



Pieces of the Puzzle: Costing, Pricing and Contracts

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The Systems House
06/13/11

Costing, Pricing, and Contracts Agenda

Costing

Costing– A review of the options available

Pricing

Pricing – A review of each pricing option and how to implement

Contracts

Contracts – A review of the contract setup

Contract
Eligibility/Assignment

Assignment – A discussion on how to best assign pricing and contracts to customers to minimize your maintenance time

Reports and Inquiries

Reports and Inquiries – A discussion on the reports and inquiries available to effectively manage your pricing and contracts

Wrap-up

Wrap-up – A review of the items discussed



Costs and Price in the Product Record

Pricing and Costing Options

- The Basics:
 - Standard Cost
 - Current Cost
 - Average Cost

Product Master Maintenance PRODUCT MA

Product #	01209
1.Description 1	TRIPLE ANITBIOTIC OINTMET
2.Description 2	144/BX
3.Vendor #	ABCO ABCO DEALERS IN
4.Vendor Item#	01209

The List Price is manually entered and can be updated through product uploads. If a customer does not have any special pricing assigned, then this is the price they will be charged.

calculation of salesman's commissions on gross profit.

- Additional vendors for would be stored in Vendor Product File.

15.List Price	10.000
16.Standard Cost	6.500
17.Purch/Curr Cost	6.500 37.Subs
18.Show Cost	6.500
19.Cost Load %	0.00
20.PO/Foreign Cost	6.500 US

Show Cost Example

Product Master Maintenance PRODUCT MASTER FILE MAINTENANCE

Product # 01200 110744

1. Description 1	TRIPLE ANTI-BIOTIC OINTMET	21. Cash %	0.00
2. Description 2	144/RX	22. Discountable	Y
3. Vendor #	ABCO ABCO DEALERS INC	23. Taxable	Y
4. Vendor Item #	01200	24. Discontinued	N
5. Purch Agent		25. Accept B/O	Y
6. Level 2 Qty	1 Desc PK	26. Partial Ship	Y
7. Level 3 Qty	1 Desc DX	27. Inv Bypass	N
8. Level 4 Qty	1 Desc CS	28. Stock Status	Y
9. Stocking UM	DX QTY 1	29. Product Line	
10. Pre/ Cost UM	DX QTY 1	30. Product Class	016
11. Std Sell UM	DX QTY 1	31. Product Type	012
12. Alt Sell UM	QTY	32. Unit Weight	1.0
13. Purchasing UM	DX QTY 1	33. Packing Cube	1.0000
14. Min Sell Qty	1	34. Block Tier	
15. List Price	10.000	35. Owning Co#	01
16. Standard Cost	6.500	36. Substitute Ind	
17. Purch/Curr Cost	6.500	37. Substitute Product#	
18. Show Cost	7.150	38. Sub Price Ind	0
19. Cost Load %	10.00	39. Inactive Flag	
20. PO/Foreign Cost	6.500 US		

By adding a Cost Load Percent (either in the Parameter record, or in the Product Master record) the Show Cost is generated.

Cost Options

- **Cost Source for Cost+ Pricing**

- Determines which cost the user has selected for the calculation of Sell Cost. This cost becomes the basis for cost plus pricing and the update to sales reporting.
- Options: Standard Cost, Last Cost, Average Cost, Show Cost, or Contract Cost.

- **Cost Source for Order Entry Cost display**

- Controls the display of cost in Order Entry and the calculation of gross profit on sales reports.
- Options: Standard Cost, Last Cost, Average Cost, Show Cost, Contract Cost, and if none, then Standard Cost is used.



Cost Options continued

- **Cost Used in Cost of Goods Sold Calculation**

- Cost used to calculate the cost of goods sold entry to the general ledger.
- Options: Standard Cost, Last Cost, Average Cost, Show Cost.

- **Purchase Order Cost**

- This cost is used in the generation of the purchase order
- Options: Standard Cost, Last Cost, Average Cost, Show Cost.



Cost Options continued

- **Show Cost**

- The type of cost that show cost is based off.
- Options : Standard Cost, Last Cost, or Average Cost
- Cost comes from Product Master record first, then the parameter file.



Rebate Costs

- **Rebate Cost Source**

- Determines the cost to be used for cost plus pricing, and the Cost of Goods Sold update based upon the defined parameters.
- In the rebate module, the system computes the rebate amount by subtracting the difference between the cost specified by the rebate cost parameter and the net cost assigned by the vendor.
- Typically, the cost used in the calculation is the replacement or current cost.
- Cost options: Standard Cost, Last Cost, Average Cost.



Pricing and Contract Parameter Options

Pricing

- Generate Special Price Records on the fly
 - Options:
 - During Quote Conversion, Order Entry, or none.
 - Number of days before expiration.
 - Allow creation by operator.

Contracts

- Options when selecting contracts:
 - Take contract with best margin
 - Take contract with lowest price
 - Take first contract in list



Pricing Hierarchy

- Overridden Price
- Special Price File (Price.1)
- Contracts
- Customer and Product Class (Price.2)
- Customer Class and Product Class (Price.3)
- Promotional Price from Product Master
- Contracts is checked again
- List Price from Product Master




Product File Price Maintenance

Used for:

- Price, discount, and commission pointers 

- Quantity breaks 

- Pricing by Unit of Measure 



Customer Class/Product Class Pricing

Pricing by Product Class by Unit of Measure

Price Maintenance by Customer Class and Product Class (PRICE3)

Customer Class 00 MEDICAL CENTER

Pricing by Product Class by UOM

LINE#	P/C-UOM	Product Class Description	PP	+/- Percent	+/- Amount
1.	013	Sutures	G	12.00	
2.	000-IA	Woundcare	G	12.00	
3.	000-CS	Woundcare	G	11.00	

GENERAL HELP

This specifies the basis for the price using the +/- Percent or the +/- Amount.

Enter D for Discount of List Price
C for Cost Plus
G for Cost Plus % of Gross Margin
1 for Price Pointer 1
...
20 for Price Pointer 20

End Help
Inquiry

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

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HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
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Customer Class/Product Class Pricing

Pricing by Unit of Measure

Price Maintenance by Customer

Customer Class: 00

Pricing by Product Class by UOM

1.LN#	P/C/UM	Product
1.		
2.		
3.		
4.		
5.		
6.		

Pricing by UM (Life)

2.LN#	UM	% Percent	% Amount	Method
1.	EA	12.00		G
2.	UX	12.00		G
3.	CS	11.00		G
4.	-	10.00		G
5.		0.00		
6.		0.00		

ENTER LINE # TO CHANGE, DEL FTF TO DELETE, 0 TO ACCEPT

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GENERAL HELP

There are three possible methods: C,D or G.

C and G use the cost in determining price.
D uses the List Price to determine actual price.

C = Cost plus dollar amount entered.
D = Discount percent of List Price
G = Gross Margin ; Cost plus gross margin percent.

Example: Price = Cost / (1 - entered percent)
If percent entered is 20, the cost \$10.00
the calculation is:
Price = 10.00 / (1 - .20)
Price = 10.00 / (.80)
Price = 12.50

End Help
Inquiry

HELP
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Customer/Product Class Price Pricing

Pricing by Product Class by Unit of Measure

Price Maintenance by Customer and Product Class (PRICE2)

Customer# ARI 016262 1801 ARLINGTON STREET

Pricing by Product Class by UOM

LINE#	P/C-UOM	Product Class Description	PP	+/- Percent	+/- Amount
1.	013	Sutures	G	12.00	
2.	000-IA		G	10.00	
3.	000-DX		G	10.00	
4.	000-AT		G	0.00	

GENERAL HELP

This specifies the basis for the price using the +/- Percent or the +/- Amount.

Enter D for Discount of List Price
C for Markup of Cost
G for Gross Margin
1 for Price Pointer 1
2 for Price Pointer 2
...
20 for Price Pointer 20

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

End Help
Inquiry

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
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Customer/Product Class Pricing

Pricing by Unit of Measure

Price Maintenance by Customer

Customer# **ARI 01628**

Pricing by Product Class by UOM

1.LN#	P/C/UM	Product
1.		
2.		
3.		
4.		
5.		
6.		

Pricing by UM (Life)

2.LN#	UM	% Percent	Amount	Method
1.	BX	8.00		G
2.	*	10.00		G
3.				
4.				
5.				
6.				

ENTER LINE # TO CHANGE,DELETE TO DELETED TO ACCEPT

GENERAL HELP

There are three possible methods: C,D or G.

C and G use the cost in determining price.
D uses the List Price to determine actual price.

C = Cost plus dollar amount entered.
D = Discount percent of list Price
G = Gross Margin ; Cost plus gross margin percent.

Example: Price = Cost / (1 - entered percent)
If percent entered is 20, the cost \$10.00
the calculation is:
Price = 10.00 / (1 - .20)
Price = 10.00 / (.80)
Price = 12.50

End Help
Inquiry

XXXXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
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Special File Price Maintenance

Customer and Product Specific – How records are created

Special File Price Maintenance (PRICE.1)

Customer: ARI 016282 1801 ARLINGTON STREET Pricing U/M FA

Product: 2146 CURITY Gauze Sponges

1.Begin Date: 06/01/10

2.End Date: 06/01/12

3.Price: 141.75

4.Old Price:

5.Cost: 90.00

6.Change Date: 05/25/11

7.Last Sale:

8.New Eff Date:

9.New Eff End Dt:

10.New Price:

11.Customer Item#:

12.Commission %: 0.00

13.Account Code:

Pricing by U/M (Enter * for U/M to Apply Price to ALL)

U.I. Line	Qty	Price	Disc%	Comm%
1.			0.00	0.00
2.			0.00	0.00
3.			0.00	0.00
4.			0.00	0.00
5.			0.00	0.00
6.			0.00	0.00
7.			0.00	0.00
8.			0.00	0.00
9.			0.00	0.00
10.			0.00	0.00

To LN#	U/M	+/ Percent	-/ Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		

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

XXXXXX

Audit:	HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
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Special File Price Maintenance

Customer and Product Specific

Special File Price Maintenance (PRICE.1)

Customer: ARI 016282 1801 ARLINGTON STREET Pricing U/M FA

Product: 2146 CURITY Gauze Sponges

1.Begin Date: 06/01/10
 2.End Date: 06/01/12
 3.Price: 141.75
 4.Old Price:
 5.Cost: 90.00
 6.Change Date: 05/25/11
 7.Last Sale:
 8.New Eff Date:
 9.New Eff End Dt:
 10.New Price:
 11.Customer Item#:
 12.Commission %: 0.00
 13.Account Code:
 Pricing by U/M (Enter 1 for U/M to Apply Price to ALL)

U.I. Line	Qty	Price	Disc%	Comm%
1.			0.00	0.00
2.			0.00	0.00
3.			0.00	0.00
4.			0.00	0.00
5.			0.00	0.00
6.			0.00	0.00
7.			0.00	0.00
8.			0.00	0.00
9.			0.00	0.00
10.			0.00	0.00

To:LN# U/M +/- Percent +/- Amount Method

1.			0.00		
2.			0.00		
3.			0.00		

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

XXXXXX

Audit:	HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
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Special File Price Maintenance

Quantity Break Section

Special File Price Maintenance (PRICE.1)

Customer: ARI 016282 1801 ARLINGTON STREET Pricing U/M FA

Product: 2146 CLIRITY Gauze Sponges

1. Begin Date: 05/25/11

2. End Date:

3. Price:

4. Old Price:

5. Cost: 90.00

6. Change Date: 05/25/11

7. Last Sale:

8. New Eff Date:

9. New Eff End Dt:

10. New Price:

11. Customer Item#:

12. Commission %: 0.00

13. Account Code:

Pricing by U/M (Enter 1 for U/M to Apply Price to ALL)

U.M.	Qty	Price	Disc%	Comm%
1.	5	141.75	0.00	0.00
2.	20	138.00	0.00	0.00
3.	50	131.00	0.00	0.00
4.	9999	125.00	0.00	0.00
5.			0.00	0.00
6.			0.00	0.00
7.			0.00	0.00
8.			0.00	0.00
9.			0.00	0.00
10.			0.00	0.00

To LN#	U/M	+/ Percent	+/ Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		

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

XXXXXX

Audit:	HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
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Special File Price Maintenance

Pricing by Unit of Measure Section

Special File Price Maintenance (PF)

Customer: ARI 016282
Product: 2146

1. Begin Date
2. End Date
3. Price
4. Old Price
5. Cost
6. Change Date
7. Last Sale
8. New Eff Date
9. New Eff End Dt
10. New Price
11. Customer Item#
12. Commission %
13. Account Code
Pricing by UM (Enter)

GENERAL HELP

There are 4 possible methods: C,D,G or P.

C and G use the cost in determining price.
D uses the List price to determine actual price.
P requires the actual price to be entered in the +/- Amount field.

C - Cost plus dollar amount entered
D - Discount percent of List Price
G - Gross Margin ; Cost plus gross margin percent.
Example: Price = Cost / (1 - entered percent)
If percent entered is 20, the cost \$10.00
the calculation is:
Price = 10.00 / (1 - .20)
Price = 10.00 / (.80)
Price = 12.50

P = Enter the actual price in the +/- Amount field.

End Help
Inquiry

To LN#	UM	+/- Percent	+/- Amount	Method
1.	EA	8.00		G
2.	"	15.00		G
3.		0.00		

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

XXXXXXXX

Audit: HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL OFF Popup

Additional Pricing Functions

- Copy Special Pricing Records



- Advanced Price Changes



- Batch Price Changes – by Product Class or by Vendor



Vendor Contracts

Contract Header

Contract #	HP70102	Contract Files	
Vendor #	FMMN	3M COMPANY	
1. Vendor Contract #	HP70102		
2. Description	NAT CASTING/DIST DEALER		
3. Buying Group			
4. Universal Contract	N	11. Previous Contract	
5. Universal Price Adj%		12. Contract Type	
6. Universal Rebatable		13. Contr Class	
7. Category			
8. Start Date	01/01/11	9. End Date	01/01/12
10. Vendor Web Addr			

11. Customers, GPOs, Customer Types and Ship To assigned

	Type	Key	Name	Ship To	Prc Adj%	Rebatable
1.	C	KLSSLLR	KLSSLLR RLIAD GROUP			Y
2.	C	UMC	UNIVERSITY MEDICAL CENTER			Y
3.	G	HOLLISTER 11	HOLLISTER HIR 1			Y
4.						
5.						
6.						
7.						

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

XXXXXX PAGE 1 OF 3

PROD INQ	VEND SCDL	DIR CONTR								
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	0/T		Popup

Vendor Contracts

Contract Header – Assignment of Contract

Contract # HP70102 Vendor # TAMM 3M COMPANY

1. Vendor Contract# HP70102

2. Description NAT CASTING/DIST DEALER

3. Buying Group

4. Universal Contract N 11. Previous Contract

5. Universal Price Adj%

6. Universal Rebatable 12. Contract Type

7. Category 13. Contr Class

8. Start Date 01/01/11 9. End Date 01/01/12

10. Vendor Web Addr

11. Customers, GPOs, Customer Types and Ship To assigned

	Type	Key	Name	Ship To	Prc Adj%	Rebatable
1.	C	KLSSLLR	KLSSLLR RLIAD GROUP			Y
2.	C	UMC	UNIVERSITY MEDICAL CENTER			Y
3.	G	HOLLISTER H1	HOLLISTER HIR 1			Y
4.						
5.						
6.						
7.						

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

XXXXXX PAGE 1 OF 3

PROG INQ VENDOR CONTR LDELETE PREV PG NEXT PG INQUIRY CANCEL OFF

HELP OK/END INSERT LDELETE PREV PG NEXT PG INQUIRY CANCEL OFF Popup



Vendor Contracts

Contract Detail Maintenance



Contract Detail Maintenance

Contract # Contract Files

Vendor 3M COMPANY

Product Line

Product SCOTCHCAST 2" WHITE 10/BX

Vendor's Contract #

1.Contract Type Contract Begin

2.Sell Price Discount % Contract End

3.Agreement Sell Price Pricing UM

4.Minimum Order UM Stocking UM

5.Minimum Order Quantity Case Qty

6.Customer Item#

7.Net Rebate Cost Curr Cost

8.Rebate % of Cost Rebate Amt

9.Rebate % of Price Universal

10.Handling % Univ.Rebatable

11.Hat Rebate Amount

LN#	UM	+	Percent	-	Amount	Method
1.			0.00		0.00	
2.			0.00		0.00	
3.			0.00		0.00	

Pricing by UM
(Enter * for UM to Apply Price to ALL)

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

XXXXXX

CONTR LDR	VEND SRC#	PROD SRC#			PROD INQ					
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF		Popup

Vendor Contracts

Contract Detail Maintenance

Contract Detail Maintenance

Contract # Contract Files

Vendor 3M COMPANY

Product Line

Product SCOTCHCAST 2" WHITE 10/BX

Vendor's Contract #

1.Contract Type Contract Begin

2.Sell Price Discount % Contract End

3.Agreement Sell Price Pricing UM

4.Minimum Order UM

5.Minimum Order Quantity

6.Customer Item#

7.Net Rebate Cost Stocking UM

8.Rebate % of Cost Case Qty

9.Rebate % of Price Curr Cost

10.Handling % Rebate Amt

11.Hat Rebate Amount Universal

12.LN# UM +/- Percent +/- Amount Method Pricing by UM

LN#	UM	+/-	Percent	+/-	Amount	Method
1.			0.00		0.00	
2.			0.00		0.00	
3.			0.00		0.00	

(Enter * for UM to Apply Price to ALL)

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

XXXXXX

CONTR LIDR	VEND SRCII	PROD SRCII			PROD INQ						
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup

Vendor Contracts

Contract Detail Maintenance

Contract Detail Maintenance

Contract # Contract Files

Vendor 3M COMPANY

Product Line

Product SCOTCHCAST 2" WHITE 10/BX

Vendor's Contract #

1.Contract Type Contract Begin

2.Sell Price Discount % Contract End

3.Agreement Sell Price Pricing UM

4.Minimum Order UM

5.Minimum Order Quantity

6.Customer Item#

7.Net Rebate Cost Stocking UM

8.Rebate % of Cost Case Qty

9.Rebate % of Price Curr Cost

10.Handling % Rebate Amt

11.Flat Rebate Amount Universal

12.LN# UM +/- Percent +/- Amount Method Pricing by UM

LN#	UM	+/-	Percent	+/-	Amount	Method
1.			0.00		0.00	
2.			0.00		0.00	
3.			0.00		0.00	

(Enter * for UM to Apply Price to ALL)

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

XXXXXX

CONTR LN#	VEND SRC#	PROD SRC#			PROD INQ						
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	QUIT			Popup

Vendor Contracts

Contract Detail Maintenance

Contract Detail Maintenance

Contract # Contract Files

Vendor Contract Files

Product Line Contract Files

Product Contract Files

Vendor's Contract #

1. Contract Type Contract Begin

2. Sell Price Discount % Contract End

3. Agreement Sell Price Pricing UM

4. Minimum Order UM Stocking UM

5. Minimum Order Quantity Case Qty

6. Customer Item#

7. Net Rebate Cost Curr Cost

8. Rebate % of Cost Rebate Amt

9. Rebate % of Price Universal

10. Handling % Univ. Rebateable

11. Flat Rebate Amount

12. LN# UM +/- Percent +/- Amount Method Pricing by UM
 (Enter * for UM to Apply Price to ALL)

LN#	UM	+/-	Percent	+/-	Amount	Method
1.	BX		10.00		0.000	G
2.			14.00		0.000	G
3.			0.00		0.000	

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

XXXXXX

CONTR LDR	VEND SRC1	PROD SRC1		PROD INQ							
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup

Universal Contract Inquiry

Displays all Universal Contracts

Universal Contract Inquiry

UNIVERSAL CONTRACTS

Line#	Contract	Vendor	Price Adj%	Rebtable
1.	1000015623	DD		Y
2.	MC130918	MAJOR		Y
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				

ENTER LINE # TO CHANGE,DELETE TO DELETED TO ACCEPT

XXXXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup
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Customer Contract Maintenance

View and maintain list of contracts assigned to a customer

Customer Contract Maintenance

Customer:

Line	Contract#	Vendor	Price Adj's	Rebtable
1.	HP70102	MMM	NAT CASTING/DIST DEAL FR	Y
2.	J&JORTH0-2002	JJORTH0	2002-2003 SPLINT REBATES	Y
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				

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

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup
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Pricing Reports

Price Book for a Customer - Excel

	A	B	C	D	E	F	G	H	I	J
1	Customer	Customer Name	Salesman	Product	Product Description	Product Class	Price	Price UM	Price Qty	Price So
2	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C034D	SILK BLK BRD	013Sutures	148.3	EA	1	S
3	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C046D	SILK BLK BRD 2x2	013Sutures	150.61	BX	30	S
4	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C053D	SILK BLK BRD	013Sutures	142.83	EA	1	S
5	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C054D	SILK BLK BRD	013Sutures	142.1	EA	1	S
6	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C053D	SILK BLK BRD	013Sutures	150.74	EA	1	S
7	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C056D	SILK BLK BRD	013Sutures	152.59	EA	1	S
8	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C057D	SILK BLK BRD	013Sutures	152.59	EA	1	S
9	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C213H	MONOCRYL* VD MONO 3DZ PER BOX	013Sutures	90.91	EA	1	S
10	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C550D	NYLON ELK BRD TENSION WCUND	013Sutures	175.16	EA	1	S
11	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C575D	NYLON ELK BRD	013Sutures	177.28	EA	1	S
12	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C576D	NYLON ELK BRD	013Sutures	177.28	EA	1	S
13	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-Y109G	MONOCRYL* VD MONO	013Sutures	76.11	EA	1	S
14	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-Y110G	MONOCRYL* VD MONO	013Sutures	75.11	EA	1	S
15	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-Y111G	MONOCRYL* VD MONO	013Sutures	75.11	EA	1	S
16										
17										
18										
19										

Customer PriceBook_15801_781.14

Pricing Reports

Price Book for a Customer

CAPT!15801!1040.5138!014.pdf - Adobe Reader

File Edit View Document Tools Window Help

1 / 1 100% Find

05 Apr 2011 * * * * P R I C E B O O K * * * * PAGE: 1
The Systems House (01)
All Vendors

CUSTOMER - 615472 SALESMAN - 006 JOHN TOMKINS
GREENTOWN MEDICAL CENTER
345 THOMPSON AVE.
RED BANK NJ 07724

PRODUCT NUMBER	DESCRIPTION1	DESCRIPTION2	PRICE/UM	COST	MARGIN%
PRODUCT CLASS: 013 Sutures					
E-C004D	SILK BLK BRD		148.30/EA	133.47/EA	10.00
E-C046D	SILK BLK BRD	2x2	150.61/BX	135.55/BX	10.00
E-C053D	SILK BLK BRD		142.83/EA	128.55/EA	10.00
E-C054D	SILK BLK BRD		142.10/EA	127.89/EA	10.00
E-C063D	SILK BLK BRD		150.74/EA	135.67/EA	10.00
E-C066D	SILK BLK BRD		152.59/EA	137.33/EA	10.00
E-C067D	SILK BLK BRD		152.59/EA	137.33/EA	10.00
E-C213H	MONOCRYL* VD MOND	3DZ PER BOX	90.91/EA	81.82/EA	10.00
E-C550D	NYLON BLK BRD	TENSION WOUND	179.16/EA	161.24/EA	10.00

11.00 x 8.50 in

Pricing Reports

Special Price File Listing

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PAGE 1 ***** SPECIAL PRICE FILE LISTING ***** DATE 05 Apr 2011

PREPARED FOR. 615472 GREENTOWN MEDICAL CENTER

A PRD# DRSC	SRT#	PRICE	PRICE	DT	PRC	CHG	1ST	SALE	NEW	DATE	NEW	PRICE	COST	ITEM#
	UM													
2146	EA	123.75	EA	04/04/11								0.00		
LURITY Gauze Sponges														

11.00 x 8.50 in

Pricing Reports

Special Price Expiration Listing

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1 / 1 100% Find

PAGE 1 ***** SPECIAL PRICE FILE EXPIRATION LISTING ***** DATE 05 Apr 2011

PREPARED FOR. 615472 GREENTOWN MEDICAL CENTER

A PRIN DESC	SRLI	PRICR	PRICR	DT	PRC	CHG	I.ST	SALE	NRW	DATR	NRW	PRICR	COST	ITEM#	EXPIRE
	UM			UM											DATE
2146 LUKITY Gauze Sponges	EA	123.75	EA	04/04/11								0.00			04/04/12

11.00 x 8.50 in

Contract Reports

Rebate Report

AMBU INC REBATE REQUEST --
FISCAL PERIOD: 1103

PAGE 1

PRODUCT#	QTY	UM	UN.	PRICE	EXT. PRICE	INV. TOTAL	INVOICE	INV DATE	SHIP-TO	INVOICE COST	CONTRACT COST	DIFFER- ENCE	TOTAL REBATE
CONTRACT: 672			1422					BEGIN DATE: 12/01/07	END DATE: 12/31/11				
10800			CITY OF AUSTIN-EMS			DEPARTMENT 930		P.O. BOX 1088	AUSTIN		,TX		78767
AMB544211000						AMBU SPUR NEONATE W/NEO MASK 12 EACH PER CASE							
	1	CS		106.800	106.80	106.80	01512268	03/10/11	CITY OF AUSTIN-EMS	130.52	97.80	32.72	32.72
AMB544211000						AMBU SPUR NEONATE W/NEO MASK 12 EACH PER CASE							
	1	CS		106.800	106.80	106.80	01512434	03/16/11	CITY OF AUSTIN-EMS	130.52	97.80	32.72	32.72
AMB520211000						AMBU SPUR RESUS ADULT SPEC VER 12 EACH PER CASE							
	12	CS		91.800	1101.60	1,554.00	01512526	03/18/11	CITY OF AUSTIN-EMS	156.36	83.40	72.96	875.52
AMB530215000						MEDIBAG PEDI W/INF & TOOD MASK 12 EACH PER CASE							
	3	CS		115.200	345.60		01512526	03/18/11	CITY OF AUSTIN-EMS	230.88	105.00	125.88	377.64
AMB544211000						AMBU SPUR NEONATE W/NEO MASK 12 EACH PER CASE							
	1	CS		106.800	106.80		01512526	03/18/11	CITY OF AUSTIN-EMS	130.52	97.80	32.72	32.72
AMB520211000						AMBU SPUR RESUS ADULT SPEC VER 12 EACH PER CASE							
	7	CS		91.800	642.60	749.40	01512704	03/24/11	CITY OF AUSTIN-EMS	156.36	83.40	72.96	510.72
AMB544211000						AMBU SPUR NEONATE W/NEO MASK 12 EACH PER CASE							
	1	CS		106.800	106.80		01512704	03/24/11	CITY OF AUSTIN-EMS	130.52	97.80	32.72	32.72
REBATE NUMBER:			-----									-----	
					2,517.00								1,894.76

CONTRACT: 758

1828

BEGIN DATE: 04/01/07 END DATE: 12/31/11

Contract Reports

Contract Expiration Report

05 Apr 2011

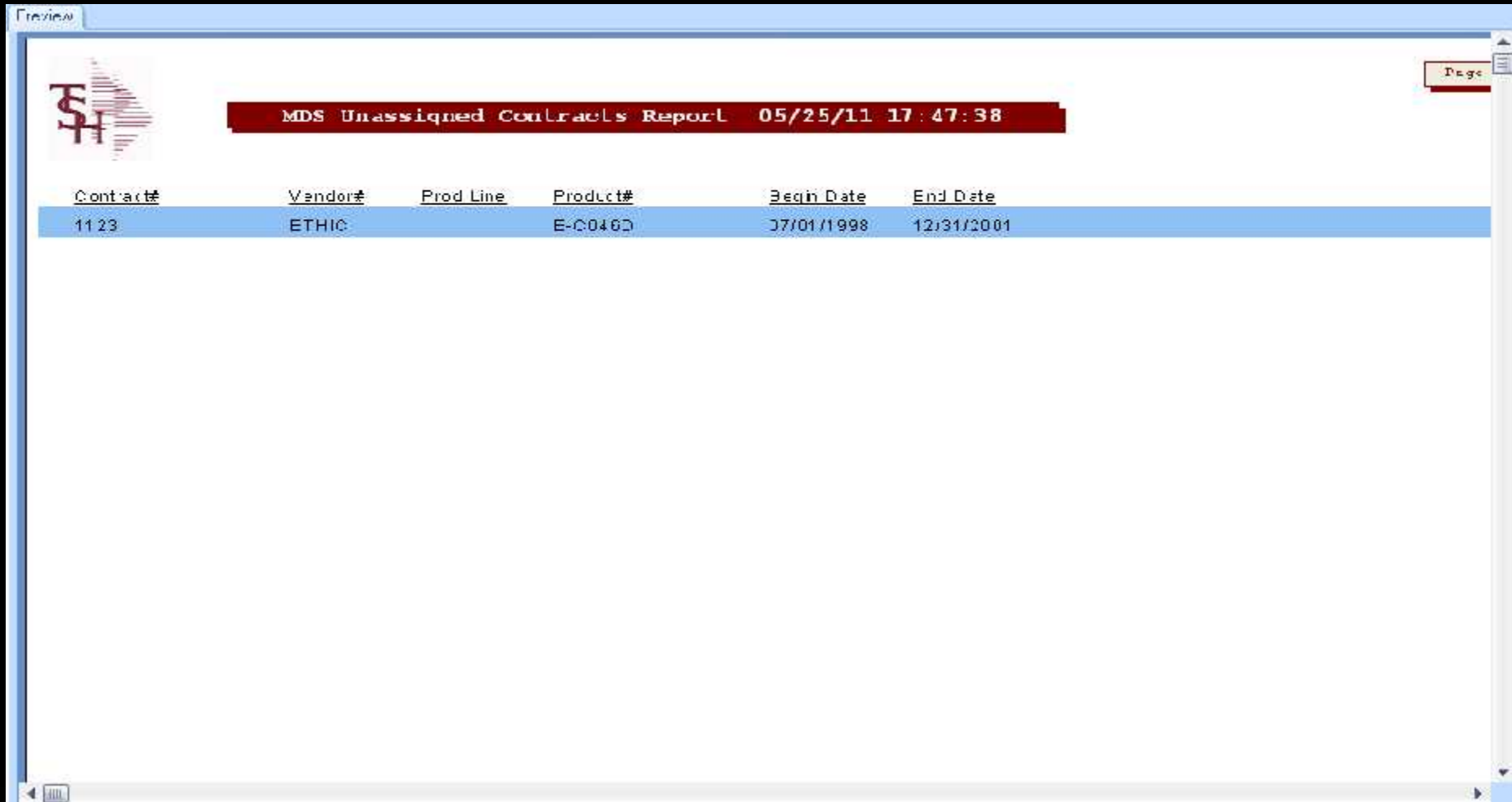
EXPIRING CONTRACTS REPORT
EXPIRE DATE All

PAGE 1

CONTRACT	VENDOR	PLINE	PRODUCT NUMBER	EXP DATE	CUSTOMER	NAME
817	06600		EU351203	11/30/10	*****	*****
				10440		UNIVERSITY HEALTH SYSTEM
817	06600		EU353901	11/30/10	*****	*****
				10440		UNIVERSITY HEALTH SYSTEM
655	06600		GIB14412	01/31/11	*****	*****
				10500		BROOKE ARMY MEDICAL CTR
870	06600		EUCLG5	02/28/11	*****	*****
				40100		EAST TEXAS MEDICAL CTR
872	12250		DHD222500	02/28/11	*****	*****
				10440		UNIVERSITY HEALTH SYSTEM
872	12250		DHD224000	02/28/11	*****	*****
				10440		UNIVERSITY HEALTH SYSTEM
872	12250		DHD332600	02/28/11	*****	*****
				10440		UNIVERSITY HEALTH SYSTEM
872	12250		DHD333400	02/28/11	*****	*****
				10440		UNIVERSITY HEALTH SYSTEM
872	12250		DHD662504	02/28/11	*****	*****
				10440		UNIVERSITY HEALTH SYSTEM
901	12250		PXE115N-14	02/28/11	*****	*****
				10440		UNIVERSITY HEALTH SYSTEM
912	00525		AMB71512KC12	04/01/11	*****	*****
				12540		SETON MEDICAL CENTER
912	00525		AMB743504540	04/01/11	*****	*****
				12540		SETON MEDICAL CENTER
841	12250		PX60NFP25	04/30/11	*****	*****
				12715		SOUTH TX MEDICAL SUPPLY
841	12250		PX60NFP30	04/30/11	*****	*****
				12715		SOUTH TX MEDICAL SUPPLY
841	12250		PX60PFP45	04/30/11	*****	*****
				12715		SOUTH TX MEDICAL SUPPLY

Contract Reports

Unassigned Contract Report



The screenshot shows a software window titled "Review" with a logo in the top left corner. A red banner at the top of the window reads "MDS Unassigned Contracts Report 05/25/11 17:47:38". Below the banner is a table with the following data:

<u>Contract#</u>	<u>Vendor#</u>	<u>Prod Line</u>	<u>Product#</u>	<u>Begin Date</u>	<u>End Date</u>
1123	ETHIC		E-C0460	07/01/1998	12/31/2001

Contract Reports

Sales Tracing Export to Excel

	A	B	C	N	O	P	Q	R	T	U	V	T
1	CUSTOMER#	INVOICE#	INV DATE	CONTRACT#	PRODUCT#	QTY SHIP	UNIT PRICE	EXTENDED PRICE	UNIT COST	UNIT REBATE CLAIM	EXT REBATE CLAIM	T
2	12540	514676	5/31/2011		VV10253	3	\$75.19	\$225.56	\$60.18	\$0.00	\$0.00	
3	12540	514677	5/31/2011	922	HU1700	1	\$23.20	\$23.20	\$20.88	\$14.12	\$14.12	
4	13190	514691	5/31/2011		RES1004849	20	\$23.17	\$463.40	\$20.85	\$0.00	\$0.00	
5	13190	514691	5/31/2011		RES1010871	20	\$23.17	\$463.40	\$20.85	\$0.00	\$0.00	
6	12540	514695	5/31/2011		J2266	3	\$35.07	\$105.21	\$23.85	\$0.00	\$0.00	
7	13190	514692	5/31/2011		RES1012623	6	\$22.78	\$136.68	\$20.50	\$0.00	\$0.00	
8	13190	514692	5/31/2011		RES1012624	10	\$22.78	\$227.80	\$20.50	\$0.00	\$0.00	
9	13190	514692	5/31/2011		RES1012572	8	\$22.78	\$182.24	\$20.50	\$0.00	\$0.00	
10	12540	514630	5/31/2011		RES312103	2	\$63.00	\$126.00	\$44.02	\$0.00	\$0.00	
11	12540	514630	5/31/2011	924	RCI78032	1	\$109.34	\$109.34	\$98.41	\$25.39	\$25.39	
12	10169	514657	5/30/2011		CR406931	6	\$77.00	\$462.00	\$57.00	\$0.00	\$0.00	
13	11160	514655	5/27/2011		NS-SHIPPING	1	\$35.13	\$35.13	\$35.13	\$0.00	\$0.00	
14	12540	514658	5/27/2011	922	HU100150	1	\$207.45	\$207.45	\$172.12	\$152.88	\$152.88	
15	40100	514638	5/27/2011	903	SAL896610	3	\$31.72	\$95.16	\$25.67	\$3.84	\$11.51	
16	40100	514638	5/27/2011		RES1012624	33	\$27.00	\$891.07	\$20.50	\$0.00	\$0.00	
17	40100	514638	5/27/2011		RES312107	3	\$77.38	\$232.14	\$58.80	\$0.00	\$0.00	
18	40100	514638	5/27/2011	903	SAL8110	8	\$31.72	\$253.76	\$25.67	\$3.84	\$30.68	
19	40100	514638	5/27/2011	903	SAL1600	36	\$21.24	\$764.64	\$17.18	\$2.57	\$92.41	
20	40100	514638	5/27/2011	903	SAL1600HF725	1	\$60.48	\$60.48	\$48.94	\$7.31	\$7.31	
21	40100	514638	5/27/2011		RES1020523	3	\$186.38	\$559.15	\$141.65	\$0.00	\$0.00	
22	12365	514652	5/27/2011		NEN8304	1	\$77.92	\$77.92	\$60.00	\$0.00	\$0.00	
23	11160	514642	5/27/2011	903	SAL1112	3	\$70.51	\$211.54	\$47.85	\$7.15	\$21.45	
24	12540	514655	5/27/2011	922	HU9001	1	\$28.23	\$28.23	\$24.84	\$10.65	\$10.66	
25	12540	514655	5/27/2011	922	HU2555	4	\$13.46	\$53.84	\$9.94	\$10.05	\$40.24	
26	51150	514635	5/26/2011		2M1592	10	\$20.00	\$20.00	\$1.67	\$0.00	\$0.00	

Inquiries

Customer/Product Price Inquiry

GENERAL HELP

Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 Now going to Price.1.
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: 141.75 COST: 93.60
CPRICE: CCOST: 88.60 Now going to Price.2.
Price.src: S Price.flag: 1
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: 141.75 COST: 93.60
CPRICE: CCOST: 88.60 Now going to Price.3.
Price.src: S Price.flag: 1
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: 141.75 COST: 93.60
CPRICE: CCOST: 88.60 Now going to Qty Brk and Retail
Price.src: S Price.flag: 1
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: 141.75 COST: 93.60
CPRICE: CCOST: 88.60 Now going to Promotional
Price.src: S Price.flag: 1
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: 141.75 COST: 93.60
CPRICE: CCOST: 88.60 About to Evaluate Contracts
Price.src: S Price.flag: 1
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: 141.75 COST: 93.60
CPRICE: 141.75 CCOST: 88.60 Finished Evaluating Contract:2011 542145 11*KENDALL**100672
Price.src: S Price.flag: 1
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: 141.75 COST: 88.60
CPRICE: 141.75 CCOST: 88.60 Contract: 2011-542145-11*KENDALL**100672 closed.
Price.src: S Price.flag: 1
Cost for Pricing: 93.60 Cost of Goods: 88.60
PRICE: 141.75 COST: 88.60
CPRICE: 141.75 CCOST: 88.60 Finished Evaluating Contracts
Price.src: S Price.flag: 1
Cost for Pricing: 93.60 Cost of Goods: 88.60

End Help

Inquiry

Inquiries

Customer/Product Price Inquiry continued

Customer		ARI016282		Price		Inquiry			
Name		1801 ARLINGTON STREET		Phone		001		Salesman:001	
Address 1		RD ARI 1ST FL DEPT 6282		Slm					
Address 2		1700 SOUTH TAMiami TR		Cred. Limit		N			
City		SARASOTA FL 34239		Cred. Hold		03		BILL DFB	
Cust Type									

Item Number	Description	CURITY Gauze Sponges		Vend#	KENDALL
2446	Bulk 2"x2", 8 Ply			Name	Kendall Healthcare
Retail Price	Last Cost	Special Price	Contr. Price	Contr. Cost	
200.00 / EA	93.60 / EA	141.75 / EA	141.75 / EA	60.60 / EA	
Sell Um	StockUm	PurchUm	BoxQty	CaseQty	Discont
EA / 1	EA / 1	EA / 1	200	5000	N
Sub 1					
Sub 2					

Ln#	Whs	Location	QtyOnHand	QtyAvail	QtyCommit	QtyOnOrd	Due Date	QtyInPck
1	001					100	07/01/07	

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

XXXXXXXX PAGE 1 OF 3

HEADER	QTY/DRKS	NOTES	AUDIT						
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup

Inquiries

Product Contract Search

Product Contract Search

Customer#

Desc/Search Criteria

Contract#	Vend#	Vendor Name	Start Date	End Date	UN	PD	RB
Product#		Description	Customer Item#	Price	UM	Qty	
2011-542145-11	001	KENDALL	Kendall Healthcare	01/01/11	12/31/11	N	N Y
2146		CURITY Gauze Sponges		200.00	EA		1
				0.00			
				0.00			
				0.00			
				0.00			
				0.00			

Enter END to Exit.

Contr. Info **Prod. Info** **HELP** **OK/END** **INSERT** **LDELETE** **PREV PG** **NEXT PG** **INQUIRY** **CANCEL** **OFF** **Popup**

Inquiries

Customer Contract Search

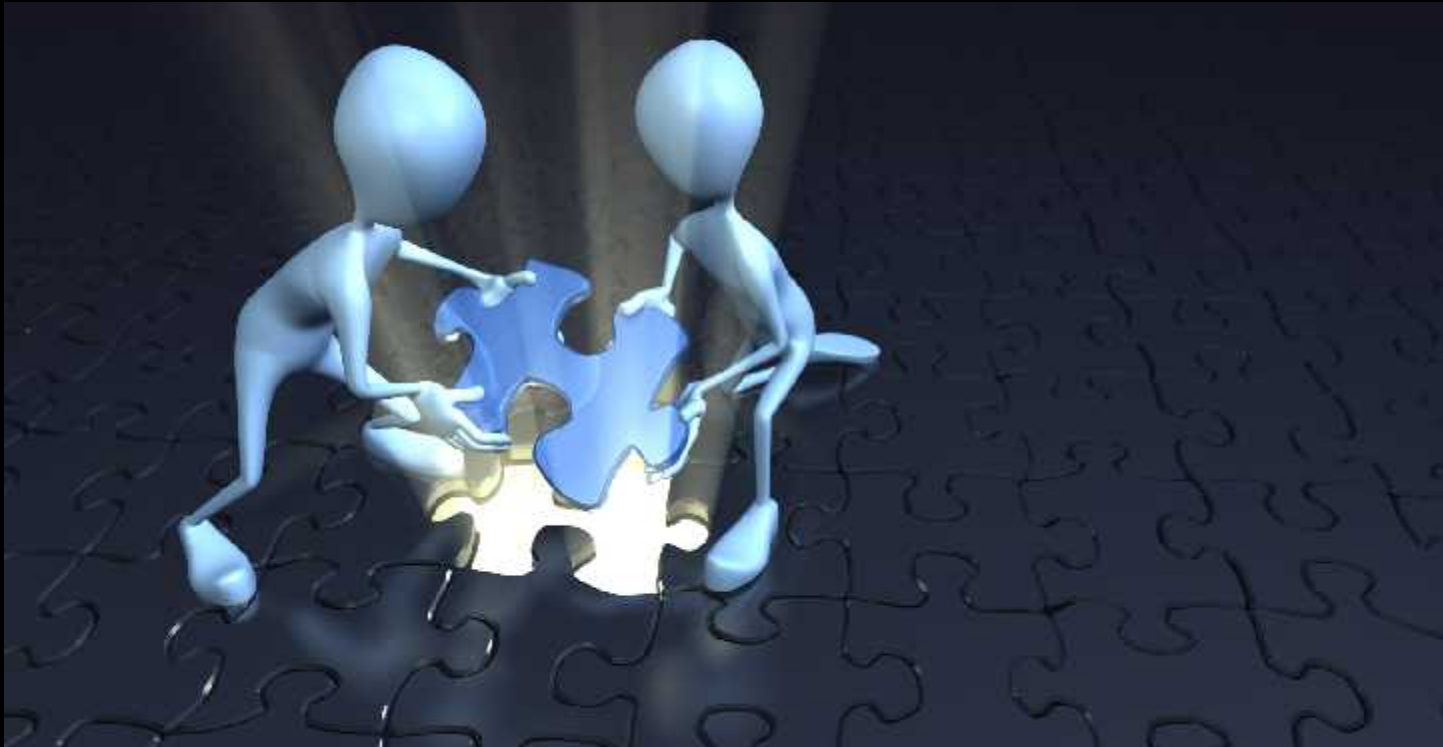
Customer Contract Inquiry

Customer#: ARL016282 1801 ARLINGTON STREET

Contract#	Vendor#	Vendor Name	Start Date	End Date	Unlv	PD	RB
2011 512115 11	002 KENDALL	Kendall Healthcare	01/01/11	12/31/11	N		Y
				Type	Description		
				C	ARL016282		

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

Contr Edit	Cont Del	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
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Wrap-up

Any questions?

