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Accelerate Business

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Unified Purpose, Shared Journey

DynaTech Systems stands out as a comprehensive and flexible solution for businesses looking to leverage technology to drive growth and innovation.

As thought leaders in digital transformation, we deliver cutting-edge solutions and industry best practices. From consulting and proof of concept to end-to-end implementation and custom solutions, our expertise ensures your success.



150+

Projects

100+

Happy Clients

350+

Expert Minds

What Sets Us Apart

DynaTech's Competitive Advantage



Global Work Experience
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seamless rollouts



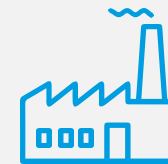
Successful Deployment
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Copilot



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Power Pages



Power BI



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AI Builder

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

Standard view

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

Source Line | WINTER : WINTER SCHEME

Standard view

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' configuration for 'WINTER'. The table below represents the data shown in the interface:

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

The screenshot shows the 'Scheme Master' list. The table below represents the data shown in the interface:

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 SAP Finance and Operations interface. The main window shows a list of sales orders under the 'Standard view' tab. The table includes columns for Sales order, Customer account, Customer name, Order type, Invoice a..., Ch..., Status, and Release. The right-hand pane is titled 'Create sales order' and contains several sections for configuring a new order.

Sales order	Customer account	Customer name	Order type	Invoice a...	Ch...	Status	Rel...	Do not pro...	H...	Sales taker
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

Customer account: BB0001

One-time customer: No

Search by: Keyword Search for: []

Name: S.M. MARKETING INTERNATI...

Contact: []

Export order: No

E-Commerce sales: No

E-Commerce operator: []

ADDRESS

Delivery name: S.M. MARKETING INTERNATIONAL

Address: NO:52,MAYOR CHITTIBABU STREET, GROUND FLOOR,TRIPPLICANE CHENNAI - 600005 TN

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 a software interface with a sidebar on the left and a main content area. The sidebar includes a 'Finance ar' header and a 'Standard view' dropdown menu. The main content area is divided into three sections: 'Scheme Master', 'Source Line', and 'Free Line'.

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

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

Free Line

Itemld	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 a software interface for managing sales orders. The top screenshot shows a confirmation dialog box with the text: "This Scheme Winter - Winter Scheme is applied. Do you want to continue? Click Yes for Continue." with "Yes" and "No" buttons. The bottom screenshot shows the full sales order details for "SO/2425/000618 : S.M. MARKETING INTERNATIONAL".

Sales order header details:

- DELIVERY ADDRESS:** Name: S.M. MARKETING INTERNA...; Address: NO:52,MAYOR CHITTIBABU STREET, GROUND FLOOR,TRIPLICANE CHENNAI - 600005 TN
- CUSTOMER TAX INFORMATION:** Location: [Dropdown]
- DELIVERY DATE:** Requested ship date: [Calendar]; Requested receipt date: [Calendar]; Simulate delivery dates
- DISCOUNTS:** Total discount %: 0.00
- WAREHOUSE:** Release status: Open
- TRANSPORTATION:** Routes: [Text]; Carrier customer account number: [Dropdown]

Sales order lines table:

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 W
<input type="radio"/>	Regular		Open order		0.000		4,226.28	Unknown	<input checked="" type="checkbox"/>	Winter	0	0	0.000	0.00
<input type="radio"/>	Regular		Open order		0.000		0.00	Unknown	<input type="checkbox"/>	Winter	0	0	0.000	0.00
							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 for 'Released products'. The breadcrumb navigation shows 'Product information management > Products > Released products'. The top navigation bar includes 'Edit', '+ New', 'Delete', and various functional areas like 'Product', 'Purchase', 'Sell', etc. The main content area shows 'Released product details' in 'Standard view'. A table lists various products, with '6111610' (CHARMER ACE BP) selected and highlighted in blue. A mouse cursor is pointing at the item number '6111610'.

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	
6111810	B JOSH BP	BJOSHBP(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.

Released product details | Standard view

6111610 : CHARMER ACE BP

Unit: NOS

Sales price model: None

Base price: _____

Purchase price: _____

Contribution ratio: 0.00

Date of price: 30-01-2024

Price: 0.0000

Price quantity: 5.0000

Sales Price Margin | 6111610 : CHARMERACEBP(RS.5)

Standard view

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.

The screenshot displays the SAP S/4HANA interface for 'Journal lines, trade agreement'. The top navigation bar includes 'Finance and Operations', 'Product information management', and 'Products > Released products'. The main header shows 'CTA : CUSTOMER TRADE AGREEMENT | Standard view'. Below this is the 'Overview' section with a filter input and action buttons like 'Select', 'Copy and revise', and 'Clear journal'. A table lists pricing details for various dimensions.

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

The 'Details' section at the bottom contains the following information:

- From date: 08-10-2024
- To date: (empty)
- Price charges: 0.0000
- Price unit: 1.00
- Discount percentage 1: 0.00
- Discount percentage 2: 0.00
- Lead time: 0
- Working days: No (selected)
- Disregard lead time: No (selected)
- Include generic currency: No (selected)
- Find next: No (selected)

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

The screenshot shows the SAP Trade Agreement Journals interface. The breadcrumb navigation is Finance and Operations > Sales and marketing > Prices and discounts > Trade agreement journals. The interface includes a top bar with 'Save', 'New', 'Delete', 'Links', and 'Options' buttons. A search bar and a 'Show' dropdown (set to 'Not posted') are present above the table. The table lists various trade agreements with their respective details.

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"/>	<input checked="" 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 Finance and Operations interface for 'Journal lines, trade agreement'. The breadcrumb trail is 'Finance and Operations > Sales and marketing > Prices and discounts > Trade agreement journals'. The main title is 'CTA : CUSTOMER TRADE AGREEMENT | Standard view'. Below the title, there's a section for 'Overview' with a table of journal lines. A dropdown menu is open for the 'Relation' column of the first row, showing options like 'Price (sales)', 'Line disc. (Sales)', and 'Multiline disc. (Sales)'. The 'Details' section below the table contains various fields for configuration, such as 'Discount percentage 1', 'Working days', and 'Include generic currency'.

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	

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.

The screenshot displays the SAP S/4HANA interface for 'Journal lines, trade agreement'. The breadcrumb trail is: Finance and Operations > Sales and marketing > Prices and discounts > Trade agreement journals. The main title is 'CTA : CUSTOMER TRADE AGREEMENT | Standard view'. Below the title is the section 'Journal lines, trade agreement' with an 'Overview' tab selected. A filter box is present above the table. The table contains one row with the following data:

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	

Below the table, it shows 'Total 1 rows'. The 'Details' section at the bottom contains the following fields:

- From date: [Calendar icon]
- To date: [Calendar icon]
- Price charges: 0.0000
- Price unit: 1.00
- Discount percentage 1: 31.28
- Discount percentage 2: 0.00
- Lead time: 0
- Working days: No
- Disregard lead time: Yes
- Include generic currency: No
- Find next: Yes

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 image displays two screenshots from the SAP Finance and Operations system. The top screenshot shows the 'Journal lines, trade agreement' screen with a modal dialog box titled 'Processing operation - Price/discount Journal posting'. The dialog box includes a progress bar and a 'Cancel' button. The background screen shows a table with columns for 'From', 'To', 'Unit', 'Amount in currency', 'Max. retail price', and 'Currency'. The bottom screenshot shows the 'Released products' screen for item 6111610, displaying a table of discount lines with columns for 'Currency', 'Party code type', 'Account selection', 'Product code ty...', 'Item', 'Configuration', 'Site', 'Warehouse', 'Unit', 'From date', 'To date', 'From', 'To', 'Discount', and 'Discount p...'. The table lists multiple discount lines for the item, including one for account selection 'BB0001'.

From	To	Unit	Amount in currency	Max. retail price	Currency
1.000		NOS	0.0000	0.0000	INR

Currency	Party code type	Account selection	Product code ty...	Item	Configuration	Site	Warehouse	Unit	From date	To date	From	To	Discount	Discount p...
INR	Table	BB0001	Table	6111610				NOS	08-10-2024	31-10-2024	1.000		0.0000	31.28
INR	Group	B01DISC	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

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