

Manufacturing

Finance

FRONTIER 4.1

MOVE
YOUR
BUSINESS
FORWARD,
FASTER.

4.1

Master Data

eCommerce

**Frontier
4.0 through 4.1
Non-financial**

**Dehn Loder
May 2020**

PCM

About this presentation

- What's New highlights, Frontier versions 4.0.x and 4.1.0.
 - Frontier 4.0.0 is the baseline
- **Does not include financials**
 - A financials-focused presentation is scheduled for Thursday 28 May
- Unless otherwise noted, everything here is **UI only** (no green screen)
- We'll tag the release the feature was introduced or will be available:
 - 4.1.0 GA: 3Q 2020, subject to co-development timelines in COVID-19 business environment

Cumulative releases

4.0.1

June 2018

4.0.2

January 2019

4.0.3

February 2020

Base release

4.1.0

3Q 2020
PROVISIONAL



General enhancements

Database and system function

Name and Address

Field size expansion

- Why?
 - Comply with industry standards for field lengths
 - Support address validation

Data element	4.0.X	4.1.0	Entities	Affected master and document files
Name	30 char	50 char	Customer master information	CM1P CM3P
Address lines	30 char	50 char	Vendor master information	VM1P ANP (1-time vendor)
City	18 char	35 char	Sales order addressing	O1P (contacts) O2P (override)
Zip/postal code	10 char	15 char	Purchase order addressing	POP

O2P (Sales order Override Name and Address): now has separate fields for CITY, ST, and ZIP
No longer buried inside ODADR5.

Address Validation

Internal and external

- Why?
 - Increase Sales Order accuracy and deliverability
 - Reduce shipping fees and Minimize shipping delays
- ST notefile has optional Country entry
 - Value valid only when specified Country code is also used
- Frontier interface to **U.S. Postal Service address validation service**
 - Address verification provides suggested address changes for customer addresses, customer override addresses and sales order addresses
 - Pop-up asks if corrected address should be used instead
 - Optional feature to update zip codes to 10 digit values

Product, Customer and Vendor Attributes

- What?
 - User-defined attributes attached to master entities (product, customer, vendor)
 - Rather like PCM option list and working segments
- Why?
 - Facilitate decision support and data warehousing efforts
 - Reduce need to explicitly change database (trailer files) and program logic.
- How?
 - Dynamically define attributes, group into categories
 - Attach attribute categories to products, customers or vendors
 - Populate attribute values for attributes assigned to products, customers or vendors during master maintenance
 - Can log changes made to attribute values

Master File Change Logging

- Why?
 - Track and monitor any changes made to customers, product or vendor master data to manage content and for ease of issue resolution
- How?
 - Indicate which fields from master files should be logged
 - Whenever changes are made to the selected master file fields using Frontier, an entry is logged with a record of who updated the data, when and how the update was made, and the before and after master field values.
 - History of changes visible in UI Master file maintenance, as well as in stand-alone UI inquiry.

Navigation Enhancements

- iGL Summary Journal Entry link to journal

General Ledger Journals

Displaying all entries within module Customer Order Close, f
[Revise Search](#)

Display Options

Period	Journal	Description	Journal Source
01			
19/02	SA001	SALES TRANSFER	

General Ledger Summary Journal Entries

Displaying all entries related to journal SA001, found between fiscal periods 1902 and 1902.
[Revise Search](#) | [Show Filters](#) | [Show Display Options](#)

Display Options
Filter Options [Clear Filters](#)

8 entries found. Displaying all entries.

View: **Browse View**

GL Account	Period	Journal	Account Description
01.000.117.101	1902	SA001	SEASONAL PROMOTIONS
01.000.117.201	1902	SA001	COMPETITIVE CONTRACT
01-00-110-000	1902	SA001	ACCOUNTS RECEIVABLE-TRADE
01-00-118-101	1902	SA001	PRICING PROMOTION ACCOUNT
01-00-550-000	1902	SA001	SHIPPING 01
01-00-940-100	1902	SA001	SALES TAX
01-10-400-000	1902	SA001	SALES-TRADE SALE 01
01-10-500-000	1902	SA001	COST OF GOODS SOLD COST 01

Navigation Enhancements

- Customer Credit link to Division Master Maintenance

Friedman Corporation ECS040C | [Logout](#)

Division: Customer: [Order Hold Maintenance](#) [Dispute](#) [Division Customer Maintenance](#)

O/E Contact
Name: Credit Region: WESTERN REGION CREDIT (01)
Title: Salesperson: GCE44 (11)
Phone: Customer Type: D
Fax: Date Established: 04/26/12
Email:
Note:

A/R Contact
Name:
Title:
Phone:
Fax:
Email:
Note:

Credit and Collection Maintenance

Corporate Summary [Excel](#) [A](#)

Alpha: 10000
Name: JOE KING
Address: NEW ADDRESS
City: OPA LOCKA, FL 60015
County: Country:

Total Open Orders	Total Open AR	Past Due	Credit Limit
\$19,014,701.24	(\$3,529,485.32)	(\$3,525,916.46)	\$999,999.00

Navigation Enhancements

- Sales Order Hold Maintenance – select all

Friedman Corporation ECS040C | [Logout](#)

Division: 01

Order Hold Maintenance

Display held order:

or

Search for orders:

Sold-to ID: *

Review: (mm/dd/yy)

Acknowledged: (mm/dd/yy)

Hold Code:

Order Type:

Display Options

☒	☐	Order #	Sold-to	Name	Review	Hold Type
☒	☐	70009475.0	100000	JOE KING	10/12/18	H
☒	☐	70009559.0	100000	JOE KING	10/23/18	H
☒	☐	70009594.0	100000	JOE KING	10/26/18	H
☒	☐	70009618.0	100000	JOE KING	10/30/18	H
☒	☐	70009650.0	100000	JOE KING	11/05/18	H
☒	☐	70009695.0	100000	JOE KING	11/08/18	H
☒	☐	70009696.0	100000	JOE KING	11/08/18	H

Custom inquiries (Forward looking)

- What?
 - User-defined inquiries integrated into the Frontier UI
- Why?
 - Address long-standing usability issues in inquiry
- How?
 - Wrap user-written SQL statements in the Frontier UI infrastructure
 - Provide a pre-packaged “data models” (views) to help
 - Runtime UI provides rich set of further manipulations
 - Show/hide/re-arrange columns
 - Dynamic sorting
 - Hyperlinks to other existing Frontier applications

Custom inquiries (Forward looking)

Prototype “design view”

Incorporates concepts
from both iSchedule
and MasterFile UI

This is targeted for
4.1.0 GA

Friedman Corporation | RAOCUR2 | Logout | **Frontier:** Home | Application Configuration | Sales | Purchasing | Mar | Product Data Management | Production Planning | Accounts Payable | Accounts Receivable

Division **01** Type Sales Order Detail Rule TESTGROUP

Configure Custom Inquiry [Open] [Save] [SQL] [Display] [Copy] [Delete]

Control Description: 06 Grouping Where Clause: 06PLOOPI like ?Q5_PV? and 06PLOOPI > ? Q5_REQD? and 06PLOORD# > 0

Displayed Columns: Grid Configuration Rows Per Page: 50 Maximum Returned Rows: 100

Search Criteria

Search Parameters

Param	Label	Type	Default	Like Column
Q5_PV	Part#	Wildcard		06PLOOPI
Q5_REQD	Q5_REQD	Date	*TODAY*-60	

Database Columns

Name	Entity	Description
Entity: CAPL (53 Items)		
Entity: DTP (826 Items)		
Entity: INVC (149 Items)		
Entity: INVCORP (64 Items)		
Entity: ISPL (218 Items)		
Entity: LDPL (67 Items)		
Entity: H1PL (46 Items)		
Entity: MOPL (40 Items)		
Entity: O4PL (147 Items)		
Entity: O6PL (215 Items)		
O6PLOORDC	O6PL	Record code: 6
O6PLOORD#	O6PL	Order number
O6PLOOPI	O6PL	Suffix
O6PLOITEM	O6PL	Item
O6PLOETKY	O6PL	Sold to cust
O6PLOIHR	O6PL	Rec wh

Displayed Columns

Column	Table	Heading	Size	Hyperlink	SQL
DTP.SEG001	DTP	Material	120		
O6PLOOQ5	O6PL	Ord qty SUM	100		sum(O6PLOOQ5)
O6PLOEXTS	O6PL	Ext shs amt	120		sum(O6PLOEXTS)
O6PLOOPI	O6PL	Product number	150		
O6PLOIHR	O6PL	Ship wh	50		

Order by

Name	Sort Direction
DTP.SEG001	Ascending
O6PLOOPI	Ascending
O6PLOIHR	Ascending

Group by

Name
DTP.SEG001
O6PLOOPI
O6PLOIHR

Available DB columns

Grid Columns

Grid Sorting

Grid Grouping



PCM enhancements

Configurator function

PCM Reusable option lists

- What?
 - An option list can be included “in-line” in the current option list; like a BOM phantom
- Why?
 - Minimize option list maintenance
- How?
 - New control-type of “SUBL” indicates that the option is really a pointer to a separate option list which is to be embedded “in line”
- Example
 - Most models need to ask for HEIGHT, WIDTH, and THICKNESS
 - Make an option list DIMENSIONS that asks for HEIGHT, WIDTH and THICKNESS
 - Include DIMENSIONS as a [SUBL] on your option lists
 - Will show as HEIGHT, WIDTH, and THICKNESS to the user

PCM Configuration Page

“Expand all” property

- What?
 - On initial configurator display, show all frames expanded.
- Why?
 - Some users like to use F3 (Find) to search for specific options
- How?
 - A new **iProduct property** has been introduced which will allow an installation to indicate that all frames on the configuration page should appear expanded upon entry into the page
 - This is environment-wide

PCM Option Value Inheritance (4.0.1)

- What?
 - Allow selected options to inherit from the previous line item on the order
- Why
 - Improve configuration process, reduces option selection and improves consistency
- How
 - An option may be defined to have the value automatically inherited from the previous line item on the order
 - Inheritance may be specific to model (inherit from the previous line item with the same model only)

Configuration Page

Maintainable order quantity

- What?
 - Change the on-order quantity while maintaining the configuration
- Why?
 - Minimize keystrokes and navigation when entering or maintaining a configured sales order line item
- How?
 - The sales order line item on-order quantity is now maintainable on the configuration page
 - No need to go back to the sales order detail page to fix the quantity

PCM Model Change on Sales Order Lines

- What?
 - Change the model on existing sales order line items
- Why?
 - Improve ease of sales order entry;
 - No need to delete and re-add.
- How?
 - Model (product) on existing sales order line items can be changed on either on
 - the Sales Order Detail page or
 - the Configuration page.
 - Restrictions: same as when changing the quantity or configuration
 - E.g. Not allowed if the associated work order is released.
 - Configuration segment values will be carried into the configuration of the new model, where the segment names match.
 - Model changes trigger reconfiguration of the line item.

PCM Condition As Cache

- What?
 - Cache “condition-as” model logic separately from the “order entry” models
- Why?
 - Performance and storage benefits
 - Model logic far more likely to remain in cache for most customers.
- How
 - New iProduct Property indicates that PCM Condition As models should be compiled and cached separately, rather than being “baked-into” each PCM model.
 - Requires that configuration segments assigned to the PCM model and the PCM Condition As model are consistent
 - You are doing this anyway, right?

PCM Retain Option Value (4.0.3)

- What?
 - Prevent selected option values from being cleared on re-configuration
 - Normally, segment values associated with hidden options or frames are cleared
- Why?
 - Ease of option list maintenance
 - Important for &USERTYPE processing (next slide)
- How?
 - New option list detail field “Keep”
 - When set, associated segment value should not be cleared, even if option is hidden.

PCM Keyword &USERTYPE

- What?
 - New &USERTYPE keyword for use in conditions
- Why?
 - Control available configuration options based on “external” *versus* “internal” order applications
 - “Internal” users might have access to ‘unsafe’ options
- How?
 - New keyword of &USERTYPE for use in model conditions
 - Value INTERNAL when using the Frontier UI
 - Value EXTERNAL when using Frontier eQuote or Frontier WebServices
 - Intended for use in conditioning option lists; not recommended for use elsewhere!

PCM Additional SVG Images (4.0.3)

- Why
 - Supports generating more variations of SVG images such as a top view or a side view or different images for dealers to view, architects to use, etc.
- How
 - Additional 5 user-defined image fields have been added to the PRODIMAGES file

PCM Option notes

- What?
 - Require additional free-form text for certain options or option-selections
- Why?
 - Details are required for a configuration option or a specific option selection
 - Specifications, descriptions, what-have-you
 - Exceeding usual 50-character limit
- How?
 - New “note” flag added to PCM Option List
 - When set, user MUST enter some text during configuration
 - Up to 1,600 characters can be entered
 - New Order Option Notes File (O5XP)
 - Visible in: Order Detail, iSchedule, AME, iSales

Configuration processing

Show total in process “spinners”

- Order Detail – indication that lines are in process – helpful for multi-page orders

Division: 01

Order Detail Order#: 70010630.0 Order Type: SI Status: Configuration **In-process: 1**

Customer: 100000 JOE KING 1.00 - 2.00

Line item action menu: -select- Order action menu: -select- Quick launch: -select-

Line	Quantity	Product	Description	Group Tag	Price	Charge code
1.00		HCGLOBAL	HONEYCOMB			
2.00	1.000	HC	HONEYCOMB		100.00	
3.00	1.000					

- ```

- Rule: 14.000 Condition: DEFAULT IS TRUE.(rule: 14.000)
- matrixlvl: HCORDA... search arguments:(rule: 14.000)
- MODEL = /HC/(rule: 14.000)
- SEARCH SUCCESSFUL(rule: 14.000)
- Branching from rule 00014.000 to 00015.000.(rule: 14.000)
- Rule: 15.000 Condition: CLOUD(rule: 15.000)
- HCMATERIAL = /CLOUD/(rule: 15.000)
- Branching from rule 00015.000 to 00020.000.(rule: 15.000)
- Rule: 20.000 Condition: DEFAULT(rule: 20.000)
- MODEL = /HC/(rule: 20.000)
- Rule: 20.000 Condition: DEFAULT IS TRUE.(rule: 20.000)
- Branching from rule 00020.000 to 00030.000.(rule: 20.000)
- Rule: 30.000 Condition: DEFAULT(rule: 30.000)
- MODEL = /HC/(rule: 30.000)
- Rule: 30.000 Condition: DEFAULT IS TRUE.(rule: 30.000)
- Branching from rule 00030.000 to 00031.000.(rule: 30.000)
- Rule: 31.000 Condition: DEFAULT(rule: 31.000)
- MODEL = /HC/(rule: 31.000)
- Rule: 31.000 Condition: DEFAULT IS TRUE.(rule: 31.000)
- Branching from rule 00031.000 to 00100.000.(rule: 31.000)
- Rule: 100.000 Condition: HCROOMHOLD(rule: 100.000)
- HCROOM = //(rule: 100.000)
- Rule: 110.000 Condition: DEFAULT(rule: 110.000)
- MODEL = /HC/(rule: 110.000)
- Rule: 110.000 Condition: DEFAULT IS TRUE.(rule: 110.000)

```

Models

Model HC

Search

☒ Configured Products 0

| Product        | Condition |
|----------------|-----------|
| HC             |           |
| HC             |           |
| HC-CLONE       |           |
| HC-COLORCHARGE | HC-COND   |
| HC-CONDAS      |           |
| HC-CUT1        |           |
| HC-HDWR        |           |
| HC-LOW         |           |

Mode HC

Model HONEYCOMB

Add

Delete

Copy From

Model

Filter by

Type

| Sequence | Edit... | Conditions | Branch to | BOM F |
|----------|---------|------------|-----------|-------|
| 14.000   |         | DEFAULT    | 0.000     |       |
| 15.000   | B       | CLOUD      | 20.000    |       |
| 19.000   |         | DEFAULT    | 0.000     |       |
| 20.000   |         | DEFAULT    | 0.000     |       |
| 30.000   |         | DEFAULT    | 0.000     |       |

# PCM rules

## \*INITWSALL

- Single rule to clear all working segments – INITWSALL
  - Rather than using \*INITWS with names

|        |   |         |          |            |
|--------|---|---------|----------|------------|
| 12.000 |   | DEFAULT | CPYHWD   | HCHARDWARE |
| 13.000 |   | DEFAULT | HCORDN   | HCORDN     |
| 14.000 |   | DEFAULT | HCORDA   | HCORDA     |
| 15.000 | B | CLOUD   |          |            |
| 19.000 |   | DEFAULT | INITNOTE | *INITWS    |
| 20.000 |   | DEFAULT | COPYNOTE | HCNOTE     |
| 21.000 |   | DEFAULT | GETHCO   | THCOCOLOR  |

Formul

Descriptio

| Operand    | Operator | Func | Segment |
|------------|----------|------|---------|
| *INITWSALL |          | S    |         |
|            |          |      |         |
|            |          |      |         |

# PCM Option lists

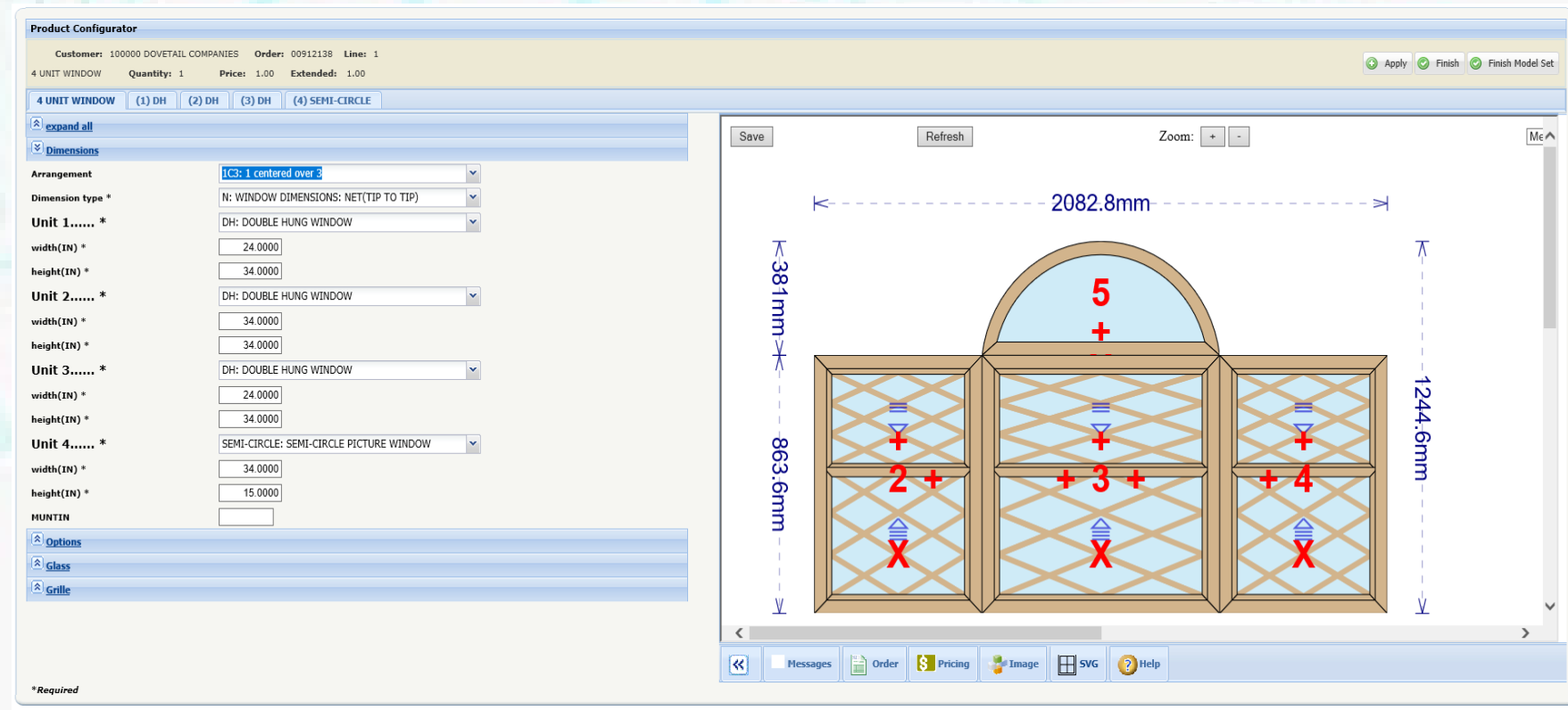
## Secured options

- What?
  - Secure individual options using existing CONFIGUREx UI security roles
    - CONFIGUREx security roles were introduced with 3.3 “error bypass” capability
- Why?
  - Useful in environments with heavily-engineered products.
- How?
  - Two new attributes in option list
    - Level require to UPDATE
    - Level required to VIEW (read-only)
  - Level:
    - 0 = highest authority (CONFIGURE0 UI role)
    - 9 or blank = lowest authority (CONFIGURE9 role, or nothing)

# PCM Configuration page

## Show SVG in same page

- SVG rendering now shows within the configuration page as opposed to on a new page



# PCM Sales Order Line Item Cube Calculation

- Ability to tell the system to calculate line item cube value from first level work orders and purchase orders
- Low level and purchase order cube values should be calculated and stored in the segment defined here:

ECS040C

GENERATE PCM CUBE

2/26/20

15:49:38

Use this screen to update data area SOCUBE. This data area will determine if the sales order line item cube value should be generated by rolling up the cube value of the indented work orders for the line item at the time PCM manufacturing orders are generated in place of the standard cube defined for the model in Product Master Maintenance or the result of the \*CUBE user exit PCM rule.

Generate CUBE value N (Y = Roll cube value from manufacturing orders)  
(N = Use standard cube calculation process)

ECS040C

CONFIGURATION SEGMENT ASSOCIATED WITH CUBE

2/26/20

15:50:56

Use this screen to modify data area CUBESEG.

This screen will update the configuration segment associated with the cube calculation data area.

Make required changes and press ENTER.

Configuration Segment Associated with Cube Calculation \_\_\_\_\_

# PCM

## Miscellaneous (4.0.2)

- PCM Performance Improvements
  - Only store segments in work file WFWKP if they contain a value
  - Copy SVG drawings when copying an order or item instead of redrawing
- Global Model Inheritance: All segments (default) or just option list segments
  - MOMENUD2 option 18, AT34 “Global Model Settings”



# **Sales order processing**

# iSales

## Display sales order contacts

### Shipping Information

Shipping Warehouse: 01  
 Carrier: UPS  
 Tracking Number:  
 Source:  
 Required Delivery Time: 0  
 Ship-To PO:  
 Shipping Instructions:  
 Backorder Code: Y  
 Acknowledged Flag: T  
 Shipper Print Flag: N  
 Cartons Packed: 0.000  
 Freight Terms Code:

### Date Information

Entered: 2/26/20  
 Ordered: 2/26/20  
 Required: 2/26/20  
 Req Delivery: 2/26/20  
 Promised: 3/11/20  
 Promised Delivery Date: 3/11/20  
 Printed:  
 Picked:  
 Shipped:  
 Adv Ship Notice:  
 Acknowledged:  
 Invoiced:  
 Cancel By:

### Sales Information

Division: 01  
 Payment Terms: 15  
 Credit Card Authorization:  
 Sales Territory:  
 Credit Reference:  
 Sold-To PO:  
 Credit Region: 01  
 Credit Reason:  
 User: ECS040C

### Load Information

Load:  
 Load Sequence: 0.00  
 Load Status:  
 Pro Number:  
 Trailer Id:

### Contact Information

| Name          | Customer | Contact Type | Title              | Email Address       | Phone        | Ext | Fax          | Note |
|---------------|----------|--------------|--------------------|---------------------|--------------|-----|--------------|------|
| Sheryl Wilson | 100000   | FXORD        | Purchasing manager | SWILSON@COMPANY.COM | 555-222-1212 |     | 555-111-1212 |      |
| Joan Smith    | 100000   | FXORD        | shipping manager   | JSMITH@COMPANY.COM  | 222-555-1212 |     | 111-555-1212 |      |
| Jean Blue     | 100000   | FXORD        | Plant manager      | JBLUE@COMPANY.COM   | 555-333-1313 |     | 555-222-1313 |      |

Sales order contacts (03P)  
 now visible in iSales  
 Sales Order Details

| Item        | Pro | Ordered Qty | Sales Unit of Measure | Allocated Qty | Pick / Ship Qty | No Charge Code | Unit Amount   | Ext Amount   | C    |
|-------------|-----|-------------|-----------------------|---------------|-----------------|----------------|---------------|--------------|------|
| <u>1.00</u> | F3  | 1.000       | EA                    | 0.000         | 0.000           |                | \$ 50.00      | \$ 7.50      | \$ 3 |
|             |     |             |                       |               |                 |                | Total Charges | \$ 0.00      |      |
|             |     |             |                       |               |                 |                | Sub Total     | \$ 7.50      |      |
|             |     |             |                       |               |                 |                | Total         | \$ 7.50      |      |
|             |     |             |                       |               |                 |                | Cost          | \$ 3,748.89  |      |
|             |     |             |                       |               |                 |                | Margin        | \$ -3,741.39 |      |
|             |     |             |                       |               |                 |                | Margin %      | -885.20      |      |

# Sales Order Activity Logging

- What?
  - Track changes on selected data elements of sales order
  - Includes configuration segments values
- Why?
  - Issue resolution, blame, potential change-management improvement
- How?
  - Indicate which data elements and/or configuration segments should be logged
  - Determine if system events should be logged
    - System events: normal actions taken by the system e.g. changes made by OEPR
  - Based on database triggers; system manages triggers
  - Change logs visible in iSales Inquiry for a specific order, or new UI application across multiple orders

# Sales order activity notes

## Activity note type

- What?
  - Optionally require the entry of a valid **note type** when adding a new activity note (O3P)
- Why?
  - Classify notes for later analysis
  - Control which notes are exposed to the customer
- How?
  - New note file “O3”
    - Defines note types and WO/PO/Ack flags with note
  - When adding a note, type is required unless an entry of “\*” exists
  - Using a note type locks print flags

|       |     |                           |  |  |  |  |   |   |   |   |        |           |  |
|-------|-----|---------------------------|--|--|--|--|---|---|---|---|--------|-----------|--|
| LODER |     | NOTE TYPE MAINTENANCE     |  |  |  |  |   |   |   |   |        | 5/18/20   |  |
| Type  | O3  | ORDER ACTIVITY NOTE TYPES |  |  |  |  |   |   |   |   |        | 15:57:00  |  |
|       |     |                           |  |  |  |  |   |   |   |   |        | Prnt code |  |
| Numb  | Sfx | Description               |  |  |  |  | 1 | 2 | 3 | 4 | Chg-dt | By        |  |
| *     |     | DEFAULT                   |  |  |  |  | - | - | - | - | 60818  |           |  |
| MISC  |     | MISCELLANEOUS ACTIVITY    |  |  |  |  | N | N | N | - | 60818  |           |  |
| QUEST |     | QUESTION TO CUSTOMER      |  |  |  |  | Y | N | N | - | 60818  |           |  |
| SHOP  |     | MESSAGE TO SHOP           |  |  |  |  | N | Y | N | - | 60818  |           |  |
| SPEC  |     | SPECIAL ORDER INFORMATION |  |  |  |  | Y | Y | Y | - | 60818  |           |  |
| WARR  |     | WARRANTY COMMENTS         |  |  |  |  | N | Y | N | - | 60818  |           |  |

# Order promising

## Automatically lock promise dates

- What?
  - Optionally:  
Lock promise date as soon as system has assigned a valid promise date
- Why?
  - Honor promise date communicated to customer
  - Prevent inadvertent changes of promise dates
- How?
  - RSMENU Option 56 “Order Promise Lock Date” RS41
    - By Warehouse
  - Valid date(s) locked when orders booked
  - Subsequent order maintenance prompts asking if order should be re-promised

# Contract pricing accounting

## Expense discounts

- What?
  - For specific contract price regimes, allow discounts to be booked (expensed) to the GL separately
- Why?
  - Isolate contract pricing discounts into appropriate GL account
- How?
  - NF68 “CP” Contract Price Reason code: attach GL alpha code
  - Reason code selected when locking a Contract Price on an order assigns GL account alpha to adjusted/discounted line items
    - Discount 1 alpha code gets set
  - Month End accounting distributes discount amount to GL account
    - Credit gross revenue      SALE\_wh
    - Debit sell discount      CP reason code alpha code
      - This is existing 4.0.0 function (EC50775)

# Pricing

## Price based on net model price (\*BASENETPR)

- What?
  - Compute price-adder pricing based on NET of parent model
    - Current \*BASEPR works on gross before discount
- Why?
  - Many PCM price adders need to share parent model discounting; they do not discount separately
- How
  - \*BASENETPR formula exit prices adder based on net parent model price as opposed to \*BASEPR which prices adder based on gross parent model price

# Pricing

## New price list rounding value of “H”

- New value of **H** added to Price List Rounding when applying the result of the formula against the normal price specified
  - D - round down to the nearest dollar
  - N - round down to the nearest penny
  - P - round up to the nearest penny
  - U - round up to the nearest dollar
  - **H – round to the dollar (standard rounding, like half-adjust)**

# Order entry

## New order action “Verify Order”

- New action performs “order completion validation” without completing and exiting the order
- Validation includes executing the Order Completion User Exit (OE34) if applicable
  - User exit program gets told if this is “verify only”
- Allows an order to be “checked” prior to actual completion

Order Entry Completion User exit  
was added in 4.0.0.

It is a user-written program which  
can perform arbitrary checking and  
modification of the sales order.

```
ECS040C ORDER ENTRY ORDER COMPLETION USER EXIT NAME 2/26/20
 09:01:51
```

```
Use this screen to modify data area OEUFNOC.
```

```
Use this data area to indicate a user-written RPGLE program which
is invoked just prior to a sales order being submitted for booking
in OEPR.
```

```
User exit routine name TOEUFNOCFH
```

# Order processing

## Over-ship can now be a hard error

- Over Shipping was previously a soft warning, now can be made a hard error
  - Default is Y – allow overship
- Eliminates problem of accidentally inflating on-order quantity due to keying errors

OEMENUD Option 62  
Over shipping Default (OE36)  
By warehouse

ECS040C

OVER SHIPPING

2/26/20

09:24:17

Use this screen to update parameter OVRSHIP for  
warehouse

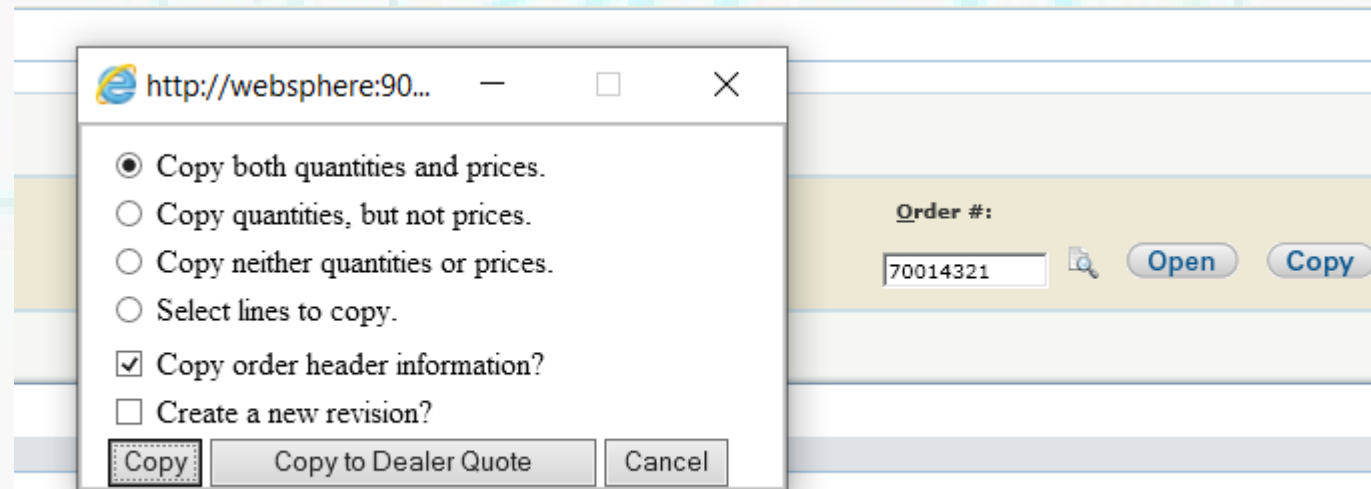
A "Y" value indicates over shipping is allowed and the shipping programs will continue to function with the soft warning as they do currently. An "N" value indicates over shipping is not allowed and a hard error will appear if the shipping quantity on any line item exceeds the order quantity.

Is over shipping allowed? \_ (Y or N)

# Order entry

## Sales order copy includes Order Contacts

- When “copy header information” is selected, order contacts will be included in the copy



# Order entry

## Fixed headings on detail pages

- The column headings on the sales order and RMA detail pages will remain fixed when scrolling through an order with many lines

Division: 01

**Order Detail** Order#: 70014323.0 Order Type: SI Status: Entry hold

Customer: 100000 JOE KING [<<prev](#) 21.00 - 32.00

Line item action menu: -select- Order action menu: -select-

| Line  | Quantity | Product | Description |
|-------|----------|---------|-------------|
| 22.00 | 1.000    | F3      | PRODUCT F3  |
| 23.00 | 1.000    | F3      | PRODUCT F3  |
| 24.00 | 1.000    | F3      | PRODUCT F3  |

This stays put as you scroll

# Sales Order Archiving

- What?
  - Move fully-invoiced and completed sales orders to a separate set of database tables
  - Sales orders remain visible as read-only copies
  - Sales order numbers can roll over across archives
- Why?
  - Improve database performance
  - Reduce amount of data copied when creating a test environment
  - Reduce backup window
- How?
  - New Sales Order Archiving Process
  - Moves selected sales orders to archive files
    - AX\_OHP, AX\_O4P, AX\_O6P etc
  - Orders get an archive ID in addition to order number
  - Archived orders can be searched and copied...

# Sales Order Archiving *continued*

- iSales Inquiry: request search to include archives

**Search Limits:**

Order Type:

Order Status:   
 Held  
 Cancelled  
 Shipped

☒ Include Archive

- Results show **archive id**
- Can copy full or partial archived order

☐ Copy both quantities and prices.  
☒ Copy quantities, but not prices.  
☐ Copy neither quantities or prices.  
☐ Select lines to copy.  
☐ Copy order header information?  
☐ Create a new revision?

Archive ID

**Friedman Corporation** RADCUR2 | [Logout](#)

Division(s): 01  
 Warehouse(s): 01, 02, 03, 04, 05, AL, B1, BC, CP, F1, F2, KA, SV, SX, SY, SZ, WV

### Sales Order Search Results

Displaying orders related to customer number 100000, shipping warehouse(s) 01,02,03,04  
[Revise Search](#) | [Show Display Options](#)

**Display Options**

10 entries found. Displaying all entries.

| DV |                            |                                   | Order Number                     | Type | Status   | Invoice Number            | Tr N |
|----|----------------------------|-----------------------------------|----------------------------------|------|----------|---------------------------|------|
| 01 | <a href="#">Work Order</a> | <a href="#">Edit Order Header</a> | <a href="#">55574025-00</a>      | SI   | Invoiced | <a href="#">000001797</a> |      |
| 01 | <a href="#">Work Order</a> | <a href="#">Edit Order Header</a> | <a href="#">55574026-00</a>      | SI   | Invoiced | <a href="#">000001796</a> |      |
| 01 | <a href="#">Work Order</a> | <a href="#">Edit Order Header</a> | <a href="#">55574027-00</a>      | SI   | Invoiced | <a href="#">000001798</a> |      |
| 01 | <a href="#">Work Order</a> | <a href="#">Edit Order Header</a> | <a href="#">55574028-00</a>      | SI   | Invoiced | <a href="#">000001799</a> |      |
| 01 |                            |                                   | <a href="#">55574029-00-1003</a> | SI   | Invoiced | <a href="#">000001800</a> |      |
| 01 |                            |                                   | <a href="#">55574030-00-1003</a> | SI   | Invoiced | <a href="#">000001801</a> |      |
| 01 |                            |                                   | <a href="#">55574031-00-1003</a> | SI   | Invoiced | <a href="#">000001802</a> |      |
| 01 |                            |                                   | <a href="#">55574032-01-1003</a> | SI   | Invoiced | <a href="#">000001804</a> |      |
| 01 |                            |                                   | <a href="#">55574032-00-1003</a> | SI   | Invoiced | <a href="#">000001803</a> |      |
| 01 |                            | <a href="#">Edit Order Header</a> | <a href="#">55574033-00</a>      | SI   | Entry    |                           |      |

# Sales Order Attributes

- What?
  - User-defined attributes attached to sales order
  - Rather like PCM option list and working segments
- Why?
  - Downstream decision support
- How?
  - Dynamically define sales order attributes and sales order categories
  - Attach attributes to the appropriate sales order categories
  - Attributes are automatically added to sales order header processing
    - From customer attributes

# Customer order sales tax

## Avalara AvaTax support

- What?
  - Provides support for **Avalara Avatax** as an alternative to traditional Frontier sales tax processing
    - Cloud-based
    - Supports US and Canadian tax regimes in all jurisdictions
    - Streamlines Sales Tax (SST) fully supported
    - Optional certificate management
    - Optional tax return filing
- Why?
  - Anyone selling across state boundaries needs sophisticated tax calculation and compliance solutions.
- How?
  - Sales tax substantially reworked in Frontier 4.1
  - New “plugin” architecture
    - Existing Frontier sale stax is now just another plugin

# Dealer quotes

## Force converted quotes to be read-only

- What?
  - Optionally prevent converted dealer quotes from being opened for maintenance in regular order entry
- How?
  - New **iProduct property** can be used to prevent a user from opening the converted quote in Order Header or Order Detail
  - Instead, the system will open the converted quote in iSalesHow:

```
<property>
 <property-name>
 isShowConvertedQuoteAsReadonly
 </property-name>
 <description>
 Opening a converted quote in order entry will
 re-direct to iInquiry as read only
 </description>
 <value>true</value>
</property>
```

# iDispatch Acknowledgement

- Acknowledgements printed from within iDispatch can be directed to their own output queue

ECS040C

IDISPATCH OUTPUT QUEUE

2/26/20  
10:08:16

Use this screen to update data area DSPACK for  
warehouse

The iDispatch documents will be directed to the output queue  
specified below.

Leave the output queue as \*DEFAULT to send the documents to  
the default output queue.

Acknowledgements (ORD001) \*DEFAULT

# iDispatch execution

## Missing items report shows location

- Location has been added to the iDispatch Missing Items report

### Missing Items

Truck Load ID: 01ANY200304.1

Print

Sales Order	Line Item	Product	Description	Location	Ordered Qty	Picked Qty	Allocated Qty
70014329.0	1.01	F4	F BUY4 LOCATION SENSITIVE		<a href="#">2.0</a>	0.0	0.0
70014329.0	2.0	F4	F BUY4 LOCATION SENSITIVE	LOC2	<a href="#">2.0</a>	0.0	2.0
70014329.0	2.01	F4	F BUY4 LOCATION SENSITIVE		<a href="#">3.0</a>	0.0	0.0

Cancel



# **Inventory and Manufacturing**

POWERED BY

MOVE  
YOUR  
BUSINESS  
FORWARD  
FASTER

# ECN

## Master File Maintenance UI

- What? ECN green screen function migrated to UI:
  - PM80 – ECN Master
  - PM83 – ECN Authority/Comments
- Why?
  - Remove the requirement to access green screens to perform this function
- How?
  - Under *Product Data Management*
    - NOTE:  
PM80 and PM83 continue to exist in green screen as of 4.1.0. No guarantees for future releases



# ECN

## Master maintenance UI enhancements

- Multiple products may be added to an ECN by copying the list of products into a new popup as opposed to adding each individually
  - E.g. copy list from Excel spreadsheet

# Inventory control

## Preserve allocated inventory

- What?
  - ST26 and UN01 should not consider allocated inventory as available to move
  - Issues warning if *move\_quantity* > (*on\_hand* - *allocated*)
    - Previously was *move\_quantity* > *on\_hand*
- Why?
  - Avoid moving location sensitive inventory that has been allocated to sales orders
- How?
  - ST26 and UN01 changed to issue warnings above
  - **iSales Inquiry** enhanced to allow for searching open sales orders by location so allocated orders can be found
  - A link between UI Inventory Lot/Location Availability to iSales has been added

# Work Order BOM maintenance UI improvements

- What?
  - Copy-and-paste component changes from spreadsheet
  - Open and close work order from BOM maintenance
  - Column headings fixed (do not scroll)
- Why?
  - Improve performance and ease-of-use
  - Wean users off WO30
- How?
  - Underlying API behind Work Order BOM Maintenance UI substantially reworked
  - New functionality to copy and paste component changes, additions and deletions from a spreadsheet into a work order's BOM
  - The ability to CLOSE or OPEN a work order has been added
  - Column headings have been set to be fixed in place while scrolling

# Work Order Operation maintenance UI improvements

- What?
  - Copy-and-paste operation changes from spreadsheet
  - Column headings fixed (do not scroll)
- Why
  - Improve usability and performance of the application
- How
  - Underlying API behind Work Order Operations maintenance UI substantially reworked
  - New functionality incorporated which provides the ability to copy and paste operation changes, additions and deletions from a spreadsheet into a work order
  - Column headings have been set to be fixed in place while scrolling

# MRP

## Rolling days of supply (DOS)

- Control how days of supply (ISDSLY) in inventory segment is planned:
  - **Existing:** Quantity planned in first period of planning horizon  
-OR-
  - **New:** Quantity calculated on every day of planning horizon
- New data area  
PCMENU Option 62  
***MRP DOS Functionality*** (MP11)
  - Default is just the first day

RADCUR2

MRP DAYS OF SUPPLY FUNCTIONALITY

2/27/20

08:52:38

Use this screen to update parameter DAYSOFSUP for  
warehouse 01 WINDOW & DOOR

This parameter is used by MRP to determine whether to react to the days  
of supply value for every day in the planning horizon or just the first day.

Days of supply every day N (Y or N)



# Purchasing and Receiving

# Vendor quote maintenance UI

## Industry standard descriptions

- Maintenance for the Industry Standard Description (VIP) file added to the UI
  - The “missing piece” from QM11.

Friedman Corporation RADCUR2 | Logout Frontier: Home Vendor Purchasing Accounts Payable Inventory Management Product Data Management General Ledger

01

### Industry Standard Maintenance

Product or Supply: F\* P/S: Warehouse: Go

Add New Copy Copy to Save Cancel

Product or Supply	P/S	Wh	Description	Inspect code	IUM	PUM	Conversion factor F U
FDNON		01	NON-STOCK		EA	EA	1.0000
F1	**		PURCHASED PART 1		EA	EA	1.0000
<input checked="" type="checkbox"/> F1		01	PURCHASED PART 1		EA	EA	1.0000
F1		02	PURCHASED PART 1		EA	EA	1.0000
F2		01	PURCHASED PART 2		EA	BX	11.0000
F3		01	PURCHASED PART 3		EA	EA	1.0000
F4		01	PURCHASED PART 4		EA	EA	1.0000

Clear Filters

**Main**

Product or Supply: F1 P/S: P

Wh: 01 Description: PURCHASED PART 1

Inspect code: IUM: EA

PUM: EA Conversion factor PUM to IUM: 1.0000

User: Maintenance date:

**Industry Standard**

Add Edit Delete

Sequence	Text type	Description	PO Print	ECN number in	ECN in date	ECN number out	ECN out date	User	Maintenance date
1.00		DESCRIPTION FOR F1 PR...	true					RADCUR2	10/22/19
2.00		MORE PRODUCT DESC FO...	true					RADCUR2	10/22/19

# Purchasing Inquiry

## Vendor name and PO Input

- Vendor Name has been added to the results page
- New field to input PO number allows display without leaving page

### Purchasing Order Headers

Due 02/01/20 - 02/26/20 , All Orders.

00104741

Open

[Revise Search](#)

#### Display Options

DV	WH	Order Type	Order Number	Line Item	Product	Supply Item	Product Description	Vendor Number	Vendor Name
01									
01	01	R	<a href="#">104741</a>	1.00	BWC.PURCH.LL		LOWER LEVEL PURCHASE...	BWCREQ	BWC REQUISITIONER
01	01	R	<a href="#">104741</a>	2.00	BWC.PURCH.LL2		LOWER LEVEL PURCH CO...	BWCREQ	BWC REQUISITIONER
01	01	R	<a href="#">104773</a>	1.00	MRG.PCMBUY		TEST	MGRAY	MIKE
01	01	R	<a href="#">104774</a>	1.00	MRG.PCMBUY2		TEST	MGRAY	MIKE
01	01	R	<a href="#">104777</a>	1.00	MRG.PCMBUY		TEST	MGRAY	MIKE
01	01	R	<a href="#">104778</a>	1.00	MRG.PCMBUY2		TEST	MGRAY	MIKE
01	01	R	<a href="#">104779</a>	1.00	MRG.PCMBUY		TEST	MGRAY	MIKE
01	01	R	<a href="#">104780</a>	1.00	MRG.PCMBUY2		TEST	MGRAY	MIKE
01	01	R	<a href="#">104781</a>	1.00	MRG.PCMBUY		TEST	MGRAY	MIKE
01	01	R	<a href="#">104782</a>	1.00	MRG.PCMBUY2		TEST	MGRAY	MIKE

# Purchase Order Receiving Supply description (4.0.2)

- Combined column for product/supply description

## Purchase Order Receiving

Purchase Order:	WH:	Product:	Buyer:	Ship Via:	Vendor:	Work Order:	Sales Order:	Deliver To:	Status:	Due From Date:	Due To
302244									OPEN		

Clear Filters

	Remaining Qty	Receive to Stock	Receive to Inspection	Received to Stock	Received to Inspection	Received qty	PO qty	Purchase order	Line	Product	Product/Supply description
<input type="checkbox"/>	10	0.000	0.000	0.000	0.000	0.000	10.000	<a href="#">302244</a>	1.00	F1	PRODUCT F1
<input type="checkbox"/>	100	0.000	0.000	0.000	0.000	0.000	100.000	<a href="#">302244</a>	2.00		PAPER PLATES

Manufacturing

Finance

4.1

**FRONTIER 4.1**

MOVE  
YOUR  
BUSINESS  
FORWARD,  
FASTER.

Master Data

eCommerce

**Frontier  
4.0 through 4.1  
Non-financial**

**Dehn Loder  
May 2020**

PCM