

Price Negotiation User Guide

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Price Negotiation

The Trinity Price Negotiation module provides extra functionality when entering sales transactions so that various parameters can be used to negotiate a selling price.

The Price Negotiation window allows you to base a selling price on a wide range of cost options, amend sales margins to give you the best achievable selling price, and will even convert currencies as required.

The main features of the Price Negotiation module are:

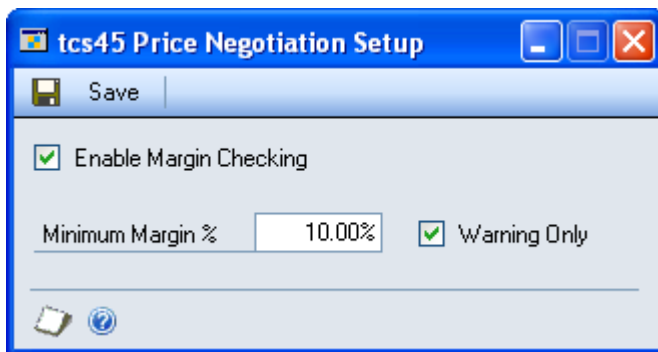
- The facility to negotiate a selling price based on multiple cost parameters
- User-friendly interface makes negotiating a suitable selling price speedy and straightforward
- The facility to negotiate price direct from sales transaction entry or standalone
- Additional lookups to provide further information when negotiating a price

1. Price Negotiation Setup Window

Tools >> Setup >> Trinity >> Price Negotiation >> Minimum Margin Setup

Use the Price Negotiation Setup window to:

- Set up minimum margin restrictions



1.1 Setting Up Minimum Margin Restrictions

To set up minimum margin restrictions using the Price Negotiation Setup window:

1. Click the Enable Margin Checking checkbox to enable the setting up of margin restrictions.
2. Enter a minimum margin %. If a selling price is calculated in the Price Negotiation window with a margin percentage of less than that entered here, then a warning will be displayed.
3. If you do not select the warning only checkbox then when a warning is displayed against a selling price in the Price Negotiation window you will be unable to transfer that price to an order.

2. Price Negotiation Window

Inquiry >> Trinity >> Price Negotiation >> Price Negotiator

Use the Price Negotiation window to:

- Build a selling price that can be transferred to sales transactions

Note that the Price Negotiation window is also available as an Additional option from the Sales Transaction Entry window and the Sales Item Detail Entry window. You can only transfer the negotiated selling price if you have opened the Price Negotiation window from one of these windows.

2.1 Building and Transferring Selling Prices

To build and transfer selling prices in the Price Negotiation window:

1. Click the Customer or Prospect option to negotiate prices for a Customer or prospect. If you select prospect then you will be unable to view sales invoice history (see [step 10](#)).

Note that if you displayed the window through the Sales Transaction Entry window or the Sales Item Detail Entry window then the Customer, currency ID, item number, site and selling u of m will be displayed by default. The creditor ID displayed will be that set as the default primary creditor ID in the Site Item Quantities window.

2. Enter a Customer or select one using the lookup.
3. The currency ID will be displayed by default. If you opened the Price Negotiation window from a transaction then the originating currency for the Customer will be selected by default. If you opened the Price Negotiation window from the palette the functional currency for your system will be selected by default. You can enter or select an alternative currency as required.

Note that all costs are displayed in the system functional currency. Where the originating currency (displayed currency ID) differs from the functional currency the displayed selling price will be converted to the originating currency in the Price in field.

4. Enter an item number or select one using the lookup.
5. Enter a site or select one using the lookup.
6. The Selling U of M and Creditor (see above) will be displayed by default. Use the Selling U of M drop-down menu and Creditor lookup to select alternatives as required.
7. Costs will be displayed automatically as follows:

Standard Cost	Set in the Item Maintenance window.
Current Cost	Set in the Item Maintenance window.
Weighted Average Cost	The average unit cost of all on hand stock of the selected item number.
Predicted Wght. Av. Cost	The average cost of all on hand stock and stock on purchase orders of the selected item number.
Orig. Invoice Cost	Set in the Item Creditors Maintenance window.
Vendor Price	The price set for the displayed creditor using the Trinity Vendor Price Management module.
Lot Cost	The cost associated with the lot that stock is booked into. If this option is selected then select a Lot Number using the Price Negotiation Lot lookup. Having selected a lot, you can use the Lot Number link to open the Lot Number Inquiry window.

Click to select which cost you want to base the unit cost on. The Unit Cost used as basis, Margin Value and Margin % fields will be updated automatically to take account of the cost option that you select. See Appendix B for details of how to set up margin calculations.

You can choose to select an alternate Base Cost On option at any point.

8. Where a landed cost group ID has been assigned to the selected item/site combination in the Item Quantities Maintenance window, this will be displayed by default in the Landed Cost Group ID field. If there is no landed cost group ID assigned to the item/site, then where one is assigned to the selected creditor this will be displayed.

Click the lookup to select an alternate landed cost group ID.

If a landed cost group ID is displayed, click the Include Landed Cost option to include the landed cost in the price negotiation. The Unit Cost used as basis, Selling Price, Margin Value, Margin % and Price in fields will be updated automatically to take account of the landed cost. Click the Include Landed Cost button again to remove the landed cost from the price negotiation.

Note that if you have selected a Base Cost On option of current cost, weighted average cost or predicted weighted average cost then the option to include landed costs will be disabled. Landed costs are included by default in these costs.

9. The Date, Quantity, Unit Cost used as basis, Selling Price, Margin Value, Margin % and Price in fields are all calculated based on the selections that have been made. The margin value is the selling price less the unit cost used as basis. The margin % represents the margin value. The last invoice details for the selected Customer / currency / item number / site / selling u of m combination will also be displayed.

If the selling price is based on a promotion then it will be denoted with a P. If the selling price is based on a quantity break then it will be denoted with a Q.

Note that if the margin percentage is less than that set in the Price Negotiation Setup window then a warning symbol will be displayed.







Click the Selling Price link button to display the Price Trace Inquiry window where you view the source of the displayed selling price. If you did not select the Warning Only checkbox then you will not be able to transfer this price to a sales transaction.

Any of these fields (with the exception of the Price in field) can be amended to produce a new selling price. Where a field is amended, other fields will be automatically updated to take this into account. If cost details are amended then the margin details will be recalculated. If the margin details are amended then the selling price will be recalculated.

The Price in field will display the currently displayed selling price in the selected currency ID.

Note that you can click the Default button at any point to set all fields back to the defaults based on the selections made.

10. You can view further information on the selection that you have made by clicking the following buttons:

 Av. To Prom.	Displays the Available to Promise window. Requires access to the Microsoft Dynamics™ GP Available To Promise module.
 Goods Recvd. Enq.	Displays the Goods Received Inquiry window.
 Sales Invoice History	Displays the Invoice History Inquiry window (see page 9).
 Outst. P. Orders	Displays the Outstanding P.O. Inquiry window (see page 10).
 P.Order Hist	Displays the Purchase Order Processing Item Inquiry window.
 All Cust History	Displays the Item Invoice History Inquiry window (see page 13).

11. If you opened the Price Negotiation window from the Sales Transaction Entry window or the Sales Item Detail Entry window, clicking the Transfer button will transfer the price displayed in the Price in field to the current transaction. If the Unit of Measure on the Price Negotiation window is not the same as the Unit of Measure on the sales document line, an equivalent price in the sales document unit will be calculated before the price is transferred.

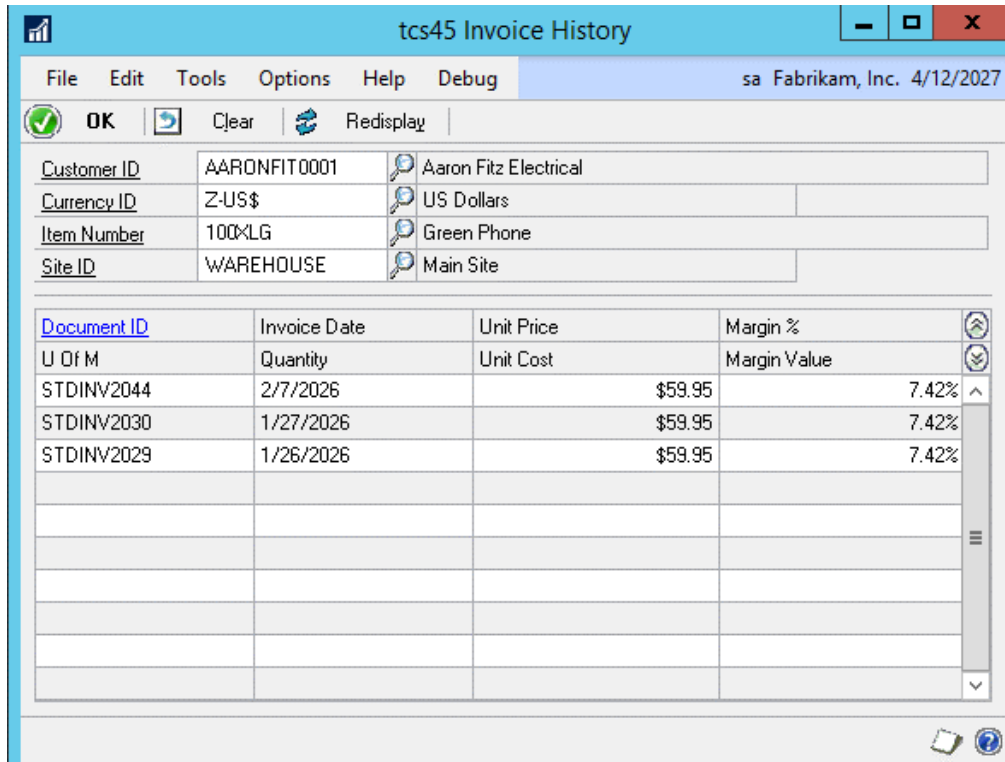
Note that you can click Clear at any point to clear any selections made, or Cancel to close the window.

3. Invoice History Inquiry Window

Inquiries >> Trinity >> Price Negotiation >> Invoice History Inquiry

Use the Invoice History Inquiry window to:

- View invoice history with associated costs, selling prices and margins



Note that this window can also be displayed from the Price Negotiation window.

3.1 Viewing Invoice History

To view invoice history with associated costs, selling prices and margins in the Invoice History Inquiry window:

1. Enter or use the lookups to select a Customer ID, currency ID, item number and site ID.

If you have displayed this window from the Price Negotiation window then these selections will be made automatically.

Note that you if display this window from the palette then the system functional currency ID will be automatically selected. When you enter a Customer ID the currency will default to the Customers originating currency (where relevant). You can select an alternate currency ID as required.

2. All relevant document IDs and associated costs, selling prices and margins will be displayed in the scrolling window.
3. Click OK to close the window.

Note that you can click Clear at any point to clear your selection or Redisplay to update your selection with any changes that have been made.

4. Outstanding P.O. Inquiry Window

Inquiries >> Trinity >> Price Negotiation >> Outstanding Purchase Order Inquiry

Use the Outstanding P.O. Inquiry window to:

- View outstanding purchase orders with associated costs

Document ID	Promised Ship Date	Unit Cost	Landed Cost
U Of M	Quantity	Originating Unit Cost	Landed Cost Group ID
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00
PO2071	4/12/2027	\$28.46	\$0.00

Note that this window can also be displayed from the Price Negotiation window.

4.1 Viewing Outstanding Purchase Orders

To view outstanding purchase orders with associated costs in the Outstanding P.O. Inquiry window:

1. Enter or use the lookups to select a creditor ID, currency ID, item number and site ID.

If you have displayed this window from the Price Negotiation window then these selections will be made automatically.

Note that if you display this window from the palette then the system functional currency ID will be automatically selected. You can select an alternate currency ID as required.

2. All relevant document IDs and associated costs will be displayed in the scrolling window.
3. Click OK to close the window.

Note that you can click Clear at any point to clear your selection or Redisplay to update your selection with any changes that have been made.

5. Item Invoice History Inquiry Window

Inquiries >> Trinity >> Price Negotiation >> Item Invoice History Inquiry

Use the Item Invoice History Inquiry window to:

- View invoice history for items

Document ID	Invoice Date	Customer	U Of M	Quantity	Unit Cost	Unit Price	Margin Value	%
Customer Name				Ship To Address		Address Name		
STDINV2216	3/24/2027	ASTORSUI0001	Each	8	\$55.50	\$59.95	\$4.45	7.42%
STDINV2215	3/23/2027	BLUEYOND0001	Each	1	\$55.50	\$59.95	\$4.45	7.42%
STDINV2109	3/24/2026	ASTORSUI0001	Each	8	\$55.50	\$59.95	\$4.45	7.42%
STDINV2108	3/23/2026	BLUEYOND0001	Each	1	\$55.50	\$59.95	\$4.45	7.42%
STDINV2062	2/22/2026	METROPOL0001	Each	1	\$55.50	\$59.95	\$4.45	7.42%
STDINV2170	2/22/2026	METROPOL0001	Each	1	\$55.50	\$59.95	\$4.45	7.42%
STDINV2061	2/21/2026	MAGNIFIC0001	Each	4	\$55.50	\$59.95	\$4.45	7.42%
STDINV2169	2/21/2026	MAGNIFIC0001	Each	4	\$55.50	\$59.95	\$4.45	7.42%
STDINV2044	2/7/2026	AARONFIT0001	Each	5	\$55.50	\$59.95	\$4.45	7.42%
STDINV2043	2/6/2026	VANCOUVE0001	Each	2	\$55.50	\$59.95	\$4.45	7.42%
STDINV2035	2/1/2026	MAGNIFIC0001	Each	10	\$55.50	\$59.95	\$4.45	7.42%
STDINV2034	1/31/2026	CENTRALC0001	Each	5	\$55.50	\$59.95	\$4.45	7.42%

Note that this window can also be displayed from the Price Negotiation window.

5.1 Viewing Invoice History for Items

To view invoice history for items using the Item Invoice History Inquiry window:

1. The item number will be selected by default. Enter or use the lookup to select an alternate item number if required.
2. The site ID will be selected by default. Enter or use the lookup to select an alternate site ID if required.
3. All invoices for the selected item / site will be displayed in the scrolling window.
4. Click OK to close the window.

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

6. Price Negotiation Lot Lookup Window

Inquiry >> Trinity >> Price Negotiation >> Price Negotiator >> Lot Number lookup

Use the Price Negotiation Lot Number lookup window to select a lot on which to base the cost for Price Negotiation:

Lot Number	Quantity Available	Quantity Type	Bin	Cost	Mfg. Date	Exp. Date
RG1	50.00	On Hand		0.89	00/00/0000	31/01/2009
Country origin		NZ	Quality	1		
Best before		31/01/2009		00/00/0000	Receipt Date	12/04/2017
RG2	50.00	On Hand		0.89	00/00/0000	15/01/2009
Country origin		UK	Quality	1		
Best before		15/01/2009		00/00/0000	Receipt Date	12/04/2017
RG3	50.00	On Hand		0.89	00/00/0000	15/05/2017
Country origin		NZ	Quality	1		
Best before		31/05/2017		00/00/0000	Receipt Date	12/04/2017

6.1 Selecting a lot for Price Negotiation

To view lot details in the Lot Number Inquiry window:

1. In the Price Negotiation window, select to negotiate prices for a lot tracked item.
2. Select the option to Base cost on Lot cost.
3. Select the Lot Number lookup button. When expanded to multi-line view, the Price Negotiation Lot Lookup window shows the lot quantities and attributes for the selected item.
4. Select a lot from the lookup to return to the Price Negotiation window.

7. Lot Number Inquiry Window

Inquiry >> Trinity >> Price Negotiation >> Price Negotiator >> Lot Number link

Note that this window is also available as a menu option:

Inquiry >> Trinity >> Lot Number Inquiry

Use the Lot Number Inquiry window to:

Quantity Type	On Hand	Creditor ID	
Quantity Received	50.00	Date Received	12/04/2017
Quantity Allocated	0.00	Manufactured Date	00/00/0000
Quantity Sold	0.00	Expiration Date	15/05/2017
Quantity Available	50.00	Bin	
Cost	\$0.89	Country origin	NZ
		Best before	31/05/2017
		Quality	1



7.1 Viewing Lot Details

To view lot details in the Lot Number Inquiry window:

1. In the Price Negotiation window, select to negotiate prices for a lot tracked item.
2. Select the option to Base cost on Lot cost.
3. Select the lot number from which to derive the item cost.
4. Click the lot number link to open the Lot Number Inquiry window, showing the lot quantities and attributes.
5. Click OK to close the window.

Appendix A

Price Negotiation – Access to Windows

Window Name	 Menu Access	 Other Access
Invoice History Inquiry	Inquiries >> Trinity >> Price Negotiation >> Invoice History Inquiry	Inquiry >> Trinity >> Price Negotiation >> Price Negotiator >> Sales Invoice History button
Item Invoice History Inquiry	Inquiries >> Trinity >> Price Negotiation >> Item Invoice History Inquiry	Inquiries >> Trinity >> Price Negotiation >> All Cust History button
Lot Number Inquiry window	Inquiries >> Trinity >> Lot Number Inquiry	Inquiries >> Trinity >> Price Negotiation >> Lot Number link
Outstanding P.O. Inquiry	Inquiries >> Trinity >> Price Negotiation >> Outstanding Purchase Order Inquiry	Inquiry >> Trinity >> Price Negotiation >> Price Negotiator >> Outst. P. Orders button
Price Negotiation	Inquiry >> Trinity >> Price Negotiation >> Price Negotiator	Sales >> Sales Transaction Entry >> Additional >> Price Negotiation
Price Negotiation Setup	Tools >> Setup >> Trinity >> Price Negotiation >> Minimum Margin Setup	

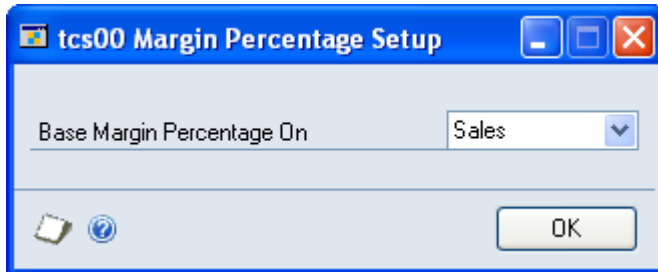
Appendix B

Margin Percentage Setup Window

Tools >> Setup >> Trinity >> Margin Percentage Setup

Use the Margin Percentage Setup window:

- Set up document margin calculation details



The settings made in this window will define how document margins displayed in the Price Negotiation window are calculated. See below for further details.

Note that the settings made in this window also set how the margin is calculated in the Item Catalogue and Search window (see Trinity Catalogue Based Sales) and the Document Margins window (see Trinity Distribution Enhancements).

Setting Up Document Margin Calculation Details

To setup document margin calculations in the Margin Percentage Setup window:

1. From the Base Margin Percentage On drop-down menu, select Costs or Sales.

The margin is the sum of all extended prices minus the sum of all unit cost prices for items on a transaction. The margin percentage is calculated dependant on your selection:

Sales	Margin / Total sales value for document lines
Costs	Margin / Total cost value for document lines

2. Click OK to save your settings and close the window.

Appendix C

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 will tell you which Trinity modules you are registered to use and which have been installed on your system.

