

PRODUCT INFORMATION

JSD

Enhancements for Version 8.5

2nd updated version

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1 Introduction

This document describes the new features in version 8.5 of the Journal Sales and Distribution system (JSD).

All enhancements described in this upgrade manual are available free of charge to JSD customers as stipulated in the update terms of the service agreement.

Please note:

- Version 8.5 of the Klopotek applications has been released exclusively for **Oracle10g™**. For further information, please see the EN_WP_CS_Oracle_10g_settings.pdf whitepaper.
- You may use either **FUZZY! Post™ V5.4** or FUZZY! Post™ V3.9 for version 8.5. You can set the data types to determine which FUZZY! Post™ should be used.
- **FUZZY! Double® 2.x** will also be switched to the current version 5.4, because FUZZY!™ version 2.x is no longer maintained. You can set the FUZZY! Double® version that you will be using in the data types.

2 Key Accounts (117096)

The following business processes are used to handle key accounts in web products:

individual flat-rate or PPD contracts are negotiated with key account customers for the use of web products for a specific time period. The usable products are not just merged into a sales product in the product pool for this customer, they are stored individually for the contract.

Authorization for key account users is managed in an authorization system that is part of the web application. Key account administrators can thus make changes independently. Authorization below customer level is managed outside of the Klopotek invoicing system. The portal's ID management system administers usage authorization on the basis of the customer rights issued by Klopotek and assigns it user groups. The user groups correspond to the customer's departments on the Klopotek side. Actual usage is transferred for invoicing grouped together in user groups/departments. The contract that determines the usage and the terms of the publisher across a time period is stored in the Klopotek system. The usage is determined by means of the invoiced sales product (as part of the price list) and/or individually for the contract. The individual agreement can in turn refer to sales products, specific component groups or specific components. The components that can be used via the contract are individually assigned to the sales products and/or the contract and are available to the authorization system.

It should be possible to negotiate partial authorization for specific user groups using the ID management system within the scope of key account contracts that contain additional sales products, component groups or components in addition to a sales product. This contract term including the selection for issuing individual authorization for sales products, component groups or components should be stored in Klopotek and made available to the authorization system so that authorization for the contract cannot just be issued for the key account users in its entirety there but also partial authorization for the respective products with their access components.

A key account contract can include several sub-customers of the paying key account customer. A four-level hierarchy can be created: 1. Key account customer, 2. Sub-customer, 3. User group/department and 4. User. The publisher's communication about usages is then based on the paying customer and the sub-customers. The usage rights can be based on the sub-customers. This can create an authorization structure that issues shared usage areas for all sub-customers; additional rights can be agreed with individual sub-customers. In Klopotek, it should be possible to assign sub-customers to the contract for this purpose. If a sub-customer has additional usage rights within the scope of the key account contract, additional sales products or components can be assigned to it. If a sub-customer has additional usage rights outside of the scope of the key account contract, additional sales products or components can be assigned to it in a separate contract with the publisher.

2.1 System enhancements

2.1.1 "Authorization" record

In addition to the "Contract" record where you can enter the default price and the number of users, there is also a new record "Authorization" where you can enter authorization. The "Authorization [?]" box on the "Contract" record has thus been removed.

The new "Authorization" record is broken down into 2 sections.

The usable publications are managed in the upper section. You have to define here whether the publication may be used by all sub-customers or only for special ones.

The sub-customers are managed in the lower section. The publications that may be used by a sub-customer are displayed. Before a business partner who only has the role of prospect can be created as a sub-customer, he must be issued the customer role.

Both sections of the new "Authorization" record have a scroll bar if the list cannot be completely displayed.

2.1.2 Assigning publications

The search parameter for the publication is the publication abbreviation. If more than one publication is found, the publications search opens automatically and the search results of the publications found are displayed so that the publication you're looking for can be selected. If nothing is found, the publication pool search automatically opens. Each publication can only be assigned once. The publications are displayed in a list. The publication abbreviation and the short title are displayed for each publication. The list is sorted alphabetically by publication abbreviation and has a vertical scroll bar. If you double-click a publication, the record bundle of the publication opens.

2.1.3 Assigning sub-customers

The search parameter for the sub-customer is the customer number or a keyword. If sub-customers are found, the customer search opens automatically (the "Customers Only" box is selected) and the search results of the customers who have been found are displayed. You can search for a customer or perform a new address search by business partner (you just have to clear the "Customers Only" box). If a business partner is found who is not a customer, you can create him/her as a customer. If nothing is found, the customer search automatically opens. The assigned customer is displayed with the customer number and the short form of the address. If you double-click a customer, the record bundle of the customer opens.

The sub-customers are displayed in alphabetical order.

The sub-customers are displayed as a "tree" where one node at the highest level corresponds to one sub-customer.

2.1.4 Assigning publications to sub-customers

When reassigning a publication on the "Authorization" record, the value "All" is automatically preset in the "Usable" drop-down menu. The publication is then automatically displayed for all sub-customers.

To authorize only a **single** sub-customer for a specific publication, select the customer in the "Sub-Customer" section and select "Customer" in the "Usable" drop-down menu for the publication you want.

Changes (adding, deleting or changing the usability) in the "Publications" section result in an automatic update of the "Sub-Customer" section. If you select "Customer" in the "Usable" drop-down menu for the publication you want, the existing assignments for the other sub-customers are removed.

If you assign a new sub-customer, all publications with the usability "All" are automatically assigned to him/her.

If a publication is not yet assigned, the message "No specific authorization available" is displayed in italics for the sub-customer.

When a node for a sub-customer is opened, the assigned (authorized for this customer) publications on the lower node level are displayed. The publication abbreviation and the short title are displayed for each publication. A general authorization (usable = "All") is displayed in black, a special one (usable = "Customer") in blue.

2.1.5 Copying sub-customers

The sub-customers can be copied from another order. To do so, initiate the "Copy Sub-Customer" option on the "Authorization" record. The "JSD Orders" window opens. You can search for an order here and select the order you want. The sub-customers of this order are copied and appear in the list on the "Authorization" record in the "Sub-Customer" section. Only those sub-customers without publication assignments (authorization) are transferred. The copied sub-customers are automatically assigned all publications with the usability "All".

2.1.6 Deleting sub-customers

You can delete the selected sub-customer with the "Delete Sub-Customer" option on the "Authorization" record. When a sub-customer is deleted, all existing authorization is automatically deleted for this sub-customer as well. This option can also be initiated using the delete button on the toolbar. There are no validity checks for deletions.

2.1.7 Deleting publications

You can delete the selected publication using the "Delete Publication" option on the "Authorization" record. When a publication is deleted, all existing authorization for the sub-customers is automatically deleted for this publication as well. This option can also be initiated using the delete button on the toolbar. There are no validity checks for deletions.

2.1.8 Specific authorization

You can assign or delete other publications (usable = "Customers") for the sub-customer in addition to the automatically assigned publications (usable = "All") with the "Specific Authorization" option on the "Authorization" record. If you initiate this option, the modal window "Specific Authorization for" opens. Here, a list with all publications that have the usability = "Customers" in the upper "Publications" section is displayed. You can change authorization for the sub-customer by checking or clearing the boxes. If you select the "Publications" box at the highest level, the sub-customer is issued authorization for all publications in the list.

2.1.9 Renewal

The assignment of the sub-customers and the assignments of the publications to the sub-customers are retained for a renewal.

2.1.10 JSD Search

A "Sub-Customers" checkbox has been added to the "Customer" section of the "Orders" window. The checkbox is preset cleared.

If you select the "Sub-Customers" checkbox, the search is carried out in the sub-customers allocated on the "Authorization" record instead of in the JSD customers.

3 Subscriptions

3.1 Number of users (124340)

The "No. of Users" box has been added to the "Contract" record in the "Order" record bundle. This box is preset with the order quantity when a new order is created and can be manually changed.

3.2 Presets for new order creation (122013)

The "Edit Presettings for New Order Creation" window has been enhanced.

- The "Order Type", "Company Gr." and "Manual Renewal" boxes have been added to the "Order Header" group. The publication determines the company group. The company group can be transferred without the publication. The publication cannot be transferred without the company group.
- The "Qty" and "Start Inv.on" boxes have been added to the "Terms" group.
- A new group "Renewal Presets" has been added. Renewal presets are transferred in their entirety.

The modal new order creation ("New Order" window) has been enhanced.

- The "Manual Renewal" box has been added to the upper section.
- The "Following Duration" section has been enhanced so that it is possible to transfer x number of following durations. The "from" and "to" boxes have been added to the section.

You can view and modify the transferred following durations. It is not possible to delete or add following durations.

If you have selected "Evaluation Option" as the offer type for new order creation, a shortened first duration has been created and a following duration defined if the appropriate settings have been made in the publication pool.

This automatic mechanism is deactivated when transferring following durations (renewal presets) so that the transferred following durations are not overwritten.

3.3 Renewal presets for any following duration (115102)

It is now possible to enter several renewals for a subscription in the user interface. If you initiate the *Insert Line (Above / Below)* option in the "Renewal Presets" area on the "Terms" record, an empty input box for entering another renewal is displayed.

All renewals are displayed sorted by "effective from" in ascending order.

You have to manually edit the "effective from" and "effective until" boxes according to the planned durations.

The entries made in the "effective from" and "effective until" boxes may not overlap with those for existing renewals.

The "JSD Renewal" batch procedure processes and subsequently deletes the pending modifications.

Example for handling a promotion subscription:

Renewal	Duration	Price Type	Price per year / period
New	15.06.06 – 16.08.06	Free of Charge	
1	17.08.06 – 16.08.07	Marketing Price	Price per year
2	17.08.07 – 31.12.07	Standard Price	Price per year (pro rata calculation)
3	01.01.08 – 31.12.08	Standard Price	Price per year

The subscription is created as a free 2 month subscription starting from 15.06.06. Please enter the "Marketing Price" price type and "1 year" period in the renewal preset for the first renewal. Select the price per year for the second renewal. This results in the durations listed above for the subscription, if the respective settings have been made in your system.

3.4 Changes to cost accounting (120210)

3.4.1 Introduction

The "JSD Accrual (SPLIT)" batch procedure determines the current value to be accrued for each period of a subscription on the basis of target values and invoices in the financial year. Carry forwards from previous financial years are taken into account. Previous and current accrual values are stored in the accrual data.

3.4.1.1 Subscription orders to be accrued

The subscription orders to be accrued for a subscription period are changed in the following cases:

- a turnover target is entered for the subscription (change from 0 to x)
- a turnover target is changed for the subscription (change from x to y)
- a turnover target is deleted for the subscription (change from x to 0)
- a subscription is charged for the first time (change from 0 to x)
- a subscription is charged for the first time with the default price (change from x to y)
- additional charge, difference or partial credit for the subscription (change from x to y)
- full credit for a subscription (change from x to 0)
- new first charge for the subscription following full credit (change from 0 to x) or for full credit and initial charge in the same statement month (change from x to y)

To eliminate changes to the revenue allocation brought about by a change in the subscription's duration, make sure that the accrual batch procedure does not have a date in the future.

It is only possible to shorten durations for subscriptions up until the last closed posting month.

There may be correction postings necessary for the cost statement if the value to be accrued changes.

The revenue allocation rates for an order unit are created the first time when the order unit is included in the accrual batch procedure for the first time and the statement month overlaps with the subscription duration. An item is created for each new statement month for the order unit as long as the statement month overlaps with the subscription duration.

If the subscription duration is before the current statement month without revenue allocation rates, revenue allocation rates are created for each previous statement month of the subscription duration. The correction posting is initiated.

If a subscription is created retrospectively, revenue allocation rates are created for each previous statement month of the subscription duration. The correction posting is initiated.

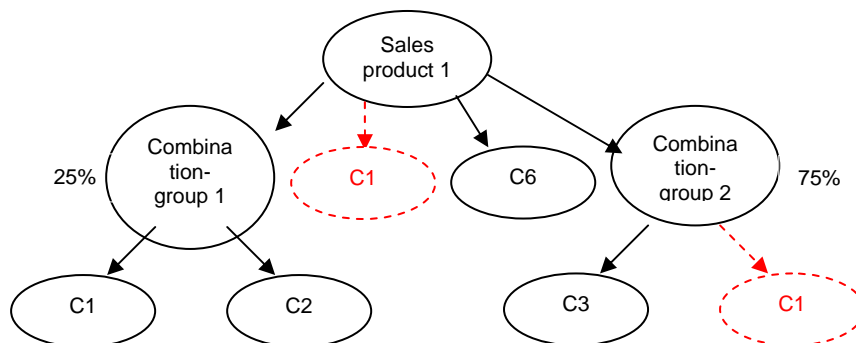
If there are revenue allocation rates for an order unit and the value to be accrued has changed since the last posting period, the basic amounts for the existing statement months are recalculated and the previous values archived. The correction posting is initiated.

3.4.2 How the user interface is affected

3.4.2.1 "Combination" record, publication pool

Additional validation checks have been incorporated within the three-phase combination hierarchy into the assignment of components (individual publications) to a sales product (combination publication). It is ensured that all of the components beneath the sales product are kept separate from one another for sales products with fixed revenue shares.

Example (red dotted line = not permitted!):



The component C1 is already part of the combination group 1 that is assigned to sales product 1. C1 may thus not be assigned either directly or indirectly to the sales product 1 via other combination groups. Fixed revenue shares are only included by the system at the first hierarchy level and have to add up to 100%. There can be components without a fixed share (C6). The revenue splits are only evaluated for the sales product.

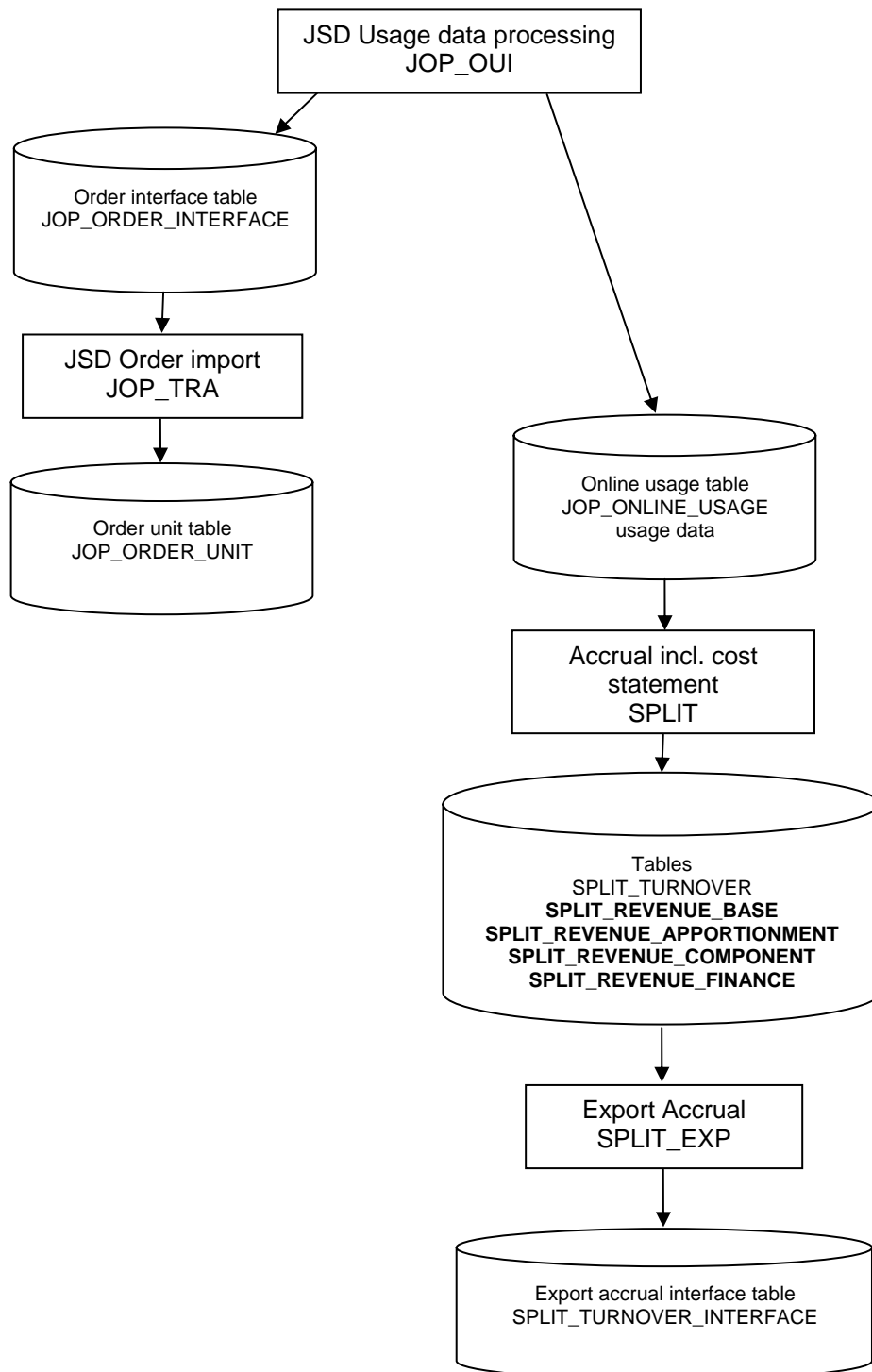
3.4.2.2 "Accrual" monitor record

Additional validity checks for the initiation date in the "New" mode have been added to the initiation of the "JSD Accrual (SPLIT)" batch procedure via the "JSD Accrual" monitor record:

- The batch may not be initiated for future months relative to the month of the current date.
- The batch may only be initiated for previous months relative to the month of the current date if the months after the month being initiated do not yet have any accrual data.
If there is not yet any accrual data, every previous month may be settled.
The batch can only be initiated retroactively up until the last accrued month.
- A month may not be skipped. If an accrual is initiated for the first time, it must continue with the following month.
- The batch can only be initiated for the proprietor if all of the company groups that belong to it are accrued for the same month.

3.4.3 Batch procedures

An overview of the batch procedures affected by the changes and the enhanced or new tables:



3.4.3.1 "JSD Accrual (SPLIT)" batch procedure

The cost statement functionality has been implemented in the "JSD Accrual (SPLIT)" batch procedure. An optional cost statement is produced for the accrued subscriptions. Accrual is carried out in three steps:

- in the invoice run, all orders in the respective reporting period are accrued and the result saved in the database
- an optional cost statement is produced for the accrued subscriptions
- during the print run, the stored result is loaded, processed and printed to the appropriate lists

In the cost statement, contract-based subscriptions for sales products that have an assessed or changed value for accrual are viewed and evaluated with respect to their monthly use (flat rate settlement). Single usages (single settlement) are also evaluated. Flat rate and single settlements produce postings that form the basis of the cost statement.

The new cost statement step is broken down as follows:

- the data is reset when the monthly accrual is repeated
- the data is selected via the value to be accrued (flat rate settlement)
- the revenue allocation is checked (logs data with errors)
- the basic amount is determined
- the revenue allocation is determined
- the usage allocation is calculated
- the postings are generated

3.4.3.1.1 Resetting the data when monthly accrual is repeated

When the monthly accrual is repeated, the accrual data is deleted so that it can then be completely regenerated. The data for the cost statement is also reset so that the month can be reevaluated .

Here, both data for the month being looked at as well as the correction data for previous months that originated in the month being looked at is included:

- current posting items for the current month to be accrued
- correction posting items of the previous months that originated in the current month to be accrued.

3.4.3.1.2 Selecting the data via the value to be accrued

The primary selection feature for the data to be used in the cost statement is the value previously accrued by the accrual batch procedure.

The following restrictions apply for the accrued order units:

- the sales product of the subscription is an online product
- the cost statement is activated for the company group of the subscription
- either the accrued current accrual month is within the duration of the contract or
- the value to be accrued has changed

3.4.3.1.3 Checking the revenue allocation

A check is performed to determine whether the use of the sales product is unique as in the publication pool (see ""Combination" record, publication pool" on page 9).

3.4.3.1.4 Determining the basic amount

The monthly split base for the cost statement is determined using the duration of the subscription.

The basic amount is generally determined as of the current statement month. If the duration includes months that are in the past relative to the current statement month, these months are also calculated. For months with no calculation, an initial calculation is also carried out, otherwise a correction calculation is carried out. Nothing is calculated for months that are in the future relative to the current statement month.

Example:

A subscription (01.01.2007 – 31.12.2007) has a value of €365.

The monthly split base at the time of the March 2007 cost statement would look as follows:

Year	Month	Basic amount
2007	1	€31
2007	2	€28
2007	3	€31

The origin of the basic amount is transferred from the accrual table. The basic amount is determined based on various amounts depending on the origin:

- predefined target for the subscription
The target figures are only used prior to invoicing the subscription.
- invoicing for the subscription
Once the subscription is invoiced, the target figures are no longer included.

The basic amount is generally determined for a statement month using the following formula:

$$\text{Basic amount} = \text{value} * (\text{number of days of the duration in the statement month}) / (\text{number of days in the total duration})$$

Determining the subscription orders using the predefined target

The planned subscription orders result from the initiated subscription invoice .

The order unit has to have the "Created" processing status.

The following must apply for the invoice line:

- the invoice ID is zero
- the line type is first charge

Determining the subscription orders using invoices

The invoiced subscription orders results from the balance of the subscription invoice.

The order unit may not have the "Created" processing status.

The following must apply for the invoice line:

- the invoice ID is zero
- the line type can be first charge, additional charge, rest credit or full credit
- the document date is less than or equal to the current statement month

Corrections due to a change in the subscription orders for accrual

A correction is carried out for months that have already been calculated in previous periods that are now in the past relative to the current statement month.

To do this, the basic amount is recalculated for each month and the old basic amount archived

The items in the dependent tables are also corrected. The quotient is used here from the new and old basic amount.

The corrected items are identified for initiating a correction posting

3.4.3.1.5 Determining the revenue allocation

The revenue allocation is formed on the basis of the monthly split base.

If the sales product has a predefined fixed revenue allocation, the basic amount is distributed proportionally to the combination groups. The basic amount is completely assigned to the sales product itself if there is no fixed revenue allocation.

Example:

A subscription (01.01.2007 – 31.12.2007) has a value of €365.

The revenue for the sales product is distributed to two combination groups at 75% and 25%.

The revenue allocation at the time of the March 2007 cost statement would look as follows:

Year	Month	Basic amount	Combination group 1 (75%)	Combination group 2 (25%)
2007	1	€31	€23.25	€7.75
2007	2	€28	€21.00	€7.00
2007	3	€31	€23.25	€7.75

3.4.3.1.6 Calculating the usage allocation

The usage allocation is formed on the basis of the monthly revenue allocation and the imported monthly flat rate usages:

A flat rate usage is always assigned as the usage allocation to an item from the revenue allocation.

The following applies to a sales product with a fixed revenue allocation:

The component used must be reflected in the sales product either as a component under a combination group of the revenue allocation or as a combination group of the revenue allocation. If an existing revenue allocation cannot be identified, the usage is not used for the cost statement, it is logged and removed.

If the sales product does not have a fixed revenue allocation, the usage data is not checked.

A standard amount for the usage allocation is produced from the values for quantity and standard price stored for the usage.

There are two ways to calculate the revenue of the usage allocation depending on the customer factor:

- customer factor
If the customer of the subscription predefined a fixed evaluation of the usages via the customer code, the usages are evaluated with the customer factor instead of for the revenue allocation. The total revenue can fall short of or exceed the distribution amount of the revenue allocation:
revenue = customer factor * standard amount
- revenue allocation
If no customer factor has been predefined, the distribution amount of the revenue allocation is completely distributed to the revenues of the usage allocations. The total revenue must then correspond exactly to the distribution amount. The standard amounts of the usages predefine fixed weighting here:
revenue = (standard amount / total sum standard amount) * distribution amount

The calculated revenue is then stored in the usage.

Example:

A subscription (01.01.2007 – 31.12.2007) has a value of €365.

Components A, B and C are assigned to combination group 1.

Components D and E are assigned to combination group 2.

No usages occurred in January 2007.

The following usages occurred in February 2007.

Component	Quantity	Standard price	Standard amount
A	10	€2.00	€20.00
B	1	€10.00	€10.00
C	4	€0.50	€2.00
D	1	€5.00	€5.00
E	2	€0.50	€1.00

The following usages occurred in March 2007.

Component	Quantity	Standard price	Standard amount
A	20	€2.50	€50.00
E	60	€1.00	€60.00

Below are two examples of revenue calculation with and without the customer factor.

The usage allocation without customer factor at the time of the March 2007 cost statement:

Year	Month	Basic amount	CG (75%)	Usage allocation (CG 1)	CG 2 (25%)	Usage allocation (CG 2)
2007	1	€31	€23.25	None	€7.75	None
2007	2	€28	€21.00	A := 21 * (20/32) = €13.13 B := 21 * (10/32) = €6.56 C := 21 - (13.13 + 6.56) = €1.31	€7.00	D := 7 * (5 / 6) = €5.83 E := 7 - 5.83 = €1.17
2007	3	€31	€23.25	A := €23.25	€7.75	E := €7.75

The usage allocation with the customer factor 0.6 at the time of the March 2007 cost statement:

Year	Month	Basic amount	CG 1 (75%)	Usage allocation (CG 1)	CG 2 (25%)	Usage allocation (CG 2)
2007	1	€31	€23.25	None	€7.75	None
2007	2	€28	€21.00	A := 0.6 * 20 = €12.00 B := 0.6 * 10 = €6.00 C := 0.6 * 2 = €1.20	€7.00	D := 0.6 * 5 = €3.00 E := 0.6 * 1 = €0.60
2007	3	€31	€23.25	A := 0.6 * 50 = €30.00	€7.75	E := 0.6 * 60 = €36.00

3.4.3.1.7 Generating postings

The postings are formed on the basis of the monthly usage allocation and the imported monthly individual usages.

Creating postings from flat rate settlements

Current postings for the month of cost statement initiation are created along with correction postings for previous months. The data here is generally used from the previously generated cost statement tables.

The posted revenue is created

- from the revenue difference – old revenue for the usage allocation otherwise
- from the distribution amount difference – old distribution amount for the revenue allocation

Creating postings from single statements (ppd)

Single postings are generated for single usages that have invoices for the month of cost statement initiation. Data from the usage item is used for this purpose.

The posted revenue is produced from the balance of the single issue order invoices that are in the current cost statement month.

Then the calculated cumulative revenue is written back to the usage item.

3.4.3.2 "Export Accrual (SPLIT_EXP)" batch procedure

The standard interface is filled by the "Export Accrual (SPLIT_EXP)" batch procedure from two different contexts:

- data from the passive invoice accrual
- data from the cost statement

In the case of the accrual data, the data supply remains unchanged.

The cost statement postings generated in the accrual are exported to the interface table. An export date is written back to the postings:

The statistics table is also supplied by the "Export Accrual (SPLIT_EXP)" batch procedure. The following changes with respect to data supply:

- the table is only supplied with data from the passive invoice accrual¹

3.4.3.3 "JSD Usage data processing (JOP_OUI)" batch procedure

The "JSD Usage data processing (JOP_OUI)" batch procedure supplies a new technical ID to the usage data table. This makes it possible to show transparent references between cost statement and usages. The ID is automatically generated for existing items by a DUE script.

3.4.3.4 "JSD Order import (JOP_TRA)" batch procedure

The "JSD Order import (JOP_TRA)" batch procedure writes the ID of the generated single issue order to the usage item.

4 Batch Procedures - JSD

4.1 "JSD Import statistics (STJ_IMP)" batch procedure¹ (121257)

The "JSD Import statistics (STJ_IMP)" batch procedure has been enhanced to improve durations.

Until now, all customer data changes lead to a new import. Customers and their orders are now only imported if changes made to the customer data are relevant to statistics.

Portioning has been changed in such a way that all portions import the same number of orders.

You can set a limit for the "difference mode" in the data types. A maximum number of orders is defined for the difference mode in num_code_1. If this value is exceeded, the batch procedure is either restarted or terminated with a complete import, depending on the value in alpha_code_1 ("Setting 1").

¹ This enhancement is already part of version 8.0.