

## eEnterprise Extended Pricing



### Because no two customers' pricing is exactly alike

In many organizations, consumers play a critical role in negotiating and setting pricing contracts for the goods and services you provide them. As a result, an easy method for setting up and maintaining prices-by-customer, as well as the flexibility to offer special promotions and discounts on top of that, may become a mission-critical process you can't do without.

eEnterprise Extended Pricing allows you to create customer-specific item pricing and rules. Powerful date-sensitivity capabilities allow you to offer special sale and promotional prices, with the ability to specify begin and end dates for each pricing schema. With these rules in place, you'll be guaranteed that the eEnterprise sales and fulfillment solution, Sales Order Processing, can always find the appropriate price to use, ensuring high customer satisfaction and faster fulfillment in less time.

**Scheme Item Maintenance**

Save Delete Resequence

Schema: 5 YEAR QJSTS (custs with 5-9 years business with us) Promotion: ☐

Date Range: 1/1/01 - 12/31/01 Currency ID: Z-US\$ US Dollars

Item Type: Group  
Item/Group Code: AT&T PHONE AT&T Phones  
UOM Schedule: PHONE 1-10 Phones each/case=10

Price Type: Percentage Off ☒ Break Point Pricing Based on UoM: U of M

Base Adjusted Price on: ☒ Base Price List ☐ None

As of Date: 8/9/01

Note: All price details shown below are based on the 'Qty From' value.

U of M	All	Qty From	Qty To	List Price	Percentage Off	Total Adjustment	Adjusted Price
Description of any problems finding List Price							
Each	<input type="checkbox"/>	1	9	\$49.99	10.00%	\$5.00	
Each	<input checked="" type="checkbox"/>	10	999,999,999,999	\$44.99	10.00%	\$4.50	
Case	<input checked="" type="checkbox"/>	1	999,999,999,999	\$449.99	10.00%	\$45.00	
	<input type="checkbox"/>	0.00	0.00	\$0.00	0.00%	\$0.00	

*Using Price Schemes, Extended Pricing offers special Net, Percentage Off, or Value off Pricing to specific customers or groups of customers. Combined with date ranges and quantity break options, personalized pricing has never been so easy.*

## Secure customer contracts with personalized pricing

Negotiating pricing contracts for goods and services can be the beginning of a long-lasting business relationship with new customers. Therefore, your salespeople need tools that enable them to personalize pricing to meet customer demand and beat the competition, all while having the flexibility to alter them easily when needed.

With Extended Pricing, you can assign personalized pricing for some items, while using standard pricing for others. Mix and match as appropriate to create a custom price list for each customer. You may agree to set net prices for some items, and offer a value or percentage off the base list price for others. Flexibility is built right into the system.

## Track sales and promotions with ease

Extended pricing enables users to easily create sale pricing for one or more items, and use the date range functionality to activate new prices when appropriate. Furthermore, you have the ability to identify which customers have access to the sale prices. And, Extended Pricing even supports 'buy one get X free' logic.

**Sales Transaction Entry**

Save Delete Void Post Transfer Purchase

Type: Invoice Date: 7/22/01  
Type ID: STDINV Default Site: WAREHOUSE  
Document No.: INV1036 Batch ID:  
Customer ID: CARVELLB0001  
Customer Name: Carvell-Berry Inc.

Item Number Description Quantity Fulfilled Unit of Measure  
PHON-ATT-53BK Each

**Great Plains eEnterprise**

A Qty Free Promotion exists for this Item. If accepted, the Price will be \$49.99 (usual Price \$49.99). A free quantity of 1.00 (Each) of item ACCS-CRD-12WH will be added to the order. Do you wish to take the Promotion?

Yes No

Amount Received \$0.00 Subtotal \$0.00

*Coupled with Extended Pricing, Sales Order Processing informs you when the customer on the document is a candidate for a promotion. A warning message allows you to decide if it's in the customer's best interest to take the promotion, or if their personalized pricing is the better deal.*

## Increase employee productivity

Because the price your supplier offers you can fluctuate over time, you need a fast and easy way to ensure you continue to profit when you turn around and sell product to your clients. Extended Pricing relational pricing capabilities makes these changes instant. If you negotiate a "percentage or value off base price" contract with your customers, changing your base net prices to reflect fluctuations with your supplier will allow your customer pricing to be instantly updated with no additional work required.

Because price agreements are usually good for a finite period of time, you need a fast way of creating new price lists to propose to your customers for approval. Easy to use 'copy' functionality allows you to create a new customer list based on last year's negotiated prices; present it to the customer for review, make changes, and have new prices ready to activate when the new year begins.

Integration to the eEnterprise Sales Order Processing solution assures you that once these setup measures are complete, the correct pricing will always be used on the sales document, requiring no manual searching by data entry personnel. The Customer ID, Document Date, and Item Number information will drive a search through your pricing matrix and propose the final price. Best of all, you can easily view how the price was derived, by zooming on Unit Price to the Item Price Inquiry window.

*Multiple types of discounts may be applied to arrive at a customer's final item price.*

The screenshot shows the 'Price Trace Inquiry' window. At the top, there are tabs for 'Customer' and 'Prospect'. Below these, there are input fields for 'Customer ID' (AARONFIT0001), 'Currency ID' (ZUS\$), 'Item Number' (2101221-0004), 'Item Description' (Cordless-AT&T 5354), 'UOM' (Each), 'Quantity' (1), and 'Date' (8/3/01). The 'Price Trace Results' section contains a table with the following data:

Step	Scheme Code	Description	Adj. Type	Amount	Value
1	G AT&T BASE	AT&T Base Price	Net Price	\$49.99	\$49.99
2	G 5-YEAR CUSTS	custs with 5-9 years business with us	Percentage Off	10.00%	(\$5.00)
3	G LABOR DAY SALE	labor day sale	Value Off	\$5.00	(\$5.00)

Below the table, there is a summary section:

<b>Totals:</b>	
<b>Net Price:</b>	\$49.99
<b>Adjustments:</b>	(\$10.00)
<b>Total Price:</b>	<b>\$39.99</b>

At the bottom, there is a 'Price Trace Error' section.

## A new way of defining pricing in eEnterprise

Extended Pricing takes the traditional pricing functionality within eEnterprise to a new level. Specific palettes (menus), zoom capabilities, and buttons take users to appropriate windows for entering and displaying Extended Pricing information, offering a fast learning curve and easy visibility to your pricing matrix.

The rewards of using Extended Pricing will be noticeable immediately; you'll offer better customer service to your clients, improving their satisfaction. You'll save time, by letting eEnterprise do all of the work of calculating the appropriate prices for every document line. And, you will keep ahead of the competition, adjusting prices easily with little notice whenever you need.

eEnterprise Extended Pricing supports eEnterprise Distribution capabilities which include Inventory Control, Sales Order Processing and Purchase Order Processing. Together, this becomes a system that will mirror your unique business pricing processes.