

PeopleSoft®

EnterpriseOne
Advanced Pricing 8.9
PeopleBook

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Overviews

Today's businesses need the pricing power to respond to incredibly volatile and complex environments, environments that involve overlapping promotions, deals, special allowances, contracts, commodity-based pricing, rebates accruals, and free goods promotions.

It can be a market advantage to be able to refine or replace pricing strategies swiftly and effectively in response to changing market conditions. Companies that react slowly give the competition an unearned advantage. To react quickly to changing pricing conditions, a company needs a flexible price adjustments system.

The Advanced Pricing system provides flexibility when defining pricing. You can easily adjust prices for each promotion or deal and then combine the adjustments into a pricing structure or schedule. Within each schedule, you can define unlimited price adjustments. You can also combine regular discounts and promotions within the same schedule, which allow you to apply multiple adjustments to each sales order line.

This section provides overview information about the environment and concepts that surround pricing in the distribution industry, as well as information about how the Advanced Pricing system operates.

Industry Overview

Customer-driven marketing requires customer-specific pricing. Today, businesses face the challenge of effectively managing multiple prices and discounts to cover all sales situations. Businesses need the power to address the complex and often volatile sales industry. They need to have business plans that allow for overlapping promotions, deals special allowances, contracts, commodity-based pricing, rebates, accruals and free goods. They also need a pricing system that will handle numerous qualification criteria, including line of business, item unit of measure, supply point, deliver mode and distance, tax and duty, payment terms, and currency and exchange rate.

Industry Environments and Concepts for Advanced Pricing

In order to stay competitive, companies need to maintain a high level of sales and should maximize profits with integrated pricing information. Pricing strategies include:

- Accurate price history
- Promotion tracking
- Rebates and accruals
- Free goods
- Volume-sensitive pricing
- Commodity pricing
- Flexible price management

Accurate Price History

Sales personnel often need to automatically price or negotiate deals that will reward or retain current customers and penetrate new markets. Companies want to manage their sales with

online access to pricing details specific to the customer and item. An accurate price history is crucial to maintaining the relationships between sales staff, customers, and potential customers.

Promotion Tracking

Businesses today need to evaluate the effectiveness of their pricing strategies by identifying special promotions, deals, and discounts. Tracking these unique pricing opportunities allows companies to collect precise price margin analyses.

Rebates and Accruals

Accruing price adjustments into defined general ledger accounts and to effectively manage rebates has become very important in the customer-driven sales industry. For example, many businesses offer rebates to customers who buy a certain amount of product. This encourages volume purchases. Suppliers, then, need a system by which they can track customer sales and credit their customers immediately and automatically.

Free Goods

Many companies may want to offer free goods, something other than the item that they are selling, as a way to attract sales for different or related products. Other companies may offer free goods with the purchase of similar products. This marketing practice attracts customers and encourages them to purchase. To support free goods marketing, a company needs a pricing system that can correlate discounts to the same or complementary free goods and factors the cost of the free goods into the price of the products being sold.

Volume-Sensitive Pricing

Companies can encourage volume purchases by offering quantity price breaks, blanket orders, and rebate agreements. For example, a company may offer discounts based on sales prices. These higher percentage discounts stimulate customers to purchase more.

Commodity Pricing

Responding quickly to diverse and changing markets is a must in today's business environment. For example, in the commodities industry, prices change on a daily basis. To ensure product prices are always the most current, businesses in the commodities industry may need to establish price formulas that calculate based on commodity prices.

Flexible Price Management

Pricing needs to be flexible in competitive, customer-focused industries. Most companies require a number of different methods of adjusting prices, including using specific positive or negative amounts, percentages of the current price or cost, or formula-based pricing.

Idea to Action: The Competitive Advantage

The following examples are typical problems that occur during Advanced Pricing processes. For each example, a corresponding business activator is described that you can use to resolve each problem. Where applicable, information regarding the return on investment is also provided.

How can we best implement all of our different pricing scenarios? Use the Advanced Pricing Adjustment Schedule program to manage complex pricing. Complex pricing matrices are broken down into small more manageable schedules which are rounded

by rebates, promotions, seasonal offers, etc.

We require a functional system for tracking customer sales and automatically crediting customers. How does Advanced Pricing support customer rebates?

J.D. Edwards' Advanced Pricing system's rebates and accruals programs provide the functionality to accrue price adjustments into defined general ledger accounts for reporting or bill-back purposes, or for rebate management. Rebate management will track the customer sales into a history table, and then credit the customers when they reach specified sales thresholds.

This feature of the Advanced Pricing system promotes high volume sales and increases revenue. Providing rebates for customers can also ultimately increase customer satisfaction.

How can we automate our methodologies for controlling and monitoring changes to prices and price adjustments?

Use the Advanced Pricing system's Price Approvals program to set up a process and workflow for approving price changes. These price changes are automatic, self-documenting and routed through workflow processing so that the appropriate personnel within your organization can approve changes.

How do we make our pricing system flexible?

Use the Advanced Pricing system's multi-level pricing rules to target different markets with flexible, multi-tiered pricing components that you define for individual customers and items, or groups of customers and items.

How can electronics distributors handle the agreements they make with suppliers that address the price and cost fluctuations associated with electronic components?

J.D. Edwards Ship and Debit functionality allows distributors to manage, track and submit agreement rebates from their suppliers. Ship and debit processing does not change the cost of an item in the system, but instead allows the after-the-sale cost to affect the gross profit margin calculation and sales commission numbers.

How can we implement volume discounts?

Use the Advanced Pricing system's pricing schedules to maintain volume price discounts by setting up quantity, amount, and weight specifications.

Are there pricing structures that support prices based on currency, unit of measure sold, and "limited time offers?"

The Advanced Pricing system is set up to easily manage date-effective pricing in different currencies and in various item units of measure.

How can we use free goods agreements when we price our products?

Use the Advanced Pricing system to adjust prices to free goods offers. You define how the system factors the cost of the free goods into the price of the products sold.

How can commodity industries maintain prices?

Use the Advanced Pricing system's variable tables to maintain daily prices. You set up specific pricing formulas to calculate changing prices.

How can we manage our complex pricing schemes to cover a wide variety of industrial, competitive, geographical and regulator situations?

To enhance your ability to document specifics of any particular pricing scheme, use the media object attachment tool. You can directly attach any media objects to your pricing structure applications. This can give you greater control over your business processes and systems.

How do we quote and price customized configurations?

The Advanced Pricing system provides customers with automatic price quotes when they order an item. These price quotes support

configurations, kits and standard items.

Advanced Pricing System Overview

There is a market advantage in the ability to refine or replace pricing strategies swiftly and effectively in response to changing market conditions. Companies that react slowly give the competition an unearned advantage. To react quickly to changing pricing conditions, a company needs a flexible price adjustments system.

The benefits of implementing a flexible price adjustments system include:

- Improving profitability and competitiveness through more accurate pricing by market sectors and product characteristics
- Allowing sales and marketing organizations the freedom to develop pricing strategies to target different market sectors
- The ability to react promptly and effectively to your competitor's pricing strategies and to marketing conditions

J.D. Edwards allows you to adjust your base pricing using one of two price adjustment solutions:

- The standard price adjustment module, or base pricing, which is available with the Sales Order Management system. You should use standard price adjustments if your pricing procedures do not require the features offered by the advanced pricing system.
- The Advanced Pricing system, which is an additional software system that is integrated with the base price architecture.

Advanced Pricing Features

Because pricing is probably one of the most complex aspects of your business, it may take you a considerable amount of time to plan, set up, and maintain pricing information. The Advanced Pricing system streamlines pricing setup and maintenance. The advanced pricing setup is straightforward and requires minimal maintenance.

The Advanced Pricing system provides flexibility when defining pricing. You can easily adjust prices for each promotion or deal and then combine the adjustments into a pricing structure or schedule. Within each schedule, you can define unlimited price adjustments. You can also combine regular discounts and promotions within the same schedule, which allow you to apply multiple adjustments to each sales order line.

Customer and Item Groups

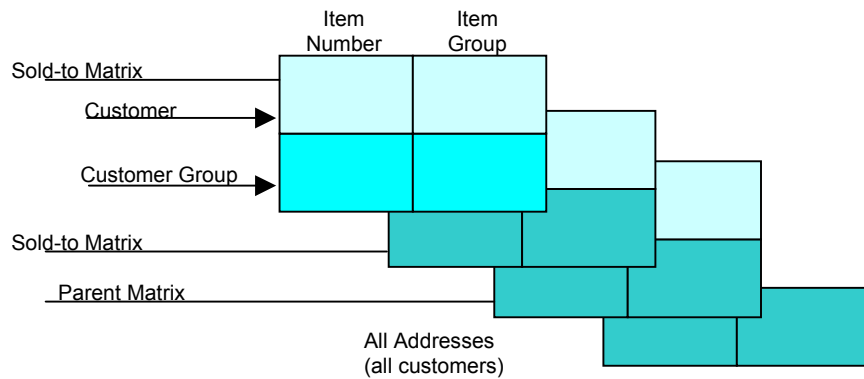
By grouping customers and items, you can accommodate vastly different market sectors and product lines. Using customer and item groups frees you from the tedious task of setting up price adjustment information for each item and customer.

Advanced Pricing provides additional flexibility for working with pricing groups. You can create adjustments for single items, single customers, groups of items, or groups of customers. Customers can be identified by Sold To, Ship To, or Parent addresses.

The following graphics illustrate the differences between base pricing offered by the Sales Order Management system and the pricing available to you in the Advanced Pricing system:

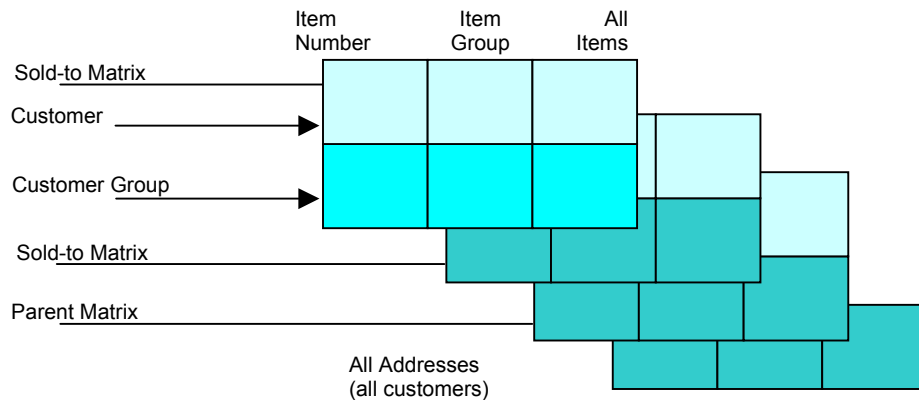
Matrix Base Pricing

Base Pricing Matrix
Preference Hierarchy 51



Matrix Advanced Pricing

Advanced Pricing Matrix
User Defined Hierarchies



Pricing Workbench

You can use the Pricing Workbench program (P45501) to view a variety of pricing-related information on a single form. You can locate all pricing scenarios and situations to simplify pricing structure maintenance and reduce the number of inquiries for the customer.

After you create the filters for querying records, you can globally update several price adjustment records on the Price Adjustment Global Revisions form, as well as change or copy existing records to create new ones.

Customer Price Lists

You can create and maintain customer price lists based on advanced pricing information, and then forward them to customers.

Adjustment Accruals

You can have the system accrue the amount of an adjustment instead of applying the adjustment to the order line. You might want to do this for:

- Advertising allowances and cooperative allowances
- Commissions
- Royalties based on product or customer

Types of Price Adjustments

Adjustments allow you great flexibility in defining your pricing schedules. You can adjust the price in the following ways:

- By a specified percentage of the base price.
- By a percentage of the current net price.
- By a percentage dollar amount of your cost.
- By a specific amount.
- By a sliding rate for multiple discounts to a sales order line. The sliding rate can be based on quantity, weight, or amount.
- Based on a formula. For example, you can create formulas that:
 - Reference a field in sales order detail.
 - Pull data from variable tables if you need to create pricing for items with prices that fluctuate frequently.
- Based on a price override. You can override a price by creating an adjustment that replaces the base price with the price you defined in the override adjustment. You can also specify rounding rules for calculating a unit price and attach the rules to adjustments.
- Based on one of your company's custom programs.

You can specify price list groups for adjustments. You group price adjustments into categories representing discounts, promotions, taxes, or freight.

Limited Time Offers

For each adjustment, you can define an effective from date and an effective-through date. For example, for pricing a promotion during the month of May, you can define an effective date range of May 1 through May 31.

Multicurrency Pricing

You can set up and maintain pricing by currency. If you sell in multiple currencies, the system can retrieve the currency from the base price file and retrieve the advanced pricing adjustments based on the currency of the sales order. If no pricing adjustments are found for the currency of the order, it will use the base currency.

Multiple Units of Measure

You can use the Item Master U/M Conversion (P41002) program in the Inventory Management system to specify multiple units of measure to locate base prices and adjustments. For example, you can specify that pallets are the first unit of measure for the system to use when searching. If the system finds nothing, you can specify cases as the second unit of measure, and then boxes.

You can also use threshold rules to set up adjustments based on the amount a customer buys. Using multiple units of measure, you can apply an adjustment factor value based on a different unit of measure than the defined level break unit of measure.

Volume Incentives and Volume Upselling

Volume incentives allow you to offer a price discount at order entry for a product or product group. You can base the discount on amounts, percentages, or replacement prices. You can setup a volume incentive adjustment based on either single-rate pricing or sliding-rate pricing.

If you want to recommend that customers purchase a larger quantity to receive a lower price, you can specify adjustments and a percentage tolerance that determine when the system issues a notification that an order line qualifies for an upsell notification.

Free Goods

Free goods are typically promotional items; items that help promote, display, or accompany the product being ordered. For example, for certain products you may designate free goods to be the display case, posters, or additional promotional items used to highlight a sale.

When you define an adjustment, you define how the system applies the free goods. You can tie any adjustment to free goods. You can also define multiple free goods in a free goods catalog. The free goods catalog allows the customer to choose the free good awarded to them for a qualifying order.

Level Breaks

You can reward customers who buy in volume by providing price discounts based on order quantity, weight, or total price. When you define adjustment types, you specify the level-break type you want to use.

Buying Structures

You use a buying structure to manage and customize a customer's pricing based on their organizational structure. Buying structures allow the system to customize the adjustments and rebates that apply to a customer.

Accruals

Automatic Accounting Instructions (AAIs) allow you to set up liability accounts for royalties, commissions, and rebates. Accruals do not affect the price of the order, but appropriate expense/liability entries are created when using the Sales/Update program.

Rebates

Businesses use rebates to encourage customers to purchase a greater volume of goods or services. You can calculate rebates in the system based on the total amount, total quantity or total weight of multiple orders. You can define rebate thresholds to establish rules for generating credit orders. You can create supplier proof-of-sale rebates that are eligible based on product sales to targeted customers or customer groups.

Flexible Invoice Print Detail

The adjustment type definition determines whether the system prints adjustment information on invoices.

Reprice Adjustments

You can accumulate quantities, weights, or amounts on an order and then apply a discount based on the total quantity, weight, or amount.

Online Price Negotiation

While taking a customer's order, you can negotiate prices and review the results. You can change the price calculation until both you and the customer are satisfied. The system automatically updates the profit margin as you make changes, which gives you the ability to verify that you stay within established guidelines.

Price Approvals

When you need to create or change prices, you can set up a process to automatically send out the new or changed prices for approval. Price approvals are routed through the J. D. Edwards Workflow Tools system.

Ship and Debit Agreement Processing

Suppliers who have agreements with their distributors based on price fluctuations in the electronics industry can use the Ship and Debit Processing feature to define, adjust, and process agreements and manage the agreements' resulting claims. The Advanced Pricing system supports ship and debit functionality.

Advanced Pricing in Procurement

Advanced Pricing is designed around key concepts that support a wide variety of the pricing strategies ranging from simple product promotions to highly sophisticated customer deals. Integrating the Advanced Pricing features with the Procurement system provides more details to the customer about the price breaks that your suppliers extend to you, the customer. You can maintain rates and adjustment details.

The Advanced Pricing features that are integrated with the Procurement system include:

- Multiple adjustments per line item
- Detailed adjustment feature definition
- Hierarchical adjustment search sequences
- Order-specific pricing characteristics
- Free goods processing
- Online review of adjustment history

The sections that require specific actions for purchase order adjustments are specified with the heading "Using Advanced Pricing for Procurement."

System Setup

You can set up the Advanced Pricing system to meet your company's needs. The Advanced Pricing system integrates with the Sales Order Management system for efficiency and accuracy.

Advanced Pricing has the following setup features.

System Constants

Constants provide the system with the following types of information:

- System constants determine default information for the entire system.
- Pricing constants determine pricing information.
- Batch control constants determine whether an application requires management approval and batch control.
- Branch/plant constants control day-to-day transactions within a branch/plant.
- Location format determines how you identify item storage places in a branch/plant.
- Item availability defines how the system calculates the number of items that each branch/plant contains.

Automatic Accounting Instructions (AAls)

AAls provide the Sales Order Management system with accounting information and general ledger relationships for interacting with the General Accounting system.

The following Advanced Pricing features must be set up in other systems, such as the Inventory Management, Procurement, Sales Order Management, and General Accounting systems:

Address Book Revisions	You can enter category codes with which you create customer groups.
Item Master	<p>You can define the sales and purchase levels. You can define prices for sales orders at the item level, the item/branch plant, or a location within the branch/plant.</p> <p>For purchase orders, the system uses the purchase price level to identify whether the system retrieves the unit cost from the Item Cost File table (F4105) or the Supplier Price/Catalog File table (F41061).</p>
Item Branch/Plant Information	You can enter category codes with which you create item groups.
Customer Billing Instructions	You can set up the customer information that the system uses as a price default, such as the Adjustment Schedule or customer group.
Supplier Instructions	You can set up the supplier information that the system uses as a pricing default, such as the Adjustment Schedule or supplier group.
Landed Costs	You can set up landed costs to specify the costs that exceed the purchase price of an item, such as delivery charges, broker fees, and so forth.
Standard Units of Measure	You can set up the standard units of measure for all items across all branch/plants to convert to the specified pricing unit of measure.

See Also

- ❑ *Working with Address Book Records* in the *Address Book Guide*
- ❑ *Entering Item Master Information* in the *Inventory Management Guide*
- ❑ *Entering Branch/Plant Information* in the *Inventory Management Guide*
- ❑ *Setting Up Standard Units of Measure* in the *Inventory Management Guide*
- ❑ *Defining Supplier Purchasing Instructions* in the *Procurement Guide*
- ❑ *Setting Up Landed Costs* in the *Procurement Guide*

Setting Up Advanced Pricing System Constants

Set up system constants to determine which functions to perform. For example, if you have several branch/plants and you use different units of measure for the items in each branch/plant, you can set a system constant to automatically convert units of measure by branch. System constants apply to all branch/plants. You cannot customize system constants for each branch/plant.

For Advanced Pricing, the system constants define how the system retrieves price adjustments for sales orders and purchase orders. When you set up base prices and adjustments, you can use various units of measure and effective date ranges. The system retrieves the unit cost for a purchase order detail line based on either the transaction unit of measure, the purchasing unit of measure, or the primary unit of measure. Additionally, you can retrieve the price based on specific dates in the order process. For example, you can base the sales price on the date that the item is shipped versus the date that the order is entered in the system.

Note

If you use Advanced Pricing for Procurement, you can use the system constant, Sales Price Based on Date, to determine what date the system uses to retrieve a valid base price or adjustment for your purchase order. You can base the price on the system date, that order or transaction date, the requested date, or the date on which you receive the items. In Procurement, the system the ship date is actually the day on which you receive the goods, the Receipt Date and you cannot use the option, Invoice Date.

► To set up system constants

From the System Setup menu (G4241), choose Branch/Plant Constants.

1. On Work With Branch/Plant Constants, from the Forms menu, choose System Constants.

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Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

System Constants

OK Cancel Tools

Unit of Measure Conversion by Branch

Update Average Cost On-Line

ECS Control

Internet Enable PPAT Messages

Scientific Rounding

Use Customer Set

Ship Ascending Date Rule

Allow Duplicate Lots 2

Sales Price Retrieval UOM 1

Purchase Price Retrieval UOM 2

Sales Price Based On Date

Purchase Rebate Category Code 3

Preference Schedule

Pref Retrieval UOM

2. On System Constants, complete the following fields:
 - Sales Price Retrieval UOM
 - Sales Price Based On Date
3. Optionally, if you use Advanced Pricing for Procurement, complete the following fields:
 - Purchase Price Retrieval UOM

- Purchase Rebate Category Code
4. If you use advanced preferences, complete the following fields:
 - Preference Schedule
 - Pref Retrieval UOM
 5. Click OK.

See Also

- *Setting Up Constants in the Inventory Management Guide*

Setting Up Pricing Constants

The system uses pricing constants information to control which systems, Sales Order Management and/or Procurement, use Advanced Pricing. Additionally, you can assign the special characters used in the price formulas for sales or purchase order adjustments. You can also specify whether you want pricing approvals applied.

Like system constants, pricing constants apply to all branch/plants. You cannot customize the settings for each branch/plant.

► To set up pricing constants

From the Sales Order Management Setup menu (G4241), choose Branch/Plant Constants.

1. On Work With Branch/Plant Constants, from the Form menu, choose Price Constants.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Pricing Constants

OK Cancel Tools

Symbols	
Advanced Sales Pricing (Y/N)	<input type="checkbox"/> N
Advanced Procurement Pricing (Y/N)	<input type="checkbox"/> N
Require Price Approval (Y/N)	<input type="checkbox"/> N
Adjustment Retrieval Method	<input type="text" value="2"/>
Symbol to Identify Variable Tables	<input type="text" value="&"/>
Symbol to Identify UOM	<input type="text" value="%"/>
Symbol to Identify Currency	<input type="text" value=""/>
Symbol to Identify Data Fields	<input type="text" value="?"/>

Buying Structures	Promotion Constants
Structure Type for Sales Pricing	<input type="checkbox"/>
<input type="checkbox"/> Use Ship To Address?	Promotions System Flag
	<input type="checkbox"/>
	Multiple Promotions Resolution Flag
	<input type="text" value="0"/>

2. On Pricing Constants, complete the following fields:
 - Advanced Sales Pricing (Y/N)
 - Advanced Procurement Pricing (Y/N)
 - Require Price Approval (Y/N)
 - Adjustment Retrieval Method
3. To specify operands for pricing calculations, complete the following fields:
 - Symbol to Identify Variable Tables
 - Symbol to Identify UOM
 - Symbol to Identify Currency
 - Symbol to Identify Data Fields
4. If you use buying structures to organize your pricing adjustments, complete the following fields:
 - Structure Type for Sales Pricing
 - Use Ship To Address?
5. If you use promotions management, complete the following fields:

- Promotions System Flag
 - Multiple Promotions Resolution Flag
6. Click OK.

After you set or change the pricing constants, you must exit the system for the changes to take effect.

Setting Up AAIs for Advanced Pricing

Automatic accounting instructions (AAIs) provide the rules the system uses to create G/L entries automatically. Each program that posts to the General Ledger uses AAIs.

For distribution systems, you must create AAIs for each unique combination of company, document type, and G/L class that you anticipate using. Each AAI points to a specific G/L account consisting of a cost center, an object, and a subsidiary.

After you define AAIs, the system can appropriately record transactions. When you run a sales update, the system creates entries to inventory accounts, to expense accounts of cost of goods sold, and to revenue accounts for orders. You may also offset accounts for freight, taxes, or any other charges associated with orders.

AAIs allow you to direct how various journal entries are created by sales order transactions. Each AAI contains combinations of:

- Company
- Document type
- G/L class code
- G/L account

You can create various combinations to direct journal entries to different offset accounts. For example, phone-in orders may affect different G/L accounts than over-the-counter orders.

Note

For Advanced Pricing for Procurement, AAIs are not used for purchase order adjustments. For example, the system does not create entries for the additional discounts that are applied to the unit cost when you match a voucher to a receipt.

AAIs Used in the Advanced Pricing System

4270 Price Adjustments Specifies the sales discount account for entries created by the Update Customer Sales program.

4280 Rebate Payable Specifies accrued accounts for offset entries.

4234 Ship and Debit Specifies temporarily accrued accounts, recognized as a cost of goods sold sales reduction.

After you review and revise the existing AAIs for your business needs, you might need to set up additional AAI items.

Before You Begin

- Verify that account master information is set up.
- Verify that companies are set up.
- Verify that transaction types are set up.
- Verify that document types are set up.
- Verify that G/L class codes are set up.
- Determine the account numbers for recording transactions.

► To set up AAIs for Advanced Pricing

From the Sales Order Management Setup menu (G4241), choose Automatic Accounting Instr.

1. On Work With AAIs, locate the AAI and click Select.
2. On Account Revisions, complete the following fields:
 - Co
 - Do Ty
 - G/L Cat
 - Branch Plant
 - Obj Acct
 - Sub
3. Enter memo text for each AAI table, if needed, by choosing Attachments from the Form menu.
4. Click OK to revise the account.

The G/L class code used for the AAIs defaults from the value in the G/L Offset field in the Adjustment Definitions form. If the G/L Offset field is blank, the G/L class code value from the sales order is used.

If the adjustment is an override adjustment, the advanced pricing AAIs (4270 and 4280) are not used.

Base Pricing

When you enter a sales or purchase order, the system retrieves the price for the item based on characteristics, such as the branch/plant, the customer, the supplier, and the quantity. Before the system processes any type of advanced price adjustment to the sales or purchase order, it must retrieve a base price from which to apply the advanced price adjustments. After the system retrieves the base price, it verifies that Advanced Pricing is turned on. If Advanced Pricing is turned on, the system bypasses the standard price adjustments, such as inventory pricing rules, and searches for applicable schedules and adjustments in the Advanced Pricing system.

The system uses three types of pricing:

- Base Pricing
- Standard price adjustments, which is a means of adjusting the base price without Advanced Pricing programs
- Advanced price adjustments, which is a means of adjusting the base price with Advanced Pricing programs

Any price that you enter in either the sales or purchase order overrides the base price that is retrieved by the system. You can use either standard pricing or advanced pricing to create adjustments to the base price.

For sales orders, you can set up customer groups and item groups and assign prices to combinations of items, item groups, customers, and customer groups. The pricing hierarchy determines how the system searches for prices. The system always uses the Base Price Preference hierarchy (51) to retrieve base prices. The hierarchy structure must be flexible enough to accommodate the pricing that you set up for various combinations of items and customers.

Changes or additions to base prices and advanced price adjustments and schedules can be set up to route through an approval system. The J.D. Edwards Enterprise Workflow Management system automates the process of approving prices.

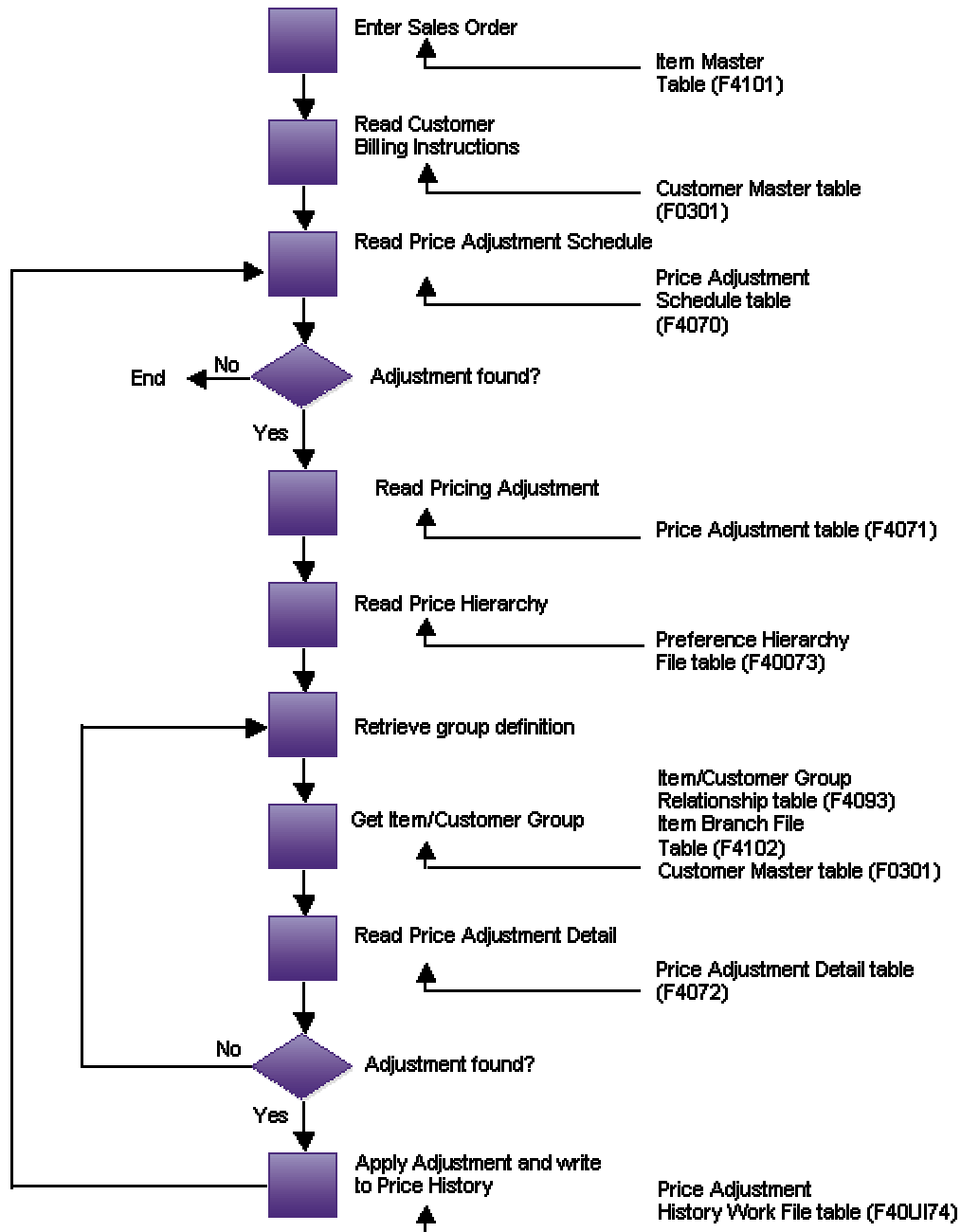
For purchase orders, you can set up supplier groups and item groups and assign prices to combinations of items and suppliers. The system retrieves the unit cost in the purchase order based on your purchase price level and, if applicable, the supplier catalog. The system does not use Base Price Preference hierarchy to retrieve pricing information for purchase orders.

Understanding Base Pricing in Sales Order Management

When you enter a sales order, the system retrieves the price for items based on characteristics, such as the branch/plant, the customer, and the quantity. After the system retrieves the base price, it verifies that Advanced Pricing is turned on. If Advanced Pricing is turned on, the system bypasses the standard price adjustments, such as inventory price rules, and searches for applicable schedules and adjustments in the Advanced Pricing system.

The following graphic illustrates how the system calculates prices for sales orders:

System Flow Advanced Pricing



Reviewing Price Levels

When you enter an item in the Item Master Revisions form (P4101), you must enter the sales price level. The sales price level determines how you define the base price for an item. For

example, will you determine the base price by item or by item and branch? You can define prices at the following levels:

Item level	Define one overall price for an item. You cannot include branch/plant, lot, or location information.
Item/Branch level	Set up different prices for each item/branch combination. You cannot include location and lot information.
Item/Branch/Location level	If you define pricing by location and lot, you also can define branch/plant information.

See Also

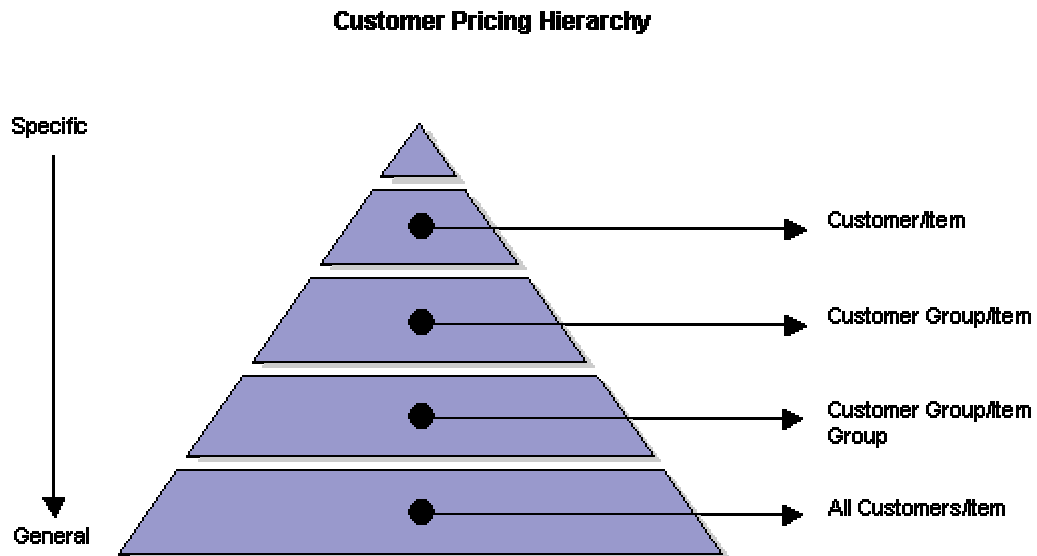
- *Entering Sales Price Information* in the *Inventory Management Guide* for more information about setting up pricing at the item, item/branch, or item/branch/location level

Reviewing the Base Price Preference Hierarchy

When the system retrieves the base price, it uses the hierarchy that you set up for the Base Price Preference (51) to determine the search sequence for base price records. The base price hierarchy is a matrix comprised of combinations of customers and items and customer groups and item price groups. You use the intersection of the rows and columns to determine your hierarchy sequence.

J.D. Edwards recommends that you set up your pricing hierarchy from most specific to most general.

Most specific is usually as shown in the following illustration:



During sales order entry, the system searches the combinations based on the hierarchy that you have defined. For example:

- Item and customer
- Item and customer group
- Item group and customer
- Item group and customer group
- Item group only
- Item only

Caution

In Base Pricing, it is possible to enter as many as 14 numbers in the pricing hierarchy. However, you should limit your pricing hierarchy to three or four, because each number represents a search by the system through the Item Base Price File table (F4106). Therefore, each number that you add to the pricing hierarchy increases system processing time.

► **To review the base price preference hierarchy**

From the Price Management menu (G4222), choose Preference Hierarchy.

1. On Work With Preference Hierarchy, type 51 in the Preference Type field and click Find.
2. Choose Preference Type 51, Base Price, and click Select.

PeopleSoft. Portal WWW Intranet Training

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Preference Hierarchy Revisions

OK Cancel Form Tools

		Base Price	
		Item Number	Item Group
Ship To	Customer Number	<input type="checkbox"/>	<input type="checkbox"/>
	Customer Group	<input type="checkbox"/>	<input type="checkbox"/>
Sold To	Customer Number	<input type="checkbox"/> 1	<input type="checkbox"/>
	Customer Group	<input type="checkbox"/> 2	<input type="checkbox"/> 3
Parent	Customer Number	<input type="checkbox"/>	<input type="checkbox"/>
	Customer Group	<input type="checkbox"/>	<input type="checkbox"/>
All Customers		<input type="checkbox"/> 4	<input type="checkbox"/>

3. On Preference Hierarchy Revisions, type consecutive numbers at the intersections of rows and columns to define the base pricing hierarchy (51).
4. Click OK.

See Also

- *Defining the Pricing Hierarchy* in the *Sales Order Management Guide* for more information

Creating Item and Customer Price Groups

Price groups are an optional way of organizing your pricing schemes. You can set up customer price groups to enter and update price information for multiple customers and items in unison rather than individually. For example, you can create a customer price group, named PREFER, for preferred customers, who can purchase a bike for \$20.00 less than other customers. You can set up item price groups to enter and update price information for multiple items rather than individually. For example, you can group similar bikes with different colors, named BIKES, and define one price for this group.

You can set up simple and complex price groups. A simple price group is identified by a user defined code. For items, you set up price group name as the user defined code (40/PI) and assign the item to the group name in the Item Branch/Plant Information. For customers, you set up price group name as the user defined code (40/PC) and assign the customer to the group in the Customer Billing Instructions.

To allow for greater flexibility in your pricing structure, you can define complex customer and item price groups. Within each complex customer price group or complex item price group, you can create subgroups based on specific address book and item category codes. With complex price groups, customers can belong to the same group but have different prices based on category codes, such as geographic location.

See Also

- *Working with Complex Price Groups* in the *Advanced Pricing Guide*
- *Setting Up Base Prices* in the *Sales Order Management Guide* for more information about defining the structure that the system uses to retrieve the base price for sales orders

Defining Base Prices

You can add prices for items in your domestic currency and as many other currencies as necessary. For example, you can set up base prices for an item in both U.S. dollars and the euro.

Currency code and unit of measure are both keys to the Item Base Price File table (F4106). If you use multicurrency, the system searches for a price in the following sequence:

- Customer's currency and the user-specified unit of measure
- Customer's currency and the item primary unit of measure
- Domestic currency and the user-specified unit of measure
- Domestic currency and the item primary unit of measure

If the system does not find a match, it moves to the next level in the pricing hierarchy structure and searches in the same sequence.

Before You Begin

- ❑ Verify that the pricing hierarchy has been defined. See *Defining a Pricing Hierarchy* in the *Advanced Pricing Guide*.
- ❑ Verify that the sales price based-on date has been specified in the system constants. See *Setting Up Constants* in the *Inventory Management Guide*.

► To define base prices

From the Price Management menu (G4222), choose *Base Price Revisions*.

1. On Work With Preference Base Price, click Add.

The choices in the preference hierarchy selection are based on the setup of the base price preference hierarchy.

2. On Preference Hierarchy Selection, choose the hierarchy for which you want to define a price and click Select.

The screenshot shows the PeopleSoft interface for 'Base Price Revisions'. At the top, there is a 'Select Workspace' dropdown set to 'Active Foundation'. Below this are buttons for 'Personalize', 'Change Role', and 'Sign Out'. The main form area has a title bar 'Base Price Revisions' and a toolbar with 'OK', 'Delete', 'Cancel', 'Row', and 'Tools'. A search field for 'Item Number' is present. Below it, the 'Adjust Prices By' section has radio buttons for 'Unit Price' (checked), 'Percentage', 'Credit Price', and 'Amount'. At the bottom, there is a table with the following columns: Branch/Plant, Location, Lot Number, UM, Customer Number, Customer Description, Cur Cod, Unit Price, and Eff Date From. The table currently contains one row with a checkmark in the first column.

3. On Base Price Revisions, complete the following fields:

- Item Number
- Branch/ Plant
- Customer Number

- Cust. Price Group
 - Item Price Group
 - Eff Date From
 - Eff Date Thru
 - Unit Price
 - Credit Price
4. To enter credit prices, select the following option:
 - Credit Price
 5. Click OK.

Understanding Price Approvals

You can automatically notify people within your organization when a price is changing. This notification requires the recipient to review and approve or reject changed prices. The prices are created as pending and are not used to price orders until the approval process is complete. Price approvals are routed through the J.D. Edwards Enterprise Workflow Management system.

The following prices are routed through the price approval process:

- Base prices (for sales)
- Adjustment details
- Price variables
- Price formulas
- Rebate thresholds

Price approvals are intended for use with sales-based pricing and schedules but are not available within supplier pricing or Advanced Pricing for Procurement. When prices are approved, they are made available to the order entry programs to use on subsequent orders. When prices are rejected, the prices are withheld from use on any orders.

Price approvals are an additional feature of the Sales Order Management and Advanced Pricing systems. The process must be turned on within Pricing Constants and is applied system wide.

Note

Batch price maintenance programs will not activate the workflow process. Prices created by these programs are approved automatically.

Before You Begin

- ❑ Activate the Require Price Approval option on the Pricing Constants form.
- ❑ Run the Price Approvals Conversion program (R45210) to ensure that all existing prices remain in the system.

Activating Pre-Existing Prices

Once the Require Price Approval option is activated on Pricing Constants, you must convert pre-existing prices and adjustments by running the Price Approvals Conversion program (R45210).

Running the Price Approvals Conversion program automatically sets all of the selected prices to an active status. J.D. Edwards recommends that you run the report in proof mode first to validate the number of prices that will be converted. Then, run the report in final mode to actually convert the prices. The data selection should be left clear so that all prices are converted.

Caution

You must run this program in order for your prices to become active. Failure to run the program will result in the system assuming all pre-existing prices to be inactive. In other words, your pre-existing prices will not be in effect.

Pending Prices and Active Prices

An approval status is assigned to every price that is entered into the system. Price approval status codes are visible on the Base Price and Advanced Pricing tables and are stored in user defined code table 45/AS.

The following price approval status codes are available:

- Pending** A new or changed price has an approval status set to pending upon creation. The approval status code for pending prices is 1.
- Active** When all reviewers approve a new or changed price, the status of the price changes to active. After the status changes to active, all price retrieval functions will apply to the new price. The only prices that are applied to orders are those that have an active status. Prices with any other status are ignored and are not used to price orders. A blank approval status code signifies an active price change.
- Rejected** If a price is rejected by at least one reviewer, the price status changes to Rejected and is not applied to any orders. Additionally, a workflow message is sent to the originator of the price change to notify them of the rejection of the price. The approval status code for rejected prices is 2.
- Pending Delete** Prices can be removed from the system by a delete function. Prices with a Pending Delete status remain active until the request for deletion is approved. When a pending delete price is approved, the price is marked as canceled.
- Superceded** If a price change becomes active and directly overrides an existing price, the original price is marked as superceded and is withheld from use by order entry.

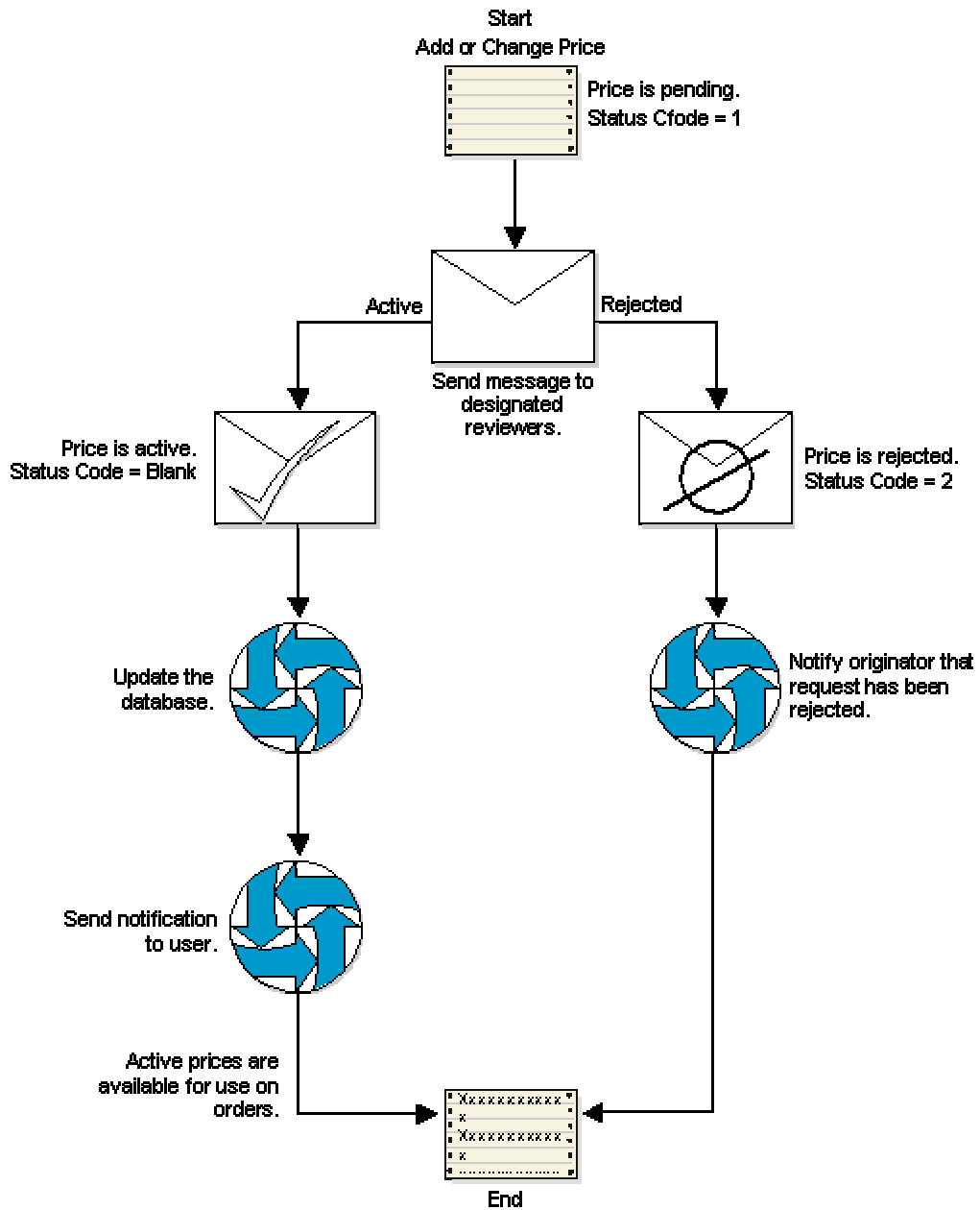
Price Approval Workflow

After the Price Approval process has been activated, the system can detect when a user changes a base price or adjustment schedule. When a change in price is detected, the Workflow process automatically routes a message to the appropriate people for their approval or rejection.

When a user creates or changes a price, the system displays a message box that notifies the user that the changes have been submitted for approval. The system does not reflect the new or changed price on orders until all designated parties approve the requested change.

The following graphic illustrates the process that new or changed prices go through during the workflow process:

Price Approval Model Workflow



The price approval process does not change the original price separate from the new or changed price. This process allows for the continued use of the standing price while the changed price is awaiting approval.

For example, if an item needs to be changed for the next promotional period, you can change the price within the Base Price Revisions or the Price Adjustment Detail Revisions form and click OK. Upon inquiring again on the same price, two prices would exist: the original, active base price, and the new, pending price.

More than one price can exist for the same effective period. Prices that exist in the system when you activate Require Price Approval are automatically approved. All status codes for pre-existing prices will be set to the blank, active status code.

See Also

- ❑ *Creating Workflow Processes* in the *Enterprise Workflow Management Guide* for more information about the Workflow process

Reviewing Approval Requests

The person who reviews the change (the approver) receives a message in the Employee Queue Manager or within Speed Price Approval (P450303). The message indicates that the price change is pending approval.

Employee Queue Manager

To approve or reject the change within the Employee Queue Manager, the approver clicks the "Price Adjustment Was Changed" message, and then clicks the Workflow Approval icon. A form appears for the approver to use to approve or reject the message. This form also allows the approver to add supplemental information about the approval or rejection action for audit purposes.

If the approver rejects the price, the system clears the message from the queue, which completes the workflow activity. The system retains the original price information and sends a message to the originator informing them of the rejection. If the approver approves the price, the system updates the database with the new price and deactivates any previously used price.

At this point, the workflow system sends a message to the originator of the new or changed price indicating that the price has been approved.

Speed Price Approval

Speed Price Approval is an alternative to the Employee Queue Manager and streamlines the approval process. Use the Speed Price Approval program when you need to approve more than one price change at one time. When an approver accesses Speed Price Approval, all messages for a given approver appear so that they can be approved or rejected collectively, enabling large numbers of price changes to be approved quickly.

The Speed Price Approval program is available from the Advanced Operations menu (G423114). From Speed Price Approval, you can approve or reject each price change. To approve or reject a price change, enter the approval status directly into the grid row or highlight one or more grid rows and choose Approve or Reject from the Row menu.

You can also view price history and other additional information on a price change by choosing Details from the Row menu. Additionally, you can set a processing option to have the approval codes load upon entry to the program.

Revising Workflow Setup

The price approval process is coded to send all messages to a predefined distribution list (4548 - Price Approvals) on the Group Revisions form in the Workflow Management system. This distribution list can be modified to include the actual employee numbers of the people who approve price changes.

You set up distribution lists to group approvers into categories for the price approval routing process. Within the Workflow Management system, you use Work With Distribution Lists (P02150) to add distribution list parents (such as managers) and to add children (such as employees who work for those managers) to those parents.

When working with workflow distribution lists, remember the following:

- Make sure that all members you want to include in the distribution list have been entered into the address book. You must also set up the distribution list's address number in address book before you set up the distribution list structure.
- Understand the two structures in which distribution lists can be set up.

You might want to override the message approval process if a recipient in a lower level has not answered a message.

Note that the Overrides option is enabled if one or more of the following conditions is met:

- The approver exists in the Address Book.
- The approver is a member of a higher-level group than the recipient for which the message was intended.
- The message is unopened.
- The message has an active shortcut.

Note

The J.D. Edwards process identifier for Price Approvals is JDEPRAPPR.

See Also

See the following topics in the *Enterprise Workflow Management Guide* for more information about reviewing process activity, reviewing attachments to an activity, and the structures in which distribution lists can be set up:

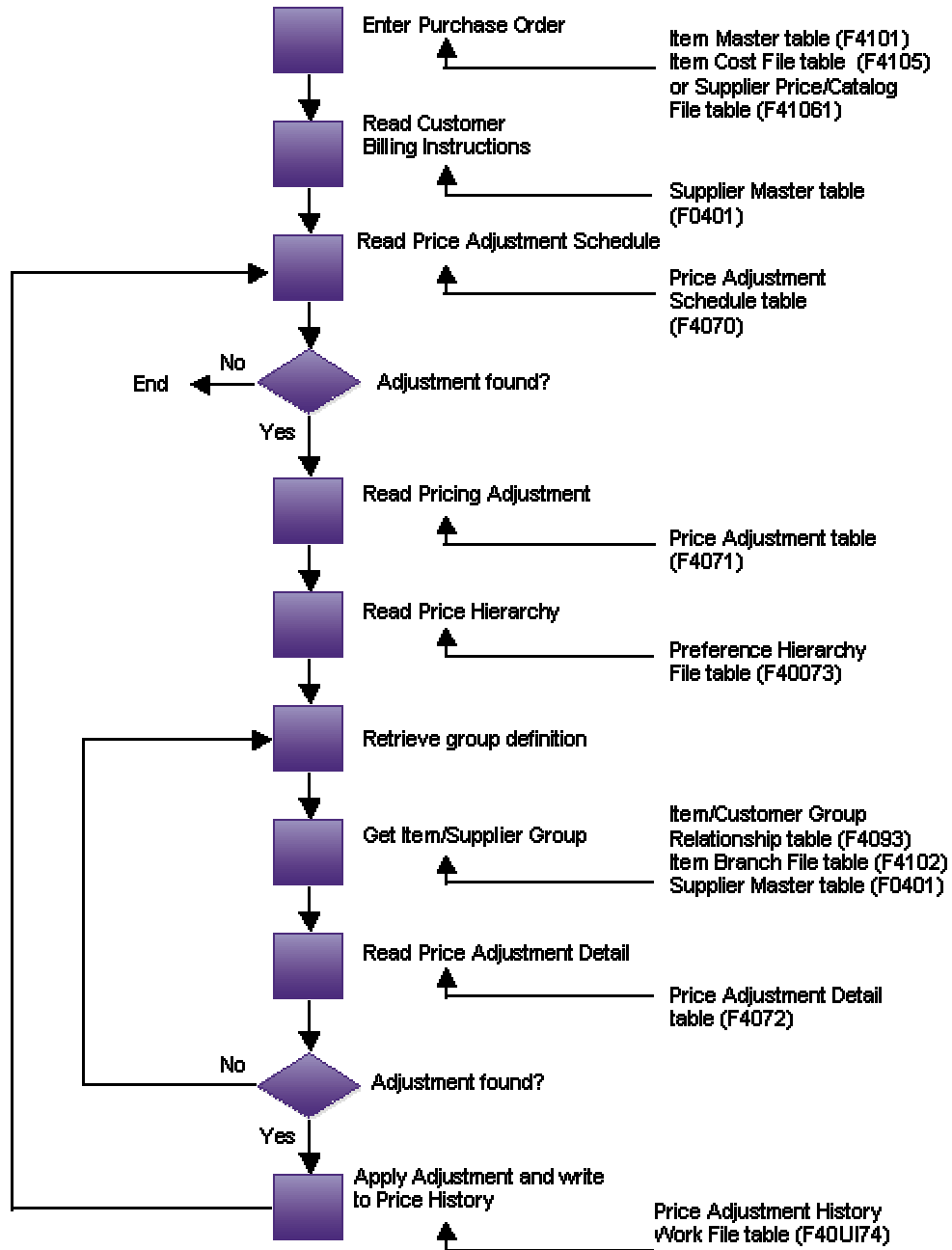
- ❑ *Monitoring Process Activity*
- ❑ *Understanding Distribution Lists*
- ❑ *Working with Distribution Lists*

Understanding Pricing in Procurement

When you enter a purchase order, the system retrieves the unit cost for the item based on characteristics, such as the branch/plant, the supplier, the quantity, and the item. Before the system processes any type of advanced price adjustment to the purchase order, it must first retrieve the unit cost. Depending on the purchase price level for the item, the system retrieves the unit cost from either the Supplier Price/Catalog File table (F41061) or the Item Cost File table (F4105). After the system retrieves the unit cost, it verifies that Advanced Pricing is turned on. If Advanced Pricing for Procurement is turned on, the system bypasses the standard price adjustments that you set up in the Procurement system and searches for applicable schedules and adjustments in the Advanced Pricing system.

The following graphic illustrates how the system calculates prices for purchase orders:

System Flow Advanced Pricing for Procurement



Reviewing Purchase Price Levels

When you enter an item in the Item Master Revisions form, you must enter the purchase price level. The purchase price level determines how you define the base price for an item. The base price is the unit cost on a purchase order. You can define the purchase price level as one of the following:

Supplier/Item level	Define one overall price for an item from a supplier. The system retrieves the supplier cost from the Supplier Price/Catalog File table (F41061).
Supplier/Item/Branch level	Set up different prices for each supplier, item, and branch combination. The system retrieves the supplier cost from the Supplier Price/Catalog File table (F41061).
Inventory Cost level	Set up the cost based on the inventory cost level and the purchase cost method you specify for the item. The system retrieves the inventory cost from the Item Cost File table (F4105). If you do not set up prices for suppliers, the system uses the inventory cost as the default for the purchase order.

See Also

- ❑ *Entering Sales Price Information* in the *Inventory Management Guide* for information about setting up pricing at the item, item/branch, or item/branch/location level

Reviewing Inventory Cost

You must specify the cost method that the system uses to determine the cost of an item for:

- Sales and costs of goods sold
- Purchase orders

For example, you can use the weighted average cost method to determine the cost of goods sold for an item, and the last-in cost method to determine the item's unit cost for purchase orders.

You can define your own cost methods with user defined codes, although J.D. Edwards reserves cost methods 01-19. The system provides the following eight predefined cost methods:

- Last In
- Weighted Average
- Memo
- Current
- Future
- Lot
- Standard
- Purchasing - Base Cost No Additions

You establish costs for an item by entering an amount for each cost method. When you review costs for the item, the system displays only those methods for which you entered an amount.

If you do not enter an item cost for the cost methods that you assign to sales, inventory, or purchasing, the system displays a warning message. If you ignore the warning, the system assigns a zero cost for the cost method.

See Also

- *Entering Item Cost Information* in the *Inventory Management Guide* for more information about inventory costs

Retrieving Supplier Prices

You can set up prices for an item based on the supplier from whom you purchase the item. Then, when you enter a purchase order, the system can retrieve the unit cost for an item for the supplier. You must set up the purchase price level so that the system retrieves unit costs for purchase orders based on suppliers. If you maintain supplier prices at the branch/plant level, you must enter a branch/plant when you add an item to a catalog. You can enter a different branch/plant for each item in a catalog.

A catalog is a group of items along with the price for each item. Each catalog is unique to a supplier. You must enter supplier prices by catalog. You can enter all of the items that you purchase from a supplier in one catalog or you can create multiple catalogs to classify a supplier's items by seasonal changes, different product lines, and so on. You can enter the same item at different prices in multiple catalogs, with different effective dates for each price. Additionally, you can specify price breaks based on the quantity purchased.

If you enter item prices for a supplier without specifying the name of a catalog, the system automatically creates a default catalog for the supplier. You might want to use default catalogs if you plan to maintain only one catalog for each supplier. When you enter an item on a purchase order, the system searches the supplier catalogs to retrieve the unit cost. It searches the default catalog first (if it exists), and then all other catalogs in alphabetical order. After the system locates a unit cost, it verifies the effective dates. If the current date falls within the effective dates, the system enters the unit cost on the purchase order.

See Also

- *Setting Up Supplier and Item Information* in the *Procurement Guide* for more information about supplier prices

Working with the Pricing Workbench

You can use the Pricing Workbench (P45501) program to view a variety of pricing-related information on a single form. You can locate all pricing scenarios and situations to simplify pricing structure maintenance and reduce the number of inquiries for the customer. You can generate search queries that focus on pricing structures from the following perspectives:

- Customer
- Customer Group
- Item
- Item Group

- Adjustment

After you determine which perspective to view, you can generate a new query, view the details of an existing query, regenerate an existing query, or delete a query. After you generate a query on a set of records, you can simplify adjustment modifications by accessing the prices and adjustments, and you can immediately validate changes to the pricing structure. Depending on the query criteria, the following programs and options are available:

- Price Adjustment Definition (P4071)
- Adjustment Detail Revisions (P4072)
- Price Adjustments Global Revisions (P45550)
- Category Code Revisions
- Open Customer Group
- Open Item Group

You use the Focus On user defined code (45/FO) to specify the record types to display. This value also determines the formatting and content of the columns and rows in the detail area, and also determines how the pre-resolution process must work.

The system uses the following tables to process pricing workbench information:

- Price Workbench Query Header (F4510)
- Pricing Structure View (F4511W)

Generating a Pricing Search Query

When you generate a pricing search query on the Control Panel form, the system determines whether an existing pricing search query uses the same parameters. If so, the system displays a form that requests whether you want to overwrite the existing query. If the system finds a pricing search query in the processing queue, the system issues an error message and does not run the Price Workbench Pre-Resolution (R45502) program. If the system determines that the pricing search query does not already exist, or if you request to overwrite the existing one, the system runs the Price Workbench Pre-Resolution (R45502) program to generate the pricing search query.

While the system generates the pricing search query, you can continue to use the Pricing Workbench (P45501) program to browse through other pricing search queries. Pricing search queries may take time to generate, depending on how many related records exist for that pricing search query.

► To generate a pricing search query

From the Pricing Inquiries menu (G423113), choose Pricing Workbench.

1. On Work With Price Workbench Queries, click Add:
2. On Control Panel, complete the following field:
 - Focus On

The system displays different fields depending on the value you specify in the Focus On field. You must exit this field to refresh the display.

3. If you specified 01 (Customer) in the Focus On field, complete the following field:

- Address Number
4. If you specified 03 (Customer Group) in the Focus On field, complete the following field:
 - Customer Price Group
 5. If you specified 05 (Item) in the Focus On field, complete the following field:
 - Item Number - Unknown Format Entered
 6. If you specified 06 (Item Group) in the Focus On field, complete the following field:
 - Item Price Group
 7. If you specified 08 (Adjustment Details) in the Focus On field, complete the following field:
 - Price Adjustment Name
 8. Depending on the value you specified in the Focus On field, complete the following optional fields as they are displayed:
 - Company

If Line of Business processing is activated for the system, then customers may have different sets of category codes set up for different companies. If you enter a company in this field, the system uses the customer category codes for the company to determine matches by customer group. If you enter no company, the system uses company 00000 as the default company.
 - Branch/Plant

Each item-branch record can have a different set of category codes. If you enter a branch/plant, then the system uses the item category codes for that branch/plant to determine matches by item group. If you do not enter a branch/plant, the system searches all branch/plants. This search may cause your query to take much longer to process, especially for item group queries. For this reason, J.D. Edwards recommends that you enter a branch/plant.

Note

You use the Company and Branch/Plant fields only to determine which set of category codes to use when determining Item Group or Customer Group matches. These fields do not act as filters for the results.

9. From the Form menu, choose Generate.
10. On Report Output Destination, choose a report destination and click OK.

Viewing the Results of a Pricing Search Query

You can view query records using the Pricing Workbench (P45501) program. The system displays the details of the queries based on the Focus On value you specified for the query. For example, an 01 (Customer) query has options to view only the detail records that have explicit references to the customer number, or to view only those that have implicit references to the customer, or to view both. A 03 (Customer Group) query does not have these options.

However, all query detail forms have the option to filter records based on an effective As of date.

The query detail forms also have row exits to all the price adjustment applications such as Adjustment Definition, Adjustment Details, and so on. The row exits allow you to modify and maintain adjustment records.

Note

If you select a query that is being processed, you may not be able to view all of the valid detail records for the query.

The system stores information for generated queries in the Pricing Workbench Query Header table (F4510). The system generates the detail records when the queries are created. The system stores the generated records in the Pricing Structure View table (F4511W).

► To view the results of a pricing search query

From the Pricing Inquiries menu (G423113), choose Pricing Workbench.

1. On Work With Price Workbench Queries, locate and choose an existing pricing search query and click Select.

Note

The system displays a different form depending on the pricing search query you select. For example, if you select a customer (01) pricing search query, the system displays the Focus On Customer form. If you select an item (05) pricing search query, the system displays the Focus On Item form, and so on. After you select a pricing search query, the system displays the applicable fields described in the following steps.

2. For any pricing search query, complete the following field to display records that are active on a specific date, and click Find:
 - As of Date
3. For a customer (01) or item (05) price search query, click one of the following options to further refine your search, and then click Find:
 - Explicit Reference to Customer
This option allows you to view only those records have the customer number in the Address Number field.
 - Implicit by Customer/Group / All Customer
This option allows you to view all records, including ones that do not have the customer number in the Address Number field. This view includes detail records that are setup for customer groups (such as records that will be valid for the customer because the records have matching customer group category codes), and all customers.
 - Both
Records that have an explicit reference to the customer are shown in color.

4. For adjustment (08) queries, complete the following optional field:
 - Hierarchy Level
5. Click Find and review the information in the detail area as necessary.

Regenerating a Pricing Search Query

You can regenerate a completed query. When you regenerate a query, the system retrieves information from the query, deletes the existing query, and runs the F4511W Price Workbench Pre-Resolution (R45502) batch program to regenerate the query. You must click Find to view the regenerated query. If you regenerate a query before it is completed, the system issues an error.

► To regenerate a pricing search query

From the Pricing Inquiries menu (G423113), choose Pricing Workbench.

1. On Work With Price Workbench Queries, locate an existing pricing search query.
2. Choose Regenerate from the Row menu.

Note

You can also select a pricing search query and regenerate it on the Focus On form by choosing Regenerate from the Form menu.

Deleting a Pricing Search Query

You can delete a completed pricing search query. When you delete a pricing search query, the the F4511W Delete Price Workbench Query Details (R45503) program deletes all matching detail records for the selected pricing search query. If you delete an incomplete pricing search query, orphaned records may exist in the Pricing Structure View table (F4511W).

► To delete a pricing search query

From the Pricing Inquiries menu (G423113), choose Pricing Workbench.

On Work With Price Workbench Queries, click Find, choose the existing pricing search query, and then click Delete.

Mass Updating Price Adjustment Records

After you create filters for querying records in the Pricing Workbench program (P45501), you can simultaneously maintain and update several price adjustment records, as well as change or copy existing records to create new ones

You use the Price Adjustment Global Revisions form to manipulate sales adjustment records until you receive the desired revision results. For example, you use the override row above the columns to override apply new values to all the records displayed in the detail area, and

to set other parameters to manipulate how the system calculates information. For example, you can use the visual assist to choose an adjustment to apply to all the records in the column, or to manipulate information such as amounts, quantities, volumes, and percentages on the Global Update Engine form.

Note

The system does not display sliding rate adjustments or enhanced basket adjustments when you mass update price adjustment records.

The system writes price adjustment records to the Price Adjustment Detail table (F4072).

See Also

- ❑ *Working with the Pricing Workbench* in the *Advanced Pricing Guide* for information about generating pricing search queries

► To mass update price adjustment records

From the Pricing Inquiries menu (G423113), choose Pricing Workbench.

1. Complete the steps for generating a pricing search query.
2. On Work With Price Workbench Queries, choose the query record and click Select.
3. On Focus On, click Find.

Note

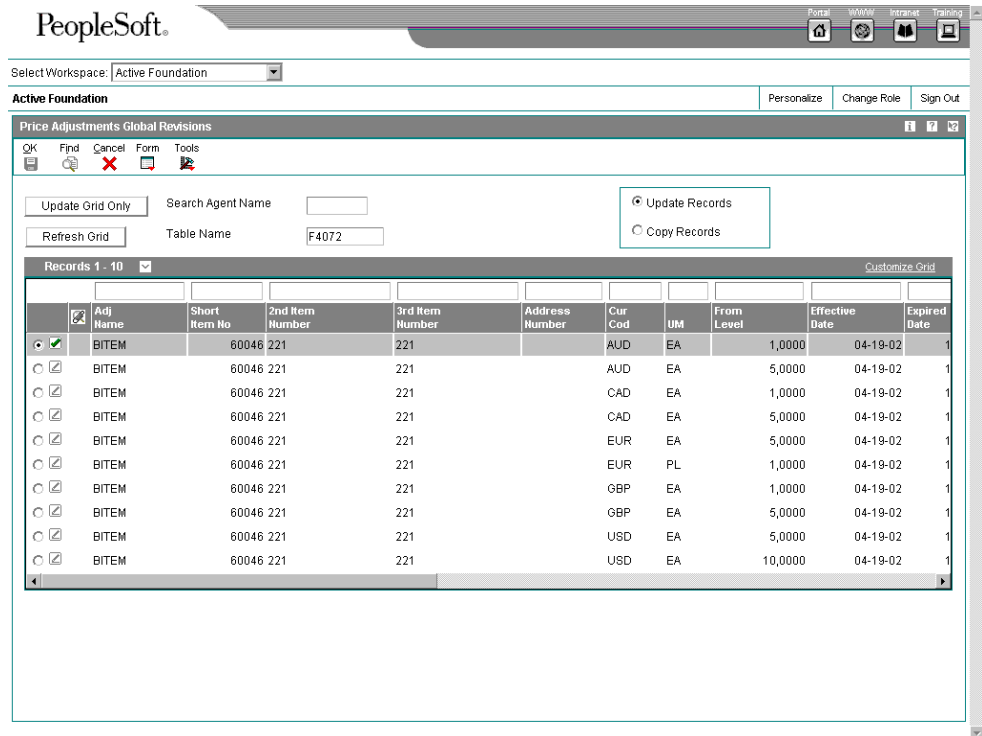
The system labels the Focus On form depending on the Focus On value (UDC 45/FO) you selected on the Control Panel form when creating a search query. For example, this value can be a customer, customer group, item, item group, or an adjustment.

Also depending on the Focus On value you specify, the system displays different search filters in the header area, such as the As Of Date, Expiration Date, Hierarchy Level, and so on.

4. To mass update the records, choose Mass Maintenance from the Form menu.
-

Note

Alternatively, you can access the Advanced Operations menu (G423114) and choose Mass Maintenance. On Basic Pricing Workbench, locate the search agent and choose Mass Maintenance from the Form menu.



5. On Price Adjustments Global Revisions, complete the following fields, as necessary:

- Adj Name
- Short Item No
- 2nd Item Number
- Address Number
- Cur Cod
- UM
- Qty. From Upd. Type
- Effective Date
- Expired Date
- B C
- Cost Meth
- Formula Name
- Factor Val. Upd. Type

- F G
 - Item Group
 - Customer Group
 - Order Detail
 - Number of Orders
 - VI UM
 - FV UM
 - Price Partial
 - Bskt. Parent ID
 - VI Cur
6. To specify the type of update to apply to quantities and numerical values, complete the following field:
 - Factor Value Numeric
 7. On Global Update Engine, click one of the following options:
 - Override Amount (\$)
 - Add Percent (%)
 - Add-on Amount (A)
 8. Complete the following field and click OK:
 - Factor Value
 9. On Price Adjustment Global Revisions, click Update Grid to update the form with the new values.

Note

To reset the values previously in the grid, click Refresh Grid.

10. To update records, click the following option:
 - Update Records
11. To copy records, click the following option:
 - Copy Records
12. Click OK.

Working with Customer Price Lists

You can create and maintain customer price lists based on advanced pricing information, and then forward them to customers. A customer price list displays the base price and the customer's net price for each item within a range of effective and expiration dates, as well as promotions, deals, and other adjustments that were applied. Adjustments from both the schedule and direct price adjustments, if any, will be included in the calculations for the price list.

The system uses the following tables when processing customer price lists:

- Price List Header (F45520)
- Price List Detail (F45521)
- Price List Level-Break Pattern (F45522)
- Price List Columns Group Pattern (F45523)
- Price List Item Selection (F45524)
- Price Adjustment History Work File (F40UI74)

Creating a Customer Price List

You can produce different price lists for the same customer using differing criteria, such as dates, items, or customers. For example, you can generate price lists for the same items and customer, but use variations based on branch locations or dates. When creating a price list, you must specify the default quantity level breaks and the units of measure.

► To create a customer price list

From the Advanced Operations menu (G423114), choose Customer Price List.

1. On Work With Price List, click Add.
2. On Price List Details, complete the following fields and click OK:
 - Customer
 - Price List Name
 - Description
 - Branch Plant
3. To specify the items to be included on the price list, choose Item Selection from the Form menu.
4. On Item Selection, complete the following fields as necessary, and click OK:
 - Search Agent
 - 2nd Item Number
 - Short Item Number

- Alternate Item Number
5. On Price List Details, choose Default Level Break from the Form menu to input the quantity level breaks and the units of measure.
 6. On Level-Break Pattern, complete the following fields and click OK:
 - From Level
 - Unit of Measure

Note

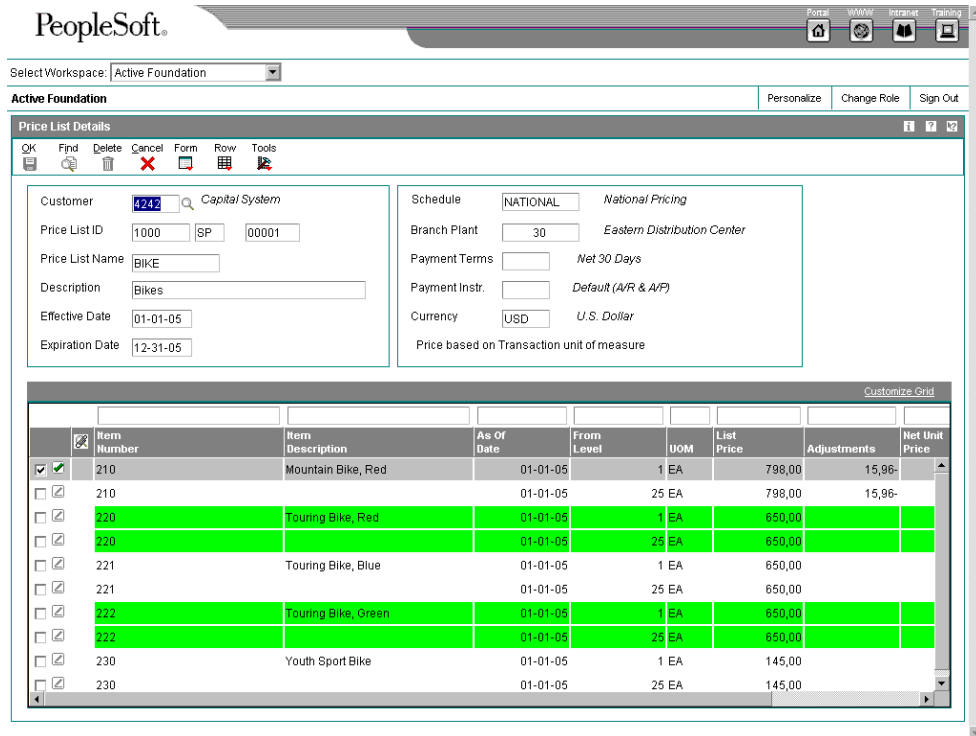
You can override default level breaks by specifying item-specific level breaks.

7. On Price List Details, to specify item-specific level breaks, choose Item Level Break from the Row menu.
8. On Level-Break Pattern, complete the following fields as necessary, and click OK:
 - From Level
 - Unit of Measure
9. On Price List Details, click OK.

► To build the price list shell

From the Advanced Operations menu (G423114), choose Customer Price List.

1. On Work With Price List, locate and choose the customer price list and then click Select.



- On Price List Details, choose Build/Rebuild from the Form menu.

You can refine the build by deleting rows if necessary. The system uses colors to differentiate rows so that they are easier to read.

See Also

- Specifying Price List Groups for Adjustments in the *Advanced Pricing Guide* for information about price list column patterns

Specifying Price List Groups for Adjustments

You can group price adjustments into categories representing discounts, promotions, taxes, or freight. When creating a price list, you must specify the default quantity level breaks and the units of measure. You can specify column patterns for grouping adjustments, and specify whether to total the adjustment amount by the selected groups when printing or displaying a price list. You can group and display adjustments in up to five columns.

► To specify price list groups for adjustments

From the Adjustment Set Up Menu (G4231112), choose Price Adjustment Definition.

- On Work with Adjustment Types, locate and choose the adjustment type and then click Select.
- On Price Adjustment Definition, click the Additional Options tab.
- Complete the following fields and click OK:
 - Price List Group

- Exclude From Price List

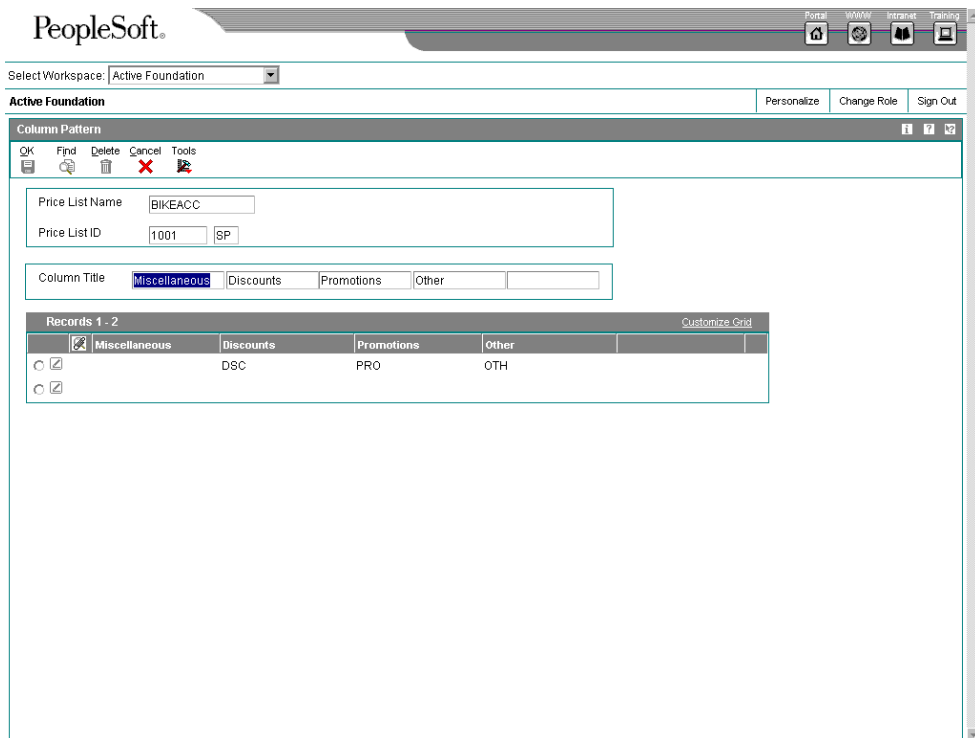
Note

If you do not specify a price list group, and you leave the Exclude From Price List option unchecked, the adjustment is displayed in the default adjustment column (column 1) of the price list.

► **To group price list adjustments using column patterns**

From the Advanced Operations menu (G423114), choose Customer Price List.

1. On Work With Price List, locate and choose the customer price list and then click Select.
2. On Price List Details, to specify how the system displays columns and adjustments, choose Column Pattern from the Form menu.



3. On Column Pattern, complete the following fields as necessary, and click OK:
 - Column Title
 - Column 2 Title
 - Column 3 Title

- Column 4 Title
- Column 5 Title

If you do not specify column pattern information, the system groups all adjustment amounts in one column. You cannot enter a value into the Column 1 field. The system uses this field as the default column for adjustments.

Generating Prices for a Price List

When you generate prices for a price list, the system runs the Price List Price Generation program (R45522) and submits each shell record to be priced. The system populates the price columns using adjustment information from the Price Adjustment History Work File table (F40UI74), and creates individual price adjustment rows in the Price List Detail table (F45521). You can generate prices only after you have created shell records and if the Price List Price Generation program has not been run in final mode.

Note

You cannot manually change the prices in a price list.

The system will not generate the price list if you leave the Currency Code blank.

► To generate prices for a price list

From the Advanced Operations menu (G423114), choose Customer Price List.

1. On Work With Price List, locate and choose the customer price list and then click Select.
2. On Price List Details, choose Generate Prices from the Form menu.
3. Specify the Printer Selection information and click OK.

Printing a Customer Price List

When you print a price list, the system runs the Price List Print program (R45524). If you specified column patterns, the system displays the columns on the report. If you have not specified column patterns, the system prints the sum of all adjustments in the Total Adjustment Amount column on the report.

► To print a price list

From the Advanced Operations menu (G423114), choose Customer Price List.

1. On Work With Price List, locate and choose the customer price list and then click Select.
2. On Price List Details, choose Print List from the Form menu.
3. Specify the Printer Selection information and click OK.

Schedules and Adjustments

An adjustment is a set of information that describes a pricing plan or promotion. In Sales Order Management, you can use adjustments to monitor promotions that you extend your customers. If you use Advanced Pricing for Procurement, you can use adjustments to monitor promotions that your suppliers offer you.

After you create adjustments, you can combine the adjustments into an adjustment schedule. Adjustment schedules contain the information used to calculate prices. Each adjustment schedule can contain an unlimited number of adjustments. You must define the adjustment and complete the adjustment details for each adjustment.

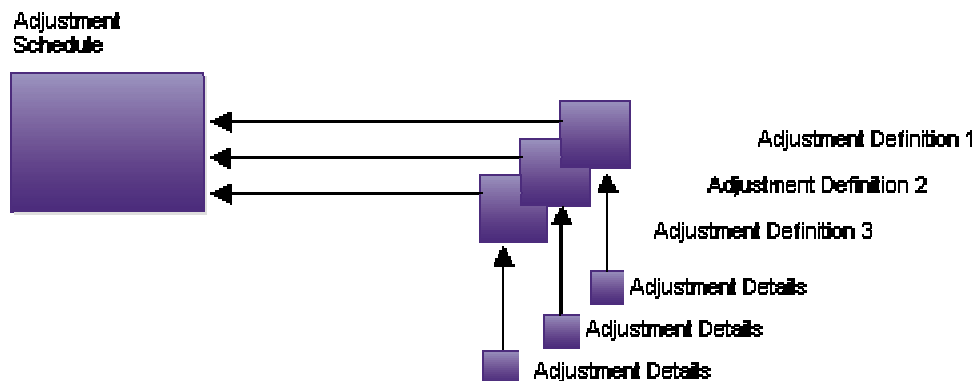
You can review adjustment details after you define the adjustment. From adjustment details, you can define special processing such as free goods, pricing formulas, or variable tables. The pricing hierarchy defines the order that the system uses the adjustments listed in the adjustment detail.

Before you can add an adjustment to a schedule, you must create an adjustment definition by specifying:

- A pricing hierarchy that controls the order the system searches for adjustments in the adjustment detail
- Whether the adjustment will print on invoices; whether it is for basket or order repricing; or whether it is an override price based on quantity, amount, or weight
- Designation of the general ledger account offset through the use of AAIs

The following graphic illustrates how you set up a schedule from multiple adjustments:

Adjustment Schedule from Multiple Adjustments



Note

You can define mandatory price adjustments for required price components such as surcharges and special taxes. A price adjustment might be mandatory for specific items during a sale, transfer, direct ship order entry, or to accommodate surcharges and special taxes. If a price schedule contains mandatory adjustments that are not defined for the sales

order to the specified customer and item, the system issues an error and you cannot process the order detail line.

Before You Begin

- ❑ Verify that base prices are set up. See *Defining Base Prices* in the *Advanced Pricing Guide*.
- ❑ Verify that supplier prices or inventory costs are set up. See *Defining Supplier Prices and Discount Rules* in the *Procurement Guide*.

Illustration: Advanced Pricing System Flow

The use of sales order adjustments and adjustment schedules is illustrated in the following Advanced Pricing system graphic:

System Flow Advanced Pricing

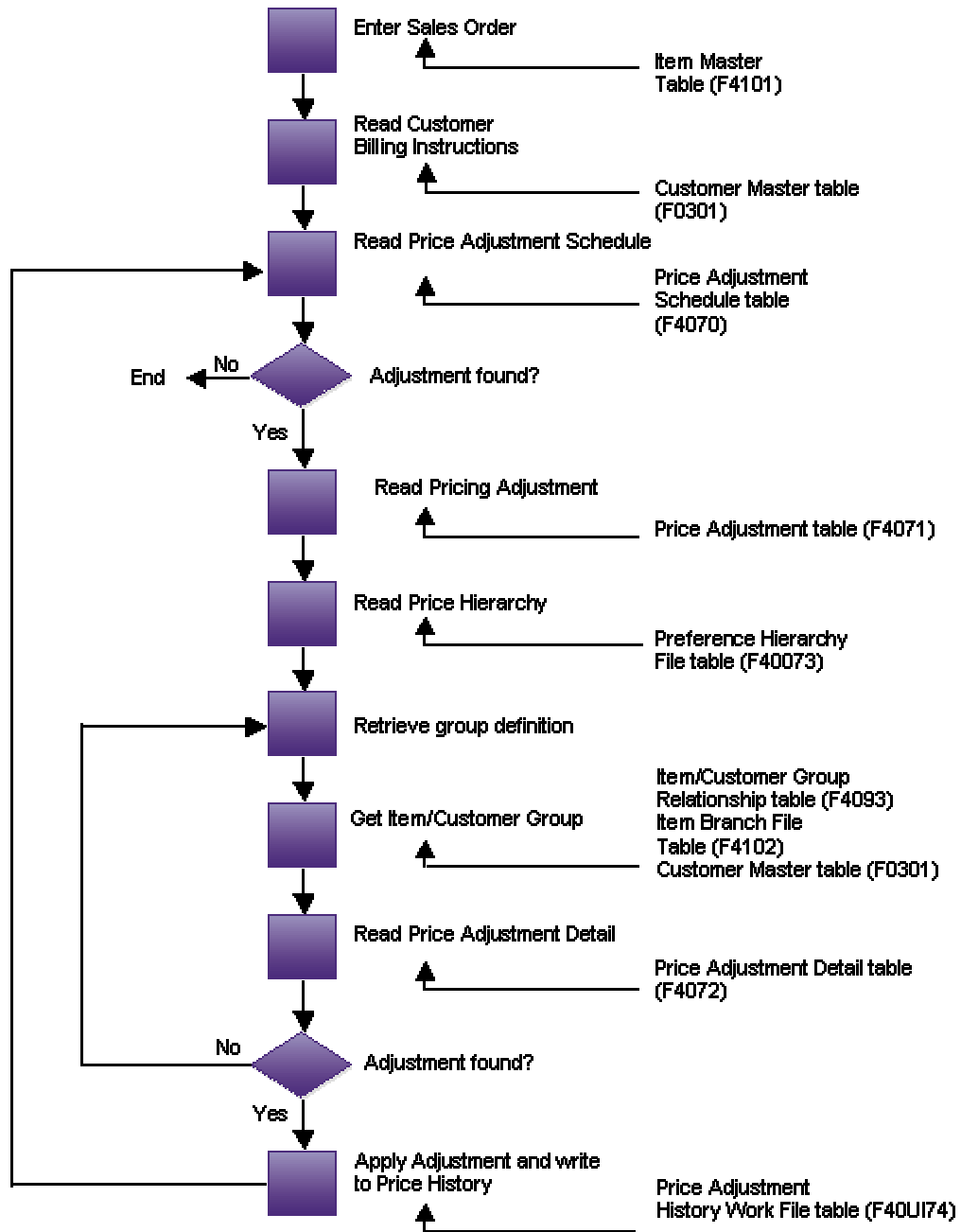
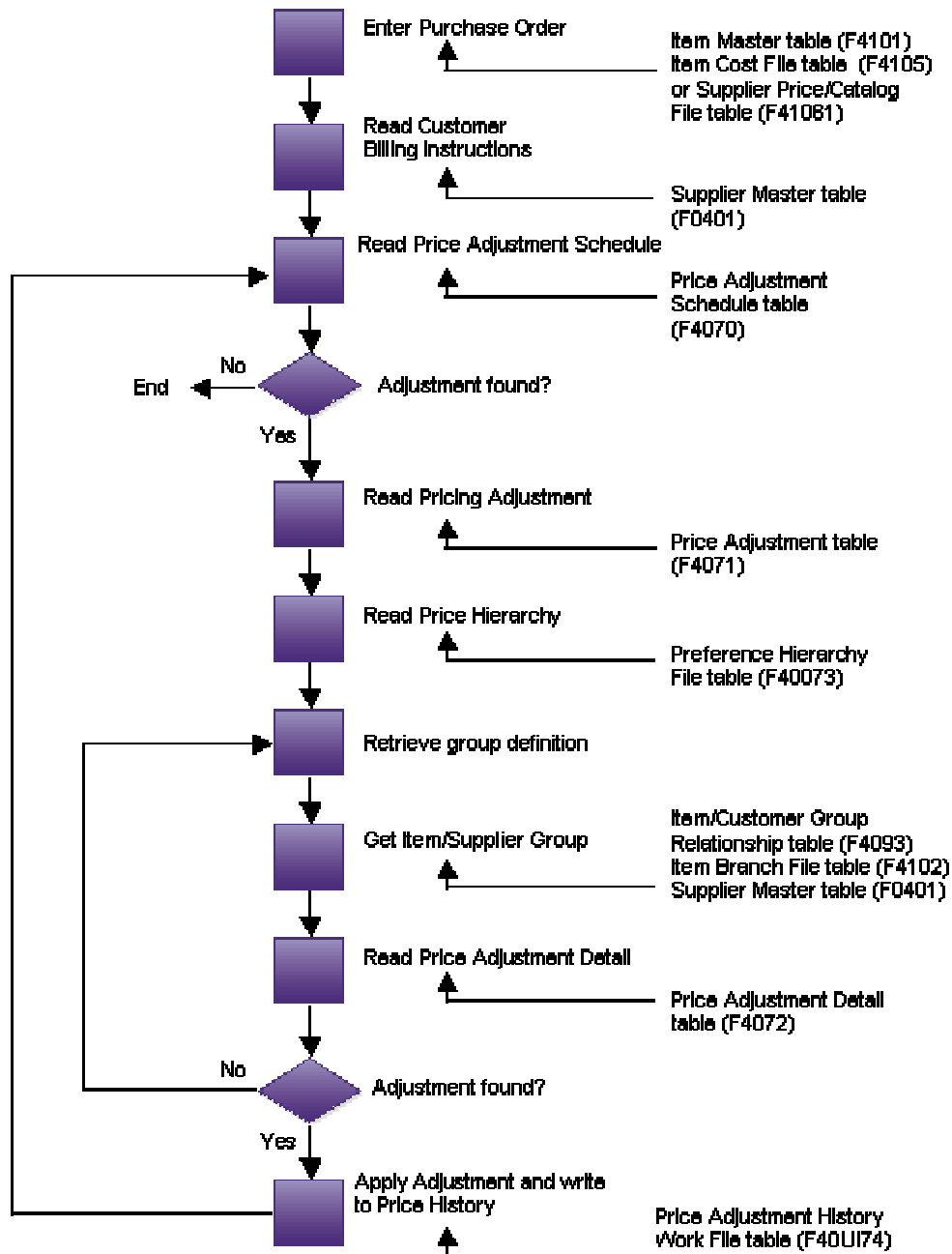


Illustration: Advanced Pricing for Procurement System Flow

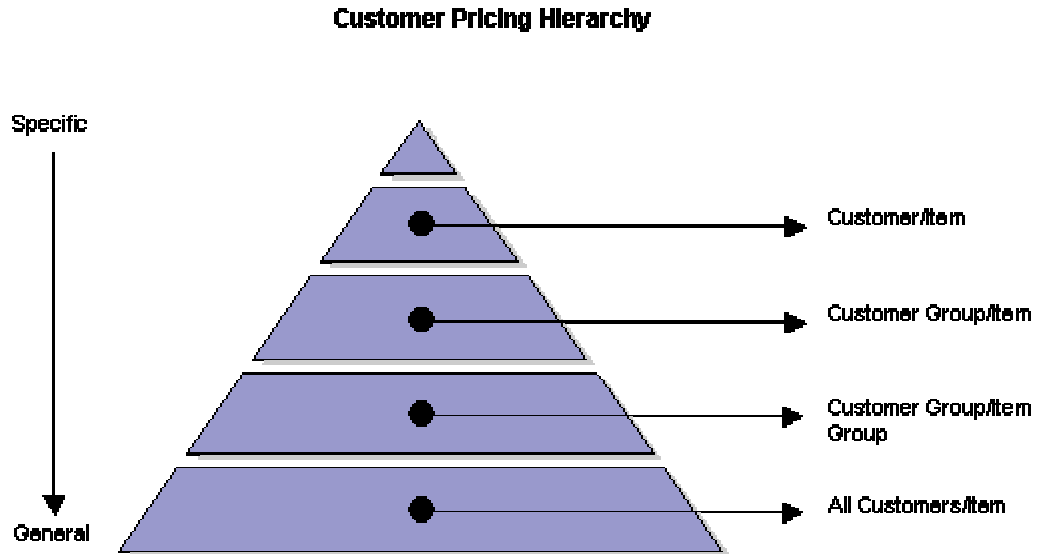
The use of purchase order adjustments and adjustment schedules in Procurement is illustrated in the following Advanced Pricing system graphic:

System Flow Advanced Pricing for Procurement



Setting Up Advanced Pricing Hierarchies

The system applies pricing adjustments to sales order prices in the order you determine on the pricing hierarchy. The system uses this pricing structure to retrieve base prices and to calculate price adjustments and updates. For this reason, you should set up your hierarchy to search from specific combinations to general combinations.



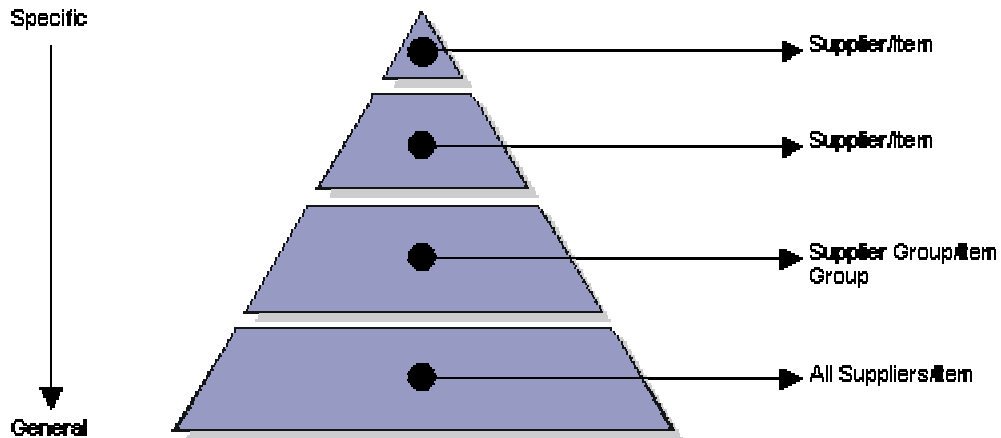
For example, for a seasonal promotion you could define the sequence so that any customer that orders the item receives the discount. However, if you set up a slightly lower price for customers based on geographic location, you can set up the hierarchy so that the system searches for the more specific information first. In this case your sequence could be:

- Customer Group/Item
- All Customers/Item

Using Advanced Pricing for Procurement

Based on the preference hierarchy, the system applies the pricing adjustments to the unit cost in the purchase order. The system uses this pricing structure to retrieve unit cost and to calculate adjustments and updates. You should set up your hierarchy to search from specific combinations to general combinations.

Supplier Pricing Hierarchy



Note

If you have activated Advanced Pricing for Procurement, you enter purchase order adjustments on the same forms and in the same manner as you would for sales order adjustments. However, the system processes information in the Customer and Customer Group fields as Supplier and Supplier Group.

You can set up the preference hierarchy so that when you enter a purchase order, the system first searches for a specific supplier for that item. If the system finds an adjustment for the supplier and item, then it applies the adjustment to the unit cost. If not, the system can then search for a price adjustment for this specific supplier and the item group to which this item might belong. For your preference hierarchy for purchase order adjustments, your sequence could be:

- Supplier/Item
- Supplier/Item group
- All Suppliers/Item

Setting Up a Preference Master

Before you define each pricing hierarchy, you must create a master record, known as the Preference Master, for that hierarchy. In Base Pricing, you are limited to using one preference hierarchy (preference hierarchy 51). In Advanced Pricing, you can create as many different preference hierarchies as you need.

You define the hierarchy and then attach it to an adjustment definition. You can create a hierarchy for each adjustment definition or you can use one hierarchy for many adjustment definitions. J.D. Edwards recommends that you set up a few hierarchies that can be used for multiple adjustment definitions.

When using the Preference Master to define the master record for the hierarchy, the following fields do not apply to pricing:

- Preference Classification
- Sequence Number
- Enable Effective Dates (Y/N)
- Enable Effective Quantity (Y/N)

► **To set up a preference master**

From the Price Management menu (G4222), choose Preference Hierarchy.

1. On Work With Preference Hierarchy, click Add to enter a new preference hierarchy.
2. On Preference Hierarchy Revisions, choose Master Revision from the Form menu.

The screenshot shows the PeopleSoft web interface for the 'Preference Master Revision' form. The browser window title is 'PeopleSoft'. The top navigation bar includes 'Portal', 'WWW', 'Intranet', and 'Training'. Below the navigation bar, there is a 'Select Workspace' dropdown menu set to 'Active Foundation'. The main content area is titled 'Active Foundation' and includes links for 'Personalize', 'Change Role', and 'Sign Out'. The 'Preference Master Revision' form is displayed, featuring a search bar for 'Preference Type', a 'Description' field, a 'Preference Classification' dropdown menu (currently showing 'Miscellaneous Preferences'), and a 'Sequence Number' field. Below these fields, there are two checkboxes: 'Enable Effective Dates' (checked) and 'Enable Effective Quantity' (unchecked).

3. On Preference Master Revision, complete the following fields:
 - Preference Type
 - Description
 - Preference Classification
 - Sequence Number
4. Choose the following options, if needed:

- Enable Effective Dates
 - Enable Effective Quantity
5. Click OK.

Defining a Pricing Hierarchy

Use the Preference Hierarchy Revisions form to specify the order in which pricing adjustments are applied. You enter the order that adjustments are applied on the Preference Hierarchy Revisions form. The form contains rows identifying customers and customer groups and columns identifying items or item groups. You identify the pricing hierarchy sequence by typing numbers at the intersections of the rows and columns. The pricing search begins at the intersection where you type 1 and looks for records defined for that customer and item combination. If no adjustment details are found for that combination, then the system moves to the next combination in the hierarchy, identified by the number 2 in the intersection, and so forth.

The system automatically selects the first combination encountered during a search; therefore, you should set up the most specific method of pricing first in your hierarchy and continue defining the hierarchy to the most general pricing.

Although you can enter as many as 21 numbers, you should limit your hierarchy to three or four numbers. Each number represents a system search and increases system processing time.

Before You Begin

- Verify that a master record has been created for the preference hierarchy.

► To define a pricing hierarchy

From the Price Management menu (G4222), choose Preference Hierarchy.

1. On Work With Preference Hierarchy, click Add.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Preference Hierarchy Revisions

OK Cancel Form Tools

Preference Type: AG

		Sold To Cust. Gp/ All Address		
		Item Number	Item Group	All Items
Ship To	Customer Number	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Customer Group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sold To	Customer Number	1	3	<input type="checkbox"/>
	Customer Group	2	4	<input type="checkbox"/>
Parent	Customer Number	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Customer Group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
All Customers		5	<input type="checkbox"/>	<input type="checkbox"/>

2. On Preference Hierarchy Revisions, complete the following field:
 - Preference Type
3. Beginning with 1, enter numbers in the intersections to indicate the search order. When you define the pricing hierarchy, start with 1 and do not skip any numbers.
4. Click OK.

Setting Up Adjustment Definitions

An adjustment is a record that describes a special pricing situation, such as a pricing plan or promotion. Before you can add an adjustment to a schedule, you must create adjustment definitions to specify the characteristics of the adjustment. These characteristics determine the following:

- The sequence the system searches for prices
- Whether the adjustment prints on invoices
- Whether the adjustment applies to basket-level, order-level price adjustments, or line adjustments
- Whether the adjustment is based on the quantity, amount, or weight
- Whether the adjustment is an override price
- The specific G/L offset that directs the Advanced Pricing entries to the appropriate G/L accounts based on AAls
- Whether the adjustment is mandatory

Note

Mandatory price adjustments are defined for required price components, such as surcharges and special taxes. A price adjustment might be mandatory for specific items during a sale, transfer, direct ship order entry, or to accommodate surcharges and special taxes.

If a price schedule contains a mandatory adjustment that is not defined for a specified customer and item on the sales order, the order line is highlighted as an error and the order is not accepted. If you receive an error message, review the information in the order detail area. You may detach the sales order line item from the adjustment schedule or enter information to make your customer eligible for all adjustments so the mandatory adjustment applies.

► To set up adjustment definitions

From the Adjustment Set Up menu (G4231112), choose Price Adjustment Definition.

1. On Work with Adjustment Types, click Add.
2. On Modify Adj. Controls, complete the following field and click OK:
 - Adjustment Name
3. On Price Adjustment Definition, complete the following fields:
 - Preference Hierarchy
 - G/L Offset
4. To have the adjustment apply only to a specific price group, complete the following fields:
 - Item Price Group
 - Customer Price Group
 - Order Detail Group

Leave these fields blank to set up details for other price groups:
5. To include adjustments in the volume-based upsell search, click the following option:
 - Up Sell Adjustment
6. To set up a mandatory price adjustment, click the following option:
 - Mandatory Adjustment
7. To create a rounding adjustment, click the Rounding Adjustment option:
8. You may enter information in the additional fields on the Price Adjustment Definition form, as necessary. If you do not enter information, the system supplies default information.
9. Click OK to set up the adjustment definition.

Building Adjustment Schedules

An adjustment schedule contains one or more price adjustment types for which a customer or an item might be eligible. An adjustment schedule consists of an adjustment definition and an adjustment detail.

You assign customers to adjustment schedules so the system can calculate prices. In the adjustment schedule, you specify the sequence that the system uses to apply price adjustment types to sales order prices. You assign customers to an adjustment schedule through the customer billing instructions. When you enter a sales order, the system copies the schedule attached to the Sold To address into the order header.

Each adjustment schedule can contain an unlimited number of price adjustments. You can add adjustments or change existing adjustments at any time. You can override the adjustment schedule at the detail line level, if needed.

Using Advanced Pricing for Procurement

You assign adjustment schedules to suppliers so the system can calculate prices. In the adjustment schedule, you specify the sequence that the system applies the price adjustment types to purchase order prices. You assign an adjustment schedule to a supplier through the supplier instructions. When you enter a purchase order, the system copies the schedule attached to the supplier address into the order header.

Before You Begin

- ❑ Determine whether one adjustment schedule with many adjustments fits your needs or whether several adjustment schedules that contain fewer adjustments would be better. You can assign only one adjustment schedule to each customer.

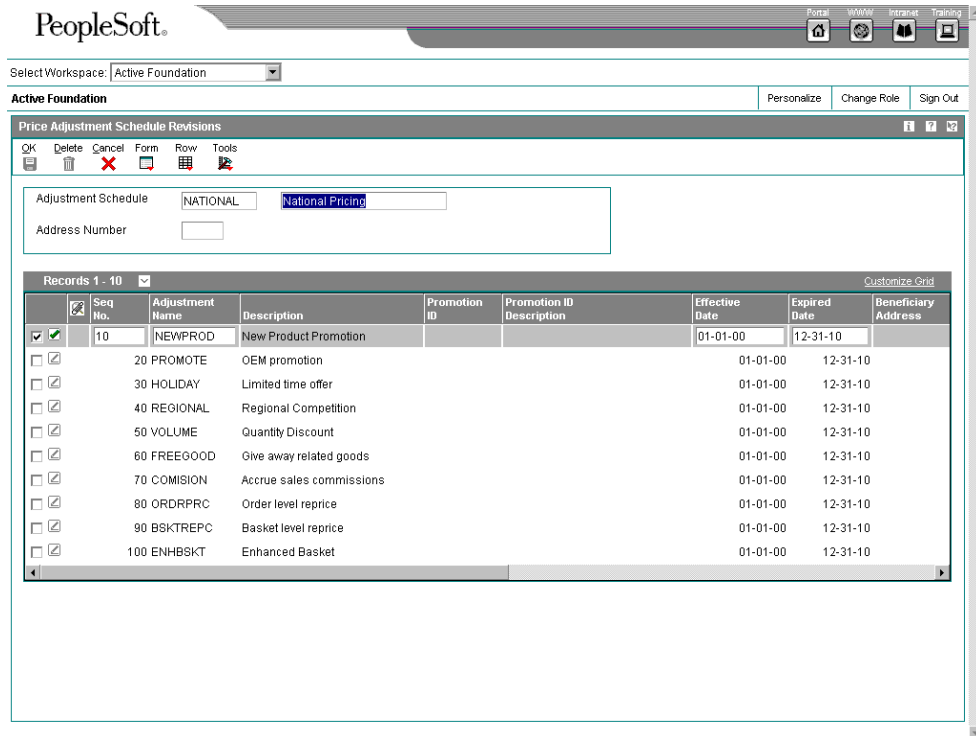
If you are using Advanced Pricing for Procurement, you can assign only one adjustment schedule to each supplier.

- ❑ Create price adjustments.
- ❑ Set up adjustment definitions.

► To build adjustment schedules

From the Adjustment Set Up menu (G423112), choose Price & Adjustment Schedule Revisions.

1. On Work with Adjustment Schedules, click Add.



2. On Price Adjustment Schedule Revisions, complete the following fields and click OK to build an adjustment schedule:
 - Adjustment Schedule
 - Seq No.
 - Adjustment Name
3. Change the adjustment details or adjustment definition, if needed, by choosing Adj Details from the Row menu.

Setting Up Adjustment Details

Adjustment details provide the parameters for calculating price adjustments. Advanced pricing adjustment details contain basis codes that allow for added pricing flexibility. You can define adjustment details when you add adjustment definitions to adjustment schedules. Adjustment details allow you to define special processing such as free goods, pricing formulas, or variable tables. The pricing hierarchy defines in what order the system uses the adjustments listed in the adjustment details.

For all price adjustments using basis codes, you must enter information in the Basis Code, Factor Value, and Formula Name fields on the Price Adjustment Detail Revisions form before the system can calculate the adjustments.

See Also

- *Entering Sales Price Information in the Inventory Management Guide*

- ❑ *Creating Free Goods Adjustments in the Advanced Pricing Guide*
- ❑ *Creating Accrual Adjustments in the Advanced Pricing Guide*
- ❑ *Creating Rebate Accrual Adjustments in the Advanced Pricing Guide*

Understanding Basis Codes for Sales Adjustments

Percentage of Base Price	<p>The system multiplies the base price by the factor value.</p> <ul style="list-style-type: none"> • In the Basis Code field, enter basis code of 1. • In the Factor Value field, enter a positive number for markups or a negative number for discounts.
Percentage of Current Net Price	<p>The system multiplies the current net price by the factor value.</p> <ul style="list-style-type: none"> • In the Basis Code field, enter basis code of 2. • In the Factor Value field, enter a positive number for markups or a negative number for discounts.
Percentage of Cost	<p>The system multiplies the item cost by the factor value. Before this combination can be calculated, you must identify the item cost in the Cost Method field in the detail area of Price Adjustment Detail.</p> <ul style="list-style-type: none"> • In Basis Code field, enter basis code of 3. • In Factor Value field, enter a positive number for markups or a negative number for discounts.
Cost Plus Amount	<p>The system adds the factor value to the item cost. Before this combination can be calculated, you must identify the item cost in the Cost Method column of the grid area.</p> <ul style="list-style-type: none"> • In the Basis Code field, enter basis code of 4. • In the Factor Value field, enter a positive number for markups or a negative number for discounts. • In the Cost Method field, enter the cost method code.
Add on Amount	<p>The system adjusts the price by the factor value.</p> <ul style="list-style-type: none"> • In the Basis Code field, enter basis code of 5. • In the Factor Value field, enter a positive or negative number, depending on the penalty parameters.
Add on Variable Amount	<p>The system retrieves the adjustment amount from the price variable table. Set up variable prices when the price of an item varies frequently, even as often as daily. Use price variable tables to set up prices and effective dates.</p> <ul style="list-style-type: none"> • In the Basis Code field, enter basis code of 6. • In the Formula Name field, enter the code or name that identifies the variable table. <p>By choosing any adjustment detail line and selecting Variables from the Row menu, you can access the Work with Price Variable Tables.</p> <p>If you plan to use the price in the variable table as a base price, make sure the adjustment to which you attach the table is an override adjustment. This ensures that you override any other price with the price from the variable table.</p>

**Add on
Formula
Amount**

The system calculates the price adjustment using a formula. A special character must identify each component. You define these characters during system setup in the pricing constants. The system evaluates formulas as standard algebraic notations: whatever is inside parentheses is evaluated first, then multiplication, division, addition, and subtraction. For example, the formula .90*&GOLD represents that the adjusted price of the item is 90% of the current price of gold.

- In the Basis Code field, enter basis code of 7.
- In the Formula Name field, enter the code or name that identifies the formula.

To return a field name to your formula, include a field from the Sales Order Detail File table (F4211) by accessing the File Field Descriptions form. When you do this, the system automatically inserts the field name. It precedes the field name with the character you specified in the system constants to identify field names. You cannot use all fields of the Sales Order Detail File table (F4211) in a formula.

**Add on User
Program
Amount**

The system calls a user defined program to calculate the price adjustment.

- In the Basis Code field, enter basis code of 8.
- In the Formula Name field, enter the program ID for the custom program. The name of the function specified for the level break should be no more than 8 characters. In addition, the name of the business function must match the name specified in the Adjustment detail.

J.D. Edwards is not responsible for providing custom programs and does not provide support for custom programs.

Understanding Basis Codes for Purchase Order Adjustments

The basis codes for purchase order adjustment details are described below:

**Percentage of
Supplier Price or
Inventory Cost**

The system multiplies the supplier price or inventory cost by the factor value.

- In the Basis Code field, enter basis code of 1.
- In the Factor Value field, enter a positive number for markups or a negative number for discounts.

**Percentage of
Current Net
Supplier Price or
Inventory Cost**

The system multiplies the current net price by the factor value.

- In the Basis Code field, enter basis code of 2.
- In the Factor Value field, enter a positive number for markups or a negative number for discounts.

Percentage of Cost

If you enter Basis Code of 3, the system issues an error. In Procurement, you must use basis code 1 to choose a percentage of the supplier price or cost.

Cost Plus Amount

If you enter Basis Code of 4, the system issues an error. In Procurement, you must use basis code 5 to add an amount to the unit cost.

Add on Amount

The system adjusts the supplier price or inventory cost by the factor value.

- In the Basis Code field, enter basis code of 5.
- In the Factor Value field, enter a positive or negative number, depending on

the penalty parameters.

Add on Variable Amount

The system retrieves the adjustment amount from the price variable table. Set up variable prices when the supplier price or inventory cost of an item varies frequently, even as often as daily. Use price variable tables to set up prices and effective dates.

- In the Basis Code field, enter basis code of 6.
- In the Formula field, enter the code or name that identifies the variable table.

By choosing any adjustment detail line and selecting Variables from the Row menu, you can access the Work with Price Variable Tables.

If you plan to use the unit cost in the variable table as a price, make sure the adjustment to which you attach the table is an override adjustment. This ensures that you override any other price with the price from the variable table.

Add on Formula Amount

The system calculates the price adjustment using a formula. Each component must be identified by a special character. You define these characters during system setup in the pricing constants. The system evaluates formulas as standard algebraic notations: whatever is inside parentheses is evaluated first, then multiplication, division, addition, and subtraction. For example, the formula .90*&GOLD represents the adjusted price of the item is that 90% of the current price of gold.

- In the Basis Code field, enter basis code of 7.
- In the Formula Name field, enter the code or name that identifies the formula.

To return a field name to your formula, include a field from the Purchase Order Detail File table (F4311) by accessing the File Field Descriptions form. When you do this, the system automatically inserts the field name. It precedes the field name with the character you specified in the system constants to identify field names. You cannot use all fields of the Purchase Order Detail File table (F4311) in a formula.

Add on User Program Amount

The system calls a user defined program to calculate the price adjustment.

- In the Basis Code field, enter basis code of 8.
- In the Formula Name field, enter the program ID for the custom program.

J.D. Edwards is not responsible for providing custom programs and does not provide support for custom programs.

Note

If you are using Advanced Pricing for Procurement, you must enter a Supplier Group name instead of a Customer Group.

► To set up adjustment details

From the Adjustment Set Up menu (G4231112), choose Price & Adjustment Detail Revisions.

1. On Work with Adjustment Detail, enter an adjustment name and click Find.
The system displays existing adjustments.

2. Click Add.
3. On Preference Hierarchy Selection, choose a description and click Select. Your choice on this form determines the fields that appear on the Price Adjustment Detail Revisions form.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Price Adjustment Detail Revisions

Adjustment Name: REGIONAL Regional Competition

Item Price Group: ACCESSRY Bicycle Accessories

Customer Price Group: REGION Regional Customers

From Level	Threshold UM	Factor Value Numeric	B C	Basis Code	FV UM	Price Partials	Cur Cod	Effective Date	Expired Date	Cost Meth	Formula Name	Va
1,0000	EA	5,0000-	2	% of Curre		1	USD	05-01-05	08-31-05			
100,0000	EA	10,0000-	2	% of Curre		1	USD	05-01-05	08-31-05			

4. On Price Adjustment Detail, complete the following fields:
 - Item Number
 - Item Group
 - Customer Price Group
5. If you use basis code 3 or 4, complete the following field:
 - Cost Meth
6. If you use basis code 6, choose Variables from the Row menu and complete the following fields:
 - Cur Cod
 - Threshold UM
 - Variable Table
7. If you use basis code 7, choose Formulas from the Row menu and complete the following field:
 - Formula Name

Generating New Price Adjustments in a Different Currency

From the Periodic Processing menu (G4231122), choose Advanced Price and Adjustment.

You can create new price adjustments in a different currency for multiple records at one time by running the Advanced Price and Adjustment program (R407201). This program generates new price adjustments with or without an actual amount based on existing records.

The Advanced Price and Adjustment program is especially useful if you need to create multiple price adjustment records in a different currency. For example, you might use this program if your company is about to conduct business with a customer that uses a currency in which you do not have price adjustment records. If you need to create a new price adjustment for an individual record, simply update the existing record on the Advanced Price Adjustment Details Revisions form; you do not have to run this program.

When you run the Advanced Price and Adjustment program, use the following processing options to control the currency and exchange rate in which to create new price adjustments:

- Date as of when you want to create records.
If the expiration date of a price is greater than or equal to this date, a new price adjustment record is created.
- Currency of the existing price adjustment records.
This is the original currency code that you want to base the new price adjustment on.
- Currency in which you want to create new records.
- Exchange rate to use to calculate the amount.
- Method (divide or multiply) to use for the exchange rate calculation.

The Advanced Price and Adjustment program does the following:

- Creates new price adjustment records one currency at a time to avoid confusion about which currency new records are based on.
- Creates only one new price adjustment record for each unit of measure. It does not create one price record for each currency.

For example, the program generates new price adjustment records in the Japanese yen (JPY) based on existing prices in the Canadian dollar. If an existing record has a price adjustment in JPY, the program does not generate another record in JPY because both records would have the same key. The exception to this rule is when currency codes associated with a record have different effective through dates. Depending on the dates, the program might create more than one new price adjustment record.

- Sequences the new price adjustment records alphabetically along with the existing records.

Run the Advanced Price and Adjustment program first in proof mode, and then in final mode as follows:

- **Proof.** Review the audit report to ensure that the records generated by the program are accurate. If the audit report is not accurate, change the processing option and data selection values accordingly and rerun the program in proof mode.
- **Final.** When you are satisfied with the audit report created in proof mode, run the program in final mode. Review the new price adjustment records on the audit report. You can also review a new record on the Advanced Price Adjustment Details Revisions form. Notice that the new record is sequenced alphabetically along with the existing records on the form and that amounts are rounded according to the decimal places set up in the data dictionary.

If necessary, adjust the new records manually on the Advanced Price Adjustment Details Revisions form. For example, if the program creates a new price adjustment record for 50,000 JPY as 675.1155 CAD, you might adjust the new amount to 675 CAD.

Price Adjustments with an Actual Amount

For price adjustments with an actual amount, the Advanced Price and Adjustment program (R407201) does the following:

- Copies the original price adjustment record
- Calculates a new price adjustment, based on the currency code and exchange rate you specify in the processing options
- Creates a price adjustment record with the new currency, new amount, or both

You can generate new price adjustments for records that have an actual amount, such as those with a basis code of 4 (cost plus) or 5 (add on). You can also create new price adjustments for level breaks based-on amounts. You cannot, however, create new price adjustments for amounts with a basis code of 7 (formula).

For example, a price adjustment for 100 Canadian dollars (CAD) is assigned a basis code of 5 (add-on amount), and you want to create a new price adjustment in the Japanese yen (JPY). The exchange rate is 1 CAD = 75.11881 JPY and the multiplier method is used to convert to JPY. The new price adjustment is 75,119 JPY (100 CAD x 75.11881 JPY = 75,118.81).

Price Adjustments without an Actual Amount

For price adjustments without an actual amount, the Advanced Price and Adjustment program (R407201) does the following:

- Copies the original price adjustment record
- Retains the original factor value and changes the currency code to the currency code you specify in the processing option
- Creates a new price adjustment record with the new currency code

You can create new price adjustments for advanced price records that do not have an actual amount, such as those with a basis code of 1 (% of base price).

For example, a price adjustment for 90% Canadian dollars (CAD) of the base price is assigned a basis code of 1 and you want to create a new price adjustment in Japanese yen (JPY). The new price adjustment will be 90% JPY. For adjustments without an actual amount, the original factor value (.9) is retained and only the currency code changes.

Processing Options for Advanced Price and Adjustment (R407201)

Process

1. Enter a '1' to run this program in final mode. If left blank, the program will run in proof mode. Final mode will update the file and produce an audit report. Proof mode will produce the audit report only.
2. Enter the date used to determine which price records will be generated. If the expiration date of a price is greater than or equal to the date entered, a new price record will be generated. If a date is not entered, the system date will be used.

Currency

1. Enter Currency Code to convert to. (Required)
 2. Enter Currency Code to convert from. Currency Codes represent Base Currency Code or Customer Currency Code. (Required)
 3. Enter the Exchange Rate. (Required)
 4. Enter a '1' to multiply the current price by the exchange rate or leave blank (default) to divide the current price by the Exchange Rate.
-

Data Selection for Advanced Price and Adjustment

Typically, companies will generate new price adjustments by adjustment name. However, you can generate them by any other value in the data selection.

Displaying Promotional Information on Invoices and Purchase Orders

You can enter promotion information that is associated with pricing adjustments. You can specify whether the system displays the promotion ID and description online using Check Price and Availability (P4074), and whether the system prints the promotion description on the Print Invoices (R42565), Purchase Order Print (R43500), and Print Pick Slips (R42520) reports.

► To display promotional information on invoices and purchase orders

From the Advanced Price and Adjustments menu (G42311), choose Advanced Pricing Set Up. On the Advanced Pricing Set Up menu, choose Adjustment Set Up. On the Adjustment Set Up menu, choose Price Adjustment Definition.

1. On Work with Adjustment Types, locate and choose the adjustment type and click Select.
2. On Price Adjustment Definition, click the Additional Options tab.
3. To specify the promotion ID, complete the following field:
 - Promotion ID
4. To specify whether to print the promotion ID on invoices and purchase orders, choose the following option and click OK:

- Promotion Display Control

See Also

- *Setting Up Adjustment Definitions in the Advanced Pricing Guide*

Specifying Mutual Exclusion for Price Adjustments

When using sales or purchase orders, some customers may qualify for several promotions that result in price adjustments. When you specify an adjustment as mutually exclusive, no other adjustment belonging to the same group can qualify at the same time for any given order detail line. For example, if a customer qualifies for both a holiday promotion and a grocer's promotion on an item, you can specify whether both promotional adjustments should be applied to the item at the same time, or if one promotional adjustment is mutually exclusive of the other. In doing so, certain internal adjustments, such as accruals, taxes and commission calculations, can remain in effect on a line item, regardless of the exclusion of the promotional discount.

► To specify mutual exclusion for price adjustments

From the Advanced Price and Adjustments menu (G42311), choose Advanced Pricing Set Up. On the Advanced Pricing Set Up menu, choose Adjustment Set Up. On the Adjustment Set Up menu, choose Price Adjustment Definition.

1. On Work with Adjustment Types, locate and choose the adjustment type and click Select.
2. On Price Adjustment Definition, click the Additional Options tab.
3. To specify the exclusion group, complete the following field:
 - Exclusive Group
4. In order to define an adjustment as mutually exclusive, choose the following option and click OK:
 - Mutually Exclusive

See Also

- *Setting Up Adjustment Definitions in the Advanced Pricing Guide*

Resolving Conflicting Adjustments

During order entry (P4210), if there are mutually exclusive adjustments that qualify for a sales detail line, the system issues a warning to indicate that a mutual adjustment conflict exists. You can choose Price History from the Row menu to review the conflicting adjustments, highlighted in the detail area. If you do not resolve the conflicting adjustment, the system issues a final warning on the sales or purchase order before the order can be accepted.

Two methods exist to resolve the mutually exclusive conflict:

- Cancel an adjustment. On the Price History form, choose Cancel Adj. from the Row menu. The system displays a dialog that lets you cancel the mutually exclusive adjustment or any other adjustments that belong to the same exclusive group.
- Accept the adjustments. On the Price History form, choose Modify ExcAdj Flag from the Row menu to disable the Mutually Exclusive flag, which specifies that the adjustments are no longer mutually exclusive.

If you do not resolve the adjustment, the system places the order on hold. Use the Exclusive Adjustment Hold processing option on the Order Holds tab in Sales Order Entry (P4210) to specify the hold code, or the Exclusive Adjustment Hold processing option on the Processing tab in Purchase orders (P4310), in the event that conflicting adjustments remain in effect. The held orders are then released through the Held Order Release (P43070) program.

Buying Structures

A buying structure is a representation in the software of the organizational structure of the buying authorities within a customer's company. Each level within the buying structure is called a tier. A tier represents the entity in the organization for which price negotiations take place. Discounts and price negotiations are applied at each level in the buying structure and can be passed on to lower-level tiers within the structure.

Buying structures allow you to manage complex, customer-specific pricing. When you set up a buying structure, you customize a customer's price management system according to their organizational structure. For example, you can determine pricing based on entities in the organization that do not order items directly, but have authority over the item price, such as a distributor.

Buying structures use direct price adjustments, which associate a specific customer address number to a specific set of price adjustments.

When you set up a buying structure, the system allows you to establish parent/child relationships among the customer address numbers within the organizational structure. One address book record is the parent and one or more address book records can be identified as a child of that parent.

You can set up the buying structure so that the price offered to a distributor, or parent, is also offered to the entities identified as stores (the distributor's children). To set up the buying structure so that the children entities inherit the pricing of the parent, you must turn on the Inheritance Flag field in the Price and Adjustment Schedule Revisions program (P4070).

When you add a new company to the structure, or if a company moves from one tier level in the structure to another, you update the buying structure itself.

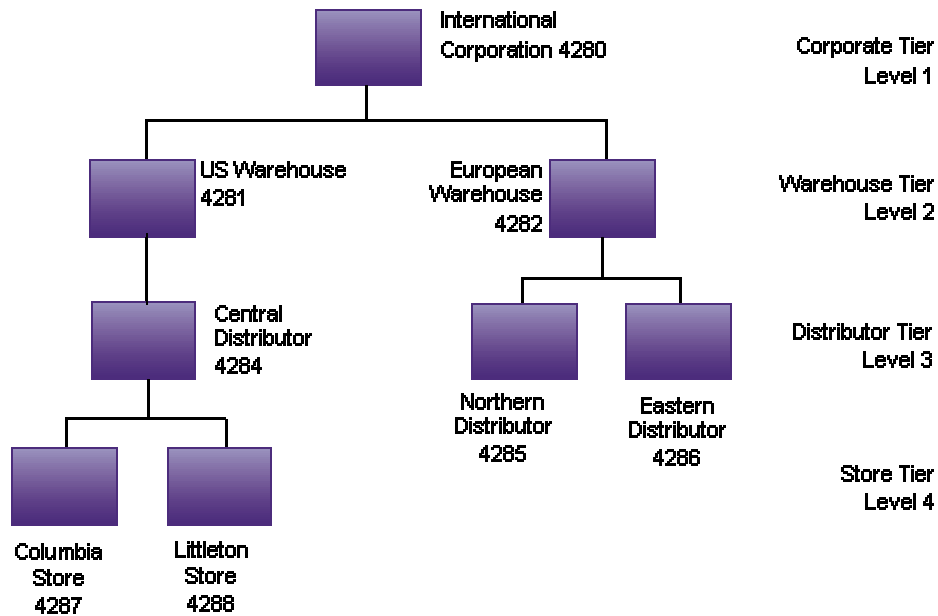
See Also

- ❑ *Parent/Child Relationships* in the *Address Book Guide* for more information about organizational structures
- ❑ *Tier Descriptions for Parent/Child Organizational Structures* in the *Address Book Guide* for more information about tiers

Example: Buying Structures

The following graphic illustrates the organization of a sample buying structure:

Buy Structure



Example: Tier Levels and Inheritance in Buying Structures

When you create a buying structure for a company, you specify tier levels and inheritance. The tier levels are set up in the Address Book system when you create the organizational structure. The inheritance is defined when you create direct price adjustments on the Price Adjustment Schedule Revisions form. The system uses the Inheritance Flag option with the tier level to indicate whether an adjustment is inherited by an address with a numerically greater tier level than the tier level you are defining.

The following table illustrates an example of price adjustments that apply to specific entities within a buying structure:

Entity	AB #	Tier Level	Is inheritance applied?	Applicable Price Adjustment
International Corporation	4280	1	Yes	All of International Corporation's distribution centers, for example, Central Distributor, (tier level 3) receive 3% off the base price on all items. This is a corporate discount.
US Warehouse	4281	2	Yes	US Warehouse receives a regional rebate of 1.00 USD per unit when sales or Item A reach 10,000 units. (Tiered Rebate)
Central Distributor	4284	3	Yes	Central Distributor receives a 5% promotional discount.

Entity	AB #	Tier Level	Is inheritance applied?	Applicable Price Adjustment
Distributor				discount.
Columbia Store	4287	4	Yes	Because it is one of the larger stores in International Corporation, the Columbia Store receives a 6% discount off the base price when ordering a minimum of 100 units of Item A.

When Columbia Store places an order of 150 units of Item A, the system uses buying structure functionality to apply the price adjustments and calculate the net unit price as illustrated in the following table:

Price Adjustment	Unit Price	Other
Base Price	\$10.00	
Store Discount (6% off) Columbia Store, 4287	.60-	
Promotional discount (5% off)	.47-	
Regional rebate (tiered rebate)		\$1.00
Corporate discount (3% off)	.30-	
Net Unit Price:	\$8.63	

Setting Up Buying Structures for Pricing

You define the customer's buying structure in the A/B Org Structure Browse program (P0150). When you define the structure, you specify the parent/child relationships that the customer address numbers in the structure have to each other.

The system establishes the tier level of each record when you set up the structure. Tier level descriptions allow you to control the structure of parent/child relationships in an organizational structure. When you set up tier descriptions, you specify the following:

- The parent address number for any child address number
- Beginning and ending effective dates for the relationship between a parent address number and a child address number
- Names for the different tiers of the structure

In order for the system to process price adjustments in a buying structure, you must specify the adjustment retrieval method in the pricing constants. Because the system processes direct price adjustments in buying structures, the adjustment retrieval method must be set to either 1, or 2.

In the pricing constants, you must also specify a structure type for sales pricing. You may also want to specify whether the system will use the ship to address when processing adjustments in buying structures.

Once you have defined the organizational outline of a buying structure, you must define the direct price adjustments for each level and each address book record in the structure.

Before You Begin

- ❑ In the processing options for the A/B Org Structure Browse program (P0150), on the Process tab, set the Tier Descriptions option to 1 when entering buying structures.

See Also

- ❑ *Creating Direct Price Adjustments* in the *Advanced Pricing Guide* for more information about setting up direct price adjustments
- ❑ *Creating Tiered Rebates* in the *Advanced Pricing Guide* for more information about using tiered rebates in a buying structure

► To build an organizational structure using tiers

From the Address Book Organizational Structure menu (G01311), choose Structure Revisions.

1. On Work with Parent/Child Structures, click Add.
2. Complete the following fields in the header area:
 - Parent Number
 - Structure Type
3. Complete the following fields in the detail area:
 - Address Number
 - Begin Eff Date
 - End Eff Date
4. Repeat step 3 for each child of the parent specified in the Parent Number field.
5. Continue building the organizational structure, using a child specified in the Address Number field as the parent of other children, then another child as the parent of other children, and so on.
6. Click OK.

► To determine the root parent in an organizational structure as of a specific date

From the Address Book Organizational Structure menu (G01311), choose Structure Revisions.

1. On Work with Parent/Child Structures, complete the following field and click Find:
 - Structure Type
2. In the QBE row, complete the following field and click Find:
 - Address Number
3. From the Row menu, choose Tier Descriptions.

4. On Effective Date Parent Search, complete the following field:

- Effective Date

5. Click the following option:

- Find Root Parent Address

The system displays the parent address number in the Root Parent Address field.

► **To enter tier descriptions for an organizational structure**

From the Address Book Organizational Structure menu (G01311), choose Structure Revisions.

1. On Work with Parent/Child Structures, complete the following field and click Find:

- Structure Type

2. Choose a record in the detail area.

3. From the Row menu, choose Tier Descriptions.

4. On Effective Date Parent Search, verify the date in the following field and change it if necessary:

- Effective Date

The value in this field is set up in a processing option in the Structure Revisions program (P0150).

5. Click the following option:

- Find Root Parent Address

6. Click OK.

7. On Tier Description Revisions, complete the following fields for each tier in your organizational structure and click OK:

- Tier No.
- Description
- Effective Date
- Expiration Date

Complete these fields only for the root parent you selected, not for all root parents.

Processing Options for Structure Revisions (P0150)

Process Tab

1. Workflow Information

Blank = Do not display workflow information.

1 = Display workflow information.

Use this processing option to specify whether to display workflow processing information.
Valid values are:

Blank

Do not display workflow information

1

Display workflow information

2. Tier Descriptions

Blank = Do not Enable Tier Descriptions

1 = Enable Tier Descriptions, and prevent multiple parents with overlapping effective dates.

Use this processing option to specify whether to allow a tier structure to be defined based on effective dates for a root parent address. The root parent in a structure is the highest level of a parent/child structure, and can have no parent. Valid values are:

Blank

Do not allow a tier structure to be defined.

1

Allow a tier structure to be defined.

1. Date Defaults

Blank = Do not default a date

1 = Default dates into effective date fields

Use this processing option to specify whether the system supplies default dates on the P0150 parent/child revisions form when the beginning and ending effective dates are blank. Valid values are:

Blank

The system does not supply default dates.

1

The system supplies default dates.

2. Default Organization Structure Type

Blank = Do not default an organization structure type

Use this processing option to specify the value that the system enters in the Organizational Structure field when the A/B Org Structure Browse program (P0150) is first run.

Defaults Tab

Reviewing and Revising a Buying Structure

You can review and revise buying structures with the Buying Structure Browse program (P450150). When you enter a customer address number, the system displays the organizational buying structure that contains that address number.

You can review or revise price adjustment information on the Buying Structure Browse form. You can also review the root address, or highest-level parent of the buying structure.

Set a processing option if you want the system to display a default buying structure type. If you leave the processing option blank, the system uses the structure type specified in the system constants.

See Also

For more information, see the following topics in the *Advanced Pricing Guide*:

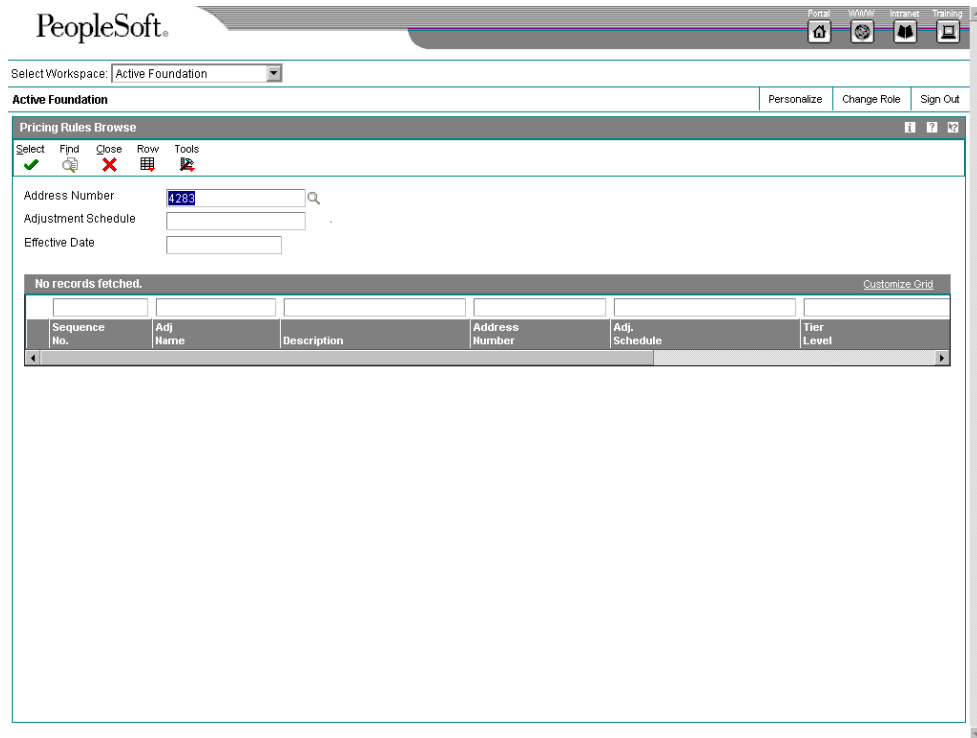
- ❑ *Creating Direct Price Adjustments*
- ❑ *To create direct price adjustments*
- ❑ *Setting Up Adjustment Details*
- ❑ *To set up adjustment details*
- ❑ *Building Adjustment Schedules*
- ❑ *To build adjustment schedules*

► **To review and revise a buying structure**

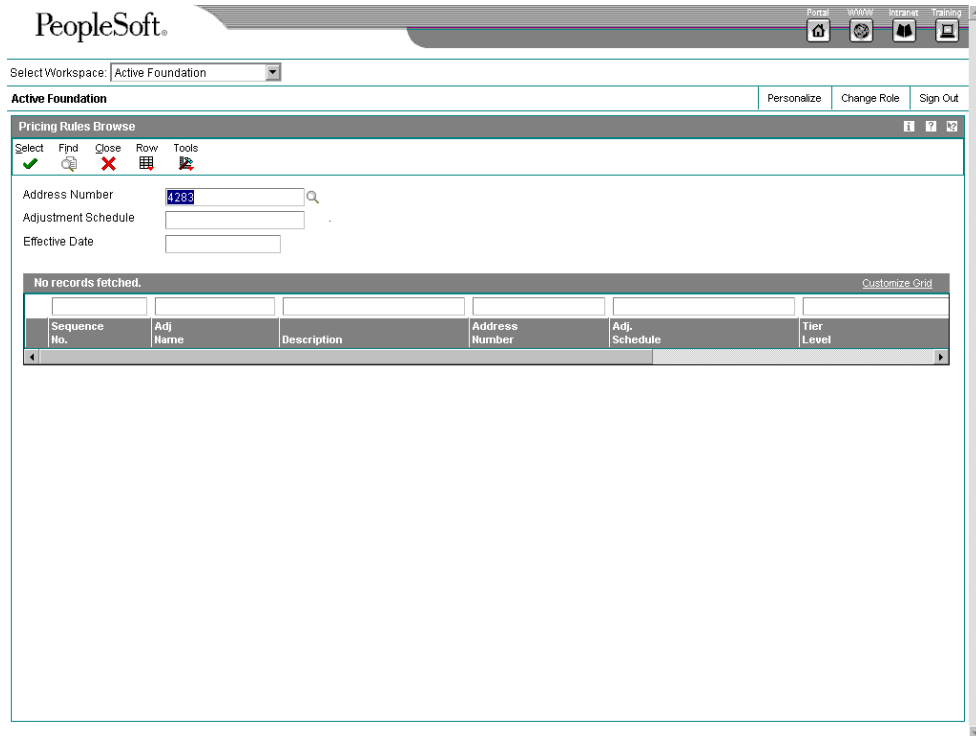
From the Pricing Inquiries menu (G423113), choose Buying Structure Browse.

1. On Buying Structure Browse, complete the following field and click Find:
 - Address Number

The system displays the related address and any children that belong to the address in the buying structure.



2. To review the root address, or the highest-level parent of the buying structure, from the Form menu, choose Top.
The system displays the root address of the buying structure. You can view the children of the root, or parent, address by expanding the folder in the Address Name column.
3. To review the pricing associated with the buying structure, from the Row menu, choose Price Rules.



4. On Pricing Rules Browse, review the price adjustments associated with the customer.
The system displays all price adjustments that may apply to that customer, whether direct price adjustments, or from price adjustment schedules.
5. To revise price adjustment detail, select the price adjustment and from the Row menu, choose Adj Detail.
6. On Work with Adjustment Detail, complete the necessary steps to revise adjustment detail information and click OK.
7. On Pricing Rules Browse, click Close.
8. On Buying Structure Browse, complete any additional revisions, and then click Close.

Override Search Groups

To simplify the process of defining and maintaining base prices, you set up price groups for the customers and items with similar characteristics. A complex price group contains subgroups based on category codes, such as a specific item type, customer geographic location, line of business, or sales volume. An override search group is another way of retrieving prices based on specific category codes for an adjustment definition.

You specify the distinct categories that you want to use by defining override search groups. You can use from one to four category codes. After you define the override price group, attach it to an adjustment definition. By using these fields to group customers, you have another method of defining pricing for a specific group.

When you enter an override price group as an adjustment definition, the override price group becomes the only price group that you can use for that price adjustment. You can define prices based on how you place items or customers into groups:

- For items, use the category codes in item/branch information.
- For customers, use the category codes in customer master information.
- For sales orders, use certain sales order detail fields and default values from preferences.

When the system uses the adjustment definition, it searches the item or customer records for category codes that match the override group. If the system finds a match, it uses the adjustment definition defined for that category code. The search is based solely on category codes.

You can use order detail groups to create adjustment definitions for order lines based on information in certain sales order detail controls. You do not need to assign either customer or item price groups because the system searches based solely on category codes. This section presents setting up order detail groups.

For Sales Order Management, you can use groups in both Base Pricing and Advanced Pricing. The differences are:

Base Pricing

- You can use either simple or complex price groups.
- You must attach each price group to an item and customer in the branch/plant record on Customer Billing Instructions.

Advanced Pricing

- You can use only complex groups.
- You can attach complex price groups within the price adjustment definition.

Example: Using Override Search Groups for Sales Adjustments

You would like to offer a seasonal promotion to reduce inventory for last year's model of mountain bike items, that are identified by two category codes - type and model year. You have set up complex item groups to identify bikes by type, manufacturer, color, and model year.

You have set up complex price groups for your customers based on geographic region, division, sales person, and volume. Those customers who sell mountain bikes, defined as a division in your category codes, are eligible to benefit from this price adjustment.

You can set up override search groups for the item group and the customer group and attach these two override search groups to your SEASONAL price adjustment definition. When any of your customers who sell mountain bikes place an order for last year's model, the system retrieves this price adjustment.

Using Advanced Pricing for Procurement

When you attach an override price group to an adjustment definition, the override price group becomes the only price group that you can use for that price adjustment. You can define prices based on how you place items or suppliers into groups:

- For items, use the category codes in item/branch information.
- For purchase orders, use certain purchase order detail fields.
- For suppliers, use category codes in the supplier master.
- For purchase orders, complex groups are not supported for the base price. Advanced Pricing for purchase orders does support complex item and supplier groups.

You specify the categories that you want to use by defining override search groups. You can use one category or as many as four. After you define the override price group, attach it to an adjustment definition.

When the system uses the adjustment definition, it searches the item or supplier records for category codes that match the override group. If the system finds a match, it uses the adjustment definition defined for that category code. The search is based solely on category codes.

When you enter purchase orders, most of the detail information comes from system defaults, supplier master information, supplier instructions, and items. By using these fields to group suppliers, you have another method of defining pricing for a specific group.

Before You Begin

- ❑ Set up customer price groups. See *Setting Up Complex Customer Price Groups* in the *Advanced Pricing Guide*.
- ❑ Set up item price groups. See *Setting Up Complex Item Price Groups* in the *Advanced Pricing Guide*.

Working with Complex Price Groups

To simplify the process of defining and maintaining base prices, you set up price groups for the customers and items with similar characteristics. A complex price group contains the same combinations of information as a simple price group except that the subgroups are based on category codes, such as a specific item type, customer geographic location, line of business, or sales volume. You can set up complex customer price groups and complex item price groups.

Complex price groups can be used as override search groups. You establish the complex price groups and define them as override price groups by entering the price group name on the adjustment definition.

Caution

While you can use complex price groups for standard sales order adjustments, you can only use complex price groups for purchase order adjustments if you are using Advanced Pricing in Procurement. You cannot use complex price groups for purchase orders unless you have set up purchase order adjustments in Advanced Pricing.

Using Date Effective Category Codes

You use date effective category codes when you want to assign new category code values to become effective on a future date. If you are using the Advanced Pricing system (45), you can use date effective category codes to create customer groups to which pricing can be assigned. As your pricing changes, you can automatically update your customer groups based on new category code values.

You activate date effective category codes by setting an Accounts Receivable constant. When you do this, you cannot use the Category Codes selection from the Form menu on the Customer Master Revision form to add category code values. Instead, you must use the Date Effective Category Codes selection. You update customer master category codes with the values that you enter in the date effective category codes by running the Date Effective Category Code Update program (R03012A).

The system stores date effective category codes in the Customer Date Effective Category Codes table (F03012A). You can purge category codes that are no longer effective by running the Purge Date Effective Category Codes program (R03012B).

Adding Date Effective Category Codes

When you add date effective category code values, you create a record in the Customer Date Effective Category Codes table (F03012A). You can enter multiple records at one time with different effective dates on the Date Effective Category Codes Revision form. When you add date effective category codes records, the system updates the Eff Used (Effective Used) field with N to indicate that the record is not used. When you run the Date Effective Category Code Update program, the program copies the values of the effective category codes record to the customer master category codes in the Customer Master by Line of Business table (F03012) and changes the value of the Eff Used field to Y.

Caution

Each date effective category codes record you enter is independent of previous records. Therefore, you must complete all values that you want the system to use for each record. For example, if you have a value in category code 1, and you add a new record with a value in category code 2, you must also re-enter the value for category code 1 in the new record or the system will update it to blank.

See Also

See the following topics in the *Accounts Receivable Guide*:

- ❑ *Updating Customer Master Records with Date Effective Category Codes*
- ❑ *Revising Date Effective Category Codes*
- ❑ *Purging Date Effective Category Codes*
- ❑ *To activate enhanced Accounts Receivable constants* for instructions on setting the option for date effective category codes

Setting Up Complex Customer Price Groups

You can use up to ten category codes (or subgroups) to define complex customer price groups. You use category codes to create subgroups within your pricing groups to charge a different price. For example, within the customer group RETAIL, you can create subgroups using category codes to charge a different price to customers based on their line of business, geographic region, or sales volume.

A customer can belong to a customer detail group without being attached to that group in the Customer Billing Instructions form. A customer can belong to numerous groups, depending on the customer's category codes.

The category code sequence you enter determines how the system displays the category code fields on the related forms. The order in which you choose category codes has no effect on how the system searches for prices.

Before You Begin

- ❑ Verify that you have set up price group names in the user defined code table (40/PC).

► To set up complex customer price groups

From the Price Management menu (G4222), choose Define Customer Price Groups.

1. On Work with Price Group Definition, click Add.

2. On Customer Price Group Definition, complete the following field:
 - Price Group
3. To identify subgroups used in a customer price group, complete as many as ten of the category code fields and choose Accept from the Form menu:

After you create complex customer price groups, you must generate price group combinations.

Setting Up Complex Item Price Groups

You can also set up complex item groups to allow for greater flexibility in your pricing structures. You can use up to ten category codes to define complex item price groups.

For example, if you have two types of pens (marker and ballpoint), within the group MARKER, you can specify prices for each type of pen. When you enter an order for pens, the system checks the category codes for the item to determine if the pen is a marker or a ballpoint and then retrieves the appropriate price.

The category code sequence that you enter determines how the system displays the category code fields on the related forms. The order in which you choose category codes has no effect on how the system searches for prices.

► To set up complex item price groups

From the Price Management menu (G4222), choose Define Item Price Groups.

1. On Work with Price Group Definition, click Add.

2. On Item Price Group Definition, complete the following field:
 - Price Group
3. To define subgroups in an item price group, complete from one to ten of the following fields:
 - Sales Category Codes 1-5
 - Purchasing Category Codes 1-5
 - Other Category Codes 1-10
4. Choose Accept from the Form menu to set up the complex item price group.
After you create complex item price groups, you must generate price group combinations.

Generating Price Group Combinations

From the Price Management menu (G4222), choose Define Customer Price Groups and Define Item Price Groups.

After you set up price groups and assign the group names to customers and items, you generate customer and item price group relationships. You generate price group relationships to define the possible combinations of customer and item groups that you can use for pricing. Generate price group combinations so that the customer and item group information that you created can be used for pricing.

The following batch programs generate price group combinations:

- Generate Customer Price Groups (R40932)

- Generate Item Price Groups (R40931)

These programs generate records in the Item/Customer Groups Relationship table (F4093). The Item/Customer Groups Relationship table contains the allowable combinations for customer or item groups and category codes. You can use data selection to specify up to five group codes for which detailed records are created. If you do not specify any codes, the system generates combinations for all groups.

Defining Order Detail Groups

You can use order detail groups to create adjustments to the pricing line of an order based on information from sales order detail fields. When you enter sales orders, some data in detail fields comes from system defaults, customer master information, customer billing instructions, items, and preferences.

The Order Detail Price Group Definition form shows several fields that do not display during order entry. The data in the following fields default from the Preference Profile and vary depending upon whether you are using Advanced Pricing for Sales, for Procurement, or for Customer Service Management:

- Line of Business
- End Use
- Price Code 1
- Price Code 2
- Price Code 3
- From Grade
- Thru Grade
- From Potency
- Thru Potency

Using these fields when defining order detail groups allows you to have another method of defining pricing for a specific group.

Before You Begin

- Set the processing option to choose one of the following formats: Order Detail Groups, Purchase Order Groups, or Customer Service Management System Order Detail Group.

Using Advanced Pricing for Procurement

You can use order detail groups to create adjustments to the pricing line of an order based on information from purchase order detail fields. When you enter purchase orders, the system supplies detail information from system defaults, supplier master information, purchasing instructions, and item information.

► To define order detail groups

From the Adjustment Set Up menu (G4231112), choose Order Detail Groups.

1. On Work with Price Group Definition, choose a price group.

The system imports the price group type code based on your processing option selection. When you click Find, the system displays only those groups of that price group type code. To override the system default, type a new price group type code in the field and click Find. The system retrieves the appropriate form based on this type code.

2. Click Add.

The system displays the definition form for the price group you selected on Work with Price Group Definition.

3. Specify the category codes that you want to group by typing the numbers 1 through 8 next to eight field names.

You can use from one to eight fields.

Additional Adjustments

You can create additional adjustments that provide sales incentives other than the traditional line-item price discount. For example, you can encourage sales by including free goods with a purchase or give a discount based on a total order amount (repricing). You can also accrue commissions on sales by creating an accrual adjustment.

Free goods are items that help promote, display, or accompany the product that is ordered. For example, for certain products you may want the free goods to be the display case, posters, or additional promotional items, such as buttons, hats, or shirts to highlight a sale.

Accrual adjustments allow you to reserve monetary amounts through journal entries for such items as commissions and royalties. You can track the monetary amount but the order price does not change.

Caution

You can only use accruals, ship and debit adjustments, and repricing in Advanced Pricing for sales orders.

See Also

- ❑ *Rebate Processing* in the *Procurement Guide* for information on how to work with rebates in the Procurement system

Creating Direct Price Adjustments

Pricing and discounts are often negotiated with specific customers for a specific product or set of products. In order to accommodate customer relationships, you can set up direct price adjustments.

A direct price adjustment associates prices and discounts directly to a customer and eliminates the need to associate prices to a price schedule. The system uses the address book number of the customer to associate the direct price adjustment to the customer.

In order to manage the timing of your customer-specific pricing, you can set up direct price adjustments to be in effect for specific dates. For example, if your company had a promotional price available to all customers throughout the month of May, and you want to extend that promotional price to a specific customer through the month of June, you can enter the June date in the Expiration Date field on the Price Adjustment Schedule Revisions form. The system uses the value in the Price Based on Date field in the system constants to process the effective dates of prices.

The system is capable of processing many price adjustments simultaneously. You can choose whether you want the system to process price adjustments by a customer number as in direct price adjustments, or by an adjustment schedule, or both.

You can choose to have the system process pricing by either direct price adjustments, or by price adjustment schedules, or both. If you choose to have the system adjust pricing by both the customer number in a direct price adjustment and an adjustment schedule, you must pay careful attention to the sequence of your adjustments. The system will process the direct

adjustments first (those adjusted by customer address number), and will then process the adjustments you have specified in a schedule. The sequencing you choose for the combination of these adjustments should reflect the way that you want the system to adjust pricing, while making sure that no adjustments are applied more than once.

Note

Direct price adjustments are a required and key feature of the Advanced Pricing system's buying structure functionality and tiered rebates. You must set up direct price adjustments for each level of a buying structure.

See Also

- ❑ *Buying Structures* in the *Advanced Pricing Guide* for more information about direct price adjustments and how they apply to a customer's buying structure
- ❑ *Entering Customer Master Information* in the *Accounts Receivable Guide* for more information about how to enter customer-related information

Before You Begin

- ❑ Ensure that you have turned on the option, in the pricing constants, to use a customer's sold-to address for pricing.

► To create direct price adjustments

From the Sales Order Management Setup menu (G4241), choose Customer Billing Instructions.

1. On Work with Customer Master, locate the customer to which you want to apply direct price adjustments.
2. From the Row menu, choose Price Adj Schedule.
3. On Price Adjustment Schedule Revisions, complete the following fields:
 - Seq No.
 - Adjustment Name
 - Effective Date
 - Expired Date
4. If you are creating direct price adjustments for buying structures and tiered rebates, complete the following fields:
 - Tier Level
 - Accum Tier
 - Bene Tier
 - Beneficiary Address
 - Inheritance Flag

5. When you have finished entering adjustment information, click OK.

Creating Free Goods Adjustments

Free goods are typically promotional items. For example, your company might run a promotion that gives the customer one free case of motor oil when they buy ten cases. Free goods can also be items that help promote, display, or accompany the product that is being ordered. For example, free goods can be the items used to highlight a sale, such as a display case, posters, or additional promotional items such as buttons, or hats.

You must create a valid adjustment to which you attach your free goods. When you set up the free goods criteria, you define how the system applies the price and quantity of the free goods. Also, you define how—or if—the system should factor the price of the free goods into the price of the products actually being sold.

You can specify multiple free goods in a free goods catalog. This allows a customer to choose the free goods they are awarded for a qualifying item on an order. When an item on an order qualifies for a free goods that has a free goods catalog attached, the user is notified to view the free goods associated with the sales or purchase order.

Any adjustment can have free goods associated with it. You specify:

- The quantity of free goods to be included.
- Whether the free goods is a stock or non-stock item.
- The unit price of the free goods, if desired. In most cases, this price will be zero. However, you can specify a reduced price for the item, such as when you offer a purchase-with-purchase promotion.

If you enter any of the price groups in the definition for a free goods adjustment, the price group defaults into the adjustment detail and cannot be changed.

Using Free Goods Adjustments with Advanced Pricing for Procurement

For purchase orders, you might want to account for items that are offered by the supplier to promote, display, or accompany the product that you are ordering. You enter free goods adjustments for purchase orders in the same manner as you would for sales order adjustments.

You can set up catalogs for free goods ordered. The free goods catalog helps you track the promotions offered to you by your suppliers. When you qualify for a free good after ordering an item or a minimum quantity for an item, the system prompts the purchase order entry user to select a free good from the Free Goods Catalog program (P4502).

Note

The Free Goods Catalog program supports line level adjustments for the Procurement system (43). The system does not support purchase order basket or order level adjustments in the free good catalog.

Before You Begin

- ❑ Define an adjustment. See *Setting Up Adjustment Details* in the *Advanced Pricing Guide*.

► **To create free goods adjustments**

From the Adjustment Set Up menu (G4231112), choose Price & Adjustment Detail Revisions.

1. On Work with Adjustment Detail, click Add to enter a new adjustment, or locate an adjustment that has free goods and click Select.
2. On Price Adjustment Detail Revisions, review the adjustment information as necessary.
3. Select the row and choose Free Goods from Row menu.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Free Goods Revisions

OK Delete Cancel Row Tools

Quantity From 1,0000 EA Currency Code USD

Effective Date 04-18-97 Expiration Date 12-31-10

Item Number	Quantity Ordered	UM	Related Price	Ln Ty	P T	Quantity Per Ordered	Catalog
2432	1	EA	0,00	S	1	1,00	

Customize Grid

4. On Free Goods Revisions, complete the following fields:
 - Item Number
If you will be creating a free goods catalog, note that the system considers the first item you specify in this field in the detail area to be the default free goods for the catalog.
 - Quantity Ordered
 - UM
 - Related Price
 - Ln Ty
 - P T

- Quantity Per Ordered
5. Click OK.
 6. On Price Adjustment Detail Revisions, click OK.
- You have created Free Goods Adjustments.

Free Goods Catalog

You can specify multiple free goods in a free goods catalog. This allows a customer to choose the free goods that they receive for a qualifying order. For example, a customer who orders 10 cases or more of salad dressing receives a free case of salad dressing. The customer chooses which flavor of salad dressing from the free goods catalog.

The free goods catalog is activated by the purchase of an item or quantity, or both, that qualifies for free goods. When the item or quantity is included on a sales or purchase order, the user entering the order is prompted to view the free goods catalog.

You set up pricing for the free goods included in a catalog in the Free Goods Revisions program (P4073). You can also specify effective dates for free goods to be awarded.

You may have a combination of free goods awarded from basket or order level adjustments on a sales order. If the system awards a free goods adjustment, the free goods are associated with the first detail line belonging to that basket or order group.

Note

If there are multiple free goods offered for the same detail line item on an order (for example, if you bought ten of a “buy one, get one free” promotional item), the same free goods are awarded for all 10 items. The system does not split a free good item on a detail line.

► To create a free goods catalog

From the Adjustment Set Up menu (G4231112), choose Free Goods Catalog.

1. On Work With Free Goods Catalog, click Add.



2. On Free Goods Catalog Revisions, complete the following fields:

- Catalog Name
- Description

The catalog name and description you enter here create a new record in user defined code table (45/FG).

3. For each free good you want included in the catalog, complete the following fields:

- Item Number
- Effective Date
- Expired Date

4. To create the catalog, click OK.

Awarding a Free Good From the Free Goods Catalog

The system will notify you during order entry when an ordered item qualifies for a free good. When you click OK on a qualifying order, the system prompts you with a warning to notify you

that free goods can be awarded. You then access the Free Goods Award program (P45731) to select the free goods.

Note

In order for the system to notify you when an order qualifies for free goods, you must activate the processing option to issue a warning for free goods in the Sales Order Entry program (P4210) or Purchase Order program (P4310).

Before You Begin

- ❑ Set the Issue Warning for Default Free Good processing option on the Process tab of the Sales Order Entry program (P4210) processing options to notify you when a sales order qualifies for free goods.
- ❑ Set the Free Goods Catalog processing option on the Display tab of the Purchase Order program (P4310) processing options to notify you when a purchase order qualifies for free goods.
- ❑ Ensure that you have set up a free goods catalog and that you have identified default free goods in the Free Goods Catalog program (P4573).

► To award free goods from the free goods catalog

From the Sales Order Processing menu (G4211), choose Sales Order Detail.

1. On Customer Service Inquiry, click Add.
2. On Sales Order Detail Revisions, enter order information and click OK.

If you have entered an item that qualifies for free goods, and you have set your processing options to issue a warning for free goods, the system displays a warning message to notify you that free goods can be awarded.
3. From the Form menu, choose Free Good Catalog.
4. On Free Goods Award, to access the catalog, from the Row menu, choose FG Catlg Item Selec.
5. On Free Goods Catalog Item Selection, choose the item and click Select.
6. On Free Goods Award, click OK.
7. On Sales Order Detail Revisions, click OK.

When you inquire on the order, the system displays the awarded free goods in the detail area of the order.

Activating Notifications for Volume-Based Upselling

If you want to recommend that customers purchase a larger quantity to receive a lower price, you can specify adjustments and a percentage tolerance that determine when the system issues a notification that an order line qualifies for an upsell notification.

To activate upselling notifications, you must enter a tolerance percentage in the Alert for Volume Based Up-Sell within Tolerance processing option on the Volume UpSell tab in the

Sales Order Entry program (P4210). This tolerance percentage specifies how sensitive the system is when issuing the notification. The system checks for upsell opportunities by increasing the quantity ordered on the sales order line by the upsell percent you specify, and then determines whether another quantity break is achieved using the increased quantity.

For example, assume an upsell adjustment has a quantity break specified for 10 EA (each) with the tolerance percentage set to 15%. If you enter a qualifying order for 9 EA, the system displays the upsell alert because 9 EA increased by 15% equals 10.35 EA, which qualifies for the next level break on the adjustment. In this case, if you set the tolerance percentage to 10%, the system does not display the upsell alert, because 9 EA increased by 10% equals 9.9 EA. In this example, you use the following calculation:

$$(\text{Quantity Ordered} \times \text{Tolerance \%}) + \text{Quantity Ordered}$$

$$(9 \times 15\%) + 9 = 10.35$$

The system uses the Price Adjustment Type table (F4071) to process volume-based upselling information.

Before You Begin

- ❑ Specify a percentage tolerance limit in the Alert for Volume Based Up-Sell within Tolerance processing option on the Volume UpSell tab in the Sales Order Entry program (P4210).
- ❑ Specify in Price Adjustment Definition whether the adjustment is included in the search for up-selling opportunities during Sales Order Entry.

See Also

- ❑ *Sales Order Entry* in the *Sales Order Management Guide* for information about entering sales orders
- ❑ *Processing Options for Sales Order Entry (P4210)* in the *Sales Order Management Guide*
- ❑ *Setting Up Adjustment Definitions* in the *Advanced Pricing Guide*

► To create volume-based upselling prices

From the Sales Order Processing menu (G4211), choose Sales Order Detail.

1. Follow the steps for entering a sales order.
After you exit the sales order line, the system displays a notification if the order line has upselling opportunities by issuing a soft warning and placing a check mark in the Upsell Exists field (UPEX), and then enabling the Volume Based Upsell selection from the Row menu.
2. On Sales Order Detail Revisions, choose Volume Based Upsell from the Row menu.
If multiple adjustments with upsell opportunities exist for the order line, the system displays all of them. If so, select the upsell opportunity.
3. On Adjustment Type Quantity Breaks, complete the following field and click Find:
 - Reason Code
4. Choose the level break and click Select.

The system returns the quantity you selected to the Sales Order Detail Revisions form, updates the sales order price when you exit from the row, and displays the information in the Price History (P4074) application.

Setting Up Rounding Rules

You can specify rounding rules for calculating a unit price. For example, you can base rounding amounts to the nearest cent, to multiples of fifty, or you can specify whether remove the cent amount if the total amount is higher than 1,000.00. You can establish rounding rules based on the customer, item, currency code, and so on.

The point at which rounding occurs depends on the sequence in which the rounding adjustment appears on the price adjustment schedule. The following table is an example of two adjustment schedules used with rounding rules:

Schedule	Sequence
Schedule A	10 base price adjustment 20 promotional discount 30 rounding adjustment In this example, the rounding adjustment is the last adjustment that the system processes. This sequence ensures that the rounding occurs before calculating the final unit price.
Schedule B	10 base price adjustment 20 rounding adjustment 30 accrual adjustment In this example, the system processes the rounding adjustment prior to processing the accrual adjustment.

To use rounding rules, you must specify the adjustment control code as a rounding adjustment in the Price Adjustment Definition (P4071) program. The system displays the rounding information on the Price Adjustment Detail form and calculates the rule for the target application, such as Sales Orders or Procurement.

The system uses the following tables when processing rounding rules:

- Price Adjustment Detail (F4072)
- Price History Ledger (F4074)
- Price Adjustment History Work File (F40UI74)
- Price Adjustment Type (F4071)
- Price Adjustment Schedule (F4070)

Before You Begin

- Set up the Rounding Adjustment user defined code (8) in the Adjustment Control Code UDC table (40/CO).

► **To set up rounding rules**

From the Adjustment Set Up menu (G4231112), choose Rounding Rules.

1. On Work With Rounding Rules, click Add.

	Seq Number	Operator 1	Relational Operator	Operator 2	Boolean Operator	Replacement Value Operator	Replacement Value	Rep Pos
<input checked="" type="checkbox"/>	10	-1	<	9			9	-1
<input type="checkbox"/>	20	-2	<	9				9

2. On Rounding Rules Revisions, complete the following fields:
 - Rounding Rule Name
 - Rounding Rule Description
3. In the detail area, complete the following fields as necessary:
 - Seq Number
 - Operator 1
 - Relational Operator
 - Operator 2
 - Boolean Operator
 - Replacement Value Operator
 - Replacement Value
 - Replacement Position

- Skip To
4. To test the new rule, complete the following field, and then choose Test from the Form menu.
 - Input Test ValueThe system displays the results of the test in the Output Test Value field.
 5. Click OK.

► **To specify the adjustment control code for rounding rules**

From the Adjustment Set Up menu (G4231112), choose Price Adjustment Definition.

1. On Work with Adjustment Types, click Add.
2. On Modify Adj. Controls, complete the following field:
 - Adjustment Name
3. Click the following options:
 - Rounding Adjustment
 - Line Level Adjustment

Note

Rounding rules apply only for line level adjustments.

4. To specify the target application, click one of the following options:
 - Sales Order Management
 - Procurement
 - Service and Warranty Management
 - Ship and Debit
 - Sales Order/Procurement/SWM
5. Click OK.
6. On Price Adjustment Definition, click OK.

► **To attach rounding rules to adjustments**

From the Adjustment Set Up menu (G4231112), choose Price & Adjustment Detail Revisions.

1. On Work with Adjustment Detail, complete the following field:
 - Adjustment Name
2. Click Add.

3. On Preference Hierarchy Selection, choose a preference hierarchy and click Select.
4. On Price Adjustment Detail Revisions, complete one of the following fields, depending on which payment term you selected:
 - Item Group
 - Customer Price Group
5. In the detail area, complete the following fields:
 - Threshold UM
 - Customer Number
 - Cur Cod
 - Rounding Rule Name

Note

You can review or change rounding rules that were previously set up. To do so, choose Rounding Rules from the Row menu.

6. Click OK to save the adjustment detail information.
7. Click Cancel when you have completed attaching rounding rules to adjustments.
8. On Preference Hierarchy Selection, click Close.
9. On Work with Adjustment Detail, click Find to locate the adjustments with rounding rules.

Note

The Basis Code is hard-coded to 5 (add on amount) for rounding rule adjustments.

Creating Accrual Adjustments

You can create adjustments so the system accrues the amount of an adjustment instead of applying the adjustment to the order line. You can use accrual adjustments to calculate and enter an adjustment for such items as commissions and royalties owing.

You identify an accrual adjustment by entering the Adjustment Control Code in Price Adjustment Definitions. The system does not roll the price adjustment into the unit price or print the adjustment on the invoice. Instead, the system records the adjustment to history and posts the adjustment to the General Ledger during the next sales update.

You can use the G/L Class Code field to designate the account to which the system records the transaction. The G/L account can be different for each adjustment definition. When the system uses the adjustment G/L class code to select an account, you can specify the ledger in the adjustment definition.

Optionally, you can use the Subledger in G/L field if you want to do subledger accounting. The code you enter in the Subledger in G/L field controls whether the subdivision takes place. You can subdivide the G/L account balance by parent, Ship To, or Sold To customer address; item number, adjustment, or salesperson.

Caution

You can only use accrual adjustments for sales orders. If you use Advanced Pricing for Procurement, accruals do not apply to purchase order adjustments.

Before You Begin

- Verify that you have set up AAI 4270 and AAI 4280 with accruals.

See *Setting Up Automatic Accounting Instructions* in the *Sales Order Management Guide* for more information about setting up AAI for adjustment accounts.

Example: Accruing Commissions and Royalties

You can use adjustments to accrue the possible amounts to be paid as commission or royalty. For example, your region sales manager earns a commission for any sale within that region. When you enter a sales order for a customer in that region, accounting entries are made. One of the entries is for the amount of the commission accrued by the sales manager. The accrued commission entry does not display on any customer order form.

Example: Posting an Accrual Adjustment

The difference between a regular journal entry and an accrual journal entry is shown in this example of posting credit and debit entries. The entry item has a base price of 100 and an adjustment of 10.

The regular entry would consist of three entries:

- Accounts Receivable 90
- Adjustments 10
 - Revenue 100

The accrual entry would consist of four entries:

- Accounts Receivable 100
- Adjustments (commissions) 10
 - Revenue 100
 - Accrual (commissions payable) 10

► To create accrual adjustments

From the Adjustment Set Up menu (G423112), choose Price Adjustment Definition.

1. On Work with Adjustment Types, locate the adjustment and click Select.
To create a new adjustment click Add.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Price Adjustment Definition

OK Cancel Form Tools

Adjustment Controls

Adjustment Name: ROYALTY

Target Application: Sales Order Management

Adjustment Control Code: 4

Adjustment Level

Line Level Adjustment
 Basket Level Adjustment
 Order Level Adjustment
 Volume Level Adjustment

Options Additional Options

Groups

Item Price Group:
Customer Price Group:
Order Detail Group:

Adjustment Specifications

Preference Hierarchy: AG

Subledger in G/L: G/L Offset:

Level Break Type

Quantity Level Break
 Weight Level Break
 Amount Level Break

Adjustment Options

Enable Basket Master
 Sliding Rate
 Up Sell Adjustment
 Override Price
 Manual Add/Change
 Mandatory Adjustment
 Apply Absolute Value

Detached Adjustment Only

Exclude From A/R Discount

2. On Price Adjustment Definition, complete the following fields:
 - Adjustment Name
 - Preference History
 - Adjustment Control Code
 - G/L Offset
3. Click OK.
4. From the Adjustment Set Up menu (G423112), choose Price Adjustment Detail Revisions.
5. On Work with Adjustment Detail, locate the adjustment row and click Select.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Price Adjustment Detail Revisions

OK Delete Cancel Row Form Tools

Adjustment Name: ROYALTY *Accrue Manuf. License Fee*

Item Number: 3000 *Cyclometer*

Customer Price Group: RETAIL *Retail Customers*

	From Level	Threshold UM	Factor Value Numeric	B C	Basis Code	FV UM	Price Partials	Cur Cod	Effective Date	Expired Date	Cost Meth	Formula Name	Va
<input checked="" type="checkbox"/>	1.0000	EA	2,0000-	3	% of Cost		1	USD	04-18-97	12-31-10	01		

6. On Price Adjustment Detail Revisions, complete the following fields:
 - From Level
 - Basis Code
 - Factor Value Numeric
7. Click OK to create accrual adjustments.

Setting Up Volume Incentives

Volume incentives allow you to offer a price discount at order entry for a product or product group. You can base the discount on amounts, percentages, or replacement prices, and setup a volume incentive adjustment based on either single rate pricing or sliding rate pricing. If you use buying structures, you can specify a value in the Accumulate at Tier field on the Price Adjustment Definition form to specify the level at which amounts or rebates accumulate in the buying structure.

Incentive deals may last for a specific time or may be valid for a specific number of orders, as well as for credit orders. The system uses previous order volumes in combination with the current order volume to determine the level break to use for advanced pricing. You can view accumulations for volume incentives using the Volume Incentive Deal History Inquiry (P45200) program.

Note

You cannot use volume incentives with the Free Goods Catalog (P4502) program.

Also, the system displays volume incentives at order entry time for a given changed order. However, when changing an existing order that is eligible for a volume incentive discount, the system does not re-price an order at order entry time. You must run the Re-Apply Volume Level Pricing report (R45900) to update the changed order and subsequent orders.

When a sales order line is split, the system writes this information to the Rebate Transaction Summary (F4078) and Rebate Transaction Detail (F4079) tables. The system also uses the following tables when processing volume incentives:

- Price Adjustment Detail F4072
- Price Adjustment Ledger F4074
- Price Adjustment History Work File (F40UI74)
- Sales Order Detail (F4211)

Before You Begin

- Specify a value in the *Adjust Accumulated Values in the Volume Transaction* processing option on the Process tab for the Sales Order Entry program (P4210).

See Also

- Processing Options for Sales Order Entry (P4210)* in the *Sales Order Entry Guide*
- Setting Up a Sliding Rate Discount* in the *Advanced Pricing Guide*
- Buying Structures* in the *Advanced Pricing Guide*
- Creating Tiered Rebates* in the *Advanced Pricing Guide*

► To activate a volume incentive adjustment

From the Adjustment Set Up menu (G423112), choose Price Adjustment Definition.

1. On Work with Adjustment Types, locate the adjustment and click Select.
2. On Price Adjustment Definition, choose Modify Adj. Controls from the Form menu.
3. On Modify Adj. Controls, turn on the following option and click OK:
 - Volume Level Adjustment
4. On Price Adjustment Definition, if you want to specify a sliding rate, click the following option:
 - Sliding Rate
5. To specify an accumulate at tier value, click the Additional Options tab, complete the following optional field, and then click OK:
 - Accumulate at Tier

Note

The system displays the Accumulate at Tier field if you have set up the Buying Structures structure type for sales pricing in the Pricing Constants program (P41001). The system uses this field to accumulate volume incentive deal for the Accumulate at Address Number defined at this specified tier.

6. On Work with Adjustment Types, click Close.

► **To set up volume incentive information**

From the Adjustment Set Up menu (G4231112), choose Price & Adjustment Detail Revisions.

1. On Work with Adjustment Detail, locate the volume incentive adjustment.
2. Choose the volume incentive adjustment and click Select.
3. On Price Adjustment Detail Revisions, complete the following fields:
 - From Level
 - Threshold UM
 - Factor Value Numeric
 - B C
 - Cur Cod
 - Effective Date
 - Expired Date
 - VI UM
 - VI Cur
 - Number of Orders
4. Click OK.

Creating Rebate Adjustments

Businesses use rebates to encourage customers to purchase a greater volume of goods or services over a period of time. When their purchases reach a certain threshold level, you can issue a rebate to them.

You calculate rebates based on the total amount, total quantity, or total weight of multiple orders, which accumulate in a volume history file. You also accumulate a rebate amount in the general ledger to recognize the liability.

When a customer's total sales activity reaches a rebate threshold, the system calculates the rebate amount. At this point, you can generate a credit order to the beneficiary of the rebate amount.

You define the rebate adjustment to specify how much of each eligible sales order the system accrues to the general ledger.

Note

To work with rebates in the Procurement system, see *Updating Rebate Information* in the *Procurement Guide*.

Example: Creating a rebate accrual adjustment

You define a volume rebate for customer 4183 and item CLRD100 as follows:

- You define the rebate adjustment to accrue rebate information to the general ledger. You define the factor as 4% to indicate that you want to accrue 4% of each order detail line to the general ledger.
- You define rebate thresholds. The rebate is paid at 2% over 100,000 and 3% over 200,000. The currency is U.S. dollars. The rebate is effective from June 20, 2005 through December 31, 2005.

On June 30, 2005, you enter an order for customer 4183 and item CLRD100 in the amount of 50,000.

During sales update, the system updates sales volume history with sales quantity and amount information. Sales totals are compared with rebate thresholds to determine whether the system should calculate a rebate amount. The system also creates journal entries in the general ledger to recognize the potential rebate liability.

In this example, the order total is less than the first rebate threshold, so no rebate amount is calculated. Volume history is updated with the following information:

- Order history total = 50,000
- Rebate amount = 0

The system creates journal entries with a batch type of I to record the sale of goods:

- Debit accounts receivable = 50,000
- Credit sales = 50,000

It also creates journal entries to recognize the rebate liability (4% of the order amount):

- Debit accrual discount (4% x 50,000) = 2,000
- Credit rebate payable = 2,000

You define AAI table 4280 for the amount to point to the volume history rebate account.

You enter additional orders for customer 4183 and item CLRD100, using the following data:

- July 15, 2005 for 100,000
- July 30, 2005 for 100,000

During sales update, the system updates volume history as follows:

- Order history total = 250,000
- Rebate amount = 7,500

Because the customer reached the second rebate threshold, the system calculated the rebate amount at 3% of the order history total ($250,000 \times .03 = 7,500.00$). Although the system has made general ledger entries, the user must submit a credit note before a credit order is issued.

To create the journal entries, the system still uses the 4% defined for the accrual adjustment. During sales update, the system creates the following journal entries for these two orders:

- Debit accounts receivable 200,000
- Credit sales 200,000
- Debit accrual discount 8,000
- Credit rebate payable 8,000

Note the total rebate payable in the general ledger is 10,000 (2,000 + 8,000), but the rebate payable amount in volume history is 7,500.

On August 1, you generate credit orders. Although the system has made general ledger entries, the user must submit a credit note before a credit order is issued. The credit orders are based on credit notes submitted. The system pulls the general ledger class code for the credit order from the adjustment so it knows which AAI to use. It uses the beneficiary from the adjustment as the Sold To address.

Next, you run Sales Update to create general ledger entries for the credit order, using the following data.

- Debit revenue 7,500
- Credit accounts receivable 7,500

If you defined rebate thresholds to reset the rebate amount field, the system updates the volume history file as follows:

- Rebate amount 0
- Rebate paid 7,500

Creating Rebate Accrual Adjustments

You define the rebate adjustment to specify how much of each eligible sales order the system accrues to the general ledger.

When you set up an adjustment, you must indicate both that this adjustment is a rebate accrual and the beneficiary of the rebate. If you do not set up the adjustment definition for a rebate, you cannot access additional rebate information.

You define the details of the rebate accrual adjustment when you set up a price and adjustment schedule. The price adjustment detail for rebates determines the rate at which you can set aside funds into an accrual account, which covers the rebate amounts that you pay to customers who reach the threshold. In the Price Adjustment Detail Revisions form, the information you enter in the Factor and Basis fields defines how you want to accrue and calculate rebate amount for each eligible sales detail line to the general ledger.

You use rebate thresholds to establish limits at which a customer is eligible for a rebate. Customer sales totals that you accumulate in volume history are compared against the thresholds to determine whether the customer is eligible for a rebate and at what level.

► **To create rebate accrual adjustments**

From the Adjustment Set Up menu (G4231112), choose Price & Adjustment Schedule Revisions.

1. On Work with Adjustment Schedules, click Find.
2. Choose the adjustment schedule type you want to work with and click Select.
3. On Price Adjustment Schedule Revisions, choose the adjustment, and then choose Adj Name from the Row menu.
4. On Price Adjustment Definition, complete the following field:
 - Adjustment Control Code

The screenshot shows the 'Price Adjustment Definition' form in PeopleSoft. The 'Adjustment Controls' section includes fields for 'Adjustment Name' (REBATE), 'Target Application' (Sales Order Management), and 'Adjustment Control Code' (5). The 'Adjustment Level' section has radio buttons for 'Line Level Adjustment', 'Basket Level Adjustment', 'Order Level Adjustment', and 'Volume Level Adjustment'. The 'Additional Options' section is expanded, showing sub-sections for 'Promotions', 'Mutually Exclusive', 'Rebate Beneficiary', 'Reporting Codes', and 'Price List'. The 'Rebate Beneficiary' field is highlighted with a red box, indicating it is a required field for a rebate adjustment.

5. Click the Additional Options tab and complete the following required field for a rebate adjustment:
 - Rebate Beneficiary
6. Complete additional price adjustment definition fields, as necessary.
7. Click OK.
8. On Price Adjustment Schedule Revisions, choose the adjustment, and then choose Adj Details from the Row menu.

9. On Work with Adjustment Detail, click Find and choose an adjustment name or click Add to add a new adjustment.
10. On Price Adjustment Detail Revisions, choose a row to add a rebate to an item and click OK.
11. On Work with Adjustment Detail, choose Rebates from the Row menu.
You must have indicated that this adjustment is a rebate accrual in the Price Adjustment Definition in order to access this form.
12. On Work with Rebates, locate and choose from the existing rebates and click Select.
If you are creating a new rebate for this item, click Add.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Rebate Threshold Revision

OK Delete Cancel Form Tools

Adjustment Name: REBATE

Address Number: 4242

Effective Date: 10-16-08

Expired Date: 12-30-20

Currency Code: USD

U/M: EA

Item Number: 210

Business Unit: 30

Rebate Type: 1 Percentage

Rate Method: 1 Single Rate

Customize Grid			
<input checked="" type="checkbox"/>	Threshold Value	Rebate Factor	Reset History
<input checked="" type="checkbox"/>	5000	1,0000	0
<input type="checkbox"/>	10000		2,0000 0
<input type="checkbox"/>			

13. On Rebate Threshold Revision, complete the following fields:
 - Effective Date
 - Expired Date
 - Business Unit
 - Rebate Type
 - Currency Code
 - U/M
14. Optionally, complete the following fields to set up thresholds:

- Threshold Value
- Rebate Factor
- Reset History

15. Click OK.

Creating Standard Procurement Rebates

Standard procurement rebates allow a customer to receive a rebate from a supplier after the customer purchases a certain amount from that supplier. Standard procurement rebates apply only to purchase orders. The customer is the beneficiary of a standard procurement rebate in the rebate history.

Two methods exist for awarding a standard procurement rebate to a customer:

Accounts Receivable Invoice (Debit Memo)	Using the debit memo method, you run the Generate Rebate Claims (R42770) batch program to generate the sales order. This program uses the supplier's address book number as the sold-to customer. Through the sales order, the supplier settles the rebate by paying the invoiced amount to the distribution center or the individual.
Accounts Payable Credit (Credit Order)	Using the credit order method, you run the Generate Rebate Claims (R42770) batch program to generate a credit order in the Accounts Payable Ledger table (F4011). The distribution center or individual can offset the credit against payments owed to the supplier, or transfer the credit to accounts receivable to generate an invoice.

The system displays standard procurement rebates at the time the purchase order is created in the Price History (P4074) program. The system accrues the rebate using the A/P Standard Voucher Entry (P0411) program.

The system uses the following AAIs for standard procurement rebates:

- 4515 – Rebate Accrual
- 4520 – Rebate Receivable

Voucher match accrues standard procurement rebates and updates the Rebate Transaction Summary (F4078) and the Rebate Transaction Detail (F4079) tables. The system also uses the following tables when processing standard procurement rebates:

- Purchase Rebate History (F4343)
- Price Adjustment Type (F4071)
- Price Adjustment Ledger File (F4074)
- Price Adjustment History Work File (F40UI74)

See Also

- ❑ *Creating Rebate Adjustments* in the *Advanced Pricing Guide* for more information about setting up rebates
- ❑ *Creating Supplier Proof of Sale Rebates* in the *Advanced Pricing Guide*
- ❑ *Setting Up Adjustment Definitions* in the *Advanced Pricing Guide*

► **To create standard procurement rebates**

From the Adjustment Set Up menu (G4231112), choose Price Adjustment Definition.

1. On Work with Adjustment Types, click Add.
2. On Modify Adj. Controls, complete the following field:
 - Adjustment Name
3. Click the following options and click OK:
 - Procurement
 - Rebate
 - Line Level Adjustment
4. On Price Adjustment Definition, click the Additional Options tab and complete the following fields:
 - Rebate Beneficiary
 - Beneficiary Address
 - Supplier Rebate Type
5. Click OK.

Creating Supplier Proof of Sale Rebates

Supplier proof-of-sale rebates allow a distributor to receive a rebate from the supplier when the distributor sells a certain amount of the supplier's item to a customer. For example, a supplier can promote a new product by offering a rebate to a distribution center when the distribution center sells the new product to a targeted customer or customer group.

Two methods exist for awarding a supplier proof-of-sale rebate to a distribution center or individual:

Accounts Receivable Invoice (Debit Memo)	Using the debit memo method, you run the Generate Rebate Claims (R42770) batch program to generate the sales order. This program uses the supplier's address book number as the sold-to customer. Through the sales order, the supplier settles the rebate by paying the invoiced amount to the distribution center or the individual.
Accounts Payable Credit (Credit Order)	Using the credit order method, you run the Generate Rebate Claims (R42770) batch

	<p>program to generate a credit order in the Accounts Payable Ledger (F4011). The distribution center or individual can offset the credit against payments owed to the supplier, or transfer the credit to accounts receivable to generate an invoice.</p>
--	--

You award supplier proof of sales rebates through the Sales Order Entry (P4210) program. On the Price History form, when you choose Hide/Show Sup Proof from the Form menu, the system displays the proof of sale rebate on the sales order line.

Note

J.D. Edwards recommends that you cancel unwanted adjustments. However, if you need to delete an adjustment on a sales order line that also has a supplier proof-of-sale rebate, you must show the supplier proof-of-sale adjustment before you can delete adjustments on that sales order line.

The system uses the following AAls for supplier proof-of-sale rebates:

- 4515 – Rebate Accrual
- 4520 – Rebate Receivable

After you complete a sales order, you must run the Sales Update (R42800) batch program to post the rebate to the general ledger. This program updates the Rebate Transaction Summary (F4078) and Rebate Transaction Detail (F4079) tables. The system also uses the following tables for processing supplier rebates:

- Price Adjustment Type (F4071)
- Price Adjustment Ledger File (F4074)
- Price Adjustment History Work File (F40UI74)

See Also

- ❑ *Updating Sales Information* in the *Sales Order Management Guide* for more information about the Sales Update program (R42800)
- ❑ *Creating Rebate Adjustments* in the *Advanced Pricing Guide* for more information about setting up rebates
- ❑ *Creating Vouchers* in the *Procurement Guide*
- ❑ *Creating Standard Procurement Rebates* in the *Advanced Pricing Guide*
- ❑ *Setting Up Adjustment Definitions* in the *Advanced Pricing Guide*

► **To create supplier proof of sale rebates**

From the Adjustment Set Up menu (G4231112), choose Price Adjustment Definition.

1. On Work with Adjustment Types, click Add.
2. On Modify Adj. Controls, complete the following field:
 - Adjustment Name

3. Click the following options and click OK:
 - Sales Order Management
 - Supplier Proof of Sales
 - Line Level Adjustment
4. On Price Adjustment Definition, click the Additional Options tab and complete the following fields:
 - Beneficiary Address
 - Supplier Rebate Type
5. Click OK.

Creating Tiered Rebates

You create tiered rebates when you need to define rebates within a buying structure. The accumulated rebates in a buying structure differ from standard rebates in that you may want to set up different tiers at which rebates accrue, and different beneficiary tiers at which rebates are awarded. Using tiered rebates in a buying structure also allows subsidiaries, or children, of a parent customer to contribute towards a rebate.

When you set up tiered rebates, you specify the level at which you want rebates to accrue. You also specify the beneficiary level of the rebate.

You specify the accumulation tier in the Price Adjustment Schedule program (P4070). You must also check the Inheritance Flag option on the Adjustment Schedule Revisions form if you want the children of the tier to contribute to rebate accumulations.

A beneficiary can be either a customer address number, or a tier level in the buying structure. You must ensure that the beneficiary tier is at a greater than or equal level to the tier level you define as an accumulation tier.

After the system determines beneficiary and accumulation values, it processes tiered rebates in the same manner as all other rebates.

Before You Begin

- ❑ Ensure that you have set the pricing constant, Adjustment Retrieval Method, to use the pricing address number, the adjustment schedule, or both.

See Also

- ❑ *Buying Structures* in the *Advanced Pricing Guide* for more information about how the system processes buying structures and tiered rebates
- ❑ *Example: Tier Levels and Inheritance in Buying Structures* in the *Advanced Pricing Guide*
- ❑ *Setting up Buying Structures for Pricing* in the *Advanced Pricing Guide*
- ❑ *To build an organizational structure using tiers* in the *Address Book Guide* for more information about how to set up organizational structures like buying structures
- ❑ *To enter tier descriptions for an organizational structure* in the *Address Book Guide*

► To create tiered rebates

From the Adjustment Set Up menu (G4231112), choose Price Adjustment Definition.

1. On Work with Adjustment Types, click Add.
2. On Modify Adj Controls, under the Target Application heading, click the following option:
 - Sales Order Management
3. Under the Adjustment Control Code heading, click the following option:
 - Rebate
4. Under the Adjustment Level heading, click one of the following options and then click OK:
 - Line Level Adjustment
 - Basket Level Adjustment
5. On Price Adjustment Definition, click the Additional Options tab.
6. To define the beneficiary, complete the following fields:
 - Rebate Beneficiary
 - Beneficiary Tier
 - Beneficiary Address
7. To define the level at which you want rebates to accrue, complete the following field and then click OK:
 - Accumulate at Tier

Reviewing Rebate Information

*From the Advanced Price and Adjustments menu (G42311), choose Pricing Inquiries.
From the Pricing Inquiries menu, choose Rebate History Inquiry.*

You may retrieve rebate history for each customer using the Rebate Volume History Inquiry program (P4078). This provides you a tracking system for both past rebates and the current status or orders that qualify for rebates. The Sales Rebate History Register report (R42780) lists customers and their sales that qualify for rebates.

Variable Price Adjustments

You use variable price adjustments to set up prices and effective dates for items which have prices that vary frequently. You can create adjustments that are based on the Price Variable Table (F4075).

When you create a price adjustment from the Price Variable Table, make sure that you are attaching an override adjustment to the table. This ensures that you will override any other price with the variable price adjustment.

► To create variable adjustments

From the Adjustment Set Up menu (G4231112), choose Price & Adjustment Detail Revisions.

1. On Work With Adjustment Detail, complete the following field and click Add:
 - Adjustment Name
2. On Preference Hierarchy, choose the hierarchy you want for the variable adjustment and click Select.
3. On Price Adjustment Detail Revisions, enter applicable adjustment information, then complete the following fields:
 - B C
 - Variable Table
4. From the Row menu, choose Variables.
5. On Work with Price Variable Tables, complete the following fields and click OK:
 - Variable Table Name
 - UoM
 - Currency Code
 - Effective Date
 - Unit Price

Formula-Based Adjustments

Formulas are a powerful tool that you can use to define complex price structures. Each formula can be as simple or as complicated as you want it to be. When you define a formula, you can refer to either a price variable table, or the Sales Order Detail File table (F4211). You can also specify units of measure and currency codes in formulas.

A formula is comprised of components. The components refer to, or specify, a specific number, table, or mathematical operation. Each component must be identified by a special character. You define these characters during system setup in the pricing constants.

The system evaluates formulas as standard algebraic notation. A formula could look like the following example:

.90*&GOLD

where

- .90 represents ninety percent
- The asterisk (*) represents multiplication
- The ampersand (&) indicates that GOLD is the name of a variable table.

You can evaluate the formula above as “The price of the item is 90% of the current price of gold.”

► **To create formula-based adjustments**

From the Adjustment Set Up menu (G4231112), choose Price & Adjustment Detail Revisions.

1. On Work with Adjustment Detail, to create a new formula-based adjustment, complete the following required field and click Add:
 - Adjustment Name
2. On Preference Hierarchy, choose the hierarchy you want for the variable adjustment and click Select.
3. On Price Adjustment Detail Revisions, enter applicable adjustment information, then complete the following fields:
 - B C
 - Formula Name
4. To define the formula, choose Formulas from the Row menu.

The screenshot shows the 'Price Formula Revisions' form in the PeopleSoft interface. The form is titled 'Price Formula Revisions' and is part of the 'Active Foundation' workspace. It contains the following fields and controls:

- Formula Name:** A text field containing '&BUTANEPRC' and a dropdown menu showing 'Butane Daily Price'.
- Target Application:** A checkbox labeled 'Sales Order Management'.
- Calculation Formula:** A text field containing '&BUTANE*1'.
- Toolbar:** Includes 'OK', 'Cancel', 'Form', and 'Tools' buttons.

5. On Price Formula Revisions, enter the formula in the following field:

- Calculation Formula

The components you use in a formula must be defined in the system constants.

6. To include a field from the Sales Order Detail File table (F4211), choose Fields from the Form menu.
7. On File Field Descriptions, select the field(s) you want to include and click Select.
8. To include a price variable table in the formula, choose Variables from the Form menu.
9. On Work with Price Variable Tables, select the table(s) you want to include and click Select.
10. On Price Formula Revisions, click OK.
11. On Price Adjustment Detail Revisions, click OK.

Setting Up a Sliding Rate Discount

At the adjustment definition level, you can set up and apply multiple discounts to a sales order line based on a sliding rate. Sliding rates are discounts occurring at certain level breaks or threshold amounts and are based on a cumulative value and affects the unit price of the sales detail line being adjusted. The sliding rate can be based also on quantity or weight.

The system displays the quantity that is receiving the discount in the Based On Value field and the sliding rate equation in the Adjustment Calculation field on the Price History form.

You can also view the based on value and the factor value for sliding rate adjustments on the Print Invoices (R42565) and Purchase Order Print (R43500) reports.

Note

You cannot use sliding rates with basket and order-level adjustments. In addition, the system does not calculate sliding rates for accumulative orders. Meaning, if a customer orders ten tons of an item Monday and an additional ten tons on Tuesday, the system prices each order separately. If you want to use sliding rate discounts over several orders, you must set up sliding rates using volume incentives.

Example: Sliding Rate Discount

This example is a sliding rate for an item with a base price of 100.00. You can apply the following discounts to the item:

- 0 – 99 items receive a 0% discount
- 100 – 199 items receive a 10% discount
- 200 – 299 items receive a 20% discount
- 300 or more items receive a 30% discount

You set up the threshold definition as follows:

99 items receive -10%

199 items receive -20%

299 items receive -30%

If the order quantity is 250, then the system prices the item as follows:

99 items at 100.00 = 9,900.00

100 items at 90.00 = 9,000.00

51 items at 80.00 = 4,080.00

Total = 22,980.00 / 250 = 91.92 per item

Because the detail line on a sales order can have only one unit price, the system determines the correct price by weighting the adjustment for each sliding rate adjustment by the quantity eligible for that threshold.

See Also

- ❑ *Setting Up Adjustment Definitions* in the *Advanced Pricing Guide*
- ❑ *Setting Up Volume Incentives* in the *Advanced Pricing Guide*

► To create a sliding rate adjustment

From the Adjustment Set Up menu (G4231112), choose Price Adjustment Definition.

1. On Work with Adjustment Types, follow the steps for setting up an adjustment definition, or locate an existing adjustment and click Select.
The adjustment you set up or select must be a line-level adjustment.
2. On Price Adjustment Definition, click the following option:
 - Sliding Rate
When you activate this option, you cannot activate the Override Price checkbox. However, when you use a sliding rate with an upsell adjustment, the system enables the Override Price checkbox.
3. Click OK.

► To enter threshold values for a sliding rate adjustment

From the Adjustment Set Up menu (G4231112), choose Price & Adjustment Detail Revisions.

1. On Work with Adjustment Detail, locate the sliding rate adjustment and click Select.
2. On Price Adjustment Detail Revisions, complete the following fields:
 - From Level

Note

For a sliding rate adjustment, the system displays this field name as Threshold Value. You can leave this field blank for the first record entry, but as you create subsequent records, you must specify a value in this field.

- Factor Value Numeric
- FV UM
- Effective Date
- Expired Date
- B C
- Cur Cod

As you enter more information on subsequent lines, the system copies all of the field values from the first record to the following records, except for the Threshold Value (From Level) and Factor Value Numeric. For example, you cannot specify different basis codes or units of measure for different threshold values of the same adjustment. Therefore, the only value that can be different is the one you specify in the Factor Value Numeric field.

3. Click OK.

Defining Threshold Rules Using Multiple Units of Measure

Threshold rules allow you to set up adjustments based on the amount a customer buys. Using multiple units of measure, you can apply an adjustment factor value based on a different unit of measure than the defined level break unit of measure. For example, you can set up an adjustment using a weight unit of measure, but apply it based on a quantity unit of measure. Then if a customer qualifies for an adjustment when ordering two tons of a product, the discount can be based on another unit of measure, such as cases. Other situations may require you to deal with volatile quantities, in which a product that always weighs a ton may contain a different number of cases. Using multiple units of measure, the adjustment can be found in tons and then applied based on the number of cases.

You can also specify whether to apply the discount to the whole quantity to include partial items, or only to whole units.

When you use the factor value unit of measure, the system uses the Adjustment Calculation field in Price History (P4074) to show how the adjustment is dispersed. The system uses the Based On Value field in Price History (P4074) to display how the adjustment is calculated.

Threshold rules with multiple units of measure apply only to line-level adjustments. The system displays unit of measure information on the Adjustment Detail form, as well as the Check Price and Availability (P4074) program.

The system uses the following tables when processing threshold tolerances with multiple units of measure:

- Price Adjustment Detail (F4072)

- Price Adjustment Ledger (F4074)
- Price Adjustment History Work File (F40UI74)

Before You Begin

- ❑ Ensure that the correct conversions are set up in either the Item Units of Measure Conversion Factors table (F41002) or the Standard Unit of Measure Conversion table (F41003).

See Also

- ❑ *Specifying Dual Units of Measure for an Item* in the *Inventory Management Guide* for information about dual units of measure.

► To define threshold rules using multiple units of measure

From the Adjustment Set Up menu (G423112), choose Price & Adjustment Detail Revisions.

1. On Work with Adjustment Detail, locate the adjustment and click Select.
2. On Price Adjustment Detail, complete the following fields:
 - Threshold UM
 - Factor Value Numeric
 - B C

Because threshold tolerances with multiple units of measure apply to line-level adjustments only, the adjustment must have a Basis Code value of 4 (cost plus amount) or 5 (add on amount). If an adjustment has a basis code other than 4 or 5, the system disables the Factor Value Numeric unit of measure.
 - FV UM
3. To specify whether system awards discounts to partial values, complete the following field:
 - Price Partial

Price partials apply to the level break unit of measure and not the factor value unit of measure.
4. Click OK.

Ship and Debit Adjustments

Distributors, suppliers and manufacturers often enter into agreements with each other, which address the price and cost fluctuations associated with certain components and products. Within the electronics industry, these agreements are known as ship and debit adjustments.

J.D. Edwards ship and debit processing is designed to give you leverage which will help you to keep your inventory moving. It can help you stimulate sales for a specified period of time with discounted prices.

Ship and debit adjustments do not change inventory costs. Instead, they are recognized as a cost of goods sold sales reduction and affect your company's profit margins. Consequently, these adjustments also affect commission amounts.

Your company may have many different ship and debit adjustments set up with different suppliers and pertaining to many different items. Additionally, ship and debit adjustments are typically time sensitive. The system allows you to specify the period of time that you and your suppliers have set up for your adjustments. J.D. Edwards ship and debit processing helps you manage these complex adjustments and their resulting claims.

Note

If your business practices include ship and debit sales rebates, also known as design win ship and debit, use the Advanced Pricing system's rebate pricing adjustments.

See Also

- ❑ *Creating Rebate Adjustments* in the *Advanced Pricing Guide* for more information about using Advanced Pricing's rebate systems

Setting Up Ship and Debit Document Types

Prior to using J.D. Edwards ship and debit functionality, you must set up document types that will allow ship and debit processing.

► **To set up ship and debit document types**

From the Ship and Debit Processing menu (G4511), choose Document Type Maintenance.

1. On Work With Document Type, locate the document type you want to set up to process ship and debit transactions and click Select.

To create a new document type, click Add.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Document Type Revisions

Document Type

Inventory Sales Procurement SWM Work Order Definition Shipping

Order Category Regular Order

Interbranch Orders Regular Order

Other Quantity

Relieve On Hand Inventory at Ship Confirm Ship And Debit Processing

Next Numbering

Next Number System Code

Document Type Next Number

Send Status Notification

2. On Document Type Revisions, click the Sales tab and review the following fields and options:
 - Order Category
 - Interbranch Orders
 - Other Quantity
 - Relieve On Hand Inventory at Ship Confirm
 - Ship And Debit Processing
3. To allow ship and debit processing for the document type, click the Ship and Debit Processing option and click OK.

Setting Up Ship and Debit Items

You must set up specific ship and debit items to use with adjustments. Depending upon your business practices, you will need to set the inclusive or exclusive rule for each of your items.

Note

You can set up each item by either the exclusion or inclusion rule, but not both. If your business process changes and you need to change the exclusion or inclusion rules on your ship and debit items, you will need to delete all items and re-enter the items with the changed rule.

► To set up ship and debit items

From the Ship and Debit Processing menu (G4511), choose Ship and Debit Items.

1. On Work with Ship and Debit Items, locate the item and choose Set Rule from the Form menu.
2. On Set Inclusion or Exclusion, select one of the following options and click OK:
 - Inclusion
 - Exclusion

You cannot change the inclusion or exclusion rule if records already exist.

Defining Ship and Debit Adjustments

After you have made a ship and debit agreement with your supplier, you must define the information about the adjustment that the agreement creates within the system.

Before You Begin

- ❑ Set up a preference master and pricing hierarchy for ship and debit adjustments. See *Setting Up Advanced Pricing Hierarchies* in the *Advanced Pricing Guide* for more information.
- ❑ Set up the supplier's list price for the ship and debit items on Supplier Catalog Maintenance. See *Entering Items Using Supplier Catalogs* in the *Procurement Guide* for more information.
- ❑ Verify that you have Advanced Sales Pricing turned on. See *Setting Up Pricing Constants* in the *Advanced Pricing Guide* for more information.

► To define ship and debit adjustments

From the Ship and Debit Processing menu (G4511), choose Adjustments Definition.

1. On Work with Adjustment Types, click Add.
2. On Modify Adj. Controls, complete the following field:
 - Adjustment Name
For ship and debit adjustments, the adjustment name must equal your supplier's number.
3. Choose the Ship and Debit option and click OK.

4. On Price Adjustment Definition, complete the following fields:
 - Preference Hierarchy
 - Subledger in G/L
 - G/L Offset
5. Complete one or more of the following fields to have the adjustment apply only to a specific price group. Leave these fields blank to set up details for other price groups:
 - Order Detail Group
 - Customer Price Group

Item Price Group

6. You may enter information in the additional fields on the Price Adjustment Definition form, as necessary. If you do not enter information, the system supplies default information.
7. Click OK to set up the ship and debit adjustment definition.

Setting Up Ship and Debit Adjustment Details

Ship and debit adjustment details provide the parameters the system uses to calculate adjustments. Adjustment details contain basis codes that allow for added flexibility. The basis code, or factor value method, that you select for your ship and debit adjustment must equal 1 or 4.

When deciding which factor value method to select, consider whether your supplier dictates cost or percentage discount. Choose a factor value method that matches your supplier's practices.

When setting up ship and debit adjustments, you can specify that the system track the cost of an item after the debit has been subtracted. You can also further define adjustment details when you add adjustment definitions to adjustment schedules.

You review the Adjustment Balances table (F45715) to see the quantities and dates that apply to your ship and debit adjustments. You can also review the ship and debit adjustment detail, including the supplier, branch/plant, based on cost information and calculation formulas.

You can change quantity information from the Adjustment Balances program (P45715). You can also prorate expiration dates for adjustments.

You first set up adjustment balances for your ship and debit adjustments. You then set the parameters and assign relationships between the balances and the detail of your adjustments when you set up adjustment detail balances to your ship and debit adjustments.

► To set up ship and debit adjustment balances

From the Ship and Debit Processing menu (G4511), choose Adjustment Detail.

1. On Work with Adjustment Detail, enter the name of the adjustment and click Add.
2. On Preference Hierarchy Selection, choose the preference that you want for your agreement and click Select.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Balance Revisions

OK Cancel Form Tools

Agreement Name/Type: SAD3200 SA Branch Plant: 30
 Supplier Number: 4343 Parts Emporium Active
 Item Number: 3200 Integrated Circuit SD Cost

Groups: General Costs Quantities

Agreement Number - Supplier: PE00123 Person Responsible: 8444
 Effective Date: 08-01-05 Send Claim To: 6002
 Expired Date: 12-31-05 Claim Method: 1

3. On Balance Revisions, complete the following fields:
 - Agreement Name/Type
 - Supplier Number
 - Item Number
4. Choose the following applicable options:
 - Active
 - SD Cost
5. Click the General tab and complete the following fields:
 - Agreement Number - Supplier
 - Effective Date
 - Expired Date
 - Person Responsible
 - Send Claim To
 - Claim Method

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Balance Revisions

OK Cancel Form Tools

Agreement Name/Type: SAD3200 SA Branch Plant: 30
 Supplier Number: 4343 Parts Emporium Active
 Item Number: 3200 Integrated Circuit SD Cost

Groups: General Costs Quantities

Based On Cost: 117,0000 Lock Cost
 Factor Value Method: 1 Catalog:
 Formula Name: Currency Code: USD

6. Click the Costs tab and complete the following fields:

- Based On Cost
- Factor Value Method

For ship and debit adjustments, you must choose a factor value (basis code) of either 1 or 4 only.
- Formula Name
- Currency Code

PeopleSoft

Select Workspace: Active Foundation

Active Foundation

Personalize Change Role Sign Out

Balance Revisions

OK Cancel Form Tools

Agreement Name/Type: SAD3200 SA Branch Plant: 30

Supplier Number: 4343 Parts Emporium Active

Item Number: 3200 Integrated Circuit SD Cost

Groups: General Costs Quantities

Unit Of Measure: EA Quantity Open/Available: 980

Maximum Authorized Quantity: 1000 Quantity Applied: 20

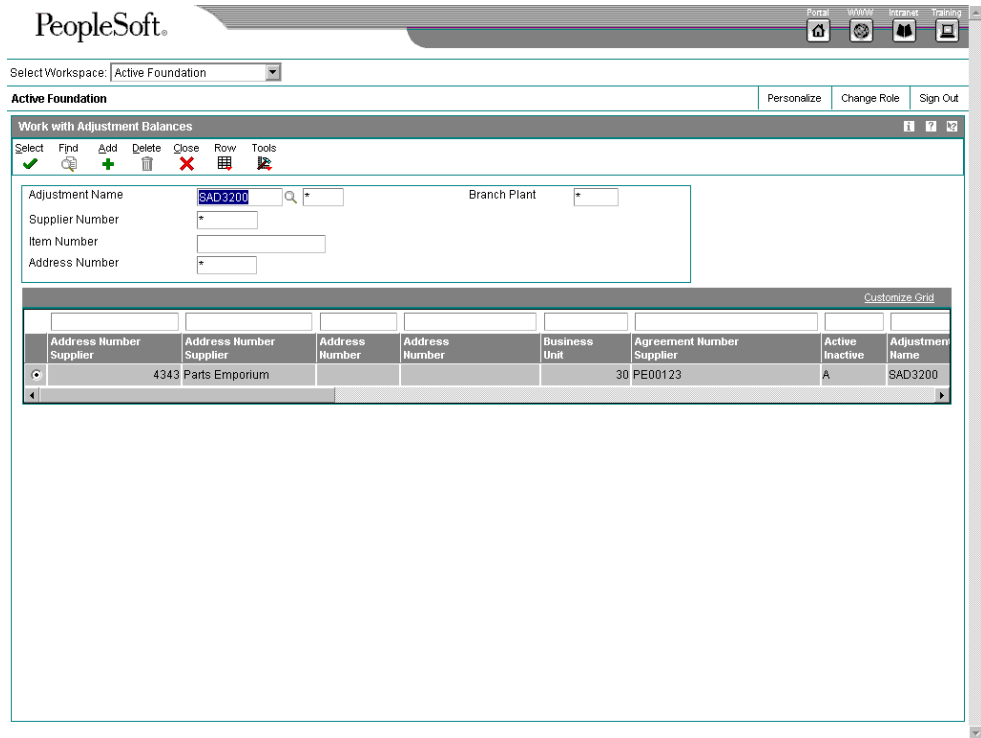
Minimum Quantity To Qualify: 1 Quantity Claimed:

7. Click the Quantities tab, complete the following fields, and click OK:
 - Unit Of Measure
 - Maximum Authorized Quantity
 - Minimum Quantity To Qualify

► **To set up ship and debit adjustment detail balances**

From the Ship and Debit Processing menu (G4511), choose Adjustment Balances.

1. On Work with Adjustment Balances, complete the following fields and click Find:
 - Agreement Number - Supplier
 - Agreement Name/Type
 - Branch Plant
 - Supplier Number
 - Item Number
 - Address Number



2. Review the following fields:

- Active
- Quantity Open/Available
- Quantity Applied
- Quantity Claimed
- Item Price Group
- Maximum Authorized Quantity
- Person Responsible
- Factor Value Method
- Expired Date
- Effective Date
- Claim Method
- Lock Cost
- Based On Cost

- Send Claim To
- Formula Name

Processing Options: Adjustment Balances (P45715)

Display Tab

These processing options control whether the system displays records within the Adjustment Balances program. They can also be used to control when the system will display agreement expiration warnings.

1. Adjustment Balance Records

Blank = All

2 = Inactive

1 = Active

Use this processing option to specify which adjustment balance records the system will display. Valid values are:

Blank = Display all adjustment balance records

1 = Display only the active adjustment balance records

2 = Display only the inactive adjustment balance records

2. Minimum Quantity Percentage

Use this processing option to specify the minimum percentage of quantity that the system allows before displaying an expiration warning. The system displays the quantity columns (for the adjustments that have passed the minimum quantity percentage) in a different color.

3. Minimum Remaining Quantity

Use this processing option to specify the minimum remaining quantity that the system allows before displaying an expiration warning. The system displays the quantity columns (for the adjustments that have passed the minimum quantity) in a different color.

4. Minimum Percentage of Remaining Days

Use this processing option to specify the minimum percentage of remaining days that the system allows before displaying an expiration warning. The system displays the expiration date columns (for adjustments that have passed the minimum percentage of remaining days) in a different color.

5. Minimum Number of Remaining Days

Use this processing option to specify the minimum number of remaining days that the system allows before displaying an expiration warning. The system displays the expiration date columns (for the adjustments that have passed the minimum number of remaining days) in a different color.

Process Tab

This processing option controls whether you can make changes to your adjustment balance records.

1. Adjustment Balance Changes

Blank = Do not allow

1 = Allow

Use this processing option to specify whether the system allows you to change adjustment balance records. Valid values are:

Blank Do not allow changes to records.

1 Allow changes to records.

Understanding Ship and Debit During Sales Order Processing

Ship and debit adjustments are applied when you click OK on any sales order that includes the items set up for ship and debit adjustments and the supplier with whom you have entered the agreement. Depending upon how you have set your processing options, the system will use either subsystem or batch processing.

You can access Ship and Debit History from the Customer Service Inquiry form. Use Ship and Debit History data to review pricing formula and cost information, as well as to review additional detail information about your agreement. You can also view the affected profit margin within Ship and Debit History.

When processing ship and debit adjustments through sales order entry, the supplier number should equal the primary vendor supplier number. Set up the primary source vendor at the item branch/plant, or enter it manually during order entry.

Because adjustments are time sensitive and can constantly change, you can re-evaluate your adjustments at processing points in the system such as Ship Confirmation or Sales Update. Ship and debit adjustments are based on the promised ship date in sales order detail. So, for example, should the actual ship date differ from the promised ship date, the system will reassign the agreement.

Adjustments assigned to sales order lines are finalized when you confirm shipments or run the sales update application.

To have the system recalculate or reassign adjustments during sales order processing, set the processing options in any of the following programs:

- Sales Order Entry (P4210)
- Held Order Release (P43070)
- Backorder Release and Report (R42118)
- Print Pick Slips (R42520)
- Shipment Confirmation (P4205)
- Sales Update (R42800)

Technical Considerations

Consider the following when processing ship and debit adjustments through sales order processing:

Document Type SO	Use document type SO when entering sales orders which include ship and debit items.
AAI 4234	Set up the ship and debit accrual/holding automatic accounting instructions. (4234)
Generate Claim Record and Claim Accrual Entries (R45800)	Prior to sales update, create a version, which will begin the Generate Claim Record and Claim Accrual Entries process (R45800). Run this version of the Update Customer Sales program when processing orders that include ship and debit adjustments.
Commission Maintenance (P42120)	Use the Commission Maintenance program to review changes to commission amounts. These changes are based on the after the sales cost reduction in the profit margin for orders that include ship and debit adjustments.

Working with Ship and Debit Claims

The claims for your ship and debit adjustments are created when you run the Generate Claim Record and Claim Accrual Entries application (R45800). The claim can then be sent to your supplier for approval. Claims can be submitted via Electronic Data Interchange (EDI).

The Generate Claim Record and Claim Accrual Entries application updates the Ship and Debit Claims table (F4576) and deletes expired data from the Ship and Debit History table (F4575). It will also update commission records.

Approved claims are then applied to the accounts payable amount for the supplier. In other words, the A/P amount is reduced by the amount of the claim. Claims can be applied manually or automatically through the Ship and Debit Claims program (P4576).

When you run the Update Customer Sales program, set the processing options to create a version to generate claim records and accrual entries (R45800). The Generate Claim Record and Claim Accrual Entries program (R45800) reduces the amount in the cost of good sold account by the total debit amount for that order line. A debit amount for that same cost of goods sold amount should be put into an accrual, or holding account, according to AAI 4234. The Generate Claim Record and Claim Accrual Entries program also updates the Ship and Debit Claims table (F4576), and deletes expired adjustment data from Ship and Debit History (F4575).

You can approve the claim prior to sending it to the supplier, or after it has been approved by the supplier. Use the Ship and Debit Claim Output report (R47761Z1) to update the claim records on the Ship and Debit Claims Unedited Transaction Table (F4576Z1).

When you receive approval from your supplier, run the Ship and Debit Update report (R47762Z1) to update the claims table.

Note

Rejected claims will need to be manually updated in the Ship and Debit Claims table (F4576).

See Also

- ❑ *Sending Ship and Debit Claims (844/ORDCHG) in the Data Interface for Electronic Data Interchange Guide*
- ❑ *Sending Documents in the Data Interface for Electronic Data Interchange Guide*
- ❑ *Updating Customer Sales in the Sales Order Management Guide*

Working with Repricing

You can set up adjustments to reprice sales orders. You reprice sales orders for the following reasons:

- To allow additional discounts or markups on groups of items
- To give different pricing to special items or customers
- To give global discounts based on the total quantity, weight, or amount of items within a product family

You set up repricing based on the amount of the order, weight of the items, or the total quantity of all items ordered. In the definition for each adjustment, you must specify whether you want to use the adjustment for basket or order repricing. To reprice an order line that has already been repriced, you set the processing option of the reprice program to allow order-detail lines to be repriced repeatedly.

Note

You can only use reprice adjustments for sales orders. If you use Advanced Pricing for Procurement, you can not reprice purchase order adjustments.

Working with the Basket Master

Use the Basket Master program (P4550) to enter and maintain baskets. You can define all characteristics of a basket, including the basket name (set up in the user defined code table 40/PI) and all of the items and item groups that are part of the basket. Note that the same item can be part of multiple baskets, and you can apply multiple baskets to a qualifying order.

You also can use the Basket Master program (P4550) to define the item characteristics, such as criteria for accumulations and adjustments, as well as pricing rules for the items and item groups.

When you set up the criteria for accumulations, you specify a basket accumulation rule (45/BA) that determines how the system applies adjustments to the baskets. The basket pricing rule (45/BP) that you specify also determines how the system applies adjustments.

The system stores master basket information in the Basket Master Header table (F4550).

Setting Up Basket Master Information

To use enhanced basket functionality, you must perform setup tasks for determining how the system applies the basket adjustments. First, you must indicate which items and item groups belong in the basket. You must also specify a basket accumulation rule (45/BA) and a basket pricing rule (45/BP) for the items that are contained in the basket. By doing so, you can specify discounts that apply to a particular item or item group as opposed to specifying a single discount for the entire basket.

The options for the basket accumulation rule (45/BA) are:

- 0: Include the item/item group in basket summary – no minimum required
- 1: Include the item/item group in basket summary – minimum required
- 2: Exclude the item/item group from basket summary – no minimum required

The options for the basket pricing rule (45/BP) are:

- 0: Standard basket adjustment
- 1: Exception pricing
- 2: Neither standard nor exception pricing

The Basket Master program (P4550) allows you to specify the unit of measure for accumulation, the basket accumulation rule, the basket pricing rule, and effective/expired dates as default information in the header portion of the form that defaults into the detail area, where the contents of the basket are itemized.

► **To set up basket master information**

From the Advanced Price and Adjustments menu (G42311), choose Advanced Pricing Setup, Adjustment Setup, and then choose Basket Master.

1. On Work with Basket Master, click Add.
2. On Basket Master Revisions, complete the following fields:
 - Basket Group
 - Description
 - Basket Unit of Measure
3. To provide information that the system uses as the default for each line in the area, complete the following fields:
 - Accumulation Rule
 - Pricing Rule
 - Effective Date
 - Expired Date
4. Add items and item groups in the detail area until you have added all of the contents of the basket, and then click OK.

Creating Basket-Level Adjustments

Basket repricing allows you to modify the price for items that based on a basket repricing group. The system searches the detail lines of a sales order to determine whether the items in are in a basket repricing group. When it finds items that belong to the group, it updates the order line with the new price.

You reprice sales orders:

- Through a batch program after order entry. The system bases new prices on the price in the original sales order detail line. It performs basket repricing first and then order repricing.
- Interactively during order entry by choosing the appropriate option from Sales Order Entry Detail. The batch program performs basket repricing first and then order repricing.
- Automatically at order entry when you set up processing option of the Sales Order Entry Detail program.

When you enter an order for items included in the basket repricing group, the system applies the item base price with adjustments. To use the reprice adjustment, select the appropriate function to reprice the order. Changes to the base price reflect your repricing adjustment.

You can also indicate whether the adjustment is an enhanced basket adjustment by choosing the appropriate option. If you specify an enhanced basket adjustment, the system provides you with the Adjustment Per Basket Item form, where you can enter the exception adjustment details. Otherwise, the system applies standard basket repricing.

► To create basket-level adjustments

From the Advanced Price and Adjustments menu (G42311), choose Advanced Pricing Setup, then Adjustment Setup, and then Price Adjustment Definitions.

1. On Work with Adjustment Types, click Add.

2. On Modify Adjustment Controls, complete the following field:

- Adjustment Name

3. Choose the following option:

- Basket Level Adjustment
4. Choose one of the following options for the control code and click OK:
 - Do not Print on Document
 - Print on Document
 - Add to Sales Detail File
 - Accrued to G/L
 - Rebate
 - Print on Invoice - Detached
 - Supplier Proof of Sales
 - Rounding Adjustment
 5. On Price Adjustment Definition, complete the fields for a typical adjustment definition. You must specify a preference hierarchy that includes item groups.
 6. To specify an adjustment for an enhanced basket, choose the following option and click OK:
 - Enable Basket Master

If you are not working with an enhanced basket, proceed to step 7. If you are working with an enhanced basket, you do not need to associate the basket reprice group name with the item branch/plant records.
 7. To attach the item, access the Work with Item Branch form from Inventory Master/Transactions (G4111).
 8. On Work with Item Branch, click Find.
 9. Choose the item and click Select.

PeopleSoft

Select Workspace: Active Foundation

Active Foundation Personalize Change Role Sign Out

Item/Branch Plant Info

Branch/Plant 10

Item Number 210 Mountain Bike, Red

Basic Branch/Plant Data Additional Info Not Processing

Item Price Group BICYCLE Bicycles

Basket Reprice Group Blank - Pricing Rule 40/PI

Order Reprice Group BICYCLE Bicycles

Margin Maintenance (%)

Cross-Docking

ABC Codes

Sales - Inventory	Margin - Inventory	Investment Inventory
<input type="radio"/> A Ranking	<input type="radio"/> A Ranking	<input type="radio"/> A Ranking
<input type="radio"/> B Ranking	<input type="radio"/> B Ranking	<input type="radio"/> B Ranking
<input type="radio"/> C Ranking	<input type="radio"/> C Ranking	<input type="radio"/> C Ranking
<input checked="" type="radio"/> D Ranking None	<input checked="" type="radio"/> D Ranking None	<input checked="" type="radio"/> D Ranking None

10. On Item/Branch Info, click the Additional Info tab and complete the following field:
 - Basket Reprice Group
11. Click OK.
12. On Item Branch Revisions, click OK to attach the item to the basket level adjustment.

Creating Item-Level Adjustments for Items in an Enhanced Basket

The enhanced basket repricing feature enables you to create item-level (including item group-level) adjustments for the items in an enhanced basket so that you can apply various discounts to the items or item groups rather than applying one standard adjustment to the entire basket. You enter exception information by using the Price Adjustment Detail Revisions program (P4072). The information that you can enter depends on the basket accumulation rule (45/BA) and the basket pricing rule (45/BP) set up in the Basket Master program (P4550).

After you enter exception information for the items or item groups in the enhanced basket, you cannot delete or change the corresponding records using the Basket Master program (P4550). If you need to change basket master information, you must first delete the exception information using the Price Adjustment Detail Revisions program (P4072).

If you specified that a minimum quantity of an item or item group is required in the basket accumulation rule (45/BA) and you do not specify that minimum quantity when entering exception information, the system does not apply the adjustment.

Before You Begin

- ❑ Ensure that you have chosen the option for enabling the enhanced basket repricing feature on the Price Adjustment Definition form (accessed when working with the Price Adjustment Type program (P4071)).

► To apply adjustments to items in an enhanced basket

From the Advanced Price and Adjustments menu (G42311), choose Advanced Pricing Setup, choose Adjustment Setup, and then choose Price & Adjustment Detail Revisions.

1. On Work with Adjustment Detail, complete the following field and click Add:
 - Adjustment Name
2. On Preference Hierarchy Selection, choose the appropriate preference and click Select.
3. On Price Adjustment Detail Revisions, complete the following field:
 - Item Group
4. Continue entering the adjustment information in the detail area.
5. From the Row menu, choose Adjustment Per Basket Item.
6. On Adjustment Per Basket Item, depending on the basket accumulation rule (45/BA) and the basket pricing rule (45/BP) that you specified in the Basket Master program (P4550), you can update the information in either or both of the following fields and click OK:
 - Quantity From
 - Factor Value Numeric

Note that if you do not enter any exception information for the items in the enhanced basket, then the system applies standard basket repricing.

Creating Order-Level Adjustments

You use order repricing to reprice items based on order groups. The system uses information in each detail line of an order to determine items in an order group. For items that belong to the group, the system creates an adjustment for the order as a whole and writes a new order detail line with the amount of the adjustment.

Order-level repricing is often used to add a line for freight costs. The weight, number, or some other variable of the entered items determines the amount of the additional line item. The added line adds freight costs.

When you enter an order using Sales Order Entry (P4210) for items included in the order repricing group, the system applies the item base price with adjustments. To use the reprice adjustment, select the Reprice Order option from the Form menu on the Sales Order Detail Revisions form. Changes to the base price reflect your repricing adjustment. You can also apply the line item to order groups.

► **To create an order-level adjustment**

From the Advanced Price and Adjustments menu (G42311), choose Advanced Pricing Set Up. From the Advanced Pricing Set Up menu, choose Adjustment Set Up. From the Adjustment Set Up menu, choose Price Adjustment Definition.

1. On Work with Adjustment Types, click Add.
2. On Modify Adj. Controls, enter an adjustment, choose the Add to Sales Detail File option and click OK.
3. On Price Adjustment Definition, complete the fields for a typical adjustment definition.
4. Choose the following option:
 - Order Level Adjustment
5. Click OK.
6. To attach the item, choose Item Branch/Plant from the Inventory Master/Transactions menu (G4111).
7. On Work With Item Branch, locate and choose the item and then click Select.
8. On Item/Branch Plant Info, click the Additional Info. tab and complete the following field:
 - Order Reprice Group
9. Click OK.

Repricing Sales Orders

You can provide a discount for your customer by repricing sales orders. You reprice the order using one of following three methods:

- Reprice after inquiring on an order
- Reprice at basket or order level
- Reprice automatically

Reprice after Inquiring on Order

After accepting the order and re-inquiring on the order, click Form and then Reprice Order.

Reprice at Basket or Order Level

From the Daily Processing menu (G4231121), choose Batch Adv Order/Basket Reprice.

You can evaluate a sales order and apply basket-level and order-level adjustments by running the Order and Basket level Pricing (R42750) program. The system writes basket adjustments to the Price Adjustment Ledger File table (F4074) and displays the information in the Price History (P4074) program. A basket adjustment may produce free goods, which are added as a new detail line to the sales order. Order-level adjustments are not written to the Price Adjustment Ledger File table (F4074). The system adds an order-level adjustment a

new detail line to the sales order. Order level adjustments may create free goods, which the system adds to the sales order as a new detail line.

You can use the Reprice from Scratch processing option on the Process tab in the Order and Basket Level Pricing (R42750) program to remove existing basket and order adjustments before recreating them. Use the Preserve Free Goods processing option on the Process tab to not change or delete free goods when re-pricing from scratch.

Reprice Automatically

Reprice automatically after the order is accepted. Set the processing option at sales order entry level.

Adjustment Revisions

Adjustment revisions allow you to make additional adjustments and to revise adjustments to purchase and sales order adjustments.

Before You Begin

- Set up a sales order that contains price adjustments.

Reviewing and Changing Price Adjustments During Order Entry

Pricing and availability of inventory items is crucial for placing a sales order. Use the Work with Price and Availability form to review pricing and availability of inventory items. Using this form, you can quickly review the price adjustments the system applied to an order line for a specific item.

You can also review the quantity breaks defined for an adjustment type or specify a different quantity break for the current order. To access Adjustment Quantity Break during sales order entry, the form must be accessed through the Work with Price and Availability form.

You can access the Check Price and Availability program (P4074) from the Sales Order Entry program (P4210). If you use Advanced Pricing, you must enter a version of Check Price and Availability in the processing options.

When making a change, you must also enter a code to provide a reason for the change.

Using Advanced Pricing for Procurement

For purchase orders, you can use Check Price and Availability to check price adjustments before entering a purchasing order. Use the Work with Price and Availability form to review pricing of inventory items. Using this form, you can quickly review the price adjustments the system applied to an order line for a specific item.

You can also review the quantity breaks defined for an adjustment type or specify a different quantity break for the current order. To access Adjustment Quantity Break during purchase order entry, the form must be accessed through the Work with Price and Availability form.

You can access the Check Price and Availability program (P4074) from a Row exit in the Purchase Orders program (P4310).

Before You Begin

- Set the Advanced field to yes on the Pricing Constants form.
- Set processing options to allow price changes.
- Set processing options so that prices appear.

Adding Adjustments during Order Entry

You can add an adjustment that applies to the current order detail line. You might do this in response to a negotiated discount and you can create a manual adjustment for any amount.

► To add adjustments during order entry

From the Sales Order Processing menu (G4211), choose Sales Order Detail.

1. On Customer Service Inquiry, locate the order to which you want to add the price adjustment and click Select.
2. On Sales Order Detail Revisions, select a row and choose Price History from the Row menu.
3. On Price History, review the adjustment information.
4. Select a row and choose Insert Adjustment from the Row menu to set up an adjustment.
5. Complete the following fields:
 - Seq No.
 - Adj Name
 - Factor Value Numeric
 - B C
 - Reason Code
6. Click OK.

Changing Price-Level Breaks During Order Entry

During sales order entry, you can change the level of discount a customer receives for an order. The price-level change applies only to the current order.

► To change price level breaks during order entry

From the Sales Order Processing menu (G4211), choose Sales Order Detail.

1. On Customer Service Inquiry, locate the order with the price adjustment you want to change and click Select.

2. On Sales Order Detail Revisions, select a row and choose Check Price from the Row menu.
3. On Check Price and Availability, review and edit the adjustment information.
4. Choose a row and choose Quantity Break from the Row menu to enter new price-level information.
5. Click OK.

Reviewing Customer Rebate Information

Based on your rebate accrual adjustment definition, the system calculates rebates based on the total amount, quantity, or weight of multiple orders, which accumulate to a volume history file. During order entry, you can access the volume history file to provide additional information to your customer.

► To review customer rebate information

From the Sales Order Processing menu (G4211), choose Sales Order Detail.

1. On Customer Service Inquiry, complete the search fields to locate the order or click Find.
2. From the Form menu, choose Rebate History.
3. On Rebate Volume History, complete the following fields and click Find:
 - Address Number
 - Effective Date
4. Choose the row and click Select.
5. On Volume History by Sales Details, review the rebate history for the Sold To address.
6. Click OK.
7. On Rebate Volume History, choose the row, and then choose Thresholds from the Row menu to review thresholds and factor values for the adjustment.

Reviewing Price and Adjustment Changes

From the Advanced Price and Adjustments menu (G42311), choose Pricing Reports. From the Pricing Reports menu, choose Periodic Processing. From the Periodic Processing menu, choose Batch Price and Adjustment.

The reports list all adjustments and the changes made to the adjustments. The reports also include any new adjustments, their effective dates, and new factor values.

Note that when running the adjustment reports, you must include the unit of measure field in data selection so that the update or addition adjustment value is applied consistently.

You can run the Price Adjustments Maintenance program (R41840) in proof or in final mode. Run the program in proof mode to review the report and make changes before you run the program in final mode. You can run this program in proof mode as many times as necessary.

When you set up the version of the Price Adjustments Maintenance program, you can choose fields that the system should select from the "based-on" table. Choosing specific fields is especially helpful if you do not want to print or update all of the information.

You can also print the Orders Affected by Price Change integrity report (R40821) to review orders that could potentially be changed by changes to adjustments.

Printing the Price Adjustment Report

When you run the Price Adjustments Maintenance program (R41840), the system prints only existing adjustments for each record that it selects. It does not make changes or updates. To run this version, leave all processing options blank.

Printing the Price Adjustment Revisions Report

You can make individual changes to adjustments using the Price Adjustment Detail Revisions form. Alternately, you can change adjustments or add adjustments using the Price Adjustments Maintenance program (R41840). The system bases new adjustments on the current adjustment selected by the report writer.

You choose the Price Adjustments Revisions version of this report. You can run this version in proof or final mode.

When you run this program, the system prints a report that shows the old and new factor values for each adjustment. You create this version by entering an adjustment factor and setting up processing options.

Printing the Future Adjustments Additions Report

To create new adjustments, choose the Future Adjustments Additions version. In the processing options for this version, enter the effective dates of the new adjustments. You can also specify whether the system updates the Price Adjustment Detail table (F4072) in the processing options.

The system bases new adjustments on the existing adjustment with the most recent expiration date. It assumes that the adjustments you want to create will be effective on a future date. To avoid possible problems, do not create adjustments for past dates. Do not change the sequencing for versions that create new adjustments. Changing sequencing causes the system to use the incorrect record.

You can change the new adjustment before the system writes it to the table. To do this, enter the adjustment type and factor in the processing options. The system uses this information to change the new adjustment.

If you leave the adjustment type and factor blank, the system copies the adjustments from the current adjustment. It does not create a new adjustment. You must specify a "from" and a "through" date or the system does not process the information.

Proof mode prints a listing of the additions that occur if you process these adjustments. Final mode lists the additions made when you select final.

Reviewing Orders Affected by Price Change

The Orders Affected by Price Change integrity report (R40821) lists the orders that could potentially change based on changes to adjustments, variables, or formulas since the date the orders were created.

Print the Orders Affected by Price Change for sales orders only.