

# Device Financing – Multiple Promotions Setup Option

## Introduction

Dealers selling devices from their own inventory with carrier Financing will have some challenges in setting up and reporting in RQ. The main issue arises when collecting a reduced amount for the device in RQ while charging full device tax. The following setup steps are suggestions only: You may want to come up with alternative measures.

The following method works well with Sprint One Up Financing. New Financing Terms are added to the Price Sheet and the phone prices are set at 0. Multi-denominational Non Stocked Products (NSPs) are created for each phone list price with specially created taxes added, which will be added automatically to each Sprint One Up sales invoice using Price Sheet Promotions.

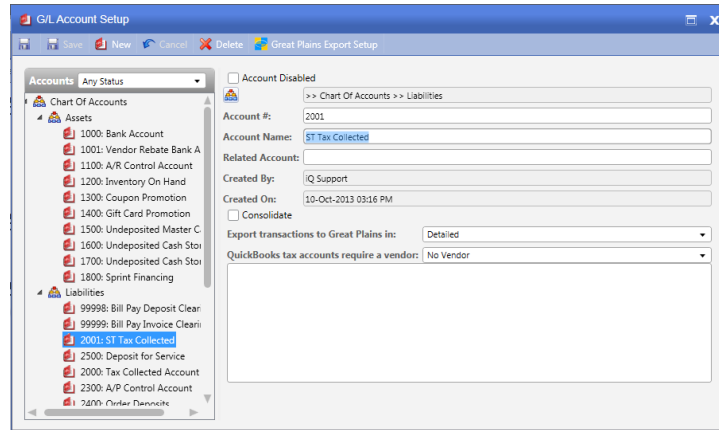
Use the following setup steps:

Setup Overview:

- Create G/L Account
- Create Special Taxes
- Create New Price Sheet and Promotion Products in RQ
- Add new Terms to Carrier Pricing Sheet (Price Sheet)
- Set up Price Sheet Promotions

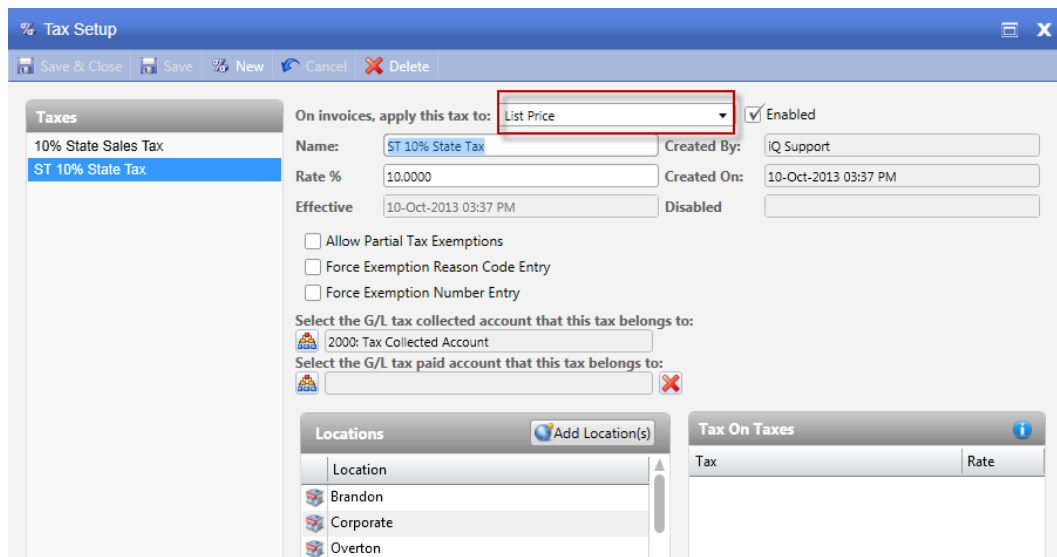
## Setup Steps

1. Create G/L Account: Go to **Settings | Finance | G/L Account Setup** and create a new G/L account under **Liabilities** as **Tax Collected** account.



2. Create Special Taxes: Go to **Settings | Finance | Tax Setup** and create a new tax for every rate you currently use. Apply the tax to all locations to **\*List Price**. Click **No** when asked to apply this tax to any products.

Example: If your State tax is 10%, create another tax called **ST 10% State Tax**. (ST = Sprint Tax)



3. Create New Category: Create a new category in RQ under **Settings | Inventory | Product Category Setup** that will contain the NSPs to adjust prices. Call it One Up Billing or something similar.
4. Create new Products for Price Sheet and Promotions Setup: In RQ Inventory, create the following new products:
  - a. Create NSPs to track phone list prices. These NSPs will be used in the Price Sheet Promotion Setup and should have the following criteria:
    - Description = Should represent the price denomination (see list below)  
i.e. **One Up Billing \$219.99**
    - Serialized = True

- Discountable = False
- Hide on Invoice = True
- Default Price = \$XXX.XX (see list below) i.e. \$219.99
- Enforced Length = 10
- Tax = Apply the newly created ST Tax(es) ONLY

All Dealers
One Up Billing-\$219.99
One Up Billing-\$229.99
One Up Billing-\$249.99
One Up Billing-\$299.99
One Up Billing-\$349.99
One Up Billing-\$399.99
One Up Billing-\$449.99
One Up Billing-\$459.99
One Up Billing-\$499.99
One Up Billing-\$529.99
One Up Billing-\$549.99
One Up Billing-\$599.99
One Up Billing-\$629.99
One Up Billing-\$649.99
One Up Billing-\$699.99
One Up Billing-\$749.99
One Up Billing-\$849.99

California Dealers Only
One Up Adjust-\$219.99
One Up Adjust-\$229.99
One Up Adjust-\$249.99
One Up Adjust-\$299.99
One Up Adjust-\$349.99
One Up Adjust-\$399.99
One Up Adjust-\$449.99
One Up Adjust-\$459.99
One Up Adjust-\$499.99
One Up Adjust-\$529.99
One Up Adjust-\$549.99
One Up Adjust-\$599.99
One Up Adjust-\$629.99
One Up Adjust-\$649.99
One Up Adjust-\$699.99
One Up Adjust-\$749.99
One Up Adjust-\$849.99

Note: California dealers ONLY will also need to create a second set of NSPs called One Up Adjustments. Apply the regular state taxes to these NSPs (NOT the new taxes). They will be used later to remove the California tax only from the Sprint One Up sales.

- b. Vendor Rebate Product(s) for Price Sheet: Create a VRP for each Term type that will require the Financing option. In the example below, a 2 Year New Activation Term will be used. Best Practice is to create one and use **Right Click | Create Similar** for the rest. Use the following criteria:

- Category = Rate Plan Rebates Commission >> One Up Financing
- Description = 2 Year New Act w. Financing
- Serialized = True
- Discountable = False
- Default Price = \$0
- Enforced Length = 10
- Tax = No tax applied

**Product Details** (Vendor Rebate)

Product SKU: ACCARB000152 [Print Label](#)

Category: >> Cellular Activations >> Carrier X >> Rate Plan Rebates (Commission) >> Financing

Description: 2 Year New Act w. Financing

Short Description: 2 Year New Act w. Financing

Pricing Method: Fixed Pricing

Default Price: \$0.00

**Ordering / Costing**

Vendor: Carrier X

Vendor Account: Carrier X

Vendor SKU:

**Accounting** (accounting defaults applied)

G/L Cost of Sales Acct: 5000: Cost Of Goods Sold

G/L Sales Acct: 4000: Sales Revenue

G/L Inventory Acct: 1200: Inventory On Hand

**Product Attributes** (Enabled)

☒ Serialized ☒ Enforce Tracking Number Length: 10

☐ Discountable

☐ Hide On Invoice / Sales Order

☐ Non-Refundable

☐ Trigger Service Request On Sale

Service Request Type: N/A

[Invoice Comments](#) [Tracking Number Prompt](#) [Sales Messages](#)

[Product Link](#)

[Refund Link](#)

**Taxes**

[Add Taxes](#)

- c. Terms: Create a Term to match each of the VRPs created in the previous step in **Inventory | Tools | Price Sheet Term Setup**.
5. Update Price Sheet: Go to **Inventory | Tools | Update Carrier Pricing Sheet** to update the following information in your current price sheet:
- a. Carrier Terms tab: Add the terms created in the previous steps and link them to the appropriate VRPs. Click **Save**. At this point, you may want to export/import your price sheet template to update the phone pricing and rebates.

Update Carrier Pricing Sheet

[Save And Close](#) [Save](#) [Export](#) [Import](#) [Delete Price Sheet](#)

Choose a Price Sheet: Sprint Price Sheet [Open](#) Filter By: All Terms

General **Carrier Terms** Retail Price and Equipment Rebates Rate Plan Rebates

Enter your price sheet term options (ex: No-Contract, 1 Yr New Activation, 1 Yr Upgrade).  
For each term include the equipment rebate SKU and the Commission SKU.

Term Name	Term Type	Term Length	SPIFF SKU	Equipment Rebate SK	Commission SKU
Hardware Only - Sprint	No Contract	N/A		ACCARB000070	ACCARB000101
2 Year New Activation	New Activation	N/A		ACCARB000100	ACCARB000068
2 Year New Act w. Financing	New Activation	N/A		ACCARB000153	ACCARB000152
MTM	New Activation	N/A		ACCARB000100	ACCARB000103
2 Year Upgrade	Upgrade	N/A		ACCARB000099	ACCARB000067
2 YR Upgrade w. Financing	Upgrade	N/A		ACCARB000099	ACCARB000154

- b. Retail Price and Equip Rebate tab: Enter \$0 as retail price of all devices that will be financed and add any phone rebates that apply. Check with your carrier for details.
- c. Rate Plan Rebates tab: Ensure that the rate plan commissions are filled in under the new terms next to the appropriate rate plans. These may match existing terms. Check with your carrier for details.

*Note: See Help Files under [Update Price Sheet Guide](#) for setup details.*

6. Create Price Sheet Promotion: Go to **Inventory | Tools | Price Sheet Promotion Setup** to create a promotion for each of the NSPs created above (currently 16 NSPs for most and 32 NSPs for California dealers only). Use the following criteria to create the promotions:

Details Tab:

- Product SKU button: Click **Product SKU** and link this promotion to one of the NSP created previously (ex. One Up Billing \$219.99)
- Unit Price = 0
- Quantity = 1
- Reduce phone price by = 0
- Name = Good practice is to use same name as NSP (i.e. One Up Billing \$219.99)
- Vendor Account = Usually the vendor account used in your price sheet
- Availability = Continual
- Locations = All locations where the Financing option is offered
- Price Sheet = Your Current Price Sheet

The screenshot displays the 'Price Sheet Promotion Setup' interface. On the left, a 'Promotions' sidebar lists 'One Up Billing \$219.99' and 'Volume Bonus'. The main area is divided into tabs: 'Details', 'Criteria', and 'Add On'. The 'Details' tab is active, showing fields for 'Product SKU' (ACCANS000155), 'Description' (One Up Billing \$219.99), 'Unit Price' (\$0.00), 'Quantity' (1), and 'Reduce phone price by' (\$0.00). Below these are fields for 'Name' (One Up Billing \$219.99), 'Vendor Account' (Sprint), 'Availability' (Continual), 'Created By' (IQ Support), and 'Created On' (08-Oct-2013 08:50 AM). At the bottom, there are two expandable sections: 'Locations' showing 'Successful Cellular' and 'Price Sheets' showing 'Sprint Price Sheet'.

Criteria Tab:

- Phones: Link only the phones that list at the denomination in the promotion (i.e. \$219.99).
- Terms: Select *only* the newly created Financing terms here.
- Rate Plan: Leave at default of All.

Save & Close Save Copy New Cancel Delete Export

**Promotions** Search Promotions

One Up Billing \$219.99  
Volume Bonus

**Details** Criteria Add On

**Phones** All

Product SKU	Description
ACCABB000003	Blackberry Curve

**Term Types** ☒ New Activations ☒ Upgrades ☒ Prepaid ☒ No Contract ☒ Other

**Terms** All

Term	Vendor Account
2 YR Upgrade w. Financing	Sprint
2 Year New Act w. Financing	Sprint

**Rate Plans** All

Product SKU	Description
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### California Dealers ONLY Additional Steps:

A few extra steps are required to deal with the California taxes. Create a promotion for each of the Adjustment NSPs created previously. The Details and Criteria tab setup steps will be the same as the promotion setup steps above with one exception: The Quantity for each Adjustment promotion will be -1. This will subtract the California tax amount from the transaction.

Save & Close Save Copy New Cancel Delete Export

**Promotions** Search Promotions

One Up Adjust. \$219.99  
One Up Billing \$219.99  
Volume Bonus

**Details** Criteria Add On

Product SKU: ACCANS000156

Description: One Up Adjust. \$219.99

Unit Price: \$219.99 Quantity: -1 Reduce phone price by: \$0.00

Name: One Up Adjust. \$219.99

Vendor Account: Sprint

Availability: Continual

### Sales Flow


After the setup is complete, use the following steps to sell a Financed device:

- Complete a sale as usual while selecting one of the Financing terms in the Phone Activation Wizard (PAW).

Phone Activation Wizard

Johnny Cash

MB



**Plan Details**

Device: BlackBerry Curve ✓

ESN/IMEI: 125538 ✓

Term: New Activation 2 Year New Act w. Financing ✓

Rate Plan: Rate Plan Worth \$0 - \$4.98 ✓

Phone #: 6546546546 ✓

Contract #: ✓

☐ Sell multiple phones using this criteria

Cancel No Term Start Over

Phone Price **\$0.00** Next

- The One Up Billing Promotion NSP will be automatically added to the invoice screen, with a prompt to enter the customer phone number Enter the phone number and click OK.
- The phone tax will be added to the invoice based on the phone list price represented by the Promotion NSP (see example below). Complete the transaction as usual. Accessories and Features can be added at any time.

Johnny Cash

Refund PreCash Bill Pay / Deposit

Shopping Cart

Item	Quantity	Unit Price	Total Price
BlackBerry Curve ACCABB000003 Tracking#: 125538 <b>Discounted \$219.99</b>	1	\$0.00	\$0.00
New Act Equip Rebate w. Financing ACCARB000153 Tracking#: 6565464565	1	\$150.00	\$150.00
Rate Plan Worth \$0 - \$4.98 ACCANS000096	1	\$0.00	\$0.00
2 Year New Act w. Financing ACCARB000152 Tracking#: 6565464565	1	\$190.00	\$190.00
Volume Bonus ACCARB000108 Tracking#: 6565464565	1	\$25.00	\$25.00
One Up Billing \$219.99 ACCANS000155 Tracking#: 6565464565 <b>Discounted \$219.99</b>	1	\$0.00	\$0.00

Billing Customer: Johnny Cash MB [Add PO#](#)

Ship To

Discounted **\$439.98**

Subtotal **\$0.00**

Taxes **\$22.00**

Coupons **\$0.00**

**TOTAL \$22.00**

Check Out

## Tax Reporting

**Sales by Invoice Report with Filter:** Click on the **Filter** button at the top of the screen to display column filters. Use >0 to filter out only the financed transactions and refer to the tax column total for an accurate summary of your financed devices tax.

**Sales by Invoice Report with Grouping:** Drag the Financing Payment Method column header into the Grouping box to determine your financed devices tax totals.

Sales by Invoice Report Corporate - 10/10/2013 to 10/10/2013

Print Selected Invoices

3 results

Drag columns here to group:	Invoice By	Customer	Invoice Subtotal	Sales	Cost	Gross Profit	Cash	Sprint One Up Financ	Ven Reb Act	Sales Tax #1	Region	District
	Corporate	John Smith	\$99.99	\$464.99	\$399.00	\$65.99	\$10.00	\$99.99	\$365.00	\$10.00	Central	Central A
	Corporate	Joan Sampson	\$100.00	\$465.00	\$299.00	\$166.00	\$10.00	\$100.00	\$365.00	\$10.00	Central	Central A
	Corporate	Johnny Cash	\$99.99	\$464.99	\$399.00	\$65.99	\$10.00	\$99.99	\$365.00	\$10.00	Central	Central A
			\$299.98	\$1,394.98	\$1,097.00	\$297.98	\$30.00	\$999.98	\$1,095.00	\$30.00		

Sales by Invoice Report Corporate - 10/10/2013 to 10/10/2013

Print Selected Invoices

4 results Sprint One Up Financing

Drag columns here to group:	Sprint One Up Financ	Invoice By	Customer	Invoice Subtotal	Sales	Cost	Gross Profit	Cash	Ven Reb Act	Sales Tax #1	Region
	99.99 (2 items)										
	\$99.99	Corporate	John Smith	\$99.99	\$464.99	\$399.00	\$65.99	\$10.00	\$365.00	\$10.00	Central
	\$99.99	Corporate	Johnny Cash	\$99.99	\$464.99	\$399.00	\$65.99	\$10.00	\$365.00	\$10.00	Central
	\$199.98			\$199.98	\$929.98	\$798.00	\$131.98	\$20.00	\$730.00	\$20.00	