Titan Pricing Calculation

The price for a given customer and item is determined by the following hierarchy, from highest to lowest priority:

**Price list**

*The price list will determine the price for the customer using their price level assignment, if the item is on the list and the customer is assigned that list. If a customer is assigned more than one price list containing that same item then the first encountered (top) in the lists assigned the customer (Admin>Edit>Assign Customer Price Lists) is used.*

**Matrix or category discount**

*If the item is assigned a Pricing Category (Edit Item>Pricing>Special Pricing tab) and the customer is assigned a discount for that category (Edit Customer>Pricing), or the customer is assigned a matrix group (Edit Customer>Pricing) that discounts that category, that discount will be applied.*

**Price level**

*The Price Code assigned to the customer (Edit Customer>Edit>Sales Options) refers to one of the six price levels on the Edit Item>Pricing tab. Quantity breaks (Edit Item>Pricing>Qty Discounts tab) will also apply only if the Qty Disc Applies option is checked for the level the customer is assigned.*

**Base**

*The base price (topmost price level of the item) is used if a customer has no level assigned and none of the other pricing above applies.*

Other pricing options and exceptions:

**Quantity Discount**

*Quantity discounts are usually used to encourage volume sales. Quantity discounts only apply if the option checkbox next to the customer price level is checked .Quantity discounts must be set separately for price lists. The price used on an order will be determined by the unit quantity entered. The unit of measure (packaging) does not apply. All quantities are assumed to be each.*

**Unit of Measure (UoM) pricing**

*UoM pricing is used to encourage sales in packaged quantities. A single item can have quantity discounts or unit of measure pricing, but not both. UoM pricing is setup by specific options in the System Defaults, User Setup, and the way that the Quantity Discounts (Edit Item>Pricing>Qty Discounts)tab is setup (see documentation.) When a UoM item is entered on an order the UoM selected by the user determines the pricing. The customer will affect the pricing only if the discount is a percent, in which case it will discount the customer’s price level. UoM pricing applies regardless of the Quantity Discount Applies checkbox setting. UoM pricing applies to all pricing of an item with the possible exception of a price list, in which case the UoM only applies if a minimum and discount is setup for that item on that price list.*

**Assortment Discounts**

*Assortment discount pricing can be used when a quantity discount applies to a group of items. For example, a customer receives an additional discount if they order a total quantity of 100 units of any items from vendor Acme. The user must click a special button after they have completed the entry of items on the order to calculate the additional discount. Assortment discounts are not customer exclusive and will be applied in addition to any other discounts the customer receives. A user can, however, choose not to apply the discount on an order by simply not clicking the assortment button.*

**Sale price**

*A Sale Price, and optional start and end dates, is set on the Edit Item>Pricing>Special Pricing tab. A sale price will not take priority over a price list unless the Use Item Sale Price If Lower Than Price List option on the price list is checked for that item. For all other pricing the sale price will be used if it is lower.*

**Minimum Price**

*The Min Price is only considered if the System Defaults>OE>Pricing tab option is checked. If checked then no price determined by the methods above can be below the Minimum Price if set for the item on the Edit Item>Pricing tab.*

