

Effectmakers BMS

Simple ERP integration concept for BMS



System integration does not have to be complicated and expensive. We have designed a simple integration concept for BMS using text files. The design principle is "simple is better".

Overview

BMS can easily be integrated with your existing systems. This is done by exchanging files with datasets between the systems. The exchange is scheduled to run on any time of your choice.

The datasets currently supported by the standard interface for importing into BMS are:

- Products and display/pallet configurations
- Gross prices
- Cost prices
- Taxes
- Actual sales

BMS also comes with a number of standard exports for you to use for integrating business data from BMS into you forecast systems, fields sales, or any other systems you might have.

The datasets currently exported are:

- Forecast on SKU and displays
- Field sales (promotions and listings)
- Accruals
- Temporary price reductions

At EffectMakers, we only do programming in our own platform. We leave the programming and configuration of external systems to your own experts. We do offer consultancy services for developing custom import and export of data to match your custom needs.

File formats

The input files for BMS must follow the following rules:

- Use a semicolon (;) for a field separator.
- Never use thousand separators.
- Use a comma (,) or period (.) as a decimal separator.
- Put in a text qualifier (") on all columns.
- For dates, use the ISO format (yyyyMMdd).
- Put in column headers.
- Name the column as in the file description.

All texts in BMS are variable length data types. If you provide texts which are longer than the length BMS supports, they will automatically be adjusted by BMS.

All mandatory fields must have an appropriate value. For optional fields please fill in the blanks.

Each file I loaded by calling a store procedure in the database. For each of the following, import formats are followed by the name and parameters of the procedure to call.

It is optional for you to set up the integration yourself – or to let EffectMakers do a standard configured scheduled import.

The product master data file must contain all products relevant for BMS, with one line for each product. This will typically include all current, active products. Don't include old products which will make the product database too big: it has to be easy to select a customer assortment. Products include both SKUs and displays (contents of displays will be in another file).

Product Master data import

Filename: **Products.csv**

Fields:

- **Item number** (Mandatory). A text field with a unique product number. The field can contain both numbers and letters.
- **Product name** (Mandatory). The name of the product.
- **Consumer units per sales unit** (Mandatory).
- **Product state name** (Optional). Text that describes the product's life cycle. This could be "Active," "Close out," "Launch," etc.
- **Product state code** (Optional). Code of the product state name. If no code exists, fill out the name instead.
- **Complex product** (Mandatory). True/False field that determines if the product is a SKU or a complex product. A complex product can be a display, pallet, mix-pallet, or any other assortment. If you need a description of the product type, you must use one of the product hierarchy fields.
- **Dimension Name 1** (Mandatory). Product hierarchy name. The text field contains information like brand, category, product group, or any other information you wish to be able to track in the reports and dashboards of BMS. If you don't need all nine hierarchies, you can leave the field blank.
- **Dimension code 1** (Mandatory). A text field with the code corresponding to the hierarchy name. If none exist, please fill in the name instead (this also applies for dimensions 2-9)
- **Dimension Name 2** (Optional). Leave blank if not used.
- **Dimension code 2** (Optional). Leave blank if not used.
- **Dimension Name 3** (Optional). Leave blank if not used.
- **Dimension code 3** (Optional). Leave blank if not used.
- **Dimension Name 4** (Optional). Leave blank if not used.
- **Dimension code 4** (Optional). Leave blank if not used.
- **Dimension Name 5** (Optional). Leave blank if not used.
- **Dimension code 5** (Optional). Leave blank if not used.
- **Dimension Name 6** (Optional). Leave blank if not used.
- **Dimension code 6** (Optional). Leave blank if not used.
- **Dimension Name 7** (Optional). Leave blank if not used.
- **Dimension code 7** (Optional). Leave blank if not used.
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- **Dimension Name 8** (Optional). Leave blank if not used.
- **Dimension code 8** (Optional). Leave blank if not used.
- **Dimension Name 9** (Optional). Leave blank if not used.
- **Dimension code 9** (Optional). Leave blank if not used.
- **EAN consumer unit** (Optional).
- **EAN sales unit** (Optional).
- **Static cost price** (Optional). If you put in a price, this will remove any existing price and history and make the supplied price valid at all times.
- **Static gross price** (Optional). If you put in a price, this will remove any existing price and history and make the supplied price valid at all times.

- **Static tax on gross** (Optional). If you put in a price, this will remove any existing price and history and make the supplied price valid at all times.
- **Static tax on cost** (Optional). If you put in a price, this will remove any existing price and history and make the supplied price valid at all times.

In this interface file, you must put the content of your complex products. Complex products include displays, pallets, mix pallets, and other product types that contain more than one SKU.

Complex products (displays and pallets)

Filename: **ComplexProducts.csv**

Fields:

- **Complex product Item number** (Mandatory). Item number for the complex product. The item number must be present in the product interface.
- **SKU item number** (Mandatory). Item number for a SKU in the complex product. The number must be present in the product interface as well.
- **Consumer units** (Mandatory). The number of consumer units of the SKU in the complex product.

In this file you must put one line for each SKU in each complex product. All component numbers must also be a SKU in the product interface.

In addition to the properties in the products interface, you can optionally update properties in a separate interface.

Additional product properties

Filename: **ProductProperties.csv**

Fields:

- **Item number** (Mandatory). The item number of the SKU.
- **Field name** (Mandatory). See the list below for valid options.
- **Value** (Mandatory). Can be any string.

Valid field names:

Unit Measure
 Packages Per Pallet
 Items Per Consumer Unit
 Discount Units
 Allocation Key
 Packages Per Layer
 Sales Units Per Cargo Unit
 Dun Code
 Consumer Unit Gross Weight
 Consumer Unit Net Weight
 Consumer Unit Height
 Consumer Unit Width
 Consumer Unit Length
 Consumer Units Per Shrink
 EAN Pallet

In this file you must put your gross prices for each of the products in the products' interface file.

Gross prices import

Filename: **GrossPrices.csv**

Fields:

- **Pricelist name** (Mandatory). If the name does not exist in BMS, it will be created automatically.
- **Item number** (Mandatory). The item number of the SKU.
- **Valid from date** (Mandatory). The date in yyyyMMdd format from which the price is valid.
- **Gross Price** (Mandatory). The price of one consumer unit. Price must be a decimal number in the unit of the currency.
- **Currency** (Mandatory). ISO currency code (like DKK).

In this file you must put your cost price for each of the products in the products' interface file.

Cost prices import

Filename: **CostPrices.csv**

Fields:

- **Item number** (Mandatory). The item number of the SKU.
- **Valid from date** (Mandatory). The date in yyyyMMdd format from which the price is valid.
- **Cost Price** (Mandatory). The price of one consumer unit. Price must be a decimal number in the unit of the currency.
- **Currency** (Mandatory). ISO currency code (like DKK).

Please include complex products in the file. If this is not possible, we can do a custom calculation upon request.

In this file you must put the relevant taxes related to the products in the products' interface file.

Taxes import

Filename: **Taxes.csv**

Fields:

- **Tax Name** (Mandatory). Profiles can be used for linking taxes conditionally to the listings of each customer.
- **Item number** (Mandatory). The item number of the SKU.
- **Valid from date** (Mandatory). The date in yyyyMMdd format from which the price is valid.
- **Tax Amount** (Mandatory). The tax of one consumer unit. Tax must be a decimal number in the unit of the currency.
- **Currency** (Mandatory). ISO currency code (like DKK).

Please include complex products in this file. If this is not possible, we can do a custom calculation upon request.

These files contain actual sales from your ERP system.

In general, the use of the amount fields must match the configuration of P&L made during the implementation.

All amounts are totals for the accounting, item number, and customer number.

Regarding terminology: Use the BMS accounting name (example: Discount 1) or the custom defined accounting name for the discount in the P&L setup in system options. N.B.: A 100% match is required.

Actual sales import

Filename: **Sales_yyyyMMdd.csv**

- **Accounting Date** (Mandatory).
- **Year** (Optional). Year of the sales transaction.
- **Month** (Optional). Month of the sales transaction.
- **Week** (Optional). Week of the sales transaction.
- **Customer number** (Mandatory). The number of the customer matching between the ERP system and BMS.
- **Item number** (Mandatory). The number of the product.
- **Display item number** (Optional). If the product was sold as part of a display, you can fill in the display item number.
- **Sales units** (Mandatory). Numbers of consumer units sold.
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- **Gross sale** (Optional). Gross sales total for the number of units.
- **Discount1** (Optional).
- **Discount2** (Optional).
- **Discount3** (Optional).
- **Discount4** (Optional).
- **Discount5** (Optional).
- **Discount6** (Optional).
- **Discount7** (Optional).
- **Discount8** (Optional).
- **Discount9** (Optional).
- **Discount10** (Optional).
- **HotDealOnInvoice** (Optional).
- **CampDiscOnInvoice** (Optional).
- **TaxOnInvoice** (Optional).
- **Discount11** (Optional).
- **Discount12** (Optional).
- **Discount13** (Optional).
- **Discount14** (Optional).
- **Discount15** (Optional).
- **Discount16** (Optional).
- **Discount17** (Optional).
- **Discount18** (Optional).
- **Discount19** (Optional).
- **Discount20** (Optional).
- **HotDealAfterInvoice** (Optional).
- **VarCampAllowance** (Optional).
- **VarCampAllowance2** (Optional).
- **FixCampAllowance** (Optional).
- **Net sale** (Optional). Net sales total for the number of units.
- **COGS1** (Optional).
- **COGS2** (Optional).
- **Display Cost** (Optional).
- **Tax1** (Optional).

- **Tax2** (Optional).
- **Tax3** (Optional).
- **Tax4** (Optional).
- **Tax5** (Optional).
- **Clearance** (Optional).
- **Returns1** (Optional).
- **Returns2** (Optional).
- **Royalty** (Optional).
- **Distribution** (Optional).
- **Sales margin** (Optional). Net sales total for the number of units.
- **Cash Back** (Optional).
- **Currency** (Mandatory). ISO currency code.

If any of the transactions are not linked to a specific customer and/or product, they can still be imported into BMS and be part of the totals in all the dashboards and reports.

If some transactions are linked to higher levels in the product hierarchy (like brand), we recommend creating a placeholder product in the product module.

For forecast systems we provide a number of files:

Forecast export

Filename: DisplayForecast.csv: The files contain future displays on promotion.

Fields:

- **PromotionID.** Unique ID of the promotion in BMS.
- **Chain number.** The number of the chain in BMS.
- **Chain name.** The name of the chain.
- **Customer number.** The number of the customer in BMS.
- **Customer name.** The name of the customer.
- **Item number.** The number of the product.
- **Product name.** The name of the product.
- **Delivery year.** The year of the promotion delivery profile.
- **Delivery month.** The month of the promotion delivery profile.
- **Deliver week.** The week of the promotion delivery profile.
- **Promotion start date.** Start date of the promotion in yyyyMMdd format.
- **Promotion end date.** End date of the promotion in yyyyMMdd format.
- **Number of display.** The count of displays.

The file will contain a row per promotion, per product, per delivery week from the current month and future months.

FactoryForecast.csv: The file contains SKU products and displays split into SKUs.

Fields:

- **Customer number.** The number of the customer in BMS.
- **Customer name.** The name of the customer.

- **Item number.** The number of the product.
- **Product name.** The name of the product.
- **Delivery year.** The year of the promotion delivery profile.
- **Delivery month.** The month of the promotion delivery profile.
- **Delivery week.** The week of the promotion delivery profile.
- **Total forecast.** Total number of consumer units (promotion + pipe + launch + baseline - cannibalization).
- **Baseline input.** Number of units entered in the baseline module.
- **Cannibalization.** Number of units cannibalized on the baseline input by the promotion profiles.
- **Total baseline.** Baseline input minus cannibalization.
- **Promotion.** Units from the promotion module on delivery time.
- **Pipe.** Units from the launch module.
- **Launch.** Units from the launch module.

The file will contain a row per customer, per product, per week from the current month and future months.

For your financial system we provide a file for setting up the correct accruals for your promotions.

Accruals export

Filename: Accruals.csv

- **PromotionID.** Unique id of the promotion in BMS.
- **Chain number.** The number of the chain in BMS.
- **Chain name.** The name of the chain.
- **Customer number.** The number of the customer in BMS.
- **Customer name.** The name of the customer.
- **Item number.** The number of the product.
- **Product name.** The name of the product.
- **Delivery year.** The year of the promotion delivery profile.
- **Delivery month.** The month of the promotion delivery profile.
- **Deliver week.** The week of the promotion delivery profile.
- **Promotion start date.** Start date of the promotion in yyyyMMdd format.
- **Promotion end date.** End date of the promotion in yyyyMMdd format.
- **Fixed allowance.** Amount in system currency.
- **Variable allowance.** Amount in system currency.

The file contains one row per promotion, per product, per delivery week for the current year and future years.

This file can be used for sending feedback to the ERR system for invoicing promotion discounts on the invoice.

Temporary price reductions

For adjusting your invoicing prices for promotion discounts, we provide a file for temporary price reductions.

Filename: Tpr.csv.

- **PromotionID.** Unique ID of the promotion in BMS.
- **Chain number.** The number of the chain in BMS.
- **Chain name.** The name of the chain.

- **Customer number.** The number of the customer in BMS.
- **Customer name.** The name of the customer.
- **Item number.** The number of the product.
- **Product name.** The name of the product.
- **Promotion start date.** Start date of the promotion in yyyyMMdd format.
- **Promotion end date.** End date of the promotion in yyyyMMdd format.
- **Delivery start date.** Start date of the promotion in yyyyMMdd format.
- **Delivery end date.** End date of the promotion in yyyyMMdd format.
- **Gross price.** Amount in system currency.
- **Customer normal invoice price.** Amount in system currency.
- **Promotion discount.** Amount in system currency.
- **Customer temporary invoice price.**

For your fields sales system, we provide a number of files.

Fields sales

Filename: **promotions.csv**

- **PromotionID.** Unique ID of the promotion in BMS.
- **Promotion name.** The name of the promotion.
- **Promotion type.**
- **Promotion purpose.**
- **Chain number.** The number of the chain in BMS.
- **Chain name.** The name of the chain.
- **Item number.** The number of the product.
- **Product name.** The name of the product.
- **Brand name.** The brand name of the product.
- **Promotion start date.** Start date of the promotion in yyyyMMdd format.
- **Promotion end date.** End date of the promotion in yyyyMMdd format.
- **Expected delivery start date.** Start date of the promotion in yyyyMMdd format.
- **Expected delivery end date.** End date of the promotion in yyyyMMdd format.
- **Suggested retail price in the offer.**
- **Number of units in the offer.**
- **Customer normal invoice price.** Amount in system currency on first promotion day.
- **Promotion discount.** Discount per unit. Amount in system currency.
- **Promotion discount2.** Discount per unit. Amount in system currency.
- **Note from KAM.** Sales rep from the promotion module.
- **Forecast (sales units)**
- **Forecast (consumer units)**
- **Display.**

- **Sales Type.** "Single case," "Display," "Display Component."
- **Chain Price.** Amount in system currency from Listing, first from the banner customer and, if zero, then from the customer.

The file contains one row per promotion, per product, and only contains records where **Promotion end date** is equal today or in the future.

Filename: **listings.csv**

- **Chain number.** The number of the chain in BMS.
- **Chain name.** The name of the chain.
- **Item number.** The number of the product.
- **Product name.** The name of the product.
- **Brand name.** The brand name of the product.
- **Listing state name.** The description of the listing state in the customer module.
- **Listing state code.** The description of the listing state in the customer module.
- **Listed from date.** End date of the listing in yyyyMMdd format.
- **Listed to date.** End date of the listing in yyyyMMdd format.
- **Gross price.** Current price on the file extraction date. **Amount in system currency.**
- **Customer invoice price.** Current price on the file extraction date. Amount in system currency.
- **Suggested retail price.** "Retail Price (Recommended)" from the customer specific price list and, if zero, from the Gross Price list. Amount in system currency.
- **Customer Item No.** The customer number of the product.
- **Chain Price.** Amount in system currency from Listing, first from the banner customer and, if zero, then from the customer.

The file contains one row per product, per chain.

Filename: **customers.csv**

- **Customer Number.** The number of the chain in BMS.
- **Customer Name.** The name of the chain.
- **Parent Customer Number.** In case the customer is a banner, this is the relation to the parent.
- **Parent Customer Name.**

The file contains one row per customer.