



QAD Enterprise Applications
Standard Edition

Training Guide **List/Discount Table Pricing**

70-3059-2012SE
QAD 2012 Standard Edition
Workspace: Training
June 2012

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ListDiscountTablePricing_TG_v2012SE.pdf/mjm/mdf

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Change Summary

The following table summarizes significant differences between this document and the last published version.

Date/Version	Description	Reference
June 2012/2012SE	Rebranded for 2012SE	---

About This Course

Course Description

QAD designed this course to cover the basic preparation for implementing list/discount table pricing in QAD Enterprise Applications. The course includes:

- An introduction to the list/discount table pricing functions
- An overview of key business issues
- Instructions on how to set up list/discount table pricing
- Instructions on how to maintain list/discount table pricing
- Activities and exercises (for student practice of key concepts and processes)

Course Objectives

By the end of this class, students will:

- Analyze key business decisions before setting up list/discount table pricing
- Set up and maintain list/discount table pricing

Audience

- Implementation consultants
- Members of implementation teams
- Operators

Prerequisites

- Basic knowledge of how QAD Enterprise Applications is used in the business
- Working knowledge of the manufacturing industry in general

Note Students that are unfamiliar with QAD Enterprise Applications should read *User Guide: Introduction to QAD Enterprise Applications* before attending this class.

Course Credit and Scheduling

This course is designed to take six hours.

Virtual Environment Information

The hands-on exercises in this book should be used with the latest Standard Edition learning environment in the Training workspace.

When prompted to log in, specify *demo* for user ID and *qad* for password.

Additional Resources

If you encounter questions on QAD software that are not addressed in this book, several resources are available. The QAD corporate Web site provides product and company overviews. From the main site, you can access the QAD Learning or Support site and the QAD Document Library. Access to some portions of these sites depends on having a registered account.

<http://www.qad.com/>

QAD Learning Center

To view available training courses, locations, and materials, use the QAD Learning Center. Choose Education under the Services tab to access this resource. In the Learning Center, you can reserve a learning environment if you want to perform self-study and follow a training guide on your own.

QAD Document Library

To access release notes, user guides, training guides, and installation and conversion guides by product and release, visit the QAD Document Library. Choose Document Library under the Support tab. In the QAD Document Library, you can view HTML pages online, print specific pages, or download a PDF of an entire book.

To find a resource, you can use the navigation tree on the left or use a powerful cross-document search, which finds all documents with your search terms and lets you refine the search by book type, product suite or module, and date published.

QAD Support

Support also offers an array of tools depending on your company's maintenance agreement with QAD. These include the Knowledgebase and the QAD Forums, where you can post questions and search for topics of interest. To access these, choose Visit Online Support Center under the Support tab.

4 Training Guide — List Pricing

Chapter 1

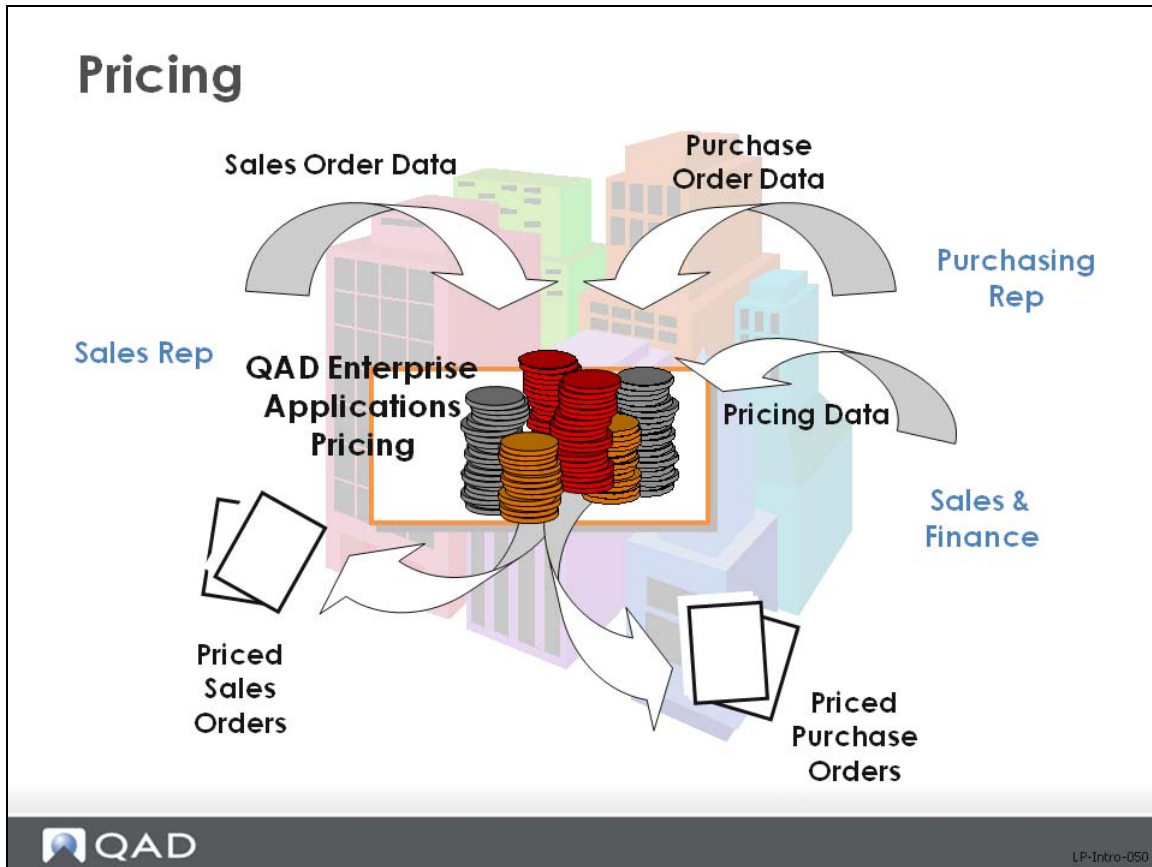
Introduction to List/Discount Pricing

Course Overview

Course Overview

- Introduction to List/Discount Table Pricing
- Business Considerations
- Setting up List/Discount Table Pricing
- Maintaining List/Discount Table Pricing

Pricing



QAD Enterprise Applications uses many different types of data from various sources to determine pricing. Some of the factors that need to be considered are sales order, purchase order and QAD Enterprise Application pricing data.

Terminology

Terminology

- Price List
- Return Material Authorization (RMA)
- Scheduled Order
- Return to Supplier (RTS)



LP-Intro-060

Price List

Use Price List Maintenance (1.10.1.1) to set up the price lists that the system uses to determine best pricing. The system looks for links between customer and item codes. If no links are found, it uses the default price from the Item Master.

- Using price lists allows for multiple discount or promotional pricing schemes.

Return Material Authorization (RMA)

A transaction used to manage simple returns. The customer is given an authorization number to reference when returning the material and it is used to track the return through its phases:

- Receipt of returned items for repair or replacement
- Issue of replacement items
- Documentation and billing of return activity

It is generally used when engineer involvement is not required.

Scheduled Order

A specialized sales or purchase order that has schedules attached to it for the suppliers to ship against.

- The scheduled order can have an indefinite term.

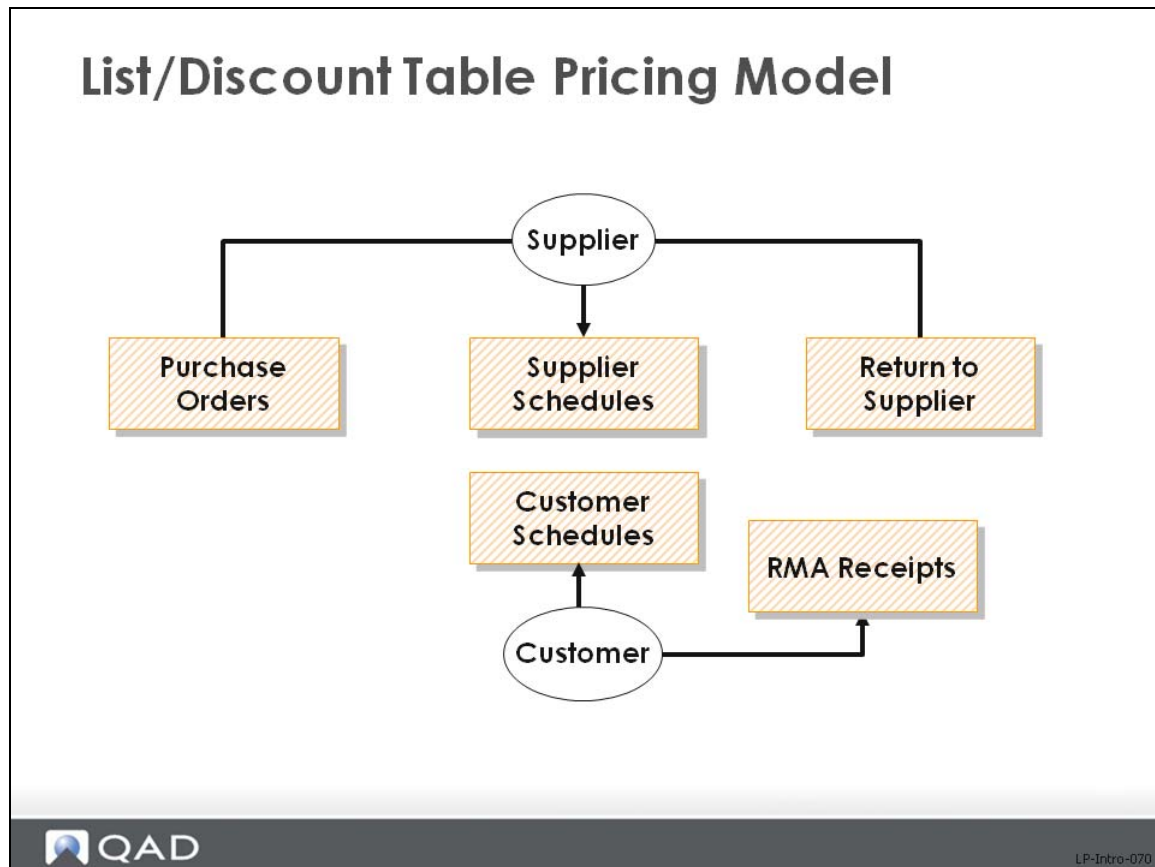
- The scheduled order serves as the basis for creating the customer and supplier schedules.

Return to Supplier (RTS)

In a customer service environment, a method for documenting and managing items returned to a supplier for repair or replacement.

- Enables you to link a return from your customer to a return to your supplier.

List/Discount Table Pricing Model



Use for automatic pricing of:

- Purchase orders
- Scheduled sales orders (customer schedules)
- Supplier scheduled orders
- Service/Support Management (SSM) returns to suppliers
- RMA receipt lines

Define item prices when items are set up in the Item Master.

Use price lists to store other pricing structures including:

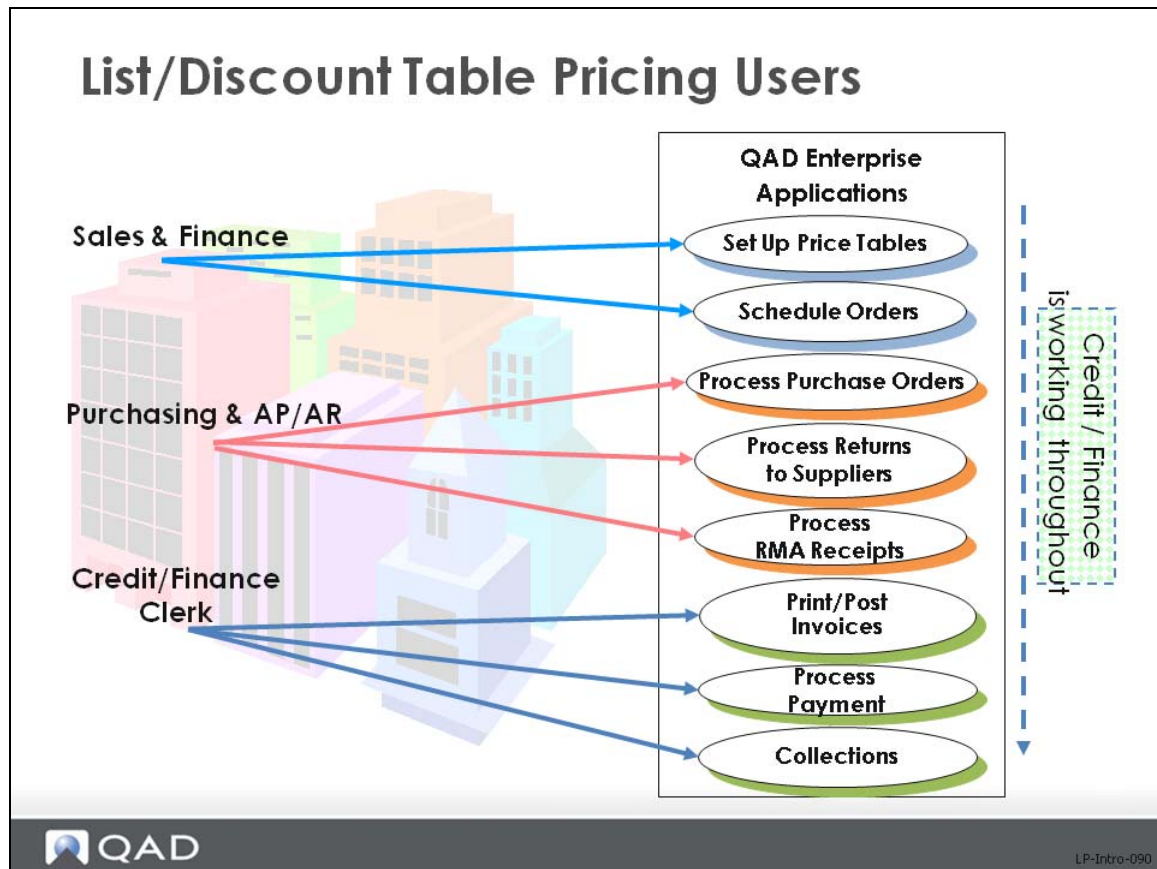
- Prices in foreign currencies
- Prices or discounts for a certain unit of measure, such as a case or full truckload
- Discounts at different quantity levels
- Prices calculated as a percentage markup over GL cost

Price lists:

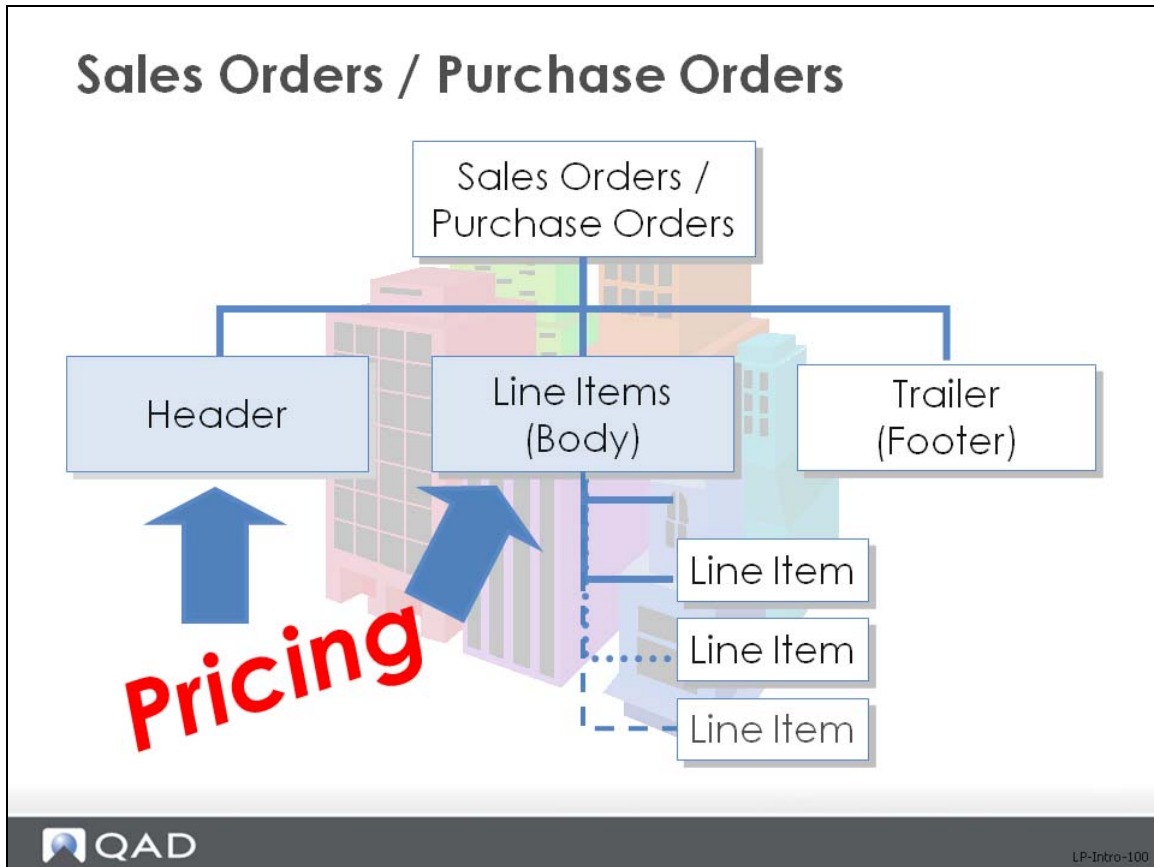
- Can be associated with suppliers and customers
- Provide defaults in the various transactions where they are used
- Are used in a slightly different way for service/support functions:

- Return Material Authorization (RMA) price lists are derived from warranties or contracts associated with items being returned
- Returns to Supplier (RTS) are exactly like purchase orders and derive price lists from supplier master records

List/Discount Table Pricing Users



Sales Orders / Purchase Orders



There are three sections in sales and purchase orders: the header, line items and trailer. The pricing information is found in the header and line items.

Header

The header frames include the generic pricing information which applies to the entire order.

Line Items

The line item frames include all individual items on the order and any pricing information specific to line items.

Course Objectives

Course Objectives

- In this class you learn how to:
- Identify key business considerations before setting up List/Discount Table Pricing in QAD Enterprise Applications
- Set up List/Discount Table Pricing in QAD Enterprise Applications
 - Maintain List/Discount Table Pricing in QAD Enterprise Applications

Chapter 2

Business Considerations

Business Considerations Overview

Business Considerations

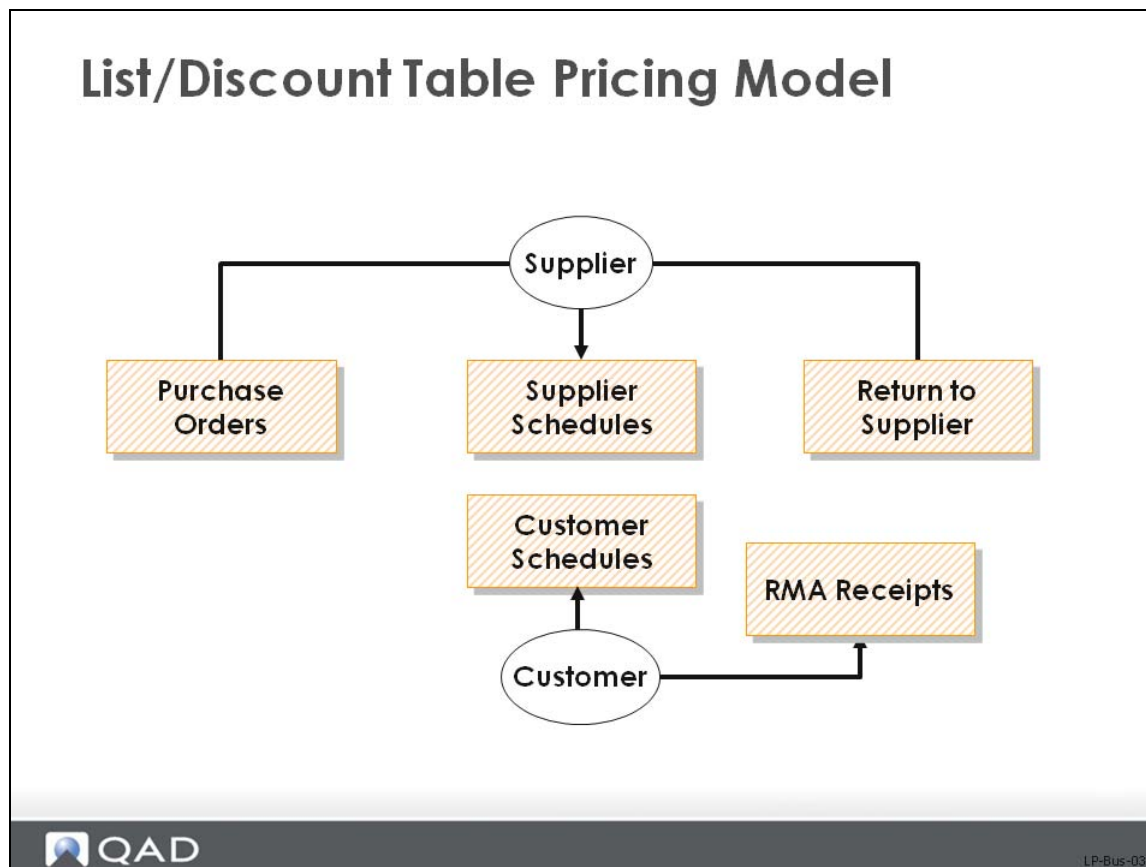
- In this section you learn how to:
- **Identify key business considerations before setting up List/Discount Table Pricing in QAD Enterprise Applications**
- Set up List/Discount Table Pricing in QAD Enterprise Applications
- Maintain List/Discount Table Pricing in QAD Enterprise Applications



Business Considerations

- Pricing Models
- Electronic Data Interchange (EDI)
- Purchasing

List/Discount Table Pricing Model



List/Discount Table Pricing lets you apply price lists from the PO/RTS/Sched/RMA Rcpt Price Menu (1.10.2) to:

- Purchase orders
- Scheduled sales orders (customer schedules)
- Supplier scheduled orders
- SSM returns to suppliers (RTS) and RMA receipt lines

Note If you do not use price lists, the system uses the Price field in Item Master Maintenance (1.4.1).

Why Consider List/Discount Table Pricing?

- Prices are defined when an item is set up in the Item Master
- Price lists are used to store:
 - Prices in foreign currencies
 - Prices or discounts for a certain unit of measure, such as a case or full truckload
 - Discounts at different quantity levels or prices calculated as a percentage markup over GL cost

List/Discount Table Pricing Setup Implications:

- Prices and discount tables can:

- Be associated with suppliers and customers
- Provide defaults in the various transactions where they are used

Note There are two additional pricing functions (not discussed in this training) that are used in QAD Enterprise Applications: 1) Service Price Lists, used for contract pricing and call billing, are created and managed entirely within the SSM module; 2) The Advanced Pricing Management Module is used for complex promotional pricing.

EDI eCommerce

EDI eCommerce

- EDI Allows You To:
 - Support the import and export of standard business transaction documents between customers and suppliers using various systems.
- Why Consider EDI?
 - Reduce/eliminate paperwork involved in the supply chain that reduces a company's overhead.
- Pricing Setup Implications:
 - EDI software, files, etc. need to be setup.

Purchasing

Purchasing

- Purchase Order
 - Supplier purchase order for this line item
- Purchasing Allows You To:
 - Store extra pricing structure for items, such as:
 - Prices in other than the base currency
 - Prices for different units of measure (for example, for a case vs. a unit)
 - Discounts for different quantity levels
 - Prices calculated as a percentage markup over GL cost
- Why Consider Purchasing?
 - Refine the pricing process and avoid erroneous PPV (Purchase Price Variance)
- Pricing Setup Implications
 - Associate price lists with suppliers and set up defaults for purchase orders

Focusing Activity

Review

- Processes and Procedures
- Reporting Requirements
- Customer Expectations
- Product Configuration



LP-Bus-060

Individually, or in small groups, examine your company, or a company suggested by the instructor, against the business issues discussed in this chapter. Consider the following:

- The business expectations given this type of company
- Additional information you might need to successfully implement list/discount table pricing for this company

Do not look ahead in this training guide or at the QAD Enterprise Applications software. The purpose of this exercise is to help you (and your group) focus on which aspects of pricing are important to your company. (There are no right or wrong answers.)

After you have had a chance to brainstorm your requirements (15 to 20 minutes), your instructor can ask each group to quickly review its findings and compile a master list for the class.

Chapter 3

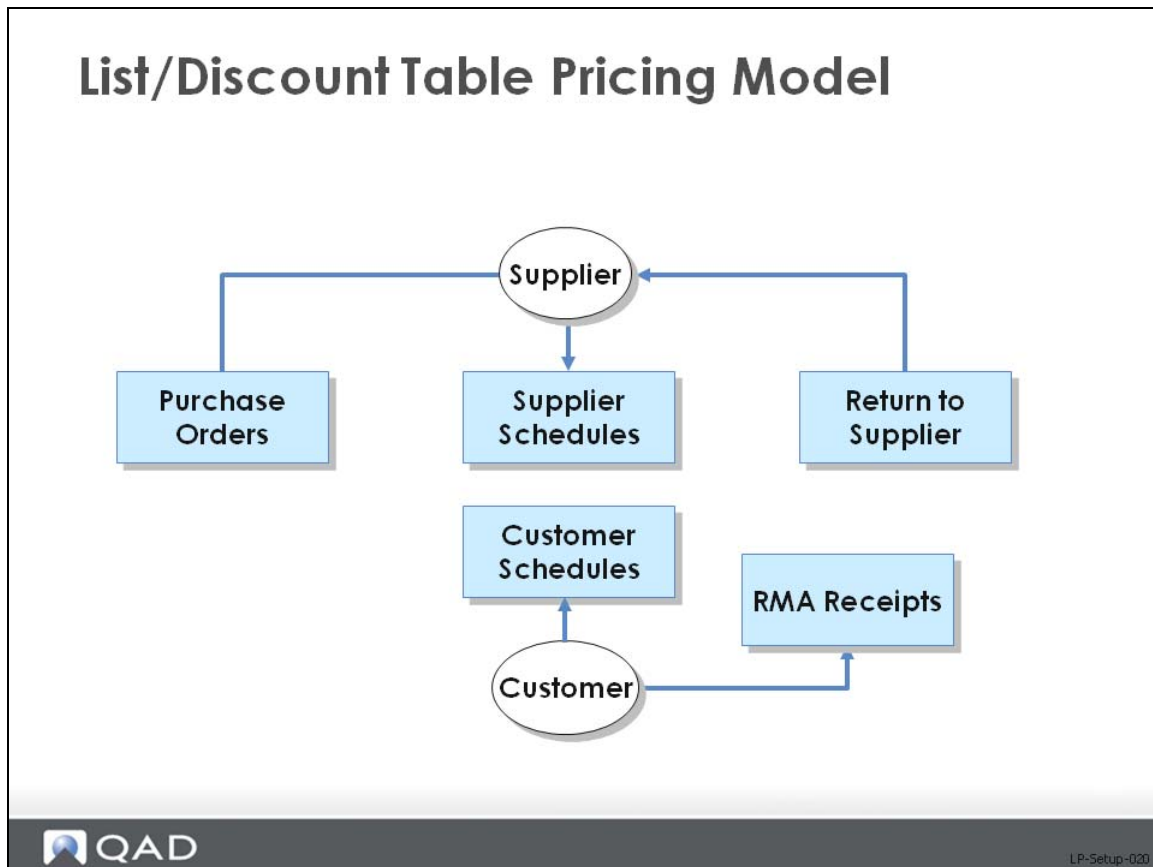
Set Up List/Discount Table Pricing

Setup List/Discount Table Pricing

Set up List/Discount Table Pricing

- In this section you will learn how to:
- Identify key business considerations before setting up List/Discount Table Pricing in QAD Enterprise Applications
- **Set up List/Discount Table Pricing in QAD Enterprise Applications**
- Maintain List/Discount Table Pricing in QAD Enterprise Applications

List / Discount Table Pricing Model



List/discount table pricing is used for:

- Scheduled orders
- Purchase orders
- Returns to suppliers
- Receipts in RMA maintenance

In this model, prices are defined when an item is set up in the Item Master. Price lists are used to store other pricing structures, including prices in foreign currencies, prices or discounts for a certain unit of measure, such as a case or full truckload, discounts at different quantity levels, or prices calculated as a percentage markup over GL cost.

Four types of price lists can be defined in Price List Maintenance (1.10.2.1):

- Type M: Percent markups or markdowns from item GL cost
- Type D: Percent discounts from the Item Master price
- Type P: Fixed discount prices, used primarily for net pricing and foreign currency pricing
- Type L: Multiple list price tables

Discount price lists can also be used for quantity-break pricing. During transaction entry, the system looks for one price list when calculating net item price on scheduled orders or RMA returns and when calculating cost on purchase orders. If an applicable price is not found, either the Item Master list price is used, or GL cost minus overhead.

Note RMA returns are an exception; if no price is found on the list, the return price defaults to zero.

Each item has a base price expressed in base currency. Price lists are used to store other pricing structures, such as:

- Prices in other currencies
- Prices or discounts for a certain unit of measure (for example, a case or full truckload)
- Discounts at different quantity levels
- Prices calculated as a percentage markup over GL cost

The system looks for a matching price list in the following order:

- 1 Currency, price list, item number, unit of measure.
- 2 Currency, price list, item number.
- 3 Currency, price list, product line (with item number blank).
- 4 Currency, price list (with product line and item number blank).

If no match is found, the item base price displays, converted to the currency of the order. Default price lists are derived in different ways, depending on the kind of transaction.

Purchase Orders

Price lists are associated with suppliers in Supplier Maintenance (2.3.1) and provide defaults when purchase orders are created.

Scheduled Orders

Price lists are associated with customers in Customer Maintenance (2.1.1) and provide defaults when scheduled orders are created.

Return to Supplier (RTS)

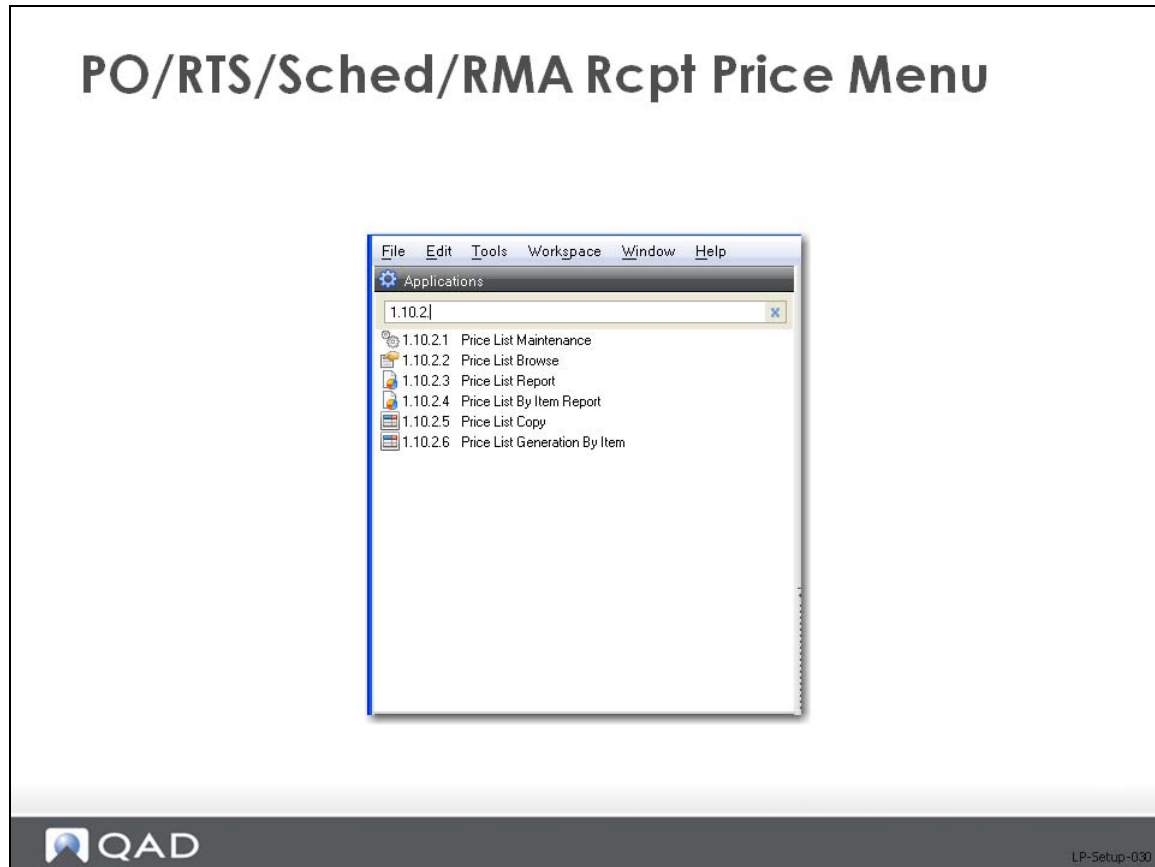
These service orders follow the same processing as purchase orders.

Return Material Authorizations (RMAs)

A credit price list is associated with warranty and contract types. This price list provides the default in RMA Maintenance (11.7.1.1) and is used for RMA receipt line credits.

Note Only one price structure can be applied to each order. You cannot set up a price list with base prices in a foreign currency and then access another price list to apply quantity discounts to those foreign currency prices.

PO/RTS/Sched/RMA Rcpt Price Menu



Use PO/RTS/Sched/RMA Rcpt Price Menu (1.10.2) to establish price lists that follow the list/discount table model. (RMA receipts use price and discount tables.)

Use price lists established in this menu for automatic pricing of:

- Purchase orders
- Scheduled sales orders
- Supplier scheduled orders
- Service and Support Management Returns to suppliers and RMA receipt lines

QAD Enterprise Applications uses two additional pricing functions: SSM and APM. These subjects are covered in separate training guides.

Price Lists

List/Discount Table Pricing Setup



- Price Lists
- Supplier Maintenance
- Customer Maintenance
- RMA Maintenance
- Purchasing Control


LP-Setup-040

Use Price List Maintenance (1.10.2.1) to maintain list and discount price tables:

- Price lists are used to store other pricing structures including:
 - Prices in foreign currencies
 - Prices or discounts for a certain unit of measure, such as a case or full truckload
 - Discounts at different quantity levels
 - Prices calculated as a percentage markup over GL cost
- Price lists and discount tables can:
 - Be associated with suppliers and customers
 - Provide defaults in the various transactions where they are used

Note Service/Support functions use price lists in a slightly different way. For RMA returns, the price list is derived from the warranty or contract associated with the item being returned. The RTS, however, is exactly like a purchase order and derives price lists from the supplier master record.

Price List Maintenance

Price List Maintenance


Price List: 10 Currency: USD
Product Line:
Item Number: 02-0005 MECHANICAL PENCIL
Unit of Measure: EA
Start: 2/17/2009
Expire Date: 2/17/2009
Amount Type: L P-Price D-Discount M-Markup% L-List

Item Master List Price:	2.50	USD	Stock UM:	EA
Total This Level GL Cost:	0.39	USD	Site:	train
Total GL Cost:	0.96	USD		

Price Table List Price:

Minimum Price:

Maximum Price:


Price List Maintenance (1.10.2.1)
LP-Setup-050

You can use Price List Maintenance (1.10.2.1) to create price lists and discount tables under the same pricing code. Price list tables must use Type L. If you do this, remember to consider the following: If you create minimum or maximum price ranges, you must ensure that they include any range set on the associated discount table. This is because the minimum and maximum prices on price tables take precedence over discount table prices.

Different price structures can be entered for specific units of measure. This enables you to set up discounts so that if, for example, you buy a case (CS), you get a better price than if you buy only one unit (EA).

Price List

Discount table price list codes identify pricing structures that define specific prices, discounts and markups at different quantity levels. They can also be used for quantity-break pricing.

During transaction entry, the system looks for one of these price lists when calculating the following:

- Net item price on scheduled orders or RMA returns
- Cost on purchase orders
- If an applicable price is not found, the Item Master List Price or GL cost minus overhead is used

Note RMA returns are an exception; if no price is found on the list, the return price defaults to zero.

Amount Type

The Amount Type determines whether the price list is a list price table or discount table:

- L = List price table
- P = Discount table (net price)
- D = Discount table (discount%)
- M = Discount table (markup%)

Note To record prices in other currencies, use Type P or L.

Item Master List Price

Displays the price for one unit of the item (using the item stocking unit of measure) at the item's default site.

Total This Level GL Cost

Displays the purchase cost recorded for one unit of the item using the item unit of measure. The purchase cost is the GL cost minus overhead for the item's default site.

Total GL Cost

Displays the selling price recorded for one unit of the item using the item unit of measure. The selling price is the sum of the GL costs for the item's default site for this level and lower levels.

Note Total This Level GL Cost and Total GL Cost are display-only fields.

Price

Price or cost for one unit of the item, using the price table unit of measure; this overrides the Item Master List Price or Cost.

Minimum Price/Maximum Price represents a range of acceptable values for the line item net price/cost (list price/cost minus any discounts). If the line item net price/cost is outside this range, the system displays an error message.

Core SE Initial Exercise

Initial Exercise for all Standard Edition Courseware

- 1 Verify Domain: From the workspace menu select Training.
Note the domain name appears in the top window frame.
- 2 Run Database Sequence Initialization (36.16.17).
- 3 Use GL Calendar Browse (25.3.5)
 - a Start search at current year.
 - b If you find No Records continue to step three.
- 4 Use GL Calendar Maintenance (25.3.4) to enter the current year and 12 month periods.

Exercise: Create Price Lists Using Amount Types

In Price List Maintenance (1.10.2.1), create new price lists for each amount type (shown below). The currency is always USD and the unit of measure (UM) is always EA. Leave the Product Line, Start, and Expiry fields blank. To progress to the next field or frame, click the Next button in the lower right of the page.

- 1 Make a price list, Amount Type P, using the following data:

Field	Value
Price List	12
Item Number	02-0020
Min. Qty.	100
Price	\$0.70

(After you click Next the last time, you return to the Price List field where you can create the next price list.)

- 2 Create a price list, Amount Type D, using the following data:

Field	Value
Price List	13
Item Number	04-0005
Min. Qty.	200
Discount%	5

- 3 Create a price list, Amount Type M, using the following data:

Field	Value
Price List	14
Item Number	05-0075
Min. Qty.	250
Markup%	20

- 4 Create a price list, Amount Type L, using the following data:

Field	Value
Price List	15
Item Number	05-0075
Price Table	
List Price	\$0.65
Min. Price	\$0.50
Max Price	\$0.70

- 5 Click the Back button to exit the screen and return to the menu.

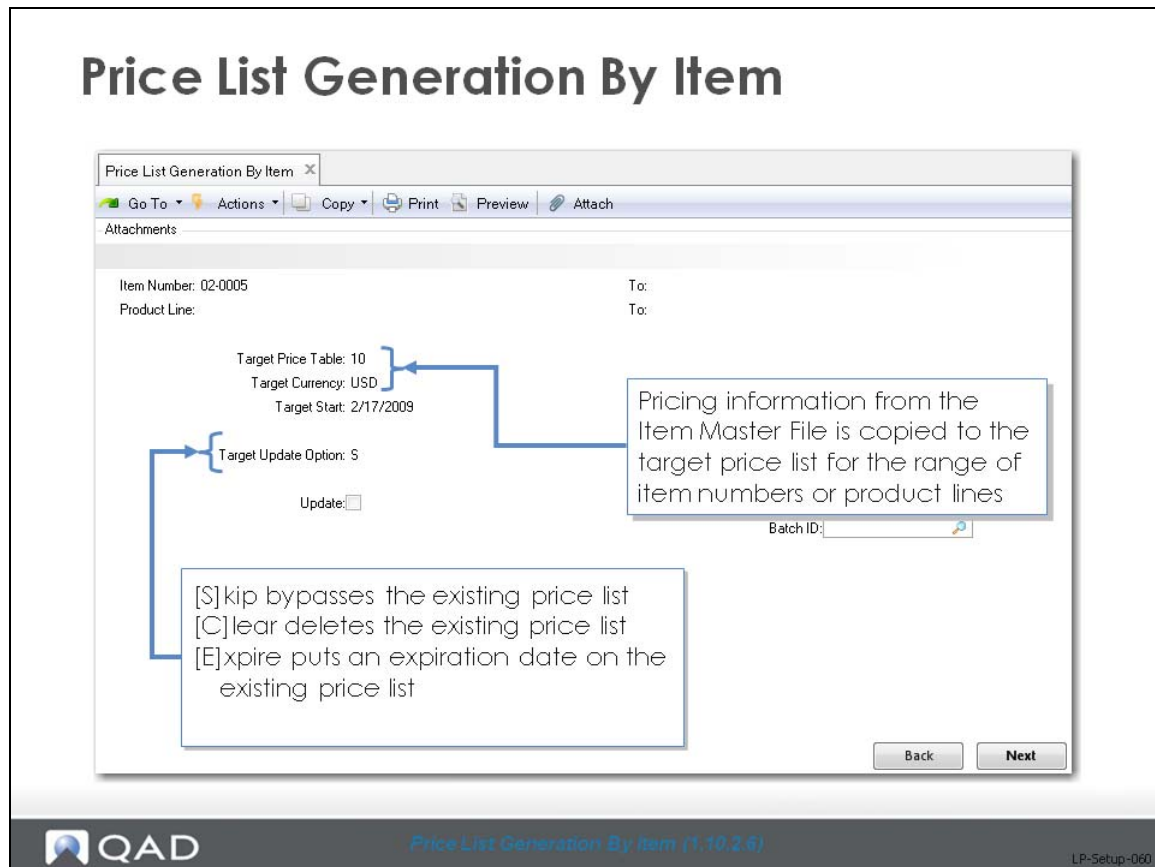
Exercise: Create Source Price List

From Price List Maintenance (1.10.2.1), create a new source price list using the data shown below. The currency is always USD and the unit of measure (UM) is always EA. Leave the Product Line, Start and Expiry fields blank. To progress to the next field or frame, click the Next button in the lower right of the page.

Field	Value
Price List	35
Item Number	05-0075
Price Table	
List Price	\$0.55
Min. Price	\$0.40
Max Price	\$0.70

(Click the Back button to exit the screen and return to the menu.)

Price List Generation By Item (1.10.2.6)



After defining item prices in the Item Master, create price tables automatically in Price List Generation By Item (1.10.2.6). The pricing information from the Item Master is copied to the target price list.

- Create prices for one or a range of items and product lines.

Price List Generation By Item uses Item Master list prices, not item cost, to calculate the new list price. It creates only type L price lists, using the default item stocking UM as the price list UM. Once the lists are created, use Price List Maintenance (1.10.2.1) to add minimum/maximum prices and change prices.

Price List Copy (1.10.2.5)

Price List Copy

Price List Copy x
Go To Actions Copy Print Preview

Source Price List: 10

Source Currency: USD UM:

Item Number: 02-0005

Start: 2/17/2009

Adjustment %:

Update Item Price:

Round to Two Decimal Places

Round to Nearest Whole Number

Round to Nearest Ten

Round to Nearest One Hundred

Round to Nearest One Thousand

Target Price List:

Target Currency: UM:

To:

Expire Date:

Cur Conv Factor:

Clear Supplier Price:

Create Supplier Item:

Supplier:

(x.xx):

(x.00):

(x0.00):

(x000.00):

Clear Target List:

Create Target List:


Merge Lists:

Update:

Print Audit Trail:

Over 100%, amounts are increased
Under 100%, amounts are decreased

Pricing information and currency rate from the source price list are copied to the target price list for the range of item numbers specified


LP-Setup-070

Use Price List Copy (1.10.2.5) to quickly create alternate price lists from one base price list and automatically recalculate prices based on currency exchange rates.

Exercise: Price List Copy

- 1 Using Price List Copy (1.10.2.5), copy a price list by entering the following data:

Field	Value
Source Price List	35
Source Currency	USD
UM	EA
Target Price List	15
Target Currency	USD
UM	EA
Item Number	05-0075
To	05-0075
Start	Accept Default
Expire	<blank>
Adjustment%	100
Cur Conv Factor	1
Clear Supplier Price	No
Clear Target List	Yes
Update Item Price	Yes
Create Supplier Item	No
Create Target List	Yes
Merge Lists	No
Round to Two Decimal Places	Yes
Update	Yes
Print Audit Trail	Yes
Output	Window
Batch ID	<blank>

- 2 Click Next to see the changes and Back to exit the screen and return to the menu.

Price List by Item Report (1.10.2.4)

Price List by Item Report

Price List By Item Report
Go To Actions Copy Print Preview

Prod Line: 1000	To: 6000
Item Number: 02-0005	To: 02-0010
Item Type:	To:
Group:	To:
Added:	To:
Pur/Mfg: M	To:

Price List: 20	Output:
Currency: USD	Batch ID:
Effective Date: 2/17/2009	

Each supplier/customer schedule customer can be assigned both a price table (L type price lists) and a discount table (D, M, or P type price lists). These lists provide the default for supplier orders other than sales quotes, sales orders, and RMA issue lines.

Back Next

Price List by Item Report (1.10.2.4)
LP-Setup-080

The Price List by Item Report (1.10.2.4) shows price lists for list/discount pricing by item. Use it to set up foreign currency prices or to define different prices at each site.

Price lists provide the default for supplier orders (other than sales quotes, sales orders, and RMA issue lines). Each supplier or customer schedule can be assigned both a price table (L type price lists) and a discount table (D, M or P type price lists).

When setting up foreign currencies, Price List by Item Report is used as follows:

- Enter a specific base price for an item that is stated in terms of another currency
- Define different prices at each site

Product Line

Price lists by product line allow you to set up price structures for a group of items rather than enter them individually. You can offer a 10% discount on all items in product line 1000 and 20% discount on all items in product line 2000.

Price lists can be set up for:

- All items and products
- All items in a product line
- One specific item
- One specific item and unit of measure

- Any of the above, for a specified currency
- Any of the above, effective only for a specified date range

During order entry, the system looks up prices in sequence. Only price lists effective on the transaction date are considered.

The system checks for a price list having the same code and currency as the transaction.

- If it finds one, it then checks the effective date of the price list. Once the system finds an effective price list, it goes on to check to see if the price list is for this item and unit of measure:
- If it is not, the system looks for this item with a blank unit of measure.
- If the system still does not find a match, it looks for the product line for this item. The first match it finds determines the recommended price.
- If it doesn't find one, it handles pricing as follows:
- On base currency orders, the prices default to the item base price.
- On foreign currency orders, it calculates the price based on the exchange rate.

Group

You can use an optional code maintained in Item Master Maintenance (1.4.1) to categorize similar items:

- Product line, group, and type all categorize items. Item group and type can be used to subdivide product lines or they can cross product lines, providing an entirely different view of your items.
- Both group and type can be used for processing, for reporting sales and planning information, and for updating product costs. Most item and inventory reports can be selected by group and type. Selective MRP/DRP can be run by item group and type.
- Items are often grouped based on similar characteristics, such as method of manufacture.
- Group or type could be used to identify manufactured items with similar setups or routings, allowing you to release planned orders for these items at the same time.
- Or, group or type codes can be assigned to correspond with the level in the product structure where the component item appears. During planning, this lets you check plans level by level, in much the same way MRP functions.

Note Be sure that codes are entered consistently by entering the allowed codes into Generalized Codes Maintenance (36.2.13). The system verifies entered codes against these predefined values, preventing incorrect codes from being entered.

Price List by Item Report

Price List by Item Report
QAD 304 QP

Price List: 20 Curr: USD Effective: 10/31/07
Prod Line: 1000 Description: HOME COOLER PRODUCTS

Item Number	UM	Description	Price T	Min Qty
02-0005	EA	MECHANICAL PENCIL (5MM) BLISTER PACKED	2.50 D	
02-0010	EA	ERASER REFILL PACK	1.00 D	

Prod Line: 6000 Description:

Item Number	UM	Description	Price T	Min Qty
02-0009	EA	Packaged Pen	0.00 D	100

End of Report

Price List By Item Report
QAD 304 QP

Report Criteria: Report Submitted By: qad

Prod Line: 1000 To: 6000
Item Number: 02-0005 To: 02-0010
Item Type: To:

QAD LP-Setup-090

Pur/Mfg

Purchase/manufacture code controls how the system explodes forecasts, plans and creates orders, and calculates costs for the item. Code options include the following:

- [P]urchased: The item is normally purchased
 - MRP uses the purchasing and inspection lead time to calculate planned order release dates.
 - MRP and cost calculations don't explode purchased assemblies, even if a product structure exists.
 - Any routing/process operations are ignored.
 - It is possible to manufacture an item designated as purchased; the product structure and routing are accessed if a work order is created for the item.
- [D]RP: The item is usually supplied internally from another site
 - DRP uses the source network that is identified for the item to determine for which supply site(s) to generate requirements.
 - It uses the transport lead time and shipping schedules to calculate the date when this order must be shipped from the other site.
 - Any routing or BOM codes entered for a DRP are for reference only.
 - Cost calculations do not explode DRP items.

- [M]anufactured: The item is normally manufactured
 - MRP uses the manufacturing lead time to calculate planned order release dates
 - It is possible to purchase a manufactured item
- [R]outable: A special type of manufactured item, made only when needed by an upper level assembly
 - A work order for the routable item is automatically released when a work order for the routable item's parent is released.
 - The work order number is the same but the lot ID is different, allowing the two orders to be tracked separately but the costs accumulated.
- [C]onfigured: The item is configured to order
 - When a sales quote or order is entered, the system displays a list of configuration options.
 - The user chooses from the list
- [F]amily: A special type of item used for planning
 - It is never actually made or stocked.
 - For multilevel master scheduling, family items are set up with a planning bill.

The value entered in Item Master Maintenance (1.4.1) is used as the default for all sites. It can be changed manually for any site as needed. This makes it possible to manufacture an item at one site, but purchase it at another (perhaps buying it from the first site).

Price List

- Type P (price) discount tables can be stated in terms of the company base currency or any other currency.
- Type D (discount percent) prices are discounted from the item list or base price.
- Type M (markup percent) prices are percentages added to the item GL cost
- Type L (list price) lists enable you to define a base price for the item, rather than using Item Master Maintenance (1.4.1). List type price lists let you:
 - Enter price changes before their introduction (thus keeping a history of an item's price) using the Start and Expire dates.
 - Set minimum and maximum acceptable prices to use with discount tables to keep the item's price within a certain range.
- Each customer can be assigned both a price table (L type price lists) and a discount table (D, M, or P type price lists).
 - These lists provide the default for customer orders other than sales quotes, sales orders, and RMA issue lines.
 - The prices derived from these tables can be changed on individual order lines.

Note Base price is expressed in terms of base currency. Use type P or L price lists to record prices in other currencies.

Supplier Maintenance

List/Discount Table Pricing Setup



- Price Lists
- **Supplier Maintenance**
- Customer Maintenance
- RMA Maintenance
- Purchasing Control

 QAD LP-Setup-100

Price lists are associated with suppliers in Supplier Maintenance (2.3.1) and provide defaults when purchase orders are created.

Supplier Maintenance

Supplier Address

Supplier: 5004000 Temporary:

Name: PLASTIC SUPPLY CORPORATION

Address: A DIVISION OF HUGHES INTL.
Address: 18 KILGORE ROAD

City: OXNARD State: CA Post: 90293 Format: 0

Country: United States of America USA Country:

Attention: MS. DANIELLE GREGORY [2]

Telephone: 805-923-1254 Ext: [2] Ext:

Fax/Telex: [2] Added: 5/2/1988

Supplier Pricing Data

Buyer:

Price Table:

Discount Table:

Fixed Price:

The price list normally used when quoting prices or selling products to this customer



Supplier Maintenance (2.7.1)

LP-Setup-110

Buyer

- Validated against values entered in Generalized Codes Maintenance (36.2.13), if any
- An optional code identifying the buyer normally responsible for purchases from this supplier
- This buyer code entered for the supplier displays as the default buyer on purchase orders (this can be changed manually during entry)
- A variety of reports and inquiries can be selected by the buyer, providing the ability to review open purchase orders and commitment amounts by buyer

Usually buyers are set up in Employee Maintenance (2.7.1) as employees. Because all employees are not usually authorized buyers, you can restrict entry to certain buyer codes. You can make sure that codes are entered consistently by entering the allowed codes into Generalized Codes Maintenance (36.2.13). The system verifies entered codes against these predefined values, preventing incorrect codes from being entered.

Price Tbl

The price table normally used when quoting prices or selling products to this customer/supplier. Price tables (L type) identify a pricing structure defining specific base prices (list prices). These can be stated in terms of the company base currency or any other currency.

- Enter price changes before their introduction using the Start and Expire dates
- Set minimum and maximum prices to use with discount tables

Price tables can be set up for:

- All items in a product line
- One specific item
- One specific item and unit of measure
- Any of the above, for a specified currency
- Any of the above, effective only for a specified range of dates

Disc Tbl

- Type P (price) discount tables: Can be stated in terms of the company base currency or any other currency.
- Type D (discount percent) prices: Discounted from the item list or base price.
- Type M (markup percent) prices: Percentages added to the item GL cost.
- Type L (list price) lists allow you to:
 - Define a base price for the item, rather than using Item Master Maintenance (1.4.1)
 - Enter price changes before their introduction

Each customer can be assigned both a price table and a discount table. These lists provide the default for customer orders other than:

- Sales quotes
- Sales orders
- RMA issue lines

Note The prices derived from these tables can be changed on individual order lines.

Price lists can be set up for:

- All items in a product line
- One specific item
- One specific item and unit of measure
- Any of the above, for a specified currency
- Any of the above, effective only for a specified range of dates

Customer Maintenance

List/Discount Table Pricing Setup



- Price Lists
- Supplier Maintenance
- **Customer Maintenance**
- RMA Maintenance
- Purchasing Control

 QAD LP-Setup-120

Price lists are associated with customers in Customer Maintenance (2.1.1) and provide defaults when scheduled orders are created. Each customer and supplier can be assigned both a price table (Type L) and a discount table.

Customer Maintenance

Customer Maintenance
Go To Actions Copy Print Preview Attach

Attachments


CustomerAddress

Customer: 01000000
 Name: Colossal Conglomerates LTD
 Address: Suite 1000 Colossal Building
 Address: Colossal Industrial Park
 Address: 10350 Production Drive
 City: Evanston State: IL Post: 090876 Format: 0
 Country: United States of America USA County:
 Attention: Susan Howell [2]
 Telephone: 1-800-333-9000 Ext: [2] Ext:
 Fax/Telex: [2] Added: 12/3/1996

Customer Data

Taxable: Class: 1
 Price Tbl: SIC:
 Discount Tbl: Partial OK:
 Fixed Price:

Each customer/supplier can be assigned both a price table (L type) and a discount table. This does not work with Best Pricing.


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Price Tbl

- Price table normally used when quoting prices or selling products to this customer/supplier
- Price tables (L type) identify a pricing structure defining specific base prices (list prices)
- These can be stated in terms of the company base currency or any other currency

Note Price Tbl is not used for sales quote, sales order, or RMA issue pricing. The price table (type L) is only used for Purchase Order (discrete purchase orders – PO Maintenance) and RTS pricing. A price table entered in this field must be created through Price List Maintenance (1.10.2.1).

Disc Tbl

The price list normally used when quoting prices or selling products to this customer.

Fixed Price

Defines whether fixed prices are used with this customer.

It is a common practice at the time of order negotiation to define whether the quoted prices are fixed or subject to inflation or commodity-based updates. Prices that are not fixed are subject to batch update based on changes in price lists; orders with fixed prices can be canceled rather than shipped at a loss.

RMA Maintenance

List/Discount Table Pricing Setup



- Price Lists
- Supplier Maintenance
- Customer Maintenance
- **RMA Maintenance**
- Purchasing Control

 QAD LP-Setup-140

RMA Maintenance (11.7.1.1) is used to manage Return Material Authorizations (RMAs). An RMA is used to track items returned from a customer for repair or exchange, as well as the items issued as replacements. The RMA serves both as an authorization for the customer to return the items and as an internal tracking number to ensure that they actually are received.

RMA Maintenance

Order: Sold-To: Bill To: Ship-To:

Sold-To **Ship-To**

Details

Order Date: Line Pricing: Confirmed: Currency: Language:

Due Date: Manual: Taxable: Fixed Price:

Promise Date: Site: Credit Terms:

Expected: Channel: Credit Terms Interest %: Reprice:

Perform Date: Project: Entered By:

Back Next

QAD LP-Setup-150

Order

If you leave this field blank (default) when creating a new RMA, the system supplies a number based on the RMA Sales Order Prefix and Next RMA Sales Order specified in the RMA/RTS Control Program(11.7.24).

All subsequent activity references this RMA number, including any returns to supplier, repair work orders, and billing. Reports and inquiries can also be selected by RMA number.

Order Date

The date this RMA was recorded (default is the system date). This can be the date when it was entered into the system or the date when the customer actually called.

Required Date

Indicates the date the replacement items issued on this RMA need to ship from your facility

- Defaults to the system date plus the shipping lead time in the Sales Order Control Program (7.1.24)
- The date entered on the header displays by default as the date for each RMA issue line item. This can be changed manually as required.

Promise Date

Specifies the date the customer was promised delivery. If promise date is left blank, it defaults to the promise date in the first line item.

Due Date

Specifies the date you expect to receive items being returned from the customer on this RMA.

- It defaults to the system date.
- The date entered on the header displays as the date for each RMA receipt line item. This can be changed manually as required.

Pricing Date

The effective date to be used by the system when it searches for valid price lists that apply to the issue lines on this RMA. If left blank, it defaults to the order date.

Purchase Order

- Customer PO number can be used to select information on some reports and inquiries
 - Passed along to AR when an invoice is posted
 - Helpful when responding to customer inquiries
- Whether or not this field is required depends on one of these settings:
 - PO Required field in Customer Maintenance (2.1.1)
 - PO Required field in End User Address Maintenance (11.9.1)
- For service purchases like contracts, RMAs, and calls: a Yes means that a quote (sales, call, or service quote) can be created for the customer. An actual order cannot be created, however, until a purchase order number is specified.

Note A warning displays if the same purchase order number is entered more than once for the same customer.

Line Pricing

Defaults from the setting of Price SO by Line in the (Pricing Control Program (1.10.1.24)). For a new sales order or RMA, this determines whether the system prices each line item as it is entered, or waits until the end. If this is marked No, the system prices each line without considering other lines on the order. However, this might not be the best price, since additional item quantities on other lines could qualify a line for a different price list. If this is set to Yes, the system prices each line item as it is entered in relation to other lines.

- If prices change because of quantity breaks, the system recalculates them at the end of order entry. This setting only affects a new order being entered; it has no effect when you are maintaining an existing order.
- Depending on how price lists have been set up, successive lines on an order can affect the price of line items previously entered.

Important When lines 1 and 2 are for the same item (or break category), the combined quantity can qualify line 1 for a different price list (with better prices). The system always adjusts prices affected in this way when order entry is complete.

- Time can be saved by telling the system to hold these pricing calculations to the end of the order if:
 - Repricing is expected to happen often
 - Exact prices are not needed as the order is entered

Note Setting Line Pricing to No can improve performance during line item entry.

Manual

This field can be password protected. The specified price list must have been defined with the sales order (Price List Maintenance 1.10.1.1)

Currency

Must be a valid currency defined with Currency Maintenance (26.1). Access to this field can be password restricted. The currency is taken from the bill-to address.

Fixed Price

Sets the default for the Fixed Price setting on each new line added to this sales order as follows:

- If Fixed Price = No for a sales order line, pricing information on this line can be updated when the Sales Order Repricing (7.1.11) utility is executed.
- If Fixed Price = Yes, the repricing utility will not consider a line even if the order is within the range specified for repricing.

If you create sales orders by releasing them from quotes, the value of Fixed Price on the sales quote header is not copied to the order header. Instead, the system re defaults the appropriate value from Customer Maintenance (2.1.1). However, the value established for each quote line is copied over to the order line.

Price fields can be updated manually in Sales Order Maintenance (7.1.1) regardless of the setting of Fixed Price, as long as Reprice = Yes in the order header or for the particular line being edited.

Credit Terms

Credit terms codes uniquely identify specific types of payment terms. Define the due date and any discount allowed for early payment.

Credit terms can be assigned to specific customers, ship-to's, and suppliers. They are accessed by:

- Sales Order/Invoices
- Purchasing, Service/Repair Order
- Service/Support Management
- Accounts Receivable
- Accounts Payable

Terms are printed on formal documents and used to calculate due and discount dates. You can manually override the terms and the calculated dates on any transaction.

Note All interested departments must agree on codes to use, since credit terms are shared by all modules. You can find that in your current system, departments have their own codes that overlap.

Credit Terms Int

The implicit interest added into the price based on the number of days to pay defined for the credit term. Terms interest percent, used in hyperinflation environments, is an advance estimate of the currency gain/loss in the hyperinflationary currency.

Reprice

Provides the capability to reprice orders so that net prices are recalculated during order maintenance based on current pricing data.

Purchasing Control

List/Discount Table Pricing Setup



- Price Lists
- Supplier Maintenance
- Customer Maintenance
- RMA Maintenance
- **Purchasing Control**

 QAD LP-Setup-160

Purchasing Control (5.24) requires items to have an existing price list if the Price Table Required field is Yes. A requirement for price/discount tables will control which items can be ordered or purchased; it also controls your suppliers' units of measure (such as case quantities).

Purchasing Control

Price Table Required

Only items from an existing price list can be entered, and only if the following match:

- Price list
- Item
- Unit of measure
- Currency

Disc Table Required

- Yes = Only items from an existing discount table can be entered, and only if the price list, item, unit of measure, and currency match.
- No = Items can be entered whether or not a discount table exists.

Note Prices can be overridden unless the field is password protected.

Chapter 4

Maintain List/Discount Table Pricing

Maintain List/Discount Table Pricing

Maintain List/Discount Table Pricing

- In this section you learn how to:
- Identify key business considerations before setting up List/Discount Table Pricing in QAD Enterprise Applications
- Set up List/Discount Table Pricing in QAD Enterprise Applications
- **Maintain List/Discount Table Pricing in QAD Enterprise Applications**

Price List Browse (1.10.2.2)

Price List	Currency	Product Line	Item Number	Unit of Measure	Start	Expire Date	Amount Type	Minimum Quantity
10	CAD				01/01/1990	12/31/1999	D	
10	USD				01/01/1980	01/01/1999	D	
10/20/30	CAD				01/01/1990	12/31/1999	D	
10/20/30	USD				01/01/1980	01/01/1999	D	
20	FRF				01/01/1990	12/31/1999	D	
20	USD				01/01/1980	12/31/1999	D	
33	CAD				01/01/1990	12/31/1999	D	
33	USD				01/01/1990	12/31/1999	D	
33	USD		02-0001		05/01/1989	05/31/1989	P	
RMA-CR	FRF				01/01/1991	12/31/1999	M	
RMA-CR	MXF				01/01/1991		M	
RMA-CR	USD				01/01/1991	12/31/1999	M	

Price List Browse (1.10.2.2) displays table price list codes that define specific prices, discounts, and markups at different quantity levels.

Each customer can be assigned a:

- Price Table L (list price)
- Discount Table D (discount percent), M (markup percent), or P (price)

The prices derived from these tables can be changed on individual order lines.

Note Base price is expressed in the base currency. Use type P or L price lists to record prices in other currencies.

Price List Report (1.10.2.3)

Price List Reports (1.10.2.3) displays a list of price lists for list/discount pricing. Use it to set up price structures for a group of items. Price lists by product line allow price structures to be set up for a group of items rather than individual items (a 10% discount can be offered on all items in product line 1000 and a 20% discount on all items in product line 2000, for example).

During order entry, the system looks up prices in sequence. First, it looks for a price list having the same code and currency as the transaction:

- If it finds one, then it checks the effective date of the price list. Only price lists effective on the transaction date are considered. Once it finds an effective price list, it goes on to check to see if the price list is for this item and unit of measure.
- If it does not find one, it looks for this item with a blank unit of measure.
- If the system still does not find a match, it looks for the product line for this item. The first match it finds determines the recommended price.

If the system does not find a price list with the same code and currency as the transaction, prices default to:

- The item base price on base currency orders
- Zero on foreign currency orders

Price lists by item are used most often to set up foreign currency prices:

- A specific base price can be entered for an item stated in terms of another currency

- This allows definition of different prices at each site

Item prices are also used to offer special pricing to a customer for just one or only a few items.

Exercise: List/Discount Table Pricing Maintenance

View Price List Information

Using Price List Inquiry (1.10.2.2), do the following inquiries and view the information.

- 1 Look up Price List 12. (Search by Price List and enter 12.)
- 2 Search for Item Number 04-0005.
- 3 Browse for Amount Type P.

Create A Price List Report

Using Price List Report (1.10.2.3):

- 1 Enter the following information to create a report:

Field	Value
Price List	12 to 35
Currency	USD to <blank>

(Leave all other fields blank.)

- 2 Press Next and enter the following:

Field	Value
Output	Window
Batch ID	<blank>

- 3 Press Next to view the report. Press Back to close.