



In the food and beverage industry, it is quite common for suppliers and customers to make specific price agreements. For example, regarding discounts or rebates that will be given if a certain quantity is bought within the agreed period. In practice, this means that companies want to keep track of the price agreements and accrued rebates with suppliers and customers. Particularly when large volumes are involved, it is useful to make a provision for these rebates in your administration.

SI Foodware

The Food and Beverage industry is characterised by specific requirements which can often not be catered for by a standard company-wide solution. For this reason Novamindz and its resellers have combined their many years of knowledge and experience into SI Foodware®. In combination with Microsoft Dynamics® NAV, SI Foodware® forms a fully integrated standard company-wide ERP solution specifically for food and beverage companies. SI Foodware is under continuous development and meets the latest industry requirements. This creates a specific solution, where costs remain manageable as the amount of customisation is reduced to a minimum. SI Foodware has been recognised by Microsoft with the highest quality label: 'Certified for Microsoft Dynamics'. SI Foodware consists of a number of integrated solutions, one of which is SI Foodware - Rebates. With this solution, rebates for both customers and suppliers can be settled correctly.

Rebates

In practice, you will have to deal with supplier rebates as well as customer rebates; this has been integrated in SI Foodware - Rebates. In addition, it is important that you can set rebates per customer, or per customer group, as well as per item or for specific item groups. Furthermore, you can indicate whether a rebate is a percentage rebate or an absolute rebate. The various types of

Your Situation

Your organisation makes rebate agreements with its suppliers and/or customers. A rebate is usually given if orders are placed for a certain value or volume in an agreed period. You may want to reserve these rebates in a general ledger account. And you may also want to register the payments of these rebates in your ERP system.

The Solution

Microsoft Dynamics NAV® combined with SI Foodware® - Rebates.

Your Benefits

You have continuous real-time insight in the rebates accrued by your own organisation and your customers. As rebates are taken into account in the general ledger entries or journal posting immediately, you can start making reservations for when the rebates are due to be settled with your suppliers and customers. In this way, you generate a realistic income statement continually.

| Type | Code | Description | Bonus Method | Unit of Measure Code | Starting Date | Ending Date | Register Option Sales Bonus | Register Option Purchase Bonus | Bonus GL-Acc. No. |
|-----------|----------|----------------------------|--------------|----------------------|---------------|-------------|-----------------------------|--------------------------------|-------------------|
| Purchases | YEAR | Year Bonus | Percentual | | 01-01-08 | 31-12-08 | Item+Customer | Item+Vendor... | 5430 |
| Sales | AUTUMN | Autumn Bonus on Chocolate | Absolute | BOX | 01-09-08 | 30-11-08 | Item+Customer | Item+Vendor... | 2360 |
| Sales | TURNOVER | Bonus for Turnover Targets | Percentual | | 01-01-08 | 31-12-08 | Item+Customer | Item+Vendor... | 2390 |

rebates you have agreed on with your customers can be defined as rebate codes. The specific agreements with customers and suppliers can be registered for every rebate.



Create Rebate Groups

Before a rebate can be assigned to a customer or supplier, a rebate group has to be created. For example a rebate group with various products where a rebate of 5% can be achieved. You can indicate whether a rebate reservation should be made per item. Once the rebate groups have been set up, you can link a customer or supplier to the specific rebate group.

Automatic Rebate Reservation

For every invoice or credit note entered, the system will automatically create a rebate reservation. At any time, via the customer or supplier master record you can then inspect the status of the accumulated rebate compared to the agreed rebate target, which may be registered as an amount or a percentage.

| Posting Date | Document Type | Document No. | G/L Account No. | G/L Account Name | Description | Quantity | Amount | Entry No. |
|--------------|---------------|--------------|-----------------|------------------------|---------------------------------|----------|---------|-----------|
| 09-06-08 | Invoice | VFC+07... | 80005 | Omzet eindproduct | Factuur VFC-07-00028 | -19 | -190,00 | 1889 |
| 09-06-08 | Invoice | VFC+07... | 29000 | BTW op verkopen laag | Factuur VFC-07-00028 | -19 | -11,40 | 1890 |
| 09-06-08 | Invoice | VFC+07... | 13005 | Handelsdebiteuren | Factuur VFC-07-00028 | 0 | 201,40 | 1891 |
| 09-06-08 | Invoice | VFC+07... | 15060 | Te betalen bonussen 02 | Klant RK000050 Factuur VFC+0... | 0 | -9,50 | 1892 |
| 09-06-08 | Invoice | VFC+07... | 88400 | Verkoopbonussen | Klant RK000050 Factuur VFC+0... | 0 | 9,50 | 1893 |

| Entry No. | Posting Date | Document No. | Document Type | Bonus Code | Bonus Document Type | Sell-to/S... | Base Amount | Base Quantity | Bonus Unit of Measure Code | Open | Bonus Method | Accrual Value (LCY) | Accrual Amount (LCY) | Bonus Amount (LCY) |
|-----------|--------------|--------------|---------------|------------|---------------------|--------------|-------------|---------------|----------------------------|-------------------------------------|--------------|---------------------|----------------------|--------------------|
| 10 | 09-06-08 | VFC+07-00021 | Invoice | 04 | Accrual | RK000050 | -190,00 | -19,00 | STUKS | <input checked="" type="checkbox"/> | Absolute | 0,50 | -9,50 | 0,00 |
| 11 | 09-06-08 | VFC+07-00022 | Invoice | 04 | Accrual | RK000050 | -290,00 | -29,00 | STUKS | <input checked="" type="checkbox"/> | Absolute | 0,50 | -14,50 | 0,00 |

Rebate Payment

Credit notes can be created automatically for the rebate payments in both the purchase and sales side of your system. The batch process 'Rebate Payment' has been created for this purpose. When this process is run credit notes will be created but not posted. This enables you to check the rebates and modify them if necessary. If all credit notes are correct, they are automatically posted into the general ledger entries and rebate entries. When the rebates are calculated, any volume agreements which may be linked to the rebate codes are automatically taken into account.

Rebate Correction

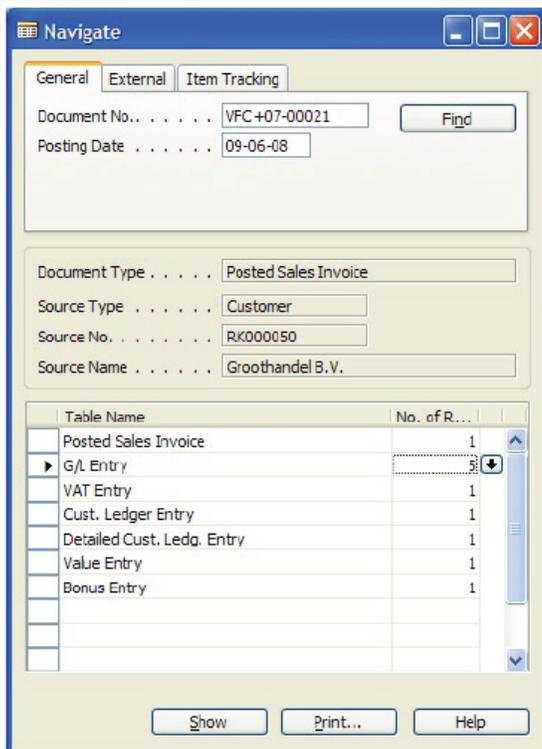
It may transpire that the actual rebate booking is more or less than the rebate reservation. In this case, the rebate account in the general ledger will contain an amount for the unpaid part of this rebate code. This amount can be



corrected using the batch process Rebate Correction'. Again, these financial transactions are automatically posted in your system.

Reports

SI Foodware - Rebates contains reporting options that you can use to print the rebate agreements for a specific customer. There is also an option to print unsettled rebates for a specific customer.



For further information about SI Foodware and Rebates, please visit www.libertygrove.com. You can also contact us using the contact details shown below.

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