

Re-Pricing Products on Sales Documents

Products on sales documents are automatically priced based on the strategies you created for your customers and for merchandise.

However, you can override the calculated pricing when further negotiation is necessary.

In this course, you will be introduced to several repricing concepts including using the Show/Hide Cost and Margin Information buttons, the methods for overriding calculated prices, the Price Calculation and Negotiation tabs, how to enter discounts, and how to use price bands.

Show/Hide Cost and Margin Information

Show/Hide Cost and Margin Information

Here we see a new quote has been started for a customer with several products already added.

If you have permission to see cost, the cost price information is shown along with the selling price information.

This includes Profit and Margin.

When adding lines on a sales document you can opt to hide cost and margin information.

Click the Hide cost and margin button found on the toolbar.

The button visually changes and is renamed Show cost and margin.

You no longer see the profit dollars and margin percent in the Totals area of the window.

For each line on the order, the Unit Cost, Cost UOM, Total Cost and Margin percent are hidden from view.

Using the Edit button [pause] also hides Cost price, Total cost, Profit, and Margin, on the Price Negotiation tab.

The Show/Hide toolbar button acts as a toggle switch.

When clicked again it turns on the display of all cost and margin data.

The setting will stay set this way for future sales documents until the option has been toggled again.

Use of the button and the ability to see cost and margin information is controlled by a computer level default setting and user permissions.

Overriding Calculated Prices

You can override a product's price when it is automatically calculated by the system.

To begin, select a product for the sales document.

Enter a quantity.

The Selling price for the product is shown based on the customer and product pricing in place.

You can override this price by entering a new amount.

The product is added using the Sell Price entered and the line is flagged with the M icon to indicate manual pricing.

You can override the Sell Price after the line has been added by clicking it and typing a new price.

The Margin can also be changed for the line as an alternate way to calculate the Sell price.

To do so, click on the field and then enter the new margin percent.

The line is noted with the L icon signifying lump summed pricing.

A tilde (~) character before the Sell price indicates this value was calculated and not entered.

Price Calculation and Negotiation Tabs

Price Calculation and Negotiation Tabs

Here you can see how a product's price has been calculated using the Price Calculation tab.

Select a line and then click the Edit button.

Press F4 or click the Price Calculation tab.

This tab provides information only and tells you the Price Rule Used, if any, and what the price is based on.

You can re-price the product using the Price Negotiation tab.

Any of the fields with a white background including Selling price, Total price, Profit, Margin, Discounts, or Bands can be changed.

The message, Calculated – Special Price, indicates the retail is based on the customer and product pricing in place.

To change the Selling price, key in a new value.

The Total price, Profit dollars, and Margin percent are recalculated and the text changes to indicate this product has been Manually priced.

To re-price the product to a specific Total price, key in a new value.

A new Selling price is calculated along with Profit and Margin and the line is flagged as Lump summed.

When you want to achieve a certain profit or margin, enter those values in the available fields.

The entry in the Profit field indicates a dollar value and the Margin field indicates a percentage.

Overriding the calculated profit or margin is also considered Lump summed pricing.

The Price Calculation tab is updated based on the new pricing used.

To complete the line, click OK

The line is noted with the L icon and a tilde (~) character before the Sell Price.

Discounts and Price Bands

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The Price Negotiation tab has two fields for entering Discount percentages.

Click on the first field and enter the discount percent.

The Selling Price does not change but the Total price, profit and margin are updated based on the discount being applied.

You can choose to enter a second discount percentage.

The Selling price is reduced by the initial discount percent first and then by the second percent.

Click on the General tab [pause] to see the discounted Selling price.

The application of the discounts to the Selling price is shown in brackets.

When the line is complete, click OK.

The Manual price icon appears alongside the line and the Sell Price is shown at its discounted amount.

If you are using Price Bands, you can also override the calculated price using these

From the Price Negotiation tab, you can see the Bands available from the drop-down.

You can select a price from the list.

The list is also accessible by clicking on the Price Bands button.

The description and details of each Band are displayed.

Choose the Band to use and then click OK.

The Band being used is shown and Selling price is updated.

Click Ok and the line is flagged as Manually priced.

There are several ways for you to re-price the products included on sales documents.

We have introduced you to the Show/Hide cost and margin information button, methods for overriding calculated prices, the Price Calculation and Negotiation tabs, how to apply discounts and select price bands.

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