

Extended Pricing Enhancements User Guide

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Contents

CONTENTS	2
EXTENDED PRICING ENHANCEMENTS	5
1. EXTENDED PRICING EXTRAS SETUP WINDOW	5
1.1 <i>Setting Defaults for Extended Pricing Enhancements</i>	6
2. EXTENDED PRICING ENHANCEMENTS CUSTOMER MAINTENANCE WINDOW	7
2.1 <i>Setting Up Customers for Extended Pricing Enhancements Functionality</i>	7
COST UPLIFT PRICING	8
3. SETTING UP COST UPLIFT PRICES	8
4. HOW COST UPLIFT PRICES ARE CALCULATED	9
PROMOTIONS	9
5. PROMOTIONS IN THE EXTENDED PRICING ENHANCEMENTS MODULE.....	9
6. AVAILABLE PROMOTIONS INFORMATION WINDOW	10
6.1 <i>Viewing Promotions for Sales Items</i>	10
NEGATIVE ADJUSTMENTS IN PRICE SHEETS	11
7. SETTING UP NEGATIVE ADJUSTMENTS IN PRICE SHEETS.....	11
VISIBLE DISCOUNTS	11
8. SETTING UP VISIBLE DISCOUNTS	11
AGGREGATE PRICING	11
9. HOW AGGREGATE PRICES ARE CALCULATED	12
10. AGGREGATE PRICING GROUP MAINTENANCE WINDOW.....	13
10.1 <i>Setting Up Aggregate Pricing Groups</i>	14
11. AGGREGATE PRICING GROUP BREAKS WINDOW	14
11.1 <i>Setting Up Quantity Breaks for Aggregate Pricing</i>	15
12. AGGREGATE PRICING GROUP ALLOCATION WINDOW	15
12.1 <i>Allocating Items to Aggregate Pricing Groups</i>	15
13. AGGREGATE PRICING GROUP ALLOCATION RANGE WINDOW	16
13.1 <i>Assigning Ranges of Items to a Group Code</i>	16
14. AGGREGATE PRICING UNIT ITEM MAINTENANCE WINDOW	17
14.1 <i>Setting Up Individual Items for Aggregate Pricing</i>	17
15. AGGREGATE PRICING UNIT OF MEASURE MAINTENANCE WINDOW	17
15.1 <i>Setting Up Aggregate Pricing Units for Unit of Measure Schedules</i>	18
16. AGGREGATE PRICING CUSTOMER ACTIVATION BY RANGE WINDOW	18
16.1 <i>Activating Aggregate Pricing for a Range of Customers or Prospects</i>	18
17. AGGREGATE PRICING GROUP DEALS – ASSIGN CUSTOMERS WINDOW	19
17.1 <i>Assigning Customers to Aggregate Deals in the Aggregate Pricing Group Deals</i>	19
18. AGGREGATE PRICING GROUP DEALS – ASSIGN CUSTOMERS BY RANGE WINDOW.....	20
18.1 <i>Assigning Ranges of Customers to an Aggregate Pricing Group Deal</i>	20
19. SALES TRANSACTION ENTRY WITH AGGREGATE PRICING.....	21
20. AGGREGATE PRICING REWORK WINDOW	22
20.1 <i>Selecting Aggregate Prices in the Aggregate Pricing Rework Window</i>	22
21. AGGREGATE PRICING TRACKER WINDOW	23
21.1 <i>Viewing Aggregate Pricing Quantity Details During Sales Transaction Entry</i>	23
22. AGGREGATE PRICING GROUP DETAIL VIEW WINDOW	24
22.1 <i>Viewing Aggregate Group Details During Sales Transaction Entry</i>	24
23. AGGREGATE PRICING PRICE TRACE WINDOW	25
23.1 <i>Tracing an Aggregate Price Calculation</i>	25

SITE-SPECIFIC PRICING.....	26
24. SITE PRICE TYPE MAINTENANCE WINDOW.....	26
24.1 <i>Setting Up Site Price Types</i>	26
25. ASSIGN SITE PRICE TYPE TO SITE ID WINDOW.....	26
25.1 <i>Assigning a Site Price Type to a Site ID</i>	27
26. ASSIGN SITE IDS TO SITE PRICE TYPES WINDOW.....	27
26.1 <i>Assigning a Site Price Type to Multiple Sites</i>	27
27. ASSIGN SITE IDS TO SITE PRICE TYPES - BY RANGE WINDOW.....	28
27.1 <i>Assigning a Site Price Type to a Range of Sites</i>	28
28. ASSIGN SITE PRICE TYPE TO PRICE SHEET ID WINDOW.....	28
28.1 <i>Assigning a Site Price Type to a Price Sheet</i>	29
29. ASSIGN PRICE SHEETS TO SITE PRICE TYPES WINDOW.....	29
29.1 <i>Assigning Multiple Price Sheets to a Site Price Type</i>	29
30. ASSIGN PRICE SHEETS TO SITE PRICE TYPES - BY RANGE WINDOW.....	30
30.1 <i>Assigning Ranges of Price Sheets to a Site Price Type</i>	30
31. PRICE TRACE - SITE ID WINDOW.....	31
31.1 <i>Tracing a Site-specific Price</i>	31
ORDER VALUE DISCOUNTS	31
32. HOW ORDER VALUE DISCOUNT IS CALCULATED.....	31
33. ORDER VALUE DISCOUNT SETUP WINDOW.....	32
33.1 <i>Setting Up Order Value Discount Options</i>	32
34. ORDER VALUE DISCOUNT GROUP MAINTENANCE WINDOW.....	33
34.1 <i>Setting Up Order Value Discount Groups</i>	34
35. ORDER VALUE DISCOUNTS – ASSIGN CUSTOMERS WINDOW.....	34
35.1 <i>Assigning Customers to Order Value Discount Groups</i>	34
36. ORDER VALUE DISCOUNTS – ASSIGN CUSTOMER RANGES WINDOW.....	35
36.1 <i>Assigning Ranges of Customers to an Order Value Discount Group</i>	35
37. ORDER VALUE DISCOUNT RATES WINDOW.....	36
37.1 <i>Maintaining Order Value Break Points and Discount Percentages</i>	36
38. ORDER VALUE DISCOUNTS – EXCLUDED ITEMS WINDOW.....	36
38.1 <i>Excluding Items from Order Value Discount</i>	37
39. ORDER VALUE DISCOUNTS – EXCLUDED ITEMS RANGE WINDOW.....	37
39.1 <i>Excluding Ranges of Items from Order Value Discounts</i>	37
40. SALES TRANSACTION ENTRY WITH ORDER VALUE DISCOUNTS.....	38
41. THE ORDER VALUE DISCOUNTS WINDOW.....	38
41.1 <i>Viewing Order Value Discount for a Sales Document</i>	38
42. THE ORDER VALUE DISCOUNT DOCUMENT WINDOW.....	39
42.1 <i>Overriding the Order Value Discount for a Document</i>	39
43. THE ORDER VALUE DISCOUNT LINE ITEM WINDOW.....	40
43.1 <i>Excluding a line item from Order Value Discount</i>	40
AGGREGATE PROMOTIONS	40
44. HOW AGGREGATE PROMOTIONS ARE CALCULATED.....	41
44.1 <i>Total Quantity Promotions</i>	41
44.2 <i>Points Allocation Promotions</i>	41
45. AGGREGATE PROMOTIONS MAINTENANCE WINDOW.....	42
45.1 <i>Setting Up Aggregate Promotions</i>	42
46. AGGREGATE PROMOTIONS MAINTENANCE – FREE ITEMS WINDOW.....	43
46.1 <i>Maintaining Aggregate Promotion Breakpoints</i>	44
47. AGGREGATE PROMOTIONS – ASSIGN CUSTOMERS WINDOW.....	45
47.1 <i>Assigning Customers to Aggregate Promotions</i>	45
48. AGGREGATE PROMOTIONS – ASSIGN CUSTOMERS BY RANGE WINDOW.....	46
48.1 <i>Assigning a Range of Customers to an Aggregate Promotion</i>	46

49. AGGREGATE PROMOTIONS – ASSIGN CUSTOMER GROUPS BY RANGE WINDOW	47
49.1 Assigning a Range of Customer Groups to an Aggregate Promotion.....	47
50. AGGREGATE PROMOTIONS – ASSIGN ITEMS WINDOW.....	48
50.1 Assigning Items to Aggregate Promotions	48
51. AGGREGATE PROMOTIONS – ASSIGN ITEMS BY RANGE WINDOW.....	49
51.1 Assigning Ranges of Items to an Aggregate Promotion.....	49
52. FREE ITEM LIST MAINTENANCE WINDOW	50
52.1 Maintaining Free Item Lists.....	50
53. FREE ITEM LIST MAINTENANCE – RANGE ALLOCATION.....	51
53.1 Assigning Ranges of Items to a Free Item List.....	51
54. AGGREGATE PROMOTIONS – CUSTOMER GROUP MAINTENANCE WINDOW.....	52
54.1 Maintaining Aggregate Promotion Customer Groups.....	52
55. AGGREGATE PROMOTIONS - CUSTOMER GROUP - ASSIGN BY RANGE.....	52
55.1 Assigning Ranges of Customers to an Aggregate Promotion Customer Group.....	53
56. AGGREGATE PROMOTIONS IN SALES TRANSACTION ENTRY.....	53
57. AGGREGATE PROMOTION TRACKER WINDOW.....	54
57.1 Viewing the Status of Aggregate Promotions.....	55
57.2 Viewing the Available Free Items for a Points Allocation Promotion.....	55
58. AGGREGATE PROMOTIONS– SELECT PROMOTIONS WINDOW.....	56
58.1 Adding Free Items to an Order.....	56
58.2 Selecting Free Items from a List.....	57
58.3 Selecting Free Items from a List – Points Allocation.....	58
59. AGGREGATE PROMOTIONS	58
59.1 Viewing Aggregate Promotions for a Customer or Item.....	59
CUSTOMER PRICE REPORT.....	59
60. CUSTOMER PRICE LIST PRODUCTION WINDOW	59
60.1 Reporting on Customer Price Lists	60
60.2 Clearing Price Report Data.....	61
APPENDIX A.....	62
EXTENDED PRICING ENHANCEMENTS – ACCESS TO WINDOWS.....	62
APPENDIX B.....	67
AMENDED MICROSOFT DYNAMICS™ GP WINDOWS.....	67
APPENDIX C.....	68
WINDOWS SHOWING SITE-SPECIFIC PRICING	68
APPENDIX D.....	69
EXTENDED PRICING ENHANCEMENTS - REPORTS	69
Extended Pricing Enhancements Report Functions.....	69
APPENDIX E.....	71
ABOUT TRINITY	71

Extended Pricing Enhancements

The Trinity Extended Pricing module provides additional functionality for Microsoft Dynamics™ GP Extended Pricing.

The key features of the Extended Pricing Enhancement module are:

- The facility to set up and use cost uplift prices
- Promotion information window displaying promotion details during sales transaction entry
- An alternative calculation for quantity free promotions
- The facility to include negative value adjustments on price sheets
- Visible discounts to view discount details for sales transactions
- Aggregate pricing based on multiple item purchases
- Site-specific pricing
- Price list production
- Order value discounts based on total order value
- Aggregate promotions based on total quantity purchased from a list of items

The Trinity Extended Pricing Enhancements module fully integrates with Microsoft Dynamics™ GP Extended Pricing. Please see Appendix B for full details of enhancements to specific Extended Pricing windows.

If you are using the Trinity Extended Pricing Integration module, then cost uplift prices can be imported from or exported to an excel spreadsheet. See the Extended Pricing Integration User Guide for further details.

Note that if you have site-specific pricing switched on, then all price sheets in use must be assigned to a site price type.

1. Extended Pricing Extras Setup Window

Tools >> Setup >> Trinity >> Extended Pricing Enhancements >> Extended Pricing Enhancements Setup

Use the Extended Pricing Extras Setup window to:

- Set defaults for extended pricing enhancements

1.1 Setting Defaults for Extended Pricing Enhancements

To set defaults for extended pricing enhancements in the Extended Pricing Extras Setup window:

1. The following settings are available in the window:

Cost Uplift Pricing	This setting enables you to calculate a selling price by adding a percentage or value to the cost price. See Cost Uplift Pricing.
Negative Adjustments	This setting enables you to enter negative values for value adjustments against price sheet items. See Negative Adjustments in Price Sheets.
Aggregate Pricing	This setting enables prices to be determined from the total quantity of a range of items on a sales document. See Aggregate Pricing.
Aggregate Pricing Option: Apply Aggregate Discount to Customer's Price	With this option, any value off or percentage off from the aggregate price book is applied to the customer's current price rather than to the base price. See Aggregate Pricing.
Aggregate Pricing Option: Include Promotion Priced Items in Aggregate Count	With this option, promotion priced items that are part of an aggregate group are included in the total quantities for Aggregate Pricing. Turn off this option if you don't want promotion priced items to contribute to aggregate pricing totals.
Aggregate Pricing Option: Show Promotion Priced Items in Rework Window	With this option, promotion priced items are displayed in the Aggregate Pricing rework window if an aggregate price is available. Turn off this option if you don't want to see promotion priced items in the Aggregate Pricing rework window.
Aggregate Pricing Option: Default Customer Price Sheet Items to Rework Prices	With this option, items whose price originated from a customer price sheet will, by default, be marked to update in the Aggregate Pricing Rework window.
Aggregate Pricing Option: Use Deals In Aggregate Pricing Groups	With this option, multiple sets of quantity breaks and aggregate price books can be maintained against a single aggregate group in the Aggregate Pricing Group Breaks window. Different customers can then be offered different prices for the same aggregate pricing group.
Aggregate Promotions	This setting enables free item promotions to be given according to the total quantity of a range of items on a sales document. See Aggregate Promotions.
Allow only one Aggregate Promotion per Document line	With this option, a sales document line can't contribute towards more than one aggregate promotion. If the item could contribute to multiple promotions, the module prompts the user to select one when they enter a document line. See Aggregate Promotions.
Pricing Discount on Sales Invoices	This setting enables Visible Discounts functionality. Invoices can be modified to display the discount given on a transaction where the customer is set up for visible discounts in the Extended Pricing Enhancements Customer Maintenance window. See Visible Discounts.

Site-Specific Pricing	This setting enables Site-Specific Pricing functionality, where multiple prices can be set up for items on a site by site basis. See Site-specific Pricing for further details.
Available Promotions Window	If any promotions exist for an item selected for a sales transaction, then the Available Promotions Info window is displayed. See Promotions in the Extended Pricing Enhancements module. Note that this option applies only to single item promotions from promotion price sheets, not to aggregate promotions.
Alternate Quantity Free Calculation	Quantity free calculations follow the Extended Pricing Enhancements calculation for working out free quantities, rather than the standard calculation. See Promotions in the Extended Pricing Enhancements module. Note that this option applies only to single item promotions from promotion price sheets, not to aggregate promotions.

Click to select the required options.

2. Click OK to close the window.

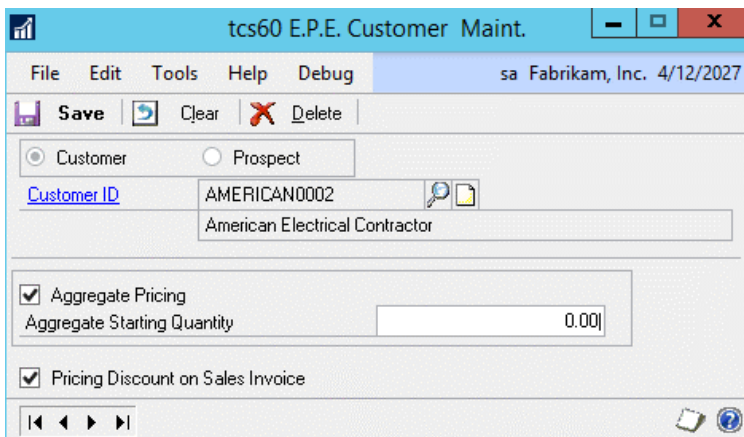
Note that if you select the Cost Uplift Pricing option, then the base cost book - called BASECOSTBOOK - is created automatically.

2. Extended Pricing Enhancements Customer Maintenance Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Prices - Customer Maintenance

Use the Extended Pricing Enhancements Customer Maintenance window to:

- Set up customers for Extended Pricing Enhancements functionality



Note that this window is also available as an Additional option from the Customer Maintenance and Sales Prospect Maintenance windows.

2.1 Setting Up Customers for Extended Pricing Enhancements Functionality

To set up customers for aggregate pricing or visible discounts in the Extended Pricing Enhancements Customer Maintenance window:

1. Select Customer or Prospect to set up for extended pricing enhancements functionality.

2. Enter a customer ID or select one using the lookup.
3. Click the Aggregate Pricing checkbox to set the selected customer for aggregate pricing functionality.
4. Enter an Aggregate Starting Quantity if required. If so, the aggregate starting quantity is used to establish the price book from which aggregate prices are taken, rather than the actual accumulated transaction quantity, when sales transactions for this customer are entered with an aggregate starting quantity greater than the accumulated quantity in the transaction.
5. Click the Pricing Discount on Sales Invoice checkbox to set the selected customer for visible discounts functionality.
6. Click Save to save your changes and close the window.

Note that you can click Clear at any point to clear entries made in the window.

Click Delete to unassign a customer from Extended Pricing Enhancements functionality.

Cost Uplift Pricing

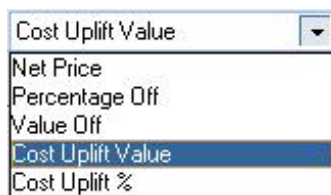
3. Setting Up Cost Uplift Prices

Cost Uplift Pricing is the selling price for sales transactions that is calculated by adding a value or percentage to the unit cost price. New, mainly underlying, functionality allows you to create cost uplift prices using the Microsoft Dynamics™ GP Extended Pricing windows.

To enable cost uplift pricing functionality, you need to select the Cost Uplift Pricing option in the Extended Pricing Extras Setup window. When you select this option for the first time and close the window, a new price book - the BASECOSTBOOK - is created automatically. This price book is used as the basis for cost uplift pricing and follows the same rules as the Microsoft Dynamics™ GP base price book (BASEBOOK).

Prices are not automatically added to the base cost book. To utilize cost uplift pricing, you should set up one or more base price sheets and assign them to the base cost book. Add items to price sheets in the Microsoft Dynamics™ GP Price Sheet Maintenance window. You must select the Net Price Only option in this window - only net price sheets can be assigned to the base cost book.

When net prices for the required items have been assigned to the base cost book, you should set up one or more cost uplift price sheets for the items. The Microsoft Dynamics™ GP Price Sheet Detail Maintenance window has been amended to include two new price type options - cost uplift value and cost uplift percentage.



Select one of the cost uplift options when creating a cost uplift price sheet. By default, the base cost price book (BASECOSTBOOK) is selected as the Base Adjusted Price on option. In the Cost Uplift Value field in the scrolling window, enter the value or percentage that you want the cost price to be uplifted by in sales transactions. The adjusted price (sheet price +

cost uplift value/percentage) is displayed automatically. All other functionality within the window remains the same as with standard Microsoft Dynamics™ GP.

When a cost uplift sheet is created, it should be assigned to a suitable customer or price book. A cost uplift sheet cannot be assigned to the base cost book, as it does not contain net only prices.

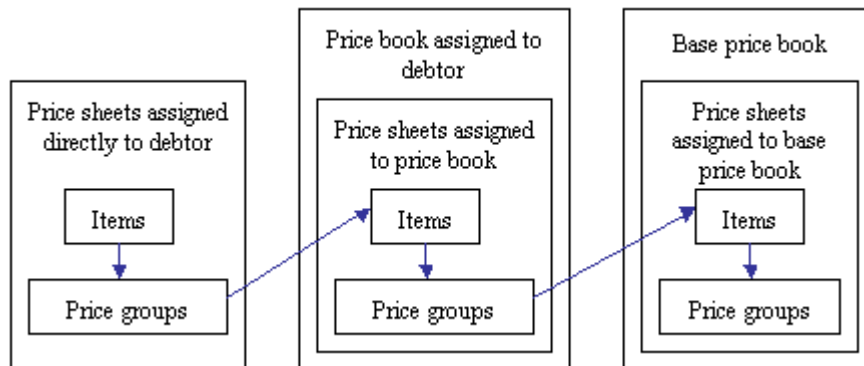
4. How Cost Uplift Prices are Calculated

The system searches for cost uplift pricing information in the same way it searches for other price type information, but only to book level.

Once a cost uplift price type is found, the cost uplift percentage or value uplift is applied to the base cost book. If the price is found at the sheet level, it still goes straight to the base cost book to calculate the price and does not apply any other level price calculations. If no price is found on the base cost book, then an error is given.

If a cost uplift price is found, then the adjusted price is brought into the sales transaction. The system is searched for any applicable promotion sheets. If a promotion sheet is found, then the cost uplift adjusted price is amended to take account of any promotional pricing.

Refer to the illustration for more information.



Note that cost uplift prices are calculated and reported on as standard in the Microsoft Dynamics™ GP Extended Pricing and Extended Pricing Error Reports.

Promotions

5. Promotions in the Extended Pricing Enhancements Module

This section describes functionality for single item promotions. See Aggregate Promotions for details of how to set up promotions based on the total quantity of a range of items.

To enable the Extended Pricing Enhancements promotions functionality, you need to select the Promotion Details options in the Extended Pricing Extras Setup window.

Available Promotions Window option

Selecting this option provides additional functionality when entering sales transactions.

With standard Microsoft Dynamics™ GP, the Promotion Alert window only appears after the quantity of an item required to meet a promotion has been entered into the transaction. If the

quantity entered is less than that required to meet the promotion, then the user doesn't know a promotion would have been available by increasing the order.

With the Available Promotions Window option enabled, when an item on a promotional price sheet is selected in a sales transaction, the Available Promotions Information window is displayed. This window provides the user with full details of promotions for which the item is eligible.

Alternative Quantity Free Calculation

Microsoft Dynamics™ GP quantity free promotions allow you to create giveaway promotions. For example, you can create promotions that give away different quantities of free items depending on the quantity of an item purchased by the customer.

Extended Pricing Enhancements functionality provides an alternate calculation for working out the number of free items that should be given. For example, you could set up a promotional price sheet like this:

Purchase Quantity	Quantity of free items
0 to 1	0
2 to 9	1
10 to 99	8
100 to 999999999	100

If a purchase quantity of 50 is entered into a transaction, then standard Microsoft Dynamics™ GP would calculate a quantity of 400 free items (purchase quantity (50) x quantity free (8)).

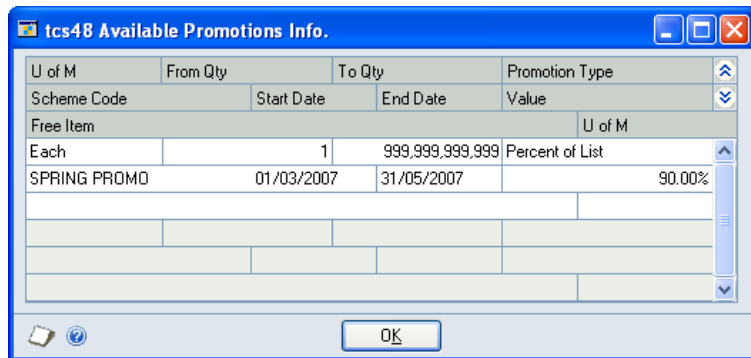
With the alternate free quantity calculation, if a purchase quantity of 50 is entered into a transaction, the free quantity calculated would be 40 (purchase quantity (50) / quantity from (10) x quantity free (8)).

6. Available Promotions Information Window

Transactions >> Sales >> Sales Transaction Entry >> Enter an item on a current promotion sheet

Use the Available Promotions Information window to:

- View promotions for sales items



6.1 Viewing Promotions for Sales Items

To view promotions for sales items in the Available Promotions Information window:

1. The window automatically opens when you enter an item into a sales transaction that is on

a current promotional price sheet.

2. When you have viewed available promotion details click OK to close the window.

Negative Adjustments in Price Sheets

7. Setting Up Negative Adjustments in Price Sheets

With standard Microsoft Dynamics™ GP, you cannot enter negative values against price sheet items. With Extended Pricing Enhancements functionality, negative values can be entered against price sheet items for value off adjustments.

To enable this functionality, select the Negative Adjustments option in the Extended Pricing Extras Setup window. To enter negative values in price sheets, type a “-“ symbol before the quantity to be entered.

Note that negative values are displayed in brackets.

Visible Discounts

8. Setting Up Visible Discounts

With standard Microsoft Dynamics™ GP, printed invoices display the selling price for each line item. Details of any discounts incorporated into the selling price are not explicitly visible.

With Extended Pricing Enhancements functionality, you can use a new report function to display the discount applied to a transaction line on printed sales documents or reports. See Appendix D: Extended Pricing Enhancements Reports for details on how to implement this functionality in documents and reports.

The actual discount that displays on a modified report is the difference between the price on the BASEBOOK or Price Book/Sheet assigned to a customer and the actual selling price used in a transaction.

Aggregate Pricing

Aggregate Pricing functionality enables quantity break pricing to be used in sales transactions to calculate prices for groups of items rather than individual items. Items are assigned to price books and sheets, as with standard Microsoft Dynamics™ GP Extended Pricing, and also assigned to an aggregate price group with each group containing one or more items. Quantity breaks can be set against aggregate pricing groups using the Aggregate Pricing Group Maintenance window, with each quantity break having an aggregate price book assigned to it. If the Use Deals In Aggregate Pricing Groups option is selected in the Extended Pricing Extras Setup window, multiple sets of quantity breaks and price books can be maintained against a single aggregate price group. Different customers can then receive different prices for the same aggregate group.

A setting on the Aggregate Pricing Group determines whether the price break achieved is determined from the total quantity ordered of the items in the group, or from the number of different items ordered.

See How Aggregate Prices are Calculated for further details.

For total quantity ordered type aggregate groups, aggregate quantities are based on aggregate pricing units and are always accumulated in a single unit - i.e., the Aggregate Pricing Unit.

These can be set against a unit of measure schedule in the Aggregate Pricing Unit Of Measure Maintenance window or individual items in the Aggregate Pricing Unit Item Maintenance window. When aggregate prices are calculated, the quantity on a sales transaction is converted to a quantity in the aggregate pricing unit. Where an item is entered into a transaction in a unit other than the aggregate pricing unit, then aggregate pricing functionality uses an equivalence conversion to establish the quantity of the item that is on the transaction in the aggregate pricing unit. This equivalence is used in establishing an aggregate price.

Customers and prospects are set up for aggregate pricing functionality using the Extended Pricing Enhancements Customer Maintenance window.

Note that aggregate pricing functionality is not applicable to return transactions or printed invoices.

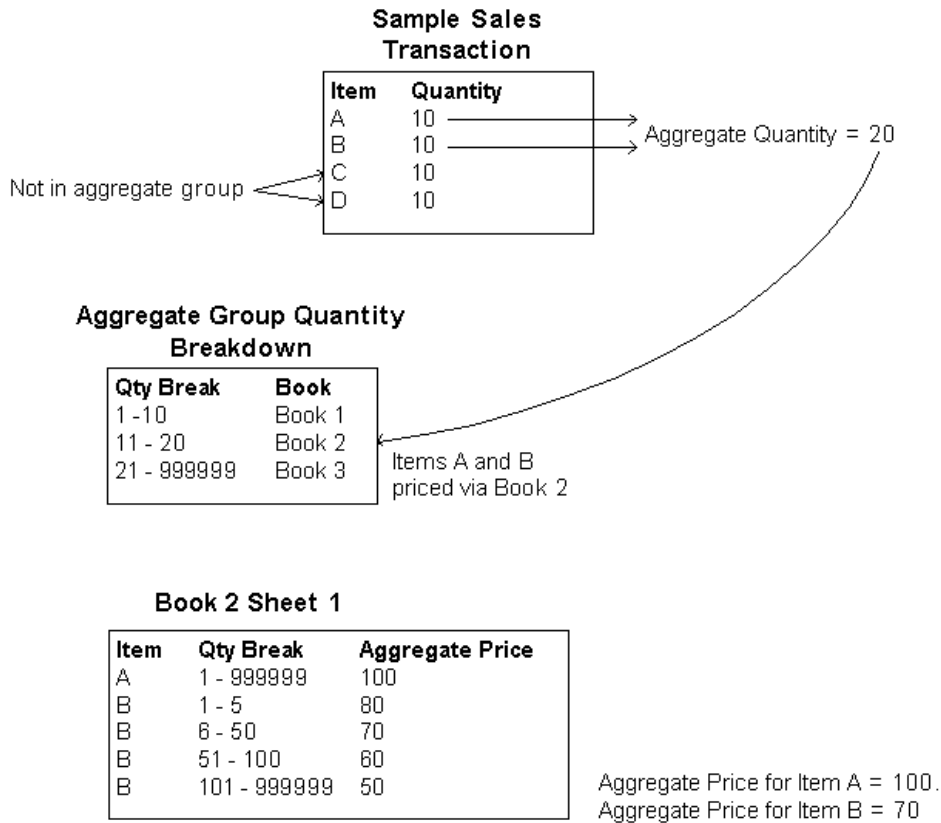
9. How Aggregate Prices are Calculated

When a transaction is entered for a customer set up for aggregate pricing, and you select the rework aggregate prices option during sales transaction entry, aggregate pricing functionality uses the following rules to establish aggregate prices for the items on the transaction.

The following description is for Aggregate Pricing Groups of the Quantity Break Represents Total Quantity type. For the Quantity Break Represents Item Count type, the calculation is similar, but the total is a count of the items on the transaction, not the total quantity. Aggregate starting quantities do not apply to the Quantity Break Represents Item Count type aggregate pricing.

1. If a transaction line is a free quantity promotion line, or the item is not in an aggregate group, then the line is excluded from aggregate pricing calculations.
2. Promotion priced items are excluded from the aggregate pricing quantity unless the option Include Promotion Priced Items in Aggregate Count is set in the Extended Pricing Extras Setup window.
3. An aggregate pricing unit is first searched for against the transaction items, then against the transaction items unit of measure schedules. If no aggregate pricing units are found, then the lines are excluded from aggregate pricing calculations.
4. The aggregate pricing quantity for each qualifying item is calculated by adjusting the transaction quantity to the base unit of measure equivalence (if it is not already in the base unit of measure), then adjusting the quantity again to the equivalence in the aggregate pricing unit.
5. Item line quantities are now accumulated and cross-referenced to group codes to establish whether aggregate pricing is applicable. If item quantities are eligible for aggregate pricing, then each line item is reassessed.
6. If there is an aggregate starting quantity for the customer that is greater than the accumulated quantity, then this is used to establish aggregate prices. If the accumulated quantity is greater than the aggregate starting quantity, the system uses this to establish aggregate prices from the aggregate price books.
7. The system establishes which price book the accumulated quantity achieves in the aggregate price group. It then looks to price sheets assigned to the selected price group and takes the appropriate prices, calculating the aggregate price for each item separately. Aggregate prices then display in the Aggregate Pricing Rework window.

See the following diagram for further explanation of how aggregate prices are calculated.



If the Apply Aggregate Discount to Customer’s Price option is not selected in the Extended Pricing Extras Setup window, the Aggregate book prices apply as they would if the book were assigned to the customer. So any values off or percentages are applied to the base book price.

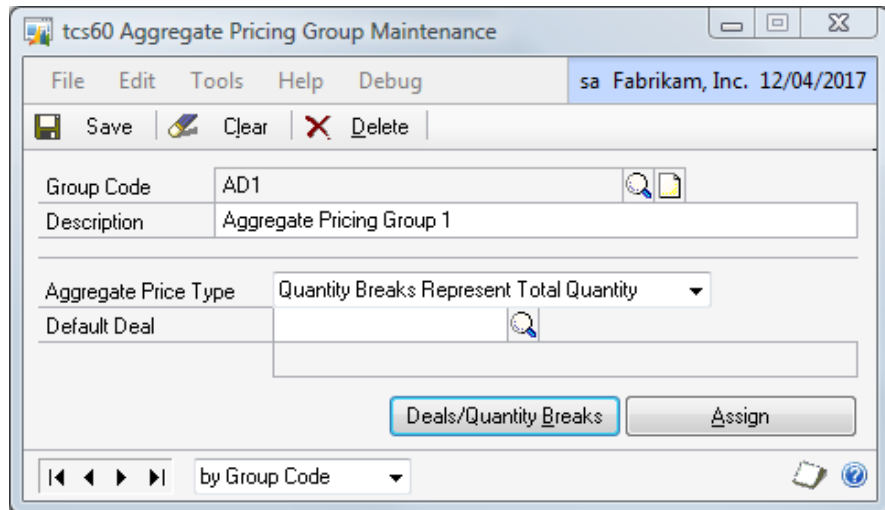
If the Apply Aggregate Discount to Customer’s Price option is selected in the Extended Pricing Extras Setup window, any values off or percentages are applied to the customer’s current price.

10. Aggregate Pricing Group Maintenance Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Maintenance

Use the Aggregate Pricing Group Maintenance window to:

- Set up aggregate pricing groups



10.1 Setting Up Aggregate Pricing Groups

To set up aggregate pricing groups using the Aggregate Pricing Group Maintenance window:

1. Enter a Group Code or select one using the lookup.
2. If you are entering a new group code, enter a description.

Click the Assign button to display the Aggregate Pricing Group Allocation window where you can assign items to a group code. Click the Deals/Quantity Breaks button to display the Aggregate Pricing Group Breaks window where you set up price books against quantity breaks for the group code.

3. Select an Aggregate Price Type from the drop-down list:
Quantity Breaks Represent Total Quantity if the price break achieved is determined from the total quantity ordered of the items in the group,
or
Quantity Breaks Represent Item Count if the price break achieved is determined from the number of different items ordered.
4. If you have chosen to Use Deals In Aggregate Pricing Groups in the Extended Pricing Extras Setup window, you have the option to specify a Default Deal. This default is used for any customer not linked to a specific deal. If a default deal is not specified, any customer not assigned to a specific deal does not receive aggregate prices for this group. Note that you cannot specify a default deal until you have used the Aggregate Pricing Group Breaks window to set up price books against quantity breaks for the group code.

If you have not chosen to Use Deals In Aggregate Pricing Groups, the Default Deal field is set automatically to “DEFAULT DEAL” and cannot be changed.

5. Click Save to save changes and close the window.

Click Delete to delete group codes.

11. Aggregate Pricing Group Breaks Window

*Cards >> Trinity >>
Extended Pricing
Enhancements >>
Aggregate Pricing Group
Maintenance >> Deals /
Quantity Breaks button*

Use the Aggregate Pricing Group Breaks window to:

- Set up quantity breaks for aggregate pricing.

From Qty	Price Book	Price Book Description
10.00	SPECIAL	special - aggregate
0.00		

11.1 Setting Up Quantity Breaks for Aggregate Pricing

To set up quantity breaks for aggregate pricing in the Aggregate Pricing Group Breaks window:

1. The currently selected group code is displayed.
2. If you are using Aggregate Price deals, enter a Price Deal code and description. If you are not using Aggregate Price Deals, the Deal code is set automatically to “DEFAULT DEAL” and cannot be changed.
3. Enter the quantity breaks for the aggregate price group and deal, and enter the price books that quantity break prices are based on or select them using the lookup. See How Aggregate Prices are Calculated for further details.
4. Click OK to return to the Aggregate Pricing Group Maintenance window.

12. Aggregate Pricing Group Allocation Window

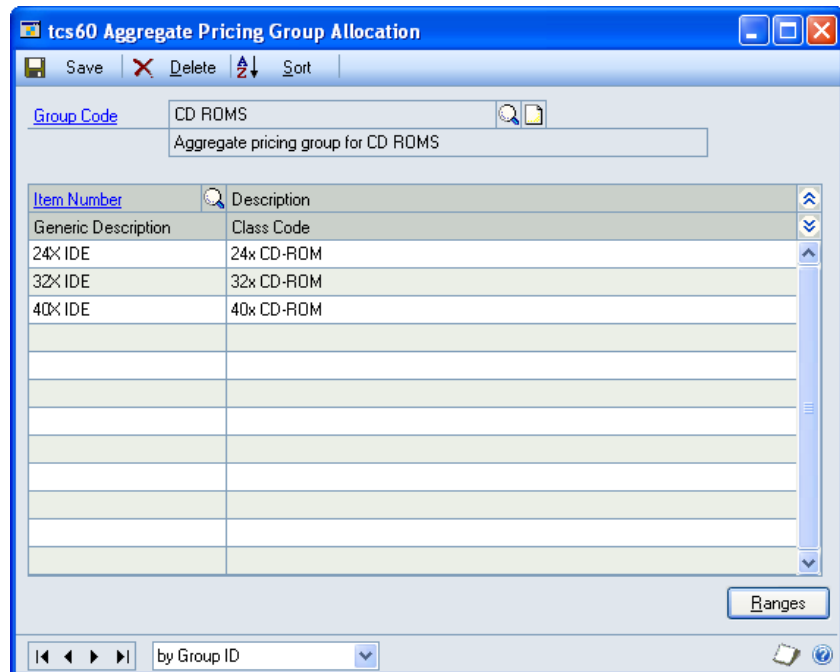
Cards >> Trinity >> Extended Pricing. Enhancements >> Aggregate Pricing Group Allocation

Use the Aggregate Pricing Group Allocation window to:

- Allocate items to aggregate price groups

Note that this window can also be displayed by clicking the Assign button in the Aggregate Pricing Group Maintenance window.

Also, note that an item number may only be assigned to one group code at a time.



12.1 Allocating Items to Aggregate Pricing Groups

Allocating items to aggregate pricing groups in the Aggregate Pricing Group Allocation window:

1. Enter a group code or select one using the lookup.
Note that if you opened this window from the Aggregate Pricing Group Maintenance window, then the group code selected in that window is displayed.
2. Enter an item number to assign to the group code or select one using the lookup. Repeat until all required items have been added to the group.

Alternatively, click the Ranges button to display the Aggregate Pricing Group Allocation Range window, where you can assign ranges of items to the group code.

Note that the selected items must be on price books assigned to the aggregate group for aggregate prices to be calculated.

3. Click Save to save changes and close the window.

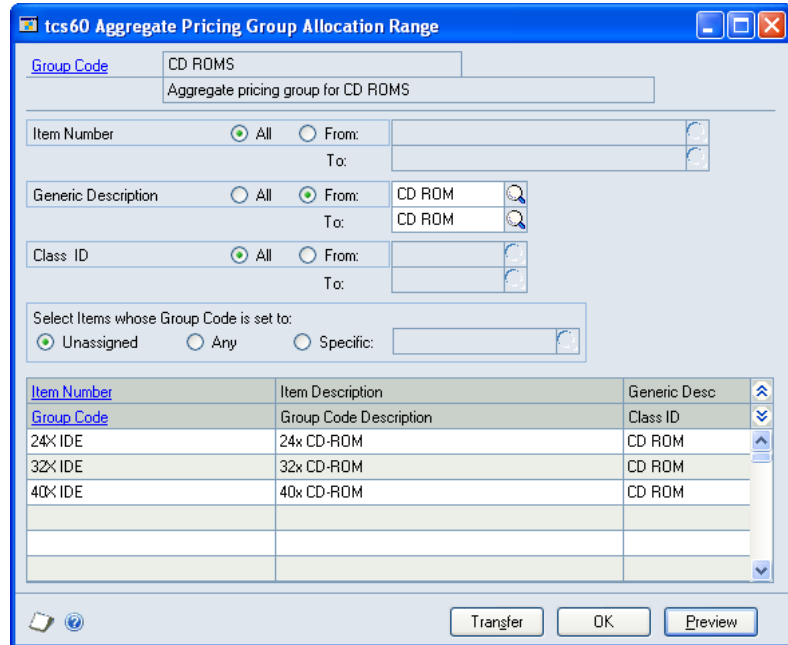
Click Delete to unassign all displayed items from the group code.

13. Aggregate Pricing Group Allocation Range Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Allocation >> Ranges button

Use the Aggregate Pricing Group Allocation Range window to:

- Assign ranges of items to a group code



13.1 Assigning Ranges of Items to a Group Code

To assign ranges of items to a group code in the Aggregate Pricing Group Allocation Range window:

The window opens with the currently selected group code displayed.

1. Click All to assign all records or From to assign a selection of records for item number, generic description, and class ID. If you select From, enter To and From values to specify a range, or use the lookups.
2. For the Select Items whose Group Code is set to option select one of the options:

Unassigned	Only items not currently assigned to a group code are included in the range.
Any	All items are included in the range.
Specified	If you select specified, enter a group code or select one using the lookup. Only items assigned to this group code are included in the range.

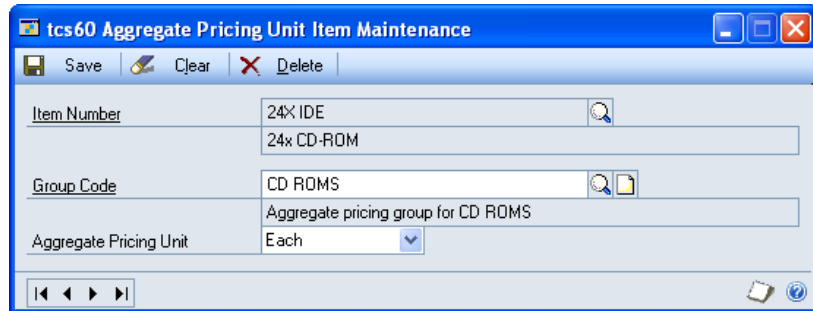
3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Transfer button to assign the selected range of items to the current group code.
5. Click OK to close the window.

14. Aggregate Pricing Unit Item Maintenance Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Unit Item Maintenance

Use the Aggregate Pricing Unit Item Maintenance window to:

- Assign individual items to a group code
- Set an aggregate pricing unit for individual items



Note that this window is also available as an Additional option from the Item Maintenance window.

14.1 Setting Up Individual Items for Aggregate Pricing

To set up individual items for aggregate pricing in the Aggregate Pricing Unit Item Maintenance window:

1. Enter an item number or select one using the lookup.
2. Enter a group code or select one using the lookup.

If the selected item number is already assigned to a group code, the group code is displayed. This code can be amended as required.

Note that the selected item must be on price books assigned to the aggregate group for aggregate prices to be calculated.

3. Select an aggregate pricing unit from the drop-down menu. The unit selected is the unit of measure on which the aggregate pricing is based.

Note that you do not need to select an aggregate pricing unit in this window. An aggregate pricing unit can be set for all items sharing a unit of measure schedule in the Aggregate Pricing Unit Of Measure Maintenance window. Aggregate pricing units assigned to a specific item in this window are used rather than any assigned to the unit of measure schedule as a whole.

4. Click Save to save any changes made and close the window.

Note that you can click Clear at any point to clear any entries made in the window.

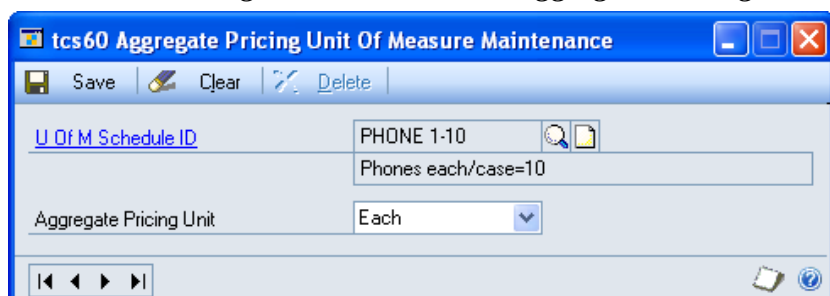
Click Delete to delete item aggregate pricing settings.

15. Aggregate Pricing Unit Of Measure Maintenance Window

Tools >> Setup >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Unit of Measure Maintenance

Use the Aggregate Pricing Unit Of Measure Maintenance window to:

- Set up aggregate pricing units for the unit of measure schedules



Note that this window is also available as an Additional option from the Unit of Measure Schedule Setup window.

15.1 Setting Up Aggregate Pricing Units for Unit of Measure Schedules

To set up aggregate pricing units for the unit of measure schedules in the Aggregate Pricing Unit Of Measure Maintenance window:

1. Enter a unit of measure schedule ID or select one using the lookup.
2. Select an aggregate pricing unit from the drop-down menu.

Note that if you have set up aggregate pricing units for individual items in the Aggregate Pricing Unit Item Maintenance window, then these are used rather than units selected in this window when aggregate prices are calculated.

3. Click Save to save any changes and close the window.

Note that you can click Clear at any point to clear entries made in the window.

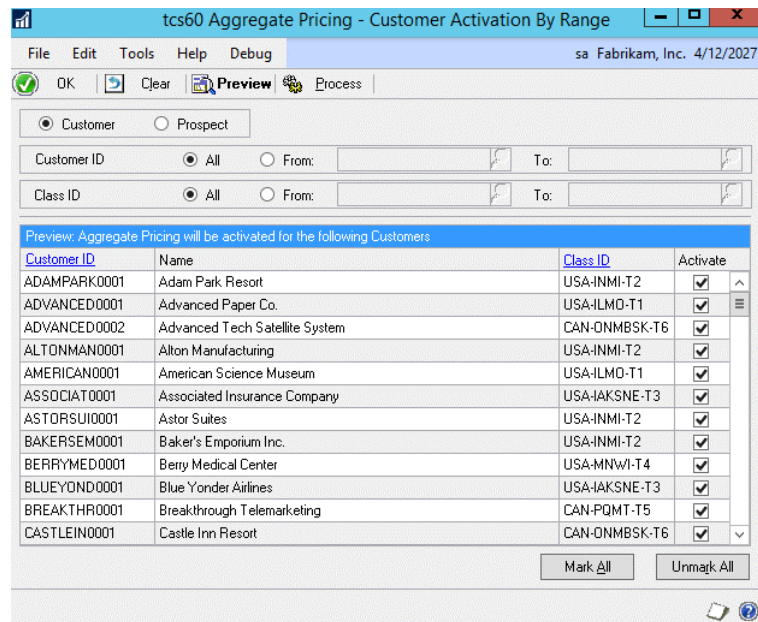
Click Delete to delete an aggregate pricing unit set up for the displayed unit of measure schedule.

16. Aggregate Pricing Customer Activation by Range Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing - Customer Activation by Range

Use the Extended Pricing Enhancements Customer Activation by Range window to:

- Set a range of customers to use Aggregate Pricing



16.1 Activating Aggregate Pricing for a range of customers or prospects in the Aggregate Pricing – Customer Activation by Range window

To set a range of customers to use Aggregate Pricing in the Aggregate Pricing - Customer Activation by Range window:

1. Select whether to process Customers or Prospects.
2. Click All to assign all customers or prospects, or From to assign a range of customers. If you select From, enter From and To values to specify a range, or use the lookups.
3. Click All to select all Class IDs, or From to select a range of Class IDs. If you select From, enter From and To values to specify a range, or use the lookups.

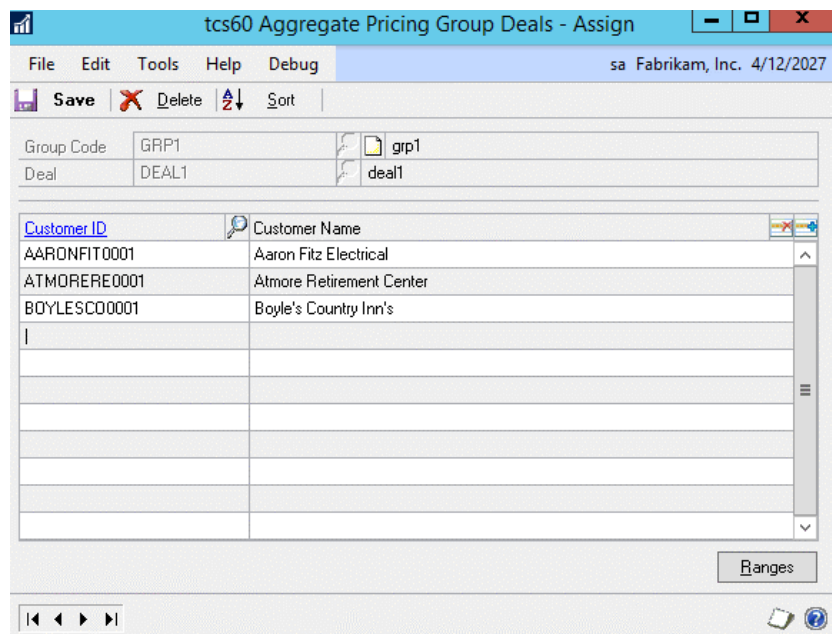
4. Click Preview to view your selection in the scrolling window.
5. Use the Activate checkbox in the scrolling window to select or remove individual Customers or Prospects from the list to be processed.
6. Click Process to activate aggregate pricing for the selected range of Customers or Prospects.

17. Aggregate Pricing Group Deals – Assign Customers Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Deals - Assign

Use the Aggregate Pricing Group Deals - Assign window to:

- Assign customers to aggregate deals. Note that this option is available only if you have set the Use Deals In Aggregate Pricing Groups option on the Extended Pricing Extras Setup window



17.1 Assigning customers to aggregate deals in the Aggregate Pricing Group Deals – Assign Customers window

To assign customers to aggregate deals in the Aggregate Pricing Group Deals - Assign window:

1. Enter an Aggregate Group code or select one using the lookup.
2. Enter an Aggregate Deal code or select one using the lookup.
3. Enter a customer ID to assign to the Aggregate group and deal or select one using the lookup. Repeat until all required customers have been added to the group.

Alternatively, click the Ranges button to display the Aggregate Pricing Group Deals – Assign Customers by Range window where you can assign ranges of customers to the aggregate deal.

4. Click Save to save changes and close the window.

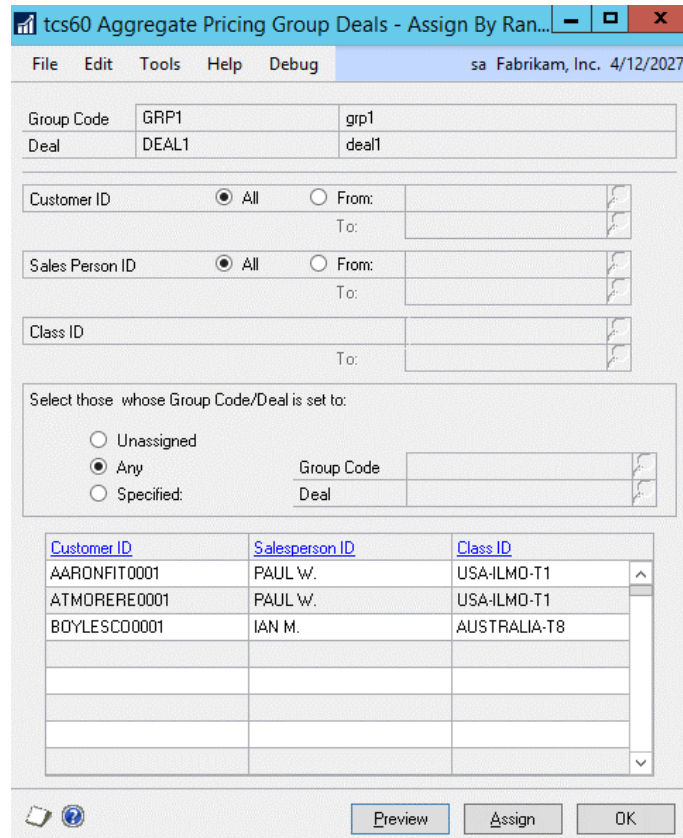
Click Delete to remove all customers from the selected aggregate group and deal.

18. Aggregate Pricing Group Deals – Assign Customers by Range Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Deals – Assign Customers >> Ranges button

Use the Aggregate Pricing Group Deals – Assign Customers by Range window to:

- Assign ranges of customers to an aggregate pricing group deal



18.1 Assigning Ranges of Customers to an Aggregate Pricing Group Deal

To assign ranges of customers to an aggregate pricing group deal in the Aggregate Group Deals – Assign Customers by Range window:

The window opens with the currently selected aggregate group code and deal displayed.

1. Click All to assign all records or From to assign a selection of records for customer ID, salesperson ID, and customer class ID. If you select From, enter To and From values to specify a range, or use the lookups.
2. Select one of the following:
Select Customer whose Group Code/Deal is set to:

Unassigned	Only customers not currently assigned to a deal for the selected group code are included in the range.
Any	All customers are included in the range.
Specified	If you select specified, enter a group code and deal or select one using the lookup. Only those customers that have been assigned to this group code and deal are included in the range. If you specify another deal for the same aggregate group, the selected customer IDs are removed from the original deal when the Assign button is clicked. Links to deals for other aggregate groups are not affected.

3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Assign button to assign the selected range of customers to the current group code.
5. Click OK to close the window.

19. Sales Transaction Entry with Aggregate Pricing

Transactions >> Sales >> Sales Transaction Entry

Item Number	D	U of M	Qty Ordered	Unit Price	Extended Price
ACCS-HDS-TEAR	<input type="checkbox"/>	Each	1	\$0.95	\$0.95
128 SDRAM	<input type="checkbox"/>	Each	1	\$135.00	\$135.00
100XLG	<input type="checkbox"/>	Each	3	\$60.00	\$180.00
	<input type="checkbox"/>		0	\$0.00	\$0.00

Amount Received	\$0.00	Subtotal	\$315.95
Terms Discount Taken	\$0.00	Trade Discount	\$0.00
On Account	\$328.62	Freight	\$0.00
		Miscellaneous	\$0.00
		Tax	\$12.67
		Total	\$328.62

Standard Microsoft Dynamics™ GP sales transaction entry functionality has been extended to incorporate aggregate pricing functionality. When you enter items set up for aggregate pricing against a customer set up for aggregate pricing, you can select the Additional Rework Aggregate Prices option to display the Aggregate Pricing Rework window where aggregated prices are displayed and available for selection. If this option is selected where ordered items do not qualify for aggregate discounts or the customer has not been set up for aggregate pricing, then the window is not displayed. See How Aggregate Prices are Calculated for further details.

If you select to Save, Post, Transfer, or Print the document, then where aggregate prices are applicable, a dialogue box asks you if you want to rework aggregate prices. Click Yes to display the Aggregate Pricing Rework window.

Note that aggregate prices cannot be calculated against returns transactions, printed invoices, or inter-site transfers (see the Trinity Inter-Site Transfers User Guide for further details).

Also, note that items given on a free quantity promotion are not included in aggregate pricing calculations.

Select the Aggregate Pricing Information Additional option to display the Aggregate Pricing Tracker window where you can view aggregate pricing information for the current transaction.

The Item Catalog and Search window denotes items in an aggregate group with an A symbol. See Trinity Catalog Based Sales for further details.

20. Aggregate Pricing Rework Window

Transactions >> Sales >> Sales Transaction Entry >> Additional >> Rework Aggregate Prices

Use the Aggregate Pricing Rework window to:

- View and select aggregate prices

Item Number	Original Unit Price	New Unit Price	Promotion	Sheet	User	Reserved	Update?	Qty
24X IDE	\$40.00	\$30.00	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
32X IDE	\$55.00	\$40.00	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
40X IDE	\$65.00	\$45.00	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	

20.1 Selecting Aggregate Prices in the Aggregate Pricing Rework window

To view and select aggregate prices in the Aggregate Pricing Rework window:

1. All items applicable for aggregate pricing rework on the displayed order are displayed in the scrolling window with the original unit price and the new unit price available through aggregate pricing rework.

Items whose original unit prices are derived from a promotion are shown in the window if the Show Promotion Priced Items in Rework window option is set in the Extended Pricing Extras Setup window.

The relevant checkbox is marked to show if the original unit price is entered by the user, or if it is derived from either a promotion, a customer-assigned price sheet, or a reserved stock (see the Trinity Reserved Stock User Guide for further details).

2. By default, all displayed items without a Source of Original Price checkbox marked are selected for update. Also, items whose Source of Original Price is set to Sheet are selected for an update if the Default Customer Price Sheet Items to rework prices option is set in the Extended Pricing Extras Setup window. All items can be selected or deselected for an update by clicking the “Update?” checkboxes, or by clicking the Mark All/Unmark All buttons.
3. When the required items are selected, click Process. The window closes, and the displayed new unit prices replace the original unit prices in the sales transaction.

Note that you can click Cancel at any point to close the window.

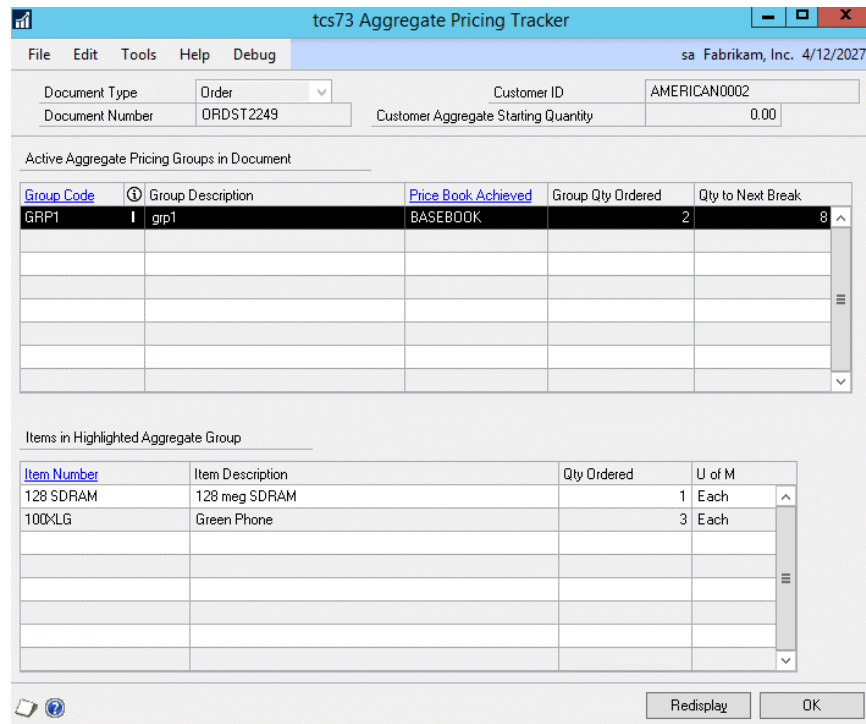
21. Aggregate Pricing Tracker Window

Transactions >> Sales >> Sales Transaction Entry >> Additional >> Aggregate Pricing Information

Use the Aggregate Pricing Tracker window to:

- View aggregate pricing quantity details during sales transaction entry

Note that this window is also available from the Item Catalog and Search window (see the Trinity Catalog Based Sales User Guide for further details).



21.1 Viewing Aggregate Pricing Quantity Details During Sales Transaction Entry

To view aggregate pricing quantity details during sales transaction entry with the Aggregate Pricing Tracker window:

1. The window opens, displaying the current sales document and customer ID. Details displaying in the scrolling windows are dependent upon from where the window was opened.

Opened from Sales Transaction Entry	
Upper scrolling window	Displays all aggregate groups active within the current sales document
Lower scrolling window	Displays all items in the selected group (upper scrolling window) that are in the current sales document
Opened from Item Catalog and Search	
Upper scrolling window	Displays only the aggregate group containing the currently selected item
Lower scrolling window	Displays only the selected item (all items in the group on the current sales document can be displayed by clicking the View all Sales Document Items in Group checkbox)

Note that the scrolling window heading varies depending on from which screen you opened the window.

The upper scrolling window displays how many items from the group have been ordered, and how many further items need to be ordered to achieve the next aggregate quantity break.

To view further details on a displayed group, select the group, then click the Group Code zoom button to display the Aggregate Pricing Group Detail View window.

To establish how an aggregate price was achieved, select an item and click the Item Number zoom button and select Price Trace to display the Aggregate Pricing Price Trace window and Price Trace window. The price trace is run automatically.

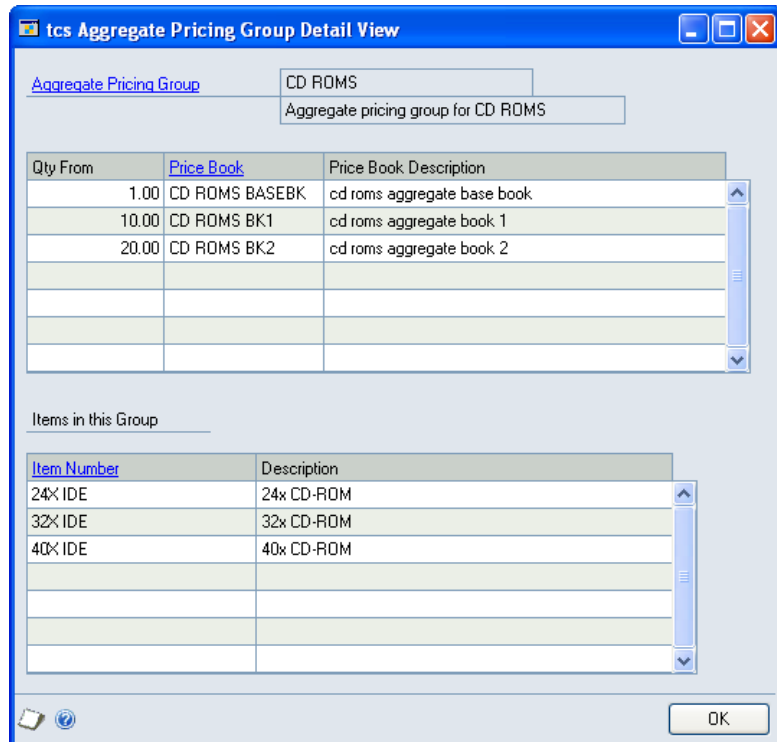
2. After you have viewed the required information, click OK to close the window.

22. Aggregate Pricing Group Detail View Window

Transactions >> Sales >> Sales Transaction Entry >> Additional >> Aggregate Pricing Information >> Group Code link button

Use the Aggregate Pricing Group Detail View window to:

- View aggregate group details during sales transaction entry



22.1 Viewing Aggregate Group Details During Sales Transaction Entry

To view aggregate group details during sales transaction entry using the Aggregate Pricing Group Detail View window:

1. The window opens with the selected aggregate pricing group displayed. The upper scrolling window displays quantity break details. The lower scrolling window displays all items in the aggregate group.

To establish how an aggregate price was achieved, select an item and click the Item Number zoom button and select Aggregate Price Trace to display the Aggregate Pricing Price Trace window and Price Trace window. The price trace is run automatically.

2. Click OK to close the window.

23. Aggregate Pricing Price Trace Window

Enquiries >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Price Trace

Use the Aggregate Pricing Price Trace window to:

- View information about how an aggregate price is calculated for a customer or prospect

Note that this window is also available as an Additional option from the Price Trace Inquiry window.

23.1 Tracing an Aggregate Price Calculation

Use the Aggregate Pricing Price Trace window to find out how an item's aggregate price is calculated for a customer. You can use this window to view the total price, the steps taken to calculate the price, and the price book used to calculate the price.

To trace an aggregate price calculation in the Aggregate Pricing Price Trace window:

1. Select Customer or Prospect, enter a customer ID or prospect ID, or select one using the lookup.

If an aggregate starting quantity has been set for the selected customer, then this is displayed in the Aggregate Starting Quantity field.

2. Enter a currency ID or select one using the lookup.
3. Enter an item number or select one using the lookup.
4. Select a unit of measure from the drop-down menu.
5. Enter a date for the price inquiry.

Note that the current date is selected by default.

6. Enter a quantity if required. The quantity is used if quantity break pricing is set up for the selected item. The price per item is calculated.
7. Enter a quantity in the Accumulated Quantity in Aggregate Unit field. This number is the aggregate quantity of items in the aggregate group, represented in the aggregate unit. This quantity is used to find the aggregate quantity break.
8. Click Trace.

The price book that the aggregate price is taken from is displayed in the Price Book Achieved field.

The Microsoft Dynamics™ GP Price Trace Inquiry window is displayed showing standard details, including the price for the item based on details entered and the price sheet from which the price is taken. Click OK to close the Price Trace Inquiry window.

9. Click OK to close the Aggregate Pricing Price Trace window.

Note that you can click Clear at any point to clear any entries made in the window.

Site-Specific Pricing

Site-specific pricing functionality enables you to define item prices by their location. You may have items that are sold at different prices, depending upon their site. Site-specific pricing is enabled by site price types. Site price types act as a link between sites and price sheets. Both sites and price sheets can be assigned to a site price type. Set up a site price type using the Site Price Type Maintenance window.

When you enter a sales transaction against a site that has been assigned to a site price type, the system checks each item on the transaction to see whether it appears on a price sheet assigned to the site price type. Where items appear on a price sheet assigned to the site price type, then that price sheet price is used in the transaction.

See Appendix C for details of windows that incorporate site-specific pricing functionality.

Note that if you have site-specific pricing switched on, then all price sheets in use must be assigned to a site price type.

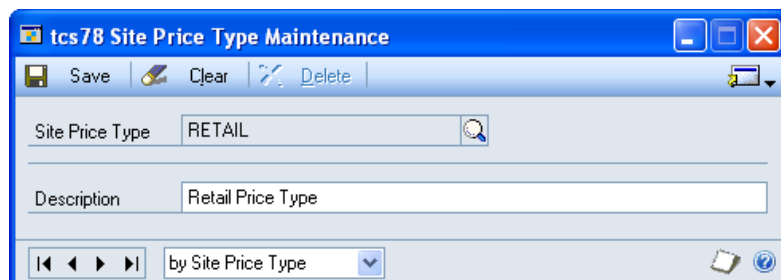
Also, note that site pricing functionality is not be incorporated into Microsoft Dynamics™ GP reporting functions.

24. Site Price Type Maintenance Window

Cards >> Trinity >> Extended Pricing Enhancements >> Site Price Type Maintenance

Use the Site Price Type Maintenance window to:

- Set up site price types



24.1 Setting Up Site Price Types

To set up site price types using the Site Price Type Maintenance window:

1. Enter a site price type or select one using the lookup.
2. Enter a description for the site price type.

Note that you can click the Go To button to display the Assign Site IDs to Site Price Types window or the Assign Price Sheets to Site Price Types window.

3. Click Save to save any changes made in the window.

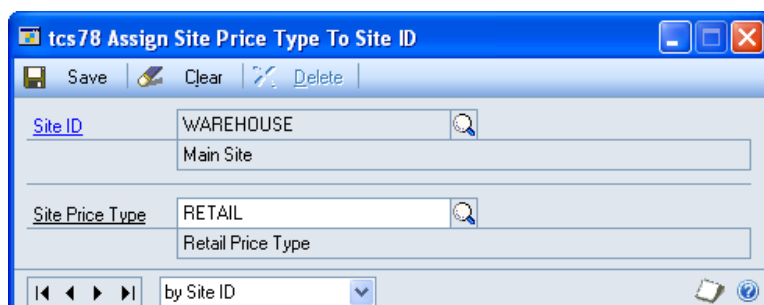
Click Delete to delete the displayed site price type. You cannot delete a site price type that is currently assigned to a price sheet or site ID.

25. Assign Site Price Type To Site ID Window

Cards >> Trinity >> Extended Pricing Enhancements >> Assign Site Price Type To Price Sheet ID

Use the Assign Site Price Type To Site ID window:

- Assign a site price type to a site ID



This window is also available as an Additional option from the Site Maintenance window.

25.1 Assigning a Site Price Type to a Site ID

To assign a site price type to a site ID using the Assign Site Price Type To Site ID window:

1. The currently selected site ID is displayed by default. Click the lookup to select an alternate site ID.
2. Enter a site price type to assign to the site ID or select one using the lookup. Note that a site can only be assigned to one site price type.
3. Click Save to save any changes made in the window.

Click delete to unassign a site price type from a site ID.

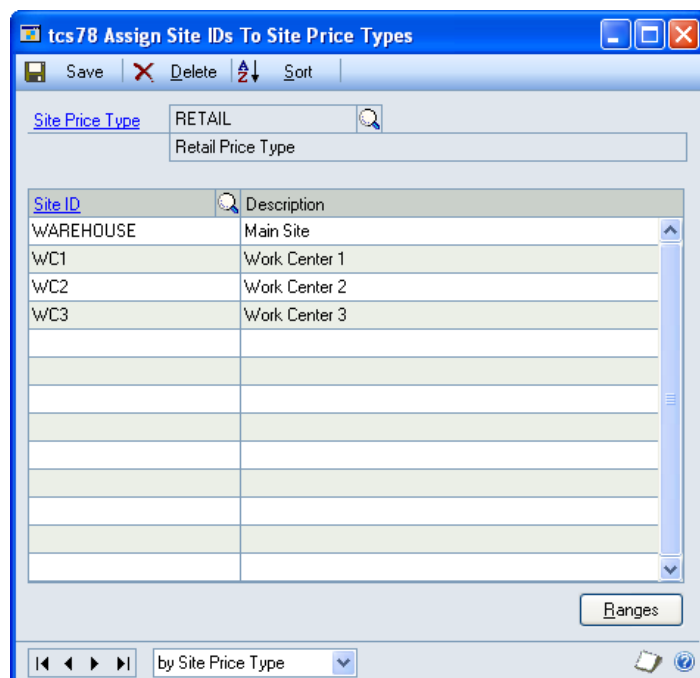
26. Assign Site IDs To Site Price Types Window

Cards >> Trinity >> Extended Pricing Enhancements >> Assign Site ID's To Site Price Types

Use the Assign Site IDs To Site Price Type window to:

- Assign a site price type to multiple sites

Note that this window can also be displayed from the Site Price Type Maintenance window.



26.1 Assigning a Site Price Type to Multiple Sites

To assign a site price to multiple sites using the Assign Site IDs To Site Price Types window:

1. Enter a site price type or select one using the lookup.
2. Enter a site ID to assign to the site price type or select one using the lookup. You can assign as many site IDs to the site price type as required.

Alternatively, click the Ranges button to display the Assign Site IDs To Site Price Type - By Range window where you can assign a range of site IDs to a site price type.

3. Click Save to save any changes made in the window.

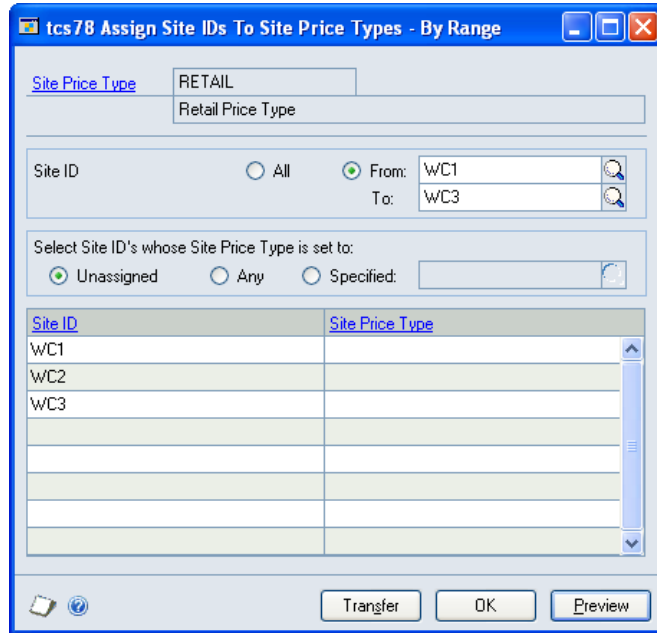
Click Delete to unassign all displayed site IDs from the selected site price type.

27. Assign Site IDs To Site Price Types - By Range Window

Cards >> Trinity >> Extended Pricing Enhancements >> Assign Site ID's To Site Price Types >> Ranges button

Use the Assign Site IDs To Site Price Type - By Range window to:

- Assign a site price type to a range of sites



27.1 Assigning a Site Price Type to a Range of Sites

To assign a site price type to a range of items in the Assign Site IDs To Site Price Type - By Range window:

1. All site IDs are selected by default. Accept this selection, or click From and input from and to values, or use the lookups to specify a range.
2. For the Select Site IDs whose Site Price Type is set to option select one of the options:

Unassigned	Only sites not currently assigned to a site price type are included in the range.
Any	All sites are included in the range.
Specified	If you select specified, enter a site price type or select one using the lookup. Only sites assigned to this site price type are included in the range.

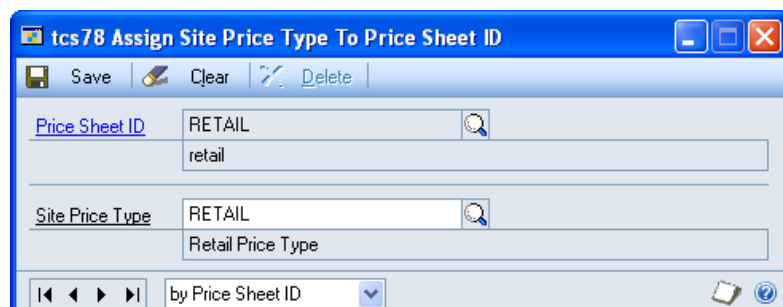
3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Transfer button to assign the selected range of sites to the current site price type.
5. Click OK to close the window.

28. Assign Site Price Type To Price Sheet ID Window

Cards >> Trinity >> Extended Pricing Enhancements >> Assign Site Price Type To Price Sheet ID

Use the Assign Site Price Type To Price Sheet ID window:

- Assign a site price type to a price sheet



28.1 Assigning a Site Price Type to a Price Sheet

To assign a site price type to a price sheet using the Assign Site Price Type To Price Sheet ID window:

1. Enter a price sheet ID or select one using the lookup.
2. Enter a site price type to assign to the price sheet or select one using the lookup.

Note that a price sheet may only be allocated to one site price type at a time.

3. Click Save to save any changes made in the window.

Click Delete to unassign the site price type from the price sheet.

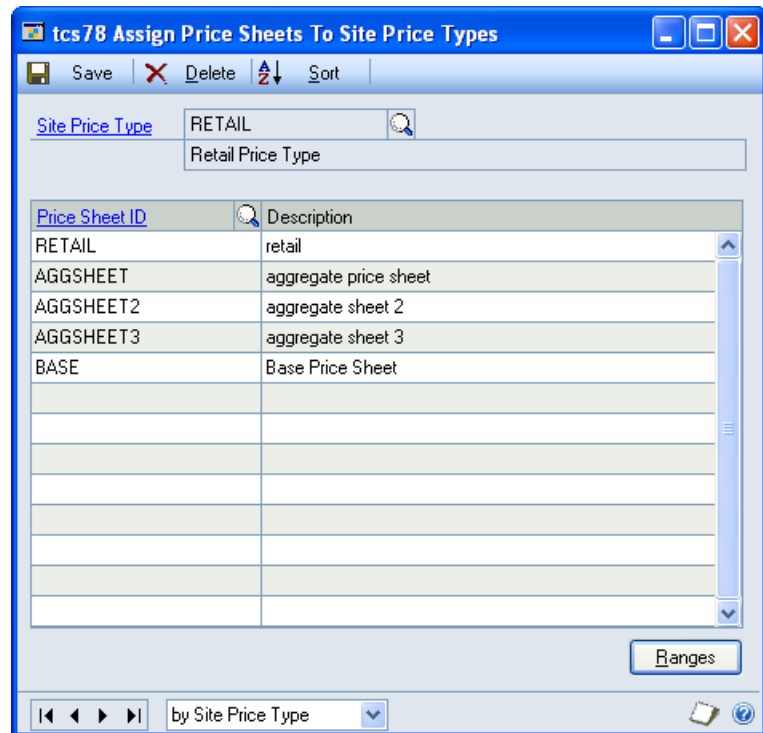
29. Assign Price Sheets To Site Price Types Window

*Cards >> Trinity >>
Extended Pricing
Enhancements >> Assign
Price Sheets To Site Price
Types*

Use the Assign Price Sheets To Site Price Types window to:

- Assign multiple price sheets to a site price

Note that this window can also be displayed from the Site Price Type Maintenance window.



29.1 Assigning Multiple Price Sheets to a Site Price Type

To assign multiple price sheets to a price type using the Assign Price Sheets To Site Price Types window:

1. Enter a site price type or select one using the lookup. If you opened this window from the Site Price Type Maintenance window, then the site price type is displayed by default.
2. Enter a price sheet ID to assign to the site price type or select one using the lookup. You can assign as many price sheets to the site price type as required. A price sheet may only be assigned to one site price type at a time.

Note that you can click the Ranges button to display the Assign Price Sheets To Site Price Types - By Range window, where you can assign a range of price sheets to a site price type.

3. Click Save to save any changes made in the window.

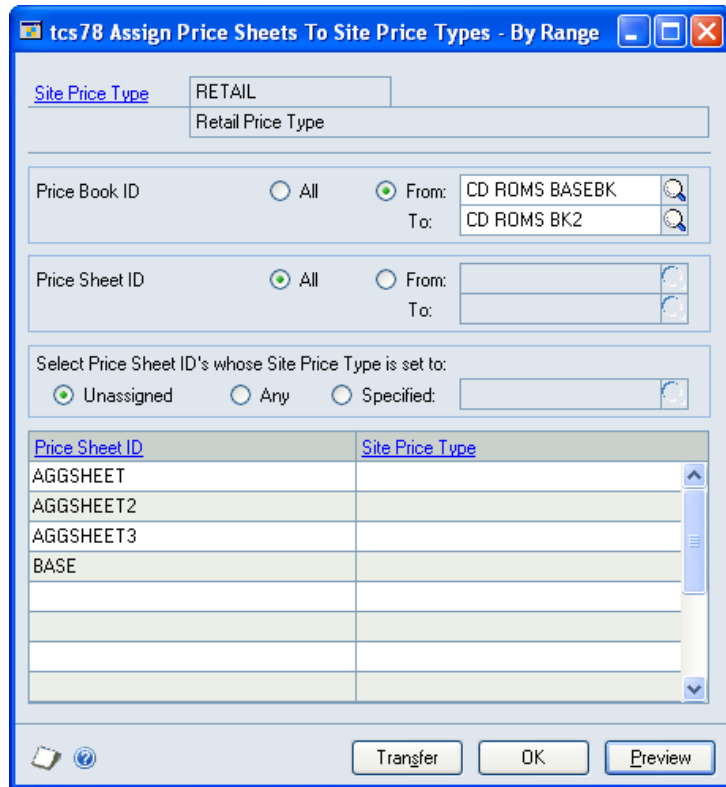
Click Delete to unassign all price sheets from the displayed site price type.

30. Assign Price Sheets To Site Price Types - By Range Window

Cards >> Trinity >> Extended Pricing Enhancements >> Assign Price Sheets To Site Price Types >> Ranges button

Use the Assign Price Sheets To Site Price Types - By Range window to:

- Assign ranges of price sheets to a site price type



30.1 Assigning Ranges of Price Sheets to a Site Price Type

To assign ranges of price sheets to a site price type in the Assign Price Sheets To Price Types - By Range window:

1. All price book IDs are selected by default. Accept this selection, or click From and input from and to values, or use the lookups to specify a range.
2. All price sheet IDs are selected by default. Accept this selection, or click From and input from and to values, or use the lookups to specify a range.
3. For the Select Price Sheet IDs whose Site Price Type is set to option select one of the options:

Unassigned	Only price sheets not currently assigned to a site price type are included in the range.
Any	All price sheets are included in the range.
Specified	If you select specified, enter a site price type or select one using the lookup. Only price sheets assigned to this site price type are included in the range.

4. Click the Preview button to preview your selection in the scrolling window.
5. Click the Transfer button to assign the selected range of price sheets to the current site price type.
6. Click OK to close the window.

31. Price Trace - Site ID Window

Inquiry >> Inventory >> Extended Pricing >> Price Trace

Use the Price Trace - Site ID window to:

- Trace a site-specific price



31.1 Tracing a Site-Specific Price

To trace a site-specific price using the Price Trace - Site ID window:

1. The Price Trace - Site ID window is displayed by default when you open the Microsoft Dynamics™ GP Price Trace window if you have Site-Specific Pricing switched on in the Extended Pricing Extras Setup window.

If you have site-specific pricing switched on, then you are required to enter a site ID before performing a price trace.

2. Enter a site ID or select one using the lookup.

Order Value Discounts

The Order Value Discount feature allows Trade Discount in Sales Transaction Entry to be automatically calculated as a percentage of the document total.

Customers are assigned to Order Value Discount groups, and each group can have its own set of value bands and discount percentages.

See the Order Value Discount Group maintenance window for details of how to set up Order Value Discount groups, the Order Value Discounts – Assign Customers window for details of how to assign customers to Order Value Discount Groups, and the Order Value Discount Rates window for details of how to set up order value bands and discount percentages.

Items can be excluded from the Order Value Discount calculation by adding them to a list of excluded items. See the Order Value Discounts – Excluded Items window. The percentage discount is not applied to items that are excluded from Order Value Discount. A setup option determines whether the value of excluded items is included in the order value total used to set the discount band.

From within Sales Transaction Entry, individual item lines and individual documents can be omitted from Order Value Discount, if the appropriate options are enabled in the Order Value Discount Setup window. A further setup option determines whether the calculated discount percentage can be manually overridden.

32. How Order Value Discount is Calculated

Order Value Discount is calculated as a percentage of the document subtotal in Sales Transaction Entry. The calculated discount is placed in the Trade Discount field. If Order Value Discount applies to a sales document, the Trade Discount field cannot be edited.

If a Trade Discount percentage is set against the customer in the Dynamics GP Customer maintenance window, this takes precedence, and Order Value Discount is not applied to documents for this customer.

Order Value Discount is applied when entering a sales document for a customer who is assigned to an Order Value Discount Group for the originating currency of the document.

As lines are entered, the document subtotal is checked against the breakpoints set up for the Order Value Discount group. Unless the Excluded Items in Total Order Value option is enabled in the Order Value Discounts Setup window, the value used to check against the breakpoints is reduced by the value of the excluded items if any items on the document are excluded from Order Value Discount. When a breakpoint is achieved, the discount is calculated by applying the percentage to the order value after the deduction of any items which are excluded from Order Value Discount.

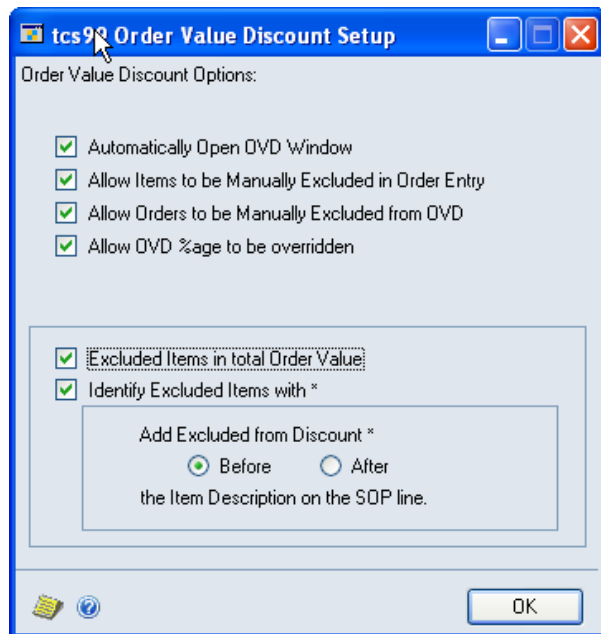
Once the document has been transferred, e.i., an order has been transferred to a fulfillment order or invoice, the percentage achieved is fixed, and further changes to the document do not affect the percentage discount achieved.

33. Order Value Discount Setup Window

Tools >> Setup >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Setup

Use the Order Value Discount Setup window to:

- Set up Order Value Discount options



33.1 Setting Up Order Value Discount options

To set up Order Value Discount options using the Order Value Discount Setup window:

Six options are available within this window:

Automatically Open OVD window	Select this option if you would like the Order Value Discounts information window to open automatically in Sales Transaction Entry. If this option is not selected, the Order Value Discounts information window can be opened from Sales Transaction entry by selecting Additional >> Order Value Discounts.
Allow Items to be Manually Excluded in Order Entry	This option allows individual line items to be selected for exclusion from the Order value discount calculation during entry of a sales document in Sales Transaction Entry.
Allow Orders to be Manually Excluded from OVD	This option allows the calculation of Order Value Discount to be switched off for individual documents.

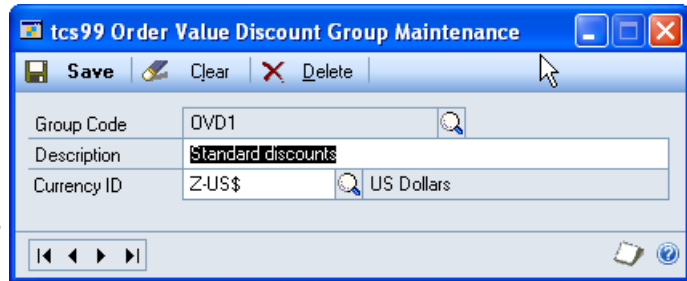
Allow OVD %age to be overridden	This option allows the Order Value Discount percentage to be manually changed for a document.
Excluded Items in total Order Value	If this option is selected, items which are excluded from the Order Value Discount calculation are included in the total order value used to determine the value breakpoint and the applicable discount. If the option is not selected, excluded items are not included in the total order value. Regardless of this option's setting, the value of excluded items is never included in the value to which the discount percentage is applied.
Identify excluded items with *	If this option is selected, items excluded from Order Value Discount have an "*" added to the item description on the sales document. There is an additional selection to add the "*" before or after the standard item description.

34. Order Value Discount Group Maintenance Window

Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Groups

Use the Order Value Discount Group Maintenance window to:

- Set up Order Value Discount Groups



34.1 Setting Up Order Value Discount Groups

To set up order value discount groups using the Order Value Discount Group Maintenance window:

1. Enter a Group Code or select one using the lookup.
2. Enter a description.
3. Enter a Currency ID or select one using the lookup.
4. Click Save to save changes.
5. Note that you can click Clear at any point to clear any entries made in the window.

Click Delete to delete an Order Value Discount Group.

35. Order Value Discounts – Assign Customers Window

Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Assign

Use the Order Value Discounts – Assign Customers window to:

- Assign customers to an Order Value Discount Group

Line Type	Customer Class/ID
Description	
Customer ID	COMMUNIC0002
Customer ID	AARONFIT0001
Customer ID	ADAMPARK0001
Customer ID	ALTONMAN0001
Customer ID	AMERICAN0001
Customer ID	AMERICAN0002
Customer ID	ASTORSUI0001
Customer ID	

35.1 Assigning Customers to Order Value Discount Groups

To assign customers to an Order Value Discount Group using the Order Value Discounts Assign Customers window:

1. Enter a Group Code or select one using the lookup. The group description and currency ID are displayed.
2. In the scrolling window, choose a line type of customer ID or customer class from the drop-down list.
3. Enter a customer ID or class ID or select one using the lookup.
Repeat steps 2 and 3 until all required customers and customer classes have been added to the Order Value Discount group.
Alternatively, click the Ranges button to display the Order Value Discounts – Assign Customer Ranges window where you can assign ranges of customers and classes to the group code.
4. Click Save to save changes.

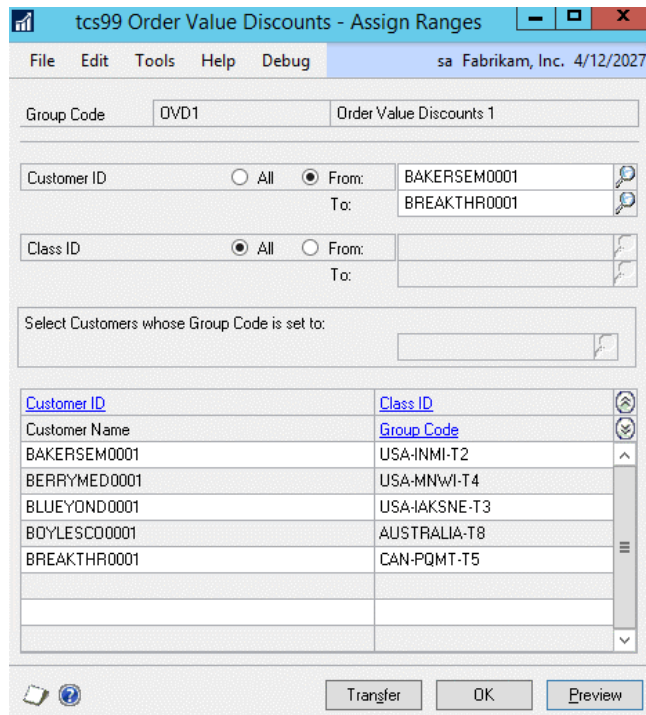
Click Delete to unassign all customers from the group code.

36. Order Value Discounts – Assign Customer Ranges Window

Cards >> Trinity >> Extended Pricing. Enhancements >> Order Value Discount Assign >> Ranges button

Use the Order Value Discounts Assign Customer Ranges window to:

- Assign ranges of customers to an Order Value Discount Group



36.1 Assigning Ranges of Customers to an Order Value Discount Group

To assign ranges of customers to a group in the Order Value Discount Assign Customer Ranges window:

The window opens with the currently selected Order Value Discount Group displayed.

1. Click “All” to assign all records, or “From” to assign a selection of records for a customer ID and class ID. If you select From, enter To and From values to specify a range, or use the lookups.
2. For the Select Customers whose Group Code is set to option select one of the following:

Unassigned	Only customers not currently assigned to an Order Value Discount group are included in the range.
Any	All customers are included in the range.
Specified	If you select specified, enter an Order Value Discount group code or select one using the lookup. Only customers assigned to this group are included in the range.

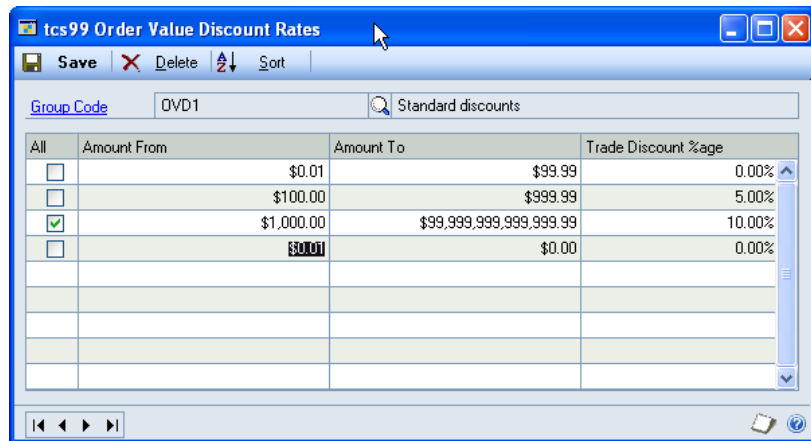
3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Transfer button to assign the selected range of customers to the selected group code.
5. Click OK to close the window.

37. Order Value Discount Rates Window

Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Rates

Use the Order Value Discount Rates window to:

- Maintain order value breakpoints and discount percentages for an Order Value Discount group



37.1 Maintaining Order Value breakpoints and discount percentages

To maintain order value breakpoints and discount percentages in the Order Value Discount Rates window:

1. Enter an Order Value Discount group code or select one using the lookup.
2. In the scrolling window, enter order value ranges and the applicable discounts. For example, to give a discount of 5% on orders over \$500, enter:

Amount from	Amount to	Trade discount %
0.01	499.99	0.00%
500.00	9999999999999999.99	5.00%

3. Click Save to save changes.

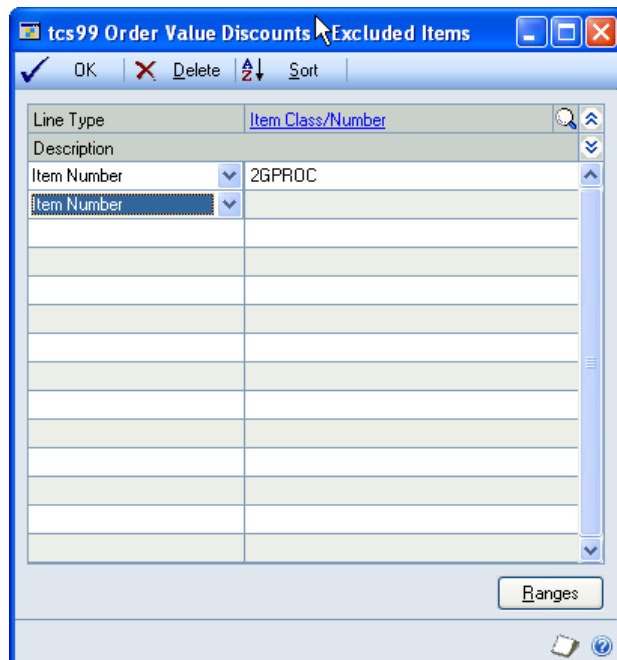
Click Delete to remove all quantity breaks and discounts from the Order Value Discount group.

38. Order Value Discounts – Excluded Items Window

Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Excluded Items

Use the Order Value Discounts – Excluded Items window to:

- Exclude Items from the Order Value Discount calculation



38.1 Excluding Items from Order Value Discount

To exclude items from Order Value Discount using the Order Value Discounts Excluded Items window:

1. In the scrolling window, choose a line type of item class or item number from the drop-down list.
2. Enter an item number or class ID or select one using the lookup.

Repeat steps 1 and 2 until all required items and class IDs have been added to the scrolling window.

Alternatively, click the Ranges button to display the Order Value Discounts – Excluded Items Range window where you can exclude ranges of items from Order Value Discount.

3. Click Save to save changes.

Click Delete to clear the list of excluded items.

39. Order Value Discounts – Excluded Items Range Window

Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Excluded Items >> Ranges button

Use the Order Value Discounts Excluded Items Range window to:

- Exclude ranges of items from Order Value Discounts

Item Number	Class ID	Generic Desc
Item Description		
FAXX-FG3-0001	FINGOODS	FG
HDWR-FGC-0001	FINGOODS	FG
PHAN-FAX-0001	FINGOODS	FG
PHON-FGD-0001	FINGOODS	FG
PHON-FGS-0002	FINGOODS	FG
PSYS-FG1-0001	FINGOODS	FG
VMSY-FG2-0001	FINGOODS	FG

39.1 Excluding Ranges of Items from Order Value Discounts

To exclude ranges of items from Order Value Discounts in the Order Value Discounts Excluded Items Range window:

1. Click All to exclude all items or From to exclude a selection of items by item number, generic description, and class ID. If you select From, enter To and From values to specify a range, or use the lookups.
2. Click the Preview button to preview your selection in the scrolling window.
3. Click the Transfer button to add the selected items to the list of excluded items.
4. Click OK to close the window.

40. Sales Transaction Entry with Order Value Discounts

As a document is entered in Sales Transaction Entry, Order Value Discount is calculated as described in How Order Value Discount is calculated.

You can view the discount achieved so far in the Order Value Discounts window.

If you have enabled the Allow Orders to be Manually Excluded from OVD or Allow OVD %age to be overridden option in the Order Value Discount Setup window, you can perform these functions through the Order Value Discount Document window.

If you have enabled the Allow Items to be Manually Excluded in Order Entry option in the Order Value Discount Setup window, you can omit individual lines from Order Value Discount through the Order Value Discount – Line Item window.

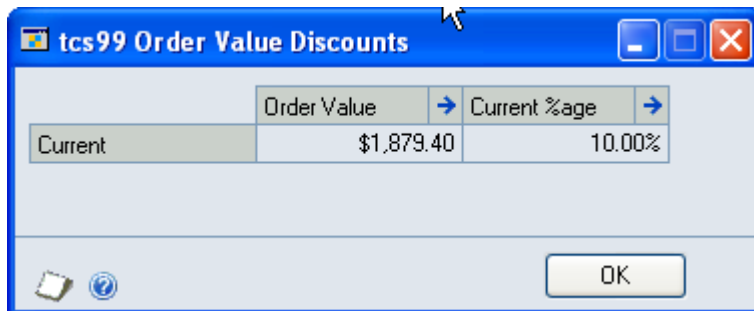
41. The Order Value Discounts Window

Sales Transaction Entry >> Additional >> Order Value Discount

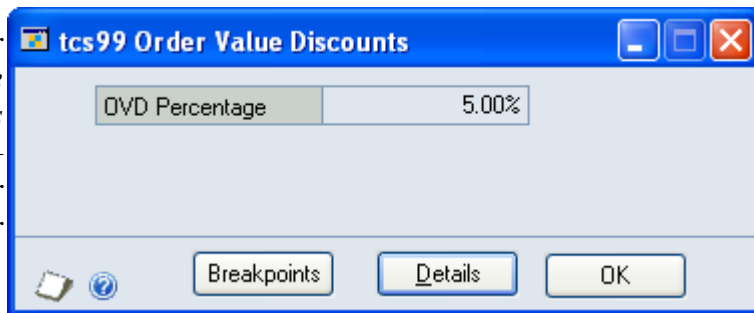
The window is automatically opened if you have enabled the Automatically Open OVD window option in the Order Value Discount Setup window

Use the Order Value Discounts window to:

- View the OVD percentage achieved.



The Order Value Discounts window – after transfer



41.1 Viewing Order Value Discount for a sales document in the Order Value Discounts window

To view the Order Value Discount for a Sales Document using the Order Value Discounts window:

1. For new documents, the window shows the current order value and discount percentage achieved. If relevant, the next available breakpoint and the associated percentage is also

Order Value Discount value remains in the trade discount field, to be manually edited as required.

- By default, the Discount Percent is set to Calculated. Click Manual to override the discount percentage and enter the required value against “Override %age to.”

Note that once you have selected Manual, the discount percentage is not changed automatically as a result of any further changes in order value.

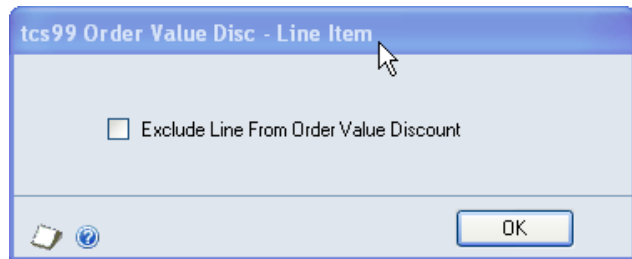
- Click OK to apply your changes and close the window.

43. The Order Value Discount Line Item Window

Sales Transaction Entry >> Additional >> Order Value Disc Line Item

Use the Order Value Discount Line Item window to:

- Exclude a line item from Order Value Discount



43.1 Excluding a line item from Order Value Discount

To exclude a line item from OVD using the Order Value Discount Line Item window:

- Click Exclude Line from Order Value Discount if you do not want OVD to apply to the current document line.
- Click OK to apply your changes and close the window.

Aggregate Promotions

An order qualifies for an aggregate promotion if the total quantity of a range of items on the order reaches a specified level, or if the order includes a minimum quantity of every item from a list.

Multiple quantity breaks can be set against a promotion, with different free items offered as the different breakpoints are achieved.

Four types of Aggregate Promotion can be set up:

- Total Quantity promotions – when the total quantity ordered from a list of items reaches a breakpoint, the order qualifies for a free item
- Every item in a list – to qualify for the free item, one or more of every item in a list must be ordered
- Variable Quantity list – to qualify for the free item, a specified quantity of every item in a list must be ordered
- Points Allocation – these are similar to Total Quantity promotions, but the total order quantity is used as an accumulation of points. The order qualifies for one or more free items from a list, depending on the number of points achieved.

See the Aggregate Promotions Maintenance window for details on how to set up an Aggregate Promotion, and see Aggregate Promotions Maintenance-Free Items window, for details of how to set up breakpoints and free items. For details of how to set up the list of items contributing to the promotion, see the Aggregate Promotions– Assign Items window.

An aggregate promotion can be made available to a range of customers – see Aggregate Promotions – Assign Customers window.

44. How Aggregate Promotions are Calculated

44.1 Total Quantity Promotions

The total quantity ordered of the items assigned to the promotion is checked against the promotion breakpoints in order to determine whether an order qualifies for a total quantity promotion.

For example:

From Quantity	Free Item Number or List		U of M	Quantity Free	Maximum Quantity Free
10	Item Number	D/12345	Each	1	0
100	List	PRLIST	N/A	2	2

In the above promotion, if the total order quantity is less than 10, the order does not qualify for the promotion.

If the total order quantity is 10 or above, but less than 100, a free item D/12345 is available for every 10 ordered.

If the total order quantity is 100 or above, 2 free items from the item list PRLIST are available. As the Maximum Quantity Free is set to 2, the order does not qualify for more free items at this breakpoint, regardless of increases in the order volume.

An option against each promotion on the Aggregate Promotions Maintenance window determines whether free items are offered from multiple quantity breaks. If Allow Free Items from Multiple Quantity Breaks is not enabled, once a higher quantity break is achieved, lower quantity breaks become inactive. So in the example above, an order of 110 would receive only the 2 free items from the higher breakpoint. If Allow Free Items from Multiple Quantity Breaks is enabled, the total quantity is assessed against both quantity breaks. So in the example above, an order of 110 would receive the 2 free items from the higher breakpoint and 1 free item from the lower breakpoint.

44.2 Points Allocation Promotions

As for Total Quantity Promotions, the total order quantity of the items assigned to the promotion is checked against the promotion breakpoints. However, the order total quantity can then be used as a points value to assign to free items from any of the achieved breakpoints.

For example:

From Quantity	Free Item Number or List		U of M	Quantity Free	Maximum Quantity Free
10	Item Number	D/12345	Each	1	n/a
20	List	PRLIST	N/A	1	n/a
30	Item Number	X12	Each	1	n/a
50	List	P2LIST	N/A	1	n/a

In the above promotion, if the total order quantity is less than 10, the order does not qualify for the promotion.

If the total order quantity is 10 or more, but less than 20, a free item D/12345 is available.

If the total order quantity is, for example, 35, any combination of items from the breakpoints at 10, 20, and 30 can be selected so long as the total “points” used does not exceed 35. The customer could choose to take three of item D/12345, or one of item D/12345 and one item from the list PRLIST, or one of item X12.

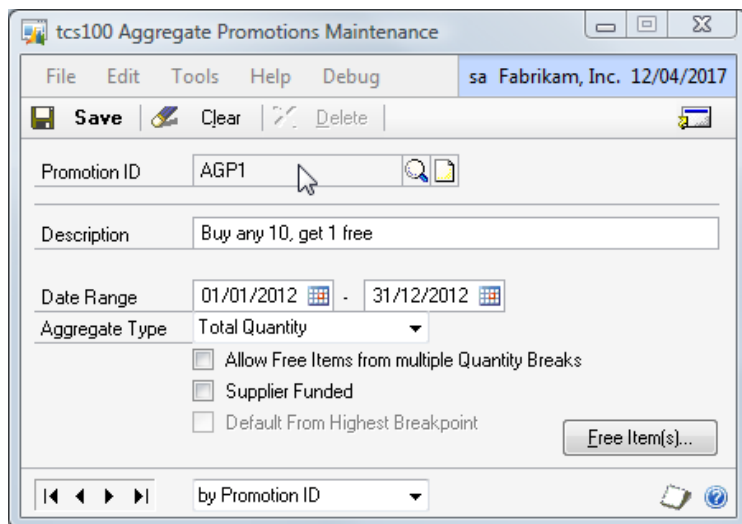
If the total order quantity exceeds 50, items from any of the breakpoints can be chosen until all the points have been allocated.

45. Aggregate Promotions Maintenance Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions Maintenance

Use the Aggregate Promotions Maintenance window to:

- Set up Aggregate Promotions



45.1 Setting Up Aggregate Promotions

To set up Aggregate Promotions using the Aggregate Promotions Maintenance window:

1. Enter a Promotion ID or select one using the lookup.
2. Enter a description.
3. Enter the Date Range during which the promotion is available.
4. Select an Aggregate Type from the drop-down. There are four options:

Total Quantity	When a sales order is entered, the total quantity of the contributing items is accumulated. This quantity is then checked against quantity breakpoints to determine whether the order qualifies for the promotion.
Every Item in List	To qualify for this type of promotion, a minimum quantity of every item in a list must be ordered.
Variable Quantity List	To qualify for the free item, a specified quantity of every item in a list must be ordered
Points Allocation	Similar to Total Quantity promotions, but the total order quantity is used as a point value. The order qualifies for one or more free items from a list, depending on the number of points achieved.

5. Select “Allow Free Items from multiple Quantity Breaks” to allow multiple quantity breaks to be active. See How Aggregate Promotions are calculated for more details. Note that this option is only available for Total Quantity type promotions.
6. Select Supplier Funded to indicate that this promotion is funded by a supplier. This field is for information only and does not affect the Aggregate Promotion calculation.
7. For Points Allocation type promotions only, select the option to Default from Highest Breakpoint if you would like the system to offer default-free items for the number of points achieved. The default allocation starts with the free item for the highest breakpoint achieved. The points allocation may be changed by the user. If this option is not set, no free items are given by default. If the default allocation involves selection from a free item list, the default item from the list is used if one has been specified. If a list with no default item is encountered, the default points allocation stops at that breakpoint.
8. Note that you can click Clear at any point to clear any entries made in the window.

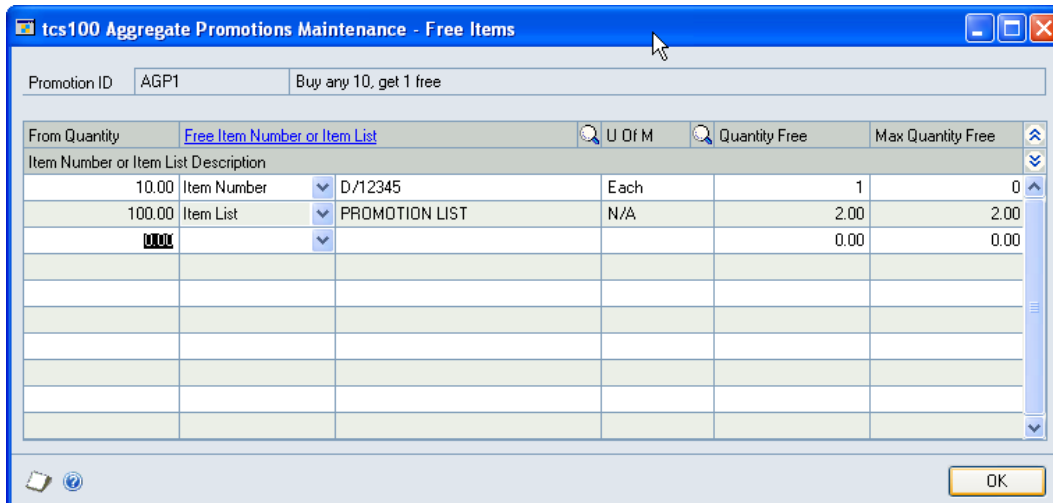
Click Delete to delete an Aggregate Promotion.

46. Aggregate Promotions Maintenance-Free Items Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions Maintenance >> Free Item(s) button

Use the Aggregate Promotions Maintenance-Free Items window to:

- Maintain the quantity breakpoints and free items for an Aggregate Promotion



Promotion ID	AGP2	list of items
Quantity Required Per Item	1.00	
Free Item Number or Item List	Item Number	
Item Number	A/123/457	
Unit Of Measure	Each	
Quantity Free	1	
Maximum Quantity Free	5	

46.1 Maintaining Aggregate Promotion Breakpoints

To maintain breakpoints and free items using the Aggregate Promotion Maintenance-Free Items window for Total Quantity and Points Allocation Promotions:

The window opens with the currently selected Promotion ID displayed.

1. In the scrolling window, enter the quantity which must be ordered to qualify for the aggregate promotion.
2. From the drop-down list, select Free Item Number or Item List. You should select Item List if a choice of free items is offered.
3. If you selected Free Item Number, enter the item number and unit of measure that are given free on orders qualifying for the promotion. If you selected Item List, enter a Free Item List ID. See Free Item List Maintenance for details of how to set up lists of free items.
4. Enter the quantity to be given free when the From Quantity is ordered. Note that for Points Allocation promotions, this quantity is set to 1 and cannot be changed.
5. Enter the maximum quantity to be given free. If zero is entered, there is no limit to the number of free items that are given. Note that this field is not available for Points Allocation promotions.
6. If there are multiple quantity breaks with different free items at different breakpoints, repeat steps 1 to 5 to enter further breakpoints.

To maintain breakpoints and free items using the Aggregate Promotion Maintenance-Free Items window for Every Item in List Promotions and Variable Quantity List Promotions:

The window opens with the currently selected Promotion ID displayed.

1. For Every Item in List type promotions, enter the quantity to be ordered from every item in the list to qualify for the promotion. This field is not available for Variable Quantity List type promotions.

2. From the drop-down list, select Free Item Number or Item List. You should select Item List if a choice of free items is offered.
3. If you selected Free Item Number, enter the item number and unit of measure that are given free on orders qualifying for the promotion. If you selected Item List, enter a Free Item List ID. See Free Item List Maintenance for details of how to set up lists of free items.
4. Enter the quantity to be given free when the From Quantity is ordered.
5. Enter the maximum quantity to be given free. If zero is entered, there is no limit to the number of free items that are given.
6. Click OK to save your entries and close the window.

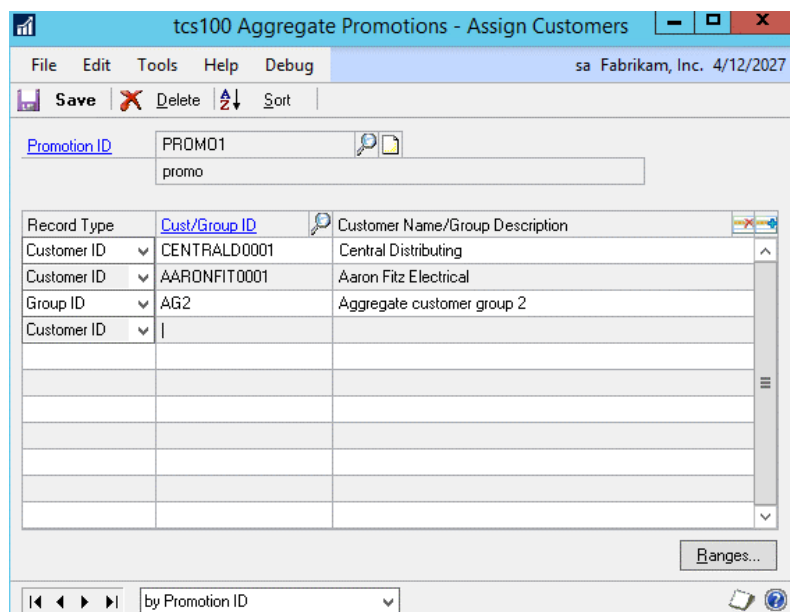
47. Aggregate Promotions – Assign Customers Window

*Cards >> Trinity >>
Extended Pricing
Enhancements >> Aggregate
Promotions – Assign
Customers*

This window is also available from Go To >> Assign Customers on the *Aggregate Promotions Maintenance window*.

Use the Aggregate Promotions – Assign Customers window to:

- Assign Customers to an Aggregate Promotion



47.1 Assigning Customers to Aggregate Promotions

To assign Customers to an Aggregate Promotion in the Aggregate Promotions – Assign Customers window:

1. Enter a Promotion ID or select one using the lookup. The promotion description is displayed.
2. In the scrolling window, select a Record Type of Customer ID or Group ID.
3. Enter a customer ID or group ID, or select one from the lookup.
4. Repeat steps 2 and 3 until all required customers and groups have been added to the Promotion.

Alternatively, click the Ranges button. You can then choose to display the Aggregate Promotions – Assign Customers by Range window (where you can assign ranges of customers to the promotion), or the Aggregate Promotions – Assign Customer Groups by Range window (where you can assign ranges of groups to the promotion.)

5. Click Save to save changes.

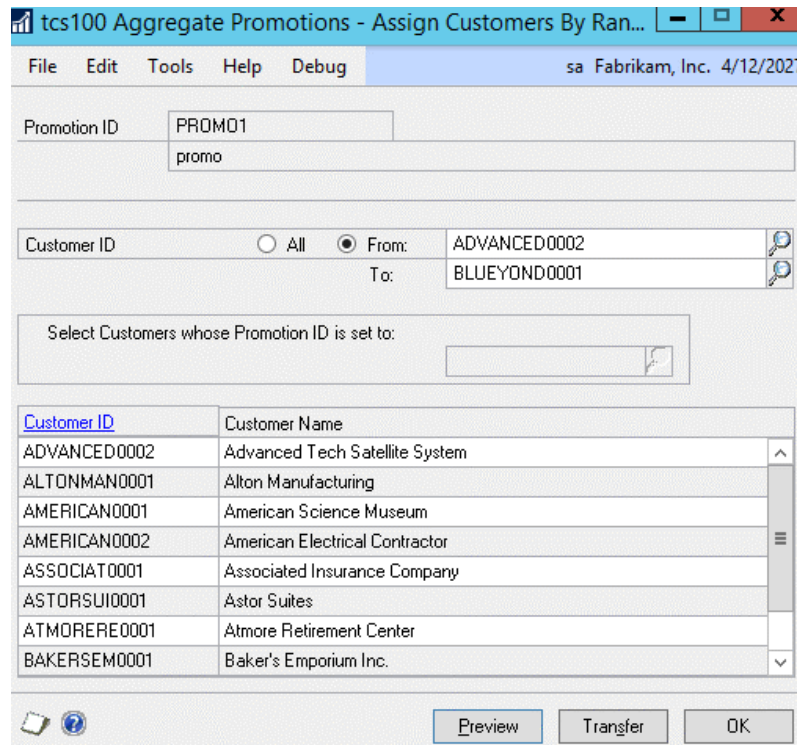
Click Delete to unassign all customers from the promotion.

48. Aggregate Promotions – Assign Customers by Range Window

Cards >> Trinity >> Extended Pricing. Enhancements >> Aggregate Promotions – Assign Customers >> Ranges button >> Assign Customers option

Use the Aggregate Promotions – Assign Customers by Range window to:

- Assign ranges of customers to an Aggregate Promotion



48.1 Assigning a Range of Customers to an Aggregate Promotion

To assign a range of customers to an Aggregate Promotion in the Aggregate Promotions - Assign Customers by Range window:

The window opens with the currently selected Promotion ID displayed.

1. Click All to assign all records or From to assign a range of customers. If you select From, enter To and From values to specify a range, or use the lookups.
2. For the Select Customers whose Promotion ID is set to option select one of the following:

Unassigned	Only customers not currently assigned to any Aggregate Promotion are included in the range.
Any	All customers are included in the range.
Specified	If you select specified, enter an Aggregate Promotion ID or select one using the lookup. Only customers assigned to this promotion are included in the range.

3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Transfer button to assign the selected range of customers to the selected promotion ID. Note that this does not affect any existing promotion assignments of the selected customers, as a customer may be assigned to multiple promotions at the same time.

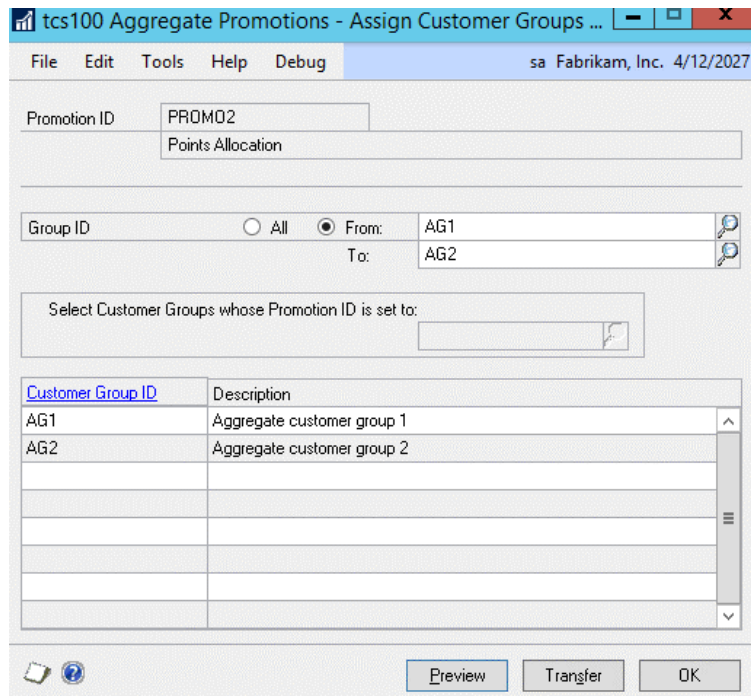
Click OK to close the window.

49. Aggregate Promotions – Assign Customer Groups by Range Window

Cards >> Trinity >> Extended Pricing. Enhancements >> Aggregate Promotions – Assign Customers>> Ranges button>>Assign Customer Groups option

Use the Aggregate Promotions – Assign Customers by Range window to:

- Assign ranges of customer groups to an Aggregate Promotion



49.1 Assigning a Range of Customer Groups to an Aggregate Promotion

To assign a range of customer groups to an Aggregate Promotion in the Aggregate Promotions - Assign Customer Groups by Range window:

The window opens with the currently selected Promotion ID displayed.

1. Click All to assign all records or From to assign a range of customer groups. If you select From, enter To and From values to specify a range, or use the lookups.
2. For the Select Customer Groups whose Promotion ID is set to option select one of the following:

Unassigned	Only customer groups not currently assigned to any Aggregate Promotion are included in the range.
Any	All customer groups are included in the range.
Specific	If you select specific, enter an Aggregate Promotion ID or select one using the lookup. Only customer groups assigned to this promotion are included in the range.

3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Transfer button to assign the selected range of customer groups to the selected promotion ID. Note that this does not affect any existing promotion assignments of the selected customer groups, as a customer group may be assigned to multiple promotions at the same time.

Click OK to close the window.

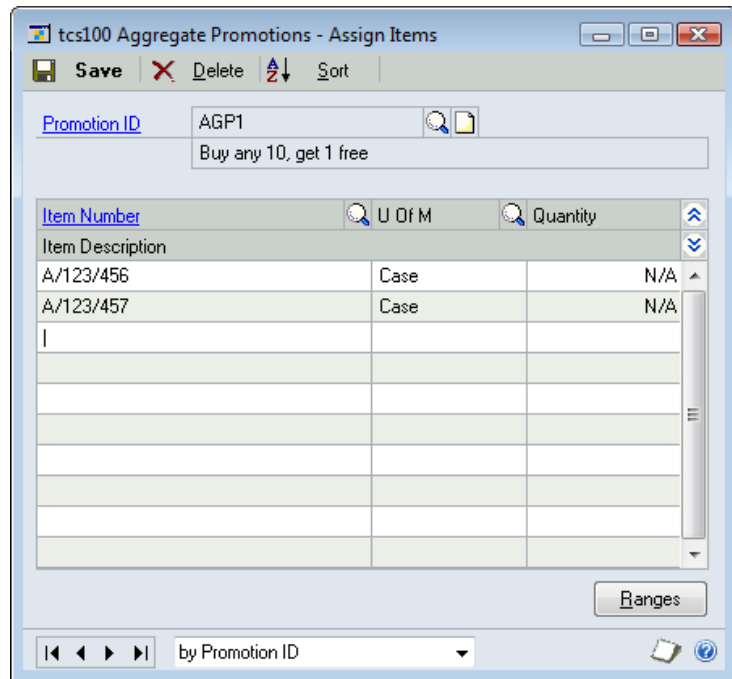
50. Aggregate Promotions – Assign Items Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions – Assign Items

This window is also available from Go To >> Assign Items on the *Aggregate Promotions Maintenance window*.

Use the Aggregate Promotions – Assign Items window to:

- Assign Items to an Aggregate Promotion



50.1 Assigning Items to Aggregate Promotions

To assign Items to an Aggregate Promotion in the Aggregate Promotions – Assign Items window.

1. Enter a Promotion ID or select one using the lookup. The promotion description is displayed.
2. In the scrolling window, enter an item number or select one from the lookup.
3. Enter a Unit of Measure or select one using the lookup. Order quantities for this item are converted to this unit of measure when totaling the quantity ordered for this Aggregate Promotion.

When the item number is entered, the Unit of Measure is set to a default value using the following hierarchy:

- the Aggregate Pricing Unit for the item from the Aggregate Pricing Unit Item Maintenance window
- the Aggregate Pricing Unit for the item's Unit of Measure Schedule from the Aggregate Pricing Unit of Measure Maintenance window
- the default selling unit for the item
- the base unit of measure for the item

4. For Variable Quantity List type promotions, enter the quantity required for this item.
5. Repeat steps 2, 3, and 4 until all required items have been added to the Promotion.

Alternatively, click the Ranges button to display the Aggregate Promotions – Assign Items by Range window where you can assign ranges of items to the promotion.

6. Click Save to save changes.

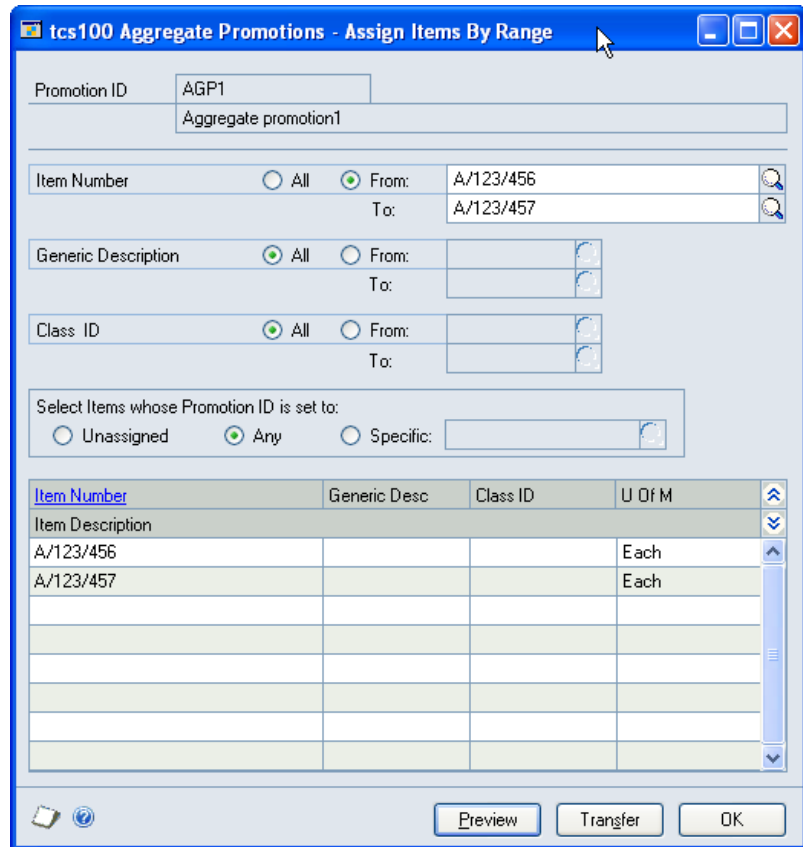
Click Delete to unassign all items from the promotion.

51. Aggregate Promotions – Assign Items by Range Window

Cards >> Trinity >> Extended Pricing. Enhancements >> Aggregate Promotions – Assign Items>> Ranges button

Use the Aggregate Promotions – Assign Items by Range window to:

- Assign ranges of items to an Aggregate Promotion



51.1 Assigning Ranges of Items to an Aggregate Promotion

To assign ranges of items to an Aggregate Promotion in the Aggregate Promotions - Assign Items by Range window:

The window opens with the currently selected Promotion ID displayed.

1. Click All to assign all records or From to assign a range of items, generic descriptions, or class IDs. If you select From, enter To and From values to specify a range, or use the lookups.
2. For the Select Items whose Promotion ID is set to option select one of the following:

Unassigned	Only items not currently assigned to any Aggregate Promotion are included in the range.
Any	All items are included in the range.
Specified	If you select specified, enter an Aggregate Promotion ID or select one using the lookup. Only items assigned to this promotion are included in the range.

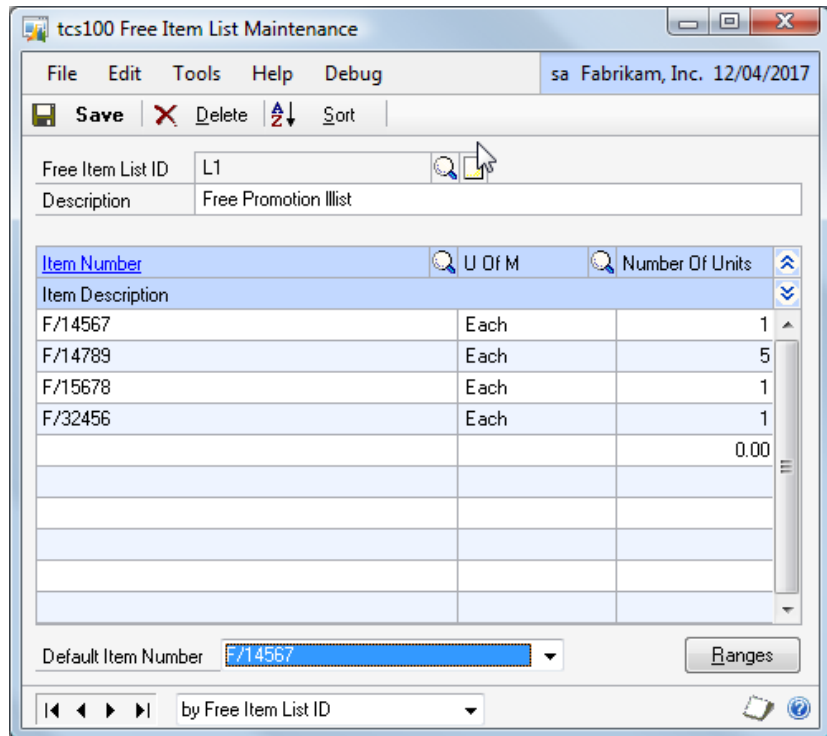
3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Transfer button to assign the selected range of items to the selected promotion ID. Note that this does not affect any existing promotion assignments of the selected items, as an item may be assigned to multiple promotions at the same time.
5. Click OK to close the window.

52. Free Item List Maintenance Window

Cards >> Trinity >> Extended Pricing Enhancements >> Free Item List Maintenance

Use the Free Item List Maintenance window to:

- Maintain lists of items available to qualifying aggregate promotions



52.1 Maintaining Free Item Lists

To maintain Free Item Lists in the Free Item List Maintenance window:

1. Enter a Free Item List ID or select one using the lookup.
2. Enter a description for the free item list.
3. In the scrolling window, enter an item number or select one from the lookup.
4. Enter a Unit of Measure or select one using the lookup. This value is the unit of measure that is used when creating a free item promotion line for this item.
5. Enter unit quantities. This amount is the number of units of the item which is supplied free when a quantity of one of this item is selected in the Aggregate Promotions – Select Promotions window.

For example, if LIST A is set up as:

Product A	Each	5
Product B	Each	1

If you qualify for 2 items from LIST A, you could select 10 of Product A; or 2 of Product B; or 5 of Product A and 1 of Product B.

6. Repeat steps 3 to 5 until all required items have been added to the Free Item List.

Alternatively, click the Ranges button to display the Free Item List Maintenance – Range Allocation window where you can assign ranges of items to the Free item list.

7. Optionally enter a Default Item Number. If an order qualifies for an item from a Free Item List that has a specified default item, the default item is initially assigned by the system. The user may then choose an alternative item from the list if required.

8. Click Save to save changes.

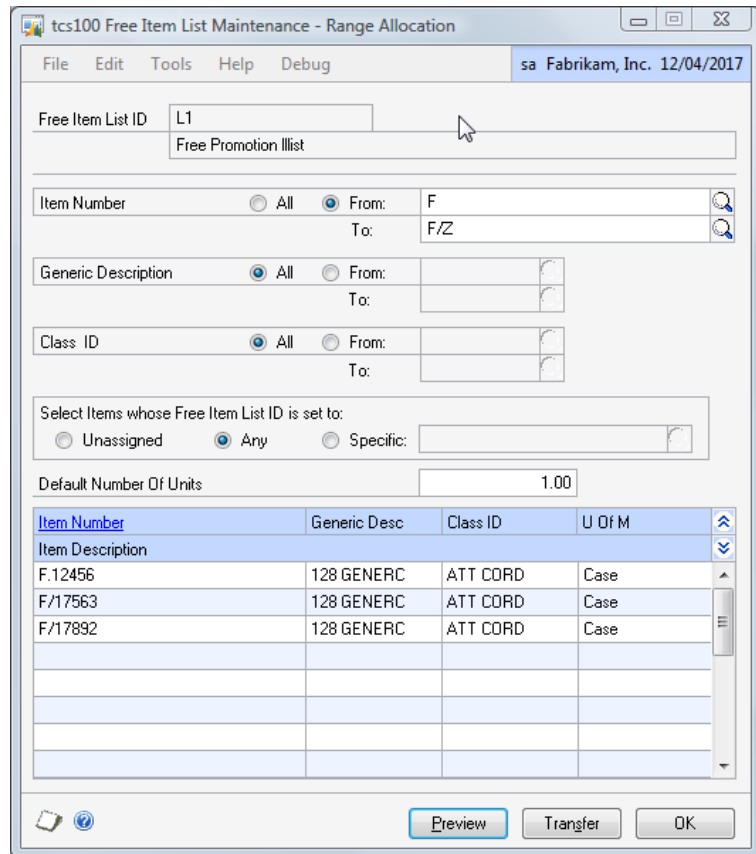
Click Delete to delete the list of free items.

53. Free Item List Maintenance – Range Allocation

Cards >> Trinity >> Extended Pricing Enhancements >> Free Item List Maintenance >> Ranges Button

Use the Free Item List Maintenance Range Allocation window to:

- Assign ranges of items to a list of free items



53.1 Assigning Ranges of Items to a Free Item List

To assign ranges of items to a Free Item List in the Free Item List Maintenance – Range Allocation window:

The window opens with the currently selected Free Item List ID displayed.

1. Click All to assign all records or From to assign a range of items, generic descriptions, or class IDs. If you select From, enter To and From values to specify a range, or use the lookups.
2. For the Select Items whose Free Item List ID is set to option select one of the following:

Unassigned	Only items not currently assigned to any Free Item List are included in the range.
Any	All items are included in the range.
Specified	If you select specified, enter a Free Item List ID or select one using the lookup. Only items assigned to this Free Item List ID are included in the range.

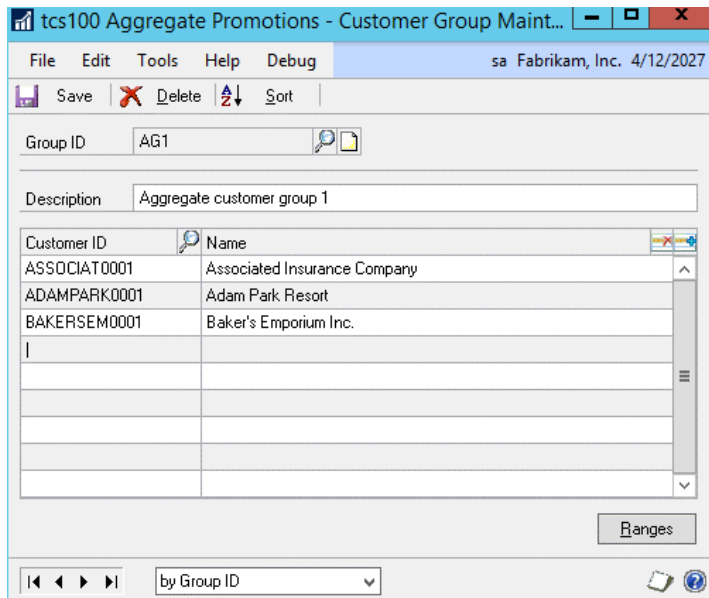
3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Transfer button to assign the selected range of items to the selected Free Item List ID. Note that this does not affect any existing Free Item List assignments of the selected items, as an item may be assigned to multiple lists.
5. Click OK to close the window.

54. Aggregate Promotions – Customer Group Maintenance Window

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions - Customer Group Maintenance

Use the Aggregate Promotions Customer Group Maintenance window to:

- Maintain aggregate promotion customer groups. Creating an aggregate promotion customer group provides a way of easily assigning multiple customers to an Aggregate Promotion



54.1 Maintaining Aggregate Promotion Customer Groups

To maintain customer groups in the Aggregate Promotions – Customer Groups window:

1. Enter a Group ID or select one using the lookup.
2. Enter a Description for the Customer Group.
3. In the scrolling window, enter the list of Customer IDs in the group.
4. Alternatively, click the Ranges button to display the Aggregate Promotions – Customer Group – Assign by Range window where you can assign ranges of customers to the group.
5. Click Save to save your changes.

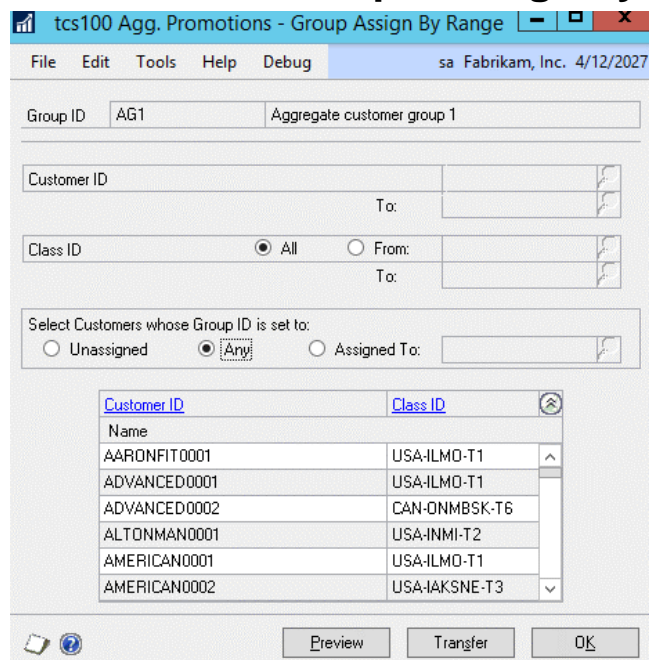
Click Delete to delete an aggregate promotion customer group.

55. Aggregate Promotions - Customer Group - Assign by Range

Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions - Customer Group Maintenance >> Ranges Button

Use the Aggregate Promotions - Customer Group - Assign by Range window to:

- Assign a range of customers to an aggregate promotion customer group



55.1 Assigning Ranges of Customers to an Aggregate Promotion Customer Group

To assign ranges of customers to an Aggregate Promotion Customer Group in the Aggregate Promotions – Customer Group – Assign by Range window:

The window opens with the currently selected Group ID displayed.

1. Click All to assign all records or From to assign a range of customers or class IDs. If you select From, enter To and From values to specify a range, or use the lookups.
2. For the Select Customers whose Group ID is set to option, select one of the following:

Unassigned	Only customers not currently assigned to any Group ID are included in the range.
Any	All customers are included in the range.
Assigned To	If you select Assigned to, enter a Group ID or select one using the lookup. Only customers assigned to this Group ID are included in the range.

3. Click the Preview button to preview your selection in the scrolling window.
4. Click the Transfer button to assign the selected range of customers to the selected Group ID. Note that this does not affect any existing Group assignments of the selected customers, as a customer may be assigned to multiple groups.
5. Click OK to close the window.

56. Aggregate Promotions in Sales Transaction Entry

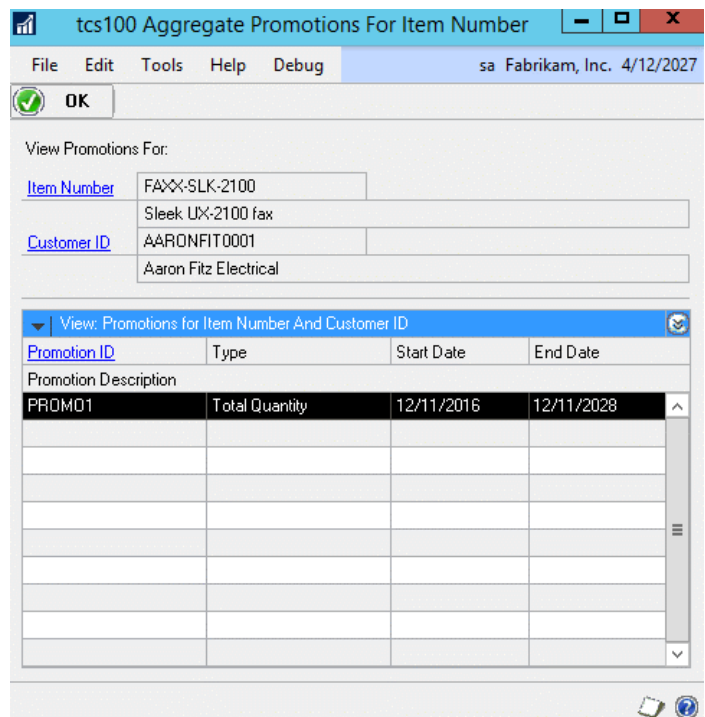
As items are entered onto an order, the Aggregate Promotion Available window informs the user if the item contributes to one or more aggregate promotions. If the item contributes to one promotion, the promotion name is displayed; if the item contributes to multiple promotions, the text “*** Multiple Promotions Found ***” appears.



From this window, a zoom facility provides a list of the relevant Aggregate Promotions in the Aggregate Promotions for Item Number window.

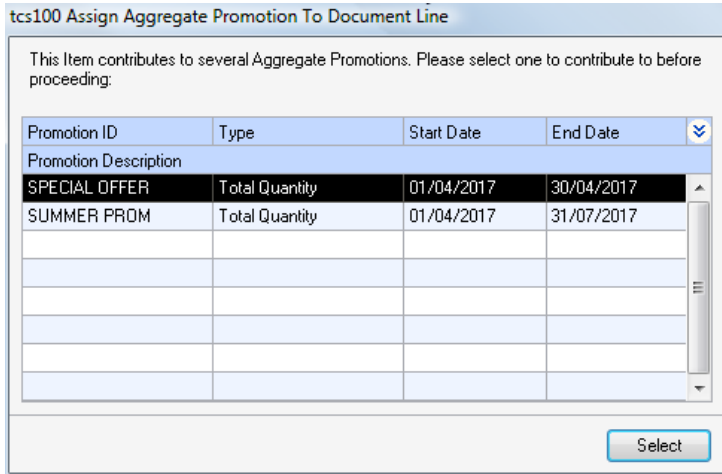
During entry of an order, the progress of aggregate promotion quantities against breakpoints can be viewed in the Aggregate Promotion Tracker window.

When the order is complete, the aggregate promotion free item lines can be reviewed and added using the Aggregate Promotions – Select Promotions window.



When the order is saved, the user is reminded to add the free item lines if they have not already done so. Free item lines can be added only once; further free items cannot be added to an order which already has free promotion lines added.

Aggregate Promotions may be added to quotes and orders. They can also be added to fulfillment orders and invoices if these are entered directly, i.e., if they have not been created by a transfer from another document.



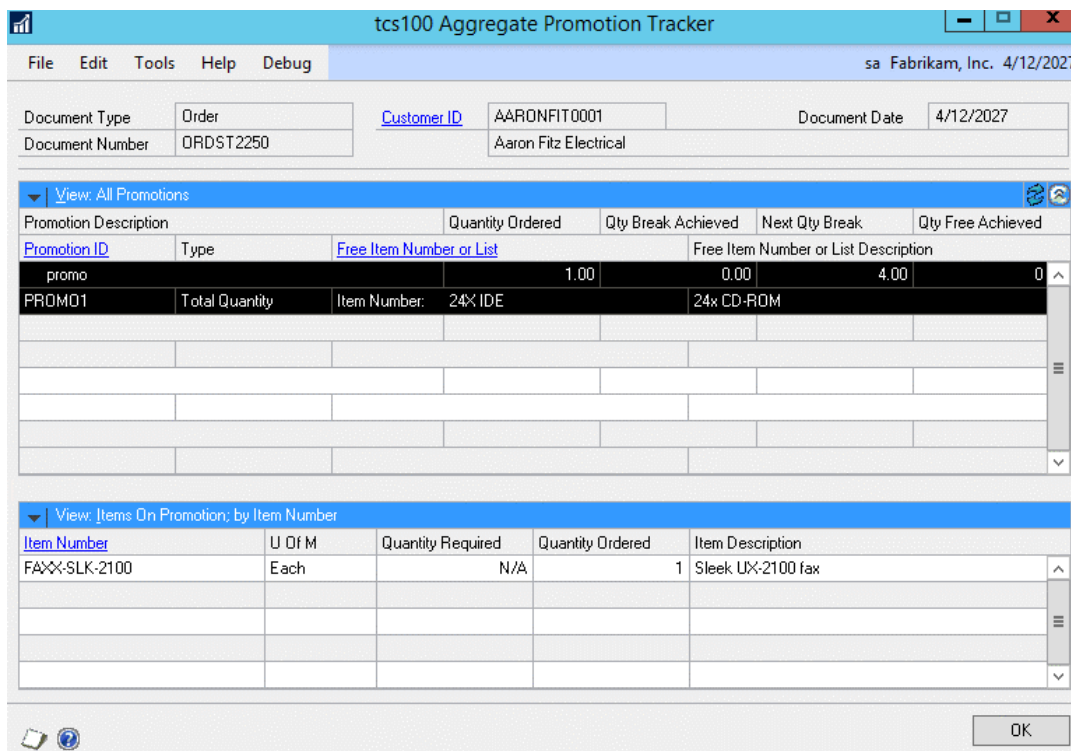
If an item is part of more than one aggregate promotion, it contributes to all of them unless the option to Allow only one Aggregate Promotion per Document line option has been selected in the Extended Pricing Extras Setup window. If this option has been selected, if an item is part of multiple aggregate promotions, the user is offered a choice of promotions when the item is entered on a document line. Selecting the required Promotion in the Assign Aggregate Promotion to Document Line window links the item to one promotion.

57. Aggregate Promotion Tracker Window

Sales Transaction Entry >> Additional >> Aggregate Promotion Information

Use the Aggregate Promotion Tracker window to:

- View the status of aggregate promotion quantities



57.1 Viewing the status of aggregate promotions

To view the status of aggregate promotions in the Aggregate Promotion Tracker window:

1. The upper scrolling window shows the Aggregate Promotions available to the customer for whom the current order is being placed.

For total quantity type promotions, the total quantity ordered of the items on the promotion is displayed. If a breakpoint has been reached, the breakpoint quantity and the free quantity achieved are displayed. If applicable, the next breakpoint is also shown. Zoom facilities allow more details of the aggregate promotion to be viewed.

For Every Item in List type promotions, the quantity ordered field shows the lowest quantity ordered of any item in the list. So, for example, if there are six items on the promotion list but only five have been ordered so far, the quantity ordered is displayed as 0. If a quantity of 1 has been ordered of all six items, the quantity ordered is displayed as 1.

For points allocation promotions, the total quantity ordered and breakpoints are shown as they are for total quantity type promotions. In the Qty Free achieved column, the total points achieved are shown. This allocation is highlighted by a letter P next to the points value.

For Variable Quantity List type promotions, the quantity ordered field is not available in the upper scrolling window.

A letter Q next to the promotion ID indicates that this document has qualified for the promotion.

For Every Item in List and Variable Quantity List type promotions, a letter P next to the promotion ID indicates that some of the items have been ordered.

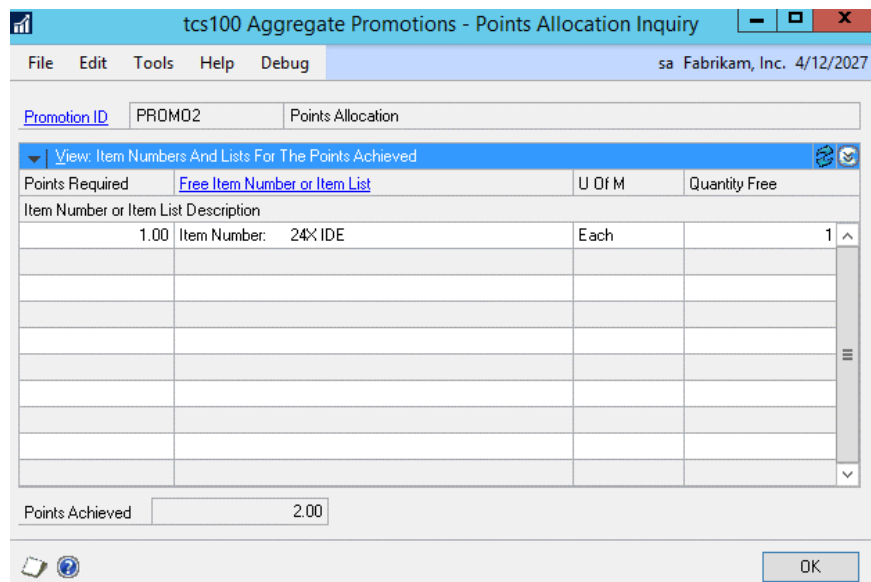
The lower scrolling window shows the items assigned to the promotion and the quantities ordered so far. Items can be added to the order by selecting them from the lower scrolling window.

2. Press OK to close the window.

57.2 Viewing the available free items for a Points Allocation Promotion

For a Points Allocation Promotion, when you click on the Free Item Number or List link from the Aggregate Promotion Tracker window, the Aggregate Promotions – Points Allocation Inquiry window opens.

This window shows the free items and item lists available for this promotion, and the points required for each.



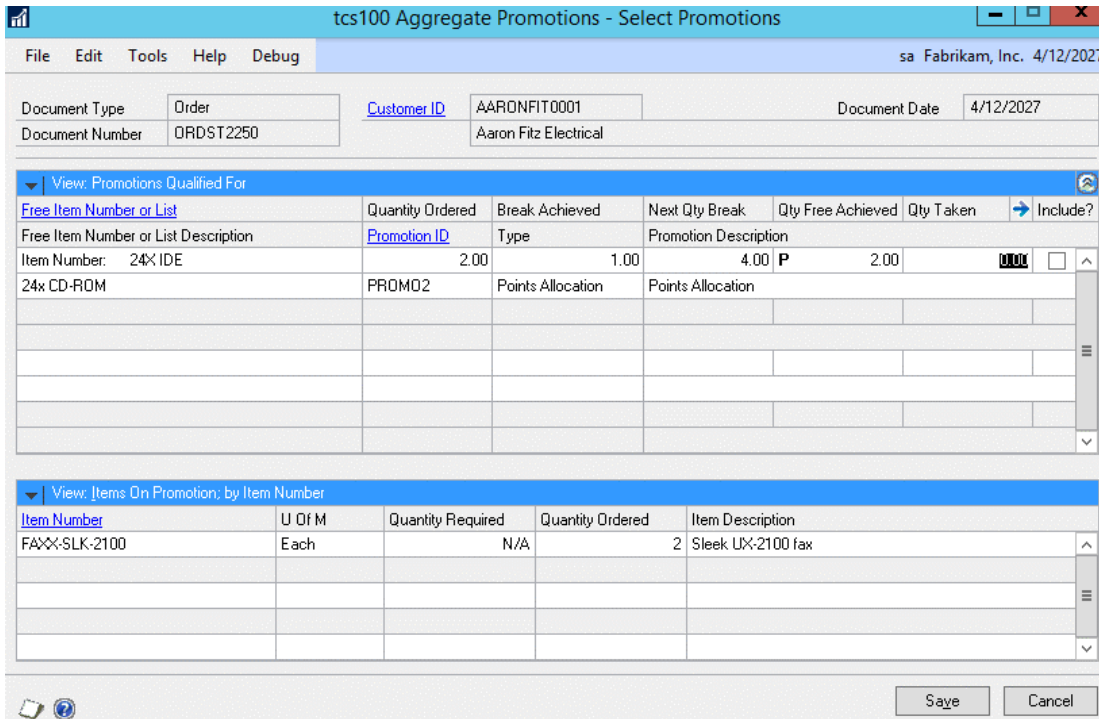
58. Aggregate Promotions– Select Promotions Window

Sales Transaction Entry >> Additional >> Aggregate Promotion Selection

Use the Aggregate Promotions – Select Promotions window to:

- Review free items and add them to the order

The window may be used at any time during the entry of an order to review the free items and to select from free item lists where appropriate. If the order qualifies for any aggregate promotions when it is saved, the user is prompted to open this window so that the free items can be added to the order.



58.1 Adding Free Items to an Order

To add free items to an order in the Aggregate Promotion – Select Promotions window:

1. The upper scrolling window shows the Aggregate Promotions for which the current order has qualified. For all promotion types except Points Allocation type, the Qty Free Achieved field shows the quantity of the free item that this order has qualified for, and the Qty Taken field shows the quantity of the free item which is added to the order. For Points Allocation type promotions, the Points Achieved and Points Allocated are shown in these two columns. This allocation is highlighted with a letter P.
2. If the resulting free item is a single item, Qty Taken has a default value equal to Qty Free Achieved.
3. If the resulting free item has to be selected from a Free Item List, or if the promotion is a Points Allocation type, the initial value of Qty Taken depends on whether the system has allocated any default-free items. If no defaults have been allocated, Qty Taken is set to 0. If defaults have been used, this is indicated with a **D**. Use the Qty Taken expansion button to select or edit the items to be added as free items. The expansion button opens the Aggregate Promotions – Select Promotions – Free Items window or the Aggregate

Promotions – Select Promotions – Points Allocation window, depending on the promotion type.

4. Unless an error is detected, the Include checkbox is ticked automatically for any line which has a value in Qty Taken. You can omit free lines by removing the tick from the Include checkbox.
5. Click Save to save your free item selections and continue with the entry of the sales order., or click Add Free Items to add the lines to the order. The Add Free Items button is only available when the Aggregate Promotions – Select Promotions window is opened on Saving the sales document.
6. If the system encounters any errors or questions that cannot be automatically answered as the free items are added, the addition of lines stops, and the Sales Item Detail Entry window opens. After replying to the question or dealing with the error, you should press save, at which point the addition of any further free lines continues.

Note that you can click cancel to exit from the Aggregate Promotions – Select Promotions window without adding the free item lines.

58.2 Selecting Free Items from a List

To select free items from a list in the Aggregate Promotions – Select Promotions – Free Items window:

1. In the Aggregate Promotions – Select Promotions window, click the Qty Taken Expansion button to open the free item selection window.

Item Number	U Of M	QTY Available	Number Of Units	QTY Taken	Total Free Qty
256 SDRAM	Case	1,588	1	0	0
256 meg SDRAM					
F/14567	Each	10	1	0	0
f/14567					
F/14789	Each	10	5	0	0
F/14789					
F/15678	Each	0	1	0	0
f/15678					
F/32456	Each	0	1	0	0
F/32456					

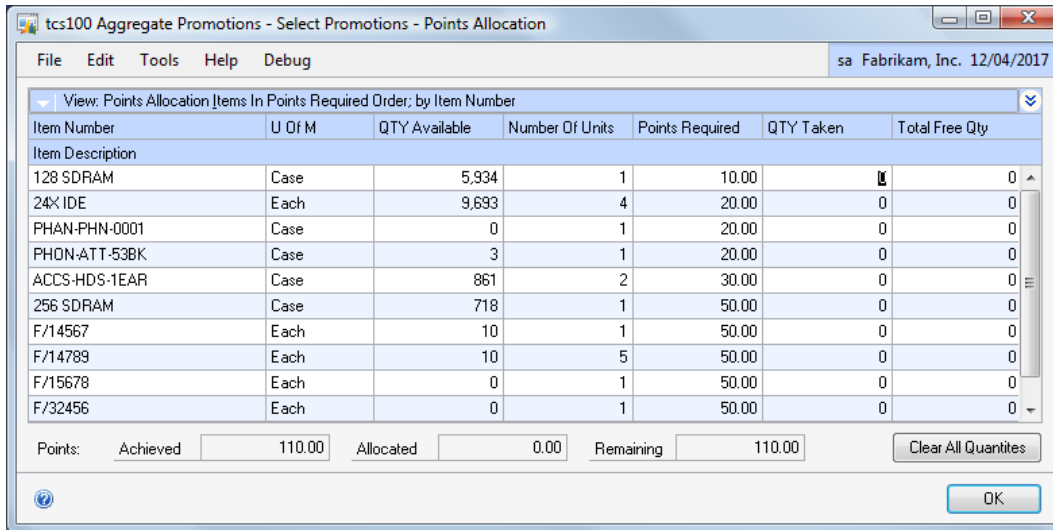
Qty Free Achieved: 10.00 Quantity Selected: 0.00 Clear All Quantities OK

2. From the list in the scrolling window, choose the item number to be taken as the free item, and enter the quantity to be given free in the QTY Taken field.
3. The Total Free Quantity of the item is calculated as Qty Taken * Number of Units.
4. Multiple items may be selected, until the total quantity selected equals the quantity free achieved.
5. Press OK to return to the Aggregate Promotions – Select Promotions window.

58.3 Selecting Free Items from a List – Points Allocation

To select free items from a list in the **Aggregate Promotions – Select Promotions – Points Allocation** window:

1. In the **Aggregate Promotions – Select Promotions** window, click the **Qty Taken Expansion** button to open the free item selection window.



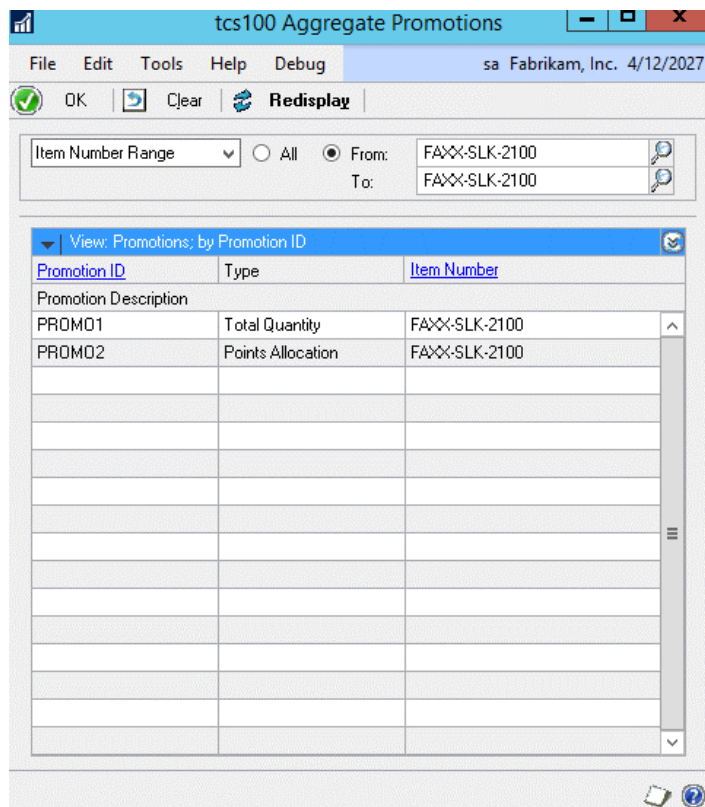
2. From the list in the scrolling window, choose the item number to be taken as the free item, and enter the quantity to be given free in the **QTY Taken** field.
3. The **Total Free Quantity** of the item is calculated as **Qty Taken * Number of Units**.
4. Multiple items may be selected until the points allocated equals the points achieved.
5. Press **OK** to return to the **Aggregate Promotions – Select Promotions** window.

59. Aggregate Promotions

Inquiry >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions

Use the **Aggregate Promotions** window to:

- View the **Aggregate Promotions** available to a customer or range of customers
- View the **Aggregate Promotions** associated with an item or range of items



59.1 Viewing Aggregate Promotions for a customer or item

To view aggregate promotions for a customer or item in the Aggregate Promotions window:

1. From the dropdown list, select to view promotions for an Item Number range, Customer ID range, or Customer Group ID range.
2. Click All to view all records, or From to view promotions for a range of items or customers.
3. Click Redisplay to view the aggregate promotions for the selected range of Item Numbers, Customer IDs, or Customer Group IDs.
4. Click Clear to clear your entries and select a new range, or OK to close the window.

Customer Price Report

With the Customer Price List Production window, you can produce reports of customer price lists. The reports can be printed in text or graphical format and based on a wide variety of parameters. Prices produced on the reports are held in a SQL table - **tcsSOPTB00096_DP_DTL**. The table can be used by SmartList Builder or Crystal Reports or used to export prices to Excel in conjunction with a suitable data tool.

60. Customer Price List Production Window

Reports >> Trinity >> Extended Pricing Enhancements >> Customer Price Reports

Use the Customer Price List Production window to:

- Report on customer prices

60.1 Reporting on Customer Price Lists

To report on customer price lists using the Customer Price List Production window:

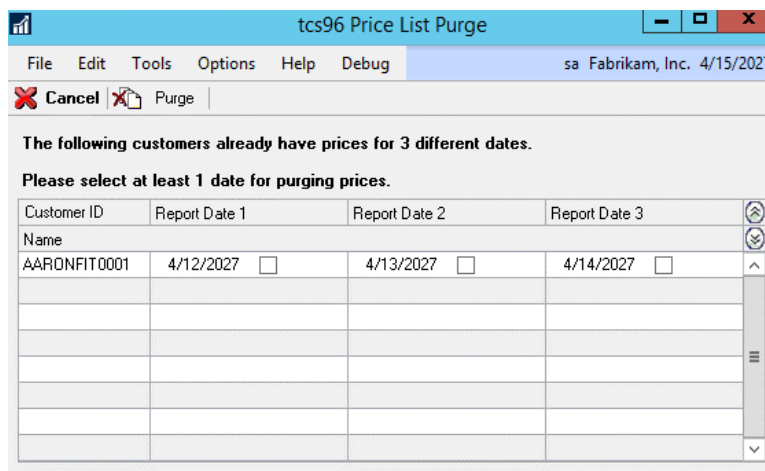
1. Select whether to produce price lists for Customers or Prospects.
2. Select an Account Preference:

National Account	This option enables you to print prices for customers held under a national account. Enter a national account or select one using the lookup. All customers are selected by default. Accept this selection or click From and enter from and to range values or select them using the lookups.
Individual Customer	This option enables you to print prices for a specific customer or prospect. Enter a customer or prospect ID or select one using the lookup. If you select this option, then you can also select the Use Template as the basis for the list option. This option bases reported prices on items on a selected template (see Trinity Customer Templates). You should select a ship to address and template ID. Note that the Use Template option is not available if producing price-lists for prospects.
Account Range	This option enables you to print prices for a range of customers or prospects. All customers are selected by default. Accept this selection or click From and enter from and to range values or select them using the lookups.

3. All Item Class IDs are selected by default. Accept this selection or click From and enter from and to range values or select them using the lookups.
4. All Item Numbers are selected by default. Accept this selection or click From and enter from and to range values or select them using the lookups.
5. The current user date is selected by default as the As At date. Amend this selection as required.

Note that the system only holds price reports for 3 different dates per customer or prospect. If you attempt to print a report for a fourth date, then the Price List Purge window is displayed.

Select one or more dates to remove and click Purge or click Cancel to return to the Customer Price List Production window where you can amend your selection.



6. If you are working in a multi-currency system, then the default functional currency is displayed. Enter a new currency ID or select one using the lookup as required.
7. From the U Of M drop-down menu, select to print prices for the Default Selling U Of M Only or for All Units of Measure.
8. From the Get Prices From drop-down menu, select to get the price from Price Sheets and Books or Price Sheets Only. If you choose Price Sheets and Books, an additional Include Base option is given. Select this to include items where the customer's price is taken from the Base book.
9. If you are working with Site-Specific Pricing, you need to enter a site ID or select one using the lookup.
10. If you want to include promotional prices in the customer price report, click the Include Promotions checkbox.
11. By default, the price report is produced in text format. Click the Graphical Cut-down Version checkbox if you want to produce the report in graphical format. Note that graphical reports display only one price for an item.

If you have selected to include promotional prices and are printing a graphical report, by default, available promotional prices are displayed on the report. If you select the Use Best Price Only option, the best price is displayed even if this is not the promotional price.
12. Click Print then select where the Customer Prices Report should be printed to from the Report Destination dialogue box.
13. Click OK to close the window.



Note that you can click Clear at any point to clear any entries made in the window.

60.2 Clearing Price Report data

Price list reporting data generated by the Customer Price List Production window is stored in table **tcsSOPTB00096_DP_DTL** to allow it to be used by external reporting tools. To clear the contents of this table, select Options->Clear Tables.

Appendix A

Extended Pricing Enhancements – Access to Windows

Window Name	 Menu Access	 Other Access
Aggregate Pricing – Customer Activation by Range	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Customer Prospect Activation by Range	
Aggregate Pricing Group Allocation	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Allocation	
Aggregate Pricing Group Allocation Range		Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Allocation >> Ranges button
Aggregate Pricing Group Breaks		Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Maintenance >> Quantity Breaks button
Aggregate Pricing Group Deals – Assign Customers	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Deals – Assign Customers	
Aggregate Pricing Group Deals – Assign Customers by Range		Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Deals – Assign Customers >> Ranges button
Aggregate Pricing Group Detail View		Aggregate Pricing Tracker window >> Group Code link button
Aggregate Pricing Group Maintenance	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Group Maintenance	
Aggregate Pricing Price Trace	Enquiries >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Price Trace	Inquiry >> Inventory >> Extended Pricing >> Price Trace >> Additional >> Aggregate Pricing

Aggregate Pricing Rework		Transactions >> Sales >> Sales Transaction Entry >> Additional >> Rework Aggregate Prices
Aggregate Pricing Tracker		Transactions >> Sales >> Sales Transaction Entry >> Additional >> Aggregate Pricing Information Item Catalog and Search window >> Select an item and click the Aggregate Pricing Information window
Aggregate Pricing Unit Item Maintenance	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Unit Item Maintenance	Cards >> Inventory >> Items >> Additional >> Aggregate Pricing
Aggregate Pricing Unit Of Measure Maintenance	Tools >> Setup >> Trinity >> Extended Pricing Enhancements >> Aggregate Pricing Unit Of Measure Maintenance	Setup >> Inventory >> U of M Schedule >> Additional >> Aggregate Pricing
Aggregate Promotions Maintenance	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions Maintenance	
Aggregate Promotions Maintenance-Free Items		Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions Maintenance >> Free Item(s) Button
Aggregate Promotions – Assign Customers	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions – Assign Customers	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions Maintenance >> Go To >> Assign Customers
Aggregate Promotions – Assign Customers by Range		Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions – Assign Customers >> Ranges Button
Aggregate Promotions – Assign Items	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions – Assign Items	Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions Maintenance >> Go To >> Assign Items

Aggregate Promotions – Assign Items by Range		Cards >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions – Assign Items >> Ranges Button
Aggregate Promotions – Points Allocation Inquiry		Aggregate Promotion Tracker >> Free Item Number or List link Aggregate Promotion Selection >> Free Item Number or List Link
Free Item List Maintenance	Cards >> Trinity >> Extended Pricing Enhancements >> Free Item List Maintenance	
Free Item List Maintenance – Range Allocation		Cards >> Trinity >> Extended Pricing Enhancements >> Free Item List Maintenance >> Ranges Button
Aggregate Promotions Available		Sales Transaction Entry >> Enter an Item on an aggregate promotion
Aggregate Promotions for Item Number		Aggregate Promotions Available >> Zoom
Aggregate Promotion Tracker		Sales Transaction Entry >> Additional >> Aggregate Promotion Information
Aggregate Promotion – Select Promotions		Sales Transaction Entry >> Additional >> Aggregate Promotion Selection
Aggregate Promotion – Select Promotions – Free Items		Sales Transaction Entry >> Additional >> Aggregate Promotion Selection >> Qty Taken Expansion button
Aggregate Promotion – Select Promotions – Points Allocation		Sales Transaction Entry >> Additional >> Aggregate Promotion Selection >> Qty Taken Expansion button
Aggregate Promotions	Inquiry >> Trinity >> Extended Pricing Enhancements >> Aggregate Promotions	
Assign Price Sheets To Site Price Types	Cards >> Trinity >> Extended Pricing Enhancements >> Assign Price Sheets To Site Price Types	
Assign Site IDs To Site Price Types	Cards >> Cards >> Extended Pricing Enhancements >> Assign Site IDs To Site Price Types	

Assign Site IDs To Site Price Types - By Range		Cards >> Trinity >> Extended Pricing Enhancements >> Assign Site IDs To Site Price Types >> Ranges button
Assign Site Price Type To Price Sheet ID - By Range		Cards >> Trinity >> Extended Pricing Enhancements >> Assign Site Price Type To Price Sheet ID >> Ranges button
Assign Site Price Type To Site ID	Cards >> Trinity >> Extended Pricing Enhancements >> Assign Site Price Type To Price Sheet ID	Cards >> Inventory >> Site >> Additional >> Site Price Type
Available Promotions Information		Transactions >> Sales >> Sales Transaction Entry >> Enter an item on a current promotion sheet
Customer Price List Production	Reports >> Trinity >> Extended Pricing Enhancements >> Customer Price Reports	
Extended Pricing Enhancements Customer Maintenance	Cards >> Trinity >> Extended Pricing Enhancements >> Customer Maintenance	Cards >> Sales >> Customer >> Additional >> Extended Pricing Enhancements
Extended Pricing Extras Setup	Tools >> Setup >> Trinity >> Extended Pricing Enhancements >> Extended Pricing Enhancements Setup	
Order Value Discounts		Sales Transaction Entry >> Additional >> Order Value Discount
Order Value Discount Document		Sales Transaction Entry >> Additional >> Order Value Disc - Document
Order Value Discount Line Item		Sales Transaction Entry >> Additional >> Order Value Disc – Line Item
Order Value Discounts – Assign Customers	Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Assign	

Order Value Discounts – Assign Customer Ranges		Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Assign >> Ranges button
Order Value Discount - Excluded Items	Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Excluded Items	
Order Value Discount Excluded Items Range		Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Excluded Items >> Ranges button
Order Value Discount Groups	Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Groups	
Order Value Discount Rates	Cards >> Trinity >> Extended Pricing Enhancements >> Order Value Discount Rates	
Order Value Discount Setup	Tools >> Setup >> Trinity >>.Extended Pricing Enhancements >> Order Value Discount Setup	
Price Trace - Site ID		Inquiry >> Inventory >> Extended Pricing >> Price Trace
Site Price Type Maintenance	Cards >> Trinity >> Extended Pricing Enhancements >> Site Price Type Maintenance	

Appendix B

Amended Microsoft Dynamics™ GP Windows

Multiple Microsoft Dynamics™ GP windows have been amended to provide increased functionality.

Window Name	Amended Functionality
Price Book Maintenance	BASECOSTBOOK cannot be deleted or assigned non-net only price sheets
Price Sheet Maintenance	A price sheet on the BASECOSTBOOK cannot be amended to non-net only
Price Sheet Assignment	Only net price only sheets can be added to the BASECOSTBOOK
Price Sheet Assignment Ranges	Only net price only sheets can be added to the BASECOSTBOOK
Price Sheet Detail Maintenance	<p>Option to select cost uplift value or cost uplift %</p> <p>If cost uplifts options are selected:</p> <ul style="list-style-type: none"> • The base adjusted price on is set to base book • Sheet price is drawn from the BASECOSTBOOK • The adjusted price is calculated after the entry of values <p>Option to enter value off and percentage off negative quantities</p>
Price Sheet Inquiry	Includes inquiries on cost uplift sheets
Item Price Sheet Inquiry	Includes inquiries on cost uplift sheets
Price Trace	Includes inquiries on cost uplift sheets and aggregate pricing price sheets
Promotion Price Sheet Inquiry	Includes inquiries on cost uplift sheets
Customer Pricing Maintenance	Customers cannot be assigned the BASECOSTBOOK
Prospect Pricing Maintenance	Prospects cannot be assigned the BASECOSTBOOK

Appendix C

Windows showing Site-specific Pricing

Window Name	Module	Amended Functionality
Aggregate Pricing Group Detail View	Extended Pricing Enhancements	Where applicable displays site-specific prices
Aggregate Pricing Price Trace	Extended Pricing Enhancements	Where applicable displays site-specific prices
Aggregate Pricing Rework	Extended Pricing Enhancements	Where applicable displays site-specific prices
Item Catalog and Search	Catalog Based Sales	Where applicable displays site-specific prices and aggregate promotion details.
Price Negotiation	Price Negotiation	Where applicable displays site-specific prices
Template Select	Template Selling	Where applicable displays site-specific prices
True Cost Inquiry	Purchase Rebates	Where applicable displays site-specific prices

Appendix D

Extended Pricing Enhancements - Reports

Report Name	Module	Functionality
Customer Prices Report	Extended Pricing Enhancements	Prints customer prices

Extended Pricing Enhancements Report Functions

Overview

There is one EPE Report Function:

1. **rw_tcsSOPFN00090_GetLineDiscount**

This function returns the discount amount for the parameters detailed below.

The function needs the following six parameters passed to it:

- SOP Type
- SOP Number
- Line Item Sequence
- Component Sequence
- Currency ID
- in boolean tcsPIBO_History; 1 = History, 0 = Current

Using in a report

To add the EPE Report Function to a report, follow these steps:

1. Open the Report Layout window.
2. On the Toolbox window, select Calculated Fields in the drop-down list.
3. Click the New Button.
4. Choose a name - for example, EPEAppliedDiscount.
5. Set the Result Type to Variable Currency.
6. Expression Type should be left at Calculated.
7. Select the Functions tab.
8. Select the User Defined radio button
9. From the Core DDL, select Sales.
10. From the Function DDL, select the relevant Function (**rw_tcsSOPFN00070_GetLineDiscount**).
11. Click the Add Button.
12. You need to pass parameters to the function. It is assumed the report you are creating contains the 'Sales Transaction Amounts Work' table (**SOP_LINE_WORK** or **SOP_LINE_HIST**).
13. Select the Fields tab.

14. Select 'Sales Transaction Amounts Work' from the Resources DDL.
 15. In the Field DDL, select 'SOP Type' and press the Add Button.
 16. In the Field DDL, select 'SOP Number' and press the Add Button.
 17. In the Field DDL, select 'Line Item Sequence' and press the Add Button.
 18. In the Field DDL, select 'Component Sequence' and press the Add Button.
 19. Select 'Sales Transaction Work' from the Resources DDL.
 20. In the Field DDL, select 'Currency ID' and press the Add Button.
 21. Now add an integer to define whether the data is historical or current, where 1 = historical and 0 = current.
 22. Press OK to save the Calculated Field.
 23. You may now drag the Calculated Field on to the report.
 24. You can now assign formatting to the field as usual.
- Note that you must enable security for modified forms before modifications take effect.

Appendix E

About Trinity

Help >> About Microsoft Dynamics GP >> Additional >> About Trinity Suite

Use the About Trinity Suite window to check your registration information and installation details. The window tells you which Trinity modules you are registered to use and which have been installed on your system.

The screenshot shows the 'About Trinity Suite' window with the following sections:

License Information

Company Name: Edit Keys

Max Users:

Key 1: Key 2:

Key 3: Key 4:

Key 5: Required Key Version: 18.2

Installation Details

Company ID: Fabrikam, Inc.

Installer Version	18.2.33	Dictionary Build	18.2.33.0
		Trinity Extensions Build	18.0.0.0

Module	Registered	Installed
Additional Charges	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Adv. Inventory Replenishment	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Automated Data Capture	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Call Scheduling	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Catalog Based Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Catchweights	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>