

Pricing Planner

Pricing Planner is a Compass based application for managing pricing and margins in a retail business. It is fully integrated with the Eagle system and its existing price change workflow. Once prices are tailored in Pricing Planner, a simple click of a button send each of the newly created prices directly to Eagle's Item Price Change (IPC) system.

Features of Pricing Planner

- Ability to track, analyze and manage to Competitor's pricing, including mobile shopping
- Analyze profitability by Category (Department, etc.) to identify items requiring margin enhancement to improve category performance
- Measure the effectiveness of previous price changes on sales and profitability
- View pricing across multiple locations and quickly match another location's pricing
- Monitor a vendor's Catalog pricing and easily implement their pricing as needed
- Quickly project the impact of pending price adjustments on sales and margins
- Group items by pricing group for pricing strategies
- Adjust prices by dollar amount and percentage
- Match prices to Competitor and Vendor Catalog
- Create and use custom Price Rounding Tables
- Configure Pricing Rules and Plans for automating price updates

Minimum Eagle and Eagle for Windows PCO Levels

The minimum PCO for Pricing Planner is Eagle for Windows Level 21.1 General Release. Specifically, that is Eagle for Windows 21.1785.100/ Eagle 33.2305.078. Pricing Planner requires Compass Build 9.0.0.1566 or higher.

Pricing Planner requires minimal system and security setup. The following options should be enabled on your system to use Pricing Planner:

Eagle for Windows Licensing Options

Pricing Planner requires full use of the Technology Foundation Pack. The following pre-requisite options must be setup and configured to use Pricing Planner:

2001 Compass Database on System (must be set to Yes)

1017 Compass Client Platform on System

The following MSY controlled Eagle options should be enabled to use Pricing Planner:

9857 Pricing Planner on System

Eagle Options Required

The following Eagle options (non MSY controlled) should be enabled:

9852 Which Store's catalog pricing information to use in Pricing Planner

Eagle for Windows Security Bits

The following security bits for Eagle ROP will also control security for Pricing Planner:

1022 Allow access to Pricing Planner

1023 Allow ability to update prices to Eagle IPC

1024 Allow access to other user's Work-in-Progress

1025 Allow access to Competitive Pricing

Other Eagle for Windows Options to Review

None

Additional Setup for Internal Systems

Customer systems with Eagle Catalog installed on the GR release of Eagle should automatically populate the Eagle Catalog data to Compass. The catalog data is populated and refreshed automatically when any catalog update is done via LOADCAT or EFM. Since an internal system is not likely to run these functions, the system may require the running of function LDINXCAT in Osprey. Upon completion, run EDW with Data Code 91.

A note on Mobile Shopper and internal systems: the Mobile Shopper app uses web enabled Eagle databases to function. Chances are, the internal system you are using is not setup to work with Mobile Shopper. Users who must have a functioning Mobile Shopper should request access credentials from Doug Smith.

Getting Started with Pricing Planner

Pricing Planner Start Page

The Pricing Planner Start Page is accessed from the Launch Pad in Compass, by clicking on the Pricing Planner menu entry. The Start Page contains a dashboard of profitability information along with 9 navigation buttons along the bottom of the screen.

Dashboard

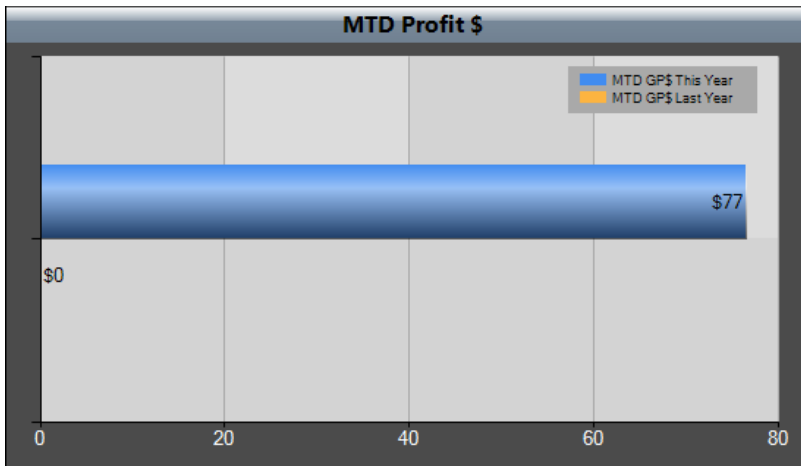
Setting Page Context

The Page Context area of the Start Page allows you to enter criteria to use to filter the dashboard charts on the page. Simply enter values and hit <Enter> to refresh the charts with the filters applies

Store Number*	<input type="text" value="1"/>	Department Code	<input type="text"/>	Vendor Code	<input type="text"/>
	<input type="text"/>	Class Code	<input type="text"/>	Manufacturer Code	<input type="text"/>
	<input type="text"/>	Fineline Code	<input type="text"/>		

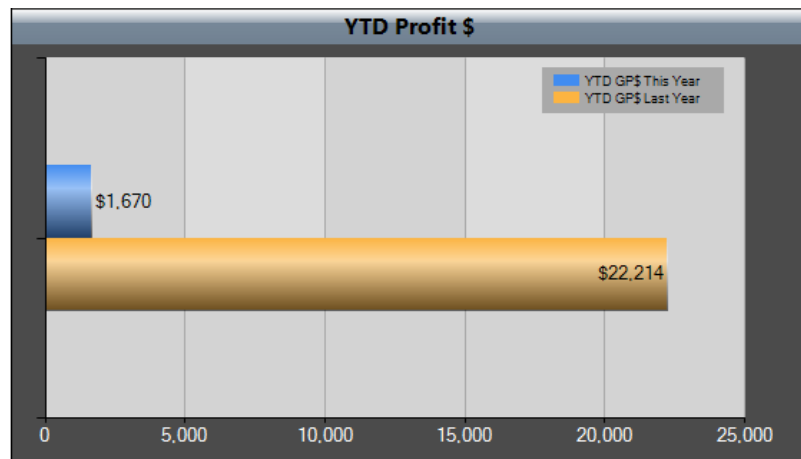
MTD Profit \$ Chart

This chart shows MTD profit dollars this year vs. last year



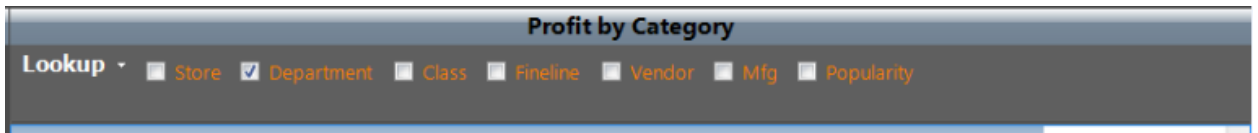
YTD Profit \$ Chart

This chart shows YTD profit dollars this year vs. last year



Profit by Category Chart

This chart allows a user to view profit by category, with categories of their choosing. To view a category, check the box next to the category and press <Enter>



Least Profitable Items Chart




Double-clicking on a category in the Profit by Category Chart creates a drill to this chart showing all items in the selected category sorted by lowest profit.

Action Buttons






The Action Buttons are grouped by the type of function they perform.

Setup

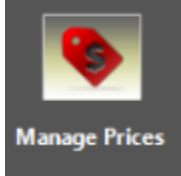
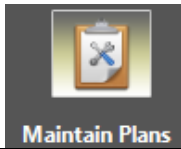

The buttons in this group take the user to the required setup applications for Pricing Planner

 <p>Competitive Pricing</p>	<p>Click to maintain Competitors and their prices for items you stock</p>
 <p>Price Segmentation</p>	<p>Click to maintain Pricing Segmentation Codes and assign to items</p>
 <p>Rounding</p>	<p>Click to maintain Price Rounding tables</p>

Identify Candidates from Analysis

 <p>Category</p>	<p>Click to analyze your pricing by various categories in your business</p>
 <p>Competitive</p>	<p>Click to analyze Competitor's pricing versus your pricing</p>
 <p>Sales Velocity</p>	<p>Click to analyze the effect of previous price changes on your sales and profits</p>
 <p>Catalog</p>	<p>Click to analyze your Vendor's pricing versus your pricing</p>
 <p>Multi-Location</p>	<p>Click to analyze your pricing across your locations</p>

Take Action


 Manage Prices	Click to enter price adjustments and view their potential impact
 Maintain Plans	Click to Maintain Pricing Plans
 IPC	Click to go to Eagle's Item Price Change screen

Competitive Pricing


The Competitive Pricing application allows the user to track their competitor's prices for the items they stock. Competitive pricing information can be entered into the database through the Competitive Pricing application, or through Mobile Shopper. (Mobile Shopper is covered in another document...)

Creating Competitors

The first step in the process is setting up Competitors. This is done by clicking the Maintain Competitors button in Competitive Pricing. The Competitor Maintenance application will launch. To add a new


Competitor, click the Add button . Next, enter the name of the Competitor in the name field and any information about the Competitor in the note field. The remaining fields are read-only:


Field	Definition
Date Added	The date this Competitor was added to the file
Last Shopped	The last date this Competitor was shopped
Scan Count	The number of items scanned by Mobile Shopper at this Competitor
Saved Items	The number of Competitive Item prices saved for this Competitor

Press Save to save your changes. Clicking the Delete button  will delete the selected Competitor. Clicking Close will exit this application.

Creating Shopping Lists

Shopping Lists are created by clicking the Maintain Shopping Lists button in Competitive Pricing. The List

Tab is contains the Shopping Lists currently on the system. Click the Add button . Next, enter a

name for the list and click Save. Clicking the Delete button  will delete the selected list. Clicking Close will exit this application.

Adding items to a Shopping List

Items are added to a Shopping List in the Assign Tab. Click Enable Add-F4 and enter the item and the Shopping List to add it to. (Note: the list must exist before you can add an item to it). Press Change-F7.

You can also add an item to a Shopping List from the Inventory Viewer. Select an item to add and right click on it and select Add to Shopping List. Simply choose the list and the selected item will be added to the list.

Items can also be added to a list in Mobile Shopper.

Adding Competitive Prices

There are 4 ways to add competitive prices to the database: Using Mobile Shopper, Shopping an Item from the Inventory Viewer, Importing a spreadsheet of Competitive Prices, and entering the item(s) directly in Competitive Pricing.

Using Mobile Shopper

Mobile Shopper is a competitive price shopping app for a mobile device. It is not covered in this document

Shopping an Item from the Inventory Viewer

To enter a competitive price from the Inventory Viewer right click on an item and select Shop Competitor. The selected item will be added to the Competitive Pricing Grid. Select a Competitor, enter their price and any notes and press Change-F7.

Importing a Spreadsheet of Competitive Prices

Items can be added through import to Competitive Pricing. From the grid, right click and select Import File. Select the file that contains competitor pricing and click OK. You can also drag and drop a file from a folder directly into the grid. Follow the prompts to complete the import.

Entering item(s) directly in the Competitive Pricing Grid



You can enter items directly into the Competitive Pricing Grid by clicking Enable Add-F4. Enter all of the information and press Change-F7.

Price Segmentation

Pricing Planner allows you to setup Price Segmentation Codes. These codes (Segment) are useful for grouping like items together from pricing purposes. For example, if you have a group of items that are extremely sensitive to price changes, you could create a Segment Code for these items and assign all of

the items to this code. Now you'd have a simple way to manage prices on all of these items since they would all have the same Segment Code.

Adding Segment Codes

Click on the Price Segmentation button on the Pricing Planner Start Page to access the Pricing Segmentation Maintenance application. The Codes tab is where you create and edit codes. The Assign tab is where you can globally assign codes to items. . Click the Add button . Next, enter a Code and Description for the code. If you'd like to assign a Sensitivity Adjustment, use the slider to set the value and click Save. Clicking the Delete button  will delete the selected code. Clicking Close will exit this application.

About Price Sensitivity Adjustments

In the field of Pricing Management, scientists have formulated a measurement of a product's sensitivity to price changes called Price Elasticity of Demand. Essentially, the higher an item's elasticity, the more sensitive the demand for the item is to a change in price. Pricing Planner allows you to assign an elasticity adjustment to a Segment Code. When items with Segment Codes are assigned a new Retail Price, the What-if Analysis will use the adjustment amount to more accurately project the impact of the price change on Sales and Margin dollars. For example, if an item's Segment Code has a Price Sensitivity Adjustment of 2, that means that its projected sales will decrease by 20% for every 10% increase in price. Pricing Planner then applies this factor to the Last 12 Months Sales of the item to project how the new price will impact Sales and Margin Dollars.


Assigning Segment Codes to Items

Items are assigned a Segment Code on the Assign Tab of Price Segmentation Maintenance. Select the items you want to assign by entering the criteria in the lookup area and pressing Refresh-F5. Select the Segment Code from the list in the Segment Code column. Press Change-F7 to save your work.

Note: You can also assign a Segment Code during the price update process in Manage Prices.

Pricing Planner Rounding

Pricing Planner allows the setup of multiple user defined rounding tables. (Requires Compass 9.1.0.XXX or higher). Click the Rounding button on the Pricing Planner starting page to launch the rounding setup screen.

Click the Add button  to create a new Rounding table. Enter a Name and Description. Click on the text "Click here to add a new record" to add a new record to the table. Enter the low value and high value for the range, and then enter the rounded price. Continue adding rows until your table is complete. Note that if any gaps are present between a high value and the next incremental low value that a price will not round if within that gap. Press Save to save changes. Any row in the table can be deleted by checking it and clicking "Delete Checked Rows".

Making Price Changes in Manage Prices

The Manage Prices application is the primary work screen for making pricing adjustments. It is accessed from the Pricing Planner Start Page by clicking the Manage Prices button.

Item Sets

In Manage Prices, you work with a group of items called an Item Set. An Item Set is determined one of 4 ways: By entering filter criteria in Manage Prices (User Configured), from one of 5 Analysis applications (From Analysis), from a Compass Analytics query (From Query), or from a previous Work in Progress file (From Work-in-Progress).

User Configured

To manually create an item set, enter the appropriate criteria in the selector panel dimensions and press Refresh. Clicking Clear will clear all selections.

From Analysis

To create an Item Set from an Analysis application, launch the Analysis application you need, select the items and press the Manage Prices button. The item set from the Analysis application will now be passed to Manage Prices.

From Query

To create an Item Set from a Compass Analytics query, click the From Query radio button. Next press Select Query and choose the query from the list. Once selected, the query will automatically refresh Item Set.

From Work-in-Progress

A Work-in-Progress (WIP) is a saved Item Set with New Retail. If you select From Work-in-Progress you can choose from both a user and list of files to retrieve a WIP. Note: A user must have security bit 1024 to access a WIP created by another user.

Determining New Retail Prices in the Item Set Grid

There 2 ways to calculate or determine New Retail prices in the Item Set Grid in Manage Prices:
Entering a New Retail or entering a New Desired GP%.

Grid Based New Retail

The Item Set Grid contains a column titled New Retail. This is an editable field. You can enter a new value in this column and that value will be updated to IPC as New Retail. This column is also updated by Pricing Strategies (see below). **Note:** A value of 0.00 in this field means that no price change will be updated to Eagle IPC.

Grid Based New Desired GP%

The Item Set Grid contains a column titled New Desired GP%. This is an editable field. You can enter a GP% in this column and a New Retail price will be calculated using the item's Replacement Cost. Upon update, only the New Retail price will be passed to Eagle IPC. If you want the Desired GP% to update as well, you need to select that option when finalizing price changes in RPC.

Using Pricing Strategies to Determine New Retail

Pricing Strategies are a set of instructions that Pricing Planner uses to calculate a New Retail for selected items in the Item Set. Pricing Strategies can be saved for reuse.

Buttons

There are 6 buttons for working with Pricing Strategies. Their functions are summarized in the table below:

Button	Action
Open Strategy	Use to select from a previously saved Pricing Strategy. Once selected, all of the settings and options are set as saved in the selected Pricing Strategy.
Save	Use to save the active Pricing Strategy.
Save As	Use to save a Pricing Strategy as new
Delete	Use to delete the active Pricing Strategy
Reset	Use to reset all of the options and settings to their defaults
Calculate Strategy	Use to calculate New Retail for all of the selected items using the choices from the settings and options

Settings

The following settings apply to all Pricing Strategies.

Adjustment Type

There are 9 different types of price adjustments you can make. Each type has certain sources, values, and options that can be used. See accompanying chart for details.

Decrease Price by \$

Choose this option to decrease the retail price by the dollar amount entered in the Value field for all selected items. Source is disabled for this type.

Decrease Price by %

Choose this option to decrease the retail price by the percentage amount entered in the Value field for all selected items. Source is disabled for this type.

Increase Price by \$

Choose this option to increase the retail price by the dollar amount entered in the Value field for all selected items. Source is disabled for this type.

Increase Price by %

Choose this option to increase the retail price by the percentage amount entered in the Value field for all selected items. Source is disabled for this type.

Enter GP%

Choose this option to enter a new GP% in the Value field to use to calculate New Retail for all selected items. The source field selections show available costs to use.

Enter Price

Choose this option to enter a new price in the Value field to be applied to all selected items. The source field is disabled for this type.

Match to Competitor

Choose this option to use a Competitor's price to calculate New Retail for all selected items. The source field lists available Competitors to use. The Value field is used for entering a percentage adjustment to use in calculations. Positive and Negative values are allowed. An entry of 0.00 in Value means that the New Retail will be the source price with no adjustment.

Match to Catalog

Choose this option to use a Vendor's Catalog price to calculate New Retail for all selected items. The source field lists available prices to use. The Value field is used for entering a percentage adjustment to use in calculations. Positive and Negative values are allowed. An entry of 0.00 in Value means that the New Retail will be the source price with no adjustment.

Match to Store

Choose this option to use another store's price to determine New Retail for all selected items. The source field lists available stores to use. The Value field is disabled for this Adjustment Type.

Set Segment Code

This setting allows you to select a Segment Code to update to the selected items in the Item Set. When the Update button is pressed, the Segment Code is updated to the items. This is an optional setting. Leave this field blank to not change the Segment Code. Note: You cannot remove a Segment Code from an item in Manage Prices.

Effective Date

Enter the date for these prices to take effect. Default is today.

Options

Based on the Adjustment Type selected, some options may apply.

Source

Use this field to select the source of the price adjustment. The choices here vary based on the Adjustment Type selected.

Value

Use this field to enter a value. Values can be dollar amounts or percentages based on the Adjustment Type selected.

Rounding Options

Select the appropriate rounding option to use. This option is not available on some Adjustment Types.

Preserve Lowest Retail

Check this box to prevent current Retail prices from increasing. This option only applies to certain Adjustment Types of Match to Competitor and Match to Catalog.

Example: Your business competes with Home Depot. On a certain set of items, you always want to meet or beat their prices. In Manage Prices, you select this group of items and choose an Adjustment Type of Match Competitor and Source of Home Depot. Some of the items in the group are already lower than Home Depot. Do you want these prices to increase to match Home Depot, or stay lower? If you want them to stay lower, check this box.

Preserve Highest Retail

Check this box to prevent current Retail prices from decreasing. This option applies to all Adjustment Types.

Flag as Margin Exception

For Eagle customers using Vendor Telecom to download price changes, this box should be checked if the items selected should be flagged as a Margin Exception item for use with Vendor Telecom. (See Eagle Options 3210 and 3211)

Creating Pricing Rules

Any combination of an Item Set and Pricing Strategy can be saved as a Pricing Rule. With an Item Set populated in Manage Prices, choose the Pricing Strategy to use and click the Save As Rule button in the Pricing Rules area. Name the rule and click Save. Now this combination of Item Set and Pricing Strategy is configured as a Pricing Rule.

Action Buttons

There are 4 Action Buttons located at the top right hand side of Manage Prices. Their functions are described below:

Button	Action
Discard Changes	Discards all items and New Retail prices currently active. If a WIP is being used, the WIP is also deleted.
Save	Saves the active WIP
Save As	Saves the active Item Set and New Retails as a Work-in-Progress
Update	Updates Eagle IPC with a New Retail Price and Date Effective for each item in the Item Set with a New Retail >0.00. If you want to save the Item Set for


	reuse, you should save as a Work-in-Progress BEFORE updating to Eagle IPC.
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Pricing Plans

A Pricing Plan is a series of Pricing Rules executed in sequence. Pricing Plans can be scheduled to execute via Scheduled Tasks. Pricing Plans are setup in Maintain Pricing Plans, accessed from the Maintain Plans buttons in Manage Prices and the Pricing Planner start page.

Creating a Plan



Clicking the Add button  in Maintain Plans will create a new Pricing Plan. Enter a Name and Description of the Plan. In the Pricing Rules area, select the Rules to add to the Plan individually and hit “Add” to add the Rule to the Plan in the next sequence order. Remember, Rules are applied in sequential order. The Details button will show you what items are covered in the rule and the name of the Pricing Strategy used on the Rule. Click Save to save the Plan. Clicking Analyze will perform a What-if Analysis on the entire Plan.

Scheduling a Plan

By default, clicking save simply saves the plan. If you would like the Plan to execute immediately, click the option “Save and Execute Now” and click the Save button. To schedule the Plan, click the “Save and Execute in the Future” option and select a schedule from the Schedule dropdown. Click Enabled for this task to be enabled. You can send an alert via email for successful Plan executions by checking the Send Alerts box and choosing an email address. The email will indicate the number of items added to IPC upon Plan completion.

Using Analysis Applications to Identify Items for Price Changes

Depending on the system configuration, there are 4-6 Epicor provided Analysis applications to assist in targeting items for price changes. Although each application has a specific purpose, each has some features in common as well.

Common Features across all Analysis Applications

Each Analysis application is designed to use analytics to identify an Item Set requiring pricing review. In addition, each application allows the user to quickly enter new retails in the Item Set grid. Finally, each application allows the user to select multiple items from the Item Set and either send the list to Manage Prices, or update the set directly to Eagle IPC.

Manage Prices Button

Click this button in any Analysis application to send the selected items to the Manage Prices application for further pricing work.

Update Button

Click this button in any Analysis application to send the selected items and New Retail prices to Eagle IPC.

Category Analysis

Use the Category Analysis to identify candidates by Category. A Category Group By can be Store, Department, Class, Fineline, Popularity, Segment Code, Vendor, and Manufacturer.

Defining the Category

The first step in using this analysis is to define the category. In the Group By dropdown, select the dimension to use for grouping. Next, enter any filters in the Standard or User Code selector panels, and press Refresh. The Category grid will show profitability data grouped by the category selected in the Group By dropdown.

Defining the Item Set

Now that the Categories are shown, double clicking will drill into the items contained in the selected Category. You can further refine the Item Set by choosing whether to show all items or only those below the category margin using the Show Items selector. You can also enter a minimum amount of Gross Profit Dollars that an item must have contributed in the last 12 months to further refine the list.

Acting Upon the Item Set

Once the Item Set is determined, you may perform any combination of 3 actions: Enter New Retail prices, calculate New Retail prices by entering a New GP%, or send a list of items to Manage Prices for further work.

Entering New Retail Prices

To enter new prices, enter the price in the New Retail column in the grid. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Calculating New Retail Prices

To calculate New Retail prices, select all of the items in the Item Set for which you'd like New Retail prices to be calculated for. Next, enter a New GP% in the box provided and press the Calculate button. The New Retail column will now show the suggested prices for the items using the entered GP%, the item's replacement cost, and rounding according to Eagle's Price Rounding Table. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Sending Items to Manage Prices

To send items to Manage Prices, select the items that need further work and press the Manage Prices button. The Manage Prices application will launch with these items populated into the Item Set.

Competitive Analysis

Use the Competitive Analysis to identify candidates through comparison to competitor pricing.

Defining the Item Set

To define the Item Set, enter any filters in the Item Set Selection and press Refresh. If you select a single Competitor, you can then choose to see only items that are Above or Below the selected Competitor's price using the Show Variance dropdown. You can also enter a Variance Percent to limit the Item Set further. For example, if you only want to see items that are 10% or more above Home Depot, select Home Depot in the Competitor dropdown, choose Above Only in Show Variance, and enter 10.00 in the Variance Percent box.

Acting Upon the Item Set

Once the Item Set is determined, you may perform any combination of 3 actions: Enter New Retail prices, apply New Retail prices by choosing a competitor price to match to, or send a list of items to Manage Prices for further work.

Entering New Retail Prices

To enter new prices, enter the price in the New Retail column in the grid. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Matching to a Competitor's Price

To match prices to a Competitor's price, select the items in the Item Set. Now choose the Competitor in the Match to Competitor dropdown and press Apply. For each selected item, the Competitor's price will be applied to the New Retail column. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Sending Items to Manage Prices

To send items to Manage Prices, select the items that need further work and press the Manage Prices button. The Manage Prices application will launch with these items populated into the Item Set.

Sales Velocity Analysis

Use the Sales Velocity Analysis to review the effect of previous price changes on sales units and margin performance.

Defining the Item Set

To define the Item Set, enter any filters in the Item Set Selection. Be sure and enter a date range in the Price Change From and Price Change To fields. If you wish in to include promotional sales in the analysis, check Include Promotions. If you wish to include Lost Sales in the analysis, check Include Lost Sales. If you wish to exclude Unusual Usage from the analysis, check the Exclude Unusual Usage. Enter a 1, 2, or 3 in the Months to Use box to determine how many months before and after the price change to include in the analysis. Press the Refresh button to refresh the Item Set.

Acting Upon the Item Set

Once the Item Set is determined, you will see an analysis of the item's sales performance before and after the change. You may perform any combination of 2 actions: Enter New Retail prices or send a list of items to Manage Prices for further work.

Entering New Retail Prices

To enter new prices, enter the price in the New Retail column in the grid. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Sending Items to Manage Prices

To send items to Manage Prices, select the items that need further work and press the Manage Prices button. The Manage Prices application will launch with these items populated into the Item Set.

Catalog Analysis

Use the Catalog Analysis to identify candidates through comparison to vendor Catalog pricing.

Choosing the Catalog and Prices

The first step in using this analysis is to choose the Catalog to use. In the Catalog dropdown, select the Vendor to use. Once a vendor has been selected, the vendor's defined prices will show as checkboxes. By default, all are selected. You may check or uncheck prices to view. You must select at least 1 price.

Defining the Item Set

To define the Item Set, enter any filters in the Item Set Selection and press Refresh. If you select a single Catalog price, you can then choose to see only items that are Above or Below the selected Catalog price using the Show Variance dropdown. You can also enter a Variance Percent to limit the Item Set further. For example, if you only want to see items that are 10% or more above Regular Retail, select Regular Retail as the only price, choose Above Only in Show Variance, and enter 10.00 in the Variance Percent box.

Acting Upon the Item Set

Once the Item Set is determined, you may perform any combination of 3 actions: Enter New Retail prices, apply New Retail prices by choosing a Catalog price to match to, or send a list of items to Manage Prices for further work.

Entering New Retail Prices

To enter new prices, enter the price in the New Retail column in the grid. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Matching to a Competitor's Price

To match prices to a Catalog price, select the items in the Item Set. Now choose the price in the Match to Catalog Price dropdown and press Apply. For each selected item, the Catalog price will be applied to the New Retail column. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Sending Items to Manage Prices

To send items to Manage Prices, select the items that need further work and press the Manage Prices button. The Manage Prices application will launch with these items populated into the Item Set.

Multi-Location Analysis

Use the Multi-Location Analysis to compare a single location's pricing against pricing at other locations.

Defining the Item Set

To define the Item Set, enter any filters in the Item Set Selection. You must enter a Store to use for the Item Set. You can further refine the stores to use for comparison by choosing a store or stores in the Choose Comparison Stores input box. If no values are selected, all stores will be shown. To select multiple stores or use pre-defined store groupings, click the Choose Comparison Stores link to access the Dimension selector. Press the Refresh button to refresh the Item Set.

Acting Upon the Item Set

Once the Item Set is determined, you can double click on an item to see an analysis of the item's pricing and sales performance before and after the most recent price change in each store. You may perform any combination of 3 actions: Enter New Retail prices, apply New Retail prices by choosing another store's price to match to or send a list of items to Manage Prices for further work.

Entering New Retail Prices

To enter new prices, enter the price in the New Retail column in the grid. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Matching to another Store's Price

To match prices to another store's price, select the items in the Item Set. Now choose the price in the Match to Store input box and press Apply. For each selected item, the selected store's price will be applied to the New Retail column. Note: you may also enter a store in the Match to Store column in the grid. When finished, press the Update button to send the New Retail prices to Eagle IPC, or press the Manage Prices button to send the items to Manage Prices for further work.

Sending Items to Manage Prices

To send items to Manage Prices, select the items that need further work and press the Manage Prices button. The Manage Prices application will launch with these items populated into the Item Set.