

Pricing Scenarios

In so many businesses the sales team negotiate a seemingly impossible range of pricing deals to match each customer's wants.

In many instances, this would typically demand that all orders are manually priced. That is, unless there is a software solution which can not only handle extreme pricing flexibly but can also be simply and readily updated whenever costs change.

Ostendo provides a multiple level Discount Matrix for selling prices that can be applied to groups of customers and/or products. This can also be applied to specific instances, combinations or start and finish dates for any promotions.

Discount Matrix									
Discount Level	Discount Level Name	Product Level	Product Level Code	Disc1 %	Disc2 %	Disc3 %	Total Discount %	Start Date	Finish Date
Price Level	Retail	Category	Electrical	5	0	0	5		
Customer	Blue Sky Traders	Category	Furniture	10	0	0	10		17/02/2010
▶ All		Pricing Group	Mach	5	0	0	5		

Multiple levels of price lists with Qty-Break discounts or prices, calculations of selling prices from base prices or costs are accessed automatically during order entry processing.

Sell Prices Buy Prices							
Price Level	Price Calculation Method	% Value	Unit Price	Qty 1 (>)	Discount % 1	Unit Price 1	Qty 2
▶ Trade	Std Sell Price - (%Value)	10	\$0.05				
Wholesale	Std Sell Price - (%Value)	30	\$0.04				

For those special prices that are set following no rules but fit the needs of the moment Ostendo has a Special Prices routine that overrides all standard price/ discounts to ensure that the customer gets the pricing you quoted.



Fact Sheets are available for a variety of industries & uses:
**Manufacturing, Distribution, Point of Sale, Job Costing,
 Complex Projects, Pricing, Suppliers & Equipment Servicing.**
 These can be downloaded from: www.epitome.com.au

Special Pricing

List **Detail**

Special Pricing No: 3 Status: Active

Code Range: _____

Reference: Trade Special - SAWS

Date Effectivity: Start Date: 6/06/2007 Finish Date: 5/06/2008

Customer Range: Pricing is For: Specific Customer Customer: Excellent Services

Special pricing Detail: Discount or Fixed Price: Fixed Price Price: 15 Currency Code: _____

Notes

For simplicity these pricing records can be entered manually or imported from a spreadsheet, csv or other delimited text file types. This process is made easy so you can update & maintain pricing as you need.

Advanced Supplier Pricing is also built into the system so capabilities include;

- > Multiple levels of quantity breaks,
- > Purchasing that can be restricted to approved suppliers.
- > The capacity to also specify the brand, or original equipment manufacturer can also be detailed on the order to ensure the right parts are supplied.

Sell Prices **Buy Prices**

Restrict Purchasing this Item to Suppliers in the list below Primary Supplier: _____

Supplier	Currency Code	Unit	Conversion	Supplier	Supplier Descr	Unit Price	Qty 1 (>)	Unit Price 1	Qty
Engineering Supplie...		Box		MSW...		\$1.50		\$0.00	



Fact Sheets are available for a variety of industries & uses.
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