

Sales Order to Invoice Pricing

Last Modified on 08/02/2024 11:27 am CDT

When pricing from the Sales Order needs to default on the Invoice, it is important the Sales Order is imported into a Booking. The recommended process as well as an alternate method is below.

Recommended Process

1. A Sales Order is a transaction in the Planning module often used by sales staff to propose price and quantity agreements to Customers. Because the Customer is agreeing to what is presented on the Sales Order, it is important the Sales Order's net price is used when the Product is invoiced. In the example below, a Sales Order with an *Order Type* of *Booking* is added for multiple seed Products.

The screenshot shows the 'Add A Sales Order' window with the following details:

- Order Number: 50
- Order Date: 11/18/2024
- Estimated Delivery Date: 04/14/2025
- Order Type: Booking
- Status: Offered
- Comment: Spring Seed Order
- Terms: (None)
- Offer Expires Date: 12/16/2024
- Payment Date: / /
- Check Number: (empty)
- Customer: AndBa (Barry Anderson)

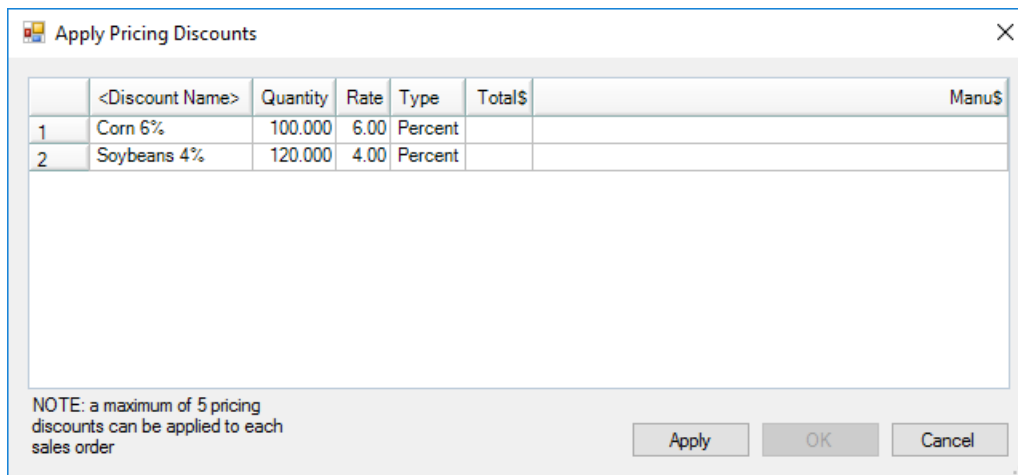
	Dept ID	Prod ID	<Product Name>	Quantity	Inv Units	< Bill Units	Lot Numbe	Tech License Number	Cr
1	CDek00	D580...	DKC58-06RIB AF SS 80...	100.000	Bags	2 Bags			Co
2	BAsg00	174026	AG49X6 RR2X 140M F...	60.000	Bags	6 Bags			So
3	BAsg00	174028	AG5233 RR2Y/STS 140...	60.000	Bags	6 Bags			So

Price Level: List Price | Print Method: 1. No Roll up | Total: 28435.00

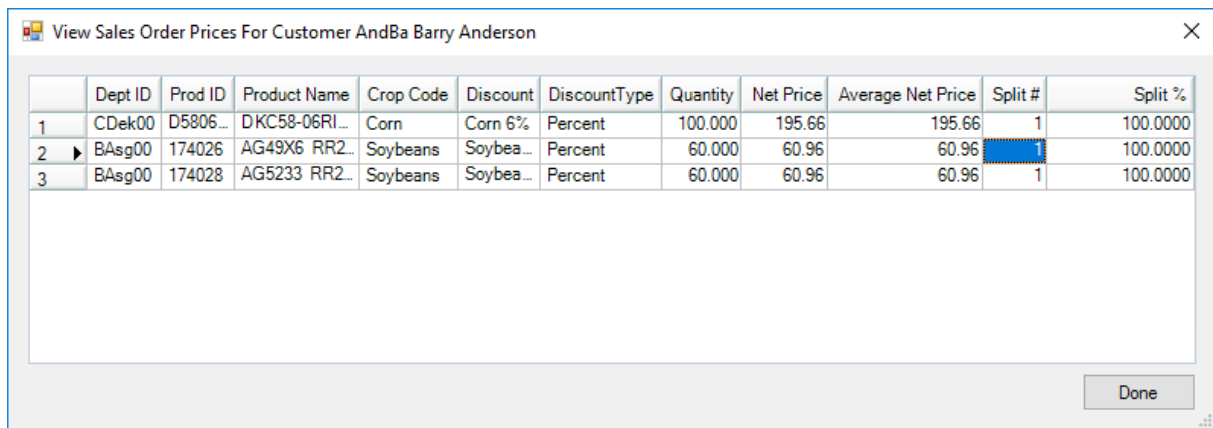
Buttons: Apply Tax, Apply Rollups, Apply Discounts, View Net Prices, Additional Info, Save, Cancel

The **Apply Discounts** button is used to add Sales Order Discounts.

Note: These discounts come from *Planning / Setup / Sales Order Discounts* and are not the same as Payment Terms.



The **View Net Prices** button shows the *Net Price* for each Product with the offered discounts taken into account. This is the price displayed on the Invoice.



- After the offer is approved, enter a Booking to lock in the contract with the Customer. Import the Sales Order into the Booking, and Agvance automatically rolls the Sales Order Discounts into the price.

Add Booking #1200281 Customer 1 of 1

Splits	Customer ID	AndBa	?	Regular	PrePay	UAC	Credit Limit
Customer Name	Barry Anderson			2374.60	14659.25	3000.00	75000
Field ID				?			
<Comments>							

Book Date: 11/05/2024
 Start Date: / /
 Expiration Date: / /
 Price By: Products
 Price Default: Individual
 Terms: (None)

Generic Prepay

Price Level:
 Prepay Amount:
 Business Influence:

	<Product Name>	Quantity	Inv	Levl	P	Dwn	<Unit \$>	Bill U	Total \$	S#	<%>	Your Share	<Am
1	DKC58-06RIB AF SS...	100.000	Bags	Qu...	<input type="checkbox"/>	<input type="checkbox"/>	195.66	Bags	19566.10	1	100.0000	19566.10	
2	AG49X6 RR2X 140M...	60.000	Bags	Qu...	<input type="checkbox"/>	<input type="checkbox"/>	60.96	Bags	3657.60	1	100.0000	3657.60	
3	AG5233 RR2Y/STS 14...	60.000	Bags	Qu...	<input type="checkbox"/>	<input type="checkbox"/>	60.96	Bags	3657.60	1	100.0000	3657.60	

Planned Booking Payment Method:
 Analysis:
 Apply Rollups:
 Contract Format:
 Total Booked: 26881.30
 Amount Paid: 0.00

<Salesperson ID>: Farbre
 Contract Signed
 Control #: 50
 Assign Seller Signature
 Print Method: 1. No Roll up

Additional Comments:
 Cancel <Back Next> Save

It is important to create a Booking even if the Customer is not actually prepaying the contract because the Booking is the document that locks in the price for the Invoice.

Note: It is possible to create a *Pickup* or *Deliver* type of Sales Order and import it directly into a Delivery Ticket.

- The Booking should then be imported into a Delivery Ticket. Because the Delivery Ticket does not allow for split pricing, it is important the Delivery Ticket is left unpriced, allowing the price on the Invoice to be established directly from the Booking. When importing from the Booking, make sure the *Import Prices* option is unchecked.

Select a Ticket

Select a Booking For Anderson Barry

Customer ID	Customer Name	Booking	Location	Date	Split Y
239873	Baker Larry	1200258	00MAIN	09/19/2023	N
3Quote	Hawkins Michael	1200265	00MAIN	11/08/2023	Y
AdeJa	Ade James	1200269	00MAIN	12/04/2023	N
AdeLl	Ade Lloyd	1200274	00MAIN	03/01/2024	N
ADM	ADM	1200275	00MAIN	03/12/2024	N
AllAm	All American Farms	1200279	00MAIN	03/22/2024	N
AllFu	All American Farms - F...				
AllPa	Allen Paul	1200281	00MAIN	11/05/2024	N
AndBa	Anderson Barry				
BevHil	Beverly Hills				

Customer ID:
 Import Prices
 Use Price from Booking: (None)
 Show Invoiced Bookings
 Import Cancel

The example below shows the Delivery Ticket with the correct quantities and no prices.

Add a Delivery Ticket

Customer ID: AndBa ? Acres

Customer Name: Barry Anderson

Field ID: ?

<Comments>: Booking #1200281

Ticket #: 12000092

Ordered: 08/02/2024

Loaded: / /

Note: Pickup

Loaded
 Mini Bulk
 Repacked
 On Hold

	<Product Name>	<Gross>	<Tare>	Net	Unit	Use	Load Amount	Unit	Lot Number	<Crop Cod	Container	<Addon Code>	Comm
1	DKC58-06RIB AF SS 80M B...	100.000		100.000	Bags		100.000	Bags					
2	AG49X6 RR2X 140M F/PV/B	60.000		60.000	Bags		0.429	Bags					
3	AG5233 RR2Y/STS 140M F/...	60.000		60.000	Bags		0.429	Bags					

Price Delivery

	Product Name	<Unit \$>	Unit
1	DKC58-06RIB AF SS...	0.00	Bags
2	AG49X6 RR2X 140M...	0.00	Bags
3	AG5233 RR2Y/STS 14...	0.00	Bags

Recalculate from Gross/Tare Calculate

Recalculate from Load Amt Additio

Blend Product Set

Dispatch Info

Date Requested: / / Sch

Time Requested: Sch

Priority: Unknown

<Comment>: Job ID: Print Method: 1. No Roll Up Preview Save Cancel

Agrian Rec Price Delivery

Set Rec #s

Apply Roll Ups <Ship from Location>

4. Import the Delivery Ticket into an Invoice. The line items default in booked with the price from the Sales Order.

Add Invoice #1200936 Customer (AndBa) 1 of 1

Invoice Analysis Tax Additional Info Source Tickets Booking Recap MFT Details

Split	ID	AndBa	?	Grain Balances	Regular	PrePay	UAC	Credit Limit
	Customer	Barry Anderson		2374.60	14659.25	3000.00	75000	
	Field ID	?						
	Tickets	12000092						
	<Comments>	Booking #1200281						

Invoice Date: 08/02/2024

Due Date: 09/15/2024

Price By: Products

Price Default: Individual

Terms: N15

	<Product Name>	Quantity	Inv U	Level	Status	<Unit \$>	Bill U	Total	Split	<%>	Your Share	Tax	Dept ID	Prod I
1	DKC58-06RIB AF SS...	100.000	Bags	Book	Book	195.66	Bags	19566.00	1	100.0000	19566.00		CDek00	D5806
2	AG49X6 RR2X 140M...	60.000	Bags	Book	Book	60.96	Bags	3657.60	1	100.0000	3657.60		BAsg00	174026
3	AG5233 RR2Y/STS 1...	60.000	Bags	Book	Book	60.96	Bags	3657.60	1	100.0000	3657.60		BAsg00	174026

Prod ID: Bar Code: Extra Charges Discount Programs Apply To All Customers Subtotal: 26881.20 Prepay \$ Used: 0.00 Sales Tax: 0.00 Amount Due: 26881.20 COD

Apply Rollups Print Method: 1. No Roll up Preview Cancel <Back Next> Save

Alternate Method

The process described on the *Recommended Process* tab assumes the Sales Order is being used ahead of season to negotiate contracts that eventually become Bookings. Some companies use the Sales Order during season as an order staging tool, either in place of or in addition to unloaded Delivery Tickets. In this case, the Sales Order is for quantity only and is not associated with a Booking.

Note: It is important when using this method to make sure the Delivery Ticket is not priced because the Booking contract price may be overridden when the ticket is invoiced later.

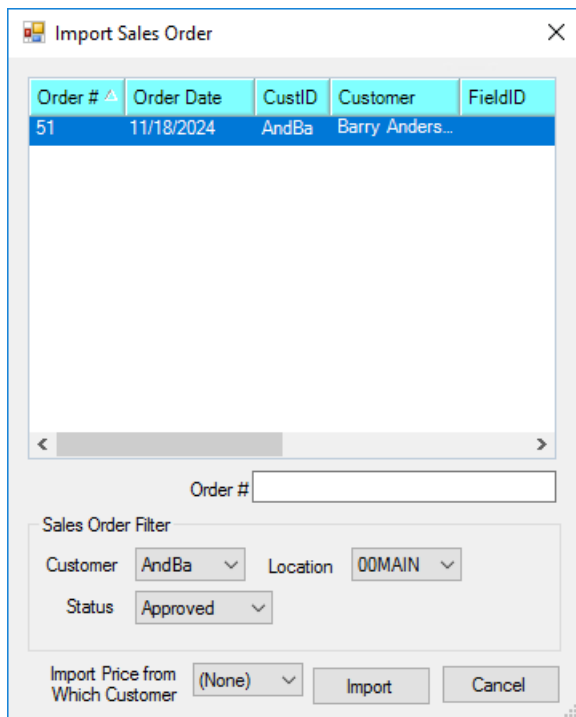
1. Add a Sales Order and set the *Order Type* to *Pickup* or *Deliver*.

Order Number: 51
 Order Date: 11/18/2024
 Offer Expires Date: 12/16/2024
 Estimated Delivery Date: 04/14/2025
 Order Type: Deliver
 Status: Approved
 Comment: Spring Seed Order

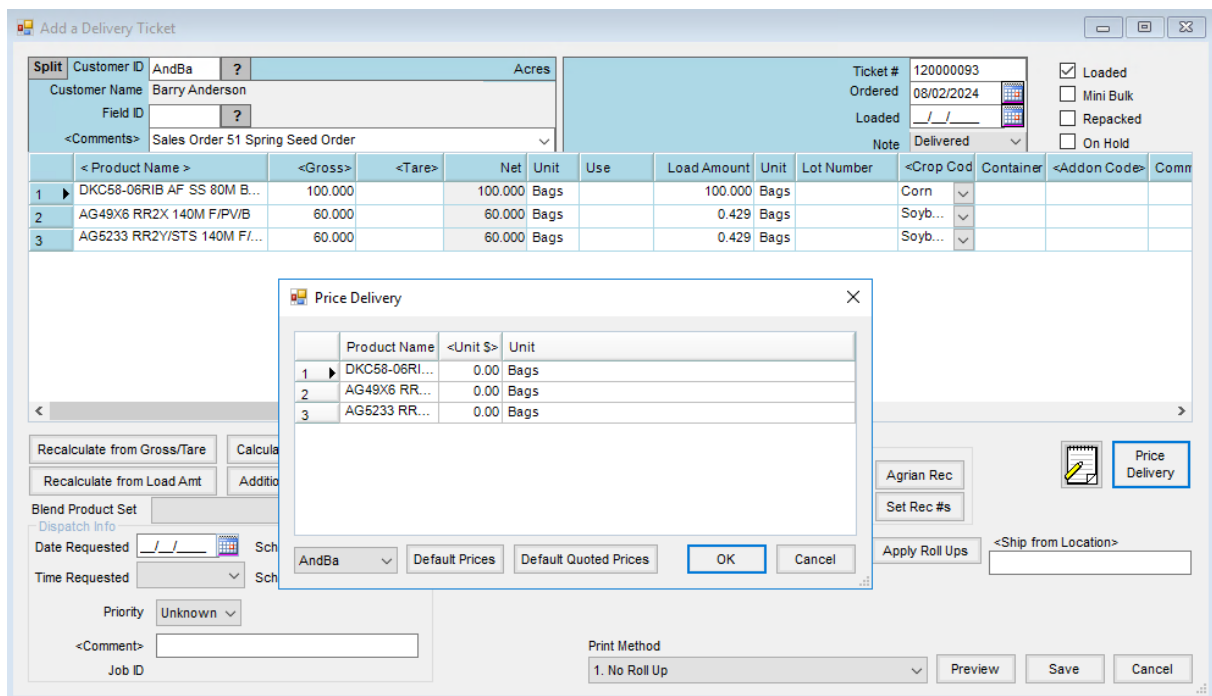
	Dept ID	Prod ID	<Product Name>	Quantity	Inv Units	<	Bill Units	Lot Number	Tech License Number	Cr
1	CDek00	D580...	DKC58-06RIB AF SS 80...	100.000	Bags	2	Bags			Co
2	BAsg00	174026	AG49X6 RR2X 140M F/...	60.000	Bags	6	Bags			So
3	BAsg00	174028	AG5233 RR2Y/STS 140...	60.000	Bags	6	Bags			So

Price Level: List Price
 Print Method: 1. No Roll up
 Total: 28435.00

2. Import the Sales Order into a Delivery Ticket. By default, Agvance imports the pricing from the first Customer in the split. It is important to change this to (None) so the Delivery Ticket is unpriced. Otherwise, the price from the Sales Order will override any available Bookings when the ticket is invoiced.



The correct end result is a Delivery Ticket with the right Products and quantities, but no prices.



Create the Sales Order with Bill Splits

1. Add a Sales Order and include a split. In the example below, a *Booking* type of Sales Order is added for two Customers with a 50/50 split.

Add A Sales Order

Order Number

 Terms

Order Date

Estimated

Delivery Date

Order Type

Status

Comments

<By Field>

	<Cust ID>	Cust Name	S-1	S-2	S-3
1	AndBa	Anderson Barry	50.0000		
2	239873	Baker Larry	50.0000		

Price Level

 Print Method

Total

The window below shows the first Customer with a price of \$208.15 per bag.

Note: To apply the same price to all Customers on the split, select the **Apply Prices to All** button.

Add A Sales Order

Order Number: 52 Terms: (None)

Order Date: 11/18/2024 Offer Expires Date: 12/16/2024 Start Date: / /

Estimated Delivery Date: 04/14/2025 Payment Date: / / Expiration Date: / /

Order Type: Booking Check Number: Processed:

Status: Offered

Comment: Spring Seed Order Split 50/50

Apply Prices to All Customer: AndBa Barry Anderson

	Dept ID	Prod ID	<Product Name>	Quantity	Inv Units	<Price>	Bill Units	Lot Numbe	Tech License Numl
1	CDek00	D580...	DKC58-06RIB AF SS 80...	240.000	Bags	208.15	Bags		

Price Level: List Price Print Method: 1. No Roll up Total: 24978.00

In this example, Customer 2 should pay \$218.15 per bag before discounts.

Add A Sales Order

Order Number: 52 Terms: (None)

Order Date: 11/18/2024 Offer Expires Date: 12/16/2024 Start Date: / /

Estimated Delivery Date: 04/14/2025 Payment Date: / / Expiration Date: / /

Order Type: Booking Check Number: Processed:

Status: Offered

Comment: Spring Seed Order Split 50/50

Apply Prices to All Customer: 239873 Larry Baker

	Dept ID	Prod ID	<Product Name>	Quantity	Inv Units	<Price>	Bill Units	Lot Numbe	Tech License Numl
1	CDek00	D580...	DKC58-06RIB AF SS 80...	240.000	Bags	218.15	Bags		

Price Level: List Price Print Method: 1. No Roll up Total: 26178.00

2. Select the **Apply Discounts** button to add Sales Order Discounts.

Note: Discounts are setup at *Planning / Setup / Sales Order Discounts* and are not the same as Payment Terms.

	<Discount Name>	Quantity	Rate	Type	Total\$	Manu\$
1	Corn 6%	240.000	6.00	Per...	\$3,14...	

NOTE: a maximum of 5 pricing discounts can be applied to each sales order

Apply OK Cancel

The **View Net Prices** button displays the *Net Price* for each Product with the offered discounts taken into account. This is the price displayed on the Invoice.

	Dept ID	Prod ID	Product Name	Crop Code	Discount	DiscountType	Quantity	Net Price	Average Net Price	Split #	Split %
1	CDek00	D5806...	DKC58-06RI...	Corn	Corn 6%	Percent	120.000	205.06	205.06	1	50.0000

Done

3. After the offer is approved, enter a Booking to lock in the contract with each Customer. Agvance automatically rolls the Sales Order Discounts into the price. When adding a Booking, select the Customer.
4. Next, select the **Import Plans/Sales Orders** button. On the *Import Plans / Sales Orders for Booking* window, select the *Import selected customer's share only* option, then choose the Customer. Tag the Sales Order, and select **OK**.

Import Plans / Sales Orders for Booking #1200282

Plan Filter
 <Customer> 239873 <Field ID> Plan Crop
 All plans that include this customer Status Offered
 Import selected customer's share only 239873 Apply Filter

Cust ID	Field ID	Plan	Crop	Comments	Total \$
239873	South20	*/A	Wheat	Wheat Post Chem Mix	438.09
239873	South20	*/B	Wheat	Wheat Spring Fertilizer	1481.6
239873	Wire80	*/A	Corn	corn preplant chem	2214.5
239873	Wire80	*/B	Corn	UAN Sidedress	5072.84
239873	Wire80	*/C	Corn	Post Corn Harness Program	1907.4
239873	Wire80	*/D	Corn	Corn NH3	3886.82
239873	Wire80	*/E	Corn	corn preplant chem	2214.5

Tag All Un Tag All Tagged 0

Sales Orders

Order #	Order Date	CustID	Customer	FieldID	Est. Del. Date
52	11/18/2024	239873	Larry Baker		04/14/2025

Tag All Un Tag All Tagged 1 Do not combine like items OK Cancel

Notice the discounts default from the Sales Order to the Booking.

Add Booking #1200282 Customer 1 of 1

Splits	Customer ID	?	Regular	PrePay	UAC	Credit Limit
	239873		1654.83	2262.63	0.00	25000

Customer Name Larry Baker
 Field ID ?
 <Comments>

Generic Prepay Price Level Prepay Amount

<Product Name>	Quantity	Inv	Levl	P	Dwn	<Unit \$>	Bill U	Total \$	S#	<%>	Your Share	<Am
DKC58-06RIB AF SS...	120.000	Bags	Qu...			205.06	Bags	24607.32	1	100.0000	24607.32	

Planned Booking Payment Method

Analysis Contract Format: Total Booked 24607.32
 Amount Paid 0.00

Apply Rollups Contract Signed Additional Comments:
 <Salesperson ID> Farbre Assign Seller Signature
 Control # 52
 Print Method 1. No Roll up

Cancel <Back Next> Save

- Repeat Steps 3 and 4 from the *Recommended Method* for importing a Booking into a Delivery Ticket and then into an Invoice.

