
Enhanced Sales Order Integration with Job Cost

SO-1530

Overview

This Extended Solution adds the following functionality to the Sales Order to Job Cost integration.

- Prevent WIP relief
- Change the job status to Complete when invoiced from sales order
- Additionally post the costs to the job's estimate fields
- Posts Drop Ship costs to Job Cost
- Restrict the allowable job types for transactions from sales order
- Invoice customers other than the one associated with the Job, or change the customer on the job to be the one on the invoice
- Maintain product line defaults for cost code and cost type if Extended Solutions IM-1099 *User Defined Fields for Product Line Maintenance* is installed.
- Use the Sales Order module's logic for COGS and Revenue Account posting
- Relieve Inventory from Sales Journal update
- Specify an alternate update method for the costs and component lines associated with exploded Kits.
- Default Cost Code and Cost Type values may be maintained by Customer.
- The Job Number may be appended to the G/L Posting comment for WIP and COGS accounts.

Installation

Before installing this Extended Solution, please verify that the version level(s) printed on the CD label are the same as the version level(s) of the MAS 90 MAS 200 module(s) you are using. For further information, please see the Upgrades and Compatibility section below. Check your Shipping Manifest for a complete list of Extended Solutions shipped.

For detailed installation instructions, please refer to the Sage website at:

http://support.sagesoftwareonline.com/mas/extended_solutions/main.cfm

Installing Your Extended Solutions under Windows

From a CD

If you have the *autorun* function turned on for your PC, the installation program will start up automatically. If not, find the **autorun.exe** file on your CD-ROM drive and double-click it to start the installation program. Follow the on-screen instructions.

From the Sage FTP site

When your Extended Solution is ready to be downloaded, you will receive an email from 'extendedsolutions.na@sage.com' telling you that it is ready. The email will contain the Customer Name, Cross Reference, a case-sensitive Password, a link via which you can download your Extended Solution, instructions, and a Shipping Manifest. If you have any

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problems with this order, please email extendedsolutions.na@sage.com and we will assist you during normal business hours.

Extended Solutions Control Center

Installing any Extended Solution will add an Extended Solutions Control Center to the MAS 90 MAS 200 Library Master Utilities menu. When you open the Control Center, the following options will be available:

- Extended Solutions Manuals
- Remove Extended Solutions
- Unlock Extended Solutions
- Merge Installation Files
- Extended Solutions Setup options

Custom Office

If you customize your MAS 90 MAS 200, then you must run the Update Utility *every time* you install this Extended Solution.

Setup

Upon completion of software installation, you will need to access Extended Solutions Setup from the Sales Order Setup menu. Select this part number and the Setup screen for this Extended Solution will appear (Figure 1). Check the 'Enable Extended Solution' box to activate this Extended Solution. The manual for this Extended Solution can be viewed by clicking the 'Manual' button next to the 'Enable Extended Solution' check box. It can also be viewed via the Extended Solutions Control Center (see Installation, above).

The screenshot shows a window titled "50-1530 Setup Options" with the subtitle "Enhanced Sales Order Integration with Job Cost". At the top, there is a section for "Enable Extended Solution" which is checked, followed by a "Manual" button and the text "Level 4.20 Rel: 05/15/06". Below this is a tabbed interface with two tabs, "1" and "2", where "1" is selected. The main area contains several configuration options:

- Relieve WIP:
- Jobs Are Completed When Billed:
- Post Costs To Estimate Fields:
- Post Drop Ship Costs to Job Cost:
- Valid Cost Types: LMOBEXZ
- Include Job Number in G/L Posting Comment:

At the bottom right are "Accept" and "Cancel" buttons. At the bottom left is an "Extended Solutions" logo. At the bottom center, there is a note: "Check this box to relieve WIP for all invoices updated referencing a job number". At the bottom right, there are "SDN SDN 1/18/2008" labels.

Figure 1

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Answer the following prompts:

If the Sales Order Option 'Post Costs to Job' is checked and the Job Cost Option 'Post to G/L for Work in Process' is checked, you will have access to the following option:

RELIEVE WIP: This option defaults to checked. When checked, WIP relief will occur in the same manner as it does in unmodified MAS 90. When unchecked, costs posted to Job Cost will be set to UNBILLED and no WIP relief of existing cost records will occur.

JOBS ARE COMPLETED WHEN BILLED: Check this box if you want the Job Status to be changed to 'Complete' for Job Numbers referenced on an S/O Invoice. The change will occur during the Sales Journal Update. Leave it blank if you want no change to occur to the Job Status as a function of S/O Invoicing.

If 'Relieve WIP' is unchecked, you will have access to the following option:

POST COSTS TO ESTIMATE FIELDS: Check this box if you want to post all costs for lines that reference a Job Number/Cost Code/Cost Type to the Estimate fields of the Cost Code Detail record (JC2). The costs for the lines will be added to any Estimate amounts that exist in the field. Leave it blank if you do not want to post costs to the Estimate fields in the Cost Code Detail file.

If the Sales Order Option 'Post Costs to Job Cost' is checked, you will have access to the following options:

POST DROP SHIP COSTS TO JOB COST: Check this box if you want to post costs from drop ship sales order lines to Job Cost.


VALID COST TYPES: Enter the valid Cost Types you want to allow during Sales Order and S/O Invoice entry. Leave blank for all.




Cost Type 'S' will not be allowed as no vendor number will be available. Entering 'blank' for 'All' will still not allow type 'S.'

If J/C Setup to 'Post to G/L for Work in Process' is checked and SO-1530's Relieve WIP is checked you will have access to this option:

INCLUDE JOB NUMBER IN G/L POSTING COMMENT: Check this box to append the Job Number to the WIP and COGS postings.



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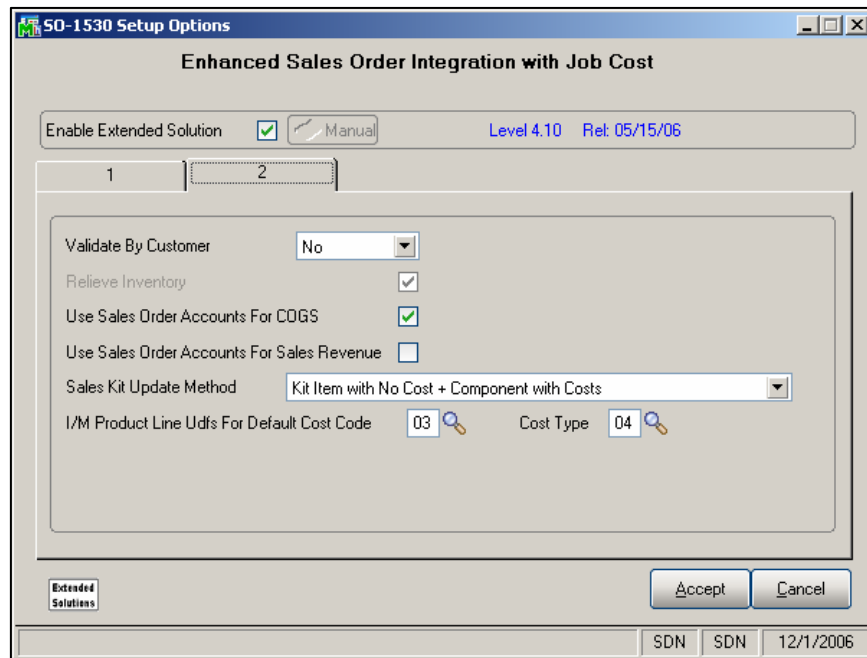


Figure 1a

The following options appear on the second Setup screen (Figure 1a):

VALIDATE BY CUSTOMER: Select 'Yes' to prevent a Job Number that does not belong to that particular customer from being entered and used. Select 'Write Back' to write back the Customer Number on the Invoice as the Customer Number for the Job (only the Customer Number is written back). Select 'No' to allow any Job Number regardless of the customer that Job Number is associated with.

This option is only available if you have 'Post Costs to Job Cost' unchecked.

RELIEVE INVENTORY: When checked, Inventory relief and the subsequent G/L postings will be performed in same manner as if you were not integrated with Job Cost (see [Operations](#) below).

This option is only available if you have selected 'Post Costs to Job Cost.'

USE SALES ORDER ACCOUNTS FOR COGS: When checked the COGS account on the line will default from I/M Product Line Maintenance, A/R Misc Item Maintenance or S/O Setup, depending on line type; user can then override. Leave unchecked to use the standard Job accounts.

USE SALES ORDER ACCOUNTS FOR SALES REVENUE: When checked the Sales Account will default from I/M Product Line Maintenance, A/R Misc Item Maintenance or S/O Setup, depending on line type; user can then override. Leave unchecked to use the Job Type's Revenue/Deferred Revenue Account.

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SALES KIT UPDATE METHOD: This method determines how an exploded Sales Kit's component Items and costs will be updated to the Daily Job Transaction file.

- Standard method (writes the Kit Item, but no component detail)
- Kit Item w/cost + Components with zero costs
- Kit Item w/no cost + Components with costs
- Only Components with costs

If the Sales Order Option 'Post Costs to Job' is checked and Extended Solution IM-1099: *User Defined Fields for Product Line Maintenance* is enabled, you will have access to the following option:

I/M PRODUCT LINE UDFs FOR DEFAULT COST CODE/COST TYPE: Enter the corresponding IM-1099 UDFs which hold the default Cost Code and Cost Type for each Product Line.

Operation

Customer Maintenance

Customer Maintenance (Figure 2), Customer Inquiry and Customer Maintenance on the fly (Figure 3) have been modified with a 'Job Dflts' button which is available only if you have checked the Sales Order option to Post Invoice Costs to Job Cost.

The screenshot shows the 'Customer Maintenance' window for customer 01-AB1, 'AB1 Plumbing'. The window includes a navigation bar with tabs for Main, Additional, Statistics, Summary, History, Invoices, Transactions, and S/Ds. The main area contains several sections:

- Address:** 12272 Kenneth Place NE, Apt 1000, 1st Floor, ZIP Code 98110, City Bainbridge Island, State WA, Country USA.
- Contact:** Salesperson 0001 Jordan Ferguson.
- Terms:** Terms Code 04, Multiple Due Dates.
- Shipping:** Primary Contact, Ship Code, Primary Ship To.
- Tax:** Tax Schedule NJ, Exemptions...
- Credit Hold:** Checked.
- E-mail Statements:** Percent 20.00, Rate1 1.00, Rate2 2.00.

 At the bottom, there is a 'Job Dflts' button, along with 'Accept', 'Cancel', and 'Delete' buttons.

Figure 2

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Figure 3

Click this button to access the Job Defaults window (Figure 4). You can define default Cost Code and Cost Type values which will be used in the fields in Sales Order Entry and S/O Invoice Entry. The Cost Type field will respect the Valid Cost Types defined on the setup screen. Cost Type 'Subcontract' is not allowed.

Figure 4

The Cost Code and Cost Type fields have been added to the Customer Listing workfile.

Sales Order and S/O Invoice Entry

If you specified default Cost Code and Cost Type values for a customer, those values will default to the first line of a new order or invoice for any jobs referencing that customer. If the Cost Type is not active for the job, there will be no warning. These defaults can be overridden.

The Cost Type drop box values will be further restricted based on the 'Valid Cost Types' noted in Setup.

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If you selected 'Yes' for Validate by Customer' then the Job Number you select must have the same Customer Number as the one on the order or invoice. If you selected 'No', or 'Write Back' then you can select any Job Number, regardless of whether it is associated with the Customer on the document.

If the line is an Inventory Item and the Setup questions for 'I/M Product Line UDFs for Default Cost Code/Cost Type' are defined the Product Line's Cost Code and Cost Type UDF fields are used as the default Cost Code and Cost Type. If either of the default Cost Code and Cost Type end up being blank, then the Cost Code and Cost Type value will default to that of the previous entry.

Sales Journal Update Processing

If the Setup question for 'Relieve WIP?' is unchecked then the transactions with a source of SO will post as Billed=N to the Job Transaction Detail File.



If the Job Cost Transaction Detail file transaction is posted as 'Billed=N' (either because 'Relieve J/C WIP' has been answered 'No' or the job uses the Completed Contract Accounting Method) and subsequently you do invoicing out of Job Cost, these cost transactions will be selected for billing again (unless they are non-billable).

If you selected 'Write Back' as the option for the 'Validate By Customer' Setup question, then the Customer Number on the Job will be changed to be the Customer Number on the Invoice during Sales Journal update. No changes will be made to any of the address or contact information. If you selected 'No' then the receivable record is updated to the Customer on the document with the appropriate cost and revenue data updating to the Job.

If you answered 'Yes' to the 'Post Costs to Estimate Fields' option, all costs for lines that reference a Job Number/Cost Code/Cost Type will be posted to the Estimate fields of the Cost Code Detail record. The costs for the lines will be added to any Estimate amount that exists in the field.

If you checked the 'Relieve Inventory' option, Inventory relief and the subsequent G/L postings will be performed in same manner as if you were not integrated with Job Cost.

- Inventory Warehouse Detail's Qty on S/O will increase as a sales order is created
- Inventory Warehouse Detail's Qty on Hand will be reduced by Sales Journal Update
- Inventory Transaction Detail file and where applicable the Item Costing file will be updated.
- Inventory and COGS account postings will occur



When selecting this option, one should be aware of the effects of integrating the Purchase Order and Inventory modules with Job Cost as well as selecting this option. Sufficient business controls should be in place to prevent duplicate costs postings to the job as well as duplicate relief of inventory.

If you specified to use the Sales Order accounts for the COGS, then the COGS account on

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the sales order line will default from I/M Product Line Maintenance, A/R Miscellaneous Item Maintenance or S/O Setup, depending on line type; it can then be overridden.

If you checked the option 'Use Sales Order Accounts for Sales Revenue', the Sales Account on the sales order line will default from I/M Product Line Maintenance, A/R Miscellaneous Item Maintenance or S/O Setup depending on line type; it can then be overridden.

Any exploded Sales Kits will be updated to the job Transaction file in accordance with what was specified in Setup.

If you checked the option 'Jobs are Completed When Billed' then the Job Status will be set to 'Complete' during Sales Journal Update.

If you checked the option to append the Job Number to the G/L posting comment, it will be added to the end of the comment for postings to the WIP and COGS accounts (Figure 5).

Daily Transaction Register			Simply Delicious & Natural Foods (SDN)	
Postings For: 1/21/2008				
Source Journal	Account Number	Account Description/Posting Comment	Debit	Credit
SO-000293	100-0000000008-000000	Job Type 002 COGS	180.00	
	0000-00000	DIV: 01 EAST SALES OFFICE 0034674		
	100-0000000008-000000	Job Type 002 COGS	10.00	
	0000-00000	AB1 Plumbing REF: 0000458 BATCH: 00042		
	100-0000000010-000000	Job Type 002 - Sales		99.99
	0000-00000	AB1 Plumbing REF: 0000458 BATCH: 00042		
	100-0000000011-000000	Job Type 002 WIP		180.00
	0000-00000	DIV: 01 EAST SALES OFFICE 0034674		
	101-0100000000-000000	Cash in bank - Reg. checking		6.00
	0000-00000	DIV: 01 EAST SALES OFFICE		
	105-0000000000-010000	Accts. receiv. - East Warehse	109.99	
	0000-00000	S/O Invoice Entry - 1/21/2008		
	115-0000000000-030000	Inventory - Central Warehouse		10.00
	0000-00000	AB1 Plumbing REF: 0000458 BATCH: 00042		
	235-0100000000-000000	Sales tax payable - East Cnty		4.00
	0000-00000	DIV: 01 EAST SALES OFFICE		
Journal 000293 Totals:			299.99	299.99
Source SO Totals:			299.99	299.99
1/21/2008 Totals:			299.99	299.99
Report Totals:			299.99	299.99

Figure 5

Helpful Hints

If the account number in S/O Entry ends up being a COGS account and you are posting to WIP but not relieving WIP or are on the Completed Contract Accounting Method, then when WIP is finally relieved you may have undesirable results from your G/L posting.

ODBC Dictionary

The files listed below have been added, or changed, in the ODBC Dictionaries by this Extended Solution for Crystal Reports purposes.

SAGE MAS 90

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File:

AR_Customer.M4T

AR_CustomerWrk.M4T

Fields:

CostCode_001\$

CostType_001\$

CostCode_001\$

CostType_001\$

Be aware that the ODBC Dictionaries may contain other files and data fields that will be unavailable without their corresponding Extended Solutions installed.

What's New

With the 01-21-08 release:

- Added Setup option to include the Job Number in the G/L Posting comment

With the 01-11-08 release:

- Added default Cost Code and Cost Type to Customer Maintenance

Upgrades and Compatibility



The installation CD is labeled with the version of the MAS 90 MAS 200 module for which this Extended Solution was prepared. This Extended Solution will check its compatibility with the appropriate MAS 90 MAS 200 modules and will be disabled if an incompatibility is found. If you upgrade your MAS 90 MAS 200 modules, this Extended Solution must be upgraded as well. Your MAS 90 MAS 200 dealer can supply this upgrade.

Documentation

Only changes made to the standard operation of MAS 90 MAS 200 have been documented in this manual. Operations not documented in this manual are standard procedures of MAS 90 MAS 200 processing. Standard MAS 90 MAS 200 processes, data entry screens, inquiry screens, reports, updates, etc., have not been changed unless addressed in this document. Parts of this document may refer to the *Specific Purpose Rule*. When referenced, the described feature was developed for a specific client to its specifications and may not conform to generally accepted MAS 90 MAS 200 standards and procedures. These features may or may not benefit you in your application of MAS 90 MAS 200.

Acknowledgments

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