THE SYSTEMS HOUSE
MASTER DISTRIBUTION DOCUMENTATION

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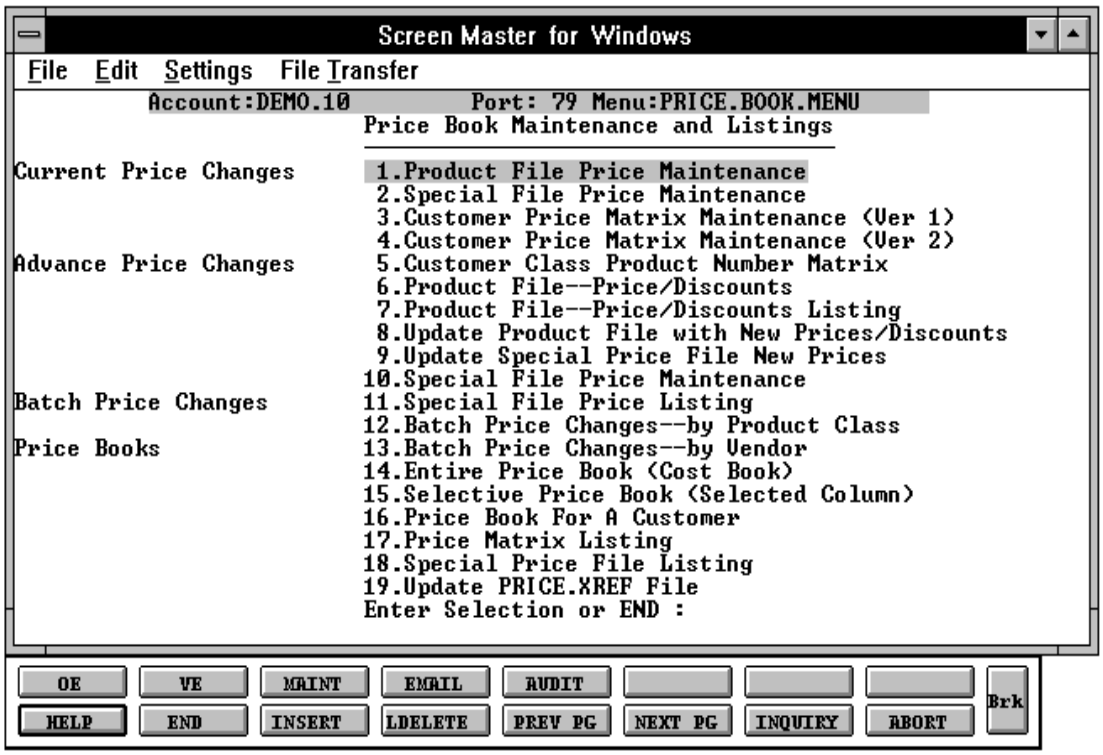
PRICE BOOK MAINTENANCE AND LISTINGS



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PRICE MAINTENANCE

PRICE MAINTENANCE OVERVIEW

One of five pricing methodologies may be selected for use. Each method provides for differing methods of price calculation, as well as contract pricing logic. Price hold and gross margin checks are built into each routine.

PRICING OPTIONS

Each pricing option has an override capability in order entry. The price pointer can be overridden and/or the price can be manually entered (overridden).

Contract pricing is used when specific customers receive guaranteed prices on specific items for a specific length of time. The contract may be priced for a specific customer or for a specific group of customers all under the same contract number.

The following is the hierarchy of each pricing option used in order entry.

VERSION 008.1

Each customer is coded to receive one pricing and/or discount categories. Up to 15 columns may be stored.

a. The Contract file is checked for a contract for the master customer/product combination.

b. The Contract file is checked for a contract for the specific customer/product combination.

c. The price pointer is read from the Customer Detail record and used to read the price from the price matrix in the Product record.

d. If there is no price in the pointer the retail price is used.

e. If there is no retail price, the price from the first pointer will be used.

f. The discount pointer is read from the Customer Detail record to get the discount percent from the Product record.

g. If the product is not flagged as discountable, the discount percent is 0.

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PRICE MAINTENANCE

PRICING OPTIONS (Continued)

VERSION 008.2

This method combines quantity break and price pointer logic. The program interprets the price pointer as the starting point for quantity breaks. In this way, several price schedules may be used (i.e., one for dealer, the other for retail) up to a maximum of 15 prices.

a. The Contract file is checked for a contract for the master customer/product combination.

b. The Contract file is checked for a contract for the specific customer/product combination.

c. The quantity ordered is checked against the quantity break in the Product record to arrive at the price.

d. If there is no price associated with the quantity break, the retail price is used.

e. If there is no retail price, the price from the first pointer will be used.

f. The discount pointer is read from the Customer Detail record to get the discount percent from the Product record.

g. If the product is not flagged as discountable, the discount percent is 0.

VERSION 008.3

A Price Matrix file is established for each customer identifying by product class the discount the customer is to receive from the base price.

a. The Contract file is checked for a contract for the master customer/product combination.

b. The Contract file is checked for a contract for the specific customer/product combination.

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PRICE MAINTENANCE

PRICING OPTIONS (Continued)

VERSION 008.3 (Continued)

c. The price pointer is read from the Customer Detail record and used to read the price from the price matrix in the Product record.

d. If there is no price in the pointer the retail price is used.

e. If there is no retail price, the price from the first pointer will be used.

f. If the product is discountable, the discount percent is read from the Price.2 record for the customer / product class combination.

VERSION 008.4

This version uses straight quantity break logic to determine the pricing.

a. The Contract file is checked for a contract for the master customer / product combination.

b. The Contract file is checked for a contract for the specific customer / product combination.

c. The quantity ordered is checked against the quantity break in the Product record to arrive at the price.

d. If there is no price associated with the quantity break, the retail price is used.

e. If there is no retail price, the price from the first pointer will be used.

f. The discount pointer is read from the Customer Detail record to get the discount percent from the Product record.

g. If the product is not flagged as discountable, the discount percent is 0.

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PRICE MAINTENANCE

PRICING OPTIONS (Continued)

VERSION 008.5

This method utilizes a Price Matrix file which specifies for each customer by product class:

1 - the base price to be used (code 0 uses cost as a base)
2 - the +/- discount percent
3 - the +/- cents addition

This method is by far the most flexible but requires significant effort to maintain.

a. The Contract file is checked for a contract for the master customer/product combination.

b. The Contract file is checked for a contract for the specific customer/product combination.

c. The price pointer is read from the Price.2 record for the customer/product class combination. If the pointer is 0 then cost is used as a basis for the following price calculation.

d. The price is obtained from the Product record for the pointer.

e. If there is no price in the pointer the retail price is used.

f. If there is no retail price, the price from the first pointer will be used.

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PRODUCT FILE PRICE MAINTENANCE

PROGRAM NAME	SSS.BP GEN.MAST
	SSS.BP,SUBS PRICE.INIT08
	SSS.BP PRICE.MAINT008
	SSS.BP DISPLAY.PRODUCT008
	SSS.BP PRICE.WRITE008
SELECTION	MENU-5
SELECTION NUMBER	1
FILES ACCESSED	PROD.MAST

OVERVIEW

This program allows entry and maintenance of the price, discount, and commission fields stored in the Prod.Mast file.

It also facilitates the entry of quantity break fields optionally used in order entry. The quantity ordered is compared with the "Qty Break" fields. When the quantity ordered is less than or equal to the quantity amount stored in the file, the price, discount and commission for that level is used.

OPERATING INSTRUCTIONS

Note that the function keys on the bottom of the screen are valid. Please see the system documentation introduction for more information regarding the function key use and operation.

If the pricing already exists, it will be displayed and the operator will be at the line# prompt. If this is a new entry you will start at the first line to enter the quantity break information.

PRODUCT

Enter the external product number or 'END' to return to the menu.

QTY BREAK

Enter the quantity break amount. When the quantity breaks are complete hit 'RETURN' to advance to the line# to change prompt.

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PRODUCT FILE PRICE MAINTENANCE

OPERATING INSTRUCTIONS (Continued)

PRICE

Enter the price.

DISC%

Enter the discount percentage.

COMM%

Enter the commission percentage.

ENTER LINE # TO CHANGE, 'DELETE' TO DELETE, 0 TO ACCEPT:

Enter the line number to change, or '0' to accept the maintenance and return to the product number prompt.

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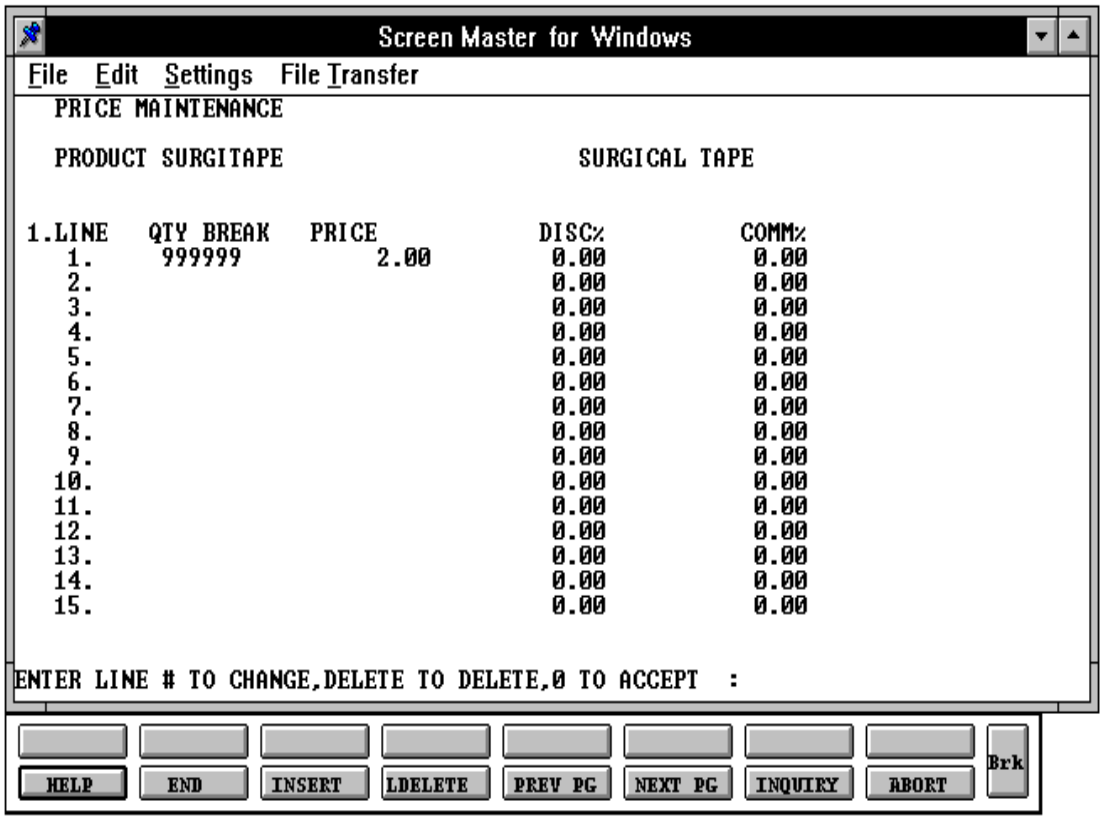
PRODUCT FILE PRICE MAINTENANCE



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SPECIAL FILE PRICE MAINTENANCE

PROGRAM NAME	SSS.BP GEN.MASTER
	SSS.BP PRICE.1-MAINT008
	SSS.BP, SUBS PRICE.1.OPEN008
	SSS.BP, SUBS PRICE.1.EXIT008
SELECTION	MENU-5
SELECTION NUMBER	2
FILES ACCESSED	PRICE.1
	CUST.MAST
	PROD.MAST
	PRICE.CHANGE
	ALPHA.CUST
	ALPHA.PROD

OVERVIEW

The Price. 1 file is intended to serve the needs of customers whose pricing policies require the ability to specify a specific price to a specific customer. This would be the case where a specific price has to be guaranteed on a contract basis.

This file may be established on a customer by customer basis or on a contract basis. Using the contract method, the system allows several customers to share the same set of contract prices, such as might be the case for an association or governmental agency. The contract number would be stored in the Customer Master file.

The key to the file is customer#product#

New prices may be loaded into the file in advance of their taking effect. A new price effective date is loaded into the file for this purpose.

The file allows the storage of:

1. Price
2. Old price
3. Cost at time of price change
4. Date of last price change
5. New price
6. Date new price is effective
7. Customer's item number

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SPECIAL FILE PRICE MAINTENANCE

OPERATING INSTRUCTIONS

File maintenance field parameters for file Price.1

Note that the function keys on the bottom of the screen are valid. Please see the system documentation introduction for more information regarding the function key use and operation.

CUSTOMER

Enter the external customer number, 'L' for the lookup routine or 'END' to return to the menu.

PRODUCT

Enter the external product number or 'L' for the lookup routine or 'END' to return to the customer number prompt.

If the Contract file exists for the customer / product number entered the information will be displayed and changed may be made.

If this is a new contract the following prompt will display after the product number is entered:

999999*999999 NOT ON FILE, CREATE IT (Y/N)

Enter 'Y' to create a new Contract record. Enter 'N' to return to the customer number prompt.

BEGIN DATE

Enter the date that the contract begins

END DATE

Enter the date that the contract ends.

PRICE

Enter the current selling price for this product.

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SPECIAL FILE PRICE MAINTENANCE

OPERATING INSTRUCTIONS (Continued)

OLD PRICE

If a new price is entered the previous price is moved to this field.

COST

The cost is displayed from the Prod.Mast file and may not be maintained.

CHANGE DATE

The change date is the system date and may not be maintained

LAST SALE

The date of last sale (if any) is displayed and may not be maintained.

NEW EFF DATE

Enter the effective date for new selling price.

NEW EFF END DT

Enter the ending date for the new price.

NEW PRICE

Enter the new selling price.

CUST ITEM #

Enter the customer's item number. This item number may be used in order entry. The order can be entered using the customer item numbers as well as the standard item numbers.

COMM %

Enter the commission percent for this product.

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SPECIAL FILE PRICE MAINTENANCE

OPERATING INSTRUCTIONS (Continued)

QTY

Enter quantity from 0 to 999999.

PRICE

Enter price for this quantity break.

DISC %

Enter the percent off for this discount.

COMM %

Enter the commission percent for this product.

Once all the information for the Contract file has been entered the program will display the following prompt and allow changed to made to record before ending the program.

LINE # TO CHANGE, DELETE TO DELETE , 0 TO ACCEPT:

Enter the corresponding line number to change, 'DELETE' to delete the entire record or '0' to accept the record.

DO YOU WANT TO UPDATE CUSTOMER/PRODUCT CROSS REFERENCE (NL/N):

Hit 'RETURN' to update the Cross Reference file or 'N' to end with no update.

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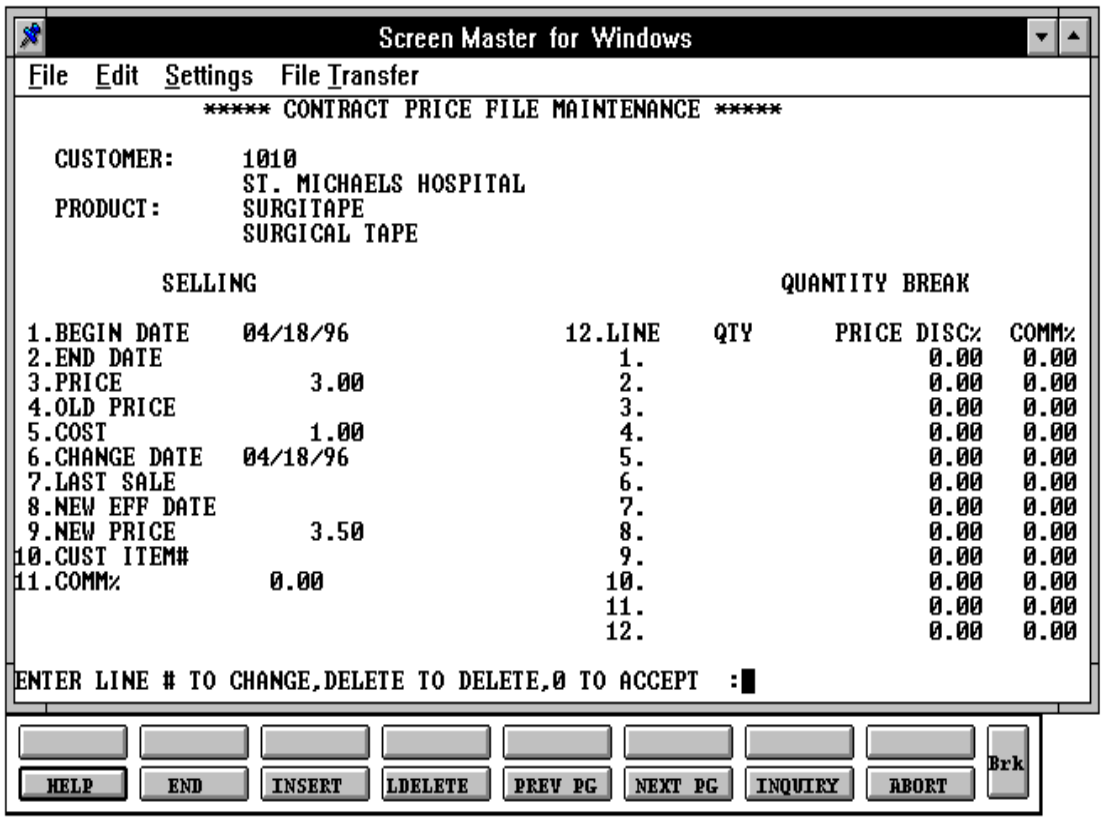
CONTRACT PRICE FILE MAINTENANCE



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CUSTOMER PRICE MATRIX MAINTENANCE (VER 1)

PROGRAM NAME	SSS.BP GEN.MASTER
	SSS.BP PRICE.2-MAINT008
	SSS.BP,SUBS PRICE.2.OPEN008
	SSS.BP,SUBS PRICE.2.READ008
	SSS.BP,SUBS STATUS.LOG008
SELECTION	MENU-5
SELECTION NUMBER	3
FILES ACCESSED	CUST.MAST
	PRICE.2
	PROD.CLASS
	STATUS-LOG
	DICT STATUS-LOG
	DICT SMAST

OVERVIEW

The Price.2 file is intended to serve the needs of customers whose pricing policies require the ability to specify the price class each of their customers fall into on a product class basis. This is commonly referred to as "MATRIX PRICING"

The key to the file consists of customer number. Within the record, the data is organized by product class.

The system allows for the storage in this file of:

1. Product Class
2. Discount per cent for each Product Class
3. Price pointer per Product Class --- optional
4. +/- Cents per Product Class --- optional

OPERATING INSTRUCTIONS

Note that the function keys on the bottom of the screen are valid. Please see the system documentation introduction for more information regarding the function key use and operation.

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CUSTOMER PRICE MATRIX MAINTENANCE (VER 1)

OPERATING INSTRUCTIONS (Continued)

EXT CUSTOMER#

Enter the customer number, 'L' for the lookup routine, or 'END' to return to the menu. If an existing record is entered, the information will be displayed and the operator will be at the line number change prompt. If a new record is entered, you will be prompted as follows:

999999 NOT ON FILE CREATE IT (Y/N)

Enter 'Y' to create a new record, Enter 'N' to return to the customer number prompt.

P/C

Enter a valid product class. The product class description will be displayed. When all product classes have been entered hit 'RETURN' to go to the line change prompt.

DISC%

Enter the discount percentage for this customer / product class combination. (i.e., 2% = 2.00, 2 ½ = 2.50).

ENTER LINE # TO CHANGE, DELETE TO DELETE, 0 TO ACCEPT:

Enter the line number to change, 'DELETE' to delete the entire record, or '0' to accept the record.

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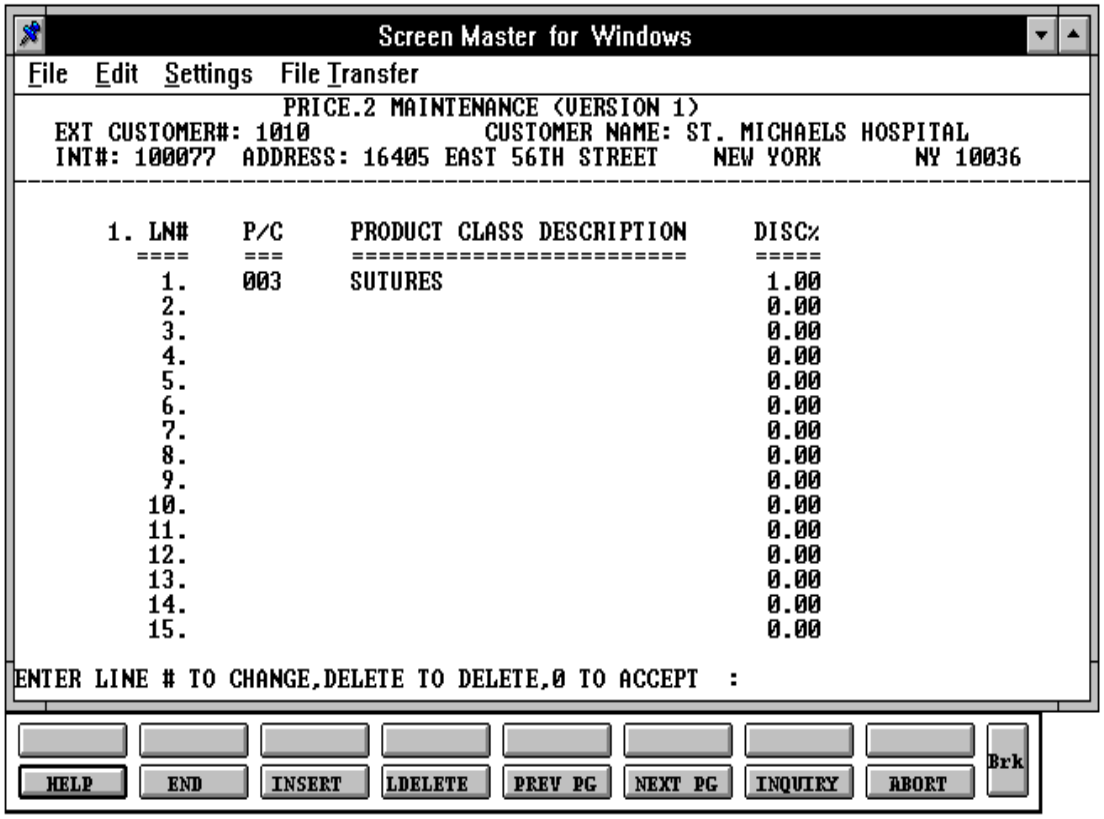
CUSTOMER PRICE MATRIX MAINTENANCE (VERSION 1)



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CUSTOMER PRICE MATRIX MAINTENANCE (VER 2)

PROGRAM NAME	SSS.BP GEN.MASTER
	SSS.BP PRICE.2-MAINT008.2
	SSS.BP,SUBS PRICE.2.OPEN008
	SSS.BP,SUBS PRICE.2.INIT008
	SSS.BP,SUBS PRICE.2.READ008
	SSS.BP,SUBS STATUS.LOG008
SELECTION	MENU-5
SELECTION NUMBER	4
FILES ACCESSED	PRICE.2
	CUST.MAST
	STATUS-LOG
	DICT STATUS-LOG
	DICT SMAST

OVERVIEW

The Price.2 file is intended to serve the needs of customers whose pricing policies require the ability to specify the price class each of their customers fall into on a product class basis. This is commonly referred to as "MATRIX PRICING"

The key to the file consists of customer number. Within the record, the data is organized by product class.

The system allows for the storage in this file of:

1. Product Class
2. Discount per cent for each Product Class
3. Price pointer per Product Class --- optional
4. +/- Cents per Product Class --- optional

OPERATING INSTRUCTIONS

Note that the function keys on the bottom of the screen are valid. Please see the system documentation introduction for more information regarding the function key use and operation.

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CUSTOMER PRICE MATRIX MAINTENANCE (VER 2)

OPERATING INSTRUCTIONS (Continued)

EXT CUSTOMER#

Enter the customer number, 'L' for the lookup routine, or 'END' to return to the menu. If an existing record is entered, the information will be displayed and the operator will be at the line number change prompt. If a new record is entered you will be prompted as follows:

999999 NOT ON FILE CREATE IT (Y/N)

Enter 'Y' to create a new record. Enter 'N' to return to the customer number prompt.

P/C

Enter a valid product class. The product class description will be displayed. When all product classes have been entered hit 'RETURN' to go to the line change prompt.

PP

Enter the price pointer for this product class or hit 'RETURN' for no price pointer (cost).

+/- PCT

Enter the percentage to increase or decrease based on the price pointer entered. If there is no price pointer the percentage increase / decrease will be based on cost. Enter a 'T' or a '-' before entering the percentage.

+/- AMOUNT

Enter the amount to increase or decrease based on the price pointer entered. If there is no price pointer the amount of increase / decrease will be based on cost. Enter a 'T' or a '-' before entering the amount.

ENTER LINE # TO CHANGE, DELETE TO DELETE, 0 TO ACCEPT:

Enter the line number to change, 'DELETE' to delete the entire record, or '0' to accept the record.

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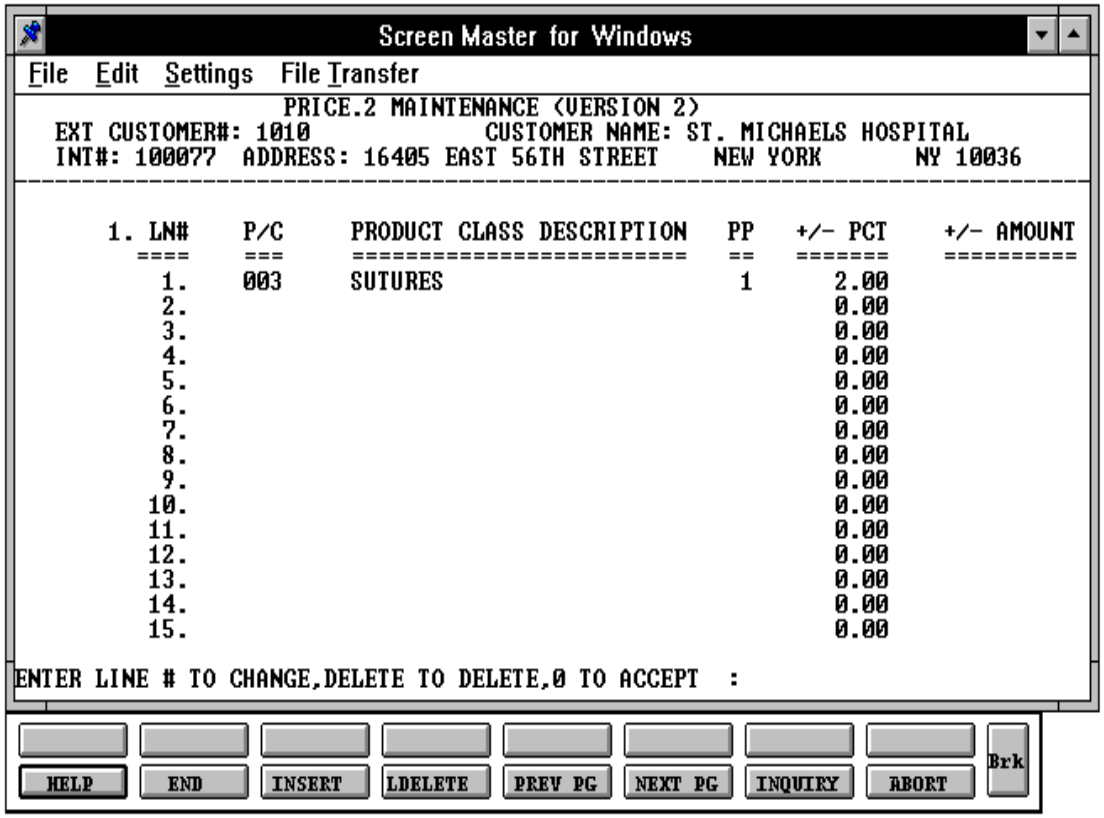
CUSTOMER PRICE MATRIX MAINTENANCE (VERSION 2)



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CUSTOMER CLASS PRODUCT NUMBER MATRIX

PROGRAM NAME	SSS.BP GEN.MASTER SSS.PRICE.MAINT010 SSS.BP,SUBS PRICE.1.OPEN008 SSS.BP,SUBS PRICE.1.INIT008 SSS.BP,SUBS PRICE.1.READ008
SELECTION	MENU-5
SELECTION NUMBER	5
FILES ACCESSED	CUST.CLASS ALPHA.PROD PROD.MAST PRICE.CHANGE CUST.MAST

OVERVIEW

The Customer Class Product Number Matrix file is intended to serve the needs of customers whose pricing policies require the ability to specify a price to a specific customer class. This file allows the entry of special pricing on certain products based on customer class.

OPERATING INSTRUCTIONS

Note that the function keys on the bottom of the screen are valid. Please see the system documentation introduction for more information regarding the function key use and operation.

CUST CLASS

Enter the customer class code number that defines the customer base.

PRODUCT

Enter the product number.

PRICE

Enter the specific price for the product that was entered.

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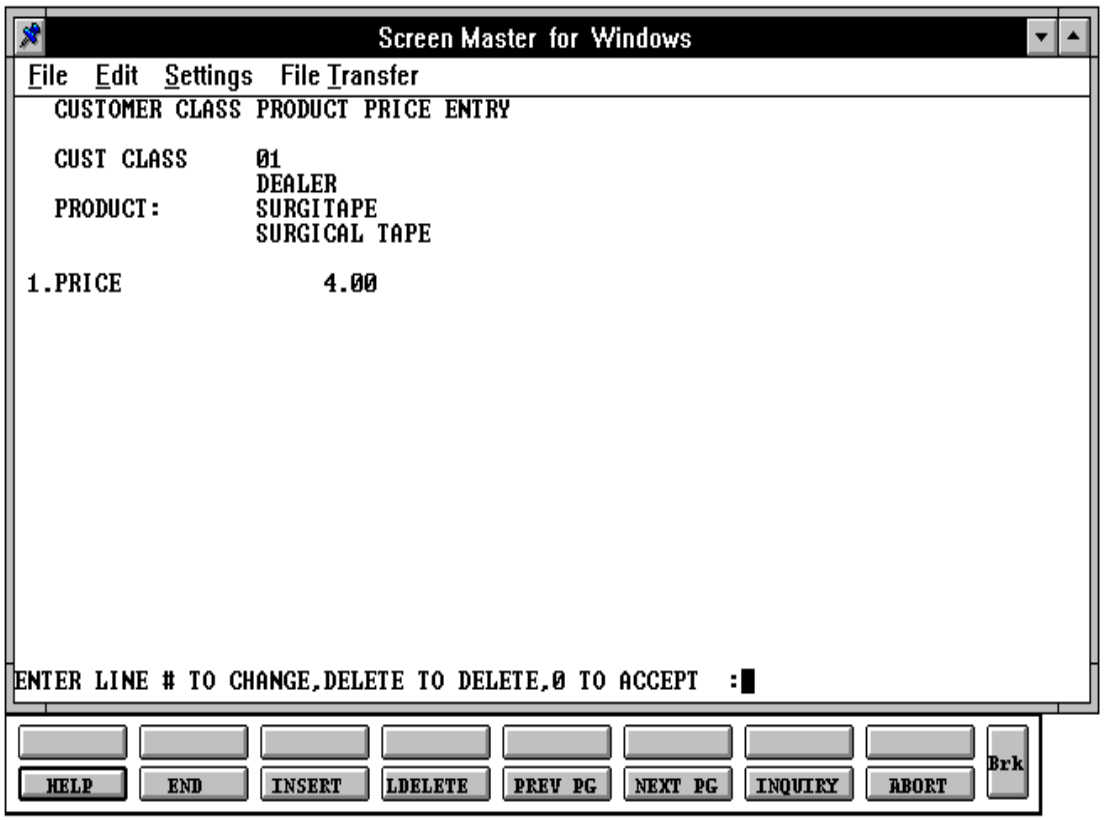
CUSTOMER CLASS PRODUCT PRICE ENTRY



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PRODUCT FILE -- PRICE/DISCOUNTS

PROGRAM NAME	SSS.BP GEN.MASTER
	SSS.BP ADV.PRICE.MAINT008
	SSS.BP,SUBS ADV.PRICE.OPEN008
	SSS.BP,SUBS ADV.PRICE.READ008
SELECTION	MENU-5
SELECTION NUMBER	6
FILES ACCESSED	PRICE.CHANGE
	PROD.MAST

OVERVIEW

This price procedure allows entry of price changes to the Product Master file in advance of their taking effect. The initial prompt is for product number and effective date, since their may be more than one change, each effective on different dates, per product. If a new maintenance record is being created, the data from the Product Master file will be displayed and changes will be allowed.

OPERATING INSTRUCTIONS

Note that the function keys on the bottom of the screen are valid. Please see the system documentation introduction for more information regarding the function key use and operation.

ENTER PRODUCT #

Enter the product number, 'L' for the lookup routine, or 'RETURN' to return to the menu. If an existing record is entered, the information will be displayed and the operator will be at the line number change prompt. If a new record is entered you will be prompted as follows:

999999 NOT ON FILE CREATE IT (Y/N)

Enter 'Y' to create a new record, Enter 'N' to return to the customer number prompt.

EFFECTIVE DATE

Enter the effective date of the price change.

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PRODUCT FILE PRICE/DISCOUNTS

OPERATING INSTRUCTIONS (Continued)

QTY BREAK

Enter the quantity break amount. When the quantity breaks are complete, hit 'RETURN' to advance to the line# to change prompt.

PRICE

Enter the price.

DISC%

Enter the discount percentage.

COMM%

Enter the commission percentage.

ENTER LINE # TO CHANGE, 'DELETE' TO DELETE, 0 TO ACCEPT:

Enter the line number to change, or '0' to accept the maintenance and return to the product number prompt.

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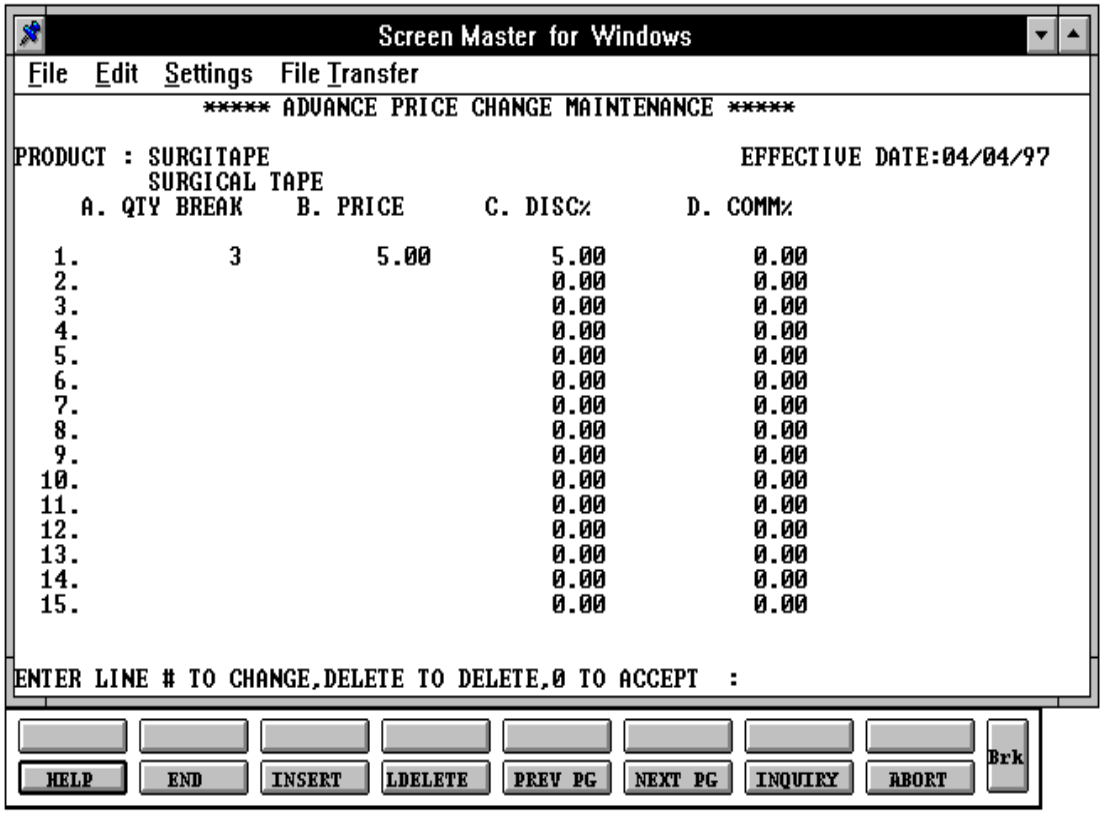
ADVANCE PRICE CHANGE MAINTENANCE



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PRODUCT FILE -- PRICE/DISCOUNTS LISTING

PROK NAME	PROK ADV.PROD.CHG-LIST
SELECTION	MENU-5
SELECTION NUMBER	7
FILES ACCESSED	PRICE.CHANGE
	PROD.MAST

OVERVIEW

The advance price change program lists all products with an advance change. The listing includes the product number, old and new quantity breaks, prices, discount percentages and commission percentage for all advance pricing.

OPERATING INSTRUCTIONS

ADVANCE PRICE CHANGE LISTING (PRODUCT FILE)

HIT <RETURN> TO CONTINUE OR <END>:

Hit 'RETURN' to continue with the report or enter 'END' to end the program and return to the selection menu.

ENTER CUTOFF EFFECTIVE DATE OR HIT <CR> TO SELECT ALL PRICE CHANGE MM/DD/YY:

Enter the cutoff effective date for the advanced pricing you wish to print or 'END' to return to the selector menu.

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PRODUCT FILE -- PRICE / DISCOUNTS LISTING

DATE: 20 Oct 1997 ADVANCE PRODUCT FILE PRICE CHANGE LISTING PAGE: 1

PRODUCT#	DESCRIPTION	EFF DATE	QUANTITY BREAKS		PRICES		DISCOUNT%		COMMISSION%	
			OLD	NEW	OLD	NEW	OLD	NEW	OLD	NEW
STUSSY	DIRECTOR CHAIR	10/15/97	10	15	75.00	75.00				
101	RED PLASTIC DESK	10/20/97	5	5	100.00	97.00				
102	BLUE PLASTIC DESK	10/21/97	5	5			10.00	12.00		
78T-85	8X10 PEWTER FRAME	10/15/97	10	10			15.00	17.00		

4 records listed.

0 records listed.

UPDATE PRODUCT FILE WITH NEW PRICE DISCOUNTS

PROK NAME	PROK PPRICE-UPD008
PROGRAM NAME	MDS.BP PRICE-UPD008
SELECTION	MENU-5
SELECTION NUMBER	8
FILES ACCESSED	PRICE.CHANGE
	PRICE.1
	PROD.MAST
	PARAMETER

OVERVIEW

This procedure updates the Product Master and Contract Price files from the advance changes based on an entered effective date. The update may be run by Product Master file update, Contract Price file update, or both types of update.

OPERATING INSTRUCTIONS

UPDATE PRODUCT FILE WITH NEW PRICE DISCOUNTS ENTRY

PRICE CHANGE FILE UPDATE

1. PRODUCT FILE UPDATE
2. CONTRACT FILE UPDATE
3. BOTH TYPES OF UPDATES

ENTER SELECTION OR <END>:

Enter selection 1 to run the Price Change file update. Enter 2 to run the Contract file update. Enter 3 to run both updates or enter 'END' to return to the selection menu.

ENTER EFFECTIVE DATE MM/DD/YY:

Enter the effective date as MM/DD/YY or 'END' to return to the selection menu. Any records with an effective date less than or equal to the effective date entered will be updated.

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UPDATE SPECIAL PRICE FILE WITH NEW PRICES

PROK NAME	PROK PCONT.PRICE-UPD008
PROGRAM NAME	MDS.BP CONT.PRICE-UPD008
SELECTION	MENU-5
SELECTION NUMBER	9
FILES ACCESSED	PRICE.1
	PROD.MAST
	PARAMETER

OVERVIEW

This procedure updates the Product Master and Contract Price files from the advance changes loaded in the Contract records, based on an entered effective date.

OPERATING INSTRUCTIONS

UPDATE CONTRACT PRICE FILE WITH NEW PRICES ENTRY

PRICE CHANGE CONTRACT FILE UPDATE

HIT <RETURN> TO CONTINUE OR 'END':

Hit 'RETURN' to continue with the update or enter 'END' to end the program and return to the selection menu.

ENTER CUTOFF EFFECTIVE DATE MM/DD/YY:

Enter the cutoff effective date to continue with the update or 'END' to return to the selection menu.

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SPECIAL FILE PRICE MAINTENANCE

PROGRAM NAME	SSS.BP GEN.MASTER
	SSS.BP ADV.PRICE.1 .MAINT008
	SSS.BP,SUBS ADV.PRICE.1.OPEN008
	SSS.BP,SUBS ADV.PRICE.1.INIT
SELECTION	MENU-5
SELECTION NUMBER	10
FILES ACCESSED	ALPHA.CUST
	CUST.MAST
	ALPHA.PROD
	PROD.MAST
	PRICE.CHANGE
	PRICE.1

OVERVIEW

This procedure allows entry of price changes to the Contract Price file in advance of their taking effect. The customer number, product number as well as effective date are input, since their may be more than one change, each effective on different dates. If a new maintenance record is being created, the data from the Contract Price file will be displayed and changes will be allowed.

OPERATING INSTRUCTIONS

File maintenance field parameters for file Price.1

Note that the function keys on the bottom of the screen are valid. Please see the system documentation introduction for more information regarding the function key use and operation

CUSTOMER

Enter the external customer number, 'L' for the lookup routine or 'END' to return to the menu.

PRODUCT

Enter the external product number or 'L' for the lookup routine or 'END' to return to the customer number prompt. If the Contract file exists for the customer/product number entered the information will be displayed and changed may be made. If this is a new contract the following prompt will display after the product number is entered:

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CONTRACT FILE PRICE MAINTENANCE

OPERATING INSTRUCTIONS (Continued)

999999*999999 NOT ON FILE, CREATE IT (Y/N)

Enter 'Y' to create a new Contract record. Enter 'N' to return to the customer number prompt.

EFFECTIVE DATE

Enter the effective date for the new pricing.

The current selling and retail information will be displayed and the operator will be prompted as follows:

1. PRICE

Enter the new selling price.

2. PRICE

Enter the new retail price.

All other fields may not be maintained.

Once all the information for the Contract file has been entered the program will display the following prompt and allow changed to made to record before ending the program.

LINE # TO CHANGE, DELETE TO DELETE , 0 TO ACCEPT:

Enter the corresponding line number to change, 'DELETE' to delete the entire record or '0' to accept the record.

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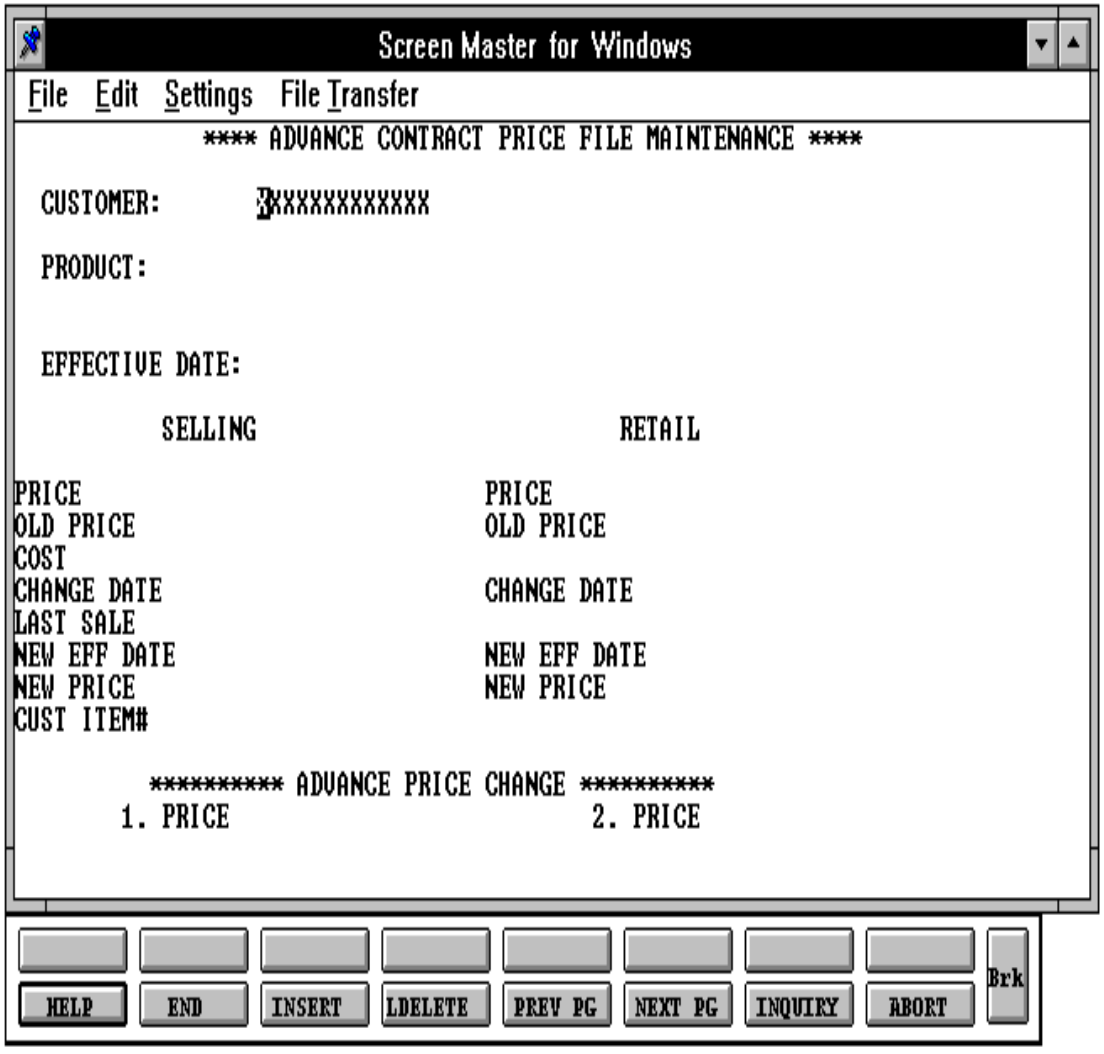
CONTRACT FILE PRICE MAINTENANCE SCREEN



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SPECIAL FILE PRICE MAINTENANCE LISTING

PROK NAME	PROK ADV.PRICE1.PRICE.CHG-LIST
SELECTION	MENU-1.4
SELECTION NUMBER	11
FILES ACCESSED	PRICE.CHANGE

OVERVIEW

This procedure lists the advance Contract Price file for all products and customers. The listing includes product number effective date of price change, old and new price, customer name and item number.

OPERATING INSTRUCTIONS

ADVANCE PRICE CHANGE LISTING (PRICE.1 FILE)

HIT <RETURN> TO CONTINUE OR <END>:

Hit 'RETURN' to continue with the listing or enter 'END' to end the program and return to the selection menu.

ENTER CUTOFF EFFECTIVE DATE OR HIT <CR> TO SELECT ALL PRICE CHANGES MM/DD/YY:

Enter the cutoff effective date for the advanced pricing you wish to print or 'END' to return to the selector menu.

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SPECIAL FILE PRICE MAINTENANCE LISTING

DATE: 28 Jul 1997 ADVANCE CONTRACT FILE PRICE CHANGE LISTING (PRICE.1) PAGE: 1

EFF DATE	PRODUCT#/DESCRIPTION	CUSTOMER ITEM	CUSTOMER#	NAME	NEW PRICE	OLD PRICE
06/08/83	ARWKSU-HD HVY DUTY STICK UP	SU-HD	AJAX	AJAX INDUSTRIAL SUPPLY	15.00	14.50
06/10/83	ARWKCF9 CARPET FRESH 9 OZ	CF9	AJAX	AJAX INDUSTRIAL SUPPLY	18.00	17.20
06/10/83	ARWKCF9 CARPET FRESH 9 OZ	CF9	UMC	UNIVERSITY MEDICAL CENTER	19.00	17.20
06/10/83	ARWKSU-L STICK UP DEOD LEMON	SU-LM	UMC	UNIVERSITY MEDICAL CENTER	15.00	14.50
06/13/83	ARWKCF14 CARPET FRESH 14 OZ	CF14	AJAX	AJAX INDUSTRIAL SUPPLY	30.00	25.50

5 records listed.

BATCH PRICE CHANGES--BY PRODUCT CLASS

PROK NAME	PROK PBATCH.PR.CHG004
PROGRAM NAME	MDS.BP BATCH.PR.CHG004
	MDS.BP BATCH.PR.UPD004
SELECTION	MENU-5
SELECTION NUMBER	12
FILES ACCESSED	PROD.MAST
	PROD.CLASS
	PARAMETER

OVERVIEW

This process provides for the update of prices for products in specific product classes. The first four price columns and the cost designated in the Parameter file may be maintained. You are prompted for the product class, and then plus or minus percentages and/or amounts to affect the prices and costs stored in the Product Master file. If 'RETURN' is hit the price or cost on file remains unchanged.

OPERATING INSTRUCTIONS

BATCH PRICE BY PRODUCT CLASS PROGRAM & UPDATE
HIT <NL> TO CONTINUE OR 'END' TO END :

Hit 'RETURN' to run the update. Enter 'END' to return to the menu.

ENTER PRODUCT CLASS:

Enter the product class or enter 'END' to return to the menu. If an existing record is entered, the information will be displayed and the operator will be at the line number change prompt. If a new record is entered you will be prompted as follows:

IS THIS THE CORRECT PRODUCT CLASS <Y/N>

Enter 'Y' if this is the correct product class. Enter 'N' if this product class is incorrect.

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BATCH PRICE CHANGES--BY PRODUCT CLASS

OPERATING INSTRUCTIONS (Continued)

PRICE

+/- PCT

Enter the percentage increase or decrease for each price pointer (4-4). If there is no increase / decrease hit 'RETURN' and a '0' will display.

+/- AMOUNT

Enter the amount increase or decrease for each price pointer (4-4). If there is no increase / decrease hit 'RETURN' and a '0' will display.

COST

+/- PCT

Enter the percentage increase or decrease of cost

+/- AMOUNT

Enter the amount increase or decrease of cost

ENTER LINE # TO CHANGE, OR <END> TO ACCEPT:

Enter the corresponding line number to change, 'DELETE' to delete the record or '0' to accept the record.

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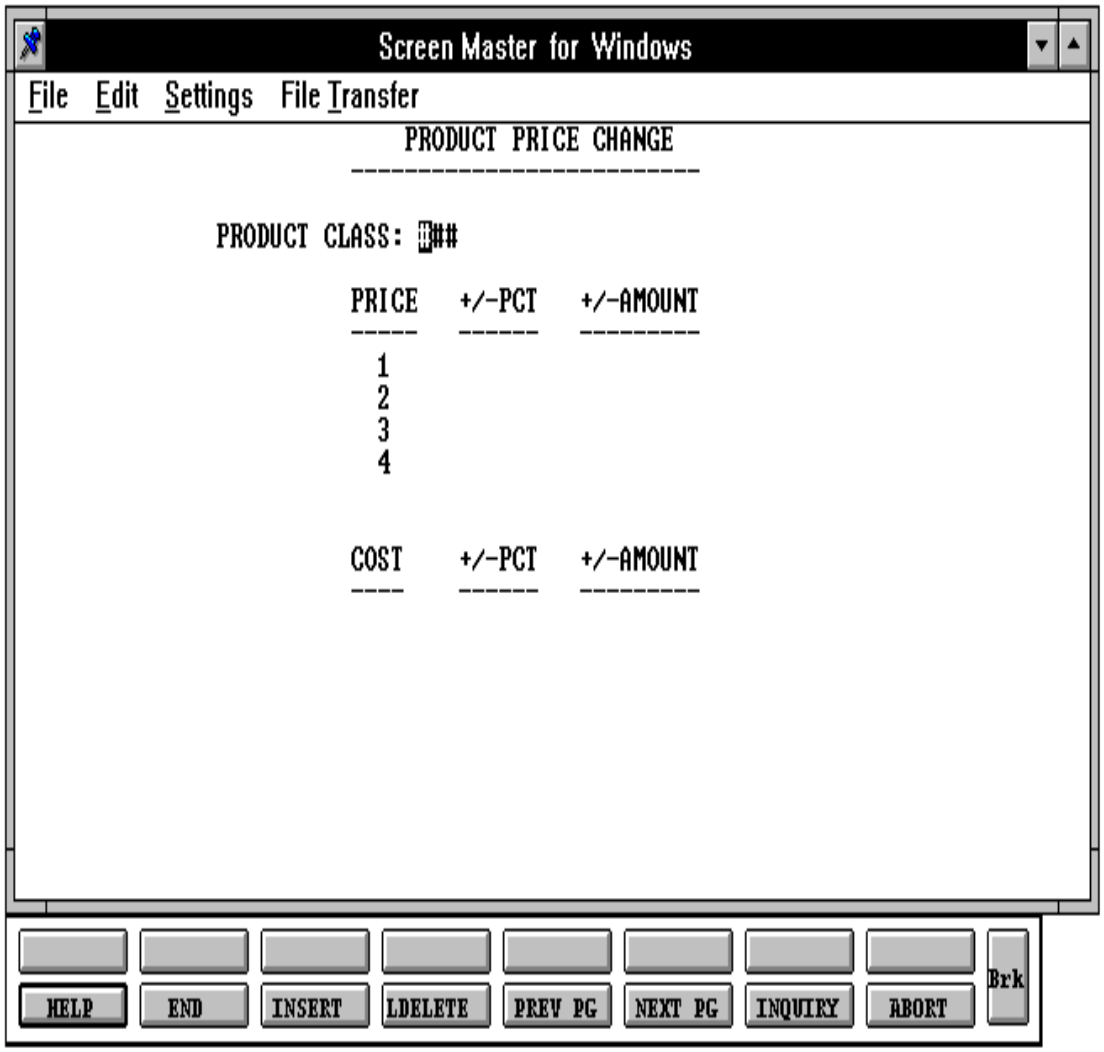
BATCH PRICE CHANGES BY PRODUCT CLASS



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BATCH PRICE CHANGES -- BY VENDOR

PROK NAME	PROK PVEND.BATCH.PR.CHG004
PROGRAM NAME	MDS.BP VEND.BATCH.PR.CHG004
	MDS.BP BATCH.PR.UPD004
SELECTION	MENU-5
SELECTION NUMBER	13
FILES ACCESSED	PROD.CLASS
	PROD.MAST
	SCREEN
	VEND.MAST
	PARAMETER

OVERVIEW

This process provides for the update of prices for products purchased from specific vendors. The first four price columns and the cost designated in the Parameter file may be maintained. You are prompted for the vendor number, and then plus or minus percentages and/or amounts to affect the prices and costs stored in the Product Master file. If 'CR' is entered the price or cost on file remains unchanged.

OPERATING INSTRUCTIONS

BATCH PRICE CHANGE BY VENDOR NUMBER PROGRAM & UPDATE
HIT <NL> CONTINUE OR 'END' TO END:

Hit 'RETURN' to run the update. Enter 'END' to return to the menu.

ENTER VENDOR NUMBER:

Enter the vendor number or enter 'END' to return to the menu. If an existing record is entered, the information will be displayed and the operator will be at the line number change prompt. If a new record is entered you will be prompted as follows:

IS THIS THE CORRECT VENDOR (Y/N)

Enter 'Y' if this is the correct vendor. Enter 'N' if this vendor is incorrect.

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BATCH PRICE CHANGES -- BY VENDOR

OPERATING INSTRUCTIONS (Continued)

PRICE

+/- PCT

Enter the percentage increase or decrease for each price pointer (44). If there is no increase / decrease hit 'RETURN' and a '0' will display

+/- AMOUNT

Enter the amount increase or decrease for each price pointer (4-4). If there is no increase / decrease hit 'RETURN' and a '0' will display.

COST

+/- PCT

Enter the percentage increase or decrease of cost

+/- AMOUNT

Enter the amount increase or decrease of cost

ENTER LINE TO CHANGE, OR <END> TO ACCEPT:

Enter the corresponding line number to change, or 'END' to accept the record.

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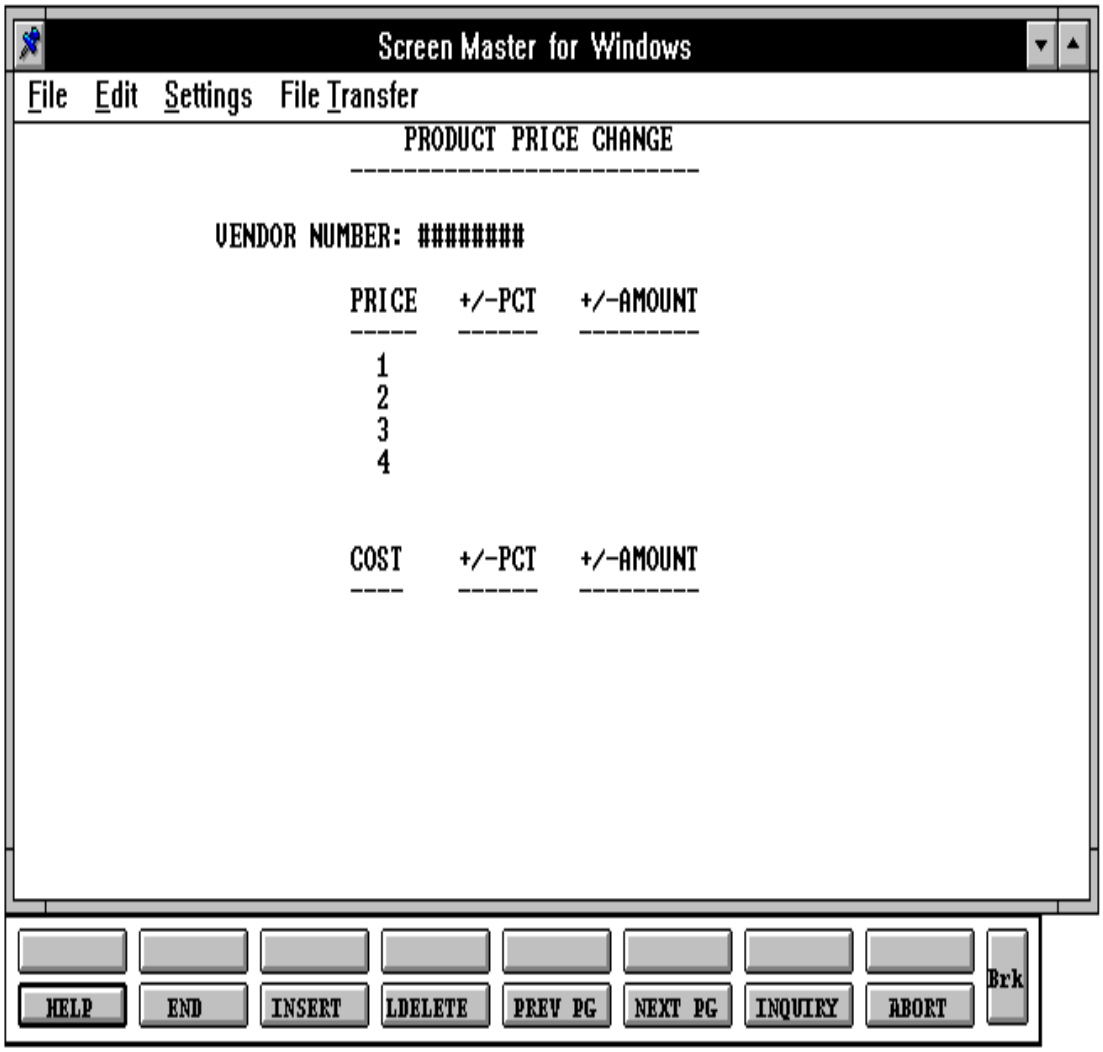
BATCH PRICE CHANGES BY VENDOR SCREEN



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PRICE BOOKS

ENTIRE PRICE BOOK (COST BOOK)

PROK NAME	PROK PPRICE.BOOK
PROGRAM NAME	MDS.BP PRICE.BOOK
SELECTION	MENU-5
SELECTION NUMBER	14
FILES ACCESSED	PROD.MAST
	PROD.CLASS
	PARAMETER

OVERVIEW

This report lists all products sorted by product class. The first eight prices from the Product Master file, the cost designated in the Parameter file, and the gross margin percent are listed.

OPERATING INSTRUCTIONS

PRICE BOOK
HIT <RETURN> TO CONTINUE OR 'END':

Hit 'RETURN' to continue with the program or 'END' to return to the selection menu.

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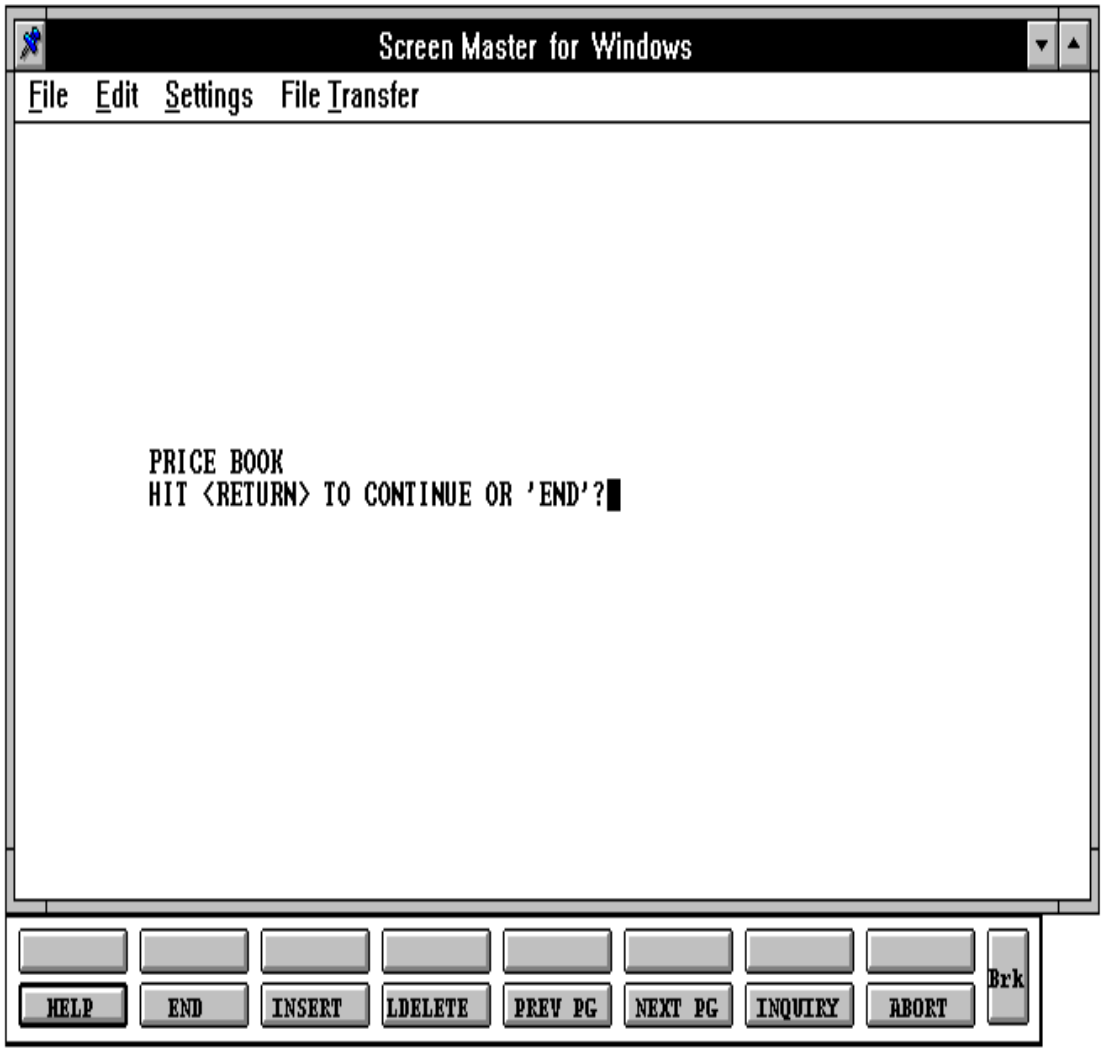
ENTIRE PRICE BOOK (COST BOOK)



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ENTIRE PRICE BOOK (COST BOOK)

PROD NUMBER & DESCRIPTION	PRICE.1 MARGIN	PRICE.2 MARGIN	PRICE.3 MARGIN	PRICE.4 MARGIN	PRICE.5 MARGIN	PRICE.6 MARGIN	PRICE.7 MARGIN	PRICE.8COST MARGIN
PRODUCT CLASS: 001 FURNITURE								
101	125.00							
RED PLASTIC DESK	42.00							
102	125.00							
BLUE PLASTIC DESK	40.00							
STUSSY		200.00						
STUSSY DIRECTOR CHAIR		52.00						
45-PLW			525.00					
OAK LAWYER DESK			56.00					
89P/BN20		75.00						
LEATHER HASSACK		45.00						

5 records listed.

SELECTIVE PRICE BOOK (SELECTED COLUMN)

PROK NAME	PROK PPRICE.BOOK-SELECTIVE
PROGRAM NAME	MDS.BP PRICE.BOOK-SELECTIVE
SELECTION	MENU-5
SELECTION NUMBER	15
FILES ACCESSED	PROD.MAST
	PROD.CLASS
	PARAMETER

OVERVIEW

This report is identical to the entire price book listing with the exception that you are prompted for a price column, and only that column is printed on the report. This report is designed for customers having several price levels as part of their pricing strategy, and desirous of printing a price book for a specific type of customer, which corresponds to a specific price column.

OPERATING INSTRUCTIONS

PRICE BOOK (SELECTIVE)
HIT <RETURN> TO CONTINUE OR 'END':

Hit 'RETURN' to continue with the listing or 'END' to return to the menu.

ENTER COLUMN YOU WISH TO PRINT <1-8>:

Enter the column (price pointer) that should appear on the report. Enter 'END' to return to the menu.

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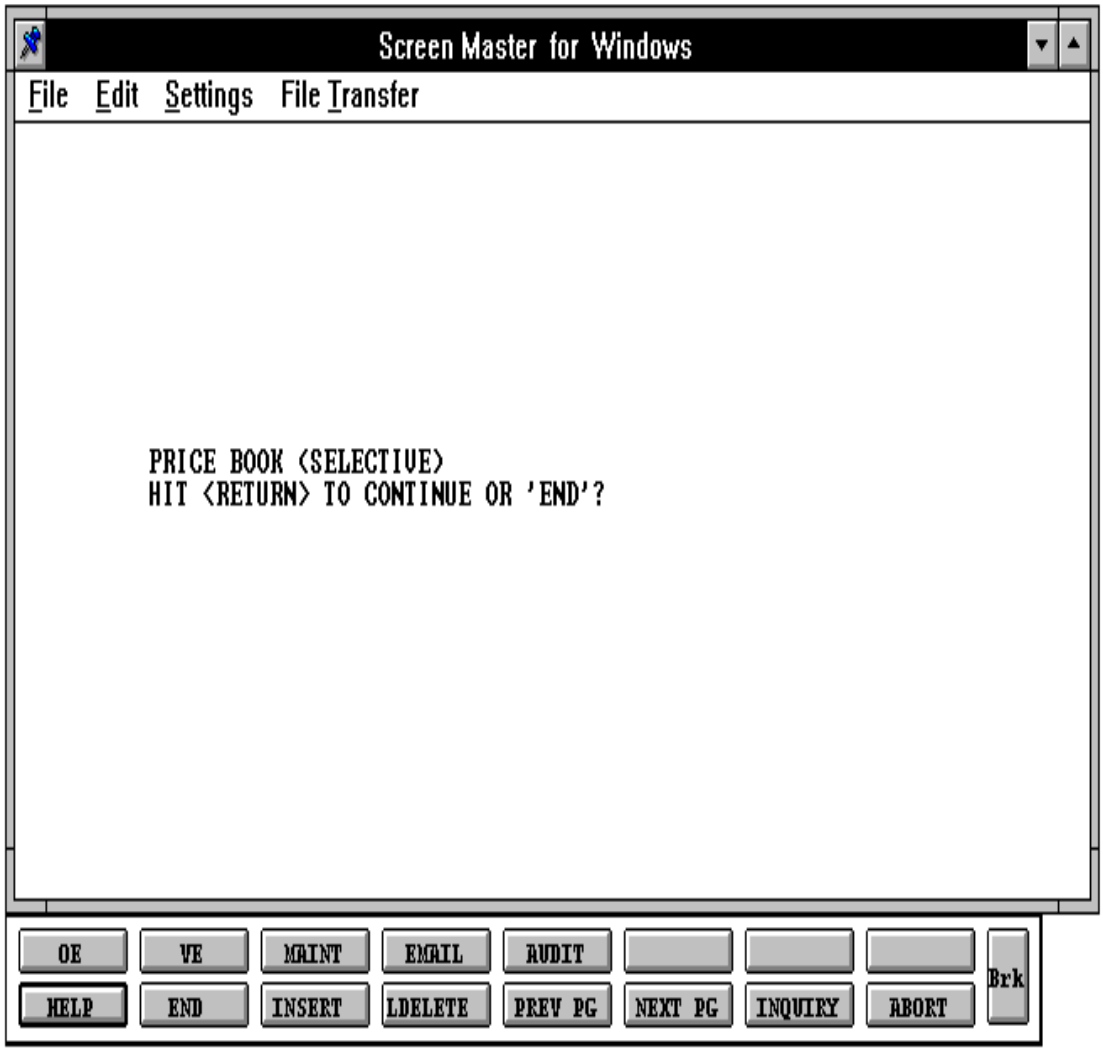
SELECTIVE PRICE BOOK (SELECTED COLUMN)



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SELECTIVE PRICE BOOK (SELECTED COLUMN)

20 Oct 1997 *****PRICE BOOK***** PAGE:1

PRODUCT NUMBER / DESCRIPTION	PRICE	COST	MARGIN%
PRODUCT CLASS: 001 FURNITURE			
101 RED PLASTIC DESK	100.00	50.00	100.00
102 BLUE PLASTIC DESK	100.00	50.00	100.00
STUSSY STUSSY DIRECTOR CHAIR	200.00	125.00	60.00
12STL9 DUBLIN BAR STOOL	75.00	60.00	25.00
45DFR-PO1	85.00	60.00	41.00

4 records listed.

PRICE BOOK FOR A CUSTOMER

PROK NAME	PROK PPRICE.BOOK-CUST	
PROGRAM NAME	MDS.BP PRICE.BOOK-CUST	
SELECTION	MENU-5	
SELECTION NUMBER	16	
FILES ACCESSED	PROD.MAST	PRICE.1
	PRICE.2	CONTROL
	CUST.MAST	CUST.DET
	PROD.DET	TAX.MATRIX
	SALESMAN	
	PROD.CLASS	
	PARAMETER	
	COMPANY	
	ALPHA.CUST	

OVERVIEW

This report lists all products sorted by product class. Selection may be by a range of product classes. An option is provided whether or not to print cost and gross margin percentages. The order entry pricing routine is used to calculate the prices printed on the report. The report is run for a specific customer.

OPERATING INSTRUCTIONS

PRICE BOOK PRINT BY CUSTOMER
HIT <RETURN> TO CONTINUE OR 'END':

Hit 'RETURN' to continue with the report or 'END' to return to the menu.

ENTER COMPANY #:

Enter the company number (2N) for the report or 'END' to return to the menu.

ENTER CUSTOMER #:

Enter a valid customer number for the report or 'END' to return t the menu.

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PRICE BOOK FOR A CUSTOMER

OPERATING INSTRUCTIONS (Continued)

DO YOU WANT A <R> RANGE OF PRODUCT CLASSES OR <A> FOR ALL:

Enter 'R' to run the report for a specific range of product classes or 'ALL' for all product classes. If 'ALL' is entered you will not be prompted for starting and ending product classes. Enter 'END' to return to the menu.

SHOULD COST APPEAR ON PRICE BOOK <Y/N>:

Enter 'Y' to print the cost on the report. Enter 'N' to bypass cost on the report. Enter 'END' to return to the menu.

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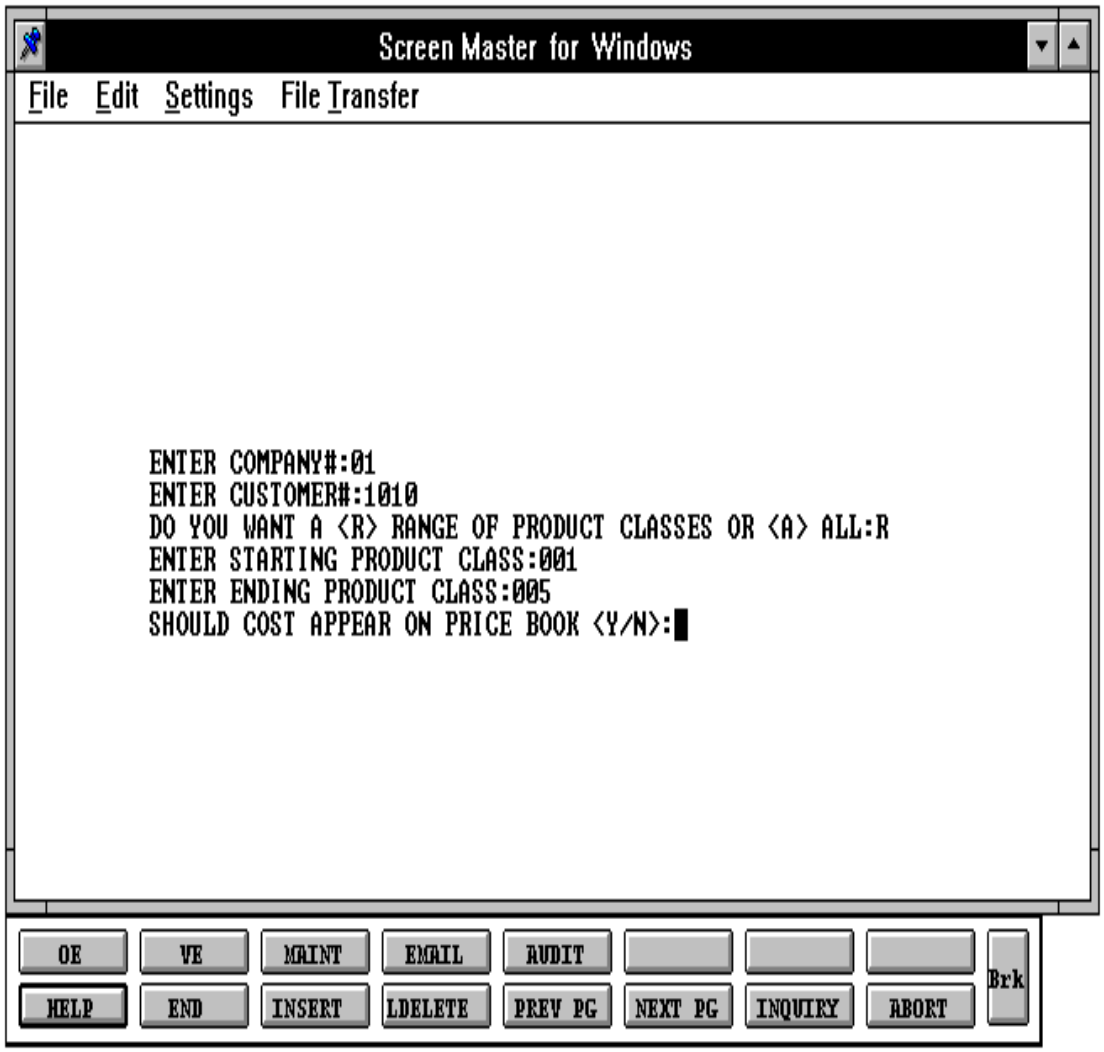
PRICE BOOK FOR A CUSTOMER WITH COST



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PRICE BOOK FOR A CUSTOMER

28 Jul 1997 * * * * P R I C E B O O K * * * * PAGE: 1
THE SYSTEMS HOUSE

CUSTOMER: AJAX SALESMAN: 001 JIM BRANCA
AJAX INDUSTRIAL SUPPLY
12 MAIN ST
PLAINFIELD NJ 02001

PRODUCT NUMBER	DESCRIPTION	PRICE
	PRODUCT CLASS: ***	
		0.00
		0.00
	PRODUCT CLASS: 001 ROOM DEODORIZERS	
ARWKSU-HD		15.60
ARWKSU-E		15.60
ARWKSU-L		15.75
ARWKSU-RE		15.75
ARWKSU-S		15.80
NFSU-E		15.80
NFSU-HD		15.80
	PRODUCT CLASS: 002 CLEANERS/SOLVENTS	
ARWKDISP		15.60
ARWKCF9		15.60
ARWKCF14		15.80
ARWKCF22		15.80

PRICE MATRIX LISTING

PROK NAME	PROK PRICE.2.LIST
PROGRAM NAME	MDS.BP PRICE.LIST
SELECTION	MENU-5
SELECTION NUMBER	17
FILES ACCESSED	PRICE.2
	CUST.MAST

OVERVIEW

This report lists the price matrix stored in the Price.2 file by customer. It lists the product classes, price pointers, and cents or percentages to be added or subtracted from the price.

OPERATING INSTRUCTIONS

PRICE.2 FILE LISTING

HIT <RETURN> TO CONTINUE OR 'END' TO RETURN TO THE SELECTOR

Hit 'RETURN' to continue with the listing or enter 'END' to return to the menu.

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PRICE MATRIX LISTING

PAGE 1 PRICE FILE LISTING DATE 12:52:36 07/28/97

CUST#	CUSTOMER NAME	CUST.NO	PROD.CLS	PRICE.PTR	CENTS.ADD	PER.ADD	PROD.CLS	PRICE.PTR	CENTS.ADD	PER.ADD
10007	ACME BUSINESS INC	100048	001	2	5.00	0.300	002	3	77.00	05.00
AJAX	AJAX SUPPLY HOUSE	100152	003	1	9.99	5.000	001	2	89.00	05.00
IDEAL	IDEAL DISTRIBUTION	100005	001	5	7.75	2.500	003	4	63.00	15.00

3 records listed.

SPECIAL PRICE FILE LISTING

PROK NAME	PROK PRICE.1.LIST
SELECTION	MENU-5
SELECTION NUMBER	18
FILES ACCESSED	PRICE.XREF
	PRICE.1

OVERVIEW

This report runs either to the screen or to the printer. It may be run for one customer or all. If one customer is selected, the Cross-Reference file (Price.Xref) is used, which must be updated if the report is to be accurate. This report lists the information stored in the Price.1 (Contract) file.

OPERATING INSTRUCTIONS

CONTRACT PRICE LISTING

INPUT CUSTOMER DESIRED, 'END' TO END, <RETURN> FOR ALL CUSTOMERS:

Enter a specific customer number or 'END' to end, or 'RETURN' for all customers.

(SCREEN OR REPORT S/R):

Enter 'S' to display the listing to the CRT screen or enter 'R' to send the listing to the printer. Enter 'END' to return to the menu.

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SPECIAL PRICE FILE LISTING

PAGE: 1 **********CONTRACT PRICE FILE LISTING********** DATE 20 Oct 1997

A.PROD.DESC	SELL UM	PRICE	PRICE UM	DT.PR.CHG	LST.SALE	NEW.DATE	NEW PRICE	CUST ITEM#
AQUAPHOR	EA	3.75	EA	10/15/97	06/30/97	10/30/97	3.72	AQ1-45PH
STUSSY	EA	100.00	EA	09/01/97	06/01/97	10/15/97	95.00	STU-523
PWTFR1	CS	225.00	CS	09/30/97	08/01/97	11/01/97	200.00	PWT-100A
101	EA	150.00	EA	10/30/97	03/01/97	11/01/97	125.00	RD-PL101
102	EA	150.00	EA	10/30/97	02/01/97	11/15/97	125.00	BL-PL102

5 records listed.

UPDATE PRICE.XREF FILE

PROK NAME	PROK CREATE.PRICE.XREF
PROGRAM NAME	MDS.BP CRT.PRICE.XREF
SELECTION	MENU-5
SELECTION NUMBER	19
FILES ACCESSED	PRICE.XREF
	CUST.MAST

OVERVIEW

This process creates the Cross Reference file (Price.Xref) which is used to run the Contract Price file listing (above).

OPERATING INSTRUCTIONS

<<< WARNING THIS WILL CLEAR THE PRICE.XREF FILE.>>>

DO YOU WANT TO REBUILD CONTRACT PRICE INDEX FILE BY CUSTOMER <Y/N>:

Enter 'Y***' to clear and rebuild the Price.Xref file. Enter 'N' or 'END' to return to the menu with no update.

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FILE DESCRIPTIONS

ALPHA.CUST

Contains the alphanumeric customer 'NUMBER' which is used as the primary access method to obtain the Customer Master and Detail records. All customer numbers sharing the same acronym are stored in value marked attribute 1. The various input programs access these values sequentially until the correct customer is located.

CONTROL

This file contains the specific elements selected for this customer. It is an internal program control file and should not be changed by the customer without prior consent of THE SYSTEMS HOUSE.

COMPANY

This file holds pertinent information for each company as defined the MDS client. A maximum of 99 companies may be defined. The company name stored in this record is used as the heading for the various reports. In addition, the prompt mask and next internal number to be used for the Product and Customer files are stored in this record.

CUST.MAST

One Customer Master record is maintained for each of the client's customers. Generally this file contains all static data relative to that customer such as pricing and discounting information, name and address, and various indicator fields.

CUST.DET

The Customer Detail file contains one record for each customer, for each company that customer deals with. The file contains basic sales and credit history for the customer.

PARAMETER

The Parameter file stores various pieces of information used for the processing of the MDS client.

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FILE DESCRIPTIONS

PROD.MAST

The Product Master file contains one entry for each product carried by the company. Access is through the Alpha Product file. Basic descriptive information regarding the product is stored in this record such as:

Description
Product classification (TYPE AND CLASS)
Pricing
Substitution

PROD.DET

The Product Detail file contains an entry for each product for each warehouse in which it is stored. This file contains basic inventory, product, and product sales movement and history.

PRICE.CHANGE

The Price.Change file contains pending price changes to a product. Using the advance price change procedures, new prices and/or costs may be pre-loaded in this file until their effective date. At that time, a program is run to copy the new price to the live Pricing files.

PRICE.XREF

This Cross Reference file contains an index of all contract prices established for this customer in the Price.1 file. (Contract Price file)

PROD.CLASS

This file contains the product class descriptions.

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FILE DESCRIPTIONS

PRICE.1

The Price file is intended to serve the needs of customers whose pricing policies require the ability to specify a specific price to a specific customer. This would be the case, where a specific price has to be guaranteed on a contract basis.

This file may be established on a customer by customer basis, or on a contract basis. Using the contract method, the system allows several customer to share the same set of contract prices, such as might be the case for an association, or governmental agency. The contract number would be stored in the Customer Master file. The key to the file is customer#*product#.

New prices may be loaded into the file in advance of their taking effect, a new price effective date is loaded into the file for this purpose.

The file allows the storage of:

1. Price
2. Old.Price
3. Cost at time of price change
4. Date of last price change
5. New price
6. Date new price is effective
7. Customer's item number

PRICE.2

The Price file is intended to serve the needs of customers whose pricing policies require the ability to specify the price class each of their customers fall into on a product class basis. This is commonly referred to as "MATRIX PRICING"

The key to the file consists of customer number. Within the record, the data is organized by product class.

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FILE DESCRIPTIONS

PRICE.2 (Continued)

The system allows for the storage in this file of:

1. Product class
2. Discount percent for each product class
3. Price pointer per product class --- optional
4. +/- Cents per product class --- optional

SALESMAN

This file contains descriptive information about each salesman and stores basic performance information on each individual.

SCREEN

This file is used to store the screen images used in various programs. It contains both a text format, used in documenting the system, as well as a 'COMPILED' version used in the basic programs, which eliminates all unnecessary spaces.

TAX.MATRIX

The Tax Matrix file is used to accommodate products which are taxable in some, but not all taxing jurisdictions.

The key to the file is product class:tax jurisdiction nnn:nnnnn

The existence of a record in this file means that the product is not taxable in that jurisdiction.

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