



Infor LN Project User Guide for Contract Management

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About this document

Objectives

The objectives of this book are to describe the purpose of contract management, what you can accomplish using contract, and how to set up and use contracts.

Intended Audience

This book is intended for those who want to learn how to use contracts, contract lines, contract deliverables, contract funding, contract invoicing, and to set up the contract data in the way that best serves their purposes. Both end users and users on administrator level will find the information they require.

Assumed Knowledge

Familiarity with the business processes involved in handling contracts in projects, and general knowledge of the Infor LN functionality will help you understand this book. In addition, Project training courses are also available.

Document summary

The first chapter, *Introduction*, describes the purpose and the general characteristics of contracts.

The following chapters deal with the contract data setup, describe how contract lines and deliverables are created, how contracts are linked to project pegs, and describe contract funding and invoicing.

This book describes procedures that users carry out using contract deliverables, backorders and return orders and provides some information on the underlying processes that Infor LN carries out. The most important session windows and fields involved are discussed, but a full description of all software components is outside the scope of this book. For details, refer to the online Help.

How to read this document

This document was assembled from online Help topics. As a result, references to other sections in the manual are presented as shown in the following example:

Refer to the Table of Contents to locate the referred section.

Underlined terms indicate a link to a glossary definition. If you view this document online and you click on underlined text, you jump to the glossary definition at the end of this document. Non-underlined references do not represent a link to glossary definitions or other elements.

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Chapter 1

Using Contract Management

1

Contract management is used to create and maintain contract data which includes the following concepts:

- Contract types
- Contract lines
- Contract deliverables
- Contract line links to project pegs
- Backorders and Returns
- Contract funding
- Contract invoicing

A contract defines the agreement with a customer, the terms and conditions such as deliverables, billing plan, and payment terms. The contract contains customer information and contacts, the contract price and funding. Shipping information, title passage, and delivery terms are also defined on the contract. You can also define the contract types and invoicing methods to be implemented.

Contract types

The contract types or billing terms list the conditions and agreements to invoice contracts to the customer.

You can define the following types of contracts:

- **Fixed Price:** A contract that is carried out for an agreed fixed price. The price is agreed when the contract is signed. It is often used when the lead-time of a contract is long and the value of the contract is high.
 - The default method of invoicing is installments.
 - Delivery based invoices are sent when items are shipped or when services are delivered. Delivery based invoices can be used as an alternative to installment invoices.
 - In case of installment payments, also called milestone payments, stage payments or performance based payments, a part of the agreed price is paid based on reaching certain milestones.
 - Advance payment requests can also be used in combination with installments and progress invoices. Advance payments requests can be made for all contract types. The advance

must be linked to one of the contract lines and you can link an advance to an element or activity.

- **Cost Reimbursement:** A contract that is carried out based on cost reimbursement and a profit percentage. The billing is done on a periodic basis based on cost. However, sometimes not all costs can be billed. A limit, ceiling or a not-to-exceed amount can be agreed upon with the customer.

In general ,direct costs, like material, labor, and so on are billed directly to the customer. However there are certain restrictions:

- **Legal:**

Some cost may not be billed to the customer because of legal regulations. For example in some countries it is not allowed to charge several types of cost to the customer such as donations, entertainment cost or cost for bad credit control.

- **Due diligence:**

For example, inventory adjustments. If materials are purchased for the contracts, and parts of the contract are canceled. And, the materials need to be scrapped, the cost incurred can be charged to the customer.

- **Agreements:**

A customer can assign a certain percentage of the material cost to scrap. If the cost of scrap is not more than the agreed level, these costs can be charged to the customer as direct material cost. In case the cost of scrap exceeds this level, the customer pays only the allowed percentage.

- **Time & Materials:** This contract type is usually used for long term research and development projects. It is a type of contract that is invoiced for the material and the labor at an agreed sales rate. The sales rate can be a fixed amount, a markup percentage or the cost incurred. Example: For labor cost, a fixed amount could be determined dependent on the rate of the employee, department or job category the employee belongs to. The rates and prices can be contract specific. Also, for time and material contracts, a ceiling limit can be applicable. The billing process of indirect cost is similar to cost-reimbursement contracts.

	Installment	Cost Plus	Unit Rate	Progress In- voice	Delivery Based
Fixed Price	Yes	No	Yes	Yes	Yes
Cost Reimbursement	No	Yes	No	No	No
Time & Materials	No	Yes	Yes	No	No

Invoicing methods

Following are the invoicing methods for the above mentioned contract types:

- *Using installment invoicing (p. 31)*
- *Using progress invoicing (p. 32)*
- *Using cost plus invoicing (p. 33)*
- *Using unit rate invoicing (p. 35)*
- *Using delivery-based invoicing (p. 35)*

Note

You can initiate the invoicing process only if the status of the contract, the contract line and, in case of delivery based invoicing, the contract deliverables line is set to Active.

Other invoice types:

- *Using advance payment requests (p. 31)*
- *Using holdback*

Contract Prices and Rates

The contract price is the price defined for the goods or services to be received or delivered as per the contract agreement. The prices and rates for the contract are defined based on the cost objects such as labor, sundry costs, or material.

Use the Specific Labor Rates (tcppl0192m000) session to create and maintain contract, project-specific labor and/or customer-specific rates.

You can use the Contract Price Sundry Costs (tpctm0140m000) session to create and maintain sundry cost sales prices for the contract or contract line.

You can maintain standard cost objects of the following cost types:

- **Labor**
- **Materials**
- **Equipment**
- **Subcontracting**
- **Sundry Costs**
- **Overhead**

In each case, the recorded information includes details of:

- The control code and control function used for the cost object.
- The cost component used for the cost object.
- The cost price or rate and sales price or rate used for the cost object.
- Whether or not interim results are recorded by default for the cost object.
- Whether or not the cost object has an attached text.

Material cost objects are treated differently:

- Use the Items - General (tcibd0501m000) session to set up material items.
- Use the Items - Project (tppdm0505m000) session to make material items available for use in projects or contracts.

Chapter 2

Defining a Contract

2

In Infor LN you can define the contract and the contract line data which includes the deliverables, billing cycles, and invoicing.

To define a contract

To define and process a contract, complete the following steps:

Step 1: Create a contract

Define the data for the contract as described in Contract Data Set-up.

Step 2: Create contract lines

Define the data for the contract line as described in Contract Line Data Set-up. Contract lines allow you to maintain additional and detailed information required for a contract.

Step 3: Define billing cycles

Define the Billing cycle using the Billing Cycles (tpctm0130m000) session. A billing cycle is the time interval defined to generate billing statement for the contract. You can define the billing recurrences, as part of the billing cycle, using the Recurrences (tcccp0143m000) session. **Note:** Billing cycles can be defined only for contracts of the type Cost Reimbursement and Time and Materials.

Step 4: Define the contract deliverables

Define the data for the contract deliverable (items that can be hardware or non-hardware) as described in Contract Deliverable Data Set-up.

Step 5: Release items to warehousing

Release the items (deliverables) to warehouse using the Release Deliverables to Warehousing option from the Actions menu in the Contract Lines (tpctm1110m000) session. **Note:** LN generates the

warehouse order number. You can view on the Shipping tab, in the Contract Deliverables (tppdm7100m000) session. LN sets the contract deliverables' status to Released to Warehousing. **Note:** To release items to warehousing the status of the contract, contract line and contract deliverable must be set to Active.

Step 6: Review the shipment details

LN generates the shipment data in the Contract Shipments (tppin0160m000) session after the warehousing order is processed.

Step 7: Review the cost transactions

Review the costs of the deliverables transferred to Project. LN transfers the costs booked on production orders or when the deliverables are procured. The cost data displayed, depends on the level at which the project is pegged. **Note:** Costs can also be reviewed for sales order lines that are project pegged.

Step 8: Generate the invoices

You can generate the invoices using these invoice methods:

- Installment
- Unit rate
- Cost plus
- Progress-based

Step 9: Process the invoices

- Use the Invoicing 360 (cisli3600m000) session to process and post the invoices. LN generates the revenues for the contract.
- Review the contract revenues in the Projects and Financials.

Step 10: Close the contract

Set the contract to Closed after the deliverables are shipped and the invoicing process is completed.

Contract data set-up

A contract refers to the overall agreement and defaults varied data for the contract line. To set up a contract in LN define the following data in the Contract (tpctm1600m000) session:

Agreement tab

- Create a contract ID.

- Select or define your Sold-to Business Partner using the Sold-to Business Partners (tccom4510m000) session.
- Select or define the Address of the sold-to business partner using the Addresses (tccom4130s000) session.
- Select or define the contact data using the Contacts by Business Partner Role (tccom4545m000) session.
- Select or define the program using the Programs (tpctm0110m000) session. A program is a group of related projects managed in a coordinated way to obtain more benefits and control.
- Select or define the program manager using the Employees - General (tccom0101m000) session.
- Select the sales office using the Departments (tcmcs0565m000) session or define the sales office using the Enterprise Units (tcemm0130m000) session.
- Select or define the contract manager using the Employees - General (tccom0101m000) session.
- Select or define the project for the contract using the Projects (tppdm6100m000) session. Multiple projects can be linked to a contract or contract line. **Note:** Defining or linking a project is not mandatory during the initial phase of the contract. You can create a contract with a blank project.
- Set the status of the contract using the Status option from the appropriate menu.
- Set the phase of the contract to indicate the phase at which the contract is, such as bidding, sent to customer and so on.
- Select the contract type. This field can have the following values:
 - Fixed Price - invoicing is Installment or delivery based.
 - Cost Reimbursement – only for Cost-Plus invoicing.
 - Time and Materials – Unit Rate and Cost-Plus invoicing.
- Enter the date on which the contract is awarded.
- Enter the effective date and expiry date for the contract.

Selling tab

- LN defaults the business partner related data from the Agreement tab. However, you can modify the data.
- **Tracking** displays the creation date of the contract and name of the person who creates the contract.

References tab

- Use the References tab to enter reference text to be printed on the invoices. For example, the name of the contact person or the customer reference number.

Invoicing tab

- Select the invoice type.
- Select or define the invoicing method using the Invoicing Methods (tcmcs0555m000) session.

- Create or define the billing cycles for the contract using the Billing Cycles (tpctm0130m000) session.
- Create or set the billing cycle using the Recurrence Details (tcccp0143s000).
- Select the method to determine the exchange rate. **Note:** Based on the setting of the **Express in Base Currency** field in the Currency Rates (tcmcs0108m000) session, LN divides or multiplies the amount by the rate factor before the currency exchange-rate is applied.
- Specify if Advance Payment Requests are applicable for the contract. Advanced Payment Requests can be linked to a contract or a contract line.
- Enter the liquidation percentage for Advances **Note:** You can define the liquidation percentage only for contracts of the type Fixed Price.
- Select the installment type (this field is enabled only for invoicing methods of the type Installments and Progress Invoices).
- Create or define the installment schedule using the Installment Schedules (tcmcs2140m000) session. You can define the schedule only if the **Installment Type** field is set to Percentage.
- Enter the number of points to be distributed to the installments for the contract. You can define the points only if the **Installment Type** field is set to Points.
- Enter the liquidation percentage for installments. **Note:** You can define the percentage only for contracts of the type Fixed Price.
- Specify how the holdback is applied for the contract . Following are the possible values:
 - All Invoices
 - Based on Progress
 - No Holdback
- Enter the holdback percentage.
- LN defaults the business partner related data from the **Agreement** tab:
 - Invoice to business partner.
 - Address
 - Contract currency
 - Exchange rate type

Paying tab

- Select or define the payment terms using the Payment Terms (tcmcs0513m000) session.
- Select or define the payment method using the Payment/Receipt Methods (tfcmg0540m000) session.
- Select or define the bank account code using the Bank Accounts by Pay-by Business Partner (tccom4515m000) session. The account linked to the bank account code is displayed in the **Bank Account** field.
- LN defaults the pay-by business partner, address and contact data based on the business partner related data from the **Agreement** tab.

Contract lines data setup

Contract lines allow you to define and maintain additional information of the contract.

To access the Contract Lines (tpctm1110m000) session, you must define the following data on the contract line tab in the Contract (tpctm1600m000) session.

- Create a contract line ID (alphanumeric code of 8 characters) and enter a description.
- Enter the contract line amount.
- Select the status of the contract line. **Note:** You can set the status of the contract line to **Active**, only if the status of the contract header is **Active**.
- Select or define the Sold-to and Ship-to BP using the Sold-to Business Partners (tccom4510m000) and Ship-to Business Partners (tccom4511m000) sessions.
- Specify the contract line execution level. The level indicates whether the contract is executed by you or is subcontracted.
- LN defaults the contract type and project data from the Contract header.

Summary tab

- Select the invoice type.
- Select the invoicing method using the Invoicing Methods (tcmcs0555m000) session.
- Enter the date on which the contract line is awarded.
- Enter the effective date and expiry date of the contract line.
- Enter the contract delivery date, that is the date the finished items are ready to be shipped.
- LN defaults the following data from the Contract header:
 - Phase
 - Contract Type
 - Contract Currency
 - Exchange Rate Type
- LN defaults the currency and exchange rate type data from the Contract header.

Selling tab

- Define the ceiling amount, if any. **Note:** The ceiling amount is defined only for contracts of the type Cost Reimbursement and Time and Materials.
- Define the markup percentage to calculate the sales price. Note: The percentage is defined only for contracts of the type Cost Reimbursement and Time and Materials.
- LN defaults the Sold-to BP data from the Contract header.
- Specify the **Funded Amount** and the **Funding Distribution** for the contract. Based on these funding limits, the maximum amount that can be invoiced to the customer is set.

References tab

- Enter the customer order number and the names of the first and second reference.

- Select or define the prime contractor using the Business Partners (tccom4500m000) session.
- Enter the reference name of the prime contractor.
- Select or define the Defense Priority Allocation System (DPAS) code using the DPAS (tcmcs0172m000) session. DPAS is used to provide priority rating for the contracts (Example: defense orders). LN prioritizes orders for which priority rating is defined.

Shipping tab

- Select or define the default delivery terms using the Delivery Terms (tcmcs0141m000) session.
- Select or define the point of title passage using the Points of Title Passage (tcmcs0142m000) session.
- Select or create the default carrier for the contract deliverables, using the Carriers/LSP (tcmcs0580m000) session.
- LN defaults the **Sold-to Business Partner** data from the Contract header.

Invoicing tab

- Select or define the invoice delivery method using the Invoice Delivery Methods (tcmcs0156m000) session.
- Enter the percentage of discount on the invoice.
- LN defaults the Invoice-to business partner data from the Contract header.

Tax tab

- Define the tax classifications for the contract line using the Tax Classifications (tctax0116m000) session.
- Select the **Exempt** checkbox, if tax exemption is applicable.
- Select or define the tax country using the Countries (tcmcs0510m000) session.
- Select or define the tax code using the Tax Codes by Country (tcmcs0536m000) session.
- Select or define the BP tax country using the Countries (tcmcs0510m000) session.
- Enter the tax certificate number issued by the tax authorities. When goods or services are purchased, the certificate number is provided to the supplier for tax exemption.
- Select or define the reason for tax exemption using the Reasons (tcmcs0105m000) session.

Paying tab

- LN defaults the Pay-by Business Partner data from the Contract header.

Classification tab

- Select or define the line of business using the Lines of Business (tcmcs0131m000) session.
- Select or define the contract acquiring method using the Acquiring Methods (tppdm0140m000) session.
- Select or define the financing method code for the contract using the Financing Methods (tppdm0139m000) session.

- Select or define the geographical area to group business partners, customers, suppliers and employees using the Areas (tcmcs0145m000) session.
- Select or define the category of the contract (a classification layer that is useful for sorting and grouping projects) using the Categories (tppdm0146m000) session.
- Define the business sector for the contract, using the Business Sectors (tppdm0137m000) session.
- Define the contract group using the Groups (tppdm0141m000) session. Groups are used for classifying and sorting contracts.

Contract deliverables data set-up

A contract deliverable is a tangible or intangible item that is produced or purchased as a result of a contract. The deliverables of the contract are defined in the Contract Deliverables (tppdm7100m100) session.

To access the Contract Deliverables (tppdm7100m100) session, you must define the following data on the contract deliverables tab in the Contract (tpctm1600m000) session.

- Select or define the contract line number using the Contract Lines (tpctm1110m000) session.
- Select the item type, following are the possible values:
 - Hardware (manufactured item and purchased item only).
 - Non-hardware (cost or service item only).
- Select or define the project code using the General Projects (tcmcs0552m000) session.
- Select or define the item to be delivered using the Items - Project (tppdm0505m000) session.
- Enter the ordered quantity of the item, select the unit of measure of the quantity using the Units by Unit Set (tcmcs0112m000) session.

Item tab

- Select or define the ICS Code (an external, alternate way of coding items) using the Item Code System - Items (tcibd0104m000) session.
- Select the effectivity unit, if required.
- Select the delivery method of the lot item. Following are the possible values:
 - **Any:** You can draw the shipment from multiple lots. This is the default value.
 - **Same:** You can select any lot for delivery, but the entire shipment must be drawn from the same lot.
 - **Specific:** You can use only one specific lot. This lot is entered in the Lot field.

Note: This field is not mandatory.
- Select the method for serial number selection. Following are the possible values:
 - **Any:** No specific serial number must be linked to the deliverable. As a result, the serial number is determined by Warehousing, or by Purchase Control in case of non-inventory items.

- **Specific:** You can manually select the serial number that must be linked to the deliverable from the Item - Serials and Warehouses (whltc5100m000) session. You can only select an item for which the **Serials in Inventory** check box is selected in the Item - Warehousing (whwmd4100s000) session.
- Note:** This field is not mandatory
- LN defaults the Contract data from the Contract header.
- Specify the ordered quantity of the item, select the unit of measure of the quantity using the Units by Unit Set (tcmcs0112m000) session. **Note:** LN displays the scheduled quantity from the Contract Deliverables Schedule (tppdm7100m200) session, if the contract deliverable is split over multiple schedule lines.
- Specify the quantity delivered. You must specify the quantity only for non-hardware deliverables that are not handled using Warehousing. For deliverables (hardware and non-hardware) that are handled using Warehousing, LN displays the value specified in the Contract Shipments (tpin0160m000) session.
- Specify the accepted quantity of the item. **Note:** LN defaults the values of the ordered quantity from the Contract (tpctm1600m000) session.
- Set the status of the contract deliverable.
 - You can set the contract deliverable line to Active only when the contract line status is Active and the deliverable is pegged, that is the deliverable is linked to a project, element or activity.
- Select the contract delivery and confirmed delivery date and time.
- Select the planned delivery date and planned receipt date and time.
- Create a schedule for the deliverables using the Contract Deliverables Schedule (tppdm7100m200) session or click the Schedule button. This is not mandatory.
- Click Get Sales Price, LN retrieves the sales price of the deliverables. The **Price Origin** field displays the origin; from where the item sales price is retrieved. For more information see Retrieving sales price for project deliverable items.

Shipping tab

- Select or define the delivery points for the deliverables using the Delivery Points (tccom4134m000) session.
- Select or create the Ship-to Contact data using the Contacts by Business Partner Role (tccom4545m000) session.
- Select the Shipping Constraints of the goods, if any.
You can specify the following Shipping Constraint:
 - **Ship Line Complete:** This means that the total quantity of the line must be shipped as one single shipment.
 - **Ship Line & Cancel:** If sufficient inventory exists, this results in a complete shipment of the line. A lack of inventory does not result in a back order but in the cancellation of the order for the remaining quantity. LN links a predefined cancel reason to the order line.
 - **None:** Shipping constraint is not applicable.
- Select the **Unit Binding** checkbox to freeze the quantity to be shipped.

- Define the delivery terms using the Delivery Terms (tcmcs0141m000) session. This field is not mandatory.
- Define the route for the shipments from the warehouse to the ship-to or ship-from business partner's warehouse using the Routes (tcmcs0104m000) session.
- Define the duration of transportation using the Freight Service Levels (tcmcs0175m000) session. **Note:** The warehouse order number is displayed only when the deliverables are released to warehousing.
- LN defaults the Ship-to BP data from the Contract line.

Project tab

- Select or define the project to be linked to the contract deliverable line using the Projects (tpfdm6100m000) session. Select the element, activity and/or the milestone. **Note:** You must specify this project related data to peg the cost for the contract. **Note:** You must specify the project, element and/or activity for the status of a deliverable to be set to Active.
- Select or define the cost component using the Cost Components (tcmcs0148m000) session.

Tax tab

- LN defaults the Tax data from the Contract header.

Additional Information tab

- LN defaults any additional information from the Contract header.

Chapter 3

Scheduling contract deliverables

3

Use the Contract Deliverables Schedule (tppdm7100m200) session to create and maintain schedules for the contract deliverable lines.

To create a delivery schedule

If the contract deliverables are scheduled to be delivered in multiple shipments or to multiple delivery destinations, you can create, plan, and monitor the delivery schedule for the shipments using the Contract Deliverables Schedule (tppdm7100m200) session.

Note

The item cannot be defined on the schedule line. The item must be defined on the deliverable line to which the schedule is linked.

Backorders for Contract Deliverables

When a contract deliverable is partially delivered, Infor LN creates a backorder for the contract deliverable line. When this order is delivered partially, a backorder for the remaining goods is created.

For example, during the delivery of the goods, if the goods are damaged in the warehouse or if the truck carrying the goods has insufficient capacity, the damaged or the remaining goods cannot be delivered and the order remains incomplete.

The backorder quantity is calculated based on the formula:

Backorder Quantity = Ordered Quantity - Delivered Quantity

Parameter setting for backorders

Use the Contract Parameters (tpctm0100m000) session to set the parameters for the backorders. If the **Activate Backorders automatically** checkbox is selected, Infor LN sets the status of the backorder to **Active**. If the **Release Backorders automatically to Warehousing** checkbox is selected, Infor LN releases the backorders with **Active** status to the warehouse.

Creating a backorder

For a contract deliverable that has the status **Delivered**, if the delivered quantity is less than the ordered quantity, Infor LN creates a backorder line for the undelivered goods in the Contract Deliverables (tppdm7100m100) session. Infor LN selects the **Backorder Present** checkbox indicating that a backorder is created for the deliverable line. Infor LN also creates a deliverable schedule line for the backorder, if the **Backorder** checkbox is selected in the Contract Deliverables Schedule (tppdm7100m200) session.

Backorders can be created for hardware and non-hardware deliverables. The backorder data can be viewed in the Backorders (tppdm7100m300), Contract Deliverables Monitor (tppdm7100m400), Contract Deliverables (tppdm7100m100) and the Contract Deliverables Schedule (tppdm7100m200) sessions.

For the contract deliverables of the type **Hardware**, the backorder deliverables are released to warehousing; only if the status of the backorder line is **Active** and the **Release Backorders automatically to Warehousing** checkbox in the Contract Parameters (tpctm0100m000) session is selected. Infor LN updates the status of the backorder line to **Released to Warehousing**. The status of the backorders can be manually changed to **Released to Warehousing**, as required.

Infor LN allows you to create multiple backorder lines for a single deliverable. You can also delete or cancel a backorder line.

Note

For a contract deliverable line linked to a deliverable schedule line, the **Backorder Quantity** displays the total backorder quantity of all the backorders linked to the schedule. When the quantity on a backorder schedule is modified, Infor LN updates the backorder quantity in the Contract Deliverables (tppdm7100m100) session and the Contract Deliverables Schedule (tppdm7100m200) session.

The backorder data can be printed only as a part of the contract acknowledgement if the **Contract Deliverables** checkbox and the **Include Backorder Lines** checkbox is selected in the Print Contract Acknowledgments (tpctm1400m000) session.

Return orders for contract deliverables

When a customer returns contract deliverable items, a return order must be created for the deliverable line in the Create Return Deliverables (tppdm7200m100) session. Return orders can be created for deliverables of the type **Hardware** and **Non Hardware**. A return order for a contract deliverable can be manually entered or created from the contract deliverable line, deliverable schedule, contract shipment or contract invoice. You can also create multiple return orders for a single deliverable line.

Note

A return order for a contract deliverable can be created only if the status of the deliverable line is set to **Delivered**.

The return order data can be viewed in the Contract Deliverables (tppdm7100m100) and the Contract Deliverables Schedule (tppdm7100m200) sessions. When a return order is created, a negative deliverable with a negative order quantity and a negative sales amount is created. The quantity of the returned goods is displayed as the negative order quantity.

Note

A return order can be created only if the goods are returned after receiving a return request from the customer. If the goods are returned without a return request (or an indication) from the customer, the returned goods are recorded as unexpected receipts.

Creating a return order

You can create a return order from the Create Return Deliverables (tppdm7200m100) session. You must specify the reason for the return of the goods. This session can be started from these sessions:

- Contract Deliverables (tppdm7100m100).
- Contract Deliverables Schedule (tppdm7100m200).
- Contracts (tpctm1100m000).

To create a return order from a contract shipment, select the Contract Shipment option and specify the shipment code in the **Contract Shipment** field in the Create Return Deliverables (tppdm7200m100) session.

To create return order from a contract invoice, select the Contract Invoice option and specify invoice data in the **Contract Invoice** fields in the Create Return Deliverables (tppdm7200m100) session.

Infor LN creates a negative deliverable line in the Contract Deliverables (tppdm7100m100) and the Contract Deliverables Schedule (tppdm7100m200) sessions, with a negative order quantity (quantity of returned goods) and a negative sales amount.

When a negative deliverable is created from a return order, the order balance is reduced due to the negative sales amount. Infor LN updates data in the Contract History (tpctm1102m000) and the Contract Deliverables Monitor (tppdm7100m400) sessions.

Note

The return order data can be printed only as a part of contract acknowledgement if the **Contract Deliverables** checkbox and the **Include Return Deliverables** checkbox is selected in the Print Contract Acknowledgments (tpctm1400m000) session.

Contract Deliverables Monitor

The Contract Deliverables Monitor (tppdm7100m400) session is designed to help you plan and monitor the delivery process of the contract. This session displays all contract deliverables and deliverable schedule lines.

You can filter the data using the following options:

- **Contract Manager**
- **Internal Sales Representative**
- **Contract Delivery Date**
- **Planned Delivery Date**
- a range of dates for the Contract Delivery Date or the Planned Delivery Date

You can also filter the contract deliverable data using the following options

- **Delivered On Time**
- **Delivered Late**
- **Expected On Time**
- **At Risk**

Deliverables link to Service

Contract deliverables (that are serialized items) are automatically transferred to Service after the goods are shipped to the customer. The deliverables must be maintained in Service. The specified installation group links the contract deliverables to Service. The value of the installation group is defaulted from the Projects (tppdm6100m000) session.

Chapter 4

Linking a CLIN to a Project structure

4

Linking a CLIN to a project structure

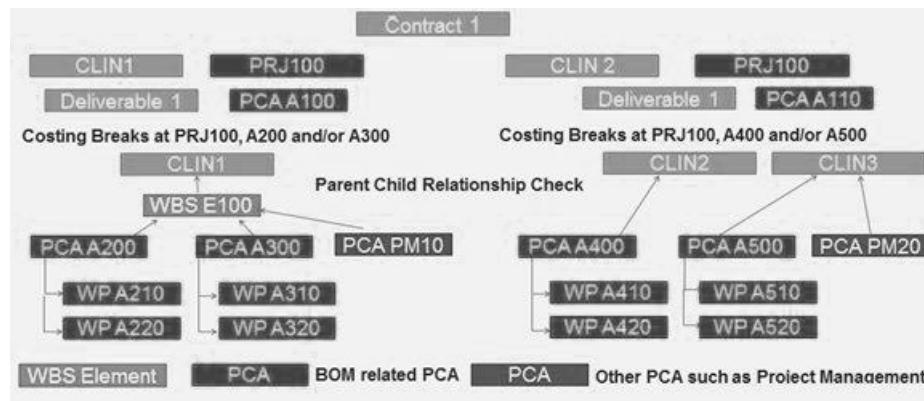
You can link multiple contract lines (CLINs) to a project (element structure/ activity structure). This enables you to track direct costs, compare revenues, and also estimate indirect costs (such as project management or testing) at the CLIN level. This functionality is applicable for all contract types (**Fixed Price, Time & Materials and Cost Reimbursement**, see *Contract types* (p. 7) for more information).

The related costs are displayed in the Cost Transactions (tpppc2100m000) and Financial Transactions (tpppc2100m100) sessions.

Note

- You can link a specific project peg (element/activity) to only one contract line.
- You cannot link a project to multiple contract lines, if the contract types are different, because a project can have only one revenue recognition option.

Example



A contract with two contract lines (CLIN1 and CLIN2) is linked to the project PRJ100. Each CLIN has an activity of the type Control Account, linked to a deliverable. However, you can only view the costs associated with the activities linked to the deliverable, because the other activities recording the costs are not linked to the CLIN. The WBS element (WBS E100) is the parent to PCA200, PCA300 and PCA PM10. The activities (WP A210, A220, A310, A320) record the costs that are associated with costing breaks. Since there is no link between the WBS Element or activities to the CLIN, Infor LN cannot recognize which CLIN must be linked with the costs of these activities.

Therefore, for project PRJ100 with activity PCAA100, the WBS Element E100 is linked to CLIN1, effectively all the levels below E100 are also linked to CLIN1, enabling you to view all the related costs.

For the project PRJ100 with activity PCAA100, you can link specific activities to specific CLINs, in case the WBS element (WBS E100) is not considered.

Link a CLIN to an element

A CLIN can be linked to multiple deliverables and each deliverable is linked to an element, which allows you to view the costs for the deliverable. However, only elements for which the cost control levels are checked, in the General Project Parameters (tppdm0100s000) session, are linked to a CLIN, as costs can be collected only for these elements.

Link a CLIN to an activity

Activities, of the type Control Account and Work Package, can only be linked to a CLIN as these activities record the actual costs of the project.

Infor LN links all activities, not linked to a CLIN deliverable, to the related contract line. You can map the WBS of the element type activities to CLINs because, by default, Control Accounts are linked to WBS elements.

If WBS elements are not used, Infor LN determines the CLINs applicable to a Work Package, based on the parent/child relationship between a Control Account and a Work Package.

Link an element and activity structure

A project can also be element and activity controlled. You can link an element with an element structure and then add activities, as required. If the elements are linked to an activity that is cost controlled, both the element and activity, by default, are linked to the contract line.

Note

When the element and activities relationships are not specified, only elements that are cost controlled can be linked to a CLIN.

Link contract lines to the project structure

Use the Contract Link to Project Structure (tpctm0160m000) session to link contract lines to a project structure. You can also access the session using the **Link to Project Structure** option in the References menu, in the Contract (tpctm1600m000) and Contract Lines (tpctm1110m000) sessions.

To link a contract line to a project structure:

- Specify a contract, the related CLINs, and link activities of the type **Control Account**.
- If the project has no control accounts, link activities, of the type **Work Package**, to the CLINs.
- If the **Cost Incurred** and **Revenue Incurred** check boxes are selected in this session, it indicates that costs and revenue are incurred and the CLIN link cannot be modified or deleted.

Note

- You can only modify a CLIN before costs or revenues are booked for a specific activity.
- If a project (with a Work Package and Control Account structure) is linked to two CLINs, and costs are only incurred at the parent (Control Account) level, you can only modify the CLIN at the child (Work Package) level.
- In case, only the element is specified, Infor LN, by default, links all activities related to the element to the CLIN. You can also specify the activities as required.

Using Contract Funding

In Infor LN, for certain types of contracts (for example, Aerospace and Defense contracts) specific funding limits (amounts) can be defined. Based on these limits, the maximum amount that can be invoiced to the customer is set.

Funding Distribution

You can distribute the funding amount by:

- **Sequence:** The funded amount for the contract line is distributed based on the sequence defined by the user.
- **Percentage:** The funded amount for the contract line is distributed based on the percentage specified by the user. **Note** The total percentage of all the distribution lines must be 100%.
- **Funded Amount:** The funded amount for the contract line is distributed based on the amount specified in the **Funded Amount** field. Infor LN populates the percentage value of the amount in the **Percentage** field.

Defining funding limits

You can specify the funding limit (amount to be invoiced) available to the contractor from the total funded amount allocated for the contract. Funding limits can be applied to all contract types (**Fixed Price, Time & Materials** and **Cost Reimbursement**, see *Contract types* (p. 7) for more information).

To define the funding limit, in the Contract Lines (tpctm1110m000) session:

- Enter the funding amount for each contract line, in the **Funded Amount** field.
- Select the distribution method using the **Funding Distribution** field.
- Click the **Distribution** button. The Funding Distribution (tpctm0170m000) session starts, wherein you distribute the amount by creating distribution lines.

Note

Funding amount must be equal to or lower than the contract line amount.

You can also view the total funded amount and specify the distribution method in the Contract (tpctm1600m000) session. Using the **Funding Distribution** field, in the **Selling** tab, Infor LN defaults the value of the distribution method field in the Contract Lines (tpctm1110m000) session.

Invoicing

Before the contract line is invoiced, you must adjust the funded amount to ensure that the amount does not exceed the contract line amount. Infor LN only approves the distribution line for invoicing, if the amount to be invoiced is less than or equal to the funded amount.

Note

The funding amount must not exceed the ceiling amount, if defined in the Contract Lines (tpctm1110m000) session.

Infor LN invoices the distribution lines based on the distribution sequence. The distribution line with the least sequence number is processed first. In case, the invoice amount is more than the amount linked to the distribution line, Infor LN selects the next distribution line consequentially.

By Sequence

For example, a funded amount of 8000 Euro is allotted for a distribution line of sequence 1. The amount of 12,000 Euro is allotted for a distribution line of sequence 2. For an invoice of 15,000 Euro the distribution line with sequence 1 is processed first. For the remaining amount of 7000 Euro, Infor LN selects the distribution line with sequence 2 and invoiced amount is processed by 7000 Euro. To process the next invoice, Infor LN considers the distribution line with sequence 2 that has the unallocated amount of 5000 Euro and only then considers the subsequent distribution line (sequence 3, 4 and on), if existing.

By Percentage/Amount

For example, the specified percentage for a distribution line A is 10% and distribution line B is 5%. For an invoice of 20000 Euro for the contract line, 2000 Euro (10% of the invoice) is invoiced for the distribution line A and 1000 Euro (5% of the invoice) for distribution line B.

After the contract line is invoiced, Infor LN displays the **Approved Amount**, **Invoiced Amount**, and the **Composed Amount** (initially hidden) in the Funding Distribution (tpctm0170m000) session.

Note

- The funding distribution sequence defined for the contract line cannot be modified after the contract line is approved.
- Infor LN does not consider the advance payments for the contract line, when calculating the amounts to be approved.

Chapter 6

Processing contract invoices

6

Contract invoices, the related costs of the contract, are processed in Invoicing. In Infor LN, the following invoices types are supported:

- Installment
- Delivery Based Invoicing
- Progress Invoicing
- Cost Plus
- Unit Rate
- Extension

Using installment invoicing

Use installment invoicing to generate and control installments and progress invoice details. Installments are partial contract amounts that you send at regular intervals. For example, if you agree to send two invoices, one invoice is sent during the project and the other at the project completion.

In the Contract (tpctm1600m000) session, on the **Invoicing** tab, define the **Invoice Type**. Set the **Contract Type** to **Fixed Price** and set the **Installment Type** to **Amount, Percentage, or Points**.

Using advance payment requests

Advance payment requests are amounts requested of the business partner before or after the project starts. You can use these amounts to buy, for example, project material.

Advance payments can be made for all the invoice types. The advance must be linked to one of the contract lines. You can link an advance to an element or activity. If the invoice type of a contract line is **Installment**, you can also link the advance to the installment. You can use this installment to settle the advance. If the advance is not linked to an installment, you can settle the advance in the next invoice or define a liquidation percentage for the contract line.

To maintain an advance, you must select a revenue code from the Standard Revenues (tppdm0515m000) session. The advance payments are transferred to Invoicing by the application.

Posting advance payments:

- When you post an advance payment request record, LN creates a revenue record.
- When the advance line is printed and posted to Financials using the Compose/Print/Post Invoices (cisli2200m000) session, the invoice number is populated in the advance record and in the revenue record.
- The revenue record is transferred from Invoicing to Invoicing. The application then creates a record in the Revenue Transactions (tpppc3505m000) session.
- This record is printed using the Compose/Print/Post Invoices (cisli2200m000) session, and posted to Financials using the same session.

Note

The invoice number is defaulted in the revenue record.

LN checks if an advance record is present. You can settle this advance line with a normal line. If an advance line exists, LN adds the record to the Revenue table to counterpost the advance.

Using progress invoicing

Progress Invoice is an invoice type that resembles the **Installment** type. The installment amount depends on the project's progress and the element's or activity's sales rates. Progress invoice specifications involve invoicing partial contract amounts at agreed intervals, for example, every four weeks. You can release this data to the Invoicing module.

The fixed amount of all the installments equals the total contract price. If progress is 100%, you can invoice the entire contract amount.

Progress invoicing process:

1. Define the invoice type in the Projects (tppdm6100m000) session:
 - In the **Contract Type** field, select **Fixed Price Contract**.
 - In the **Invoice Type** field, select **Progress Invoice**.
2. Enter the element/activity data in the Elements (tpptc1500m000) or Activities (tppss2100m000) sessions. This data is the basis for setting up installment specifications such as the sales unit, sales quantity, and sales price for the project structure (element/activity). The sales value of an element or activity is the product of the sales price and quantity.
3. Enter the element progress in the Element Physical Progress (tpppc1550m000) session or the activity progress in the Activity Physical Progress (tpppc1560m000) session.
4. Generate installments based on the sales data for the elements and activities for the project and the progress registered for the elements and activities, using the Create Progress Invoice Installments (tppin1210m000) session. Evaluate the generated installment data. You can

evaluate installment specifications in the Progress Invoice Specifications (tppin1510m000) session.

5. Transfer the installment to Invoicing using the Transfer Transactions to Invoicing (tppin4200m000) session.

In Invoicing you can complete the following tasks:

- Confirm future invoices.
- Check invoice headers.
- Compose, print, and post invoices to the Accounts Receivable module.

The associated revenues are defaulted to Project Progress, for transaction processing. When the revenues are posted, the invoice number appears on the transaction.

Using cost plus invoicing

You can maintain and control the invoicing of cost plus projects and extensions in Project. Invoicing amounts are based on the actual costs plus a markup, or the sales price/rate for the product or the service extended to the customer.

LN displays the billing amounts and quantities, based on the effort spent, on the contract lines of type **Cost Reimbursement and Time & Materials**. You can create a business partner's invoice only when you incur the actual costs.

Cost plus invoicing process:

- Start with the Contracts (tpctm1100m000) and Contract Lines (tpctm1110m000) sessions. The Agreement Type field must be either Cost Reimbursement or Time and Materials and the Invoice Type field must have the value Cost Plus.
- Define a project that is linked to the relevant contract line.
- Register costs on the project. LN then registers the costs on the contract line.
- Assign the revenue codes in the Assign to Revenue Codes (tppin0810m000) session.
- Record the actual costs in the Costs (tpppc2811m000) session. The options are:
 - By element/ activity
 - By cost type
 - By control code
 - By cost object: If you define an element with the Element (tpptc1100s000) session or an activity with the Activities (tppss2100m000) session, use the Cost Control check box to indicate whether you want to record project costs for the element or activity. If this check box is cleared, Project aggregates the element costs to the parent element.
- Confirm the costs in the Approve Costs (tpppc4811m000) session.
- Process the transactions in the Process Transactions (tpppc4802m000) session. Using this session you post the confirmed costs to the project history and Financials. **Note:** This is relevant only for costs registered for a Project. LN approves and processes the costs that are not part of the Project.

- Set the transactions To Be Invoiced using the Cost-Plus Transactions to be Invoiced (tppin4810m000) session.
- Process the transactions to Invoicing using the Transfer Transactions to Invoicing (tppin4200m000) session.

In Invoicing, complete the following tasks:

- Confirm future invoices.
- Check invoice headers.
- Compose, print and post to Accounts Receivable.

The associated revenues are defaulted to Project Progress for transaction processing.

Releasing cost plus transactions

You can release material, labor, equipment, subcontracting and sundry cost lines using the following overview and associated details sessions:

- Material Transactions to be Invoiced (tppin2100m100)
- Labor Transactions to be Invoiced (tppin2100m200)
- Equipment Transactions to be Invoiced (tppin2100m300)
- Subcontracting Transactions to be Invoiced (tppin2100m400)
- Sundry Cost Transactions to be Invoiced (tppin2100m500)
- Overhead Transactions to be Invoiced (tppin2100m600)

Alternatively, use the Global Release of Cost Plus Transactions (tppin4257m000) session to collectively release the cost lines for invoicing. You can also print a range of cost plus lines in the Print Cost-Plus Transactions to be Invoiced (tppin4457m000) session.

You can invoice for contract extensions such as scope changes in work, provisional amounts and price/quantity fluctuation settlements.

Billable Costs

In Infor LN, you can create and maintain billable costs using the Contract Billable Cost Lines (tppin1100m000) session. The cost lines are based on the detailed cost plus transactions aggregated using the Create Aggregated Billable Cost (tppin1200m000) session. The aggregation levels are defined based on the invoicing method specified for the contract line.

Using this method, you can create invoices that consider specific detailed costs that can be combined in one invoice line. For example, if the customer has agreed that Labor and Material is a specified detailed cost but to total all other Direct Costs. Matching aggregation levels can then be set as part of the invoicing method. Use the Create Aggregated Billable Cost (tppin1200m000) session to preview how the data is combined on the invoice.

The aggregated level can be modified and used to update the detailed lines. For example, there are equipment invoice lines with varying rates. At the aggregated level the billing rate is changed and all detailed lines will be updated accordingly.

Using unit rate invoicing

You base the unit rate invoice on the sales price of an element or an activity. The amount to be invoiced equals the sales price multiplied by the physical progress quantity.

To use unit rate invoicing:

- Assign elements or activities to revenue codes in the Assign Elements and Activities to Revenue Codes (tppin0820m000) session.
- Select the relevant **Contract Type** and specify **Unit Rate** in the **Invoice Type** field, in the Contract Lines (tpctm1110m000) session.
- Define the relevant elements or activities for the project with the sales price to be used for invoicing.
- Record the progress in the Element Physical Progress (tpppc1550m000)/ Activity Physical Progress (tpppc1560m000) session.
- Transfer the project data with the Transfer Transactions to Invoicing (tppin4200m000) session. **Note:** The Transferred Unit Rate Invoiced Lines (tppin0550m000) session displays the lines for a specific project, element, and activity that have successfully been transferred.

In Invoicing:

- Confirm future invoices.
- Check invoice headers.
- Compose, print and post to the Accounts Receivable module.

The associated revenues are simultaneously defaulted to Project Progress for transaction processing.

Using delivery-based invoicing

Delivery-based invoices are based on the sales amounts of the contract deliverables. Delivery-based invoice specifications involve invoicing the customer, based on the shipment or delivery of the service to the customer.

Delivery-based invoicing process:

1. In the Contract (tpctm1600m000) session, on the **Invoicing** tab, define the invoice type:
 - Set **Contract Type** to **Fixed Price**.
 - Set **Invoice Type** to **Delivery Based**.

2. In the Contract Deliverables (tppdm7100m100) session, click **Release to Warehousing** to release the deliverables to warehousing and ship the deliverables using Warehousing.
3. Select the lines to be invoiced in the Invoicing 360 (cisli3600m000) session.
4. Process and post the invoices.

For more information, refer to How to use the Invoicing (PIN) module