

**Adaxia**



## **Promotions Set Up**

## DOCUMENT SUMMARY SHEET

<b>Document Type:</b>	How To
<b>Document Title:</b>	Promotions Set Up
<b>Document Summary:</b>	This is the Adaxa HowTo guide for setting up promotions.
<b>File Name:</b>	HowTo _ Promotions Setp V2.odt
<b>Created on:</b>	Wednesday, 16 May 2012
<b>Created by:</b>	office office
<b>Last Modified on:</b>	Tuesday, 10 July 2012
<b>Last Modified by:</b>	<b>office office</b>

## NOTES

1. Responsibility is disclaimed for any loss or damage (including but not limited to damage resulting from the use by the client of the document) suffered by any other person for any reason at all including but not limited to negligence by ADAXA Pty Ltd (ADAXA).
2. Whilst this document is accurate to the best of our knowledge and belief, ADAXA cannot guarantee the completeness or accuracy of any description or conclusions based on the supplied information.
3. The recommendations contained in the document are advisory and ADAXA has no responsibility for the management or operation of any recommendations that may be implemented by the client.
4. This document is licensed under the terms shown at <http://creativecommons.org/licenses/by-nc-nd/3.0/au/legalcode>.

## Table of Contents

### 1. Promotions Introduction

### 2. Promotion Groups

2.1	The Promotion Group Window.....	6
2.1.1	Promotion Group Data.....	6
2.1.2	Promotion Group.....	6
2.1.3	Promotion Group Tab.....	6
2.1.4	Group Line Tab.....	7
2.2	Promotion Scenarios.....	7

### 3. Promotion A

3.1	Buy <4 items of group X, get 10% off, buy 4-6, get 20% off, buy >6 and get 50% off all.	8
3.1.1	Pre Condition Tab.....	9
3.1.2	Promotion Line Tab.....	10
3.1.3	Quantity Distribution Tab.....	11
3.1.4	Reward Tab.....	13

### 4. Promotion B

4.1	Buy 3 and Get 1 Free.....	15
4.1.1	Promotion Tab.....	15
4.1.2	Pre Condition Tab.....	16
4.1.3	Promotion Line Tab.....	17
4.1.4	Quantity Distribution Tab.....	18
4.1.5	Reward Tab.....	19

### 5. Promotion C

5.1	Buy 1X and 2Y for \$129.....	21
5.1.1	Promotion Tab.....	21
5.1.2	Pre Condition Tab.....	22
5.1.3	Promotion Line Tab.....	23
5.1.4	Quantity Distribution Tab.....	24
5.1.5	Reward Tab.....	25

### 6. Promotion D

6.1	Spend >\$1000 Get 5% Discount & 1X for Free.....	27
6.1.1	Promotion Tab.....	27
6.1.2	Pre Condition Tab.....	28
6.1.3	Promotion Line Tab.....	29
6.1.4	Quantity Distribution Tab.....	30

6.1.5	Reward Tab.....	31
-------	-----------------	----

## 7. Promotion E

7.1	Buy 2X & 1Y, Get 10% of X & Y for Free.....	34
7.1.1	Promotion Tab.....	34
7.1.2	Pre Condition Tab.....	35
7.1.3	Promotion Line Tab.....	36
7.1.4	Quantity Distribution Tab.....	37
7.1.5	Reward Tab.....	39

## 8. Promotion F

8.1	Buy 3X for \$20.....	42
8.1.1	Promotion Tab.....	42
8.1.2	Pre Condition Tab.....	43
8.1.3	Promotion Line Tab.....	44
8.1.4	Quantity Distribution Tab.....	45
8.1.5	Reward Tab.....	46

## 9. Promotion G

9.1	Buy 1X & up to 4Y at 50% Each.....	48
9.1.1	Promotion Tab.....	48
9.1.2	Pre Condition Tab.....	49
9.1.3	Promotion Line Tab.....	50
9.1.4	Quantity Distribution Tab.....	51
9.1.5	Reward Tab.....	54

## 10. Promotion H

10.1	Buy 1X & Get 1Y Free.....	56
10.1.1	Promotion Tab.....	56
10.1.2	Pre Condition Tab.....	57
10.1.3	Promotion Line Tab.....	58
10.1.4	Quantity Distribution Tab.....	59
10.1.5	Reward Tab.....	60

## 11. Promotion I

11.1	Get 10% off first 3X, 20% of next 3, 30% of any extra.....	62
11.1.1	Promotion Tab.....	62
11.1.2	Pre Condition Tab.....	63
11.1.3	Promotion Line Tab.....	64
11.1.4	Quantity Distribution Tab.....	65
11.1.5	Reward Tab.....	67

## 12. Promotion J

12.1	Spend >\$1000, Get 15% Discount on up to 15 of the lowest cost items.....	69
------	---	----

12.1.1	Promotion Tab.....	69
12.1.2	Pre Condition Tab.....	70
12.1.3	Promotion Line Tab.....	71
12.1.4	Quantity Distribution Tab.....	72
12.1.5	Reward Tab.....	74

### **13. Adaxa's Offices and Contacts**

13.1	Australia.....	76
13.2	New Zealand.....	76
13.3	United States of America.....	76

## 1 Promotions Introduction

---

The Adempiere system includes extensive functionality to manage marketing promotions.

The functional requirements of the promotions capability were largely derived from an IBM publication which is accessible at this link.

<http://publib.boulder.ibm.com/infocenter/wchelp/v5r6m1/index.jsp?topic=/com.ibm.commerce.customizetools.doc/refs/rprcondmdl.htm>

The purpose of this HowTo guide is provide 'worked examples' of many of the types of promotions that can be defined in the system.

The Promotions functionality is very powerful and configurable and is, inevitably, quite complex. Adaxa recommends that new promotions are well tested before being made accessible in a live system.

## 2 Promotion Groups

### 2.1 The Promotion Group Window

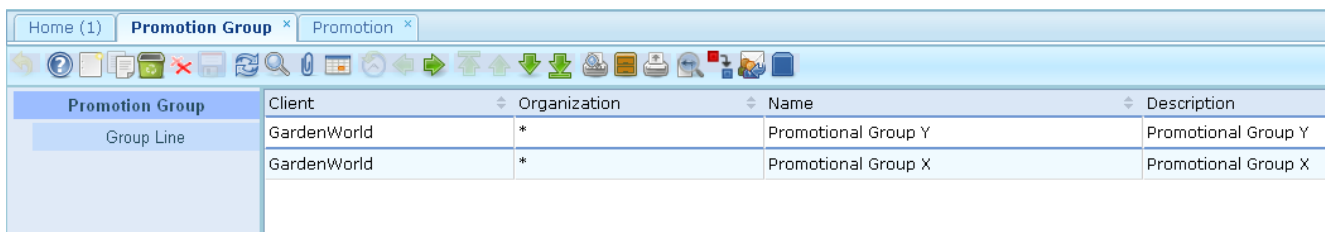
A Promotion Group is a group of products that will be included in some form of evaluation to decide if a promotion will apply to a purchase. The evaluation might be something like "if the order includes products from this list of products with an order value > \$100 then give a 10% discount".

#### 2.1.1 Promotion Group Data

- The promotional group X will have a list of products with the values A, B and C.
- The promotional group Y will have a list of products with the values D, E and F.

#### 2.1.2 Promotion Group

Select 'Promotion Group' window from the main menu.

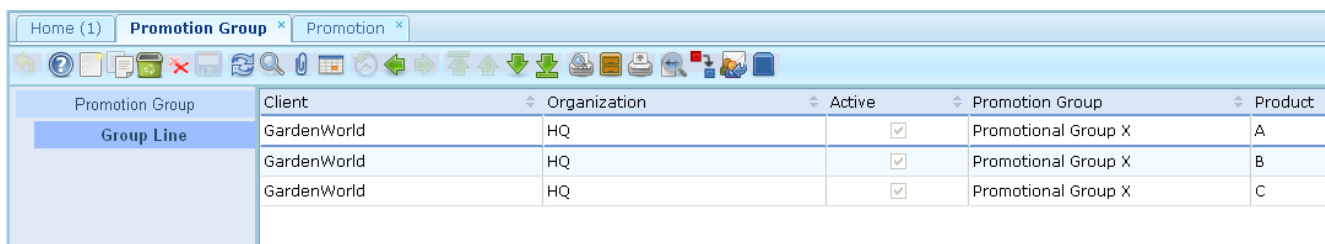


Promotion Group	Client	Organization	Name	Description
Group Line	GardenWorld	*	Promotional Group Y	Promotional Group Y
	GardenWorld	*	Promotional Group X	Promotional Group X

*Illustration 1: Promotion Group Window > Promotion Group Tab*

#### 2.1.3 Promotion Group Tab

1. Enter the Promotional Group **Name** and **Description**. Tick the **Active** check box to indicate the promotional group is active. In this case the promotional group will contain 2 records; one is for Promotional Group X and the other one is for Promotional Group Y.



Promotion Group	Client	Organization	Active	Promotion Group	Product
Group Line	GardenWorld	HQ	<input checked="" type="checkbox"/>	Promotional Group X	A
	GardenWorld	HQ	<input checked="" type="checkbox"/>	Promotional Group X	B
	GardenWorld	HQ	<input checked="" type="checkbox"/>	Promotional Group X	C

*Illustration 2: Promotion Group Window > Group Line Tab*

Promotion Group	Client	Organization	Active	Promotion Group	Product
Group Line	GardenWorld	*	<input checked="" type="checkbox"/>	Promotional Group Y	D
	GardenWorld	*	<input checked="" type="checkbox"/>	Promotional Group Y	E
	GardenWorld	*	<input checked="" type="checkbox"/>	Promotional Group Y	F

*Illustration 3: Promotion Group Window > Group Line Tab*

## 2.1.4 Group Line Tab

1. Select a promotional item from the **Product** dropdown. In this case the promotional items to be selected for Promotional Group X are “A, B, C” and Promotional Group Y are “D, E and F”.

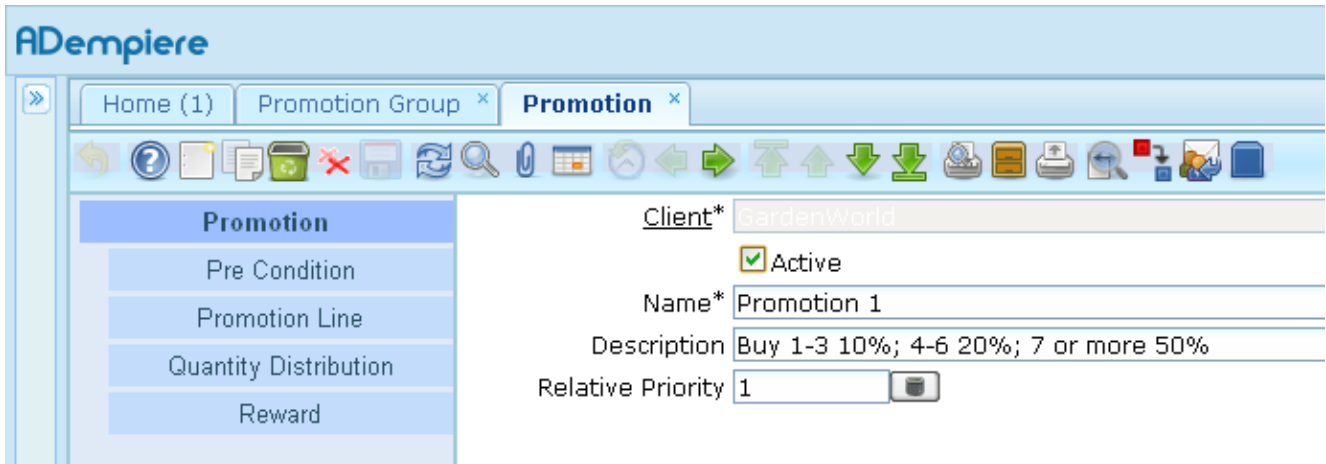
## 2.2 Promotion Scenarios

There can be many different types of promotion scenarios. The following sections explore some of the available promotion options and show how they are set up. The scenarios shown are just examples of different types of promotions and the values can be changed as required. Promotion A



### 3.1 Buy <4 items of group X, get 10% off, buy 4-6, get 20% off, buy >6 and get 50% off all.

Select 'Promotion' window from the main menu.



The screenshot shows the ADempiere software interface. The main window is titled 'Promotion' and is part of a 'Promotion Group'. The interface includes a navigation pane on the left with options: Promotion, Pre Condition, Promotion Line, Quantity Distribution, and Reward. The main area contains the following fields:

- Client\*: GardenWorld
- Active
- Name\*: Promotion 1
- Description: Buy 1-3 10%; 4-6 20%; 7 or more 50%
- Relative Priority: 1

*Illustration 4: Promotion A Promotion Window > Promotion Tab*

#### 2. Promotion Tab

1. "Promotion 1" as the Promotion **Name**.
2. Enter "Buy 1-3 10%; 4-6 20%; 7 or more 50%" as the Promotion **Description**.
3. Enter "1" as the Sequence or **Relative Priority**.

The screenshot shows the ADempiere interface for the 'Promotion' window, specifically the 'Pre Condition' tab. The left sidebar contains a tree view with 'Pre Condition' selected. The main area contains the following fields:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 1
- Sequence**: 0
- Business Partner**: (empty)
- Business Partner Group**: Standard Customers
- Price List**: Standard
- Warehouse**: HQ Warehouse
- Promotion Code**: (empty)
- Usage Counter**: 0
- Usage Limit**: 0
- Start Date**: 05/01/2009 00:00
- End Date**: 12/31/2009 00:00

*Illustration 5: Promotion A: Promotion Window > Pre Condition Tab*

### 3.1.1 Pre Condition Tab

1. Tick the Active check box to indicate the pre condition is active.
2. Enter "0" as the Sequence.
3. Select the Business Partner to whom the promotion is applicable. (Optional field)
4. Select the appropriate Business Partner Group to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select Price List as "Standard".
6. Select Warehouse as "HQ Warehouse"
7. Enter the Promotion Code. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The Usage Counter determines the number of times a promotion has been applied. It is read-only/non-editable field.
9. Enter "0" as the Usage Limit or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "05/01/2009 00:00" as the Start Date.

- Enter "12/31/2009 00:00" as the End Date or Expiry Date.

**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.

**Illustration 6: Promotion A Promotion Window > Promotion Line Tab**

### 3.1.2 Promotion Line Tab

- Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
- Enter "0" as the **Minimum Order Amt.**
- Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group X.

Promotion	Sequence	Promotion Line	Operation	Quantity	Distribution Type
Promotion 1	10	0.00_Promotional Group X	>=	7	Max
Promotion 1	20	0.00_Promotional Group X	>=	4	Max
Promotion 1	30	0.00_Promotional Group X	>=	1	Max

**Illustration 7: Promotion A: Promotion Window > Quantity Distribution Tab**

### 3.1.3 Quantity Distribution Tab

We have 3 distributions according to the Promotion 1, i.e.  $1 \leq X \leq 3$ ,  $4 \leq X \leq 6$  and  $X \geq 7$ . When entering the distributions, you have to start with the largest **quantity** distribution. In this example, enter "7" as  $X \geq 7$ , enter "4" as  $4 \leq X \leq 6$  and then enter "1" as  $1 \leq X \leq 3$ . The i) **Operation** and ii) **Distribution Type** for these distributions are i) ">=" and ii) "Max".

**ADempire**

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\*

Active

Promotion\* Promotion 1

Sequence 10

For all distribution

Promotion Distribution\* 10\_0.00 - Promotional Group X

Same distribution for source and target

Target distribution

Reward Type\* Percentage

Amount 50.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

**Illustration 8: Promotion A: Promotion Window > Reward Tab – Reward 1**

ADempiere

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\*

Active

Promotion\* Promotion 1

Sequence 20

For all distribution

Promotion Distribution\* 20\_0.00 - Promotional Group X

Same distribution for source and target

Target distribution

Reward Type\* Percentage

Amount 20.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

**Illustration 9: Promotion A: Promotion Window > Reward Tab - Reward 2**

The screenshot shows the ADempiere software interface. At the top, there's a navigation bar with 'Home (1)', 'Promotion Group', and 'Promotion'. Below this is a toolbar with various icons. On the left, a sidebar lists 'Promotion', 'Pre Condition', 'Promotion Line', 'Quantity Distribution', and 'Reward' (which is highlighted). The main content area is a form for setting up a reward. It includes the following fields and values:

- Client\***: GardenWorld
- Organization\***: (empty)
- Active**:
- Promotion\***: Promotion 1
- Sequence**: 30
- For all distribution**:
- Promotion Distribution\***: 30\_0.00 - Promotional Group X
- Same distribution for source and target**:
- Target distribution**: (empty)
- Reward Type\***: Percentage
- Amount**: 10.00
- Quantity**: 0
- Distribution Sorting**: (empty)
- Charge\***: Promotional Discounts

**Illustration 10: Promotion A: Promotion Window > Reward Tab - Reward 3**

### 3.1.4 Reward Tab

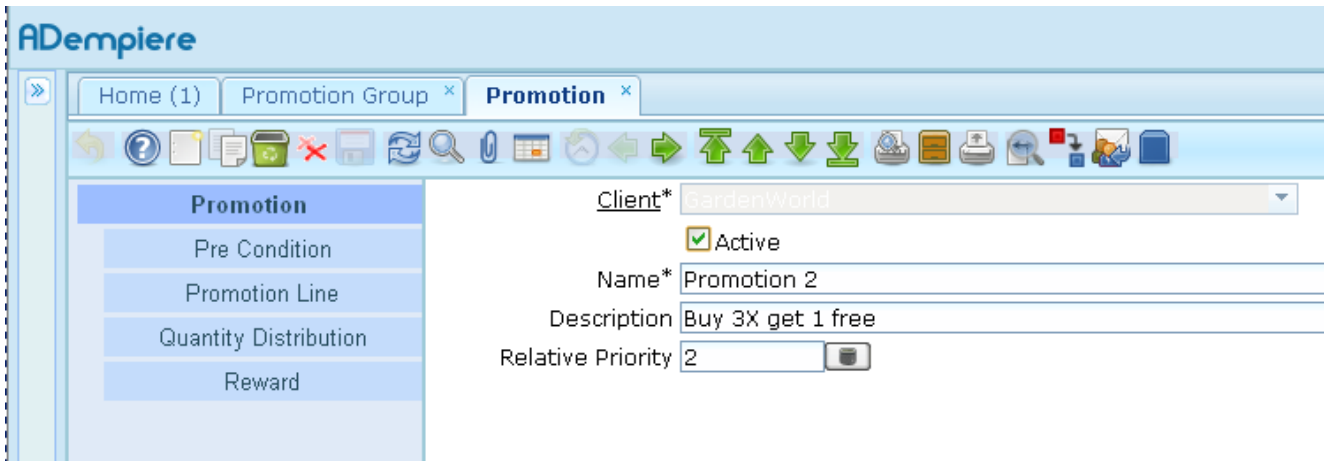
This Reward setup specifies which distribution will receive a reward. In this example, we have to apply a certain percentage discount on the items in the distribution that was entered previously. Thus Reward 1 (See Figure 7a) gives 50% on items in Distribution1 (which contains 7 or more X), Reward 2 (See Figure 7b) gives 20% discount on Distribution 2 (which contains 4 - 6 X) and Reward 3 (See Figure 7c) gives a 10% discount on Distribution 3 (which contains 1 - 3 X). Below are the steps to setup the rewards as mentioned above.

Tick the Active check box to indicate the reward is active.

1. Enter the Sequence No to identify the reward.
2. Untick the For All Distribution check box to indicate this reward not applies on all the distributions.
3. Select the appropriate Promoting Distribution to which is linked this reward.
4. Tick the Same Distribution for Source and Target checkbox to use the selected Promoting Distribution for this reward.
5. Select Reward Type as "Percentage".
6. Enter the Amount to associate to a reward type.

7. Select Charge as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.

## 4.1 Buy 3 and Get 1 Free



The screenshot shows the ADempire software interface. The top navigation bar includes 'Home (1)', 'Promotion Group', and 'Promotion'. Below this is a toolbar with various icons. On the left, a sidebar menu lists 'Promotion', 'Pre Condition', 'Promotion Line', 'Quantity Distribution', and 'Reward'. The main area displays the 'Promotion' configuration form with the following fields:

Client*	GardenWorld
	<input checked="" type="checkbox"/> Active
Name*	Promotion 2
Description	Buy 3X get 1 free
Relative Priority	2

*Illustration 11: Promotion B: Promotion Window > Promotion Tab*

### 4.1.1 Promotion Tab

1. Enter "Promotion 2" as the Promotion **Name**.
2. Enter "Buy 3X get 1 free" as the Promotion **Description**.
3. Enter "2" as the Sequence or **Relative Priority**.



The screenshot displays the 'ADempiere' interface with the 'Promotion' window open to the 'Pre Condition' tab. The left sidebar contains a navigation menu with options: Promotion, Pre Condition (selected), Promotion Line, Quantity Distribution, and Reward. The main area contains the following fields:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 2
- Sequence**: 0
- Business Partner**: (empty)
- Business Partner Group**: Standard Customers
- Price List**: Standard
- Warehouse**: HQ Warehouse
- Promotion Code**: (empty)
- Usage Counter**: 99
- Usage Limit**: 0
- Start Date**: 01/01/2009 00:00
- End Date**: 12/31/2010 00:00

**Illustration 12: Promotion B: Promotion Window > Pre Condition Tab**

## 4.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
1. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
2. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
3. Select **Price List** as "Standard".
4. Select **Warehouse** as "HQ Warehouse"
5. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
6. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

7. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
8. Enter "01/01/2009 00:00" as the **Start Date**.
9. Enter "12/31/2010 00:00" as the **End Date** or Expiry Date.

**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.

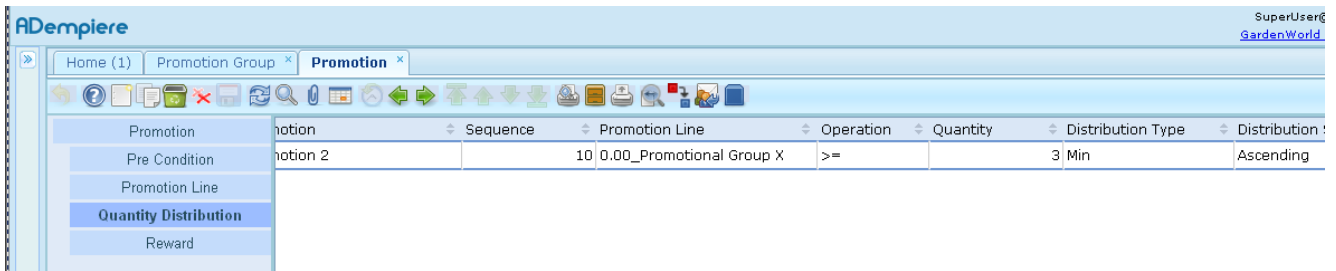
The screenshot shows the ADempiere web interface. The breadcrumb trail is Home (1) > Promotion Group > Promotion. The left sidebar contains a tree view with the following items: Promotion, Pre Condition, Promotion Line (highlighted), Quantity Distribution, and Reward. The main content area displays the configuration for a Promotion Line. The fields are as follows:

- Client\*:** GardenWorld
- Organization\*:** HQ
- Active
- Promotion\*:** Promotion 2
- Promotion Group:** Promotional Group X
- Minimum Amt:** 0.00
- Mandatory Promotion Line

*Illustration 13: Promotion B: Promotion Window > Promotion Line Tab*

### 4.1.3 Promotion Line Tab

1. Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
2. Enter "0" as the **Minimum Order Amt.**
3. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group X.

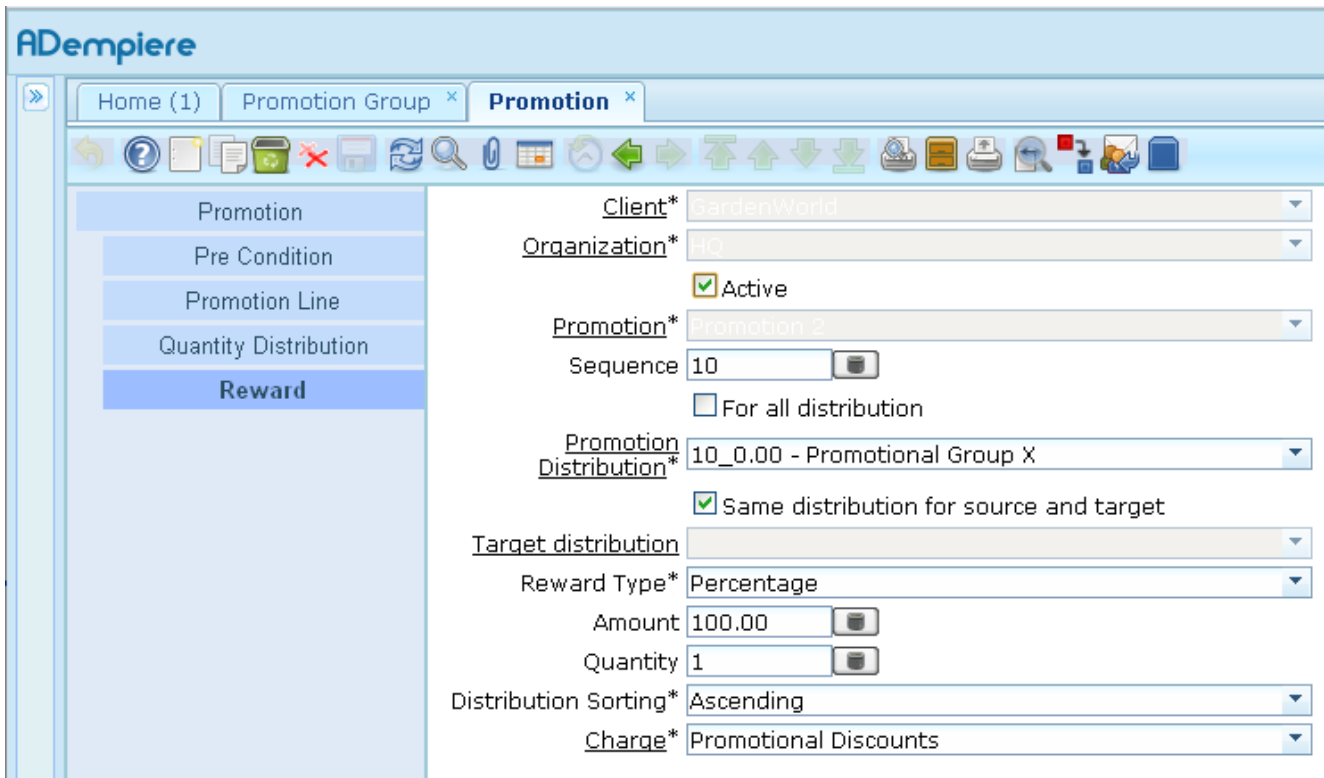


**Illustration 14: Promotion B: Promotion Window > Quantity Distribution Tab**

#### 4.1.4 Quantity Distribution Tab

We have only 1 distribution, i.e. X=3, according to the Promotion 2.

1. Select **Promotion Line** as “Promotional Group X”.
2. Select **Operation** as “>=”.
3. Enter “3” as the **Quantity**.
4. Select **Distribution Type** as “Min”.
5. Select **Distribution Sorting** as “Ascending”. System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.



*Illustration 15: Promotion B: Promotion Window > Reward Tab*

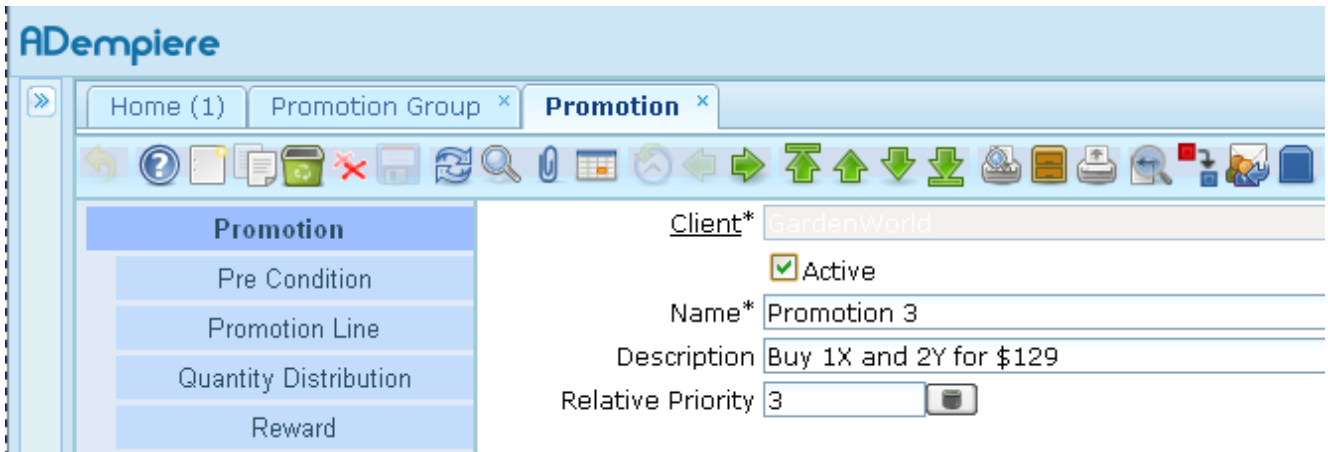
## 4.1.5 Reward Tab

In this example, we have to give the cheapest item in one or many sets of items for free. Below are the steps to setup this reward.

1. Tick the **Active** check box to indicate the reward is active.
2. Enter "10" as the **Sequence No** to identify the reward.
3. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
4. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is "Promotional Group X".
5. Tick the **Same Distribution for Source and Target** checkbox to use the selected Promoting Distribution for this reward.
6. Select **Reward Type** as "Percentage".
7. Enter the **Amount** to associate to a reward type. In this case we have to apply a 100% discount on the cheapest item in it, in other words, it gives it for free.

8. Enter “1” as the **Quantity**. System will give away a free and cheapest item for every set defined in Quantity Distribution specification.
9. Select **Distribution Sorting** as “Ascending”. The selected sorting type for the reward is applied to the system process. When the condition specified in a particular distribution is met, the distribution line is validated and it will contain a number of certain items. At the same time, the selected distribution sorting will be happened on each set of the items. Ascending indicates that the system will arrange the items starting from least expensive to most expensive, whereas descending indicates that the system will arrange the items starting from most expensive to least expensive.
10. Select **Charge** as “Promotional Discounts”. At the sales time, the discount line will be created with charge to denote the account to post to.

## 5.1 Buy 1X and 2Y for \$129



The screenshot shows the ADempiere software interface. At the top, there are tabs for 'Home (1)', 'Promotion Group', and 'Promotion'. Below the tabs is a toolbar with various icons. On the left, a navigation pane lists 'Promotion', 'Pre Condition', 'Promotion Line', 'Quantity Distribution', and 'Reward'. The main area displays the 'Promotion' tab with the following fields: 'Client\*' (GardenWorld), 'Active' (checked), 'Name\*' (Promotion 3), 'Description' (Buy 1X and 2Y for \$129), and 'Relative Priority' (3).

*Illustration 16: Promotion C: Promotion Window > Promotion Tab*

### 5.1.1 Promotion Tab

1. Enter "Promotion 3" as the Promotion **Name**.
2. Enter "Buy 1X and 2Y for \$129" as the Promotion **Description**.
3. Enter "3" as the Sequence or **Relative Priority**.

The screenshot shows the ADempiere interface with the 'Promotion' window open to the 'Pre Condition' tab. The left sidebar contains a tree view with 'Pre Condition' selected. The main area contains the following fields:

- Client\*:** GardenWorld
- Organization\*:** HQ
- Active:**
- Promotion\*:** Promotion 3
- Sequence:** 0
- Business Partner:** (empty)
- Business Partner Group:** Standard Customers
- Price List:** Standard
- Warehouse:** HQ Warehouse
- Promotion Code:** (empty)
- Usage Counter:** 0
- Usage Limit:** 0
- Start Date:** 01/01/2009 00:00
- End Date:** 12/31/2009 00:00

*Illustration 17: Promotion C: Promotion Window > Pre Condition Tab*

## 5.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
3. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
4. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select **Price List** as "Standard".
6. Select **Warehouse** as "HQ Warehouse"
7. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

9. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "01/01/2009 00:00" as the **Start Date**.
11. Enter "12/31/2009 00:00" as the **End Date** or Expiry Date.

**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.

**Illustration 18: Promotion C: Promotion Window > Promotion Line Tab**

### 5.1.3 Promotion Line Tab

We have 2 promotion lines, each matching a different product from a different promotional group.

1. Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
2. Enter "0" as the **Minimum Order Amt**.
3. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group X.
4. Click on the **Save** button to save this promotion line details.
5. Click on the **New Record** button to add another new promotion line.
6. Select **Promotion Group** as "Promotional Group Y" that was entered during Promotion Group setup.
7. Enter "0" as the **Minimum Order Amt**.



8. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group Y.
9. Click on the **Save** button to save this promotion line details.

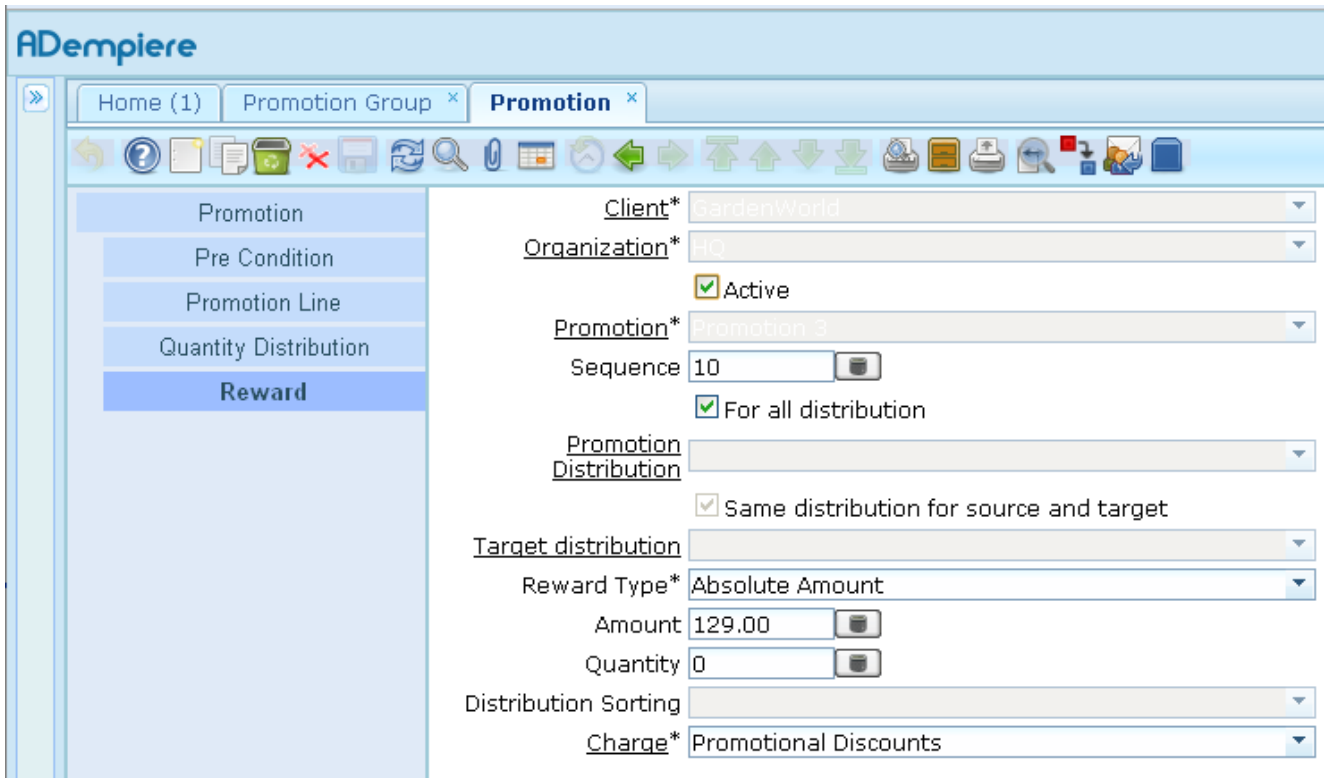
Promotion	Sequence	Promotion Line	Operation	Quantity	Distribution Type	Distribution Sorting
Promotion 3	10	0.00_Promotional Group X	>=	1	Min	Ascending
Promotion 3	20	0.00_Promotional Group Y	>=	2	Min	Descending

Figure 16: Promotion 3: Promotion Window > Quantity Distribution Tab

## 5.1.4 Quantity Distribution Tab

We have 2 distributions, i.e.  $X \geq 1$  and  $Y \geq 2$ , according to the Promotion 3.

1. Enter "10" as the **Sequence**.
2. Select **Promotion Line** as "Promotional Group X".
3. Select **Operation** as ">=".
4. Enter "1" as the **Quantity**.
5. Select **Distribution Type** as "Min".
6. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
7. Click on the **Save** button to save this distribution details.
8. Click on the **New Record** button to add another new distribution.
9. Enter "20" as the **Sequence**.
10. Select **Promotion Line** as "Promotional Group Y".
11. Select **Operation** as ">=".
12. Enter "2" as the **Quantity**.
13. Select **Distribution Type** as "Min".
14. Select **Distribution Sorting** as "Descending". System will re-arrange the items in descending order of their price and then regroup them in sets according to the Quantity specification.
15. Click on the **Save** button to save this distribution details.



**ADempiere**

Home (1) Promotion Group × Promotion ×

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 3

Sequence 10

For all distribution

Promotion Distribution

Same distribution for source and target

Target distribution

Reward Type\* Absolute Amount

Amount 129.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

*Illustration 19: Promotion C: Promotion Window > Reward Tab*

## 5.1.5 Reward Tab

In this example, we have to give an absolute price on the set of items in all distributions. Below are the steps to setup this reward.

1. Tick the **Active** check box to indicate the reward is active.
2. Enter "10" as the **Sequence No** to identify the reward.
3. Tick the **For All Distribution** check box to indicate this reward applies on all the distributions taken together.
4. **Note:** System will set the **Promotion Distribution** drop down, **Same Distribution for Source and Target** check box and **Target Distribution** drop down to disabled if the **For All Distribution** check box was ticked.
5. Select **Reward Type** as "Absolute Amount".
6. Enter the **Amount** to associate to a reward type. In this case we have to apply an absolute price of \$129.00 on the set of items in all distributions.
7. Enter "0" as the **Quantity**.

8. Select **Charge** as “Promotional Discounts”. At the sales time, the discount line will be created with charge to denote the account to post to.

### 6.1 Spend >\$1000 Get 5% Discount & 1X for Free

The screenshot shows the ADempiere software interface with the 'Promotion' window open. The left sidebar has the 'Reward' tab selected. The main area contains the following fields:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 3
- Sequence**: 10
- For all distribution**
- Promotion Distribution**: (empty dropdown)
- Same distribution for source and target**
- Target distribution**: (empty dropdown)
- Reward Type\***: Absolute Amount
- Amount**: 129.00
- Quantity**: 0
- Distribution Sorting**: (empty dropdown)
- Charge\***: Promotional Discounts

*Illustration 20: Promotion D: Promotion Window > Promotion Tab*

#### 6.1.1 Promotion Tab

1. Enter "Promotion 4" as the **Promotion Name**.
2. Enter "Buy for \$1000 or more and get 5% discount and 1X free" as the **Promotion Description**.
3. Enter "4" as the **Sequence** or **Relative Priority**.

The screenshot shows the ADempiere software interface. At the top, the title bar reads 'ADempiere'. Below it, a breadcrumb trail shows 'Home (1) > Promotion Group > Promotion'. A toolbar with various icons is visible. On the left, a sidebar menu has 'Pre Condition' highlighted. The main content area displays a form for 'Promotion D: Promotion Window > Pre Condition Tab'. The form includes the following fields and values:

- Client\*: GardenWorld
- Organization\*: HQ
- Active
- Promotion\*: Promotion 4
- Sequence: 0
- Business Partner: (empty)
- Business Partner Group: Standard Customers
- Price List: Standard
- Warehouse: HQ Warehouse
- Promotion Code: (empty)
- Usage Counter: 3
- Usage Limit: 0
- Start Date: 01/01/2009 00:00
- End Date: 12/31/2009 00:00

*Illustration 21: Promotion D: Promotion Window > Pre Condition Tab*

## 6.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
3. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
4. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select **Price List** as "Standard".
6. Select **Warehouse** as "HQ Warehouse".
7. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

9. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "01/01/2009 00:00" as the **Start Date**.
11. Enter "12/31/2009 00:00" as the **End Date** or Expiry Date.

**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.

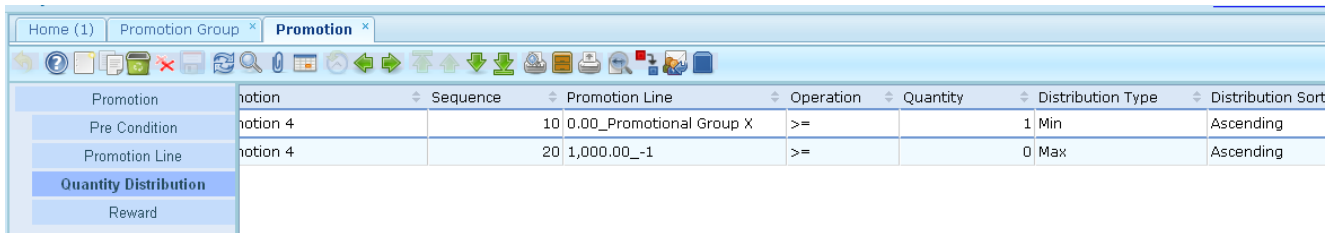
The screenshot shows the ADempiere software interface. The main window is titled "Promotion" and has a left-hand navigation pane with the following items: Promotion, Pre Condition, Promotion Line (highlighted), Quantity Distribution, and Reward. The main content area displays the configuration for a promotion line. The fields are as follows:

- Client\*:** GardenWorld
- Organization\*:** HO
- Active:**
- Promotion\*:** Promotion 4
- Promotion Group:** Promotional Group X
- Minimum Amt:** 0.00
- Mandatory Promotion Line:**

**Illustration 22: Promotion D: Promotion Window > Promotion Line Tab**

### 6.1.3 Promotion Line Tab

1. Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
2. Enter "0" as the **Minimum Order Amt.**
3. Untick the **Mandatory Promotion Line** check box.
4. Click on the **Save** button to save this promotion line details.
5. Click on the **New** Record button to add another new promotion line.
6. Enter "1000.00" as the **Minimum Order Amt.**
7. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. \$1000.00.
8. Click on the **Save** button to save this promotion line details.



Promotion	Sequence	Promotion Line	Operation	Quantity	Distribution Type	Distribution Sort
Pre Condition	Promotion 4	10 0.00_Promotional Group X	>=	1	Min	Ascending
Promotion Line	Promotion 4	20 1,000.00_-1	>=	0	Max	Ascending

**Illustration 23: Promotion D: Promotion Window > Quantity Distribution Tab**

### 6.1.4 Quantity Distribution Tab

We have 2 distributions according to the Promotion 4.

1. Enter "10" as the **Sequence**.
2. Select **Promotion Line** as "Promotional Group X".
3. Select **Operation** as ">=".
4. Enter "1" as the **Quantity**.
5. Select **Distribution Type** as "Min".
6. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
7. Click on the **Save** button to save this distribution details.
8. Click on the **New Record** button to add another new distribution.
9. Enter "20" as the **Sequence**.
10. Select **Promotion Line** as "\$1000.00".
11. Select **Operation** as ">=".
12. Enter "0" as the **Quantity**.
13. Select **Distribution Type** as "Max".
14. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price.
15. Click on the **Save** button to save this distribution details.

ADempiere

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 4

Sequence 10

For all distribution

Promotion Distribution\* 20\_1,000.00 -

Same distribution for source and target

Target distribution

Reward Type\* Percentage

Amount 5.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

*Illustration 24: Promotion D: Promotion Window > Reward Tab – Reward 1*

## 6.1.5 Reward Tab

In this example, we have to give 5% discount plus 1X free for people buying \$1000 or more of items. Thus Reward 1 (See Figure 22a) gives 5% and Reward 2 (See Figure 22b) gives 1X free. Below are the steps to setup these rewards.

1. Tick the **Active** check box to indicate the reward is active.
2. Enter “10” as the **Sequence No** to identify the reward.
3. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
4. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is “\$1000.00”.
5. Tick the **Same Distribution for Source and Target** checkbox to use the selected Promoting Distribution for this reward.
6. Select **Reward Type** as “Percentage”.
7. Enter the **Amount** to associate to a reward type. In this case we have to apply a 5% discount on the set of items in the distribution.



8. Enter "0" as the **Quantity**.
9. Select **Charge** as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.
10. Click on the **Save** button to save this reward details.
11. Click on the **New Record** button to add another new reward.

The screenshot shows the ADempire software interface. The left sidebar has a menu with 'Reward' selected. The main window displays the 'Promotion Window > Reward Tab - Reward 2' form. The form contains the following fields and values:

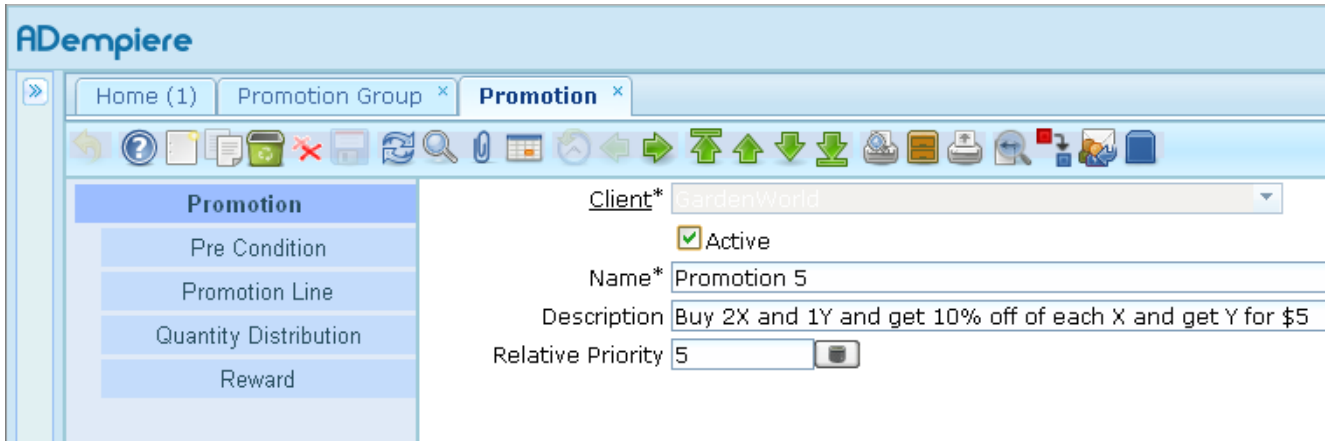
- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 4
- Sequence**: 20
- For all distribution**
- Promotion Distribution\***: 20\_1,000.00 -
- Same distribution for source and target**
- Target distribution\***: 10
- Reward Type\***: Percentage
- Amount**: 100.00
- Quantity**: 1
- Distribution Sorting\***: Ascending
- Charge\***: Promotional Discounts

*Illustration 25: Promotion D: Promotion Window > Reward Tab – Reward 2*

12. Tick the **Active** check box to indicate the reward is active.
13. Enter "20" as the **Sequence No** to identify the reward.
14. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
15. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is "\$1000.00".
16. Untick the **Same Distribution for Source and Target** checkbox to use some other distributions/the selected Target Distribution for this reward.
17. Select **Target Distribution** as "Promotional Group X".

18. Select **Reward Type** as “Percentage”.
19. Enter the **Amount** to associate to a reward type. In this case we have to apply a 100% discount on the cheapest item in it, in other words, it gives it for free.
20. Enter “1” as the **Quantity**. System will give away a free and cheapest item for every order of \$1000 or more of items.
21. Select **Distribution Sorting** as “Ascending”. The selected sorting type for the reward is applied to the system process. When the condition specified in a particular distribution is met, the distribution line is validated and it will contain a number of certain items. At the same time, the selected distribution sorting will be happened on each set of the items. Ascending indicates that the system will arrange the items starting from least expensive to most expensive, whereas descending indicates that the system will arrange the items starting from most expensive to least expensive.
22. Select **Charge** as “Promotional Discounts”. At the sales time, the discount line will be created with charge to denote the account to post to.
23. Click on the **Save** button to save this reward details.

## 7.1 Buy 2X & 1Y, Get 10% of X & Y for Free



The screenshot shows the ADempiere software interface. The title bar reads "ADempiere". Below it, there are tabs for "Home (1)", "Promotion Group", and "Promotion". A toolbar with various icons is visible. On the left, a sidebar menu lists "Promotion", "Pre Condition", "Promotion Line", "Quantity Distribution", and "Reward". The main area displays the configuration for a promotion:

- Client\*:** GardenWorld (dropdown menu)
- Active**
- Name\*:** Promotion 5
- Description:** Buy 2X and 1Y and get 10% off of each X and get Y for \$5
- Relative Priority:** 5 (with a small icon to the right)

*Illustration 26: Promotion E: Promotion Window > Promotion Tab*

### 7.1.1 Promotion Tab

1. Enter "Promotion 5" as the Promotion **Name**.
2. Enter "Buy 2X and 1Y and get 10% off of each X and get Y for \$5" as the Promotion **Description**.
3. Enter "5" as the Sequence or **Relative Priority**.

ADempiere

Home (1) Promotion Group × Promotion ×

Promotion

**Pre Condition**

Promotion Line

Quantity Distribution

Reward

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 5

Sequence 0

Business Partner

Business Partner Group Standard Customers

Price List Standard

Warehouse HQ Warehouse

Promotion Code

Usage Counter 0

Usage Limit 0

Start Date 01/01/2009 00:00

End Date 12/31/2009 00:00

*Illustration 27: Promotion E: Promotion Window > Pre Condition Tab*

## 7.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
3. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
4. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select **Price List** as "Standard".
6. Select **Warehouse** as "HQ Warehouse"
7. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

9. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "01/01/2009 00:00" as the **Start Date**.
11. Enter "12/31/2009 00:00" as the **End Date** or Expiry Date.

**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.

Promotion	Organization	Active	Promotion	Promotion Group	Minimum Amt	Mandatory Promoti
Pre Condition	HQ	<input checked="" type="checkbox"/>	Promotion 5	Promotional Group X	0.00	<input checked="" type="checkbox"/>
<b>Promotion Line</b>	HQ	<input checked="" type="checkbox"/>	Promotion 5	Promotional Group Y	0.00	<input checked="" type="checkbox"/>
Quantity Distribution						
Reward						

**Illustration 28: Promotion E: Promotion Window > Promotion Line Tab**

### 7.1.3 Promotion Line Tab

1. Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
2. Enter "0" as the **Minimum Order Amt.**
3. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group X.
4. Click on the **Save** button to save this promotion line details.
5. Click on the **New Record** button to add another new promotion line.
6. Select **Promotion Group** as "Promotional Group Y" that was entered during Promotion Group setup.
7. Enter "0" as the **Minimum Order Amt**
8. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group Y.
9. Click on the **Save** button to save this promotion line details.

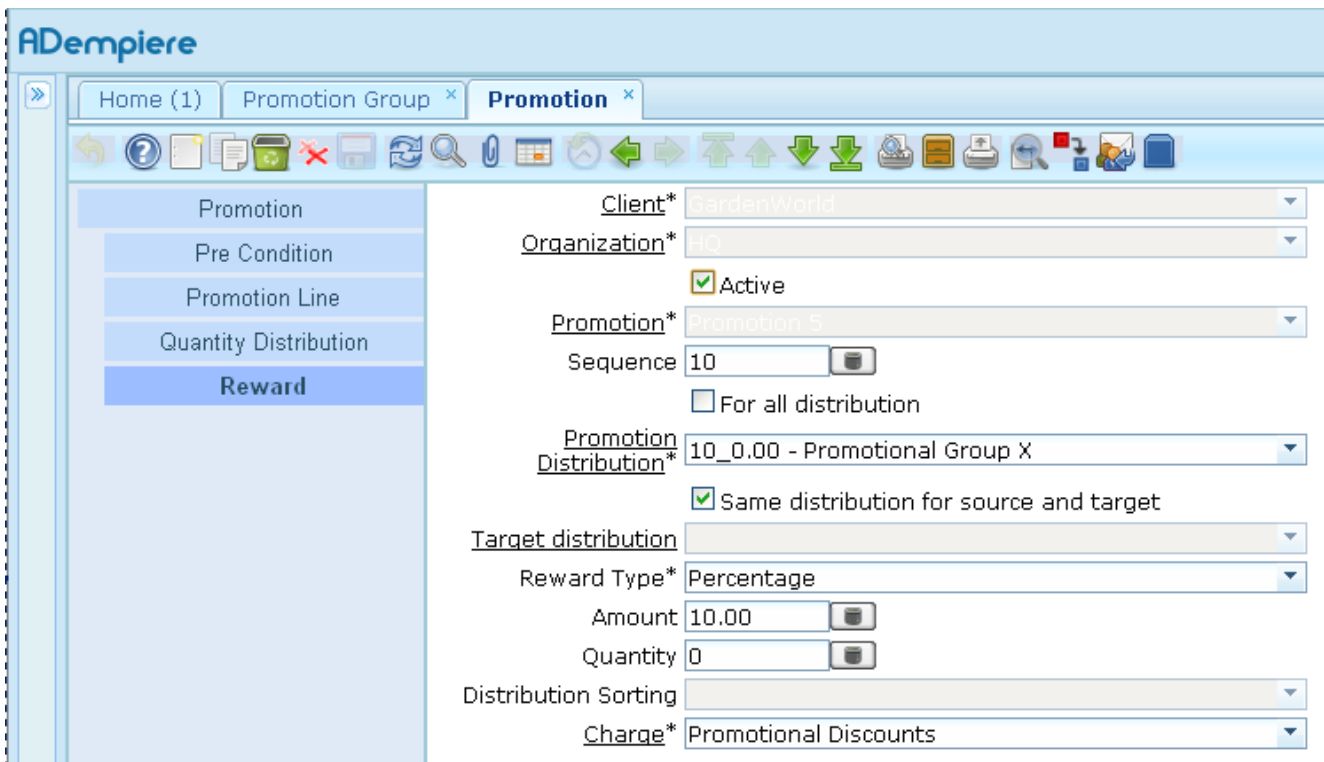
Promotion	Sequence	Promotion Line	Operation	Quantity	Distribution Type	Distribution
Promotion 5	10	0.00_Promotional Group X	>=	2	Min	Ascending
Promotion 5	20	0.00_Promotional Group Y	>=	1	Min	Descending

**Illustration 29: Promotion E: Promotion Window > Quantity Distribution Tab**

## 7.1.4 Quantity Distribution Tab

We have 2 distributions, i.e.  $X \geq 2$  and  $Y \geq 1$ , according to the Promotion 5.

1. Enter "10" as the **Sequence**.
2. Select **Promotion Line** as "Promotional Group X".
3. Select **Operation** as ">=".
4. Enter "2" as the **Quantity**.
5. Select **Distribution Type** as "Min".
6. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
7. Click on the **Save** button to save this distribution details.
8. Click on the **New Record** button to add another new distribution.
9. Enter "20" as the **Sequence**.
10. Select **Promotion Line** as "Promotional Group Y".
11. Select **Operation** as ">=".
12. Enter "1" as the **Quantity**.
13. Select **Distribution Type** as "Min".
14. Select **Distribution Sorting** as "Descending". System will re-arrange the items in descending order of their price and then regroup them in sets according to the Quantity specification.
15. Click on the **Save** button to save this distribution details.



ADempiere

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 5

Sequence 10

For all distribution

Promotion Distribution\* 10\_0.00 - Promotional Group X

Same distribution for source and target

Target distribution

Reward Type\* Percentage

Amount 10.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

*Illustration 30: Promotion E: Promotion Window > Reward Tab – Reward 1*

## 7.1.5 Reward Tab

1. In this example, we have to give 10% off of each X and get Y for \$5 for people buying 2X and 1Y. Thus Reward 1 (See Figure 27a) gives 10% off of each X and Reward 2 (See Figure 27b) give \$5 for Y (which contains 2X and 1Y). Below are the steps to setup these rewards.
2. Tick the **Active** check box to indicate the reward is active.
3. Enter “10” as the **Sequence No** to identify the reward.
4. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
5. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is “Promotional Group X”.
6. Tick the **Same Distribution for Source and Target** checkbox to use the selected Promoting Distribution for this reward.
7. Select **Reward Type** as “Percentage”.
8. Enter the **Amount** to associate to a reward type. In this case we have to apply a 10% discount on the set of items in the distribution.

9. Enter "0" as the **Quantity**.
10. Select **Charge** as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.
11. Click on the **Save** button to save this reward details.
12. Click on the **New Record** button to add another new reward.

The screenshot shows the ADempiere software interface. The top navigation bar includes 'Home (1)', 'Promotion Group', and 'Promotion'. A toolbar with various icons is visible below the navigation. On the left, a sidebar menu lists 'Promotion', 'Pre Condition', 'Promotion Line', 'Quantity Distribution', and 'Reward', with 'Reward' selected. The main area displays the configuration for a reward:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 5
- Sequence**: 20
- For all distribution**
- Promotion Distribution\***: 20\_0.00 - Promotional Group Y
- Same distribution for source and target**
- Target distribution**: (empty dropdown)
- Reward Type\***: Absolute Amount
- Amount**: 5.00
- Quantity**: 0
- Distribution Sorting**: (empty dropdown)
- Charge\***: Promotional Discounts

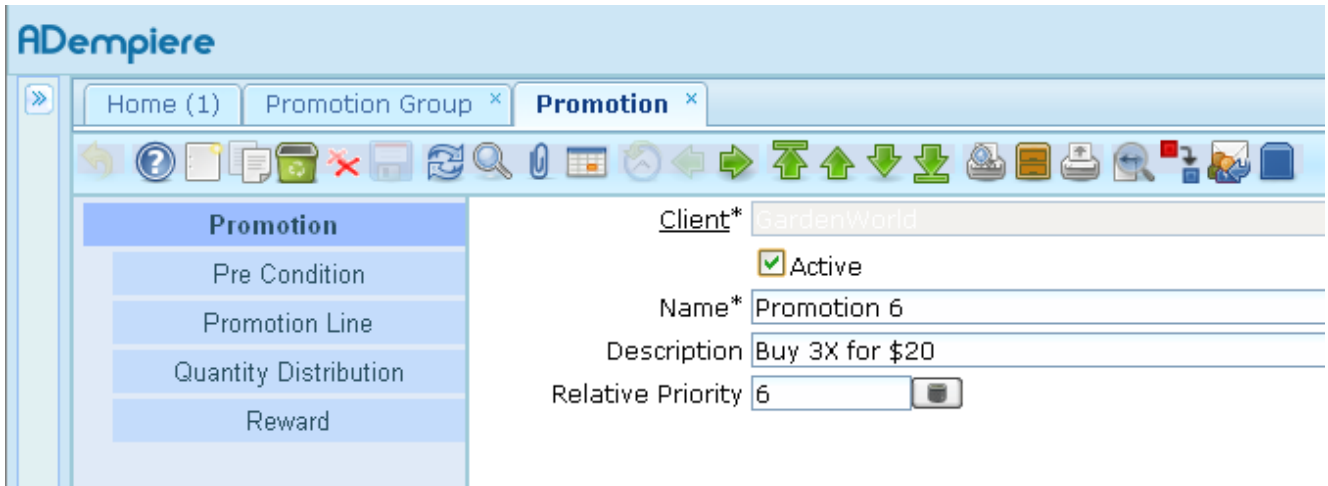
**Illustration 31: Promotion E: Promotion Window > Reward Tab – Reward 2**

1. Tick the **Active** check box to indicate the reward is active.
2. Enter "20" as the **Sequence No** to identify the reward.
3. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
4. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is "Promotional Group Y".
5. Tick the **Same Distribution for Source and Target** checkbox to use the selected Promoting Distribution for this reward.
6. Select **Reward Type** as "Absolute Amount".



7. Enter the **Amount** to associate to a reward type. In this case we have to apply an absolute price of \$5.00 on the set of items in the distribution.
8. Enter "0" as the **Quantity**.
9. Select **Charge** as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.
10. Click on the **Save** button to save this reward details.

## 8.1 Buy 3X for \$20



The screenshot shows the ADempiere software interface. At the top, the title bar reads "ADempiere". Below it, there are three tabs: "Home (1)", "Promotion Group x", and "Promotion x". A toolbar with various icons is visible below the tabs. On the left side, there is a navigation pane with the following items: "Promotion" (selected), "Pre Condition", "Promotion Line", "Quantity Distribution", and "Reward". The main area displays the configuration for a promotion:

Client*	GardenWorld
	<input checked="" type="checkbox"/> Active
Name*	Promotion 6
Description	Buy 3X for \$20
Relative Priority	6

*Illustration 32: Promotion F: Promotion Window > Promotion Tab*

### 8.1.1 Promotion Tab

1. Enter "Promotion 6" as the Promotion **Name**.
2. Enter "Buy 3X for \$20" as the Promotion **Description**.
3. Enter "6" as the Sequence or **Relative Priority**.

The screenshot displays the ADempiere software interface for the 'Promotion' window, specifically the 'Pre Condition' tab. The interface includes a navigation pane on the left with options like 'Promotion', 'Pre Condition', 'Promotion Line', 'Quantity Distribution', and 'Reward'. The main area contains a form with the following fields and values:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 6
- Sequence**: 0
- Business Partner**: (empty)
- Business Partner Group**: Standard Customers
- Price List**: Standard
- Warehouse**: HQ Warehouse
- Promotion Code**: (empty)
- Usage Counter**: 0
- Usage Limit**: 0
- Start Date**: 01/01/2009 00:00
- End Date**: 12/31/2009 00:00

*Illustration 33: Promotion F: Promotion Window > Pre Condition Tab*

## 8.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
3. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
4. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select **Price List** as "Standard".
6. Select **Warehouse** as "HQ Warehouse"
7. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

9. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "01/01/2009 00:00" as the **Start Date**.
11. Enter "12/31/2009 00:00" as the **End Date** or Expiry Date.

**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.

The screenshot displays the 'ADempiere' software interface. At the top, there are tabs for 'Home (1)', 'Promotion Group', and 'Promotion'. Below the tabs is a toolbar with various icons. On the left, a navigation pane shows a tree structure with 'Promotion Line' highlighted. The main content area is a form for configuring a promotion line. The fields are as follows:

- Client\*:** GardenWorld
- Organization\*:** HQ
- Active:**
- Promotion\*:** Promotion 6
- Promotion Group:** Promotional Group X
- Minimum Amt:** 0.00
- Mandatory Promotion Line:**

*Illustration 34: Promotion F: Promotion Window > Promotion Line Tab*

### 8.1.3 Promotion Line Tab

1. Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
2. Enter "0" as the **Minimum Order Amt**.
3. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group X.

Promotion	Sequence	Promotion Line	Operation	Quantity	Distribution Type	Distribution
Promotion 6	10	0.00_Promotional Group X	>=	3	Min	Ascending
Pre Condition						
Promotion Line						
<b>Quantity Distribution</b>						
Reward						

Figure 31: Promotion 6: Promotion Window > Quantity Distribution Tab

### 8.1.4 Quantity Distribution Tab

We have only 1 distribution, i.e.  $X \geq 3$ , according to the Promotion 6.

1. Enter "10" as the **Sequence**.
2. Select **Promotion Line** as "Promotional Group X".
3. Select **Operation** as ">=".
4. Enter "3" as the **Quantity**.
5. Select **Distribution Type** as "Min".
6. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.

**ADempire**

Home (1) Promotion Group × Promotion ×

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 6

Sequence 10

For all distribution

Promotion Distribution\* 10\_0.00 - Promotional Group X

Same distribution for source and target

Target distribution

Reward Type\* Absolute Amount

Amount 20.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

**Illustration 35: Promotion F: Promotion Window > Reward Tab – Reward**

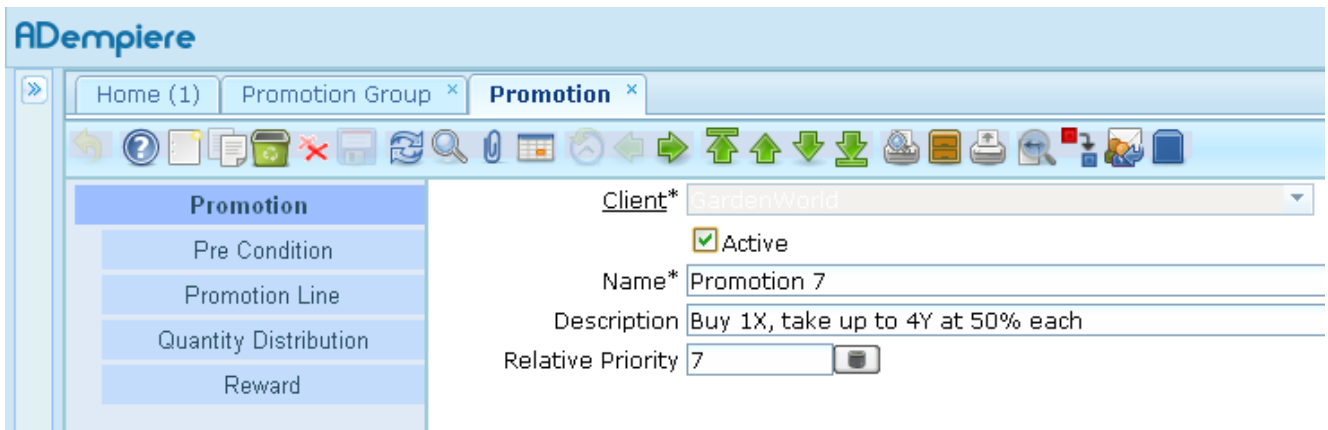
### 8.1.5 Reward Tab

In this example, we have to give \$20 for people buying 3X. Below are the steps to setup this reward.

1. Tick the **Active** check box to indicate the reward is active.
2. Enter “10” as the **Sequence No** to identify the reward.
3. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
4. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is “Promotional Group X”.
5. Tick the **Same Distribution for Source and Target** checkbox to use the selected Promoting Distribution for this reward.
6. Select **Reward Type** as “Absolute Amount”.
7. Enter the **Amount** to associate to a reward type. In this case we have to apply an absolute price of \$20.00 on the set of items in the distribution.
8. Enter “0” as the **Quantity**.

9. Select **Charge** as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.

## 9.1 Buy 1X & up to 4Y at 50% Each



The screenshot shows the ADempiere software interface. The title bar reads "ADempiere". Below it, there are tabs for "Home (1)", "Promotion Group", and "Promotion". A toolbar with various icons is visible. On the left, a tree view shows the "Promotion" tab selected, with sub-items: "Pre Condition", "Promotion Line", "Quantity Distribution", and "Reward". The main area displays the configuration for a promotion:

- Client\***: GardenWorld (dropdown menu)
- Active**
- Name\***: Promotion 7
- Description**: Buy 1X, take up to 4Y at 50% each
- Relative Priority**: 7 (input field with a trash icon)

*Illustration 36: Promotion G: Promotion Window > Promotion Tab*

### 9.1.1 Promotion Tab

1. Enter "Promotion 7" as the Promotion **Name**.
2. Enter "Buy 1X, take up to 4Y at 50% each" as the Promotion **Description**.
3. Enter "7" as the Sequence or **Relative Priority**.



The screenshot displays the ADempiere software interface for the 'Promotion' window, specifically the 'Pre Condition' tab. The interface includes a top navigation bar with 'Home (1)', 'Promotion Group', and 'Promotion' tabs. Below this is a toolbar with various icons. The left sidebar contains a tree view with 'Pre Condition' highlighted. The main content area is a form with the following fields and values:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**:
- Promotion\***: Promotion 7
- Sequence**: 0
- Business Partner**: (empty)
- Business Partner Group**: Standard Customers
- Price List**: Standard
- Warehouse**: HQ Warehouse
- Promotion Code**: (empty)
- Usage Counter**: 1
- Usage Limit**: 0
- Start Date**: 01/01/2009 00:00
- End Date**: 12/31/2009 00:00

*Illustration 37: Promotion G: Promotion Window > Pre Condition Tab*

## 9.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
3. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
4. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select **Price List** as "Standard".
6. Select **Warehouse** as "HQ Warehouse"
7. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

9. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "01/01/2009 00:00" as the **Start Date**.
11. Enter "12/31/2009 00:00" as the **End Date** or Expiry Date.

**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.

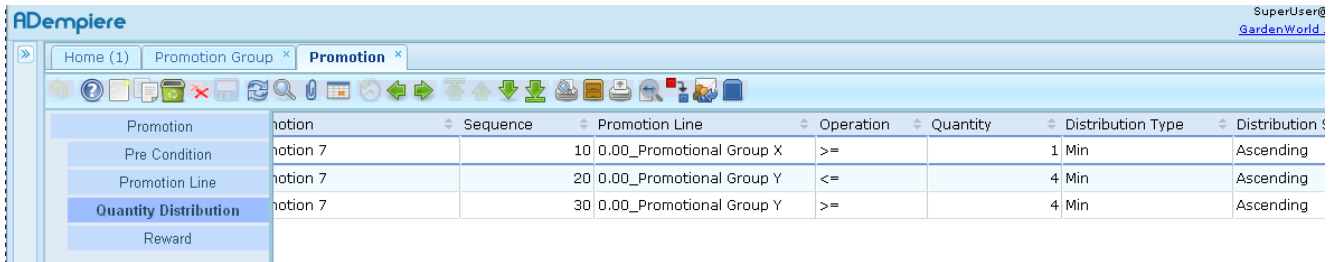
Promotion	Organization	Active	Promotion	Promotion Group	Minimum Amt	Mandatory Promotic
Pre Condition	HQ	<input checked="" type="checkbox"/>	Promotion 7	Promotional Group X	0.00	<input checked="" type="checkbox"/>
<b>Promotion Line</b>	HQ	<input checked="" type="checkbox"/>	Promotion 7	Promotional Group Y	0.00	<input checked="" type="checkbox"/>
Quantity Distribution						
Reward						

*Illustration 38: Promotion G: Promotion Window > Promotion Line Tab*

## Steps:

### 9.1.3 Promotion Line Tab

1. Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
2. Enter "0" as the **Minimum Order Amt**.
3. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group X.
4. Click on the **Save** button to save this promotion line details.
5. Click on the **New** Record button to add another new promotion line.
6. Select **Promotion Group** as "Promotional Group Y" that was entered during Promotion Group setup.
7. Enter "0" as the **Minimum Order Amt**.
8. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group Y.
9. Click on the **Save** button to save this promotion line details.



Promotion	Sequence	Promotion Line	Operation	Quantity	Distribution Type	Distribution Sorting
Pre Condition	10	0.00_Promotional Group X	>=	1	Min	Ascending
Promotion Line	20	0.00_Promotional Group Y	<=	4	Min	Ascending
Quantity Distribution	30	0.00_Promotional Group Y	>=	4	Min	Ascending

**Illustration 39: Promotion G: Promotion Window > Quantity Distribution Tab**

### 9.1.4 Quantity Distribution Tab

We have 3 distributions, i.e.  $X >= 1$  and,  $Y <= 4$  and  $Y >= 4$ , according to the Promotion 7.

1. Enter "10" as the **Sequence**.
2. Select **Promotion Line** as "Promotional Group X".
3. Select **Operation** as ">=".
4. Enter "1" as the **Quantity**.
5. Select **Distribution Type** as "Min".
6. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
7. Click on the **Save** button to save this distribution details.
8. Click on the **New Record** button to add another new distribution.
9. Enter "20" as the **Sequence**.
10. Select **Promotion Line** as "Promotional Group Y".
11. Select **Operation** as "<=".
12. Enter "4" as the **Quantity**.
13. Select **Distribution Type** as "Min".
14. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
15. Click on the **Save** button to save this distribution details.
16. Click on the **New Record** button to add another new distribution.
17. Enter "30" as the **Sequence**.

18. Select **Promotion Line** as “Promotional Group Y”.
19. Select **Operation** as “>=”.
20. Enter “4” as the **Quantity**.
21. Select **Distribution Type** as “Min”.
22. Select **Distribution Sorting** as “Ascending”. System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
23. Click on the **Save** button to save this distribution details.

ADempiere

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 7

Sequence 10

For all distribution

Promotion Distribution\* 10\_0.00 - Promotional Group X

Same distribution for source and target

Target distribution\* 20

Reward Type\* Percentage

Amount 50.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

**Illustration 40: Promotion G: Promotion Window > Reward Tab – Reward 1**

ADempiere

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 7

Sequence 20

For all distribution

Promotion Distribution\* 10\_0.00 - Promotional Group X

Same distribution for source and target

Target distribution\* 30

Reward Type\* Percentage

Amount 50.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

Get product from target distribution to apply the promotion reward

**Illustration 41: Promotion G: Promotion Window > Reward Tab – Reward 2**

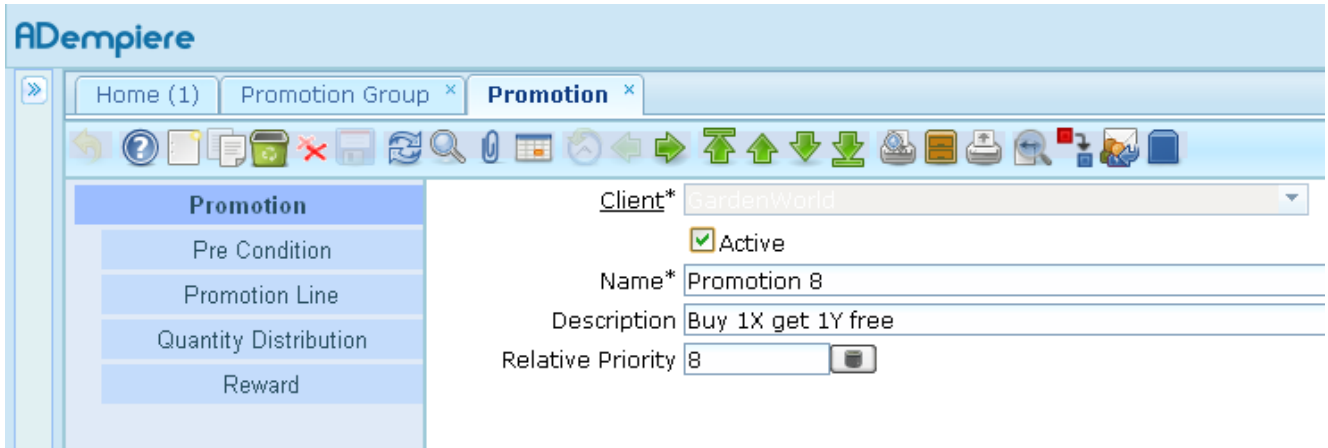
### 9.1.5 Reward Tab

In this example, we have to give 50% off all Y items for people buying 1X and taking up to 4Y. Thus Reward 1 (See Figure 37a) gives 50% on all Y items if people buying 1X and taking up to 4Y, i.e.  $X \geq 1$  and  $Y \leq 4$ , and Reward 2 (See Figure 37b) gives 50% on all Y items if people buying more than one set of the distribution items, i.e.  $X \geq 1$  and  $Y \geq 4$ . Below are the steps to setup these rewards.

1. Tick the **Active** check box to indicate the reward is active.
2. Enter "10" as the **Sequence No** to identify the reward.
3. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
4. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is "Promotional Group X".
5. Untick the **Same Distribution for Source and Target** checkbox to use some other distributions/the selected Target Distribution for this reward.
6. Select **Target Distribution** as "Promotional Group Y".
7. Select **Reward Type** as "Percentage".
8. Enter the **Amount** to associate to a reward type. In this case we have to apply 50% off on all Y items if people buying 1X and taking up to 4Y.
9. Enter "0" as the **Quantity**.
10. Select **Charge** as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.
11. Click on the **Save** button to save this reward details.
12. Click on the **New Record** button to add another new reward.
13. Tick the **Active** check box to indicate the reward is active.
14. Enter "20" as the **Sequence No** to identify the reward.
15. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
16. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is "Promotional Group X".
17. Untick the **Same Distribution for Source and Target** checkbox to use some other distributions/the selected Target Distribution for this reward.
18. Select **Target Distribution** as "Promotional Group Y".

19. Select **Reward Type** as “Percentage”.
20. Enter the **Amount** to associate to a reward type. In this case we have to apply 50% off on all Y items if people buying more than one set of the distribution items, i.e.  $X \geq 1$  and  $Y \geq 4$ .
21. Enter “0” as the **Quantity**.
22. Select **Charge** as “Promotional Discounts”. At the sales time, the discount line will be created with charge to denote the account to post to.
23. Click on the **Save** button to save this reward details.

## 10.1 Buy 1X & Get 1Y Free



The screenshot shows the ADempiere software interface. At the top, the title bar reads "ADempiere". Below it, there are tabs for "Home (1)", "Promotion Group", and "Promotion". A toolbar with various icons is visible. On the left, a tree view shows the "Promotion" tab selected, with sub-items: "Pre Condition", "Promotion Line", "Quantity Distribution", and "Reward". The main area displays the configuration for a promotion:

- Client\***: GardenWorld
- Active**
- Name\***: Promotion 8
- Description**: Buy 1X get 1Y free
- Relative Priority**: 8

*Illustration 42: Promotion H: Promotion Window > Promotion Tab*

### 10.1.1 Promotion Tab

1. Enter "Promotion 7" as the Promotion **Name**.
2. Enter "Buy 1X get 1Y free" as the Promotion **Description**.
3. Enter "8" as the Sequence or **Relative Priority**.



The screenshot displays the ADempiere software interface for the 'Promotion' window, specifically the 'Pre Condition' tab. The interface includes a top navigation bar with 'Home (1)', 'Promotion Group', and 'Promotion' tabs. Below this is a toolbar with various icons. The left sidebar shows a tree view with 'Promotion' selected, and 'Pre Condition' is the active sub-tab. The main content area is a form with the following fields and values:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 8
- Sequence**: 0
- Business Partner**: (empty)
- Business Partner Group**: Standard Customers
- Price List**: Standard
- Warehouse**: HQ Warehouse
- Promotion Code**: (empty)
- Usage Counter**: 0
- Usage Limit**: 0
- Start Date**: 01/01/2009 00:00
- End Date**: 12/31/2009 00:00

*Illustration 43: Promotion H: Promotion Window > Pre Condition Tab*

## 10.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
3. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
4. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select **Price List** as "Standard".
6. Select **Warehouse** as "HQ Warehouse"
7. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

9. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "01/01/2009 00:00" as the **Start Date**.
11. Enter "12/31/2009 00:00" as the **End Date** or Expiry Date.

**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.

Promotion	Organization	Active	Promotion	Promotion Group	Minimum Amt	Mandatory Promoti
Pre Condition	HQ	<input checked="" type="checkbox"/>	Promotion 8	Promotional Group X	0.00	<input checked="" type="checkbox"/>
<b>Promotion Line</b>	HQ	<input checked="" type="checkbox"/>	Promotion 8	Promotional Group Y	0.00	<input checked="" type="checkbox"/>
Quantity Distribution						
Reward						

*Illustration 44: Promotion H: Promotion Window > Promotion Line Tab*

### 10.1.3 Promotion Line Tab

1. Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
2. Enter "0" as the **Minimum Order Amt**.
3. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group X.
4. Click on the **Save** button to save this promotion line details.
5. Click on the **New** Record button to add another new promotion line.
6. Select **Promotion Group** as "Promotional Group Y" that was entered during Promotion Group setup.
7. Enter "0" as the **Minimum Order Amt**.
8. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group Y.
9. Click on the **Save** button to save this promotion line details.

Promotion	Sequence	Promotion Line	Operation	Quantity	Distribution Type	Distribution
Promotion 8	10	0.00_Promotional Group X	>=	1	Min	Ascending
Promotion 8	20	0.00_Promotional Group Y	>=	1	Min	Ascending

**Illustration 45: Promotion H: Promotion Window > Quantity Distribution Tab**

## 10.1.4 Quantity Distribution Tab

We have 2 distributions, i.e.  $X \geq 1$  and,  $Y \geq 1$ , according to the Promotion 8.

1. Enter "10" as the **Sequence**.
2. Select **Promotion Line** as "Promotional Group X".
3. Select **Operation** as ">=".
4. Enter "1" as the **Quantity**.
5. Select **Distribution Type** as "Min".
6. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
7. Click on the **Save** button to save this distribution details.
8. Click on the **New Record** button to add another new distribution.
9. Enter "20" as the **Sequence**.
10. Select **Promotion Line** as "Promotional Group Y".
11. Select **Operation** as ">=".
12. Enter "1" as the **Quantity**.
13. Select **Distribution Type** as "Min".
14. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
15. Click on the **Save** button to save this distribution details.

The screenshot shows the 'ADempire' software interface with the 'Promotion' window open to the 'Reward' tab. The form contains the following fields and values:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**:
- Promotion\***: Promotion 8
- Sequence**: 10
- For all distribution**:
- Promotion Distribution\***: 10\_0.00 - Promotional Group X
- Same distribution for source and target**:
- Target distribution\***: 20
- Reward Type\***: Percentage
- Amount**: 100.00
- Quantity**: 0
- Distribution Sorting**: (empty dropdown)
- Charge\***: Promotional Discounts

*Illustration 46: Promotion H: Promotion Window > Reward Tab*

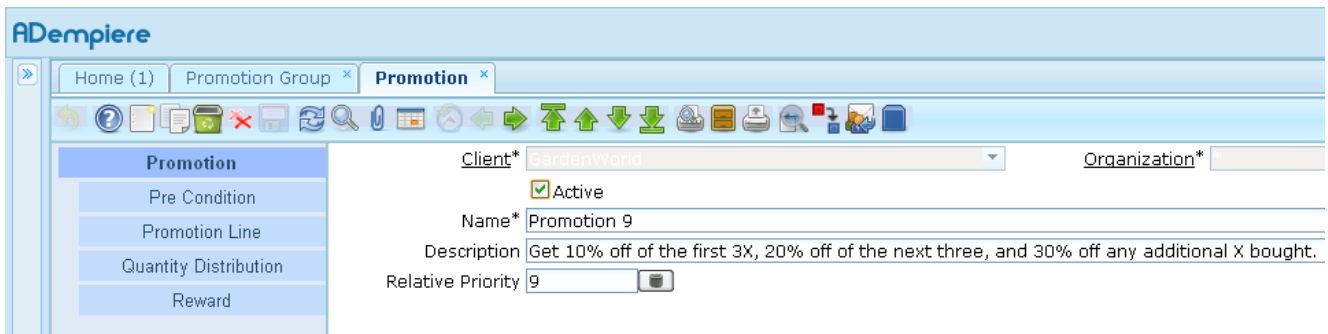
## 10.1.5 Reward Tab

In this example, we have to give away 1Y free for people buying 1X. Below are the steps to setup this reward.

1. Tick the **Active** check box to indicate the reward is active.
2. Enter "10" as the **Sequence No** to identify the reward.
3. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
4. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is "Promotional Group X".
5. Untick the **Same Distribution for Source and Target** checkbox to use some other distributions/the selected Target Distribution for this reward.
6. Select **Target Distribution** as "Promotional Group Y".
7. Select **Reward Type** as "Percentage".
8. Enter the **Amount** to associate to a reward type. In this case we have to apply a 100% discount on the cheapest item in it, in other words, it gives it for free.

9. Enter "0" as the **Quantity**.
10. Select **Charge** as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.

## 11.1 Get 10% off first 3X, 20% of next 3, 30% of any extra



The screenshot shows the ADempiere software interface. The window title is "ADempiere" and the active tab is "Promotion". The left sidebar contains a tree view with the following items: Promotion (selected), Pre Condition, Promotion Line, Quantity Distribution, and Reward. The main area displays the configuration for a promotion:

- Client\***: sardenWorld
- Organization\***: (empty)
- Active**
- Name\***: Promotion 9
- Description**: Get 10% off of the first 3X, 20% off of the next three, and 30% off any additional X bought.
- Relative Priority**: 9

*Illustration 47: Promotion I: Promotion Window > Promotion Tab*

### 11.1.1 Promotion Tab

1. Enter "Promotion 9" as the Promotion **Name**.
2. Enter "Get 10% off of each of the first 3X, 20% off of the next three, and 30% off any additional X bought" as the Promotion **Description**.
3. Enter "9" as the Sequence or **Relative Priority**.

The screenshot displays the ADempiere software interface for the 'Promotion' window, specifically the 'Pre Condition' tab. The interface includes a top navigation bar with tabs for 'Home (1)', 'Promotion Group', and 'Promotion'. Below the navigation bar is a toolbar with various icons. The left sidebar contains a tree view with options: 'Promotion', 'Pre Condition' (highlighted), 'Promotion Line', 'Quantity Distribution', and 'Reward'. The main content area is a form with the following fields and values:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 9
- Sequence**: 0
- Business Partner**: (empty)
- Business Partner Group**: Standard Customers
- Price List**: Standard
- Warehouse**: HQ Warehouse
- Promotion Code**: (empty)
- Usage Counter**: 0
- Usage Limit**: 0
- Start Date**: 01/01/2009 00:00
- End Date**: 12/31/2009 00:00

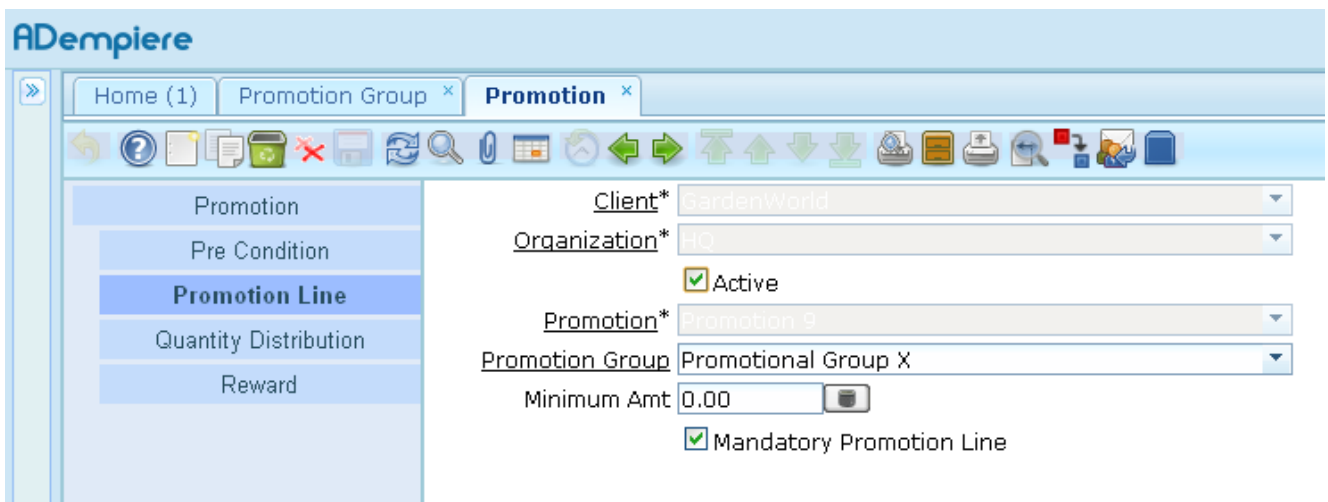
*Illustration 48: Promotion I: Promotion Window > Pre Condition Tab*

### 11.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
3. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
4. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select **Price List** as "Standard".
6. Select **Warehouse** as "HQ Warehouse"
7. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

9. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "01/01/2009 00:00" as the **Start Date**.
11. Enter "12/31/2009 00:00" as the **End Date** or Expiry Date.

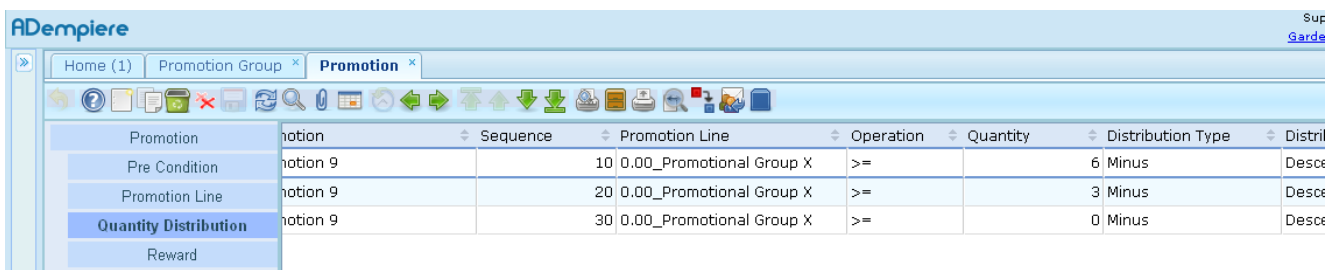
**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.



**Illustration 49: Promotion I: Promotion Window > Promotion Line Tab**

### 11.1.3 Promotion Line Tab

1. Select **Promotion Group** as "Promotional Group X" that was entered during Promotion Group setup.
2. Enter "0" as the **Minimum Order Amt**.
3. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. Promotional Group X.



**Illustration 50: Promotion I: Promotion Window > Quantity Distribution Tab**



## 11.1.4 Quantity Distribution Tab

We have 3 distributions, i.e.  $0 \leq X \leq 2$ ,  $3 \leq X \leq 5$  and  $X \geq 6$ , according to the Promotion 9. When entering the distributions, you have to start with the largest **quantity** distribution. In this example, enter “6” as  $X \geq 6$ , enter “3” as  $3 \leq X \leq 5$  and then enter “0” as  $0 \leq X \leq 2$ . The i) **Operation**, ii) **Distribution Type** and iii) **Distribution Sorting** for all these distributions are i) “>=”, ii) “Minus” and iii) “Descending”.

The screenshot shows the ADempiere software interface. The left sidebar contains a navigation menu with the following items: Promotion, Pre Condition, Promotion Line, Quantity Distribution, and Reward (which is highlighted). The main window title is 'Promotion' and it contains a toolbar with various icons. The form fields are as follows:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 9
- Sequence**: 10
- For all distribution**
- Promotion Distribution\***: 10\_0.00 - Promotional Group X
- Same distribution for source and target**
- Target distribution**: (empty dropdown)
- Reward Type\***: Percentage
- Amount**: 30.00
- Quantity**: 0
- Distribution Sorting**: (empty dropdown)
- Charge\***: Promotional Discounts

**Illustration 51: Promotion I: Promotion Window > Reward Tab – Reward 1**

**ADempiere**

Home (1) Promotion Group x Promotion x

Promotion Pre Condition Promotion Line Quantity Distribution **Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 9

Sequence 20  For all distribution

Promotion Distribution\* 20\_0.00 - Promotional Group X

Same distribution for source and target

Target distribution

Reward Type\* Percentage

Amount 20.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

**Illustration 52: Promotion I: Promotion Window > Reward Tab – Reward 2**

ADempiere

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 9

Sequence 30

For all distribution

Promotion Distribution\* 30\_0.00 - Promotional Group X

Same distribution for source and target

Target distribution

Reward Type\* Percentage

Amount 10.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

**Illustration 53: Promotion I: Promotion Window > Reward Tab – Reward 3**

### 11.1.5 Reward Tab

In this example, we have to apply a certain percentage discount on the items in the distribution that was entered previously. Thus Reward 1 (See Figure 48a) gives 30% on items in Distribution1 (which contains 7 or more X), Reward 2 (See Figure 48b) gives 20% discount on Distribution 2 (which contains 4 - 6 X) and Reward 3 (See Figure 48c) gives a 10% discount on Distribution 3 (which contains 1 - 3 X). Below are the steps to setup the rewards as mentioned above.

1. Tick the **Active** check box to indicate the reward is active.
2. Enter the **Sequence No** to identify the reward.
3. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
4. Select the appropriate **Promoting Distribution** to which is linked this reward.
5. Tick the **Same Distribution for Source and Target** checkbox to use the selected Promoting Distribution for this reward.
6. Select **Reward Type** as "Percentage".
7. Enter the **Amount** to associate to a reward type.

8. Select **Charge** as “Promotional Discounts”. At the sales time, the discount line will be created with charge to denote the account to post to.

### 12.1 Spend >\$1000, Get 15% Discount on up to 15 of the lowest cost items

The screenshot shows the ADempiere software interface. The main window is titled 'ADempiere' and has a tabbed interface with 'Home (1)', 'Promotion Group', and 'Promotion'. The 'Promotion' tab is active. On the left, there is a navigation pane with the following items: Promotion (selected), Pre Condition, Promotion Line, Quantity Distribution, and Reward. The main area displays the configuration for a promotion:

- Client\*:** SardenWorld
- Organization\*:** (empty)
- Active:**
- Name\*:** Promotion 10
- Description:** Buy for \$1000 or more and get 15% discount on up to 15 of the cheapest items.
- Relative Priority:** 10

*Illustration 54: Promotion J: Promotion Window > Promotion Tab*

#### 12.1.1 Promotion Tab

1. Enter "Promotion 10" as the Promotion **Name**.
2. Enter "Buy for \$1000 or more and get 15% discount on up to 15 of the cheapest items" as the Promotion **Description**.
3. Enter "10" as the Sequence or **Relative Priority**.

The screenshot shows the ADempiere software interface with the 'Promotion' window open to the 'Pre Condition' tab. The left sidebar contains a tree view with 'Pre Condition' selected. The main form area contains the following fields:

- Client\***: GardenWorld
- Organization\***: HQ
- Active**
- Promotion\***: Promotion 10
- Sequence**: 0
- Business Partner**: (empty)
- Business Partner Group**: Standard Customers
- Price List**: Standard
- Warehouse**: HQ Warehouse
- Promotion Code**: (empty)
- Usage Counter**: 1
- Usage Limit**: 0
- Start Date**: 01/01/2009 00:00
- End Date**: 12/31/2009 00:00

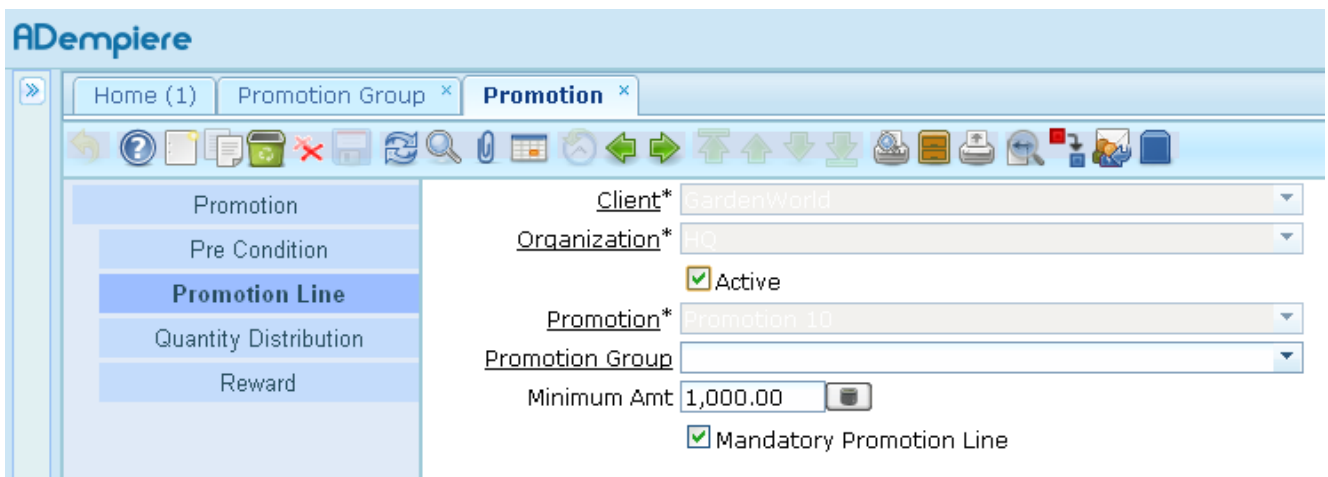
*Illustration 55: Promotion J: Promotion Window > Pre Condition Tab*

## 12.1.2 Pre Condition Tab

1. Tick the **Active** check box to indicate the pre condition is active.
2. Enter "0" as the **Sequence**.
3. Select the **Business Partner** to whom the promotion is applicable. (Optional field)
4. Select the appropriate **Business Partner Group** to whom the promotion is applicable. In this case the Business Partner Group to be selected is "Standard Customers".
5. Select **Price List** as "Standard".
6. Select **Warehouse** as "HQ Warehouse"
7. Enter the **Promotion Code**. (Optional field) If a promotional code is entered for the promotion, then at the sales time, user will need to enter the same promotion code that he may have before completing the sales order.
8. The **Usage Counter** determines the number of times a promotion has been applied. It is read-only/non-editable field.

9. Enter "0" as the **Usage Limit** or Number of times limit. If greater than zero was entered in the Usage Limit field, then system will limit the number of times a promotion can be applied to an order, to a customer, or overall.
10. Enter "01/01/2009 00:00" as the **Start Date**.
11. Enter "12/31/2009 00:00" as the **End Date** or Expiry Date.

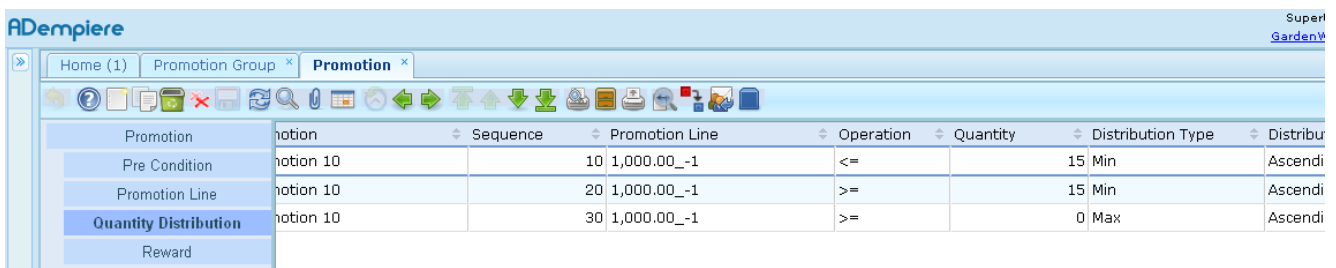
**Note:** The promotion schedule above (Start Date and End Date) is to limit the application of a promotion only within a certain period of time.



**Illustration 56: Promotion J: Promotion Window > Pre Condition Tab**

### 12.1.3 Promotion Line Tab

1. Enter "1000.00" as the **Minimum Order Amt**.
2. Tick the **Mandatory Promotion Line** check box to indicate the Sales Order must contain at least one order line that matches the promotion line definition, i.e. \$1000.00.



**Illustration 57: Promotion J: Promotion Window > Quantity Distribution Tab**

### 12.1.4 Quantity Distribution Tab

We have 3 distributions according to the Promotion 10.

1. Enter "10" as the **Sequence**.
2. Select **Promotion Line** as "1000.00".
3. Select **Operation** as "<=".
4. Enter "15" as the **Quantity**.
5. Select **Distribution Type** as "Min".
6. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
7. Click on the **Save** button to save this distribution details.
8. Click on the **New Record** button to add another new distribution.
9. Enter "20" as the **Sequence**.
10. Select **Promotion Line** as "1000.00".
11. Select **Operation** as ">=".
12. Enter "15" as the **Quantity**.
13. Select **Distribution Type** as "Min".
14. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
15. Click on the **Save** button to save this distribution details.
16. Click on the **New Record** button to add another new distribution.
17. Enter "30" as the **Sequence**.
18. Select **Promotion Line** as "1000.00".
19. Select **Operation** as ">=".
20. Enter "0" as the **Quantity**.
21. Select **Distribution Type** as "Max".
22. Select **Distribution Sorting** as "Ascending". System will re-arrange the items in ascending order of their price and then regroup them in sets according to the Quantity specification.
23. Click on the **Save** button to save this distribution details.



**ADempiere**

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HO

Active

Promotion\* Promotion 10

Sequence 10

For all distribution

Promotion Distribution\* 10\_1,000.00 -

Same distribution for source and target

Target distribution

Reward Type\* Percentage

Amount 15.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

**Illustration 58: Promotion J: Promotion Window > Reward Tab – Reward 1**

...

ADempiere

Home (1) Promotion Group x Promotion x

Promotion

Pre Condition

Promotion Line

Quantity Distribution

**Reward**

Client\* GardenWorld

Organization\* HQ

Active

Promotion\* Promotion 10

Sequence 20

For all distribution

Promotion Distribution\* 20\_1,000.00 -

Same distribution for source and target

Target distribution

Reward Type\* Percentage

Amount 15.00

Quantity 0

Distribution Sorting

Charge\* Promotional Discounts

*Illustration 59: Promotion J: Promotion Window > Reward Tab – Reward 2*

## 12.1.5 Reward Tab

In this example, we have to give 15% off on up to 15 of the cheapest items for people buying \$1000 or more of items. Thus Reward 1 (See Figure 53a) give 15% off on up to 15 of the cheapest items (which contains \$1000.00 <= Purchase Amount < \$2000.00) and Reward 2 (See Figure 53b) gives 15% off on more than 15 of the cheapest items (which contains \$1000.00 <= Purchase Amount >= \$2000.00). Below are the steps to setup the rewards as mentioned above.

1. Tick the **Active** check box to indicate the reward is active.
2. Enter “10” as the **Sequence No** to identify the reward.
3. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
4. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is “1000.00 - <=15”.
5. Tick the **Same Distribution for Source and Target** checkbox to use the selected Promoting Distribution for this reward.
6. Select **Reward Type** as “Percentage”.

7. Enter the **Amount** to associate to a reward type. In this case we have to apply maximum discount of 15% per item purchased and valid up to 15 items.
8. Enter "0" as the **Quantity**.
9. Select **Charge** as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.
10. Click on the **Save** button to save this reward details.
11. Click on the **New** Record button to add another new reward.
12. Tick the **Active** check box to indicate the reward is active.
13. Enter "20" as the **Sequence No** to identify the reward.
14. Untick the **For All Distribution** check box to indicate this reward not applies on all the distributions.
15. Select the appropriate **Promoting Distribution** to which is linked this reward. In this case the Promoting Distribution to be selected is "1000.00 - >=15".
16. Tick the **Same Distribution for Source and Target** checkbox to use the selected Promoting Distribution for this reward.
17. Select **Reward Type** as "Percentage".
18. Enter the **Amount** to associate to a reward type. In this case we have to apply maximum discount of 15% per item purchased and valid for more than 15 items **for people buying \$2000.00 or more of the items**.
19. Enter "0" as the **Quantity**.
20. Select **Charge** as "Promotional Discounts". At the sales time, the discount line will be created with charge to denote the account to post to.
21. Click on the **Save** button to save this reward details.

## 13 Adaxa's Offices and Contacts

---

Information of a general nature about Adaxa and its services can be found at [www.adaxa.com](http://www.adaxa.com) or obtained by sending an email to [info@adaxa.com](mailto:info@adaxa.com) with a description of the information that you would like to receive. If you are an existing client and wish to initiate a request for software support please send an email to [helpdesk@adaxa.com](mailto:helpdesk@adaxa.com) with as much detail as possible about the nature of your support request.

For all other information please contact the Adaxa office nearest to you.

### 13.1 Australia

Address: 10 Kylie Place, Melbourne, Victoria, 3192, Australia

Contacts: Office

- 1300 990 120 (Within Australia)
- +613 9510 4788 (Outside of Australia)

### 13.2 New Zealand

Address: 73 Boston Road, Mt Eden, Auckland, 1023, New Zealand

Contacts: Office

- 0800 232 922 (Within New Zealand)
- +649 9744 600 (Outside of New Zealand)

### 13.3 United States of America

Address: 4400 NE 77<sup>th</sup> Ave, Suite 275, Vancouver, WA 98662, USA

Contacts: Office

- +1 760 576 5115