



Extended Pricing Enhancements

The Solution

Extended Pricing already offers a highly functional pricing model for Dynamics GP including unlimited price lists, date sensitive pricing, customer contracts and promotions.

The Extended Pricing Enhancements module offers additional promotional options and provides a flexible, cost mark-up pricing function will be useful for many distributors.



Key Features

- New promotion options

These provide for a more proactive approach to the use of promotions:

- Show promotion information window as soon as item is selected in Sales Transaction Entry
- When used with the Catalogue Based Sales module, the user can highlight promotion items on the item list
- New promotion calculation options in the area of 'buy one get one free'

- Different mark-up types

Cost mark-up may be value or percentage and may also have quantity breaks applied either in the base cost list itself or in customer-specific price sheets.

Key Features cont'd...

- **Aggregate pricing**

Using aggregate pricing functionality enables quantity break pricing to be used in sales transactions to calculate prices against groups of products rather than individual items. The quantity break is achieved based upon the total sales of all the products in that group. The source of calculated prices can be traced right back to price sheet level.

- **New base cost list**

Where a company wishes to generate a price as 'cost plus,' the user may also wish to have a specific definition of what they mean by 'cost' in the pricing context. This module allows for the generation of a base cost list. This may be the same as standard or current cost but is not tied to them in any way.

This allows the price list manager to take into account a number of additional factors in setting this cost, such as potential retrospective price support from vendors. It may also not always be practical to change selling prices with the same degree or frequency as costs may change.

The 'Extended Pricing Integration' can be used to automate the import of the cost price list where it has been developed off-line.

- **Negative discounts**

Effectively allows for supplements as well as discounts.

What It Means For You

- **Minimize pricing maintenance**

Management of pricing data, particularly where there are large numbers of customer special prices, can be a labor intensive, high-risk business. 'Cost-Plus' pricing provides the opportunity to reduce the task to its simplest level. The cost plus methodology accurately mirrors the practical operating methodology of many distribution businesses.

- **Maximize flexibility**

Using cost-plus pricing does not have to mean making the pricing module any less sensitive to the needs of individual contracts and customers; however, it does mean that a single cost change can have an immediate differential effect on any number of customer prices without the need for any further maintenance.

- **Proactive promotions**

For those users taking orders over the telephone, these new promotion options enhance the ability to sell proactively to the customer.



Dynamistics transforms your "I wish we could" into "I know we can" with innovative solutions to provide relief from common business software frustrations—helping you to run your business more effectively and get paid faster. Our applications are used by businesses across a wide variety of industries to extend the useful lifetime of their software investment while improving staff productivity and filling the gaps in collections, delivery, trade promotion and distribution software processes.

Dynamistics makes it easy to integrate with Microsoft Dynamics GP, Microsoft Dynamics AX, and Microsoft Dynamics NAV, as well as other leading ERP systems. Whether your frustrations result from software shortcomings in purchasing, inventory management, or accounts receivable—we offer solutions that complete the processes and bridge the gaps.



Trinity from Dynamistics, Inc. is a collection of advanced distribution features that work hand in hand with Microsoft Dynamics® GP to enhance every aspect of your supply chain process. Simply put, Trinity turns the basic Dynamics GP inventory modules into a full-featured distribution powerhouse.

Running a successful distribution business requires more than just inventory management. That's why Trinity was designed to improve every aspect of your distribution operation from Sales, Pricing, and Customer Service to Purchasing & Replenishment, Inventory Control, and Delivery Logistics. Adding Trinity to Dynamics GP makes your business *more effective, efficient, competitive and profitable.*

