

Overview

The takeaway from this demonstration will be an understanding of how Flexicoder can help your organization become more efficient and change the distributions on SOP Transactions in Dynamics GP based on a set of rules you define.

We will cover the following areas in this demo:

- Recoding SOP Transactions based on Salesperson
- Recode SOP Transactions based on an Extender Window
- Flexicoder Options

Getting started

The instructions for starting the demo are below:

**Copy the following link into Internet Explorer (it will not work in any other!)

<http://online.holsystems.com/Software/holLaunchPadOnline/holLaunchPadOnline.application?eng=Test&auth=none&src=Test&altadd=true&labid=12428>

Before you begin the demo, please reference the table below for any passwords you may need:

Application Type	Username	Password
SQL Server (Eone-2014\eone)	sa	pass@word1
Dynamics GP	sa	pass@word1
Windows	EONEDEMO\EONE	pass@word1
SmartConnect Admin		pass@word1
Dynamics CRM	EONEDEMO\EONE	pass@word1
Salesforce.com	sales@eonesolutions.com	pass@word1

Background information and scenario

The Fabrikam company has just started taking subscriptions for its products and needs to change the distributions for each invoice. Today, each representative that takes the order must change the distributions manually on each order based upon the Salesperson and the Subscription Type. Many times the sales representative forgets to change the sales account or will set it to the wrong value for the subscription. Fabrikam has several reports that rely upon this information and having a person go back in and correct all of the wrong accounts is becoming burdensome and is affecting the bottom line and employee morale.

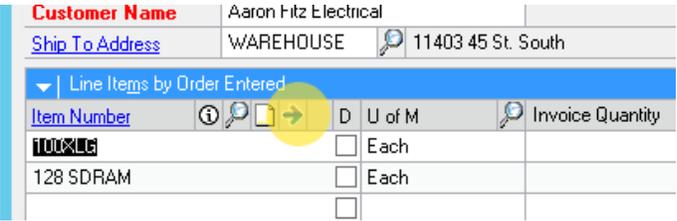
In this demo, you can position yourself as giving a presentation to the other members of the Fabrikam organization showing them the benefits of using Flexicoder to solve their business need.

Demo (Estimated time: 25 minutes)

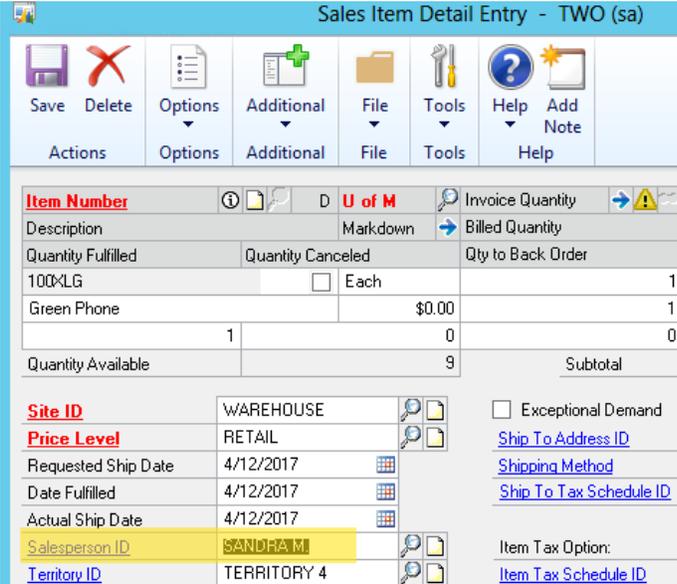
Introduction

Talking point	Action
Hello and welcome to this demonstration of eOne's Flexicoder product.	
Today I will show you how to have your distributions on Dynamics GP SOP Invoices automatically recode based on a set of user-defined rules. This will help you eliminate human error and save you hours of every day changing distributions manually.	<ul style="list-style-type: none">• Open Microsoft Dynamics GP
Many companies and organizations have very specific rules on how the distributions need to be allocated. From splits by Salesperson to different divisions, Flexicoder can apply those specific rules to each transaction so you never need to worry about remembering each time.	

Recode SOP Transaction Distributions based on Salesperson

Talking point	Action
<p>We will start by pulling up the SOP Invoice and look at the default distributions. We can see that the Sales distribution is the standard 000-4100-00 account.</p>	<ul style="list-style-type: none"> • Open the Sales Transaction Entry window (Transactions-Sales-Sales Transaction Entry) • Select the following Invoice: <ul style="list-style-type: none"> • Invoice Type/Number: STDINV/STDINV2505 • Display the current distributions (** In Dynamics GP 2013 R2 you will find this under the Go To button at the top of the window. Then click on Distributions.) • The Sales distribution is what we will focus on and it has a default value of 000-4100-00 for this invoice.
<p>Save this Invoice and pull it up again. This is what triggers Flexicoder. If we look at the distributions now we can see there are two for sales, 400-4100-00 and 500-4100-00. This is because we have recoded the first segment of the account based on Salesperson.</p>	<ul style="list-style-type: none"> • Save the invoice and pull up the STDINV2505 invoice again so we can view the recoded distribution for the Sales account. • Display the current distributions (** In Dynamics GP 2013 R2 you will find this under the Go To button at the top of the window. Then click on Distributions.) • Note there are now two distribution accounts for Sales, 400-4100-00 and 500-4100-00
<p>If we pull up each line item on this invoice we can see we have two different salespeople. This is why we now have split the Sales account.</p>	<ul style="list-style-type: none"> • Drill back into the detail of each item by selecting the Expansion Arrow. 

- Do this for both items to see that the Salesperson is different for each line.



Item Number	Description	Quantity Fulfilled	Quantity Canceled	U of M	Invoice Quantity	Billed Quantity	
100XLG		1	0	Each		1	
	Green Phone	1	0		\$0.00	1	
Quantity Available						9	Subtotal

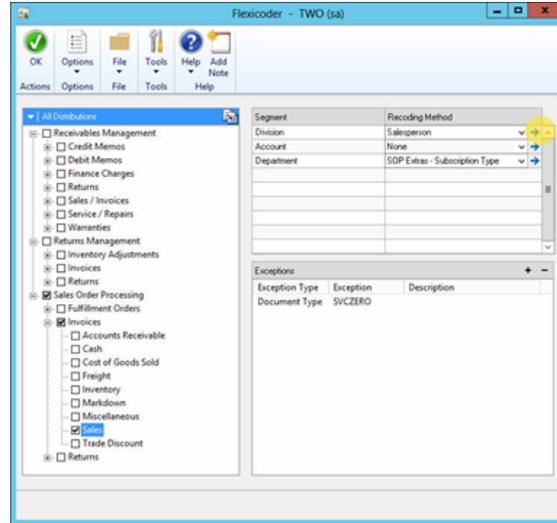
Site ID: WAREHOUSE
Price Level: RETAIL
 Requested Ship Date: 4/12/2017
 Date Fulfilled: 4/12/2017
 Actual Ship Date: 4/12/2017
Salesperson ID: SANDHAM
Territory ID: TERRITORY 4

Exceptional Demand
[Ship To Address ID](#)
[Shipping Method](#)
[Ship To Tax Schedule ID](#)
 Item Tax Option:
[Item Tax Schedule ID](#)

If we go into the Flexicoder setup we can see the business rule that has done the recoding. Under the Sales Order Processing section, expand Invoices then select the Sales section.

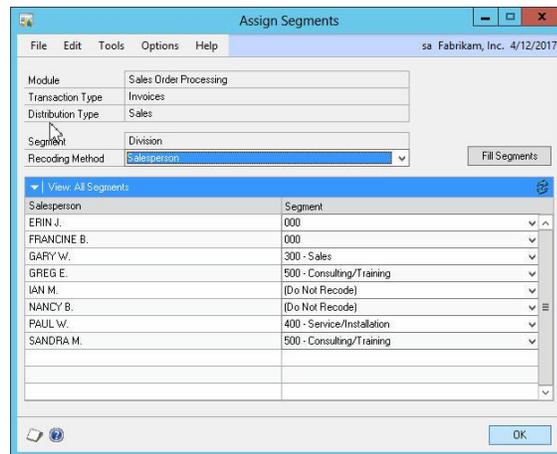
- Open Flexicoder Setup by going to:
Microsoft Dynamics GP-Tools-Setup-Sales-Flexicoder
- Expand the Sales Order Processing section
- Expand Invoices section underneath Sales Order Processing
- Now click on the Sales distribution type and click on the Expansion Arrow in the top right next to the first segment (Division)

We can now see that the first segment (Division) is being recoded on Salesperson. If we look at the details by clicking on the expansion arrow next to the first segment, we can see the how it recodes the first segment based on which salesperson is on each line.



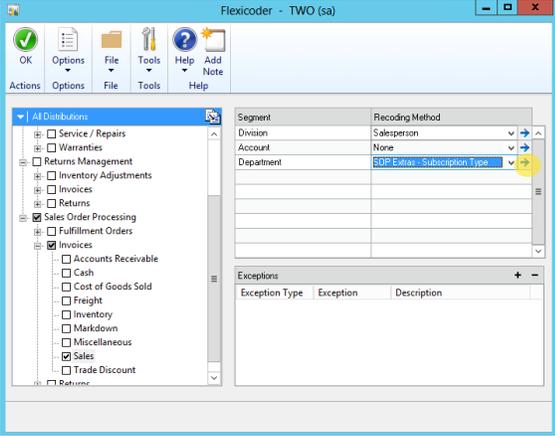
For Paul W. we have set the segment to be 400 and for Sandra M., 500. You can also see that other salespeople don't need to be recoded at all.

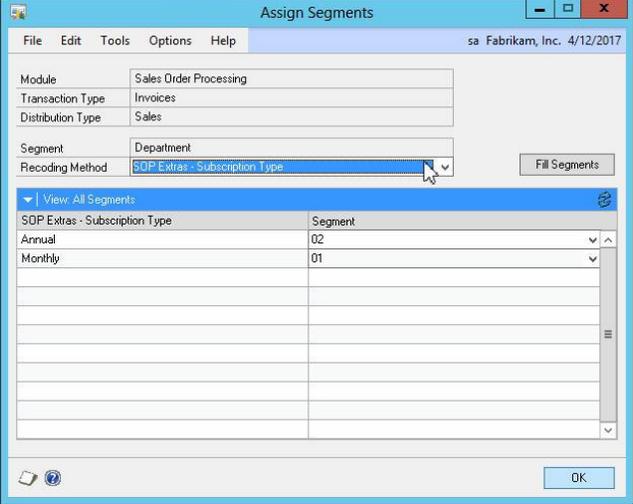
- Show the Segment that has been assigned to the Salesperson for Sandra M. and Paul W. Also show where Ian M. hasn't been recoded.



- Click the OK button on the bottom right to return to the main Flexicoder window

Recode SOP Transaction Distributions based on Extender Window

Talking point	Action
<p>Flexicoder gives you the ability to recode multiple segments. Now we will use an Extender Window that has been added to the SOP Entry Window to keep track of what Subscription this customer has purchased.</p> <p>In the third segment, labeled Department, change the option from None to SOP Extras – Subscription Type, then select the expansion arrow to assign segment values.</p>	<ul style="list-style-type: none"> Select the third segment (Department) and change from None to SOP Extras – Subscription Type and click the Expansion Arrow in the top right area next to the third segment. 
<p>The Extender values will automatically populate because it is a list. Here we will assign 02 to Annual and 01 to Monthly.</p>	<ul style="list-style-type: none"> Assign the Annual Type to Segment 02 Assign the Monthly Type to Segment 01

	 <ul style="list-style-type: none"> • Click OK to return to the main Flexicoder window
<p>As we pull up that same invoice we can view how the Extender Subscription has been set by going to the Additional Menu and choosing SOP Extras. The Subscription Type is currently set to Annual so we can expect to have our accounts be set to 400-4100-02 and 500-4100-02.</p>	<ul style="list-style-type: none"> • Open the Sales Transaction Entry window (Transactions-Sales-Sales Transaction Entry) • Open the following Invoice (STDINV2505) again • On the Additional Menu, choose the SOP Extras option to see our Extender Window • Review the Subscription Type and notice it has been set to Annual. • Close the Extender Window.
<p>Save the Invoice to recode. You will see that we get two errors indicating that neither of those accounts exist. If we pull up the invoice again, you can see that the distributions have gone back to the default since the accounts didn't exist.</p>	<ul style="list-style-type: none"> • Save the Invoice • When you save you will get errors indicating that the account 400-4100-02 and 500-4100-02 do not exist. (They don't!) • After clicking OK on the errors select the STDINV2505 Invoice again and review the current distributions (** In Dynamics GP 2013 R2 you will find this under the Go

	<p>To button at the top of the window. Then click on Distributions.)</p> <ul style="list-style-type: none"> • The Sales account will once again be back to the default value of 000-4100-00 • Close the Distributions window
<p>As we change the Subscription Type to Monthly and save again, we won't receive any errors this time since the accounts exist. To prove this pull up the invoice again and now the distributions will show 400-4100-01 and 500-4100-01.</p> <p>We can see that we have successfully recoded the first and third segment of the account using the rules defined in Flexicoder.</p>	<ul style="list-style-type: none"> • On the Additional Menu, choose the SOP Extras option and now change the value to be a Monthly Subscription and hit the OK button. • Save the Invoice (No Errors this time) • Select the STDINV2505 Invoice again and review the current distributions (** In Dynamics GP 2013 R2 you will find this under the Go To button at the top of the window. Then click on Distributions.) • The Sales account will now be recoded to 400-4100-01 and 500-4100-01

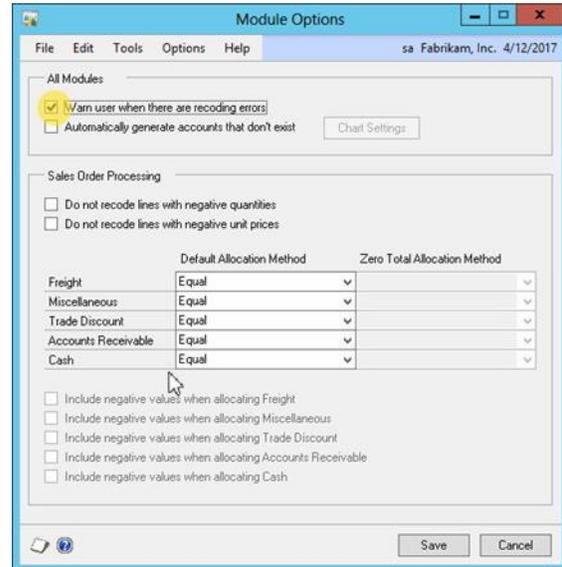
Flexicoder Options

Talking point	Action
<p>It is great that it obeys the rules, gives us the error and sets it back to the default account. However, it can be burdensome to get the errors so let's look at the options we have available on how to handle this issue.</p>	

In the Flexicoder Setup we can click on Options-Module Options to configure how to handle missing accounts. There are options to Warn the user if the account doesn't exist simply by checking the box. Additionally, if you have a business need to create account combinations that don't exist yet, there is an option to do this as well.

As you can see, there are other options in this window but for now we will hit Save to continue the demo.

- Click on the Options-Module Options inside of the Flexicoder Setup screen



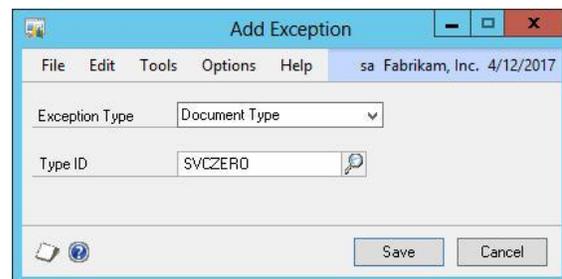
- The **Warn user when there are recoding errors** has been activated and that is why we have received the errors when the accounts didn't exist earlier.
- Click the Save button to exit the window

The last thing that can be very useful in recoding documents is to identify any exceptions.

Select the + button on the bottom of the Flexicoder Setup window. Now choose the Document Type exception, and choose the SVCZERO type.

This will now ignore recoding whenever this Document Type is chosen.

- Now click on the + button in the Exceptions area in the bottom right of the window.



- Choose **Document Type** as the exception type.

	<ul style="list-style-type: none">• Select the SVCZERO option from the list to ignore recoding on these document types
<p>You have now seen how we can recode one or more segments of an account with your business rules. The ability to recode, Sales, Receivables, Cash, COGS, Freight, Inventory, Markdown, Misc and Trade Discounts on Sales Orders gives you a lot of flexibility (hey it's in the name of the product!).</p> <p>Additionally, you can recode Receivables Management and Returns Management documents as well as other Sales Order Processing documents.</p>	

Review

Today we showed you how to recode the Sales distribution using a Salesperson and values from an Extender Window. Finally, we touched on exceptions and options for dealing with missing accounts.

It won't take you very long to realize you have made a great return on your investment and made your employees more **accurate** and **happier** by using Flexicoder.

Thank you for spending time with our products today. Have a great day and feel free to dig in further to look at the capabilities of the product. If you have any questions please send an email to info@eonesolutions.com.