEN INSTR({postingperiod#display}, 'Apr') <> 0 then '04 - April'
8  WHEN INSTR({postingperiod#display}, 'May') <> 0 then '05 - May'
9  WHEN INSTR({postingperiod#display}, 'Jun') <> 0 then '06 - June'
10 WHEN INSTR({postingperiod#display}, 'Jul') <> 0 then '07 - July'
11 WHEN INSTR({postingperiod#display}, 'Aug') <> 0 then '08 - August'
12 WHEN INSTR({postingperiod#display}, 'Sep') <> 0 then '09 - September'
```

Copy this into the form above for **Posting Month** Output Type = String

```
CASE
WHEN INSTR({postingperiod#display}, 'Jan') <> 0 then '01 - January'
WHEN INSTR({postingperiod#display}, 'Feb') <> 0 then '02 - February'
WHEN INSTR({postingperiod#display}, 'Mar') <> 0 then '03 - March'
WHEN INSTR({postingperiod#display}, 'Apr') <> 0 then '04 - April'
WHEN INSTR({postingperiod#display}, 'May') <> 0 then '05 - May'
WHEN INSTR({postingperiod#display}, 'Jun') <> 0 then '06 - June'
WHEN INSTR({postingperiod#display}, 'Jul') <> 0 then '07 - July'
WHEN INSTR({postingperiod#display}, 'Aug') <> 0 then '08 - August'
WHEN INSTR({postingperiod#display}, 'Sep') <> 0 then '09 - September'
WHEN INSTR({postingperiod#display}, 'Oct') <> 0 then '10 - October'
WHEN INSTR({postingperiod#display}, 'Nov') <> 0 then '11 - November'
WHEN INSTR({postingperiod#display}, 'Dec') <> 0 then '12 - December'
END
```

The fields will change to blue after you drag them into your data set:



5.3 iTPM 530 Financial EVENT-based Accruals

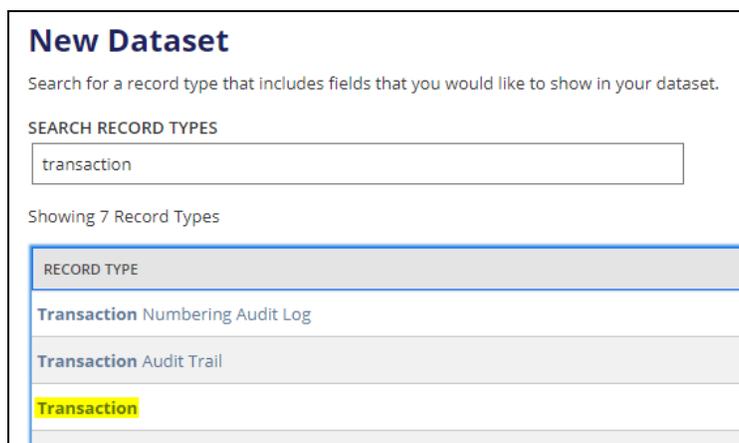
Create the DATASET for the iTPM 530 Event-based Accrual (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.



1. **Create a new Dataset:** (Name:- iTPM 530 EVENT-based Accruals)

2. **Select Record Type:** *Transaction:*



New Dataset

Search for a record type that includes fields that you would like to show in your dataset.

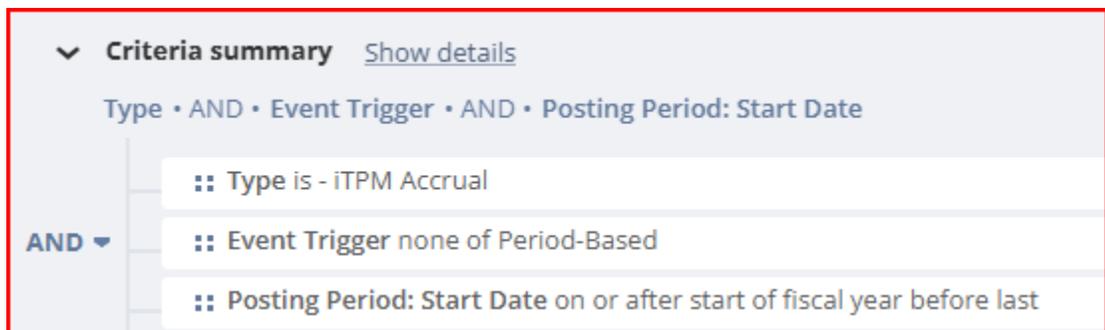
SEARCH RECORD TYPES

transaction

Showing 7 Record Types

RECORD TYPE
Transaction Numbering Audit Log
Transaction Audit Trail
Transaction

3. **Criteria: Type** is - iTPM Accrual AND **Event Trigger** is NOT Period-Based AND **Post Period Start Date** on or after start of fiscal year before last:



Criteria summary [Show details](#)

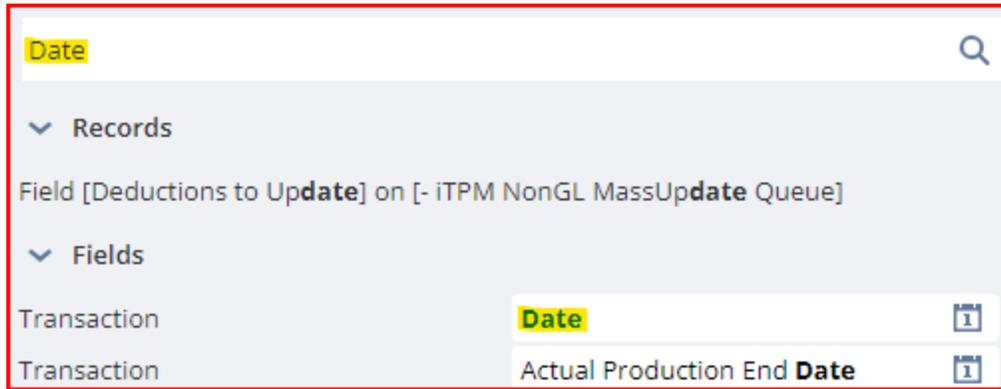
Type • AND • Event Trigger • AND • Posting Period: Start Date

AND

- :: Type is - iTPM Accrual
- :: Event Trigger none of Period-Based
- :: Posting Period: Start Date on or after start of fiscal year before last

 **Helpful Hint:** To see only changes for a specific NetSuite period, add date as a criteria.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields to your accrual log worksheet:

- iTPM 530 EVENT-based Accru...	
Company Name	T
Date	[Calendar Icon]
Date Created	[Calendar Icon]
Document Number/ID	T
Event Trigger	[Crossed Scissors Icon] T
Financial Customer	[Crossed Scissors Icon] T
Financial Promotion	[Crossed Scissors Icon] T
Financial Promotion ID	[Crossed Scissors Icon] #
iTPM Amount	[Crossed Scissors Icon] #
Period Based Accruals Id	[Crossed Scissors Icon] T
Period End Date	[Calendar Icon]
Period Start Date	[Calendar Icon]
Posting Period	[Calendar Icon]
Promotion Type	[Crossed Scissors Icon] T
Stored Net Liability : Pr...	[Crossed Scissors Icon] #
Transaction	[Crossed Scissors Icon] [Up/Down Arrow Icon] T
Type	T

Field Name	Source	Field ID	Description (- iTPM 520 Financial PERIOD-based Accruals)
Company Name	Financial Customer	Transaction->Financial Customer->Company Name	This is the company name of the customer associated with the transaction
Date	Transaction	Transaction->trandate	Date of the accrual log. (Date the record was created)
Date Created	Transaction	Transaction->createddate	Date Created
Document Number/ID	Transaction	Transaction->tranid	Document Number/ID
Event Trigger	Transaction	Transaction->custbody_itpm_acc_event	Event Trigger
Financial Customer	Transaction	Transaction->custbody_itpm_acc_customer.alname	Financial Customer
Financial Promotion	Transaction	Transaction->custbody_itpm_acc_fapromotion	Financial Promotion
Financial Promotion ID	Financial Promotion	Transaction->Financial Promotion->custbody_itpm_acc_fapromotion.id	Financial Promotion ID
iTPM Amount	Transaction	Transaction->custbody_itpm_amount	iTPM Amount
Period Based Accruals ID	Transaction	Transaction->custbody_itpm_acc_periodid	Period Based Accrual ID
Period Start Date	Posting Period	Transaction->Posting Period->postingperiod.startdate	Period Start Date
Period End Date	Posting Period	Transaction->Posting Period->postingperiod.enddate	Period End Date
Posting Period	Transaction	Transaction->postingperiod	Posting Period
Promotion Type	Financial Promotion	Transaction->Financial Promotion->custbody_itpm_acc_fapromotion.custrecord_itpm_p_type	Promotion Type
Stored Net Liability: Promotion	Financial Promotion	Transaction->Financial Promotion->custbody_itpm_acc_fapromotion.custrecord_itpm_p_svnetpromotionalle	Stored Net Liability: Promotion
Transaction	Transaction	Transaction->trandisplayname	Transaction
Type	Transaction	Transaction->type	Transaction Type

Your fields will change to blue after you drag them into your data set:

Formulas	Date	
Transaction 11	Date Created	
> Transaction Line	Document Number/ID	T
> Accrual ID	Event Trigger	T
> Accruing Transaction Transaction	Financial Customer	T
> Assigned To	Financial Promotion	T
> Billing Address	iTPM Amount	#
> Competitors	Period Based Accru...	T
> Controller	Posting Period	
> Copy Employees	Transaction	T
> Created By	Type	T
> Created By Customer		
> Created By Employee		

Transaction 11	Company Name	T
> Financial Customer 1	Email	T
> Financial Promotion 3		

Transaction 11	Internal ID	#
> Financial Promotion 3	Promotion Type	T
Inco term	Stored Net Liability ...	#

Transaction 11	End Date	
> Posting Period 2	Start Date	
> Promotion / Deal	A/P Locked	
> Promotion Combinations		

6.0 Native NetSuite Budgets

If you use native NetSuite budgets, you can analyze them using NetSuite workbooks, and in your NetSuite financial reports.

FINANCIAL ROW	AMOUNT
Income	
4000 - Sales	\$16,491.60
4001 - Trade Promotion (contra revenue)	(\$200.00)
Total - 4000 - Sales	\$16,291.60
Total - Income	\$16,291.60
Cost Of Sales	
Cost of Goods Sold	\$15,804.00
Total - Cost Of Sales	\$15,804.00
Gross Profit	\$487.60
Expense	
6009 - Co-op	\$7,500.00
6011 - Trade Promotion	
6011 - Trade Promotion	\$3,350.00
6023 - Open Deduction	\$345,266.77
Total - 6011 - Trade Promotion	\$348,616.77
6018 - Freight Expense	\$150.00
6220 - Repairs & Maintenance	\$2,385.00
Total - Expense	\$358,654.77
Net Ordinary Income	(\$358,167.17)
Net Income	(\$358,167.17)

Deductions and Promotional Payments in iTPM will appear on the standard NetSuite P&L reports based on what chart-of-accounts are mapped to the promotion iTPM promotion type.

Examples:

Promotions where expense is contra-revenue account can be a reduction to gross-revenue. (FASB)

Promotions can also be a below-the-line expense.

Open deductions can be mapped to an expense chart-of-account, or other asset account while they are being researched. (Suspense account.)

These iTPM promotional settlements are allocated to items based on actual sales, for more accurate customer P&Ls by item.

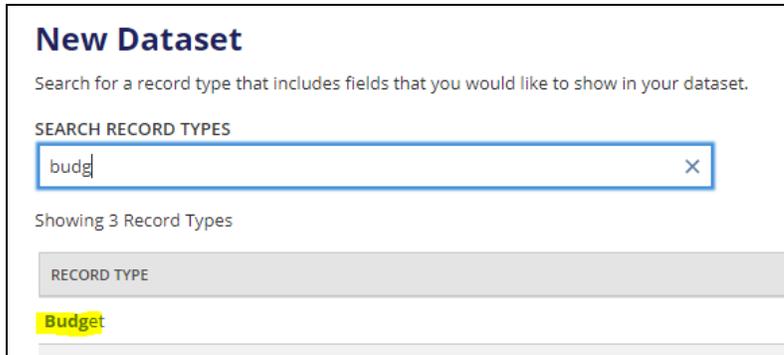
6.1 iTPM 610 Budget Analysis

Create the DATASET for native NetSuite Budgets (one-time task)

If a dataset is already created, use the *iTPM Workbook User Guide* to create pivot tables, lists and charts from your dataset. In NetSuite, go to *iTPM -> Help -> Analytics*.

1. **Create a new Dataset:**  (Name: “ - iTPM 610 Budget Analysis”)

2. **Select Record Type:** *Budget*



New Dataset

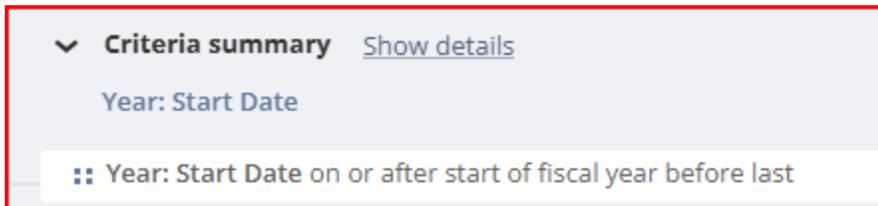
Search for a record type that includes fields that you would like to show in your dataset.

SEARCH RECORD TYPES

Showing 3 Record Types

RECORD TYPE
Budget

3. **Criteria:** **Year: Start Date** on or after start of fiscal year before last.

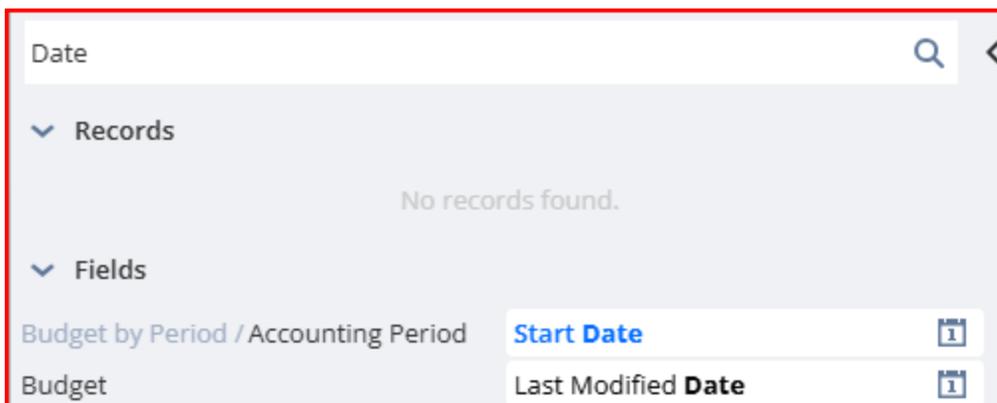


Criteria summary [Show details](#)

Year: Start Date

Year: Start Date on or after start of fiscal year before last

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Date

Records

No records found.

Fields

Budget by Period / Accounting Period **Start Date**

Budget **Last Modified Date**

Use the table below to add these fields to your budget worksheet:

- iTPM 610 Budget Analysis (2S...	
BUDGET: ACCOUNT	T
Budget: Class	T
Budget: Customer	⬆️⬆️ T
BUDGET: ITEM	⬆️⬆️ ⚙️
Budget: Period	T
Budget: Start date of period	📅
Budget: Trade Spend	#
Budget: Year	T

Field Name	Source	Field ID	Description (NetSuite Budgets)
Budget: Account	Budget	Budget->account	Amount budgeted by period. Total of all the periods equals the amount for the full budget year.
Budget: Class	Budget	Budget->class	Budget: Class
Budget: Customer	Budget	Budget->customer	Budget: Customer
Budget: Item	Budget	Budget->item	Budget: Item
Budget: Period	Budget by Period	Budget->Budget by Period->budgetmachine .period	Budget: Period
Budget: Period Start Date	Accounting Period	Budget->Budget by Period->Accounting Period->budgetmachine .amount	Budget: Period Start Date
Budget: Trade Spend	Budget by Period	Budget->Budget by Period->	Budget: Trade Spend
Budget: Year	Budget	Budget->year	Budget: Year

The fields will change to blue after you drag them into your data set:

Formulas		Account	T
Budget	5	Class	T
> Account		Customer/Project	T
∨ Budget by Period	2	Item	T
> Accounting Period	1	Year	T
Budget Category			

Formulas		Accounting Period	T
Budget	5	Amount	#
> Account		Last Modified Date	T
∨ Budget by Period	2		
> Accounting Period	1		

Formulas		Start Date	T
Budget	5	A/P Locked	
> Account		A/R Locked	
∨ Budget by Period	2	All Locked	
> Accounting Period	1		

5. **Formulas:** None

7.0 iTPM Data Reconciliations

The NetSuite datasets and workbooks in this chapter are used to monitor and reconcile iTPM data. How to use these workbooks is described in our online iTPM Reconciliation Worksheet User Guide available at www.i-TPM.com/admin-training-resources.

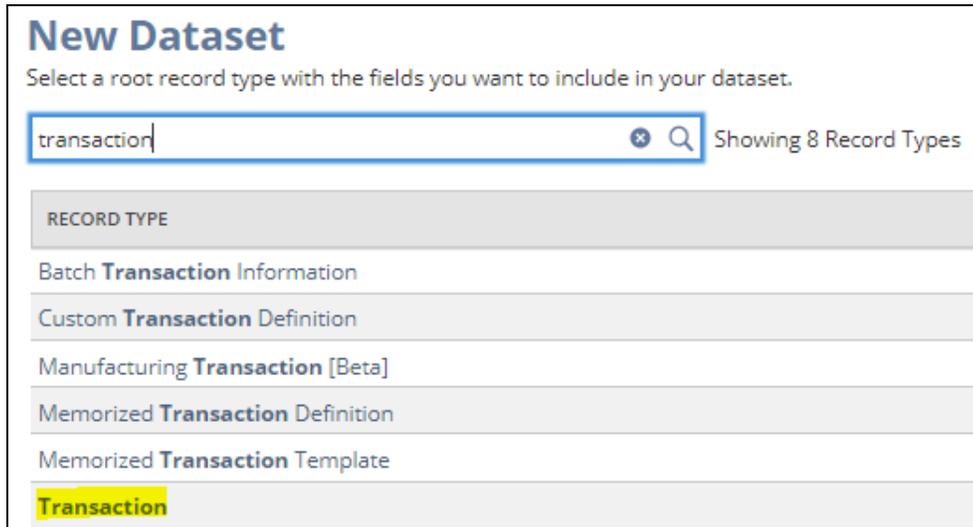
7.1 iTPM 710 Reconcile Open Deduction GL suspense account

Create a DATASET to monitor your open deduction suspense account

If a dataset is already created, [skip ahead and create your workbook](#). (one-time task)

1. **Create a new Dataset:** . (Name: “- iTPM 710 Deduction Resolutions for GL Reconciliation”)

2. **Select Record Type:** *Transactions*

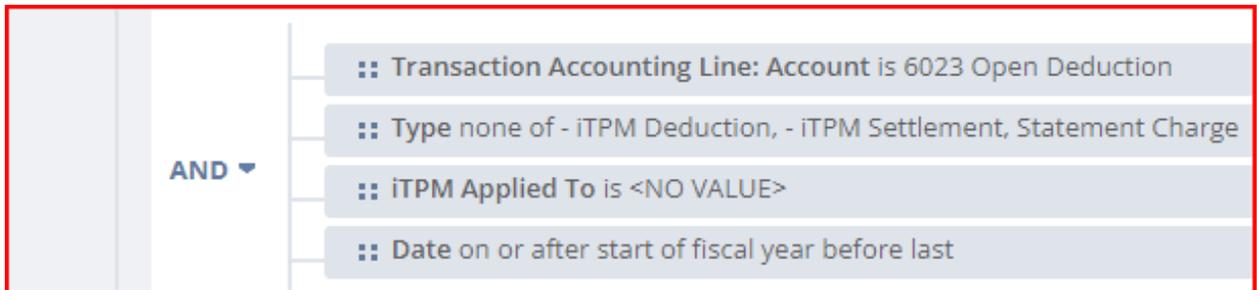
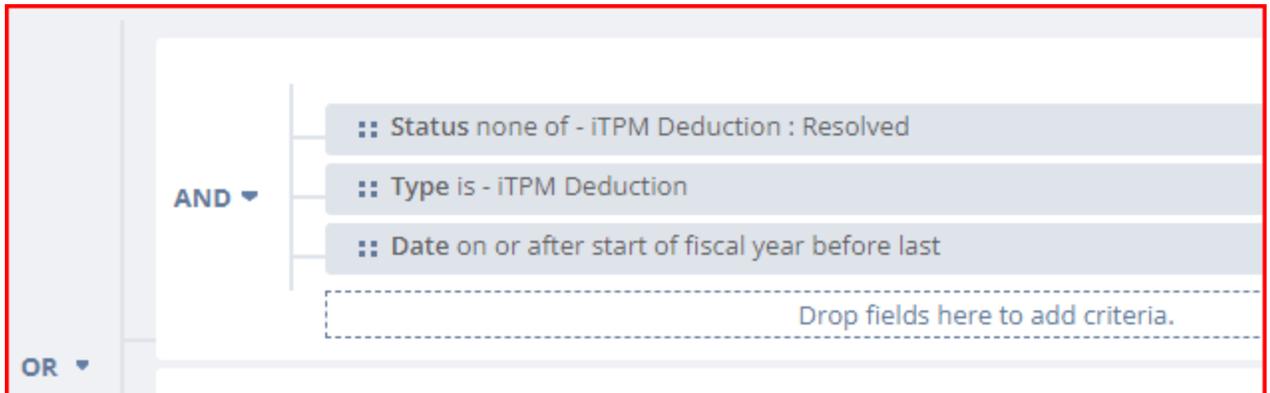


New Dataset
Select a root record type with the fields you want to include in your dataset.

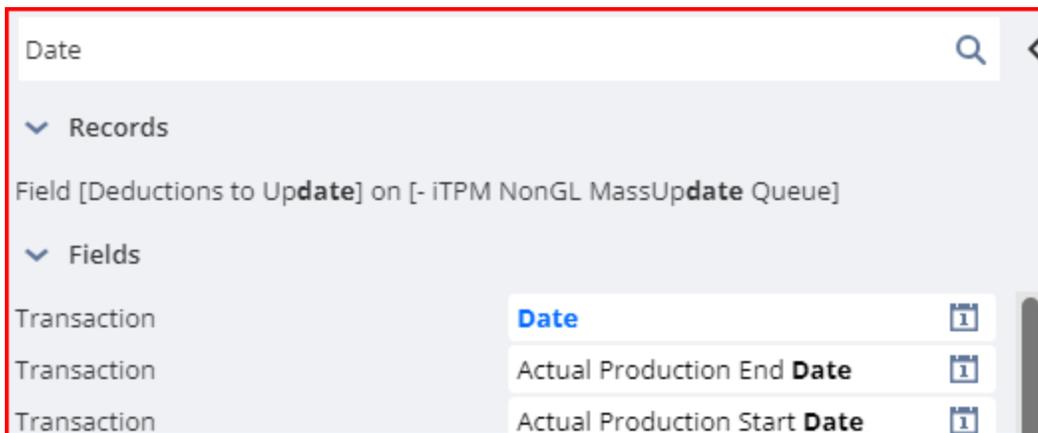
transaction   Showing 8 Record Types

RECORD TYPE
Batch Transaction Information
Custom Transaction Definition
Manufacturing Transaction [Beta]
Memorized Transaction Definition
Memorized Transaction Template
Transaction

3. **Criteria:** See below: USE GL account that matches your suspense account



4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*

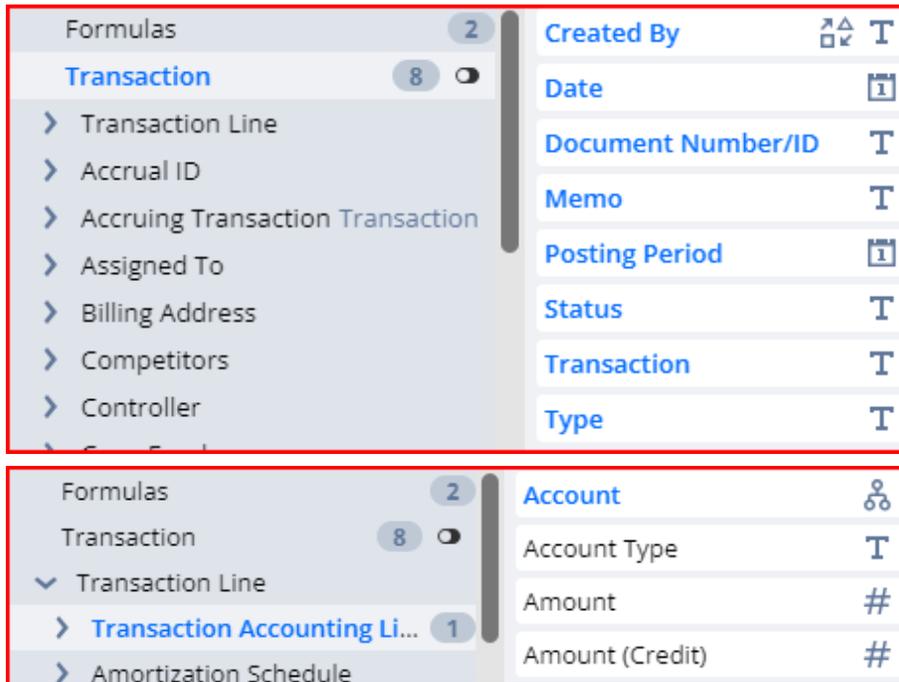


Use the tables on the next pages to add these fields to your budget worksheet:

- iTPM 710 Deduction Resoluti...	
1: Open Deduction Ba...	f _x #
2: Net GL Impact	f _x #
Account	o
Created By	T
Date	I
Document Number/ID	T
Memo	T
Posting Period	I
Status	T
Transaction	T
Type	T

Field Name	Source	Field ID	Description (NetSuite Budgets)
1: Open Deduction Balance	Formula	See step 5	Open Deduction Balance
2: Net GL Impact	Formula	See step 5	Net GL Impact
Account	Transaction -> Transaction Line -> Transaction Accounting Line	transactionlines.account ingimpact.account	GL Account
Created By	Transaction	createdby	Created By
Date	Transaction	trandate	Date
Document Number/ID	Transaction	tranid	Document Number/ID
Memo	Transaction	memo	Memo
Posting Period	Transaction	postingperiod	Posting Period
Status	Transaction	status	Status
Transaction	Transaction	trandisplayname	Transaction
Type	Transaction	type	Type

The fields will change to blue after you drag them into your data set:



5. **Formulas:** Create a formula for **1: DDN Open Balance**

(Use this field to filter out closed promotion accruals from your pivot tables.)

The screenshot shows the 'Formula Field' configuration window. The 'FORMULA FIELD NAME*' is '1 DDN Open Balance' and the 'CHOOSE OUTPUT TYPE*' is 'FLOAT'. The 'FORMULA*' is as follows:

```

1 Case
2 When {type#display} = '- iTPM Deduction' and {transactionlines.debitforeignamount}> 0 Then
3 TO_NUMBER({custbody_itpm_ddn_openbal})
4 End
5

```

Copy this into the form above for **1: DDN Open Balance** Output Type = FLOAT

```

Case
When {type#display} = '- iTPM Deduction' and {transactionlines.debitforeignamount}> 0 Then
TO_NUMBER({custbody_itpm_ddn_openbal})
End

```

Create a formula for **2: Net GL Impact**

(Use this field to filter out closed promotion accruals from your pivot tables.)

The screenshot shows the 'Formula Field' configuration window. The 'FORMULA FIELD NAME*' is '2 Net GL Impact' and the 'CHOOSE OUTPUT TYPE*' is 'FLOAT'. The 'FORMULA*' is as follows:

```

1 Case
2 When {type#display} = '- iTPM Deduction' and {transactionlines.debitforeignamount}> 0 Then
3 TO_NUMBER({custbody_itpm_ddn_openbal})
4
5 When {type#display} <> '- iTPM Deduction' AND {transactionlines.debitforeignamount} > 0 Then
6 {transactionlines.debitforeignamount}
7 When {type#display} <> '- iTPM Deduction' AND {transactionlines.creditforeignamount} > 0 Then
8 -1*{transactionlines.creditforeignamount}
9 End
10

```

Copy this into the form above for **2: Net GL Impact** Output Type = FLOAT

```

Case
When {type#display} = '- iTPM Deduction' and {transactionlines.debitforeignamount}> 0 Then
TO_NUMBER({custbody_itpm_ddn_openbal})

When {type#display} <> '- iTPM Deduction' AND {transactionlines.debitforeignamount} > 0 Then
{transactionlines.debitforeignamount}
When {type#display} <> '- iTPM Deduction' AND {transactionlines.creditforeignamount} > 0 Then
-1*{transactionlines.creditforeignamount}
End

```

Optional: Create a formula for **Customer (Use this for pivots)**

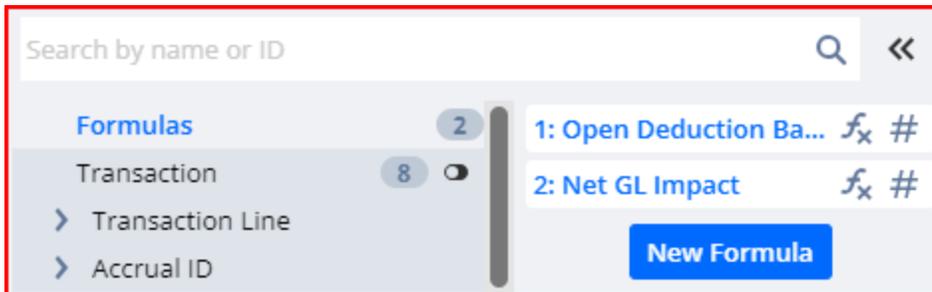
(Use this field to show the customer in your pivot tables across all types of transactions.)



Copy this into the form above for Customer (use this for pivots) Output = String

```
Case
When {entity^entity.altname} is empty and {custbody_itpm_customer.companyname} is not empty
then
{custbody_itpm_customer.companyname}
When {entity^entity.altname} is empty and {custbody_itpm_customer.companyname} is empty
then
{custbody_itpm_deduction^transaction.custbody_itpm_appliedto#display}
Else
{entity^entity.altname}
End
```

The fields will change to blue after you drag them into your data set:



7.2a iTPM 720a Deduction Balance Reconciliation

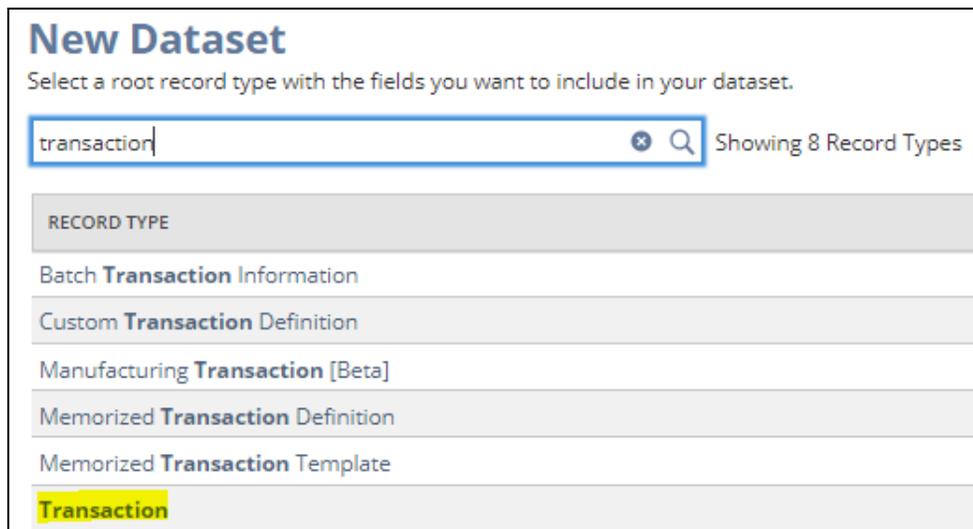
Create dataset to compare open deduction balance to the linked transactions

This data set will allow you to compare the stored open balance in the deduction to the expected balance based on all the NetSuite transactions linked to the deduction. Deductions with incorrect balances will have a difference between your calculated open balance and the amount you calculate by adding up all the settlements, journal entries and statement charges associated with each deduction.

Create a DATASET to monitor your open deduction balances

If a dataset is already created, [skip ahead and create your workbook](#). (one-time task)

1. **Create a new Dataset:**  . (Name: "- iTPM 720a Deduction Balance Reconciliation")
2. **Select Record Type:** *Transactions*



New Dataset

Select a root record type with the fields you want to include in your dataset.

transaction   Showing 8 Record Types

RECORD TYPE
Batch Transaction Information
Custom Transaction Definition
Manufacturing Transaction [Beta]
Memorized Transaction Definition
Memorized Transaction Template
Transaction

3. **Criteria:** See below:

The screenshot shows a criteria builder interface with a 'Criteria summary' section. It contains two main groups connected by an OR operator. The first group is an AND operator containing three criteria: 'Type is - iTPM Deduction', 'Date on or after start of fiscal year before last', and a dashed box with the text 'Drop fields here to add criteria.'. The second group is also an AND operator containing three criteria: 'Type is Journal', 'iTPM Applied To none of <NO VALUE>', and 'Date on or after start of fiscal year before last'.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*

The screenshot shows a search results page for the term 'Date'. It includes a search bar with 'Date' entered and a magnifying glass icon. Below the search bar, there are sections for 'Records' and 'Fields'. The 'Fields' section lists three items, each with a table icon: 'Transaction Date', 'Transaction Actual Production End Date', and 'Transaction Actual Production Start Date'.

Use the tables on the next pages to add these fields to your budget worksheet:

- iTPM 720a Deductio...			
- iTPM 720b Deductio...			
- iTPM 720a Deduction Balance			
0: DDN # for filtering	f _x	#	
0: DDN # for Piv...	f _x	T	ID #
0: DDN # text	f _x	T	iTPM Amount #
1: DDN Orig Amt	f _x	#	iTPM Applied To # T
2: DDN Split Off	f _x	#	iTPM Applied To # T
3: JEs	f _x	#	iTPM Applied To # T
3b: JEs Pending	f _x	#	iTPM Created Fr... # T
4: Settlements	f _x	#	Memo T
5: Statement Chgs	f _x	#	Open Balance #
6: Open amt on DDN	f _x	#	Parent Deduction # T
7: Calc Open using J...	f _x	#	Split Off #
8: Possible ERROR	f _x	#	Start Date T
Amount (Credit) (Transa...		#	Status T
Amount (Debit) (Transac...		#	Status T
Date		T	Total Amount (Transacti... #
DDN Date	f _x	T	Transaction T
Document Number/ID		T	Type T
Entity		#	ZeroForInnerJoin f _x #

Field Name	Source	Field ID	Description (NetSuite Budgets)
0: DDN # for filtering	Formula	See step 5	DDN # for filtering
0: DDN # for Pivots	Formula	See step 5	DDN # for Pivots
0: DDN # text	Formula	See step 5	DDN # text
1: DDN Orig Amt	Formula	See step 5	DDN Orig Amt
2: DDN Split Off	Formula	See step 5	DDN Split Off amount
3: JEs	Formula	See step 5	JEs amount
3b: JEs Pending	Formula	See step 5	JEs Pending amount
4: Settlements	Formula	See step 5	Settlements amount
5: Statement Chgs	Formula	See step 5	Statement Chgs amount
6: Open amt on DDN	Formula	See step 5	Open amt on DDN
7: Calc Open using JE, SC, SET	Formula	See step 5	Calc Open using JE, SC, SET
8: Possible ERROR	Formula	See step 5	Possible ERROR
Date	Transaction	trandate	Date
DDN Date	Formula	See step 5	Deduction Date
Document Number/ID	Transaction	tranid	Document Number/ID
Entity		entity	Entity associated with transaction
ID	Transaction -> Transaction Line	transactionlines.id	Transaction ID
iTPM Amount		custbody_itpm_amount	iTPM Amount

Field Name	Source	Field ID	Description (NetSuite Budgets)
iTPM Applied To		custbody_itpm_appliedto	iTPM Applied To (transaction)
iTPM Applied To	Transaction -> Deduction	custbody_itpm_deduction^transaction.custbody_itpm_appliedto	iTPM Applied To (deduction)
iTPM Applied To	Transaction -> iTPM Applied To	custbody_itpm_appliedto^transaction.custbody_itpm_appliedto	iTPM Applied To (resolution)
iTPM Created From	Transaction -> iTPM Applied To	custbody_itpm_appliedto^transaction.custbody_itpm_createdfrom	iTPM Created From
Memo	Transaction	memo	Memo
Open Balance	Transaction	custbody_itpm_ddn_openbal	Open Balance
Parent Deduction	Transaction	custbody_itpm_ddn_parentddn	Parent Deduction
Split Off	Transaction	custbody_itpm_ddn_splitoff	Amount Split Off deduction
Start Date	Transaction -> Posting Period	postingperiod.startdate	Start Date
Status	Transaction	status	Transaction Status
Status	Transaction -> iTPM Applied To (Transaction)	custbody_itpm_appliedto^transaction.status	iTPM status
Total Amount (transaction)	Transaction	foreigntotal	Total Amount (transaction)
Transaction	Transaction	trandisplayname	Transaction
Type	Transaction	type	Type
ZeroForInnerJoin	Formula	See step 5	Used to create inner join between datasets

The fields will change to blue after you drag them into your data set:

Formulas	14	Amount (Credit) (Trans... #
Transaction	13	Amount (Debit) (Transa... #
> Transaction Line	3	ID #
> Accrual ID		Accounting Line Type T
> Accruing Transaction Transa...		

Transaction	13	iTPM Applied To T
> Deduction Transaction	1	Abbrev. Type T
> Destination Location		Account Based Number T

Transaction	13	Start Date T
> Posting Period	1	A/P Locked T
> Promotion / Deal		A/R Locked T

Formulas	14	Date T
Transaction	13	Document Number/ID T
> Transaction Line	3	Entity T
> Accrual ID		iTPM Amount #
> Accruing Transaction Transa...		iTPM Applied To T
> Assigned To		Memo T
> Billing Address		Open Balance #
> Competitors		Parent Deduction T
> Controller		Split Off #
> Copy Employees		Status T
> Created By		Total Amount (Transact... #
> Created By Customer		Transaction T
> Created By Employee		Type T
> Created By Entity		
> Created By Partner		

5: Formulas:

Formula name	Formula
0: DDN # for filtering Float	Case When {type#display} = '- iTPM Deduction' Then TO_NUMBER(Replace ({trandisplayname},'- iTPM Deduction #',")) Else TO_NUMBER(Replace ({custbody_itpm_appliedto#display},'- iTPM Deduction #',")) End
0: DDN # for Pivots String	Case When {type#display} = '- iTPM Deduction' Then {trandisplayname} Else {custbody_itpm_appliedto#display} End
0: DDN # text String	Case When {type#display} = '- iTPM Deduction' Then Replace ({trandisplayname},'- iTPM Deduction #',") Else Replace ({custbody_itpm_appliedto#display},'- iTPM Deduction #',") End
1: DDN Orig Amt Float	Case When {type#display} = '- iTPM Deduction' Then {custbody_itpm_amount} Else 0 End
2: DDN Split off Float	Case When {type#display} = '- iTPM Deduction' and {custbody_itpm_ddn_splitoff} is not Null Then ({custbody_itpm_ddn_splitoff})*-1 Else 0 End
3: JEs Float	Case When {type#display} = 'Journal' and {status#display} = 'Journal : Approved for Posting' and {isreversal} = 'F' Then ({transactionlines.creditforeignamount})*-1 When {type#display} = 'Journal' and {status#display} = 'Journal : Approved for Posting' and {isreversal} = 'T' Then ({transactionlines.creditforeignamount}) Else 0 End
3b: JEs pending Float	Case When {type#display} = 'Journal' and {status#display} = 'Journal : Pending Approval' Then ({transactionlines.creditforeignamount})*-1 Else 0

	End
4: Settlements Float	Case When {type#display} = '- iTPM Settlement' Then ({custbody_itpm_amount})*-1 Else 0 End
5: Statement Chg Float	Case When {type#display} = 'Statement Charge' Then ({foreigntotal})*-1 Else 0 End
6: Open amt on DDN Float	Case When {type#display} = '- iTPM Deduction' Then {custbody_itpm_ddn_openbal}/2 Else 0 End
7: Calc OPEN using JE, SC, SET Float	Case When {type#display} = '- iTPM Deduction' and {custbody_itpm_ddn_splitoff} is Null Then {custbody_itpm_amount} When {type#display} = '- iTPM Deduction' and {custbody_itpm_ddn_splitoff} is not Null Then {custbody_itpm_amount} - {custbody_itpm_ddn_splitoff} When {type#display} = 'Journal' and {status#display} = 'Journal : Approved for Posting' and {isreversal} = 'F' Then ({transactionlines.creditforeignamount})*-1 When {type#display} = 'Journal' and {status#display} = 'Journal : Approved for Posting' and {isreversal} = 'T' Then ({transactionlines.creditforeignamount}) When {type#display} = '- iTPM Settlement' Then ({custbody_itpm_amount})*-1 When {type#display} = 'Statement Charge' Then ({foreigntotal})*-1 End

<p>8: Possible ERROR</p> <p>Float</p>	<p>Case</p> <p>When {type#display} = '- iTPM Deduction' and {custbody_itpm_ddn_splitoff} is Null Then {custbody_itpm_amount} - {custbody_itpm_ddn_openbal}</p> <p>When {type#display} = '- iTPM Deduction' and {custbody_itpm_ddn_splitoff} is not Null Then {custbody_itpm_amount} - {custbody_itpm_ddn_splitoff} -{custbody_itpm_ddn_openbal}</p> <p>When {type#display} = 'Journal' and {status#display} = 'Journal : Approved for Posting' and {isreversal} = 'F' Then ({transactionlines.creditforeignamount})*-1</p> <p>When {type#display} = 'Journal' and {status#display} = 'Journal : Approved for Posting' and {isreversal} = 'T' Then ({transactionlines.creditforeignamount})</p> <p>When {type#display} = '- iTPM Settlement' Then ({custbody_itpm_amount})*-1</p> <p>When {type#display} = 'Statement Charge' Then ({foreigntotal})*-1</p> <p>End</p> <p>Action: If the field "Possible ERROR" is non-zero, then research the deduction</p>
<p>DDN Date</p> <p>Date</p>	<p>Case</p> <p>When {type#display} = '- iTPM Deduction' Then {trandate}</p> <p>End</p>
<p>ZeroForInnerJoin</p> <p>Integer</p>	<p>0</p>

The fields will change to blue after you drag them into your data set:

Field Name	Icon	Data Type
0: DDN # for filtering	f_x	#
0: DDN # for Pivots	f_x	T
0: DDN # text	f_x	T
1: DDN Orig Amt	f_x	#
2: DDN Split Off	f_x	#
3: JEs	f_x	#
3b: JEs Pending	f_x	#
4: Settlements	f_x	#
5: Statement Chgs	f_x	#
6: Open amt on DDN	f_x	#
7: Calc Open using JE, ...	f_x	#
8: Possible ERROR	f_x	#
DDN Date	f_x	📅
ZeroForInnerJoin	f_x	#

7.2b iTPM 720b Deductions for Balance Reconciliation

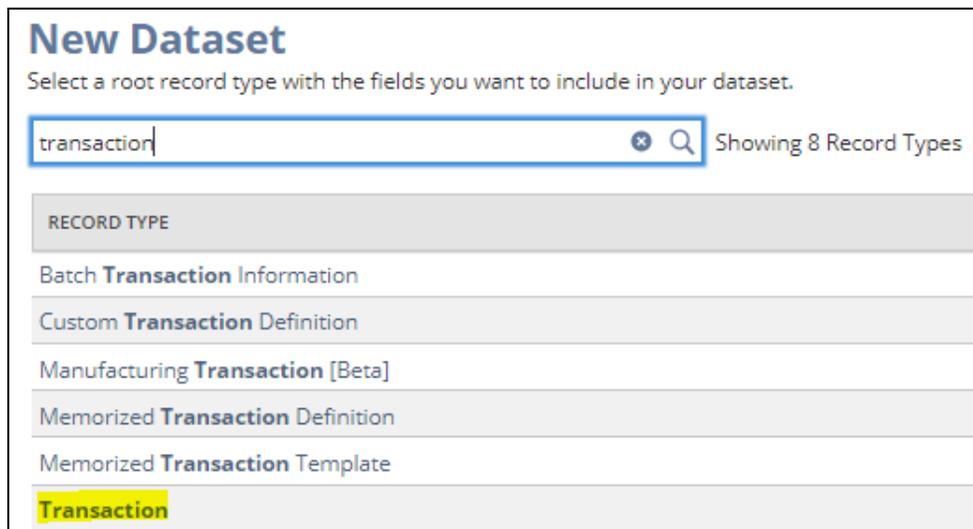
Create dataset to compare open deduction balance to the linked transactions

This data set will allow you to compare the stored open balance in the deduction to the expected balance based on all the NetSuite transactions linked to the deduction. Deductions with incorrect balances will have a difference between your calculated open balance and the amount you calculate by adding up all the settlements, journal entries and statement charges associated with each deduction.

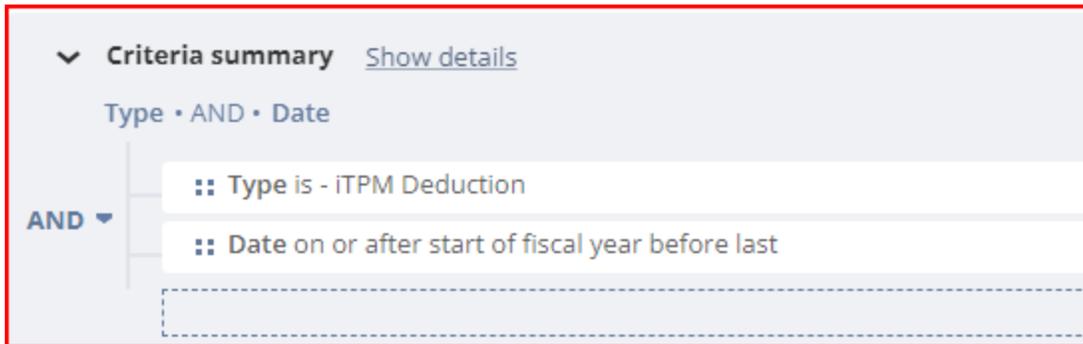
Create a DATASET to monitor your open deduction balances

If a dataset is already created, [skip ahead and create your workbook](#). (one-time task)

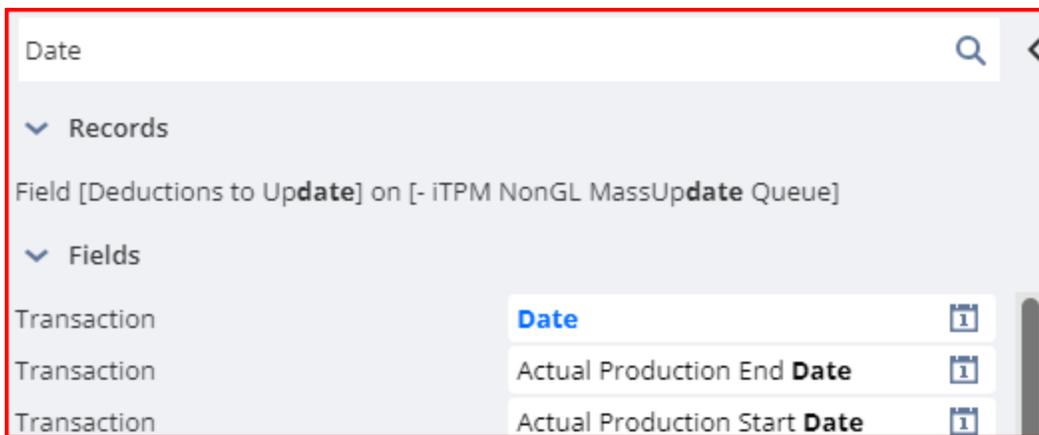
1. **Create a new Dataset:**  . (Name: "- iTPM 720b Deductions for Balance Reconciliation")
2. **Select Record Type:** *Transactions*



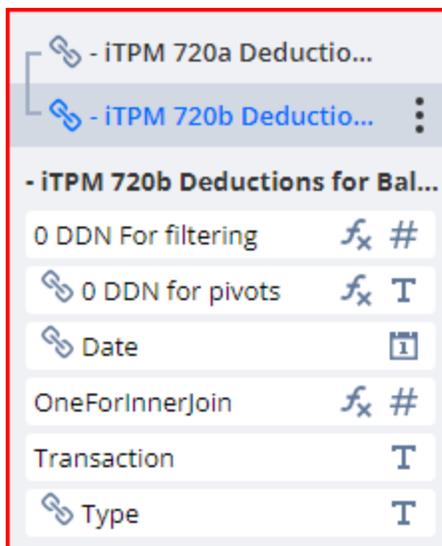
3. **Criteria:** See below:



4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*

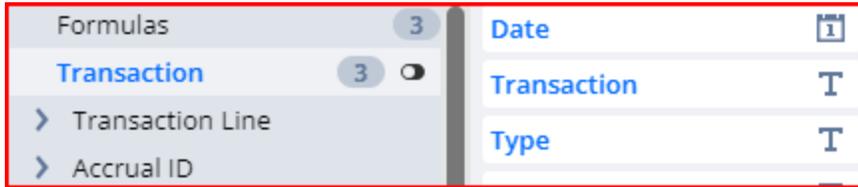


Use the tables on the next pages to add these fields to your budget worksheet:



Field Name	Source	Field ID	Description (NetSuite Budgets)
0: DDN # for filtering	Formula	See step 5	DDN # for filtering
0: DDN # for Pivots	Formula	See step 5	DDN # for Pivots
Date	Transaction	trandate	Date
OneForInnerJoin	Formula	See step 5	Used to create inner join between datasets
Transaction	Transaction	trandisplayname	Transaction
Type	Transaction	type	Type

The fields will change to blue after you drag them into your data set:



5: Formulas

Formula name	Formula
0 DDN # for filtering Float	TO_NUMBER(Replace ({trandisplayname},'- iTPM Deduction #',"))
0 DDN # for pivots String	{trandisplayname}
OneForInnerJoin Integer	1

The fields will change to blue after you drag them into your data set:

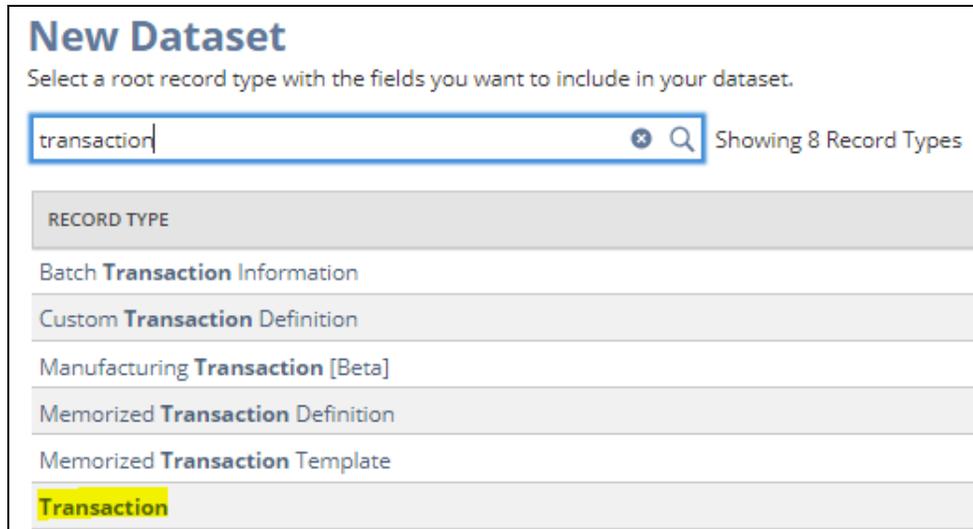


7.3 iTPM 730 ALL Open Deduction Transactions

Create a dataset to analyze all transactions that hit your open deduction GL account:

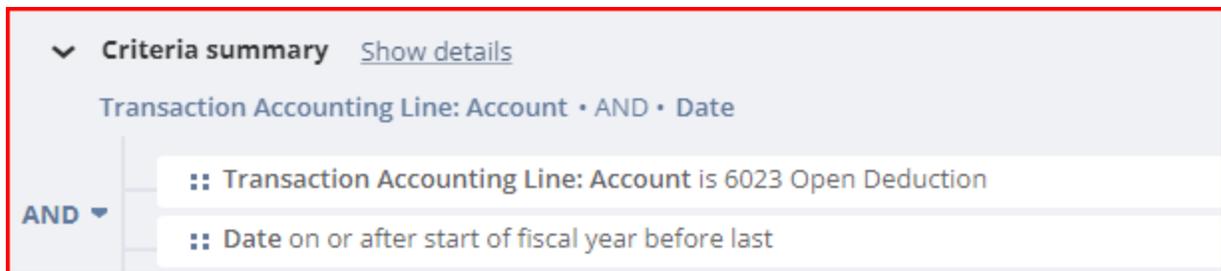
If a dataset is already created, [skip ahead and create your workbook](#). (one-time task)

1. **Create a new Dataset:** . (Name: “- iTPM 730 ALL Open Deduction Transactions”)
2. **Select Record Type:** *Transactions*

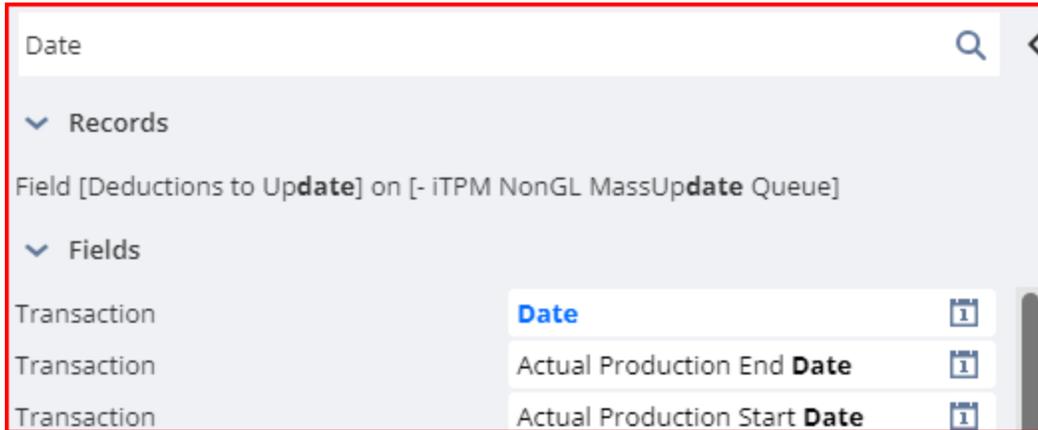


3. **Criteria:** See below: USE GL account that matches your suspense account

When creating your dataset, set the filter equal to the deduction account used by iTPM for open deductions.



4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Use the tables on the next pages to add these fields to your budget worksheet:

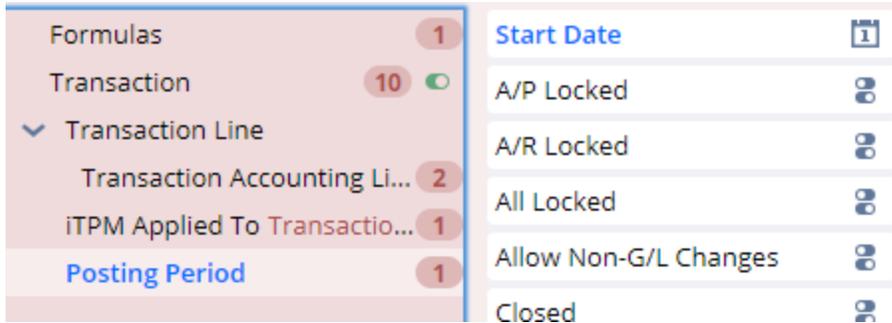
- iTPM 730 ALL Open Deductio...	
1: Debit Amount (Transac... #	#
2: Credit Amount (Transac... #	#
Account	🔗
Customer (use for pivo... ✂	T
Date	📅
Document Number/ID	T
Entity	🔗 🔗
iTPM Applied To	🔗 T
iTPM Customer	🔗 T
iTPM Promotion	🔗 T
Memo	T
Posting Period	📅
Posting Period	📅
Start Date	📅
Status	T
Transaction	T
Type	T

Field Name	Source	Field ID	Description (NetSuite Budgets)
1: Debit Amount (Transaction Currency)	Transaction -> TransactionLine	transactionlines.debitforeignamount	Debit Amount
2: Credit Amount (Transaction Currency)	Transaction -> TransactionLine	transactionlines.creditforeignamount	Credit Amount
Account	Transaction -> Transaction Line -> Transaction Accounting Line	transactionlines.accountingimpact.account	GL Account
Customer (use for pivots)	Formula	See step 5	Customer
Date	Transaction	trandate	Date
Document Number/ID	Transaction	tranid	Document Number/ID
Entity	Transaction	entity	Entity associated with transaction
iTPM Applied To	Transaction	custbody_itpm_appliedto	iTPM Applied To (transaction)
iTPM Customer	Transaction	custbody_itpm_customer	iTPM Customer
iTPM Promotion	Transaction -> iTPM Applied To	custbody_itpm_set_promo	iTPM Promotion
Memo	Transaction	memo	Memo
Posting Period	Transaction	postingperiod	Posting Period (transaction)
Posting Period	Transaction -> iTPM Applied To	custbody_itpm_appliedto^transaction.postingperiod	Posting Period (applied to transaction)
Start Date	Transaction -> Posting Period	postingperiod.startdate	Start Date
Status	Transaction	status	Transaction Status
Transaction	Transaction	trandisplayname	Transaction
Type	Transaction	type	Type

The fields will change to blue after you drag them into your data set:

The image displays three sequential screenshots of a software interface showing the process of selecting fields for a dataset. Each screenshot features a source list on the left and a target list on the right.

- Top Screenshot:** The source list includes 'Formulas' (1), 'Transaction' (10), and 'Transaction Line'. The target list includes 'Date', 'Document Number/ID', 'Entity', 'iTPM Applied To', 'iTPM Customer', 'iTPM Promotion', 'Memo', 'Posting Period', 'Transaction', 'Type', and 'Abbrev. Type'. Fields 'Date', 'Document Number/ID', 'Entity', 'iTPM Applied To', 'iTPM Customer', 'iTPM Promotion', 'Transaction', and 'Type' are highlighted in blue.
- Middle Screenshot:** The source list includes 'Formulas' (1), 'Transaction' (10), 'Transaction Line', 'Transaction Accounting ...' (2), 'iTPM Applied To Transactio...' (1), and 'Posting Period' (1). The target list includes 'Amount (Credit)', 'Amount (Debit)', 'Account', 'Amount', 'Amount (Net)', and 'Amount Paid'. Fields 'Amount (Credit)', 'Amount (Debit)', 'Amount', 'Amount (Net)', and 'Amount Paid' are highlighted in blue.
- Bottom Screenshot:** The source list includes 'Formulas' (1), 'Transaction' (10), 'Transaction Line', 'Transaction Accounting Li...' (2), 'iTPM Applied To Transacti...' (1), and 'Posting Period' (1). The target list includes 'Posting Period', 'Abbrev. Type', 'Account Based Number', 'ACH/EFT Reference ...', 'Acknowledgement S...', and 'Acknowledgement T'. Fields 'Posting Period', 'Abbrev. Type', 'Account Based Number', 'ACH/EFT Reference ...', and 'Acknowledgement S...' are highlighted in blue.



5: Formulas

Formula name	Formula
Customer (use for pivots) String	<pre> Case When {entity^entity.alname} is empty and {custbody_itpm_customer.companyname} is not empty then {custbody_itpm_customer.companyname} When {entity^entity.alname} is empty and {custbody_itpm_customer.companyname} is empty then {custbody_itpm_deduction^transaction.custbody_itpm_appliedto#display} Else {entity^entity.alname} End </pre>

The fields will change to blue after you drag them into your data set:



8.0 Monthly Base Forecasts

8.1 iTPM 810 Base Forecasts

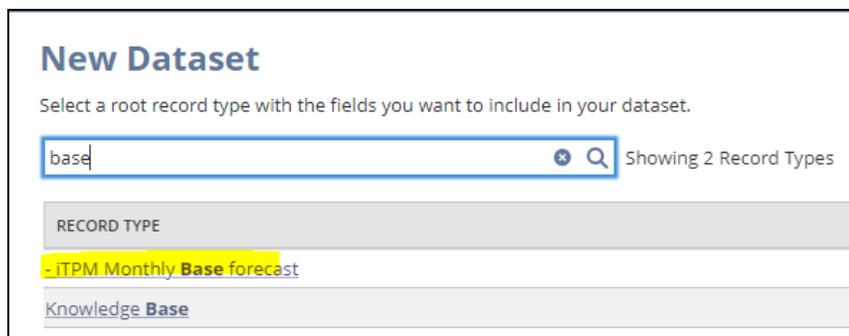
Create a dataset to compare open deduction balance to the linked transactions.

This data set will allow you to compare the stored open balance in the deduction to the expected balance based on all the NetSuite transactions linked to the deduction. Deductions with incorrect balances will have a difference between your calculated open balance and the amount you calculate by adding up all the settlements, journal entries and statement charges associated with each deduction.

Create a DATASET to monitor your open deduction balances

If a dataset is already created, [skip ahead and create your workbook](#). (one-time task)

1. **Create a new Dataset:** . (Name: “- iTPM 810 Base Forecasts”)
2. **Select Record Type:** - iTPM Monthly Base forecast:



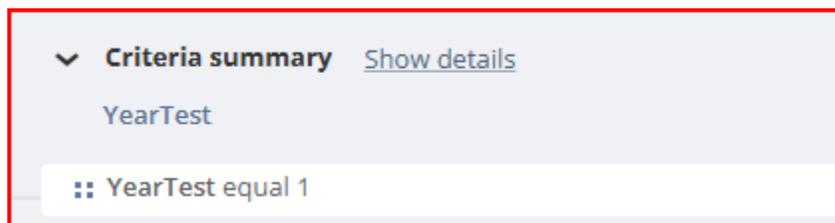
New Dataset

Select a root record type with the fields you want to include in your dataset.

base  Showing 2 Record Types

RECORD TYPE
- iTPM Monthly Base forecast
Knowledge Base

3. **Criteria:** Type YearTest = 1 (YearTest is a formula you will create in Step 5.)



▼ **Criteria summary** [Show details](#)

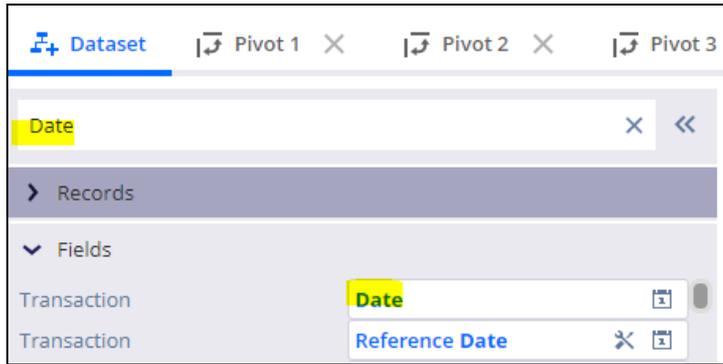
YearTest

YearTest equal 1



Helpful Hint: To see only changes for a specific NetSuite fiscal year, add date as a criteria.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields to your Base Forecast worksheet:

- iTPM 810 Monthly Base Revenue	P11 Base Revenue	f _x #	P8 Base Revenue	f _x #
Base Forecast Production	P11 Base Units	⌘ #	P8 Base Units	⌘ #
Base Internal ID	P12 Base Revenue	f _x #	P9 Base Revenue	f _x #
Base Rev Total	P12 Base Units	⌘ #	P9 Base Units	⌘ #
Base Units Total	P2 Base Revenue	f _x #	Planning Customer	f _x T
Class	P2 Base Units	⌘ #	Total Base Revenue	f _x #
Company Name	P3 Base Revenue	f _x #	Unit of Measure	⌘ T
Customer	P3 Base Units	⌘ #	Units Total	⌘ #
Customer Internal ID	P4 Base Revenue	f _x #	Year	⌘ #
Item	P4 Base Units	⌘ #	YearTest	f _x #
Item Internal ID	P5 Base Revenue	f _x #		
Name	P5 Base Units	⌘ #		
P1 Base Revenue	P6 Base Revenue	f _x #		
P1 Base Units	P6 Base Units	⌘ #		
P10 Base Revenue	P7 Base Revenue	f _x #		
P10 Base Units	P7 Base Units	⌘ #		

Field Name	Source	Field ID	Description (NetSuite Base Forecasts)
Base Forecast Product Line	Formula	See step 5	Base Forecast Product Line
Base Internal ID	- iTPM Monthly Base forecast	ID	Base Internal ID
Base Rev Total	Formula	See step 5	Base Rev Total
Base Units Total	Formula	See step 5	Base Units Total
Company Name	- iTPM Monthly Base forecast->Customer	companyname	Customer Company Name
Customer	- iTPM Monthly Base forecast	custrecord_itpm_monthly_customer	Customer
Customer Internal ID	- iTPM Monthly Base forecast	custrecord_itpm_monthly_customer.id	Customer Internal ID
Planning Customer	Formula	See step 5	Planning Customer
Item	- iTPM Monthly Base forecast	custrecord_itpm_monthly_item	Item
Item Internal ID	- iTPM Monthly Base forecast->Item	custrecord_itpm_monthly_item^item.id	Item Internal ID
Product Category	- iTPM Monthly Base forecast->Item	custrecord_itpm_monthly_item^item.class	Product Category
Name	- iTPM Monthly Base forecast	Name	Forecast Name
P1 Base Revenue	Formula	See step 5	P1 Base Revenue
P2 Base Revenue	Formula	See step 5	P2 Base Revenue
P3 Base Revenue	Formula	See step 5	P3 Base Revenue
P4 Base Revenue	Formula	See step 5	P4 Base Revenue
P5 Base Revenue	Formula	See step 5	P5 Base Revenue
P6 Base Revenue	Formula	See step 5	P6 Base Revenue

Field Name	Source	Field ID	Description (NetSuite Base Forecasts)
P7 Base Revenue	Formula	See step 5	P7 Base Revenue
P8 Base Revenue	Formula	See step 5	P8 Base Revenue
P9 Base Revenue	Formula	See step 5	P9 Base Revenue
P10 Base Revenue	Formula	See step 5	P10 Base Revenue
P11 Base Revenue	Formula	See step 5	P11 Base Revenue
P12 Base Revenue	Formula	See step 5	P12 Base Revenue
P1 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units1	P1 Base Units
P2 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units2	P2 Base Units
P3 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units3	P3 Base Units
P4 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units4	P4 Base Units
P5 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units5	P5 Base Units
P6 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units6	P6 Base Units
P7 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units7	P7 Base Units
P8 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units8	P8 Base Units
P9 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units9	P9 Base Units
P10 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units10	P10 Base Units
P11 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units11	P11 Base Units
P12 Base Units	- iTPM Monthly Base forecast	custrecord_itpm_units12	P12 Base Units
Total Base Revenue	Formula	See step 5	Total Base Revenue

Field Name	Source	Field ID	Description (NetSuite Base Forecasts)
Unit of Measure	- iTPM Monthly Base forecast	custrecord_itpm_monthly_uom	Unit of Measure
Units Total	- iTPM Monthly Base forecast	custrecord_itpm_units_total	Units Total
Year	- iTPM Monthly Base forecast	custrecord_itpm_monthly_year	Year

5: Formulas

Formula name	Formula
Base Forecast Product Line String	{custrecord_itpm_monthly_item^item.class#display}
Base Rev Total Float	{custrecord_itpm_rev1}+{custrecord_itpm_rev2}+{custrecord_itpm_rev3}+{custrecord_itpm_rev4}+{custrecord_itpm_rev5}+{custrecord_itpm_rev6}+{custrecord_itpm_rev7}+{custrecord_itpm_rev8}+{custrecord_itpm_rev9}+{custrecord_itpm_rev10}+{custrecord_itpm_rev11}+{custrecord_itpm_rev12}
Base Units Total	{custrecord_itpm_units1}+{custrecord_itpm_unit2}+{custrecord_itpm_unit3}+{custrecord_itpm_unit4}+{custrecord_itpm_unit5}+{custrecord_itpm_unit6}+{custrecord_itpm_unit7}+{custrecord_itpm_unit8}+{custrecord_itpm_unit9}+{custrecord_itpm_unit10}+{custrecord_itpm_unit11}+{custrecord_itpm_unit12}
P1 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev1})
P2 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev2})
P3 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev3})
P4 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev4})
P5 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev5})

P6 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev6})
P7 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev7})
P8 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev8})
P9 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev9})
P10 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev10})
P11 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev11})
P12 Base Revenue Float	TO_NUMBER({custrecord_itpm_rev12})
Planning Customer String	{custrecord_itpm_monthly_customer#display}
Total Base Revenue Float	TO_NUMBER({custrecord_itpm_rev1})+TO_NUMBER({custrecord_itpm_rev2})+ TO_NUMBER({custrecord_itpm_rev3})+TO_NUMBER({custrecord_itpm_rev4})+ TO_NUMBER({custrecord_itpm_rev5})+TO_NUMBER({custrecord_itpm_rev6})+ TO_NUMBER({custrecord_itpm_rev7})+TO_NUMBER({custrecord_itpm_rev8})+ TO_NUMBER({custrecord_itpm_rev9})+TO_NUMBER({custrecord_itpm_rev10})+ TO_NUMBER({custrecord_itpm_rev11})+TO_NUMBER({custrecord_itpm_rev12})
YearTest Integer	CASE when TO_CHAR({custrecord_itpm_monthly_year}) = TO_CHAR(current_date,'YYYY') THEN 1 ELSE 0 END

The fields will change to blue after you drag them into your data set:

Formulas		18	Base Forecast Prod...	f _x	I
- iTPM Monthly Base forecast	19	<input type="checkbox"/>	Base Rev Total	f _x	#
> Customer	2		Base Units Total	f _x	#
> Data Entry Method			P1 Base Revenue	f _x	#
> Item	2		P10 Base Revenue	f _x	#
> Last modified by Contact			P11 Base Revenue	f _x	#
> Last modified by Customer			P12 Base Revenue	f _x	#
> Last modified by Employee			P2 Base Revenue	f _x	#
> Last modified by Entity			P3 Base Revenue	f _x	#
> Last modified by Generic Resource			P4 Base Revenue	f _x	#
> Last modified by Group			P5 Base Revenue	f _x	#
> Last modified by Other Name			P6 Base Revenue	f _x	#
> Last modified by Partner			P7 Base Revenue	f _x	#
> Last modified by Project Template			P8 Base Revenue	f _x	#
> Last modified by Project			P9 Base Revenue	f _x	#
> Last modified by Resource Group			Planning Customer	f _x	T
> Last modified by Vendor			Total Base Revenue	f _x	#
> Owner			YearTest	f _x	#
> Price Level					
> Subsidiary					
> Unit of Measure					

[New Formula](#)

9.0 Sales and Orders

9.1 iTPM 910 Sales (Invoiced)

Create a dataset to view invoiced sales.

If a dataset is already created, [skip ahead and create your workbook](#). (one-time task)



1. **Create a new Dataset:** [New Dataset](#) . (Name: - iTPM 910 Sales (Invoiced))
2. **Select Record Type:** *Sales (Invoiced)*:

New Dataset

Select a root record type with the fields you want to include in your dataset.

Showing 4 Record Types

RECORD TYPE	RECORD CATEGORY
Sales (Invoiced)	Analytical
Sales (Ordered)	Analytical
Sales Readiness	Standard
Sales Territory	Standard

3. **Criteria:** Type YearTest = 1 (YearTest is a formula you will create in Step 5.)

Criteria summary [Show details](#)

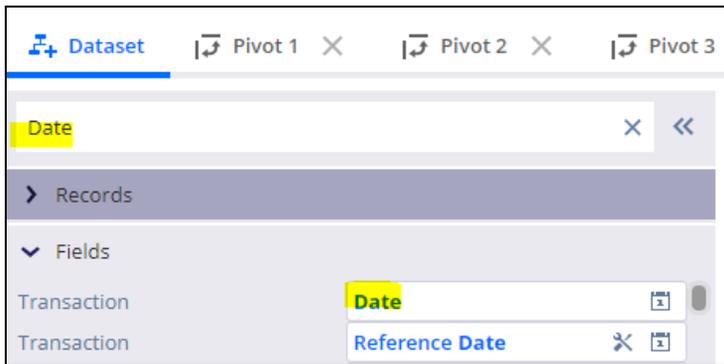
Transaction Type • AND • Date

AND
:: Transaction Type is Invoice

:: Date on or after start of fiscal year before last

Helpful Hint: To see only changes for a specific NetSuite fiscal year, add date as a criteria.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields to your Base Forecast worksheet:

- ITPM 910 Sales (Invoiced) -Sal...	
Amount (Net)	#
Customer	⏏ ⏏
Date	📅
Item	⏏ ⏏
Item class	⏏
Posting Period	T
Quantity	#
Sales Rep	T
Transaction	⏏ T
Transaction Type	T

Field Name	Source	Field ID	Description (NetSuite Sales (Invoices))
Amount (Net)	Sales (Invoiced)	amountnet	Amount (Net)
Customer	Sales (Invoiced)	entity	Customer
Date	Sales (Invoiced)	trandate	Date
Item	Sales (Invoiced)	item	Item
Item Class	Sales Invoiced -> Item	item^item.class	Item Class
Posting Period	Sales (Invoiced)	postingperiod	Posting Period
Quantity	Sales (Invoiced)	itemcount	Quantity
Sales Rep	Sales (Invoiced)	employee	Sales Rep
Transaction	Sales (Invoiced)	transaction	Transaction
Transaction Type	Sales (Invoiced)	type	Transaction Type

9.2 iTPM 920 Sales Orders Analysis

Create a DATASET to view sales orders

If a dataset is already created, [skip ahead and create your workbook](#). (one-time task)

1. **Create a new Dataset:** . (Name: - iTPM 920 Sales Orders Analysis)
2. **Select Record Type:** *Sales (Invoiced)*:

New Dataset

Select a root record type with the fields you want to include in your dataset.

  Showing 4 Record Types

RECORD TYPE	RECORD CATEGORY
Sales (Invoiced)	 Analytical
Sales (Ordered)	 Analytical
Sales Readiness	 Standard
Sales Territory	 Standard

3. **Criteria:** Type YearTest = 1 (YearTest is a formula you will create in Step 5.)

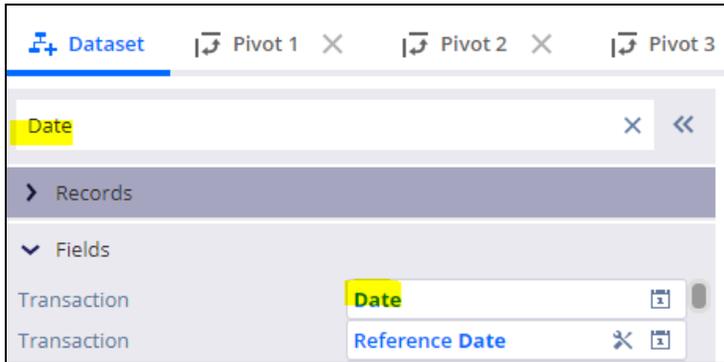
Criteria summary [Show details](#)

Date

 Date on or after start of fiscal year before last

 **Helpful Hint:** To see only changes for a specific NetSuite fiscal year, add date as a criteria.

4. **Data Fields:** Enter each field, find it in the list below, and drag it to your data set. Example: *Date*



Note: You may need to click [Show more results](#) Action will take time to find your measure.

Use the table on the next page to add these fields to your Base Forecast worksheet:

- iTPM 920 Sales Order Analy...	
Actual Shipping Date	
Amount (Net)	#
Apply iTPM Discounts?	
Customer	
Date	
Expected Ship Date	
Item	
Item Class	
iTPM Discounts Applied	
Location	
No promotions	
Posting Period	
Promise Date	
Quantity	#
Remove iTPM Discount...	
Sales Rep	T
Ship Date	
SO processed by iTPM?	
SO status	T
Transaction	T
Transaction Type	T

Field Name	Source	Field ID	Description (NetSuite Sales (Ordered))
Actual Shipping Date	Sales (Ordered)->Transaction	transaction^transaction.actualshipdate	Actual Shipping Date
Amount (Net)	Sales (Ordered)	amountnet	Amount (Net)
Apply iTPM Discounts?	Sales (Ordered)->Transaction	transaction^transaction.custbody_itpm_applydiscounts	Apply iTPM Discounts?
Customer	Sales (Ordered)	entity	Customer
Date	Sales (Ordered)	trandate	Date
Expected Ship Date	Sales (Ordered)->Transaction Line	tranline.expectedshipdate	Expected Ship Date
Item	Sales (Ordered)	item	Item
Item Class	Sales (Ordered)->Item	item^item.class	Item Class
iTPM Discounts Applied	Sales (Ordered)->Transaction	transaction^transaction.custbody_itpm_discounts_applied	iTPM Discounts Applied
Location	Sales (Ordered)	location	Location
No Overlapping Promotions	Sales (Ordered)->Transaction	transaction^transaction.custbody_itpm_no_overlap_promo	No Promotions
Posting Period	Sales (Ordered)->Transaction	transaction^transaction.postingperiod	Posting Period
Promise Date	Sales (Ordered)->Transaction	transaction^transaction.custbody_promisedate	Promise Date
Quantity	Sales (Ordered)	itemcount	Quantity
Remove iTPM Discount	Sales (Ordered)->Transaction	transaction^transaction.custbody_itpm_removeddiscounts	Remove iTPM Discount

Field Name	Source	Field ID	Description (NetSuite Sales (Ordered))
Sales Rep	Sales (Ordered)	employee	Sales Rep
Ship Date	Sales (Ordered)->Transaction	transaction^transaction.shipdate	Ship Date
SO Processed by iTPM?	Formula	See Step 5	SO Processed by iTPM?
SO Status	Sales (Ordered)	transaction^transaction.status	SO Status
Transaction	Sales (Ordered)	transaction	Transaction
Transaction Type	Sales (Ordered)	type	Transaction Type

5: Formulas

Formula name	Formula
SO processed by iTPM? Boolean	Case When {transaction^transaction.custbody_itpm_applydiscounts} = 'F' AND ({transaction^transaction.custbody_itpm_discounts_applied} = 'F' or {transaction^transaction.custbody_itpm_no_overlap_promo} = 'F') Then 'T' Else 'F' End

10.0 Technical Reference

Your iTPM team must install the iTPM Analytics SDF project.

10.1 Prerequisites to first-time installation

The only prerequisite is that iTPM must be installed. *iTPM Analytics* is installed AFTER iTPM.

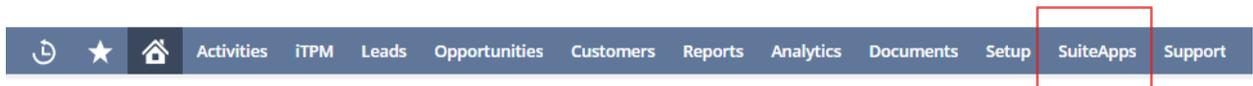
If you installed iTPM, these were enabled before iTPM was installed:

- *SuiteBuilder* section:
 - Custom Records
- *SuiteScript* section:
 - Client SuiteScript
 - Server SuiteScript
- *Suiteflow* section:
 - SuiteFlow
- *SuiteGL*
 - Custom Transactions

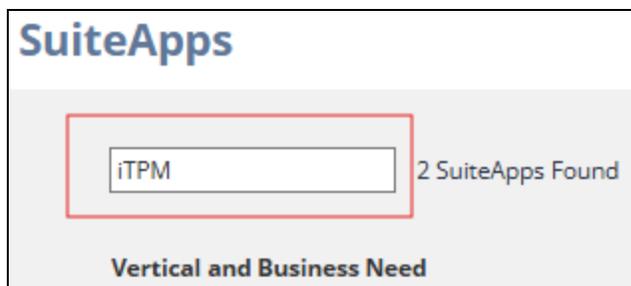
10.2 First-time installation

If you have the required NetSuite features enabled listed above in 10.1, use these steps to install *iTPM Analytics*:

Step 1: Go to SuiteApps in your center tab:



Step 2: Search for "iTPM"



Step 3: Click on "iTPM Analytics"

The screenshot shows the SuiteApps search interface. A search box contains 'iTPM' and indicates '2 SuiteApps Found'. A dropdown menu is set to 'First Release Date'. On the left, a 'Vertical and Business Need' sidebar lists various categories with counts. Two app cards are displayed, both for 'iTPM' by 'CG Squared, Inc.'. The first card, 'iTPM Analytics', is highlighted with a red border and features a circular diagram with segments for ANALYSIS, BUDGETING, DEAL PLANNING, and SETTLEMENTS. The second card, 'iTPM: Integrated Trade Promotion Management by CG Squared, Inc.', features a similar diagram with segments for ANALYSIS, BUDGETING, PLANNING, and SETTLEMENTS.

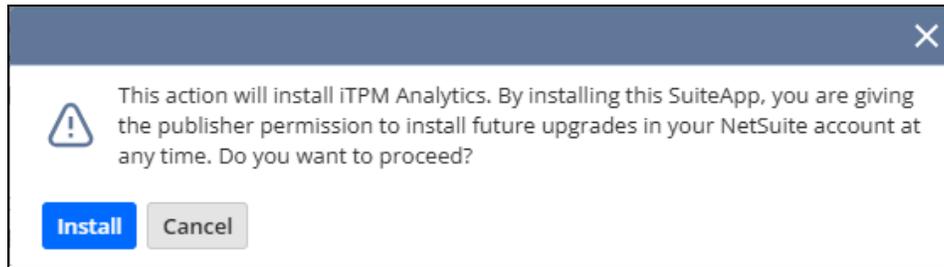
Step 4: Click INSTALL.

The screenshot shows the detail page for the 'iTPM Analytics' SuiteApp. It includes a back button, the app logo, and a description: 'iTPM is a native SuiteApp that extends NetSuite for trade promotion management. iTPM Analytics includes pre-built NetSuite datasets and workbooks that provide role-based real-time trade promotion insights for your NetSuite dashboard.' Below the description are tabs for 'Overview', 'Features', and 'Publisher'. The 'Overview' tab is active, showing the title 'Pre-built NetSuite Analytics for iTPM' and a list of 'NetSuite Datasets for iTPM' with three bullet points: 'Criteria filters specific to the workbook', 'Measures renamed for end-user readability', and 'Shared with the appropriate iTPM standard roles'. On the right, there is an 'Install' button (highlighted with a red border) and technical details: PUBLISHER (CG Squared, Inc.), FIRST RELEASE DATE (11/21/2024), INSTALLED VERSION (-), LATEST VERSION (1.0.3), and UPGRADES (Managed).

If you see INSTALLED, then the "iTPM Analytics" SuiteApp is already installed.

If you see "Limited Access", email support@cgsquared.com to make it available for your NetSuite instance.

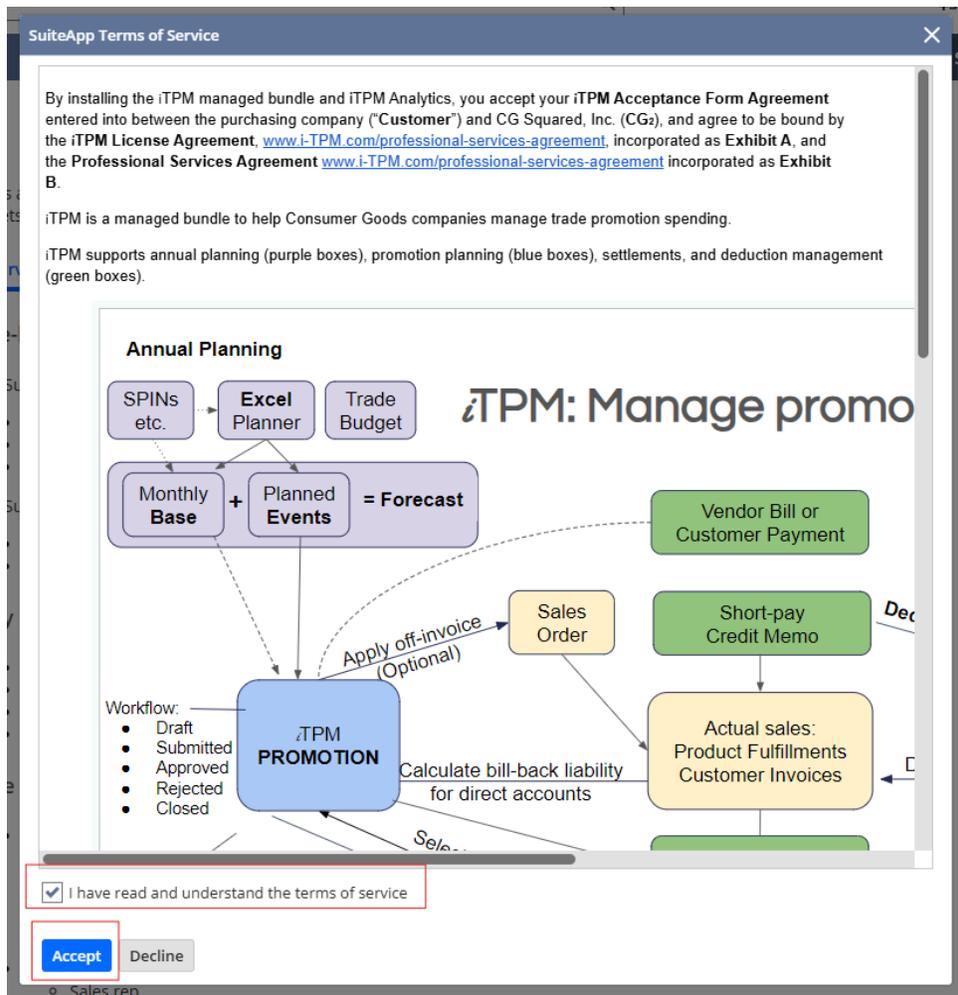
Step 4: Click **INSTALL**.



Step 5: Check the "I have read and understand the terms of service", **checkbox**, and click **INSTALL**.

Note: You may get a red error pop-up message "Terms not accepted...".

If you get this, just repeat step 4, and *iTPM Analytics* should install.



Step 6: Wait for 'iTPM Analytics' to be installed.

Back **iTPM Analytics**

iTPM is a native SuiteApp that extends NetSuite for trade promotion management. iTPM Analytics includes pre-built NetSuite datasets and workbooks that provide role-based real-time trade promotion insights for your NetSuite dashboard.

[Overview](#) [Features](#) [Publisher](#)

Pre-built NetSuite Analytics for iTPM

NetSuite Datasets for iTPM

Installing...

PUBLISHER
CG Squared, Inc.

FIRST RELEASE DATE
11/21/2024

INSTALLED VERSION
-

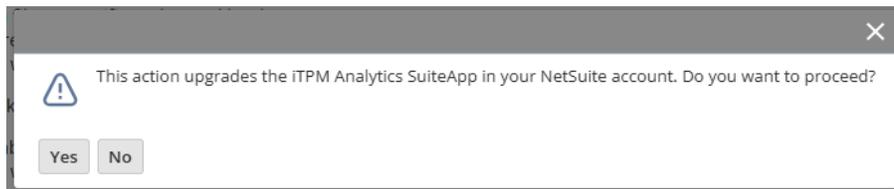
LATEST VERSION
1.0.3

Note: If you see **"Failed"** after the install, click the **UPGRADE** button.



After UPGRADE, click **YES** to upgrade iTPM Analytics.

If you don't see the "Upgrade" button, email support@cgsquared.com.



After 'iTPM Analytics' is installed, then you will see the 20+ prebuilt workbooks under the ANALYTICS center tab:

Activities iTPM Transactions Lists Reports **Analytics** Documents Setup Customization Commerce

My favorite workbooks

Workbooks Datasets

Search [] All Workbooks Showing 33 Workbooks

	WORKBOOK NAME	DETAILS	DESCRIPTION	SCRIPT ID
☆	-iTPM 210 Open Deduction Analysis (SDF)	Details	Use this to analyze open deductions	_itpm_210
☆	-iTPM 220 All Deductions Open and Resolved (SDF)	Details	Analyze open AND resolved deductions	_itpm_220
☆	-iTPM 230 Deduction Aging by Month/Last Yr (SDF)	Details	Deduction Aging Current, Last Month, Prior Month & Last Year	_itpm_230

After 'iTPM Analytics' is installed, with appropriate role permissions you can also confirm that "iTPM Analytics" is installed by going to **Customization -> SuiteCloud Development -> Installed SuiteApps**.

Installed SuiteApps									
Refresh									
ACTION	PUBLISHER ID	APP ID	NAME	VERSION	DESCRIPTION	INSTALL STATUS	INSTALLED BY	DATE INSTALLED	DATE LAST UPDATED
	com.cgsquared	com.cgsquared.itpmanalytics	iTPM Analytics	1.0.3		COMPLETE	iTPM Demo	12/5/2024 9:22 am	12/5/2024 9:22 am

10.3 Adjustments after first-time installation

After iTPM Analytics is deployed to your NetSuite account, the CG Squared team will perform these reviews and tasks. If you do the first-time install, we suggest you follow this checklist to adjust your filters and other workbook attributes:

1. [7.1 iTPM 710 Reconcile Open Deduction GL suspense account](#)
 - o Change the GL in this dataset to match your open Deduction Clearing account GL.
 - o (Same GL you see in iTPM -> Setup -> Preferences.)
2. You may need to make these changes to see data in your pivot tables:
 - Remove then re-add dataset filters: 210, 220, 310, 320, 710 and 720
 - Remove workbook filters: 210, 220
 - [... Section under construction ...]

10.4 Update to newer versions

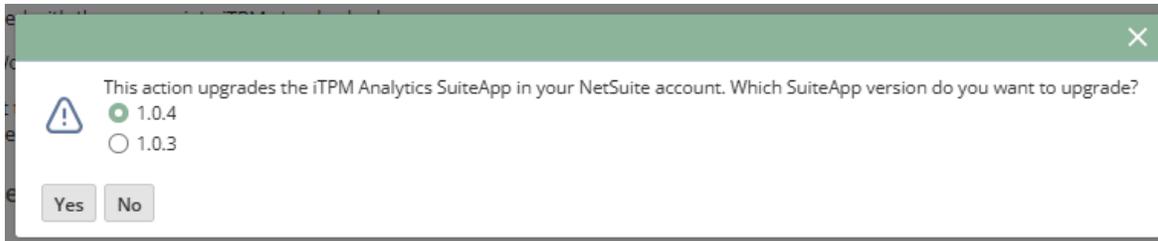
Only the CG Squared team can update your templates to a new version.

You are able to update iTPM Analytics in your sandbox.

Follow the same steps to install, then click UPDATE.



If multiple versions are available, select the most recent version:



Email support@cgsquared.com to discuss if the CG Squared team should initiate an update to your iTPM Analytics SuiteApp.

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

iTPM Analytics is an SDF published library that is available for all iTPM clients.

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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