

MFG/PRO® eB

Best Pricing TRAINING GUIDE



70-2803A
MFG/PRO eB
Database: Train
April 2001

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About This Course



Course Description

QAD designed this course to cover the basics of preparing to implement the Best Pricing module of MFG/PRO. 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 on-line help
- Activities and exercises throughout the course
 - Students practice key concepts and processes in the Best Pricing module

Students learn how to:

- Analyze some key business decisions before setting up the Best Pricing module
- Set up Best Pricing in MFG/PRO
- Maintain Best Pricing in MFG/PRO

Who Should Attend This Course

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

Prerequisites

- *Initial MFG/PRO Setup* training course
- Basic knowledge of MFG/PRO, as it is used in your business
- Working knowledge of the manufacturing industry in general

Note It is recommended that students unfamiliar with MFG/PRO work through the on-line introduction to Qwizard, or the User Interface Guide before attending this class.

Approximate Length of Course

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

Topics Covered

Introduction

Business Issues

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

Set Up Best Pricing

- Analysis Codes
- Price Lists
- Pricing Control File
- Sales Quote Control File
- Sales Order Control File

Maintain Best Pricing

Pricing Reports

Related Courses

- Initial MFG/PRO Setup
- Allocations and Shipping
- Sales Order Management

- EMT

Certification Preparation

This course is one of several courses designed to assist students in preparing for QAD certification examinations. However, QAD does not guarantee anyone a passing grade as a result of having taken this course.

Students preparing for certification examinations should study all available materials (user guides, training guides, on-line help, for example) and acquire industry and field experience.

Using this Training Guide

Implementation consultants, members of implementation teams, and operators can use this guide in instructor-led classes, while knowledgeable consultants who want to learn about the Best Pricing module can use this guide for self-study.

This training guide provides a road map for instruction and learning. It contains:

- Annotated PowerPoint slides for instructors
- MFG/PRO screens annotated for instructors to demonstrate the module's functionality
- References to *MFG/PRO* other sections of this training guide and related training courses
- Exercises and study questions

Cross-Reference Icons

Additional Information



Directs students to another section of the current training guide



Cross-references another MFG/PRO training guide

Note Students may want to consult *User Guides* or on-line help during class, but this generally is not necessary. Referenced pages in the appropriate *User Guide* will give self-study students more detail if they need it.

Training Exercises

The following icon indicates appropriate places for students to work on training exercises



Exercise option: Continue with the material or go to the exercise on page 37

Notes to Instructors

PowerPoint Slides

QAD created the slides using Microsoft® PowerPoint® 97. Instructors may want to animate text, graphics, and other objects on the slides to

- Focus on important points
- Control the flow of information
- Add interest and variety to the presentation

Clicking on *Animation Preview* on the *Slide Show* menu previews animation of text and objects. To customize slides, click on *Custom Animation* on the *Slide Show* menu.

PowerPoint Slide Icons



Informs instructors that another slide follows



Directs students to training exercises



Announces that a lesson is complete; there are no more slides in the section

Class Kit

Kit for Students

- Best Pricing Training Guide, this guide 70-2803A
 - Install the database entitled **Train** for the exercises in this training course

Self-study students will require the following additional materials:

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- *MFG/PRO User Guides* (printed material and compact disk are available from QAD Fulfillment, and electronic copies are available on the QAD website)
 - Volume 1, Introduction
 - Volume 2, Distribution
 - Volume 3, Manufacturing
 - Volume 6, Master Files
 - Volume 8A, Service/Support Management
 - Volume 8B, Service/Support Management

Kit for Instructors

The instructor kit is the same as the student kit with the addition of the PowerPoint slides.

Configuration and Setup for This Course

For hardware requirements, refer to the Readme files on the MFG/PRO demo CDs.



General Training Facilities Information

- Telephone or fax
- Messages
- Restrooms
- Class hours: start and finish times, and punctuality
- Breaks: frequency, approximate times
- Parking considerations; carpooling
- Emergency procedures: location of first aid, contact person for assistance
- Exit locations, building hours
- Location of approved smoking areas

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CHAPTER 1

Introduction to Best Pricing





Course Overview

- ◆ Introduction to Best Pricing
- ◆ Business Considerations
- ◆ Set up Best Pricing
- ◆ Maintain Best Pricing

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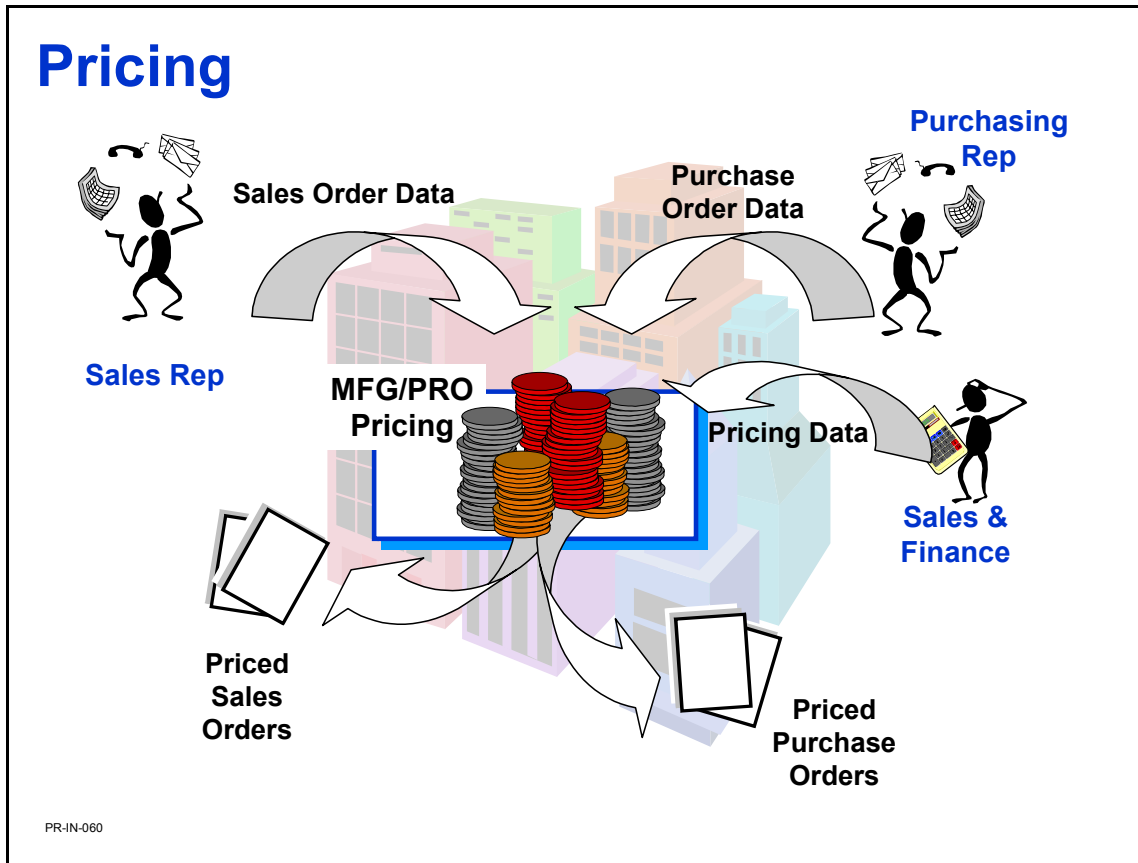
Course Overview

MFG/PRO 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, MFG/PRO offers two pricing models based on price lists.

In MFG/PRO there are two pricing models:

- Best pricing
- List/discount table pricing

This training module covers the best pricing model.

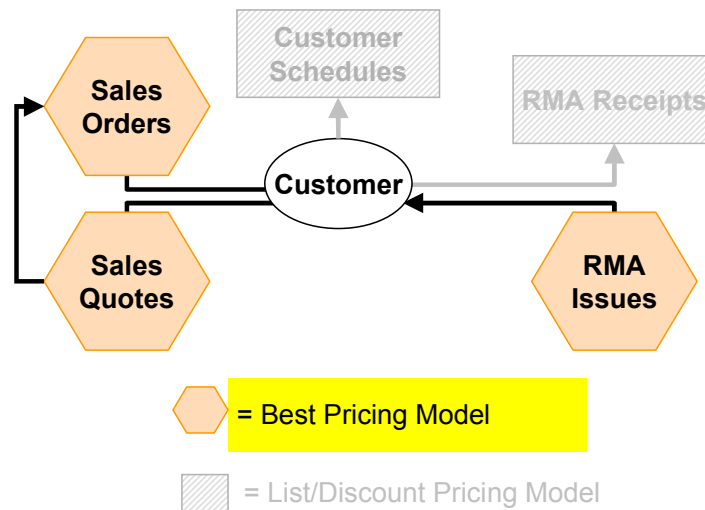


Pricing With Sales Orders and Purchase Orders

MFG/PRO determines prices when sales orders or purchase orders are entered.

MFG/PRO 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.

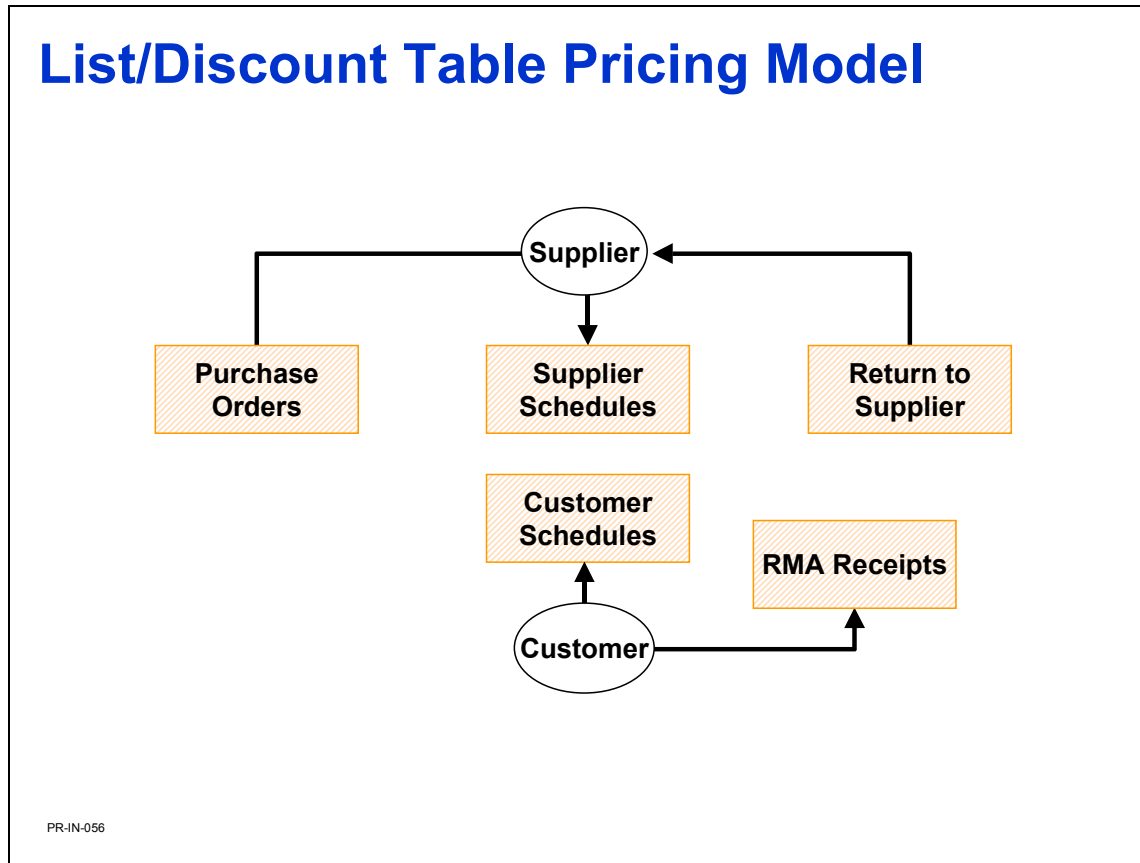
Best Pricing Model



PR-IN-058

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, MFG/PRO 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 APM module. APM then generates price lists in MFG/PRO. 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

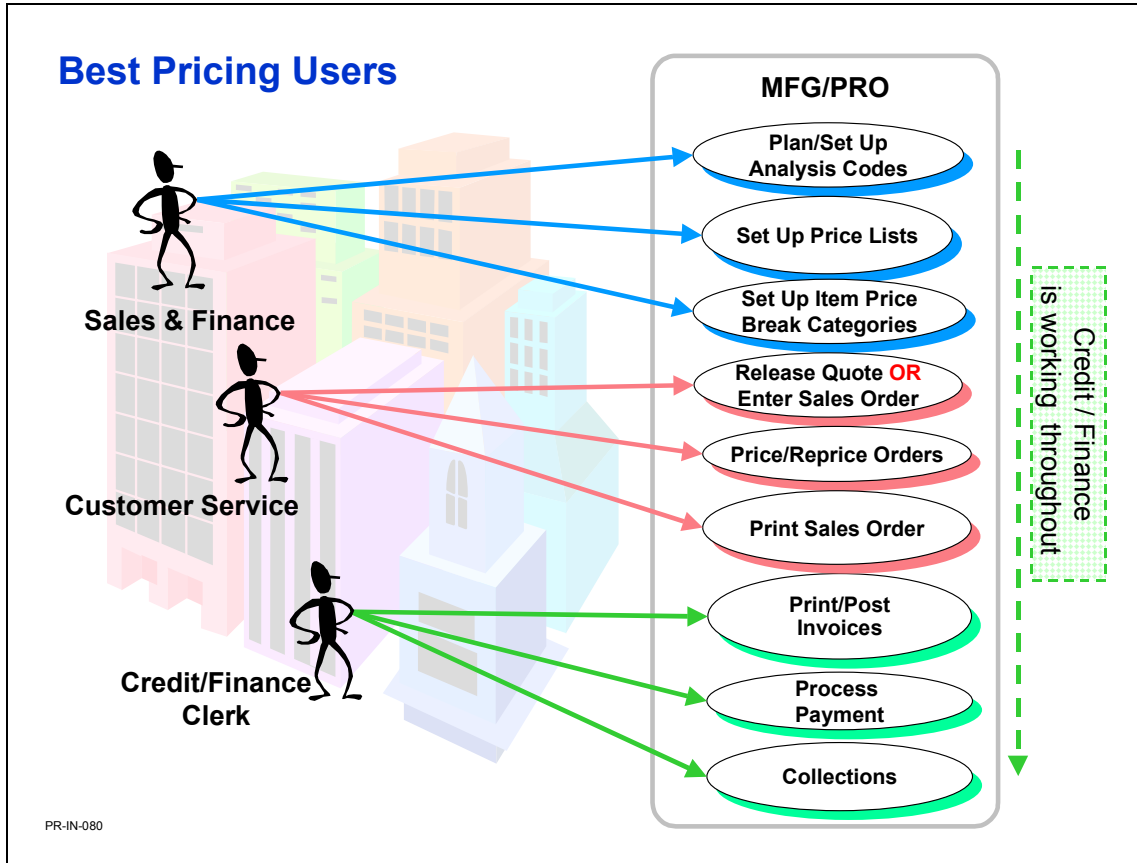
- Used for large-volume customers who require the best price possible

Credit and Freight Terms

- Specific terms applied to orders when qualifying criteria are met

Exclusive or Combined Discounts

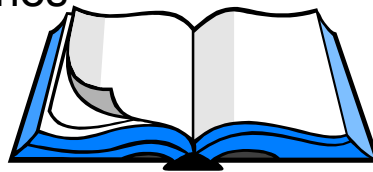
- Can be designated exclusive or combinable with other discounts



Best Pricing Users

Best Pricing Terminology

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



BPR-IN-090

Best Pricing Terminology

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.

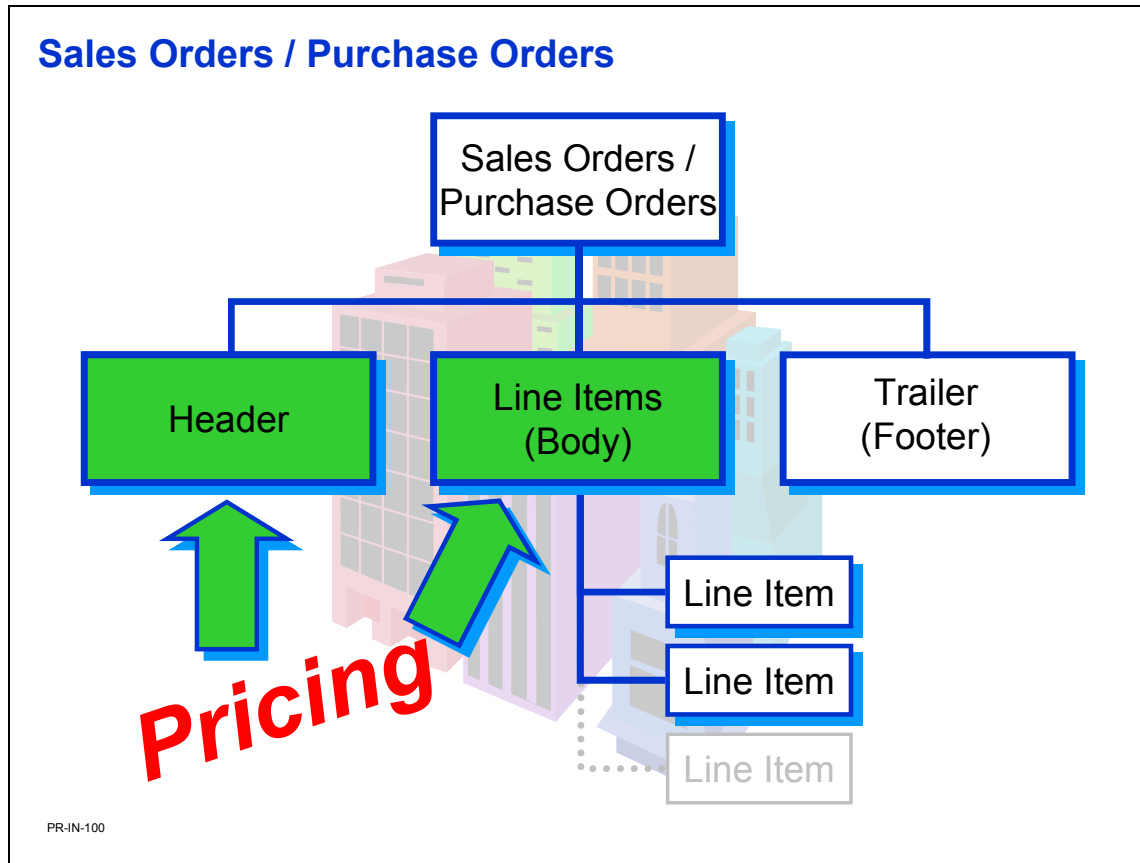
- Classify customers and products into groups
- Link analysis codes together to form sets

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 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.



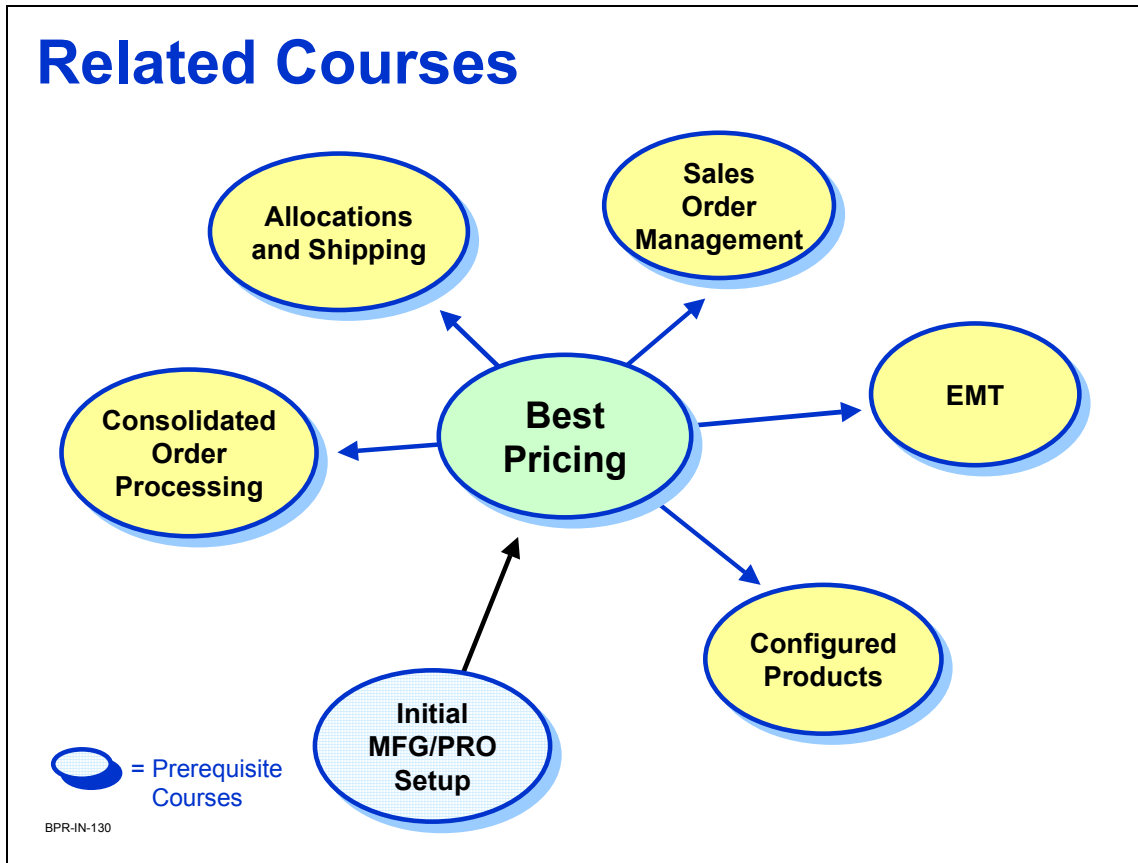
Course Objectives

In this class you learn how to:

- ♦ Identify some key business considerations before setting up Best Pricing in MFG/PRO
- ♦ Set up Best Pricing in MFG/PRO
- ♦ Maintain Best Pricing in MFG/PRO

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Course Objectives



Related Courses



Course Overview

- ✓ Introduction to Best Pricing
- ♦ Business Considerations
- ♦ Setting up Best Pricing
- ♦ Maintaining Best Pricing

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Course Overview

CHAPTER 2

Business Issues





Business Considerations

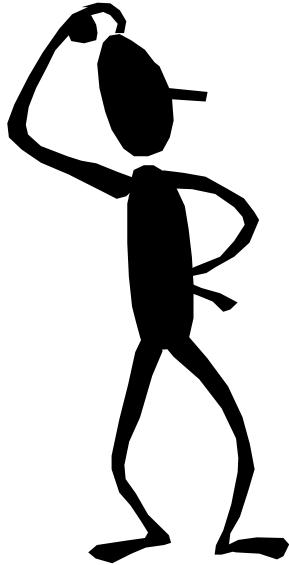
In this section you learn how to:

✓ **Identify some key business considerations before setting up Best Pricing**

- ♦ Set up Best Pricing in MFG/PRO
- ♦ Maintain Best Pricing in MFG/PRO

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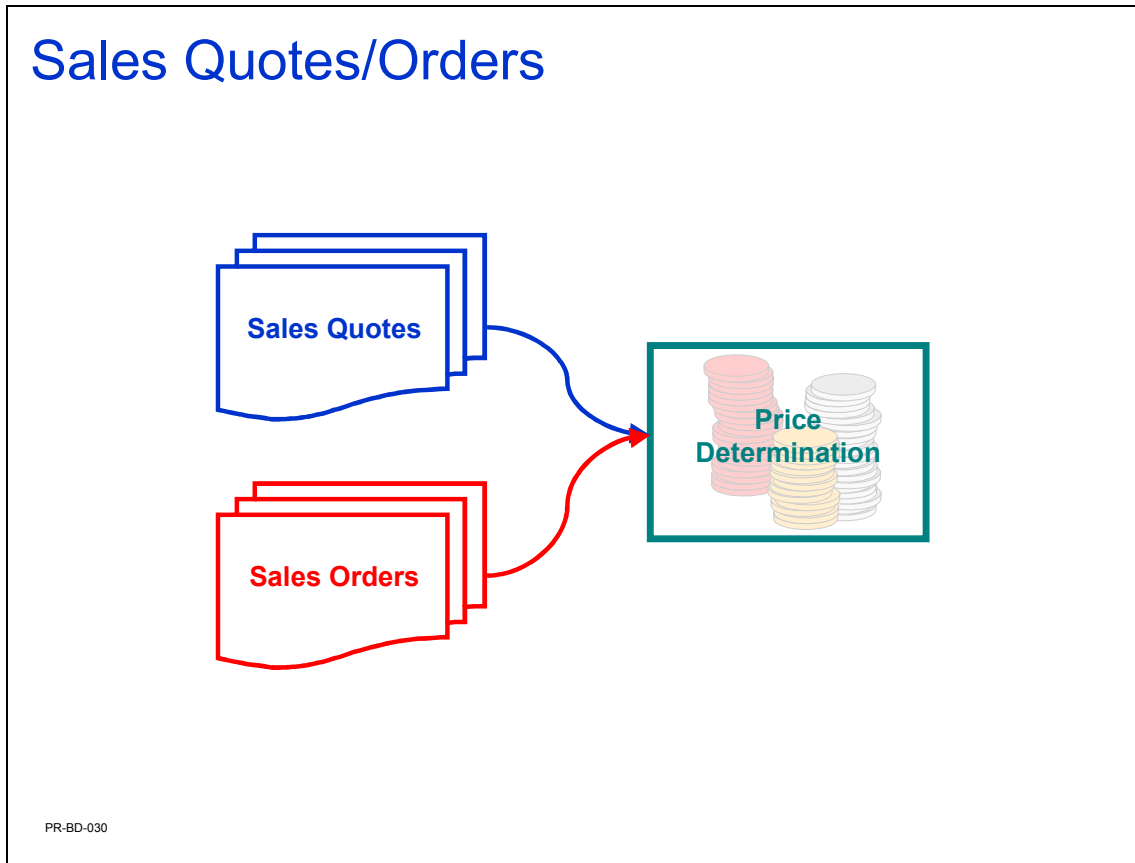
Business Issues



- ♦ 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 MFG/PRO. 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

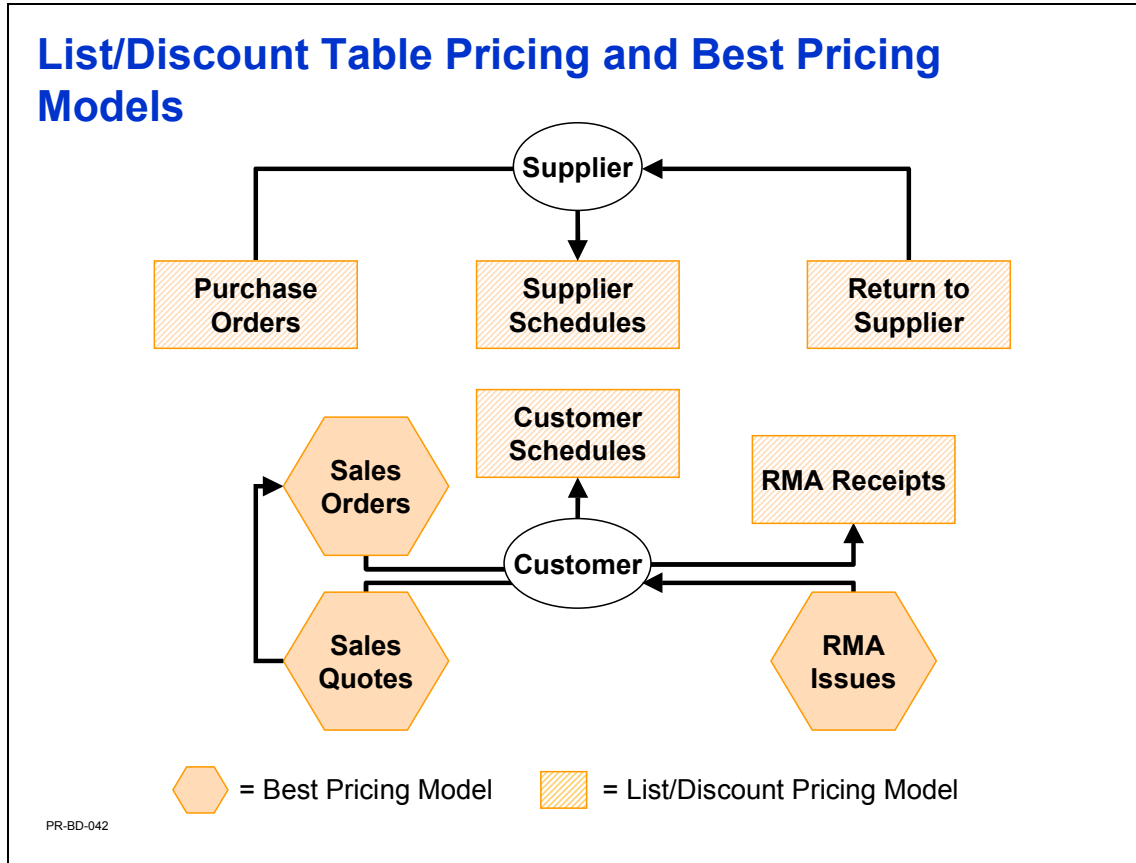
- Create a sales order
- Confirm the order
- Allocate needed inventory
- Ship
- Invoice
- Post the order

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
- MFG/PRO 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 the item master file 1.4.1.

Why Consider?

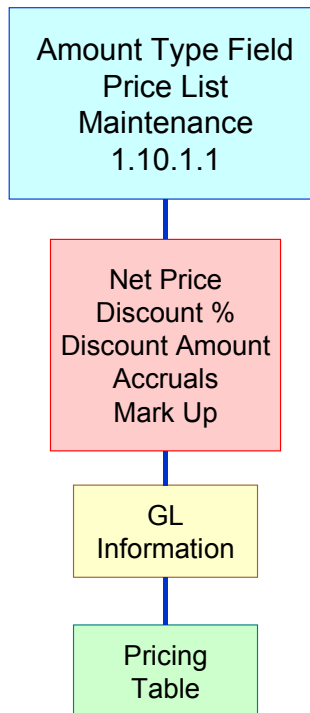
- An alternative to the best pricing model
- Prices are defined when an item is set up in the item master
- Price lists are used to store
 - Prices in foreign currencies
 - Prices or discounts for a certain unit of measure, such as a case or full truckload
 - Discounts at different quantity levels, or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



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Accruals

Accruals Allow You To

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

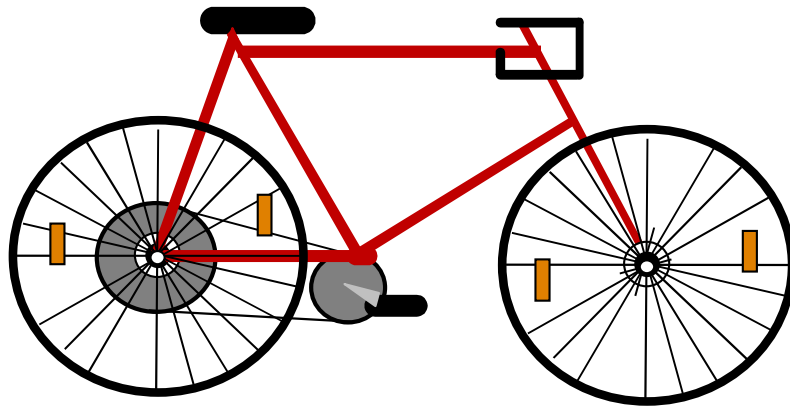
Why Consider?

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



PR-BD-060

Configured Products

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?

MFG/PRO determine in two stages whether price lists apply across an entire configured product line or at the component level only.

Best Overall Price

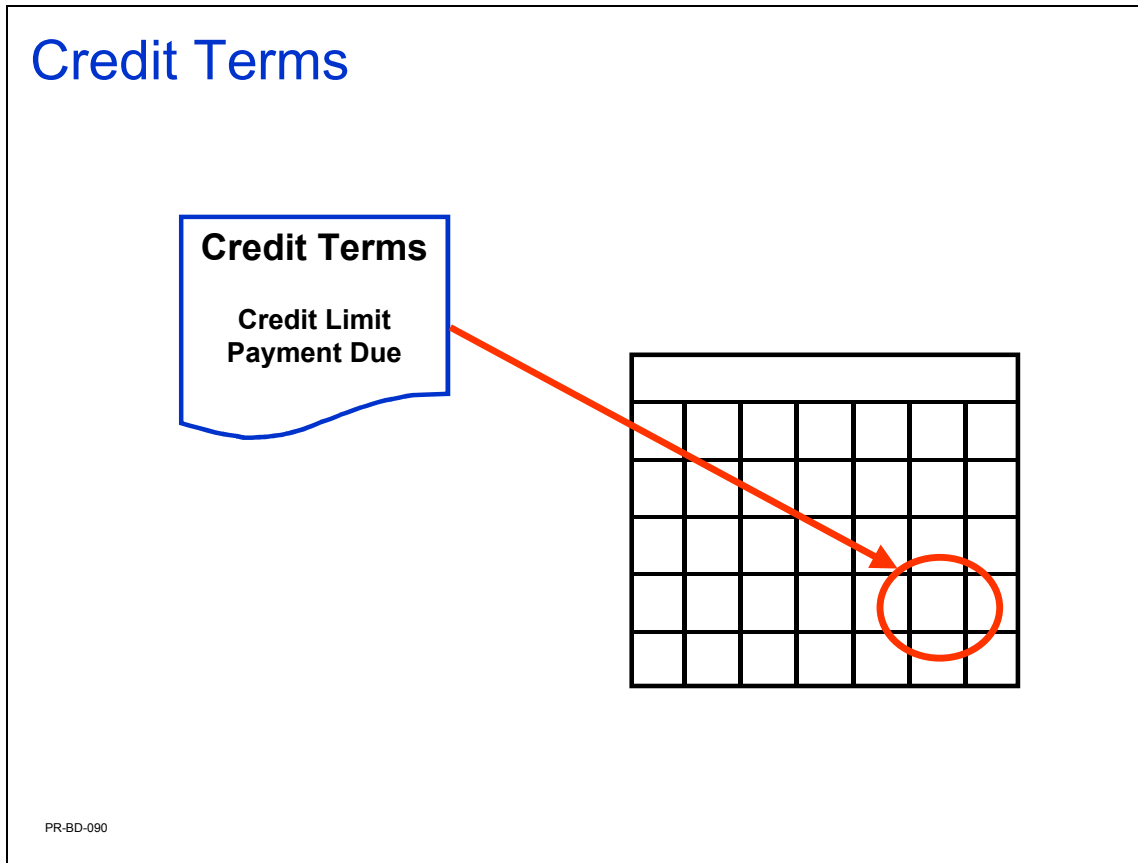
- The system calculates the net price for the entire configured product line
 - Uses the rolled up list price
 - Discounts apply across the entire configuration
- The system compares the net price with best overall net price and chooses the better one

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 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

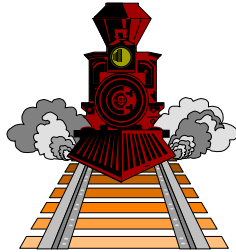
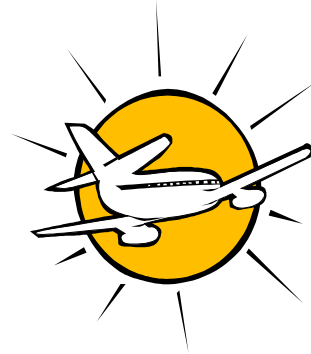
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Note Different credit terms can be made to apply to an order by applying a price list.



Discussed in the following Training Guide: Accounts Receivable

Freight Calculations



PR-BD-110

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

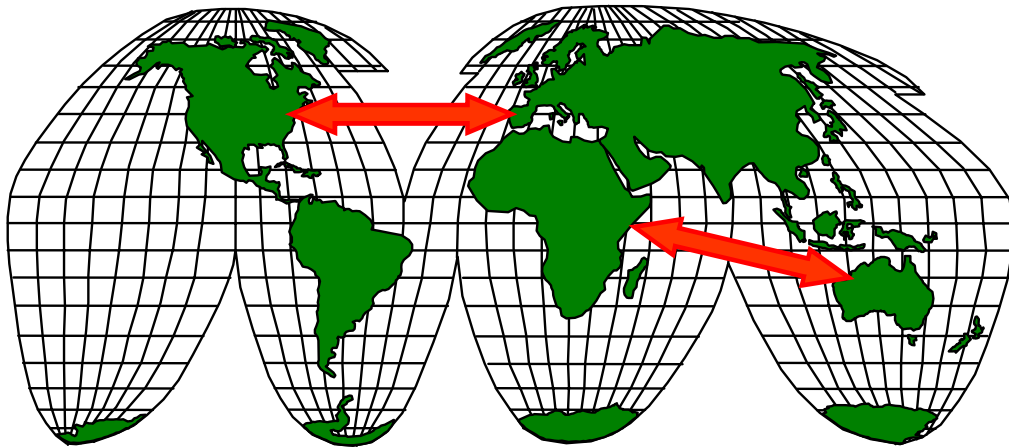
- If the Calculated Freight by Site flag = Yes in the Sales Order Control File 7.1.24 or Sales Quote Control File 6.24, the site entered on the order line item will be used
- If the Calculate Freight by Site flag = No, the site on the order header will be used
- The Sales Order Control File 7.1.24 FOB 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



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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?

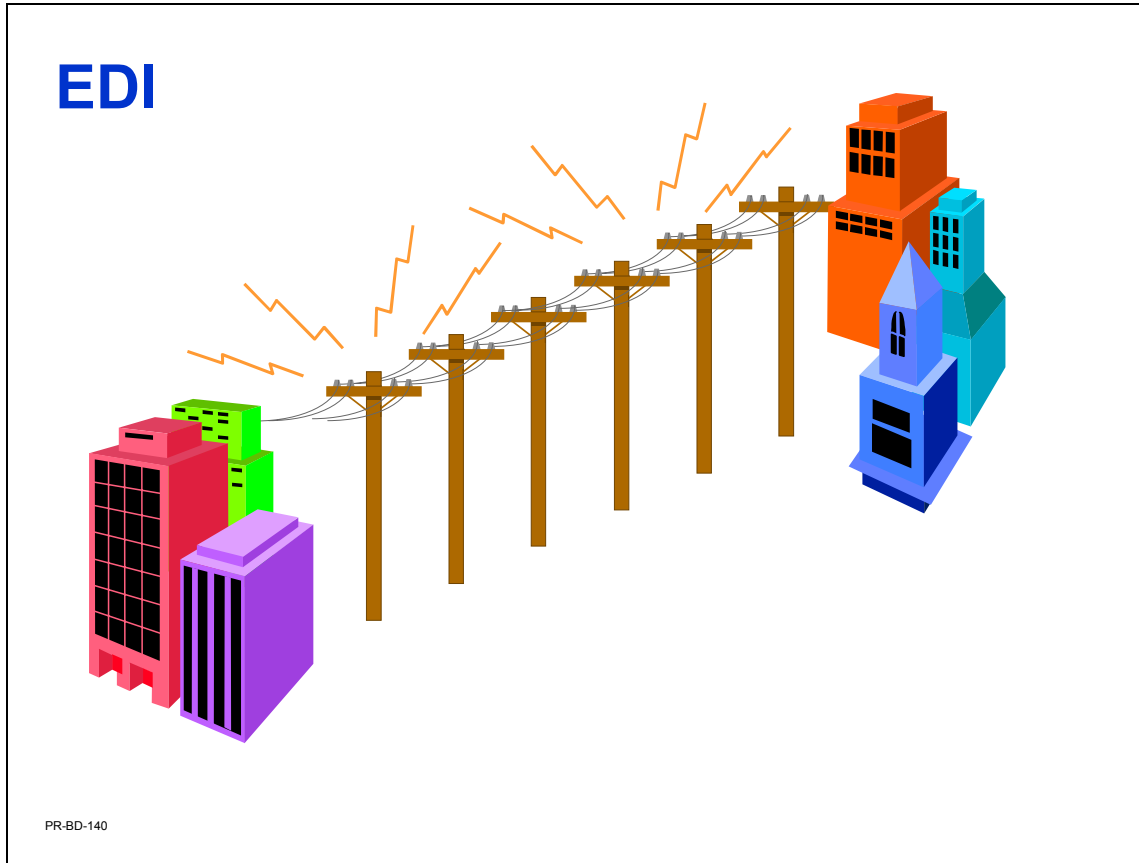
- Legal requirements may require records to be maintained (e.g., shipping documentation)
- Partial shipments are usually avoided due to freight, duties, and excessive paperwork

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 Chain which reduces a company's overhead.

Setup Implications

- EDI software, files, etc. need to be setup
- Sales Order Control File 7.1.24 needs to be set to interact with EDI



Discussed in the following Training Guide: Electronic Data Interchange

Review

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

PR-BD-082

Advanced Pricing Management (APM)

APM Allows You To

- Identify APM price lists by the promotions prefix in the Pricing Control File 1.10.1.24
- Use APM to generate price lists in MFG/PRO. 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 MFG/PRO 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 MFG/PRO 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 MFG/PRO
 - 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 MFG/PRO.



Discussed in the following Training Guide: APM

Review

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

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 MFG/PRO 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 flipchart 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.



Course Overview

- ✓ Introduction to Best Pricing
- ✓ Business Considerations
- ◆ Set up Best Pricing
- ◆ Maintain Best Pricing

BPR-BD-180

Course Overview

CHAPTER 3

Set Up Best Pricing





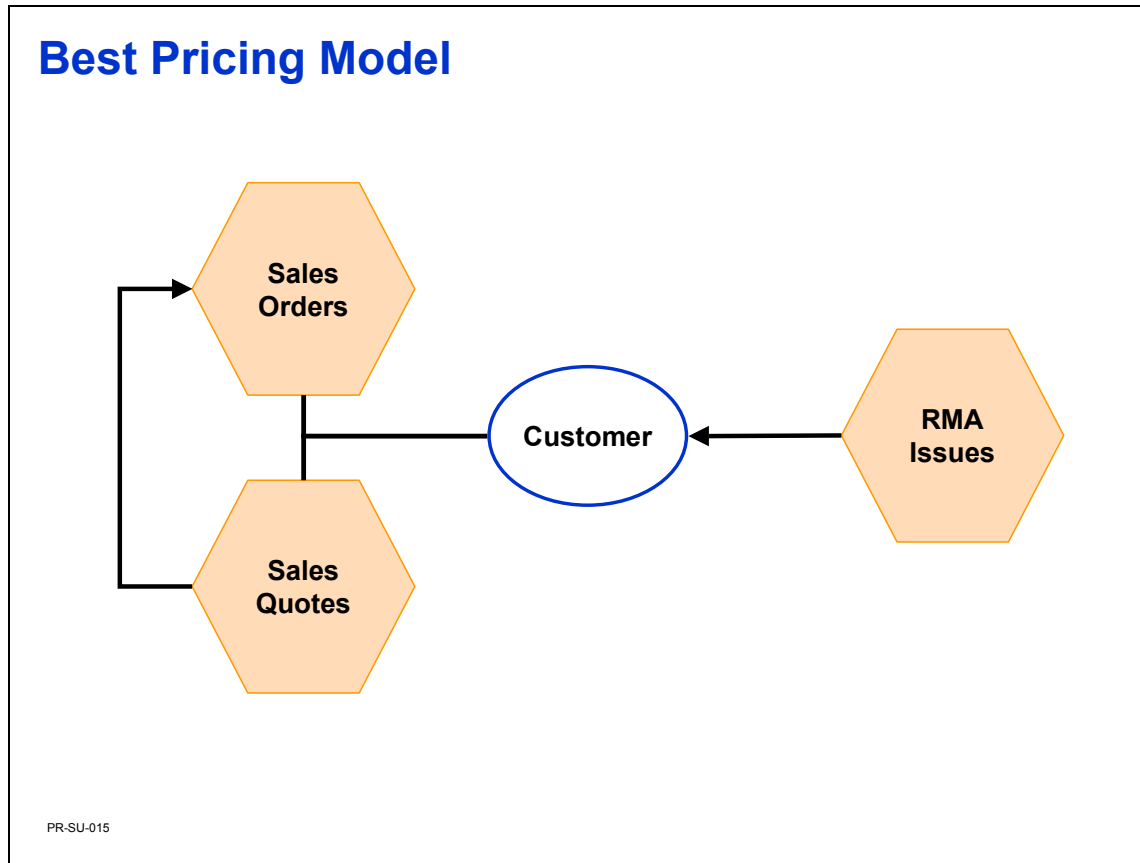
Set up Best Pricing

In this section you learn how to:

- ✓ Identify some key business considerations before setting up Best Pricing in MFG/PRO
- ✓ **Set up Best Pricing in MFG/PRO**
 - ♦ Maintain Best Pricing in MFG/PRO

BPR-SU-010

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

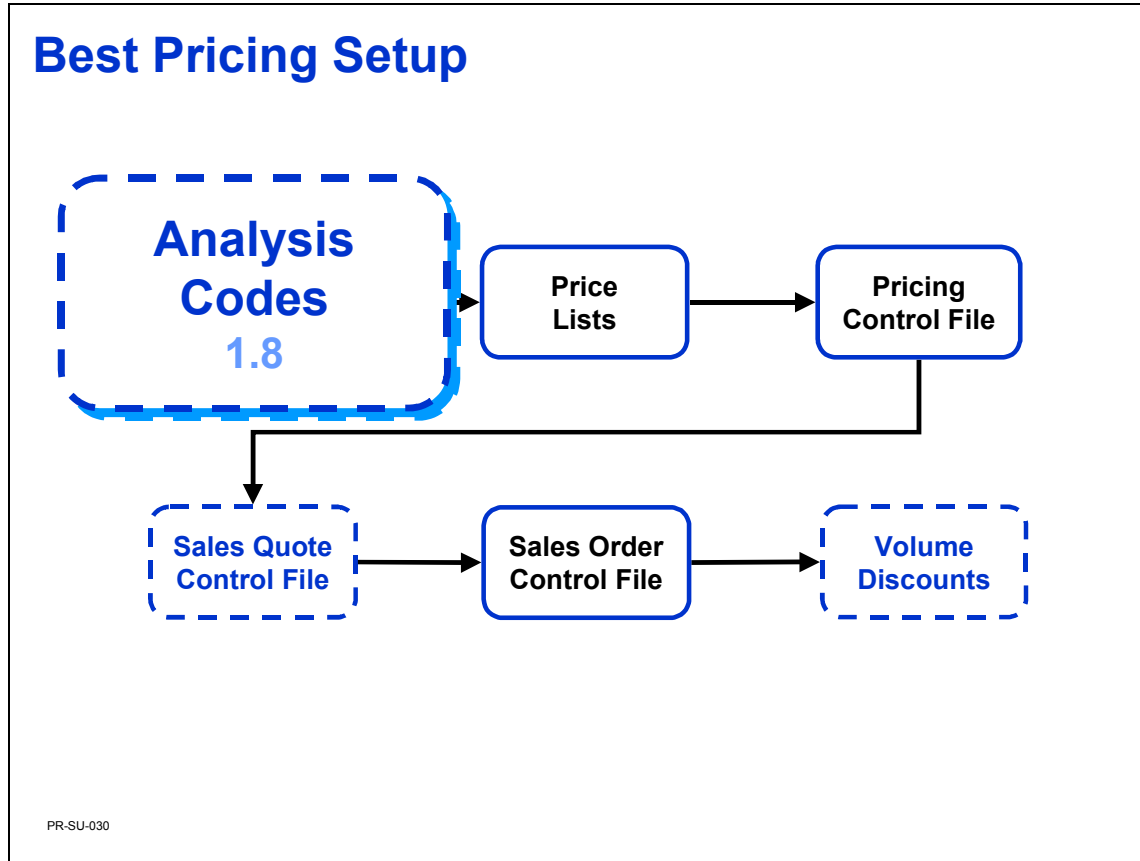
- As a sales order or quote is entered, the system determines
 - Who the pricing customer is (pricing customer is the customer number the system uses to select price lists)

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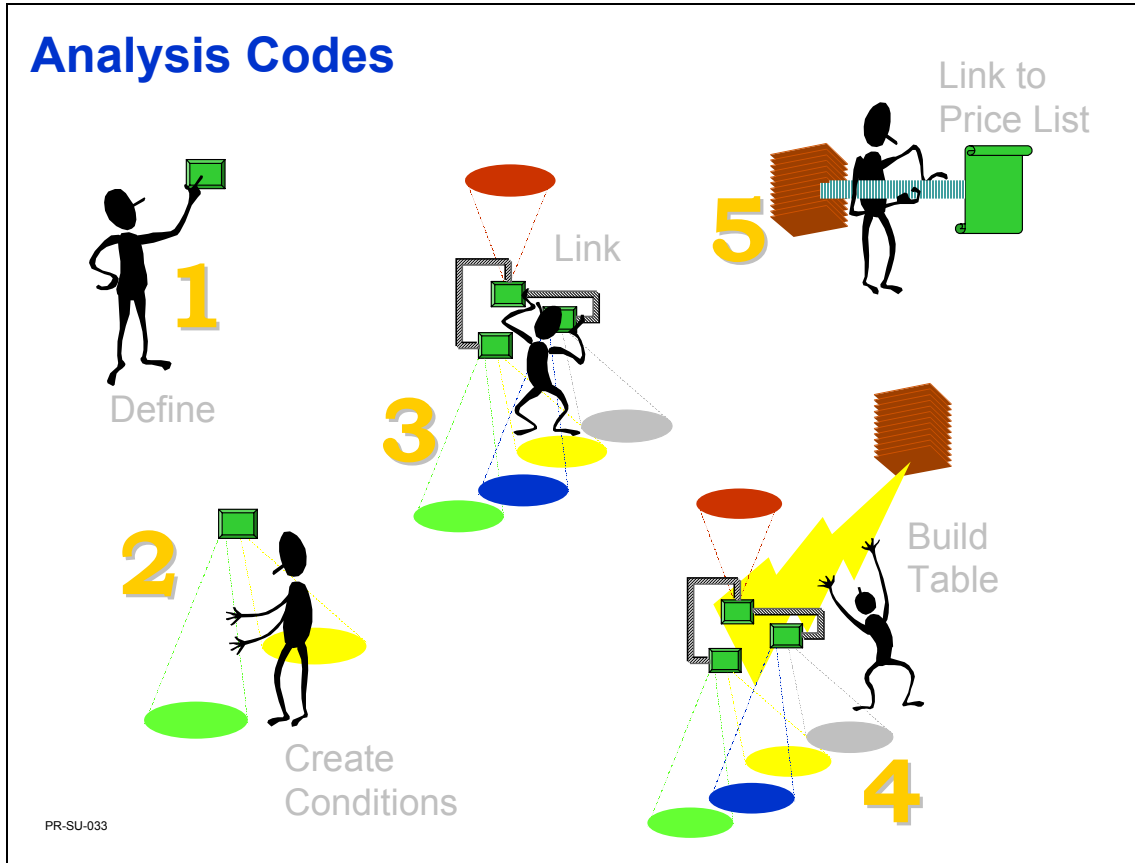
- Which price lists are candidates for each line item
- Which price lists combine with other price lists
- Whether break category discounts apply
- Whether configured products are included, and whether pricing applies across the entire product or at the current level only
- Which price list yields the best overall price for the customer

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

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



Analysis Codes Menu

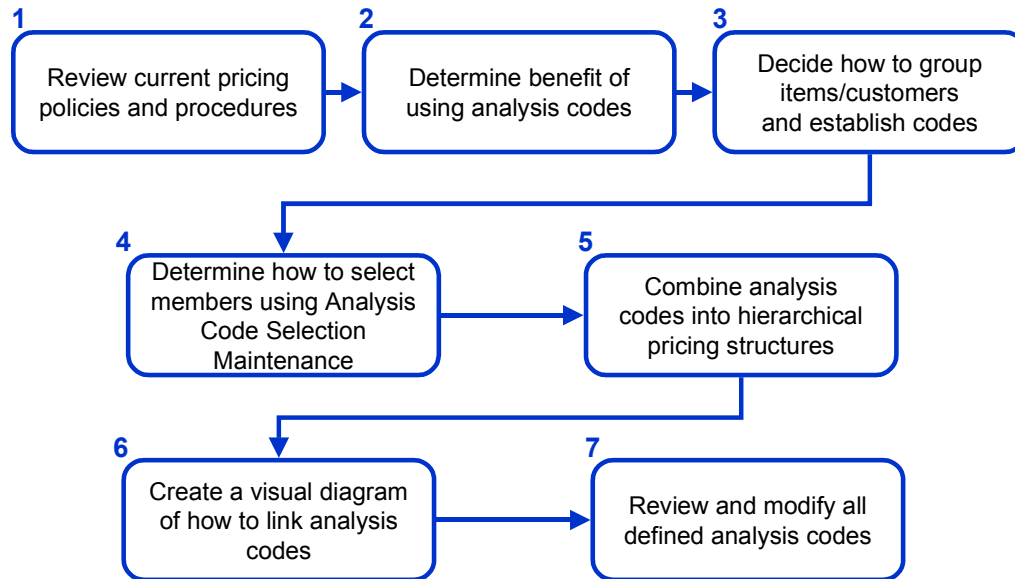


Analysis Codes Usage

- 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.

Analysis Codes Pre-Setup Tasks



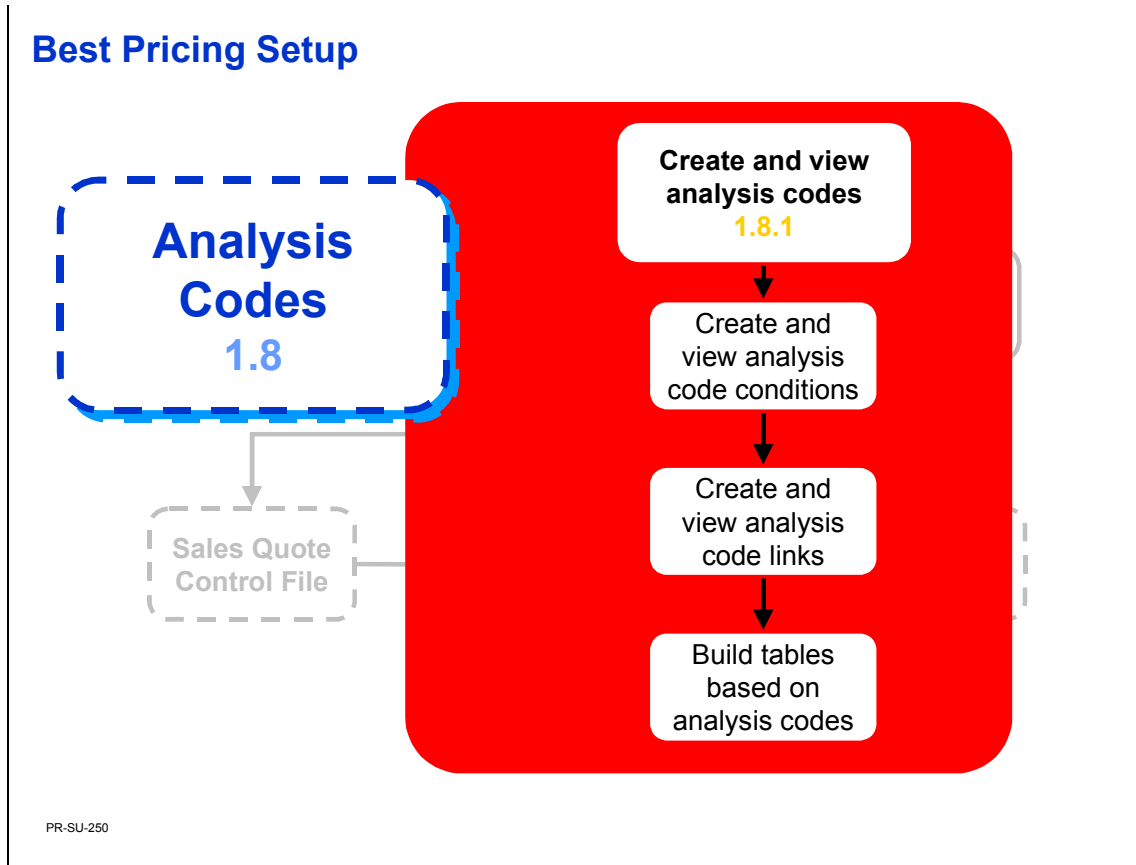
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Using Analysis Codes and Price Lists

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

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

- 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.

1.8.1 – Analysis Code Maintenance

The screenshot shows the 'Analysis Code Maintenance' window. It has a menu bar with 'User Menu', 'Edit', 'Queue', 'Options', and 'Help'. Below the menu bar is a toolbar with icons for file operations and help. The main form area contains the following fields:

- Type:** Customer (highlighted with a red box and an arrow pointing to a red-bordered text box below it that says: 'Item or Customer specifies analysis code type for which you want to build analysis code detail records')
- Code:** NA (circled in blue with an arrow pointing to a blue-bordered oval callout that says: 'An alphanumeric code used to identify customers or items')
- Description:** North American Customer:
- Active:** yes
- Comments:** no

At the bottom of the window is a status bar with the text: 'F1=Help F2=Go ESC=End F5=Delete Ctrl-X/C/V=Cut-Copy-Paste'.

PR-SU-270

Analysis Code Maintenance

Menu Number 1.8.1

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.

1.8.2 – Analysis Code Inquiry

Type	Code	Description	Active
Customer	CU	Regional	yes
Customer	customer		yes
Customer	Dist	Distributor	yes
Customer	NA	North American Customers	yes
Customer	TR	Train Customers	yes

Alphanumeric code used to identify a group of customers or items

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

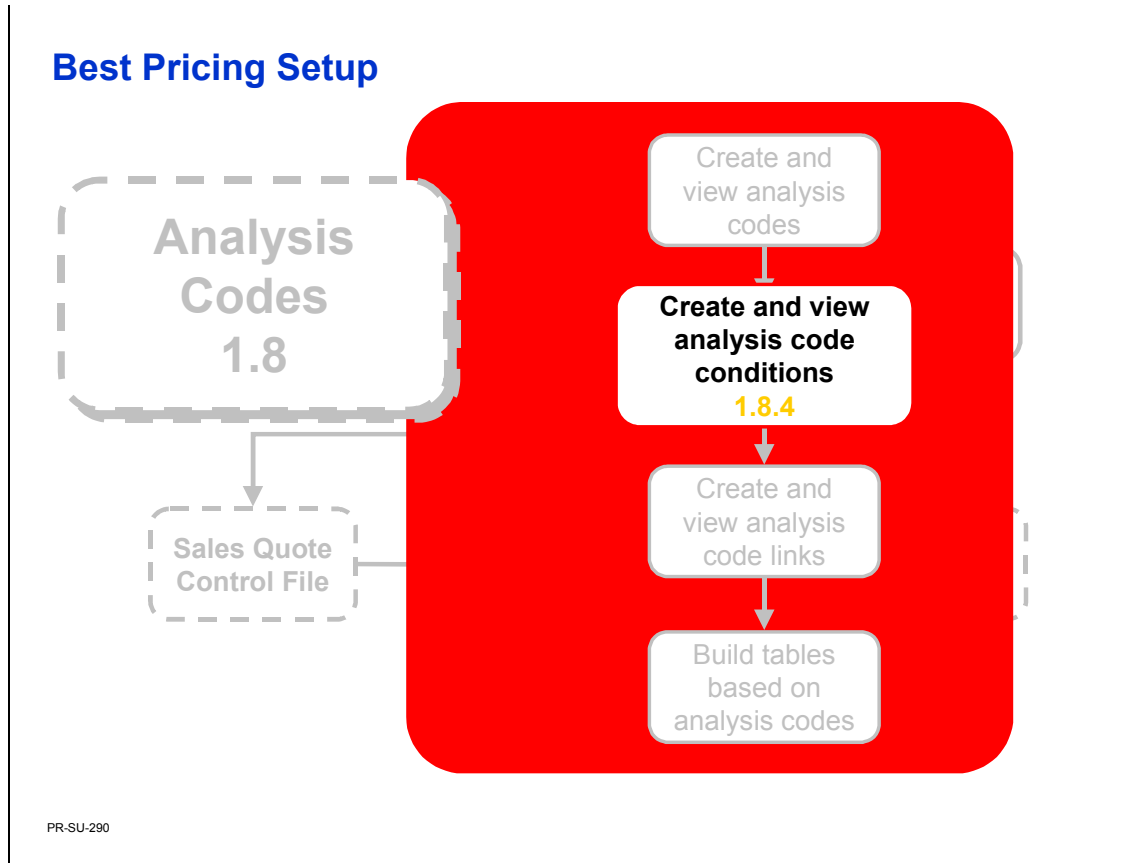
PR-SU-280

Analysis Code Inquiry

Menu Number 1.8.2

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

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.

1.8.4 – Analysis Code Selection Maintenance

Analysis Code Selection Maint

User Menu Edit Queue Options Help

Type: Customer
Code: CU Regional

Condition Field: Bill-to

Wildcard: *

From: 1001000

To: 1001000

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

F1=Help F2=Go ESC=End F5=Delete Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-300

Analysis Code Selection Maintenance

Menu Number 1.8.4

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.

1.8.5 – Analysis Code Selection Inquiry

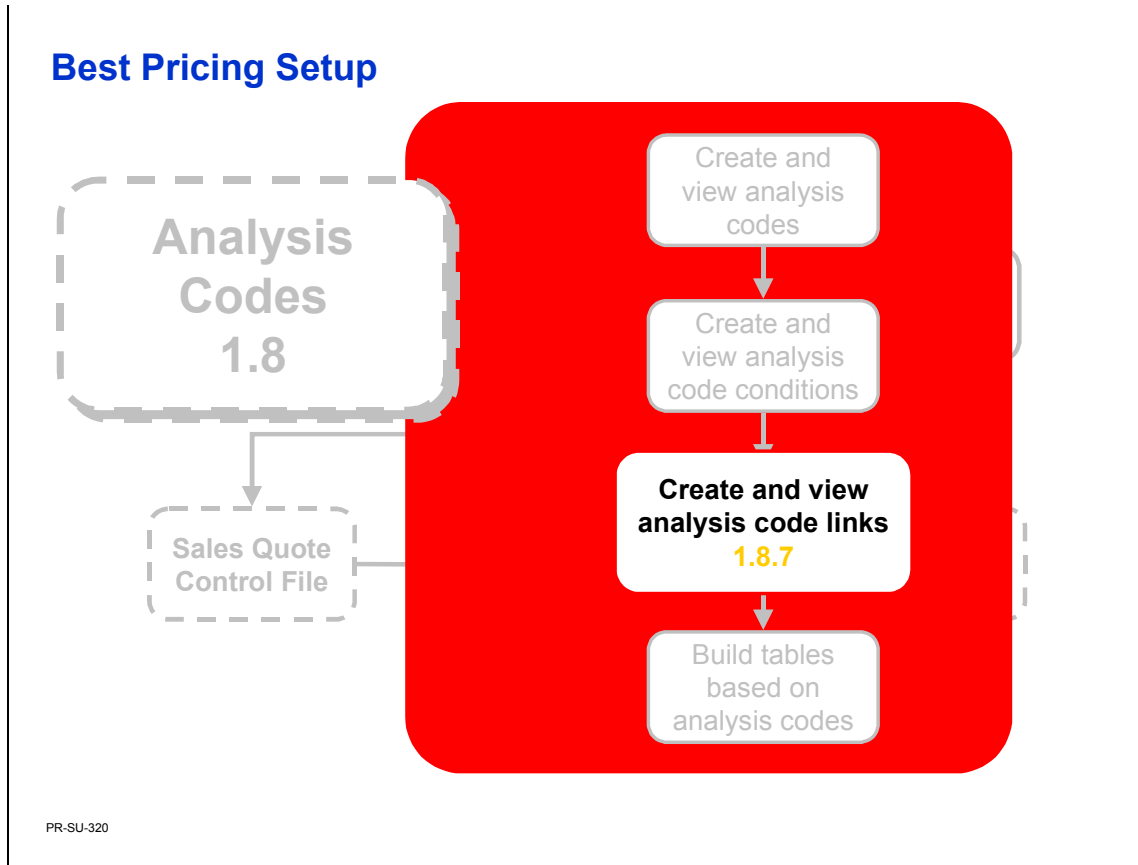
Report - Analysis Code Selection Inquiry		
File Edit Search		
Type	Condition Field	Wildcard
Code		From To
Customer	Bill-to	*
CU		1001000
		1001000
Customer	Number	2222
Dist		
Customer	Region	*
NA		
Customer	Salesperson 1	*
NA		
Customer	Type	*
NA		
Customer	Site	*
TR		Train
		Train
□		
F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste		

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Analysis Code Selection Inquiry

Menu Number 1.8.5

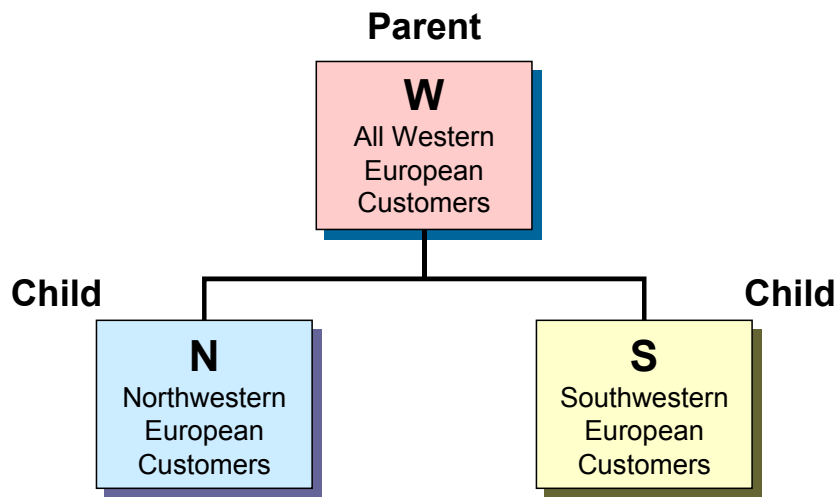
Analysis Code Selection Inquiry lists analysis codes and their Condition fields and ranges alphabetically beginning with the analysis code entered.



Create and View Analysis Code Links

- 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

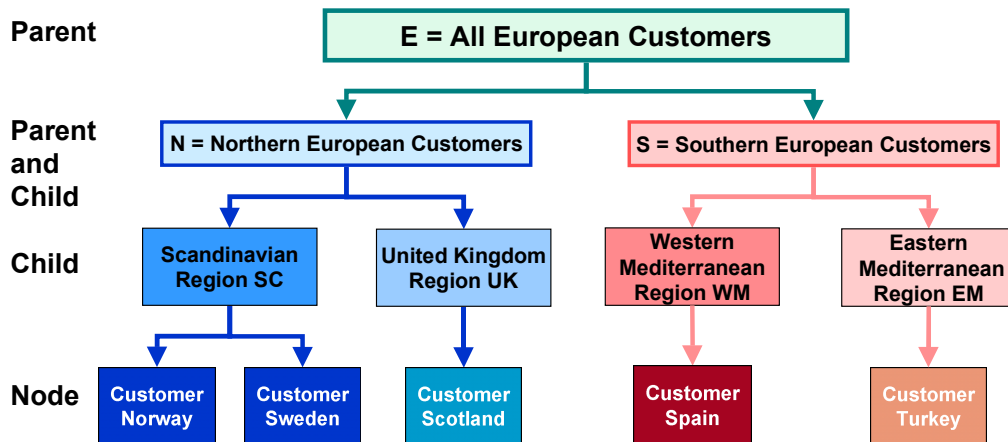


PR-SU-330

Linking Analysis Codes

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

Linking Logic



PR-SU-340

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.

1.8.7 – Analysis Code Link Maintenance

Analysis Code Link Maintenance

User Menu Edit Queue Options Help

Type: Customer
Code: CU
Linked Code: Dist
Regional Distributor
Description: Regional Distributors

Code you want to link your analysis code to. Must be an existing Analysis Code. Think of this linked code as the child in relationship to the parent code.

Adding new record.

F1=Help F2=Go ESC=End F5=Delete Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-350

Analysis Code Link Maintenance

Menu Number 1.8.7

- 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 File 1.10.1.24

1.8.8 – Analysis Code Link Inquiry

Level	Code	Description
0	CU	Regional
.1	Dist	Distributor
.1	TR	Train Customers

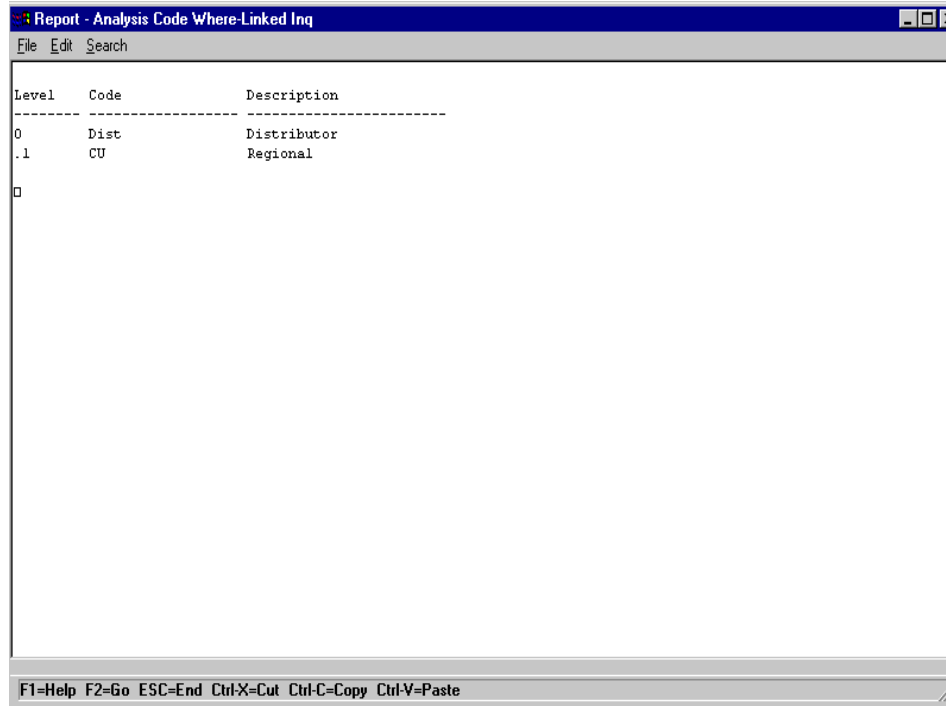
PR-SU-360

Analysis Code Link Inquiry

Menu Number 1.8.8

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

1.8.9 – Analysis Code Where-Linked Inquiry



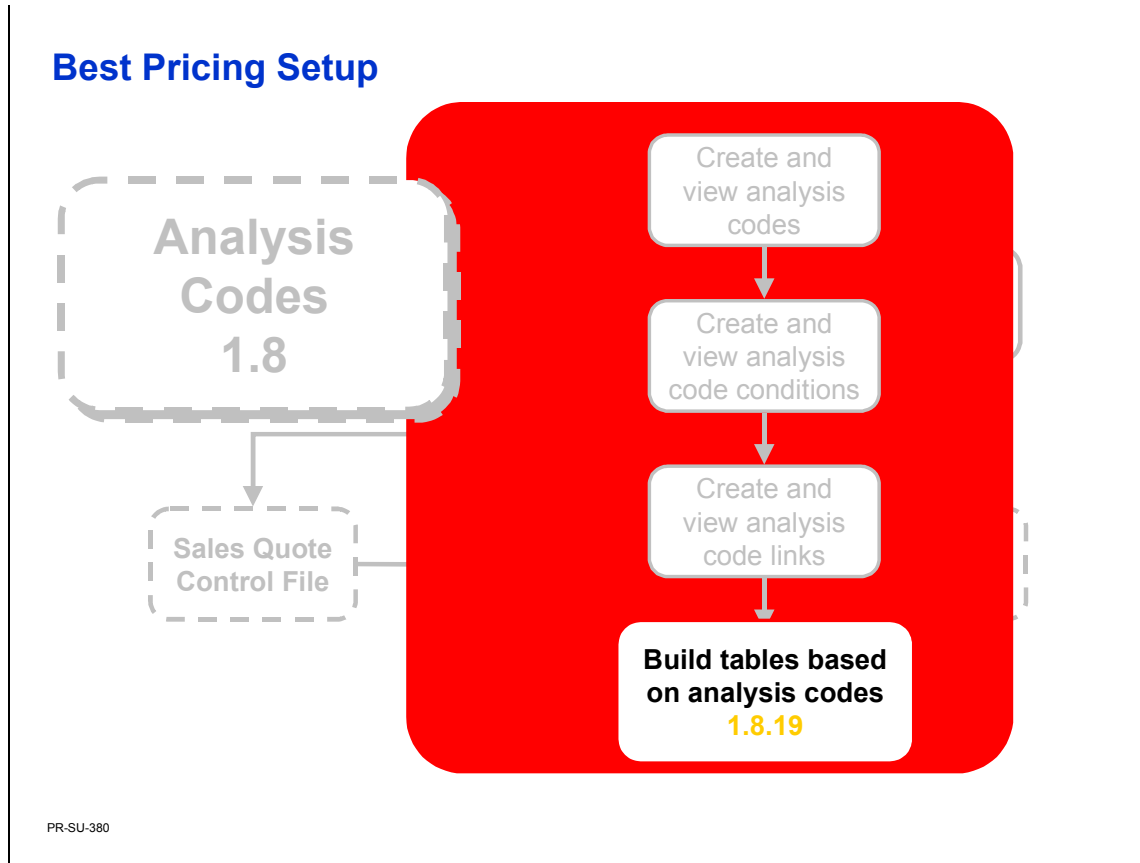
Level	Code	Description
0	Dist	Distributor
.1	CU	Regional

PR-SU-370

Analysis Code Where-Linked Inquiry

Menu Number 1.8.9

- 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

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

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- 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.

1.8.19 – Analysis Code Detail Build

Report - Analysis Code Detail Build			
File Edit Search			
ppacut01.p		1.8.19 Analysis Code Detail Build	Date: 07/28/98
Page: 1			Time: 16:13:18
Type	Code	Active	Customer
Customer	2356	yes	1001000
Customer	CU	yes	1001000
Customer	Dist	yes	2222
Customer	CU	yes	2222
Customer	NA	yes	00010000
Customer	NA	yes	001
Customer	NA	yes	01000000
Customer	NA	yes	1001000
Customer	NA	yes	10010001
Customer	NA	yes	10010002
Customer	NA	yes	10010003
Customer	NA	yes	10010004
Customer	NA	yes	1003000
Customer	NA	yes	1004000
Customer	NA	yes	1005000
Customer	NA	yes	1007000
Customer	NA	yes	1012000
Customer	NA	yes	2001000
Customer	NA	yes	2011000
Customer	NA	yes	2032000
Customer	NA	yes	2222
Customer	NA	yes	3001000
Customer	NA	yes	3002000
Customer	NA	yes	3005000
...	...	...	...

PR-SU-390

Analysis Code Detail Build

Menu Number 1.8.19

- 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

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

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- 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.

1.8.13 – Analysis Code Detail Maintenance

Analysis Code Detail Maintenance

User Menu Edit Queue Options Help

Type: Customer
Code: AN No American Customers

Update Parent Codes: no

This feature makes the maintenance of analysis code nodes easier when there are many parent code relationships

F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-391

Analysis Code Detail Maintenance

Menu Number 1.8.13

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.

Processing Exercises



PR-SU-830

Best Pricing Setup Exercises

Important The data used in these exercises may not be the same as the data shown in the screen captures in this lesson.

Create a Customer and Item

Instructions: In this exercise, you will create an item, create a customer, create two analysis codes, view the analysis codes, select analysis code criteria, build analysis codes, view an analysis code report, create price lists, simulate pricing, and process a sales order.

Create an Item

- 1 Create an item by entering the following

Item Number: 66-600
 Unit of Measure: EA
 Description: Product Brochure
 Product Line: 1000
 Item Type: Fingood
 Price: 1.00

- 2 Press Go to advance to the GL Cost Data frame.
- 3 Enter the following:

Material Cost: .50

Use Item Data Maintenance 1.4.1
- 4 Press Go to save changes. Press End to return to the menu.

Create a Customer

- 1 Create a customer by entering the following

Customer Code: 2222
 Name: ABC Manufacturing
 Address: 123 Main Street
 City: San Jose
 State: CA
 Postal Code: 95118

- 2 Press Go to advance to the next frame.
- 3 Enter the following:

Site: Train

- 4 Press Go to advance to the next frame.

Fixed Price: No

- 5 Press Go to advance to the next frame.

Taxable: No

- 6 Press Go to advance to the credit frame.

- 7 Enter the following:

Credit Limit: 1,000,000

Credit Terms: 2/10-30

Use Customer Maintenance 2.1.1

- 8 Press Go to save changes. Press End to return to the menu.

Create Two Analysis Codes

- 1 Create a customer analysis code by entering the following:

Type: Customer

Code: Dist

Description: Distributor

Active: Yes

Comments: No

- 2 Press Go to save changes.

- 3 Create an item analysis code by entering the following:

Type: Item

Code: Resale

Description: Computer Equipment

Active: Yes

Comments: No

Use Analysis Code Maintenance 1.8.1

- 4 Press Go to save changes. Press End to return to the menu.

View the Analysis Codes

- 1 View analysis codes by entering the following

Type: <blank>
Code: <blank>
Output: Window

Use Analysis Code Inquiry 1.8.2

- 2 Press Go to view the inquiry. Press End to return to the menu.

Select Analysis Code Criteria

- 1 Create a customer analysis code by entering the following

Type: Customer
Code: Dist
Condition Field: Number
Wildcard: *
From: 2222
To: 2222

- 2 Press Go to save changes. Press End to return to the Type field.

- 3 Create an item analysis code by entering the following

Type: Item
Code: Resale
Condition Field: Item Number

- 4 Press Go to advance to the next frame.

- 5 Enter the following

Wildcard: *
From: 66-600
To: 66-600

Use Analysis Code Selection Maintenance 1.8.4

- 6 Press Go to save changes. Press End to return to the menu.

Build Analysis Codes

Instructions: Complete the following:

- Create Three Analysis Codes and Select Criteria
- Combine Sets of Analysis Codes
- Do Analysis Code Detail Build
- View an Analysis Code Report

Create Three Analysis Codes and Select Criteria

1 Create three analysis codes by entering the following

Type:	Customer	Customer	Customer
Code:	TR	CN	NA
Description:	Train Customers	Canadian Customers	North American Customers
Active:	Yes	Yes	Yes
Comments:	No	No	No

Use Analysis Code Maintenance 1.8.1

2 Press Go to save changes. Press End to return to the menu.

3 Enter the following

Type:	Customer	Customer
Code:	TR	CN
Condition Field:	Site	Site
Wildcard:	*	*
From:	Train	11000
To:	Train	11000

Use Analysis Code Selection Maint 1.8.4

4 Press Go to save changes. Press End to return to the menu.

Combine Sets of Analysis Codes

- 1 Combine sets of analysis codes by entering the following

Type:	Customer	Customer
Code:	NA	NA
Linked Code:	TR	CN
Description:	North Amer Cust	North Amer Cust

Use Analysis Code Link Maintenance 1.8.7

- 2 Press Go to save changes. Press End to return to the menu.

Build Analysis Codes

- 1 Build analysis code detail by entering the following

Type:	Customer
Output:	Window
Batch ID:	<blank>

- 2 Press Go to start the update.

- 3 When the customer update is complete, press End to return to the type field and enter the following

Type:	Item
Output:	Window
Batch ID:	<blank>

- 4 Press Go to start the update.

Use Analysis Code Detail Build 1.8.19.

- 5 When the item update is complete, press End to return to the menu.

View an Analysis Code Report

- 1 View an analysis code report by entering the following

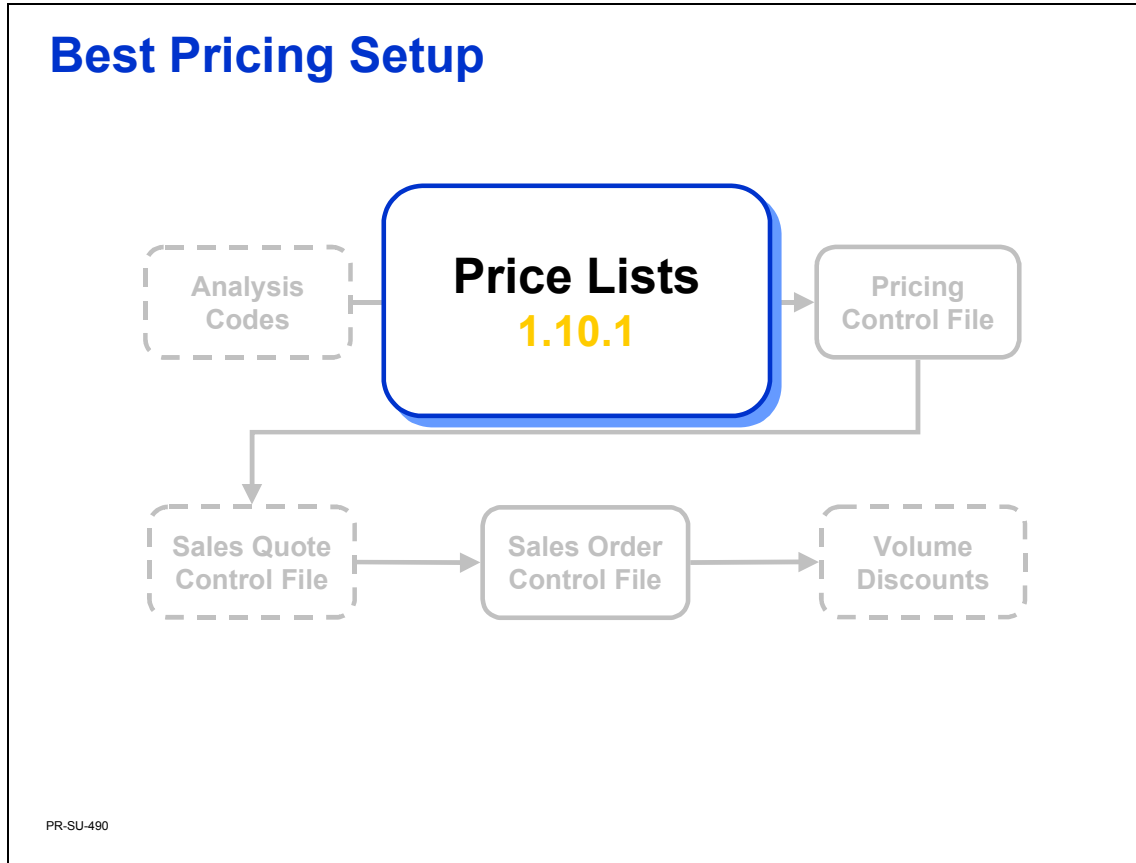
Type:	Item
Code:	<blank>
To:	< blank>

- 2 In the Output field, specify Window.
- 3 Press Go to create the report.

When the system completes generating the report, the report appears at the output location selected.

Use Analysis Code Report 1.8.17

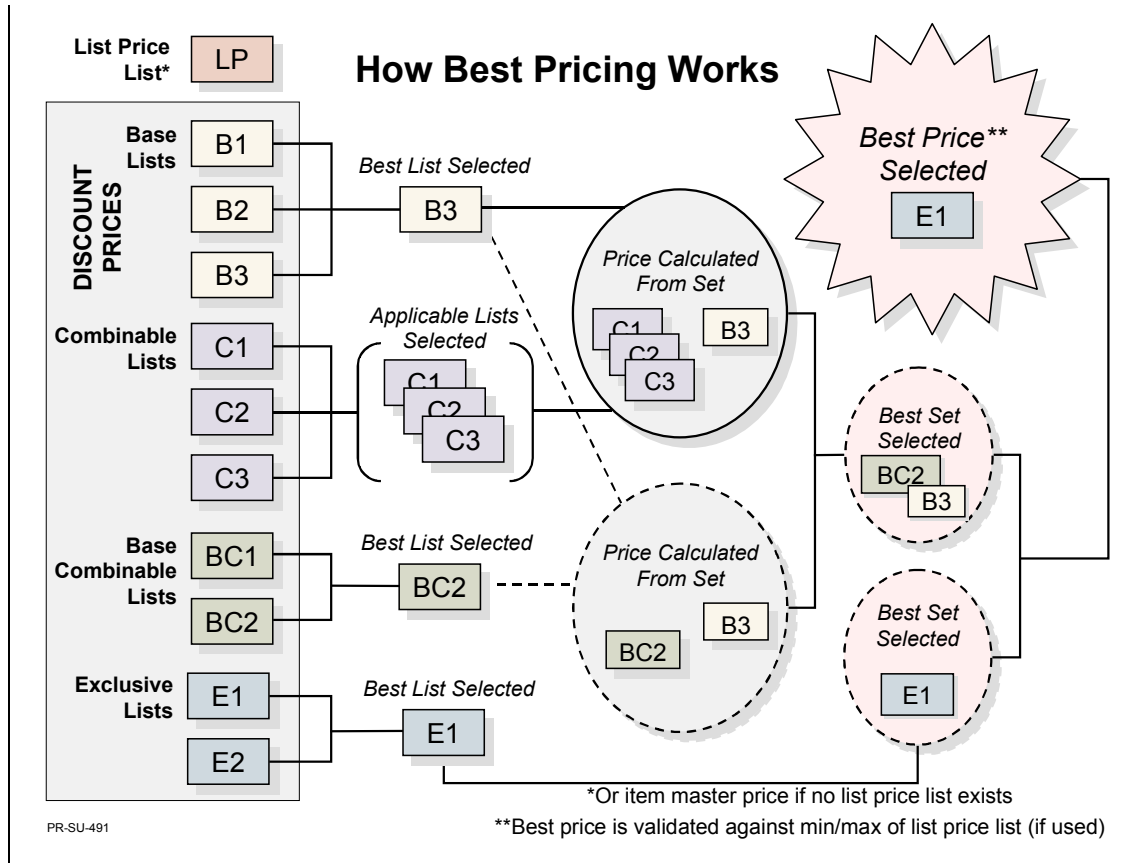
- 4 Press End to return to the menu.



Price Lists

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 20

As shown here, MFG/PRO 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 111

1.10.1.1 – Price List Maintenance – Price Break Category

Price List Maintenance

User Menu Edit Queue Options Help

Price List: ACC
 Customer/Analysis Code: CU
 Item/Analysis Code: Resale
 Currency: USD
 UM: EA
 Start: 09/15/98
 Expire: 12/31/98

Regional
 Computer Equipment

Description:
 Amount Type: Discount %
 Qty Type: Quantity
 Comb Type: Combinable

Config Disc: no
 Manual: no
 Max Orders: 0
 Disc Sequence: 10.0
 Print: yes

Min Net Ord: 10.00
 Max Qty: 0.0

Promotion Type:
 Promotion:
 Cost Set:
 Comments: no

Break Cat:

Enter data or press ESC to end.

Item break category groups items to get a better quantity break. If a break category is designated, it displays in Item Master Maintenance 1.4.1 or Item Data Maintenance 1.4.3.

PR-SU-590

Price List Maintenance

Menu Number 1.10.1.1

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.

1.4.1 – Item Master Maintenance – Price Break Category

Item Master Maintenance

User Menu Edit Queue Options Help

Item Number: 02-0005 Description: MECHANICAL PENCIL
UM: EA (5MM) BLISTER PACKED

Item Data

Prod Line: 1000 Item Type: FINGOOD Drawing: 22-130
Added: 10/31/90 Status: AC Rev: AA
Design Group: Group: CARDED Drawing Loc: Size:
Promo Group: Price Break Cat: 22-100

Item Inventory Data

ABC Class: A Avg Int: 90
Lot/Serial Control: Cyc Cnt Int: 30
Site: train Shelf Life:
Location: 200 Allocate Single Lot: no
Location Type: Key Item: no
Auto Lot Numbers: no PO Rcpt Status: Active: no
Lot Group: WO Rcpt Status: Active: no
Article Number:

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-SU-591

Item Master Maintenance

Menu Number 1.4.1

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.

1.10.1.1 – Price List Maintenance – Amount Type

The screenshot shows the 'Price List Maintenance' window with the following fields and callouts:

- Price List: Terms**
- Customer/Analysis Code:** Dist
- Item/Analysis Code:** Resale
- Currency:** USD
- UM:**
- Start:**
- Expire:**
- Distributor:** Computer Equip
- Description:** (Callout: Description prints on sales orders and invoices if print flag = Yes)
- Amount Type:** Discount % (Callout: The type of amount associated with this price list structure. Types are accrual, credit terms, discount %, discount amount, freight list, freight terms, list price, mark-up, and net price.)
- Qty Type:** Amount
- Comb Type:** Combinable
- Min Net Ord:** 0.00
- Max Qty:** 0.0
- Break Cat:**
- Config Disc:** no
- Manual:** no
- Max Orders:** 0
- Disc Sequence:** 10.0
- Print:** yes
- Promotion Type:**
- Promotion:**
- Cost Set:**
- Comments:** no

Enter data or press ESC to end.

PR-SU-520

Price List Maintenance

Menu Number 1.10.1.1

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.

1.10.1.1 – Price List Maintenance – List Price

Price List Maintenance

User Menu Edit Queue Options Help

Price List: p101
 Customer/Analysis Code: CU
 Item/Analysis Code: Resale
 Currency: USD
 UM: ea
 Start: 09/01/98
 Expire: 12/31/98

Regional
 Computer Equipment

Description:
 Amount Type: List Price
 Qty Type: Quantity
 Comb Type: Combinable

Min Net Ord: 0.00
 Max Qty: 0.0
 Break Cat:

Config Disc: no
 Manual: no
 Max Orders: 0
 Disc Sequence: 10.0
 Print: yes
 Promotion Type:
 Promotion:
 Cost Set:
 Comments: no

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

F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-540

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.

1.10.1.1 – Price List Maintenance – Mark-up

The screenshot shows the 'Price List Maintenance' window with the following fields and values:

Price List:	ACC	
Customer/Analysis Code:	AN	No American Customers
Item/Analysis Code:	Resale	Computer Equip
Currency:	USD	
UM:	EA	
Start:	08/01/98	
Expire:	09/30/98	
Description:		Config Disc: no
Amount Type:	Mark-up	Manual: no
Qty Type:	Amount	Max Orders: 0
Comb Type:	Combinable	Disc Sequence: 10.0
Min Net Ord:	0.00	Print: yes
Max Qty:	0.0	Promotion Type:
Break Cat:		Promotion:
		Cost Set:
		Comments:
		no

A blue arrow points from the 'Amount Type: Mark-up' field to a text box that says: 'Percentages added to the item cost at the order site'.

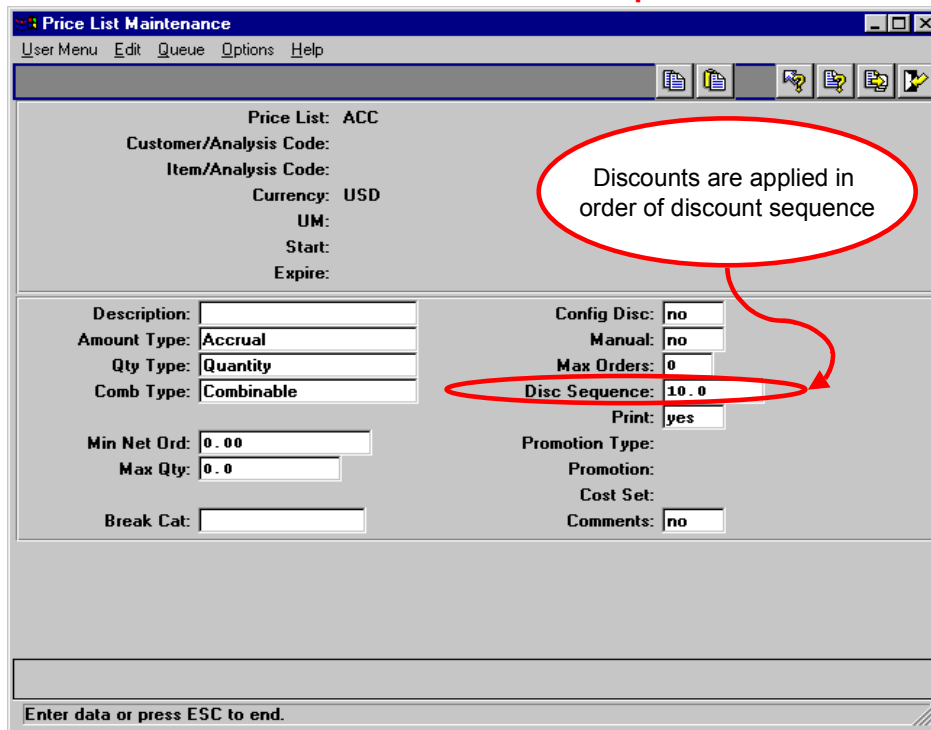
Enter data or press ESC to end.

PR-SU-570

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

1.10.1.1 – Price List Maintenance – Discount Sequence



Price List: ACC

Customer/Analysis Code:

Item/Analysis Code:

Currency: USD

UM:

Start:

Expire:

Description:

Amount Type: Accrual

Qty Type: Quantity

Comb Type: Combinable

Min Net Ord: 0.00

Max Qty: 0.0

Break Cat:

Config Disc: no

Manual: no

Max Orders: 0

Disc Sequence: 10.0

Print: yes

Promotion Type:

Promotion:

Cost Set:

Comments: no

Enter data or press ESC to end.

PR-SU-521

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 ($200 \times .20$), and the 30% discount would receive a discount amount of \$48 ($160 \times .30$).

- 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.

1.10.1.1 – Price List Maintenance – **Accrual**

Price List Maintenance

User Menu Edit Queue Options Help

Price List: ACC
 Customer/Analysis Code: AN
 Item/Analysis Code: RS
 Currency: USD
 UM: Ea
 Start: 10/01/98
 Expire: 10/01/99

No American Customers
 Resale

Expense
 Acct: 1040
 Project:

Accrual
 Acct: 1040
 Project:

A percentage of the net price can be accrued into a specific account, without affecting the calculation of the net price

F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-550

Accrual

- 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

1.10.1.1 – Price List Maintenance – **Accrual**

Price List Maintenance

User Menu Edit Queue Options Help

Price List: ACC

Customer/Analysis Code:

Item/Analysis Code:

Currency: USD

UM:

Start:

Expire:

Min Qty	Accrual %	Min Qty	Accrual %
0.0	0.0		
25.0	5.0		

Min Qty: 25.0

Accrual %: 5.0

F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-560

Min Qty

Discount quantities are calculated by specifying minimum quantity or amount

1.10.1.1 – Price List Maintenance – Credit Terms

Price List Maintenance

User Menu Edit Queue Options Help

Price List: GZR
 Customer/Analysis Code: Dist Distributor
 Item/Analysis Code: Resale Computer Equip
 Currency: USD
 UM: EA
 Start: 08/01/98
 Expire:

Min Amt	Cr Terms
10.0 30	DUE 30 DAYS FROM INV
15.0 60	DUE 60 DAYS FROM INV
90.0 90	DUE 90 DAYS FROM INV

Min Amt: Cr Terms:

F1=Help F2=Go ESC=End *Next/Prev Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-580

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

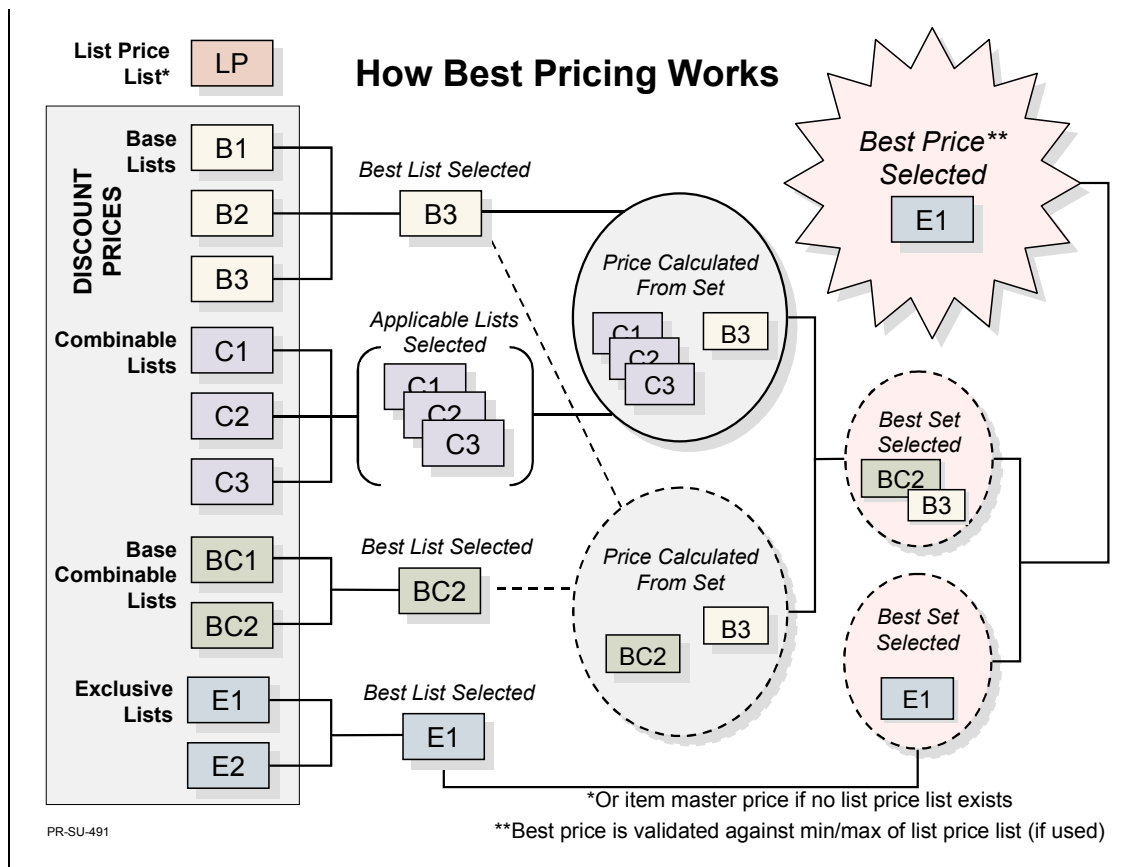
Note The terms set last are the ones that apply

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 MFG/PRO 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.

1.10.1.3 – Price List Reports

Report - Price List Report

File Edit Search

pppirp01.p 1.10.1.3 Price List Report

Page: 1

List	Description	Cust/Supplier Cat	Item Cat	Cur UM	Start	Expire	Amount	Type
		2356		USD				Discount %
Comb Type	Min Net Ord		Config Cost Set	Max Orders	Disc Acct	Cost Ctr	Pro	
Qty Type	Max Qty Break Cat		Manual Print	Disc Sequence	Accrual Acct	Accrual CC	Acc	
Combinable	0.00		no	0.0				
Quantity	0.00		no yes	10.0				
List	Description	Cust/Supplier Cat	Item Cat	Cur UM	Start	Expire	Amount	Type
				USD				Discount %
Comb Type	Min Net Ord		Config Cost Set	Max Orders	Disc Acct	Cost Ctr	Pro	
Qty Type	Max Qty Break Cat		Manual Print	Disc Sequence	Accrual Acct	Accrual CC	Acc	
Combinable	100.00		no	0.0				
Quantity	1,000.00		no yes	10.0 1040		0200		
Min Qty	Discount %	Min Qty	Discount %	Min Qty	Discount %	Min Qty		
List	Description	Cust/Supplier Cat	Item Cat	Cur UM	Start	Expire	Amount	Type

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-SU-670

Price List Reports

Menu Number 1.10.1.3

- 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

1.10.1.5 – Price Lists by Customer Inquiry

List	Description	Mnl	Amt Type	Comb Type	Start Expire	Max Qty Max Ord
		no	Accrual			0.0
			Combinable			0.0
abc		no	Discount %			0.0
			Combinable			0.0
ACC	Acc price list 02-0010	no	Discount %			0.0
			Exclusive			0.0
ACC		no	Discount %			0.0
			Combinable			0.0
DBR		no	Discount %			0.0
			Combinable		10/22/10	0.0
GZR		no	Discount %			0.0
			Combinable		10/21/05	0.0
KRS		no	Discount %			0.0
			Combinable		12/31/15	0.0
Resale	Resale Price List	no	List Price			0.0
			Combinable			0.0

PR-SU-680

Price Lists by Customer Inquiry

Menu Number 1.10.1.5

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

1.10.1.6 – Price Lists by Item Inquiry

Price Lists by Item Inquiry

User Menu Edit Queue Options Help

Item Number: 05-0005 BARREL Output: terminal

List	Description	Mnl	Amt	Type	Comb	Type	Start	Expire	Max	qty	Max	Ord
		no	Accrual							0.0		
			Combinable							0.0		
abc		no	Discount %							0.0		
			Combinable							0.0		
ACC		no	Discount %							0.0		
			Combinable							0.0		
DBR		no	Discount %							0.0		
			Combinable				10/22/10			0.0		
GZR		no	Discount %							0.0		
			Combinable				10/21/05			0.0		
KRS		no	Discount %							0.0		
			Combinable				12/31/15			0.0		

Item number is used to accommodate pricing. Most reports and inquiries can be selected and sorted by item number.

Press space bar to continue.

PR-SU-690

Price Lists by Item Inquiry

Menu Number 1.10.1.6

- 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

1.10.1.8 – Price List Copy – Source Price List

Price List Copy

User Menu Edit Queue Options Help

Source Price List: **ACC** Target Price List: **NRO**
 Source Currency: **USD** UM: **EA** Target Currency: **USD** UM: **EA**

Cust/Supplier Cat: **CU** To: **NA**
 Item Cat: **02-0005** To: **02-0020**
 Start: **08/31/99** Expire: **12/31/99**
 Adjustment %: Curr Conv Factor:

Code identifying the price list being used to obtain the pricing information and currency

Clear Target List:
 Create Target List:
 Merge Lists: **no**

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) :

Update:
 Print Audit Trail:
 Output:
 Batch ID:

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-SU-692

Price List Copy – Source Price List

Menu Number 1.10.1.8

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.

1.10.1.8 – Price List Copy – Target Price List

Price List Copy

User Menu Edit Queue Options Help

Source Price List: ACC Target Price List: NRO

Source Currency: USD UM: EA Target Currency: USD UM: EA

Cust/Supplier Cat: CU To: NA

Item Cat: 02-0005 To: 02-0020

Start: 08/31/99 Expire: 12/31/99

Adjustment %: Curr Conv Factor:

Code identifying the price list to which pricing information from the source price list is copied

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) :

Choose only one rounding selection

Clear Target List:

Create Target List:

Merge Lists: no

Update:

Print Audit Trail:

Output:

Batch ID:

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

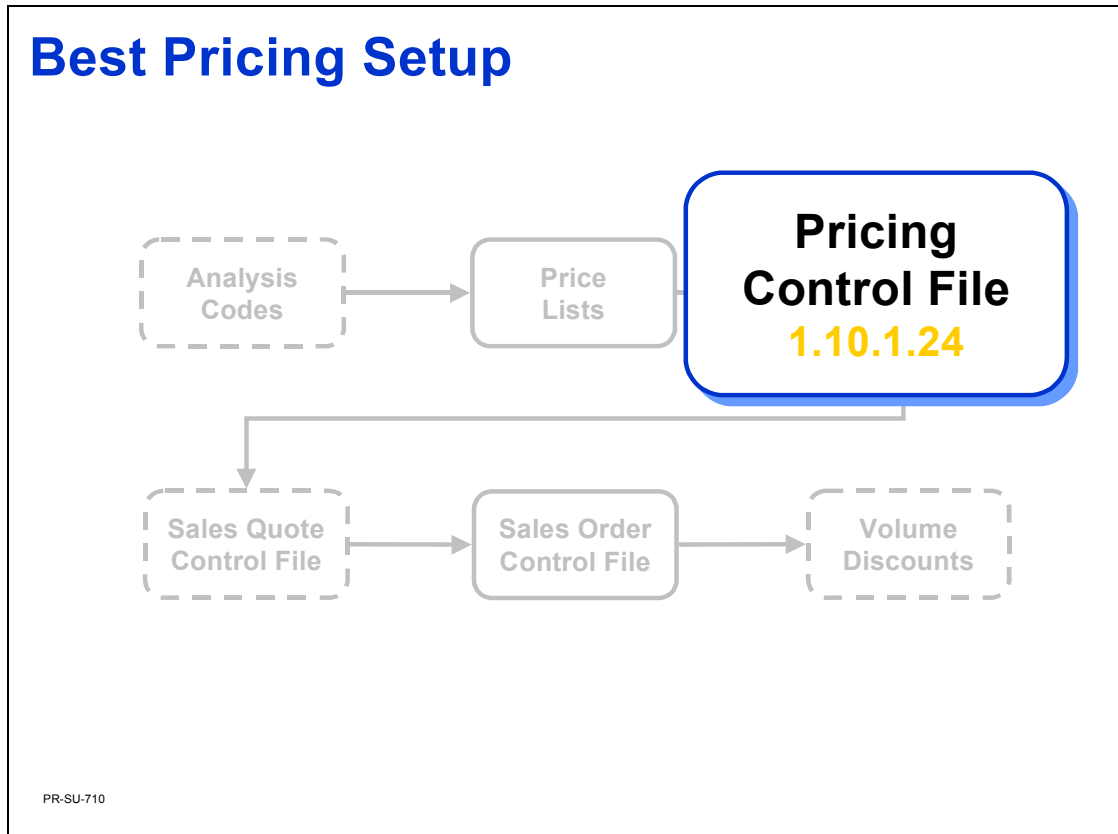
Price List Copy – Target Price List

Menu Number 1.10.1.8

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
- MFG/PRO 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

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 File 1.10.1.24
- Sales Quote Control File 7.12.24
- Sales Order Control File 7.1.24

1.10.1.24 – Pricing Control File – Combination Types

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

- Discount Combination Type:** Cascading (highlighted with a blue box and an arrow pointing to a callout box).
- Automatic AC Regen for:**
 - Customers: no
 - Items: no
- Automatic AC Regen for Edits of:**
 - Customers: no
 - Items: no
- Q0 Default Price Date:** [empty field]
- Price Q0 by Line:** yes
- Q0 Factor Rounding:** 0
- Display Q0 Discounts as:** Discount
- S0 Default Pricing Date:** [empty field]
- Price S0 by Line:** yes
- S0 Factor Rounding:** 0
- Display S0 Discounts as:** Discount
- Promotions Prefix:** [empty field]

A callout box points to the 'Discount Combination Type' field with the following text:

- Cascading discounts are multiplied
- Additive discounts are added

At the bottom of the window, the following keyboard shortcuts are listed: F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-732

Pricing Control File

Menu Number 1.10.1.24

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% ($20 + 30$).

1.10.1.24 – Pricing Control File – Analysis Code Regen

Pricing Control File
 User Menu Edit Queue Options Help

Discount Combination Type:

Automatic AC Regen for
 Customers:
 Items:

Automatic AC Regen for Edits of
 Customers:
 Items:

Q0 Default Price Date:
 Price Q0 by Line:
 Q0 Factor Rounding:
 Display Q0 Discounts as:

S0 Default Pricing Date:
 Price S0 by Line:
 S0 Factor Rounding:
 Display S0 Discounts as:

Promotions Prefix:

If No, Analysis Code Detail Build 1.8.19 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.

F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-790

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.

1.10.1.24 – Pricing Control File – Sales Quotes

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

- Discount Combination Type:
- Automatic AC Regen for:
 - Customers:
 - Items:
- Automatic AC Regen for Edits of:
 - Customers:
 - Items:
- QO (Quote Order) Settings (highlighted with a blue oval):**
 - QO Default Price Date:
 - Price QO by Line:
 - QO Factor Rounding:
 - Display QO Discounts as:
- SO (Sales Order) Settings:
 - SO Default Pricing Date:
 - Price SO by Line:
 - SO Factor Rounding:
 - Display SO Discounts as:
- Promotions Prefix:

Footer: F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-791

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 the Sales Quote Control File 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.

1.10.1.24 – Pricing Control File – Sales Orders

Pricing Control File

User Menu Edit Queue Options Help

Discount Combination Type:

Automatic AC Regen for Customers:
 Items:

Automatic AC Regen for Edits of Customers:
 Items:

Q0 Default Price Date:
 Price Q0 by Line:
 Q0 Factor Rounding:
 Display Q0 Discounts as:

SO Default Pricing Date:
 Price SO by Line:
 SO Factor Rounding:
 Display SO Discounts as:

Promotions Prefix:

F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-792

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 the Sales Order Control File 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.

1.10.1.24 – Pricing Control File – Promotions Prefix

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

- Discount Combination Type:
- Automatic AC Regen for:
 - Customers:
 - Items:
- Automatic AC Regen for Edits of:
 - Customers:
 - Items:
- Q0 Default Price Date:
- Price Q0 by Line:
- Q0 Factor Rounding:
- Display Q0 Discounts as:
- S0 Default Pricing Date:
- Price S0 by Line:
- S0 Factor Rounding:
- Display S0 Discounts as:
- Promotions Prefix:

A red box highlights the 'Promotions Prefix' field, and a red arrow points to it from a text box that reads: 'Distinguishes APM-generated price lists from Price List Maintenance 1.10.1.1 price lists'.

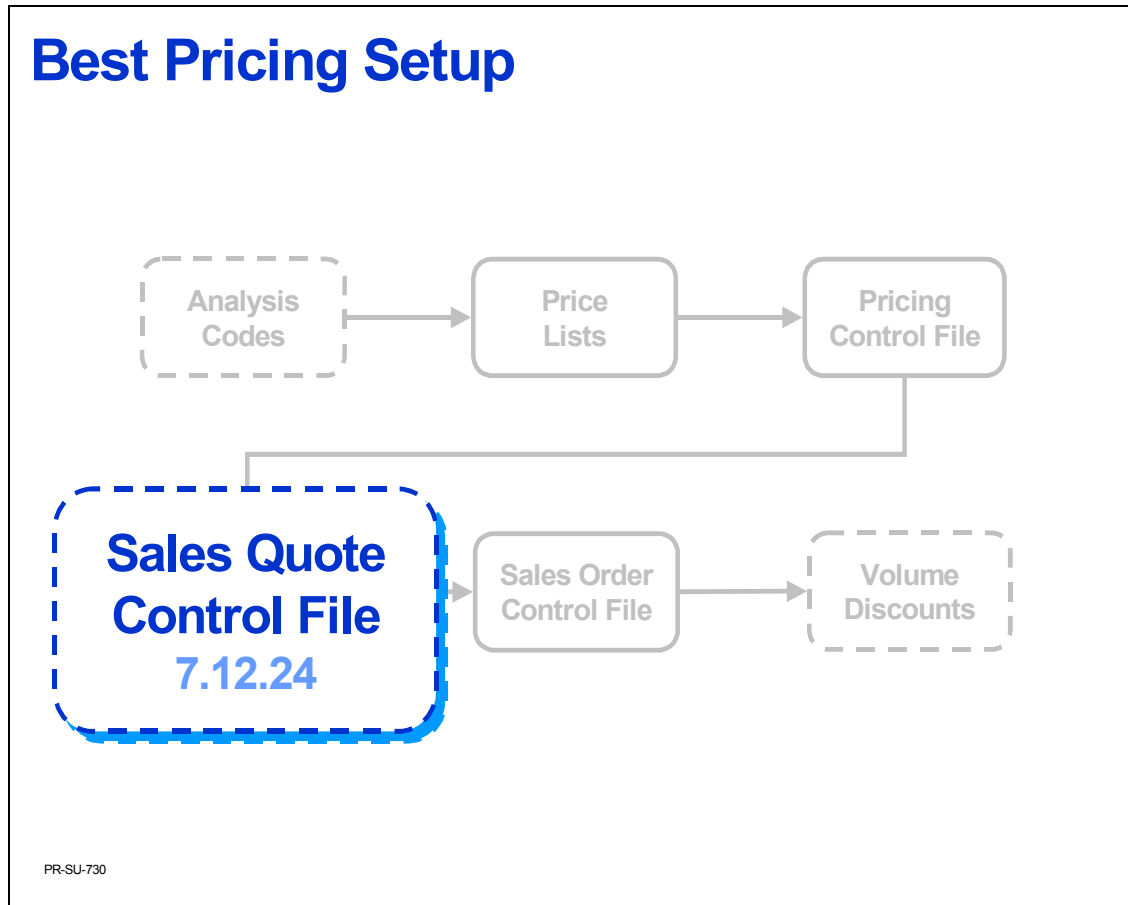
At the bottom of the window, the status bar displays: F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-793

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



Sales Quote Control File

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

7.12.24 – Sales Quote Control File

Quote Prefix:

Next Quote:

Ln Format S/M:

Are Quotes Printed:

Company Address:

F.O.B.:

Quote Header Comments:

Quote Line Comments:

Days Until Expire:

Calculate Freight by Site:

Price Table Required:

Vary Pricing Date by QO Line:

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

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-SU-740

Sales Quote Control File

Menu Number 7.12.24

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

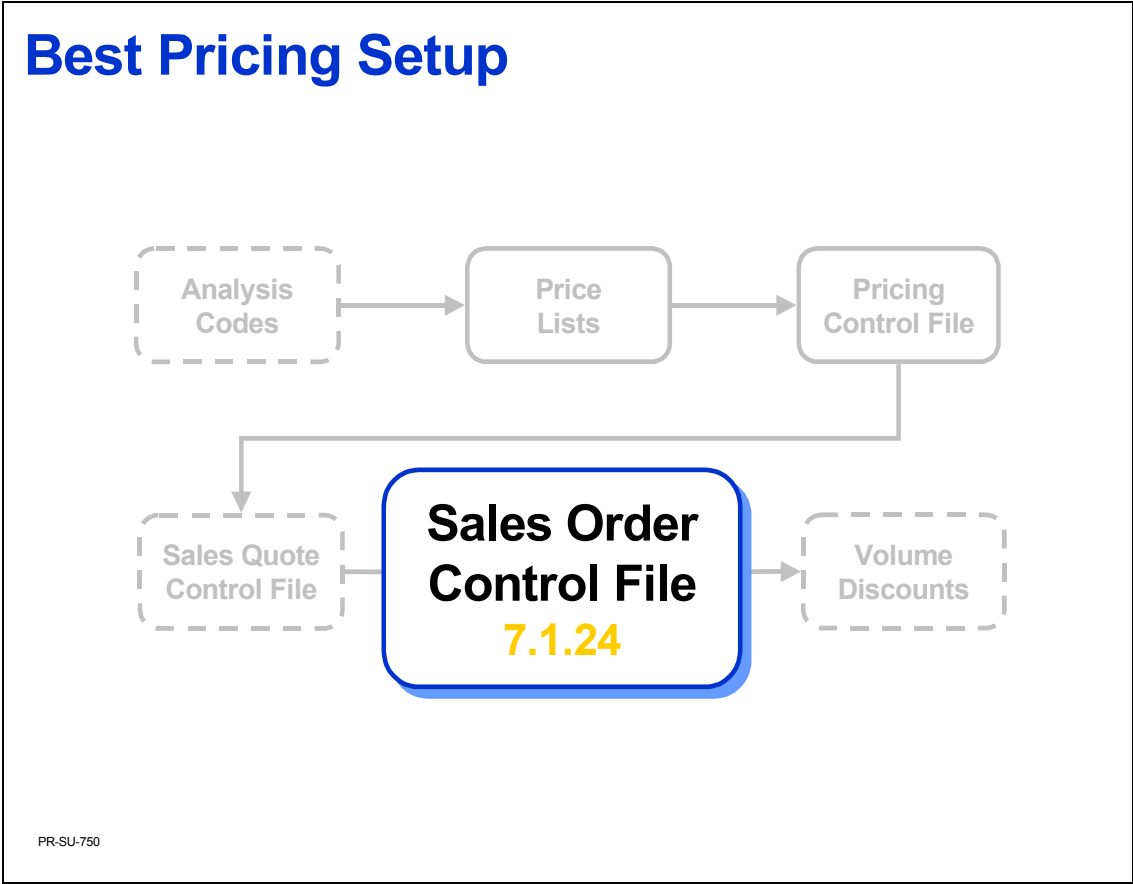
Requiring price tables controls which items may be ordered or purchased and customers'/suppliers' units of measure.

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 the Pricing Control File 1.10.1.24. This can be the quote date, due date, required date, or promise date.



Sales Order Control File

7.1.24 – Sales Order Control File

The screenshot shows the 'Sales Order Control File' window with various settings. A red box highlights the 'Price Table Required' field, which is set to 'yes'. A red arrow points from a text box to this field. Another red box highlights the 'Disc Table Required' field, which is set to 'no'. A blue arrow points from a text box to this field. The text boxes provide the following explanations:

- Price Table Required: yes** (highlighted in red): 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.
- Disc Table Required: no** (highlighted in blue): If No, items can be entered whether or not a discount table exists.

Other fields visible in the window include:

- Calculate Freight by Site: yes
- Comm on Margin not Sales: no
- Hold Orders Over Credit Limit: yes
- SO Interest Accrued Acct: 4500
- SO Interest Applied Acct: 1280
- Auto Batch Confirmation: no
- Confirmation Batch ID:
- Confirmation Printer:
- Pend Inv Update ISB: no
- Auto Batch Shipment: no
- Shipment Batch ID:
- Shipment Batch Printer:
- Nontaxable Trailer Code[1]: 10
- Nontaxable Trailer Code[2]: 20
- Nontaxable Trailer Code[3]: 30

At the bottom of the window, the keyboard shortcuts are listed: F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste.

PR-SU-770

Sales Order Control File

Menu Number 7.1.24

There are three fields in the third frame of the Sales Order Control File 7.1.24 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 the Pricing Control File 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

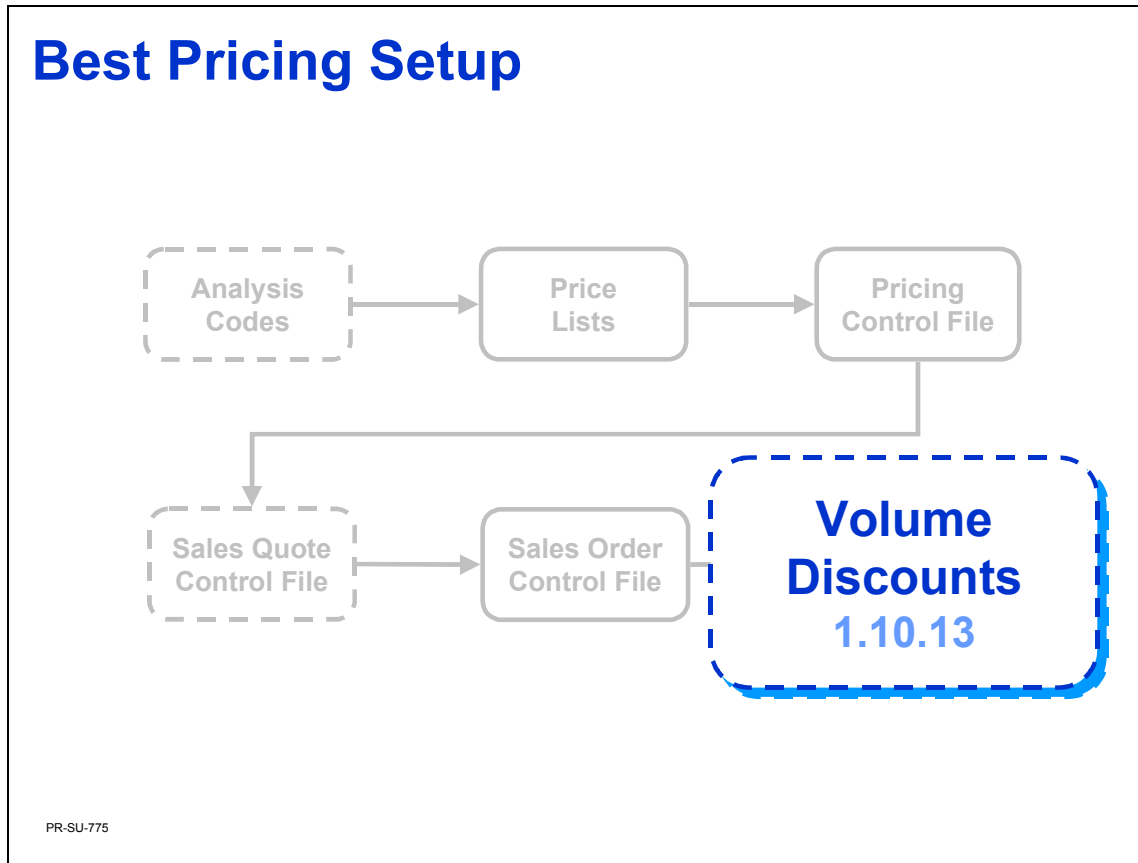
If Vary Pricing Date by SO Line = Yes

- 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 the Pricing Control File 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

1.10.13 – Volume Discount Maintenance

Volume Discount Maintenance

User Menu Edit Queue Options Help

Type: 1

Amount: 1,000,000.

Start: 09/15/98

Customer Type:

Expire: 12/31/98

Currency: USD

Disc Percent: 10.00%

Give a sales volume discount—either by individual order volume (1) or year-to-date sales volume (2)—that overrides the default discount for all orders for a particular customer

F1=Help F2=Go ESC=End *Next/Prev* Ctrl-X/C/V=Cut-Copy-Paste

PR-SU-724

Volume Discount Maintenance

Menu Number 1.10.13

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, MFG/PRO displays trailer information totaling line items and calculating taxes, optional order discounts, and freight charges.



Discussed in the following Training Guide: Sales Order Management

1.10.14 – Volume Discount Inquiry

Volume Discount Inquiry

User Menu Edit Queue Options Help

Type:

Amount: 0.

Customer Type:

Start: / /

Currency:

Output:

An optional code classifying customers by type: RET for retail customers and WHSL for wholesalers, for example

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-SU-725

Volume Discount Inquiry

Menu Number 1.10.14

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.

Processing Exercises



PR-SU-830

Best Pricing Setup Exercises

Important The data used in these exercises may not be the same as the data shown in the screen captures in this lesson.

Create Price Lists

Instructions: Complete the following:

- Create a Price List with Break Categories
- Create a List Price List
- Create a Credit Terms Price List

Create a Price List with Break Categories

In this task, the price of an accessory is discounted based on the quantity sold of another item. First, we create a price list for the accessory item.

- 1 Enter the following

Price List: ACC
Customer Code: <blank>
Item Code: 02-0010

- 2 Press Go.

- 3 Enter the following

Description: Acc Price List 02-0010
Amount Type: Discount%
Qty Type: Quantity
Comb Type: Exclusive
Break Cat: 02-0005
Print: Yes

- 4 Press Go until the Discount Table frame appears.

- 5 Enter the following:

Min Qty: 200
Discount%: 25

Use Price List Maintenance 1.10.1.1

- 6 Press Go to save changes. Press End to return to the Price List field.

Create a List Price List

- 1 Create a list price list by entering the following

Price List: Resale
Customer/Analysis Code: <blank>
Item/Analysis Code: 02-0005
Currency Code: USD
UM: EA

Start: <blank>

Expire: <blank>

2 Press Go to advance to the next frame.

3 Enter the following

Description: Resale Price List
 Amount Type: List Price
 Qty Type: Quantity
 Comb Type: Combinable
 Min Net Ord: <blank>
 Max Qty: <blank>
 Break Category: <blank>
 Config Disc: No
 Manual: No
 Max Orders: 0
 Disc Sequence: 10
 Print: Yes
 Comments: No

4 Press Go to advance to the next frame.

5 Enter the following

List Price: 2.00
 Min Price: 1.50
 Max Price: 3.00

6 Press Go until the cursor is in the Price List field.

Create a Credit Terms Price List

1 Create a credit terms price list by entering the following

Price List: Terms
 Customer/Analysis Code: Dist
 Item/Analysis Code: <leave blank>

Currency Code: USD
 UM: EA
 Start: <blank>
 Expire: <blank>

- 2 Press Go to advance to the next frame.

Description: Distributor Price List
 Amount Type: Credit Terms
 Qty Type: Amount
 Comb Type: Combinable
 Min Net Ord: 0
 Max Qty: 0
 Break Cat: <blank>
 Config Disc: No
 Manual: No
 Max Orders: 0
 Disc Sequence: 10
 Print: Yes
 Comments: No

- 3 Press Go to advance to the next frame.

Min Amt: 2,000.00
 Cr Terms: 2/45-60

- 4 Press Go to save changes. Press End to return to the menu.

Pricing Simulation

- 1 To view pricing information enter the following:

Customer:	2222	2222
Site:	Train	Train
Item Number:	66-600	66-600
Ord Qty:	15	3000
UM:	EA	EA

Manual:	<blank>	<blank>
Effective:	<blank>	<blank>
Currency:	USD	USD
Accum Qty:	<blank>	<blank>
Accum Amt:	<blank>	<blank>
Show Only Selected:	Yes	Yes
Output:	Window	Window

- 2 Press Go to view the information on the prices and price list, amount type, break category, break quantity, unit of measure, and amount.

Use Pricing What-If Inquiry (S/O) 1.10.1.13

- 3 Press End to return to the menu.

Process a Sales Order

Instructions: Complete the following:

- Create a Sales Order
- Print a Sales Order
- View Sales Order Pricing Detail

Create a Sales Order

- 1 With the cursor at Order, press Go.

The system generates an order number for this order.

- 2 Look at the Order Number field and record the order number _____

- 3 Enter the following:

Sold-to: 2222

- 4 Press Go to advance to the Item Entry screen.

- 5 At line item 1, enter the following:

Item Number: 02-0005

Quantity: 200

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UM: EA

Use Sales Order Maintenance 7.1.1.

- 6 Press Go until the system displays 2 as the line number.
- 7 At line item 2, enter the following:
Item Number: 02-0010
Quantity: 250
UM: EA
- 8 Press Go until the system displays 3 as the line number.
- 9 Press End until the trailer frame appears.
- 10 Press Go until the cursor reaches the order number prompt.
- 11 Press End to return to the menu.

Print a Sales Order

- 1 Print the sales order using the following information:
Sales Order: Use order number recorded in the previous exercise.
To: Use order number recorded in the previous exercise.
Discount Detail: Percent
- 2 Choose Go to proceed to the Output field.
- 3 Enter the following:
Output: Window
Batch ID: <blank>
Use Sales Order Print 7.1.3.
- 4 Press End to return to the menu.

View Sales Order Pricing Detail

- 1 Choose Sales Order Pricing Report 7.15.7.
- 2 Enter the following:
Sales Order: Enter the order number recorded above.

- 3** Press Go to proceed to the output field.
- 4** Enter the following:

Output: Window
Batch ID: <blank>
- 5** View Sales order pricing detail.
- 6** Press End to return to the menu.
- 7** Choose Sales Order Price Inquiry 1.10.1.17.
- 8** Enter the following:

Sales Order: Enter the order number recorded above.
- 9** Press Go to view pricing detail.
- 10** Press End to return to the menu.



Course Overview

- ✓ Introduction to Best Pricing
- ✓ Business Considerations
- ✓ Setting up Best Pricing
- ◆ Maintaining Best Pricing

BPR-SU-840

Course Overview

CHAPTER 4

Maintaining Best Pricing





Maintaining Best Pricing

In this section you learn how to:

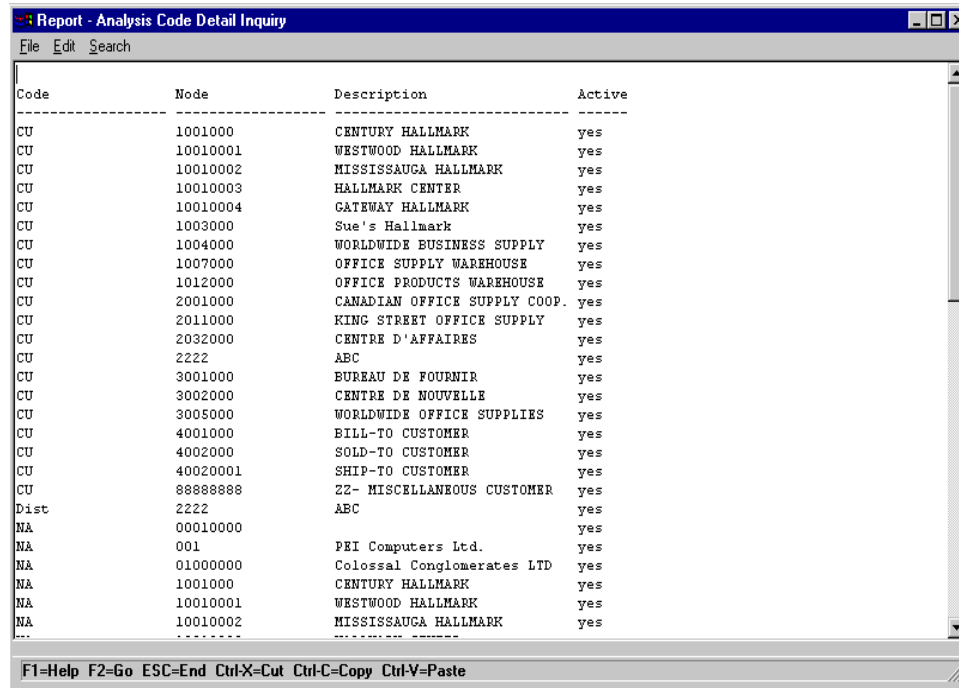
- ✓ Identify some key business considerations before setting up Best Pricing in MFG/PRO
- ✓ Set up Best Pricing in MFG/PRO

✓ **Maintain Best Pricing in MFG/PRO**

BPR-BM-010

Best Pricing Maintenance

1.8.14 – Analysis Code Detail Inquiry



Code	Node	Description	Active
CU	1001000	CENTURY HALLMARK	yes
CU	10010001	WESTWOOD HALLMARK	yes
CU	10010002	MISSISSAUGA HALLMARK	yes
CU	10010003	HALLMARK CENTER	yes
CU	10010004	GATEWAY HALLMARK	yes
CU	1003000	Sue's Hallmark	yes
CU	1004000	WORLDWIDE BUSINESS SUPPLY	yes
CU	1007000	OFFICE SUPPLY WAREHOUSE	yes
CU	1012000	OFFICE PRODUCTS WAREHOUSE	yes
CU	2001000	CANADIAN OFFICE SUPPLY COOP.	yes
CU	2011000	KING STREET OFFICE SUPPLY	yes
CU	2032000	CENTRE D'AFFAIRES	yes
CU	2222	ABC	yes
CU	3001000	BUREAU DE FOURNIR	yes
CU	3002000	CENTRE DE NOUVELLE	yes
CU	3005000	WORLDWIDE OFFICE SUPPLIES	yes
CU	4001000	BILL-TO CUSTOMER	yes
CU	4002000	SOLD-TO CUSTOMER	yes
CU	40020001	SHIP-TO CUSTOMER	yes
CU	88888888	ZZ- MISCELLANEOUS CUSTOMER	yes
Dist	2222	ABC	yes
NA	00010000		yes
NA	001	PEI Computers Ltd.	yes
NA	01000000	Colossal Conglomerates LTD	yes
NA	1001000	CENTURY HALLMARK	yes
NA	10010001	WESTWOOD HALLMARK	yes
NA	10010002	MISSISSAUGA HALLMARK	yes

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-BM-011

Analysis Code Detail Inquiry

Menu Number 1.8.14

Analysis Code Detail Inquiry shows the nodes for an analysis code.

1.8.15 – Analysis Code Where-Used Inquiry

Code	Description	Active
2356	canadian customers	yes
CU	Regional	yes
NA	North American Customers	yes
TR	Train Customers	yes

PR-BM-012

Analysis Code Where-Used Inquiry

Menu Number 1.8.15

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

1.8.17 – Analysis Code Report

Report - Analysis Code Report

File Edit Search

ppacrp01.p 1.8.17 Analysis Code Report

Page: 1

Type	Code	Description	Active
Customer	2356	canadian customers	yes

Selection

Condition	Field	Wildcard	From	To
Bill-to		*	1001000	1001000

Details

Node	Description	Active
1001000	CENTURY HALLMARK	yes

Type	Code	Description	Active
Customer	CN	Canadian Customers	yes
Customer	CU	Regional	yes

Selection

Condition	Field	Wildcard	From	To

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-BM-013

Analysis Code Report

Menu Number 1.8.17

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

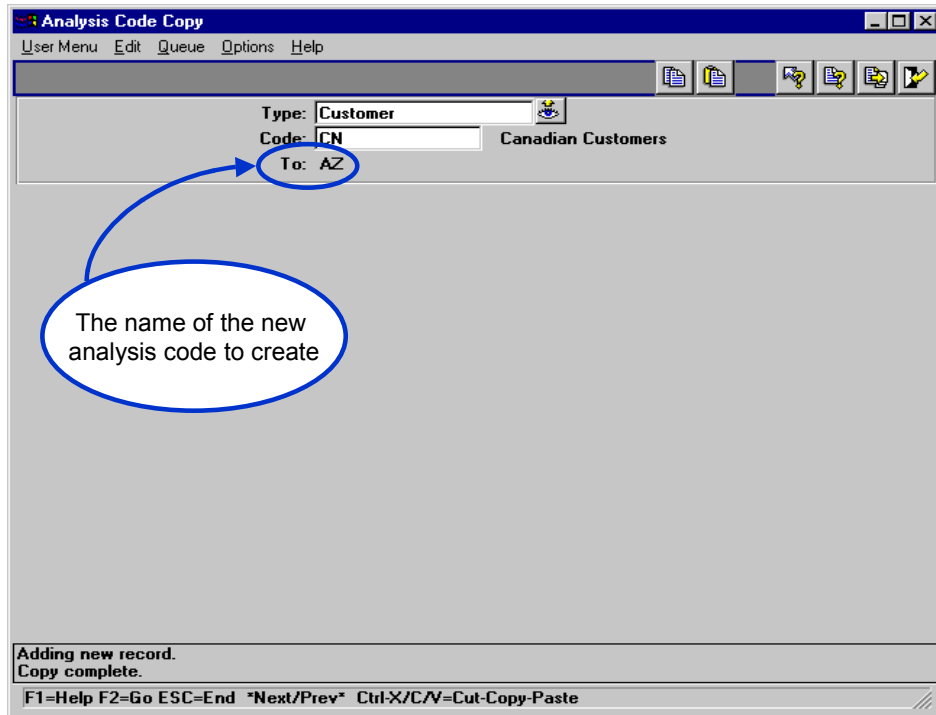
Include Link Detail

- 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

1.8.20 – Analysis Code Copy



PR-BM-016

Analysis Code Copy

Menu Number 1.8.20

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.

1.10.1.2 – Price List Inquiry

Report - Price List Inquiry

File Edit Search

Price Li&CC
 Customer/Analysis CDist
 Item/Analysis CResale
 CurrencyUSD
 UM: EA
 Start08/01/98
 Expire09/30/98

Distributor
 Computer Equip

Outputwindow

Description:
 Amount Type: Discount %
 Qty Type: Amount
 Comb Type: Combinable
 Min Net Ord: 10.00
 Max Qty: 100.0
 Break Cat:

Config Disc: no
 Manual: no
 Max Orders: 0
 Disc Acct:
 Project:
 Promotion Type:
 Promotion:
 Cost Set:
 Comments: no

Min Amt	Discount %	Min Amt	Discount %
10.0	5.0		
50.0	10.0		
100.0	15.0		

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-BM-014

Price List Inquiry

Menu Number 1.10.1.2

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

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

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

1.10.1.13 – Pricing What-If Inquiry (S/O)

The screenshot shows the 'Pricing What-If Inquiry (S/O)' window. A red box highlights the 'Customer' field with the value '1001000'. A blue box highlights the 'Manual' field. A red arrow points from the 'Customer' field to a text box stating: 'Pricing information is accessed from the sold-to address, unless a separate customer record for the ship-to address has been defined'. A blue arrow points from the 'Manual' field to a text box containing two bullet points: 'Manual price lists will be considered only when a match occurs' and 'This field has no effect on price lists that are not manual'. The window displays the following data:

Customer:	1001000	Effective:	10/22/98
Site:	train	Currency:	USD
Item Number:	02-0001	Accum Qty:	10.0
Ord Qty:	10.0	UM:	EA
Manual:		Accum Amt:	1,200.00
Show Only Selected:		yes	
Output:		terminal	
List Price:	120.00	Discount:	0.0
Net Price:	120.00	Ext Amount:	1,200.00

At the bottom of the window, it says 'List complete.' and 'Enter data or press ESC to end.'

PR-BM-020

Pricing What-If Inquiry (S/O)

Menu Number 1.10.1.13

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.

1.10.1.13 – Pricing What-If Inquiry (S/O)

Customer: 10010001 Effective: 07/22/98
 Site: Currency: USD
 Item Number: 02-0020 Accum Qty: 0.0
 Ord Qty: 75.0 UM: EA Accum Amt: 0.00
 Manual: Show Only Selected: yes Output:

Used to determine the break quantity,
if it is different from the order quantity

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-BM-030

Accum Qty

- 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.

1.10.1.15 – Customer Orders by Price List Inquiry

Cust Orders by Price List Inq

User Menu Edit Queue Options Help

Customer: 1001000 Price List: ACC Open SOs Only: yes Output: terminal

Enter the name of a price list, or press down arrow for a list of applicable price lists. If left blank, a list of all price lists displays for the customer entered.

- No = include everything
- Yes = include only items with open balances

Enter data or press ESC to end.

PR-BM-040

Customer Orders by Price List Inquiry

Menu Number 1.10.1.15

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

1.10.1.17 – Sales Order Price Inquiry

Sales Order Price Inquiry

User Menu Edit Queue Options Help

Sales Order: 1021 1001000 CENTURY HALLMARK

Ln	Item Number	Qty Ordered	UM	List Price	Discount	Price
1	02-0005	200.0	EA	2.50	0.0	2.50
2	02-0010	100.0	EA	1.00	25.0	0.75

Press RETURN or F2 to see Pricing History, Esc to Exit.

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

PR-BM-050

Sales Order Price Inquiry

Menu Number 1.10.1.17

- 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

1.10.1.18 – Sales Quote Price Inquiry

Quote: 1002 1001000 CENTURY HALLMARK

Ln	Item Number	Qty Quoted	UM	List Price	Discount	Price
1	02-0001	5.0	EA	230.00	5.0	218.50
2	02-0005	250.0	EA	2.50	5.0	2.375
3	02-0010	325.0	EA	1.00	5.0	0.95
4	02-0020	500.0	EA	0.75	5.0	0.7125

Uniquely identifies a specific sales quotation and its line items

Press RETURN or F2 to see Pricing History. Esc to Exit.

PR-BM-060

Sales Quote Price Inquiry

Menu Number 1.10.1.18

- Verify if items are priced correctly

7.1.11 – Sales Order Repricing

Sales Order Repricing

User Menu Edit Queue Options Help

Sales Order: To:

Sold-To: To:

Bill-To: To:

Ship-To: To:

Last Price Dt: To:

Order Date: To:

Due Date: To:

Check Credit: ☒

Print Sales Order: ☒

Set/Clear Action Status: ☐ no

Combine Sales Orders: ☐

New Action Status: ☐

Match Sold-To: ☐

Check Credit Hold: ☐ yes

Match Ship-To: ☐

Hold Over Credit Limit: ☐ yes

Match Bill-To: ☐

Check Past Due Invoices: ☐ no

Match P.O.: ☐

Include Sales Orders: ☐ yes

Include RMA Issues: ☐ no

Days: 30

Recalculate Taxes: ☐ no

Amount: 0.00

Output:

Batch ID:

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.

F1=Help F2=Go ESC=End Ctrl-X=Cut Ctrl-C=Copy Ctrl-V=Paste

PR-BM-070

Sales Order Repricing

Menu Number 7.1.11

- 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 intracompany 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.

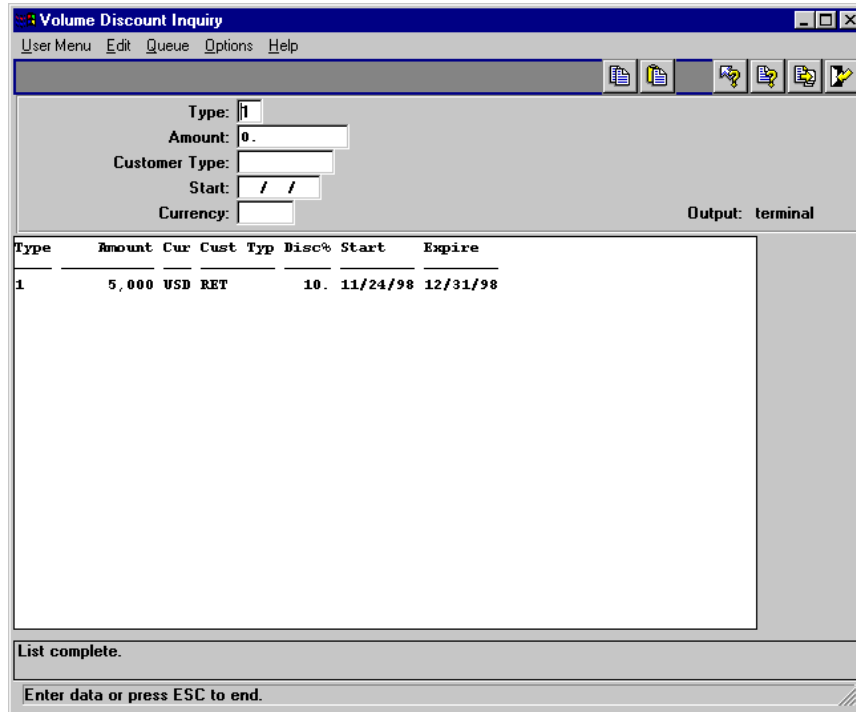
The value of Fixed Price on an order header determines the default for each line as it is added.

- 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

1.10.14 – Volume Discount Inquiry



Volume Discount Inquiry

User Menu Edit Queue Options Help

Type: 1
 Amount: 0.
 Customer Type:
 Start: / /
 Currency:

Output: terminal

Type	Amount	Cur	Cust	Typ	Disc%	Start	Expire
1	5,000	USD	RET		10	11/24/98	12/31/98

List complete.
 Enter data or press ESC to end.

PR-BM-075

Volume Discount Inquiry

Menu Number 1.10.14

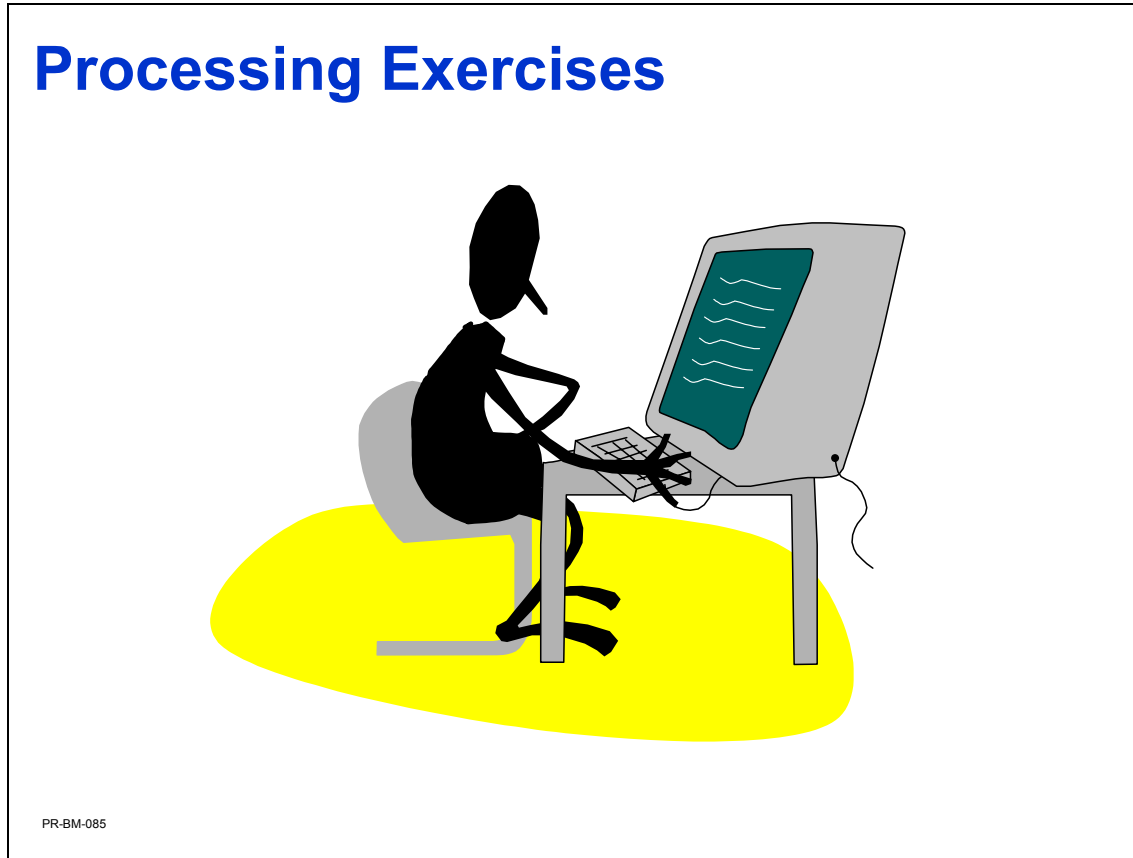
Type

- 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



Best Pricing Maintenance Exercises

Pricing Simulation

View Pricing Information

1 To view pricing information enter the following:

Customer:	2222	2222
Site:	Train	Train
Item Number:	66-600	66-600
Ord Qty:	15	3000

UM:	EA	EA
Manual:	<leave blank>	<leave blank>
Effective:	<leave blank>	<leave blank>
Currency:	USD	USD
Accum Qty:	<leave blank>	<leave blank>
Accum Amt:	<leave blank>	<leave blank>
Show Only Selected:	Yes	Yes
Output:	Window	Window

- 2 Press Go to view the information on the prices and price list, amount type, combinable type, break category, break quantity/amount, and amount.

Use Pricing What-If Inquiry (S/O) 1.10.1.13

- 3 Press End to return to the menu.

Process a Sales Order

Instructions: Complete the following:

- Create a Sales Order
- Print a Sales Order
- View Sales Order Pricing Detail

Create a Sales Order

- 1 With the cursor at Order, press Go.

The system generates an order number for this order.

- 2 Look at the Order Number field and record the order number: _____

- 3 Enter the following:

Sold-to: 0100

- 4 Press Go to advance to the Item Entry screen.

- 5 At line item 1, enter the following:

Item Number: 02-0005

Quantity: 200

UM: EA

Use Sales Order Maintenance 7.1.1.

6 Press Go until the system displays 2 as the line number.

7 At line item 2, enter the following:

Item Number: 02-0010

Quantity: 100

UM: EA

8 Press Go until the system displays 3 as the line number.

9 Press End until the trailer frame appears.

10 Press End to return to the menu.

Print a Sales Order

1 Print the sales order using the following information:

Sales Order: Use order number recorded in the previous exercise.

To: Use order number recorded in the previous exercise.

2 Choose Go to proceed to the Output field.

3 Enter the following:

Output: Window

Batch ID: <leave blank>

Use Sales Order Print 7.1.3.

4 View the sales order.

5 Press End to proceed to the pop-up box and answer Yes.

6 Press End to return to the menu.

View Sales Order Pricing Detail

1 Choose Sales Order Pricing Report 7.15.7 and enter the following:

Sales Order: Use order number recorded in the previous exercise.

To: Use order number recorded in the previous exercise.

- 2** Choose Go to proceed to the Output field and enter the following:

Output: Window

Batch ID: <leave blank>

- 3** View sales order pricing report.

- 4** Press End to return to the menu.

- 5** Choose Sales Order Price Inquiry 1.10.1.17 and enter the following:

Sales Order: Use order number recorded in the previous exercise.

To: Use order number recorded in the previous exercise.

- 6** Press Go to view sales order pricing information.

- 7** Press Go to advance to the next frame of pricing information.

- 8** Press End to return to the menu.



Course Overview

- ✓ Introduction to Best Pricing
- ✓ Business Considerations
- ✓ Setting up Best Pricing
- ✓ Maintaining Best Pricing

BPR-BM-080

Course Overview

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.

Best Pricing Reports

Menu	Report	Function / Purpose
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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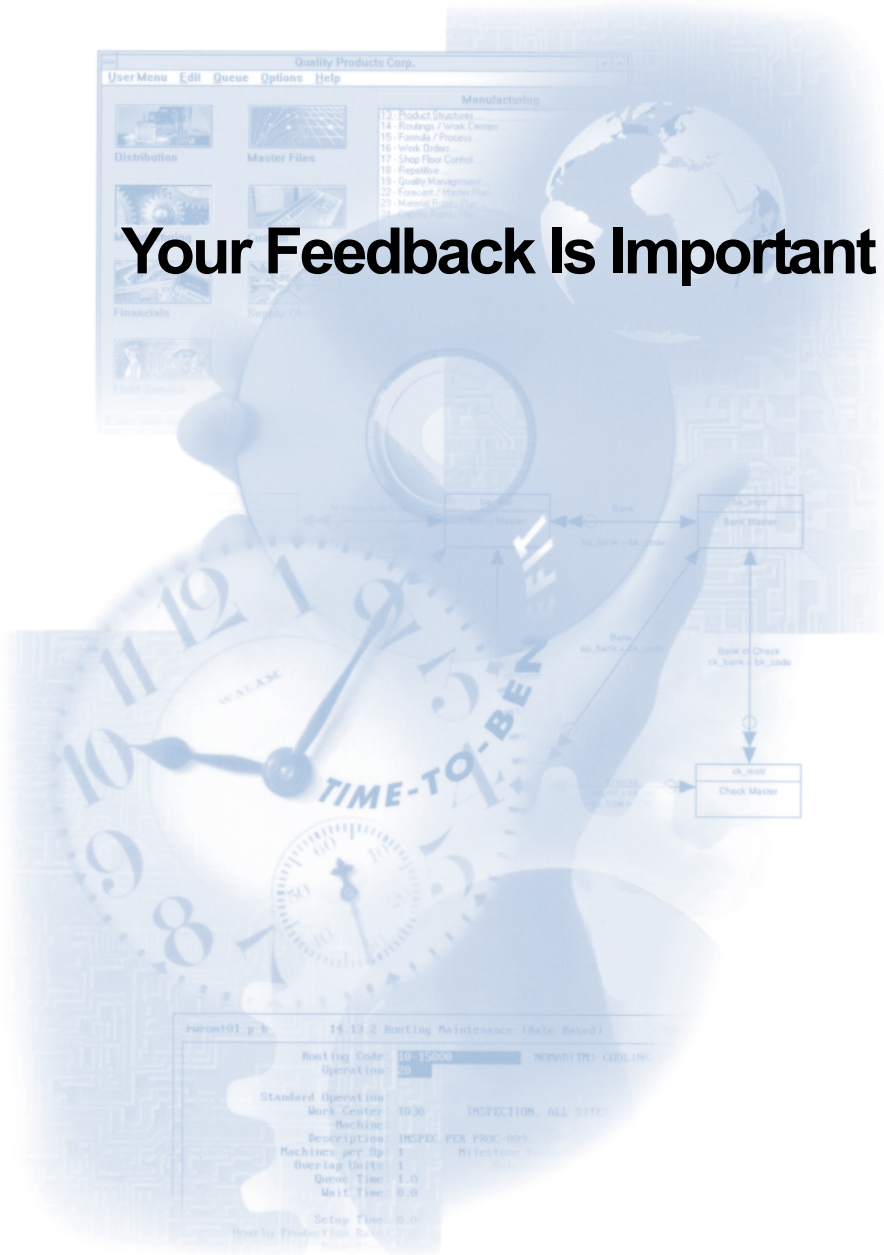
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