



F130 Prices and Discounts

Debbie Baldwin

Day One Agenda – Customer Prices

Lesson 1:1 : Reviewing Sales Prices and Exploring Price Selection

- Section 1: Sales Prices - General Information
- Section 2: Sales Prices - Review Existing Prices
- Section 3: Automatic Price Selection – Rules of Price Selection
- Section 4: Automatic Price Selection – Explore Regular and Promotion Prices
- Section 5: Automatic Price Selection – Explore UOM Specific Prices
- Section 6: Automatic Price Selection – Explore Warehouse Specific Prices
- Section 7: Explore Volume-Based Prices

Lesson 1:2 : Uploading a Sales Price List

- Section 1: General Information
- Section 2: Activity

Lesson 1:3 : Recalculating Existing Sales Prices

- Section 1: Mass-Update of Sales Prices: General Information
- Section 2: Mass-Update of Sales Prices - Activity

Day Two Agenda – Customer Discounts

Part Two: Customer Discounts

- Section 1: General Information
- Section 2: Application of Manual Discounts
- Section 3: Create an AR Invoice with a Manual Discount
- Section 4: Configure a Manual Promotional Discount
- Section 5: Application of Automatic Discounts
- Section 6: Configure Automatic Line Discounts
- Section 7: Configure Automatic Group Discounts
- Section 8: Configure Automatic Document Discounts
- Section 9: Configure Automatic Volume Discounts

Day Three Agenda – Customer Discounts and Vendor Prices

Part Two: Customer Discounts (cont'd)

- Section 10: Configure Multiple Discounts and Explore their Application
- Section 11: Add Sales Orders with Different Document Discounts in a Single SO Invoice

Part Three: Vendor Prices

- Section 1: General Information
- Section 2: Uploading Vendor Price Lists
- Section 3: Automatic Price Selection
- Section 4: Upload a Price List and Explore Price Selection

Day One



Customer Prices - Reviewing Sales Prices and Exploring Price Selection

Section 1: Sales Prices - General Information

Learning Objectives: In this lesson, you will learn how sales prices of various types are defined in the system.

Sales Price Types

How to Define:

- Where? Sales Prices or Sales Price Worksheet
- What? Item, Effectivity Date, Sales Price Type, Code

Sales Price Types:

- Base – no price code
- Customer Price Class – Used when you want to assign a price to a group of customers
- Customer – Pricing for a specific customer

Sales Price Types

Configuration of Sales Price Types

- Promotional – Effective for a specific period of time
- Volume Dependent – Prices based on volume of products sold
- Warehouse – Prices based on a specific Warehouse
- UOM – Prices based on a specific Sales Unit of Measure

Default Prices:

- Can be maintained optionally on the Stock Items or Non-Stock Items form
- Limitations:
 - No History is Kept
 - No start/end date – to change it has to be overridden
 - Cannot define as promotional prices for a date range or as Tiered pricing

Section 2 – Sales Prices - Review Existing Prices

Learning Objectives: In this lesson, you will learn how to view sales prices configured in the system

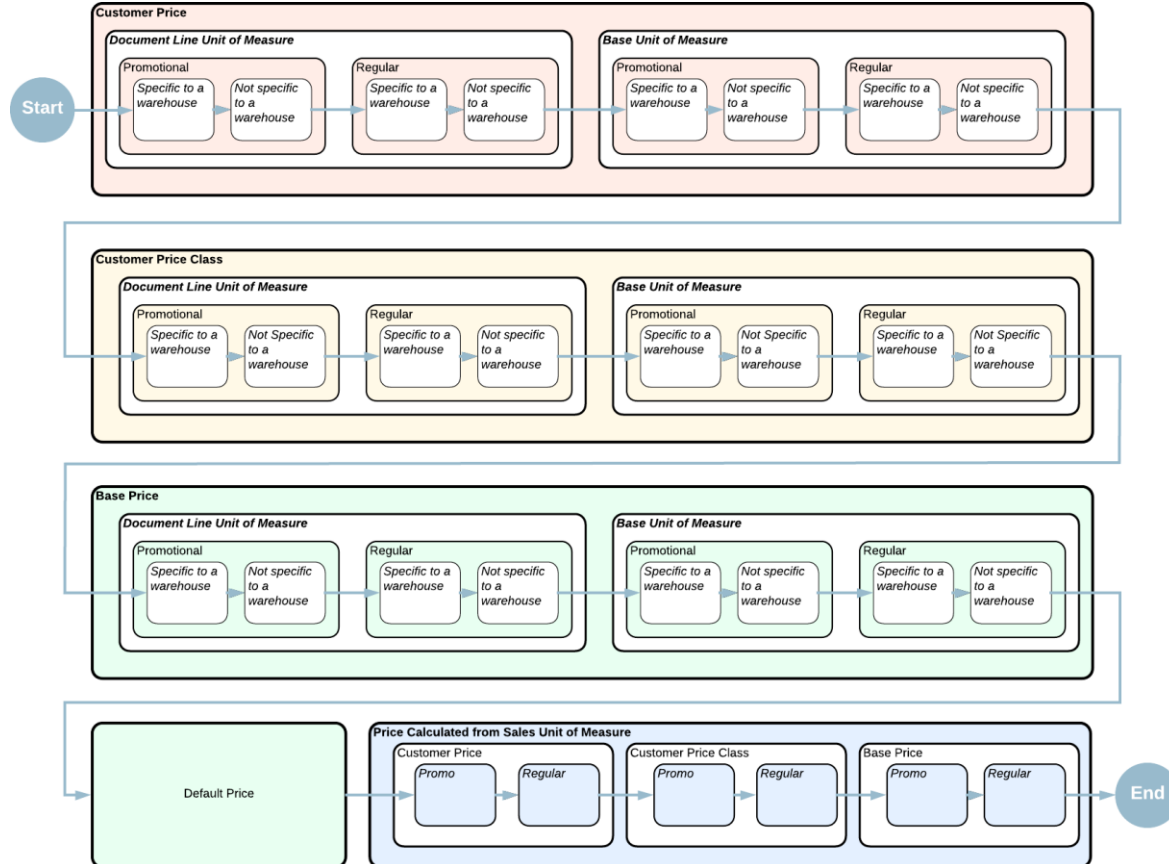
To prepare the system, do the following:

- Launch the Acumatica ERP website, and sign in as an accountant by using the *johnson* login and the 123 password.
- In the info area, in the upper-right corner of the top pane of the Acumatica ERP screen, make sure that the business date in your system is set to **1/30/2020**.
- In the company and branch selection menu, also on the top pane of the Acumatica ERP screen, make sure that the **SweetLife Head Office and Wholesale Center** branch is selected.

Section 3 – Price Selection - Rules of Price Selection

Learning Objectives: In this lesson, you will learn how the system selects a price to suggest in a sales order or AR invoice based on the price hierarchy.

Customer Prices



Section 4 – Price Selection – Explore Regular and Promotional Prices

Learning Objectives: In this lesson, you will create several invoices to see how the system suggests a price in each particular case depending on which prices exist in the system and which of them has the highest priority.

Sales Prices ☆

CREATE PRICE WORKSHEET

Price Type: Item Class ID: Price Class:

Price Code: Inventory ID: Price Manager: Me

Effective As Of: Warehouse: Price Workgroup: My

Price Type	Price Code	*Inventory ID	Description	*UOM	Warehouse	Promotor	Price	Tax	Effective Date	Expiration Date
Base		ONLCOURSE	Home canning courses online (website ses...	DAY		<input type="checkbox"/>	15.0000		1/1/2019	
Customer	COFFEESHOP	ONLCOURSE	Home canning courses online (website ses...	DAY		<input type="checkbox"/>	13.0000		1/1/2019	
Customer Price Class	LOCAL	ONLCOURSE	Home canning courses online (website ses...	DAY		<input type="checkbox"/>	14.5000		1/1/2019	

Sales Prices ☆

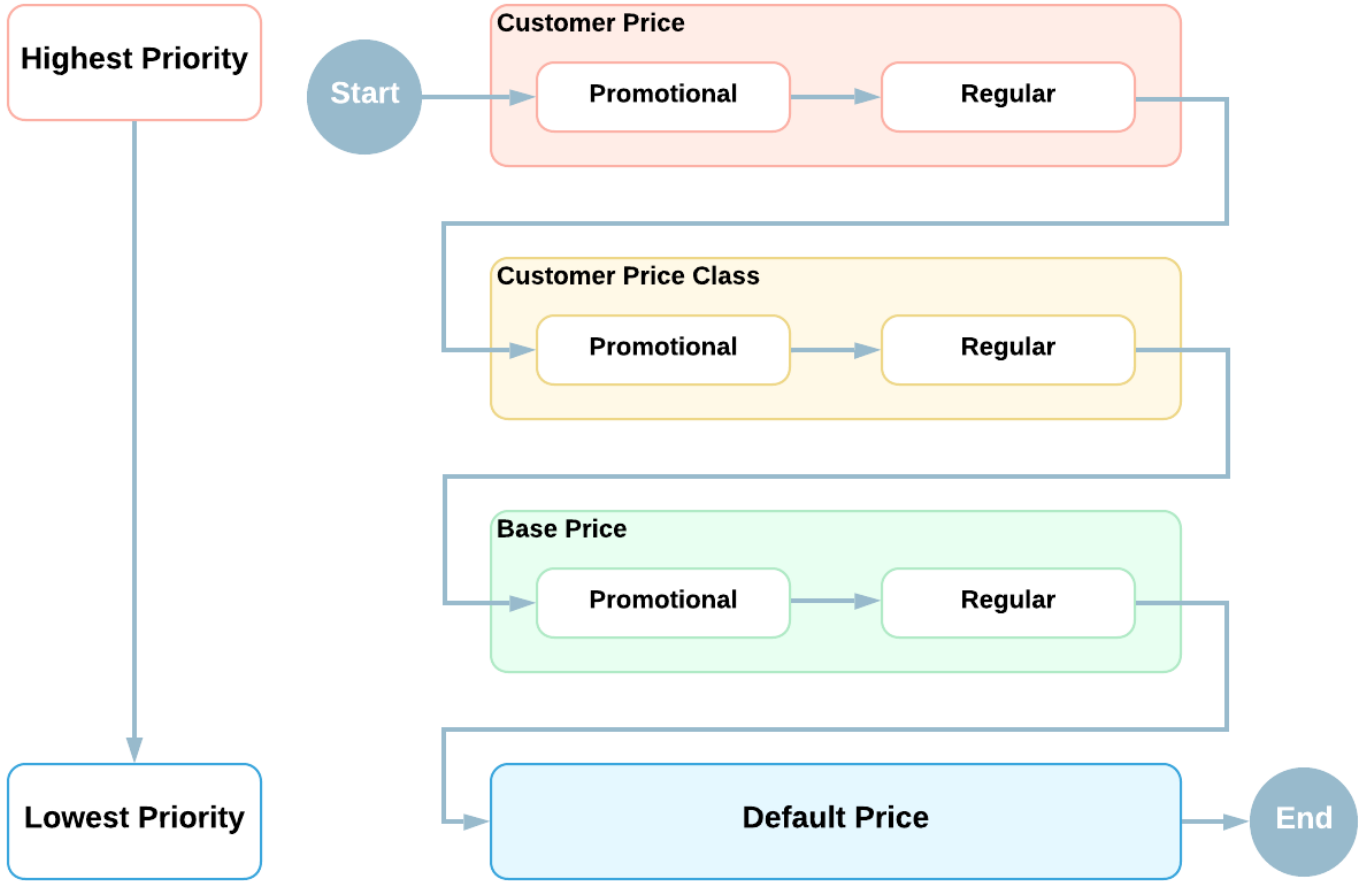
CREATE PRICE WORKSHEET

Price Type: Item Class ID: Price Class:

Price Code: Inventory ID: Price Manager: Me

Effective As Of: Warehouse: Price Workgroup: My

Price Type	Price Code	*Inventory ID	Description	*UOM	Warehouse	Promotor	Price	Tax	Effective Date	Expiration Date
Base		OFLCOURSE	Home canning courses at customer's place...	DAY		<input checked="" type="checkbox"/>	40.0000		12/17/2019	1/17/2020



Section 5 – Price Selection – Explore UOM-Specific Prices

Learning Objectives: In this lesson, you will learn how to configure sales prices for different units of measure (UOMs) for a particular item and how to update prices in an existing sales order. You will also review how the system suggests a price when prices in multiple UOMs exist in the system.

Sales Prices ☆

CREATE PRICE WORKSHEET

Price Type: All Prices Item Class ID: Price Class: Me My

Price Code: Inventory ID: APJAM32 Price Manager: My

Effective As Of: Warehouse: Price Workgroup:

All Records

Price Type	Price Code	*Inventory ID	Description	*UOM	Warehouse	Promotioi	Price	Tax	Effective Date	Expiration Date
Base		APJAM32	Apple jam 32 oz	PIECE		<input type="checkbox"/>	16.3000		1/1/2019	1/31/2019
Base		APJAM32	Apple jam 32 oz	PIECE		<input type="checkbox"/>	16.6000		2/1/2019	

* Inventory ID: APJAM32 Product Workgroup: Product Manager:

Item Status: Active Description: Apple jam 32 oz

GENERAL SETTINGS PRICE/COST INFO WAREHOUSE DETAILS VENDOR DETAILS ATTRIBUTES PACKAGING CR

ITEM DEFAULTS

* Item Class: JAM - Jam Type: Finished Good Valuation Method: Average * Tax Category: TAXABLE - Taxable Goods and Servic * Posting Class: FDI - Food Items

Auto-Incremental Value: Country Of Origin:

WAREHOUSE DEFAULTS

Default Warehouse: WHOLESALE - Wholesale Warehouse Default Issue From: Default Receipt To:

UNIT OF MEASURE

Base Unit: PIECE Divisible Unit

* Sales Unit: BOX Divisible Unit

* Purchase Unit: PIECE Divisible Unit

Weight Item

*From Unit	Multiply/Divid	Conversion Factor	To Unit
BOX	Multiply	6.000000	PIECE
JBOX	Multiply	10.000000	PIECE
PALLET	Multiply	100.000000	PIECE

1 PIECE = \$16.60
1 BOX = 16.60 x 6 = \$99.60

Sales Prices ☆

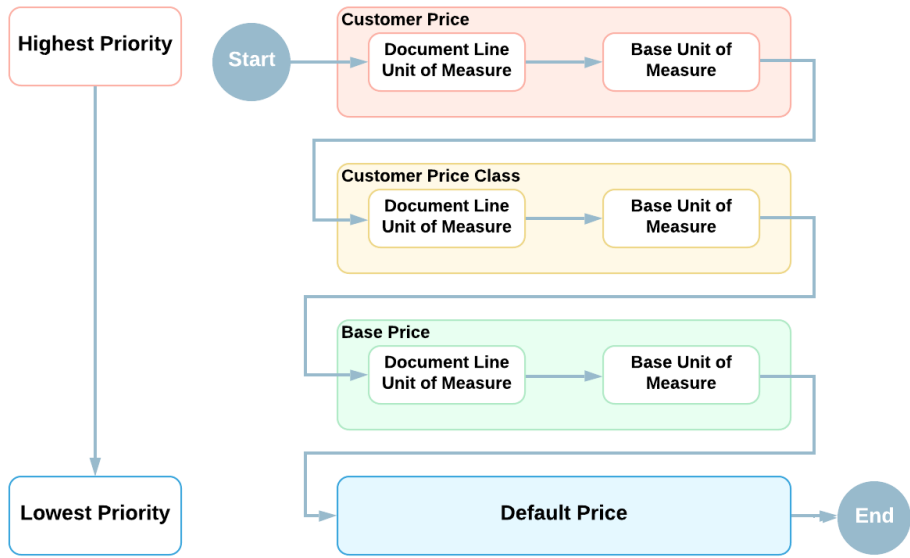
CREATE PRICE WORKSHEET

Price Type: All Prices Item Class ID: Price Class: Me My

Price Code: Inventory ID: APJAM32 - Apple jam 32 oz Price Manager: My

Effective As Of: Warehouse: Price Workgroup: My

Price Type	Price Code	*Inventory ID	Description	*UOM	Warehouse	Promotion	Price Tax	Effective Date	Expiration Date
Base		APJAM32	Apple jam 32 oz	BOX		<input type="checkbox"/>	96.0000	1/30/2020	
Base		APJAM32	Apple jam 32 oz	PIECE		<input type="checkbox"/>	16.6000	1/1/2019	1/31/2019
Base		APJAM32	Apple jam 32 oz	PIECE		<input type="checkbox"/>	16.6000	2/1/2019	



1 PIECE = \$16.60
1 BOX = \$96
Document Line UOM = BOX = \$96

Section 6 – Price Selection – Explore Warehouse-Specific Prices

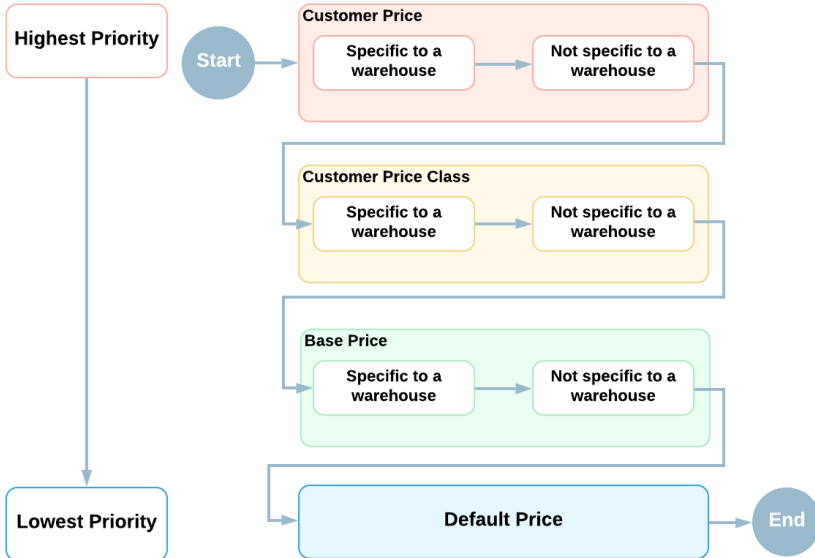
Learning Objectives: In this lesson, you will learn how to configure sales prices for a particular warehouse.

Sales Prices ☆

CREATE PRICE WORKSHEET

Price Type: All Prices
 Price Code:
 Effective As Of:
 Item Class ID:
 Inventory ID: LEMJAM96 - Lemon jam 96 oz
 Warehouse:
 Price Class:
 Price Manager:
 Price Workgroup:

Price Type	Price Code	*Inventory ID	Description	*UOM	Warehouse	Promotor	Price	Tax	Effective Date	Expiration Date
Base		LEMJAM96	Lemon jam 96 oz	PIECE			49.4900		1/30/2019	
Base		LEMJAM96	Lemon jam 96 oz	PIECE	WHOLESALE		43.0000		1/30/2020	



Wholesale = \$43.00
All Other = \$49.49

Section 7 – Price Selection – Explore Volume-Based Prices

Learning Objectives: In this lesson, you will learn how to configure volume-based sales prices for a particular stock item.

To prepare the system, do the following:

- Launch the Acumatica ERP website, and sign in as an accountant by using the *johnson* login and the 123 password.
- In the info area, in the upper-right corner of the top pane of the Acumatica ERP screen, make sure that the business date in your system is set to **12/02/2019**.
- In the company and branch selection menu, also on the top pane of the Acumatica ERP screen, make sure that the **SweetLife Head Office and Wholesale Center** branch is selected.

To specify volume-based prices for the *ORJAM32* stock item, do the following.

- Enable the Volume Pricing feature as follows:
 - Open the Enable/Disable Features (CS100000) form.
 - On the form toolbar, click Modify.
 - Select the Volume Pricing check box (under the Standard Financials group) and click Enable on the form toolbar.



Customer Prices - Uploading a Sales Price List

Section 1 – General Information

Learning Objectives: In this lesson, you will learn how to upload a sales price list to Acumatica ERP using a sales price worksheet.

Import Sales Price Worksheets

Applicable Scenarios:

- For any price type EXCEPT Default Prices
 - Base prices, prices specific to a customer or customer price class, including sales prices that have been marked as promotional, or that have been defined for a particular unit of measure or a particular warehouse.

Where:

- Sales Price Worksheets
 - Load from Excel
 - Effective Only After Released
 - Before the worksheet is released, you can edit records in it: by making changes manually to individual records or by recalculating price values for all records in the worksheet.

Sales Price Retention: (History of Price Changes Over Time)


- Last Price – Keeps last price and current price for each item
- Fixed Number of Months – Keeps the price records for a specific number of months
 - Default
 - By Default the Number of Months is set to 0, i.e. prices will be kept forever

Section 2 – Activity

Learning Objectives: In this lesson, you will learn how to upload sales price lists with regular prices and promotional prices. You will also review how the history of updated prices is kept in the system.

To prepare the system, do the following:

- Launch the Acumatica ERP website, and sign in as an accountant by using the *johnson* login and the *123* password.
- In the info area, in the upper-right corner of the top pane of the Acumatica ERP screen, make sure that the business date in your system is set to **1/30/2020**.
- In the company and branch selection menu, also on the top pane of the Acumatica ERP screen, make sure that the **SweetLife Head Office and Wholesale Center** branch is selected



Customer Prices – Recalculating Existing Sales Prices in Bulk

Section 1 – General Information

Learning Objectives: In this lesson, you will learn how to recalculate existing sales prices based on the manufacturer's suggested retail price (MSRP).

Mass-Update

Applicable Scenarios:

- For any price type EXCEPT Default Prices
 - Base prices, prices specific to a customer or customer price class, including sales prices that have been marked as promotional, or that have been defined for a particular unit of measure or a particular warehouse.

Price Bases:

- Inventory Related:
 - Stock Items
 - Cost-Plus Basis: Cost+Markup % or Avg/Std Cost + Markup %
 - Stock Items Form or Item Warehouse Details
 - MSRP
 - Non-Stock Items
 - Cost-Plus Basis: Avg/Std Cost + Markup %
 - Stock Items Form - Current Cost Box
 - MSRP
- Price record-related: (source price or pending price)

Calculation of Pending Prices based on MSRP

- MSRP - Price/Cost Info Tab
- Sales Price Worksheets
 - Add Items/Calculate Pending Prices/MSRP
 - Update/Release Worksheet

Section 2 – Activity

Learning Objectives: In this lesson, you will calculate new sales prices based on the manufacturer's suggested.

Day Two

Day Two Agenda – Customer Discounts

Part Two: Customer Discounts

- Section 1: General Information
- Section 2: Application of Manual Discounts
- Section 3: Create an AR Invoice with a Manual Discount
- Section 4: Configure a Manual Promotional Discount
- Section 5: Application of Automatic Discounts
- Section 6: Configure Automatic Line Discounts
- Section 7: Configure Automatic Group Discounts
- Section 8: Configure Automatic Document Discounts
- Section 9: Configure Automatic Volume Discounts



Customer Discounts

Section 1 – General Information

Learning Objectives: In this lesson, you will learn how to configure customer discounts of different types in Acumatica ERP and how the system applies the discounts in AR invoices and sales orders.

General Information - Customer Discounts

Applicable Scenarios:

- Unconditional or Conditional
- Simple or Tiered
- Automatically Applied or Manually applied (like rebates or coupons)

Configuration:

- Discount Codes – Discount Codes Form
 - Type of Discount (Automatic or Manual)
 - Level to Apply (Line, Group of Lines, or entire document)
 - Conditions
- Discount Sequences – Discounts Form
 - Discount %, Fixed Amount, or Quantity
 - Conditions

GL Accounts:

- Line Level Discounts – Not accrued – AR is credited with the Difference between Sales Price and Discount amount
- Group and Document-level discounts – Expense account

Section 2 – Application of Manual Discounts

Manual Discounts

- No formal conditions to apply and applied Manually
- Select Discount Code
- Enter Discount % or Discount Amount Manually

Line-Level Manual Discounts

- Discount Code
 - Select an existing Discount Code in Discount Code column
- Manually key Discount % or Discount Amount
 - Key amounts in those columns
 - Select Manual Discount checkbox

Group-Level and Document-Level Manual Discounts

- Discount Code
 - Select an existing Discount Code in Discount Code column
 - Select appropriate discount sequence for this Code in Sequence ID column
- Manually key Discount % or Discount Amount
 - Key amounts in those columns
 - Select Manual Discount checkbox
- Discount Total on Summary
 - If Customer Discounts feature is disabled, you can enter a manual document-level discount

Section 2 – Application of Manual Discounts

Recalculation

- Change line Quantities after adding manual discounts, manual discounts are recalculated
- Will not be replaced by Automatic Discounts

Recalculation Rules

- Line-level discounts:
 - Once applied the percentage value becomes fixed
 - Update Qty, the discount amount is recalculated automatically even if initially specified as a specified amount
- Document-level discounts
 - When saved, its amount value becomes fixed
 - When something changes in document lines, the discount amount will remain the same unless you manually change its value

Section 3 – Create an AR Invoice with a Manual Discount

Learning Objectives: In this lesson, you will create and release two invoices: one with a manual line discount, and the other with a manual document discount.

Create Invoices for the Following:

- **Thai Food Restaurant** - 5 Days Offline Training Course at 15% discount
- **GoodFood One Restaurant** – 3 days Online Training with a \$10 discount

Section 4 – Configure a Manual Promotional Discount

Learning Objectives: In this lesson, you will learn how to configure and apply a manual promotional discount. These discounts may be useful, for example, if you want to provide customer discounts based on promotional coupons.

- Enable Customer Discounts feature as follows:
 - Open the Enable/Disable Features (CS100000) form.
 - On the form toolbar, click Modify.
 - Select the Customer Discounts check box (under the Advanced Financials group) and click Enable on the form toolbar.

To prepare the system, do the following:

- Launch the Acumatica ERP website, and sign in as an accountant by using the *johnson* login and the 123 password.
- In the info area, in the upper-right corner of the top pane of the Acumatica ERP screen, make sure that the business date in your system is set to **12/20/2019**.
- In the company and branch selection menu, also on the top pane of the Acumatica ERP screen, make sure that the **SweetLife Head Office and Wholesale Center** branch is selected

Section 5 – Application of Automatic Discounts

System Applies in following Order

- Line-level Discounts
 - Applied to each line of the document
 - Applies the one with the largest discount amount
- Group-level Discounts
 - Applied to multiple lines of the document
 - System applies all of them
- Document-level Discounts
 - System applies only one – it looks for the largest amount

The following settings affect the order of discount application and calculation

- Exclude from Discountable Amount
 - Only for Line Level Discounts
 - When selected the line is discounted with the line amount, but it will be excluded from the group or document discount
- Skip Document Discount
 - Only for Group Level Discounts
 - When selected the group amount is applied, but the document discount is not applied.

Section 6 – Configure Automatic Line Discounts

Learning Objectives: In this lesson, you will learn how to configure line-level customer discounts of different types (discount by percent with the break point by amount and discount by amount with the break point by quantity) and explore how these discounts are applied in AR invoices.

To prepare the system, do the following:

- Launch the Acumatica ERP website, and sign in as an accountant by using the *johnson* login and the 123 password.
- In the info area, in the upper-right corner of the top pane of the Acumatica ERP screen, make sure that the business date in your system is set to **1/30/2019**.
- In the company and branch selection menu, also on the top pane of the Acumatica ERP screen, make sure that the **SweetLife Head Office and Wholesale Center** branch is selected

Section 7 – Configure Automatic Group Discounts

Learning Objectives: In this lesson, you will learn how to configure and apply a promotional discount for particular stock items sold from a specific warehouse and a free item discount, and how the system applies these discounts to a sales order.

Note: A group discount is based on the amount or quantity that is in one line or the sum of multiple lines. In this case, a group discount is used because the free-item discount is based on the sum of amounts of the 32-ounce jars of apple jam and the 96-ounce jars of apple jam.

Section 8 – Configure Automatic Document Discounts

Learning Objectives: In this lesson, you will learn how to configure automatic document discounts, and you will explore how they are applied to AR invoices.

Section 9 – Configure Automatic Volume Discounts

Learning Objectives: In this lesson, you will learn how to configure an automatic volume discount for a particular stock item, and you will explore how it is applied to a sales order.

Company personnel decided to sell these jars at the following discounts:

- 5% for 5 to 10 jars
- 10% for 11 to 19 jars
- 20% for 20 jars or more

Day Three

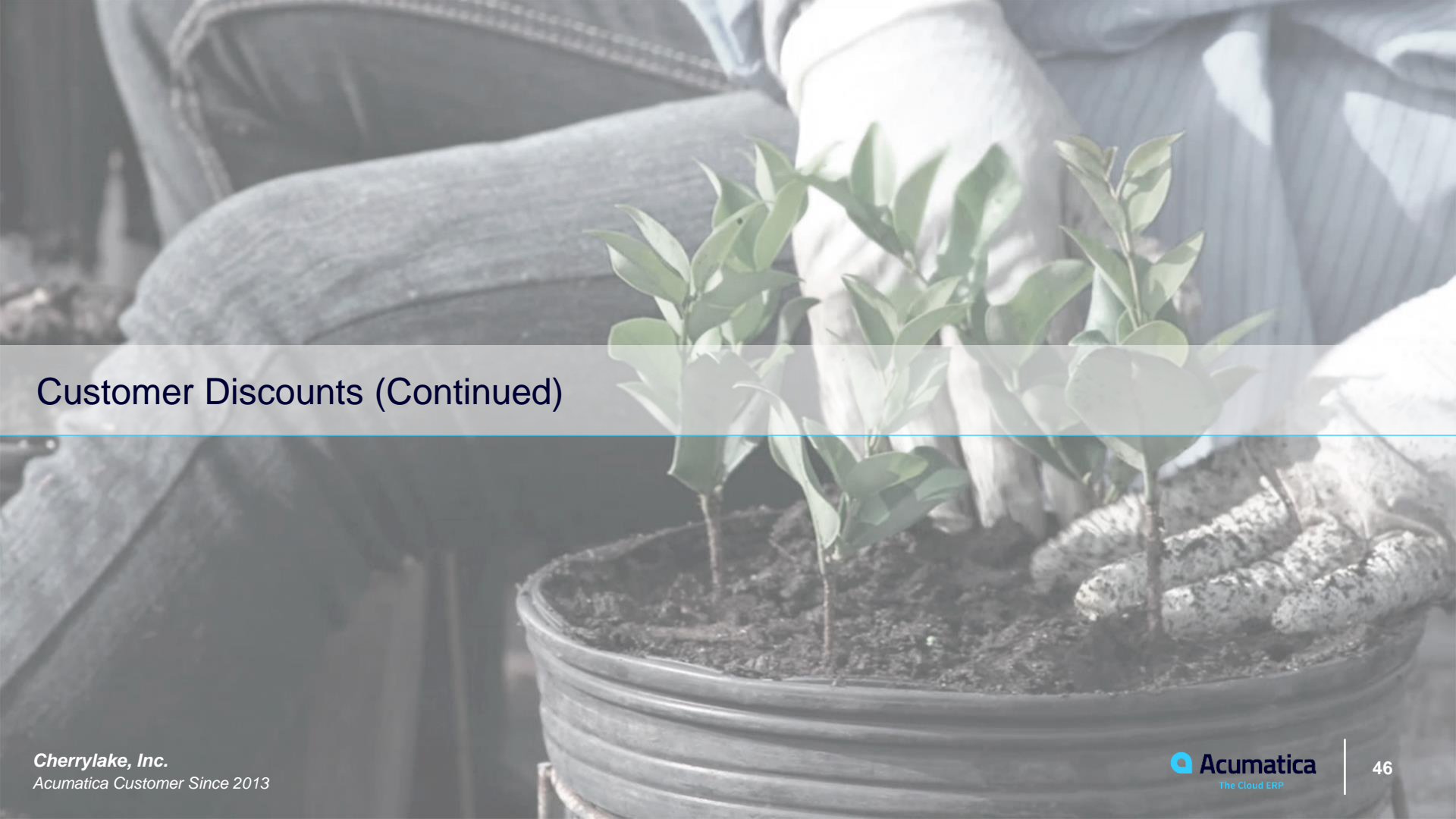
Day Three Agenda – Customer Discounts and Vendor Prices

Part Two: Customer Discounts (cont'd)

- Section 10: Configure Multiple Discounts and Explore their Application
- Section 11: Add Sales Orders with Different Document Discounts in a Single SO Invoice

Part Three: Vendor Prices

- Section 1: General Information
- Section 2: Uploading Vendor Price Lists
- Section 3: Automatic Price Selection
- Section 4: Upload a Price List and Explore Price Selection



Customer Discounts (Continued)

Section 10 – Configure Multiple Discounts and Explore Their Application

Learning Objectives: In this lesson, you will configure discounts of multiple types and learn how the system applies a combination of discounts to an AR invoice.

To prepare the system, do the following:

- Launch the Acumatica ERP website, and sign in as an accountant by using the *johnson* login and the 123 password.
- In the info area, in the upper-right corner of the top pane of the Acumatica ERP screen, make sure that the business date in your system is set to **1/30/2019**.
- In the company and branch selection menu, also on the top pane of the Acumatica ERP screen, make sure that the **SweetLife Head Office and Wholesale Center** branch is selected

Section 11 – Add Sales Orders with Different Document Discounts in a Single SO Invoice

Learning Objectives: In this lesson, you will configure two automatic document discounts. You will then explore how these discounts are applied to sales orders and learn how the system applies discounts to SO invoices that are prepared based on sales orders with different document discounts. Also, you will learn how to update the discount amount.

Configure the following discounts in the system:

- A customer-specific document discount of \$70
- A document discount of 20% specific for the LOCAL customer price class



Vendor prices

Section 1 – General Information

Learning Objectives: In this lesson, you will learn how vendor prices are defined in Acumatica ERP and how you can upload a vendor price list by using a vendor price worksheet.

Section 1 - Vendor Price Types

Vendor Price Types: (Vendor Prices Form)

- Regular Vendor Prices
 - Any price that is not promotional
 - Does not have to have expiration date
- Promotional Vendor Prices
 - Temporary prices for specific items
 - Promotional checkbox selected
 - Will have an expiration date – not applicable after this date
- UOM – Specific Vendor prices
 - Used when vendors maintain prices in multiple Units of Measure
- Volume – Dependent Vendor Prices
 - Used when defining price tiers (break qty, price, effectivity date)
- Warehouse Specific Vendor Prices
 - Used when defining Warehouse-specific prices. If not specified, price is applicable to all warehouses.

Section 2 – Uploading Vendor Price Lists

Learning Objectives: In this lesson, you will learn how to upload a vendor price list to Acumatica ERP by using vendor price

worksheets.

Import Vendor Price Worksheets

Applicable Scenarios:

- If your company is a preferred customer of a specific vendor or buys in large volumes, the vendor might offer wholesale prices or special prices to your company on particular items or on its entire inventory.

Where:

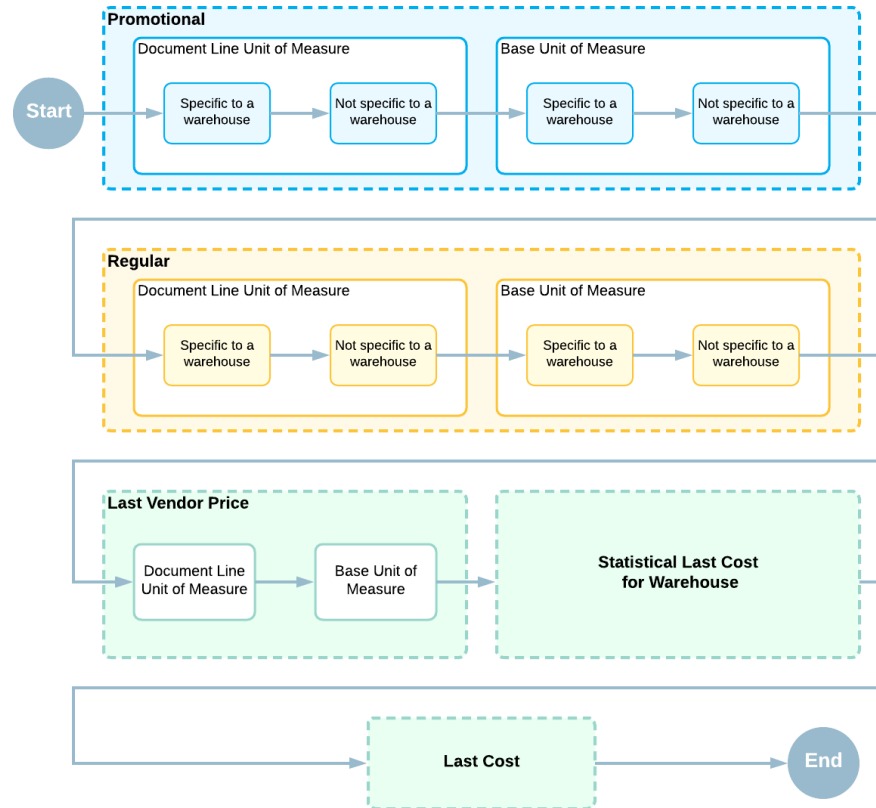
- Vendor Price Worksheets
 - Load from Excel
 - Effective Only After Released
 - Stock OR Non-Stock Items
 - Before the worksheet is released, you can edit records in it: by making changes manually to individual records or by recalculating price values for all records in the worksheet.

Vendor Price Retention: (History of Vendor Prices Over Time)

- Accounts Payable Preferences – Specify how the system keeps the history of vendor prices
 - Last Price – Keeps only one previous price and update the previous price every time a new price is released
 - Fixed Number of Months – Keeps the price records for a specific number of months
 - Default
 - By Default the Number of Months is set to 0, i.e. prices will be kept forever

If no Regular price or Promotional price for an item, the system inserts the last vendor price from a previous bill. If no such price exists, it suggests the standard cost.

Section 3 – Automatic Price Selection



Section 4 – Upload a Price List and Explore Price Selection

Learning Objectives: In this lesson, you will learn how to upload vendor price lists with regular prices and promotional prices and analyze how the system suggests vendor prices in bills and purchase.

Prices that depend on the number of purchased hours of consulting services:

- \$110/hour for 0 to 4 hours of consulting services
- \$100/hour for 5 to 9 hours of consulting services
- \$90/hour for 10 or more hours of consulting servicesorders.

