Types of counters are used to count the products sold (used to earn points). They are often used to make discounts to customers or vendors. They have no connection with how to calculate discounts on counter.

To access this option:
1. Select the **Sales** menu
2. Select the submenu **Counters** 
3. Select the submenu **Counter Types**

The counters can be used for different concepts:

- For only count products sold. (Do not check anything. Neither Telemarketing, Rebate or Broker.)

- For a program that gives rebates to customers and that will be synchronized with the Super Distributor data (such as Colabor VIP Program). The check box “Rebate” AND “Broker” needs to be checked and the “Nac” and “Type” has to be filled. This type of concept allows displaying in Telemarketing and customer maintenance the VIP Program rebates for a customer.

- For an internal program that gives rebates to their customers and needs to be displayed in Telemarketing. The check box “Rebate” only needs to be checked.
➢ For a program such as the “Power Colabor” that needs to invoice the rebate to the vendor and separate the amount between the administration, the telemarketer and the salesman. The check box “Telemarketing” needs to be checked. The administration percentage, the percentage to pay to the telemarketer and the frequency of billing the vendor needs to be specified. The total of the calculated amount for the telemarketer and the salesman is displayed in the customer’s profile in “Telemarketing” in green (for positive amount) or in red (for negative amount). The telemarketers and salesmen will have to increase the sales of products in green to get these amounts as a bonus and will have to avoid the sales of products in red since these amounts will be deducted from the bonus! In the complete list of products, only the color will be displayed. To be able to modify the percentages of “Administration Percentage (%)” and “Pct. Paid to the Telemarketer (%)”, there must be no customer order transactions un-invoiced. So when all customer order transactions will be invoiced, you will then be able to modify the 2 percentages.

Code: Indicates the counter code.
Description: Indicates the description of the counter.
Alternate description: Indicates the alternate description of the type of counter. It is used for the display of English users.
Telemarketing: Allows the management of Power Colabor Program.

Telemarketing: Indicates whether the type of counter is used in the telemarketing screen.
Administration Percentage (%): Indicates the administration percentage.
Pct. Paid to the Telemarketer (%): Indicates the percentage to pay to the telemarketer.
Frequency of Billing: Indicates the frequency of billing the vendors (monthly, by cycle or none). The last date of billing is also displayed.

Note: For the counter concept checked “Telemarketing”, the reports related are: RAP_COMPTEURS_TELEVENTE and RAP_COMPTEURS_TELEVENTE_A_PAYER.

Example of a 1.00$ rebate calculation...

1.00$ X 15% = 0.15$ for the Administration
(1.00$ - 0.15$) X 40% = 0.34$ for the Telemarketer
(1.00$ - 0.15$ - 0.34$) = 0.51$ for the Salesman
**Rebate and Broker:** Allows the management of the Colabor VIP Program and other internal programs.

*Rebate:* Indicates that the type of counter delivers dollars or points to customers. These amounts or points are shown in "Telemarketing".

*Broker:* Indicates which type of counter is synchronized by the broker. The “rebate” box must be checked to display the amounts delivered to the customer in "Telemarketing".

*Broker Nac:* (connected with the “Broker Nac” check box) Indicates the Nac code at the broker.

*Broker Type:* (connected with the “Broker Type” check box) indicates the type code of the broker dealer Nac.

**CUSTOMERS button:** Allows you to associate batch of customers to the type of counter. It is possible, using the list of values, to select a group of customer who are entitle to the same rebate grid or promotion by a single mouse click.

**EX:** All customers who have the right to the 506 promotion were transferred to be associated with the frozen promotion.
This option is used to associate a product / format or a group to a type of counter. When the report “RAP_COMPTEURS” will be executed, a list of all transactions made between the start and end date of the counter by counter type / customer will be produced. The rebate can be calculated as points or dollar.

**Note:** Product / format cannot be created in more than one type of counter if it is a “telemarketing” type.

**It is important to note that the data can be entered at any time and that the report can be requested for a past period.**

To access this option:
1. Select the **Sales** menu
2. Select submenu **Counters**
3. Select submenu **Product Counters**

**Type:** Indicates the code of the type of counter.

**Group:** Indicates the code of the product group to count.

**Product:** Indicates the product code to count.

**Description:** Indicates the description of the product to count.

**Format:** Indicates the format of the product to count.

**Start Date:** Indicates the start date of the count.

**End Date:** Indicates the end date of the count.
The dates are based on the customer invoices dates and not the orders dates.

$: Indicates whether the rebate is calculated as dollars (checked) or points (unchecked).

Rebate: Indicates the rebate amount or number of points. The rebate may be negative, but cannot be zero.

Administration ($): Indicates the administration amount (only for a counter type with “Telemarketing” check box checked).

Telemarketer ($) : Indicates the amount to pay to the telemarketer (only for a counter type with “Telemarketing” check box checked).

Salesman ($) : Indicates the amount to pay to the salesman (only for a counter type with “Telemarketing” check box checked)

Copy: Copy an existing counter type to another type (the destination counter type must be previously created). If there is already existing data in the destination counter, these data will be stored. (This function does not overwrite existing and do not modify data, it only adds those who are different)

To access this option:
1. Select the Sales menu
2. Select submenu Counters
3. Select submenu Product Counters
4. Click on the "Copy" button

Modify: Allows you to change a start date and / or end date for a selected counter
The reports

- Report for the counters with the switch “Telemarketing” unchecked in the Counter Types option.

**RAP_COMPTEURS**

This report indicates the points or dollars cumulated for each product defined in the product’s counter maintenance (by customer / invoice / product).

<table>
<thead>
<tr>
<th>Invoice</th>
<th>Product</th>
<th>Description</th>
<th>Qty</th>
<th>Unit</th>
<th>Start Date</th>
<th>End Date</th>
<th>Cost ($)</th>
<th>Original ($)</th>
<th>Selling ($)</th>
<th>Dollars ($)</th>
<th>Points ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>38</td>
<td></td>
<td></td>
<td></td>
<td>63.00</td>
<td>60.75</td>
<td>0.00</td>
<td>3.25</td>
<td>0.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>12.60</td>
<td>12.60</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>24.00</td>
<td>24.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
</tbody>
</table>

**RAP_COMPTEURS_PAR_MANUF**

This report indicates by counter type / manufacturer, the points or dollars cumulated for each product defined in the product’s counter maintenance.

**Counters by Manufacturer Report**

<table>
<thead>
<tr>
<th>Counter Type:</th>
<th>450</th>
<th>Manufacturer:</th>
<th>705</th>
<th>From Date:</th>
<th>01-01-2017</th>
<th>To Date:</th>
<th>31-12-2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Counter Type:</td>
<td>450</td>
<td>Manufacturer:</td>
<td>705</td>
<td>CS ROYALIES JANUARY 2016</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product</th>
<th>Description</th>
<th>Qty</th>
<th>FMT</th>
<th>Packing</th>
<th>Start Date</th>
<th>End Date</th>
<th>Cost ($)</th>
<th>Original ($)</th>
<th>Selling ($)</th>
<th>Dollars ($)</th>
<th>Points ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>9622</td>
<td>COOKIE E BAY OATMEAL RND BAK</td>
<td>1.00</td>
<td>CA</td>
<td>T200 G.</td>
<td>01-06-2017</td>
<td>21.05</td>
<td>23.29</td>
<td>23.29</td>
<td>2.33</td>
<td>0.00</td>
<td></td>
</tr>
</tbody>
</table>

Total Manufacturer: 1.00
Total Report: 1.00
• Report for the counters with the switch “Telemarketing” checked in the Counter Types option.

**RAP_COMPTEURS_TELEVENTE**

This report indicates the list of amounts distributed between the telemarketer, the salesman and the administration by counter type / manufacturer / products. The parameters “From date”, “To date”, must be exactly the same as the counter starting and ending date. You can select a parameter to display only the positive counters or only the negative counters.

**RAP_COMPTEURS_TELEVENTE_A_PAYER**

This report indicates for a specific date which amount should be paid to the telemarketer and to the salesman. This report is sort by telemarketer or salesman and indicates the total by customer, by telemarketer (or salesman) and the grand total. All the IN, BF invoices are considered. The CN, CF invoices are also considered, but only the credits with “receipt required”. You must select if you want to get the amounts for the salesman (SORT = V), or the amounts for the telemarketer (SORT = T)
**RAP_COUNTER_AMOUNT_DISTRIBUTION**

This report indicates for a date interval which amounts should be paid to the telemarketer, to the salesman, to the administration and the amount to claim to the vendor. The date interval is useful to define which invoices must be included in the report (From customer invoice date, To customer invoice date). The report is sorted by manufacturer and by telemarketer or salesman and indicates the total by manufacturer and the grand total. All the IN, BF invoices are considered. The CN, CF invoices are also considered, but only the credits with “receipt required”.

You must select if you want to get the amounts for the salesman (TELEMARKETER OR SALESMAN= S), or the amounts for the telemarketer (TELEMARKETER OR SALESMAN = T). In the report, the starting and ending date represent the dates of the active counter.