



Profitability

Megan De Freitas - 2024-11-22 - Sales

Overview

The Profitability plugin, available from the **Actions** dropdown on the sales document header, can be used to calculate and adjust gross margin on a sales document, allowing users determine how much to charge to reach a certain margin.

Use

Open a sales document and select Profitability from the **Actions** dropdown. The "Profitability" screen appears, showing each line item on the sales document, its price, cost, and calculated dollar and percent margin.

Item Number	Item Description	U of M	Qty	Orig Price	Orig Cost	Orig. GM \$	Orig. GM %	Price	GM \$	GM %	Cost
A 100	Audio System	EACH	3	9.92	0.00	29.76	100.00	9.92	29.76	100.00	0.00
HD-40	40 Gig hard drive	Each	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
128 SDRAM	128 meg SDRAM	EACH	9	135.20	152.10	-152.10	-12.50	135.20	-152.10	-12.50	152.10
				145.12	152.10	-122.34	-4.81	145.12	-122.34	-9.81	152.10

Click on a + sign to expand a line item. This will display the last 5 sales, costs, and purchase receipts for the item (click the - sign to collapse the line item):

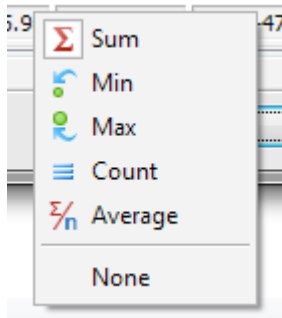
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A100	Audio System	EACH	3	9.92	0.00	29.76	100.00	9.92	29.76	100.00	0.00
Sales Line Item Receipts											
Item Number	Location	Cost	Qty Received	Receipt Number	PO Number	Vendor ID	Date Received	Adjusted Unit Cost			
A100	WAREHOUSE	0.00	13	RCT1174	PO2075	ACETRAVE0001	3/9/2011	0.00			
A100	WAREHOUSE	0.00	1	RCT1174	PO2081	ACETRAVE0001	3/9/2011	0.00			
A100	WAREHOUSE	0.00	1	RCT1174	PO2085	ACETRAVE0001	3/9/2011	0.00			
A100	WAREHOUSE	12.00	1	RCT1174	PO2087	ACETRAVE0001	3/9/2011	12.00			
A100	WAREHOUSE	0.00	1	RCT1174	PO2092	ACETRAVE0001	3/9/2011	0.00			
HD-40	40 Gig hard drive	Each	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
128 SDRAM	128 meg SDRAM	EACH	9	135.20	152.10	-152.10	-12.50	135.20	-152.10	-12.50	152.10
				145.12	152.10	-122.34	-4.81	145.12	-122.34	-9.81	152.10

Positive or zero margins display in green and negative margins display in red.

Change the margin dollar amount (GM\$) or percentage (GM%) for a single line item and the other grids will recalculate accordingly. Or add a general margin percentage by entering a percent number into the Desired GM % field and click **Calculate** - all line item prices will be calculated to reach the consistent margin percent entered.

Click **Reset** to reset any changes.

The bottom row calculations default as the sum total of each column; you can change the calculation by right-clicking on the bottom row and selecting a different calculation, such as Average (the average of each column will then display in this row):



When finished, click **OK**; price changes will be made on the document. Click **Cancel** to return to the document without making any changes.

Securities and Settings

Security

*Sales Document Profitability** - Allows users to use the profitability action in the Sales Document Actions window.

Settings

Number of Receipts to Show - Number of receipts that will be shown for items in the Profitability Plugin.