

# Solution-IV<sup>®</sup> Pricing Options



*Version 8.70*

285 Davidson Ave., Suite 302 • Somerset, NJ 08873-4153  
Telephone: 732-560-1377 • Outside NJ 800-524-0430  
Fax: 732-560-1594

Internet address: <http://www.tbred.com>

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285 Davidson Ave., Suite 302  
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# Solution-IV 8.70 Pricing Options

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## **Standard**

- **List Price:** This price is entered into the Sales Unit of Measure – List Price field in the Item Master File. The list price is for the item when the item is sold in the corresponding unit of measure. Up to five sales unit-of-measures may be entered as well as five list prices – one corresponding to each sales unit of measure.
  
- **Discount:** Customer discounts are entered into the Discount Code field in the Customer Master file.

## Price Break

### Introduction

Price breaks can be created using the following types: actual price, a discount percent, a discount amount, a markup percent, or a markup amount. They can also be based on either unit quantity or total dollar amount.

### How to Execute

From the Inventory Control Main Menu select **Code File Maintenance – Price Break Maintenance**.

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	100.0000	.0400
	1	500.0000	.0350
	2	1000.0000	.0320
	3	999999.9999	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

### Description of Fields

#### Item Price Class

Enter up to 6 characters for the Item Price Class. You may also leave this field blank if you wish to set up a single price break code for each customer price class, or for a single price break code for the entire inventory. You may set up price breaks based on number of units sold or dollar volume sold. Also, the price may be based on a cost markup, price discount, or a flat price.

#### Customer Price Class

The customer price class to which this price break code applies. You may also leave the customer price class blank if you wish to set up a single price break code regardless of the customer price class or if you want a single price break code for the entire inventory. You may set up price breaks based on number of units sold or dollar volume sold. Also, the price may be based on a cost markup, price discount, or a flat price.

**Price Break Description**

Enter up to 35 characters for the description of this particular price break code.

**Price Break Method**

Select the method to be used for determining the type for this price break code from the following list:

- A** Discount amount
- C** Cost markup percentage
- D** Discount percentage
- M** Cost markup amount
- P** Actual price
- G** Grid
- L** Layer
- F** First pricing
- B** Block pricing
- R** Range pricing

**Based on quantity sold or dollar amounts**

Select the type of quantity price break for this price break code from the following list:

- A** Based on dollar amount ordered
- Q** Based on quantity ordered
- S** Based on Set Quantity
- C** Based on Copy Quantity

**Price Break Table****Quantity-Amount**

The quantity or dollar amount at which each price break occurs. You may enter up to 10 price break levels.

**Disc-Markup-Amt**

The discount percentage, discount amount, cost markup percentage, cost markup amount, or actual price for each price break level. You may enter up to 10 price break levels.

## Pricing Options

### Tier

For each customer/item price break combination, there are ten price break levels. A customer may be assigned to always use a given level, or the level may be based on quantity or dollar volume.

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	100.0000	.0400
	1	500.0000	.0350
	2	1000.0000	.0320
	3	9999999.9999	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Examples:

Ordered	Price per Copy
1	List Price
100	.040
1050	.032

## Layered

In this scenario, there is usually a price for one copy, a lower price for copy two of the same original, and a lower price for subsequent copies. Order Processing allows for up to ten different pricing layers for a given item. When entering a layered pricing item, the system will prompt for the number of originals to calculate the correct price.

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	1.0000	2.0000
	1	2.0000	1.5000
	2	3.0000	1.0000
	3	9999999.9999	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Examples:

# Originals	# Sets	Price
1	2	1 @ 2.00 + 1 @ 1.50 = 3.50
1	3	1 @ 2.00 + 1 @ 1.50 + 1 @ 1.00 = 4.50
2	2	2 @ 2.00 + 2 @ 1.50 = 7.00

## Sets

This pricing method allows the entry of Number of Original and Number sets in Order Entry, but will use the standard tier pricing method for price breaks.

Price Break Maintenance

Solution IV Lightspeed Reprographics (DEM) 01/09/07 TE

Item Price Class: 70-110  
 Customer Price Class: CUST  
 Price Break Description: Supply purchase by consumer  
 Price Break Method: D  
 Based on quantity sold or dollar amounts: S

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	2.0000	5.0000
	1	10.0000	10.0000
	2	999999.9999	.0000
	3	.0000	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Examples:

# Originals	# Sets	Price
1	1	List Price
2	1	List Price * .95
1	2	List Price * .95
2	50	List Price * .90



## Copies

Like "Sets" pricing except bases price on number of sets only whereas sets "S" is number of originals \* number of sets.

Price Break Maintenance

Solution IV Lightspeed Reprographics (DEM) 01/09/07 TE

Item Price Class: 70-110 Supplies

Customer Price Class: CUST Regular Customer

Price Break Description: Supply purchase by consumer

Price Break Method: D

Based on quantity sold or dollar amounts: S

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	2.0000	5.0000
	1	10.0000	10.0000
	2	9999999.9999	.0000
	3	.0000	.0000
	4	.0000	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Examples:

# Originals	# Sets	Price
1	1	List Price
2	1	List Price
1	2	List Price * .95
2	50	List Price * .90

**Grid**

This pricing method allows the entry of Number of Originals and Number of Sets in Order Entry and will use a grid in order to calculate the price. This grid is created like a spreadsheet, the number of originals across the top, the number of sets down the side, and the price in the middle.

Number Sets	Copies	Copies	Copies	Copies	Copies
0	1.0000	5.0000	10.0000	15.0000	.0000
1	1.5000	1.2500	1.1000	1.0000	.0000
6	1.2500	1.1000	1.0000	.9000	.0000
10	1.1000	1.0000	.9000	.8000	.0000
20	1.0000	.9000	.8000	.7500	.0000

Examples:

# Originals	# Sets	Price per each
1	1	1 @ 1.50 = 1.50
2	2	4 @ 1.50 = 6.00
5	6	30 @ 1.10 = 33.00

**Note:** In this example Row "0" represents that number of Originals and the first column is the Number of Sets.

## Megachrome

This pricing method is based on two things:

1. Price is based on a per Square Foot rate
2. Price per Square Foot is based on the number of sets (copies) per original.

Price Break Maintenance

Lightspeed Reprographics (DEM) 01/09/07 TE

Item Price Class: 70-110 Supplies

Customer Price Class: CUST Regular Customer

Price Break Description: Megachrome

Price Break Method: [Dropdown]

Based on quantity sold or dollar amounts: [Dropdown]

Price Break Table	Level	Quantity-Amount	Disc-Markup-Amt
	0	1.0000	11.0000
	1	2.0000	8.2500
	2	6.0000	7.7500
	3	11.0000	7.2500
	4	9999999.9999	.0000
	5	.0000	.0000
	6	.0000	.0000
	7	.0000	.0000
	8	.0000	.0000
	9	.0000	.0000

Examples:

# Originals	# Sets	Length	Width	Square Feet	Price
1	1	24	36	6	6 @ 11.00 = 66.00
1	4	24	36	24	6 @ 11.00 + 18 @ 8.25 = 159.50
4	1	24	36	24	24 @ 11.00 = 264.00

**Note:** The first copy is always Level 0 pricing and the remaining sets(copies) are priced according to the total number of sets(copies) of one original.

## Contracts

### Introduction

Contracts are used to define a special pricing arrangement with a certain customer for a certain item or items. A contract runs for a specified period of time. There are various types of contracts as follows:

- 1 Actual price
- 2 Override normal price break code
- 3 Cost markup
- 4 Price discount

### How to Execute

From the Order Processing Main Menu select **Code File Maintenance - Contract Maintenance**.

	Month to Date	Year to Date	Last Year
Sales	21,921.5000	21,921.5000	85,199.2000
Cost of Sales	1,519.6400	1,519.6400	0.9800
Number of Invoices	14	14	15

### Description of Fields

#### Customer

The customer code will be used throughout the system when referring to a particular customer.

#### Contract

The customer contract code is a file verified code used to define a contract price for an item or a group of items which is valid for a particular customer or a particular customer price level.

#### Description

Enter up to 35 alphanumeric characters to describe the customer contract.

**Contract Date**

The contract date or the date on which this contract was made with this customer. This field is for reference only and is different than the contract start date.

**Start Date**

The date on which this contract takes effect. This contract will not apply to orders prior to this date.

**Expiration Date**

The date on which this contract will expire. This contract will not apply to orders after this date.

**Closed Date**

The date on which this contract has been closed. If a contract is closed it will no longer be available for pricing.

**Priority**

If both a special sales promotion and a customer contract price are in effect for a particular item, the pricing priority indicates which price takes priority. Enter the priority of this customer contract as it relates to special sales promotions from the following list:

- C** Customer contract price takes priority.
- L** The lesser of the contract price and special promotion takes priority.
- S** Special sales promotion price takes priority.

**Month to Date****Year to Date****Last Year**

The sales month-to-date, year-to-date and last-year fields represent the sales on which this contract code has applied. The fields are automatically updated by the system during the Order Processing Sales Journal Update.



**Method**

The method of calculating the price for this contract from the following list:

- A** Discount amount off regular price
- C** Markup percentage over cost
- D** Discount percentage off regular price
- M** Markup amount over cost
- O** Override item price class
- P** Actual price

**Type**

The type of contract from the following list:

- I** Price is off item list price.
- Q** Price is off quantity price break.

**Amount or Percent**

Based on the contract method for this contract, enter either the actual price, the discount amount, cost markup amount, discount percentage, or cost markup percentage.

**Class**

The item price class which applies to this contract if the contract method is 'O'.