



# Pieces of the Puzzle: Costing, Pricing and Contracts

Presented by: Rachel Johnsen

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
  - Show Cost
  - Cost Load Percent
  - PO/Foreign Cost
  - List Price
- Additional Vendors for item would be stored in the Vendor Product File.

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		
5.Purch Agent			
6.Level 2 Qty	1	Desc	PK
7.Level 3 Qty	1	Desc	BX
8.Level 4 Qty	1	Desc	CS
9.Stocking UM	BX	QTY	1
10.Prc/Cost UIM	BX	QTY	1
11.Std Sell UM	BX	QTY	1
12.Alt Sell UM		QTY	
13.Purchasing UM	BX	QTY	1
14.Min Sell Qty	1		
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

# Costs and Price in the Product Record

## Pricing and Costing Options

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

5.Purch Agent

10.PTC/Cost UM	BX	QTY	1
11.Std Sell UM	BX	QTY	1
12.Alt Sell UM		QTY	
13.Purchasing UM	BX	QTY	1
14.Min Sell Qty		1	
15.List Price			10.000
16.Standard Cost			6.500
17.Purch/Curr Cost			6.500
18.Show Cost			6.500
19.Cost Load %			0.00
20.PO/Foreign Cost			6.500

37.Subs

US

The Standard Cost is manually entered and maintained.

- List Price
- Additional Vendors for item would be stored in the Vendor Product File.

# Costs and Price in the Product Record

## Pricing and Costing Options

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

The Current Cost is entered when the product is initially created, and is updated by the receiving subsystem to reflect the last cost paid.

- Additional Vendors for item would be stored in the Vendor Product File

Product Master Maintenance PRODUCT MA

Product #

1.Description 1

2.Description 2

3.Vendor #

4.Vendor Item#

5.Purch Agent

---

13.Purchasing UM

14.Min Sell Qty

15.List Price

16.Standard Cost

17.Purch/Curr Cost  37.Subs

18.Show Cost

19.Cost Load %

20.PO/Foreign Cost

# Costs and Price in the Product Record

## Pricing and Costing Options

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

Product Master Maintenance PRODUCT MA

Product #

1.Description 1

2.Description 2

3.Vendor #

4.Vendor Item#

5.Purch Agent

The Average Cost is a calculated cost based off of receipts.

- List Price
- Additional Vendors for item would be stored in the Vendor Product File.

11.Std Sell UM	BX	QTY	<input type="text" value="1"/>
12.Alt Sell UM		QTY	<input type="text" value="1"/>
13.Purchasing UM	BX	QTY	<input type="text" value="1"/>
14.Min Sell Qty		<input type="text" value="1"/>	
15.List Price			<input type="text" value="10.000"/>
16.Standard Cost			<input type="text" value="6.500"/>
17.Purch/Curr Cost			<input type="text" value="6.500"/>
18.Show Cost			<input type="text" value="6.500"/>
19.Cost Load %			<input type="text" value="0.00"/>
20.PO/Foreign Cost			<input type="text" value="6.500"/>

37.Subs

# 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 Show Cost is the cost of the item with a cost load percentage. The load percentage may be added to cover administrative overhead costs. The use of show costs is optional, and is used as the cost of the item for calculation of salesman's commissions on gross profit.

item would be stored in the 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

# Costs and Price in the Product Record

## Pricing and Costing Options

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

The PO/Foreign Cost is entered when the product is initially created, and is updated by the receiving subsystem. If the primary vendor for this item is a foreign vendor, this is the foreign cost for this product.

- Additional Vendors for item would be stored in the Vendor Product File.

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	
14.Min Sell Qty	1	
15.List Price		10.000
16.Standard Cost		6.500
17.Purch/Curr Cost		6.500
18.Show Cost		6.500
19.Cost Load %		0.00
20.PO/Foreign Cost		6.500
		37.Subs
		US



# Costs and Price in the Product Record

## Pricing and Costing Options

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

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.

- Additional Vendors for item would be stored in the Vendor Product File.

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		
13.Purchasing UM	BX	QTY	1
14.Min Sell Qty	1		
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	BX	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. PPO Extension 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, or 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 



# Price, Discount, and Commission Pointers

**PRICE MAINTENANCE**

Product:

1.Line#	Price	U/M	Qty Break	Disc%	Comm%
1.	200.00	/EA			
2.	195.00	/EA			
3.	190.00	/EA			
4.	185.00	/EA			
5.					
6.					
7.					
8.					
9.					
10.					

2.Line#	UM	+/- Percent	+/- Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		
4.		0.00		
5.		0.00		
6.		0.00		

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

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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# Price, Discount, and Commission Pointers

**PRICE MAINTENANCE**

Product:

1.Line#	Price	U/M	Qty Break	Disc%	Comm%
1.	200.00	/FA		1.00	
2.	200.00	/EA		1.50	
3.	200.00	/FA		2.00	
4.	200.00	/EA		2.50	
5.					
6.					
7.					
8.					
9.					
10.					

2.Line#	UM	+/- Percent	+/- Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		
4.		0.00		
5.		0.00		
6.		0.00		

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

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

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	0/1			Popup
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# Price, Discount, and Commission Pointers

PRICE MAINTENANCE

Product: 2146      CURITY Gauze Sponges

1.Line#	Price	U/M	Qty Break	Disc%	Comm%
1.	200.00	/EA		1.00	
2.	200.00	/EA		1.50	
3.	200.00	/EA		2.00	
4.	200.00	/EA		2.50	
5.					
6.					
7.					
8.					
9.					
10.					

2.Line#	UM	+/- Percent	+/- Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		
4.		0.00		
5.		0.00		
6.		0.00		

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

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

XXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	0/T			Popup
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# Quantity Break Pricing

**PRICE MAINTENANCE**

Product:

1.Line#	Price	U/M	Qty Break	Disc%	Comments
1.	200.00	/EA	50		
2.	190.00	/EA	500		
3.	185.00	/EA	9999		
4.					
5.					
6.					
7.					
8.					
9.					
10.					

2.Line#	UM	+/- Percent	+/- Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		
4.		0.00		
5.		0.00		
6.		0.00		

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

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

XXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup
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# Pricing by Unit of Measure

**PRICE MAINTENANCE**

Product:

1. Line#	Price	U/M	Qty Break	Disc%	Comments
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					

2. Line#	UM	+/- Percent	+/- Amount	Method
1.	UX	0.00		G
2.	*	10.00		G
3.		0.00		
4.		0.00		
5.		0.00		
6.		0.00		

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

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

XXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup
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# Pricing by Unit of Measure

**PRICE MAINTENANCE**

Product: 2146

1.Line#	Price	U/M
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

2.Line#	UM	+/-Percent	+/-Amount	Method	Pricing by UM
1.	UX	0.00		G	(Enter * for UM to Apply Price to)
2.	*	10.00		G	
3.		0.00			
4.		0.00			
5.		0.00			
6.		0.00			

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

XXXXXX

HELP
OK/END
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NEXT PG
INQUIRY
CANCEL
OFF
Popup



# Customer Class/Product Class Pricing

## Pricing by Product Class by Unit of Measure

Price Maintenance by Customer Class and Product Class (PRICE3)

Customer Class

Pricing by Product Class by UM

1.LN#	P/C/UM	Product Class Description	PP	% Percent	% Amount
1.	013	Sutures	G	12.00	
2.	000-CA	Woundcare	G	12.00	
3.	000-CS	Woundcare	G	11.00	
4.					
5.					
6.					

Pricing by UM (Enter \* for UM to Apply Price to All)

2.LN#	UM	% Percent	% Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		
4.		0.00		
5.		0.00		
6.		0.00		

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

XXXXXX

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

## Pricing by Product Class by Unit of Measure

Price Maintenance by Customer Class and Product Class (PRICE3)

Customer Class

Pricing by Product Class by UM

1.LN#	P/C/UM	Product Class Description	PP	% Percent	% Amount
1.	013	Sutures	G	12.00	
2.	000-JA	Woundcare	G	12.00	
3.	000-CS	Woundcare	G	11.00	
4.					
5.					
6.					

Pricing by UM (Enter \* for UM to Apply Price to All)

2.LN#	UM	% Percent	% Amount	Method
1.		0.00		
2.		0.00		
3.		0.00		
4.		0.00		
5.		0.00		
6.		0.00		

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

XXXXXX

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 Class and Product Class (PRICE3)

Customer Class  MEDICAL CENTER

Pricing by Product Class by UM

1.LN#	P/C/UM	Product Class Description	PP	% Percent	% Amount
1.					
2.					
3.					
4.					
5.					
6.					

Pricing by UM (Enter \* for UM to Apply Price to All)

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,DELETE TO DELETE,0 TO ACCEPT

XXXXXX

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: 0A

Pricing by Product Class by UM

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

Pricing by UM (List)

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 ETE TO DELETE, 0 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

XXXXXX

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

# Customer/Product Class Price Pricing

## Pricing by Product Class by Unit of Measure

**Price Maintenance by Customer and Product Class (PRICE2)**

Customer#

Pricing by Product Class by UOM

1.LN#	P/C-UOM	Product Class Description	PP	% Percent	% Amount
1.	013	Sutures	G	12.00	
2.	000-LA		G	10.00	
3.	000-DX		G	10.00	
4.	000-US		G	9.00	
5.					
6.					

Pricing by UOM (Enter \* for UOM to Apply Price to All)

2.LN#	UOM	% Percent	% Amount	Method
1.				
2.				
3.				
4.				
5.				
6.				

ENTER LINE # TO CHANGE,DELETE TO DELETED TO ACCEPT

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

Pricing by Product Class by UOM

1.LN#	P/C-UOM	Product Class Description	PP	% Percent	% Amount
1.	013	Sutures	G	12.00	
2.	000-LA		G	10.00	
3.	000-DX		G	10.00	
4.	000-US		G	9.00	
5.					
6.					

Pricing by UOM (Enter \* for UOM to Apply Price to All)

2.LN#	UOM	% Percent	% Amount	Method
1.				
2.				
3.				
4.				
5.				
6.				

ENTER LINE # TO CHANGE,DELETE TO DELETED TO ACCEPT

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 and Product Class (PRICE2)**

Customer#

Pricing by Product Class by UOM

1.LN#	P/C-UM	Product Class Description	PP	+/- Percent	+/- Amount
1.					
2.					
3.					
4.					
5.					
6.					

Pricing by UM (Enter \* for UM to Apply Price to All)

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 XXXXXX

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 016282**

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

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



# 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)

14. 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#	UM	+/ 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 \* for U/M to Apply Price to ALL)

14. 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

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

XXXXXXXX

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

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

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/L Line	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

# Special File Price Maintenance

## Pricing by Unit of Measure 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: 06/10/12

U.M.	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

3.Price:      4.Old Price: 141.75      5.Cost: 93.60  
 6.Change Date: 07/11/11  
 7.Last Sale  
 8.New Eff Date  
 9.New Eff End Dt  
 10.New Price  
 11.Customer Rem#  
 12.Commission %: 0.00  
 13.Account Code

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

To.LN#	U/M	+/ 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      XXXXXX

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

# Special File Price Maintenance

## Pricing by Unit of Measure Section

The screenshot shows the 'Special File Price Maintenance' application with a 'GENERAL HELP' window open. The help window contains the following text:

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.

The main application window shows the following fields:

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)

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

Buttons: End Help, Inquiry

Footer: 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



# Copy Special Price Record

Copy Special Price Routine

Copy Pricing Options

Customer: 615472  
 Product: GREENTOWN MEDICAL CENTER

Dollar Amt (+/-):  
 Percent Amt (+/-):  
 Method:

	LINE	Qty	Price	Disc%	Comm%
Begin Date	1.			0.00	0.00
End Date	2.			0.00	0.00
Price	3.			0.00	0.00
Old Price	4.			0.00	0.00
Cost	5.			0.00	0.00
Change Date	6.			0.00	0.00
Last Sale	7.			0.00	0.00
New Eff Date	8.			0.00	0.00
New Eff End Dt	9.			0.00	0.00
New Price	10.			0.00	0.00
Customer Item#	11.			0.00	0.00
Commission%	12.			0.00	0.00

Change Date: 06/03/11

To 1.Customer: KESSLER  
 2.Product: ALL

KESSLER  
 COPY ALL PRODUCTS

ENTER LINE # 1 OR 2, 0 TO ACCEPT

XXXXXXXX

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

# Advanced Price Changes

## Product Master Record

Advance    Price/Cost    Change    Maintenance

Customer: ALL

Product: 2116    CURITY Gauze Sponges

Effective Date: 06/25/11

1. A. QTY BREAK    B. PRICE    C. DISC%    D. COMMS%

Line	A. QTY BREAK	B. PRICE	C. DISC%	D. COMMS%
1.		200.00	1.00	0.00
2.		200.00	1.50	0.00
3.		200.00	2.00	0.00
4.		200.00	2.50	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
11.			0.00	0.00
12.			0.00	0.00
13.			0.00	0.00
14.			0.00	0.00
15.			0.00	0.00

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

XXXXXX    PAGE 1 OF 2

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	QUIT			Popup
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# Advanced Price Changes

## Product Master Record

	Advance	Price/Cost	Change	Maintenance
Customer	ALL			
Product	2146		CURITY Gauze Sponges	
Effective Date	06/25/11			
2.Standard Cost		90.00		
3.Current Cost		90.00		
4.Show Cost				
5.PO Cost		90.00		

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

XXXXXX PAGE 2 OF 2

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	Off	Popup
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# Advanced Price Changes

## Special Price Records

\*\*\* ADVANCE CONTRACT PRICE FILE MAINTENANCE \*\*\*

CUSTOMER 610172  
GRLNTOWN MEDICAL CENTER

PRODUCT 2116  
CURITY Gauze Sponges

EFFECTIVE DATE 07-01-11

SELLING		RETAIL	
PRICL	123.75	PRICL	
OLD PRICE		OLD PRICE	
COST	90.00		
CHANGE DATE	04-04-11	CHANGE DATE	
LAST SELL			
NEW EFF DATE		NEW EFF DATE	
NEW PRICL		NEW PRICL	
CUST ILM#			

\*\*\*\*\* ADVANCE PRICE CHANGE \*\*\*\*\*

1. PRICE 123.50      2. PRICE

ENTER LINE # TO CHANGE,DELETE TO DELETED TO ACCEPT      XXXXXX      PAGE 1 OF 2

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup
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# Advanced Price Changes

## Special Price Records

3.LN#	Qty	Price	Disc%	Comm%
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

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

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

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

XXXXXX PAGE 2 OF 2

HELP	OKEND	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	Off			Popup
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# Batch Price Changes

By Product Class or By Vendor

Batch Price Change  
By Vendor Number

1. Vendor Number: A1000 AI COR

Price	Changes	2. Price Line	1/- Percent	1/- Amount
		1	0.00	0.00
		2	0.00	0.00
		3	0.00	0.00
		1		

3. List Price

Cost	Changes	Cost Field	4. +/- Percent	5. +/- Amount
		6	6.00	0.00

ENTER LINE # TO CHANGE, DELETE TO DELETED TO ACCEPT

XXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup
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# Batch Price Changes

By Product Class or By Vendor

Batch Price Change  
By Product Class

1. Product Class      008      Woundcare

Price	Changes	2. Price Line	1/- Percent	1/- Amount
		1	0.00	0.00
		2	0.00	0.00
		3		
		4		

3. List Price      [Empty]

Cost	Changes	Cost Field	4. +/- Percent	5. +/- Amount
		6	4.00	0.00

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

XXXXXXXX

HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	0/T			Popup
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# Vendor Contracts

## Contract Header

Contract #	Vendor	Maintenance	Contract Files			
HP70102	AMN	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 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	VEND SCDL	DIR CONTR								
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF		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

5. Universal Price Adj%

6. Universal Rebatable

7. Category

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

10. Vendor Web Addr

11. Customers, GPUs, 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

XXXXXXXX PAGE 1 OF 3

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

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

12.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 LNR	VEND SRC#	PROD SRC#			PROD IND					
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 LDR	VEND SRC#	PROD SRC#			PROD IND					
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

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

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

XXXXXXXX

Contract Begin: 01/01/11  
 Contract End: 01/01/12  
 Pricing UM: BX  
 Stocking UM: BX  
 Case Qty: 1  
 Curr Cost: 541.50  
 Rebate Amt: 324.90  
 Universal: N  
 Univ.Rebatable: N

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

CONTR LNR	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 # **HP70102** Contract Files **OK**

Vendor **MMM** 3M COMPANY

Product Line

Product **82002** SCOTCHCAST 2" WHITE 10/BX

Vendor's Contract # **HP70102**

1. Contract Type **C** Contract Begin **01/01/05**

2. Sell Price Discount % **0.00** Contract End **02/03/13**

3. Agreement Sell Price **25.550** Pricing UM **DX**

4. Minimum Order UM  Stocking UM **BX**

5. Minimum Order Quantity  Case Qty **12**

6. Customer Item#  Curr Cost **54.150**

7. Net Rebate Cost **21.660** Rebate Amt **32.490**

8. Rebate % of Cost **0.00** Universal **N**

9. Rebate % of Price **0.00** Univ. Rebateable **N**

10. Handling % **0.00**

11. Flat Rebate Amount **0.000**

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

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 SRCH	PROD SRCH			PROD IND						
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	Rehabable
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-C004D	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	152.55	EA	1	S
8	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C057D	SILK BLK BRD	013Sutures	152.55	EA	1	S
9	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-C213H	MONDCRYL* 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	MONDCRYL* VD MONO	013Sutures	76.11	EA	1	S
14	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-Y110G	MONDCRYL* VD MONO	013Sutures	75.11	EA	1	S
15	615472	GREENTOWN MEDICAL CENTER	JOHN TOMKINS	E-Y111G	MONDCRYL* 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 \* \* \* \* \* PRICE BOOK \* \* \* \* \* 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-C650D	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

CAPT!15801!1704.1505!014.pdf - Adobe Reader

File Edit View Document Tools Window Help

1 / 1 100% Find

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

PREPARED FOR. 615472 GREENTOWN MEDICAL CENTER

A PRD# NRSC	SRT.	PRICE	PRICE	DT	PRC	CHG	LST	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

CAPT!15801!1839.3317!014.pdf - Adobe Reader

File Edit View Document Tools Window Help

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 UM	PRICR UM	PRICR UM	DT	PRC	CHG	I.ST	SALE	NRW	DATR	NRW	PRICR	COST	ITEM#	EXPIRE 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 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		HU351203	11/30/10	*****	
				10440		UNIVERSITY HEALTH SYSTEM
817	06600		HU353901	11/30/10	*****	
				10440		UNIVERSITY HEALTH SYSTEM
655	06600		GIB14412	01/31/11	*****	
				10500		BROOKE ARMY MEDICAL CTR
870	06600		HUCLG5	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 blue header bar. In the top left corner, there is a logo consisting of a stylized "S" and "H" with horizontal lines. In the top right corner, there is a "Page" button. A red banner across the top of the report area contains the text "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-C046D	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	\$200.00	\$16.67	\$0.00	\$0.00	

# Inquiries

## Customer/Product Price Inquiry

Customer		ARI 016282		Price	Inquiry		Phone		
Name		1801 ARLINGTON STREET		Slm		001		Salesman:001	
Address 1		RD ARI 1ST FL DEPT 6282		Cred. Limit		N			
Address 2		1700 SOUTH TAMiami TR		Cred. Hold		03		BILL DFB	
City		SARASOTA		FI	34239		Cust Type		

Item Number	Description	CURITY Gauze Sponges		Vend#	KENDALL	
2146	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	Sub 1
EA / 1	EA / 1	EA / 1	200	5000	N	Sub 2

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

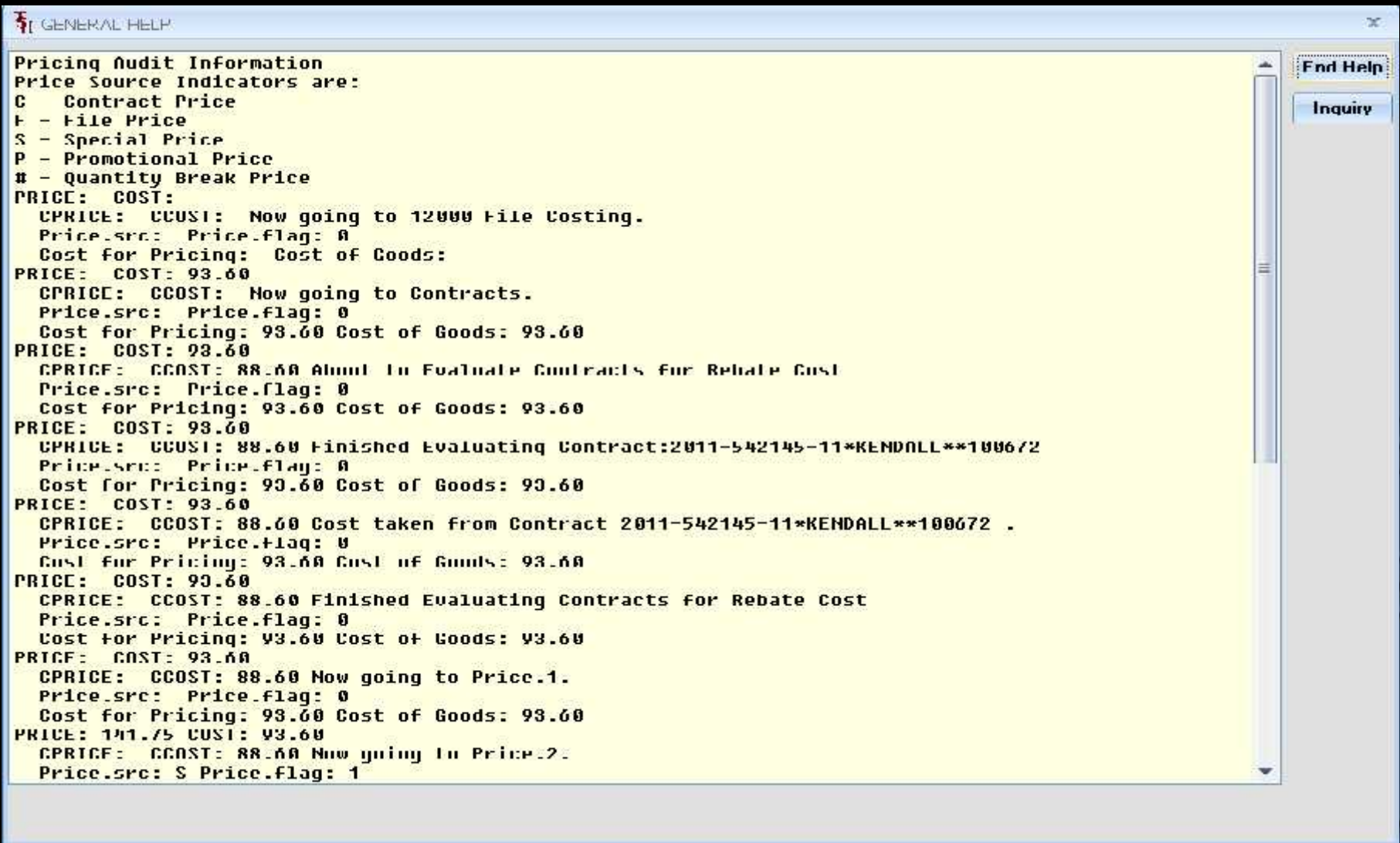
ENTER LINE # TO CHANGE,DELETE TO DELETE,0 TO ACCEPT

XXXXXXXX PAGE 1 OF 3

HEADER	QTY/DRKS	NOTES	AUDIT						
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	0/T	Popup

# Inquiries

## Customer/Product Price Inquiry

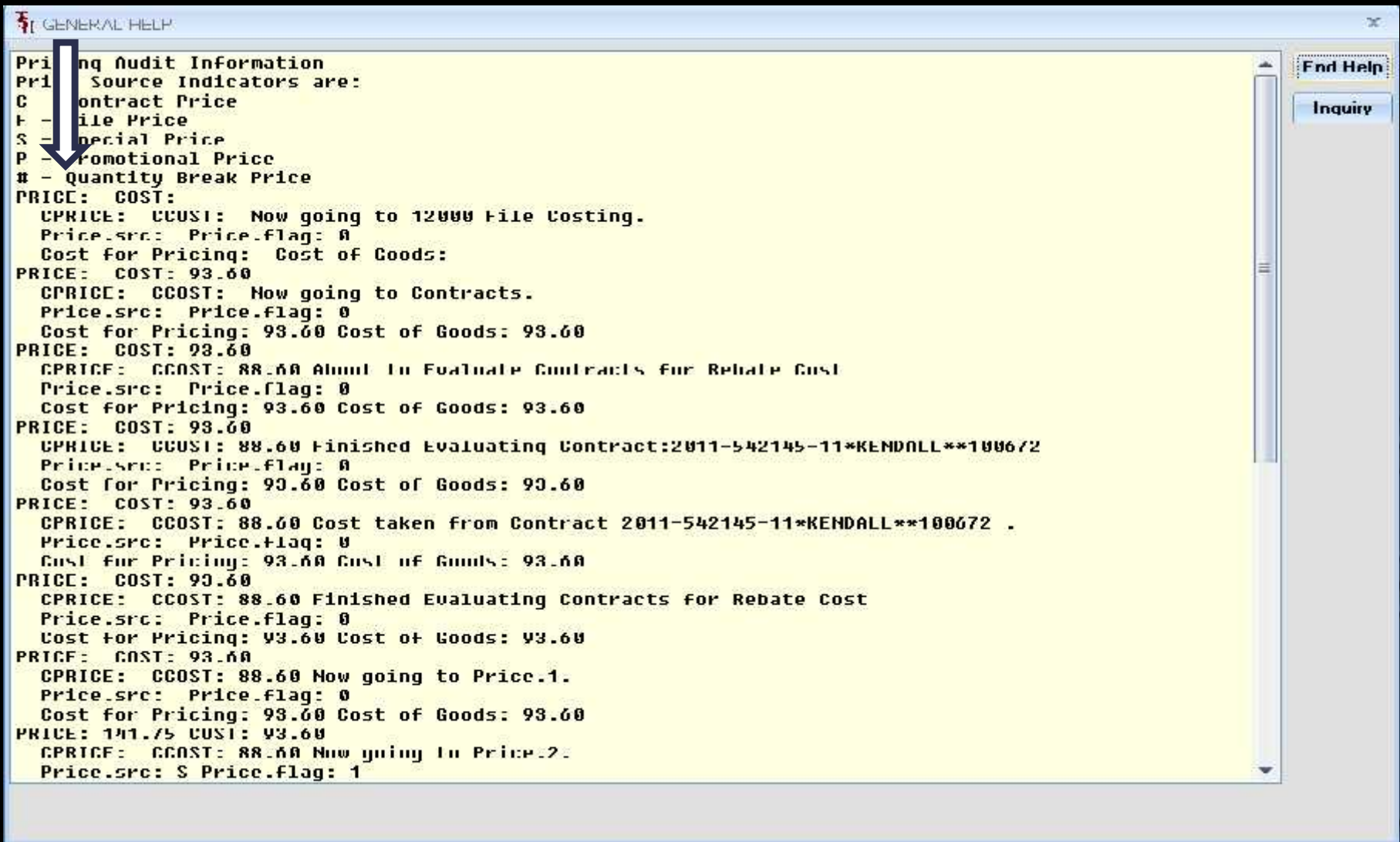


```
GENERAL HELP
Pricing Audit Information
Price Source Indicators are:
C - Contract Price
F - File Price
S - Special Price
P - Promotional Price
# - Quantity Break Price
PRICE: COST:
CPRICE: CCOST: Now going to 12000 File Costing.
Price.src: Price.flag: 0
Cost for Pricing: Cost of Goods:
PRICE: COST: 93.60
CPRICE: CCOST: Now going to Contracts.
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 About to Evaluate Contracts for Rebate Cost
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 Finished Evaluating Contract:2011-542145-11*KENDALL**100672
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 Cost taken from Contract 2011-542145-11*KENDALL**100672 .
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 Finished Evaluating Contracts for Rebate Cost
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
```



# Inquiries

## Customer/Product Price Inquiry



```
GENERAL HELP
Pricing Audit Information
Price Source Indicators are:
C - Contract Price
F - File Price
S - Special Price
P - Promotional Price
# - Quantity Break Price
PRICE: COST:
CPRICE: CCOST: Now going to 12000 File Costing.
Price.src: Price.flag: 0
Cost for Pricing: Cost of Goods:
PRICE: COST: 93.60
CPRICE: CCOST: Now going to Contracts.
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 About to Evaluate Contracts for Rebate Cost
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 Finished Evaluating Contract:2011-542145-11*KENDALL**100672
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 Cost taken from Contract 2011-542145-11*KENDALL**100672 .
Price.src: Price.flag: 0
Cost for Pricing: 93.60 Cost of Goods: 93.60
PRICE: COST: 93.60
CPRICE: CCOST: 88.60 Finished Evaluating Contracts for Rebate Cost
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
```

End Help

Inquiry

# Inquiries

## Customer/Product Price Inquiry continued

Customer		ARI 016282		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 BUII DFB	
City				Cust Type			

Item Number	Description	CURITY Gauze Sponges		Vend#	KENDALL
2146	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	0/T		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	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			

Enter END to Exit.

Cont# Help	Prod Info	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
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# 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	N	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
	001			0.00				
	001			0.00				
	001			0.00				
	001			0.00				

Enter END to Exit.

Contr Info	Prod Info	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF	Popup
------------	-----------	--------	---------	---------	---------	---------	--------	-----	-------

# Inquiries

## Customer Contract Search

Customer Contract Inquiry

Customer#

Contract#	Vendor#	Vendor Name	Start Date	End Date	Unlv	PD	RB
Category	Type	Description					
2011 512115 11	000	KENDALL	Kendall Healthcare	01/01/11	12/31/11	N	Y
	C	ARL016282					

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

XXXXXX

Cont. Help	Cont. Del										
HELP	OK/END	INSERT	LDELETE	PREV PG	NEXT PG	INQUIRY	CANCEL	OFF			Popup

# Inquiries

## Customer Contract Search

Customer Contract Inquiry

Customer#

Contract#	Vendor#	Vendor Name	Start Date	End Date	Unlv	PD	RB
Category	Type	Description					
2011 512115 11	000	KENDALL	Kendall Healthcare	01/01/11	12/31/11	N	Y
	C	ARL016282					

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

XXXXXX

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



## Wrap-up

Any questions?

