



Accelerate Business

What Sets Us Apart

DynaTech's Competitive Advantage

Backed by years of expertise and a team of skilled professionals, DynaTech Systems stands at the forefront of the IT services industry. Our extensive portfolio includes cutting-edge solutions in cloud, ERP and CRM implementation, data analytics, artificial intelligence, and more.

We prioritize long-term partnerships built on collaboration and trust, delivering innovative, scalable, and secure solutions to keep our clients ahead in a rapidly evolving landscape.



150+

Global Projects

100+

Happy Clients

420+

Expert Minds

Microsoft Cloud Capabilities



Cloud



Azure
Infra



Azure
Services



Logic
Apps



Service
Bus



Functions



Event
Grid



API
Management



Synapse
Analytics



Load
Testing



Data
Factory



Business Applications



Marketing



Sales



Finance



SCM



Commerce



Customer
Service



Field
Service



Finance &
Operations



Project
Operations



Human
Resources



Low Code



Power
Pages



AI
Builder



Power
Apps



Power
Automate



Copilot
Studio



Data & BI



Fabric



Dataverse



Power BI



Customer
Insights



OneLake



Data
Engineering



Copilot



Data
Lake



Data
Factory



Data
Science



Data
Warehouse



Lakehouse



Microsoft
Purview



Real-Time
Intelligence

Pricing and Schemes for Trade and Distribution



This is a scheme screen, where we can create new item id, give scheme name, scheme type, select the date range. Once these details are filled scheme status changes to pending. Here, we have the option to select the source lines, select the item ID, product name, & write the quantity.

Finance and Operations | Sales and marketing > Source Line | SPL > Scheme Master

Save + New Delete Activate Deactivate Source Line Options

Scheme Master

Standard view

Filter

Schemeld	Scheme Name	Scheme Type	Party Code Type	Site	From Date	To Date	Scheme Status	Activate By	Activate DateTime	Deactivate By	Deactivate DateTime
Winter	Winter Scheme	Routine	Table	CW1	08-10-2024	31-10-2024	Pending				
Summer	Summer Scheme	Routine	Table	CW1	08-10-2024	31-10-2024	Active	Admin	08-10-2024 21:32:35		

Finance and Operations | Sales and marketing > Setup > DSPL > Scheme Master

Save + New Delete Free Line Options

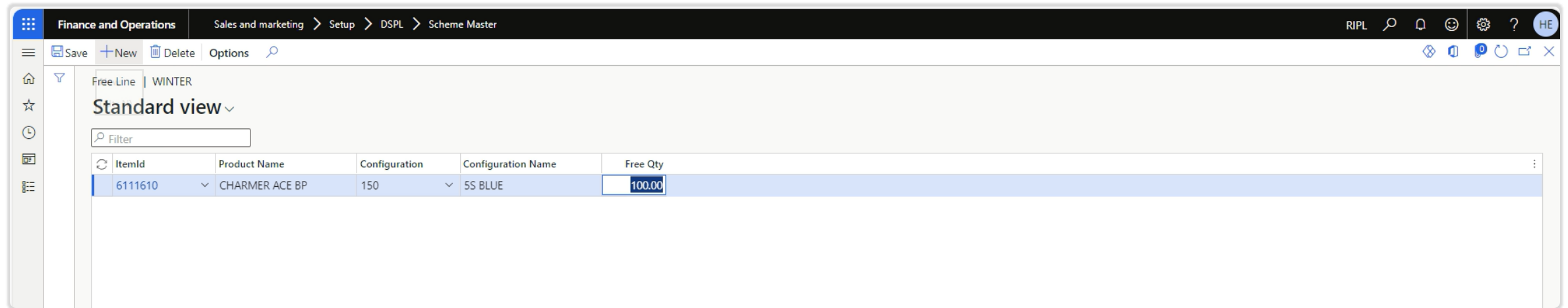
Source Line | WINTER : WINTER SCHEME

Standard view

Filter

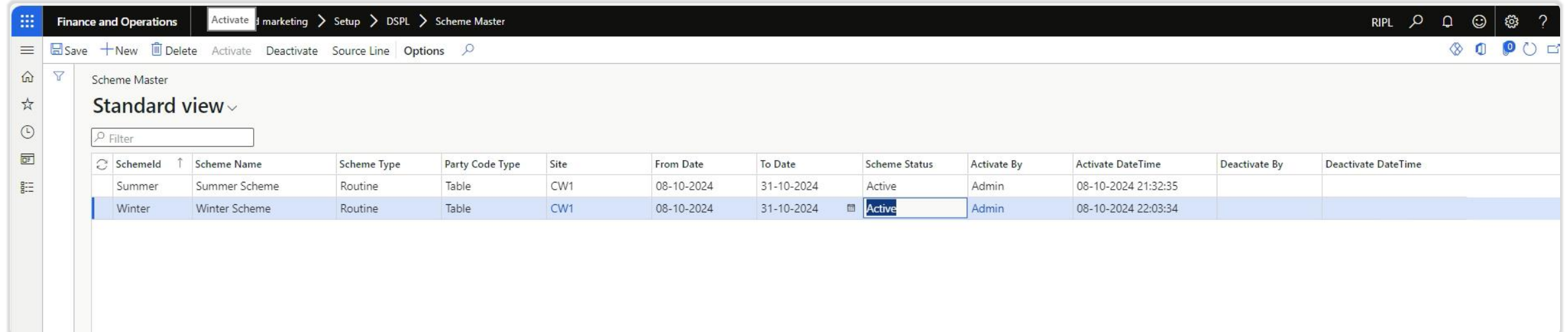
Itemld	Product Name	Configuration	Configuration Name	Qty
6111610	CHARMER ACE BP	150	SS BLUE	2,000.00

If the customer places orders in bulk, we have the option to provide free items according to the scheme quantity. Once all the source lines are added, click on activate scheme, and the scheme becomes active for the scheme name.



The screenshot shows the 'Free Line' window in Dynamics 365 Finance and Operations. The breadcrumb navigation is 'Sales and marketing > Setup > DSPL > Scheme Master'. The window title is 'Free Line | WINTER'. The 'Standard view' is selected. A filter box is present. The table below shows the free line details:

ItemId	Product Name	Configuration	Configuration Name	Free Qty
6111610	CHARMER ACE BP	150	5S BLUE	100.00



The screenshot shows the 'Scheme Master' window in Dynamics 365 Finance and Operations. The breadcrumb navigation is 'Sales and marketing > Setup > DSPL > Scheme Master'. The window title is 'Scheme Master'. The 'Standard view' is selected. A filter box is present. The table below shows the scheme details:

Schemeld	Scheme Name	Scheme Type	Party Code Type	Site	From Date	To Date	Scheme Status	Activate By	Activate DateTime	Deactivate By	Deactivate DateTime
Summer	Summer Scheme	Routine	Table	CW1	08-10-2024	31-10-2024	Active	Admin	08-10-2024 21:32:35		
Winter	Winter Scheme	Routine	Table	CW1	08-10-2024	31-10-2024	Active	Admin	08-10-2024 22:03:34		

Here we can create a new sales order, where we can select the customers account from the database with all the prefilled details which can also be changed.

The screenshot displays the 'Create sales order' interface in DynaTech Systems. The interface is divided into two main sections: a list of sales orders on the left and a form for creating a new sales order on the right.

Sales Orders List:

Sales order	Customer account	Customer name	Order type	Invoice a...	Ch...	Status	Rele...	Do not pro...	H...	Sales taken
SO/2425/000600	OT0014	RORITO WEB SITE SALES- OTHER THAN TAMILNADU	Sales order	OT0014		Invoiced	Open			KESAVAN
SO/2425/000601	RT0002	WRITESITE PHOENIX MARKET CITY - VELACHERY CHENNAI	Sales order	RT0002		Invoiced	Open			ASHOK K
SO/2425/000602	RT0002	WRITESITE PHOENIX MARKET CITY - VELACHERY CHENNAI	Sales order	RT0002		Invoiced	Open			ASHOK K
SO/2425/000603	RT0002	WRITESITE PHOENIX MARKET CITY - VELACHERY CHENNAI	Sales order	RT0002		Invoiced	Open			ASHOK K
SO/2425/000604	RT0002	WRITESITE PHOENIX MARKET CITY - VELACHERY CHENNAI	Sales order	RT0002		Invoiced	Open			ASHOK K
SO/2425/000605	OT0014	RORITO WEB SITE SALES- OTHER THAN TAMILNADU	Sales order	OT0014		Invoiced	Open			KESAVAN
SO/2425/000606	OT0014	RORITO WEB SITE SALES- OTHER THAN TAMILNADU	Sales order	OT0014		Invoiced	Open			KESAVAN
SO/2425/000607	OT0013	RORITO WEB SITE SALES-TAMILNADU	Sales order	OT0013		Invoiced	Open			KESAVAN
SO/2425/000608	RT0002	WRITESITE PHOENIX MARKET CITY - VELACHERY CHENNAI	Sales order	RT0002		Invoiced	Open			ASHOK K
SO/2425/000609	RT0002	WRITESITE PHOENIX MARKET CITY - VELACHERY CHENNAI	Sales order	RT0002		Invoiced	Open			ASHOK K
SO/2425/000610	OT0014	RORITO WEB SITE SALES- OTHER THAN TAMILNADU	Sales order	OT0014		Open order	Open			KESAVAN
SO/2425/000611	RT0002	WRITESITE PHOENIX MARKET CITY - VELACHERY CHENNAI	Sales order	RT0002		Invoiced	Open			ASHOK K
SO/2425/000612	BB0028	SLEEK AGENCIES	Sales order	BB0028		Invoiced	Open			
SO/2425/000613	BB0046	THE DISTRIBUTION CHANNEL	Sales order	BB0046		Canceled	Open			
SO/2425/000614	MT0035	RELIANCE RETAIL LIMITED	Sales order	MT0035		Open order	Open			
SO/2425/000615	IN0013	VECTUS INDUSTRIES LIMITED	Sales order	IN0013		Open order	Open			
SO/2425/000616	MT0002	EMAMI FRANK ROSS LIMITED	Sales order	MT0002		Open order	Open			

Create sales order form:

Customer

CUSTOMER

Customer account:

One-time customer: ☐ No

Search by: Search for:

Name:

Contact:

Export order: ☐ No

E-Commerce sales: ☐ No

E-Commerce operator:

ADDRESS

Delivery name:

Address:

Now in the sales order lines select the items and quantity size and click on the load scheme option, which will showcase the scheme applied along with free items.

The screenshot displays the Finance application interface. On the left is a sidebar with navigation icons. The main area is titled 'Finance ar' and contains a 'Standard view' dropdown menu. Below this, the 'Scheme Master' section shows a table with one row: 'Winter' (Scheme Name: Winter Scheme, From Date: 08-10-2024, To Date: 31-10-2024, Multiply O...: 1). The 'Source Line' section shows a table with one row: '6111610' (Product Name: CHARMER ACE BP, Configuration: 150, Configuration Name: 5S BLUE, Qty: 2,000.00). The 'Free Line' section shows a table with one row: '6111610' (Product Name: CHARMER ACE BP, Configuration: 150, Configuration Name: 5S BLUE, Free Qty: 100.00).

Standard view
Standard view - this is the default view

Scheme Master

Schemeld	Scheme Name	From Date	To Date	Multiply O...
Winter	Winter Scheme	08-10-2024	31-10-2024	1

Source Line

Split Delete

ItemId	Product Name	Configuration	Configuration Name	Qty
6111610	CHARMER ACE BP	150	5S BLUE	2,000.00

Free Line

ItemId	Product Name	Configuration	Configuration Name	Free Qty
6111610	CHARMER ACE BP	150	5S BLUE	100.00

Once the scheme is finalized, the user can proceed with applying the scheme and check the final pricing of the products and free items as well.

The image displays two screenshots of the DynaTech Systems 'Finance and Operations' interface, specifically the 'Sales order' screen for 'S.M. MARKETING INTERNATIONAL' (SO/2425/000618).

Top Screenshot: Shows the 'Sales order header' section. A modal dialog box is displayed in the center, stating: 'This Scheme Winter - Winter Scheme is applied. Do you want to continue? Click Yes for Continue.' The dialog has 'Yes' and 'No' buttons. The background form shows fields for 'DELIVERY ADDRESS', 'CUSTOMER TAX INFORMATION', 'DELIVERY DATE', 'DISCOUNTS', and 'TRANSPORTATION'.

Bottom Screenshot: Shows the 'Sales order lines' section. The table below displays the order details:

Line	Deliver now	Line type	Source code	Line status	Load	Packing qu...	Same batc...	Assessable value	Fulfillment status	Free Item	Scheme Id	From Carton	To Carton	Net Weigh...	Gross V
1		Regular		Open order		0.000		4,226.28	Unknown	<input checked="" type="checkbox"/>	Winter	0	0	0.000	0.00
2		Regular		Open order		0.000		0.00	Unknown	<input type="checkbox"/>	Winter	0	0	0.000	0.00

The 'Free Item' column shows a checkmark for the first line, indicating it is a free item under the 'Winter' scheme. The total assessable value is 4,226.28.

Now from this dashboard we can generate and fix the sales prices for the traders.

The screenshot displays the SAP Finance and Operations interface. The top navigation bar includes 'Finance and Operations' and 'Product information management > Products > Released products'. The left sidebar shows navigation icons. The main content area is titled 'Released product details' and 'Standard view *'. A table lists various products with columns for Item number, Product name, Search name, Product type, Product subtype, Product dimension groups, and Product lifecycle state. The product 'CHARMER ACE BP' (Item number 6111610) is highlighted with a blue selection bar and a checkmark in the 'Item number' column.

Item number	Product name	Search name	Product type	Product subtype	Product dimension groups	Product lifecycle state
6111010	B MAX BP	BMAXBP(RS.7)	Item	Product master	CON	
6111011	B MAX HT BP	BMAXHTBP(RS.7)	Item	Product master	CON	
6111020	B MAX RF	BMAXRF(RS.4)	Item	Product master	CON	
6111110	B MAX FAST BP	BMAXFASTBP(RS.5)	Item	Product master	CON	
6111510	CHARMER BP	CHARMERBP(RS.7)	Item	Product master	CON	
6111520	CHARMER RF	CHARMERRF(RS.4)	Item	Product master	CON	
✓ 6111610	CHARMER ACE BP	CHARMERACEBP(RS.5)	Item	Product master	CON	
6111610	B JOSH BP	BJOSHP(RS.5)	Item	Product master	CON	
6112010	FYRO BP	FYROBP(RS.7)	Item	Product master	CON	
6112011	FYRO BP	FYROBP(RS.5)	Item	Product master	CON	
6112020	FYRO RF	FYRORF(RS.4)	Item	Product master	CON	
6112510	PRIMEFIT BP	PRIMEFITBP(RS.5)	Item	Product master	CON	
6113010	TRURITE BP	TRURITEBP(RS.5)	Item	Product master	CON	
6113020	TRURITE RF	TRURITERF	Item	Product master	CON	
6113310	JAZY BP	JAZYBP(RS.10)	Item	Product master	CON	
6113320	JAZY RF	JAZYRF(RS.6)	Item	Product master	CON	
6113510	RACERITE BP	RACERITEBP(RS.9)	Item	Product master	CON	

User needs to fixed the MRP and set the margins as per the requirements for each customers.

The screenshot displays the 'Released product details' for product 6111610: CHARMER ACE BP. The interface is divided into several sections: Unit, Sales price model, Price charges, Configuration, Allow price adjust, CONTINUITY, Event duration, SELL DATES, and ITEM REBATE GROUP. The 'Sales price model' is set to 'None'. The 'Price charges' are set to '0.0000'. The 'Configuration' is set to 'Size'. The 'Allow price adjust' is set to 'Yes'. The 'CONTINUITY' is set to 'Continuity schedule ID'. The 'Event duration' is set to '0'. The 'SELL DATES' are set to 'Sell start date' and 'Sell end date'. The 'ITEM REBATE GROUP' is set to 'No'.

Below the product details, the 'Sales Price Margin' section is visible, showing a table of margin data for the product 6111610: CHARMERACEBP(RS.5). The table has columns for From date, To date, Party code type, Account selection, Super Stockist Margin, Stockist Margin, Trader Margin, Posted, Price/discount jour..., Journal Cr..., and Journal Po....

From date	To date	Party code type	Account selection	Super Stockist Margin	Stockist Margin	Trader Margin	Posted	Price/discount jour...	Journal Cr...	Journal Po...
08-10-2024		Table	BB0001	3.5000	6.5000	25.0000	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
02-02-2024	02-04-2024	Group	BBPRICE	3.5000	6.0000	25.0000	✓	PDJ/0001050	✓	✓
03-04-2024		Group	BBPRICE	4.5000	6.0000	25.0000	✓	PDJ/0001172	✓	✓

Now the user needs to generate the pricing where the details like MRP, amount in currency, and margins are calculated.

Finance and Operations | Product information management > Products > Released products

RIPL | Search | Notifications | Settings | Help

Active price search dimensions are: Configuration, Site, Warehouse

CTA : CUSTOMER TRADE AGREEMENT | Standard view

Journal lines, trade agreement

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Duration	Site	Warehouse	From	To	Unit	Amount in currency	Max. retail price	Currency	Attribute-based pri...	Dimension validation	T...	Super Stockist B...	Super Stoc...	Stockist Ba...	Stockist La...	Trader Basic	Trader Lan...
			0.000		NOS	3.0750	5.0000	INR				3.0750	3.6290	3.1830	3.7560	3.3900	4.0000

Details

From date	Price charges	Discount percentage 1	Lead time	Include generic currency
08-10-2024	0.0000	0.00	0	<input checked="" type="checkbox"/> No
To date	Price unit	Discount percentage 2	Working days	Find next
	1.00	0.00	<input checked="" type="checkbox"/> No	<input checked="" type="checkbox"/> No
			Disregard lead time	
			<input checked="" type="checkbox"/> No	

Now we can fix the discount for the sales items. Form here the user needs to generate a new trade agreement.

Finance and Operations Sales and marketing > Prices and discounts > Trade agreement journals

RIPL 🔍 🔔 ⚙️ ?

Save + New Delete Links Options 🔍

Trade agreement journals

Standard view ▾

Filter Show Not posted ▾

Name	Price/discount journal nu...	Description	Posted	Posted on	Default relation	Export curr...	Auto Gene...
CTA	PDJ/0001509	CUSTOMER TRADE AGREEMENT	<input type="checkbox"/>		Price (sales)	<input type="checkbox"/>	<input type="checkbox"/>
CTA	PDJ/0001508	CUSTOMER TRADE AGREEMENT			Price (sales)	<input type="checkbox"/>	
PTA	PDJ/0000093	PURCHASE TRADE AGREEMENT			Price (purch.)	<input type="checkbox"/>	
CTA	PDJ/0000097	CUSTOMER TRADE AGREEMENT			Price (sales)	<input type="checkbox"/>	✓
CTA	PDJ/0000225	RATE WRONGLY UPDATED			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000237				Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000238	CUSTOMER TRADE AGREEMENT			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000239	ITEM CODE CHANGED			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000240	ITEM CODE CHANGED			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000241	ITEM CODE CHANGED			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000297				Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000343				Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000353	CUSTOMER TRADE AGREEMENT			Price (purch.)	<input type="checkbox"/>	
CTA	PDJ/0000359				Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000399	CUSTOMER TRADE AGREEMENT			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000416	JUNE - SCHEME UPDATE - B02			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000514	JUNE - SCHEME UPDATE			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000533	JUNE SCH UPDATE			Price (sales)	<input type="checkbox"/>	
CTA	PDJ/0000805	SEP - SCHE- B02			Price (sales)	<input type="checkbox"/>	

Selecting the trade agreement, move to the lines tab, and select the line discount sales from the relation tab.

The screenshot shows the SAP Trade Agreement Journal Lines interface. The breadcrumb navigation is: Finance and Operations > Sales and marketing > Prices and discounts > Trade agreement journals. The main title is "Journal lines, trade agreement". The "Overview" section shows a table with one row selected. The "Details" section shows various fields for the selected line, including "Discount percentage 1" and "Discount percentage 2".

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Changed	Relation	Party code type	Account selection	Product code type	Item relation	Configuration	Site	Warehouse	From	To	Unit	Amount in currency	Max. retail price	Currency	At
<input checked="" type="checkbox"/>	Price (sales)	All		Table					0.000			0.0000	0.0000	INR	

Total 1 rows

Details

From date To date

charges unit

Discount percentage 1 0.00

Discount percentage 2 0.00

Lead time 0

Working days No

Disregard lead time Yes

Include generic currency No

Find next Yes

Now for that item and based on the number of units ordered from a particular date range users can give discount as required and click on post.

Finance and Operations | Sales and marketing > Prices and discounts > Trade agreement journals

Save + New Delete Post Validate Adjustment Attribute-based pricing details Options

There are no active price search dimensions.

CTA : CUSTOMER TRADE AGREEMENT | Standard view

Journal lines, trade agreement

Overview

Filter

Select Copy and revise Copy line Clear journal Add products Inventory Select all agreements to be deleted

Changed	Relation	Party code type	Account selection	Product code type	Item relation	Configuration	Site	Warehouse	From	To	Unit	Amount in currency	Max. retail price	Currency	At
<input checked="" type="checkbox"/>	Line discount (...)	Table	BB0001	Table	6111610				1.000		NOS	0.0000	0.0000	INR	

Total
1 rows

Details

From date:

To date:

Price charges:

Price unit:

Discount percentage 1:

Discount percentage 2:

Lead time:

Working days:

Disregard lead time:

Include generic currency:

Find next:

Once the discount is posted, the item master shows the updated pricing and discount, which is provided for a particular period for a particular customer.

The screenshot displays the DynaTech Systems interface. The top navigation bar shows 'Finance and Operations' > 'Sales and marketing' > 'Prices and discounts' > 'Trade agreement journals'. The main window is titled 'Journal lines, trade agreement' and shows a table with columns: 'From', 'To', 'Unit', 'Amount in currency', 'Max. retail price', 'Currency', and 'At'. A modal dialog box titled 'Processing operation - Price/discount Journal posting' is overlaid on the table, showing 'Operation elapsed time: 00:00:00' and a 'Cancel' button.

The bottom window shows the 'Line discount (Sales)' table for 'CHARMERACEBP(RS.5)'. The table has columns: 'Currency', 'Party code type', 'Account selection', 'Product code ty...', 'Item', 'Configuration', 'Site', 'Warehouse', 'Unit', 'From date', 'To date', 'From', 'To', 'Discount', 'Discount p...', and 'Ma'. The table contains multiple rows of discount data for various items and dates.

Currency	Party code type	Account selection	Product code ty...	Item	Configuration	Site	Warehouse	Unit	From date	To date	From	To	Discount	Discount p...	Ma
INR	Table	BB0001	Table	6111610				NOS	08-10-2024	31-10-2024	1.000		0.0000	31.28	
INR	Group	B01C	Table	6111610	150			NOS	02-02-2024	29-02-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	150			NOS	01-03-2024	31-03-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	150			NOS	03-04-2024	30-04-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	150			NOS	01-05-2024	31-05-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	150			NOS	01-06-2024	30-06-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	150			NOS	01-07-2024	31-07-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	150			NOS	01-08-2024	31-08-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	250			NOS	02-02-2024	29-02-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	250			NOS	01-03-2024	31-03-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	250			NOS	03-04-2024	30-04-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	250			NOS	01-05-2024	31-05-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	250			NOS	01-06-2024	30-06-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	250			NOS	01-07-2024	31-07-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	250			NOS	01-08-2024	31-08-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	1A0			NOS	02-02-2024	29-02-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	1A0			NOS	01-03-2024	31-03-2024	1.000		0.0000	7.41	
INR	Group	B01DISC	Table	6111610	1A0			NOS	03-04-2024	30-04-2024	1.000		0.0000	7.41	

Customer name: S.M. MARKETING INTERNATI...
PERCENT: Discount percentage 1: 31.28
CURRENCY: Include generic currency: No

Want to know more?

Contact Us!

DynaTech Systems has proudly served clients seeking advanced tech solutions across the globe with top-notch precision and excellence.



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