

Repricing Sales Documents Transcript

Repricing products on a sales document using a different Price Profile or Price Rule, can be used as an incentive to turn your occasional customers into regulars! We'll show you how to reprice to a price profile or price rule and how to restore calculated prices from within a sales document. Then, we'll look at performing these same functions on multiple documents. Let's get started and see how exactly we can use these methods in BisTrack.

Sale document lines repriced to a Price Profile take on the selling rules associated with that different profile. We are going to create a new quote for a Drywall customer that is currently paying Standard Sell Prices. The quote includes a number of drywall and related products. To view the type of pricing this customer receives, select the first line, and press the Edit button.

On the Price Calculation tab, we see that the Price Profile Rule being used is Based on the Standard Selling Price, which typically represents the full retail price. We're using the same Price Profile Rule for all lines on the quote. To reprice the quote lines, click the Pricing Options button. Set the Option field to Price Profiles.

The change can be applied to All Lines on the Order, Selected Lines or items from a specific Product Group. To use Selected Lines, you must have picked them prior to opening the Pricing Options. In this case, we will Apply to all lines. The Price profile is Customer Default. From the drop-down list, we choose Drywall Contractor High Volume.

We created this Price Profile to give drywall contractors a better deal. You can choose to exclude special order items from the repricing by enabling the Exclude specials check box. We'll leave it unchecked and click OK.

To view the details of the new pricing, we double-click the first line of the quote to open the Order Line Properties. Then select the Price Calculation tab. Now we see that the Price Calculation for this line uses a Price Profile and Product Group Rule based on the Standard Buying Price plus 15 percent. Let's examine the next line.

We can see that the system repriced this line to a Price Profile and Product Group Rule that is based on the Selling Price minus 30 percent. Let's review the last product line. As there is no Rule in place, the system uses the Standard Selling Price.

Repricing to a Price Rule is often used to offer a customer competitive pricing, from an existing rule, as a one-time deal. It is Product or Product Group specific and the only rules available to use are those that already exist for the selected items on the sales document. The rule must also be set with a Code and Description.

Here, we see the Selling Price Rule Properties for a Paint customer rule. We created it by converting a Quote to Special Prices. If you are not familiar with this process, watch the Training on Demand course, Using Quotes and Special Prices. You can see the details for the Customer, Product, and Calculation. For this type of rule, the system automatically enters the Code and Description at the time of conversion. They contain details about the customer and the originating quote number.

When we return to the Selling Price Rules browser, we see there are several rules associated with this same Code and Description. In this case, a Quote for a generic customer was converted to Special Prices on 14 paint products during the period specified. Here we see a new sales order for a customer. We'll double click the first line to view the order line properties.

On the Price Calculation tab, we see that there is no rule applied, the price based on the Standard Selling Price. This same pricing applies to the other products on the order. To reprice the lines, select Pricing Options. Set the Option field to Price Rules. We'll leave the Apply to option set to All lines on the order.

From the Price rule drop-down list, we see the price rules applicable with their Code and Description. We'll select the Painter rule. If you don't see the rule that you want to use listed, it may have expired, or is not yet active. Enable the Include expired and not yet active rules check box to include those in the listing. Click OK to close the window.

The system applies new pricing for each product along with the Special Prices icon. Returning to the Order Line Properties for the first line, we see that a Customer, Product and Date rule is applied that is based on a Special Price calculation.

BisTrack does not change any manually priced lines on a sales document when repricing with a Price Profile or Rule. However, if you do need to reprice those lines, you first need to restore the prices to their calculated values. Here we have an open quote. The M icon on each line indicates that these lines have manual pricing.

Let's say we want to reprice this quote to a different Price Profile. To include the manual lines, first restore the calculated prices. From Pricing Options, select Restore Calculated Prices. When you make this the first step, the system automatically sets the Profile to Customer Default. All lines, including the manually priced ones get recalculated based on the original pricing strategy in place. Now when we reprice to a Price Profile, those lines are included.

You can reprice multiple sale documents at the same time. This is a great time-saver when you use several documents to quote a project, such as house models. From Find Documents, we see a number of quotes listed for a specific customer. Select the first three Open quotes listed. Then open the right-click menu and select Pricing Options.

From the pop-up window, select a pricing Option. Your selection determines the next field. For example, if we were to choose Quote the next entry required would be the Quote number to use. Instead, we'll select Price Profiles and then enter the Profile to use. Remember, if you want to ensure any manually priced lines are also repriced, select Restore Calculated Prices first and then proceed to reprice to a profile, or quote, etc.

If you want to exclude special order items from repricing, enable the Exclude specials check box. We'll leave it unchecked and click OK. The system reprices each of the selected documents at the same time.

You can turn an occasional customer into a loyal one when you are prepared to improve product pricing during the actual sales entry. You should now be able to reprice a sales document using either a Price Profile or a Price Rule, and recognize the effect that restoring calculated prices can have when using either. Repricing multiple documents at once should also be a task you can easily complete.

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