Discounts — €1,940 over twelve months

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **No invoice is approved to hold a date.** A 2% discount never justifies paying an invoice nobody looked at.

Situation	Invoices	Discount amount
Discount taken	**12**	**€1,180**
Discount lost	**19**	**€1,940**
Total carrying a discount	**31**	€3,120

None of the 19 lost discounts was lost by decision. In all 19 cases the approval arrived after the deadline — sometimes by a day.

The 19 lost, by lateness of the approval

Lateness against the discount date	Cases	Amount
1 to 2 days	**8**	**€760**

Lateness against the discount date	Cases	Amount
3 to 7 days	7	€820
More than 7 days	4	€360

Eight cases in nineteen turned on two days. That figure is what justifies flagging the discount when the invoice arrives rather than five days before the due date.

The three invoices in hand

Invoice	Net amount	Due	Discount	Before
1	€8,400	13/08	**€168**	**12/08**
2	€6,000	13/08	**€120**	**12/08**
3	€2,150	13/08	None	—

> **The total at stake this week is €288, not €168.** The morning flag counted only the two invoices whose discount fell on the Friday; the third carries none.

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