

Best Pricing Virtual Class Outline

DDMS offers tremendous pricing flexibility for individual business needs. Business decisions made when setting up Inventory, Customers and Order Entry impact the final price a customer will receive.

1) Order Entry Screen

- a) Displays the pricing information for each individual item according to pricing settings.
- b) Sell price, cost, and discount fields can be changed in order entry (password protected)

2) What factors influence pricing

- a) LG3 – Pricing Parameters Screen
- b) LG2 – POS parameters such as Passwords, Maximum Discount, and Sales Contract range
- c) LG5 – Commercial O/E Passwords
- d) LF1 - When Flushing, Reset Price on Cost Plus Line Items with P/O Cost for Customer OE Status Range : [] To [] + [, , , ,]
- e) Customer Order Entry settings
- f) Item Price Breaks and Settings
- g) Contracts

3) Item Settings

- a) Up Cost
- b) Up List
- c) Max Discount
 - i) Overridden by Cost plus and Contracts
 - ii) Can be overridden in O/E
- d) Column Pricing
- e) Guaranteed Price
- f) Quantity Break
- g) Assortment

4) Contracts

- a) Fixed price contracts guarantee a specific price for an item
- b) Flexible contracts provide one possible price for an item
- c) Sale contracts offer special pricing to all customers
- d) Fixed discount and Specialty contracts guarantee a specific discount percentage for all or groups of items in the database
- e) Specialty contracts provide special pricing on all inventory items or on a selected group of items

5) Customer Pricing Settings

- a) Standard Discounts
- b) Cost Plus
- c) Customer Pricing
- d) Hold Discount
 - i) \$ Number of Days from Invoice date

- ii) # Specific date
- e) Margin Protection
 - i) Overridden by Contracts and Cost plus
 - ii) Can be overridden in O/E
- f) Best Pricing (Customer Order Entry record)
 - i) **If BP = (BLANK OR N)**
 - (1) First Search
 - 1. 1.%N CONTRACTS If price is found, search stops (if you specify **X** or **O** in the HAVE SPECIALTY CONTRACTS field in (LG3)).
 - 2. CUSTOMER CONTRACTS—ALL FOUR. If price is found on fixed contract, search stops.
 - 3. SALE CONTRACTS—ALL If price is found, search stops. If price is not found, search continues in remaining matrix.
 - (2) Second Search
 - 4. ITEM QUANTITY BREAK PRICES
 - 5. CUSTOMER COLUMN PRICES
 - 6. CUSTOMER DISCOUNT/COST-PLUS
 - 7. LIST/CATALOG PRICE

If the item is found on fixed contract, search stops. If not, checks all contracts and takes the best price. If no contract price is found, checks quantity breaks, column prices, and discounts/cost-plus and takes the best price. If no price is found, uses list/catalog price.
 - ii) **If BP = Y**
 - 1. %N CONTRACTS If price is found, search stops (if you specify **X** or **O** in the HAVE SPECIALTY CONTRACTS field in (LG3)).
 - 2. CUSTOMER CONTRACTS—ALL FOUR If price is found on a fixed contract, search stops.
 - 3. SALE CONTRACTS—ALL
 - 4. ITEM QUANTITY BREAK PRICES
 - 5. CUSTOMER COLUMN PRICES
 - 6. CUSTOMER DISCOUNT/COST-PLUS
 - 7. LIST/CATALOG PRICE

If item is found on a fixed contract, search stops. If not, checks all prices for the best price.
- iii) If BP = X
 - (1) First Search

1. 1.%N CONTRACTS If price is found, search stops (if you specify **X** or **O** in the HAVE SPECIALTY CONTRACTS field in (LG3)).
2. 2.CUSTOMER CONTRACTS—ALL FOUR If price is found, search stops. If price is not found, search continues in remaining matrix.

(2) Second Search

3. ITEM QUANTITY BREAK PRICES
4. CUSTOMER COLUMN PRICES
5. CUSTOMER DISCOUNT/COST-PLUS
6. LIST/CATALOG PRICE

If the item is found on fixed contract, search stops. If not, checks all contracts (except sale) and takes the best price. If no contract price is found, checks quantity breaks, column prices, and discounts/cost-plus and takes the best price. If no price is found, uses list/catalog price.

(iv) If BP = L

1. %N CONTRACTS If price is found, search stops (if you specify **X** or **O** in the HAVE SPECIALTY CONTRACTS field in (LG3)).
2. CUSTOMER CONTRACTS—FIXED ONLY If price is found on a fixed contract, search stops.
3. LIST/CATALOG ONLY