



Extended Pricing Enhancements



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'

The screenshot displays three overlapping windows from the Dynamics GP software:

- Sales Transaction Entry:** Shows document details for Order # OPD0099081, Debtor # NE01003, and Debtor Name Pearson Food Co. Ltd. A list of items is visible, including 'Cote Du Rhone - French House Red Wine' (Item # X200).
- List Item Aggregate Promotions Tracker:** Shows a table of active promotions. The table includes columns for Promotion ID, Type, Free Item Number or List, Free Item Number or List Description, Quantity Ordered, Qty Break Achieved, Next Qty Break, and Qty Free Achieved. A promotion for 'House Wines' is shown with a quantity of 0.00 and a next break of 5.00.
- Document Margins:** A summary window showing financial data: Subtotal (\$137.70), Delivery Charge (\$0.00), VAT (\$0.00), and Total (\$137.70). It also lists Total Cost (\$93.40), Margin (\$44.30), Margin Percentage (35.00%), and Number of Document Lines (4).

- 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.

- 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.

m-hance's '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.

m-hance provides m-hancements (formerly known as Trinity Myridas) to maximize the value customers realize from their Microsoft Dynamics GP investment. m-hance provides business software solutions which enable Microsoft Dynamics users to save time, cut costs and increase efficiency. m-hance is one of the largest Microsoft Dynamics partners in the world and is recognized as a successful and accredited solutions developer. m-hance provides Microsoft partners across 20 different countries with integrated software modules. These solutions extend the functionality of their clients' core Dynamics GP application with m-hancements covering Distribution, Telesales, Inventory, Procurement, Bank Management, and Document Management.



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