

## Setting Selling Prices in Sage BusinessVision

The system contains different methods you can use to maintain selling prices. You would almost never use all the available methods, as this would create maintenance difficulties. You should therefore understand each method and then decide which one(s) to use.

The selling price structure starts with various selling prices, which you can then modify by various discounts. You have the following selling prices available:

You can have up to 20 separate prices for each inventory item. You link each customer to one of these prices, and that becomes the customer's default price list. For example, you can have "Retail", "Wholesale", and "Other" price lists. If you use the optional Multi-Currency Manager, you can use one or more price lists to enter inventory prices in other currencies. Alternatively, the system can calculate prices in other currencies using the standard prices and an exchange rate.

In addition to these 20 prices, you can enter quantity break prices per inventory item. You can have up to nine quantity breaks. For each quantity break, you enter a quantity and a price. You have to sell the required number of items in a single sales order line in order for the system to consider using it.

You can enter a promotional price with a date range for each inventory item.

Customer Specific Pricing, if you purchase the optional CustomPack module (included with the Client Server Edition) This feature works together with the system's standard selling price structure. It allows you to specify the most detailed level of pricing, which is specific pricing per customer per inventory item. Customer specific prices have a date range. You can create quantity break prices per customer and inventory item. In addition, customers have a standard feature of multiple shipping addresses per customer, and you can create prices per customer shipping address and per inventory item.

How does the system determine which of these prices to use? The rules are as follows:

The system looks at each applicable option at the time of sale, and usually uses the lowest available selling price. There are only two exceptions to this, which we look at next.

- The first exception concerns customer-and-inventory specific prices. You specify per price whether the system should use the lowest price or not. If you choose not to use the lowest price, the system always uses the customer specific price if there is one.
- The second exception is for the promotional price. When you enter a promotional price for an item, you can specify that the system should always use the promotional price, irrespective of whether it is higher or lower than other prices. This setting is stronger than the first exception. If you choose to use the promotional price always, the system uses it irrespective of any other setting.

Once the basic selling price is in place, you can further modify the price by offering percentage discounts. These discounts are on the selling price the system chooses according to the above rules. The discount methods and rules are as follows:

- The system never applies discount matrix discounts to promotional prices.
- You specify per inventory item whether it is discountable or not. If it is not, the system never applies a discount for that particular item.
- You can enter a discount per customer. This discount applies at the overall invoice level. In other words, it discounts all items equally at the end of the invoice, except for non-discountable items.
- You can create a price discount matrix via the product code. You link each inventory item to a product code. Within each product code, you can create up to 26 separate discount codes. You then link each customer to a discount code. Each discount code has a discount percentage. You are therefore able to group products by product code, and offer percentage discounts per product code and per discount code