

Date	September 9, 2024
Subject	Discount Function in Invoice Detail

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Overview

Miscellaneous Table

a. Discounts configuration

- *i.* What is the option Model Discount?
 - 1. Allows the linking of the discount to the model. By selecting this option, the misc code will appear in the drop down.
- ii. Why is it used?
 - 1. Model profit analysis
 - 2. Auto calculate % discounts

iii. List \$ and List %

- 1. List % of Model Selling Price
 - a. **Example** : Model Selling Price (\$1000) x List % (10%) = Rebate (\$100)

iv. Cost \$ and Cost %

- 1. Cost % is primarily used in rebate examples where the manufacturer gives you only a cut of the rebate.
 - a. **Example** : Rebate \$100 X Cost (75%) = \$75 expected recovery of rebate from manufacturer
- v. What is the option "Applies to Each Model Qty"?
 - 1. This option multiplies the misc codes by the model Qty. This option is only available when the discount / rebate is a \$ value.
 - a. **Example** : Refer to Invoice S03550842
 - i. 2 models will have a total of 2×500 (Discount) = 1,000.00.
- vi. What is the option "Applies to Original Model Selling Price"?
 - 1. This option calculates multiple discounts linked to one model using the model selling price. By default, discounts are calculated on the net sell price.
 - a. **Example**: Offer customer 10% discount and 20% Rebate
 - i. Original Model Selling Price (\$1000) x Discount (10%) = \$100 discount
 - Original Model Selling Price (\$1000) x Rebate (20%) = \$200 discount



 iii. Original Model Selling Price (\$1000) – Discount (\$100) – Rebate (\$200) = Final Sell Price (\$700

Invoice Type (Settings 4)

a. "Use Misc Discounts" Checkbox

i. In order to use a miscellaneous discount that has "Model Discount" selected, you must enable "Use Misc Discount Codes" in Invoice Type Settings 4.

b. GM on Model Line Incl (Misc)

i. Option to choose the misc types to include as part of the model line GM calculation.

Security overrides

- a. Expired misc code
 - i. Override Misc Date Range
- b. Selecting this checkbox allows the user to discount below minimum sell price. The user will still need to provide a reason.
 - i. Discounting Below Minimum (Invoice)
 - ii. Discounting Below Minimum (Estimate)
 - iii. Discounting Below Minimum (UMRP Brand)

Discounts function on invoice detail

- a. Review how to add discounts / rebate to an invoice
 - i. In order to use a miscellaneous discount that has "Model Discount" selected, you must enable "Use Misc Discount Codes" in Invoice Type Settings 4.

Reporting

a. Refer to document DiscountLinking and InvoiceWarranty.xlsx

Lesson Notes

Miscellaneous Table

How to set up code to appear in the drop down option?

Setup





Code	REBATE10	1			– Taves –––	- F 11s	a Branch Tavas	7
escription)	nventory Blowout 07/2	3-08/31			Tax 1	1.0.		
% of Model Cost %	10.0000 75.0000 I Cost is a % of Misc S	V ≈ 0 fl V Do No V Do No V Do No elling Price	Model Selling Pr ot Allow Price R ot Allow Price C	ice eduction hange	I Tax 2 I Tax 3	1		Canc
à/L Revenue	4073		Add Profit	Center				_
à/L Cost Debit	5052		Add Profit	Center	Updal	te History		
â/L Cost Credit			Add Profit	Center	🔽 Show i	n ePASS	Mobile Tech	
Comment Code					C Obsole	te		
					🔲 Require	e Note or	n Invoice	
s par se					T Do Not	Allow Fi	nish 🛛 🕹	P
lualification					Do Not	Show in	Invoice Detail	
itart Date - Sale	7/28/22	End Date	8/31/22		Do Not	Allow D	escription Change	8
itart Date - Quote	7/28/22	End Date	8/31/22		V Rebate	: 	41	
Varranhu		ы. т	-			Discount dies to Ea	ach Model Div	
DI Farmat	From Invoice Type	Misc Type	REBATE			lies to Or	iginal Model	
.Di Fuilliat	_	Foints		U	— Satisfie	s Min De	posit Line	
					Require	ement		
rompt					Show 0	Credit Re	ason	
'ime (in minutes)	0.00				E Require	S Litedit H	leason Related	
					Misc w	hen it is a	a Pickup	
					Gift Card Type		.	
Installation	Terr			1		1		2 20
🔲 Link To	o Model	Tax	anaduri		Created		00/00/00	r.
		T Tax	2/		Modified [12950	7/20/22	

The Miscellaneous Code appears as an option in the drop down when using the "Discounts" function in Invoice Detail.



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The Miscellaneous Code does not appear as an option in the Miscellaneous tab in Invoice Detail.

ype	Pack	Item	Loc	Description	Qty	Amount	Tax 1	Tax 2	Tax 3	Status
Model	No	KRMF706EBS	190	~36 FRENCH DOOR, BL SS	1	5,595,98	No	Yes	Yes	Committed
/lisc	No	STA032091		MANUFACTURERS PROMOTION	1	0.00	No	Yes	Yes	
lisc N	No	350-450 LBS		Weight surcharge 350 - 450 lbs	1	175.00	No	Yes	No	
Comment	No	SUPDL		Please note that this model has a const	0	0.00				
Comment	No	SO		Special Order - Non Returnable - This	0	0.00				
Misc	No	FREIGHT		Delivery	1	129.00	No	Yes	No	
Comment	No	FRT		Delivery Includes Fuel Surcharge	0	0.00				
Warranty	No	6549		4 Yr 2 Appliance Combo \$3500 - \$749	1	851.00	No	Yes	Yes	
<u>M</u> odel	Υ	Labor M	isc	Comment Warranty Pay	vment	ax	Υ	Pac <u>k</u> a	ige Y	Signature
G/L Rev	MARK	ET CORREIMarket Cor ED DELIVEF Customer n	rection ot ready or av	ailabl	al [0.00				
Cost Db Cost Cr Branch	P3 E> PART PEDE REMO	CHANGE P3 Warran S Parts STAL INSTAPer Unit DVAL RECY(Recycle	ty Exchanges	2	istory			C	ommissic	on
Cost Db Cost Cr Branch Misc, Link	P3 EX PART PEDE REMO	CHANGE P3 Warran S Parts STAL INST4 Per Unit DVAL RECY(Recycle	ty Exchanges	2	listory			с Г с	ommissic Treated	on 💌
Cost Db Cost Cr Branch <u>Misc. Link</u> Comment	P3 E> PART PEDE REM((CHANGE P3 Warran) S Parts STAL INSTA Per Unit JVAL RECY[Recycle	ty Exchanges	2	istory				ommissic reated 00/(1odified	on D0/00
Cost Db Cost Cr Branch <u>Misc, Link</u> Comment	P3 E> PART PEDS REMO	(CHANGE P3 Warran) S Parts STAL INSTA Per Unit JVAL RECY([Recycle	y Exchanges	2		GST			ommissic reated 00/(1odified 00/(on • 00/00 00/00



What is % of Model and Cost %?

Definition



% of Model calculates the % of the original selling price of the model. Example : Model Selling Price (\$1,000) x List % (10%) = Rebate (\$100)

Cost % calculates the % of the value calculated from the % of Model **Example** : Rebate \$100 X Cost (75%) = Approximate recovery from manufacturer (\$75)

Setup

Edit Misc Charge	e REBATE10 Inventory Blowout 07/28-08/31	- 🗆
Code	REBATE10	Taxes Use Branch Taxes OK
% of Model Cost %	10.0000 ✓ % Of Model Selling Price 75.0000 ✓ Do Not Allow Price Reduct ✓ Cost is a % of Misc Selling Price	Tax 1 ✓ Tax 2 ✓ Tax 3
G/L Revenue G/L Cost Debit G/L Cost Credit Comment Code	4073 Image: Add Profit Cent 5052 Image: Add Profit Cent Image: Add Profit Cent Image: Add Profit Cent	ter ter Update History ter Show in ePASS Mobile Tech Obsolete Require Note on Invoice
Qualification Start Date - Sale Start Date - Quote	7/28/22 End Date 8/31/22 7/28/22 End Date 8/31/22	Do Not Allow Finish Do Not Show in Invoice Detail Do Not Allow Description Change Rebate Model Discount
Warranty EDI Format <u>Link</u> Prompt Time (in minutes)	From Invoice Type Visc Type REBATE	Applies to Each Model Qty Applies to Original Model Selling Price Satisfies Min Deposit Line Requirement Show Credit Reason Require Credit Reason Do Not Attach Belated
│Installation │ Link To	Model Taxes With Installation Tax 1 Tax 2 Tax 3	Gift Card Type Created Created 00/00/00 Modified 02950 7/20/22 You must also enable Invoice Type - Use Misc



Model Sell Price (\$5,595.98) x Rebate10 (10%) = Rebate (\$559.60)

lodel	Pack	ltem		Loc Description	n			Qtu	Amount	Tax 1	Tax 2	Tax 3 L	Status	
and the second sec	No	KBME706EB	S	190 ~36 FBE1	исн раа	B BL SS		1	5 595 98	No	Yes	Yes	Committed	-
lisc	No	STA032091		MANUFA	CTURERS	PROMOTION	1	1	0.00	No	Yes	Yes		
isc	No	350-450 LBS		Weight su	rcharge 3	50 - 450 lbs		1	175.00	No	Yes	No		
omment	No	SUPDL		Please no	te that this	s model has a c	const	0	0.00					
omment	No	SO		Special O	rder - Non	Returnable - T	his	0	0.00					
isc	No	FREIGHT		Delivery	- 2001 - 10000 - 2001 - 1000	- 2667 10		1	129.00	No	Yes	No		
omment	No	FRT		Delivery Ir	ncludes Fu	uel Surcharge	740	0	0.00	2227080	10000	10000		
/arranty	NO	6943		4 11 Z Ap	ipilance Li	ompo \$3000 - 1	743	9	00.108	NO	res	res		
<u>M</u> ode	T_	<u>L</u> abor	Misc	<u>C</u> omment	Ύ⊻	<u>√</u> arranty	Paymer	nt Y	<u>I</u> ax	Υ	Pac <u>k</u> a	ige Y	Signatur	•
Model	KRMF7	06EBS	~36 FRENCH D	OOR, BL SS	Ordered	н <u>г</u>	1		▼ 5,59	95.98 F	Packa	ge	Trip#	
.ocation	190		Burnaby Wareh	ouse	Shippe	a (0	Total	5,59	95.98	23.9	Spiff	22.00	
SKU #			Serial	Location	<u>QOH</u>		0 /1	Std. (Cost 4.32	22.00		-		
Equiv	<u> </u>				Not Av	ail	1					Deliv	/ery	
3rand	КІТСНЕ	ΝΔΙΟ			Q00		1/3					8/23	/22	
Draduat	Inneue		olor Inc.		Million	-					Status			
FIUGUCE	IFRENU	HUUURH	Blac	ck Stainless 🔄	wnden	1	4 /8				Commi	tted		
Mfr Wty	12	Ē	eatures		Invento	ry Type APPL						Created		
PO #		F	, · · · · · · · · · · · · · · · · · · ·								6	la.r		
n de la composición d	1		B Invoice D	iscount										1
Branch	Default													
Note	UNIT R	EQUIRES DM	Discount Co	ode: REBATE10			nventory E	lowout	07/28-08/3	31				ΟK
	EXTER	IOR WATER A	Discount:	6%	C \$	ſ	10.	0000						
	Diso	punt		1	-	-	P.					1		Lancel
Commit			Selected	Model	ųty	Price	Discour			Uverno	le Hequ	lired		
Commit Serial	Split				123	5595,98	55	9.6	5036.38	REQUIP	ED			
Commit Serial	Split			KRMF706EBS	10									
Commit Serial	Split		V	KRMF/U6EBS	1	1							9	elect A
Commit Serial	Split		M	KRMF706EBS			1							elect /
Commit Serial	Split		V.	KRMF706EBS			1							elect /
Commit Segial Cust	Split	ome Screen		KRMF706EBS			1						9 	elect / nselect
Commit Serial Cust	Split	ome Screen		KRMF706EBS			1						9 	elect /
Commit Serial Cust	Split	ome Screen		KHMF706EBS			1						Ur	elect A
Commit Serial Cust	omize Ho	ome Screen		KRMF /UGEBS			1						U	elect /
Commit Serial Cust	omize Ho	ome Screen		KRMF7U6EBS			1						U	elect /
Commit Segial	omize Ho	ome Screen		KRMF7U6EBS			1							elect /
Commit Serial	omize Ho	ome Screen		KRMF7UGEBS			1							elect /
Commit Serial	omize Ho	ome Screen		KRMF7U6EBS			1							nselect /



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Rebate (\$559.60) x Cost % (75%) = Approximate recovery from manufacturer \$419.70

Invoice #	S03550	847 - Ali, Imam	- Reviev	v Misc										The	
Туре	Pack	Item		Loc	Descripti	on			1	Qty	Amount	Tax 1	Tax 2	Tax 3	Status
Model	No	KRMF706EBS	1	190	~36 FRE	NCH DOC	DR, BL S	S		1	5,595.98	No	Yes	Yes	Committed
Misc	No	REBATE10			Inventory	Blowout	07/28-08	3/31		-1	-559.60	No	Yes	Yes	
Misc	No	STA032091			MANUFA	ACTURER	S PROM	IOTION		12	0.00	No	Yes	Yes	
Misc	No	350-450 LBS			Weight s	urcharge (350 - 450) Ibs		1	175.00	No	Yes	No	
Comment	No	SUPDL			Please n	ote that th	is model	has a co	onst	0	0.00				
Comment	No	SO			Special (Order - Nor	n Returna	able - Tł	nis	0	0.00				
disc 👘	No	FREIGHT			Delivery					1	129.00	No	Yes	No	
Comment	No	FRT			Delivery	Includes F	uel Surci	harge		0	0.00				
Varranty	No	6549			4Yr 2A	ppliance C	Combo \$3	3500 - \$7	749	1	851.00	No	Yes	Yes	
<u>M</u> odel	γ	Labor	Mi <u>s</u> c		Comment		<u>W</u> arranty	γ	Payme		ax	Υ	Pac <u>k</u> a	ge Y	Signature
Note G/L Rev Cost Db Cost Cr Branch <u>Misc. Link</u>	4073 5052 Defau	lt				Warranty	No	UI	Cost Tot odate Hi	2 story	419.70	00/ 00/	F 00/00 Credite 00/00 C C L	ebate S d ommission reated 8/2	ubmitted
Common									ç	ע ע	GST		M	lodified 00/	00/00
Commit Segal	Diso Split	unt Line Header	<u>∆</u>	a	<u>E</u> dit	<u>D</u> ele	te	E <u>x</u> it	Ad	d From	Cart 📗		GM	oice Tota 6,50 %	al 00.95 28.1

What is the option "Applies to Each Model Qty"?

Definition

This option multiplies the misc codes by the model Qty. This option is only available when the discount / rebate is a \$ value.



Setup

🔄 Edit Misc Charg	e DISCOUNT Discount	-	
Code	DISCOUNT	- Taxes	
Description	Discount		
List Cost	0.00 % Of Model Sellin 0.00 Do Not Allow Prive 0.00 Do Not Allow Prive Cost is a % of Misc Selling Price	ng Price I Tax 2 ice Reduction ice Change I Tax 3	Cancel
G/L Revenue	4050 🔽 Add F	Profit Center	
G/L Cost Debit		Profit Center 🔲 Update History	
G/L Cost Credit		Profit Center 🔽 Show in ePASS Mobile Tech	
Comment Code		C Obsolete	
	,,	Require Note on Invoice	
Qualification		Do Not Allow Finish	
Qualification		Do Not Show in Invoice Deta	1
Start Date - Sale	7/17/22 End Date 7/17/2		inge
Start Date - Quote	7/17/22 End Date 7/17/2		
Warranty		Applies to Each Model Qt	
EDI Format	Points	Applies to Original Model	
Link		Satisfies Min Deposit Line	
Prompt		Requirement	
Time (in minutes)			
i ime (in minutes)	0.00	Do Not Attach Related	
		Misc when it is a Pickup	
1		Gift Card Type	-
		Created 00/00/00	
Link I	o Model Tax 1	Modified L 8/24/22	-
	Tax 2	Vou must also enable invoice Ture	ee Miec
	L idx 3	Discount Codes to use a Model Disc	sount.



JG	Pack	Item		Loc	 Description 	1		Qty	Amount	Tax1	Tax 2	Tax 3	Status	1
del	No	KRMF	706EBS	190) ~36 FREN	CH DOOR, BL	_ SS	1	5,595.98	No	Yes	Yes	Committed	
с	No	REBAT	re10		Inventory B	lowout 07/28	-08/31	-1	-559.60	No	Yes	Yes		
с	No	STA03	2091		MANUFAC	TURERS PRO	OMOTION	1	0.00	No	Yes	Yes		
с	No	350-45	IO LBS		Weight sur	charge 350 - 4	450 lbs	1	175.00	No	Yes	No		
nment	No	SUPDI	-		Please not	e that this mod	del has a const	0	0.00					
nment	No	SO			Special Ord	der - Non Retu	urnable - This	. 0	0.00					
С	No	FREIG	HT		Delivery			1	129.00	No	Yes	No		
nment	No	FRT			Delivery In	cludes Fuel Su	urcharge	0	0.00					1
irranty	No	6549			4 Yr 2 App	liance Combo	\$3500 - \$749.	1	851.00	No	Yes	Yes	_	
del	No	KDFE2	204KPS	190) ~ 24 DISH	WASHER, 39	IDBA, SS	2	3,191.96	No	Yes	Yes	Committed	1
	Disco	ound		and the second sec										
KU # quiv	Sal	lected	C %	(• \$	Price	250.0	Disc Price	Override	Required	T	Car	ncel]
KU # quiv and	Sel	lected	C %	• \$ Qty	Price	250.0 Discount	0 Disc Price		Required		Car	ncel	2 _]
KU # quiv and	Sel		C % Model KRMF706EBS	· \$ Qty 1	Price 5036.38	250.0 Discount 0	0 Disc Price 5036.38	Override REQUIRE	Required		Car	ncel	2]
KU # quiv 'and 'oduct fr Wto	Sel	lected	C % Model KRMF706EBS KDFE204KPS	• \$ Qty 1 2	Price 5036.38 1595.98	250.0 Discount 0 250	0 Disc Price 5036.38 1345.98	Override REQUIRE REQUIRE	Required D D		Car Sele	ncel	2	
KU # quiv rand roduct frWty) #	Sel	lected	C % Model KRMF706EBS KDFE204KPS	• \$ Qty 1 2	Price 5036.38 1595.98	250.0 Discount 0 250	0 Disc Price 5036.38 1345.98	Override REQUIRE REQUIRE	Required D D		Car Sele	ncel ect All	2 _	

What is the option "Applies to Original Model Selling Price"?

Definition

This option calculates multiple discounts linked to one model using the model selling price. By default, discounts are calculated on the net sell price.



Setup

Edit Misc Charg	ge REBATE5 Inventory Blowout 07/28-08/31	– 🗆 X
Code	REBATE5	Taxes — Use Branch Taxes 🗌 🔐 🛛
Description	Inventory Blowout 07/28-08/31	Tax 1
% of Model Cost %	5.0000 Image: Cost is a % of Misc Selling Price To Not Allow Price Reduction Image: Cost is a % of Misc Selling Price	✓ Tax 2 ✓ Tax 3
G/L Revenue	4073 Add Profit Center	
G/L Cost Debit	5052 🔽 🗸 Add Profit Center	Update History
G/L Cost Credit	Add Profit Center	✓ Show in ePASS Mobile Tech
Comment Code		
		Require Note on Invoice Do Not Allow Finish
Qualification		Do Not Show in Invoice Detail
		Do Not Allow Description Change
Start Date - Sale	7/28/22 End Date 8/31/22	✓ Rebate
Start Date - Quote	7/28/22 End Date 8/31/22	Vision Model Discount
Warranty	From Invoice Type Visc Type REBATE	Applies to Each Model Qty
EDI Format	Points 0	Selling Price
Link		Satisfies Min Deposit Line Requirement
Prompt		Show Credit Reason
Time (in minutes)	0.00	🥅 Require Credit Reason
		Do Not Attach Related Misc when it is a Pickup
		Gift Card Tupe
Installation	T - 520 L - 1 L -	
🔲 Link T	o Model	Created 02950 7/27/22
	Tax 2	
	🥅 Тах 3	You must also enable Invoice Type - Use Misc Discount Codes to use a Model Discount.



lype	Pack	Item		Loc	Description	1		Qty	Amount	Tax 1	Tax 2	Tax 3	Status	
Aodel Aisc	No No	KRMF7 REBAT	06EBS E10	190	~36 FREN Inventory B	CH DOOR, BL Ilowout 07/28	_ SS -08/31	1 -1	5,595.98 -559.60	No No	Yes Yes	Yes Yes	Committed	Î
/lisc	No	STA03	2091		MANUFAC	TURERS PRI	DMOTION	1	0.00	No	Yes	Yes		
lisc omment	No No	350-451 SLIPDI	ULBS		Weight sure Please note	charge 350 - 4 e that this mor	150 IDS Tel has a const	1	175.00	NO	Yes	No		
omment	_N-		53		Canadal Ora	lee Men Deb	makle This		0.00			-		
lisc	ES Inv	oice Dis	count									×		
omment Varrantu														
1odel	Disc	count Coo	de: REBATE5			Inventory Blov	vout 07/28-08/	'31			(ок	mmitted	
	Disc	ount	6 2	C s	Г	5.00	00						Circula	1
Model			0.000	0.000	4	3.00	50				Ca	ancel	Signatu	-
<u>Model</u>	Se	elected	Model	Qty	Price	Discount	Disc Price	Override	Required				rip#	
Location		2	KRMF706EBS	1	5036.38	279.8	<mark>3</mark> 4756.58	REQUIRE	D.				22.00	
SKU #			KDFE204KPS	2	1345.98		1345.98	REQUIRE	D		Sel	ect All		
Equiv														
Brand											Unse	elect All		ļ
						/				-	-			
Product						1	Discount	is cal	culated	on th	ne		-	Ĩ
Mfr Wty							modelse	elling r	vrice \$5	595	98	1		
PO #							* Doboto		- ¢270	00	.00		22	1
Branch							Repate	5570	- 9219	.00			100	
Note	•									•			700	
10000000	H farmer a													

Invoice Type (Settings 4)

"Use Misc Discounts" Checkbox

Definition

Misc Discount Codes are available to use for the invoice type when this checkbox is selected.



Setup

6	Review Invoice Type	RE Retail					—		
	Settings 1 Set	ttings 2	Settings 3	Settings 4	Required Fie	elds G/L	Allocation	Printing	
	 Show Standard Co Show Landed Cos Show Replacement Show Original Cos Show QOH/QOO/ Cost Used for Serial G Invoice GM Item Item Item Item Item Standard Cost Code Secondary Standard Cost Code Landed Cost Code Replacement Cost Co Original Cost Code Spiff Number Minimum Selling Price 	ost in Detail st in Detail nt Cost in De st in Detail /Res by Loc/ M Standard Misc V Only rebat Specific M Specific Specific I I I SF Disat	tail /Total d vly Labor es and discounts isc Type v wisc Type v v v v v v v v v v v v v v	 □ Update Stand Cost on Mode □ Update Stand Cost on Copy □ Update Spiff □ Update Spiff □ Customer Set □ Enable Follow □ Show Serial 1 □ Verified GM [Itele ■ Require lines Verified GM [Itele 	dard/Landed/R el During Edit/F dard/Landed/R on Model Durin on Copy vice Ticket v Up Date fype on Service count Codes Related Misc Re anty Return Sal anty Return Sal anty Returns Cr on PO-12	eplacement inish g Edit/Finish Default Fo e Tab ebates es edits	t/Original t/Original n Ilow Up Days	<u>ОК</u>	

Use



Edit Invoice # \$03550847 - Ali , Imam		C + Invoice # 503550847 - Ali, Imam - Keview Model
Invoice Service Dispatching Mixed Paint History Belated Invoices Invoice Date Invoice # S0355047 8/23/22 Ship To 39450 History 5/11 As Imam Invoice % Customer Calgay, As, 138 168 (Calgay, 2, 3, 138 168)	Invoice Cont. Warranty Documents ENotepad Follow Up (8/25/22 OK Schedule Date 9/07/22 Pick up 00/00/00 Job Status UNCONFIRMED UNCONFIRMED DELIV Cancel PO Number Bit To 39450 History Detail Financed As, Imam Calgary, Ab, 138 168 Avit Bitarce Bitarce	Type Peak Item Loc Description Op/ Amount Tax 1 Tax 2 Tax 3 Status Ministry 75:00 No 350:450 LBS Please note that this model has a const. 0 0.00 Comment No SUPDL Status 0 0.00 No Yes No Comment No SUPDL Status 0 0.00 0
Totagaal Immension C gradient Customer Phone Los Customer Phone Los Salesperson 1 03501 Danielle Schlechte Salesperson 2	Least Least Total 9,327.51 Created [07/23/22 13.02 Status [0pen] [03/26/22] [00/000/00] [00/00/00] Status [0pen] [03/26/22] [00/00/00] [00/00/00]	Equiv Brand Product Mr Why P0 # Branch Nate Discourt Running Tetat 0.00

GM on Model Line Incl (Misc)

Definition

This option allows the user to choose which Misc Types to include in the model gross margin (gm) calculation.



Setup

Settings 1 Settings 2 Settings 3	Settings 4	Required Fields	G/L Allocation	Printing			
 Show Standard Cost in Detail Show Landed Cost in Detail Show Replacement Cost in Detail Show Original Cost in Detail Show QOH/QOO/Res by Loc/Total Cost Used for Serial GM Standard Cost Used for Serial GM Standard Invoice Item Misc V Wty Labor Include: Misc V Wty Labor Only rebates and discounts Specific Misc Type Standard Cost Code 	Update Standard Cost on Model D Update Standard Cost on Copy Update Spiff on I Customer Servic Customer Servic Enable Follow U Show Serial Typ Use Misc Discou Do Not Add Rela Parts Distributing Update Warranty Update Warranty	d/Landed/Replac uring Edit/Finish d/Landed/Replac Model During Edit Copy e Ticket p Date Defa e on Service Tab unt Codes ated Misc Rebates y Return Sales y Return Sales	ement/Original ement/Original /Finish ault Follow Up Days	OK Cancel	rence 0J3020U icking Kit: i26692	Bill To Custome K8075 81000 59216 36948 182688 187036 191343 20592 600310 Y1741 KK912	Bill To (MONDI SUMMF GABLE STARL HAMZA TAYLO Skroce SUSSE WEEKS 318168
Secondary Standard Cost Code Landed Cost Code Replacement Cost Code Original Cost Code Spiff Number Minimum Selling Price SF Disable Min Selling Price	☐ Bequire lines to Verified GM [Item a Rules	D. Invoice Typ Misc Types:	e Specific Misc Ty WBTY ECOFEE FLEXITIFE GLASS GST INSTALL INSTANT PFA PARTS PROMO	pes For Model	Line		X Incel

Use

Gross margin calculation takes into account the "Discounts".

Model Sell Price Total (\$3,191.96) – Discounts (\$500) = Net Sell Price (\$2,691.96)

Standard Cost (\$2,224)

((Net Sell Price (\$2,691.96) – Standard Cost (\$2,224)) / Net Sell Price (\$2,191.96)) * 100% = Gross Margin (17.4%)



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L Edit Invoice Type RE Retail	- X		15 · Invoice # 503550847 - Ali, Imam - Review Model	
Settings 1 Settings 2 Settings 3 Setting Show Standard Cost in Detail Show Landed Cost in Detail Show Replacement Cost in Detail Show Replacement Cost in Detail Show Obijmal Cost in Detail Show Standard Show Standard Show Standard Show Standard Specific Misc Type Standard Cost Code Secondary Standard Cost Deta Cost Code Show Standard Cost C	gs 4 Required Fields G/L Allocation Printing e Standard/Landed/Rieplacement/Driginal Model During Edit/Finith DK E Standard/Landed/Rieplacement/Driginal Copu DK E Standard/Landed/Rieplacement/Driginal Copu DK E Spift on Model During Edit/Finith Cancel e Spift on Copy Edit/Finith Pollow Up Date Default Follow Up Days 2 Setial Type on Service Tab Econent Codes kt Add Related Misc Rebates During buring Warrary Return Sales Varanzy Return Codes Veranty Return Codes Misc Types: WRTY Warary Return Codes ECOPERE FLEGHT GLASS e Inset to GST	rence Bill To Customer Bill To C DJ320201x(8075 MORDA Chang Kiel 61000 SUMMIT 26892 S5218 CABEC 102705 TAYLOS Storce 20592 SUSSE SUSSE 20592 SUSSE SUSSE 20592 SUSSE SUSSE 20592 SUSSE SUSSE KK912 SUSSE SUSSE Line — X QK	Upge Pask. Item Loc Description Op Amount Tast) Mice No. 530-450.0LS Weight aucharge 50-450.0b 1 17.500. No Comment No. 530-450.0LS Please note that this model has a const 0 0.00 Comment No. 530 Special Uider - Mon Peturate 1: This 0 1.000 Mice No. 576 Deskrey Includes Full Stockings 1 123.00 No Comment No. FFEI Deskrey Includes Full Stockings 1 1.200.0 No Comment No. FFEIGHT Deskrey Includes Full Stockings 257.43 1 1.200.0 No Model Total Stockings 1 1.200.00 No 1.200.00 No Model Total Stockings 1.00 2.0181/Stocking 2.000.00 No Comment No. 50 DSpecial Uider - Mon Returable Tries 0.00 0.00 Comment No. 50 Special Uider - Mon Returable Tries 0.00 0.00 Comment No. 50 DSpecial Uider - Mon Returab	Tex 2 Tex 3 Status Yes No Yes Package Spart Committed Committed Committed Committed Committed Constead [00/26/22] Modified Imotice Tatal
Minimum Selling Price SF Verified GM	e inesto INSTALL INSTALL PFA PARTS PROMO		Operation Designer Segal Spit Lgal	9.033.72 GM % 24.7

Security Overrides

Discount Below Min

Definition

These overrides allow the user to discount the sell price below minimum.

Setup

If the minimum sell price rules apply on the Invoice Type, then in order for the user to discount below minimum without USER ID and password, these override security settings need to be selected.



Settings 1	Settings 2	Settings 3	Settings 4	Required Fields	G/L Allocation	Printir
Show Sta Show Sta Show Sta Show Can Show Rep Show Orig Show Orig Show QOI Cost Used for Invoice GM on Model (Misc) Standard Cost Secondary St Cost Code Landed Cost I Replacement Original Cost O	ded Cost in Detail ded Cost in Detail olacement Cost in D jinal Cost in Detail H/Q00/Res by Lo Serial GM Standa Item ♥ Misc ♥ Only reb ♥ Specific Line Incl. Specific t Code Code Code Code Code	retail rd rd Wty Labor ta	Update Stanc Cost on Mode Update Stanc Cost on Copy Update Spiff Update Spiff Update Spiff Customer Ser Enable Follow Show Serial T Use Misc Dis Do Not Add F Parts Distributing Update Warrs Do not order of	ard/Landed/Replac I During Edit/Finish I ard/Landed/Replac on Model During Edit on Copy vice Ticket • Up Date Def ype on Service Tab count Codes telated Misc Rebate anty Return Sales anty Return Scredits on PO-12	ement/Original ement/Original //Finish //Finish ault Follow Up Days	<u>ОК</u>
Spiff Number	1	•	☐ Require lines Verified GM Tree	to be verified		1
Spiff Number Minimum Sellin	ng Price SF	▼ ▼ able Min Selling Pric	Require lines Verified GM Iter Iter Rules	to be verified n and Model lines or	ily 💌	

- search for Security Upt	ions	
Keyword discount		
Invoicing	Security Option	
Overrides	INV: Discount Below Minimum (Invoice)	ОК
	1 INV: Discount Below Minimum (Estimate)	
	INV: Discount Below Minimum (UMRP Brand)	Cancel
		Select A
		Deselec All
		Power Us
		Add

Add reason for discount code.

уре	Pack Item		Loc	Description	Qty	Amount	Tax1	Tax 2	Tax 3	Status
todel tisc	No KRM No DISC	F706EBS OUNT	190	~36 FRENCH DOOR, BL SS Discount	1	5,595.98 -1,399.00	No No	Yes Yes	Yes Yes	Committed
	Discount C	Viscount ode: DISCOUNT		Discount			-		K	
<u>M</u> ode	Discount:	Discount Be	low <mark>Minin</mark>	num (Invoice)	1		×	Car	ncel	Signature
<u>Model</u> Location	Selected V	Price of Mo selling pric	del Co e, enter	de 'KRMF706EBS' entere password to continue!	d is below r	ninimum			1	rip# 1 22.00
SKU # Equiv Brand		User Name		_		(Ca)K	Unse	lect All	- 10
Product Mfr Wty PO #		Reason F	amily and F	riends' discount						22
Branch Note		Discour	it Running	Total: 100.00 Will t	e applied to eact	n model quan	▶ tity.			22
Commit Serial	Discount Solit Line	Header	Add	<u>E</u> dit <u>D</u> elete E <u>x</u> it	Add From	Cart			0100 1018 4,70	10.62



Expired Misc Discount

Definition

The user is able to use expired misc discounts.

Setup

To over ride the expired miscellaneous code without USER ID and password, ensure that the override security is selected.

3. Review Misc C	harge DISCOUNT Discount		X Security for User: Liza		×
Code Description List Cost	DISCOUNT Discount 0.00 X 0f Model Selling Price 0.00 Do Not Allow Price Reduction 0.00 Do Not Allow Price Change Cost is a % of Misc Selling Price	Taxes Use Branch Taxes OF Tax 1 V Tax 2 V Tax 3	K Search for Security Options	Security Option	OK Cancel
G/L Revenue G/L Cost Debit G/L Cost Credit Comment Code	4050 Center	 □ Update History □ Show in ePASS Mobile Tech □ Obsolete □ Require Note on Invoice □ Do Not Allow Finish 			Select <u>All</u> Deselect All
Qualification Start Date - Sale Start Date - Quote Warranty EDI Format Link Prompt Time (in minutes)	7/17/22 End Date 7/17/22 7/17/22 End Date 7/17/22 From Invoice Type Misc Type DISCOUNTS Points 0 0.00 0.00	 Control Handmann Do Not Show in Invoice Detail Do Not Allow Description Change ✓ Rebate ✓ Model Discount ✓ Applies to Each Model Qty ✓ Applies to Driginal Model Selling Price Satisfies Min Deposit Line Requirement Show Credit Reason Require Credit Reason Do Not Attach Related Misc when it is a Pickup 			Power User Agd Security
Installation	To Model Taxes With Installation	Gift Card Type Created Modified You must also enable Invoice Type - Use Misc Discount Codes to use a Model Discount.			

Use

Enter the reason and click OK.



	Pack Ite	m	Loc	Description	Qty	Amount	Tax 1	Tax 2	Tax 3	Status
odel	No KF	MF706EBS	190	~36 FRENCH DOOR, BL SS	1	5,595.98	No	Yes	Yes	Committed
ISC		SCOUNT		Discount	-1	-1,333.00	NO	Tes	Tes	
	B Invoic	e Discount							23	
	Discoun	t Code: DISCOUN	T	Discount					Ж	
<u>M</u> ode	j Discoun	t: C 2 B, Override N	lisc Date Ran	100.00	<u>11</u>		×	Ca	ncel	Signatur
<u>Aodel</u>	Selec	ted Misc Code password	e can only to continu	be sold between 7/17/ Je!	22 and 7/17/	22 , ente				rip#
SKU #		User Name				(ж	Sele	ect All	22.00
.quiv)rand		Password				Ca	ncel	Unse	lect All	
		Reason	Honor discou	n¢			-			
Product 4fr Wty										
Product Vfr Wty 20 #										22
Product Mfr Wty PO # Branch Note							•			22
Product Mfr Wty PO # Branch Note		Disco	unt Running T	otal: 100.00 Will	be applied to each	n model quan				22

Discount Function on Invoice Detail

Click the "Discount" button and type the discount to be applied.



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Гуре	Pack	Item	Loc Description		Qty Amount Tax 1 1	Tax 2 Tax 3 Status
Model	No	KRMF706EBS	190 ~36 FRENCH DO	OR, BL SS	1 5,595.98 No	Yes Yes Committed
		Discount Code	2 * discoul			ОК
		Discount:	Code 90 DAY WARRANTY DB00K5	Description 90 Day Warranty Lead Generation -	Min \$100	Cancel
<u>Model</u> Location SKU # Equiv Brand	KRMF7		M. DISCOUNT FLOORMODEL PRODUCTDISCOUNT PROMOCORRECTION REBABBY10	Discount Floor Model Disco Product Discount Promo Correction 10% Off 11/25-12	unt Discount /22	Select All Unselect All
Product Mfr Wty PO # Branch	FRENC					×
Note	UNIT F EXTER	EQU IOR WATELTANDICE	Discount Running Total:	0.00	I♥::031	
-	Disc	ount Header	Add Edit Dele	ete Exit A	dd From Cart	6,267.50

Select %, enter the value, apply it to the model and click OK.



Pack	ltem	Loc I	Descriptio	n		Qty	Amount Tax 1	Tax 2 Tax 3	Status
No	KRMF706EBS	190	36 FREM	NCH DOOR, BI	. SS	1	5,595.98 No	Yes Yes	Committed
	B • Invoice D	iscount							
	Discount Co				Discount				OK
	Discount:	• *	C \$	16	25.000	10 1		4	Cancel
Ľ	Selected	Model	Qty	Price	Discount	Disc Price	Override Requi	red	
		KRMF706EBS	1	5595.98	1399	4196.98	REQUIRED		
UTCHEI RENCH 12	IAII								Unselect All
Default INIT RE XTERI(Discou	nt Runnin	ng Total: D7 4 MD70 5 TA	1,399.00) Will be app	lied to each model	quantity.	
	Pack No No RMF700 90 STTCHEN RENCH 12 Default JNIT RE XTERIC	Pack Item No KRMF706EBS Discount Co Discount: Selected F 90 31TCHENAII RENCH DC 12 Default JNIT REQU	Pack Item Loc I No KRMF706EBS 190 190 Image: Selected Model Discount: © 2 Image: Selected Model Image: Selected Model Image: Selected Model Image: Selected Model <td>Pack Item Loc Description No KRMF706EBS 190 ~36 FREI Discount Discount Image: Construction Image: Construction Discount Image: Construction Image: Construction Image: Construction Image: Construction Image: Construction Image: Construction Image: Const</td> <td>Pack Item Loc Description No KRMF706EBS 190 ~36 FRENCH DOOR, BL Image: Selected Discount Discount Image: Selected Discount Image: Selected Discount Image: Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected 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KRMF706EBS 190 ~36 FRENCH DOOR, BL SS 1 Discount Discount Discount Discount 0 Discount 0 % 25,0000 2 Image: Control of the second second</td><td>Pack Item Loc Description Qty Amount Tax 1 No KRMF706EBS 190 ~36 FRENCH DOOR, BLSS 1 5,595,98 No Image: Second Code Discount Discount Discount Discount Qty Amount Tax 1 Discount Code DISCOUNT Discount Discount Qty Price Discount Qty Amount Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Discount Discount Discount Discount Image: Selected Model Qty Price Discount Discou</td><td>Pack Item Loc Description Qty Amount Tax 1 Tax 2 Tax 3 No KRMF706EBS 190 ~36 FRENCH DOOR, BLSS 1 5,595.98 No Yes Yes C Invoice Discount Discount Code: DISCOUNT Discount Discount Code: DISCOUNT Discount Disc Price Dverride Required Selected Model Qty Price Discount Disc Price Qverride Required Selected Model Qty Price Discount Disc Price Querride Required</td></td>	Pack Item Loc Description No KRMF706EBS 190 ~36 FREI Discount Discount Image: Construction Image: Construction Discount Image: Construction Image: Construction Image: Construction Image: Construction Image: Construction Image: Construction Image: Const	Pack Item Loc Description No KRMF706EBS 190 ~36 FRENCH DOOR, BL Image: Selected Discount Discount Image: Selected Discount Image: Selected Discount Image: Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount Image: Selected Discount </td <td>Pack Item Loc Description No KRMF706EBS 190 ~36 FRENCH DOOR, BL SS Image: Selected Discount Discount Discount Discount Discount: Image: Selected Model Qty Price Discount Image: Selected Model Qty Price Discount Discount Image: Selected Model Qty Price <</td> <td>Pack Item Loc Description Qty No KRMF706EBS 190 ~36 FRENCH DOOR, BL SS 1 Discount Discount Discount Discount 0 Discount 0 % 25,0000 2 Image: Control of the second second</td> <td>Pack Item Loc Description Qty Amount Tax 1 No KRMF706EBS 190 ~36 FRENCH DOOR, BLSS 1 5,595,98 No Image: Second Code Discount Discount Discount Discount Qty Amount Tax 1 Discount Code DISCOUNT Discount Discount Qty Price Discount Qty Amount Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Discount Discount Discount Discount Image: Selected Model Qty Price Discount Discou</td> <td>Pack Item Loc Description Qty Amount Tax 1 Tax 2 Tax 3 No KRMF706EBS 190 ~36 FRENCH DOOR, BLSS 1 5,595.98 No Yes Yes C Invoice Discount Discount Code: DISCOUNT Discount Discount Code: DISCOUNT Discount Disc Price Dverride Required Selected Model Qty Price Discount Disc Price Qverride Required Selected Model Qty Price Discount Disc Price Querride Required</td>	Pack Item Loc Description No KRMF706EBS 190 ~36 FRENCH DOOR, BL SS Image: Selected Discount Discount Discount Discount Discount: Image: Selected Model Qty Price Discount Image: Selected Model Qty Price Discount Discount Image: Selected Model Qty Price <	Pack Item Loc Description Qty No KRMF706EBS 190 ~36 FRENCH DOOR, BL SS 1 Discount Discount Discount Discount 0 Discount 0 % 25,0000 2 Image: Control of the second	Pack Item Loc Description Qty Amount Tax 1 No KRMF706EBS 190 ~36 FRENCH DOOR, BLSS 1 5,595,98 No Image: Second Code Discount Discount Discount Discount Qty Amount Tax 1 Discount Code DISCOUNT Discount Discount Qty Price Discount Qty Amount Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Disc Price Override Require Image: Selected Model Qty Price Discount Discount Discount Discount Discount Image: Selected Model Qty Price Discount Discou	Pack Item Loc Description Qty Amount Tax 1 Tax 2 Tax 3 No KRMF706EBS 190 ~36 FRENCH DOOR, BLSS 1 5,595.98 No Yes Yes C Invoice Discount Discount Code: DISCOUNT Discount Discount Code: DISCOUNT Discount Disc Price Dverride Required Selected Model Qty Price Discount Disc Price Qverride Required Selected Model Qty Price Discount Disc Price Querride Required

Add the reason for using the expired miscellaneous code.



pe	Pack	Item	Lo	c Description			Qty	Amount	Tax 1	Tax 2	Tax 3	Status
odel	No	KRMF706EBS	19) ~36 FRENC	H DOOR, BI	LSS	1	5,595.98	No	Yes	Yes	Committed
		Discount C	ode: DISCO	UNT		Discount					- r	ОК
		Discount:	• %	C \$	[25.0000					_	Cancel
<u>M</u> odel	Ľ	L Selecte	🖪, Override	Misc Date Rang	ge			0.00		×	1	
<u>4odel</u> .ocation 3KU # Equiv	KRMF7	DEEB	Misc Cod password	le can only d to continu	be sold e! 	between 7/	17/22 a	nd 7/17/2	2 , en	ter OK		Select All Unselect All
Brand ^P roduct Mfr Wty	KITCHI FRENC		Reason	Honour expired	d discount						1	
²0 # 3ranch Note	Default UNIT R EXTER		Dis ce, ceo ciu m	count Running זעביית	Fotal:	1,399.00 	Will be a	oplied to eacl	h model	quantity.	E I	
Commit	Disc	ount Heade	Add	Edit	Delete	Exit	Add From	Cart			oice Tot	al

Add the reason for discounting below minimum sell price.



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уре	Pack	Item	Loc	Description		Qty	Amount T	ax1 Tax2	Tax 3	Status
odel	No	KRMF706EBS	190	~36 FRENCH D	OOR, BL SS	1	5,595.98 N	o Yes	Yes	Committed
		B. Invoice Disc	sunt							Σ
		Discount Code	DISCOUN	T	Discount					OK
		Discount:	• %	C \$	25.0000					Cancel
<u>M</u> ode	Ē	L 🔄 Discount	Below Minim	um (Invoice)		क्षतम	□ >	(iired		
<u>vlodel</u>	KRMF7	OGEB Price of M Selling pr	lodel Cod ice, enter	e 'KRMF706 password to	EBS' entered is b continue!	elow m	inimum		- Tr-	Select All
Location SKU #	190	User Name					ОК		-	
Equiv		Password					Canc	el	-	JIISOCC AI
3rand Product Mfr Wty	KITCH	ENAII Reason	Family and Fri	iends' Discount				-		
°O # 3ranch	Default		1						·	
Note	UNIT F	IOR WATELLANDICE;	Discol	unt Running Tota u, דואבטי אא	I: 1,399.00	Will be ap	e as r	nodel quantity.		
	Disc	ount I							oice Tota	1

The model has now been discounted.



ре	Pack	Item	Loc Description	na la calendaria de la cal	Qty	Amount	Tax 1	Tax 2	Tax 3	Status
odel	No	KRMF706EBS	190 ~36 FREN	CH DOOR, BL SS	1	5,595,98	No	Yes	Yes	Committed
sc	NO	DISCOUNT	Discount			-1,399.00	NO	Yes	res	
<u>M</u> ode	#]	Labor Misc	<u>C</u> omment	<u>W</u> arranty <u>P</u> ayr	ment Y	∐ax	Υ	Pac <u>k</u> a	ge Y	Signatur
<u>Iodel</u>	KRMF7	06EBS	DOOR, BL SS	Ordered 1		▼ 5,59	5.98 F	Packa	ge	Trip# 1
ocation	190	Burnaby Ware	house	Shipped 0	Total	5,59	5.98	-3.0 9	Spiff 🗌	22.00
KU #		Serial	Location	QOH 0 /1	Std. (Cost 4,32	2.00		Dalis	anı 👻
quiv			1 1	Not Avail 1					00/0	0/00
Irand	KITCHI	ENAID		<u>Q00</u> 1/3						
roduct	FRENC	H DOOR FF Color	ack Stainless 👻	Written 5 /9				Status		
tfr \v/hu	10	Features						Commi	tted	
о н	1 12	Bafavanaa 🗌						h	Lifeated	14/22
U #				Auto Backorder				L_	J ⁰⁷² Modified	.4/22
Iranch	Default		-	Reserve Exclusive when 0	Ordering			L	8/2	24/22
lote	UNIT F	EQUIRES DM APPROVAL IOR WATER AND ICE, LEE	25.8 CU FT., 5 DO LIGHTING, 1 FIXED	DOR, PRESERVA®, 🗘	א א	7 BCP 7 GST				
Comm								_ Inv	oice Tota	d
Commi	UISC	ount (D 1 D 1 D		I IIIII		-	1.70	



Reporting

The user is able to create a report on profit margin analysis with this information. Follow the link to the report : <u>Model Profit Analysis</u>