Price List Enhancements

SAP Business One
Version 9.0

Objectives

At the end of this course, you will be able to:

- Describe the enhancements relating to price lists and special prices
- Explain how to:
    - Activate and deactivate a price list
    - Price an item or item unit of measure in an exact foreign currency
    - Set a default price list for a business partner group
    - Price and discount an item by its unit of measure
    - Offer free items based on the quantity purchased
    - Set effective discount for a business partner or business partner group
    - ignore discount groups for a specific business partner or item
    - Remove items without prices from the price list table
- Evaluate the implications of using the new pricing options

Introduction

- To increase flexibility, new pricing options have been introduced in release 9.0

- New fields have been added to the price list and discount tables

- All new fields are exposed to the DI

- All fields supported by SAP implementation tools:

    - Solution Packager

    - Data Transfer Workbench

    - Import from Excel

    - Configuration Express

    - Quick Copy

Business Example
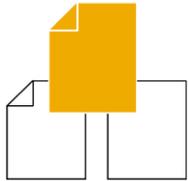
OEC Computers has a large number of price lists. When they work with price lists, it is hard to manage this long list of price lists.

Furthermore, some of the price lists are out of date, and need to be removed.

Solution: Price lists can be marked inactive, and will not appear in the list of price lists.

Agenda

1. **Active and Inactive Price Lists**

2. Additional Currencies in Price Lists and Special Prices

3. Pricing by Unit of Measure

4. Discount Enhancements

5. Zero priced items

Active and Inactive Price Lists

Inventory > Price Lists > Price List

- Ability to set price lists as active or inactive

- Inactive price lists do not show in list of price lists

- Price list can be active for specific date range

- New fields added to price list table OPLN

Form Settings - Price Lists

| | Table Format | Row Format | Document |

Find

Column	Visible	Active
#	✔	
Price List Name	✔	✔
Base Price List	✔	✔
Factor	✔	✔
Rounding Method	✔	✔
Authorization Group	✔	✔
Active		
Valid From		
Valid To		

New fields added to price list form

Price Lists

- ⦿ Update Entire Price List
- ○ Update by Selection

#	Price List Name	Base Price ...	Factor	Rounding ...	Authorization Group	Active	Valid From	Valid To
	Last Evaluated Price					✔		
	Last Purchase Price					✔		
1	Base Price	Base Price	1	No Roundir	Group 1	✔		
2	Discount Purchase Price	Base Price	0.5	No Roundir	Group 1	✔		
3	Regular Purchase Price	Base Price	0.75	No Roundir	Group 1	✔		
4	Distributor Sales Price	Base Price	1.25	No Roundir	Group 1	✔		
5	Regular Sales Price	Base Price	1.5	No Roundir	Group 1	✔		
6	Small Account Sales Price	Base Price	1.75	No Roundir	Group 1	✔		
7	Seasonal Sales Price	Base Price	0.8	No Roundir	Group 1	✔	11/01/2012	12/31/2012

Active and Inactive Price Lists

- Existing price lists automatically marked active after upgrade to release 9.0

- Inactive price list cannot be assigned to business partner payment terms

- An active price list with expired date range is considered inactive

Inactive Price Lists in Documents

- For price list with date range:
    - In documents, the posting date must fall within price list date range
    - For other windows, such as item master data, the system date must fall within the price list date range
- If document refers to inactive price list, item price is zero
- When you add the document, system will warn about inactive price list

Price Source in Documents

- New price list source field added to document row

- Price source field shows source of price list for item

Need to activate *Price Source* in form settings

Price Source in Documents

- Price source field also provides information about the source of the discount on the item row

Price List by Business Partner Group

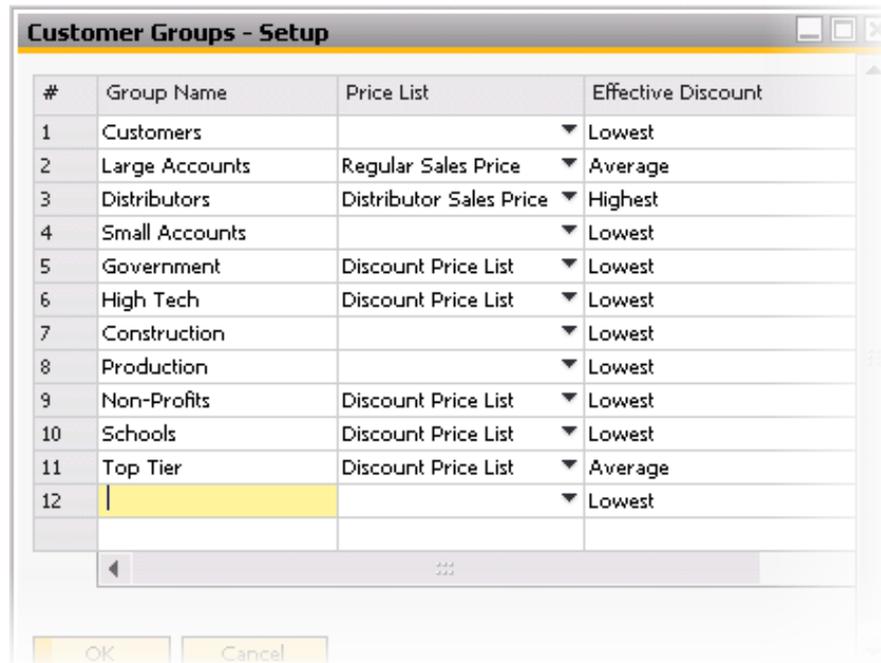*Administration > Setup > Business Partners > Customer / Vendor Groups*

- Option to assign active price list to business partner group

- Can choose whether to replace existing business partner payment terms with the new group price list

Price List by Business Partner Group

- New master data record:

  if business partner group has associated price list, the group price list will be used instead of price list from payment terms. *change in current behavior

Price list assigned in groups table	Use price list from group
No price list in groups table (empty)	Use payment terms price

Price List by Business Partner Group

- Existing master data record:

  if business partner group is changed, you can choose to use the new group's price list or keep the existing price list

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2 Additional Currencies in Price Lists and Special Prices

3. Pricing by Unit of Measure

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Additional Currencies

- Option to set item price in up to three currencies – primary currency and two additional currencies

- New fields in price list details row – not visible by default

- Primary currency is default for document *unless* document currency matches one of the additional currencies

New Price List01									
Find									
#	Item No.	Item Description	Primary Currency		Additional Currency 1		Additional Currency 2		Inventory UoM
			Base Price	Unit Price	Base Price	Unit Price	Base Price	Unit Price	
1	999-010	Basic laptop	100,00 $	100,00 $	80,00 EUR	80,00 EUR	79,00 CAN	79,00 CAN	Manual
2	999-015	Int Laptop							Manual
3	999-020	Advanced laptop							Manual
4	999-040	Toner - black							Manual
5	A00001	J.B. Officeprint 1420							Manual
6	A00002	J.B. Officeprint 1111							Manual
7	A00003	J.B. Officeprint 1186							Manual
8	A00004	Rainbow Color Printer 5.0							Manual
9	A00005	Rainbow Color Printer 7.5							Manual
10	A00006	Rainbow 200 Inner Series							Manual

Item price defined in exact foreign currency prices

Additional Currencies

- Primary currency used for gross price calculation and in reports.

- If price list based on another price list, *Manual* checkbox is provided

- Checkbox works the same as existing manual indicator for primary currency

Using Additional Currencies in a Document

Item Description	Primary Currency		Additional Currency 1		Additional Currency 2	
	Base Price	Unit Price	Base Price	Unit Price	Base Price	Unit Price
Basic laptop	100.00 $	100.00 $	80.00 EUR	80.00 EUR	79.00 CAN	79.00 CAN

Customer A:

BP Currency EUR

Customer B:

BP Currency CAN

Customer C:

BP Currency GBP

Unit Price

80.00 EUR

Unit Price

79.00 CAN

Unit Price

100.00 $

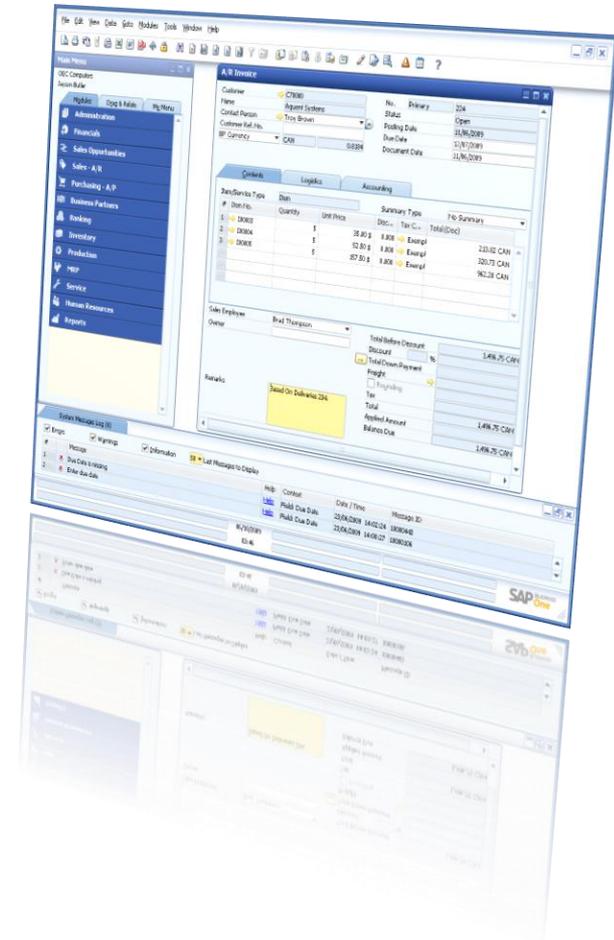# Additional Currencies for Special Prices

Inventory > Price Lists > Period and Volume Discounts

Inventory > Price Lists > Special Prices > Special Prices for Business Partners

- New source price field is base for special price calculation

Can select a currency as base for special price calculation

Demo: New Price List Functionality

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1. Active and Inactive Price Lists

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3. **Pricing by Unit of Measure**

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Pricing by Unit of Measure (UoM)

Inventory > Price Lists > Price Lists

- Can set item price for each Unit of Measure

Item Master Data

Item No.	Manual ▼	B00320
Description		Copy Paper - bulk
Foreign Name		
Item Type		Items ▼
Item Group		Items ▼
UoM Group	➡	Bulk Paper ▼ ▤	Bar Code
Price List		Bulk Paper	Unit Price
		Manual	
		Paper	

General   Purchasing ...   ...tory Data   Planning

Example:

- Bulk paper is purchased by the pallet, and sold to customers by the ream (500 sheets), by the case (12 reams) or by the individual sheet

Pricing by Unit of Measure (UoM)

Inventory > Price Lists > Price Lists

- New table for setting UoM prices for an item

- Access by double-clicking row in price list

Add row for each UoM

Unit price based on UoM group definitions

Additional Currencies for Units of Measure (UoM)

Inventory > Price Lists > Price Lists

- Additional currency fields added to UoM Prices table
- Can define exact UoM price and optional discount in up to two additional currencies as well as primary currency

Exact price and optional discount for each additional currency

Volume Discounts by UoM

Inventory > Price Lists > Period and Volume Discounts

Volume discount for each UoM

- Define volume based discounts for each unit of measure for an item

Inventory Unit of Measure (UoM)

- Can view unit of measure pricing from the item master data

Unit of Measure (UoM) Pricing in Documents

- Unit of measure code can be selected on item row

- Appropriate UoM price will be taken from price list

- Note: inventory transactions always posted using the inventory UoM (from the item master data)

Default Price for Unit of Measure

- If unit of measure selected in document has no price defined in price list, the price be calculated proportionately according to the inventory UoM price

Ream = $6.25

Half case = 6 * $6.25 = $37.50

Pricing Hierarchy for UoM Pricing
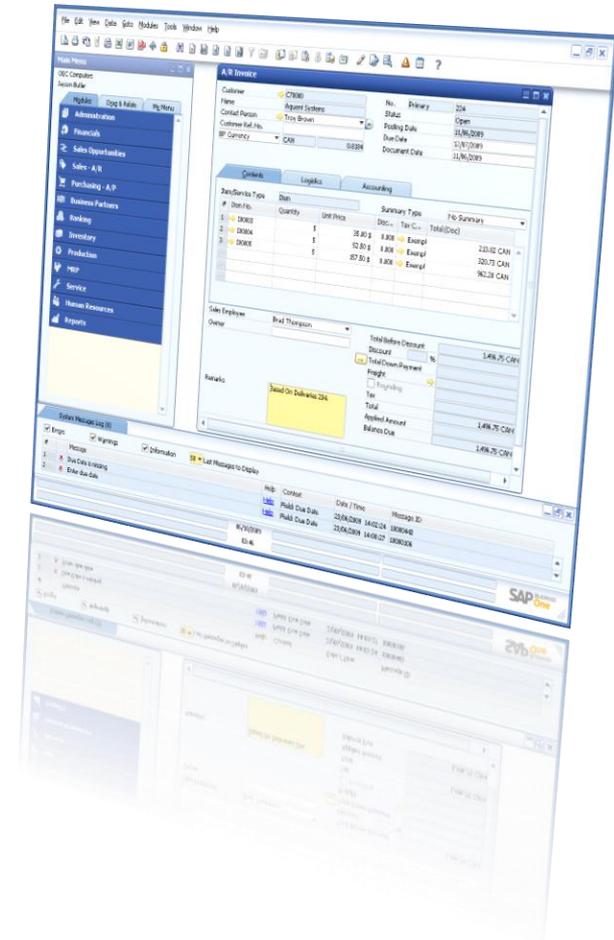
Special Prices → **Special prices defined for business partner for specific UoM. *Overrides all other prices.***

Discount Groups → **Discount groups defined for item without UoM.** *Overrides period and volume discounts.*

Period and Volume Discounts → **Periodic and Volume discounts defined for specific UoM. *Overrides the basic price list assigned to the business partner.***

Price Lists → **Price defined for specific UoM in price list.**

Demo: Pricing by UoM

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Business Example
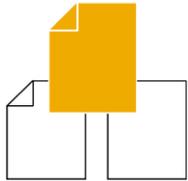
OEC Computers wants to implement "Pay for 3 – Get One Free!" for a range of products, including mobile phones, ink cartridge refills, and DVD and Blu-ray discs.

This is the equivalent of 33% discount when a quantity of 3 items is purchased at the same time.

OEC would like the flexibility to introduce this offer at short notice.

Solution: With release 9.0, OEC Computers can set up discounts which vary according to the quantity purchased by the customer. Furthermore, OEC can establish the pricing ahead of time and activate the discount when required.

New Discount Functionality

- Discount Groups for all business partners or for a business partner group

- Discount Groups for a specific item

- Excluding discount group pricing for a business partner or item

- Discount Groups as active or inactive

- Discount according to quantity purchased

- Effective Discount for business partners and business partner groups

- New price and discount reports

Discount Groups Selection

Inventory > Price Lists > Special Prices > Discount Groups

New selection for All BPs, Customer and Vendor group, and specific BP

New tab for defining discounts by item code

Excluding BPs from Discount Groups

- Discount group control set on Payment terms tab - *Do Not Apply Discount Groups* checkbox

- Affects only discount groups not other special prices

- Can still set discount in document header or row

Exclude Item from Discount Groups

- Can also set *Do Not Apply Discount Groups* checkbox for an item

Active and Inactive Discount Groups

Inventory > Price Lists > Special Prices > Discount Groups

- Can set discount groups active or inactive, with optional date range

Discount According to Quantity Purchased

Inventory > Price Lists > Special Prices > Discount Groups

Discount according to quantity purchased

Discount by quantity purchased can be set on all four tabs:

- Item Groups
- Properties
- Manufacturers
- Items

Discount Calculation for Multiple Quantity

Item #	Paid Qty	Free Qty	Max. Free Qty
I00031	2	1	4

Quantity Purchased	Discount %	Total (LC)	Comments
2	0	Unit Price * 2	No discount
3	33.33	Unit Price * 2	Pay for 2 and get 1 free
4	25	Unit Price * 3	Pay for 3 and get 1 free
5	20	Unit Price * 4	Pay for 4 and get 1 free
6	33.33	Unit Price * 4	Pay for 4 and get 2 free
12	33.33	Unit Price * 8	Pay for 8 and get 4 free
15	26.67	Unit Price * 8	Pay for 11 and get 4 free

Discount According to Quantity Purchased

- When item quantity entered in row, the system automatically enters the calculated discount % in the row

- If customer returns an item, customer will receive refund based on the discounted price paid

Discount According to Quantity Purchased

Inventory > Price Lists > Special Prices > Discount Groups

Mutually exclusive discounts:

- Fixed discount by percentage

- Variable discount according to purchased quantity

Effective Discount for BPs and BP Groups

- Effective Discount:
  - Lowest (default)
  - Highest
  - Average
  - Total
  - Multiplied

Discount Relations for Discount Group Properties

Inventory > Price Lists > Special Prices > Discount Groups

- New option added to list of discount relations - Multiplied

Price Report

Inventory > Inventory Reports > Price Report

Price Report

Source of Price	Item No	Base Price List	Factor	Primary Currency	Addit. Currency	Discount %	UoM	Quantity	….
Base Price	B1000	Base Price	1	1.00 $	1.00 EUR		Manual		
Period and Volume discount	B1000	Base Price		0.75 $		25	Manual	50	
Discount Purchase Price			0.5	0.50 $					
. . .									

Discount Group Report

Inventory > Inventory Reports > Discount Group Report

Discount Group Report

Discount Type	BP Code/Group	Discount Group Type	Discount Group	Discount %	Paid Qty	Free Qty	….
All BPs		Items	I00031		2	1	
All BPs		Item Groups	Accessories	15			
Specific BP	C107	Item Groups	HP Printers	15			
. . .							

Demo: Discount Enhancements
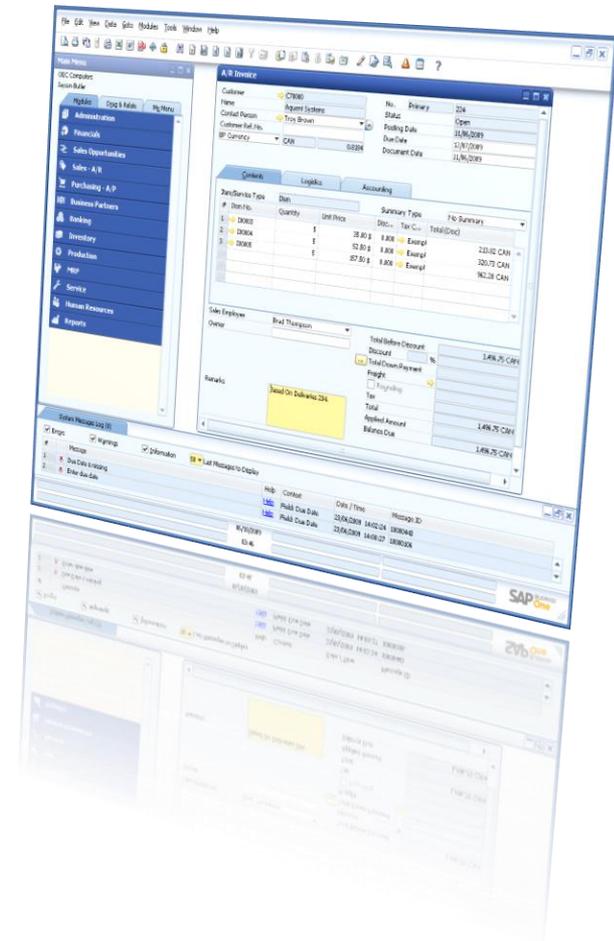
Summary – New Pricing Options and Considerations

Existing Pricing

- Only active price lists (by default)

- Only primary currency for an item price

- Price list taken from payment terms

- Special prices for a specific business partner

- No pricing by UoM

- Fixed discount for discount group

Option for Release 9.0

- Active and inactive price lists

- Additonal currencies for an item price

- Price list with business partner group

- Price list for all BPs, or for a BP group in addition to specific BP

- Pricing by UoM

- Variable discount according to quantity purchased

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Zero-priced Items

General Settings

| BP | Budget | Services | Display | Font & Bkgd | Path | Inventory |

| Items | Planning | Reporting |

Serial Numbers and Batches

| Management Method | On Every Transaction ▼ |

| Issue Primarily By | Serial and Batch Numbers ▼ |
| Unique Serial Numbers by | Serial Number ▼ |

☑ Auto. Create Customer Equipment Card

| Basic Setting for Batch Status | Released ▼ |

Item Defaults

| Default Warehouse | General Warehouse ▼ |
| Set G/L Accounts By | Warehouse ▼ |

☑ Auto. Add All Warehouses to New and Existing Items
☑ Display Inactive Items in Reports
☑ Display Inactive Items in Marketing Documents

☑ Auto. Add All UoM Group Definitions to New and Existing Items
☑ Auto. Add All Package Definitions to New and Existing Items
☐ Remove Unpriced Items from Price List in Database

- New checkbox added to *General Settings*

- If selected, items with zero price are removed from the price list table

- If deselected, zero-priced items are restored to price list table

Hide Unpriced Items

Inventory > Price Lists > Price Lists

- Checkbox to hide unpriced items in price list display

Summary

In this unit, we covered the following enhancements to price lists and discounts:

- Active and inactive price lists and discount groups, with optional valid date range

- Price list selection by business partner group

- Exact pricing by additional foreign currencies

- Pricing by each unit of measure and new price hierarchy

- New discount group options, including discount according to quantity purchased

- Effective discount for discount groups

- Checkbox to ignore discount groups for a business partner or business partner group or item

- Option to remove zero-price items from the price list table