

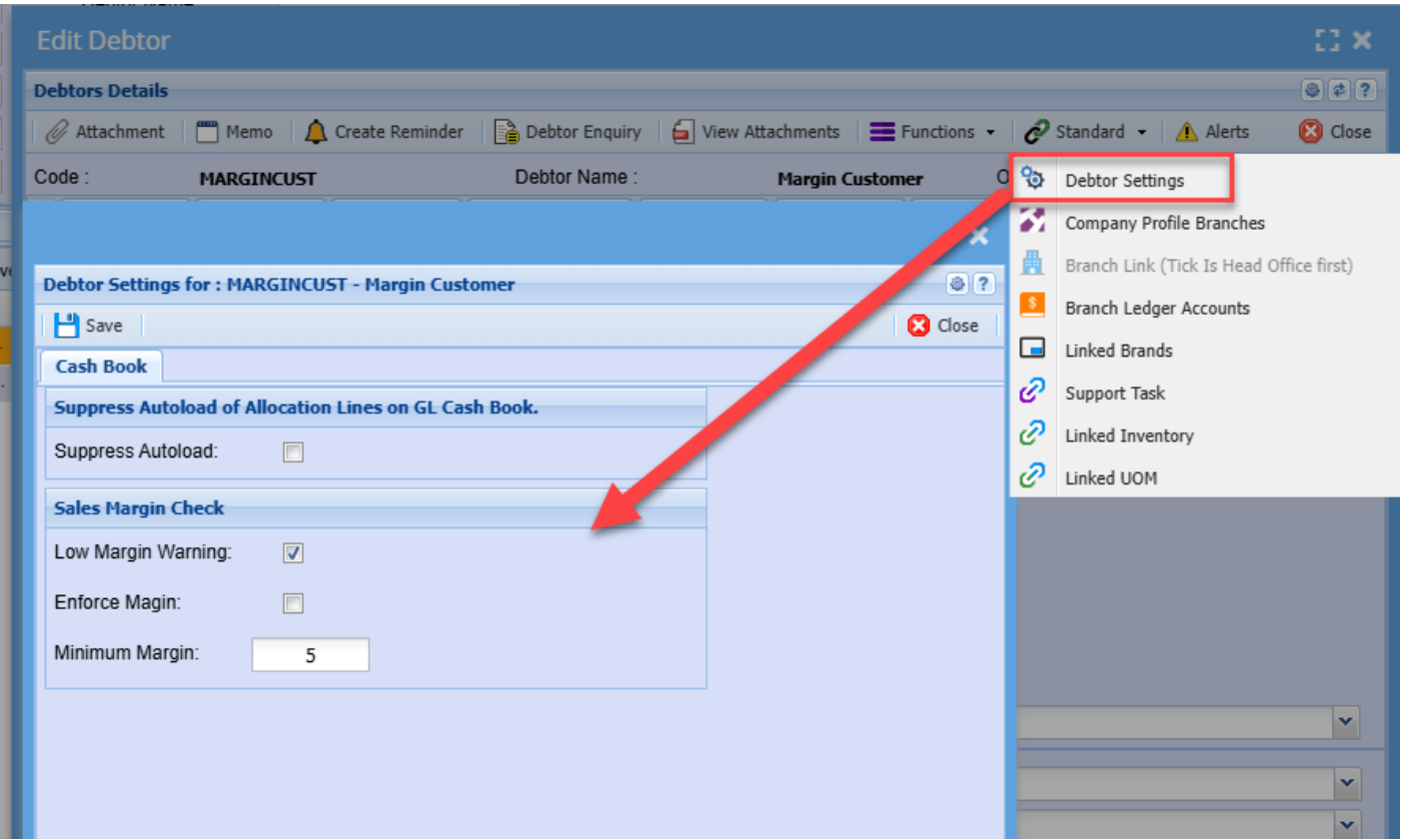
Sales Margin warning

Setting up documents for Sales margin warning

Low Margin Warning	If this is enable it will check low margin on adding an item to a sales document. It will check when invoice is processed, giving a warning to proceed or not
Enforce Margin	Will not allow an invoice to process if the user is not a margin supervisor
Minimum Margin	Enter value for checking margin percentage

Margin check is on each customer

If you want any new customers to have a default setting, set this up in the system configuration module - [Sales Margin Setup](#)



Low Margin Warning

Low margin warning works on the following documents:

- 1. Quotation
- 2. Sales Order
- 3. Invoice

The warning comes up when you add stock item line that is below the margin set up at the customer.

The margin warning also comes up when you are about to process the document, and it is below margin.

The process warning will give you an option to either continue or to correct the margin on the document.

Example of a low margin warning on a stock item add

AttachmentsMemoCreate ReminderImportFunctionsApproval OptionsQuote History

Quote

Quote DetailAddressExtrasLinkShippingActionDocsCus

Quote Number: QT501408

Customer: MARGINCUST

Customer Name: Margin Customer

Sales Rep: Company

Quote Date: 2024-10-05

Valid Until Date: 2024-10-05

Delivery Date: 2024-10-05

Quote Status: Preparation

Description: Testing margin alert

Reference:

Order Number:

Currency View: Document Currency

Exchange Rate: 1 R - Rand South Africa

Comment:

SaveClosePrint QuoteJob CardService CardT & Cs

Items

Page 1 of 1Paging

#	Seq. N	LS	Status	Line Di	Line Ref.	Type	Qty	Unit Sale	Pricing level	Total Selling
1	1					Stock	1	11.00	Default	

Margin is below minimum.

OK

Footer

Promotion Value: 0.00Clear Discount

Discount %: 0Amt: 0.00

Service Month: October

Internal Contact: Malcolm Granville

Pricing Analysis

Margin % (81.82)

Mark-up % (45.00)

Cost Ex VAT 20.00

Profit (9.00)

Total

Sub Total 11.00

Less Discount 0.00

Ex VAT 11.00

VAT 1.65

Inc VAT 12.65

Example of a low margin warning when processing a document

Attachments

Memo

Create Reminder

Check Stock Qty's

Functions

Import

Order History

Invoice

Detail

Address

Extras

Link

Shipping

Action

Scan

Save

Close

View Quote

Print Invoice

Process

T & Cs

Payments

Invoice Number:

Customer:

Customer Name:

Sales Rep.:

Invoice Date:

Due Date:

Debtor Status:

Invoice Status: Preparation

Description: Test margin

Reference:

Order Number:

Currency View: Document Currency

Exchange Rate: 1 R - Rand South Africa

Comment:

Items

Page 1 of 1

Margin is below minimum. Do you want to continue?

No

Yes

Barcode

Show/Hide

Displaying 1 -

Warehouse

Unit Sale

Qty

Pricing

Promotion Value: 0.00

Clear Discount

Discount %: 0

Amt: 0.00

Service Month: October

Internal Contact: Malcolm Granville

Pricing Analysis

Margin %

Mark-up %

Cost Ex VAT

Profit

Payments

(100.00)

(50.00)

20.00

(10.00)

0.00

Total

Selling

Sub Total

Discount

Ex VAT

VAT

Inc VAT

10.00

0.00

10.00

1.50

11.50

Enforce Margin

When a margin in force is activated on a customer, it means the user cannot process the invoice unless they correct the margin.

However, a margin supervisor can process a document all the way through even though the margin is below.

Attachments Memo Create Reminder Check Stock Qtys Functions Import Order History																											
Invoice																											
?																											
← Detail Address → Extras Link Shipping Action Scan →																											
Invoice Number: Customer: ABC007 Customer Name: ABD Company Sales Rep.: Otsile Invoice Date: 2024-10-05 Due Date: 2024-10-05 20 Debtor Status: Good Rating		Invoice Status: Preparation Description: Margin block Reference: Order Number: Currency View: Document Currency Exchange Rate: 1 R - Rand South Africa Comment:																									
Save Close View Quote Print Invoice Process T & Cs Payments																											
Items																											
Page 1 Show/Hide Displaying 1 - <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>#</th> <th>Line Desc.</th> <th>Sale</th> <th>Qty</th> <th>Pricing</th> </tr> </thead> <tbody> <tr> <td>1</td> <td></td> <td>10.00</td> <td>1</td> <td>Default</td> </tr> </tbody> </table>				#	Line Desc.	Sale	Qty	Pricing	1		10.00	1	Default														
#	Line Desc.	Sale	Qty	Pricing																							
1		10.00	1	Default																							
Error Occurred Invoice Processing Error Message : Margin is too low for this invoice, it can only be processed by a supervisor. OK																											
Footer																											
Promotion Value: 0.00 Clear Discount Discount %: 0 Amt: 0.00 Service Month: October Internal Contact: Malcolm Granville		<table style="width: 100%;"> <tr> <th colspan="2"><u>Pricing Analysis</u></th> <th colspan="2"><u>Total</u></th> </tr> <tr> <td>Margin %</td> <td>(135.29)</td> <td>Sub Total</td> <td>8.50</td> </tr> <tr> <td>Mark-up %</td> <td>(57.50)</td> <td>Discount</td> <td>0.00</td> </tr> <tr> <td>Cost Ex VAT</td> <td>20.00</td> <td>Ex VAT</td> <td>8.50</td> </tr> <tr> <td>Profit</td> <td>(11.50)</td> <td>VAT</td> <td>1.28</td> </tr> <tr> <td>Payments</td> <td>0.00</td> <td>Inc VAT</td> <td>9.78</td> </tr> </table>		<u>Pricing Analysis</u>		<u>Total</u>		Margin %	(135.29)	Sub Total	8.50	Mark-up %	(57.50)	Discount	0.00	Cost Ex VAT	20.00	Ex VAT	8.50	Profit	(11.50)	VAT	1.28	Payments	0.00	Inc VAT	9.78
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Payments	0.00	Inc VAT	9.78																								

Edit Employee Info

Attachments

Restrict Access

Set Password

Incident

Functions

Close

Details 1

Details 2

Module Access

Address

Account Details

Email

Custom Fi

System Configuration Module:
Full Access System Config

General Ledger Module:
Full Access General Ledger

Debtors Module:
Full Access Debtors Modul

Creditors Module:
Full Access Creditors Modu

Inventory Management Module:
Full Access Inventory Modi

Job costing Module:
Full Access Job Costing

Energy Module:
Full Access - Energy Modul

Reports And Security Role:
Administrator

Shortcut Role:
Basic Shortcut Role

Form Security:
Full Security Role

CRM:
Webatar Full Security Acce

Asset:
Asset Tracker Role Access

Lab Module:
Lab - Full Access

Production Module:
Production Tracking Full Ac

Allow Multiple Module Windows:
Show Column Selector:
View Security Button:
Allow Statement Export:
Storeman:
Change Control Manager:
Supplier Bank Acct. Change:
Sales Order Status:
Default Favourites Report:
Module Dashboard:

Job Supervisor:
Financial Supervisor:
Change Control Supervisor:
Password Supervisor:
Purchase Supervisor:
Messages Supervisor:
Sales Margin Supervisor:
Hide Slider Menu:
Internal User Popup:

Mobile Access:
Mobile Role:
Exclude CRM:
Preferred Users:
Warehouse Access:
Default Warehouse:
Default Storeman:
Process by Internal User:

Add
Edit
Delete

Preferred Users
Warehouses

MAST - Master Warehouse
Gerrit van Rooyen

Save
Close

Document margin warnings

Quote warning will show when promoting quote.

Quote

Quote Number: QT501408 Quote Status:

Customer: MARGINCUST Description:

Customer Name: Margin Customer Reference:

Sales Rep: Company Order Number:

Quote Date: 2024-10-05 Currency View: Document Currency

Valid Until Date: 2024-10-05 Exchange Rate: R - Rand South Africa

Delivery Date: 2024-10-05 Comment:

Items

#	Seq. N	LS	Status	Line Di	Line Ref.
1	1		⚠		

Margin is below minimum. Do you want to continue?

No Yes

Footer

Promotion Value: 0.00 Clear Discount

Discount %: 0 Amt: 0.00

Service Month: October

Internal Contact: Malcolm Granville

Pricing Analysis

		Total	Selling
Margin %	(81.82)	Sub Total	11.00
Mark-up %	(45.00)	Less Discount	0.00
Cost Ex VAT	20.00	Ex VAT	11.00
Profit	(9.00)	VAT	1.65
		Inc VAT	12.65

Sales order warning will show up when you Process to invoice

Sales Order Quantity Confirmation

Attachments Confirm Qty Confirm All Un-Confirm All Confirm Scan Print Picking Slip ScanSKU Print Save Close

Basic Address Shipping Scan Sales Order Log

Sales Order No.: S010825 Description: Test sales order margin alert

Debtor Code: MARGINCUST Reference:

Debtor Name: Margin Customer Order No.:

Sales Order Date: 2024-10-05 Invoice Date: 2024-10-05

Locked:

Total Qty Order 1 Total Picked 1 Total Weight 0 Total O/S 0 % Complete 100 %

Margin is below minimum. Do you want to continue?

No Yes

Lines Item Info Displaying 1 - 1 of 1

Invoiced Qty	Balance Qty	Reserved Qty	Qty In Inv
			17

Exclude Margin enforce on inventory items

Exclude items so that one does not need to enter a password where enforce margin is on.

The system will bypass enforce password on items ticked to Exclude margin enforce.

The system will still warn of items below margin.

Good examples of this are Freight, shipping or labour

Edit Inventory Item

Inventory Detail

AttachmentMemoInfoSuppliersWarehousesAlertsInventory OverviewFunctionsClose

Inventory Code: DELIVERYDescription: Delivery

General DetailsMore DetailsExtra DetailsPricing LevelsPropertiesComment / ReplaceCustom Field

AddEditDeleteCostsClone

Page 1 of 1Displaying 1 - 1 of 1

#	Status	Pricing Level	Sell Price	Price Including	Sell Price %	Sell Method	Currency	Cost Price	PS Code
1	\$	Default	100	115.00	0	Amount		500.00	DEFAULT

Sales Tax Type:01 Invoice VATPricing Level:Default

Supplier Tax Type:04 GRV VATLock Pricing:Item Created:2021-07-27

No Discount:Exclude Margin Enforce:

Pricing Override:On Promotion:

Overriding Level:Valid From:Valid To:

Save & NewSave & CloseSaveCloseRecalculate Item