

DISCOUNTS

OBJECTIVES

Discount is a type of sales promotion. It often used to motivate consumers to try new products and services. The main objective of discounts is to bring an increase in the demand pattern of products and services. It provides important marketing information to the potential buyers. The specific objectives of discounts are:-

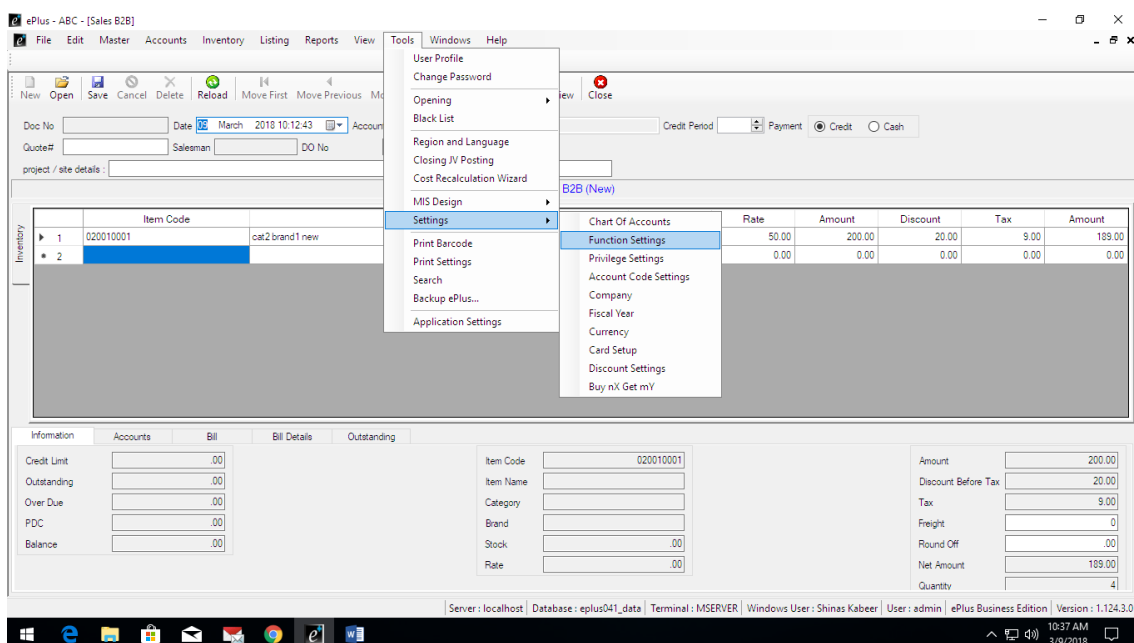
- ❖ To introduce new products or services
- ❖ To attract new customers
- ❖ To give rise in existing customers to buy more
- ❖ To increase sales and business in off-seasons

TYPES OF DISCOUNT OPTIONS

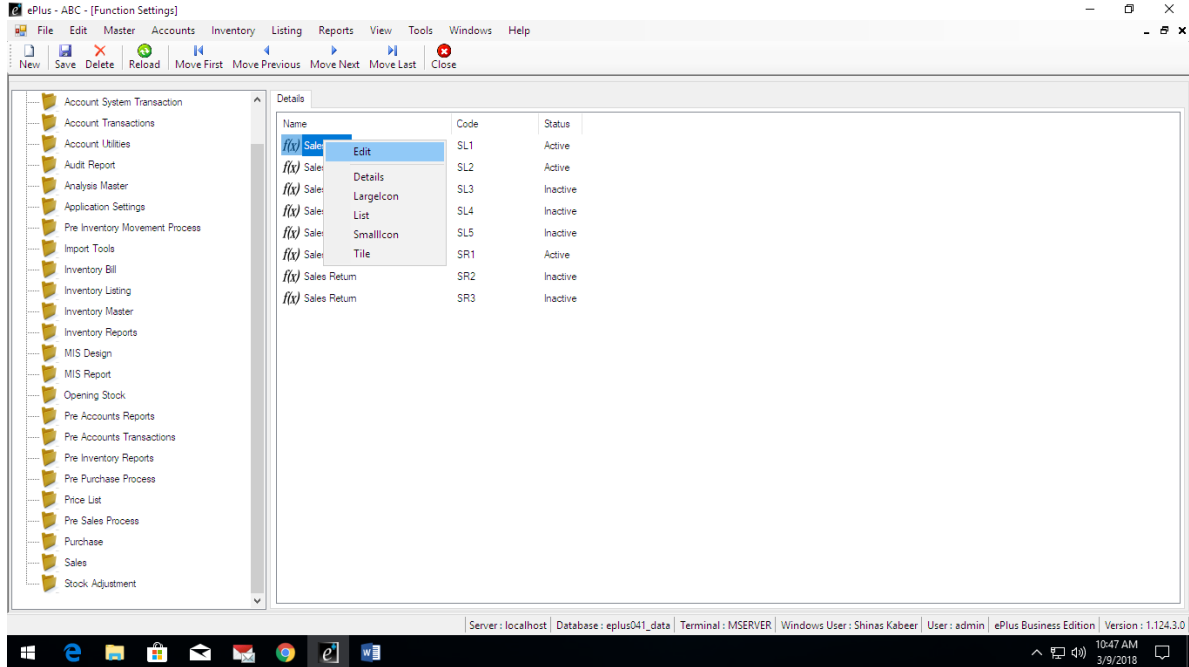
- Discount before tax
- Discount after tax
- Account-wise discount
- Buy nX Get mY
- FOC-Discout
- FOC-Quantity

DISCOUNT BEFORE TAX

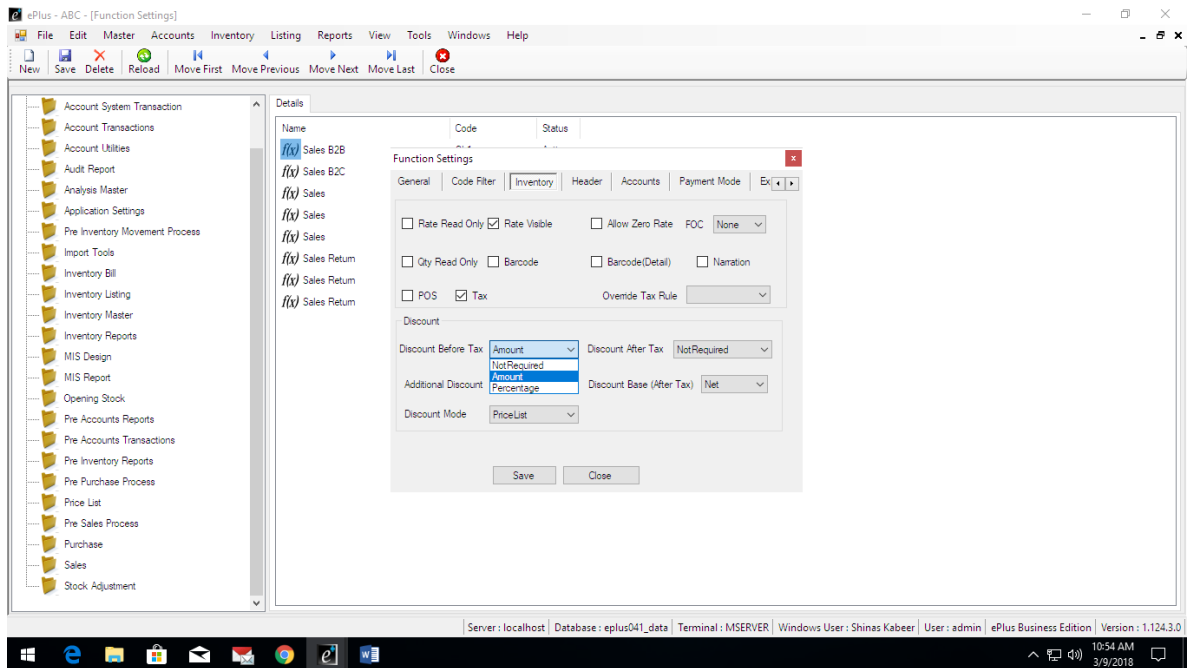
- To set discount before tax:-
 1. Select tools -> settings -> function settings



2 Select Sales on left -> select sales on right -> right click -> edit



3 Select inventory from the obtained box-> discount before tax :-change the drop down list to 'amount' and save.



4 Select inventory from the tool bar-> sales B2B

ePlus - ABC - [Sales B2B]

File Edit Master Accounts Inventory Listing Reports View Tools Windows Help

New Open Save Cancel Delete Reload Move First Move Previous Move Next Move Last Print Print Preview Close

Doc No: [] Date: 09 March 2018 10:56:11 Account: 120201T00001 test Credit Period: [] Payment: ☒ Credit ☐ Cash

Quote#: [] Salesman: Sales Executive DO No: []

project / site details: []

Sales B2B (New)

Item Code	Item Name	Qty	Rate	Amount	Discount	Tax	Amount
1 020010001	cat2 brand1 new	2	25.00	50.00	5.00	2.26	47.26
2		0	0.00	0.00	0.00	0.00	0.00

Information Accounts Bill Bill Details Outstanding

Credit Limit: .00
Outstanding: 74.00
Over Due: 74.00
PDC: .00
Balance: 74.00

Item Code: 020010001
Item Name: cat2 brand1 new
Category: cat2
Brand: brand1
Stock: .00
Rate: .00

Amount: 50.00
Discount Before Tax: 5.00
Tax: 2.26
Freight: 0
Round Off: -26
Net Amount: 47.00
Quantity: 2

Server: localhost Database: eplus041_data Terminal: MSERVER Windows User: Shinas Kabeer User: admin ePlus Business Edition Version: 1.124.3.0

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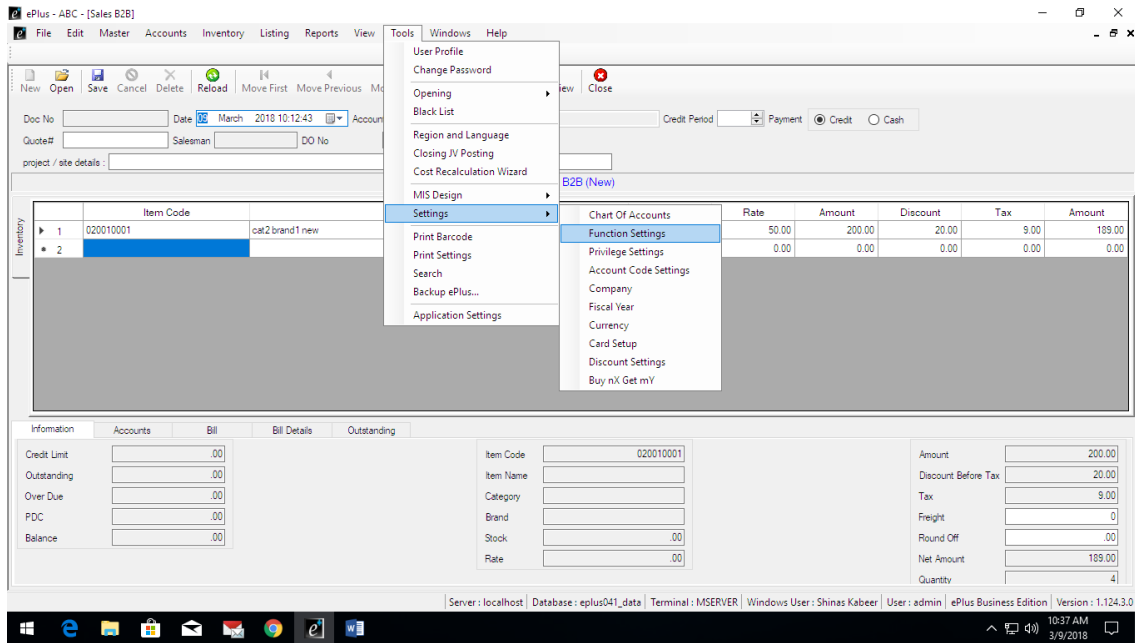
Qty	Rate	Amount	Discount	Tax	Grand Amount
2	25	50	5	2.26	47.26

We can see discount field before the tax (discount gives for each items)

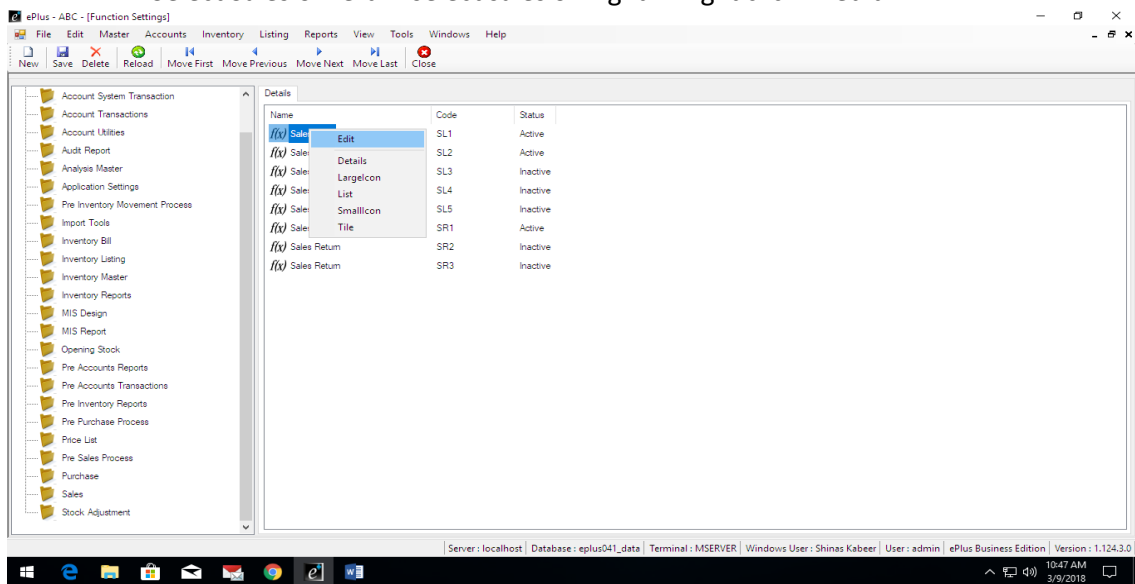
- Discount subtracts from the total amount of the items, add tax to it and provide the grand total

DISCOUNT AFTER TAX

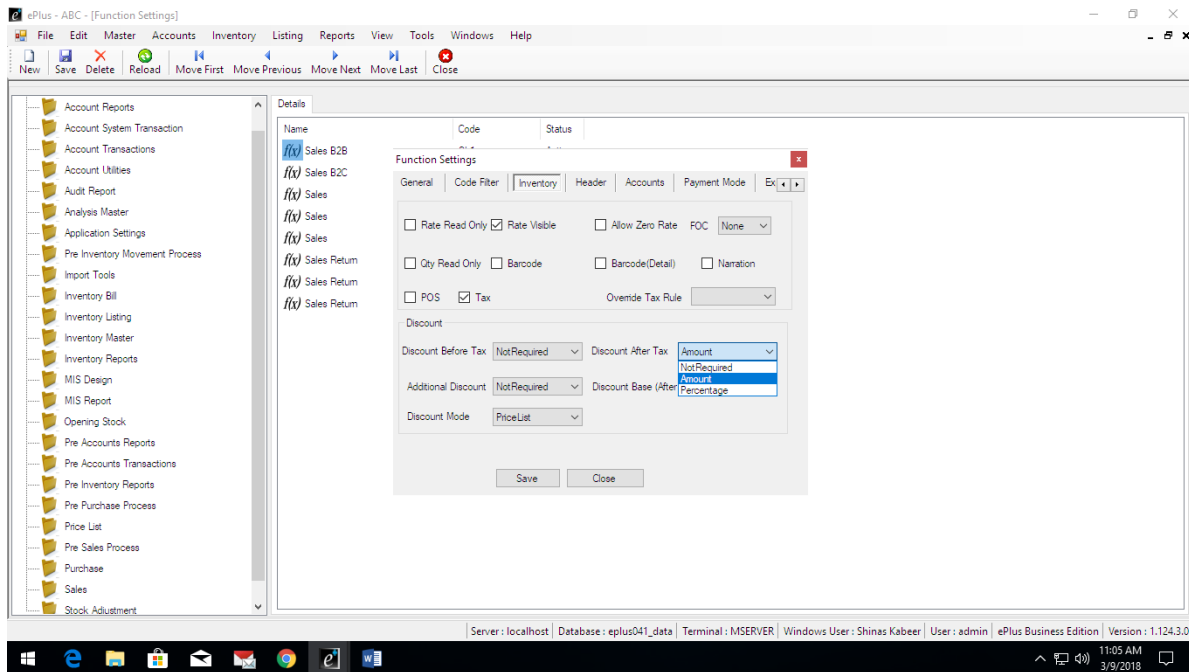
- To set discount after tax:-
 - 1 Select tools -> settings -> function settings



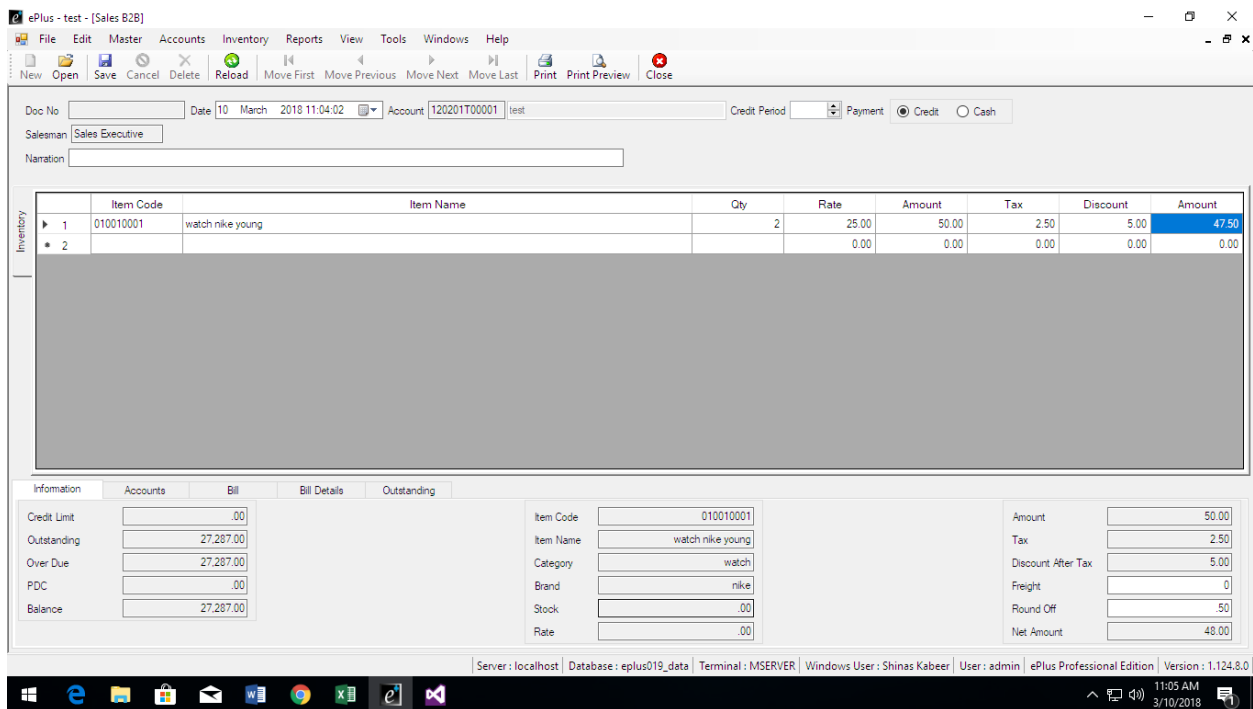
2 Select Sales on left -> select sales on right -> right click -> edit



3 Select inventory from the obtained box-> **discount after tax**:-change the drop down list to 'amount' (change other fields to not required) and save.



4 Select inventory from the tool bar-> sales B2B



Now we can see discount field after the tax.

Qty	Rate	Amount	tax	discount	Grand Amount
2	25	50	2.50	5	47.50

Add tax to the total amount of the items, then subtract the discount and provides total amount.

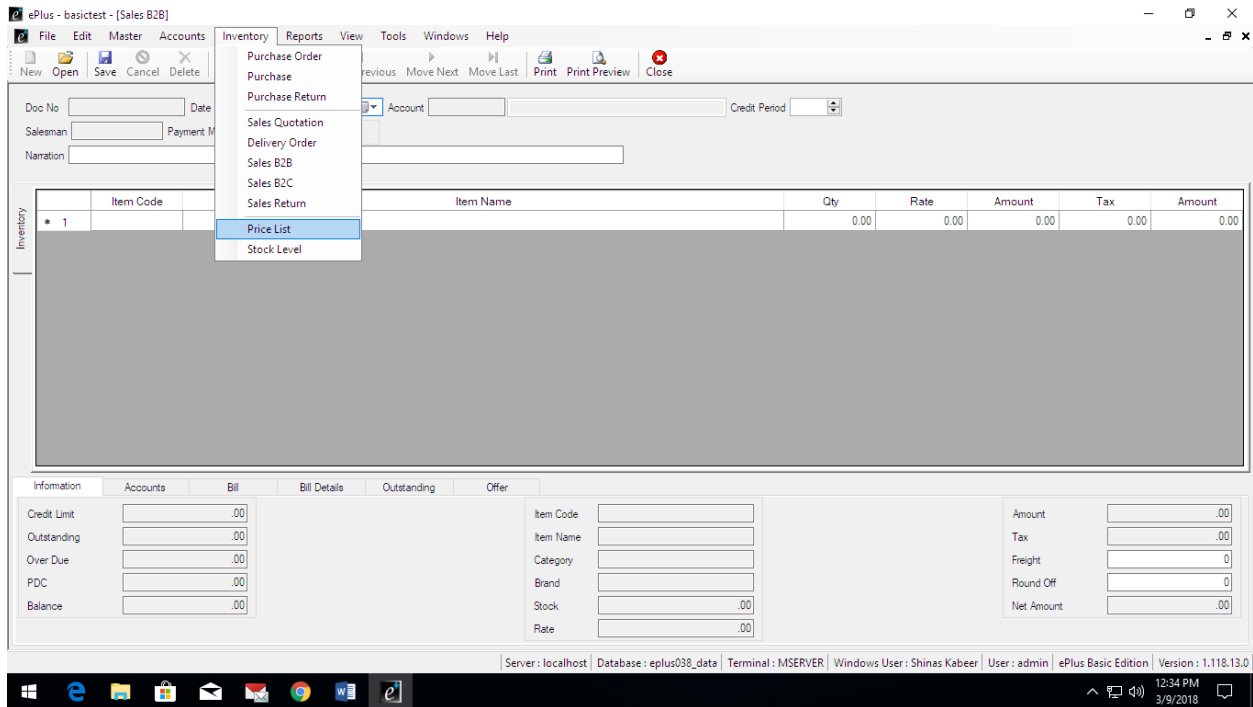
COMPARISON BETWEEN DISCOUNT BEFORE TAX AND DISCOUNT AFTER TAX

DISCOUNT BEFORE TAX:-	DISCOUNT AFTER TAX
After calculating the total amount of the items, subtract discount from the total and we add the tax, then provide the grand total	After calculating the total amount of the items, we add tax to the total and subtract the discount ,then provides the grand total

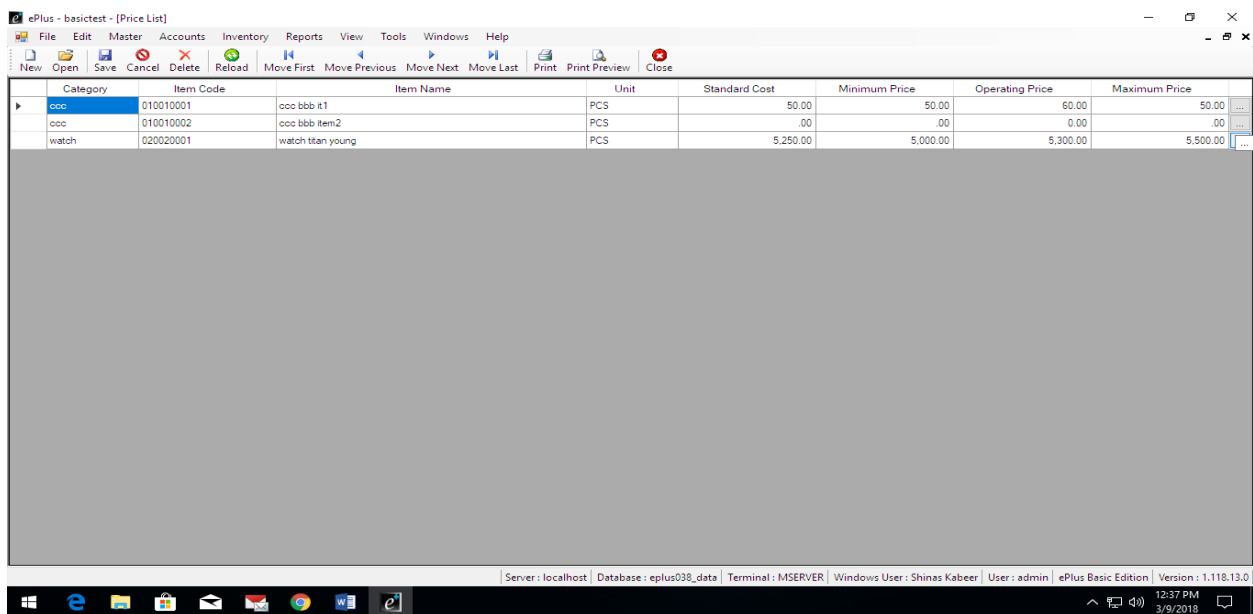
PRE-DISCOUNTS SETTING

- It helps to set the discount early to each items, no need to type manually at every time.

- 1 Select inventory from the tool bar-> price list



2 We can see the item names, now select more (...)



3 We can set both discount and save it.

ePlus - basictest - [Price List]

File Edit Master Accounts Inventory Reports View Tools Windows Help

New Open Save Cancel Delete Reload Move First Move Previous Move Next Move Last Print Print Preview Close

Category	Item Code	Item Name	Unit	Standard Cost	Minimum Price	Operating Price	Maximum Price
ccc	010010001	ccc bbb #1	PCS	50.00	50.00	60.00	50.00
ccc	010010002	ccc bbb item2	PCS	.00	.00	0.00	.00
watch	020020001	watch titan young	PCS	5,250.00	5,000.00	5,300.00	5,500.00

Price List

General

Item Code: 020020001 Item Name: watch titan young

Lowest: 0 Average: 0 Highest: 0

LPP: 0

Min. Price: 5,000.00 Net: 5,250.00

Price: 5,300.00 Net: 5,565.00

Max. Price: 5,500.00 Net: 5,775.00

Discount % Before Tax: 10.00 Discount % After Tax: 20.00

Save Close

Server: localhost Database: eplus038_data Terminal: MSERVER Windows User: Shinas Kabear User: admin ePlus Basic Edition Version: 1.118.13.0

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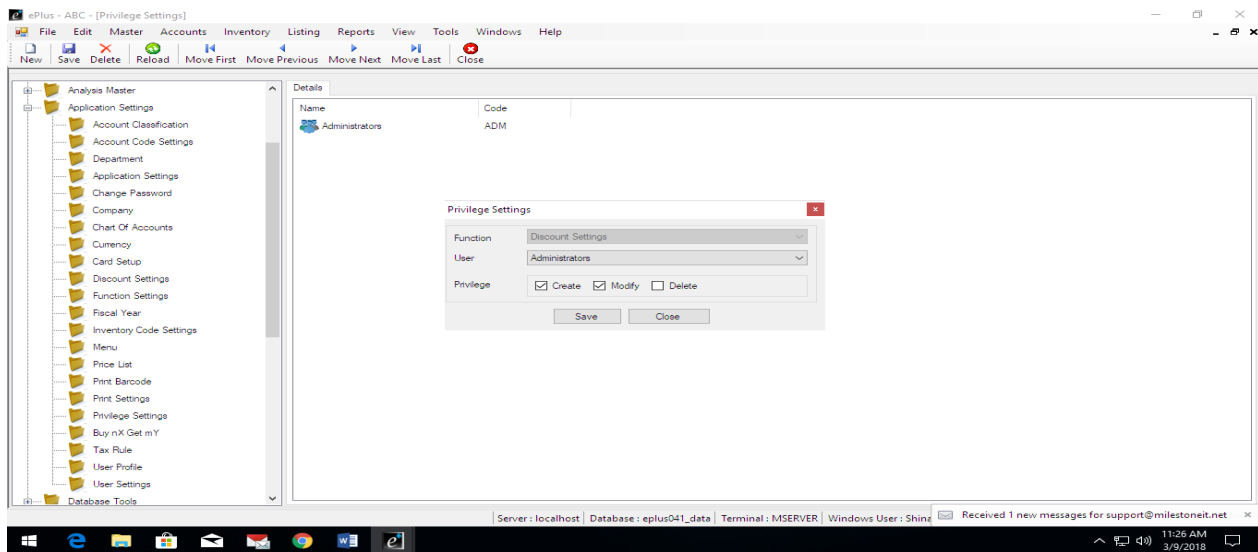
ACCOUNT-WISE DISCOUNT

- It helps to set different discount amounts to different customers. For example, we need to give more discount to a regular customer, we can use this discount type.
- We can create a group and add the customer to it. Later on billing, when we give the customer account code or account name, the discount comes automatically.
- To set account-wise discounts:-

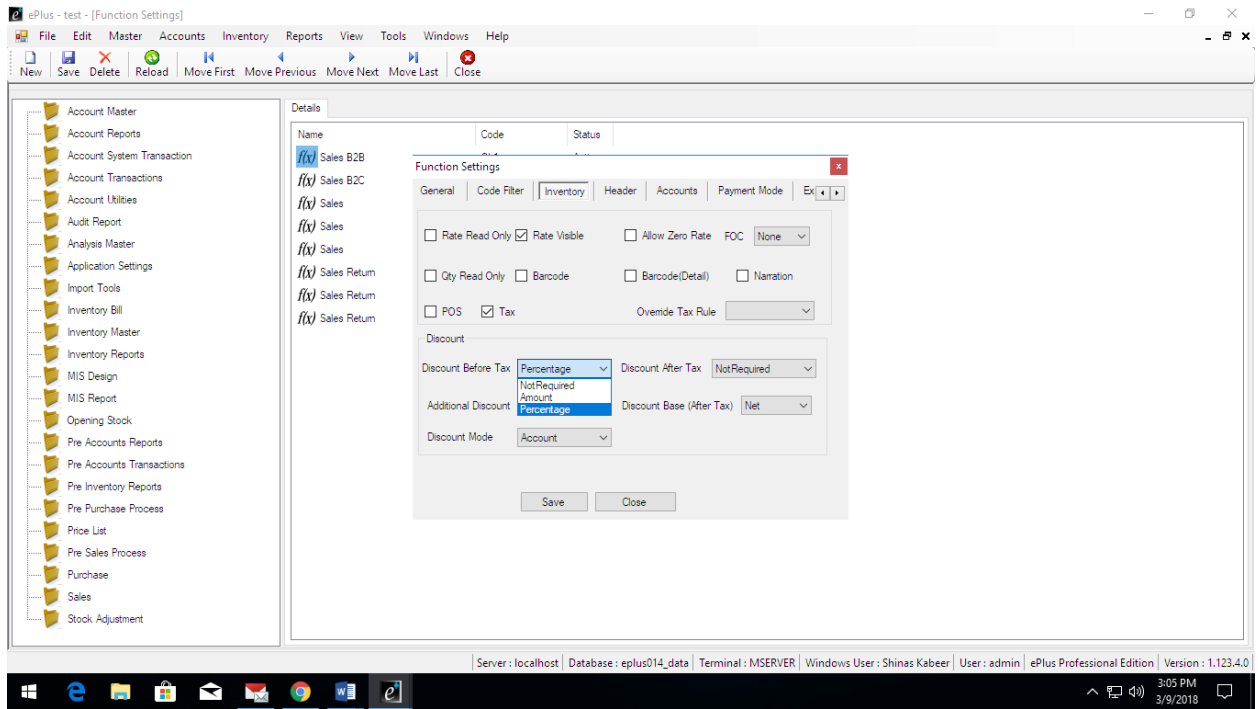
1 Select tools -> settings -> Privilege settings



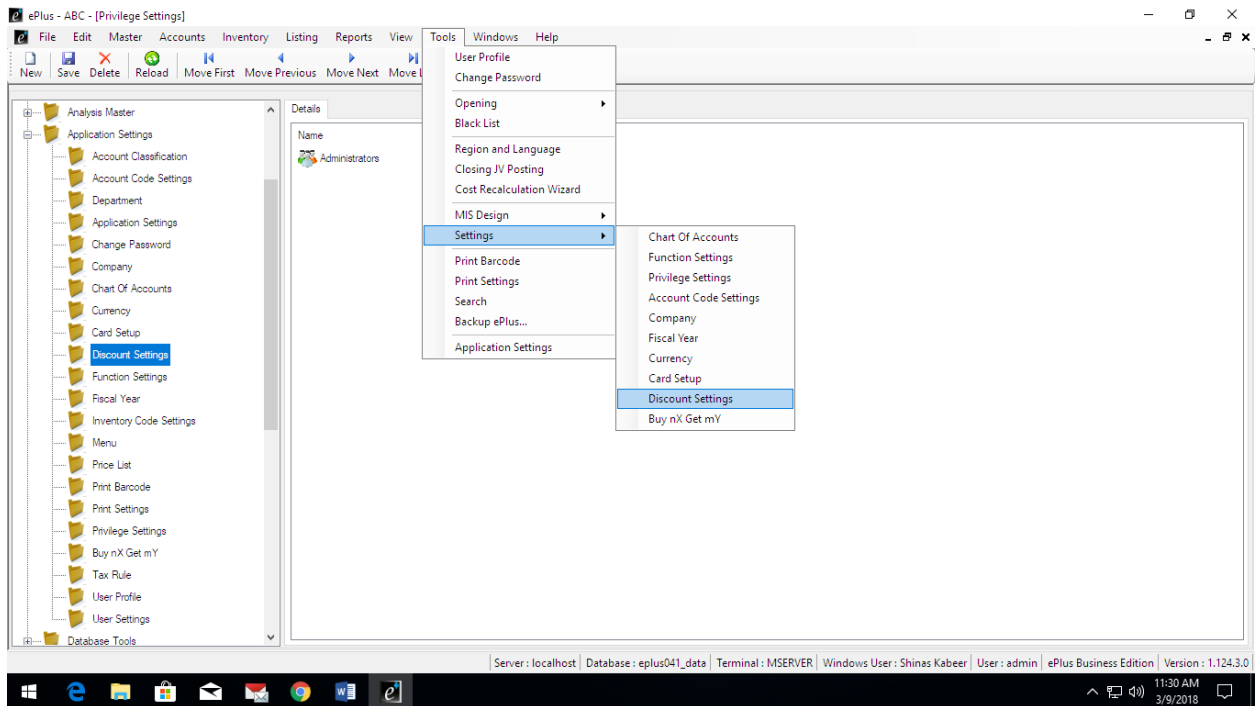
- 2 Select application settings-> expand-> select discount settings (left)-> right click-> new -> **USER:-** select drop down list to administrator



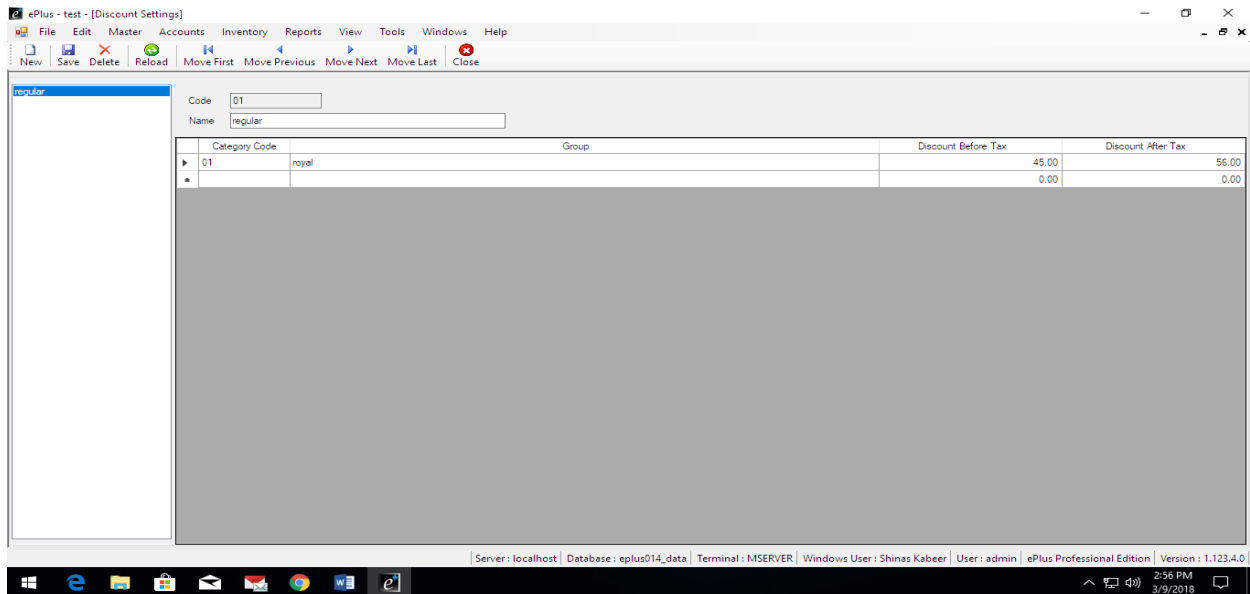
- 3 Check 'create' and 'modify' on the same window and save
 - 4 Select tools on the tool bar-> settings-> function settings-> sales-> salesB2B(right)-> right click -> edit-> select inventory ->
- Discount mode:-**select accounts from the drop down list
Discount before tax or discount after tax:-select percentage from drop down list



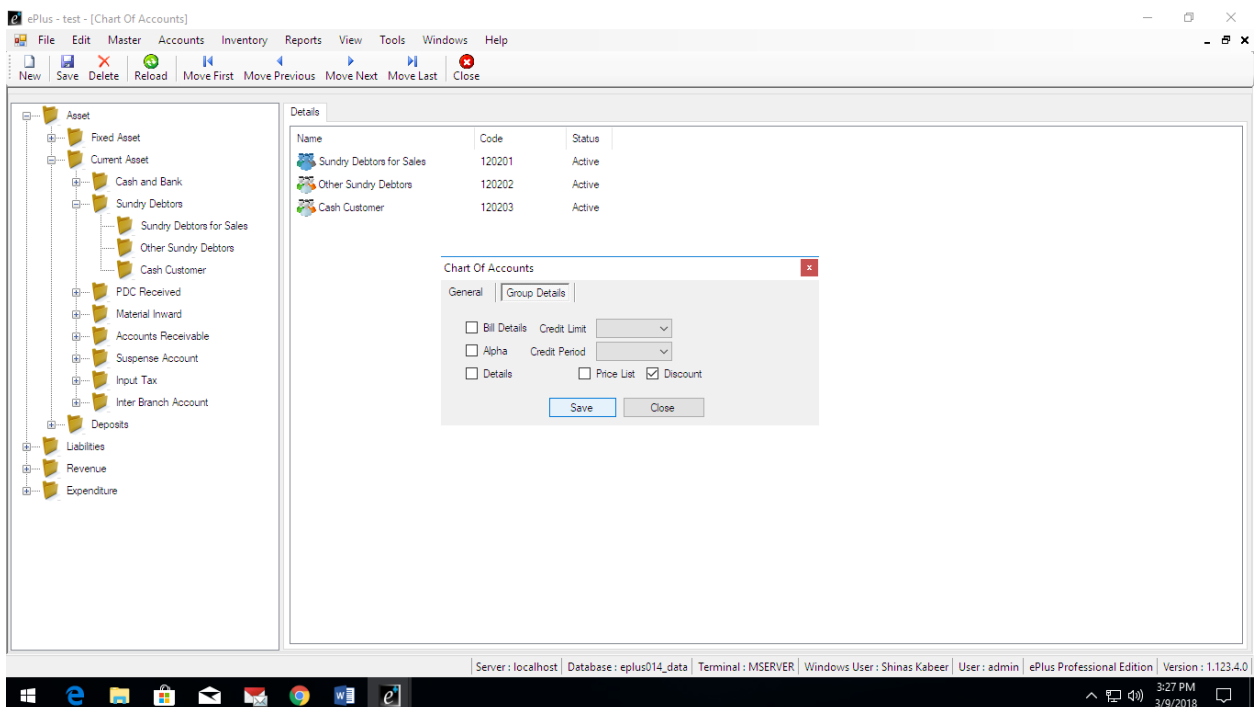
5 Select tools from the tool bar-> settings-> discount setting



6 Add type of the discounts and add them to the groups and set discounts and save.



7 Select tools-> settings-> chart of accounts-> assets-> current assets -> sundry debtors-> sundry debtors on sales-> right click edit -> group details-> check discount -> save



8 Add discount type to the customer (select master from toolbar->customer) and save.

The screenshot displays the 'ePlus - test - [Customer]' application window. The menu bar includes File, Edit, Master, Accounts, Inventory, Reports, View, Tools, Windows, and Help. The toolbar contains icons for New, Save, Delete, Reload, Move First, Move Previous, Move Next, Move Last, and Close. On the left, a tree view shows 'new' and 'Shaan'. The main area is divided into three tabs: General, Tax Information, and Credit Information. The General tab is active, showing a form with the following fields: Code (B20201S00001), Name (shaan), Display Name (shaan), Contact Person, Address, State, Phone, Mobile, Fax, Email, Web Site, and Discount (regular). The status bar at the bottom provides system information: Server: localhost, Database: eplus014_data, Terminal: MSERVER, Windows User: Shinas Kabeer, User: admin, ePlus Professional Edition, Version: 1.123.4.0, and the date/time: 3:09 PM 3/9/2018.

Field	Value
Code	B20201S00001
Name	shaan
Display Name	shaan
Contact Person	
Address	
State	
Phone	
Mobile	
Fax	
Email	
Web Site	
Discount	regular

ePlus - test - [Sales B2B]

File Edit Master Accounts Inventory Reports View Tools Windows Help

New Open Save Cancel Delete Reload Move First Move Previous Move Next Move Last Print Print Preview Close

Doc No: Date: 09 March 2018 15:12:22 Account: 120201S00001 shaan Credit Period: Payment: ☒ Credit ☐ Cash

Salesman: Sales Executive

Narration:

Item Code	Item Name	Qty	Rate	Amount	Disc %	Discount	Tax	Amount
1 010010001	royal asd test	2	45.00	90.00	45.00	40.50	2.48	51.98
2		0	0.00	0.00	0.00	0.00	0.00	0.00

Information Accounts Bill Bill Details Outstanding

Credit Limit: .00 Outstanding: .00 Over Due: .00 PDC: .00 Balance: .00

Item Code: 010010001 Item Name: royal asd test Category: royal Brand: asd Stock: .00 Rate: .00

Amount: 90.00 Discount Before Tax: 40.50 Tax: 2.48 Freight: 0 Round Off: .02 Net Amount: 52.00

Server: localhost Database: eplus014_data Terminal: MSERVER Windows User: Shinas Kabeer User: admin ePlus Professional Edition Version: 1.123.4.0

3:12 PM 3/9/2018

Now we can see the discount percentage field

BUY nX GET mY

- It helps to "set buy 2 get 1" like offers to the customers.
- To set buy nX get mY:-

1. Select tools -> settings -> Privilege settings

ePlus - ABC

File Edit Master Accounts Inventory Listing Reports View Tools Windows Help

Tools: User Profile Change Password Opening Black List Region and Language Closing JV Posting Cost Recalculation Wizard MIS Design Settings Print Barcode Print Settings Search Backup ePlus... Application Settings

Settings: Chart Of Accounts Function Settings Privilege Settings Account Code Settings Company Fiscal Year Currency Card Setup Discount Settings Buy nX Get mY

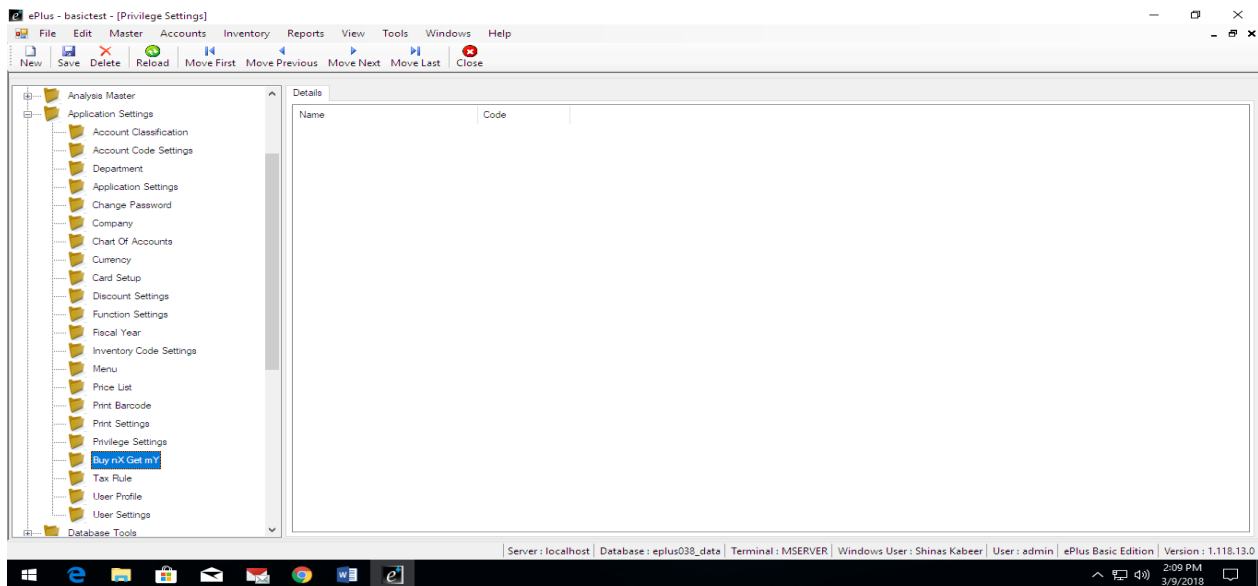
Shortcuts: Cash Payment Cash Receipt Cash Deposit Cash Withdrawal Cheque Payment Cheque Receipt Cyber Payment Cyber Receipt Sales B2B Sales B2C Receivable Payable

Milestone ePlus Business Edition 1.124

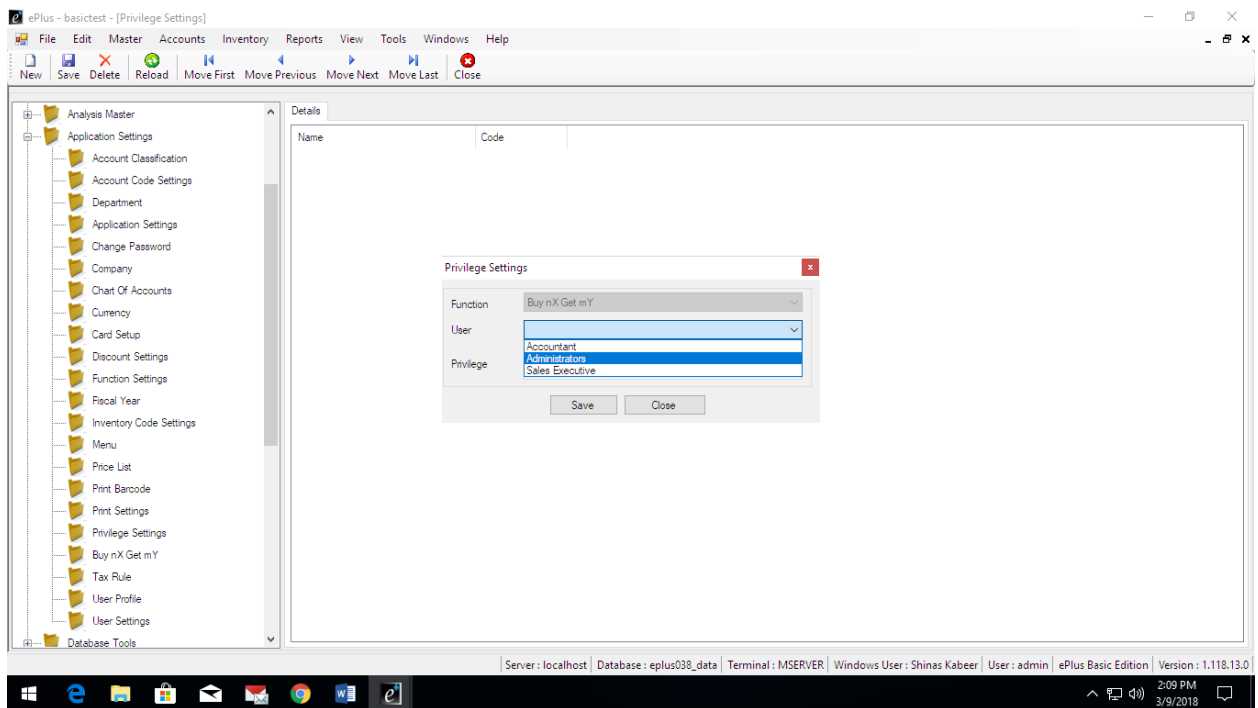
Server: localhost Database: eplus041_data Terminal: MSERVER Windows User: Shinas Kabeer User: admin ePlus Business Edition Version: 1.124.3.0

11:18 AM 3/9/2018

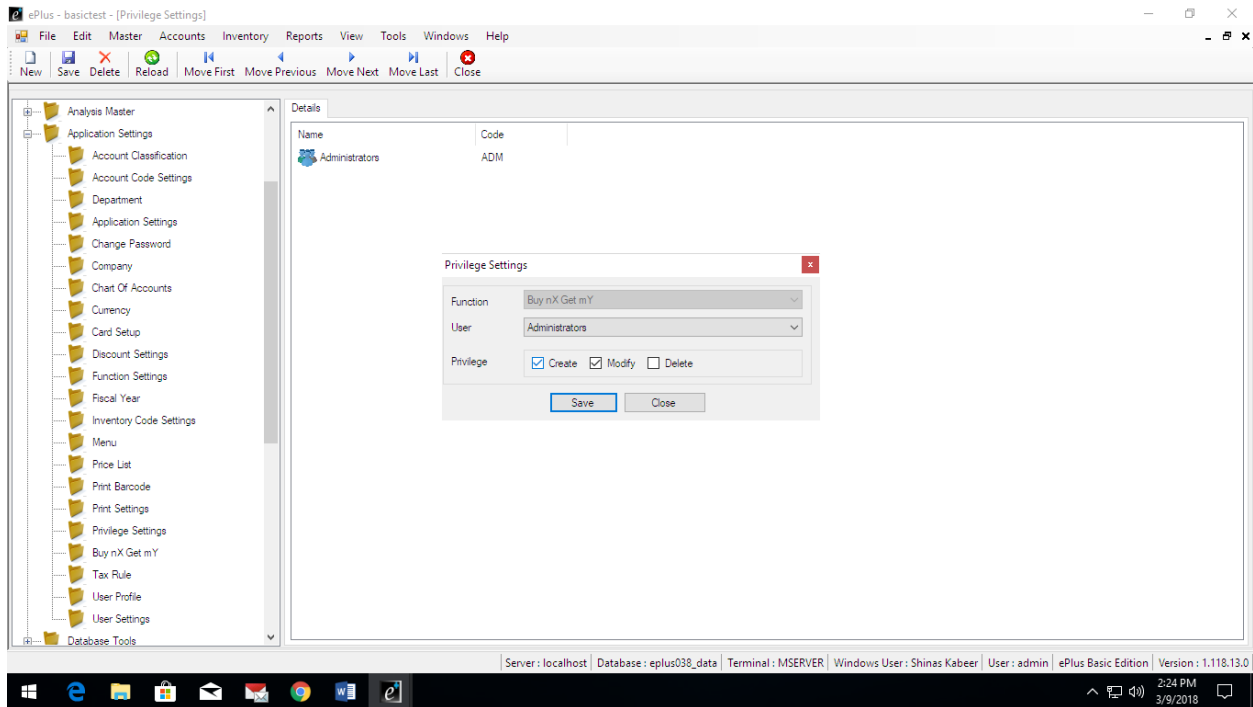
2. Select application settings-> buy nX get mY



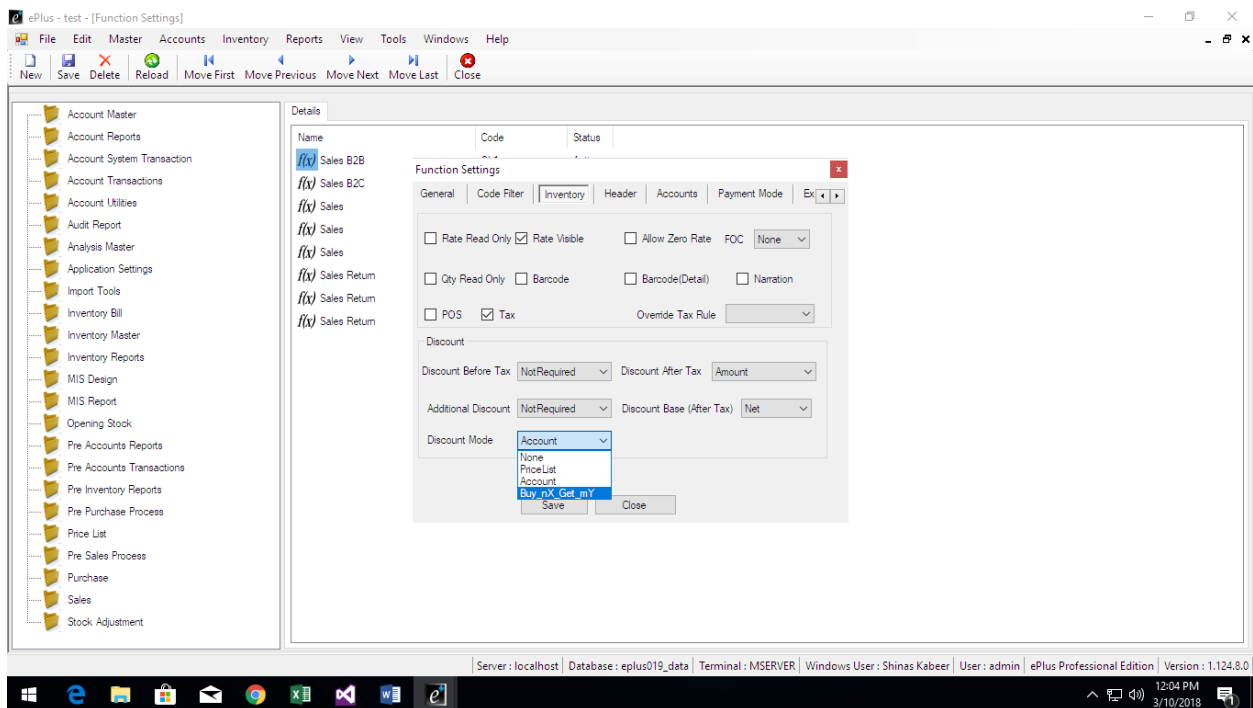
3. Right click-> new->USER:- select administrator from drop down list



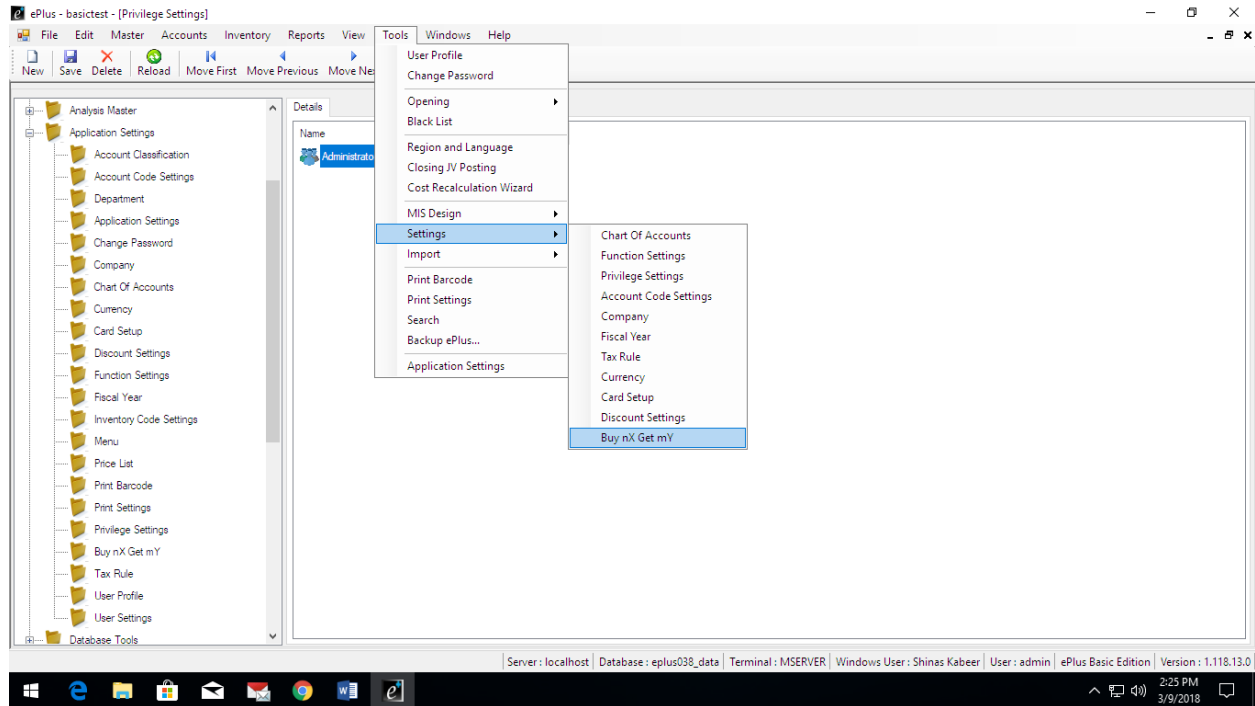
4. Check 'create' and 'modify' on the window and save



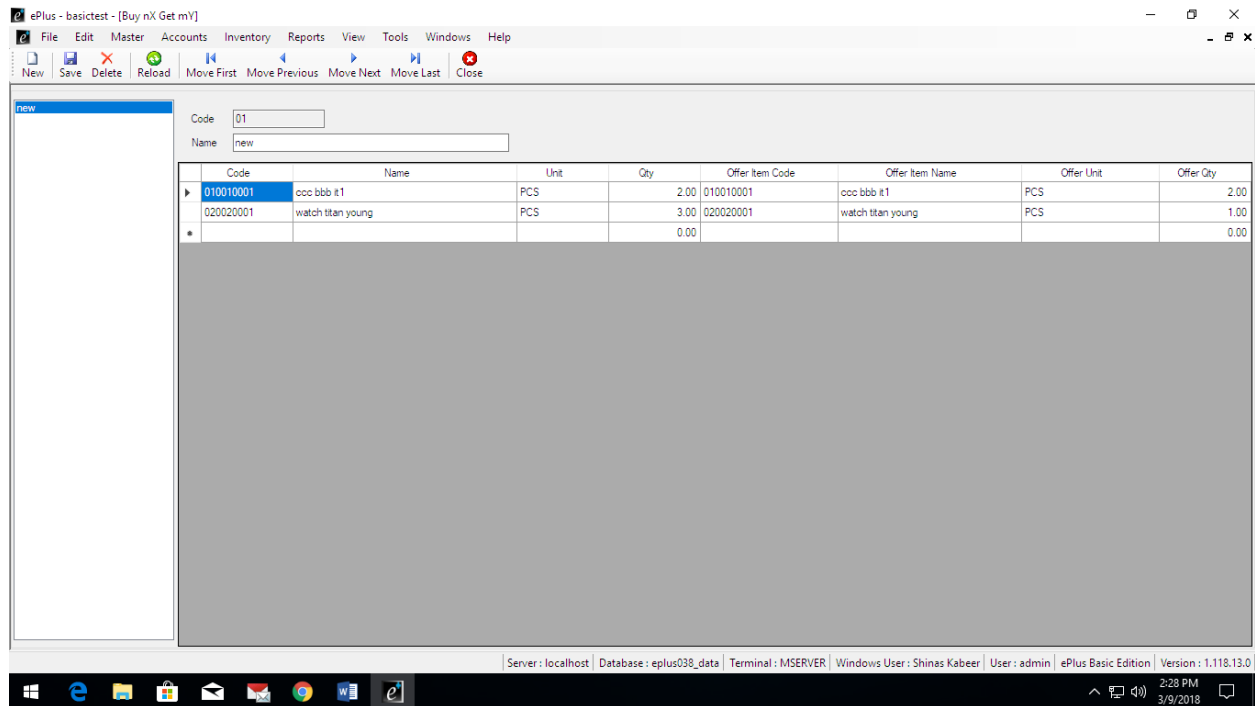
5. Select tools on the tool bar-> settings-> function settings-> sales-> salesB2B(right)-> right click -> edit-> select inventory ->
Discount mode:-select buy nX and get mY from the drop down list
Discount before tax or discount after tax:-select amount from drop down list



6. Select tools from tool bar-> settings-> buy nX get mY



7. We can add item name and offer quantity



8. Select inventory from the tool bar-> sales B2B

ePlus - basictest - [Sales B2B]

File Edit Master Accounts Inventory Reports View Tools Windows Help

New Open Save Cancel Delete Reload Move First Move Previous Move Next Move Last Print Print Preview Close

Doc No: [] Date: 09 March 2018 14:30:02 Account: [] Credit Period: []

Salesman: [] Payment Mode: ☒ Credit ☐ Cash

Narration: []

Item Code	Item Name	Qty	Rate	Amount	Tax	Amount
1 020020001	watch titan young	3.00	5,000.00	15,000.00	750.00	15,750.00
2		0.00	0.00	0.00	0.00	0.00

Information Accounts Bill Bill Details Outstanding Offer

Item Code	Item Name	Unit	Qty
020020001	watch titan young	PCS	1.00

Server: localhost Database: eplus038_data Terminal: MSERVER Windows User: Shinas Kabear User: admin ePlus Basic Edition Version: 1.118.13.0

2:30 PM 3/9/2018

Now we can see the offer.

FOC-discount

1. Select tools-> settings -> function settings-> sales -> salesB2B-> right click-> edit-> inventory -> **FOC:-** select discount from dropdown list-> save

The screenshot shows the ePlus Professional Edition software interface. The top window is the 'Function Settings' dialog for 'Sales B2B'. The 'Inventory' tab is selected, and the 'Discount' dropdown is set to 'Quantity'. The 'Discount Mode' is set to 'Account'. The bottom window is the 'Sales B2B' form, showing a list of items with columns for Item Code, Item Name, Qty, FOC, Rate, Amount, Tax, Discount, and Amount. The first item is '010010001 watch nike young' with a Qty of 5, FOC of 1, Rate of 100.00, Amount of 500.00, Tax of 30.00, and Discount of 0.00. The second item is a blank row with a Qty of 2. The bottom section of the form shows 'Information' and 'Accounts' tabs, with 'Information' selected, displaying fields for Credit Limit, Outstanding, Over Due, PDC, and Balance.

Function Settings - Sales B2B

General	Code Filter	Inventory	Header	Accounts	Payment Mode
<input type="checkbox"/> Rate Read Only	<input checked="" type="checkbox"/> Rate Visible	<input type="checkbox"/> Allow Zero Rate	FOC	Quantity	
<input type="checkbox"/> Qty Read Only	<input type="checkbox"/> Barcode	<input type="checkbox"/> Barcode(Detail)		None	
<input type="checkbox"/> POS	<input checked="" type="checkbox"/> Tax	Override Tax Rule		Discount	
Discount					
Discount Before Tax		Percentage	Discount After Tax		NotRequired
Additional Discount		NotRequired	Discount Base (After Tax)		Net
Discount Mode		Account			

Sales B2B

Doc No: [] Date: 09 March 2018 10:10:26 Account: 120201T00001 test Credit Period: [] Payment: ☒ Credit ☐ Cash

Salesman: Sales Executive

Item Code: 010010001 Item Name: watch nike young Qty: 5 FOC: 1 Rate: 100.00 Amount: 500.00 Tax: 30.00 Discount: 0.00 Amount: 530.00

Item Code: 010010001 Item Name: watch nike young Qty: 2 FOC: 1 Rate: 100.00 Amount: 200.00 Tax: 60.00 Discount: 0.00 Amount: 260.00

Information

Field	Value
Credit Limit	0.00
Outstanding	27,025.00
Over Due	27,025.00
PDC	0.00
Balance	27,025.00

Accounts

Field	Value
Item Code	010010001
Item Name	watch nike young
Category	watch
Brand	nike
Stock	0.00
Rate	100.00
Amount	500.00
Tax	30.00
Discount After Tax	0.00
Freight	0.00
Round Off	0.00
Net Amount	530.00

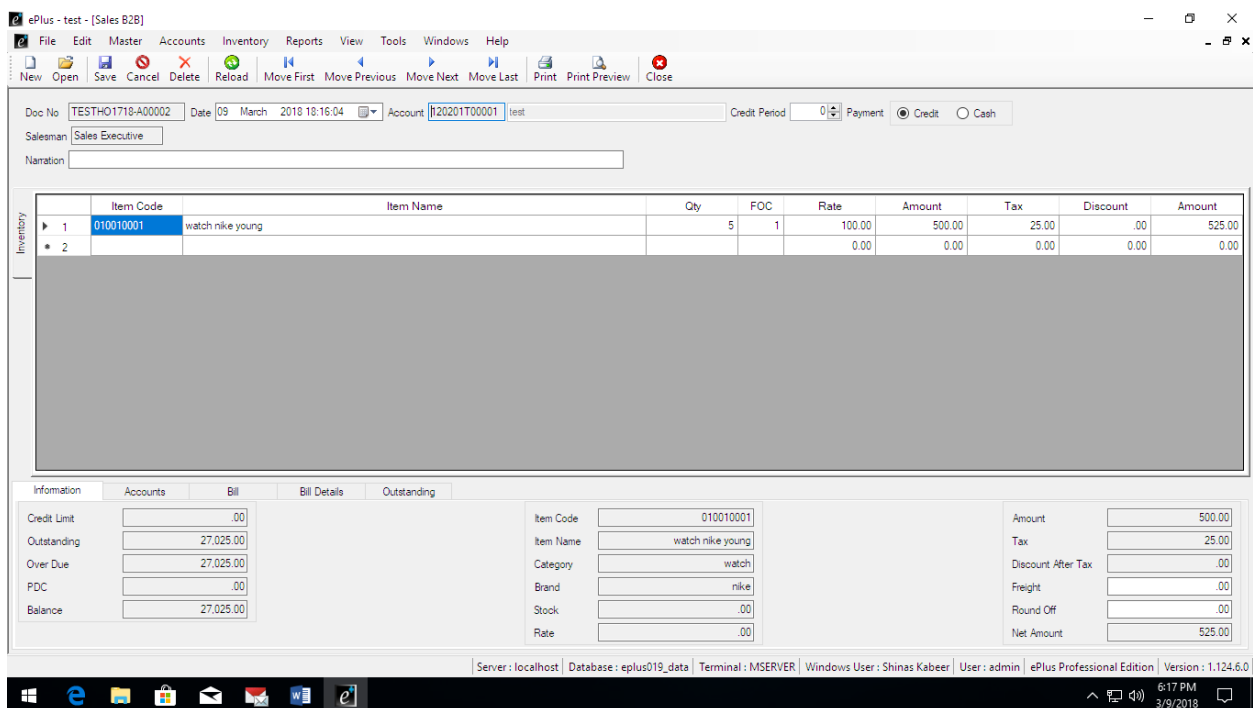
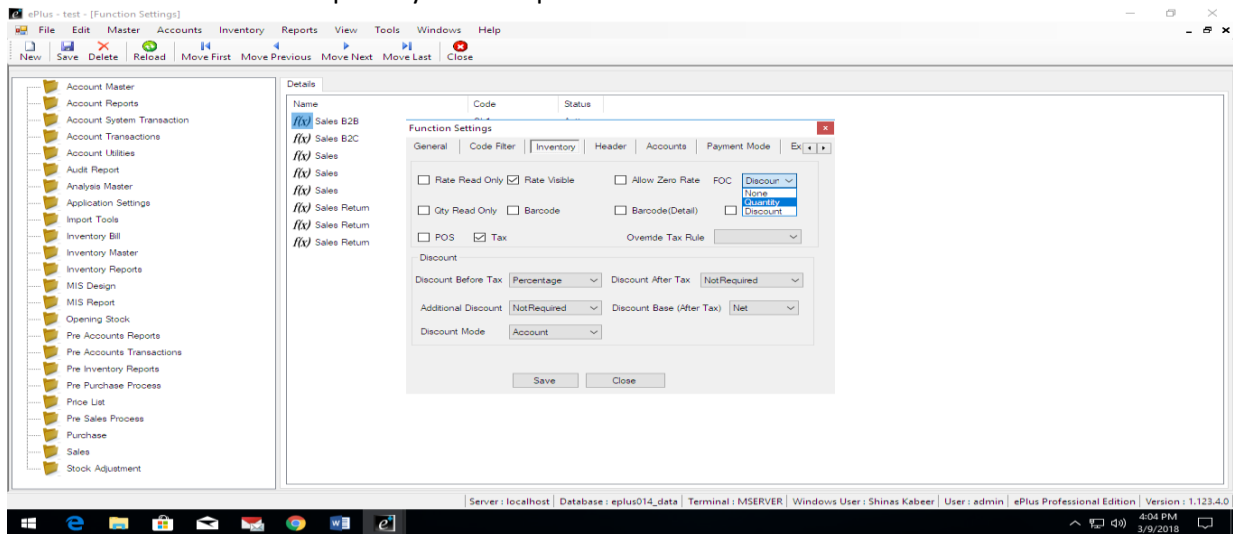
Here,

Qty	FOC	Rate	Amount	Tax	Discount	Amount
5	1	100	500	30	0	530

5 items sold and 1 for free, but it includes 6 item's tax

FOC-quantity

- 1 Select tools-> settings -> function settings-> sales -> salesB2B-> right click-> edit-> inventory
-> **FOC**:-select quantity from dropdown list-> save



Here,

Qty	FOC	Rate	Amount	Tax	Discount	Amount
5	1	100	500	25	0	525

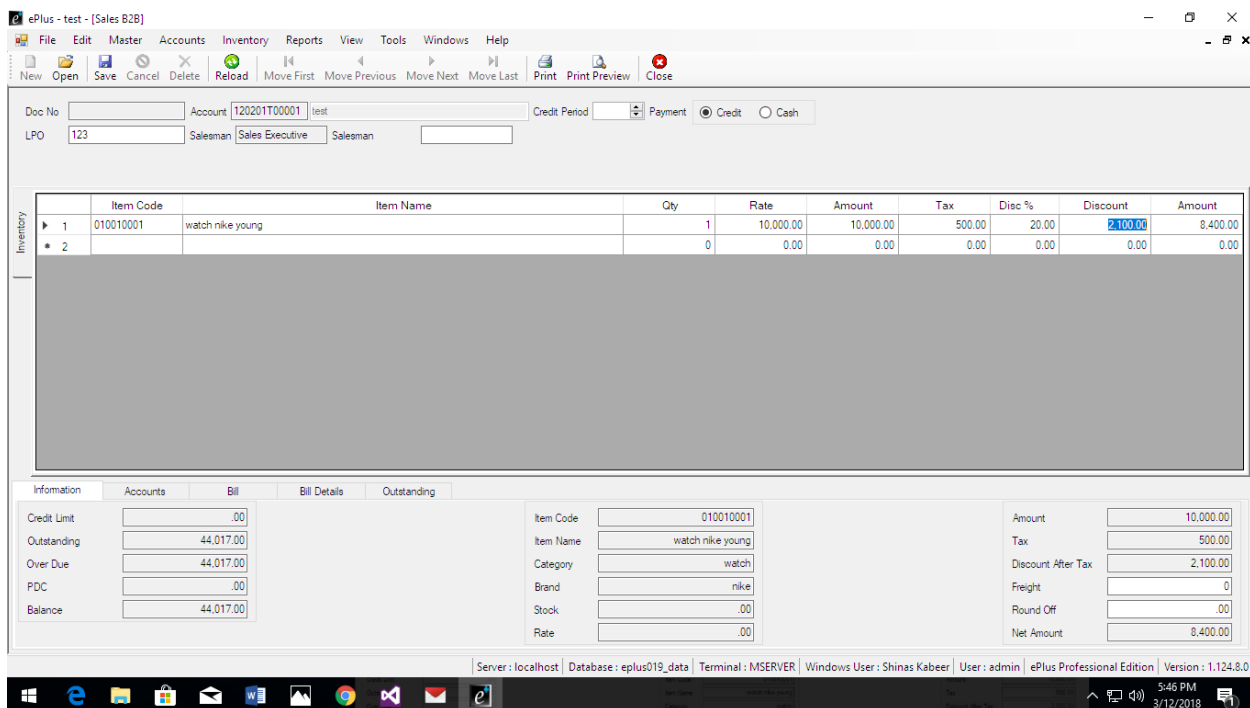
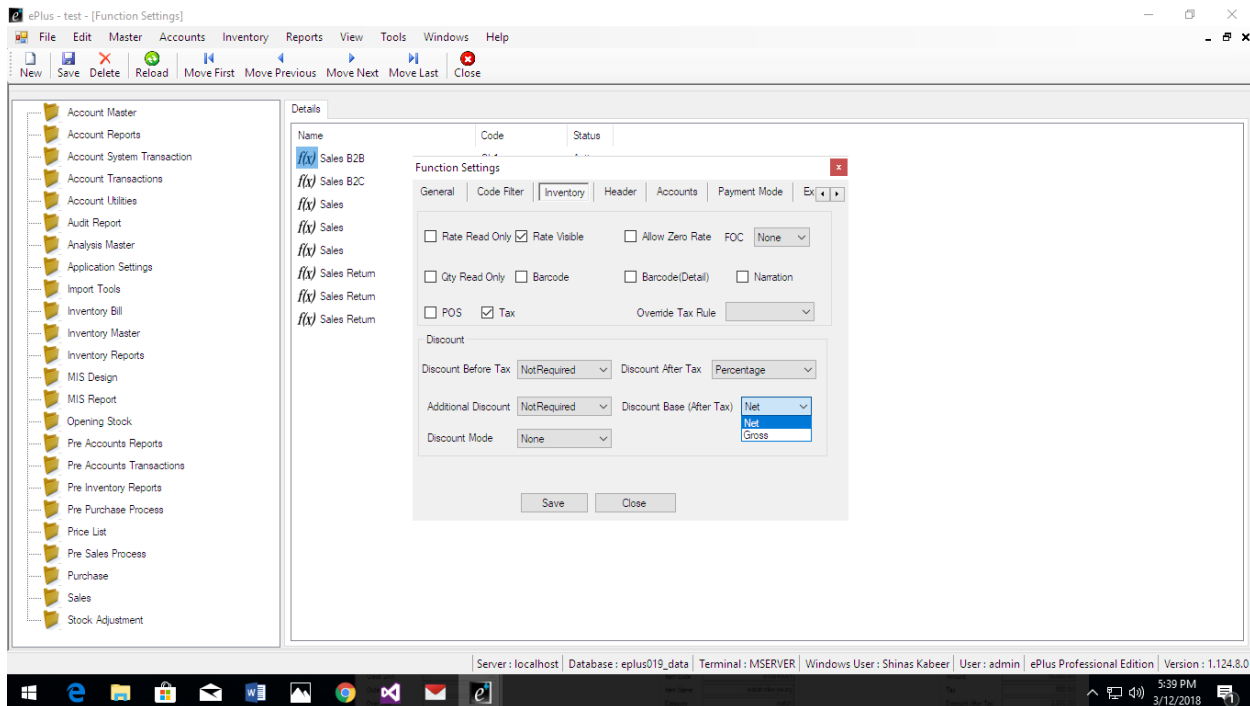
5 items has sold and one for free, but includes only 5 item's tax.

NET DISCOUNT

1. Tools-> settings-> functional setting-> sales-> salesB2B->right click-> edit->select inventory->

Discount base:- select 'net' from the drop down list

Discount after tax:-select 'percentage' from the drop down list



Qty	Rate	Amount	Tax	Disc%	Discount	Amount
1	10000	10000	500	20	2100	8400

Here,

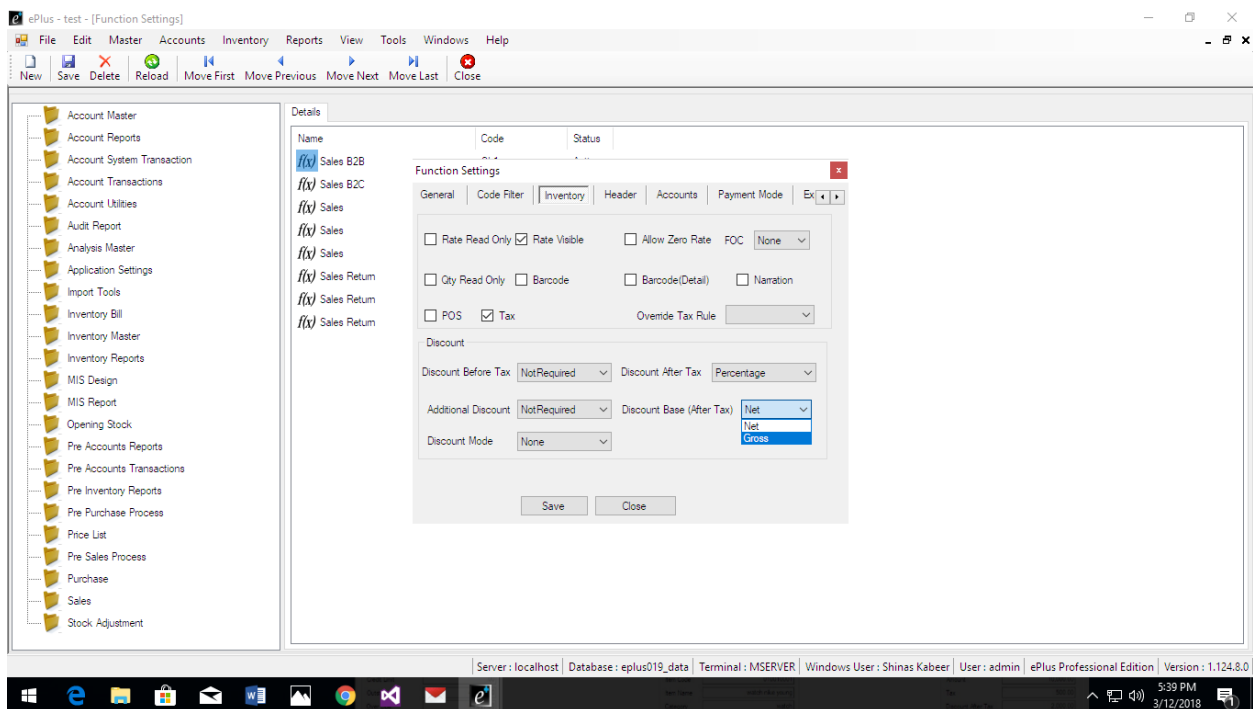
Discount is calculated from item's total amount with tax (amount + tax).

GROSS DISCOUNT

1. Tools-> settings-> functional setting-> sales-> salesB2B->right click-> edit->select inventory->

Discount base:- select 'Gross' from the drop down list

Discount after tax:-select 'percentage' from the drop down list



ePlus - test - [Sales B2B]

File Edit Master Accounts Inventory Reports View Tools Windows Help

New Open Save Cancel Delete Reload Move First Move Previous Move Next Move Last Print Print Preview Close

Doc No: [] Account: 120201T00001 test Credit Period: [] Payment: ☒ Credit ☐ Cash

LPO: 12 Salesman: Sales Executive Salesman: []

Item Code	Item Name	Qty	Rate	Amount	Tax	Disc %	Discount	Amount
1 010010001	watch nike young	1	10,000.00	10,000.00	500.00	20.00	2,000.00	8,500.00
2		0	0.00	0.00	0.00	0.00	0.00	0.00

Information Accounts Bill Bill Details Outstanding

Credit Limit: .00
 Outstanding: 44,017.00
 Over Due: 44,017.00
 PDC: .00
 Balance: 44,017.00

Item Code: 010010001
 Item Name: watch nike young
 Category: watch
 Brand: nike
 Stock: .00
 Rate: .00

Amount: 10,000.00
 Tax: 500.00
 Discount After Tax: 2,000.00
 Freight: 0
 Round Off: .00
 Net Amount: 8,500.00

Server: localhost Database: eplus019_data Terminal: MSERVER Windows User: Shinas Kabear User: admin ePlus Professional Edition Version: 1.124.8.0

6:04 PM 3/12/2018

Qty	Rate	Amount	Tax	Disc%	Discount	Amount
1	10000	10000	500	20	2000	8500

Here,

Discount is calculated from item's total amount without tax (amount).