



Price Negotiation

The Need

In many distribution environments, it is not always possible to work from fixed price lists. It is important to be able to, negotiate and agree prices with customers, sometimes over the telephone.



The Solution

To do this effectively, the sales negotiator needs to be armed with all possible relevant information and have a tool that enables adjustment of any of the three key variables: price, cost and margin, as well as see the overall result. Price Negotiation provides all of these facilities.

Key Features

- **New price negotiation window**

This window can be opened independently or from within Sales Transaction Entry, so that price negotiation can take place in the context of a quote or order, or simply to answer a one-off query.

- **Information access**

The Price Negotiation window pulls together all information that may assist the salesperson to make a decision on price such as:

- All relevant cost fields, including a predicted weighted average cost that rolls together current stock value with known purchase commitments.
- Detailed transaction history of previous purchase orders and sales of an item to that specific customer, including cost and margin.

Key Features cont'd...

- Price change input

The price calculator will initially hold the price to that customer as it would be populated into Sales Transaction Entry, likewise margin and cost. The user can then amend any of these variables and see the result immediately, e.g. reduce margin by x% and see the new price, increase potential cost and see the margin reduced, etc.

- Audit and track

The new price resulting from the negotiation can be transferred back into the order. At the same time the result of the negotiation is written to an audit file so that there is a full audit available of all sales negotiation activity.

What It Means For You

- Real-time negotiation

An experienced salesperson can now negotiate and agree on a price immediately with the customer and be confident of the margin achieved.

- Salesperson performance tracking

The audit capability enables managers to see how much has been discounted against list or agreed prices and by whom.

- Handling customer queries

The online access to detailed history enables the salesperson to see immediately the history of sales of that item to that customer and see trends in prices, costs and margins.



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.*