

CSoft Business Software

Different Pricing Structures

Overview

We have a number of Pricing structures that can be used in the system.

Customers are normally allocated a price type, and the following is a sample of the current multiple price selections we have in our system.

Different Pricing levels in Products

- ✓ There can be an unlimited number of Pricing levels for each Product, When we say unlimited it is BUT you would normally only set up the levels you really need.
- ✓ Prices is grouped by Type and can be R for Retail, T for Trade etc, or can be a number ie 1 for Price type 1, 2 for type 2 etc.
- ✓ Prices can be set as a percentage of another type ie R =Retail, and type C1 could be Retail less 20% or where a Trade price is used it can be Trade plus 20% for example.
- ✓ They can also be set as Cost plus 100% When an items cost changes then the user have the option to let the system adjust the pricing "on the fly" or it can be done in a spreadsheet like table where the user can adjust the selling prices for different products, for different price types.

Different Pricing levels based on QTY sales

- ✓ Price levels can also be set based on Quantity levels, ie 1-10 = this price, 11-100 = that price.
- ✓ For the above we also use different Levels so you can someone on retail, or trade getting different pricing by qty

Other Pricing structures we have done in the past.

- ✓ Pricing by Product Categories by customer.
- ✓ Pricing for Trucking companies.
- ✓ Pricing based on weight.
- ✓ Pricing based on a product by Customer. This allows the user to set a particular price for one or more products for a Specific customer.

Example Price type Screen

The image shows two side-by-side screenshots of a 'Price Type' configuration window. Both windows have a 'PriceType Details' section with the following fields:

- Type: T (left) / R (right)
- Description: Trade (left) / Retail (right)
- Percentage: .00 (left) / (empty) (right)
- Formula: COST*1.50 (left) / (empty) (right)
- Radio buttons: GST Exclusive, GST Inclusive
- Checkboxes: Use As Default Retail Pricetype, Use As Default Pricetype (left); Use As Default Retail Pricetype, Use As Default Pricetype (right)

Example Product Entry Screen

The image shows a 'Product Entry' window with the following sections:

Product Details:

- Prod Code: 1114
- Desc: Corn Meal 5KG
- Prod Group: 2 | Corn and Flowers
- Discount %: (empty)
- Gst Type: (empty)
- Barcode: (empty)
- Standard Cost: 10.50
- Val Prod: Y
- Location: A1
- Manufactured:
- JobType: (empty)

Price Details Table:

	Type	Price Type	Incl/Excl	Sell Price	GP Perc	Spec Price	Start Date	End Date
1	R	Retail	E	21.00	50.00%			
2	T	Trade Price	E	15.75	33.33%			
3								
4								
5								

Supplier Details Table:

	Supplier	Name	Part number	Supp cost
1	101	Overseas Creditor		10.50
2				
3				
4				

Other Fields:

- Weight: 5.00
- Last Changed: 11/07/2008
- Created Since: (empty)