

# Sales Order to Invoice Pricing

Last Modified on 01/10/2023 1:56 pm CST

**Q. What is the recommended flow of transactions to ensure Sales Order pricing defaults to the Invoice?**

A. When pricing from the Sales Order needs to default on the Invoice, it is important the Sales Order is imported into a Booking. The recommended process as well as an alternate method is below.

## Recommended Process

1. A Sales Order is a transaction in the Planning module often used by the sales staff to propose price and quantity agreements to customers. Because the customer is agreeing to what is presented on the Sales Order, it's important the Sales Order's net price is used when the product is invoiced. In the example below, a *Booking* type of Sales Order is added for a multiple seed products.

**Add A Sales Order**

Order Number: 45  
Order Date: 11/02/2022  
Estimated Delivery Date: 04/14/2023  
Order Type: Booking  
Status: Offered  
Comment: Spring Seed Order

Terms: (None)  
Offer Expires Date: 12/15/2022  
Start Date: / /  
Payment Date: / /  
Expiration Date: / /  
Check Number:   
Processed: ☐

Apply Prices to All: Customer: ZuzSa Samuel Zuzzle

	Dept ID	Prod ID	<Product Name>	Quantity	Inv Units	< Bill Units	Lot Numbe	Tech License Number	Cr
1	CDek00	D580...	DKC58-06RIB AF SS 80...	100.000	Bags	2 Bags			Co
2	BAsg00	174026	AG49X6 RR2X 140M F/...	60.000	Bags	6 Bags			So
3	BAsg00	174028	AG5233 RR2Y/STS 140...	60.000	Bags	6 Bags			So

Price Level: List Price  
Print Method: 1. No Roll up  
Total: 28435.00

The **Apply Discounts** button is used to add Sales Order Discounts.

**Note:** These discounts come from *Planning / Setup / Sales Order Discounts* and are not the same as Payment Terms.

**Apply Pricing Discounts**

	<Discount Name>	Quantity	Rate	Type	Total\$	Manu\$
1	Corn 6%	100.000	6.00	Percent		
2	Soybeans 4%	120.000	4.00	Percent		

NOTE: a maximum of 5 pricing discounts can be applied to each sales order

Apply OK Cancel

The **View Net Prices** button shows the *Net Price* for each product with the offered discounts taken into account. This is the price displayed on the Invoice.

**View Sales Order Prices For Customer ZuzSa Samuel Zuzzle**

	Dept ID	Prod ID	Product Name	Crop Code	Discount	DiscountType	Quantity	Net Price	Average Net Price	Split #	Split %
1	CDek00	D5806...	DKC58-06RI...	Corn	Corn 6%	Percent	100.000	195.66	195.66	1	100.0000
2	BAsg00	174026	AG49X6 RR2...	Soybeans	Soybea...	Percent	60.000	60.96	60.96	1	100.0000
3	BAsg00	174028	AG5233 RR2...	Soybeans	Soybea...	Percent	60.000	60.96	60.96	1	100.0000

Done

- After the offer is approved, enter a Booking to lock in the contract with the customer. Import the Sales Order into the Booking, and Agvance automatically rolls the Sales Order Discounts into the price.

Add Booking #1200211 Customer 1 of 1

<b>Splits</b>	Customer ID	ZuzSa	?	Regular	PrePay	UAC	Credit Limit
	Customer Name	Samuel Zuzzle		0.00	1360.23	0.00	50000
	Field ID		?				
	<Comments>						

☐ Generic Prepay

Price Level:  Prepay Amount:

	<Product Name>	Quantity	Inv	Levl	P	Dwn	<Unit \$>	Bill U	Total \$	S#	<%>	Your Share
1	DKC68-06RIB AF SS...	100.000	Bags	Qu...	<input type="checkbox"/>	<input type="checkbox"/>	195.66	Bags	19566.10	1	100.0000	19566.10
2	AG49X6 RR2X 140M...	60.000	Bags	Qu...	<input type="checkbox"/>	<input type="checkbox"/>	60.96	Bags	3657.60	1	100.0000	3657.60
3	AG5233 RR2Y/STS 14...	60.000	Bags	Qu...	<input type="checkbox"/>	<input type="checkbox"/>	60.96	Bags	3657.60	1	100.0000	3657.60

Planned Booking Payment Method:

Analysis:  Contract Format:

Apply Rollups:

<Salesperson ID>: Farbre ☐ Contract Signed

Control #: 45 ☒ Assign Seller Signature

Print Method: 1. No Roll up

Additional Comments:

Total Booked: 26881.30  
Amount Paid: 0.00

Cancel <Back Next> Save

It is important to create a Booking even if the customer is not actually prepaying the contract because the Booking is the document that locks in the price for the Invoice.

**Note:** It is possible to create a *Pickup* or *Deliver* type of Sales Order and import it directly into a Delivery Ticket.

- The Booking should then be imported into a Delivery Ticket. Because the Delivery Ticket does not allow for split pricing, it is important the Delivery Ticket is left unpriced, allowing the price on the Invoice to be established directly from the Booking. When importing from the Booking, make sure the *Import Prices* option is unchecked.

Select a Ticket

Customer ID	Customer Name
WeMov	We re Moving Dirt
WheGa	Wheeler Gary
WheGF	Wheeler Farms Fuel A...
WilJa	William Jake
WinMa	Windmere Margret
WirBa	Wire Barb
ZatDa	Zattle Farms
ZatTo	Zattle Tony
ZuzSa	Zuzzle Samuel

Customer ID:

Booking	Location	Date	Split YN
1200062	00MAIN	12/31/2018	N
1200134	00MAIN	01/22/2019	N
1200211	00MAIN	11/02/2022	N

☐ Import Prices  
Use Price from Booking: (None)

☐ Show Invoiced Bookings

Import Cancel

The example below shows the Delivery Ticket with the correct quantities and no prices.

Add a Delivery Ticket

Split	Customer ID	ZuzSa	Acres	Ticket #	12000067	<input checked="" type="checkbox"/> Loaded
	Customer Name	Samuel Zuzzle		Ordered	11/02/2022	<input type="checkbox"/> Mini Bulk
	Field ID	?		Loaded	/ /	<input type="checkbox"/> Repacked
	<Comments>	Booking #1200211		Note	Pickup	<input type="checkbox"/> On Hold

	<Product Name>	<Gross>	<Tare>	Net	Unit	Use	Load Amount	Unit	Lot Number	Crop Code	Container	<Addon Code>	Comm
1	DKC58-06RIB AF SS 80M B...	100.000		100.000	Bags		100.000	Bags					
2	AG49X6 RR2X 140M F/PV/B	60.000		60.000	Bags		0.429	Bags					
3	AG5233 RR2Y/STS 140M F/...	60.000		60.000	Bags		0.429	Bags					

Price Delivery

	Product Name	<Unit \$>	Unit
1	DKC58-06RIB AF SS...	0.00	Bags
2	AG49X6 RR2X 140M...	0.00	Bags
3	AG5233 RR2Y/STS 14...	0.00	Bags

Date Requested: / / Scheduled: / /  
Time Requested: / / Scheduled: / /  
Priority: Unknown  
<Comment>:  
Job ID:

4. Import the Delivery Ticket into an Invoice. The line items default in booked with the price from the Sales Order.

Add Invoice #1200851 Customer (ZuzSa) 1 of 1

Invoice	Analysis	Tax	Additional Info	Source Tickets	Booking Recap	MFT Details
---------	----------	-----	-----------------	----------------	---------------	-------------

Split	ID	ZuzSa	Grain Balances	Regular	PrePay	UAC	Credit Limit
Customer		Samuel Zuzzle		0.00	1360.23	0.00	50000
Field ID		?					
Tickets		12000067					
<Comments>		Booking #1200211					

Invoice Date	11/02/2022
Due Date	12/15/2022
Price By	Products
Price Default	Individual
Terms	N15

	<Product Name>	Quantity	Inv U	Level	Status	<Unit \$>	Bill U	Total	Split	<%>	Your Share	Tax	Lot #
1	DKC58-06RIB AF SS...	100.000	Bags	View	Book	195.66	Bags	19566.00	1	100.0000	19566.00		
2	AG49X6 RR2X 140M...	60.000	Bags	View	Book	60.96	Bags	3657.60	1	100.0000	3657.60		
3	AG5233 RR2Y/STS 1...	60.000	Bags	View	Book	60.96	Bags	3657.60	1	100.0000	3657.60		

Subtotal	26881.20
Prepay \$ Used	0.00
Sales Tax	0.00
Amount Due	26881.20

☐ COD

Alternate Method

The process described above assumes the Sales Order is being used ahead of season to negotiate contracts that eventually become Bookings. Some companies use the Sales Order during season as an order staging tool, either in place of or in addition to unloaded Delivery Tickets. In this case, the Sales Order is for quantity only and is not associated with a Booking.

**Note:** It is important when using this method to make sure the Delivery Ticket is not priced because the Booking contract price may be overridden when the ticket is invoiced later.

1. Add a Sales Order and set the *Order Type* to *Pickup* or *Deliver*.

**Add A Sales Order**

Order Number: 46  
Order Date: 11/02/2022  
Estimated Delivery Date: 04/14/2023  
Offer Expires Date: 12/16/2022  
Terms: F1  
Start Date: \_\_\_\_/\_\_\_\_/\_\_\_\_  
Payment Date: \_\_\_\_/\_\_\_\_/\_\_\_\_  
Expiration Date: \_\_\_\_/\_\_\_\_/\_\_\_\_  
Order Type: **Deliver**  
Status: Approved  
Check Number: \_\_\_\_\_  
Processed: ☐  
Comment: Spring Seed Order

Apply Prices to All: Customer: ZuzSa Samuel Zuzzle

	Dept ID	Prod ID	<Product Name>	Quantity	Inv Units	<	Bill Units	Lot Number	Tech License Number	Cr
1	CDek00	D580...	DKC58-06RIB AF SS 80...	100.000	Bags	2	Bags			Co
2	BAsg00	174026	AG49X6 RR2X 140M F/...	60.000	Bags	6	Bags			So
3	BAsg00	174028	AG5233 RR2Y/STS 140...	60.000	Bags	6	Bags			So

Price Level: List Price  
Print Method: 1. No Roll up  
Total: 28435.00

Buttons: Apply Tax, Apply Rollups, Apply Discounts, View Net Prices, Additional Info, Save, Cancel

2. Import the Sales Order into a Delivery Ticket. By default, Agvance imports the pricing from the first customer in the split. It is important to change this to (*None*) so the Delivery Ticket is unpriced. Otherwise, the price from the Sales Order will override any available Bookings when the ticket is invoiced.

Import Sales Order

Order #	Order Date	CustID	Customer	FieldID
46	11/02/2022	ZuzSa	Samuel Zuzzle	

Order #

Sales Order Filter

Customer  Location

Import Price from Which Customer

The correct end result is a Delivery Ticket with the right products and quantities, but no prices.

Add a Delivery Ticket

Split	Customer ID	ZuzSa	?	Acres
Customer Name Samuel Zuzzle				
Field ID ?				
<Comments> Sales Order 46 Spring Seed Order				

	<Product Name>	<Gross>	<Tare>	Net	Unit	Use	Load Amount	Unit	Lot Number	Crop Code	Container	<Addon Code>	Comm
1	DKC58-06RIB AF SS 80M B...	100.000		100.000	Bags		100.000	Bags		Corn			
2	AG49X6 RR2X 140M F/PV/B	60.000		60.000	Bags		0.429	Bags		Soyb...			
3	AG5233 RR2Y/STS 140M F/...	60.000		60.000	Bags		0.429	Bags		Soyb...			

Price Delivery

	Product Name	<Unit S>	Unit
1	DKC58-06RIB AF SS 80M B...	0.00	Bags
2	AG49X6 RR2X 140M F/PV/B	0.00	Bags
3	AG5233 RR2Y/STS 140M F/...	0.00	Bags

Recalculate from Gross/Tare Calculate Weight  
Recalculate from Load Amt Additional Info

Blend Product Set

Dispatch Info

Date Requested  Scheduled

Time Requested  Scheduled

Priority Unknown

<Comment>

Job ID

Price Delivery

Print Method 1. No Roll Up Preview Save Cancel

## Create the Sales Order with Bill Splits

1. Add a Sales Order and include a split. In the example below, a *Booking* type of Sales Order is added for Barry Anderson and Bob Cowgill with a 50/50 split.

Add A Sales Order

Order Number  Terms (None)

Order Date  Offer Expires Date  Start Date

Estimated Delivery Date  Payment Date  Expiration Date

Order Type

Status

Comments

Apply Price

Delivery

Sales Order Splits

<By Field>

	<Cust ID>	Cust Name	S-1	S-2	S-3
1	AndBa	Anderson Barry	50.0000		
2	CowBo	Cowgill Bob	50.0000		

OK Cancel

Price Level  Print Method 1. No Roll up Total

Apply Tax Apply Rollups Apply Discounts View Net Prices Additional Info Save Cancel

The window below shows Barry Anderson with a price of \$208.15 per bag.

**Note:** To apply the same price to all customers on the split, select the **Apply Prices to All** button.

**Add A Sales Order**

Order Number: 47      Terms: (None) ...

Order Date: 11/02/2022      Offer Expires Date: 12/16/2022      Start Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Estimated Delivery Date: 04/14/2023      Payment Date: \_\_\_\_/\_\_\_\_/\_\_\_\_      Expiration Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Order Type: Booking      Check Number:      Processed: ☐

Status: Offered

Comment: Spring Seed Order - 50% Barry / 50% Bob

Apply Prices to All: ☐      Customer: AndBa      Barry Anderson

	Dept ID	Prod ID	<Product Name>	Quantity	Inv Units	<Price>	Bill Units	Lot Number	Tech License Num
1	CDek00	D580...	DKC58-06RIB AF SS 80...	240.000	Bags	208.15	Bags		

Price Level: List Price      Print Method: 1. No Roll up      Total: 24978.00

In this example, Bob Cowgill should pay \$218.15 per bag before discounts.

**Add A Sales Order**

Order Number: 47      Terms: (None) ...

Order Date: 11/02/2022      Offer Expires Date: 12/16/2022      Start Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Estimated Delivery Date: 04/14/2023      Payment Date: \_\_\_\_/\_\_\_\_/\_\_\_\_      Expiration Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Order Type: Booking      Check Number:      Processed: ☐

Status: Offered

Comment: Spring Seed Order - 50% Barry / 50% Bob

Apply Prices to All: ☐      Customer: CowBo      Bob Cowgill

	Dept ID	Prod ID	<Product Name>	Quantity	Inv Units	<Price>	Bill Units	Lot Number	Tech License Num
1	CDek00	D580...	DKC58-06RIB AF SS 80...	240.000	Bags	218.15	Bags		

Price Level: List Price      Print Method: 1. No Roll up      Total: 26178.00



Select the **Apply Discounts** button to add Sales Order Discounts.

**Note:** Discounts are setup at *Planning / Setup / Sales Order Discounts* and are not the same as Payment Terms.

	<Discount Name>	Quantity	Rate	Type	Total\$	Manu\$
1	Corn 6%	240.000	6.00	Per...		

NOTE: a maximum of 5 pricing discounts can be applied to each sales order

Apply OK Cancel

The **View Net Prices** button displays the *Net Price* for each product with the offered discounts taken into account. This is the price displayed on the Invoice.

	Dept ID	Prod ID	Product Name	Crop Code	Discount	DiscountType	Quantity	Net Price	Average Net Price	Split #	Split %
1	CDek00	D5806...	DKC58-06RI...	Corn	Corn 6%	Percent	120.000	205.06	205.06	1	50.0000

Done

- After the offer is approved, enter a Booking to lock in the contract with each customer. Agvance automatically rolls the Sales Order Discounts into the price. When adding a Booking, select the customer (in this case, Bob Cowgill). Next, select the **Import Plans/Sales Orders** button. On the *Import Plans / Sales Orders for Booking* window, select the *Import selected customer's share only* option, and then select the customer. Choose the Sales Order, and select **OK**.

Import Plans / Sales Orders for Booking #1200212

Plan Filter  
 <Customer> CowBo <Field ID> Plan Crop  
☒ All plans that include this customer Status Offered  
☒ Import selected customer's share only CowBo Apply Filter

Field Plans

Cust ID	Field ID	Plan	Crop	Comments	Total \$	Fa
AndBa	BA-01	*/A	Corn	Spring Fertility Program	11307.37	Ar
AndBa	BA-01	*/B	Corn	Preplant Chemical Program	1482.51	Ar
AndBa	BA-01	*/C	Corn	Corn NH3	4832.96	Ar
AndBa	BA-01	*/D	Corn		100.8	Ar
CowBo	1FeedTmp	*/A	Corn	Custom Creep Feed	2936.88	All
SmiJo	Little	*/A	Corn	Bicep II & Mustang @ 20 Gal...	531.48	All

Tag All Un Tag All Tagged 0

Sales Orders

Order #	Order Date	CustID	Customer	FieldID	Est. Del. Date
10	02/28/2019	CowBo	Bob Cowgill		03/31/2019
47	11/02/2022	CowBo	Bob Cowgill		04/14/2023

Tag All Un Tag All Tagged 1 ☒ Do not combine like items OK Cancel

Notice the discounts default from the Sales Order to the Booking.

Add Booking #1200212 Customer 1 of 1

Splits Customer ID CowBo ? Regular PrePay UAC Credit Limit  
 Customer Name Bob Cowgill 119824.54 8645.13 0.00 15000  
 Field ID ?  
 <Comments>

☐ Generic Prepay Price Level Prepay Amount

	<Product Name>	Quantity	Inv	Levl	P	Dwn	<Unit \$>	Bill U	Total \$	S#	<%>	Your Share	<Am
1	DKC58-06RIB AF SS...	120.000	Bags	Qu...			205.06	Bags	24607.32	1	100.0000	24607.32	

Planned Booking Payment Method

Analysis Contract Format:

Apply Rollups

<Salesperson ID> Farbre ☐ Contract Signed  
 Control # 47 ☒ Assign Seller Signature

Additional Comments:

Print Method  
 1. No Roll up

Total Booked 24607.32  
 Amount Paid 0.00

Cancel <Back Next> Save

- Repeat Steps 3 and 4 from the Recommended Method for importing a Booking into a Delivery Ticket and then into an Invoice.