

# Price Book

## Pricing & Discounts

Standard Discounts work as follows.

### in Customer Record:

Set the Customer Discount if desired - say 5%

This indicates in theory that this Customer gets 5% discount on all lines.

This field defaults to 0% for new Customer records.

You can also indicate in the Customer record, which Price to use for this Customer, from the A to F Prices available in the Product record. We have also added Z Price, which uses the Product's Cost Price, which is additional to the MoneyWorks set of six codes. If the Code is Z and the Customer's Discount is negative then we do not show a Discount Percent on a Sales Order but we override the Price with a new calculated Price (i.e. Cost plus 5%).

### in Product Record:

Discount field can be set as follows:

none = No discounts will be applied for this product regardless of Customer Discount setting.

unknown = not a valid setting but no discounts will be applied for this product

by Customer = Discount percent for this product is taken from the Customer record.

by Product = Discount is as per the Product Discount percent for this product regardless of Customer Discount setting.

add = Adds the Customer and Product Discounts together for this product.

Discount Percent also needs to be set for "by Product" & "Add" obviously.

This field defaults to "by Customer" for new Product records.

### in Price Book....

Price Book Records are treated quite separately from these standard discounts and are applied after those described above have been calculated when adding a line to a Sales Order or Quote. Price Book Prices or Discounts only get applied if the result is lower for the customer than the standard discounts have delivered, unless the Override function has been selected, then that price will be used regardless.



## Price Book Rules/Notes:

The Price Book module allows/supports product pricing options beyond the scope of those offered by MoneyWorks.

Price Book only affects lines on Sales Orders when the following conditions are met.

1.) Price Book functionality must be turned on in O'Doc – Preferences > System > Settings > File/Feature Items > Price Book > Yes/No. A special system password is required to turn this function on or off as Price Book functionality is charged for separately.

**File/Feature Options**

Work in Progress ( W I P )     Yes     No

Not Stocked     Yes     No

Price Book     Yes     No

Serial/Batch Number     Yes     No

Alternate P/O List Views     Yes     No

Quotes Enabled     Yes     No

Print Quoting     Yes     No

Kitchen Quoting     Yes     No

Details
Buying Info
Sell Info
Inventory
Components
History
Price Book
Other
Online Store

2.) Each Product record has a Price Book flag “Price Book Item” on the Sell Info tab, which must be checked if Price Book settings are to apply to this product when being added to a Sales Order. This allows you to optionally never apply special prices to a particular item if it is not checked. If Price Book functionality has been turned on this setting will default to “Yes” for new Product records, it is up to the user to change to “No” for non discounted items, such as Freight etc.

**Settings**

Multiple Prices Item

Price Book Item

Quantity Price Breaks Item

Fixed Margin

Use Buy Price plus

3.) Product Records have a Price Book tab where you see if a Product record does in fact have any Price Book records set up that effect the Pricing of this Product, or the Group of Products that this Product belongs to.

Details
Buying Info
Sell Info
Inventory
Components
History
Price Book
Other
Online Store

Price Book Records Linked Specifically to this Product											
Customer	Cust Group	All	Start Date	Finish Date	Type	Disc	Price Code	or	Fixed Price	Qty Brk Type	No of Commissions
cantbh		No			Price		A		3439.80		
	SONIC	No			Price				3439.80		

Price Book Records Linked to this Product Group											
Customer	Cust Group	All	Start Date	Finish Date	Type	Disc	Price Code	or	Fixed Price	Qty Brk Type	No of Commissions
	SONIC	No	22/10/2007	10/11/2007	Disc	7.5%	A			Price	1
	SONIC	No			Disc	7.5%					
cantbh		No			Disc	12.5%					
hchbay		No			Disc	10%					

4.) When a product is first added to a Sales Order the standard (MoneyWorks) pricing options are considered first - which of the A to F prices are to be used and what discount applies depending on the discount settings in both the Customer and Product records and a price and/or discount is calculated.

If there is also a Price Book record (or records) effecting this product, group of products, customer, or group of customers, then the found prices are compared and the lowest Price Book price is compared to the price already loaded on the Sales Order and the lowest option is used.

Unless, the Price Book record has the "Override" box checked [in the (C) section of Detail screen], in which case this Override Price will always be returned. This means some Customers, or Groups of Customers, can always be charged a

(c) **Pricing - Discount or Set Price** and always (c) &/or (e) & can include (d)

Sell Price Code :  — or — Sell Price :

**and** Discount Percent :  Note: This Sell Price will over-ride this Discount Percent if both are present .  Override ?

Set Price (Higher or Non Lowest) for a particular Product or Group of Products.

5.) Customer Category #4 and Products Category #4 have been designated as Price Book Categories. They can be labeled with whatever names you like, but the values stored in these fields are what is matched when looking for a Product and/or Customer Category to apply a special price to.

6.) Date based specials look at the Sales Order date as you add lines onto the Order, so if you are entering Orders on a Friday for delivery on the Monday, and the specials don't start until the Monday, make sure you use Mondays date on those Orders before entering any lines on the Order.

There is a script in Price Book to "Age Date Range Years by One", so you can select a group of Date Critical Price Book Records and effectively make that same group of records work for that same date range again next year – an annual special.

(d) **Date Range** and optionally used with (c) or (e)

Start Date :  For Date Critical Specials. Finish Date :

Date Range Active :  Yes Days on Special :

7.) Quotes ignore Date Based Price Book records only, but other (non date related) Price Book records are taken into account on Quotes. The reason is that you don't necessarily know when the Quote will be accepted, and a date-based special may no longer be in effect.

8.) Dollars only can always be returned, taking Discounts into account, but only returning the Calculated Discounted Price as Dollars and showing as a Zero Discount Percent, if Preferences > System Stuff > Sales has "Return \$'s Only from Price Book" set to "Yes". This is for users who do not want to display Discounts on Sales Invoices, but note that ALL Prices will be returned in this format from Price Book if this setting is chosen.

**Price Book Records:**

We have tried to make Price Book as self-documenting as we can, with comments on the screen layouts and with on screen help (? – buttons).

**(a) Product or Product Group** always need (a)  
 Product : DA- Product Category 4 field.  
 Product Code :   
 or [ ]

**(b) Customer or Customer Group** and always (b)  
 ALL or [ ] Customer : SONIC Customer Category 4 field.  
 Customer Code :   
 or [ ]

**(c) Pricing - Discount or Set Price** and always (c) &/or (e) & can include (d)  
 Sell Price Code : A Sell Price :   
 and Discount Percent : 7.50% Note: This Sell Price will over-ride this Discount Percent if both are present .  Override ?  
 or [ ]

**(d) Date Range** and optionally used with (c) or (e)  
 Start Date : 22/10/07 For Date Critical Specials. Finish Date : 10/11/07  
 Date Range Active : Yes Days on Special : 20

**(e) Rebates**  
 Rebate Product :  Yes  No \$ Amount or Percent  
 Rebate Code :   
 Note: The Rebate \$ Amount will over-ride the Rebate Percent if both are present .  
 The settings from the last matching Rebate record found will be used so be careful to only have one active rebate setting per record or results may be unpredictable. Date Range settings do work for rebates. Rebate Code also gets returned so different Rebate schemes can be identified.  
 Note 2: For Rebate only records to work you MUST specify a valid Date Range at least else Rebate info will be ignored.

Notes

In the List view window (see below) you get a summary view of all the Price Book records and you can tell from this view how a Price record will be used. The “Type” column must display “Price”, “Disc” or “Group” or this record is not active and it will have no effect on any pricing.

Products		Customers		Type & Status				Rebates						
Product Code	Price Grp	Contact ID	Cat 4	Excl Price	Disc	Type	Start	Active	Finish	Qty Brk	Mark	Rebate	\$ Amnt	Percent
	DA-		SONIC		7.50%	A Disc	22/10/07	Yes	10/11/07	Price	<input type="checkbox"/>	<input type="checkbox"/>		
	DA-		SONIC		7.50%	Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
	EZ-		SONIC		5.00%	Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
	DA-	CANTBH			12.50%	Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
DA-K520711		CANTBH		\$3,439.80		A Price		No			<input type="checkbox"/>	<input type="checkbox"/>		
	DA-	HCHBAY			10.00%	Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
	DA-		SCLN.		10.00%	Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
	DA-		SCL.		10.00%	Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
	DA-	CMDHB			5.00%	Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
	DA-	GRIB.			5.00%	A Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
	DA-	AUCKHS			10.00%	Disc		No			<input type="checkbox"/>	<input type="checkbox"/>		
DA-K005211		AUCKHS		\$537.70		A Price		No			<input type="checkbox"/>	<input type="checkbox"/>		

“Excl Price” means that a fixed price has been entered for that Product and if an entry has been made in the Start Date field then today’s date falls between the Start and Finish dates entered. If there is no entry in the Start Date field, dates have no effect on Price Book record.

“Disc” means that a discount percent has been entered for that Product and if an entry has been made in the Start Date field then today’s date falls between the Start and Finish dates entered. If there is no entry in the Start Date field, dates have no effect on Price Book record.

“Group” means That for this particular Product or Group of Products, this Customer or Group of Customers, use a different Price Code (A, B, C, D, E, F or Z) than they would normally use, but with no Discount Percent (else type would be “Disc”).

Rebates will record a Rebate amount or percent in the Sales detail line, for the intended purpose of reporting these sales to your suppliers so you may collect Rebates Due, but could just as easily be used for you to track Rebates paid by you to your customers.

Price Book Quantity Breaks have not yet been implemented, even though the options are present on the Qty Breaks tab. This screen dump is included to show the planned functionality only.

(f) **Quantity Discounts or Prices** and always (e) &/or (c) & can include (d)

	Break Qty 1	Break Qty 2	Break Qty 3	Break Qty 4
Break Quantity :	10	20	50	100
Break Discount :				
Break Price :	\$1.95	\$1.90	\$1.85	\$1.80
Use Msgg :	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Show Message :	also includes free bottle of Marlborough Sauvignon Blanc per 50 purchased.			

Commissions via Price Book are also supported. This allows Commissions for Sales People to be calculated based on the same types of rules as Prices. Commissions relate to settings in the Sales Person records, as well as Products and Customers.

(g) **Sales Rep** Commissions are a separate standalone option but are determined by rules entered in above fields.

Rep	Base	Override	Rate	
Graeme Pettigrew	On Margin	<input checked="" type="checkbox"/>	12.50%	<input type="checkbox"/>

enter Rate as .10 for 10%, .05 for 5%

In summary, Price Book allows you to offer virtually any combination of pricing to your customer base, any Customer or Group of Customers, can be offered any Product or Group of Products at literally any fixed or discounted price you choose, and these can even be date based. In practice, you should give considerable thought to how you set this up, as maintaining your Price Book Records could become very complicated and time consuming. We recommend that you use discounted pricing wherever practical, so that you only need to maintain one Sell Price.