Price Tools

# PRICE CODES

### Advantages

Price codes are the easiest method for setting the pricing for a customer in a company using a limited “column” pricing method for the majority of pricing. There are six price codes and they can be combined with a quantity break table. Exceptions to this simple setup can then be handled with categories and price lists. Companies desiring more complex pricing schemes such as multi-dimensional matrix pricing will typically set different prices for price codes in the items and price lists to add price dimensions. Even if the six price codes in the item master are not used as final customer prices, they can be used as price bases to determine prices in a category matrix. Price code B might be a “trade price” and a category of items may be given code B and a discount multiplier.

Setting price codes’ Actual Prices in an item master and any price lists it is assigned to can be done using a broad array of calculation tools. Actual prices can also be imported from sources outside of the software and adjusted relatively or absolutely for the item master or price lists containing the item.

### Limitations

The quantity break setup for all price codes within a specific item must be the same. If there is a break at 10 and a 15% discount for code A, then that same 10 and 15% applies to B if B has the Qty Disc Applies flag. This is true for both an item’s codes in the item master and any price lists containing the item, though the break table setup in the item master and the table setup in each price list containing the same item can be different.

### Priority

Price codes are the most basic level of pricing. A customer with no Price Code assignment (i.e., null) receives the topmost price of the Actual Prices (typically referred to as list or base.) A “B” price code customer receives the third price from the top. The quantity breaks for each item can further refine a customer’s price.

The customer price code also determines the price used in any price lists they are assigned to. Two customers with different price codes can be assigned the same price list but receive different prices.

Price codes are also used in category and category matrix pricing to give special discounts to customers. A customer may be a “B” but be assigned a category that has a price code assignment for that customer of “C.”

### Maintenance

Price Codes are assigned to customers in the Admin>Edit Customer>Edit tab>Sales Options tab. They can also be assigned to specific customer ships to’s on the Ship To tab in that program. The codes available are <null>, A, B, C, D and E. (Codes are user defined and may vary.) These codes correspond to the six Actual Price fields (from top to bottom) on the Pricing tab in Admin>Edit Items. For example, a code of “B” corresponds to the third Actual Price from the top. Quantity breaks prices are set for the item, with minimum quantities and percent of discount or actual dollar and cent prices on the same tab. Quantity break pricing only applies to those price code that have the Qty Disc Applies flag.

# CATEGORIES

### Advantages

Categories make it possible to apply simple discounts and level exceptions to multiple items for multiple customers with minimal maintenance effort. Maintenance is even easier if the Pricing Matrix is used to maintain categories for Groups of customers. Categories are typically used to price items with something in common (vendor, type, popularity) for customers with something in common (size, industry, purchases.) Category pricing assigned via the matrix and groups can be further refined by assigning categories directly to the customer and giving them unique discounts.

### Limitations

Categories do not offer dollar and cent prices unless they reference an item price code actual price without a discount percentage. Categories do not use quantity breaks.

### Priority

Categories are higher in priority than customer price codes/item master prices and lower than customer price codes/price list prices. A category discount defined at the individual customer level supersedes category discounts assigned via the matrix.

### Maintenance

Categories are created using Admin>General>Edit Pricing Categories. A single category can be assigned to items on the Admin>Edit Item maintenance Edit tab. Multiple categories can be assigned to customers on the Edit Customer maintenance Pricing tab, along with discount percentages and price levels. Multiple categories can also be assigned to customers using Customer Pricing Groups on the Pricing tab. Groups are maintained using the Admin>General>Pricing Matrix program.

# SALE PRICE

### Advantages

A sale price is simply a way to activate special pricing for an item over a specified period of time. A Sale Price can be effective for lost leader or closeout sales.

### Limitations

A Sale Price must be a dollar and cent price and does not have quantity breaks. A Sale Price can only be item specific.

### Priority

A Sale Price supersedes all pricing except price lists.

### Maintenance

A Sale Price is entered on the Admin>File>Edit Item maintenance Price tab. It requires a Start and End date to function.

# PRICE LISTS

### Advantages

A Price List can give a single item a specific price for a single customer, or selected items prices for selected customers. A Price List is especially useful when there is a contract or long term quotation involved. Price Lists offer a complete alternate six Actual Prices and quantity break table for every item on any price list it is assigned to. Price Lists can be set with effective and expire dates, and override costs. Multiple price lists can be assigned to a customer and an exception price list can be assigned to any Ship To of a customer. Price lists can be assigned on the order header or at the order line level using the Pricing sub-tab.

### Limitations

While all pricing could be accomplished with Price Lists, they can be more work to maintain than necessary if other pricing tools will suffice. The customer Price Code is used to determine the level used in a price list so it is not be possible to use just one list for a wide variety of customers when customers with the same codes have different prices.

### Priority

Price Lists are the highest level of customer pricing. If an item is on a price list assigned to a customer then that price is used in lieu of all other pricing for that customer. If an item is on more than one list assigned to the same customer then the first list, sorted alphanumerically, is used (e.g., Price List ALPHA has priority over BRAVO.)

### Maintenance

Price Lists are created using Edit Price Lists on Admin>General. They can be assigned (single list) to customers on Edit Customer>Sales Options tab or using Assign Customer Price Lists (multiple.) They can be maintained from either Edit Price Lists or the Edit Item>Pricing tab.