



QAD Enterprise Applications  
Standard & Enterprise Editions

# Training Guide **Best Pricing**

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# What's New?

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

<b>Date/Version</b>	<b>Description</b>	<b>Reference</b>
September 2011.1 EE	Rebranded for QAD 2011.1 EE	---



# **About This Course**

## Course Description

QAD designed this course to cover the basics of preparing to implement the Best Pricing module of QAD Enterprise Applications. The course includes:

- An introduction to the Best Pricing module
- An overview of key business issues
- Setting up the Best Pricing module
- Operating the Best Pricing module
- References to other QAD materials, such as user guides and online help
- Activities and exercises throughout the course
  - Students practice key concepts and processes in the Best Pricing module

## Course Objectives

By the end of this class, students should be able to:

- Analyze some key business decisions before setting up the Best Pricing module
- Set up Best Pricing in QAD Enterprise Applications
- Maintain Best Pricing in QAD Enterprise Applications

## Audience

- Implementation consultants
- Members of implementation teams
- Purchasing managers and other key users

## Prerequisites

- *Initial QAD Enterprise Applications Setup* training course
- Basic knowledge of QAD Enterprise Applications, as it is used in your business
- Working knowledge of the manufacturing industry in general

**Note** It is recommended that students become familiar with QAD Enterprise Applications .Net User Interface before attending this class.

## Course Credit & Scheduling

- This course is designed to be taught in one-half day

## Virtual Environment Information

The hands-on exercises in this book should be used with the Enterprise Edition 2011 - Addons r02 - Training environment, in the 10USA > 10USACO workspace.

## QAD Web Resources

From QAD's main site, you can access QAD's Learning, Support, or Print Solution sites.

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



Chapter 1

# **Introduction to Best Pricing**

## Course Objectives

### Course Objectives

In this course you will learn how to

- Identify key business considerations before setting up Best Pricing
- Set up Best Pricing
- Maintain Best Pricing



BP-IN-130

## Introduction to Best Pricing

QAD Enterprise Applications supports automatic pricing in a number of key transactions. The simplest way to establish prices is by associating prices with items in Item Master Maintenance (1.4.1). However, this is often too inflexible to meet the needs of many companies. For greater flexibility, the system offers two pricing models based on price lists.

In QAD Enterprise Applications there are two pricing models:

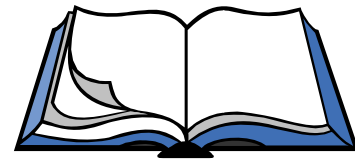
- Best pricing
- List/discount table pricing

This training module covers the best pricing model.

## Best Pricing Terminology

### Best Pricing Terminology

- Price Lists
- Best Pricing
- Manual Price Lists
- Nodes
- Price Break Categories
- Analysis Codes
- Repricing
- Discount Sequence



BP-IN-110

#### Price Lists

Use Price List Maintenance (1.10.1.1) to set up the price lists 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. Thus, using price lists allows for multiple discount or promotional pricing schemes.

#### Best Pricing

SO/SQ/RMA Issues Pricing Menu (1.10.1) is used to establish price lists that follow the best pricing model.

#### Manual Price Lists

In order for a manual price list to be considered in the pricing of a sales order, the manual price list must be entered in Sales Order Maintenance (7.1.1) in the manual field.

#### Nodes

A node is a specific item or customer record that belongs to an item or customer analysis code.

### Price Break Categories

Volume price breaks for multiple items are entered in Item Master Maintenance (1.4.1) and Price List Maintenance (1.10.1.1). Discounts can be calculated based on the quantity or amount ordered on multiple lines of a sales order or quote. Price break categories can also be used to tie the price or discounts for one item to one or more other items.

### Analysis Codes

Use Analysis Code Maintenance (1.8.1) to create analysis codes for groupings based on similar characteristics, such as region, salesperson, or item number.

- Classify customers and products into groups
- Link analysis codes together to form sets

**Note** Analysis codes in sales order pricing differ from those created with GL Report Writer.

### Repricing

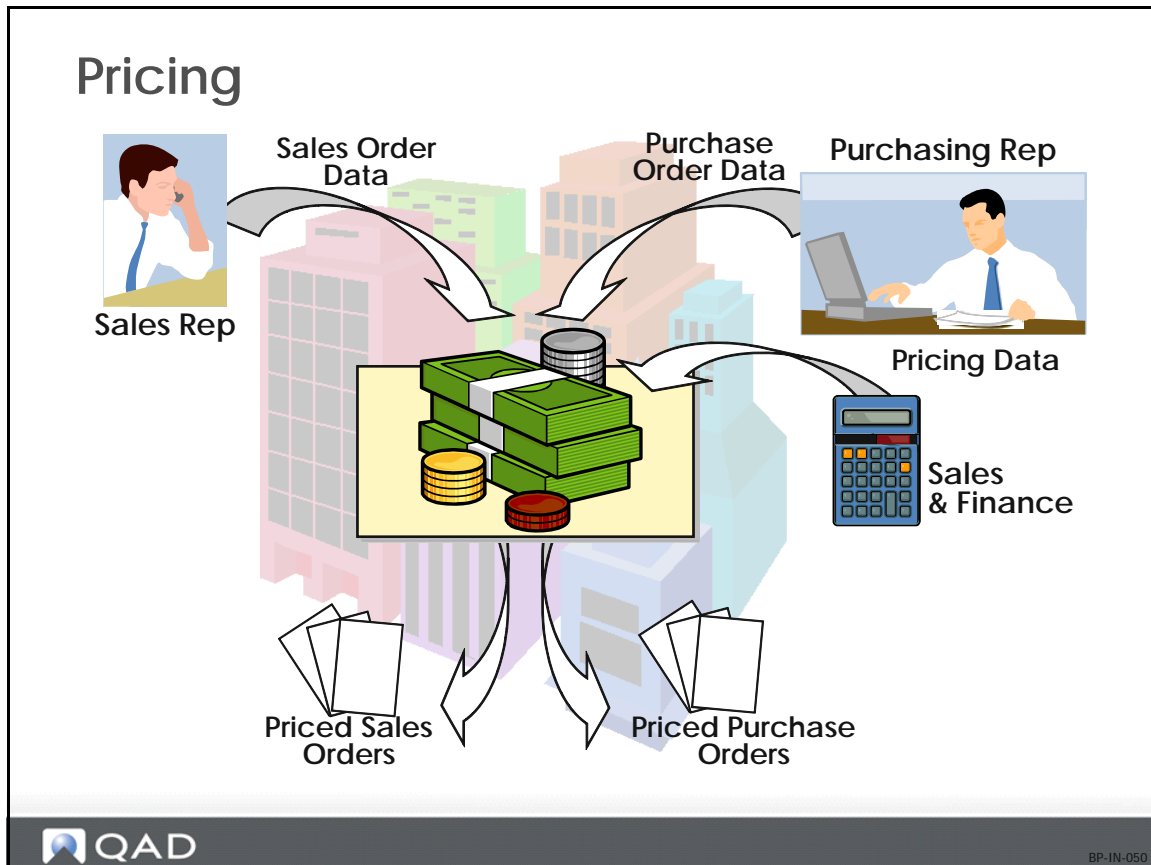
Sales Order Repricing (7.1.11) updates the sales order to the latest corresponding price list price. The ability to reprice is controlled by the user.

- Reprice sales orders so that quantities are added, across orders, to calculate quantity breaks.

### Discount Sequence

When multiple price lists are combined (Price List Maintenance (1.10.1.1), the discount sequence controls the order of the discount amount allocation.

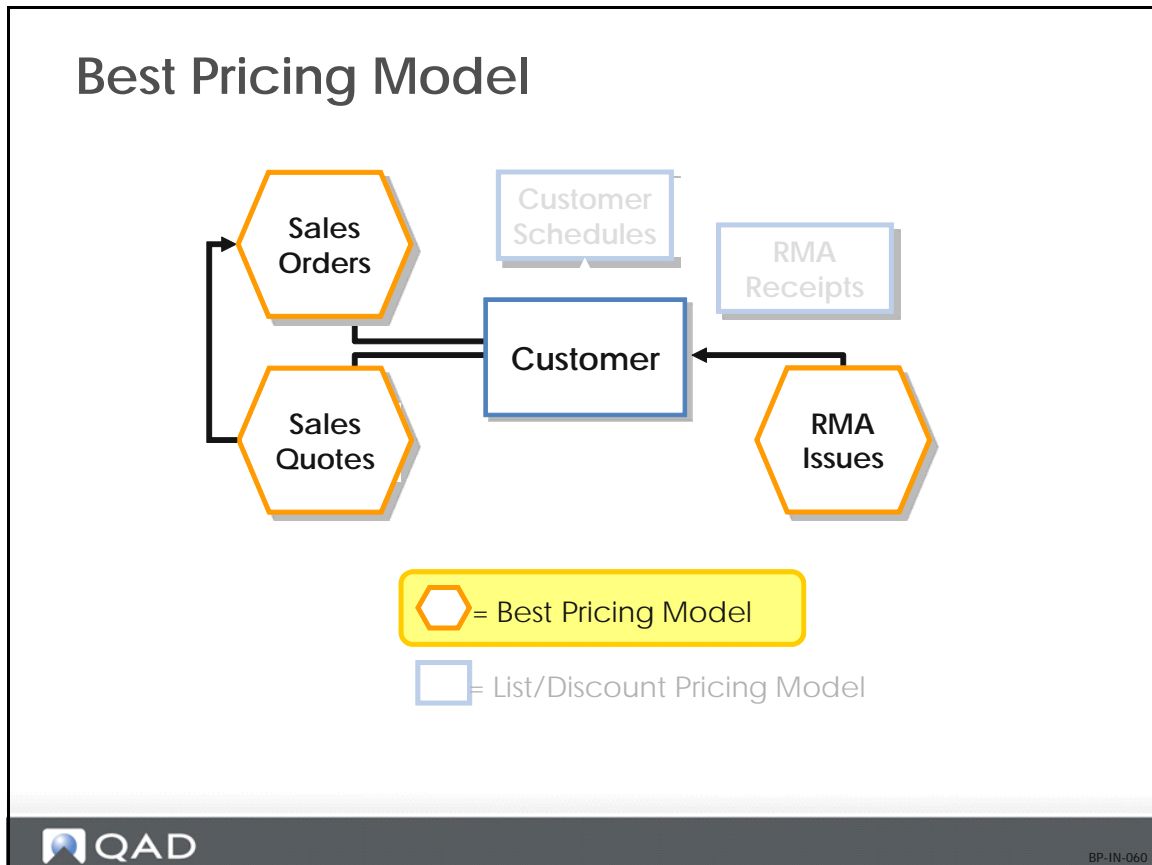
## Pricing With Sales Orders and Purchase Orders



QAD Enterprise Applications determines prices when sales orders or purchase orders are entered.

QAD Enterprise Applications uses pricing data that has been entered into the system in order to determine pricing. Many different factors may need to be considered in the price determination process.

## Best Pricing Model



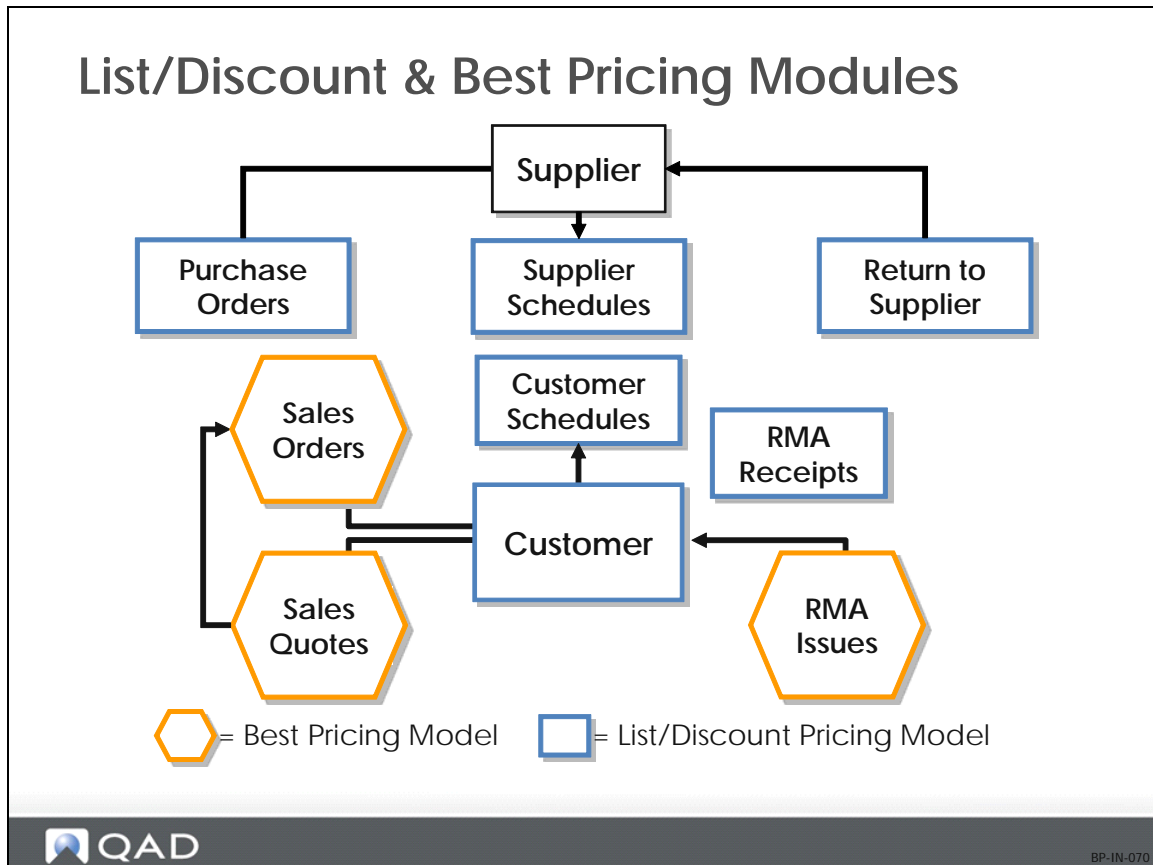
Use for automatic pricing of:

- Sales orders
- Sales quotes
- Issue lines on SSM RMAs

Instead of matching price lists strictly through item or product line, the system can determine the best price using flexible categories of items and customers.

- Multiple discounts are considered
- Applicable discounts are combined

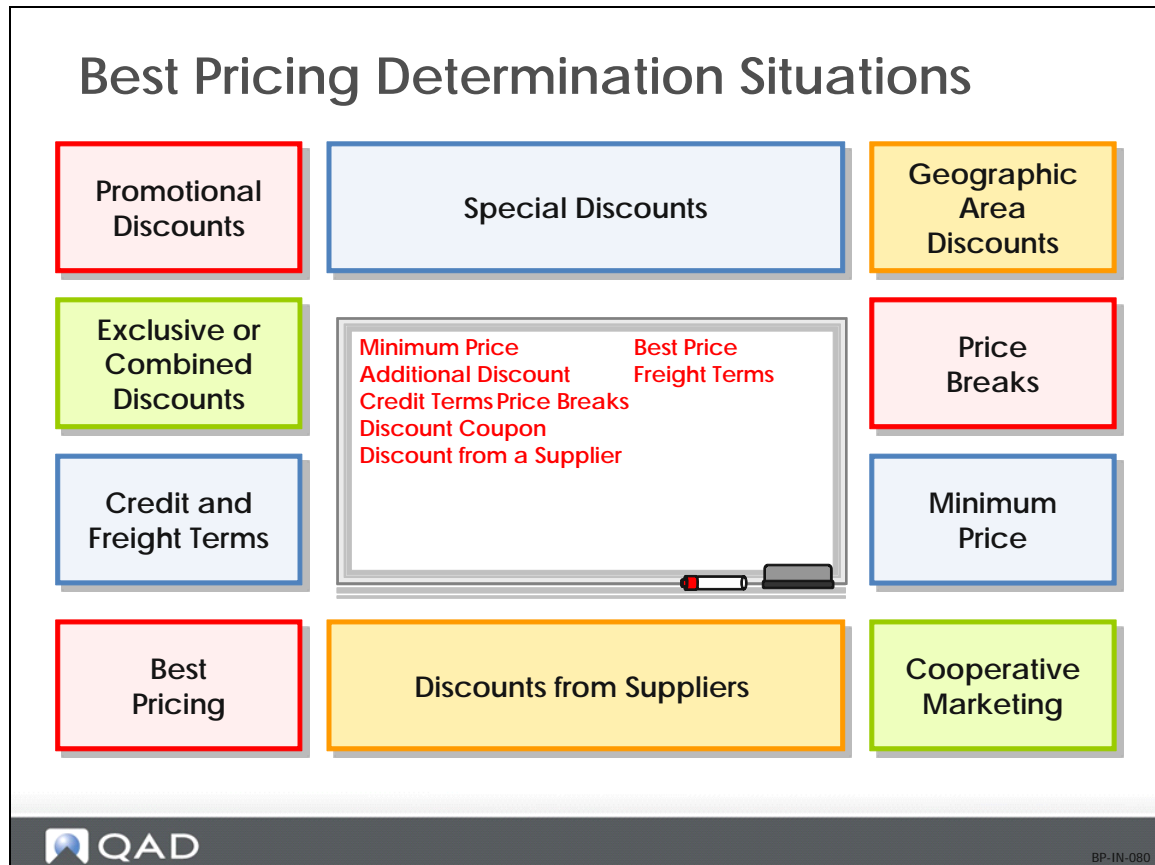
## List/Discount and Best Pricing Models



**Note** Promotions are created in the optional APM module. APM then generates price lists in QAD Enterprise Applications. Price lists generated by APM contain promotional information and are used in Sales Quote Maintenance (7.12.1), Sales Order Maintenance (7.1.1), and Pending Invoice Maintenance (7.13.1). To complete the cycle, Invoice Post (7.13.4) transfers transaction details back to APM.

Discussed in the following Training Guide: *Advanced Pricing Management (APM)*, and *List/Discount Table Pricing*

## Best Pricing Determination Examples



### Promotional Discounts

Applied when competition is an important factor

### Special Discounts

Used in association with trade shows, or other special situations

### Geographic Area Discounts

Special discounts based on location

### Price Breaks

For single or combined orders based on quantity or currency amount

### Minimum Price

Lowest acceptable price, regardless of discounts

### Cooperative Marketing

- Based on sales volume, can be used to accumulate points or currency amounts (accruals)

- Rebates for marketing product based on percentage

### **Discounts From Suppliers**

Passed on from suppliers to customers

### **Best Pricing**

Used for large-volume customers who require the best price possible

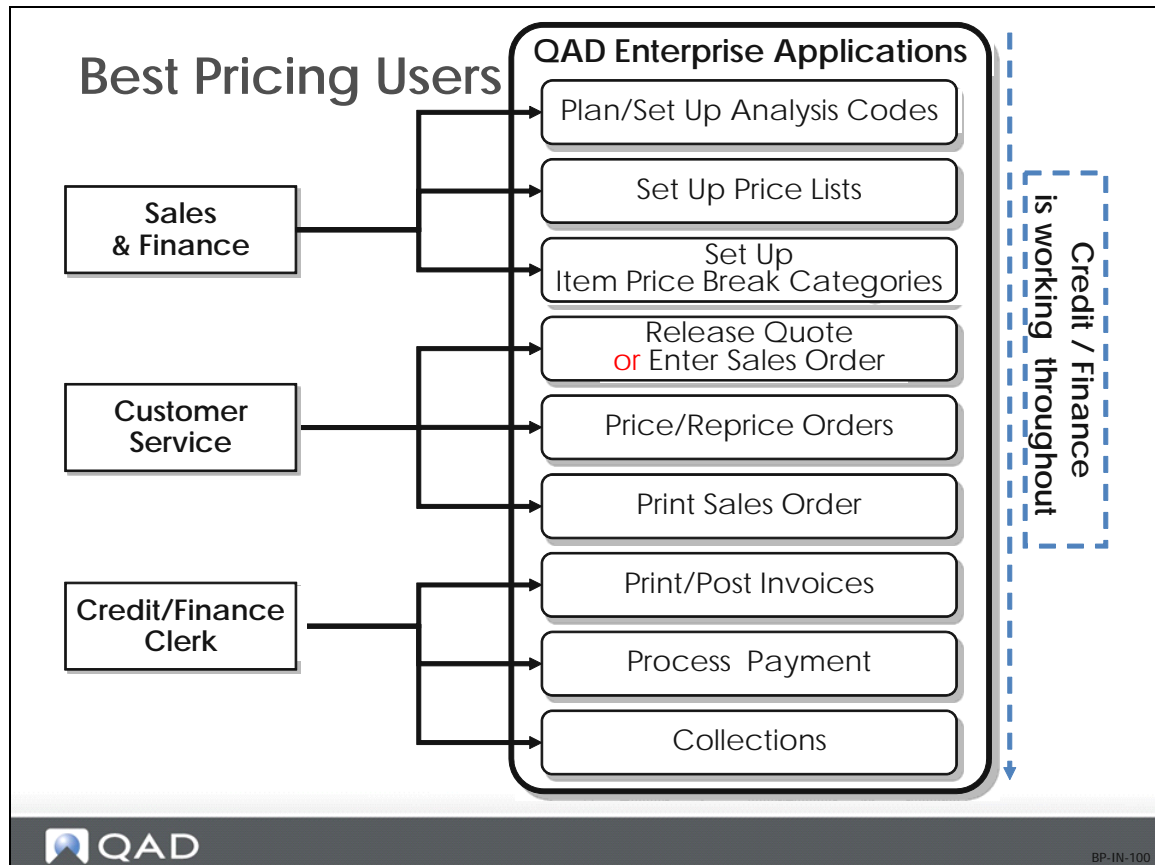
### **Credit and Freight Terms**

Specific terms applied to orders when qualifying criteria are met

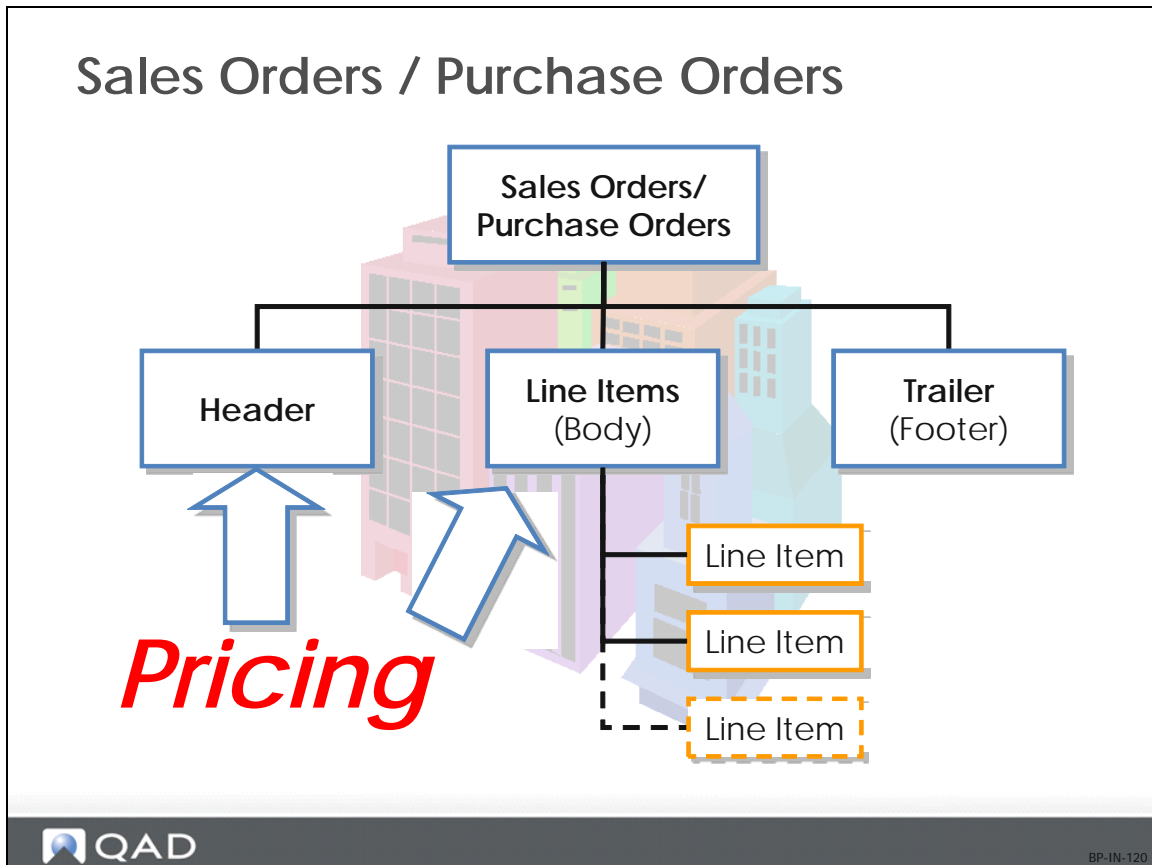
### **Exclusive or Combined Discounts**

Can be designated exclusive or combinable with other discounts

## Best Pricing Users



## Pricing Information in Sales Orders and Purchase Orders



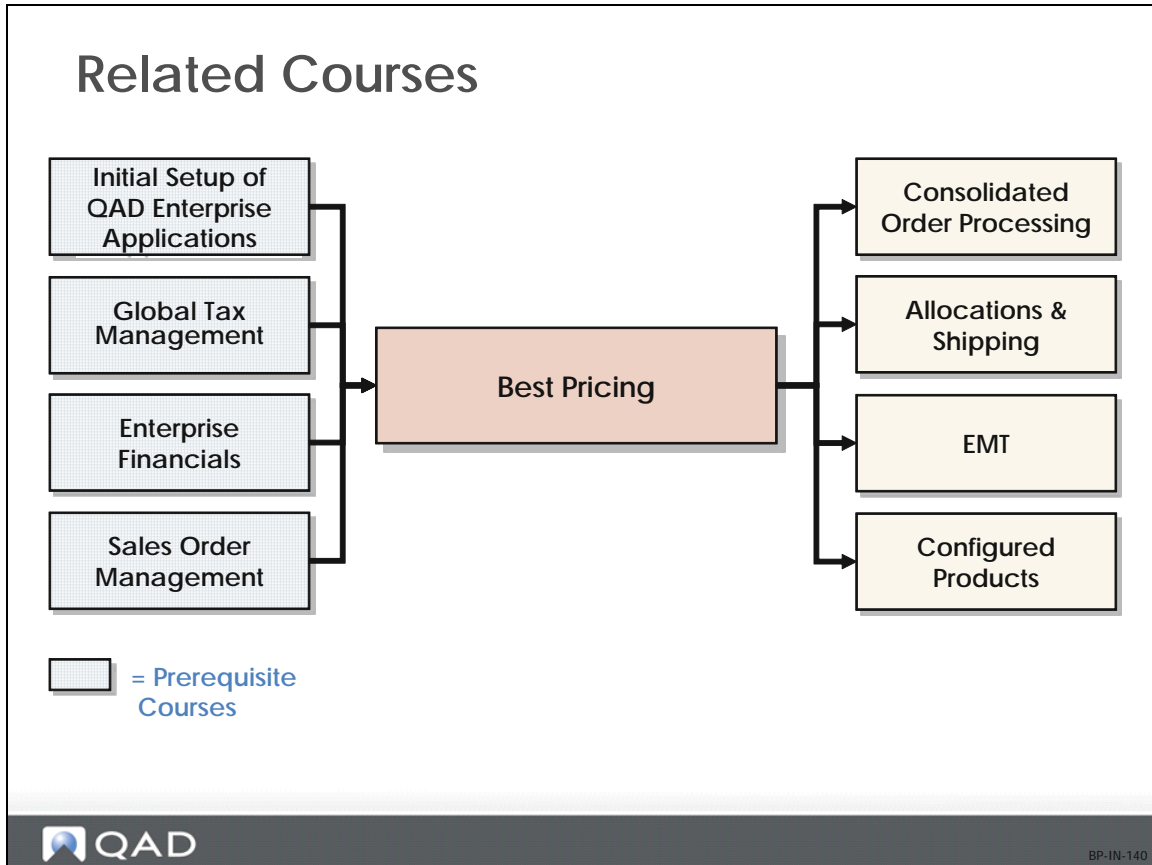
### Header

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.

## Related Courses



Chapter 2

# **Business Issues**

## Business Considerations

### Business Considerations

In this section you will learn how to:

- Identify key business considerations before setting up Best Pricing
- Set Up Best Pricing
- Maintain Best Pricing

## Business Issues

### Business Issues

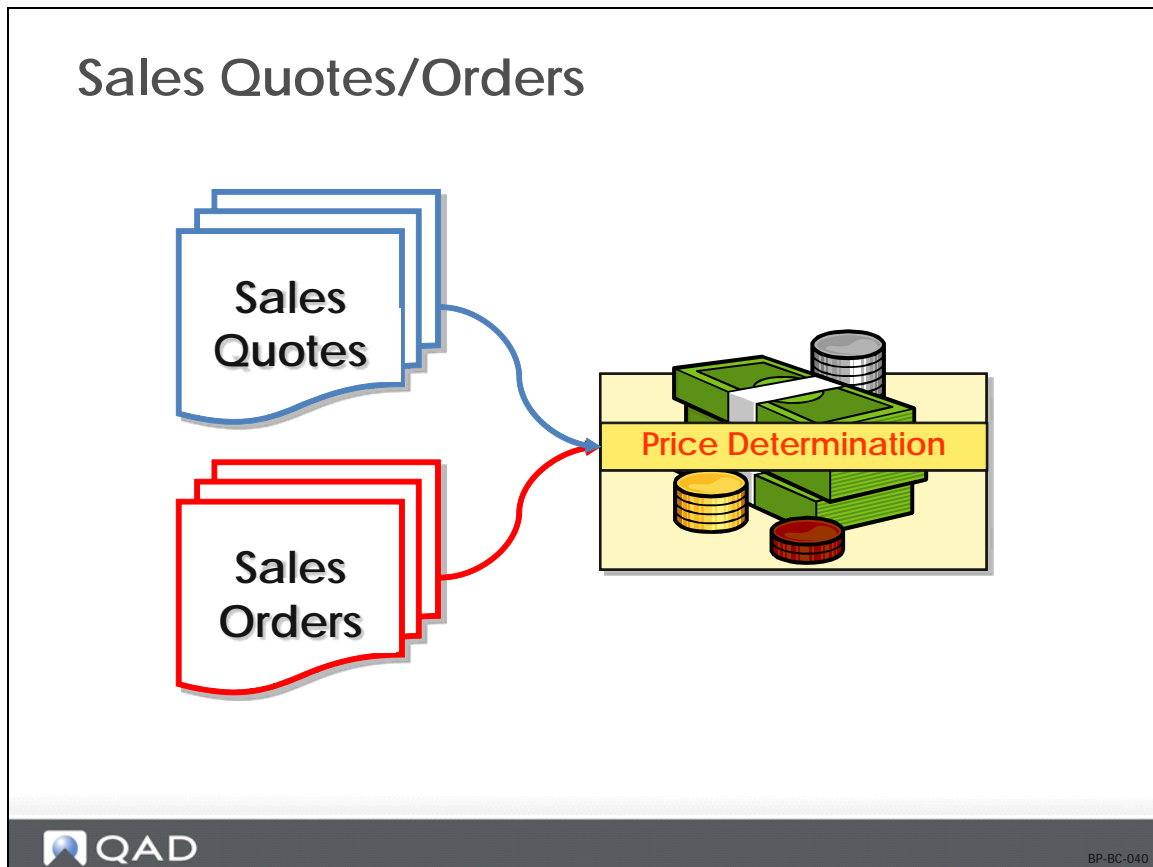
- Sales
- Sales Quotes/Orders
- Pricing Models
- Accruals
- Configured Products
- Credit Terms
- Freight Calculations
- Commissions
- Import/Export
- EDI
- Advanced Pricing Management (APM)



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There are several business issues to take into consideration before setting up QAD Enterprise Applications. This section does not discuss all potential issues, but presents some issues to generate thought and discussion.

## Sales Quotes/Orders



### Sales Quotes Allow You To

- Describe goods or services offered by a vendor to a potential purchaser
- Respond to a customer's request for a quote
- Monitor a quote's status
- Release a quote to an order

### Why Consider?

- Provide quote history by item number for customer
- Generate reports on expired quotes that did not result in customer orders
- Control and monitor the selling process
- Provide visibility on potential gross margin contribution

### Setup Implications

- Considered an offer to sell when given in response to a customer inquiry

### Sales Orders Allow You To

- Create a sales order

- Confirm the order
- Allocate needed inventory
- Ship
- Invoice
- Post the order

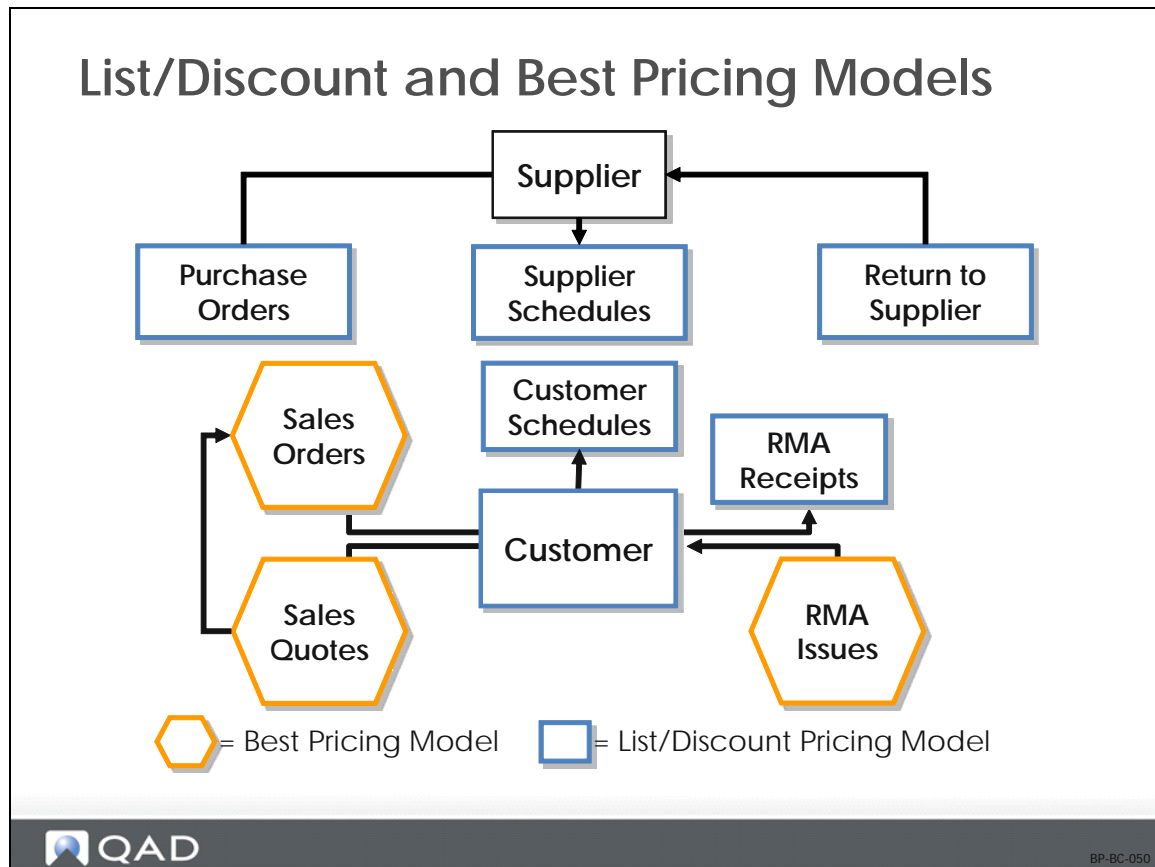
#### **Why Consider?**

- Enter binding contracts with customers

#### **Setup Implications**

- Sales orders state price and terms of sales

## Best Pricing and List/Discount Pricing Models



### Best Pricing Allows You To

- Apply price lists established in the SO/SQ/RMA Issues Pricing Menu (1.10.1) to:
  - Sales Orders
  - Sales Quotes
  - Issue Lines on Service/Support Management (SSM) RMAs

### Why Consider?

- Create price lists that accommodate a wide range of pricing situations
- Allow the system to determine best prices using flexible analysis codes

### Setup Implications

- Based on the customer/item combination, an order may qualify for one or more discounts
- The system sets the order net price from
  - The best qualifying discount or
  - The best combination of qualifying discounts

### List/Discount Table Pricing Allows You To

- Apply price lists established in 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 (1.4.1).

### Why Consider?

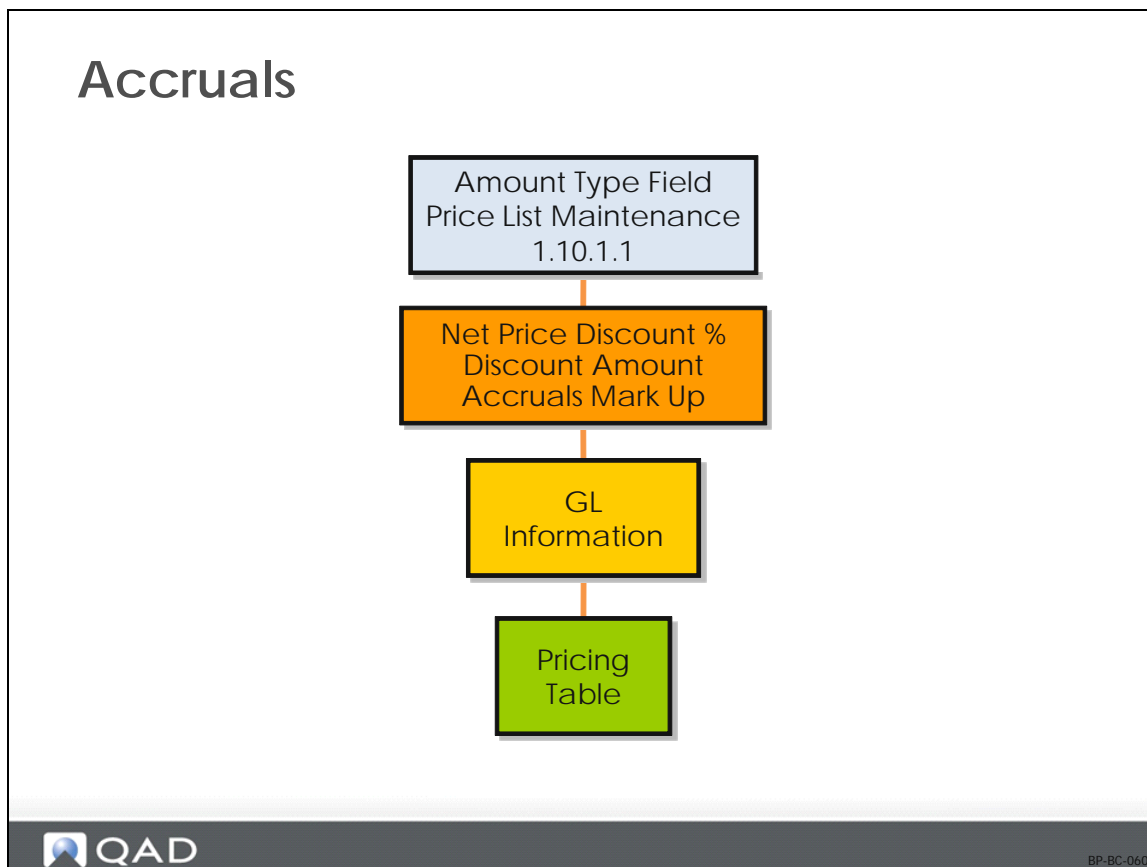
- An alternative to the best pricing model
- Prices are defined when an item is set up in the item master
- Price lists are used to store
  - Prices in foreign currencies
  - Prices or discounts for a certain unit of measure, such as a case or full truckload
  - Discounts at different quantity levels,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

### Setup Implications

- Prices and discount tables can be
  - Associated with suppliers and customers
  - Provide defaults in the various transactions where they are used

**Note** Two additional pricing functions, not discussed in this training, are used in QAD Enterprise Applications. Service price lists, used for contract pricing and call billing, are created and managed entirely within the SSM module. Advanced Pricing Management module is used for complex promotional pricing.

## Accruals



### Accruals Allow You To

Reserve that portion of revenue or expense that is incurred but not yet realized

### Why Consider?

Instead of reducing a list price by a percentage, a percentage of the net price to be accrued goes into a specific account, without affecting the calculation of the net price.

### Setup Implications

- Set up a price list in Price List Maintenance (1.10.1.1) with an amount type of Accrual
- Account field displays with a label of Expense

## Configured Products

### Configured Products



BP-BC-070

#### Configured Products Allow You To

- Define a product in terms of its components
- Specify if components are optional or mandatory
- Release a sales order directly to a work order
- Assemble products to order from lower-level items that can be master scheduled and made to stock
- Control production of configured products by a final assembly schedule driven by customer orders

#### Why Consider?

QAD Enterprise Applications determines in two stages whether price lists apply across an entire configured product line or at the component level only.

#### Best Overall Price

- The system calculates the net price for the entire configured product line
  - Uses the rolled up list price
  - Discounts apply across the entire configuration

- The system compares the net price with best overall net price and chooses the better one

#### Factor Contestants

- Each component, including the parent item, is priced independently and totaled

#### Setup Implications

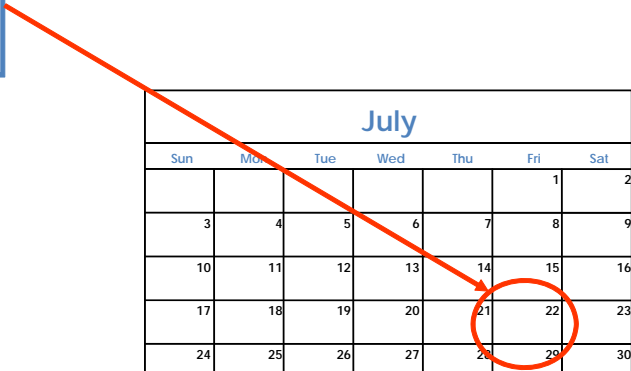
- Pricing changes for configured products will not be overridden
- Once changes to the standard bill have been completed, any modified lines will be repriced

## Credit Terms


### Credit Terms

**Credit Terms**

Credit Limit  
Payment Due



July						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						


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### Credit Terms Allow You To

Automatically assign credit terms to a sales order based on price lists

### Why Consider?

Set up a price list with an amount type of Credit Terms

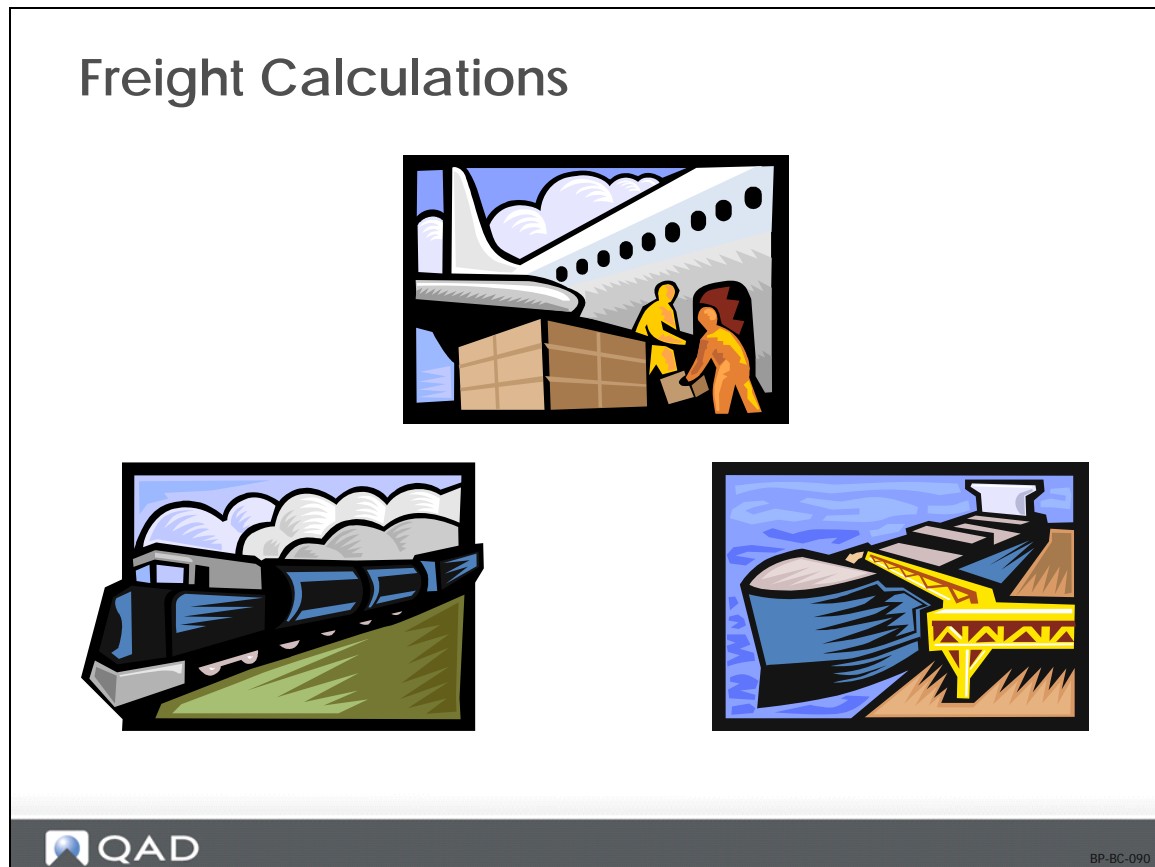
### Setup Implications

An order that qualifies will have its credit terms updated accordingly

**Note** Different credit terms can be made to apply to an order by applying a price list.

Discussed in the following Training Guide: *Accounts Receivable*

## Freight Calculations



### Freight Calculations Allow You To

Manage a costly part of conducting business

### Why Consider?

- Freight is a huge cost
- Freight calculations may be difficult to setup and maintain

### Setup Implications

Both prices and freight charges can be calculated automatically by the system. Because of this, extra care should be taken in setting up these systems if they are to interact.

When a freight List Type price list applies to a line, the appropriate Freight List is used to determine freight charges for the line. If multiple freight lists apply, the last freight list is used.

- Before a freight list is applied
  - The system verifies that the freight list applies; if not, the freight list is not used
- Customers' freight costs can appear on the order trailer or be added to each line item unit cost
  - Freight allowances are shown as negative values on the invoice

- Freight Terms are validated against values in Generalized Codes Maintenance (36.2.13), if any the system calculates freight charges based on the site specified on the order
- If the Calculated Freight by Site flag = Yes in the Sales Order Accounting Control (36.9.6) or Sales Quote Control (36.9.9), the site entered on the order line item will be used
- If the Calculate Freight by Site flag = No, the site on the order header will be used
- The Sales Order Control (7.1.24) FOB is the default FOB on all
  - Sales orders
  - Pending invoices
  - RMAs
- FOB prints on formal documents — sales orders, invoices, packing lists, and RMAs
- FOB identifies the terms of a shipment, including when ownership of the goods transferred from the seller to the buyer
  - For example, “FOB Destination” means title passes to the buyer at delivery
  - FOB can be changed manually during order entry

**Note** Different freight lists or freight terms can be made to apply to an order by applying a price list.

Discussed in the following Training Guide: *Sales Order Management*

## Import/Export



### Import/Export Allows You To

- Increase your business market or product line by conducting business in several countries
- Accommodate the requirements of inter-country reporting

### Why Consider?

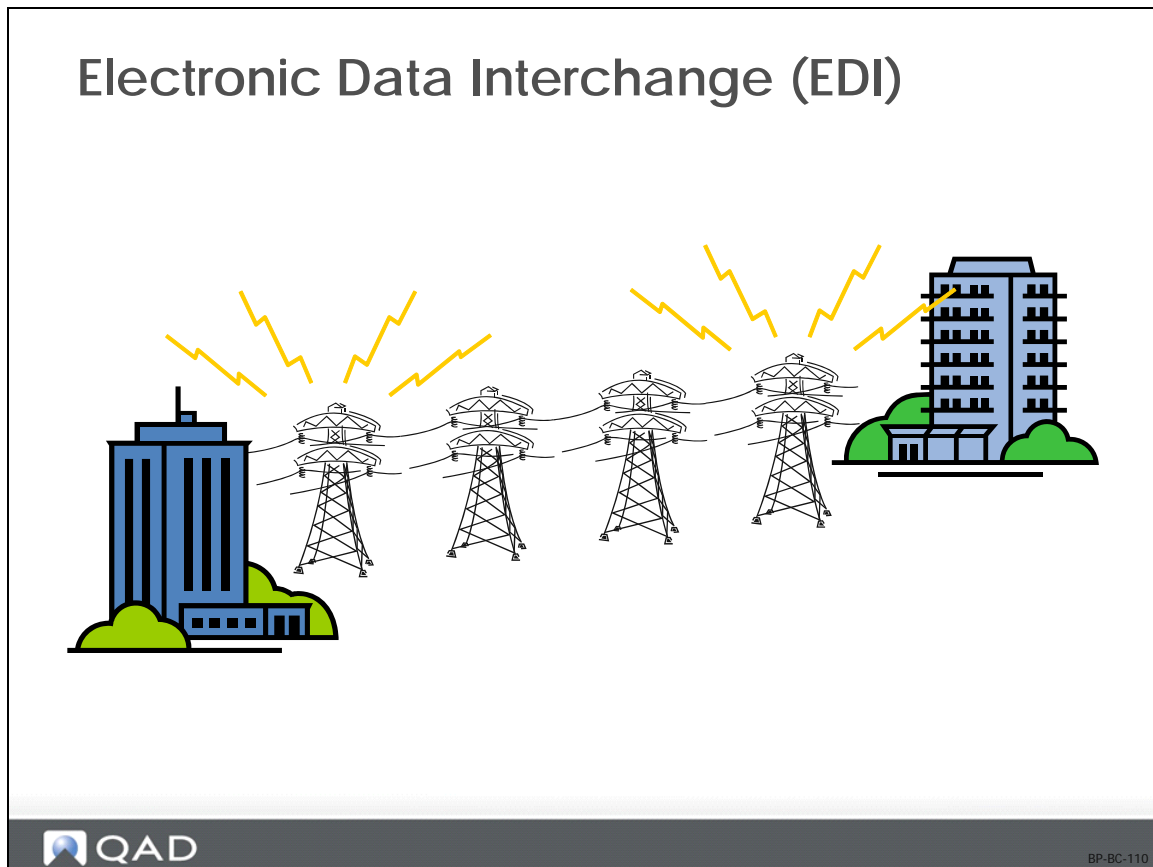
- Legal requirements may require records to be maintained (e.g., shipping documentation)
- Partial shipments are usually avoided due to freight, duties, and excessive paperwork

### Setup Implications

Intrastat files may need to be set up to capture data required for reporting

Discussed in the following Training Guide: *Intrastat*

## Electronic Data Interchange (EDI)



### EDI Allows You To

Support the import and export of standard business transaction documents between customers and suppliers using various systems.

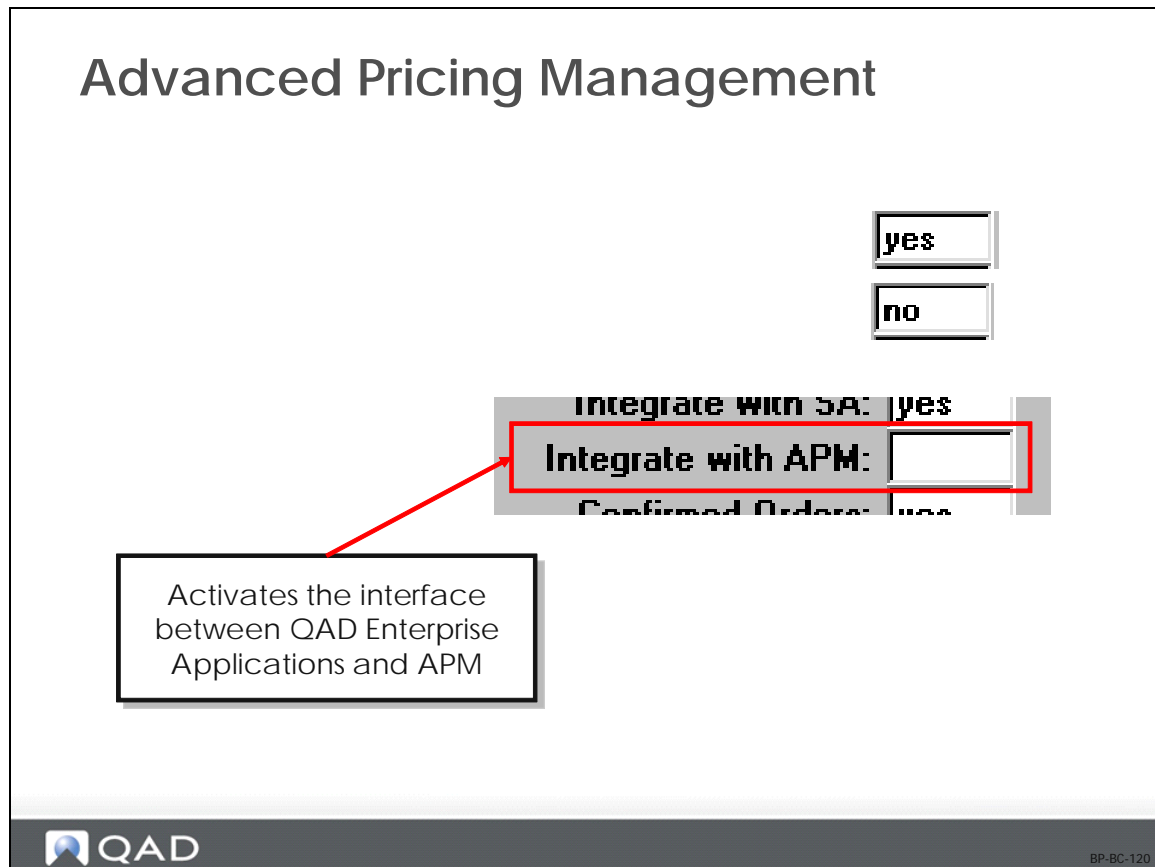
### Why Consider?

Reduce/eliminate paperwork involved in Supply Change which reduces a company's overhead.

### Setup Implications

- EDI software, files, etc. need to be setup
  - Sales Order Control (7.1.24) needs to be set to interact with EDI
- Discussed in the following Training Guide: *Electronic Data Interchange*

## Advanced Pricing Management (APM)



### APM Allows You To

- Identify APM price lists by the promotions prefix in the Pricing Control (1.10.1.24)
- Use APM to generate price lists in QAD Enterprise Applications. These price lists are used in:
  - Sales Quote Maintenance (7.12.1)
  - Sales Order Maintenance (7.1.1)
  - Pending Invoice Maintenance (7.13.1)
- Create promotions for combinations of customers and items

### Why Consider?

- The following QAD Enterprise Applications modules are affected by the APM interface:
  - Items/Sites
  - Addresses/Taxes
  - Sales Quotations
  - Sales Orders/Invoice
  - Accounts Receivable
  - Accounts Payable
  - Manager Functions

- APM uses suppliers to create Accounts Payable vouchers for claim payments

### Setup Implications

- The QAD Enterprise Applications start-up routine initializes the global variables that are required by APM
- APM has its own customer, supplier, and item master files
  - APM database must be updated when master file details change in QAD Enterprise Applications
  - Fields specific to APM are updated using the APM module
- APM-generated price lists cannot be updated using Price List Maintenance (1.10.1.1) or copied using Price List Copy (1.10.1.8)
  - Use Price List Inquiry (1.10.1.2) to review APM-generated price lists

**Note** Making changes to customer, supplier, or item records in APM does not update the corresponding master file records in QAD Enterprise Applications.

Discussed in the following Training Guide: *APM*

## Focusing Activity

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, and
- Additional information you may need to successfully implement Best 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 what is important to your company about Pricing (there are no right or wrong answers).

Your instructor may ask you to list your requirements on a flip chart or white board to make it easier to share your findings with the whole class.

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

Chapter 3

# Set Up Best Pricing

## Best Pricing Setup

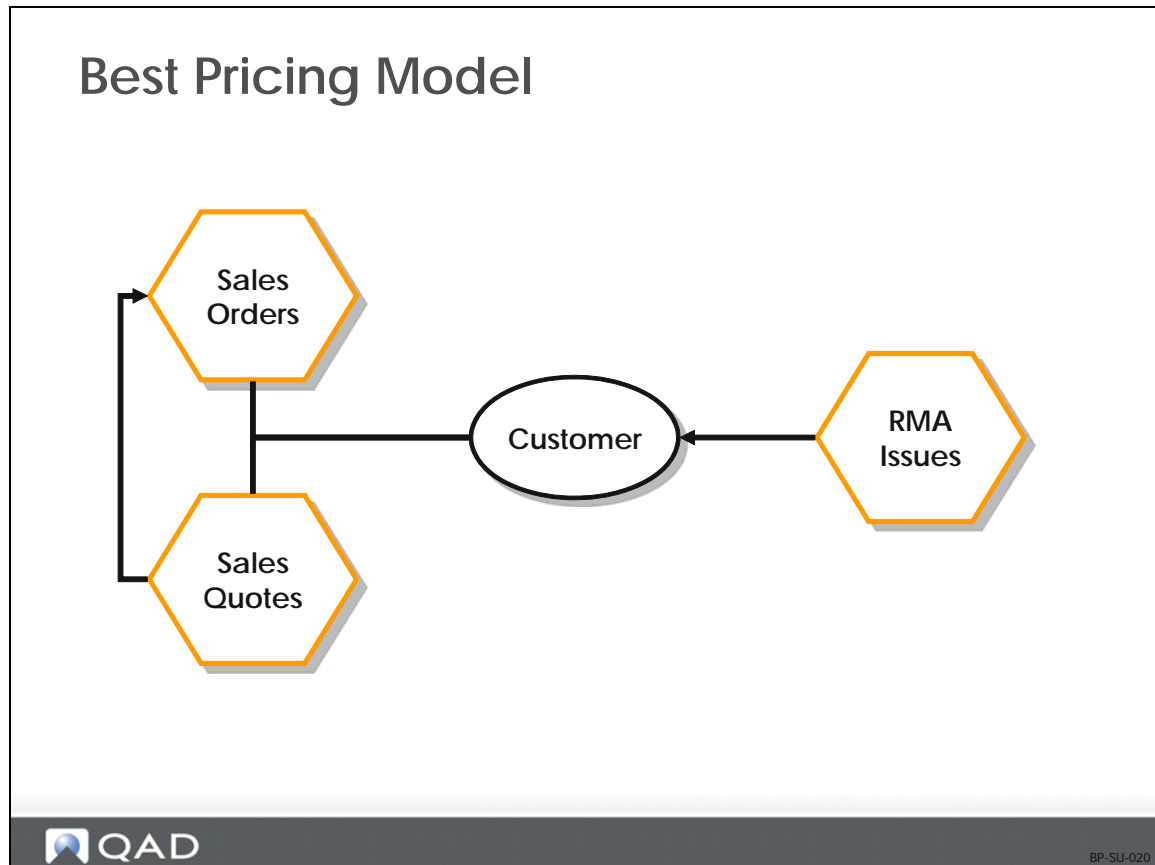
### Best Pricing Setup

In this section you will learn how to:

Identify key business considerations before setting up Best Pricing

- **Set up Best Pricing**
- Maintain best Pricing

## Best Pricing Setup



### Price Orders

Sales order price lists are used to price orders created in

- Sales Order Maintenance (7.1.1)
- Sales Quote Maintenance (7.12.1)
- RMA Maintenance (11.7.1.1) (issue lines only)

### Price List Processing

- As a sales order or quote is entered, the system determines
  - Who the pricing customer is (pricing customer is the customer number the system uses to select price lists)
  - Which price lists are candidates for each line item
  - Which price lists combine with other price lists
  - Whether break category discounts apply
  - Whether configured products are included, and whether pricing applies across the entire product or at the current level only
  - Which price list yields the best overall price for the customer

Price lists define the information necessary to price a sales order line correctly. They can apply to:

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- A single customer number or item
- A group of customers or items belonging to an analysis code
- All customers or items

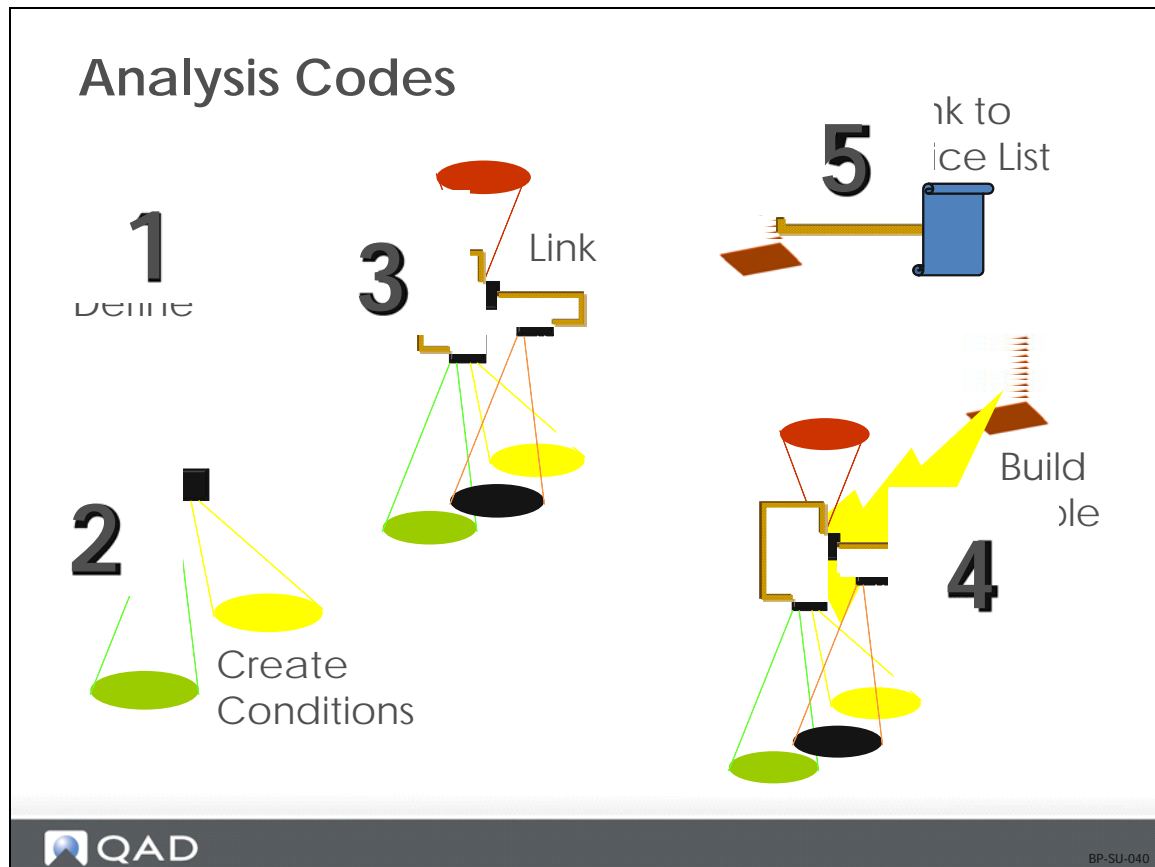
## Analysis Codes

### Best Pricing Setup



- **Analysis Codes**
- Price Lists
- Pricing Control
- Sales Quote Control
- Sales Order Control
- Volume Discounts

## Analysis Codes Menu



### Analysis Codes Usage

- 1 The first step in using analysis codes is to define the code in Analysis Code Maintenance (1.8.1).
  - Codes must be for either customers or items
- 2 The next step is to create the conditions for the analysis code in Analysis Code Selection Maintenance (1.8.4).
  - Conditions define which members to include in the group (e.g., all customers in North America, all items in product line 1000)
- 3 Next, you can optionally link Analysis Code Link Maintenance (1.8.7) to other analysis codes to include the groups that they define (e.g., a code for all customers in North America could link to codes for all customers in Canada, all customers in the United States, all Customers in Mexico).
- 4 Steps 1 through 3 build a linked model of analysis codes. To make this model usable by the system, you need to build a table from this data using Analysis Code Detail Build (1.8.19).
  - You must rebuild this table whenever you make changes Analysis Code Detail Maintenance (1.8.13) to the analysis codes, their conditions or links
- 5 Finally, analysis codes are linked to price lists in Price List Maintenance (1.10.1.1).

## Using Analysis Codes and Price Lists

### Analysis Codes Pre-Setup Tasks

1. Review current pricing policies and procedures
2. Determine benefit of using analysis codes
3. Decide how to group items/customers and establish codes
4. Determine how to select members using Analysis Code Selection Maintenance
5. Combine analysis codes into hierarchical pricing structures
6. Create a visual diagram of how to link analysis codes
7. Review and modify all defined analysis codes



BP-SU-050

Building a set of analysis codes is a complex task. Before implementing sales order pricing using analysis codes:

- 1 Collect and review your company's current pricing policies, procedures, and associated structures.
- 2 Determine the benefit of using analysis codes with current or planned pricing practices. Analysis codes are best suited to extensive, complex pricing structures.
- 3 Decide how to group items and customers in relation to pricing. Establish a list of unique analysis codes identifying these groups.
- 4 For each customer and item group, determine how to select members using the conditions available in Analysis Code Selection Maintenance (1.8.4).
- 5 Consider the usefulness of combining analysis codes into hierarchical pricing structures. All attributes of child analysis codes are inherited by the associated parent analysis code.
- 6 Create a visual diagram of how to link analysis codes.
- 7 Review and modify.

## Create and View Analysis Codes

### Best Pricing Setup



- Analysis Codes
  - **Create & View Analysis Codes**
  - Create & View Analysis Code Conditions
  - Create & View Analysis Code Links
  - Build Tables Based on Analysis Codes
- Price Lists
- Pricing Control
- Sales Quote Control
- Sales Order Control
- Volume Discounts

BP-SU-060

Before beginning to create categories with analysis codes, refer to [Item Browse/Inquiry \(1.6\)](#), or [Customer Browse/Inquiry \(2.1.2\)](#) to see a listing of item or customer numbers (nodes).

Creating analysis codes is the first step in using pricing functionality. They are used in conjunction with the [SO/SQ/RMA Issues Pricing Menu \(1.10.1\)](#).

## Analysis Codes

### Analysis Code Maintenance

Customer or Item are the two types of analysis codes

Used to group customers or items by characteristics that will influence pricing

BP-SU-070

- Allow grouping of customers or items into categories
- Are based on similar characteristics, such as region, salesperson, or item number
- Categories created by analysis codes impact pricing structure established for customers
- A combination of characteristics can be used to determine discounts and pricing
- Link analysis codes together to form analysis code sets

When an analysis code is assigned to a price list, the price list is restricted to the customers or items belonging to that analysis code.

**Note** If customer code or item code field on a price list record is blank, all customers or items qualify for the price list.

### Analysis Code Maintenance

**Type.** Enter Item or Customer to specify analysis code type for which you want to build analysis code detail records.

**Code.** An alphanumeric code that will be used to identify a group of customers or items

- Provides a means of grouping nodes (customers or items)

**Description.** Descriptions of analysis codes print on most reports and inquiries, as space permits.

*Active.* Enter Yes or No to indicate if this is an active analysis code. If an Analysis Code is not active, you will get a warning when you create a price list with this analysis code.

## Analysis Code Inquiry

# Analysis Code Inquiry

Type	Analysis Code	Description	Active
Customer	Distributor	Licensed Distributor	Yes
Customer	End User	Direct Sale Customer	Yes
Customer	Off Island	Customers Elsewhere	Yes
Customer	On Island	Customers on Puerto Rico	Yes
Customer	Retail	Retail Outlet	Yes
Item			Yes
Item			Yes
Item			Yes

Analysis Code Inquiry is primarily used to answer specific questions about analysis codes.


- Specify analysis code type to view analysis code detail records
- Enter the analysis code created previously in Analysis Code Maintenance (1.8.1)

## Create and View Analysis Code Conditions

### Best Pricing Setup



- Analysis Codes
  - Create & View Analysis Codes
  - **Create & View Analysis Code Conditions**
  - Create & View Analysis Code Links
  - Build Tables Based on Analysis Codes
- Price Lists
- Pricing Control
- Sales Quote Control
- Sales Order Control
- Volume Discounts

 BP-SU-090

Items and customers must be categorized in order to efficiently set up a price list to apply to specific items and customers.

Once categories are created, determine the items and customers that belong to it by selecting them or by establishing rules based on database field values.

## Analysis Code Selection Maintenance

# Analysis Code Selection Maintenance

Analysis Code Selection Maint

Go To Actions Copy Print Preview

Type: Item  
Code: AC-1 Consumable Items

Condition Field: Break Category

Wildcard: \*

From: SUPPLIES  
To: SUPPLIES

\* implies all - an alternative method for selecting a range of item or customer numbers

QAD BP-SU-100

Use Analysis Code Selection Maintenance to define how members are selected to be included in a group.

### Type.

- Customer
  - Bill-to
  - Class
  - List Type
  - Number
  - Region
  - Salesperson 1
  - Salesperson 2
  - Site
  - Sort Name
  - Type
  - User Field 1
  - User Field 2
- Item

- Article
- Break Category
- Buyer/Planner
- Description 1
- Description 2
- Group
- Item Number
- Product Line
- Site
- Type
- User Field 1
- User Field 2

*Condition.*

- Selections are based on the Condition field which is set to certain field names
- Analysis Codes can have several conditions; but, you can only establish one at a time
- Once the menu is complete, use the same procedure and analysis code, but
  - Use another condition and item or customer code to create another type of rule
  - The Wildcard, From, and To fields are used to choose records for the analysis code

**Note** If multiple qualifying conditions are selected, the system uses AND logic to select only those records meeting both conditions (for example, Region = nw AND Salesperson 1 = BJD).

*Wildcard.*

- Selects items matching a string of characters and a wildcard character (period or asterisk)
  - A period (.) in a given position matches any character for that specific position

**Example** 3.00 matches 3100, 3200, 3300

- An asterisk (\*) in a given position matches any string of characters for that position

**Example** 35\* matches 3510, 350, 35950

Once condition is selected, use the Wildcard and the From and To fields to specify the value in the field on the Master File. This allows you to be very specific in establishing your rules.

- To check your selection criteria, use the Analysis Code Selection Inquiry (1.8.5)
  - Displays all the relationships and categories of types and codes you selected
- The rules you define will not take effect until you run the Analysis Code Detail Build (1.8.19)

**Note** If you want multiple ranges, create two Analysis Codes and link them. The wildcard works with the From and To Code fields, so nodes must meet all three criteria before the Analysis Code applies.

*From.* The beginning range of the condition field to include for this analysis code.

*To.* This specifies the ending range of the condition field to include for this analysis code. If left blank, this defaults to the last code in your database.



## Create and View Analysis Code Links

### Best Pricing Setup

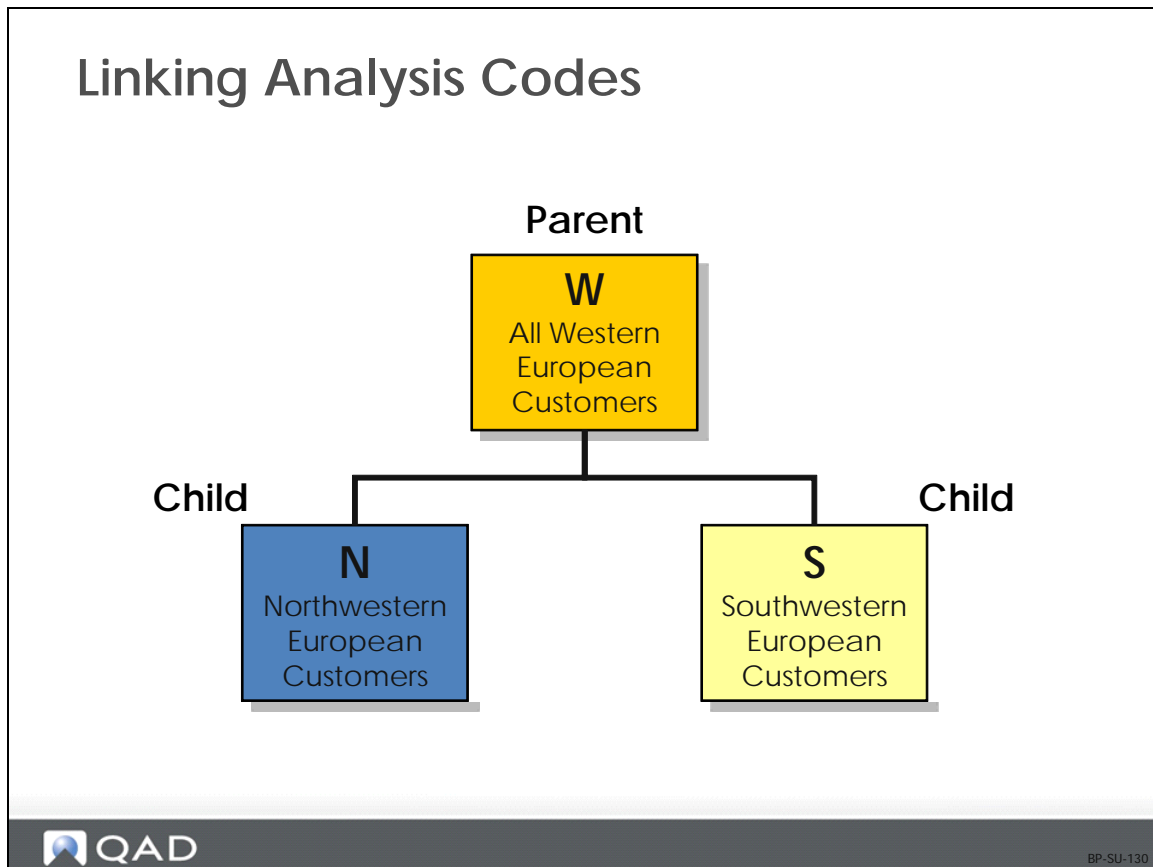


- Analysis Codes
  - Create & View Analysis Codes
  - Create & View Analysis Code Conditions
  - **Create & View Analysis Code Links**
  - Build Tables Based on Analysis Codes
- Price Lists
- Pricing Control
- Sales Quote Control
- Sales Order Control
- Volume Discounts

 BP-SU-120

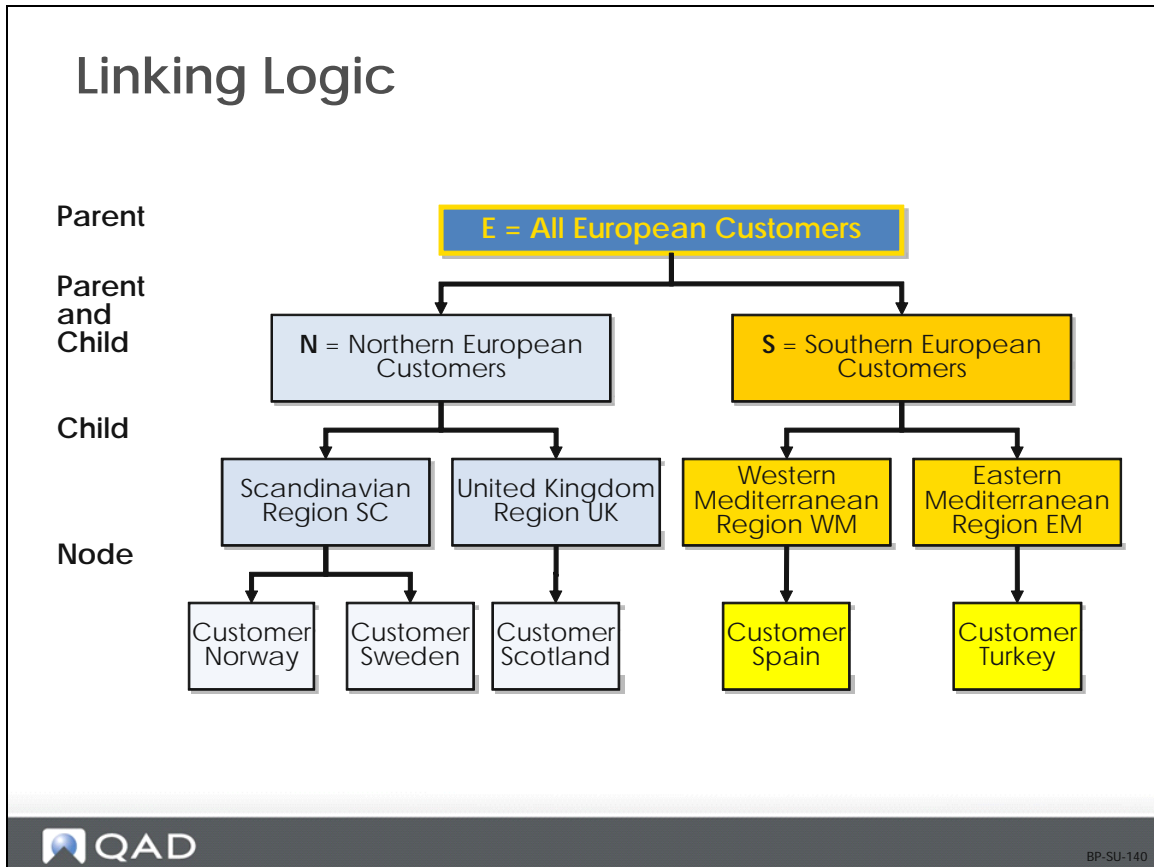
- Linking analysis codes joins existing analysis codes together to create larger and more complex analysis code groupings.
- Analysis code links can be viewed in two ways
  - Analysis Code Link Inquiry (1.8.8)
  - Analysis Code Where-Linked Inquiry (1.8.9)

## Linking Analysis Codes



- Organize customers and items into hierarchies
  - Item analysis codes can be linked only to other item codes

## Linking Logic



Analysis Code Linking Uses *OR* Logic

If Code E links with Code N and Code S, any customer meeting the Code N criteria or the Code S Criteria is included in Code E. Analysis code E selects all records from both Code N and Code S.

## Analysis Code Link Maintenance

# Analysis Code Link Maintenance



BP-SU-150

- Create analysis code to be linked by entering
  - Type of code (item or customer)
  - Analysis code
  - Analysis code to be linked
- Run analysis code detail build
  - Creates the analysis code cross-reference file

### *Linked Code.*

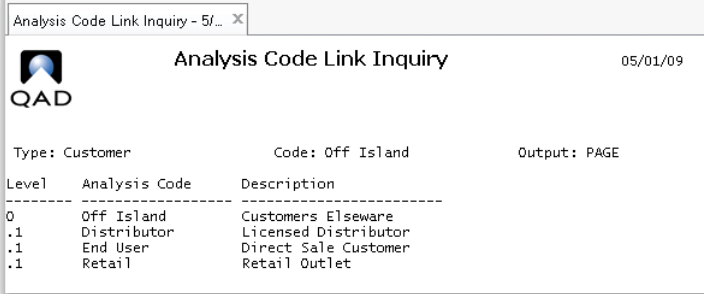
- Code you want to link your analysis code to (must be an existing Analysis Code)
  - Linking a code includes all of the nodes attached to the linked code
  - Think of this linked code as the child in relationship to the parent code

*Description.* This description displays in the inquiry screens.

**Note** A regeneration needs to be run if automatic regeneration of analysis codes for items and customers is turned off in the Pricing Control (1.10.1.24)

## Analysis Code Link Inquiry

# Analysis Code Link Inquiry

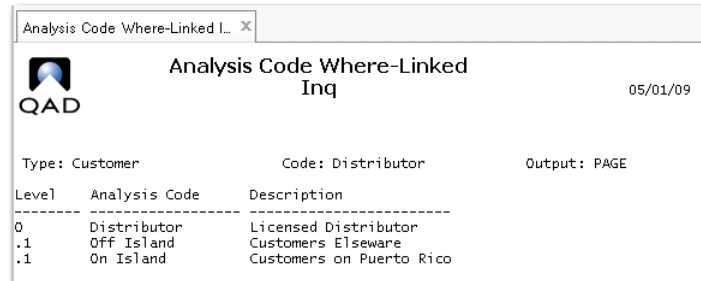


Level	Analysis Code	Description
0	Off Island	Customers Elsewhere
.1	Distributor	Licensed Distributor
.1	End User	Direct Sale Customer
.1	Retail	Retail Outlet

Use Analysis Code Link Inquiry and Analysis Code Where-Linked Inquiry (1.8.9) to look at all linked analysis codes.

## Analysis Code Where-Linked Inquiry

# Analysis Code Where-Linked Inquiry



Level	Analysis Code	Description
0	Distributor	Licensed Distributor
.1	Off Island	Customers Elseware
.1	On Island	Customers on Puerto Rico




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- Specify analysis code type (item or customer)
- Enter analysis code created previously in Analysis Code Maintenance (1.8.1)

## Build Tables Based on Analysis Codes

### Best Pricing Setup



- Analysis Codes
  - Create & View Analysis Codes
  - Create & View Analysis Code Conditions
  - Create & View Analysis Code Links
  - **Build Tables Based on Analysis Codes**
- Price Lists
- Pricing Control
- Sales Quote Control
- Sales Order Control
- Volume Discounts


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### Build Program Output

- The build program generates detailed code links using
  - Analysis Code Maintenance (1.8.1)
  - Analysis Code Selection Maintenance (1.8.4)
  - Analysis Code Link Maintenance (1.8.7)
- Run a build:
  - Whenever rules or links are changed
  - When new codes are created
  - Periodically to pick up new items and customers


**Note** The build process can be run on-line, but running it in batch mode is recommended.

## Analysis Code Detail Build

### Best Pricing Setup



- Analysis Codes
- Price Lists
- **Pricing Control**
- Sales Quote Control
- Sales Order Control
- Volume Discounts


BP-SU-390

- Build the data by analysis code type (item or customer)
- Create analysis code cross-reference file (based on defined analysis code rules and links)
- Build a table of items or customers for each analysis code
- System creates a report with all analysis codes and shows if code is active or inactive
- The Nodes Exploded field shows current number of items or customers processed

Pricing Control (1.10.1.24) has an option to set Automatic Build for customers or items. However, the build program must still be run if:

- Changes are made to customer and/or item records
- Analysis codes or linkages are added, changed, or deleted
- Condition fields for analysis codes are changed

**Note** This utility must be completed in its entirety. Interrupting it can cause price lists that use analysis codes to become ineffective.

## Analysis Code Detail Maintenance

### Analysis Code Detail Maintenance

Analysis Code Detail Maintena... x

Go To Actions Copy Print Preview


Type: Item

Analysis Code: AC-1 Consumable Items

Update Parent Codes:

Sel	Node	Description
*	01011	Supplies Kit
*	01012	Sterile Probe Covers, 20 One time use
*	01013	Sterile Wipes, Box of 50
*	01021	Surgical Kit
*	03011	Assortment - Pump 11 Refill, Medical
*	03012	Multi-Pak 2.5l Bottles Medical

Sel Node Description


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**Type.** Specify which analysis code type (Item or Customer) you want to build analysis code detail records for.

**Code.** Enter the analysis code that you created previously in Analysis Code Maintenance (1.8.1).

**Update Parent Codes.** Determines whether or not any changes made at the current level of analysis code to node relationship should reflect up the hierarchical chain of parent codes.

- Yes = on each change to each node, the hierarchical link (if such exists) is exploded and all related analysis codes (parents) where the node is linked will be maintained to reflect the change occurring at the current level. Only parent analysis codes are maintained. If the analysis code entered has any subordinate codes, these will not be updated.
- No = no such updating of parent codes occurs.

**Note** This feature makes the maintenance of analysis code nodes easier when there are many parent code relationships. Without this feature, node maintenance would be a manual process.

## Exercise: Set up Analysis Codes

Quality Manufacturing International Inc. (QMI) provides disinfectant products for home and institutional use. Its line of disinfectants are marketed under brand QFresh and are available in non-concentrate or concentrate, in individual bottles or assortments through QMI and leading retailers worldwide.

**Table 3.1** QFresh Disinfectants Pricing and Packing Options

Item Number	Description	Price
03031	Assortment—0.25L Pump (non-concentrate) and 1L Refi II (concentrate)	\$ 8.99
03032	Assortment—Two 0.5L Bottles (concentrate)	\$ 8.99
03033	Assortment—Four 0.5L Bottles (concentrate)	\$16.00
03120	0.25L Pump Dispenser (non concentrate)	\$ 3.25
03121	0.5L Bottle (concentrate)	\$ 4.15
03122	1L Refi II Bottle (concentrate)	\$ 6.99

QMI just launched a marketing campaign to promote the sales of its QFresh scented disinfectant products with an aggressive pricing policy:

- From now till the end of next month, all QFresh disinfectant buyers can enjoy a discount of 10%.
- The standing pricing policy for wholesaler customers is 15% off for all products if they order a quantity of 100 or more. They can also enjoy the 10% promotional discount in addition to the wholesalers discount during the promotional period.
- For all customers, if their order amount reaches just 1000 USD during the promotional period, they can immediately enjoy the 30-60-90 credit term for the order, which allows them to complete the payment in three stages: 40% in first month, 30% in the second month, and the remaining 30% in the third month.

Before setting up the pricing policy, we need to create analysis codes for items and customers first.

- 1 Use Pricing Control (1.10.1.24) to configure global pricing settings.
  - Set Discount Combination Type to Additive since we will have the system add the promotional discount to the wholesalers discount before calculating the price.
  - Turn off all Automatic AC Regen for both customers and items so as not to lower system performance.
  - Make sure the system prices both QO and SO by line.
  - Leave the rest of the fields as is.
- 2 Set up analysis code for QFresh products.
  - a Since the promotional pricing are only targeted at the QFresh brand disinfectants, let us identify these products through the price break category. Use Item Master Maintenance (1.4.1) to set Price Break Category to QFresh for all scented disinfectants (item 03031 through 03122).
  - b Create an item type analysis code QFresh for QFresh products using Analysis Code Maintenance (1.8.1).

- c** Set up selection rules for the QFresh analysis code using Analysis Code Selection Maint (1.8.4).

Field	Data
Type	Item
Code	QFresh
Condition Field	Break Category
Wildcard	*
From	QFresh
To	QFresh

- d** Since we turned off automatic analysis code generation for both items and customers, we need to manually build tables based on analysis codes using Analysis Code Detail Build (1.8.19).

Field	Data
Type	Item
Output	Item

- e** View the resultant details for the item type analysis code QFresh in Analysis Code Detail Inquiry (1.8.14). All QFresh disinfectant items should be listed.

**3** Set up analysis code for QMI wholesaler customers.

- a** Create a customer type analysis code WHSL for QMI wholesaler customers using Analysis Code Maintenance (1.8.1).
- b** Set up selection rules for the WHSL analysis code using Analysis Code Selection Maint (1.8.4).

Field	Data
Type	Customer
Code	WHSL
Condition Field	Type
Wildcard	*
From	WHSL
To	WHSL

- c** Since we turned off automatic analysis code generation for both items and customers, we need manually build tables based on analysis codes using Analysis Code Detail Build (1.8.19).

Field	Data
Type	Customer
Output	Customer

- d** View the resultant details for the item type analysis code WHSL in Analysis Code Detail Inquiry (1.8.14). All customers with type WHSL should be listed.

**4** Review details of the analysis codes you just set up using Analysis Code Report (1.8.17), as well as other analysis codes already set up in the system.

## Price Lists

### Best Pricing Setup



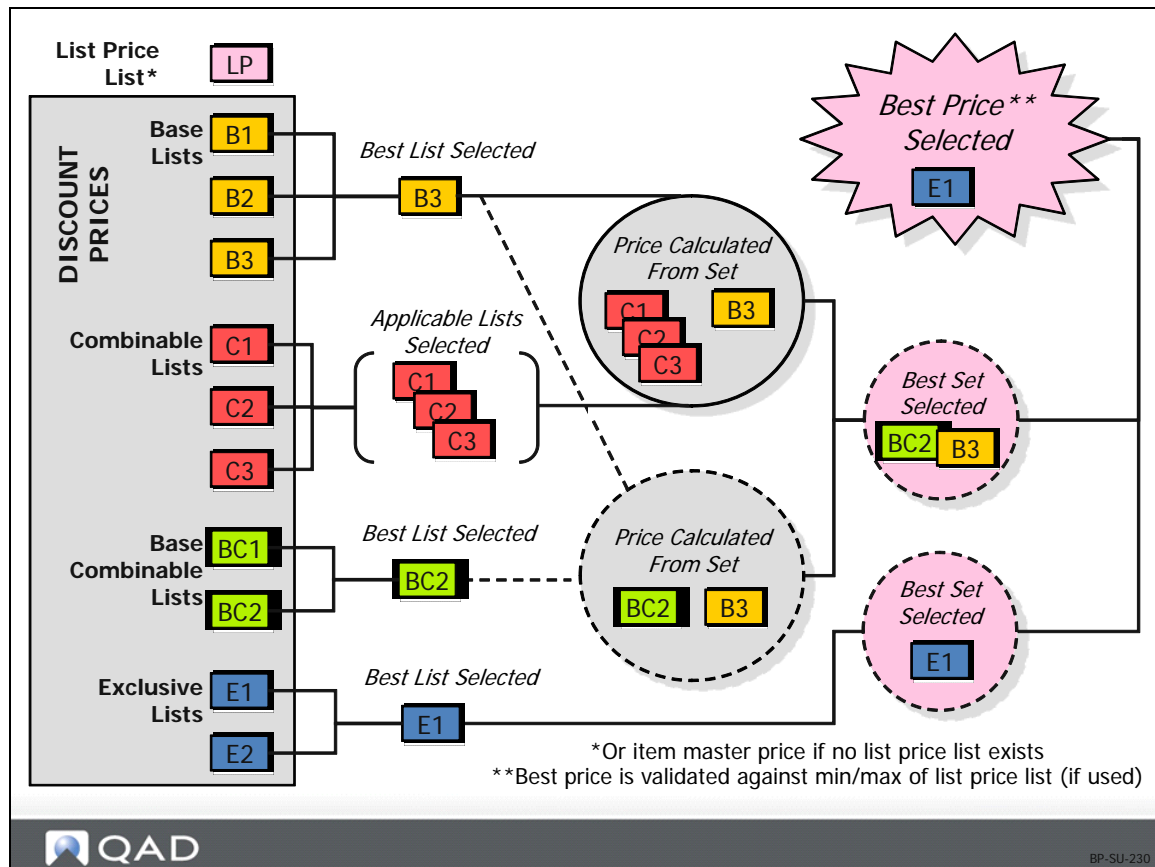
- Analysis Codes
- **Price Lists**
- Pricing Control
- Sales Quote Control
- Sales Order Control
- Volume Discounts

 BP-SU-210

A price list defines all the information necessary to correctly price an item for a customer.

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

## How Best Pricing Works



When implementing sales order pricing using price lists, consider your pricing practices and needs. Some of these were outlined above.

See in this training guide: *Best Pricing Determination Examples* on page 12

As shown here, the system uses a complex process to determine best pricing.

**Note** Different types of price lists can be defined, and are processed in different ways. After reviewing the different types of best pricing, we will revisit this illustration and discuss it in more detail.

See in this training guide: *How Best Pricing Works – Revisited* on page 79

## Price List Maintenance

### Price List Maintenance - Price Break Category

Price List Maintenance

Go To Actions Copy Print Preview Attach

Currency: USD Unit of Measure: EA

Price List: 10AUTO1

Customer/Analysis Code: All

Item/Analysis Code: 02200 Motor Asm 8 Way Seat Adj

Currency: USD ----- Item Data -----

Unit of Measure: EA Price: 50.00 USD

Start: GL Cost: 19.12184 USD

Expire Date: Site: 10-200 Stock UM: EA

Description: Automotive Discount 50%

Amount Type: Discount %

Quantity Type: Quantity

Comb Type: Combinable

Minimum Order: 0.00

Max Quantity: 0.0

Break Cat:

Config Disc:

Manual:

Max Orders: 0

Disc Sequence: 10.0

Print:

Promotion Type:

Promotion:

Cost Set:

Comments:

QAD BP-SU-240

### Price Break Category

- Price break categories let you assign volume price breaks for multiple items
  - Discounts can be calculated based on the quantity or amount ordered on multiple lines of a sales order or quote
- Item break category is used to categorize or group the items that need to be accumulated together to get a better quantity break
  - If a break category is designated, it displays in Item Master Maintenance (1.4.1)
- Because price lists may be measured in terms of break categories, consider how items will be grouped
  - Break categories can be set to match other item numbers – the item with the break category adds to the quantities of the other item, but would not receive the price benefits itself
- It may be necessary to set some items so the break categories match the item number, depending on how price lists are set up

#### *Break Cat.*

- If left blank (default), quantity of qualifying item is used
- If a break category is specified, only amounts of that break category are considered for the price list – it is possible that this quantity could be zero

- A line qualifies if the break category in the Item Master file matches the break category on
  - A selected price list
  - Another line item on the same order
- Name price break categories as you like, but make sure that you enter the same names on price lists and other items
- Enter break categories in Price List Maintenance (1.10.1.1) and Item Master Maintenance (1.4.1)

## Item Master Maintenance

### Item Master Maintenance - Price Break Category

The screenshot shows the QAD Item Master Maintenance interface for Item 02200. The interface includes a navigation bar with 'Go To', 'Actions', 'Copy', 'Print', 'Preview', and 'Attach'. Below the navigation bar, the item details are displayed:

- Item: 02200, Item Number: 02200, Description: Motor Asm 8'Way Seat Adj
- Unit of Measure: EA
- Item Data:
  - Prod Line: 10, Item Type: FINGOOD, Drawing: 1A1
  - Added: 1/1/2008, Status: ACTIVE, Revision: 2
  - Design Group: PRODMGMT, Group: Seat, Drawing Loc: , Size:
  - Promo Group: , Price Break Category: Alloy (highlighted in red)
- Item Inventory Data:
  - ABC Class: , Average Interval: 90
  - Lot/Serial Control: , Cycle Count Interval: 120
  - Site: 10-200, Shelf Life:
  - Location: 010, Allocate Single Lot:
  - Location Type: , Key Item:

The QAD logo is visible in the bottom left corner, and the document ID BP-SU-250 is in the bottom right corner.

Almost every function uses item numbers, so the item master record is important.

*Price Break Cat.* Determine prices based on combined quantities of multiple items

- Assign a price break category to
  - A price list that an accessory item belongs to
  - The item master of an accessory item's principal item
- The price of the accessory item is based on the quantity of the end item

### Accessory Pricing Based on an End Item Break Category

#### Example

- 1 100 green bicycles are ordered on line 1
- 2 100 red bicycles are ordered on line 2
- 3 200 bicycle reflectors are ordered on line 3
  - The bicycles should be priced based on the total quantity of bicycles sold
  - The reflectors should receive a quantity price break based on the 200 bicycles ordered
  - The bicycles should not receive a quantity price break based on the 200 reflectors

To implement this scenario, three items are needed in the item master: red bicycles, green bicycles, and reflectors, then

- Designate the category for both the red and green bicycles in the break category field
- Leave the break category for the reflectors blank on the item master
- Set up two price lists, one for the generic category of bicycles and one for the accessory item

The price list for the pricing of bicycles by total quantity ordered requires the same designation in the break category field that was used on the item master.

- Use a pricing table to set the discounts for total quantity of only bicycle purchases

- The price list for the reflectors references:

The reflector item number in the Item Code field and

Bikes (or another designation) in the price list break category field

Use the pricing table for this price list to set discounts on the selling price of reflectors based on the total number of bicycles ordered, and set the quantities to accumulate within one order or across all open orders.

## Price List Maintenance

### Price List Maintenance - Amount Types

The screenshot shows the 'Price List Maintenance' window with the following details:

- Price List: 10AUT01
- Customer/Analysis Code: All
- Item/Analysis Code: 02200
- Motor Asm 8 Way Seat Adj
- Currency: USD
- Unit of Measure: EA
- Description: Automotive Discount 50%
- Amount Type: Discount %
- Quantity Type: Quantity
- Comb Typ: Combinable
- Minimum Order: 0.00
- Max Quantity: 0.0
- Break Cat:

The 'Price List Amount Types' dropdown menu is open, showing the following list:

Amount Type	Code
Discount %	2
Discount Amt	9
Freight List	7
Freight Terms	6
List Price	1
Mark-up	3
Net Price	4

In determining 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. Thus, using price lists allows for multiple discount or promotional pricing schemes.

- Discounts and list prices must be in the same currency as the order currency

*Price List.* Enter a name or number for a price list.

*Customer/Analysis Code.* This can be one of the following:

- An Analysis Code that applies to customers
- A specific sold-to customer
- Blank to apply the price list to all customers

*Item/Analysis Code.* This can be one of the following:

- An Item Number
- An Analysis Code
- Blank to apply the price list to all items

*Currency.* Discount table price list codes identify a pricing structure – one defining specific prices, discounts, and markups at different quantity levels.

- Type P (price) discount tables
  - May 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
  - Define a base price for the item, rather than using Item Master Maintenance (1.4.1)
- Each customer can be assigned both a
  - Price table (L type price lists)
  - Discount table (D, M, or P type price lists)

**Note** These lists provide the default for customer orders other than sales quotes, sales orders, and RMA issue lines. The prices derived from these tables may be changed on individual order lines.

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

*UM.* The unit of measure associated with this price list structure. This field may be left blank if the pricing applies to any unit of measure.

*Start.* The first day this price list is effective. If left blank, the price list is effective for any date prior to the expiration date.

*Expire.* The last day this price list is effective. The date must be greater than or equal to the start date. If left blank, it implies no expiration.

*Description.* A short description of this price list. The description is printed on customer documents (sales orders and invoices) if the print flag = Yes. Optional field; may be left blank.

## Price List Maintenance – List Price

Price List Maintenance

Go To Actions Copy Print Preview Attach

Currency: USD Unit of Measure: EA

Price List: 10AUT01

Customer/Analysis Code: All

Item/Analysis Code: 02200 Motor Asm 8 Way Seat Adj

Currency: USD

Unit of Measure: EA

Start:

Expire Date:

Description: Automotive Discount 50%

Amount Type: Discount %

Quantity Type: Quantity

Comb Type: Combinable

Config Disc:

Manual:

Max Orders: 0

Disc Sequence: 10.0

Print:

Minimum Order: 0.00

Max Quantity: 0.0

Break Cat:

Promotion Type:

Promotion:

Cost Set:

Comments:

List Price amount type price lists are the foundation for the pricing logic. They must be set up with a Comb Type of combinable



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### Amount Type.

- Amount Type field of Price List Maintenance (1.10.1.1) determines type of discount:
  - Discounts are percentages taken from the list price (as specified in the item file)
  - Markups are percentages added to the item cost at the order site
  - List price tables provide pricing history and set minimum/maximum prices allowed
  - List price amount type price lists are the foundation for the pricing logic

**Note** List Price Amount Type price lists must be set up with a Comb Type of combinable.

- Amount type selection also determines
  - Which discount table frame appears during price list creation
  - Whether price-list-specific GL information can be entered
- Amount types control information entered for the price list and how this information is used
  - Credit Terms
  - Freight Terms
  - Freight List
  - Accrual

**Note** The accrual price list works like discount price lists, except that instead of reducing a list price by a percentage, it causes a percentage of the net price to be accrued into a specific account, without affecting the calculation of the net price.

*Qty Type.*

- Type of quantity to be used in determining quantity breaks in the price list detail
  - If quantity type = quantity, price breaks are determined by the number of items ordered
  - If quantity type = amount, price breaks are based on the total extended list price of items

*Comb Type.* The best possible new price of a line item is determined by considering multiple discounts and combining various discounts. Multiple price lists can apply.

The system considers the following to determine which is the best price to use:

- Base
  - Base price lists are exclusive of other base price lists
- Combinable
  - Intended to combine with one another and with base price lists
- Base combinable
  - Not intended to combine with any other price lists except for base price lists
- Exclusive
  - Totally exclusive and may not be combined with any other price lists
- Mark-up and net price lists must be of combination type Base or Exclusive
- List Price Tables provide pricing history and set minimum/maximum prices
  - The list price Amount Type price lists must be set up with a Comb Type of combinable
- Amount type Accrual Price lists can be created with
  - Any valid COMB TYPE of the Accrual type price list OR
  - The other amount type(s) price lists

**Note** The COMB TYPE is ignored since the Accrual type price list does not affect the calculation of the best net price.

*Min Net Order.* The minimum order amount required for this price list is used to set different prices at different order quantities.

**Example** You may offer a 10% discount on sales of 0 to 99 units and a 15% discount on sales of 100 units or more.

15 different levels are allowed for each type of price list (specific prices, discounts, or markups). Each price list must contain at least one price.

**Note** If the Minimum Net Order is not satisfied, the system issues a warning.

Enter levels in ascending sequence. If offering a 10% discount on sales of 0 to 99 units and a 15% discount on sales of 100 units or more, you would enter the [D]iscount price list as:

- Min Qty: [0]
- Amount: [10]
- Min Qty: [100]

- Amount: [15]  
System interprets this as 0 to 99, discount 10% and 100 to 9999999, discount 15%

#### *Max Quantity.*

- Maximum quantity used as a ceiling. This field and quantity type are tied together; can be quantity or amount.
  - Default is zero (if zero, it is not used)
  - If the quantity of a given item exceeds maximum quantity, the price list will not be used

**Note** Max Qty does not work with a price list with an amount type of List Price. Entering a Max Qty for a price list with an amount type of List Price will have no effect.

#### Break Cat

Because price lists may be measured in terms of break categories, consider how items will be grouped.

- Quantity breaks are in the price list unit of measure if the unit of measure is blank on price list
- You must specify which customer is the pricing customer
  - If there's a customer master record, the ship-to customer becomes the pricing customer
  - Otherwise, the sold-to customer is the pricing customer
- Item break category groups items together to get a better quantity break
  - If a break category is designated, it displays in Item Master Maintenance 1.4.1
  - Only quantity or amounts of that break category are considered for the price list

**Note** It is possible that this quantity could be zero.

- Break categories can be set to match other item numbers
- It may be necessary to set some items so the break categories match the item number

#### *Config Disc.*

- If Yes, the price applies to everything in a configured product when pricing a configured item
- If No (default), the price list is applied only against the component that qualifies

**Note** If not pricing a configured item, this field is ignored.

#### Manual

- If Manual = Yes, the price list name must be entered in the Manual Price List field in
  - Sales Order
  - Sales Quote
  - What-if
  - Other inquiries or procedures where this field may display
- Other price list criteria and best pricing logic still apply
  - Specifying a manual price list does not ensure that a manual price list will be applied

**Note** Only one manual price list can be specified at a time.

### Max Orders

The number of times this pricing is to be used (only for reference)

- To see how often this list is used
  - Review the price history report or
  - Price Lists by Customer Inquiry (1.10.1.5)

**Note** This field is normally used with manual price lists when use of a specific price list is limited (such as first-time buyers, once a year sales, etc.). When the price list has been used the allowed number of times, it should be disabled by setting the price expiration date.

## Price List Maintenance - Mark-Up

Price List Maintenance x

Go To Actions Copy Print Preview Attach

Currency: CNY Unit of Measure:

Price List: CPL1

Customer/Analysis Code: All

Item/Analysis Code: AC-1 Consumable Items

Currency: CNY ----- Item Data -----

Unit of Measure: Price: 0.00

Start: 1/1/2008 GL Cost: 0.00

Expire Date: Site: Stock UM:

Description: Special Disc Markup

Amount Type: Mark-up

Quantity Type: Quantity

Comb Type: Exclusive

Config Disc:

Manual:

Max Orders: 0

Disc Sequence: 10.0

Print:

Promotion Type:

Promotion:

Cost Set:

Comments:

Minimum Order: 1.00

Max Quantity: 10,000.0

Break Cat: SUPPLIES



BP-SU-280

### Markup

- A price list may be set up with an amount type of Markup
- Markups are percentages added to the item cost at the order site
- Markup Type price lists must be Comb Type: Base or Exclusive

## Price List Maintenance - Discount Sequence

Price List Maintenance x
Go To Actions Copy Print Preview Attach

Currency: CNY Unit of Measure:

---

Price List: CPL1

Customer/Analysis Code: All

Item/Analysis Code: AC-1 Consumable Items

Currency: CNY ----- Item Data -----

Unit of Measure: Price: 0.00

Start: 1/1/2008 GL Cost: 0.00

Expire Date: Site: Stock UM:

---

Description: Special Disc Markup Config Disc:

Amount Type: Mark-up Manual:

Quantity Type: Quantity Max Orders: 0

Comb Typ: Exclusive Disc Sequence: 10.0

Minimum Order: 1.00 Print:

Max Quantity: 10,000.0 Promotion Type:

Break Cat: SUPPLIES Promotion:

Cost Set:

Comments:


BP-SU-290

### *Disc Sequence.*

- Default is 10
- When multiple price lists are combined, this field controls discount amount allocation
- Discounts are applied in order of discount sequence

**Note** This is not important for determining the net price; however, it is important for determining the amount posted to the G/L for each Price List.

**Example** If a 20% discount and a 30% discount apply to a \$200 item and the 20% discount had a lower sequence number, that price list would get a discount amount of \$40 (200 x .20), and the 30% discount would receive a discount amount of \$48 (160 x .30).

- Ignore discount sequences if you are using
  - Additive (added) discount combinations rather than cascading (multiplied), or
  - If you are not using the price list accounts
- Price lists with the same sequence number have discounts divided equally
  - In the example given above, both price lists would get a discount amount of \$44
- Manual discounts are assigned a discount sequence of 999
- More important discounts should get lower sequence numbers
- Discount sequences control how the costs of discounting are distributed
  - Think carefully about their set-up

**Note** Although discount sequences are independent of price list combinations types, make sure that your base type price lists have lower sequence numbers than combinable and non-combinable price lists.

**Print.** Yes (default) or No. Indicates whether this price list should be shown on printed documents.

**Note** When documents are printed, you indicate whether discount information is printed at all. Even if this is Yes, only those price lists with the print flag = Yes will print. Also, the print flag is stored in price history. Changing this flag will not affect documents that have already been priced.

**Cost Set.** Cost set codes identify specific groups of product costs and must be unique

- If specified, item costs associated with this cost set are used as a basis for mark-up prices
  - If left blank, standard GL costs are used
  - If no price is found for an item, the price list is ignored

**Note** Price List Maintenance has a Promotion Type and Promotion field on the screen. These fields are maintained by Advanced Pricing Management (APM). Price List Maintenance cannot update or delete price lists generated by APM.

Accrual

## Price List Maintenance - Accrual

The screenshot displays the 'Price List Maintenance - Accrual' window. At the top, there is a title bar and a menu bar with options like 'Go To', 'Actions', 'Copy', 'Print', 'Preview', and 'Attach'. Below the menu bar, there are dropdown menus for 'Currency: CNY', 'Unit of Measure', and 'Account: 4200'. The main area is divided into several sections:

- Price List:** CPL1
- Customer/Analysis Code:** All
- Item/Analysis Code:** AC-1
- Currency:** CNY
- Unit of Measure:** (blank)
- Start:** 1/1/2008
- Expire Date:** (blank)
- Consumable Items:** (checked)
- Item Data:** (blank)
- Price:** 0.00
- GL Cost:** 0.00
- Site:** (blank)
- Stock UM:** (blank)

Below the main fields, there are two sections for 'Discount' and 'Accrual'. The 'Discount' section has fields for 'Account: 4200', 'Cons', and 'Project'. The 'Accrual' section, which is highlighted with a red box, has fields for 'Account: 1475', 'Cons', and 'Project'. Each field has a magnifying glass icon next to it.

BP-SU-300

- Posting of accrual amounts is in addition to the normal transaction amounts posted
- Accrual and expense account numbers are specified in the GL Information frame

## Price List Maintenance - Accrual

Price List Maintenance
Go To Actions Copy Print Preview Attach

Currency: USD
Unit of Measure: EA

Price List: 10AUT02

Customer/Analysis Code:	All
Item/Analysis Code: 02200	Motor Asm 8 Way Seat Adj
Currency: USD	----- Item Data -----
Unit of Measure: EA	Price: 50.00 USD
Start:	GL Cost: 19.12184 USD
Expire Date:	Site: 10-200 Stock UM: EA

Min Qty	Accrual Percent	Min Qty	Accrual Percent
50.0	2.0		

Min Qty:	100.0	Accrual Percent:	2.5
----------	-------	------------------	-----

BP-SU-310

### Min Qty

Discount quantities are calculated by specifying minimum quantity or amount.

## Price List Maintenance – Credit Terms

The screenshot shows a software window titled "Price List Maintenance" with a menu bar containing "Go To", "Actions", "Copy", "Print", "Preview", and "Attach". Below the menu bar, there are dropdown menus for "Currency: USD", "Unit of Measure: EA", and "Credit Term".

The main content area displays the following information:

- Price List: 10AUT03
- Customer/Analysis Code: All
- Item/Analysis Code: 02200 Motor Asm 8 Way Seat Adj
- Currency: USD
- Unit of Measure: EA
- Start:
- Expire Date:

Below this information is a table with two columns: "Min Qty" and "Credit Terms".

Min Qty	Credit Terms
25.0	2-10/30
50.0	30-60
100.0	30-60-90

At the bottom of the window, there is a "Min Qty" input field with the value "100.0" and a "Credit Terms" field with the value "30-60-90".



BP-SU-320

### Credit Terms

- Credit terms are specified for an order or quote, independent of other discounts
- There can only be one set of credit terms for the entire order

**Note** The terms set last are the ones that apply

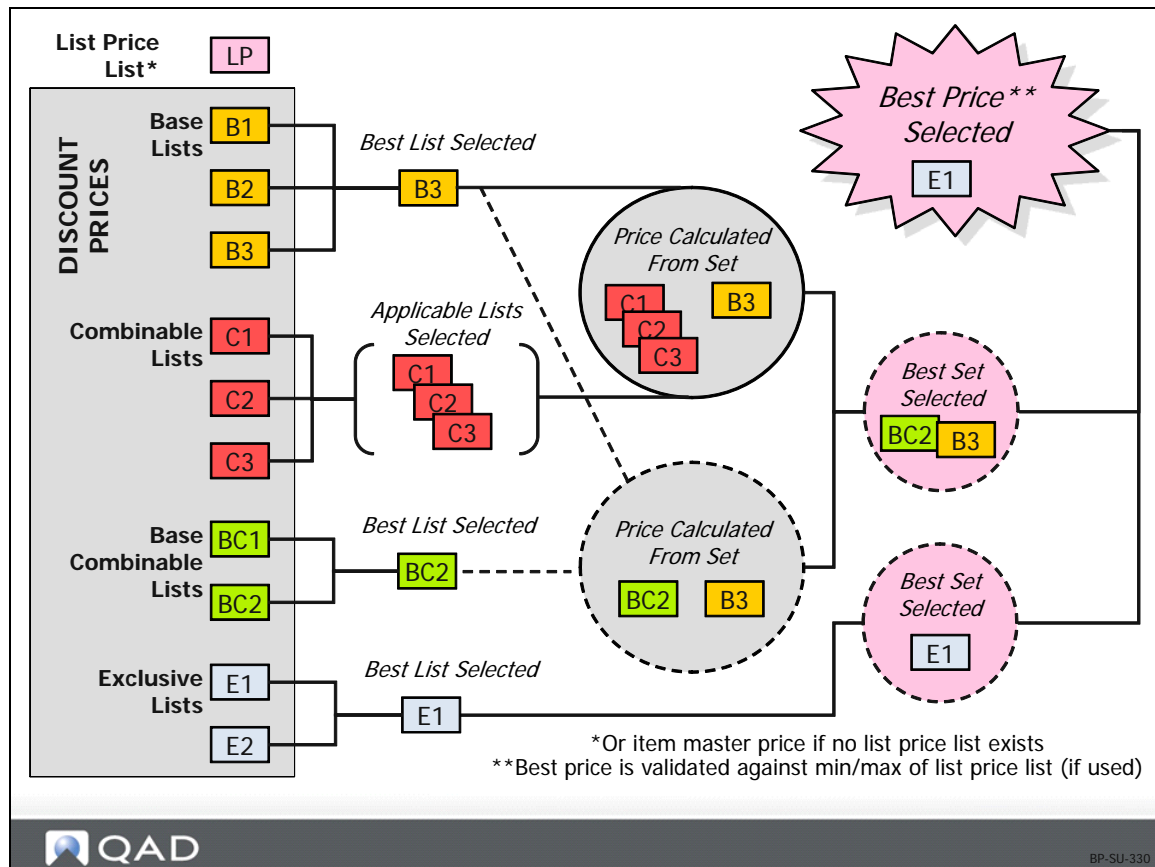
### Freight List

- A freight list is specified for an individual order or quote line item, independent of discount

### Freight Terms

- Freight terms are specified for an order or quote, independent of discount

## How Best Pricing Works – Revisited



## How QAD Enterprise Applications Uses Price Lists

In best pricing, multiple discounts are considered and applicable discounts are combined to determine the best possible net price for a line item, as illustrated above. Multiple price lists may apply. The best discount is the:

- Best base price plus all combinable discounts, *or*
- Best base price plus the best base combinable price list, *or*
- Best exclusive price list

When the system has found all qualifying price lists, it then determines what combinations result in the best price. The rules for combining price lists are based on the Comb Type field in Price List Maintenance (1.10.1.1)

### Example

- 1 List price list (if one exists) has a
  - Starting sales price of \$10.00
  - Floor price of \$2.00 (cannot be sold for less than \$2.00)
  - Ceiling price of \$15.00 (cannot be sold for more than \$15.00)
- 2 Base price lists are compared.

- B1 = 0% discount
- B2 = 10% discount
- B3 = 20% discount

B3 gives the best discount (20%) and will advance to the next level.

**3** All qualifying combinable type price lists are combined together to determine the discount amount.

- C1 = 2%
- C2 = 3%
- C3 = 4%
- Total discount:  $2 + 3 + 4 = 9\%$

**4** The discount from the base price list (B3 = 20%) and the total discount from all qualifying combinable lists are combined.

- B3 (20%) + C1 (2%) + C2 (3%) + C3 (4%) = 29%, for a price of \$7.10

**5** The base combinable price lists are compared.

- BC1 = 8%
- BC2 = 10%
- BC2 gives the better price (10% discount)

**6** Base combinable price list BC2 (10%) is combined with the best base combinable price list B3 (20%).

- BC2 (10%) + B3 (20%) = 30%

So far, this is the best price. Compare:

- B3 (20%) + C1 (2%) + C2 (3%) + C3 (4%) = 29%
- B2 (10%) + B3 (20%) = 30%

**7** Compare all qualifying exclusive price lists

- E1 = 50%
- E2 = 30%

E1 gives the better discount. Compare:

- E1 = 50%
- B2 (10%) + B3 (20%) = 30%

E1 gives the best price of \$5.00 ( $\$10.00 \times .50$ ). If E1 had been less than \$2.00, the sales price would become \$2.00.

The final price is within range of floor (\$2.00) and ceiling amounts (\$15.00) in List Price price list.

#### Building the Best List Price

The system evaluates each applicable List Price price list. If more than one is found, the lowest price is used. If no List Price list is found, the Price field from the Item Master File is used. The price is stored in the List Price field of the sales order or quote.

### Building the Best Net Price

The system accesses each applicable Discount%, Discount Amt, Markup, and Net Price price list. It then determines what combination yields the lowest price. The rules for combining price lists are based on the Comb Type field in Price List Maintenance. The Discount and Net Price fields are then updated on the sales order or quote.

### Modifying Price for Minimum or Maximum

If the calculated Net Price on a sales order is above the maximum or below the minimum price (set on List Price price lists in Price List Maintenance), the Net Price on the sales order or quote is adjusted.

### Manually Overriding Calculated Prices

The calculated List Price, Discount, and Net Price can be manually changed on a sales order or quote (if you have password access to these fields). When this occurs, the system records a Manual discount, which is the difference between the system-generated price and the price entered.

Price List Reports

## Price List Reports

Price List Report - 10/25/2010... x

**Price List Report**

**10USA**

10/24/10 12:14:21

**Page: 1**

List	Description	Cust/Supplier Cat	Item Cat	Cur UM	Start	Expire	Amount Type																																																						
10AUT01	Automotive Discount 50%		02200	AUD EA	05/10/10		Discount %																																																						
<table style="width: 100%; border-collapse: collapse; font-size: small;"> <thead> <tr> <th>Comb Type</th> <th>Min Net Ord</th> <th>Config</th> <th>Cost Set</th> <th>Max Orders</th> <th>Disc Acct</th> <th>Sub-Acct</th> <th>Cost Ctr</th> <th>Project</th> </tr> <tr> <th>Qty Type</th> <th>Max Qty</th> <th>Manual</th> <th>Print</th> <th>Disc Sequence</th> <th>Accrual Acct</th> <th>Sub-Acct</th> <th>Cost Ctr</th> <th>Project</th> </tr> </thead> <tbody> <tr> <td>Combinable</td> <td>0.00</td> <td>no</td> <td></td> <td>0.0</td> <td>4200</td> <td>Mech</td> <td></td> <td></td> </tr> <tr> <td>Quantity</td> <td>0.00</td> <td>no</td> <td>yes</td> <td>10.0</td> <td>4220</td> <td>Mech</td> <td></td> <td></td> </tr> <tr> <td>Min Qty</td> <td>Disc Pct</td> <td>Min Qty</td> <td>Disc Pct</td> <td>Min Qty</td> <td>Disc Pct</td> <td>Min Qty</td> <td>Disc Pct</td> <td></td> </tr> <tr> <td>0.0</td> <td>50.0</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>								Comb Type	Min Net Ord	Config	Cost Set	Max Orders	Disc Acct	Sub-Acct	Cost Ctr	Project	Qty Type	Max Qty	Manual	Print	Disc Sequence	Accrual Acct	Sub-Acct	Cost Ctr	Project	Combinable	0.00	no		0.0	4200	Mech			Quantity	0.00	no	yes	10.0	4220	Mech			Min Qty	Disc Pct	Min Qty	Disc Pct	Min Qty	Disc Pct	Min Qty	Disc Pct		0.0	50.0							
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Min Qty	Disc Pct	Min Qty	Disc Pct	Min Qty	Disc Pct	Min Qty	Disc Pct																																																						
0.0	50.0																																																												

BP-SU-340

- Most reports and inquiries can be selected and sorted for ranges of item/customer codes
- Also see Price List Inquiry (1.10.1.2) and Sales Order Pricing Report (7.15.7)
  - Shows pricing detail for sales orders, including discounts used to arrive at the net price

## Price Lists by Customer Inquiry

## Price Lists by Customer Inquiry

Price Lists by Customer Inq - 1... X

Price Lists by Customer Inq
10/24/10

Customer: 10-100    Manual Only: No  
QMI - USA Division    Output: PAGE

List	Description	Mnl	Comb Type	Start Expire	Max Qty Max Ord
10AUT01	Automotive Discount 50%	No	Discount % Combinable	05/10/10	0.0 0.0
10AUT01	Automotive Discount 50%	No	Discount % Combinable	05/10/10	0.0 0.0
10AUT01	Automotive Discount 50%	No	Discount % Combinable	05/10/10	0.0 0.0
10AUT01	Automotive Discount 50%	No	Discount % Combinable	05/10/10	0.0 0.0
10AUT01	Automotive Discount 50%	No	Discount % Combinable	05/10/10	0.0 0.0
10AUT01	Automotive Discount 50%	No	Discount % Combinable	05/10/10	0.0 0.0
10AUT01	Automotive Discount 50%	No	Discount % Combinable	05/10/10	0.0 0.0
10AUT01	Automotive Discount 50%	No	Discount % Combinable	05/10/10	0.0 0.0
10AUT02		No	Accrual Combinable		0.0 0.0
10AUT03		No	Credit Terms Combinable		0.0 0.0
CPL1	Consumables	No	Discount % Combinable	01/01/08	10,000.0 0.0
CPL1	Consumables	No	Discount % Combinable	01/01/08	10,000.0 0.0


BP-SU-350

- Shows price list detail sorted by customer code
  - Yes = View manual price lists
  - No = View all price lists

## Price Lists by Item Inquiry


### Price Lists by Item Inquiry

05/01/09



Item Number: 1000-00      Roller Bearing Hub Assem      Output: PAGE

List	Description	Mnl	Amt Type Comb Type	Start Expire	Max Qty Max Ord
DIST	Distributor Price List	No	Discount % Combinable		0.0 0.0
RETAIL	Retail Shops	No	Credit Terms Combinable		0.0 0.0


BP-SU-360

- Price list detail sorted by item code
- Item number is used to accommodate pricing
  - Most reports and inquiries can be selected and sorted by item number
- Item codes are used throughout the system
  - These are the items stocked in inventory, purchased, manufactured, sold, and serviced
- Item numbers must be valid numbers in Item Master Maintenance (1.4.1)

## Price List Copy – Source Price List

### Price List Copy – Source Price List

Price List Copy x
Go To Actions Copy Print Preview Attach

Item: Source Currency: USD
Target Currency: USD

Source Price List: 10AUT01

Source Currency: USD UM:

Cust/Supplier Cat:

Item Cat:

Start: 10/24/2010

Adjustment %: 100.00%

Target Price List: 10AUT02

Target Currency: USD UM:

To:

To:

Expire Date:

Curr Conv Factor: 1.0

Clear Target List:

Create Target List:

Merge Lists:

Update:

Print Audit Trail:

Output:

Batch ID:


Round to Two Decimal Places (x.xx) :

Round to Nearest Whole Number (x.00) :

Round to Nearest Ten (x0.00) :

Round to Nearest One Hundred (x00.00) :

Round to Nearest One Thousand (x000.00) :


BP-SU-370

Price List Copy allows you to quickly create new price lists based on existing ones.

- Copies a price list into any currency
- Adjusts existing price lists with increased or decreased prices
- Makes a copy of the source price list under the target price list code with a start date of today

Specific prices (Amount Type List Price or Net Price) are multiplied by the Adjustment Percent and the Currency Exchange Rate, then rounded to the specified number of decimal places. Discount and Markup percentages are copied as they are in the source price list.

## Price List Copy – Target Price List

### Price List Copy – Target Price List

Price List Copy ×
 Go To Actions Copy Print Preview Attach

Item: Source Currency: USD Target Currency: USD

Source Price List: 10AUT01

Source Currency: USD UM:

Cust/Supplier Cat:

Item Cat:

Start: 10/24/2010

Adjustment %: 100.00%

Target Price List: 10AUT02

Target Currency: USD UM:

To:

To:

Expire Date:

Curr Conv Factor:

Clear Target List:

Create Target List:

Merge Lists:

Update:

Print Audit Trail:

Output:

Batch ID:


Round to Two Decimal Places (x.xx) :

Round to Nearest Whole Number (x.00) :

Round to Nearest Ten (x0.00) :

Round to Nearest One Hundred (x00.00) :

Round to Nearest One Thousand (x000.00) :


PFB:51519700

Price List Copy makes a copy of the source price list under the target price list code with a start date of today.

- The source and target price lists can be the same
- QAD Enterprise Applications enters
  - A starting effective date on the target and
  - An ending effective date on the source list
- Clear an existing target Disc Tbl or merely add to it

Specific prices are multiplied by the Adjustment Percent and the Currency Exchange Rate, then rounded to the specified number or decimal places. Discount and Markup percentages are copied as is.

## Control Files

### Best Pricing Setup



- Analysis Codes
- Price Lists
- **Pricing Control**
- Sales Quote Control
- Sales Order Control
- Volume Discounts

 QAD BP-SU-390

In addition to defining price lists and associating them with customers and suppliers, a number of control file settings affect how price lists are used in the system. Three control files are affected:

- Pricing Control (1.10.1.24)
- Sales Quote Control (7.12.24)
- Sales Order Control (7.1.24)

## Pricing Control

### Pricing Control - Combination Types

The screenshot shows the 'Pricing Control' window with the following settings:

- Discount Combination Type: **Cascading** (highlighted with a red box)
- Automatic AC Regen for Customers:  Items:
- Automatic AC Regen for Edits of Customers:  Items:
- QO Default Price Date: Due Date
- Price QO by Line:
- QO Factor Rounding: 0
- Display QO Discounts as: Discount
- SO Default Pricing Date: Due Date
- Price SO by Line:
- SO Factor Rounding: 0
- Display SO Discounts as: Discount
- TrM Price list prefix:

- Cascading discounts are multiplied
- Additive discounts are added

QAD BP-SU-400

### Discount Combination Type

This flag applies to all modules within the system. If the Discount Combination Type is set to Additive, discount sequencing has no effect.

- Describes what the system does when multiple price lists apply
  - Cascading (default) discounts are multiplied
  - Additive discounts are added

**Example** If a line qualifies for a 20% discount and a 30% discount, Cascading yields a discount of 44% ( $.7 \times .8$ ) and Additive yields a discount of 50% ( $20 + 30$ ).

## Pricing Control - Analysis Code Regen

The screenshot shows the 'Pricing Control' window with the following settings:

- Discount Combination Type: Cascading
- Automatic AC Regen for:
  - Customers:
  - Items:
- Automatic AC Regen for Edits of:
  - Customers:
  - Items:
- QO Default Price Date: Due Date
- Price QO by Line:
- QO Factor Rounding: 0
- Display QO Discounts as: Discount
- SO Default Pricing Date: Due Date
- Price SO by Line:
- SO Factor Rounding: 0
- Display SO Discounts as: Discount
- TrM Price list prefix:

A callout box points to the 'Automatic AC Regen for' section with the following text:

- If No, Analysis Code Detail Build must be run after new customers and items are added. If Yes, when new customers or items are added, the system automatically adds them to existing analysis codes.



BP-SU-410

### Automatic AC Regen

- If this flag = Yes and new customers and items are added, the system
  - Does an automatic regeneration of analysis codes
  - Examines existing analysis code rules and links to determine which analysis codes should apply
- If this flag = No, these analysis codes will not be determined until Analysis Code Detail Build (1.8.19) is run.

**Note** At start-up time, or when adding many new customers, it is faster to turn Automatic Regen off until all of the customers are added and run the Regen Utility once at the end. If a large number of analysis codes are in use, automatic creation of analysis codes may take a noticeable amount of time. Run the analysis code regen utility at scheduled times during off hours.

## Pricing Control - Sales Quotes

Pricing Control X

Go To Actions Copy Print Preview

Discount Combination Type: Cascading

Automatic AC Regen for Customers:  Items:

Automatic AC Regen for Edits of Customers:  Items:

QO Default Price Date: Due Date

Price QO by Line:

QO Factor Rounding: 0

Display QO Discounts as: Discount

SO Default Pricing Date: Due Date

Price SO by Line:

SO Factor Rounding: 0

Display SO Discounts as: Discount

TrM Price list prefix:



BP-SU-420

### QO Default Price Date

Options are Due Date, Order Date (default), Required Date, Promise Date

- The date field specified on a quote header is used as the default pricing effective date
- With new sales quotes, pricing effective date defaults to the date specified in the control file
- The start and end effective dates on a price lists determine when its prices are valid
- System uses the pricing date on the quote header as the default pricing date on each line item
  - Used to search for applicable prices for the line item
- On a sales quote, Order Date is used to refer to the field labeled Quote Date
  - Indicates the day the quote is entered into the system

**Note** Vary Pricing Date by QO Line in Sales Quote Control (7.12.24) determines whether the pricing date can be modified for each line item, or the header pricing date applies to all line items and cannot be changed.

### Price QO by Line

Shows whether system should price each line as entered or wait until the end of the order.

- Because successive lines can affect lines already entered, price information may be updated

**Example** When lines 1 and 2 are for the same item (or break category), the combined quantity may qualify line 1 for other price lists with better prices.

**Note** If you expect this repricing to happen often, or if you do not need to know prices as you enter a quote or order, you can save time by telling the system to hold pricing decisions to the end of the order.

#### QO Factor Rounding

- The number of decimals (default is 3) to round Discount factors for Display in
  - Sales Order Maintenance (7.1.1)
  - Sales Quote Maintenance (7.12.1)
- This field is effective only when the
  - Display SO discounts As field or
  - Display QO Discounts As field is set to FACTOR

**Note** This field only affects the display of the Discount Factor field.

#### Display QO Discounts as

Select the option (discount or factors) to display the quantity order discounts either by discount percentage or factor.

## Pricing Control - Sales Orders



BP-SU-430

### SO Default Pricing Date

Options are Due Date, Order Date (default), Required Date, Promise Date.

- The date field specified on a sales order header is used as the default pricing effective date
- When a new sales order is entered, pricing effective date defaults to the date in the control file
- The start and end effective dates on a price lists determine when its prices are valid
- System uses the pricing date on the order header as the default pricing date on each line item
  - Used to search for applicable prices for the line item.

**Note** Vary Pricing Date by SO Line in Sales Order Control (7.1.24) determines whether the pricing date can be modified for each line item, or the header pricing date applies to all line items and cannot be changed.

### Price SO by Line

Shows whether system should price each line as entered or wait until the end of the order.

- Successive lines can affect lines previously entered

**Example** Price information may be updated when lines 1 and 2 are for the same item or break category. (For example, combined quantity may qualify line 1 for other price lists with better prices.)

**Note** The setting in this field determines the initial setting in the Line Pricing field when a new sales order or RMA is entered in the system.

#### SO Factor Rounding

This field tells the system the number of decimals to round (default is 3) Discount factors for Display in Sales Order Maintenance (7.1.1) and Sales Quote Maintenance (7.12.1).

Effective only when the

- Display SO discounts As field or
- Display QO Discounts As field is set to FACTOR

#### Display SO Discounts As

This field shows the option (discount or factor) to display sales orders.

## Pricing Control - Promotions Prefix

The screenshot shows the 'Pricing Control' window with the following settings:

- Discount Combination Type: Cascading
- Automatic AC Regen for Customers:  Items:
- Automatic AC Regen for Edits of Customers:  Items:
- QO Default Price Date: Due Date
- Price QO by Line:
- QO Factor Rounding: 0
- Display QO Discounts as: Discount
- SO Default Pricing Date: Due Date
- Price SO by Line:
- SO Factor Rounding: 0
- Display SO Discounts as: Discount
- TrM Price list prefix:  (highlighted in red)

A callout box points to the 'TrM Price list prefix' field with the text: "Distinguishes APM-generated price lists from Price List Maintenance 1.10.1.1 price lists".



BP-SU-440

### Promotions Prefix

This prefix distinguishes APM-generated price lists from Price List Maintenance (1.10.1.1) price lists.

- When the Integrate with APM flag in Sales Order Control (7.1.24) = Yes
  - Price list codes generated by APM use the Promotions Prefix
- Has no effect when the Integrate with APM flag in Sales Order Control = No

## Sales Quote Control

### Best Pricing Setup



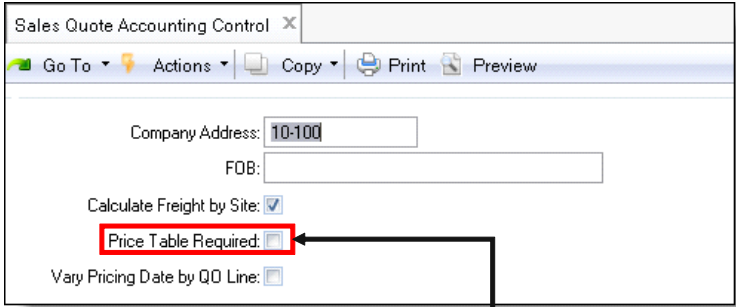
- Analysis Codes
- Price Lists
- Pricing Control
- **Sales Quote Control**
- Sales Order Control
- Volume Discounts

 QAD BP-SU-450


Sales Quote Control enables an optional rule that items may only be used if they have a valid price list.

## Sales Quote Accounting Control

### Sales Quote Accounting Control



Yes = only items from an existing price list can be entered  
 No = items can be entered whether or not a price list exists


BP-SU-460

### Price Table Required

When Price Table Required = Yes, only items from an existing price list can be entered, and only if the price list, item, unit of measure, and currency match. If a price list is required, then it must match on the item number.

- When Price Table Required = No, items can be entered whether or not a price list exists
- Prices can be overridden unless the field is password-protected

Requiring price tables controls which items may be ordered or purchased and customers'/suppliers' units of measure.

### Vary Pricing Date by QO Line

Pricing date determines the effective date to use in searching for applicable prices for the line item:

- Determines whether or not the pricing date can be modified for each line item on a sales quote
- During line item entry in Sales Quote Maintenance (7.12.1), a pop-up window displays with fields:
  - Pricing Date
  - Credit Terms Int
  - Reprice

- Manual
- If this field = Yes, the Pricing Date and Credit Terms Int fields can be modified for each line
- If No, the pricing date and credit terms interest specified in the quote header are used

The default price effective date for a sales quote header is determined by the setting of QO Default Pricing Date in Pricing Control (1.10.1.24). This can be the quote date, due date, required date, or promise date.

## Sales Order Accounting Control

### Best Pricing Setup



- Analysis Codes
- Price Lists
- Pricing Control
- Sales Quote Control
- **Sales Order Control**
- Volume Discounts

## Sales Order Accounting Control

# Sales Order Accounting Control



BP-SU-480

There are three fields in the second frame of Sales Order Accounting Control (36.9.6) that relate to Sales Order Pricing.

### Price Table Required

This flag determines how strictly price lists are used to control order entry.

- If Price Table Required = No, items can be entered whether or not a price list exists.
- If Yes, only items from an existing price list can be entered, and only if the price list item, unit of measure, and currency match the order item, unit of measure, and currency exactly.

**Note** In searching for a valid price, blank is NOT considered a match. If price lists are set up with a blank item or unit of measure, a price will not be found. If you are pricing with analysis codes, this flag should be set to No. Prices can be overridden unless the field is password-protected.

### Disc Table Required

This flag determines how strictly discount tables are used to control order entry.

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

### Vary Pricing Date by SO Line

Determines whether the pricing date can be changed on a sales order by line. Default pricing date for all sales orders is set in Pricing Control (1.10.1.24).

- During line item entry in Sales Order Maintenance (7.1.1) and RMA Maintenance (11.7.1.1) (for issue lines only), a pop-up window displays with four fields related to pricing:
  - Pricing Date
  - Credit Terms Int
  - Reprice
  - Manual

If Vary Pricing Date by SO Line = Yes

- The Pricing Date and Credit Terms Int fields can be modified for each line

If Vary Pricing Date by SO Line = No,

- These two fields cannot be modified
  - Pricing date and credit terms interest specified in the header is used and cannot be changed

The pricing date determines the effective date to use in determining applicable prices for the line item. The default price effective date for a sales order header is determined by the setting of SO Default Pricing Date in Pricing Control (1.10.1.24). This can be the order due date, order date, required date or promise date. For an RMA type order, the default price effective date is always the order date.

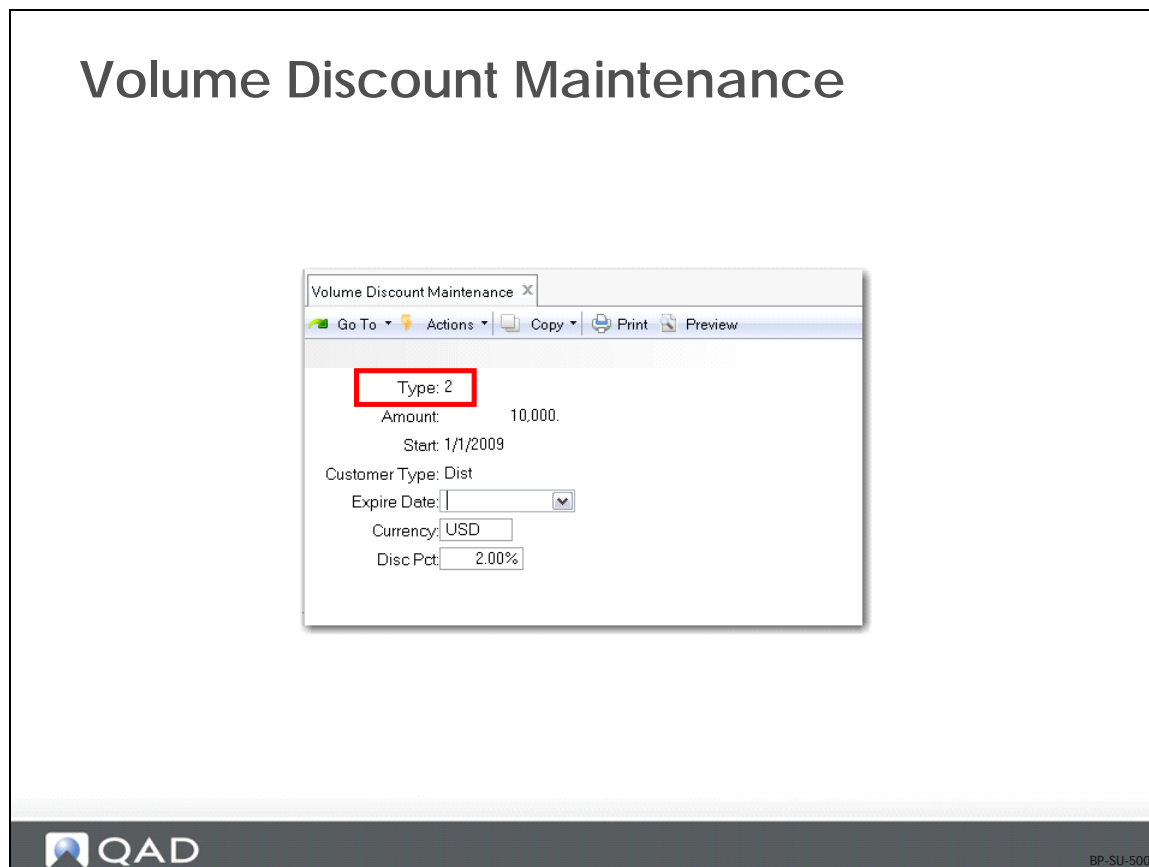
## Volume Discounts

### Best Pricing Setup



- Analysis Codes
- Price Lists
- Pricing Control
- Sales Quote Control
- Sales Order Control
- **Volume Discounts**

## Volume Discount Maintenance



Volume discounts apply to all quotes and sales orders, product lines, line items (inventory or memo, debits or credits), and all customers with the same Customer Type.

Year-to-date totals are taken from the sales analysis history records.

A customer never receives a discount smaller than the one entered in the customer file, unless it is manually overridden.

### Type

You can give a sales volume discount, either by individual order or year-to-date sales, that overrides the default discount for all orders for a particular customer. Single digit code, must be 1 (order volume) or 2 (year-to-date sales volume).

### Currency

- The currency in which the volume discount amount is expressed
  - Normally this will always be your company base currency
- Order or year-to-date totals are converted to this currency
  - Uses the current exchange rate prior to determining volume discount percentages

### Disc Percent

The discount percent to use on orders or customers at this volume level.

- Used to set different discounts at different sales volumes.

**Example** You offer a 10% discount on sales volumes up to \$99,999 and 15% on sales of \$100,000 or more.

**Note** Once established, volume discounts apply to all customers belonging to the same Customer Type. If Customer Type is left blank here, then every customer whose Type field is blank in Customer Maintenance is eligible for this discount as long as other criteria for the volume discount is met.

Volume discounts are calculated whenever a sales quote, order, or invoice is entered. Once all sales order lines are entered the system calculates the amount on which to base the volume discount. When discounts are based on order volume this base amount is simply the total of all the line items on the order (including memos and credits).

When discounts are based on year-to-date sales volume this base amount is the year-to-date sales amount plus this sale. (Other open orders are not included.)

The base amount is used to access the appropriate volume discount percentage. This percentage is only used if it is greater than the normal customer discount percentage.

Volume discounts are recalculated each time an order is modified.

In the above example, you would enter the volume discounts as: [Amount] 0 [Discount] 10%  
[Amount] 100,000 [Discount] 15%

An unlimited number of volume discount levels may be established.

**Note** In Sales Order Maintenance (7.1.1), the system displays trailer information totaling line items and calculating taxes, optional order discounts, and freight charges.

**Note** Sales Order Management

## Volume Discount Browse

# Volume Discount Browse

*Customer Type.* An optional code classifying customers by type – perhaps RET for retail customers and WHSL for wholesalers.

- Validated against predefined values entered in Generalized Codes Maintenance (36.2.13), if any
- Type selects groups of customers for reporting, in particular for sales analysis reports

**Note** 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.

## Exercise: Set Up Price Lists

Now that we have set up analysis codes for both QFresh items and wholesaler customers, we can proceed to create price lists to define the QMI pricing policies in the system.

- 1 Create a price list for the QFresh promotion pricing policy using Price List Maintenance (1.10.1.1).

Field	Data
Price List	QFresh
Item/Analysis Code	QFresh
Expire Date	[The last day of the next month]
Description	QFresh promo
Amount Type	Discount%
Quantity Type	Quantity
Comb Type	Combinable
Break Cat	QFresh
Min Qty	0
Discount %	10

- 2 Create a price list for the wholesaler customers' discount policy using Price List Maintenance (1.10.1.1).

Field	Data
Price List	WHSL
Customer/Analysis Code	WHSL
Description	15% discount for WHSL
Amount Type	Discount%
Quantity Type	Quantity
Comb Type	Combinable
Minimum Order	100
Min Qty	100
Discount %	15

- 3 Create a price list for the promotional credit terms policy using Price List Maintenance (1.10.1.1). Leave both item and customer analysis code fields blank to apply it to all customers and items.

Field	Data
Price List	CT
Expire Date	[The last day of the next month]
Description	30-60-90 over 1000 USD
Amount Type	Credit Terms
Quantity Type	Amount
Comb Type	Combinable
Min Amt	1000
Credit Terms	30-60-90

- 4 View the price lists you have just set up using Price List Inquiry (1.10.1.2).



Chapter 4

# Maintaining Best Pricing

## Course Overview

### Maintaining Best Pricing

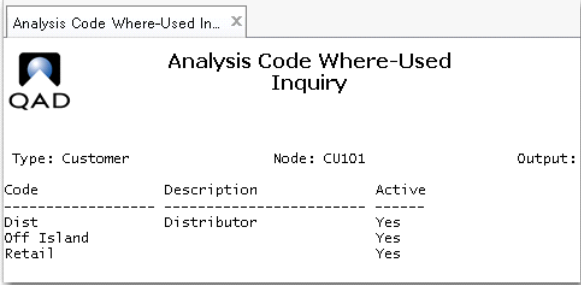
In this section you will learn how to:

- Identify key business considerations before setting up Best Pricing
- Set up Best Pricing
- **Maintain best Pricing**



## Analysis Code Where-Used Inquiry

# Analysis Code Where-Used Inquiry



Code	Description	Active
Dist	Distributor	Yes
Off Island		Yes
Retail		Yes

BP-MA-030

Analysis Code Where-Used Inquiry shows the analysis codes to which a node belongs.

Analysis Code Report

Type	Analysis Code	Description	Active
Item	AC-1	Consumable Items	<input checked="" type="checkbox"/> Yes

Condition Field	Wildcard	From	To
Break Category	*	SUPPLIES	SUPPLIES

Node	Description	Active
01011	Supplies Kit	Yes
01012	Sterile Probe Covers, 20	Yes
01013	Sterile Wipes, Box of 50	Yes
01021	Surgical Kit	Yes
03011	Assortment - Pump 1l Ref	Yes
03012	Multi-Pak 2.5l Bottles M	Yes
03013	Multi-Pak, 4.5l Bottles	Yes
03021	Assortment - Pump 1l Ref	Yes
03022	Multi-Pak, 2.5l Bottles	Yes
03023	Multi-Pak, 4.5l Bottles	Yes
03031	Assortment - Pump 1l Ref	Yes
03032	Multi-Pak, 2.5l Bottles	Yes
03033	Multi-Pak, 4.5l Bottles	Yes
03040	Lubricant 4 liter Tub	Yes
03041	Anesthetic Gel Box of 50	Yes
03042	Anesthetic Gel Box of 25	Yes
03043	Anesthetic Gel Box of 20	Yes
03110	Medical Disinfectant Pum	Yes
03111	Medical Disinfectant 5l	Yes
03112	Medical Disinfectant 1l	Yes
03120	Scented Disinfectant Pum	Yes

Analysis Code Report (1.8.17) displays detail for a range of codes.

*Include Selection Detail.*

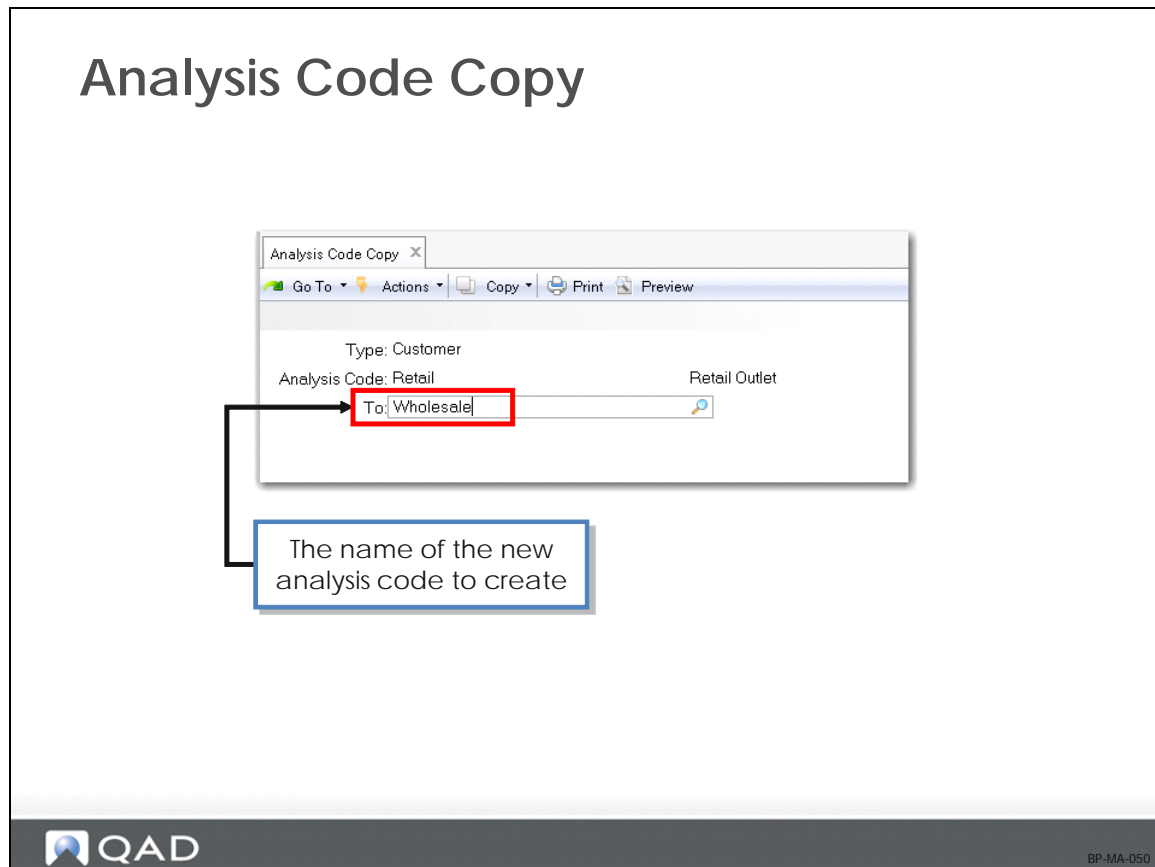
If Yes, report will display the criteria each analysis code uses to select customer/item nodes.

*Include Link Detail.*

- Yes (default) displays the linking detail of analysis code on a report
- Analysis codes linked to the analysis codes entered in the Code and To fields
  - Report will show other analysis codes that this analysis code is linked to

*Include Node Detail.* Customer and item nodes created during Analysis Code Detail Build (1.8.19).

## Analysis Code Copy



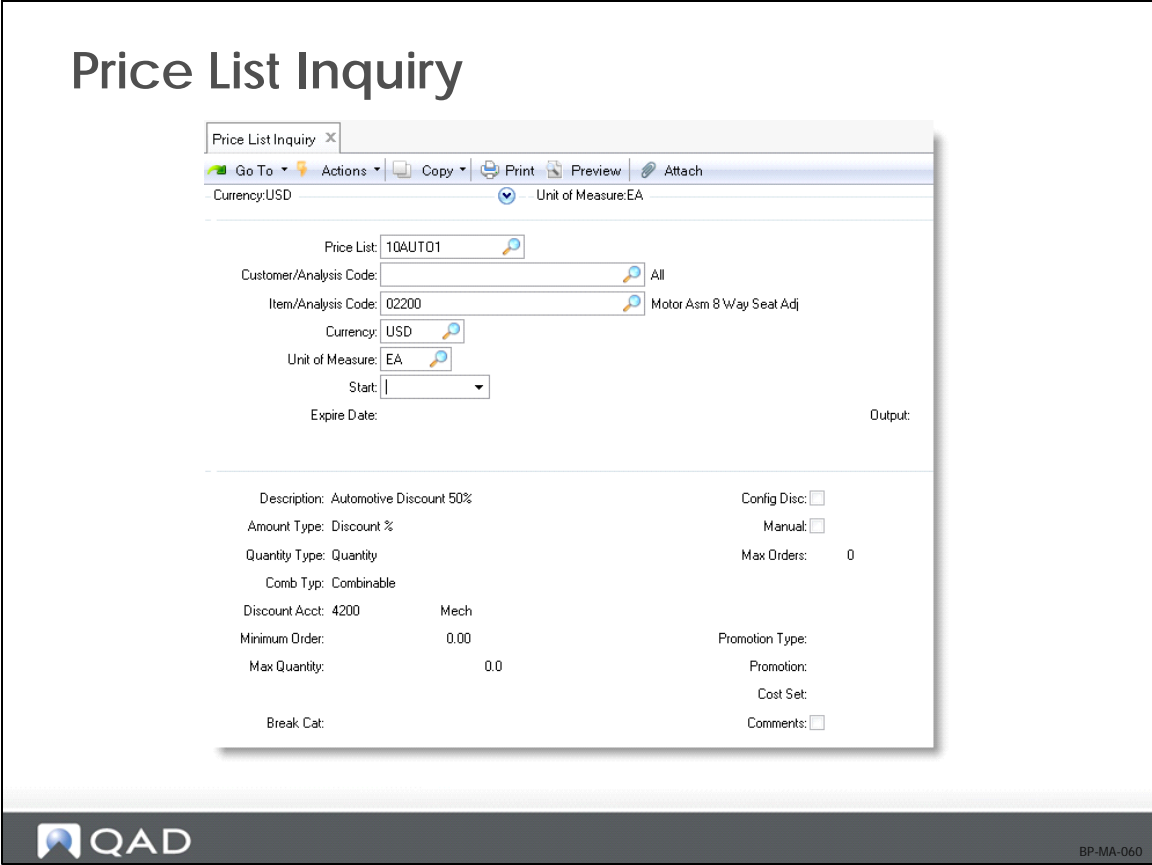
Use Analysis Code Copy to create new analysis codes identical or similar to an existing one.

To create a new analysis code with identical or similar characteristics to an existing one, use Analysis Code Copy instead of Analysis Code Maintenance (1.8.1).

- Copies the description of the analysis code, selection logic, and all associated nodes
- After adding the new analysis code, go to
  - Analysis Code Selection Maintenance (1.8.4) to create new rules for the code
  - Analysis Code Link Maintenance (1.8.7) to link a code to other analysis codes

**Note** You must build again if changes were made in selection criteria and/or links.

### Price List Inquiry



Use Price List Inquiry to review a list of price lists.


With the cursor in the Price List field, use the down arrow (or the lookup icon) to review the names and summary information of the price lists.

Select the price list to view and follow the instructions on the display.

## Pricing What-If Inquiry (S/O)

## Pricing What-If Inquiry (S/O)

Pricing What-If Inquiry (S/O) - X

 Pricing What-If Inquiry (S/O) 06/23/09

Customer: 10C1003      Effective Date: 06/23/09  
 Site: 10-100      Currency: USD  
 Item Number: 01011      Accum Qty: 1,000.0  
 Order Qty: 1,000.0      UM: EA      Accum Amt: 50,000.00  
 Manual:      Show Only Selected: Yes      Output: PAGE

List Price: 50.00      Discount: 2.0  
 Net Price: 49.00      Extended Amount: 49,000.00

Sel	List	Amt	Comb	Break	Amount
		Type	Type Break Cat	Qty/Amt	
Yes	Resale	List Price	Comb	0.0 Qty	50.00
Yes	DIST	Discount %	Comb	200.0 Amt	2.00

Shows net prices for each price list that matches selected customer and item combination.

*Manual.* Manual price lists with the specified name will be considered when pricing this item if a manual price is specified.

## Pricing What-If Inquiry (S/O)



BP-MA-080

### *Accum Qty. f.*

- The system prices an item using accumulated order quantities of an item
  - Used to determine the break quantity (if different from the order quantity)

### *Accum Amt.*

- Accumulated amount is used if price list quantities are based on amounts instead of quantities
  - Useful for finding out extended price of a quantity when priced as part of a larger order

**Note** This inquiry does not work for configured products with optionally configured components; use the Sales Quotes module to get prices for configured products.

## Customer Orders by Price List Inquiry

### Customer Orders by Price List Inquiry

Order	Ord Date	Ln	Item Number	Qty Ordered	UM	Extended Price	Cur
S01011	06/22/09	1	1000-00	100.0	EA	4,900.00	USD
S01011	06/22/09	2	1100-00	50.0	EA	1,225.00	USD
S01013	06/23/09	1	1000-00	100.0	EA	4,500.00	USD
S01013	06/23/09	2	1100-00	50.0	EA	1,125.00	USD



BP-MA-090

- Display only selected price lists or all price lists for a customer
- Sales history is maintained by sold-to and ship-to address

## Sales Order Price Inquiry

### Sales Order Price Inquiry


Sales Order Price Inquiry x

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Sales Order: SO1014 10C1003 Pacific Health Care Systems

Ln	Item Number	Qty Ordered	UM	List Price	Discount	Price
1	1000-00	100.0	EA	50.00	5.0	47.50
2	1100-00	50.0	EA	25.00	5.0	23.75
3	1500-50	100.0	EA	15.00	0.0	15.00

Sales order number uniquely identifies a specific sales order or pending invoice and its line items


BP-MA-100

- Unique sales order numbers identify specific sales orders or pending invoices and line items
- The following should be assigned to different ranges of numbers:
  - Sales order numbers
  - Invoice numbers
  - AR dr/cr memo reference numbers

## Sales Quote Price Inquiry


# Sales Quote Price Inquiry

Sales Quote Price Inquiry X

Go To Actions Copy Print Preview

Quote: SQ1000      10C1003      Pacific Health Care Systems

Ln	Item Number	Qty Quoted	UM	List Price	Discount	Price
1	1500-10	1200.0	EA	10.00	3.0	9.70


BP-MA-110

- Verify if items are priced correctly

## Sales Order Repricing

### Sales Order Repricing

Running Sales Order Repricing may change sales order values. Some orders may exceed credit limits or orders currently on hold may now be within credit limits.

- Reprice sales orders so ordered quantities are added together to calculate quantity breaks
- Line items on combined orders are repriced as if they were on the same order
- Line items with the same break category (or item number) will have quantities accumulated
- Reprice, update credit, and print orders so net prices are recalculated with current pricing data
- To include an open sales order in the repricing function, set the following two flags:
  - Fixed Price field = No
  - Reprice field = Yes

### Reprice Orders

A range of sales orders can be repriced at one time using Sales Order Repricing (7.1.11).

It is also possible to reprice individual sales orders or particular lines on an order directly in Sales Order Maintenance (7.1.1). This kind of repricing can be controlled for a maintenance session using the Reprice field which defaults to No.

Repricing only occurs when it is explicitly requested (protecting orders from inadvertent change and minimizing the number of times pricing history records are updated).

Updates the list and net price to the latest corresponding price list price.

Reprices sales orders so that ordered quantities are added together, across orders, to calculate quantity breaks.

- Combines orders by matching price lists and the following:
  - Sold-to customer numbers
  - Bill-to customer numbers
  - Ship-to customer numbers
  - Purchase order numbers
  - Any combination of these four factors

Customers who do not have centralized purchasing can still receive quantity and volume discounts based upon purchases made from other intercompany purchasing departments.

Line items on combined orders are repriced as if they are on the same order, which means that line items with the same break category (or the same item number) have their order quantities accumulated.

- For an open sales order to be repriced
  - The Fixed Price field in the sales order header or the line item frame must = No
- The Fixed Price field appears in:
  - Customer Maintenance (2.1.1)
  - Sales Quote Maintenance (7.12.1) header
  - Sales Quote Maintenance line item frame
  - Sales Order Maintenance (7.1.1) header
  - Sales Order Maintenance line item frame
  - RMA Maintenance (11.7.1.1) header
  - RMA Maintenance line item frame

Fixed Price value defaults from Customer Maintenance to Sale Quote Maintenance, and then to Sales Order Maintenance.

If sales quotes are not used, the value defaults directly from Customer Maintenance to Sales Order Maintenance.

The value of Fixed Price on an order header determines the default for each line as it is added.

- When Fixed Price = No for a sales order line item, Sales Order Repricing (7.1.11) updates the list and net price
- If Fixed Price = Yes, Sales Order Repricing does not include that sales line item during repricing

When a sales quote is released to an order, the system resets the Fixed Price value on the order header to the value associated with the customer. The line item Fixed Price value is unchanged.

- Check credit limits after new prices are applied and make various credit adjustments
- Print sales orders
- Combine sales orders
- Include RMA issues

## Volume Discount Browse

### Volume Discount Inquiry

The screenshot shows a web application window titled "Volume Discount Browse". It features a search bar, navigation buttons (Print, Add to Favorites, Chart, Chart Designer, Refresh, New, Edit), and a table with the following data:

Type	Amount	Customer Type	Start	Currency	Discount Percent
1Dist	1,000	Dist	01/01/2009	USD	1
2Dist	10,000	Dist	01/01/2009	USD	2



BP-MA-130

#### Type.

- 1 = Order volume
- 2 = Year-to-date sales volume

#### Customer Type.

- An optional code classifying customers by type--perhaps RET for retail customers and WHSL for wholesalers.
  - Selects groups of customers for reporting, in particular for sales analysis reports
- General ledger sales accounts may be set up by customer type, channel, product line, and site, allowing you to split out sales and costs of sales amounts for different types of customers
- 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

## Exercise: Maintain Best Pricing

Now that we have set up all required price lists to implement the QMI pricing policy, let us see how best pricing are applied to quotation and sales orders.

- 1 What price lists are applied to item 03031 and item 03021 respectively? What are different and why?

Use Price Lists by Item Inquiry (1.10.1.6) to view the details.

- 2 Can customer 10C1000 enjoy the WHSL discount price list? What about customer 10C1001?

Use Price Lists by Item Inquiry (1.10.1.6) to find out.

- 3 Answer the following questions using Pricing What-If Inquiry (1.10.1.13):

- If customer 10C1003 orders 80 EA of item 03031, what is the order amount?
- If customer 10C1004 orders the same quantity of item 03031, what is the order amount? Why is there a difference?

**Note** You can find the customer type under the Accounting tab in Customer Modify (27.20.1.2).

- If customer 10C1004 orders 200 EA of item 03031, what is the order amount. Can the customer enjoy the 30-60-90 credit term?
- 4 Create a sales order for customer 10C1004 for 200 EA of item 03031. Use Sales Order Pricing Report (7.15.7) to review the detail pricing information for the order.

Appendix A

# **Best Pricing Reports**

### Best Pricing Reports

Menu	Report	Function / Purpose
(1.8.2)	Analysis Code Inquiry	Displays specific information about analysis codes. Use to build analysis code detail records.
(1.8.5)	Analysis Code Selection Inquiry	Lists analysis codes and their Condition fields and ranges alphabetically beginning with the analysis code entered. Use to check selection criteria.
(1.8.8)	Analysis Code Link Inquiry	Displays a list of analysis code links. Use to look at all linked analysis codes.
(1.8.9)	Analysis Code Where-Linked Inquiry	Displays a list of analysis code links. Use to look at all linked analysis codes.
(1.8.14)	Analysis Code Detail Inquiry	Shows analysis code detail records for the code selected (item or customer).
(1.8.15)	Analysis Code Where-Used Inquiry	Shows the analysis codes to which a node belongs.
(1.8.17)	Analysis Code Report	Displays detail for a range of analysis codes.
(1.10.14)	Volume Discount Inquiry	Displays sales volume discounts by types of customers. Single digit code, must be 1 (order volume) or 2 (year-to-date sales volume). Use for reporting purposes, in particular for sales analysis reports.
(1.10.1.2)	Price List Inquiry	Displays a list of price lists. Use for review.
(1.10.1.3)	Price List Report	Displays a list of price lists for best pricing.
(1.10.1.5)	Price Lists by Customer Inquiry	Shows address codes identifying specific customers. Use to identify the name, address, customer data, and applicable credit information.
(1.10.1.6)	Price Lists by Item Inquiry	Lists the items stocked in inventory. Use to review price lists, amount types, combinable types, start and expire dates, and maximum quantities ordered.
(1.10.1.13)	Pricing What-If Inquiry (S/O)	Displays pricing information including amount type, combinable types, break categories, break quantities, and amount.
(1.10.1.15)	Customer Orders by Price List Inquiry	Shows how a price list is utilized. Use to ensure that a customer does not exceed the maximum number of orders.
(1.10.1.17)	Sales Order Price Inquiry	Displays a complete list of the price list records. Use to verify that items are priced correctly.
(1.10.1.18)	Sales Quote Price Inquiry	Displays a complete list of the price list records. Use to verify that items are priced correctly.
(7.15.7)	Sales Order Pricing Report	Shows various pricing details for each sales order, including discounts used to arrive at the net price. Pricing changes are recorded in the system history records. These records include details about the source of the price and discount per order/line.

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