

Business One in Action – Alternative Items in Marketing Document



Applies to:

SAP Business One, [Logistics](#), [Sales and Purchasing](#).

Summary:

Alternative items are defined in the SAP Business One as a suggested substitute items for items that are out of stock in a certain warehouse. Alternative items are set up in the Inventory -> Item Management -> Alternative Items window. This article provides information on the effects of having alternative items in a marketing document.

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Created on: September 2010

Biography:

Lorna Real joined SAP in 2007 and is currently active as Senior Support Consultant for SAP Business One. She has worked as both technical and business consultant. She authored this article as a direct response to a partner enquiry during the Expert-on-Phone project, where she consulted on mainly Logistics and Finance related topics.

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Alternative Items in Marketing Document

Alternative items are suggested substitute items for items that are out of stock in a certain warehouse. Alternative items are set up in the Inventory -> Item Management -> Alternative Items window. In the screenshot below, Item A00002 is defined as an alternative item for Item A00001.

Alternative Items

Item No. Item Description

Find

#	Item No.	Remarks	Match Factor
1	<input type="text" value="A00002"/>	The same unit, earlier release.	100.00
2	<input type="text"/>		100.00

OK Cancel Reverse Link

Adding Alternative Item in Marketing Document

If the option to *Activate Automatic Availability Check* is selected in the *Document Settings*, SAP Business One automatically displays the *Item Availability Check* window when the item's available quantity is not sufficient to fulfil the customer's order.

Sales Order

Customer: C20000 No.: Primary 251
 Name: Norm Thompson Status: Open
 Contact Person: Norm Thompson Posting Date: 22.09.10
 Customer Ref. No.: Delivery Date:
 BP Currency: GBP Document Date: 22.09.10

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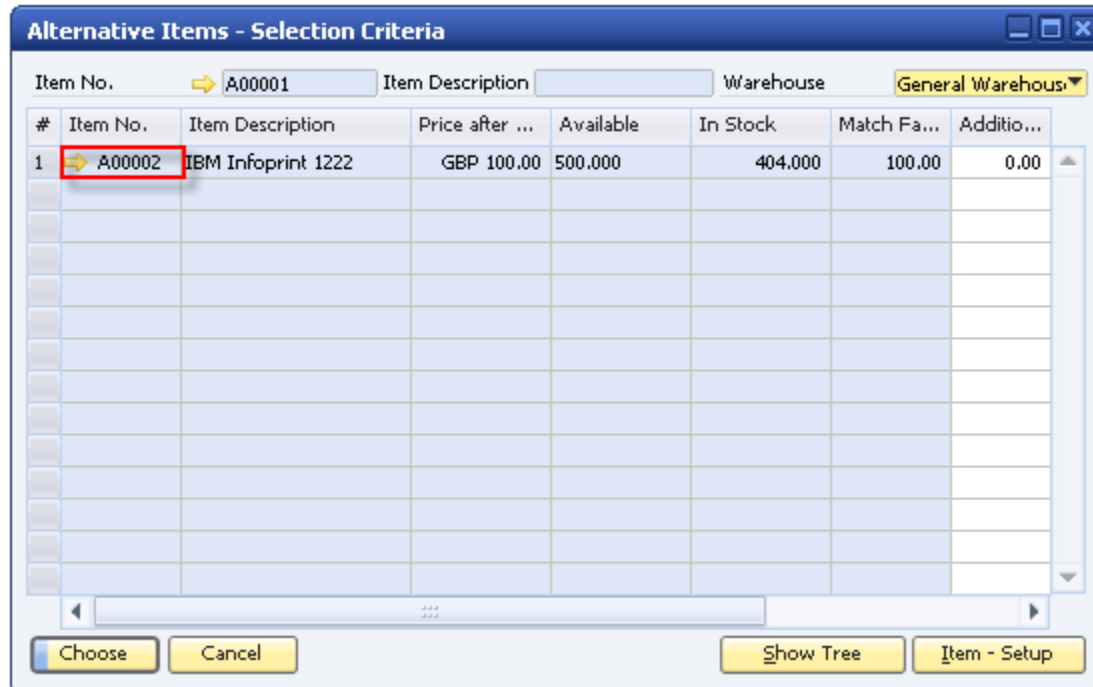
#	Type	Item No.	Item Description	Quantity	Unit Price
1		A00001	IBM Infoprint 1312	500	GBP 100.00
2					

Sales Employee:
 Owner:
 Remarks:
 Add Car

Item Availability Check

Item Number: A00001
 Description: IBM Infoprint 1312
 Warehouse: 01
 Quantity Ordered: 500.000 IUoM
 Requested Due Date:
 Available Quantity: 400.000 SUoM
 Earliest Available:
 Select Action:
 Continue
 Change to Available Quantity
 Change to Earliest Availability
 Display Available-to-Promise Report
 Display Quantities in Other Warehouses
 Display Alternative Items
 Delete Row
 OK

In the previous screenshot, the customer ordered 500 units of Item A00001; however, only 400 units are available. Tick the *Display Alternative Items* and click on *OK* to show the possible substitutes for the original item. Highlight the alternative item and click *Choose*.



Once selected, the alternative item replaces the original item in the sales order.

Sales Order

Customer ⇒ C20000	No. Primary 251
Name Norm Thompson	Status Open
Contact Person ⇒ Norm Thompson	Posting Date 22.09.10
Customer Ref. No.	Delivery Date
BP Currency GBP	Document Date 22.09.10

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Item/Service Type Item
Summary Type No Summary

#	Type	Item No.	Item Description	Quantity	Unit Price
1	▼	⇒ A00002	IBM Infoprint 1222	1	GBP 100.00
2	▼				

Sales Employee Sales Manager	Total Before Discount GBP 100.00
Owner	Discount %
	Freight ⇒
	<input type="checkbox"/> Rounding GBP 0.00
	Tax GBP 17.15
Remarks	Total GBP 117.15

Add
Cancel

Copy From
Copy To

Alternative Items within Bill of Materials (BOM)

Alternative Items can also be defined for Sales BOM components used in sales orders. In the screenshots below, the item Printer Kit is sold at GBP 105.00. Each kit comprises one unit of A00001 and one unit of B10000.

Customer C20000 orders 500 sets of Printer Kit. Hence, 500 units of A00001 and 500 units of B10000 are required.

The image shows two overlapping SAP windows. The top window is 'Bill of Materials' for 'Printer Kit' (Product No. A00001), showing components A00001 (IBM Infoprint 1312) and B10000 (Printer Label). The bottom window is 'Sales Order' for customer C20000, showing a list of items including 'Printer Kit' (500 units, GBP 105.00), 'A00001' (500 units), and 'B10000' (500 units). The total before discount is GBP 52,500.00.

Bill of Materials Window:

#	Item No.	Item Description	Quantity	UoM	Warehouse
1	A00001	IBM Infoprint 1312	1		01
2	B10000	Printer Label	1		01

Sales Order Window:

Customer: C20000, Name: Norm Thompson, Contact Person: Norm Thompson, BP Currency: GBP, No.: 254, Status: Open, Posting Date: 22.09.10, Document Date: 22.09.10.

#	Type	Item No.	Item Description	Quantity	Unit Price
1		Printer Kit	Printer Kit	500	GBP 105.00
2		A00001	IBM Infoprint 1312	500	
3		B10000	Printer Label	500	

Sales Employee: Sales Manager, Total Before Discount: GBP 52,500.00, Total: GBP 52,500.00.

When an alternative item is defined for a component of a *Sales BOM* and the said component does not have sufficient quantity, SAP Business One also launches the *Item Availability Check* window. Similarly, click the *Display Alternative Items* and click on *OK* to choose the alternative item which will replace the original component.

The replacement item appears as a regular item and is not part of the *Printer Kit BOM*. The replacement item will have its own price and default quantity of '1'. Notice that the *Total* changed from GBP 52,500 to GBP 52,600 resulting from the one unit of Item A00002 amounting to GBP 100.00.

Sales Order

Customer: C20000
 Name: Norm Thompson
 Contact Person: Norm Thompson
 Customer Ref. No.:
 BP Currency: GBP

No.: Primary 254
 Status: Open
 Posting Date: 22.09.10
 Delivery Date:
 Document Date: 22.09.10

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Item/Service Type: Item Summary Type: No Summary

#	Type	Item No.	Item Description	Quantity	Unit Price
1		Printer Kit	Printer Kit	500	GBP 105.00
2		A00002	IBM Infoprint 1222	1	GBP 100.00
3		B10000	Printer Label	500	
4					

Sales Employee: Sales Manager
 Owner:

Total Before Discount: GBP 52,600.00
 Discount: %
 Freight: →
 Rounding: GBP 0.00
 Tax:
 Total: GBP 52,600.00

Remarks:

Add Cancel Copy From Copy To

In this case, ensure that the quantity and unit price values are updated to keep the price of the Printer Kit.

Sales Order

Customer: C20000 No. Primary: 254
 Name: Norm Thompson Status: Open
 Contact Person: Norm Thompson Posting Date: 22.09.10
 Customer Ref. No.: Delivery Date: 22.09.10
 BP Currency: GBP Document Date: 22.09.10

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Item/Service Type: Item Summary Type: No Summary

#	Type	Item No.	Item Description	Quantity	Unit Price
1	▶	Printer Kit	Printer Kit	500	GBP 105,00
2	▶	A00002	IBM Infoprint 1222	500	
3	▶	B10000	Printer Label	500	
4	▶				

Sales Employee: Sales Manager Total Before Discount: GBP 52,500.00
 Owner: Discount: %
 Freight: Rounding: GBP 0.00
 Tax: Total: GBP 52,500.00

Remarks:

Add Cancel Copy From Copy To

Note: For Production BOM, alternative items defined for the original components are not available for selection as these alternative items may not meet the exact specifications required for production. A workaround is suggested in Note [1373398](#).

Display Alternative Item For Reference Only

When creating sales quotations, you may want to display the alternative item in marketing documents along with the original item that the customer requested. The alternative item will be displayed similar to the regular item with its description and unit price information. This enables the customer to choose from a list of related items when finalizing their sales orders.

To display an alternative item, make the *Type* column visible and active from the *Form Settings* window. From the dropdown list box, select *A* to indicate that you are creating a line for an alternative item. Then, enter the alternative item in the *Item No.* field.

The screenshot shows the SAP Sales Quotation window with the following details:

- Customer:** C20000, Name: Norm Thompson, Contact Person: Norm Thompson, BP Currency: GBP.
- Item Details:** No. Hardware, 248; Status: Open; Posting Date: 22.09.10; Valid Until: 22.10.10; Document Date: 22.09.10.
- Item List:**

#	Type	Item No.	Item Description	Quantity	Unit Price
1		A00001	IBM Infoprint 1312	100	GBP 100.00
2	A*	A00002	IBM Infoprint 1222	100	GBP 100.00
3					
- Summary:** Total Before Discount: GBP 10,000.00; Discount: %; Freight: GBP 0.00; Tax: GBP 1,715.00; Total: GBP 11,715.00.

The inclusion of an alternative item does not affect the document totals. SAP Business One only includes the regular items when computing for *Total Before Discount*, *Tax*, and *Total* values.

In the *Gross Profit* window, the alternative item will be listed, but there will be no gross profit computation.

Item No.	Item Description	Base Price	Total Base Price	Sales Price	Qty	Gross Profit	Pro...
1	IBM Infoprint 1312	GBP 50.00	GBP 50.00	GBP 100.00	1	GBP 50.00	100.00
2	IBM Infoprint 1222	GBP 0.00	GBP 0.00	GBP 100.00	1		
			GBP 50.00			GBP 50.00	100.00

When the Sales Quotation is subsequently copied to Sales Order, Delivery, or A/R Invoice, the system will only bring forward the regular items, excluding the alternative items.

Related Contents

- [SAP Business One in Action Catalog Page](#)
- How-to-Guides are available from the [Documentation Resource Centre](#)
- Note [1373398](#)
- For more information, visit the [Business One homepage](#)
- Expert On Phone Articles

[What is the purpose of the 'Match Factor' in 'Alternative Items'?](#)

[When selecting an alternative item, why is the 'Quantity' field in sales documents reset to '1'?](#)

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