

Solution-IV[®] Pricing Options



Version 8.71

285 Davidson Ave., Suite 302 • Somerset, NJ 08873-4153
Telephone: 732-560-1377 • Outside NJ 800-524-0430
Fax: 732-560-1594

Internet address: **<http://www.tbred.com>**

Published by:
Thoroughbred Software International, Inc.
285 Davidson Ave., Suite 302
Somerset, New Jersey 08873-4153

Copyright © 2010 by Thoroughbred Software International, Inc.

All rights reserved. No part of the contents of this document may be reproduced or transmitted in any form or by any means without the written permission of the publisher.

Document Number: S4RP8.71PM101

The Thoroughbred logo, Swash logo, and Solution-IV Accounting logo, OPENWORKSHOP, THOROUGHbred, VIP FOR DICTIONARY-IV, VIP, VIPImage, DICTIONARY-IV, and SOLUTION-IV are registered trademarks of Thoroughbred Software International, Inc.

Thoroughbred Basic, TS Environment, T-WEB, Script-IV, Report-IV, Query-IV, Source-IV, TS Network DataServer, TS ODBC DataServer, TS ODBC R/W DataServer, TS ORACLE DataServer, TS DataServer, TS XML DataServer, GWW, Gateway for Windows™, TS ChartServer, TS ReportServer, TS WebServer, TbredComm, WorkStation Manager, Solution-IV Reprographics, Solution-IV ezRepro, TS/Xpress, and DataSafeGuard are trademarks of Thoroughbred Software International, Inc.

Other names, products and services mentioned are the trademarks or registered trademarks of their respective vendors or organizations.

Solution-IV 8.71 Pricing Options

Standard

- **List Price:** This price is entered into the Sales Unit of Measure – List Price field in the Item Master File. The list price is for the item when the item is sold in the corresponding unit of measure. Up to five sales unit-of-measures may be entered as well as five list prices – one corresponding to each sales unit of measure.

- **Discount:** Customer discounts are entered into the Discount Code field in the Customer Master file.

Price Break

Introduction

Price breaks can be created using the following types: actual price, a discount percent, a discount amount, a markup percent, or a markup amount. They can also be based on either unit quantity or total dollar amount.

How to Execute

From the Inventory Control Main Menu select **Code File Maintenance – Price Break Maintenance**.

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	100.0000	.0400
	1	500.0000	.0350
	2	1000.0000	.0320
	3	999999.9999	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Description of Fields

Item Price Class

Enter up to 6 characters for the Item Price Class. You may also leave this field blank if you wish to set up a single price break code for each customer price class, or for a single price break code for the entire inventory. You may set up price breaks based on number of units sold or dollar volume sold. Also, the price may be based on a cost markup, price discount, or a flat price.

Customer Price Class

The customer price class to which this price break code applies. You may also leave the customer price class blank if you wish to set up a single price break code regardless of the customer price class or if you want a single price break code for the entire inventory. You may set up price breaks based on number of units sold or dollar volume sold. Also, the price may be based on a cost markup, price discount, or a flat price.

Price Break Description

Enter up to 35 characters for the description of this particular price break code.

Price Break Method

Select the method to be used for determining the type for this price break code from the following list:

- A** Discount amount
- C** Cost markup percentage
- D** Discount percentage
- M** Cost markup amount
- P** Actual price
- G** Grid
- L** Layer
- F** First pricing
- B** Block pricing
- R** Range pricing

Based on quantity sold or dollar amounts

Select the type of quantity price break for this price break code from the following list:

- A** Based on dollar amount ordered
- Q** Based on quantity ordered
- S** Based on Set Quantity
- C** Based on Copy Quantity

Price Break Table**Quantity-Amount**

The quantity or dollar amount at which each price break occurs. You may enter up to 10 price break levels.

Disc-Markup-Amt

The discount percentage, discount amount, cost markup percentage, cost markup amount, or actual price for each price break level. You may enter up to 10 price break levels.

Pricing Options

Tier

For each customer/item price break combination, there are ten price break levels. A customer may be assigned to always use a given level, or the level may be based on quantity or dollar volume.

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	100.0000	.0400
	1	500.0000	.0350
	2	1000.0000	.0320
	3	9999999.9999	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Examples:

Ordered	Price per Copy
1	List Price
100	.040
1050	.032

Layered

In this scenario, there is usually a price for one copy, a lower price for copy two of the same original, and a lower price for subsequent copies. Order Processing allows for up to ten different pricing layers for a given item. When entering a layered pricing item, the system will prompt for the number of originals to calculate the correct price.

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	1.0000	2.0000
	1	2.0000	1.5000
	2	3.0000	1.0000
	3	9999999.9999	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Examples:

# Originals	# Sets	Price
1	2	1 @ 2.00 + 1 @ 1.50 = 3.50
1	3	1 @ 2.00 + 1 @ 1.50 + 1 @ 1.00 = 4.50
2	2	2 @ 2.00 + 2 @ 1.50 = 7.00

Sets

This pricing method allows the entry of Number of Original and Number sets in Order Entry, but will use the standard tier pricing method for price breaks.

The screenshot shows the 'Price Break Maintenance' window for 'Lightspeed Reprographics (DEM)'. The window title is 'Price Break Maintenance'. The application logo 'Solution IV' is visible in the top left. The date '01/09/07' and 'TE' are in the top right. The form contains the following fields:

- Item Price Class: 70-110
- Customer Price Class: CUST
- Price Break Description: Supply purchase by consumer
- Price Break Method: D
- Based on quantity sold or dollar amounts: S

The 'Price Break Table' section contains a table with the following data:

Level	Quantity-Amount	Disc-Markup-Amt
0	2.0000	5.0000
1	10.0000	10.0000
2	9999999.9999	.0000
3	.0000	.0000
4	.0000	.0000
5	.0000	.0000
6	.0000	.0000
7	.0000	.0000
8	.0000	.0000
9	.0000	.0000

Examples:

# Originals	# Sets	Price
1	1	List Price
2	1	List Price * .95
1	2	List Price * .95
2	50	List Price * .90

Copies

Like “Sets” pricing except bases price on number of sets only whereas sets “S” is number of originals * number of sets.

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	2.0000	5.0000
	1	10.0000	10.0000
	2	9999999.9999	.0000
	3	.0000	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Examples:

# Originals	# Sets	Price
1	1	List Price
2	1	List Price
1	2	List Price * .95
2	50	List Price * .90

Grid

This pricing method allows the entry of Number of Originals and Number of Sets in Order Entry and will use a grid in order to calculate the price. This grid is created like a spreadsheet, the number of originals across the top, the number of sets down the side, and the price in the middle.

Number Sets	Copies	Copies	Copies	Copies	Copies
0	1.0000	5.0000	10.0000	15.0000	.0000
1	1.5000	1.2500	1.1000	1.0000	.0000
6	1.2500	1.1000	1.0000	.9000	.0000
10	1.1000	1.0000	.9000	.8000	.0000
20	1.0000	.9000	.8000	.7500	.0000

Examples:

# Originals	# Sets	Price per each
1	1	1 @ 1.50 = 1.50
2	2	4 @ 1.50 = 6.00
5	6	30 @ 1.10 = 33.00

NOTE: In this example Row “0” represents that number of Originals and the first column is the Number of Sets.

Megachrome

This pricing method is based on two things:

1. Price is based on a per Square Foot rate
2. Price per Square Foot is based on the number of sets (copies) per original.

Level	Quantity-Amount	Disc-Markup-Amt
0	1.0000	11.0000
1	2.0000	8.2500
2	6.0000	7.7500
3	11.0000	7.2500
4	999999.9999	.0000
5	.0000	.0000
6	.0000	.0000
7	.0000	.0000
8	.0000	.0000
9	.0000	.0000

Examples:

# Originals	# Sets	Length	Width	Square Feet	Price
1	1	24	36	6	6 @ 11.00 = 66.00
1	4	24	36	24	6 @ 11.00 + 18 @ 8.25 = 159.50
4	1	24	36	24	24 @ 11.00 = 264.00

Note: The first copy is always Level 0 pricing and the remaining sets(copies) are priced according to the total number of sets(copies) of one original.

Item Price Break Maintenance

Introduction

Item Price Break Maintenance is where you setup and maintain a specific quantity price break for a specific item code. Each code may have up to ten different price break levels.

Price breaks can be created using the following types: actual price, a discount percentage, a discount amount, a markup percentage, or a markup amount. They can also be based on either unit quantity or total dollar amount.

How to Execute

From the Code File Maintenance Menu, select **Item Price Break Maint.**

The screenshot shows the 'IC Price Break File' window. At the top, it says 'Lightspeed Reprographics (DEM)' and '07/09/09'. Below that, there are input fields for 'Item Code' (10-110) and 'Price Break Description' (BlueLine Prints). There is a dropdown for 'Price Break Method' set to 'D' and a radio button for 'Based on quantity sold or dollar amounts' with a dropdown set to 'Q'. Below this is a table with the following structure:

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	.0000	.0000
	1	.0000	.0000
	2	.0000	.0000
	3	.0000	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Description of Fields

Item Code

Enter up to 22 characters representing the Inventory Control item code.

The Item code is used throughout the Inventory Control and Order Processing systems to designate each of your inventory items. You must set up a unique code for every item in your inventory. If you track items by color as well, each color will need a unique item code.

Price Break Description

Enter up to 35 characters for the description of this particular price break code.

Price Break Method

Enter the method to be used for determining the type for this price break code from the following list:

- A** Discount amount
- C** Cost markup percentage
- D** Discount percentage
- M** Cost markup amount
- P** Actual price
- L** Layered pricing
- G** Grid Pricing
- F** First Pricing
- B** Block pricing
- R** Range pricing

Type

Enter the type of quantity price break for this price break code from the following list:

- A** Based on dollar amount ordered
- Q** Based on quantity ordered
- S** Based on set quantity
- C** Based on copy quantity per original

Quantity-Amount

Enter the quantity or dollar amount at which each price break level occurs. Enter up to 10 price break levels.

Disc-Markup-Amt

Enter the discount percentage, discount amount, cost markup percentage, cost markup amount, or actual price for each price-break level. You may enter up to 10 price break levels.

Exit the Screen

When you are finished, press **F4** from the item price class field to return to the Code File Maintenance Menu.

Contracts

Introduction

Contracts are used to define a special pricing arrangement with a certain customer for a certain item or items. A contract runs for a specified period of time. There are various types of contracts as follows:

- 1 Actual price
- 2 Override normal price break code
- 3 Cost markup
- 4 Price discount

How to Execute

From the Order Processing Main Menu select **Code File Maintenance - Contract Maintenance**.

	Month to Date	Year to Date	Last Year
Sales	194,336.0000	194,336.0000	0.0000
Cost of Sales	31,390.8000	31,390.8000	0.0000
Number of Invoices	342	342	0

Description of Fields

Customer

The customer code will be used throughout the system when referring to a particular customer.

Contract

The customer contract code is a file verified code used to define a contract price for an item or a group of items which is valid for a particular customer or a particular customer price level.

Description

Enter up to 35 alphanumeric characters to describe the customer contract.

Contract Date

The contract date or the date on which this contract was made with this customer. This field is for reference only and is different than the contract start date.

Start Date

The date on which this contract takes effect. This contract will not apply to orders prior to this date.

Expiration Date

The date on which this contract will expire. This contract will not apply to orders after this date.

Closed Date

The date on which this contract has been closed. If a contract is closed it will no longer be available for pricing.

Priority

If both a special sales promotion and a customer contract price are in effect for a particular item, the pricing priority indicates which price takes priority. Enter the priority of this customer contract as it relates to special sales promotions from the following list:

- C** Customer contract price takes priority.
- L** The lesser of the contract price and special promotion takes priority.
- S** Special sales promotion price takes priority.

Dollar limit

You have the option of limiting the amount of sales associated with this contract.

- 0** Enter zero for no limit
- \$** Enter the dollar amount for this contract

Lifetime sales

This field contains the total sales dollars applied to this contract.

The system prompts:

Is the displayed information correct?

- Yes** If a new contract has been entered the Customer Contracts Detail screen will display.
- No** Returns you to the Customer Contract Maintenance screen and allows you to make changes.

M - Contract Method

Enter the method of calculating the price for this contract from the following list:

- A Discount amount off regular price
- C Markup percentage over cost
- D Discount percentage off regular price
- M Markup amount over cost
- O Override item price class
- P Actual price
- Y YTD Sales using override item price class

T – Contract Type

Enter the type of contract from the following list:

- I Price is off item list price.
- Q Price is off quantity price break.

Amount or Percent

Based on the contract method for this contract, enter either the actual price, the discount amount, cost markup amount, discount percentage, or cost markup percentage.

Class

The item price class which applies to this contract if the contract method is 'O'.

From the lines Screen, press **F7** for other data, the Contract Detail Summary screen will display:

Contracted quantity	Quantity used	Minimum quantity	Exceed limit?	Closed Date	Ship Date	Dollar limit	Sales
0	.0000	.0000	<input type="checkbox"/>			.00	.00
Line Summary	Month to Date	Year to Date	Last Year				
Sales	0.0000	0.0000	0.0000				
Cost of Sales	0.0000	0.0000	0.0000				
Number of Invoices	0	0	0				

Description of Fields

Contracted quantity

Enter the number of units to which this contract applies. If there is no limit to the quantity the customer can buy at this price, press **Enter** or enter **0**.

Quantity used

This field contains the number of units which have been sold against this contract so far. When used equals contract quantity, this contract will be fulfilled and will no longer be used for pricing.

Minimum Quantity

This field contains the minimum quantity to be ordered at any one time for this contract to be used for printing.

Exceed limit?

The contract may be flagged to allow pricing to be done for the entire order quantity against this line even though the order quantity is more than the contract line's limit.

Y Will calculate a price for the entire order quantity when this line is used, even though the quantity is greater than the contract line's quantity limit.

N Will not calculate a price for the order quantity that is in excess of the contract line's limit. The rest of the quantity will be matched against other lines of this contract or another contract altogether.

Closed Date

Enter the date on which this line of the contract has been closed. If a contract line is closed it will no longer be available for pricing.

Ship Date

Enter the date on which this line of the contract is expected to be shipped to the customer.

Dollar limit

You have the option of limiting the amount of sales associated with this contract line.

0 Enter zero for no limit

\$ Enter the dollar limit amount for this contract line.

Sales

This field contains the total sales dollars applied to this contract line.

Month-to-date, Year-to-date, Last-year Sales

The sales month-to-date, year-to-date and last-year fields represent the sales on which this contract code has applied. The fields are automatically updated by the system during the Order Processing Sales Journal Update.

Cost of Sales

The cost of sales month-to-date, year-to-date and last-year fields represent the cost of sales on which this contract code has applied. The fields are automatically updated by the system during the Order Processing Sales Journal Update.

Number of invoices

The number of invoices, month-to-date, year-to-date and last-year fields represent the number of invoices on which this contract code has applied. The fields are automatically updated by the system during the Order Processing Sales Journal Update.

Exit the Screen

When you are finished, press **F4** to return to the Code File Maintenance Menu.