Acumatica
The Cloud ERP

Prices and Discounts

Jeff Spears

Pre-Sales Engineer

Timing and Agenda

September 7, 2022 -10:00-11:30 AM

Day 1

Part 1: Sales Prices

Lesson 1.1: Reviewing Sales Prices and Exploring Price Selection

Lesson 1.2: Uploading a Sales Price List

September 8 2022 -10:00-11:30 APM

Day 2

Lesson 1.3: Recalculating Existing Sales Prices in Bulk

Part 2: Customer Discounts:

General Information

Application of Manual Discounts

To Create an AR Invoice with a Manual Discount

To Configure a Manual Promotional Discount

Application of Automatic Discounts

To Configure Automatic Line Discounts

To Configure Automatic Group Discounts

Timing and Agenda

September 9, 2022 -10:00-11:30 AM

Day 3

Part 2: Customer Discounts

To Configure Automatic Document Discounts

To Configure Automatic Volume Discounts

To Configure Multiple Discounts and Explore Their Application

To Add Sales Orders with Different Document Discounts in a Single SO Invoice

Part 3: Vendor Prices

Day 1

Ray Allen Manufacturing
Acumatica Customer Since 2014

Acumatica
The Cloud ERP

Part 1: Sales Prices

Lesson 1.1: Reviewing Sales Prices and Exploring Price Selection

Learning Objectives

You will learn how sales prices of various types are defined in the system.

Sales Prices: To Review Existing Prices

Story

Suppose that the SweetLife Fruits & Jams company has sales prices that were last updated in 2021. You want to review what prices exist in the system for the ONLCOURSE online training course for a particular customer, for a customer price class, and as the base price of this item.

Also, you are interested in whether any promotional prices exist in the system for another training course, OFLCOURSE.

Because SweetLife is going to start installing juicers for customers in 2022, you want to make sure that the default price of the installation service, INSTALL, has been specified in the system.

Figure: The price specified for the COFFESHOP customer

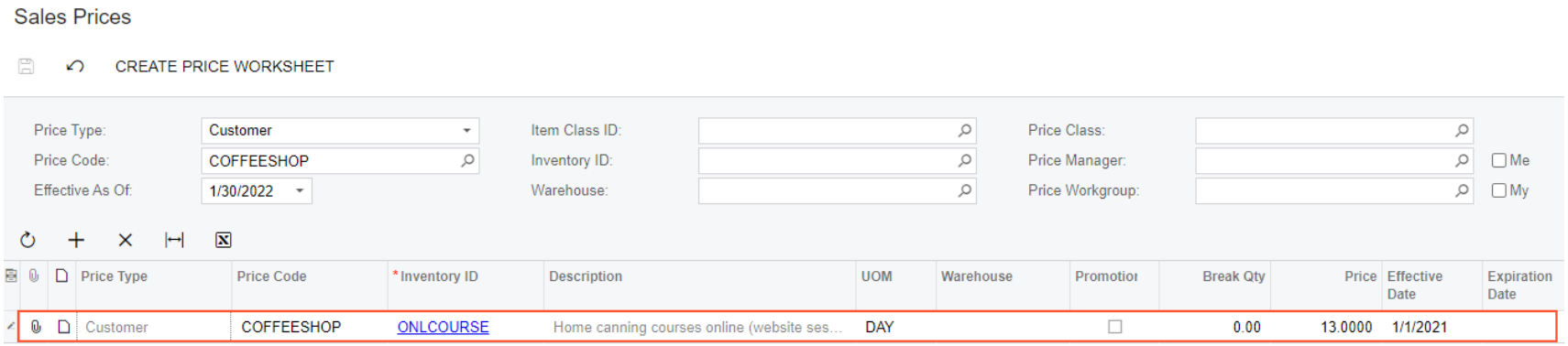


Figure: The price specified for the LOCAL customer price class

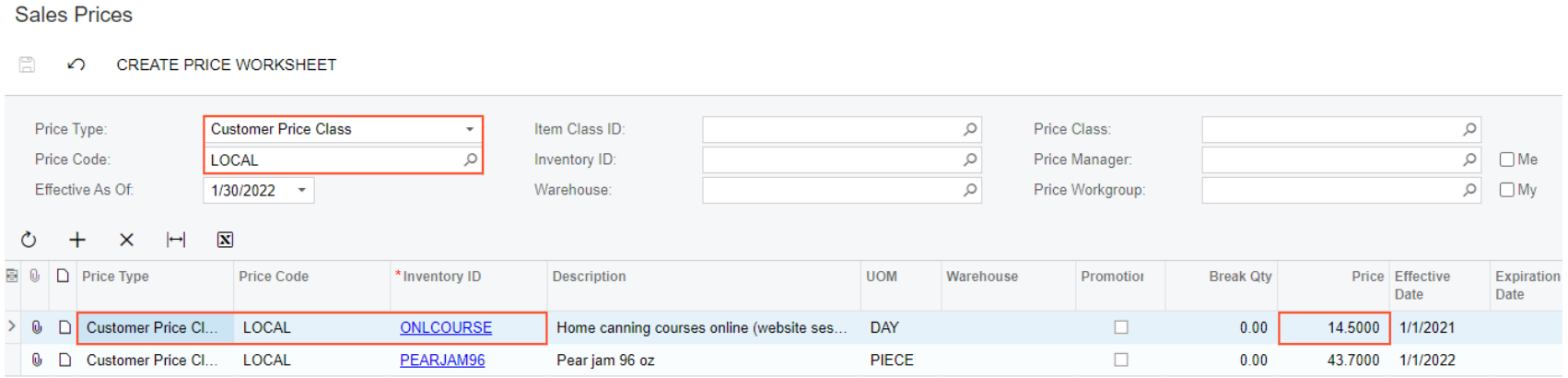


Figure: The base price of the ONLCOURSE non-stock item

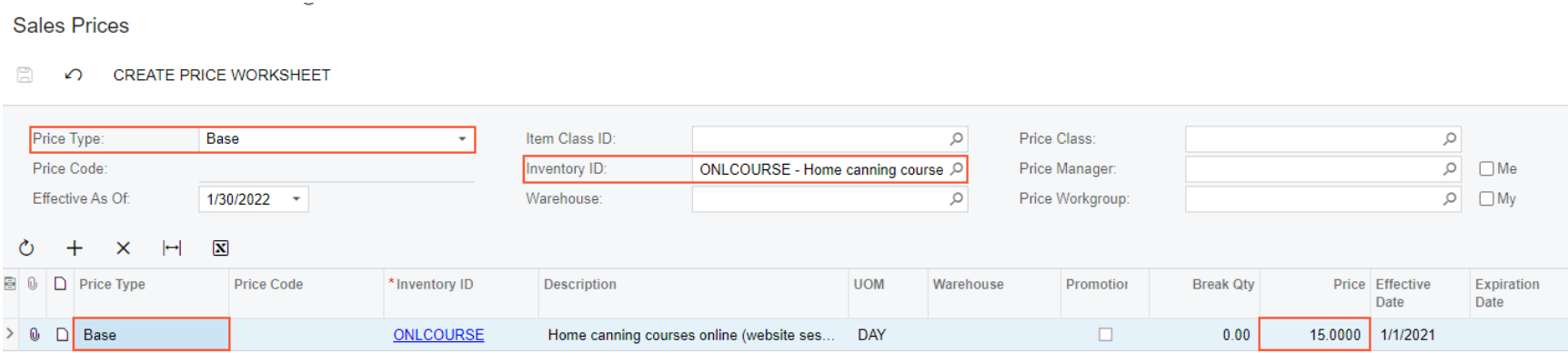


Figure: The promotional price of the OFLCOURSE non-stock item

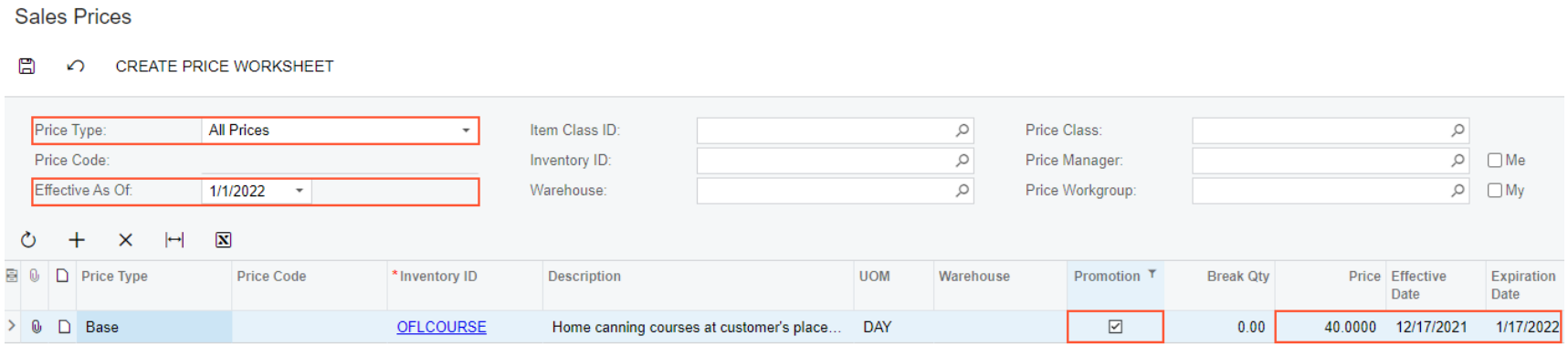
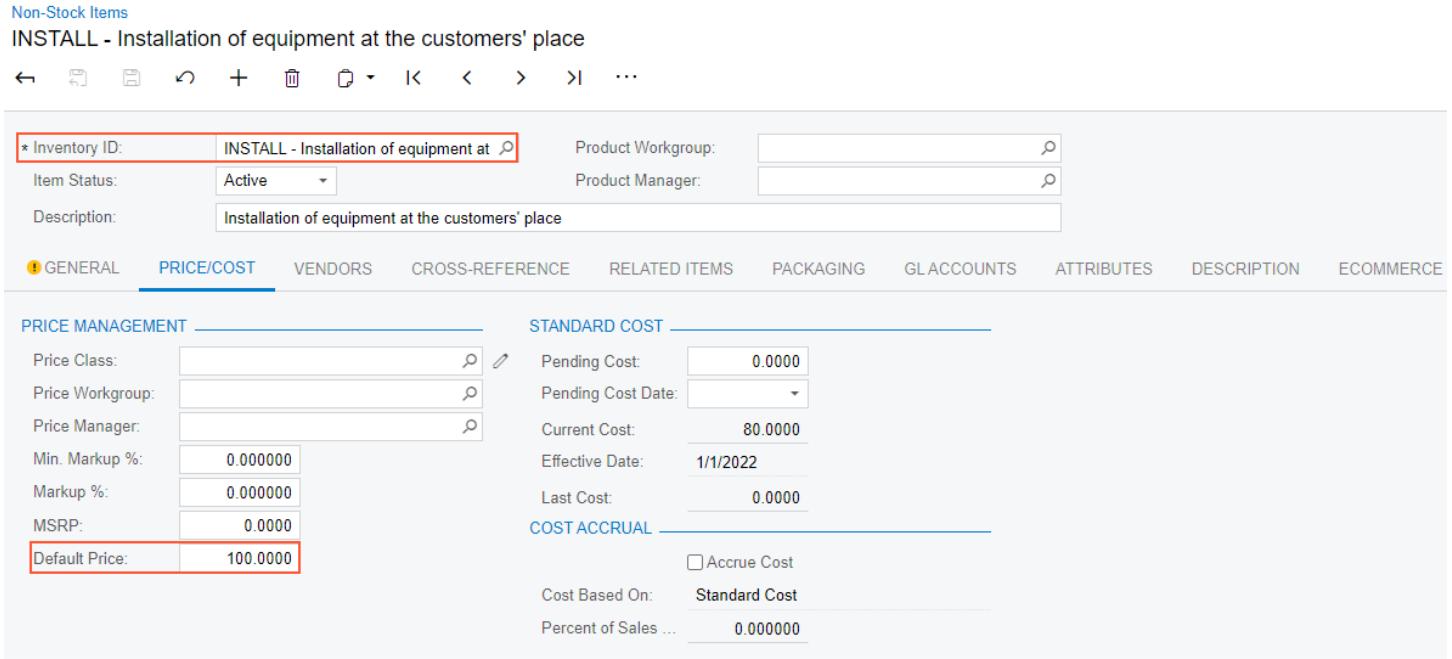


Figure: The default price of the INSTALL non-stock item



Automatic Price Selection: Rules of Price Selection

Learning Objectives

You will learn how the system selects a price to suggest in a sales order or AR invoice based on the price priority.

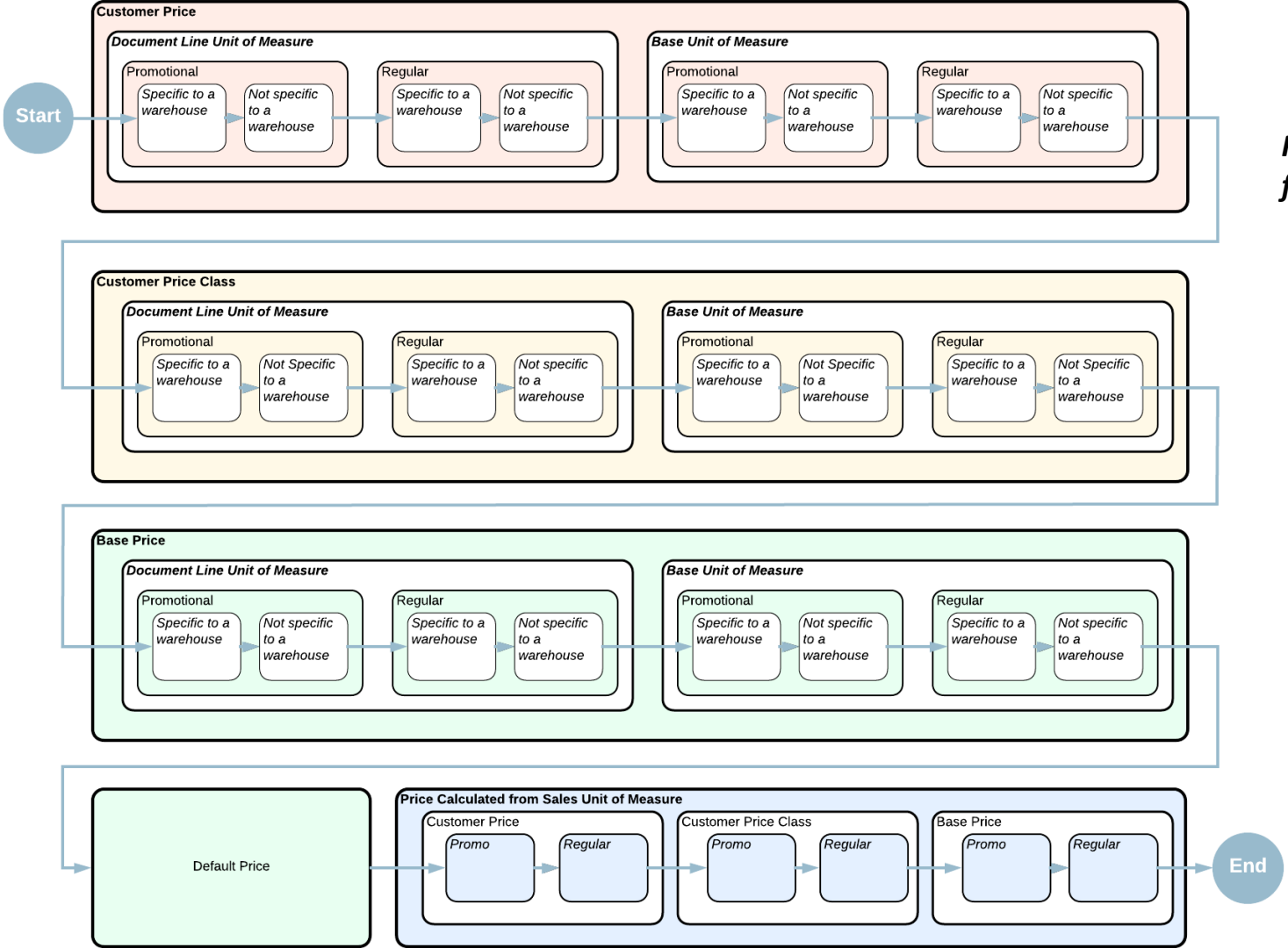


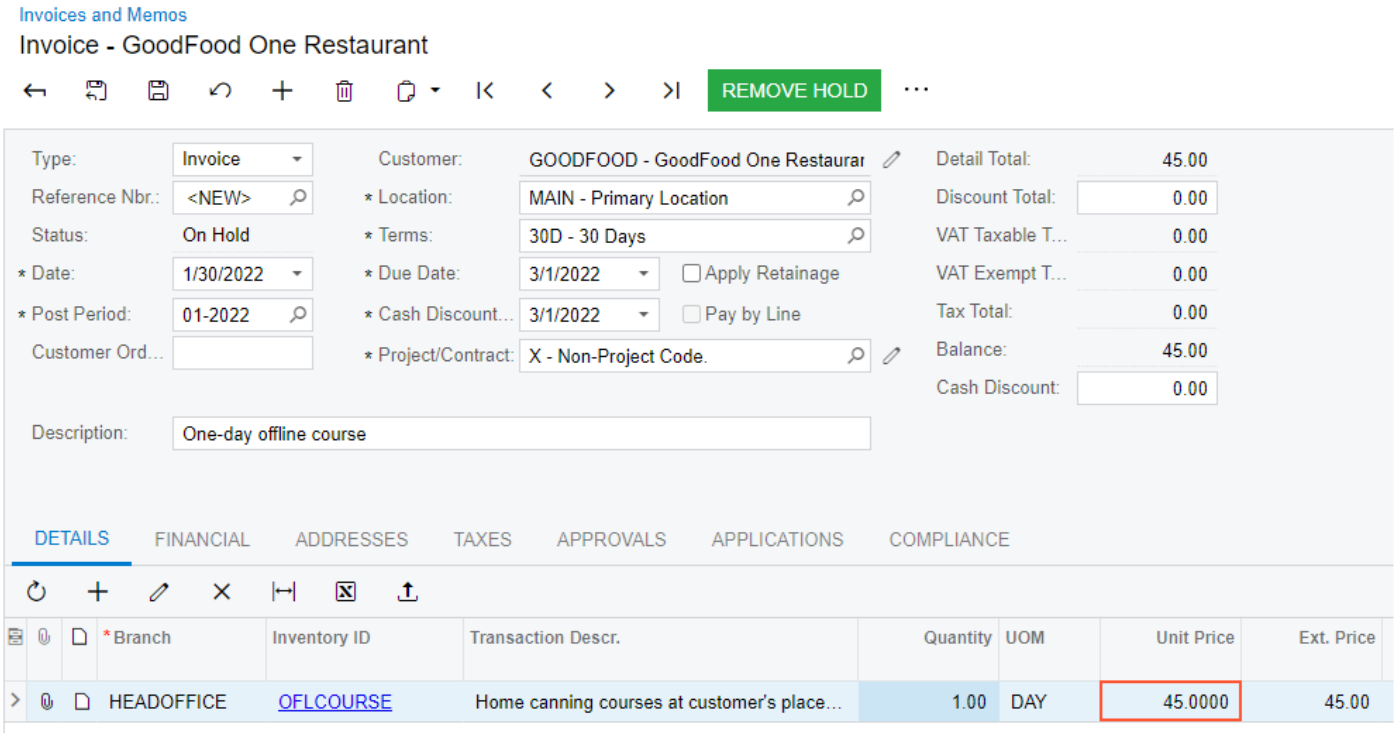
Figure: Search priority for sales prices

Automatic Price Selection: To Explore Regular and Promotional Prices

Story

In January 2022, three customers purchased online courses from SweetLife. Acting as SweetLife's accountant, you need to process an invoice for each of these customers for these purchases.

Figure: Unit price selected based on the default price of the OFLCOURSE non-stock item



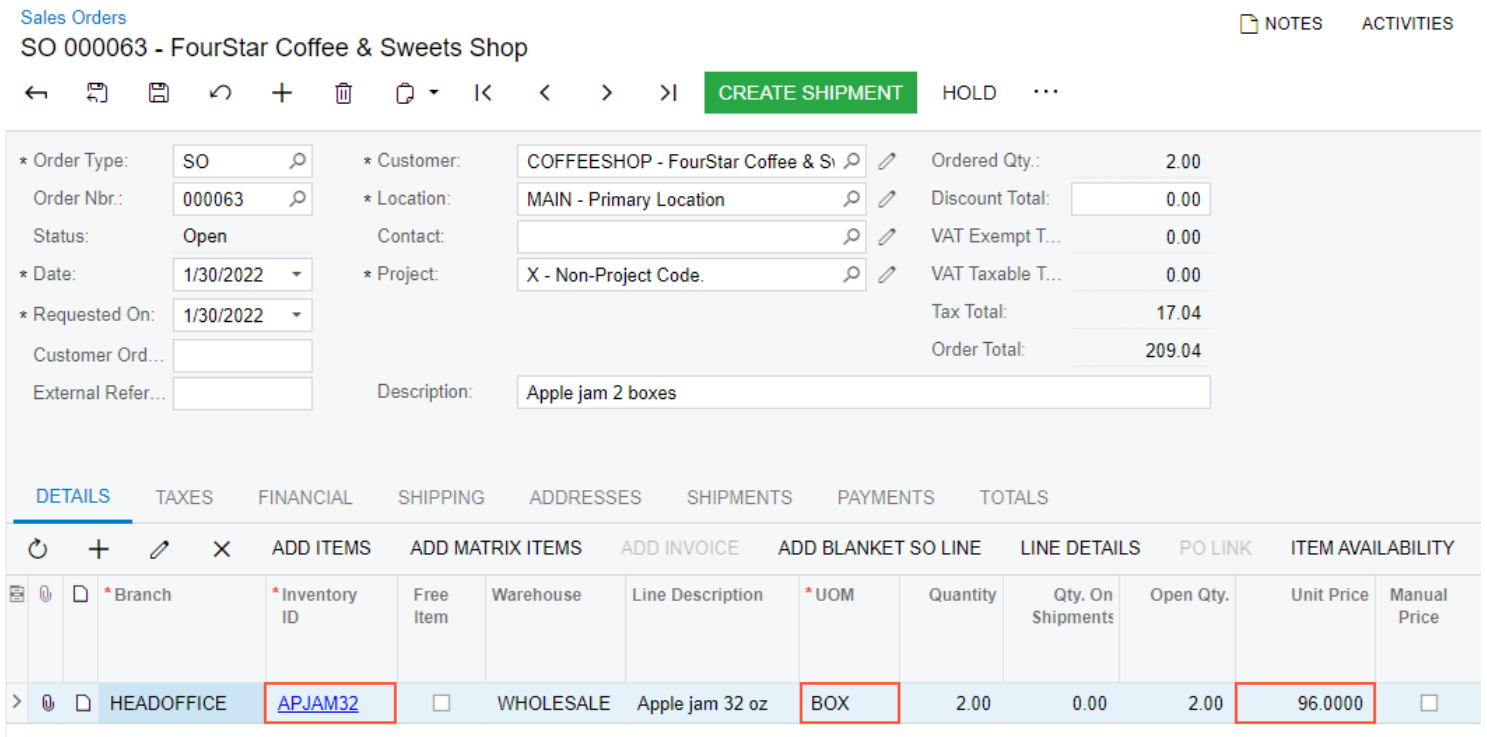
Automatic Price Selection: To Explore UOM-Specific Prices

Story

Suppose that, as the accountant of the SweetLife Fruits & Jams company, you have to record the sale of two boxes of 32-ounce jars of apple jam.

The system contains the sales price of 1 jar of apple jam ($16.60), and one box of has been configured to be equal to six 32-ounce jars. After you have created the sales order, you will configure a sales price of one box of apple jam ($96) and update the price in this sales order.

Figure: Unit price updated on the basis of the UOM-specific price of the APJAM32 stock item



Automatic Price Selection: To Explore Warehouse-Specific Prices

Story

Suppose that the sales manager of the SweetLife company decided that on January 30, 2022 the company will start selling one of its products (a 96-ounce jar of lemon jam, defined in the system as *LEMJAM96*) from the wholesale warehouse at special prices.

Acting as the SweetLife accountant, you need to configure the sales price of the *LEMJAM96* stock item for this particular warehouse effective on the specified date. You also need to record the sale of 10 jars of lemon jam, 5 of which are sold from the wholesale warehouse.

Figure: Unit price updated on the basis of the warehouse-specific price of the LEMJAM96 stock item

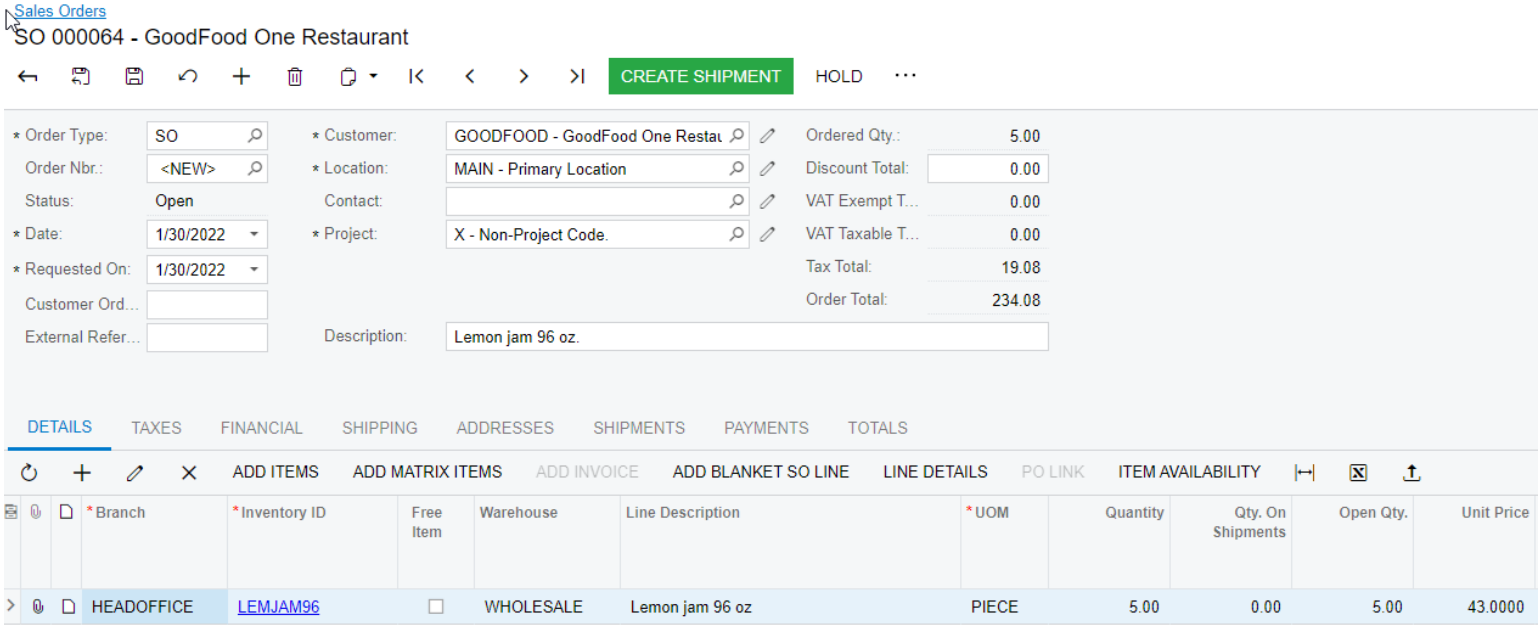
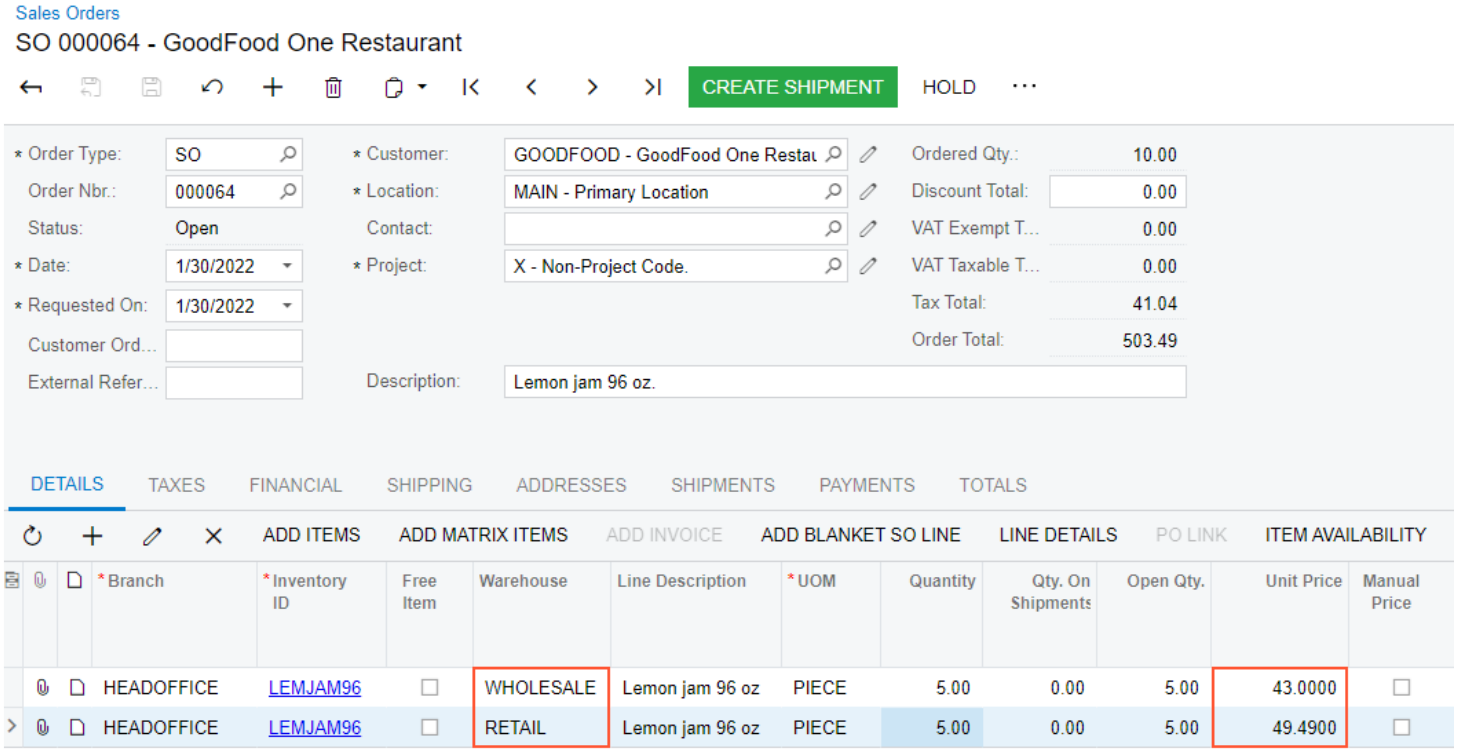


Figure: Base price and warehouse-specific price of the LEMJAM96 stock item



Automatic Price Selection: To Explore Volume-Based Prices

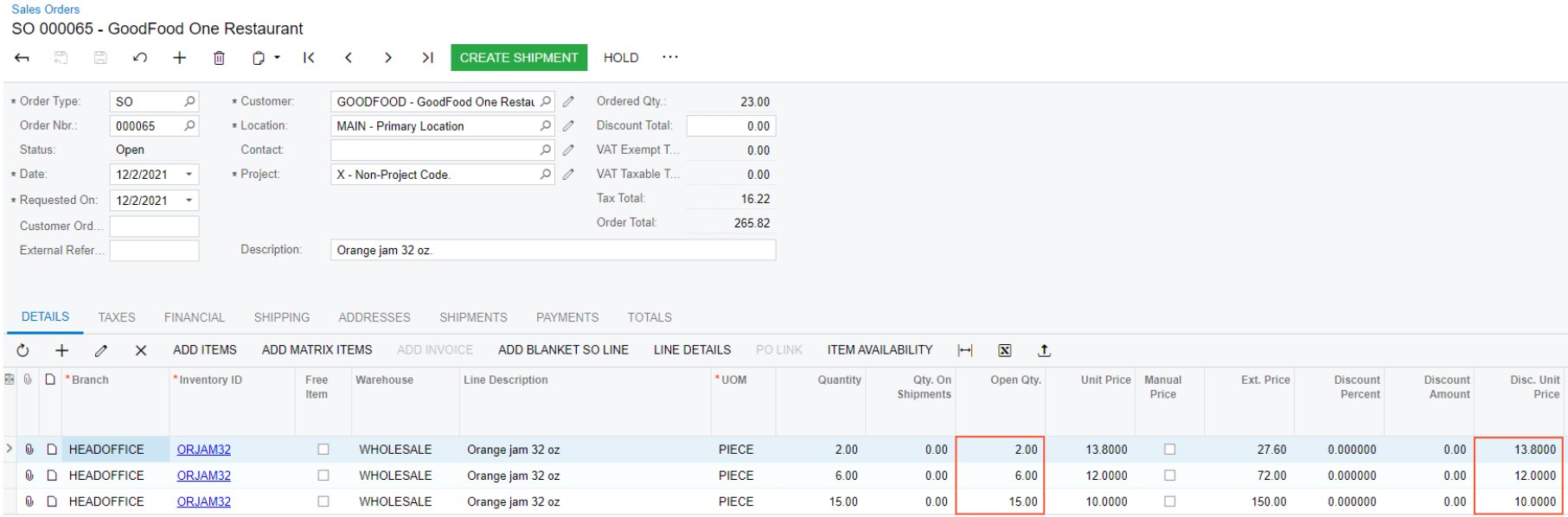
Story

Suppose that on December 2, 2021, the SweetLife Fruits & Jams company decided to introduce volume-based prices for 32-ounce jars of orange jam.

Acting as the SweetLife accountant, you need to define the following prices in the system:

- From 1 to 4 pieces: $13.80
- From 5 to 9 pieces: $12
- More than 9 pieces: $10

Figure: The suggested unit price based on the ordered quantity



Lesson 1.2: Uploading a Sales Price List

Learning Objectives

You will learn how to upload a sales price list to Acumatica ERP using a sales price worksheet.

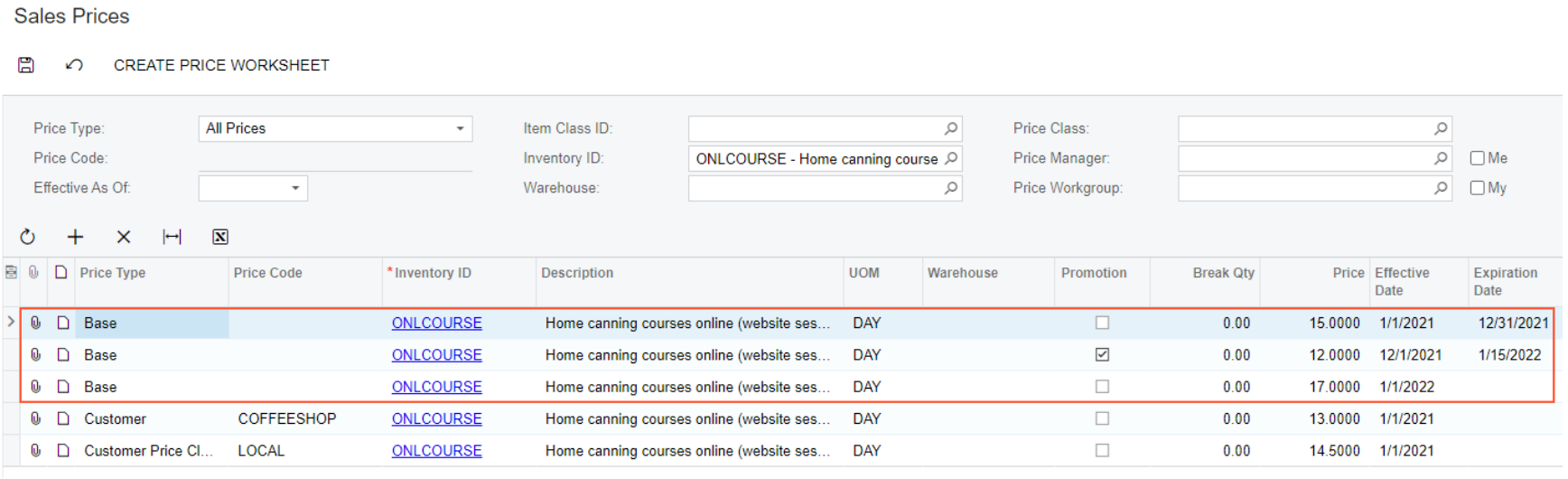
Uploading Sales Price Lists: Process Activity

Story

Suppose that the SweetLife Fruits & Jams company decided to update the regular sales prices for 2022 and set up promotional prices for some items during the holiday season. Acting as the SweetLife accountant, you need to upload two Excel files with both sales price worksheets and see how the system uses them.

You also want to review how the sales prices are retained in the system.

Figure: The sales prices specified for the ONLCOURSE non-stock item



Day 2

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Acumatica Customer Since 2013

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The Cloud ERP

Lesson 1.3: Recalculating Existing Sales Prices in Bulk

Learning Objectives

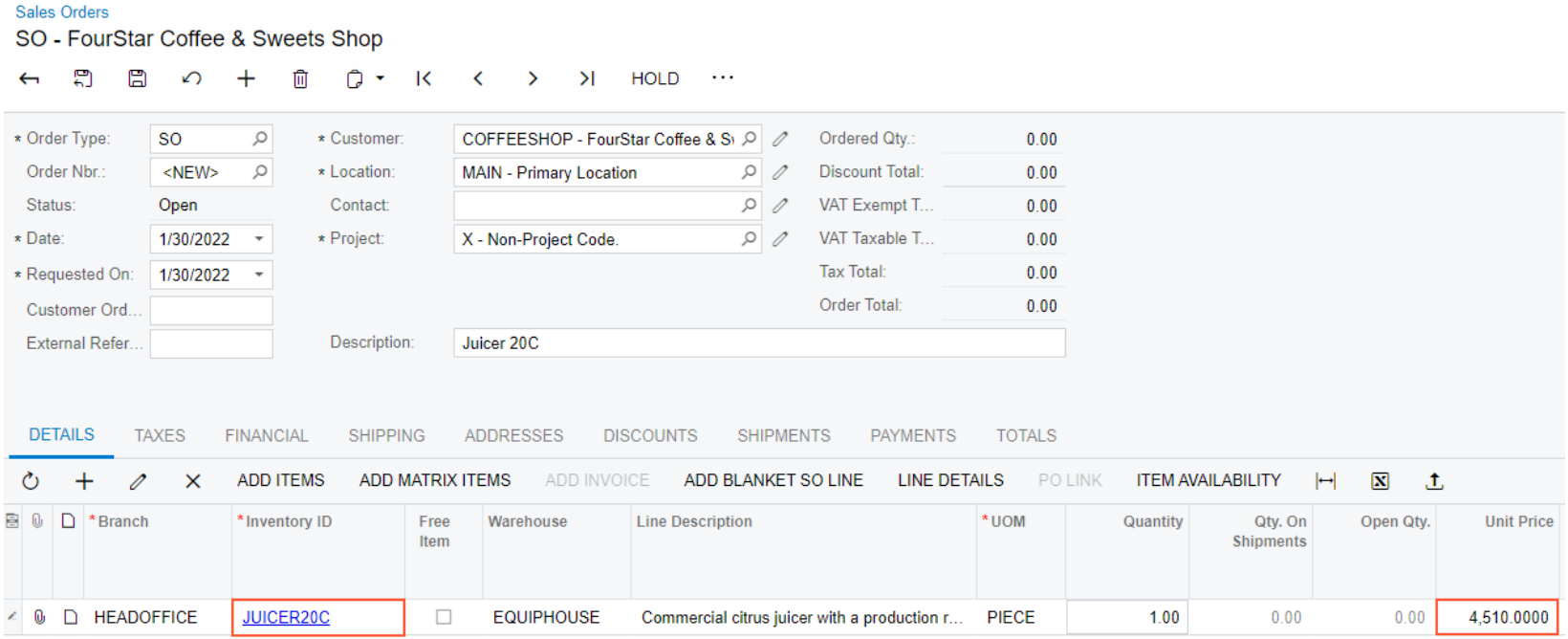
You will learn how to recalculate existing sales prices based on the manufacturer's suggested retail price (MSRP).

Mass-Update of Sales Prices: Process Activity

Story

Suppose that on January 30, 2022 you, as the SweetLife Fruits & Jams accountant, need to update the price of one of the juicers that the Equipment Sale Center of SweetLife sells to customers. The company wants to sell this commercial juicer (*JUICER20C*) at 110% of the MSRP price set by the original manufacturer.

Figure: Unit price configured for the JUICER20C stock item



Part 2: Customer Discounts

Part 2: Customer Discounts

Learning Objectives

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.

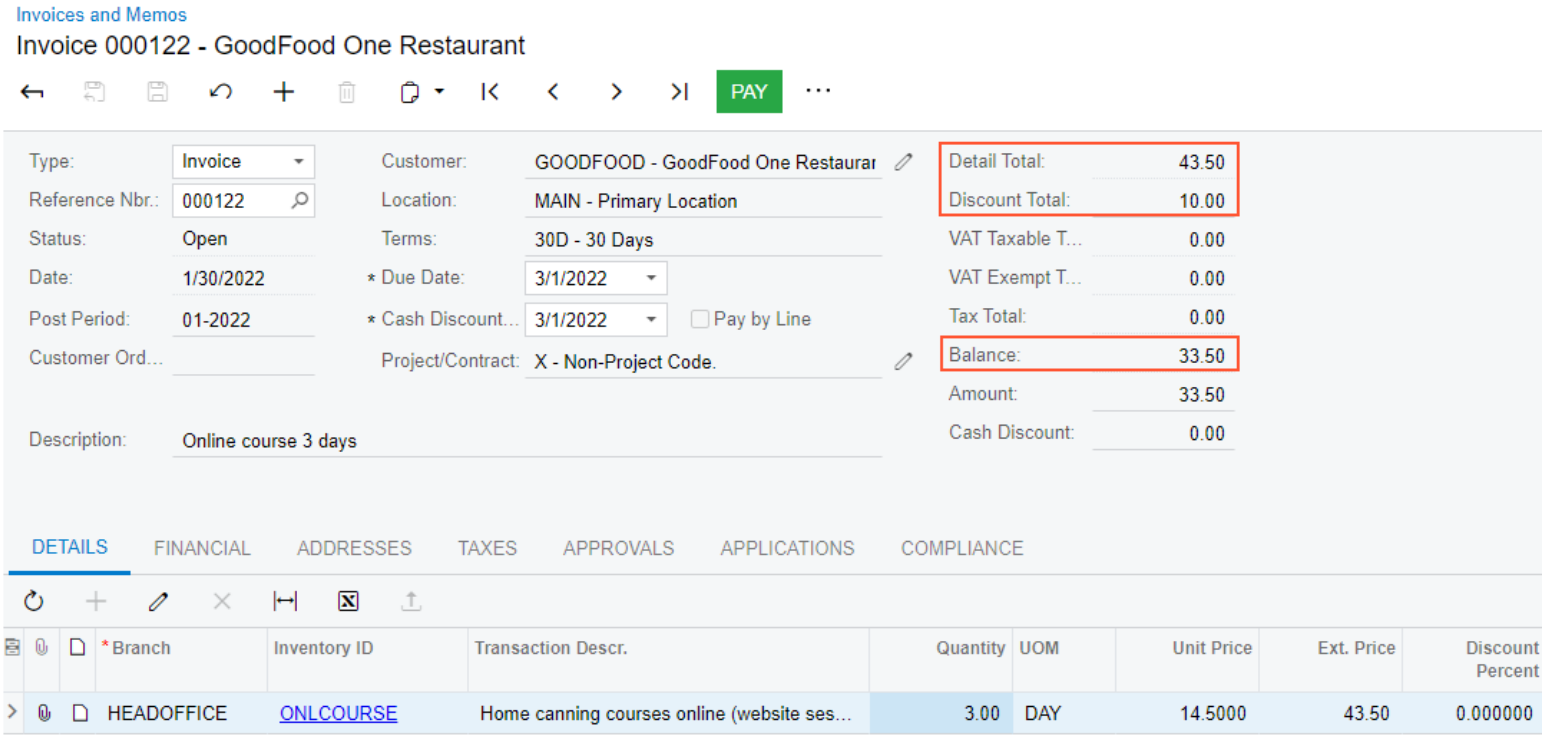
Customer Discounts: To Create an AR Invoice with a Manual Discount

Story

Suppose that the SweetLife Fruits & Jams company has offered five days of the offline training course at a 15% discount to one of its customers, Thai Food Restaurant (TOMYUM), which wants to purchase the offline training course. Another customer, GoodFood One Restaurant (GOODFOOD), also wants to purchase three days of the online training course, and the SweetLife sales personnel agreed to give the customer a $10 discount.

Acting as the SweetLife accountant, you need to enter invoices for these customers and manually enter these discounts.

Figure: The total amount and the amount due of the invoice



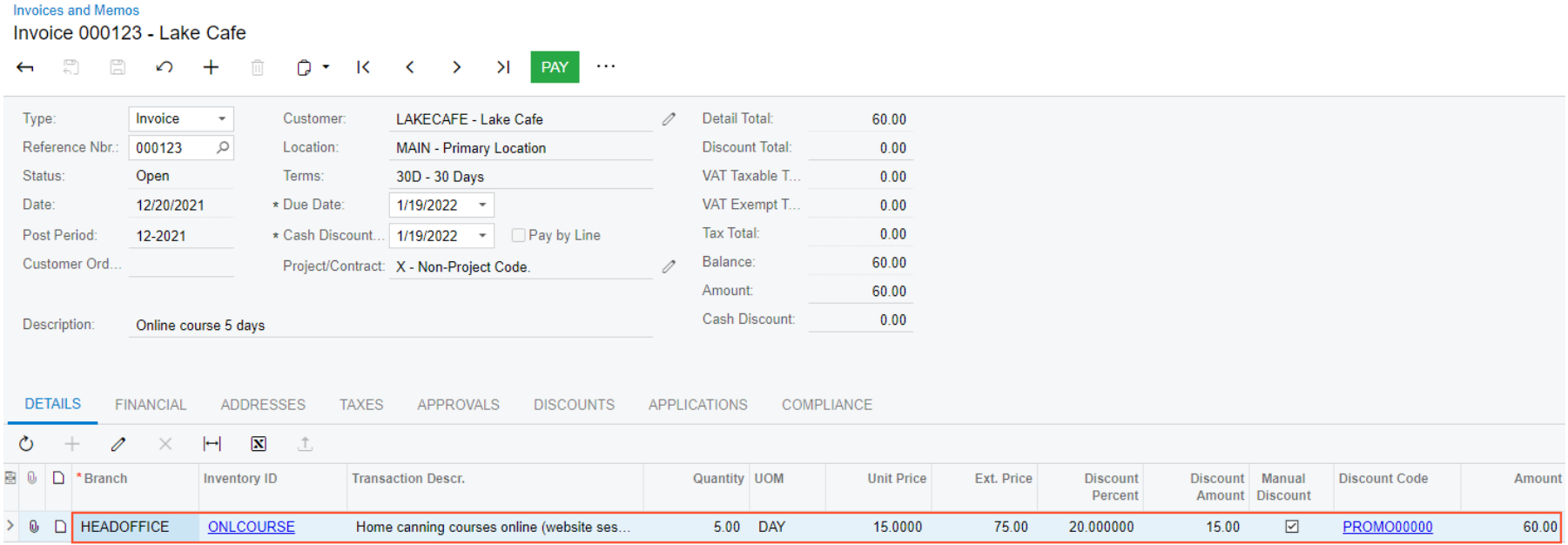
Customer Discounts: To Configure a Manual Promotional Discount

Story

Suppose that SweetLife Fruits & Jams company has decided to sell online training courses at a 20% discount, for which it has distributed promotional coupons. This discount is applicable from December 15, 2021 to January 10, 2022 for all customers.

Acting as the SweetLife accountant, you will configure the discount code and discount in the system. You also need to enter an AR invoice for five days of the online home canning course for Lake Cafe on December 20, 2021.

Figure: Manual promotional discount applied to the line



Customer Discounts: To Configure Automatic Line Discounts

Story

Suppose that starting in January 2022, the SweetLife Fruits & Jams company is offering the following discounts, which will be applied in AR invoices, for the offline training courses that the company sells to its customers:

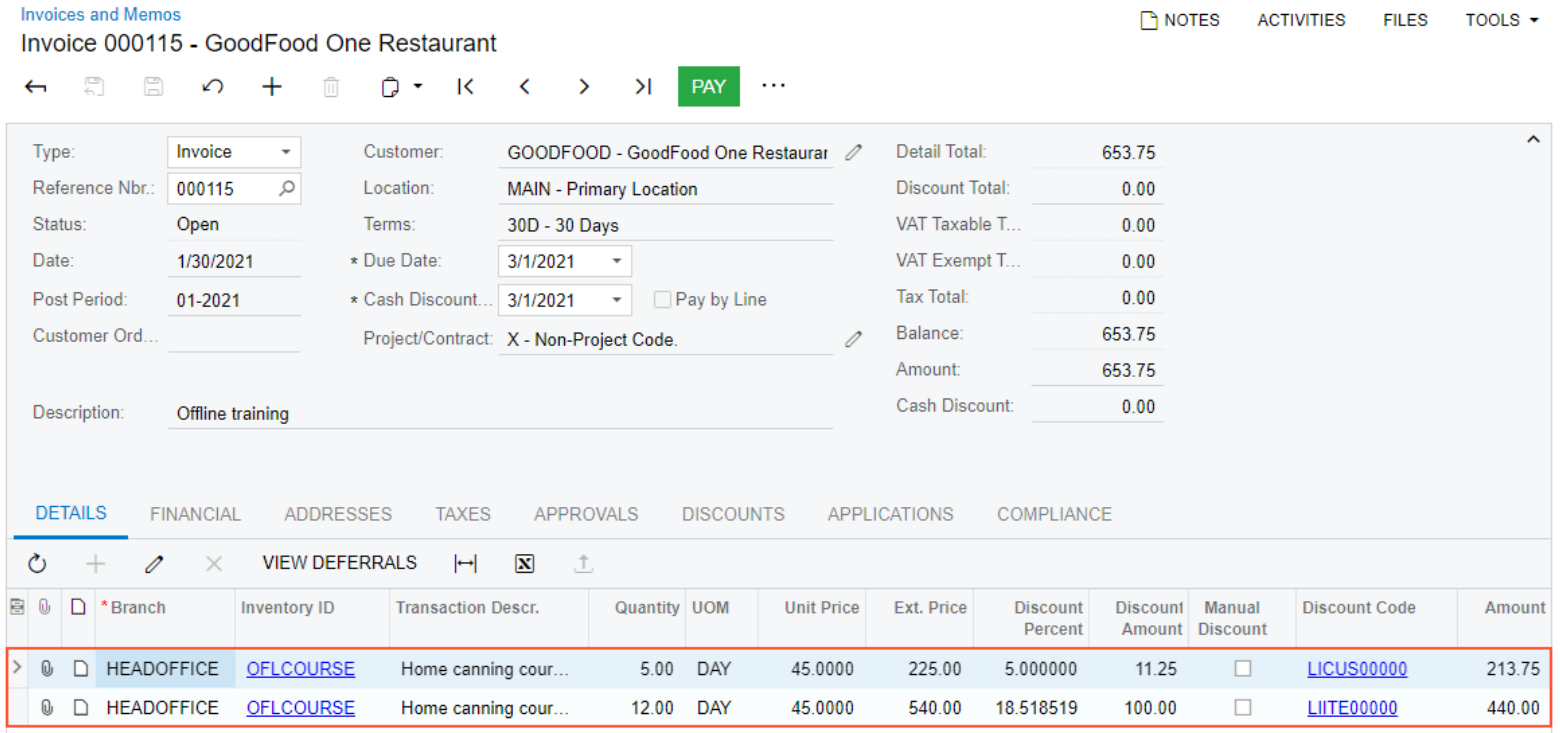
• An automatic line discount of 5% that will be applied to the GOODFOOD customer when the invoice line amount exceeds $200 (discount by percent with the break point by amount)

• An automatic line discount of $100 that will be applied to local customers who order 10 or more days of offline training (discount by amount with the break point by quantity)

On January 30, 2022, GoodFood One Restaurant purchased 16 days of the home canning course (that is, the offline course).

Acting as the SweetLife accountant, you will configure these discounts and create the invoice for the GoodFood One Restaurant, noting how the discounts are applied.

Figure: Automatic discount amount applied to the line



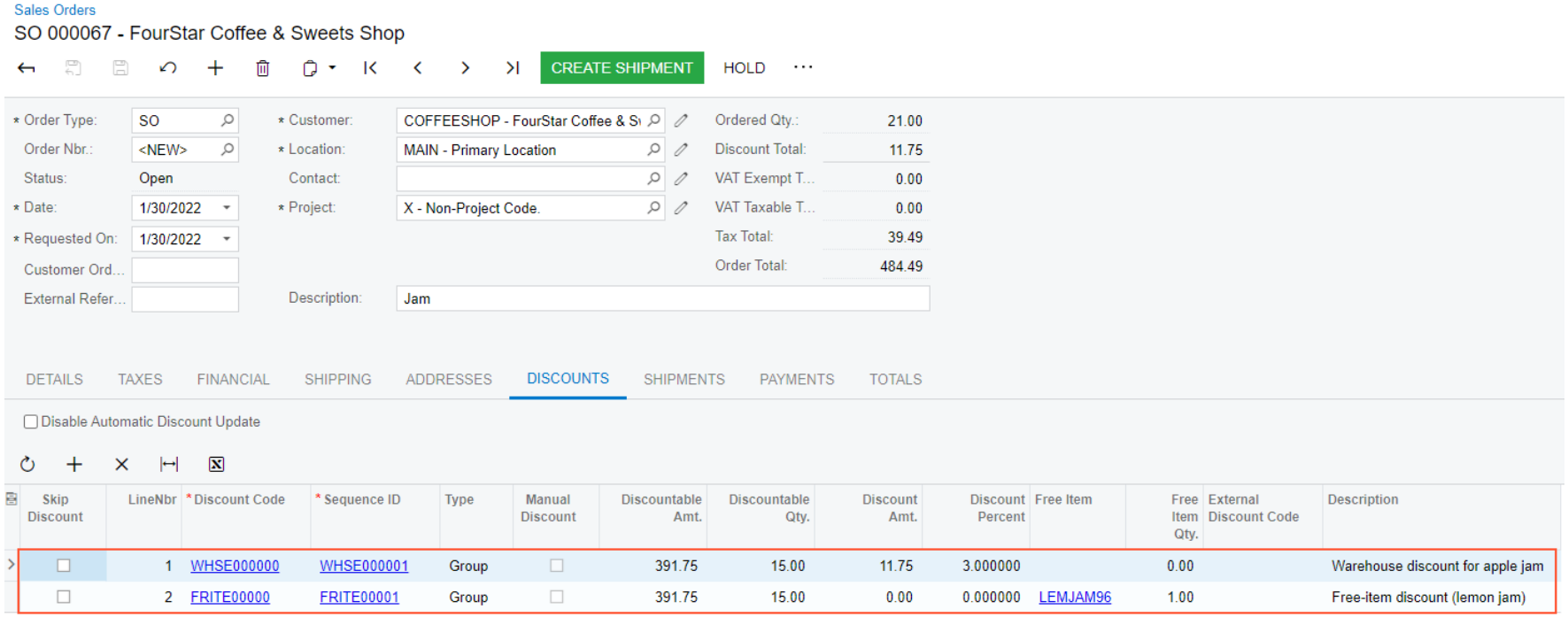
Customer Discounts: To Configure Automatic Group Discounts

Story

Suppose that on January 30, 2022, the SweetLife Fruits & Jams company starts selling 32-ounce and 96-ounce jars of apple jam at a 3% discount from the WHOLESALE warehouse. Also, for sales orders with dates from 1/30/2022 to 2/15/2022, the company also wants to add a free jar of 96-ounce of lemon jam for the customers who have bought the apple jam for the amount of $350 and more.

Acting as the accountant, you need to configure an automatic group discount of 3% for the APJAM96 and APJAM32 stock items sold from the WHOLESALE warehouse, and a free-item promotional group discount for sales orders in which the total amount of the APJAM96 and APJAM32 stock items exceeds $350. You will also create a sales order to see how the discounts are applied (you will not save or process this sales order), and then deactivate the discounts.

Figure: The free-item group discount applied to the order



Customer Discounts: To Configure Automatic Document Discounts

Story

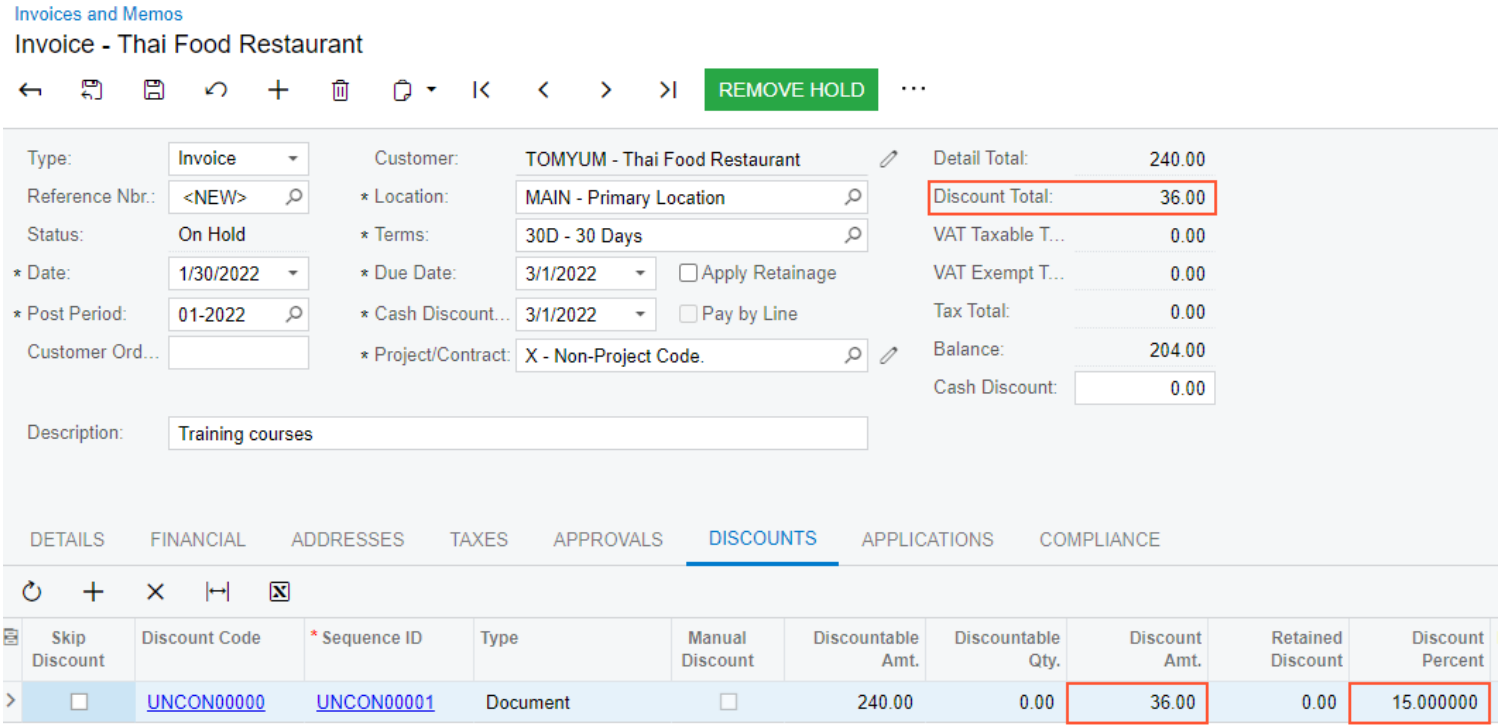
Suppose that the SweetLife Fruits & Jams company has given one of its customers, Thai Food Restaurant (TOMYUM), a 7% discount. In addition, SweetLife has offered a 15% discount to all customers who purchase $200 or more in a single order (document).

Acting as SweetLife's accountant, you need to configure a customer-specific document discount of 7% for the TOMYUM customer and an unconditional document discount of 15% for all customers who buy SweetLife’s products for a document amount of $200 or more.

On January 30, 2022 TOMYUM bought 2 days of the offline training course and 10 days of the online training course.

You need to enter an AR invoice, to which the discounts should be applied automatically.

Figure: Discount applied to the document based on the discount code



Customer Discounts: To Configure Automatic Volume Discounts

Story

Suppose that at the end of January, warehouse personnel at SweetLife Fruits & Jams found out that the company's wholesale warehouse contains a large lot of 32-ounce jars of orange jam with an approaching expiration date.

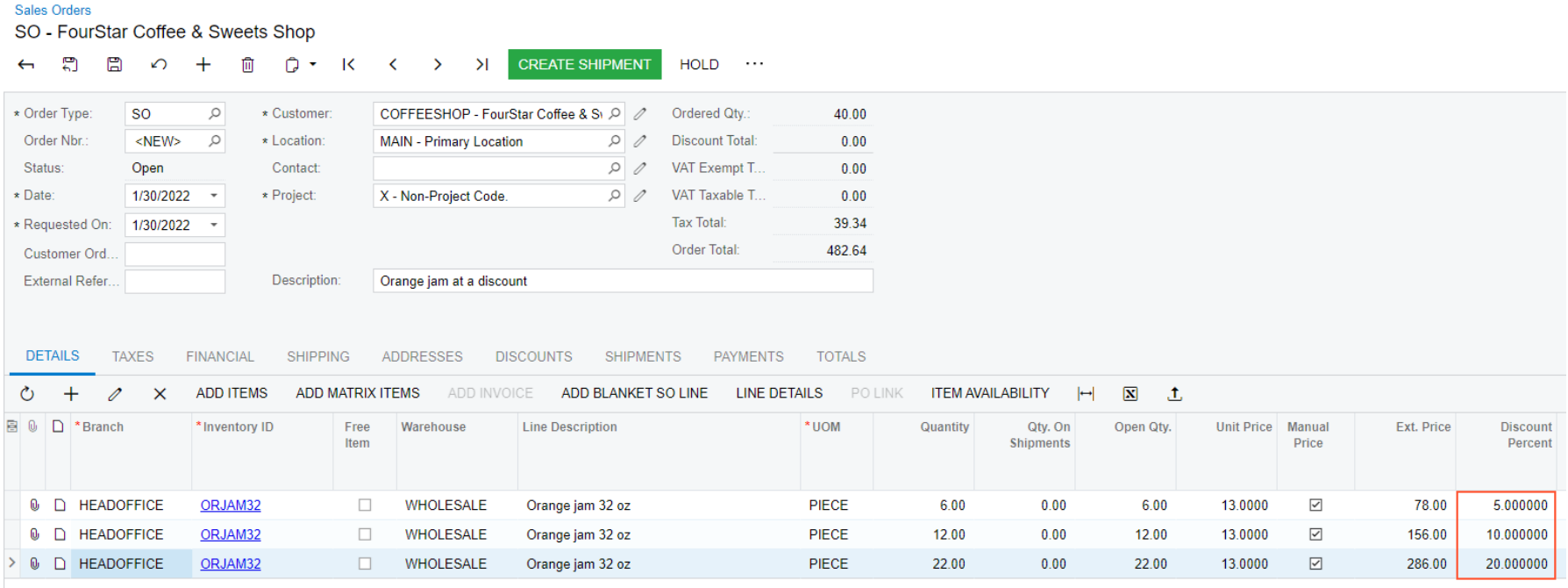
Company personnel decided to sell these jars at the following discounts:

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

Because no one can predict when the entire lot will be sold, this discount should be configured to start on 1/30/2022 and extend indefinitely.

Acting as the SweetLife accountant, you will configure this discount in the system and create a sales order to see how the discount is applied. You will then deactivate the discount.

Figure: Automatic volume discount applied to the sales order



Customer Discounts: To Configure Multiple Discounts and Explore Their Application

Story

Starting in January 2022, the SweetLife Fruits & Jams company is offering a discount of $100 to local customers who order 10 or more days of offline training.

Suppose that on January 30, 2022 one of the SweetLife Fruits & Jams company's local customers, FourStar Coffee & Sweets Shop (COFFEESHOP), bought 12 days of offline training and 5 days of online training, for which your company is offering a 12% discount effective on 1/30/2022 for more than 5 days of training.

In addition, SweetLife has offered a 15% discount to all customers who purchase $200 or more in a single order.

Acting as SweetLife's accountant, you need to define the discounts for the OFLCOURSE and ONLCOURSE non-stock items, which will be applied automatically.

Finally, you need to create and post the AR invoice for FourStar Coffee & Sweets Shop in the system, making sure that the three discounts are applied to this invoice.

Figure: Invoice with multiple discounts applied

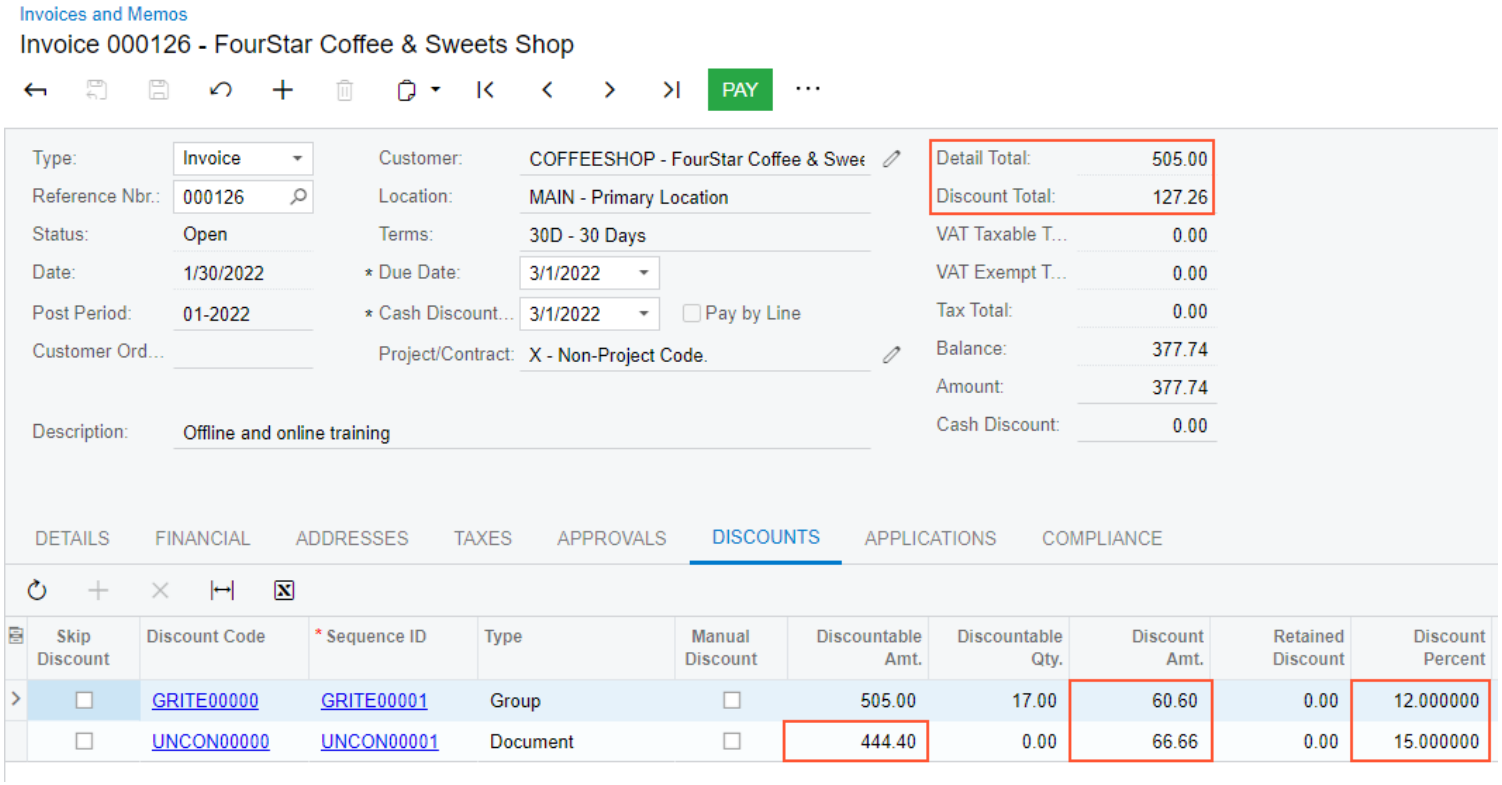
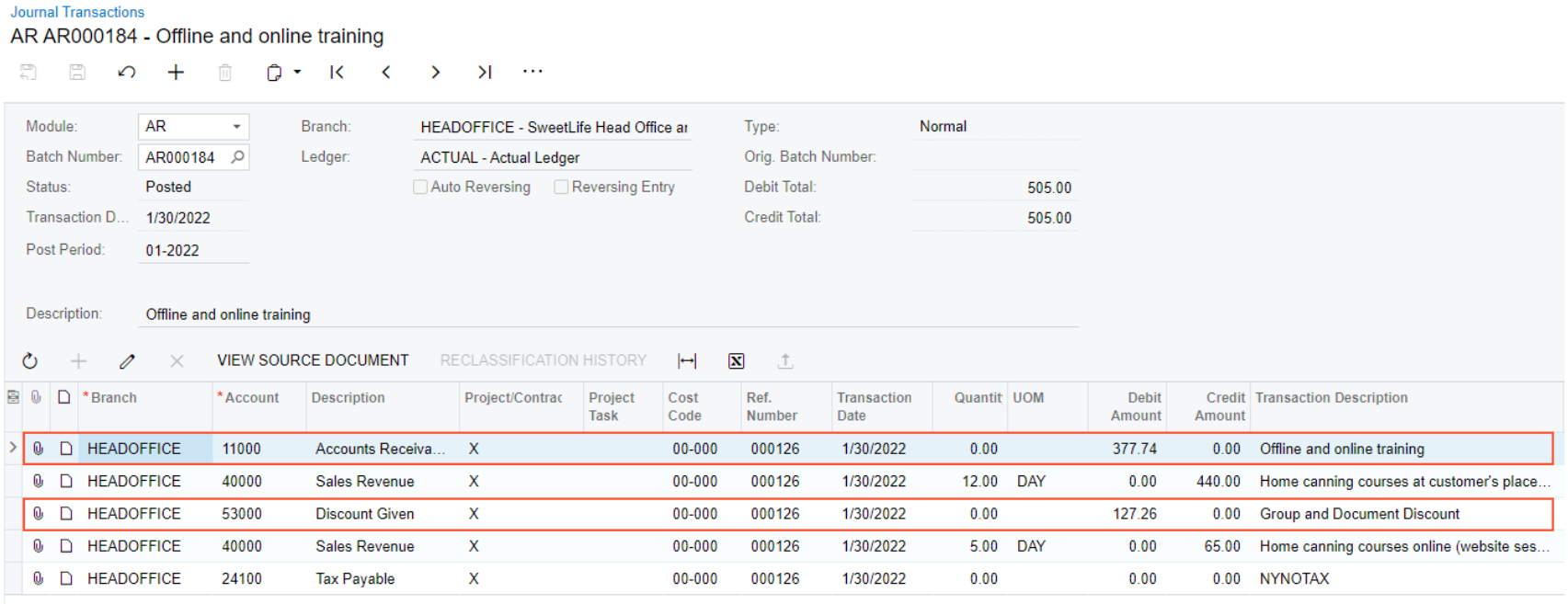


Figure: GL batch with applied multiple discounts



*Branch	*Account	Description	Project/Contrac	Project Task	Cost Code	Ref. Number	Transaction Date	Quantit	UOM	Debit Amount	Credit Amount	Transaction Description
HEADOFFICE	11000	Accounts Receiva...	X		00-000	000126	1/30/2022	0.00		377.74	0.00	Offline and online training
HEADOFFICE	40000	Sales Revenue	X		00-000	000126	1/30/2022	12.00	DAY	0.00	440.00	Home canning courses at customer's place...
HEADOFFICE	53000	Discount Given	X		00-000	000126	1/30/2022	0.00		127.26	0.00	Group and Document Discount
HEADOFFICE	40000	Sales Revenue	X		00-000	000126	1/30/2022	5.00	DAY	0.00	65.00	Home canning courses online (website ses...
HEADOFFICE	24100	Tax Payable	X		00-000	000126	1/30/2022	0.00		0.00	0.00	NYNOTAX

Customer Discounts: To Add Sales Orders with Different Document Discounts in a Single SO Invoice

Story

Suppose that to facilitate sales in 2022, the SweetLife Fruits & Jams company has decided to introduce discounts for some customers. For FourStar Coffee & Sweets Shop, a $70 discount should be applied to sales orders when the total amount of all lines is $200 or more. For local customers, SweetLife is offering a 20% discount for sales orders when the total amount of all lines is $400 or more.

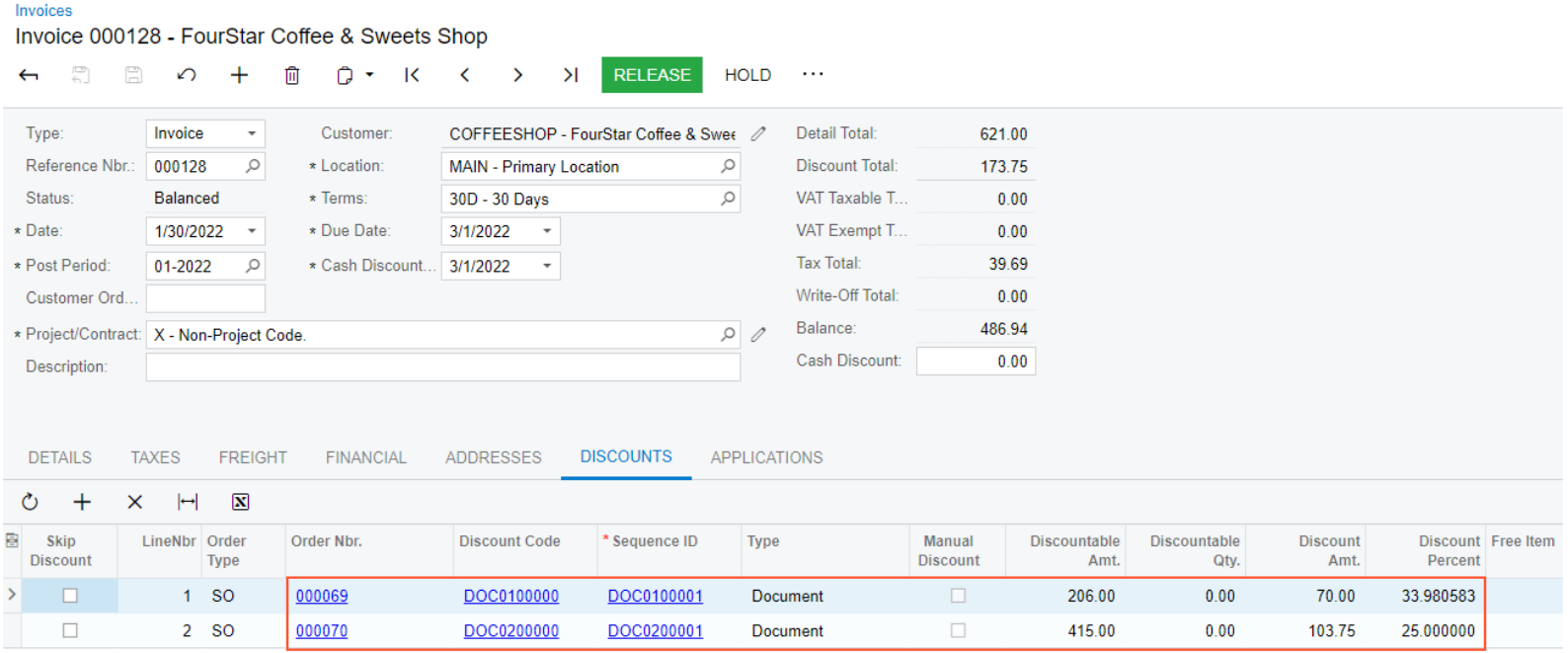
Thus, as SweetLife's accountant, you need to configure the following discounts in the system:

- A customer-specific document discount of $70

- A document discount of 20% specific for the *LOCAL* customer price class

You also need to create two sales orders for the FourStar Coffee & Sweets Shop (*COFFEESHOP*) customer, and notice how these discounts are applied. Further suppose that before you have processed the sales orders, the sales manager has informed you that the discount percent for the second order changed to 25%. You need to update the discount percent in the second sales order and issue one invoice for both sales orders.

Figure: SO invoices with applied document discounts



Part 3: Vendor Prices

Part 3: Vendor Prices

Learning Objectives

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.

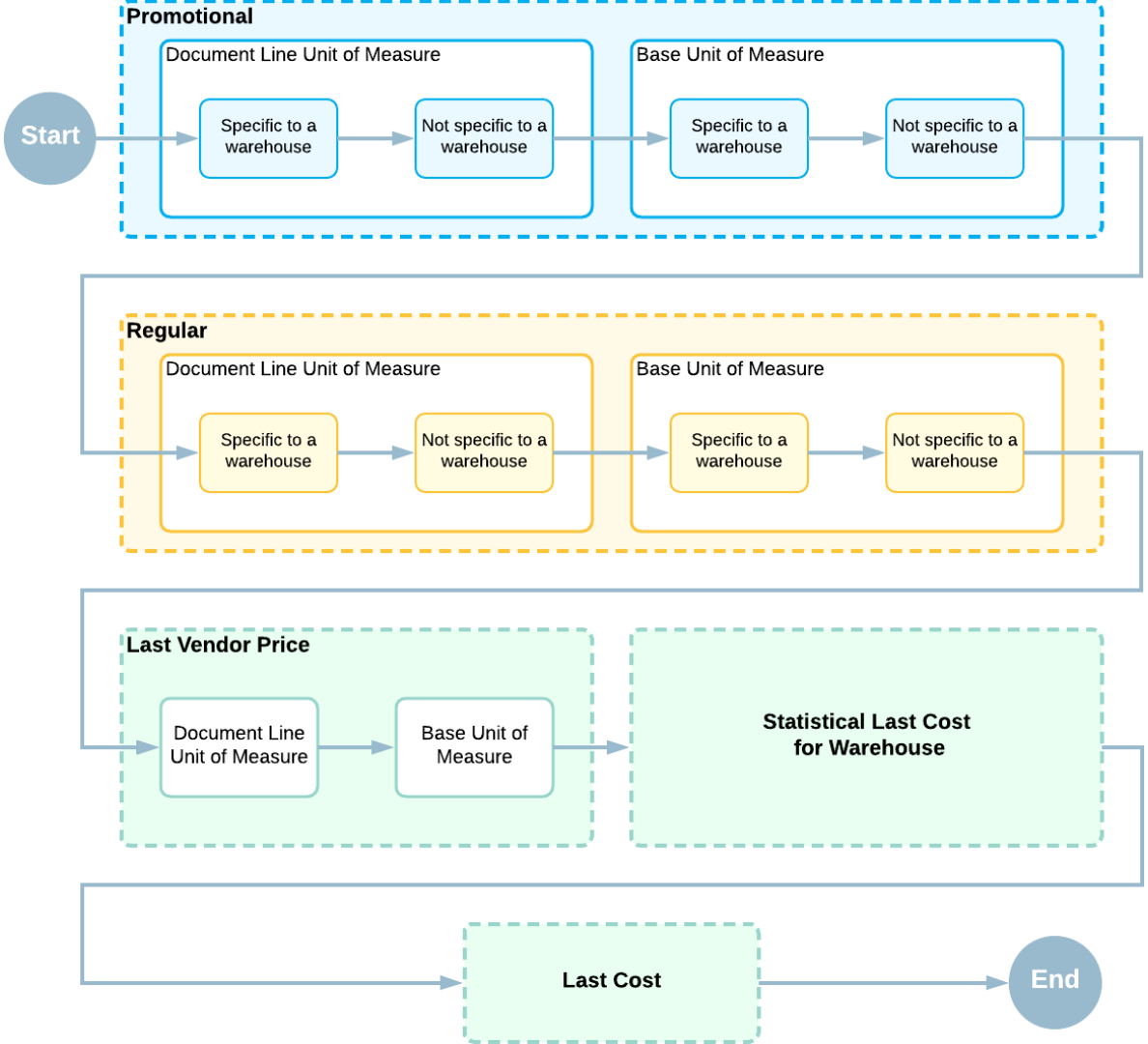


Figure: Search priority for vendor prices

Vendor Prices: To Upload a Price List and Explore Price Selection

Story

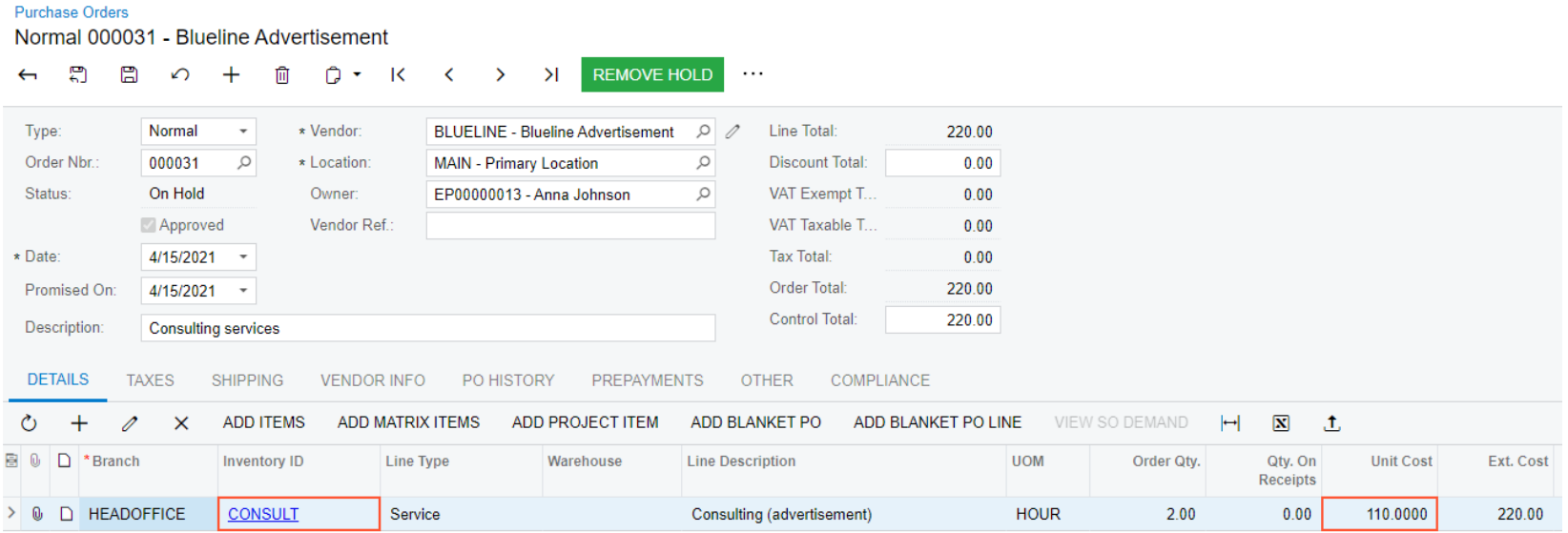
Suppose that, to make work with vendor documents easier, theSweetLife Fruits & Jams company decided to create a catalog of vendor prices for non-stock items. The system should be able to automatically suggest the vendor price of a specific non-stock item when a user enters this item in a line of a purchase order. SweetLife ordered advertising services from the Blueline Advertisement agency before, and wants to keep these prices in the system.

Also, the agency offers 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 services

On March 15, 2021, the marketing manager of SweetLife decided to purchase consulting services from Blueline Advertisement and you, acting as the SweetLife accountant, need to create a purchase order for this agency in the system.

Figure: Unit cost after the price recalculation



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Thank you

Jeff Spears