



PeopleSoft EnterpriseOne Advanced Pricing 8.11 PeopleBook

November 2004

PeopleSoft EnterpriseOne Advanced Pricing 8.11 PeopleBook

SKU E1_FMS8.11APG-B 1104

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Contents

General Preface

About This PeopleBook Preface	.xi
PeopleSoft Application Prerequisites.....	.xi
PeopleSoft Application Fundamentals.....	.xi
Documentation Updates and Printed Documentation.....	.xii
Obtaining Documentation Updates.....	.xii
Ordering Printed Documentation.....	.xii
Additional Resources.....	.xiii
Typographical Conventions and Visual Cues.....	.xiv
Typographical Conventions.....	.xiv
Visual Cues.....	.xv
Country, Region, and Industry Identifiers.....	.xv
Currency Codes.....	.xvi
Comments and Suggestions.....	.xvi
Common Elements Used in PeopleBooks	.xvi

Preface

PeopleSoft EnterpriseOne Advanced Pricing Preface.....	.xix
PeopleSoft Products.....	.xix
PeopleSoft Application Fundamentals.....	.xix

Chapter 1

Getting Started with PeopleSoft EnterpriseOne Advanced Pricing.....	1
Advanced Pricing Overview.....	1
Advanced Pricing Business Processes.....	2
Advanced Pricing Integrations.....	5
Advanced Pricing Implementation.....	6
Global Implementation Steps.....	6
Application-Specific Implementation Steps.....	7
(BRA) Application-Specific Implementation Steps.....	7
Procurement-Specific Implementation Steps.....	7
Sales Order Management-Specific Implementation Steps.....	8

Chapter 2

Understanding Advanced Pricing.....	9
Advanced Pricing.....	9
Advanced Pricing Features.....	9
Advanced Pricing in Procurement.....	13

Chapter 3

Setting Up PeopleSoft EnterpriseOne Advanced Pricing.....	15
Understanding the Setup Requirements.....	15
Setting Up Advanced Pricing Constants.....	17
Understanding Advanced Pricing Constants.....	17
Forms Used to Set Up Advanced Pricing Constants.....	18
Setting Up System Constants.....	18
Setting Up Pricing Constants.....	20
Setting Up AAls for Advanced Pricing.....	22
Understanding AAls for Advanced Pricing.....	22
Prerequisites.....	23
Form Used to Set Up AAls for Advanced Pricing.....	23
Setting up AAls.....	23
(BRA) Setting Up Advanced Pricing for Repasse.....	25
Understanding Advanced Pricing for Repasse.....	25
Prerequisites.....	26
Forms Used to Set Up the Adjustment/Preference Name UDC (40/TY).....	27
Setting Up the Adjustment/Preference Name UDC (40/TY).....	27

Chapter 4

Using Base Pricing.....	29
Understanding Base Pricing.....	29
Understanding Base Pricing in Sales Order Management.....	30
Understanding Price Approvals.....	32
Prerequisites.....	36
Understanding Pricing in Procurement.....	36
Reviewing the Base Price Preference Hierarchy.....	39
Understanding the Base Price Preference Hierarchy.....	39
Form Used to Review the Base Price Preference Hierarchy.....	41
Reviewing the Preference Hierarchy for Base Prices.....	41
Setting Up Base Prices.....	41
Understanding Base Price Setup.....	42

Prerequisites.....	42
Forms Used to Set Up Base Prices.....	42
Setting Up a Base Price.....	42
Activating Pre-Existing Prices.....	43
Understanding the Price Approvals Conversion Program (R45210) for Activating Pre-Existing Prices.....	44
Setting Processing Options for the Price Approvals Conversion Program (R45210).....	44
 Chapter 5	
Working with Schedules and Adjustments.....	45
Understanding Schedules and Adjustments.....	45
Prerequisites.....	48
Setting Up Advanced Pricing Hierarchies.....	49
Understanding Advanced Pricing Hierarchies.....	49
Forms Used to Set Up Advanced Pricing Hierarchies.....	52
Setting Up a Preference Master.....	52
Defining a Pricing Hierarchy.....	53
Working with Adjustment Definitions.....	54
Understanding Adjustment Definitions.....	54
Forms Used to Work with Adjustment Definitions.....	56
Setting Up an Adjustment Definition.....	56
Displaying Promotional Information on Invoices and Purchase Orders.....	59
Specifying Mutual Exclusion for Price Adjustments.....	60
Building Adjustment Schedules.....	60
Understanding Adjustment Schedules.....	60
Forms Used to Build Adjustment Schedules.....	61
Building an Adjustment Schedule.....	61
Setting Up Adjustment Details.....	62
Understanding Adjustment Details.....	62
Understanding Basis Codes for Sales Adjustments.....	63
Understanding Basis Codes for Purchase Order Adjustments.....	65
Forms Used to Set Up an Adjustment Detail.....	67
Setting Up an Adjustment Detail.....	68
Generating New Price Adjustments in a Different Currency.....	70
Understanding Price Adjustments in a Different Currency.....	70
Setting Processing Options for the Advanced Price and Adjustment Program (R407201).....	72

Chapter 6

Working with Pricing	73
Understanding Pricing	73
Working with the Pricing Workbench	74
Understanding the Pricing Workbench	74
Pricing Search Queries	75
Forms Used to Work with the Pricing Workbench	76
Generating a Pricing Search Query	76
Viewing the Results of a Pricing Search Query	77
Mass Updating Price Adjustment Records	78
Working with Customer Price Lists	81
Understanding Customer Price Lists	81
Forms Used to Work with Customer Price Lists	83
Creating a Customer Price List and Building a Price List Shell	83
Specifying Price List Groups for Adjustments	84
Grouping Price List Adjustments Using Column Patterns	84
Creating Search Agents	85
Understanding Search Agents	85
Forms Used to Create a Search Agent	85

Chapter 7

Working with Buying Structures	87
Understanding Buying Structures	87
Understanding Tier Levels and Inheritance in Buying Structures	88
Setting Up Buying Structures for Pricing	90
Understanding the Setup for Buying Structures	90
Prerequisite	90
Forms Used to Set Up a Buying Structure	91
Determining the Root Parent in an Organizational Structure as of a Specific Date	91
Setting Processing Options for A/B Org Structure Browse Revisions (P0150)	92
Reviewing and Revising Buying Structures	93
Understanding Buying Structure Revisions	93
Forms Used to Review and Revise a Buying Structure	94
Creating Direct Price Adjustments	94
Understanding Direct Price Adjustments	94
Prerequisite	95
Form Used to Create a Direct Price Adjustment	95
Creating a Direct Price Adjustment	95

Chapter 8

Defining Override Search Groups.....	97
Understanding Override Search Groups.....	97
Using Advanced Pricing for Procurement.....	98
Prerequisites.....	98
Working with Complex Price Groups.....	99
Understanding Complex Price Groups.....	99
Prerequisite.....	100
Forms Used to Work with Complex Price Groups.....	101
Setting Up Complex Customer Price Groups.....	101
Setting Up Complex Item Price Groups.....	102
Generating Price Group Combinations.....	102
Understanding Price Group Combinations.....	103
Forms Used to Generate Price Groups.....	103
Defining Order Detail Groups.....	103
Understanding Order Detail Groups.....	103
Form Used to Define Order Detail Groups	104
Defining an Order Detail Group.....	104

Chapter 9

Working with Additional Adjustments.....	107
Understanding Additional Adjustments.....	107
Common Elements Used in This Chapter.....	108
Creating Free Goods Adjustments.....	112
Understanding Free Goods Adjustments.....	112
Prerequisite.....	113
Form Used to Create Free Goods Adjustments.....	113
Creating a Free Goods Adjustment.....	113
Working with Free Goods Catalogs.....	115
Understanding Free Goods Catalogs.....	115
Prerequisites.....	115
Forms Used to Work with Free Goods Catalogs.....	116
Creating a Free Goods Catalog.....	116
Working with Volume-Based Upselling.....	117
Understanding Volume-Based Upselling.....	117
Prerequisites.....	118
Form Used to Work with Volume-Based Upselling.....	118
Working with Rounding Rules.....	118
Understanding Rounding Rules.....	118

Prerequisite.....	119
Forms Used to Work with Rounding Rules.....	120
Setting Up Rounding Rules.....	120
Setting Up Volume Incentives.....	121
Understanding Volume Incentives.....	122
Prerequisite.....	122
Forms Used to Set Up Volume Incentives.....	123
Activating a Volume Incentive Adjustment.....	123
Setting Up Volume Incentive Information.....	123
Working with Rebate Adjustments.....	124
Understanding Rebate Adjustments.....	124
Understanding Rebate Accrual Adjustments.....	126
Understanding Standard Procurement Rebates.....	126
Understanding Supplier Proof of Sale Rebates.....	127
Understanding Tiered Rebates.....	128
Prerequisite.....	129
Forms Used to Work with Rebate Adjustments.....	129
Defining Rebate Thresholds.....	130
Creating a Supplier Proof of Sale Rebate.....	131
Working with Variable Price Adjustments.....	132
Understanding Variable Price Adjustments.....	132
Forms Used to Work with Variable Adjustments.....	133
Working with Sliding Rates.....	133
Understanding Sliding Rates.....	133
Forms Used to Work with Sliding Rates.....	135
Creating a Sliding Rate Adjustment.....	135
Creating Gross Profit Margin Adjustments.....	135
Understanding Gross Profit Margin Adjustments.....	136
Prerequisites.....	136
Forms Used to Create a Gross Profit Margin Adjustment.....	137
Defining Gross Profit Margin Target Adjustment Preference Detail.....	137
Defining Gross Profit Margin Target Adjustment Limits.....	138
Creating Extended Terms Adjustments.....	139
Understanding Extended Terms Adjustments.....	139
Prerequisites.....	139
Forms Used to Create an Extended Terms Adjustment.....	140
Defining Extended Terms Adjustment Preference Detail.....	140
Defining Extended Terms Adjustment Payment Terms.....	140
Working with Ship and Debit Adjustments.....	140
Understanding Ship and Debit Adjustments.....	141

Understanding Ship and Debit Adjustment Details.....	143
Prerequisites.....	143
Forms Used to Work with Ship and Debit Adjustments.....	144
Defining Ship and Debit Adjustments.....	145
Setting Processing Options for Adjustment Balances (P45715).....	145
Setting Up Ship and Debit Adjustment Balances.....	146

Chapter 10

Working with Repricing.....	149
Understanding Repricing.....	149
Understanding How to Review Price and Adjustment Changes.....	149
Understanding the Price Adjustment Report.....	150
Understanding the Price Adjustment Revisions Report.....	150
Understanding the Future Adjustments Additions Report.....	150
Understanding the Orders Affected by Price Change Report.....	151
Working with the Basket Master.....	151
Understanding the Basket Master.....	151
Prerequisite.....	152
Forms Used to Work with Basket Master Information.....	152
Setting Up Basket Master Information.....	152
Creating Basket-Level Adjustments.....	153
Applying Adjustments to Items in an Enhanced Basket.....	158
Understanding Item-Level Adjustments for Items in an Enhanced Basket.....	159
Prerequisite.....	159
Form Used to Apply Adjustments to Items in an Enhanced Basket.....	159
Applying an Adjustment to Item in an Enhanced Basket.....	159
Creating Order-Level Adjustments.....	160
Understanding Order-Level Adjustments.....	160
Form Used to Create an Order-Level Adjustment.....	161
Repricing Sales Orders.....	161
Understanding Sales Order Repricing.....	161
Revising Adjustments.....	162
Understanding Adjustment Revisions.....	162
Prerequisites.....	162
Forms Used to Revise Adjustments.....	163
Adding Adjustments During Order Entry.....	163
Changing Price-Level Breaks During Order Entry.....	163
Reviewing Customer Rebate Information.....	164

Chapter 11

Using the Promotion ID Feature.....165

Understanding the Promotion ID Feature.....165

Setting Up Promotion Status.....165

 Understanding Promotion Status.....165

 Forms Used to Set Up Promotion Status.....165

 Adding a Promotion Status.....166

Entering and Updating Promotion Information.....166

 Understanding Promotion Maintenance.....166

 Forms Used to Add Promotions.....166

 Adding a Promotion.....166

Associating Promotions.....167

 Understanding Promotion Association.....167

 Forms Used to Associate Promotions.....168

 Associating Promotion to an Adjustment.....168

 Associating a Promotion to an Order.....169

Appendix A

Delivered Workflow for PeopleSoft EnterpriseOne Advanced Pricing.....171

Delivered Workflow for PeopleSoft EnterpriseOne Advanced Pricing.....171

 Price Approval.....171

Glossary of PeopleSoft Terms.....173

Index 183

About This PeopleBook Preface

PeopleBooks provide you with the information that you need to implement and use PeopleSoft applications.

This preface discusses:

- PeopleSoft application prerequisites.
- PeopleSoft application fundamentals.
- Documentation updates and printed documentation.
- Additional resources.
- Typographical conventions and visual cues.
- Comments and suggestions.
- Common elements in PeopleBooks.

Note. PeopleBooks document only page elements, such as fields and check boxes, that require additional explanation. If a page element is not documented with the process or task in which it is used, then either it requires no additional explanation or it is documented with common elements for the section, chapter, PeopleBook, or product line. Elements that are common to all PeopleSoft applications are defined in this preface.

PeopleSoft Application Prerequisites

To benefit fully from the information that is covered in these books, you should have a basic understanding of how to use PeopleSoft applications.

You might also want to complete at least one PeopleSoft introductory training course, if applicable.

You should be familiar with navigating the system and adding, updating, and deleting information by using PeopleSoft menus, and pages, forms, or windows. You should also be comfortable using the World Wide Web and the Microsoft Windows or Windows NT graphical user interface.

These books do not review navigation and other basics. They present the information that you need to use the system and implement your PeopleSoft applications most effectively.

PeopleSoft Application Fundamentals

Each application PeopleBook provides implementation and processing information for your PeopleSoft applications. For some applications, additional, essential information describing the setup and design of your system appears in a companion volume of documentation called the application fundamentals PeopleBook. Most PeopleSoft product lines have a version of the application fundamentals PeopleBook. The preface of each PeopleBook identifies the application fundamentals PeopleBooks that are associated with that PeopleBook.

The application fundamentals PeopleBook consists of important topics that apply to many or all PeopleSoft applications across one or more product lines. Whether you are implementing a single application, some combination of applications within the product line, or the entire product line, you should be familiar with the contents of the appropriate application fundamentals PeopleBooks. They provide the starting points for fundamental implementation tasks.

Documentation Updates and Printed Documentation

This section discusses how to:

- Obtain documentation updates.
- Order printed documentation.

Obtaining Documentation Updates

You can find updates and additional documentation for this release, as well as previous releases, on the PeopleSoft Customer Connection website. Through the Documentation section of PeopleSoft Customer Connection, you can download files to add to your PeopleBook Library. You'll find a variety of useful and timely materials, including updates to the full PeopleSoft documentation that is delivered on your PeopleBooks CD-ROM.

Important! Before you upgrade, you must check PeopleSoft Customer Connection for updates to the upgrade instructions. PeopleSoft continually posts updates as the upgrade process is refined.

See Also

PeopleSoft Customer Connection, <https://www.peoplesoft.com/corp/en/login.jsp>

Ordering Printed Documentation

You can order printed, bound volumes of the complete PeopleSoft documentation that is delivered on your PeopleBooks CD-ROM. PeopleSoft makes printed documentation available for each major release shortly after the software is shipped. Customers and partners can order printed PeopleSoft documentation by using any of these methods:

- Web
- Telephone
- Email

Web

From the Documentation section of the PeopleSoft Customer Connection website, access the PeopleBooks Press website under the Ordering PeopleBooks topic. The PeopleBooks Press website is a joint venture between PeopleSoft and MMA Partners, the book print vendor. Use a credit card, money order, cashier's check, or purchase order to place your order.

Telephone

Contact MMA Partners at 877 588 2525.

Email

Send email to MMA Partners at peoplesoftpress@mmapartner.com.

See Also

PeopleSoft Customer Connection, <https://www.peoplesoft.com/corp/en/login.jsp>

Additional Resources

The following resources are located on the PeopleSoft Customer Connection website:

Resource	Navigation
Application maintenance information	Updates + Fixes
Business process diagrams	Support, Documentation, Business Process Maps
Interactive Services Repository	Interactive Services Repository
Hardware and software requirements	Implement, Optimize + Upgrade, Implementation Guide, Implementation Documentation & Software, Hardware and Software Requirements
Installation guides	Implement, Optimize + Upgrade, Implementation Guide, Implementation Documentation & Software, Installation Guides and Notes
Integration information	Implement, Optimize + Upgrade, Implementation Guide, Implementation Documentation and Software, Pre-built Integrations for PeopleSoft Enterprise and PeopleSoft EnterpriseOne Applications
Minimum technical requirements (MTRs) (EnterpriseOne only)	Implement, Optimize + Upgrade, Implementation Guide, Supported Platforms
PeopleBook documentation updates	Support, Documentation, Documentation Updates
PeopleSoft support policy	Support, Support Policy
Prerelease notes	Support, Documentation, Documentation Updates, Category, Prerelease Notes
Product release roadmap	Support, Roadmaps + Schedules
Release notes	Support, Documentation, Documentation Updates, Category, Release Notes
Release value proposition	Support, Documentation, Documentation Updates, Category, Release Value Proposition
Statement of direction	Support, Documentation, Documentation Updates, Category, Statement of Direction

Resource	Navigation
Troubleshooting information	Support, Troubleshooting
Upgrade documentation	Support, Documentation, Upgrade Documentation and Scripts

Typographical Conventions and Visual Cues

This section discusses:

- Typographical conventions.
- Visual cues.
- Country, region, and industry identifiers.
- Currency codes.

Typographical Conventions

This table contains the typographical conventions that are used in PeopleBooks:

Typographical Convention or Visual Cue	Description
Bold	Indicates PeopleCode function names, business function names, event names, system function names, method names, language constructs, and PeopleCode reserved words that must be included literally in the function call.
<i>Italics</i>	Indicates field values, emphasis, and PeopleSoft or other book-length publication titles. In PeopleCode syntax, italic items are placeholders for arguments that your program must supply. We also use italics when we refer to words as words or letters as letters, as in the following: Enter the letter <i>O</i> .
KEY+KEY	Indicates a key combination action. For example, a plus sign (+) between keys means that you must hold down the first key while you press the second key. For ALT+W, hold down the ALT key while you press the W key.
Monospace font	Indicates a PeopleCode program or other code example.
“ ” (quotation marks)	Indicate chapter titles in cross-references and words that are used differently from their intended meanings.

Typographical Convention or Visual Cue	Description
... (ellipses)	Indicate that the preceding item or series can be repeated any number of times in PeopleCode syntax.
{ } (curly braces)	Indicate a choice between two options in PeopleCode syntax. Options are separated by a pipe ().
[] (square brackets)	Indicate optional items in PeopleCode syntax.
& (ampersand)	When placed before a parameter in PeopleCode syntax, an ampersand indicates that the parameter is an already instantiated object. Ampersands also precede all PeopleCode variables.

Visual Cues

PeopleBooks contain the following visual cues.

Notes

Notes indicate information that you should pay particular attention to as you work with the PeopleSoft system.

Note. Example of a note.

If the note is preceded by *Important!*, the note is crucial and includes information that concerns what you must do for the system to function properly.

Important! Example of an important note.

Warnings

Warnings indicate crucial configuration considerations. Pay close attention to warning messages.

Warning! Example of a warning.

Cross-References

PeopleBooks provide cross-references either under the heading “See Also” or on a separate line preceded by the word *See*. Cross-references lead to other documentation that is pertinent to the immediately preceding documentation.

Country, Region, and Industry Identifiers

Information that applies only to a specific country, region, or industry is preceded by a standard identifier in parentheses. This identifier typically appears at the beginning of a section heading, but it may also appear at the beginning of a note or other text.

Example of a country-specific heading: “(FRA) Hiring an Employee”

Example of a region-specific heading: “(Latin America) Setting Up Depreciation”

Country Identifiers

Countries are identified with the International Organization for Standardization (ISO) country code.

Region Identifiers

Regions are identified by the region name. The following region identifiers may appear in PeopleBooks:

- Asia Pacific
- Europe
- Latin America
- North America

Industry Identifiers

Industries are identified by the industry name or by an abbreviation for that industry. The following industry identifiers may appear in PeopleBooks:

- USF (U.S. Federal)
- E&G (Education and Government)

Currency Codes

Monetary amounts are identified by the ISO currency code.

Comments and Suggestions

Your comments are important to us. We encourage you to tell us what you like, or what you would like to see changed about PeopleBooks and other PeopleSoft reference and training materials. Please send your suggestions to:

PeopleSoft Product Documentation Manager PeopleSoft, Inc. 4460 Hacienda Drive Pleasanton, CA 94588

Or send email comments to doc@peoplesoft.com.

While we cannot guarantee to answer every email message, we will pay careful attention to your comments and suggestions.

Common Elements Used in PeopleBooks

Address Book Number

Enter a unique number that identifies the master record for the entity. An address book number can be the identifier for a customer, supplier, company, employee, applicant, participant, tenant, location, and so on. Depending on the application, the field on the form might refer to the address book number as the customer number, supplier number, or company number, employee or applicant id, participant number, and so on.

As If Currency Code	Enter the three-character code to specify the currency that you want to use to view transaction amounts. This code allows you to view the transaction amounts as if they were entered in the specified currency rather than the foreign or domestic currency that was used when the transaction was originally entered.
Batch Number	Displays a number that identifies a group of transactions to be processed by the system. On entry forms, you can assign the batch number or the system can assign it through the Next Numbers program (P0002).
Batch Date	Enter the date in which a batch is created. If you leave this field blank, the system supplies the system date as the batch date.
Batch Status	Displays a code from user-defined code (UDC) table 98/IC that indicates the posting status of a batch. Values are: <i>Blank:</i> Batch is unposted and pending approval. <i>A:</i> The batch is approved for posting, has no errors and is in balance, but it has not yet been posted. <i>D:</i> The batch posted successfully. <i>E:</i> The batch is in error. You must correct the batch before it can post. <i>P:</i> The system is in the process of posting the batch. The batch is unavailable until the posting process is complete. If errors occur during the post, the batch status changes to E. <i>U:</i> The batch is temporarily unavailable because someone is working with it, or the batch appears to be in use because a power failure occurred while the batch was open.
Branch/Plant	Enter a code that identifies a separate entity as a warehouse location, job, project, work center, branch, or plant in which distribution and manufacturing activities occur. In some systems, this is called a business unit.
Business Unit	Enter the alphanumeric code that identifies a separate entity within a business for which you want to track costs. In some systems, this is called a branch/plant.
Category Code	Enter the code that represents a specific category code. Category codes are user-defined codes that you customize to handle the tracking and reporting requirements of your organization.
Company	Enter a code that identifies a specific organization, fund, or other reporting entity. The company code must already exist in the F0010 table and must identify a reporting entity that has a complete balance sheet.
Currency Code	Enter the three-character code that represents the currency of the transaction. PeopleSoft EnterpriseOne provides currency codes that are recognized by the International Organization for Standardization (ISO). The system stores currency codes in the F0013 table.
Document Company	Enter the company number associated with the document. This number, used in conjunction with the document number, document type, and general ledger date, uniquely identifies an original document. If you assign next numbers by company and fiscal year, the system uses the document company to retrieve the correct next number for that company.

If two or more original documents have the same document number and document type, you can use the document company to display the document that you want.

Document Number

Displays a number that identifies the original document, which can be a voucher, invoice, journal entry, or time sheet, and so on. On entry forms, you can assign the original document number or the system can assign it through the Next Numbers program.

Document Type

Enter the two-character UDC, from UDC table 00/DT, that identifies the origin and purpose of the transaction, such as a voucher, invoice, journal entry, or time sheet. PeopleSoft EnterpriseOne reserves these prefixes for the document types indicated:

P: Accounts payable documents.

R: Accounts receivable documents.

T: Time and pay documents.

I: Inventory documents.

O: Purchase order documents.

S: Sales order documents.

Effective Date

Enter the date on which an address, item, transaction, or record becomes active. The meaning of this field differs, depending on the program. For example, the effective date can represent any of these dates:

- The date on which a change of address becomes effective.
- The date on which a lease becomes effective.
- The date on which a price becomes effective.
- The date on which the currency exchange rate becomes effective.
- The date on which a tax rate becomes effective.

Fiscal Period and Fiscal Year

Enter a number that identifies the general ledger period and year. For many programs, you can leave these fields blank to use the current fiscal period and year defined in the Company Names & Number program (P0010).

G/L Date (general ledger date)

Enter the date that identifies the financial period to which a transaction will be posted. The system compares the date that you enter on the transaction to the fiscal date pattern assigned to the company to retrieve the appropriate fiscal period number and year, as well as to perform date validations.

PeopleSoft EnterpriseOne Advanced Pricing Preface

This preface discusses:

- PeopleSoft products
- PeopleSoft application fundamentals

PeopleSoft Products

This PeopleBook refers to these PeopleSoft products:

- PeopleSoft EnterpriseOne Procurement and Subcontract Management
- PeopleSoft EnterpriseOne Sales Order Management
- PeopleSoft EnterpriseOne Inventory Management
- PeopleSoft EnterpriseOne Accounts Payable
- PeopleSoft EnterpriseOne Accounts Receivable

PeopleSoft Application Fundamentals

Additional, essential information describing the setup and design of your system appears in a companion volume of documentation called *PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook*.

See Also

PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, “PeopleSoft EnterpriseOne Inventory Management Preface”

CHAPTER 1

Getting Started with PeopleSoft EnterpriseOne Advanced Pricing

This chapter discusses:

- Advanced Pricing overview.
- Advanced Pricing business processes.
- Advanced Pricing integrations.
- Advanced Pricing implementation.

Advanced Pricing Overview

Pricing is probably one of the most complex aspects of the business; it may take you considerable time to plan, set up, and maintain pricing information. The Advanced Pricing setup is straightforward and requires minimal maintenance. You can use Advanced Pricing to manage pricing in Procurement, Sales Order Management, Service Management, and Case Management systems.

If your sales organization does not require the extensive features of Advanced Pricing, you can use the standard price adjustment module, or base pricing, available in Sales Order Management.

With Advanced Pricing, you can adjust prices for each promotion or deal, and then combine adjustments into a pricing structure or schedule. You can define unlimited price adjustments and combine regular discounts and promotions within the same schedule. Set up free goods catalogs to display and promote items and use rebates to encourage customers to purchase a greater volume of goods or services.

Advanced Pricing enables you to group customers and items so you can accommodate different market sectors and product lines; you do not have to define adjustments for each item or customer. You can define price groups by customers, items, customer groups, or item groups. You can also identify customers by Sold To, Ship To, or Parent addresses. Use buying structures to manage and customize a customer's pricing based on their organizational level.

The Pricing Workbench enables you to view all pricing scenarios on one form; you can locate all pricing-related information for a customer and different scenarios and avoid conducting numerous customer inquiries.

In Advanced Pricing for Procurement, you can process adjustments per line item. You can also create hierarchical search sequences. Similar to Sales Order Management, you can set up and track free goods and rebates using Advanced Pricing. You can conduct an online review of adjustment history as well.

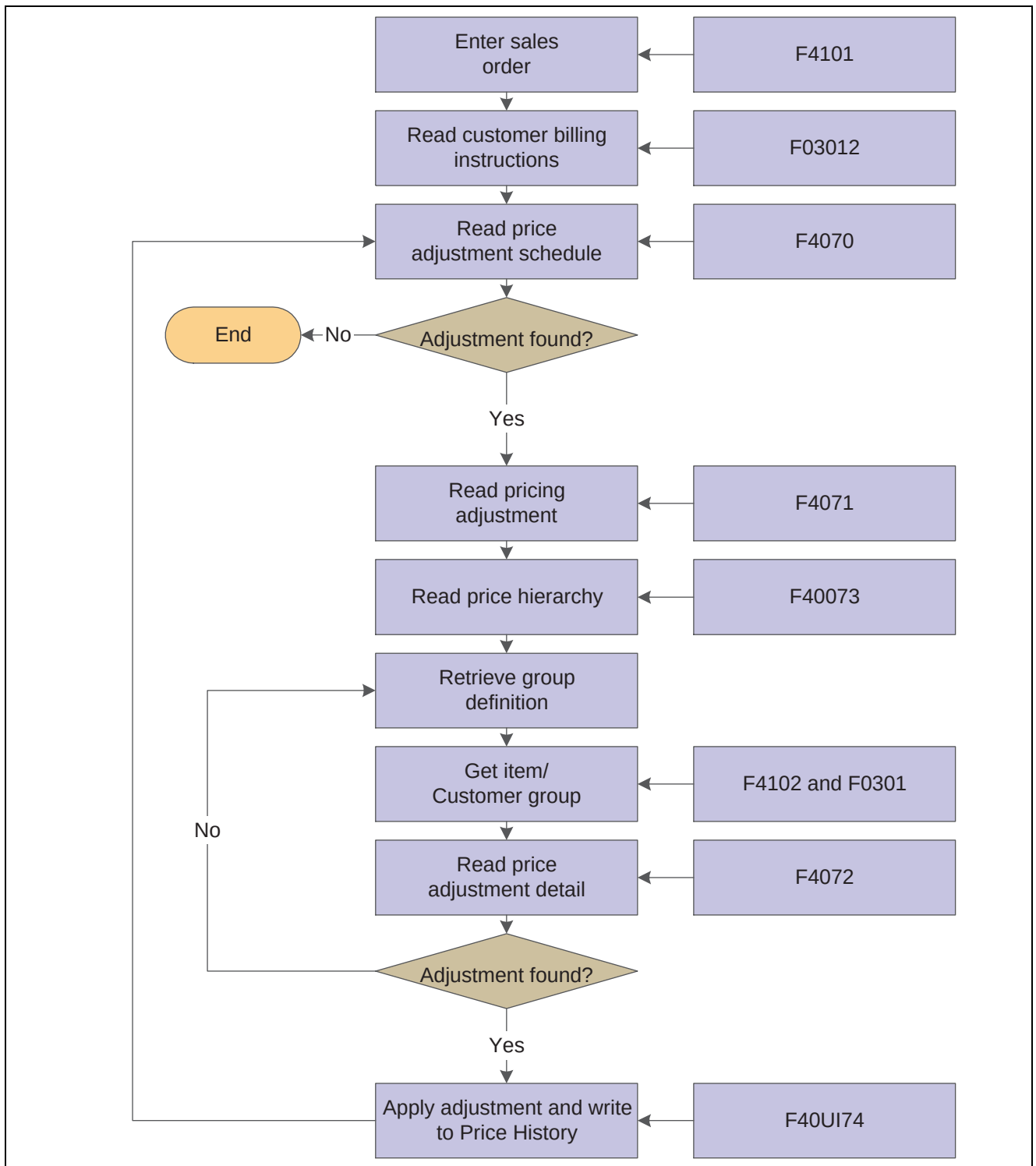
This PeopleBook discusses the setup and implementation features of Advanced Pricing for Procurement and Sales Order Management. Service Management and Case Management advanced pricing information is located in the PeopleSoft EnterpriseOne Service Management 8.11 PeopleBook and the PeopleSoft CRM Support Applications 8.11 PeopleBook.

See PeopleSoft EnterpriseOne Customer Relationship Management 8.11 Support Applications PeopleBook.

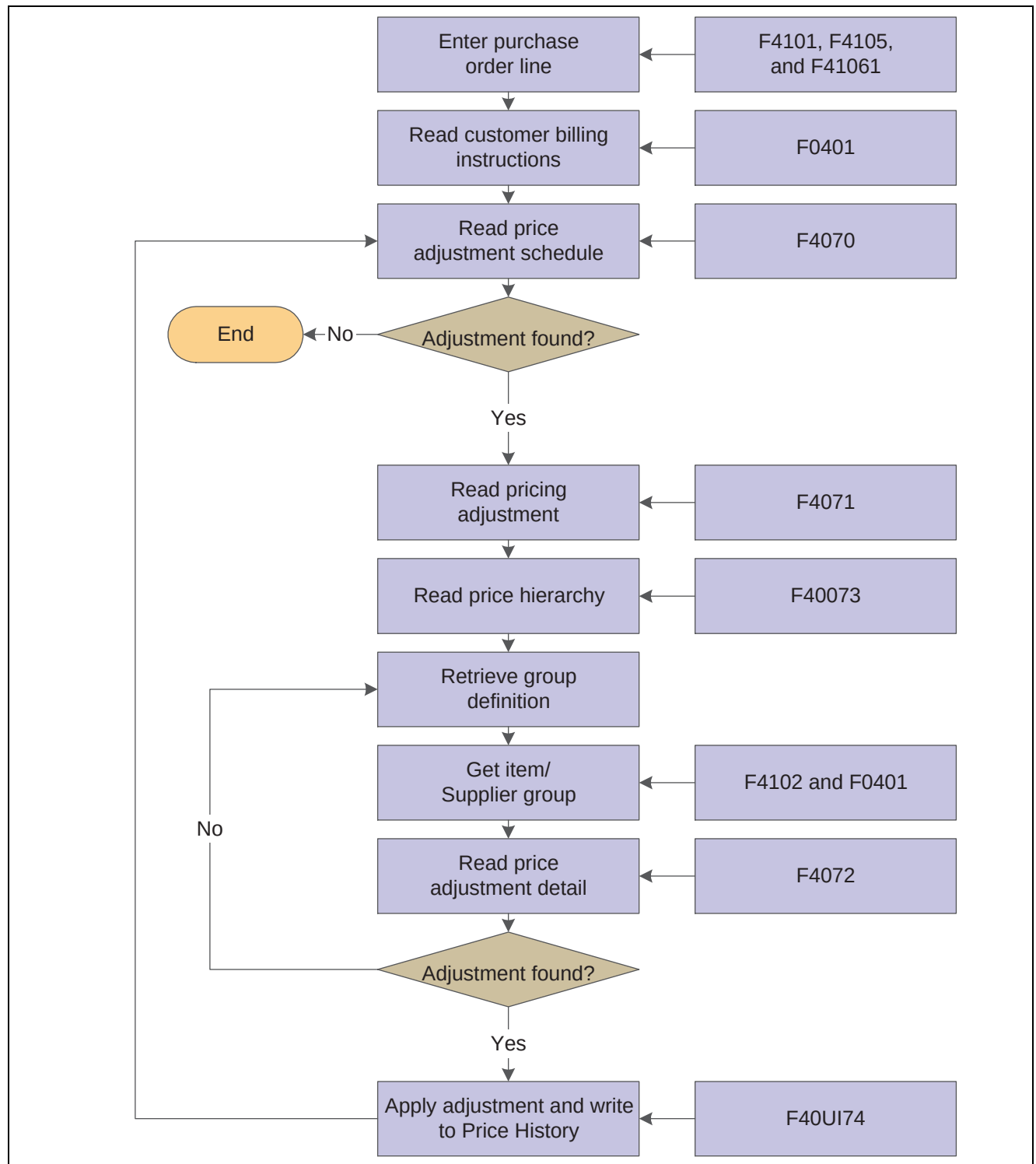
See PeopleSoft EnterpriseOne Service Management 8.11 PeopleBook.

Advanced Pricing Business Processes

These process flows illustrate the Advanced Pricing Sales Order Management and Procurement business processes:



Sales Order Management Advanced Pricing process flow



Procurement Advanced Pricing process flow

We discuss these business processes in the business process chapters in this PeopleBook.

Advanced Pricing Integrations

The Advanced Pricing system integrates with these EnterpriseOne systems:

- Accounts Payable
- Accounts Receivable
- Inventory Management
- Sales Order Management
- Procurement
- Service Management
- Case Management
- General Accounting

We discuss integration considerations in the implementation chapters in this PeopleBook. Supplemental information about third-party application integrations is located on the PeopleSoft Customer Connection website.

Accounts Payable

You set up supplier records in the Supplier Master. The system uses supplier information as a pricing default, such as the Adjustment Schedule or supplier group. The Accounts Payable system tracks and accrues rebate and approved ship and debit claim information.

Accounts Receivable

You set up customer records in the Customer Master and then define price groups by customer or customer group. In the Customer Billing instructions, you set up the customer information that the system uses as a price default, such as the Adjustment Schedule or customer group. The Accounts Receivable system tracks rebate and price adjustment information and can be set up to print the adjustment information on customer invoices.

Inventory Management

You set up items and sales and purchase price levels in the Inventory Management system and then define price groups by item or item group. You can use the category codes to create item groups and set up the standard units of measure for all items across all branch/plants to convert to the specified pricing unit of measure. In the Inventory Management system, you can specify multiple units of measure to locate base prices and adjustments.

Sales Order Management

When a sales order is processed, the system first verifies the base price of the item, then bypasses the standard price adjustments and uses Advanced Pricing to apply specific schedules and adjustments to the order.

Procurement

When a purchase order is processed, the system first verifies the unit cost of the item, then bypasses the standard price adjustments and uses Advanced Pricing to apply specific schedules and adjustments to the order.

Service Management

Advanced pricing hierarchies can be set up and applied to contracts and work orders. When a work order is processed, the system uses the hierarchy to calculate the adjustments to apply to the work order for billing.

Case Management

Advanced pricing hierarchies can be set up and applied to cases. When a case is processed, the system uses the hierarchy to calculate the adjustments to apply to the case for billing.

General Accounting

Automatic Accounting Instructions (AAIs) provide the rules the system uses to create general ledger entries automatically. AAIs direct how price adjustments are recorded in the general ledger.

Advanced Pricing Implementation

This section provides an overview of the steps that are required to implement the Advanced Pricing system.

In the planning phase of your implementation, take advantage of all PeopleSoft sources of information, including the installation guides and troubleshooting information. A complete list of these resources appears in the preface in the *About These PeopleBooks*, with information about where to find the most current version of each.

Global Implementation Steps

This table lists the suggested global implementation steps for PeopleSoft EnterpriseOne Advanced Pricing:

Step	Reference
1. Set up global user defined codes.	<i>PeopleSoft EnterpriseOne Tools 8.94: Foundation PeopleBook</i>
2. Set up companies, fiscal date patterns, and business units.	<i>PeopleSoft EnterpriseOne Financial Management Solutions Application Fundamentals 8.11 PeopleBook</i> , “Setting Up an Organization”
3. Set up next numbers.	<i>PeopleSoft EnterpriseOne Tools 8.94: Foundation PeopleBook</i>
4. Set up accounts, and the chart of accounts.	<i>PeopleSoft EnterpriseOne Financial Management Solutions Application Fundamentals 8.11 PeopleBook</i> , “Setting Up Accounts”
5. Set up the General Accounting constants.	<i>PeopleSoft EnterpriseOne General Accounting 8.11 PeopleBook</i> , “Setting Up the General Accounting System”
6. Set up multicurrency processing, including currency codes and exchange rates.	<i>PeopleSoft EnterpriseOne Multicurrency Processing 8.11 PeopleBook</i>, “Setting Up General Accounting for Multicurrency Processing” <i>PeopleSoft EnterpriseOne Multicurrency Processing 8.11 PeopleBook</i>, “Setting Up Exchange Rates”
7. Set up ledger type rules.	<i>PeopleSoft EnterpriseOne Financial Management Solutions Application Fundamentals 8.11 PeopleBook</i> , “Setting Up Ledger Type Rules for General Accounting”
8. Enter address book records.	<i>PeopleSoft EnterpriseOne Address Book 8.11 PeopleBook</i> , “Entering Address Book Records”

Step	Reference
9. Set up inventory information such as branch/plant constants, default locations and printers, manufacturing and distribution AAI's, and document types.	<i>PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook</i> , "Setting Up the Inventory Management System"
10. Set up shop floor calendars.	<i>PeopleSoft EnterpriseOne Shop Floor Management 8.11 PeopleBook</i> , "Setting Up Shop Floor Management"
11. Set up order activity rules.	<i>PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook</i> , "Setting Up the System for Sales Order Management"

Application-Specific Implementation Steps

This table lists the required implementation steps for the Advanced Pricing system:

Step	Reference
1. Set up system and Advanced Pricing constants.	<u>Chapter 3, "Setting Up PeopleSoft EnterpriseOne Advanced Pricing," page 15</u>
2. Set up AAI's.	<u>Chapter 3, "Setting Up PeopleSoft EnterpriseOne Advanced Pricing," page 15</u>

(BRA) Application-Specific Implementation Steps

This table lists the additional required implementation step for the Advanced Pricing system for Brazil:

Step	Reference
1. Set up the Adjustment/Preference Name (UDC 40/TY) and associate codes to special handling codes (UDC 76/CN).	<u>Chapter 3, "Setting Up PeopleSoft EnterpriseOne Advanced Pricing," page 15</u>

Procurement-Specific Implementation Steps

This table lists the required implementation steps for Advanced Pricing in the Procurement system:

Step	Reference
1. Set up order line types.	<i>PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook</i> , "Setting Up the System"
2. Set up supplier and item information.	<i>PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook</i>, "Managing Suppliers" <i>PeopleSoft EnterpriseOne Accounts Payable 8.11 PeopleBook</i>, "Entering Supplier Information"
3. Define supplier prices.	<i>PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook</i>, "Entering Item Inventory Information" <i>PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook</i>, "Managing Suppliers"

Step	Reference
4. (Optional) Define supplier rebate agreements.	<i>PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook, "Managing Suppliers"</i>
5. (Optional) Set up landed costs.	<i>PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook, "Managing Suppliers"</i>

Sales Order Management-Specific Implementation Steps

This table lists the required implementation steps for Advanced Pricing in the Sales Order Management system:

Step	Reference
1. Set up customer information.	<i>PeopleSoft EnterpriseOne Accounts Receivable 8.11 PeopleBook, "Setting Up Customer Master Information"</i>
2. Set up item and price information.	• <i>PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, "Entering Item Inventory Information"</i> • <i>PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, "Setting Up Base and Standard Pricing"</i>
3. Define customer billing instructions.	<i>PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, "Setting Up the System for Sales Order Management"</i>
4. Set up order line types.	<i>PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, "Setting Up the System for Sales Order Management"</i>
5. (Optional) Set up commissions.	<i>PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, "Setting Up the System for Sales Order Management"</i>

CHAPTER 2

Understanding Advanced Pricing

This chapter provides an overview of Advanced Pricing and discusses:

- Advanced pricing features.
- Advanced pricing in procurement.

Advanced Pricing

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.
- Enabling sales and marketing organizations the freedom to develop pricing strategies to target different market sectors.
- Providing the ability to react promptly and effectively to your competitor's pricing strategies and to marketing conditions.

The PeopleSoft System enables you to adjust base pricing using one of two price adjustment solutions:

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

Advanced Pricing Features

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

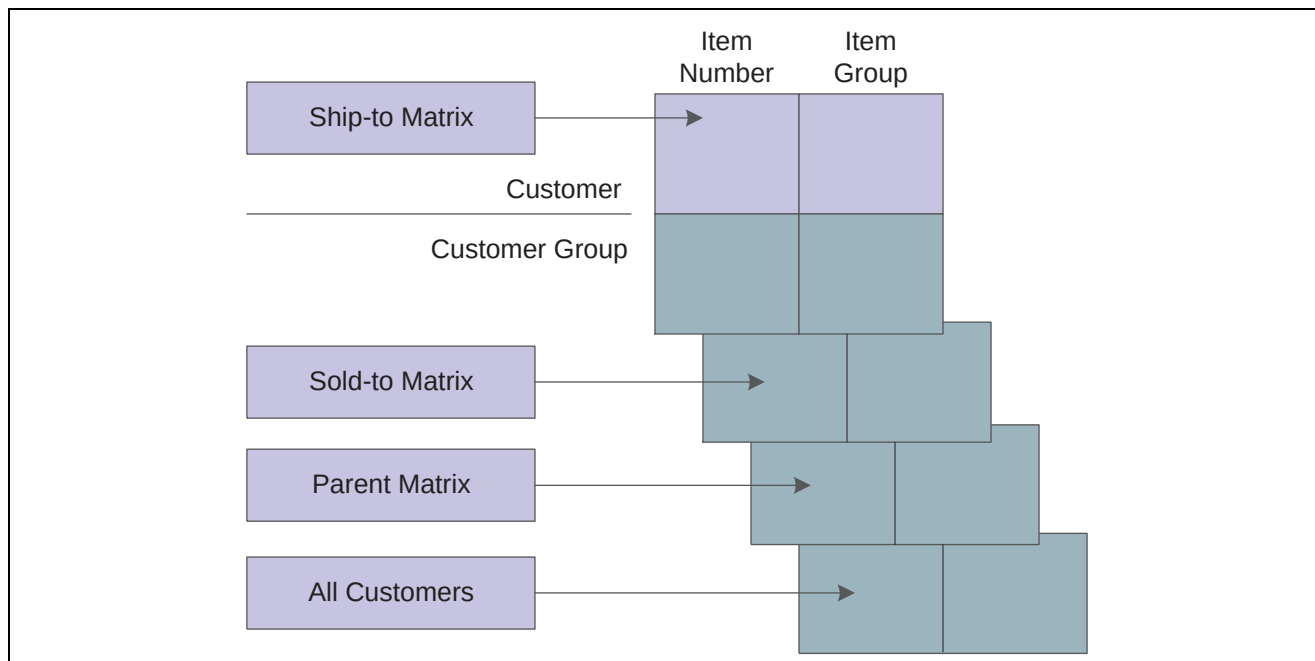
Advanced Pricing provides flexibility when defining pricing. You can easily adjust prices for each promotion or deal and then combine the adjustments into a pricing structure or schedule. Within each schedule, you can define unlimited price adjustments. You can also combine regular discounts and promotions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

This diagram illustrates the differences between base pricing offered by Sales Order Management and the pricing available to you in Advanced Pricing:



Comparing a base pricing matrix with an advanced pricing matrix

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 provide you with great flexibility in defining pricing schedules. You can adjust the price:

- By a specified percentage of the base price.
- By a percentage of the current net price.
- By a percentage dollar amount of 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 the sales order detail or 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 F4106 table 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 (Item Master Unit of Measure Conversion) program (P41002) in Inventory Management 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

Volume incentives allows 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 set up a volume incentive adjustment based on either single-rate pricing or sliding-rate pricing.

Volume 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.

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 enables 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) enable you to set up liability accounts for royalties, commissions, and rebates. Accruals do not affect the price of the order, but appropriate expense and liability entries are created when using the Sales Update program (R42800).

Rebates

Businesses use rebates to encourage customers to purchase a greater volume of goods or services. You can calculate rebates 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 adjustment information prints 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 PeopleSoft Workflow Management.

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. Advanced Pricing 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 Procurement provides more details to the customer about the price breaks that suppliers extend to you, the customer. You can maintain rates and adjustment details.

The Advanced Pricing features that are integrated with Procurement 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."

CHAPTER 3

Setting Up PeopleSoft EnterpriseOne Advanced Pricing

This chapter provides an overview of the setup requirements and discusses how to:

- Set up Advanced Pricing constants.
- Set up automatic accounting instructions (AAIs) for Advanced Pricing.
- Set up Advanced Pricing for Repasse.

Understanding the Setup Requirements

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

This table lists the Advanced Pricing setup features:

Feature	Description
System Constants	Constants provide the system with 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.

Feature	Description
AAIs	AAIs provide Sales Order Management with accounting information and general ledger relationships for interacting with General Accounting.
Brazilian Price Adjustment Codes	Advanced Pricing is integrated with the Brazil Sales Order Tax Calculator to compute calculations such as trade, pricing rule, ICMS (<i>Imposto Sobre Circulação de Mercadorias e Serviços</i>) repassediscounts, and free port zone discounts.

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

Feature	Description
Address Book Revisions	You can enter category codes with which you create customer groups.
Item Master	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. For purchase orders, the system uses the purchase price level to identify whether the system retrieves the unit cost from the F4105 or the F41061 table.
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

PeopleSoft EnterpriseOne Address Book 8.11 PeopleBook, “Entering Address Book Records”

PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, “Entering Item Inventory Information,” Entering Item Master Information

PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, “Entering Item Inventory Information,” Entering Branch/Plant Information

PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, “Setting Up the Inventory Management System,” Setting Up Standard Units of Measure

PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook, “Setting Up the System,” Setting Up Landed Costs

PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook, “Managing Suppliers,” Defining Supplier Prices and Discount Rules

Setting Up Advanced Pricing Constants

This section provides an overview of Advanced Pricing constants and discusses how to set up:

- System constants
- Pricing constants

Understanding Advanced Pricing Constants

Set up system constants to determine which functions to perform. For example, if you have several branch/plants and 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 Sales Price Based on Date system constant to determine what date the system uses to retrieve a valid base price or adjustment for the purchase order. You can base the price on the system date, the order or transaction date, the requested date, or the date on which you receive the items. In Procurement, the ship date is actually the day on which you receive the goods, the Receipt Date; you cannot use the option, Invoice Date.

The system uses pricing constants information to control whether Sales Order Management, Procurement, or both systems 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.

Forms Used to Set Up Advanced Pricing Constants

Form Name	Form ID	Navigation	Usage
System Constants	W41001F	Sales Order Management Setup (G4241), Branch/Plant Constants Select Sys Constants (system constants) from the Form menu on the Branch/Plant Constants form.	Set up and review system constants.
Pricing Constants	W41001D	Select Price Constants from the Form menu on the Branch/Plant Constants form .	Set up and review pricing constants.

Setting Up System Constants

Access the System Constants form.

Branch/Plant Constants - 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

Sales Price Retrieval UOM

Purchase Price Retrieval UOM

Sales Price Based On Date

Purchase Rebate Category Code

Preference Schedule

Pref Retrieval UOM

System Constants form

Sales Price Retrieval UOM
(sales price retrieval unit of measure)

Enter a value from UDC 40/SU to specify the unit of measure that the system uses for retrieving base prices and price adjustments for sales order processing, service and warranty management, and ship and debit processing. The system allows you to define base prices in the F4106 table and price adjustments in the F4072 table in various units of measure.

If the base price or price adjustments are not found in the specified unit of measure, then the system uses the primary unit of measure for the item.

Sales Price Based On Date

Determine how the system updates the Price Effective Date in the F4201 and F4211 tables. In Sales Order Management, the system uses the Price Effective Date to retrieve the base price from the F4201 table and price adjustments from the F4211 table.

Purchase Price Retrieval UOM (purchase price retrieval unit of measure)

Enter a value from UDC 40/PU to specify the unit of measure that the system retrieves for the purchase base price from the F41061 table during purchase order processing. If you use Advanced Pricing for Procurement, complete this field.

If you specify the unit of measure for transaction or pricing and the system does not find a record in that unit of measure, the system repeats the process using the primary unit of measure of the item.

Purchase Rebate Category Code

Determine which category code the system uses in the criteria for inclusion comparison. If you use Advanced Pricing for Procurement, complete this field.

Preference Schedule

Enter a value from UDC 40/AP to identify the advanced preference schedule that the system uses when resolving preferences. The advanced preference schedule determines which preferences the system resolves when using the advanced preference functionality. You cannot maintain preference schedules directly through user defined codes, but you can maintain preference schedules by using the Price Adjustment Schedule program (P4070). If you use advanced preferences, complete this field.

Pref Retrieval UOM (preference retrieval unit of measure)

Enter a value from UDC 40/RU to specify the unit of measure that the system uses for retrieving advanced preference adjustments during sales order processing. The system allows you to define the advanced preference adjustments in the F4072 table in various unit of measures. If you use advanced preferences, complete this field.

If you specify the unit of measure for transaction or pricing and the system does not locate a record in that unit of measure, the system repeats the process using the primary unit of measure of the item.

See Also

PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, “Setting Up the Inventory Management System,” Setting Up Inventory Constants

Setting Up Pricing Constants

Access the Pricing Constants form.

Branch/Plant Constants - Pricing Constants

OK Cancel Tools

Advanced Sales Pricing (Y/N)	Y	Symbols	Symbol to Identify Variable Tables	&
Advanced Procurement Pricing (Y/N)	Y		Symbol to Identify UOM	%
Require Price Approval (Y/N)	N		Symbol to Identify Currency	!
Adjustment Retrieval Method	2		Symbol to Identify Data Fields	?

Buying Structures	Promotion Constants
Structure Type for Sales Pricing	Promotions System Flag
BUY	1
☐ Use Ship To Address?	Multiple Promotions Resolution Flag
	0

Pricing Constants form

Advanced Sales Pricing (Y/N) (advanced sales pricing (yes/no))

Indicate how the system determines the price of items within the system. If your system includes the advanced pricing module, you may use this feature.

Y (yes): The system will use advanced pricing.

N (no): The system will not use advanced pricing.

Symbol to Identify Variable Tables

Specify the character that you want to use to identify a variable table in Advanced Pricing. When you enter a table name preceded by this character, the system recognizes the name as a table name for formula pricing calculations. Alphabetic, numeric, and mathematical function. For example, +, -, *, / are not valid in this field.

Symbol to Identify UOM (symbol to identify unit of measure)

Specify the character that you want to use to identify a unit of measure in advanced pricing formulas. When you enter a unit of measure preceded by this character, the system recognizes the entry as a unit of measure for formula pricing calculations. Alphabetic, numeric, and mathematical function. For example, +, -, *, / are not valid in this field.

Symbol to Identify Currency

Specify the character that you want to use to identify a currency code in advanced pricing formulas. When you enter a currency code preceded by this character, the system recognizes the entry as a currency code for formula pricing calculations. Alphabetic, numeric, and mathematical function. For example, +, -, *, / are not valid in this field.

Symbol to Identify Data Fields

Specify the character that you want to use to identify database fields in advanced pricing formulas. When you enter a database field preceded by this character, the system recognizes the entry as a database field for formula pricing calculations. Alphabetic, numeric, and mathematical function. For example, +, -, *, / are not valid in this field.

Advanced Procurement Pricing (Y/N) (advanced procurement pricing (yes/no))	Specify whether to apply advanced pricing to the purchase price. Values are: <i>Y</i> : Apply advanced pricing to the purchase price. <i>N</i> : Apply standard price adjustments to the purchase price.
Require Price Approval (Y/N) (require price approval (yes/no))	Enter the value that specifies whether the user wants all price changes provided through price approval workflow. <i>Y</i> (yes): Apply price approval workflow. <i>N</i> (no): Do not apply price approval workflow.

Setting Up AAI for Advanced Pricing

This section provides an overview of AAI, lists prerequisites, and discusses how to set them up in Advanced Pricing.

Understanding AAI for Advanced Pricing

AAIs provide the rules the system uses to create General Ledger entries automatically. Each program that posts to the General Ledger uses AAI.

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

After you define AAI, 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 (COGS), and to revenue accounts for orders. You may also offset accounts for freight, taxes, or any other charges associated with orders.

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

- Company.
- Document type.
- General Ledger class code.
- General Ledger account.

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

Note. For Advanced Pricing for Procurement, AAI 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.

AAI Used in the Advanced Pricing System

This table lists AAI used in Advanced Pricing:

AAI	Description
4270 Price Adjustments	Specifies the sales discount account for entries created by the Sales Update program (R42800).
4280 Rebate Payable	Specifies accrued accounts for offset entries.
4234 Ship and Debit	Specifies temporarily accrued accounts, recognized as a COGS sales reduction.

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

Prerequisites

Before you complete the tasks in this section:

- 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 General Ledger class codes are set up.
- Determine the account numbers for recording transactions.

Form Used to Set Up AAIs for Advanced Pricing

Form Name	Form ID	Navigation	Usage
Account Revisions	W40950D	Sales Order Management Setup (G4241), Automatic Accounting Instr. On Work With AAIs, locate the AAI and click Select.	Set up and revise AAIs.

Setting up AAIs

Access the Account Revisions form.

Co (company)

Enter the code that identifies a specific organization, fund, or other reporting entity. The company code must already exist in the F0010 table and must identify a reporting entity that has a complete balance sheet. At this level, you can have intercompany transactions.

Note. You can use company 00000 for default values such as dates and AAIs. You cannot use company 00000 for transaction entries.

Do Ty (document type)

Enter a value from UDC 00/DT to identify the origin and purpose of the transaction. The system reserves several prefixes for document types, such as vouchers, invoices, receipts, and timesheets. The reserved document type prefixes for codes are:

G/L Cat (general ledger category)*P*: Accounts payable documents*R*: Accounts receivable documents*T*: Time and Pay documents*I*: Inventory documents*O*: Purchase order documents*S*: Sales order documents

Enter a value from UDC 41/9 to identify the General Ledger offset that system uses when it searches for the account to which it posts the transaction. If you do not want to specify a class code, you can enter **** (four asterisks) in this field.

You can use AAIs to predefine classes of automatic offset accounts for the Inventory Management, Procurement, and Sales Order Management. You might assign general ledger class codes with these values:

IN20: Direct Ship Orders*IN60*: Transfer Orders*IN80*: Stock Sales

The system can generate accounting entries based upon a single transaction. For example, a single sale of a stock item can trigger the generation of accounting entries:

Sales-Stock (Debit) xxxxx.xx

Accounts Receivable Stock Sales (Credit) xxxxx.xx

Posting Category: IN80

Stock Inventory (Debit) xxxxx.xx

Stock COGS (Credit) xxxxx.xx

The system uses the class code and the document type to find the AAI.

The general ledger class code used for the AAIs displays by default from the value in the G/L Offset (general ledger offset) field in the Adjustment Definitions form. If the G/L Offset field is blank, the general ledger 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.

Branch Plant

Enter the alphanumeric code that identifies a separate entity within a business for which you want to track costs. For example, a business unit might be a warehouse location, job, project, work center, branch, or plant.

You can assign a business unit to a document, entity, or person for purposes of responsibility reporting. For example, the system provides reports of open accounts payable and accounts receivable by business unit to track equipment by responsible department.

Business unit security might prevent you from viewing information about business units for which you have no authority.

If you leave this field blank, the system uses the business unit that you entered on the work order in the Charge to Cost Center field.

Obj Acct (object account)	Specify the portion of a general ledger account that refers to the division of the Cost Code (for example, labor, materials, and equipment) into subcategories. For example, you can divide the Cost Code for labor into regular time, premium time, and burden.
	Note. If you use a flexible chart of accounts and the object account is set to 6 digits, use all six digits. For example, entering <i>000456</i> is not the same as entering <i>456</i> because if you enter <i>456</i> the system enters three blank spaces to fill a six-digit object.
Sub (subsidiary)	Enter the subset of the object account. Subsidiary accounts include detailed records of the accounting activity for an object account.
	Note. If you are using a flexible chart of accounts and the object account is set to six digits, you must use all six digits. For example, entering <i>000456</i> is not the same as entering <i>456</i> because, if you enter <i>456</i> , the system enters three blank spaces to fill a six-digit object.
	If you leave this field blank, the system uses the value you entered on the work order in the Cost Code field.

(BRA) Setting Up Advanced Pricing for Repasse

This section provides an overview of Advanced Pricing for Repasse, lists prerequisites, and discusses how to set up the Adjustment/Preference Name UDC (40/TY).

Understanding Advanced Pricing for Repasse

The Advanced Pricing system is integrated with the Brazil Sales Order Tax Calculator to compute:

- Trade discounts.
- Pricing rule discounts.
- ICMS repasse discounts.
- Free port zone discounts.

Except for Interest on Installment Payments, the Brazil Sales Order Tax Calculator considers these values when generating *notas fis cais*.

You must set up UDCs for price adjustment names. Each Brazilian price adjustment name should have a special handling code that corresponds to the price adjustment names that Advanced Pricing uses. The tax calculator uses these adjustment names to determine which category codes to use. In this list, the first name is the UDC, and the second name is the special handling code.

Note. The special handling code names are identical to names found in UDC table 76/CN, but the system uses them for a different purpose.

This table lists and describes the valid codes:

Codes	Description 01	Special Handling
CLIENTE	Percentage discount for a customer	PTRADE
REGRAS	Percentage discount payable due to rules of advanced pricing	PRULES
LOSEASON	Low season percentage discount	PRULES
REPASSE	Percentage discount on ICMS	PREPAS
ZONAFRC	Percentage discount on Free Zone or Free Trade	PZONE

The names of the pricing adjustments are found in UDC 40/TY. You must manually add this special handling code name after setting up a new adjustment. For example, for the tax calculator to find the repasse discount (REPASSE), you must enter *PREPAS* as a special handling code in the special handling column of UDC 40/TY.

See Also

PeopleSoft EnterpriseOne Address Book 8.11 PeopleBook, “Updating and Purging Address Book Records”

PeopleSoft EnterpriseOne Accounts Receivable 8.11 PeopleBook, “Setting Up Customer Master Information”

PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, “Setting Up the System for Sales Order Management,” Setting Up Customer Billing Instructions

PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, “Entering Item Inventory Information,” Entering Item Master Information

Prerequisites

Before you complete the tasks in this section:

- Verify that a master record exists for the preference hierarchy.
- Verify that customer information is set up in the Address Book and the Customer Master.
- Verify that customer billing instructions are set up for customers.
- Verify that item information is set up in the F4101, F4102, and F41021 tables.
- Verify that you have set up customer and item price group names in the UDC 40/PC.

Forms Used to Set Up the Adjustment/Preference Name UDC (40/TY)

Form Name	Form ID	Navigation	Usage
Work With User Defined Codes	W0004AA	Brazilian Localization Setup (G76B41B), User Defined Codes - Brazil	Locate specific UDC tables.
User Defined Codes	W0004AI	On Work With User Defined Codes, locate the UDC table 40/TY. Select the row for the code <i>REPASSE</i> , and then click Select.	Set up specific values for a UDC.

Setting Up the Adjustment/Preference Name UDC (40/TY)

Access the User Defined Codes form.

Special Handling

Specify the code that indicates special processing requirements for certain user defined code values. The value that you enter in this field is unique for each UDC type.

The system uses the special handling code in many ways. For example, special handling codes defined for Language Preference specify whether the language is double-byte or does not have uppercase characters. Programming is required to activate this field.

Type *Prepas* in this field to set up a special handling code for repasse.

CHAPTER 4

Using Base Pricing

This chapter provides overviews of base pricing, base pricing in Sales Order Management, price approvals, and pricing in Procurement, and discusses how to:

- Review the base price preference hierarchy.
- Define base prices.
- Activate pre-existing prices.

Understanding 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 Advanced Pricing.

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 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.

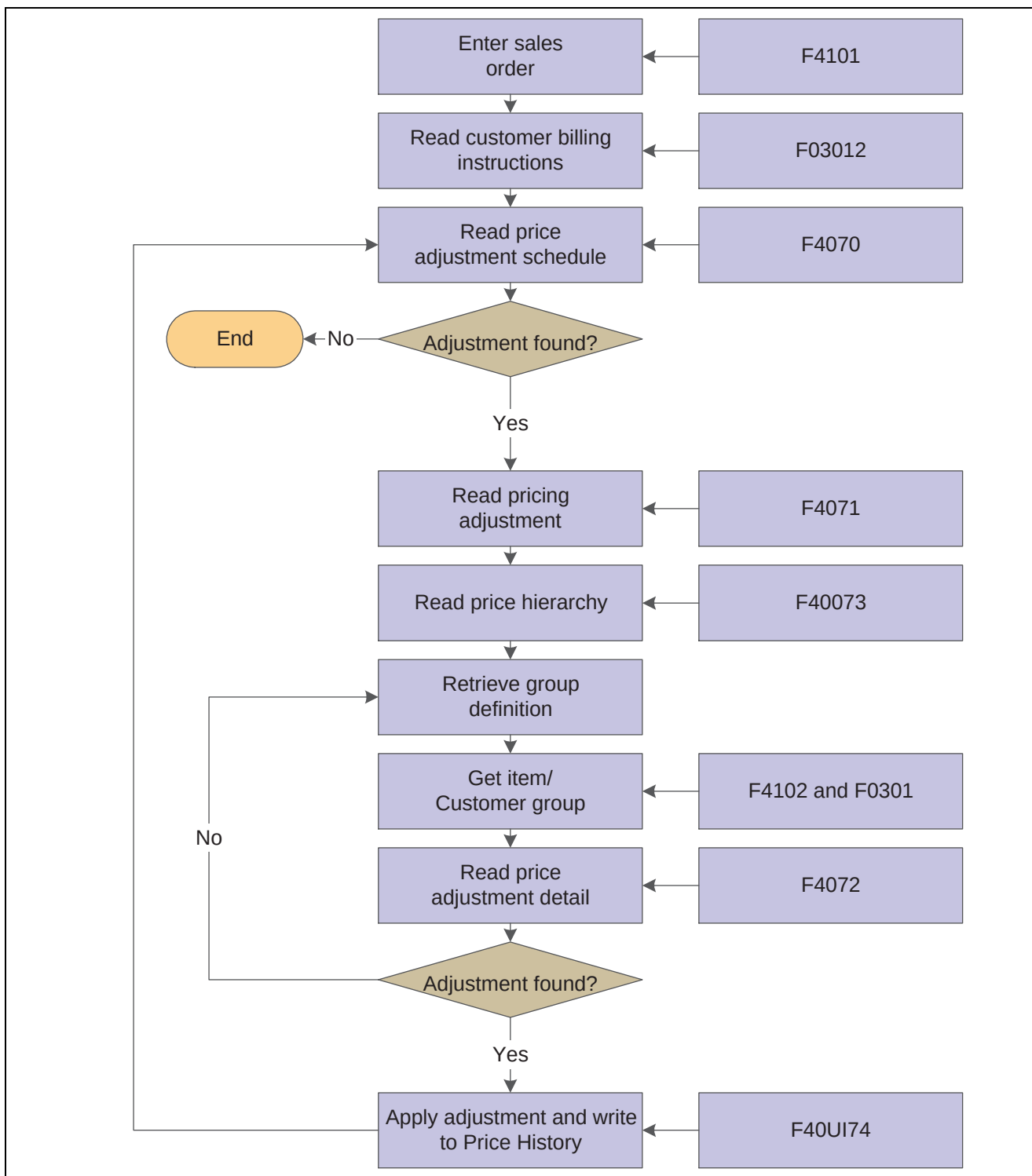
Changes or additions to base prices and advanced price adjustments and schedules can be set up to route through an approval system. The EnterpriseOne Workflow Management automates the process of approving prices.

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 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 Advanced Pricing.

This diagram illustrates how the system calculates prices for sales orders:



Flowchart of Advanced Pricing integrated with Sales Order Management

Price Levels

When you enter an item in the Item Master Revisions program (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? This table lists at which levels you can define prices:

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

See [Chapter 4, “Using Base Pricing,” Reviewing the Base Price Preference Hierarchy, page 39.](#)

See *PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook*, “Entering Item Inventory Information,” Entering Sales Price Information.

Item and Customer Price Groups

Price groups are an optional way of organizing 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 USD 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 UDC 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 UDC 40/PC and assign the customer to the group in the Customer Billing Instructions.

To provide greater flexibility in the 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

[Chapter 4, “Using Base Pricing,” Setting Up Base Prices, page 41](#)

PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, “Entering Item Inventory Information,” Entering Sales Price Information

PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, “Setting Up Base and Standard Pricing,” Setting Up Base Prices

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 EnterpriseOne Workflow Management.

These 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 unavailable 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 Sales Order Management and Advanced Pricing. 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.

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 UDC 45/AS.

This table lists the available price approval status codes:

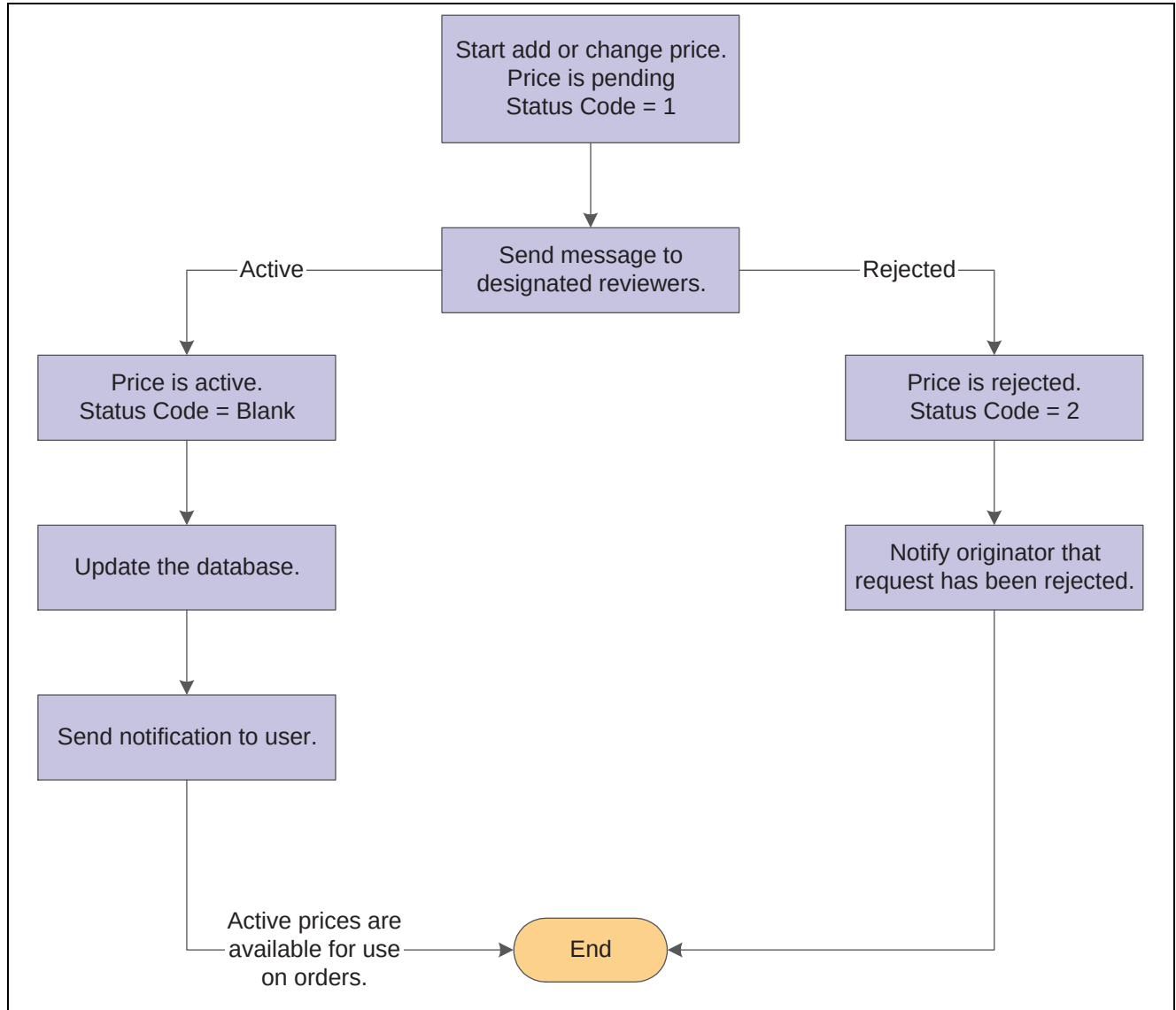
Price Approval Status Code	Description
Pending	A new or changed price has an approval status set to <i>Pending</i> upon creation. The approval status code for pending prices is 1.
Active	When all reviewers approve a new or changed price, the status of the price changes to Active. After the status is 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.
Superseded	If a price change becomes active and directly overrides an existing price, the original price is marked as Superseded 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 that notifies the user that the change has been submitted for approval. The system does not reflect the new or changed price on orders until all designated parties approve the requested change.

This flowchart illustrates the process that new or changed prices go through during the Workflow process:



Workflow for price approvals

The Price Approval process does not change the original price separate from the new or changed price. This process enables 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. 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 *PeopleSoft EnterpriseOne Workflow Tools 8.11 PeopleBook*

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 button. 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 select Approve or Reject from the Row menu.

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

Workflow Setup

The price approval process is coded to send all messages to a predefined distribution list on the Group Revisions form in Workflow Management. 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 Workflow Management, 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:

- 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 the 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.

The Overrides option is enabled if one or more of these conditions are 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.

See Also

EnterpriseOne Workflow Tools Guide 8.11 PeopleBook

Prerequisites

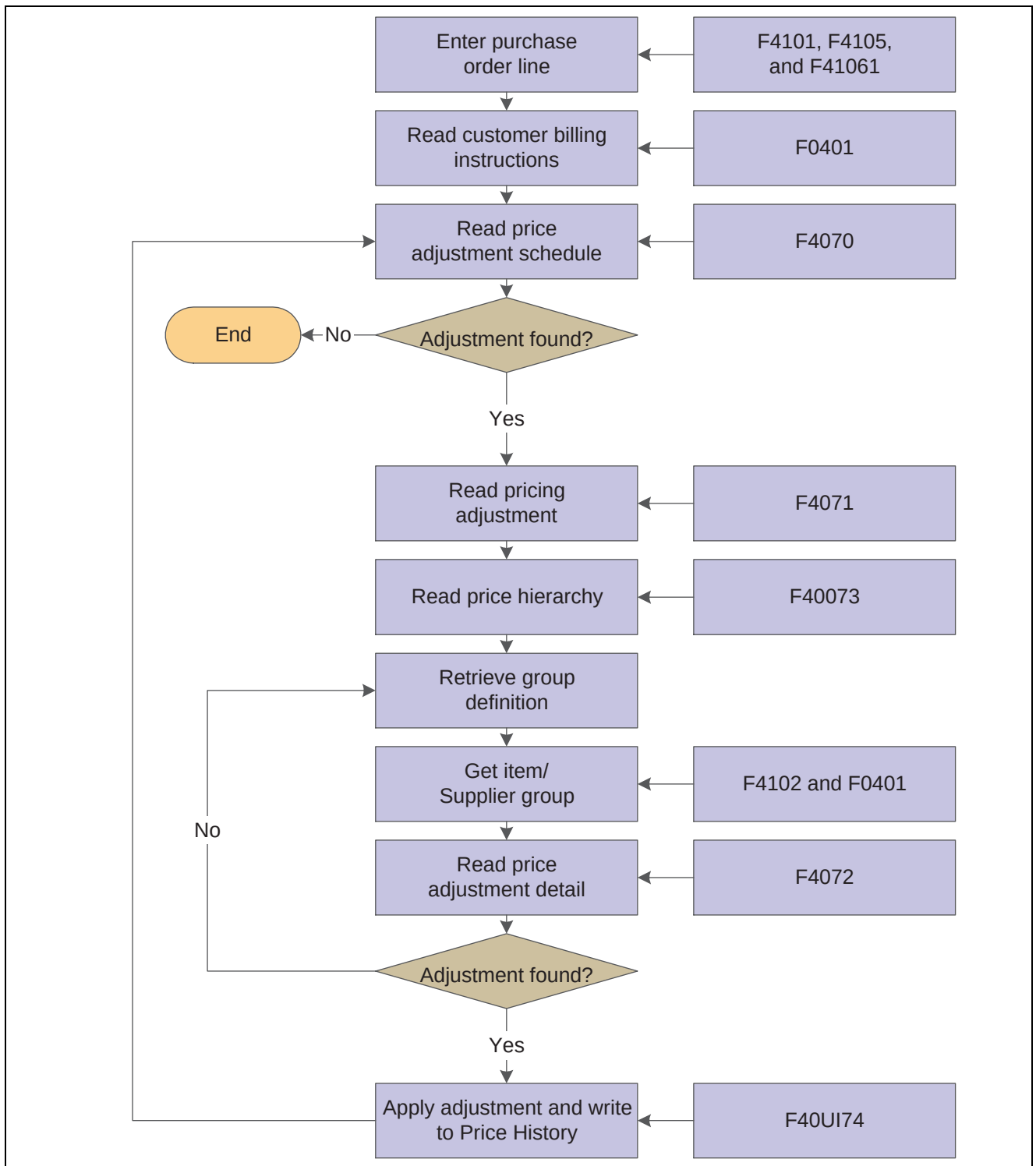
Before you complete the tasks in this section:

- 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.

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 F41061 or the F4105 table. After the system retrieves the unit cost, it verifies that Advanced Pricing is active. If Advanced Pricing for Procurement is active, the system bypasses the standard price adjustments that you set up in Procurement and searches for applicable schedules and adjustments in Advanced Pricing.

This flowchart illustrates how the system calculates prices for purchase orders:



Flowchart of Advanced Pricing integrated with Procurement

Purchase Price Levels

When you enter an item in the Item Master Revisions program, 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. This table shows at which levels you can define the purchase price:

Purchase Price Level	Description
Supplier/Item	Define one overall price for an item from a supplier. The system retrieves the supplier cost from the F41061 table.
Supplier/Item/Branch	Set up different prices for each supplier, item, and branch combination. The system retrieves the supplier cost from the F41061 table.
Inventory Cost	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 F4105 table. If you do not set up prices for suppliers, the system uses the inventory cost as the default for the purchase order.

See *PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook*, “Entering Item Inventory Information,” Entering Sales Price Information.

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 cost methods with user defined codes, although the PeopleSoft System reserves cost methods 01-19. The system provides 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 message, the system assigns a zero cost for the cost method.

See *PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook*, “Entering Item Inventory Information,” Entering Sales Price Information.

Supplier Prices

You can set up prices for an item based on the supplier from whom you purchase the item. 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 *PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook*, “Entering Item Inventory Information,” Entering Sales Price Information.

Reviewing the Base Price Preference Hierarchy

This section provides an overview of the base price preference hierarchy and discusses how to review the hierarchy.

Understanding 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 hierarchy sequence.

You should set up the pricing hierarchy from most specific to most general.

This diagram illustrates the price preference hierarchy from the most specific to most general:

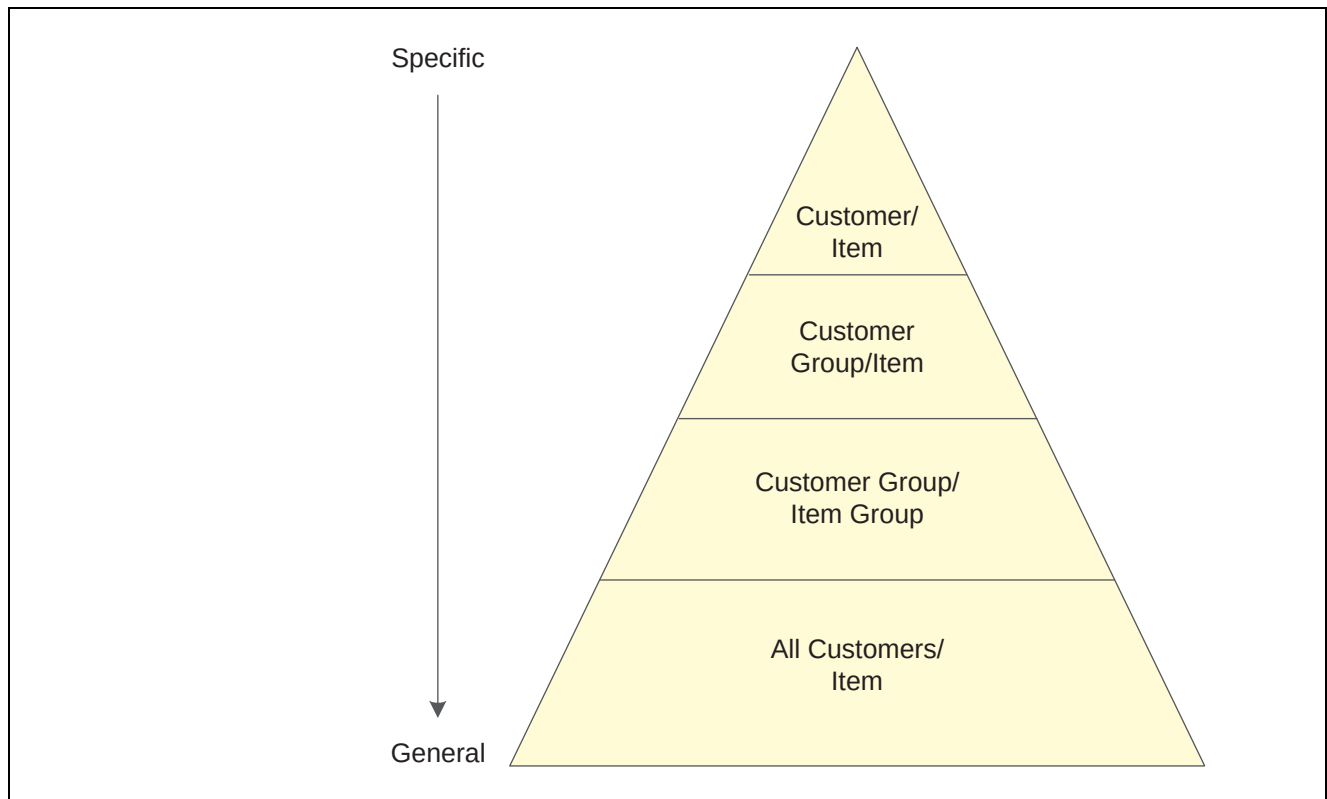


Chart showing a base price preference hierarchy from the most specific to the most general

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.

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

See Also

PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, “Setting Up Base and Standard Pricing”

Form Used to Review the Base Price Preference Hierarchy

Form Name	Form ID	Navigation	Usage
Preference Hierarchy Revisions	W40073D	Price Management (G4222), Preference Hierarchy Locate the Base Price Preference Hierarchy (Type 51) on the Work With Preference Hierarchy form, and click the Select button.	Set up and revise preference hierarchies. To define the base pricing hierarchy (51), type consecutive numbers at the intersections of rows and columns, and then click the OK button.

Reviewing the Preference Hierarchy for Base Prices

Access the Preference Hierarchy Revisions form.

Preference Hierarchy - Preference Hierarchy Revisions

OK Cancel Form Tools

Preference Type Base Price

		Item Number	Item Group
Ship To	Customer Number		
	Customer Group		
Sold To	Customer Number	1	
	Customer Group	2	3
Parent	Customer Number		
	Customer Group		
All Customers	Customer Number	4	5
	Customer Group		

Preference Hierarchy Revisions form

Setting Up Base Prices

This section provides an overview of base price setup, lists prerequisites, and discusses how to set up a base price.

Understanding Base Price Setup

You can add prices for items in the 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 F4106 table. If you use multicurrency, the system searches for a price in this 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.

Prerequisites

Before you complete the tasks in this section:

- Verify that the pricing hierarchy has been defined.

See [Chapter 4, "Using Base Pricing," Reviewing the Base Price Preference Hierarchy, page 39.](#)

- Verify that the sales price based-on date has been specified in the system constants.

See *PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook*, "Setting Up the Inventory Management System," Setting Up Inventory Constants.

Forms Used to Set Up Base Prices

Form Name	Form ID	Navigation	Usage
Preference Hierarchy Selection	W40073F	Price Management (G4222), Base Price Revisions Click the Add button on the Work With Preference Base Price form.	Specify the preference hierarchy for which you want to set up base prices. (The choices in the preference hierarchy selection are based on the base price preference hierarchy setup.)
Base Price Revisions	W4106K	Select a preference hierarchy on the Preference Hierarchy Selection form.	Enter and revise base prices.

Setting Up a Base Price

Access the Base Price Revisions form.

Base Price Revisions - Base Price Revisions

OK Delete Cancel Row Tools

Item Number 220 Touring Bike, Red

Adjust Prices By:

☐ Unit Price ☒ Percentage
☐ Credit Price ☐ Amount

Records 1 - 3 Customize Grid

	Branch/ Plant	Location	Lot Number	UM	Cur Cod	Unit Price	Eff Date From	Eff Date Thru	Credit Price
☐	30			EA	USD	600.0000	06/01/04	06/01/05	
☐	30			EA	USD	650.0000	06/01/05	06/01/06	
☐									

Base Price Revisions form

- Customer Number** Enter the Address Book number that identifies an entry in the Address Book, such as employee, applicant, participant, customer, supplier, tenant, or location.
- Cust Price Group** (customer price group) Enter a value from UDC 40/PC to identify a customer group. You can group customers with similar characteristics, such as comparable pricing.
- Item Price Group** Enter a value from UDC 40/PI to identify an inventory price group for an item. Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item takes on the same pricing structure defined for the inventory price group. You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.
- Unit Price** Enter 1 in this control if you wish to update the unit price columns. A value of 0 will prevent the unit price from being updated.
- Credit Price** Use this field to enter credit orders for Sales Order Management. To enter a credit order, use a line type for which the Reverse Sign Flag is set to Y in the F40205 table. The system stores all credit prices in the F4106 table.

Activating Pre-Existing Prices

This section provides an overview of the batch program for activating pre-existing prices and discusses how to:

- Run the Price Approvals Conversion program.
- Set processing options for the Price Approvals Conversion program.

Understanding the Price Approvals Conversion Program (R45210) for 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. You should 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.

To run the Price Approvals Conversion Program, access Batch Versions and enter *R45210* in the Batch Application field.

Important! You must run this program to activate prices. Failure to run the program results in the system assuming all pre-existing prices to be inactive; your pre-existing prices will not be in effect.

Setting Processing Options for the Price Approvals Conversion Program (R45210)

Processing options enable you to specify the default processing for programs and reports.

For programs, you can specify options such as the default values for specific transactions, whether fields appear on a form, and the version of the program that you want to run.

For reports, processing options enable you to specify the information that appears on reports. For example, you set a processing option to include the fiscal year or the number of aging days on a report.

Do not modify EnterpriseOne demo versions, which are identified by ZJDE or XJDE prefixes. Copy these versions or create new versions to change any values, including the version number, version title, prompting options, security, and processing options.

Process

Proof or Final Mode	Define if you want to run the price approvals conversion in proof or final mode. Values are: Blank: Run the program in proof mode. <i>/</i> : Run the program in final mode.
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CHAPTER 5

Working with Schedules and Adjustments

This chapter provides overviews of schedules and adjustments, adjustment details, price adjustments in different currencies, mutual exclusion for price adjustments, and conflicting adjustments; lists prerequisites; and discusses how to:

- Set up advanced pricing hierarchies.
- Work with adjustment definitions.
- Build adjustment schedules.
- Set up adjustment details.
- Generate new price adjustments in a different currency.
- Display promotional information on invoices and purchase orders.
- Specify mutual exclusion for price adjustments.
- Resolve conflicting adjustments.

Understanding 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 to customers. If you use Advanced Pricing for Procurement, you can use adjustments to monitor promotions that suppliers offer you.

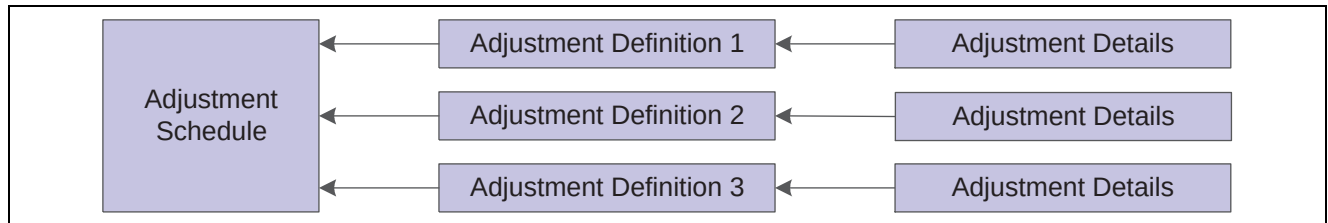
After you create adjustments, you can combine the adjustments into an adjustment schedule. Adjustment schedules contain the information used to calculate prices. Each adjustment schedule can contain an unlimited number of adjustments. You must define the adjustment and complete the adjustment details 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 automatic accounting instructions (AAIs).

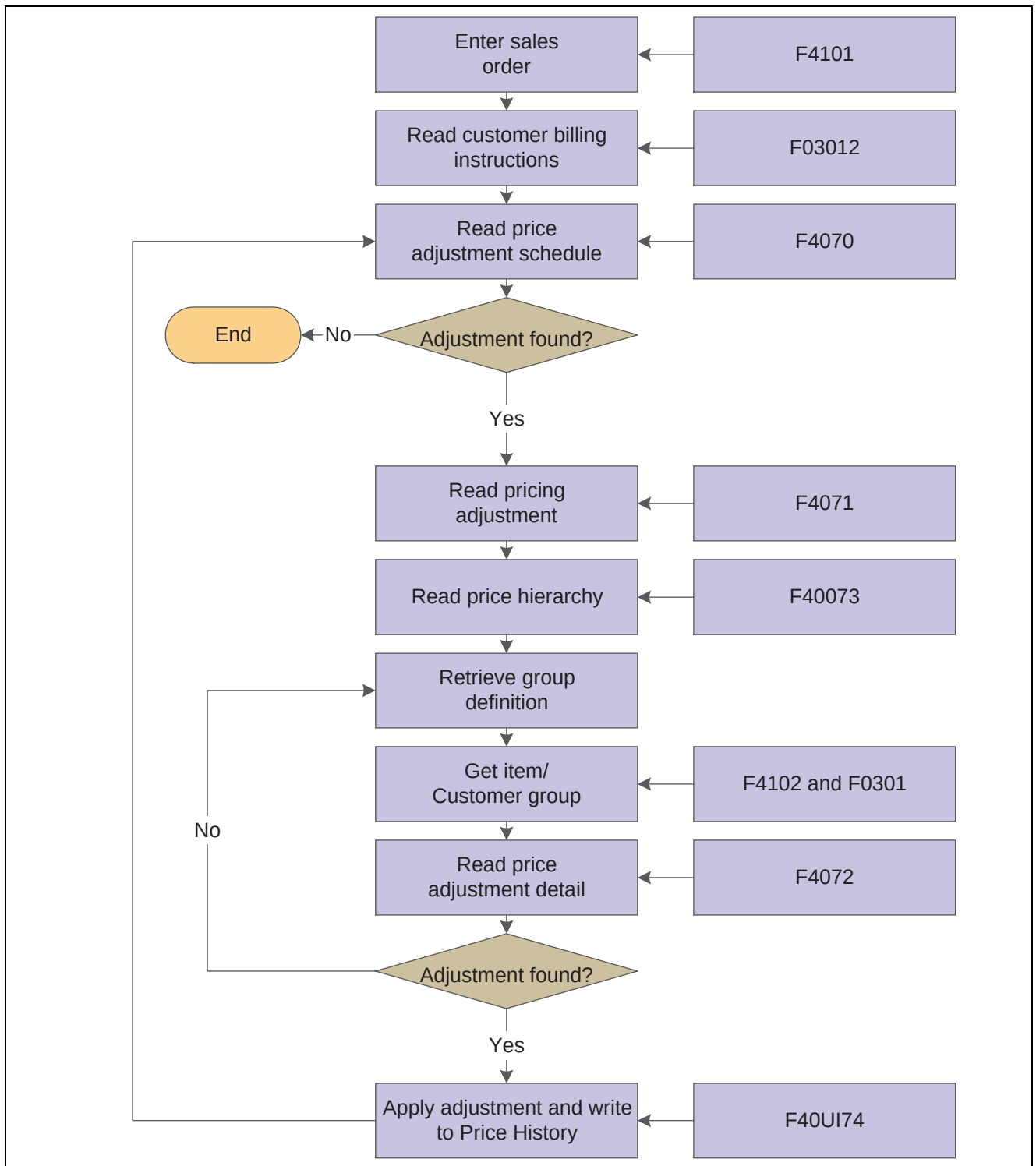
This diagram illustrates how you set up a schedule from multiple adjustments:



Adjustment schedule from multiple adjustments

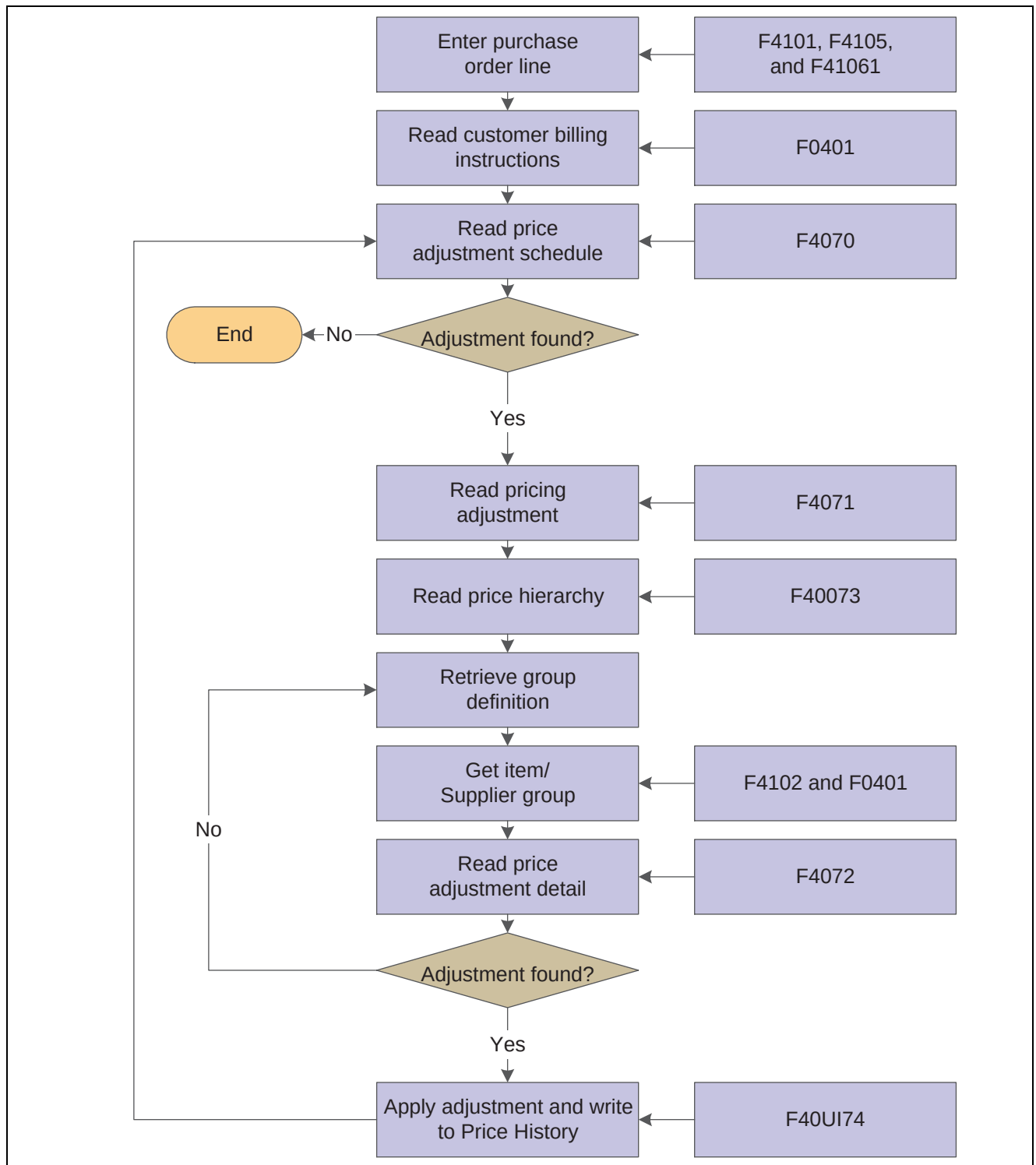
Note. You can define mandatory price adjustments for required price components such as surcharges and special taxes. A price adjustment might be mandatory for specific items during a sale, transfer, direct ship order entry, or to accommodate surcharges and special taxes. If a price schedule contains 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.

This diagram illustrates the use of sales order adjustments and adjustment schedules:



Flowchart of Advanced Pricing integration with Sales Order Management

This diagram shows the use of purchase order adjustments and adjustment schedules in Advanced Pricing for Procurement:



Flowchart of Advanced Pricing integration with Procurement

Prerequisites

Before you complete the tasks in this section:

- Verify that base prices are set up.

See [Chapter 4, “Using Base Pricing,” Setting Up Base Prices, page 41.](#)

- Verify that supplier prices or inventory costs are set up.

See *PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook*, “Managing Suppliers,” Defining Supplier Prices and Discount Rules.

Setting Up Advanced Pricing Hierarchies

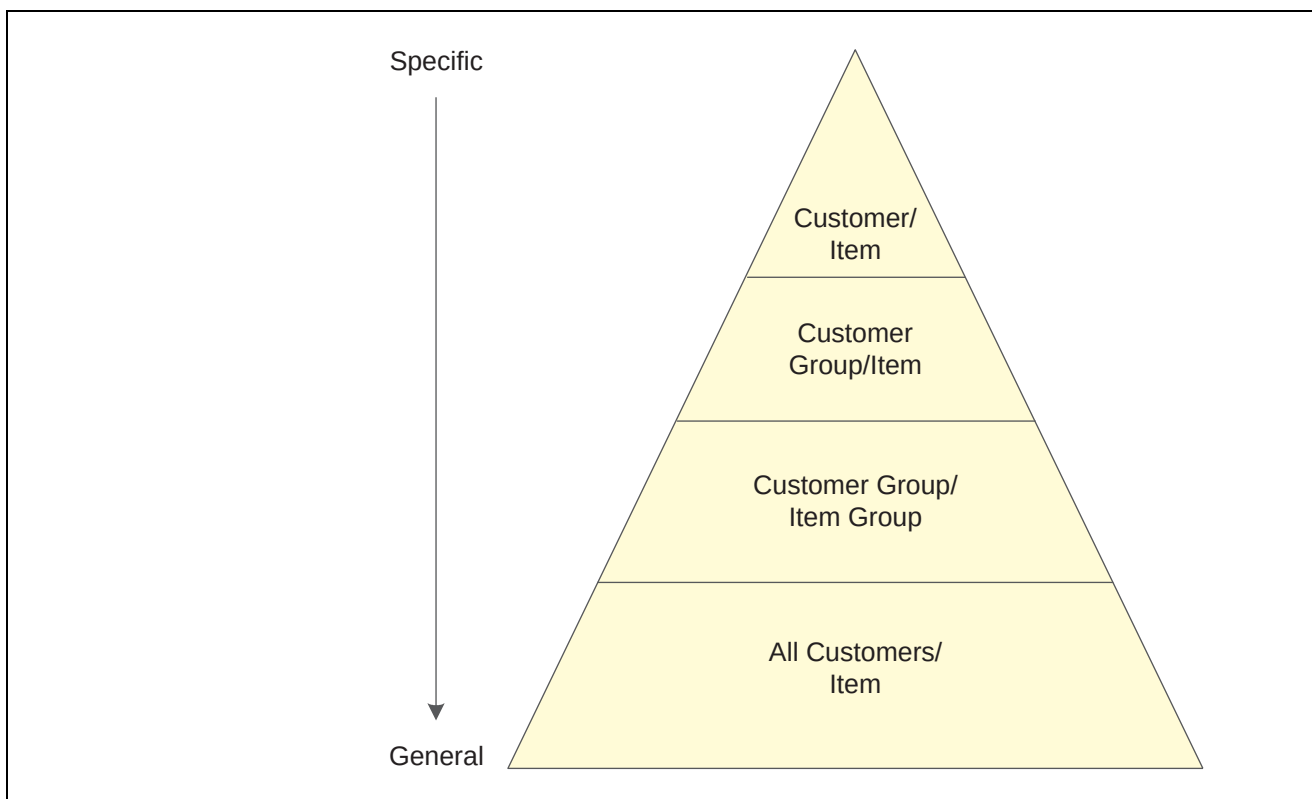
This section provides an overview of advanced pricing hierarchies and discusses how to:

- Set up a preference master.
- Define a pricing hierarchy.

Understanding 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 the hierarchy to search from specific combinations to general combinations.

This diagram shows a typical customer pricing hierarchy:



Customer pricing hierarchy

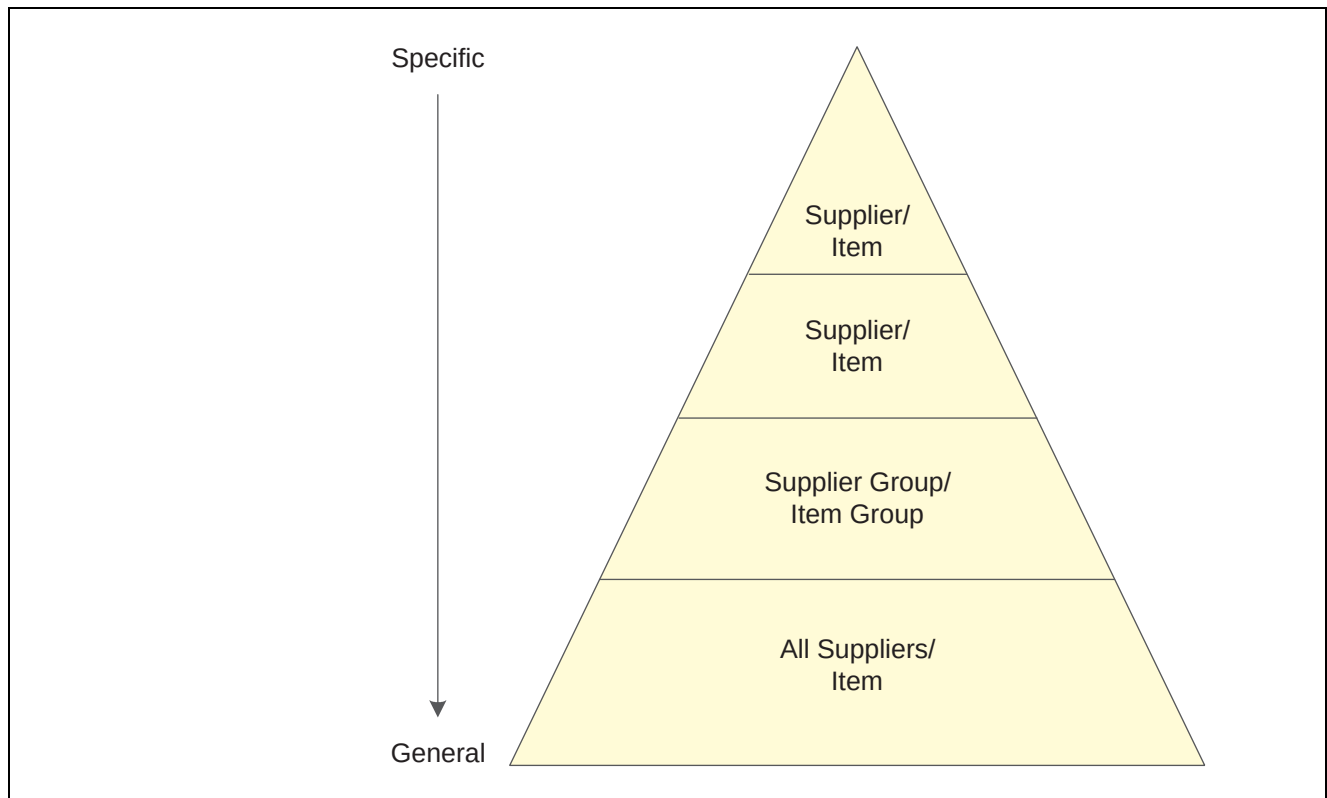
For example, for a seasonal promotion you could define the sequence so that any customer that orders the item receives the discount. However, if you set up a slightly lower price for customers based on geographic location, you can set up the hierarchy so that the system searches for the more specific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

- Customer group and item.
- All customers and 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 the hierarchy to search from specific combinations to general combinations.

This diagram shows a typical supplier pricing hierarchy:



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 the preference hierarchy for purchase order adjustments, the sequence could be:

- Supplier and item.
- Supplier and item group.
- All suppliers and item.

Preference Master Setup

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 (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. You should 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, these fields do not apply to pricing:

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

Pricing Hierarchy Definition

Use the Preference Hierarchy Revisions form to specify the order in which pricing adjustments are applied. This 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 the system searches for records defined for that customer and item combination. If no adjustment details are found for that combination, 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 the hierarchy and continue defining the hierarchy to the most general pricing.

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

Forms Used to Set Up Advanced Pricing Hierarchies

Form Name	Form ID	Navigation	Usage
Preference Hierarchy Revisions	W40073D	Price Management (G4222), Preference Hierarchy Click the Add button on the Work With Preference Hierarchy form.	Define and revise preference hierarchies. Beginning with 1, enter numbers in the intersections of the fields to indicate the search order. When you define the pricing hierarchy, start with 1 and do not skip any numbers. Before you define a preference hierarchy, you must first set up a preference master record for it.
Preference Master Revision	W40070D	Select Master Revision from the Form menu on the Preference Hierarchy Revisions form.	Set up and revise preference master records.

Setting Up a Preference Master

Access the Preference Master Revision form.

Preference Master Revision form

Preference Type

Specify a value from UDC 40/PR to identify a preference type or a price adjustment hierarchy.

In UDC 40/PR, an 1 in the Special Handling Code field identifies a preference that the PeopleSoft System supports. This field is hard coded for each preference.

For Agreement Penalty Schedules, first set up a UDC of PN (penalty). Then enter it in this field.

Preference Classification	Enter the classification or title that the system uses to group preferences on the Preference Profile form.
Sequence Number	Enter the sequence by which users can set up the order in which their valid environments are displayed.
Enable Effective Dates	Specify the code that indicates whether the system displays fields for effective date ranges for a preference. You might want the system to display effective date ranges if you enter effective dates and effective quantities for a preference. Values are: <i>Y</i>: Display effective date fields on the Preference Profile Revisions forms for this preference. <i>N</i>: Do not display effective date fields for this preference.
Enable Effective Quantity	Enter the code that indicates if you want to use quantity ranges for this preference. Values are: <i>Y</i>: Display the Quantity From and Quantity Thru fields on the Preference Profile Revisions forms (P40300 and P40300EC) for this preference. <i>N</i>: Do not enable or display the quantity range fields. Effective quantity fields are optional fields that you can disable prior to setting up any preference records, but not after you have created preference records. If you assign effective quantity, you must assign effective dates

Defining a Pricing Hierarchy

Access the Preference Hierarchy Revisions form.

Preference Hierarchy - Preference Hierarchy Revisions

OK Cancel Form Tools

Preference Type Base Price

		Item Number	Item Group
Ship To	Customer Number		
	Customer Group		
Sold To	Customer Number	1	
	Customer Group	2	3
Parent	Customer Number		
	Customer Group		
All Customers		4	5

Preference Hierarchy Revisions form

Preference Type

Enter a value from UDC 40/PR to identify a preference type or a price adjustment hierarchy.

In UDC 40/PR, a *1* in the Special Handling Code field identifies a preference that the PeopleSoft System supports. This field is hard coded for each preference.

For Agreement Penalty Schedules, first set up UDC of *PN* (penalty) and enter it in this field.

Working with Adjustment Definitions

This section provides an overview of adjustment definitions and discusses how to:

- Set up adjustment definitions.
- Display promotional information on invoices and purchase orders.
- Specify mutual exclusion for price adjustments.

Understanding 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 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 General Ledger offset that directs the Advanced Pricing entries to the appropriate General Ledger accounts based on AAI's.
- 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 the customer eligible for all adjustments so the mandatory adjustment applies.

Promotional Information

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 the Check Price and Availability program (P4074), and whether the system prints the promotion description on the Print Invoices (R42565), Purchase Order Print (R43500), and Print Pick Slips (R42520) reports.

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.

Resolving Conflicting Adjustments

During order entry, if there are mutually exclusive adjustments that qualify for a sales detail line, the system issues a warning message to indicate that a mutual adjustment conflict exists. You can select Price History from the Row menu to review the conflicting adjustments. If you do not resolve the conflicting adjustment, the system issues a final warning message 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, select Cancel Adj.(cancel adjustment) from the Row menu. The system displays a dialog box so 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, select Modify Exc Adj Flag (modify mutually exclusive adjustment flag) from the Row menu to clear Mutually Exclusive, 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.

Forms Used to Work with Adjustment Definitions

Form Name	Form ID	Navigation	Usage
Modify Adj. Controls	W4071C	Adjustment Set Up (G4231112), Price Adjustment Definition Click the Add button on the Work with Adjustment Types form.	Specify the adjustment to which you are applying the adjustment definition.
Price Adjustment Definition	W4071A	Complete the Adjustment Name field on the Modify Adj. Controls form, and then click the OK button.	Specify the criteria for each adjustment definition. Enter promotion information that is associated with pricing adjustments.

Setting Up an Adjustment Definition

Access the Price Adjustment Definition form.

Adjustment Name

Enter a value from UDC 40/ TY to identify an adjustment definition. You define adjustments on Price Adjustment Names.

For Agreement Penalty Schedules, add a definition for each of the four types of penalties:

- Minimum quantity
- Maximum quantity
- Under commitment
- Over commitment

Preference Hierarchy

Enter a value from UDC 40/PR to identify a preference type or a price adjustment hierarchy.

When you define pricing hierarchies, you identify each table with this code.

Later, when you create adjustments, you use this code to identify the hierarchy that you want the system to follow for this adjustment.

G/L Offset (general ledger offset)

Enter a value from UDC 41/9 to identify the general ledger offset that system uses when it searches for the account to which it posts the transaction. If you do not want to specify a class code, enter **** (four asterisks) in this field.

You can use AAIs to predefine classes of automatic offset accounts for Inventory Management, Procurement, and Sales Order Management. You might assign G/L class codes:

- *IN20*: Direct Ship Orders
- *IN60*: Transfer Orders
- *IN80*: Stock Sales

The system can generate accounting entries based upon a single transaction. For example, a single sale of a stock item can trigger the generation of accounting entries such as:

- Sales-Stock (Debit) xxxxx.xx
- Accounts Receivable Stock Sales (Credit) xxxxx.xx
- IN80 Posting Category
- Stock Inventory (Debit) xxxxx.xx
- Stock Cost of Goods Sold (Credit) xxxxx.xx

The system uses the class code and the document type to find the AAI.

Item Price Group

Enter a value from UDC 40/PI to identify an inventory price group for an item.

Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item takes on the same pricing structure defined for the inventory price group.

You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.

Customer Price Group

Enter a value from UDC 40/PC to identify a customer group. You can group customers with similar characteristics, such as comparable pricing.

Order Detail Group

Enter a value from UDC 40/SD to identify a sales order detail group. You use sales order detail groups to create pricing that is based on a field in the F4211 table.

If you enter a code in this field, the system uses this adjustment only for orders with details that match the criteria of the order detail group.

For Agreement Penalty Schedules, a user defined code for *Penalty* must already be set up and defined as an order detail group. Enter *Penalty* or the correct user defined code that defines the penalty schedules.

Adjustment Control Code

Enter the code that specifies additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total but does not include it in the unit price. The system will post separate general ledger and accounts receivable entries for this adjustment during Sales Update.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during sales update.

8: Create a rounding adjustment, based on the rounding rules setup in the Price Adjustment Detail Revisions program (P4072). The system adds the adjustment amount to the unit price.

For EnterpriseOne:

3: The system supports Adjustment Control Code 3 only for order-level adjustments.

5: EnterpriseOne does not support code 5.

6: The system processes the adjustment amount and the unit price separately during sales update. The amounts are recorded separately as general ledger and accounts receivable entries. It prints the adjustment on the invoice.

Subledger in G/L (subledger in general ledger)

Enter a value from UDC 40/SI to identify the type of information that you want the system to use to update the Subledger field in the F0911 table when you use this adjustment type to price a sales order.

Quantity Level Break

Enter the user defined code that indicates how level breaks occur in the F4072 table. The system supports these level breaks:

Quantity: The system determines the correct adjustment based on the quantity ordered in the sales order. You can set up different adjustment breaks for different units of measure.

Weight: The system uses the weight assigned to the sales order detail line item to determine the proper adjustment level break.

Amount: The system uses the extended amount of the sales order detail line to determine the proper adjustment level break. When Currency Conversion is turned on, all amount-level breaks are stored and displayed based on the floating decimals of the currency code.

None: The system uses advanced preference features to determine the proper adjustment level break. Use this option only if you are using advanced preferences.

Override Price

Enter the code indicating how the adjustment affects the price of a sales order line.

A check mark indicates that the override price overrides the base price. No check mark indicates that the adjustment is used to calculate a discount or markup to the base price.

For Agreement Penalty Schedules, clear the override price.

Manual Add/Change	Specify whether the adjustment type can be manually added to or changed from the Price Adjustments form when you enter sales orders.
Promotion ID	Enter the identification number that tracks revenue, costs, and expenses for each promotion.
Promotion Display Control	Specify whether the system prints the promotion ID for this adjustment on an invoice or on the purchase order print document.
Exclusive Group	Enter a value from UDC 45/AG to associate adjustment definitions to adjustment groups. You can define adjustments that belong to the same adjustment group as exclusive by turning on the mutually exclusive option. When the mutually exclusive option is selected, the system will issue a warning message if more than one adjustment from the same group is applied.
Mutually Exclusive	Specify whether an adjustment is mutually exclusive within the specified adjustment group. When you select this option, the system generates a warning message when more than one adjustment from the same adjustment group is applied.
Reporting Code 1	Enter a value from UDC 45/P2 to specify one of six reporting codes that can be associated with a price adjustment definition. Use this reporting code to group adjustments.
Price List Group	Enter the code that identifies a group of price adjustments in a price list. For example, price adjustments can be grouped into categories representing discounts, promotions, taxes, or freight. When setting up a price list, the user can define which columns appear on the price list. The Price List Column Pattern form determines which price list group names appear in each user-defined column.
Exclude From Price List	Specify whether to exclude the price adjustment from the Price List program (P45520). Selected: Exclude the price adjustment. Cleared: Include the price adjustment.
Up Sell Adjustment	Indicate whether an adjustment is eligible for up-sell processing during sales order entry. If you select this option, you can specify only one entry for the selected adjustment hierarchy.
Mandatory Adjustment	Specify whether an adjustment is mandatory. Values are: Y: This adjustment is mandatory. N: This adjustment is optional.

Displaying Promotional Information on Invoices and Purchase Orders

Access the Price Adjustment Definition form.

Promotion ID	Enter the identification number that tracks revenue, costs, and expenses for each promotion.
Promotion Display Control	Specify whether the system prints the promotion ID for this adjustment on an invoice or on the purchase order print document.

See Also

Chapter 11, “Using the Promotion ID Feature,” page 165

Specifying Mutual Exclusion for Price Adjustments

Access the Price Adjustment Definition form.

Exclusive Group	Enter a value from UDC 45/AG to associate adjustment definitions to adjustment groups. You can define adjustments that belong to the same adjustment group as exclusive by selecting the mutually exclusive option. When the mutually exclusive option is selected, the system will issue a warning message if more than one adjustment from the same group is applied.
Mutually Exclusive	Specify whether an adjustment is mutually exclusive within the specified adjustment group. When you select this option, the system generates a warning message when more than one adjustment from the same adjustment group is applied.

Building Adjustment Schedules

This section provides an overview of adjustment schedules and discusses how to build an adjustment schedule.

Understanding Adjustment Schedules

An adjustment schedule contains one or more price adjustment types for which a customer or an item is 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.

Considerations when 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.

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

Forms Used to Build Adjustment Schedules

Form Name	Form ID	Navigation	Usage
Price Adjustment Schedule Revisions	W4070C	Adjustment Set Up (G4231112), Price & Adjustment Schedule Revisions. Click the Add button on Work with Adjustment Schedules.	Build adjustment schedules. Before you can build adjustment schedules, you must create price adjustments and set up adjustment definitions.
Work with Adjustment Detail	W4072B	Select an adjustment record on the Price Adjustment Schedule Revisions form, and then select Adj. Details (adjustment details) from the Row menu.	Revise the adjustment details or adjustment definition for individual adjustments on an adjustment schedule.

Building an Adjustment Schedule

Access the Price Adjustment Schedule Revisions form.

Price & Adjustment Schedule Revisions - Price Adjustment Schedule Revisions

OK Delete Cancel Form Row Tools

Adjustment Schedule: MFG Manufacturing

Address Number:

Records 1 - 6 Customize Grid

Seq No.	Adjustment Name	Description	Promotion ID	Promotion ID Description	Effective Date	Expired Date	Beneficiary Address
10	SEASONAL	Shift timing of demand			01/01/00	12/31/10	
20	ROYALTY	Accrue Manuf. License Fee			01/01/00	12/31/10	
30	ELECCMRC	EDI Transaction Discount			01/01/00	12/31/10	
40	FREIGHT	Freight charge by weight			01/01/00	12/31/10	
50	BSKTREPC	Basket level reprice			01/01/00	12/31/10	

Price Adjustment Schedule Revisions form

Adjustment Schedule

Enter a value from UDC 40/AS to identify a price and adjustment schedule. A price and adjustment schedule contains one or more adjustment types for which a customer or an item might be eligible. The system applies the adjustments in the sequence that you specify in the schedule. You link customers to a price and 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. You can override this schedule at the detail line level.

	For Agreement Management, this is the Agreement Penalty Schedule. The information in the Agreement Penalty Schedule provides the system with the criteria for an agreement to have penalty conditions.
Seq No (sequence number)	Enter the order in which the system processes the price adjustments. The value in this field represents the order in which the system processes the price adjustments. You should leave spaces in the number sequence so you can add adjustments within the price adjustment schedule.
Adjustment Name	Enter a value from UDC 40/TY to identify an adjustment definition. You define adjustments on Price Adjustment Names. For Agreement Penalty Schedules Add a definition for each of the four types of penalties: • Minimum quantity • Maximum quantity • Under commitment • Over commitment
Effective Date	Enter the date when the adjustment is effective.
Expired Date	Enter the date on which the adjustment expires.

Setting Up Adjustment Details

This section provides overviews of adjustment details, basis codes for sales adjustments, basic codes for purchase order adjustments, and discusses how to set up an adjustment detail.

Understanding Adjustment Details

Adjustment details provide the parameters for calculating price adjustments. Advanced pricing adjustment details contain basis codes that add pricing flexibility. You can define adjustment details when you add adjustment definitions to adjustment schedules. Adjustment details enable 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

Chapter 9, “Working with Additional Adjustments,” Creating Free Goods Adjustments, page 112

Chapter 9, “Working with Additional Adjustments,” Working with Rebate Adjustments, page 124

PeopleSoft EnterpriseOne Inventory Management 8.11 PeopleBook, “Entering Item Inventory Information,” Entering Sales Price Information

Understanding Basis Codes for Sales Adjustments

This table describes how to configure basis codes, factor values, and formula names for sales adjustments:

Adjustment Type	Configuration Information
Percentage of Base Price	The system multiplies the base price by the factor value. - In the Basis Code field, enter 1. - In the Factor Value field, enter a positive number for markups or a negative number for discounts.
Percentage of Current Net Price	The system multiplies the current net price by the factor value. - In the Basis Code field, enter 2. - In the Factor Value field, enter a positive number for markups or a negative number for discounts.
Percentage of Cost	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 Price Adjustment Detail. - In Basis Code field, enter 3. - In Factor Value field, enter a positive number for markups or a negative number for discounts.
Cost Plus Amount	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. - In the Basis Code field, enter 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	The system adjusts the price by the factor value. - In the Basis Code field, enter 5. - In the Factor Value field, enter a positive or negative number, depending on the penalty parameters.

Adjustment Type	Configuration Information
Add on Variable Amount	The system retrieves the adjustment amount from the F4075 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. • In the Basis Code field, enter 6. • In the Formula Name field, enter the code or name that identifies the variable table. By selecting any adjustment detail line and selecting Variables from the Row menu, you can access the Work with Price Variable Tables form. If you plan to use the price in the F4075 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 F4075 table.
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, 90*&GOLD represents that the adjusted price of the item is 90 percent of the current price of gold. • In the Basis Code field, enter 7. • In the Formula Name field, enter the code or name that identifies the formula. To return a field name to the formula, include a field from the F4211 table 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 from the F4211 table in a formula.

Adjustment Type	Configuration Information
Add on User Program Amount	The system calls a user defined program to calculate the price adjustment. - In the Basis Code field, enter 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 eight characters. In addition, the name of the business function must match the name specified in the Adjustment detail. Note. PeopleSoft is not responsible for providing custom programs and does not provide support for custom programs.
Gross Profit Margin	The system calculates the price adjustment according to the gross profit margin. - In the Basis Code field, enter 9. - In the Factor Value field, enter the gross profit margin percent. For example, enter 10 to adjust the price by 10 percent.

Understanding Basis Codes for Purchase Order Adjustments

This table describes how to configure basis codes, factor values, and formula names for purchase order adjustments:

Adjustment Type	Configuration Information
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 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 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 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 4, the system issues an error. In Procurement, you must use Basis Code 5 to add an amount to the unit cost.

Adjustment Type	Configuration Information
Add on Amount	The system adjusts the supplier price or inventory cost by the factor value. • In the Basis Code field, enter 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 F4075 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 6. • In the Formula field, enter the code or name that identifies the variable table. By selecting 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 F4075 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 F4075 table.

Adjustment Type	Configuration Information
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 percent of the current price of gold. • In the Basis Code field, enter 7. • In the Formula Name field, enter the code or name that identifies the formula. To return a field name to the formula, include a field from the F4311 table 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 F4311 table 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 8. • In the Formula Name field, enter the program ID for the custom program. Note. PeopleSoft 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.

Forms Used to Set Up an Adjustment Detail

Form Name	Form ID	Navigation	Usage
Work with Adjustment Detail	W4072B	Adjustment Set Up (G4231112'), Price & Adjustment Detail Revisions	Specify an adjustment name for which you want to set up an adjustment detail record.
Price Adjustment Detail Revisions	W4072A	Click the Add button on the Work with Adjustment Detail form. Select a record on the Preference Hierarchy Selection form and click the Select button.	Set up an adjustment detail. The record that you choose on the Preference Hierarchy Selection form determines the fields that appear on the Price Adjustment Detail Revisions form.

Setting Up an Adjustment Detail

Access the Price Adjustment Detail Revisions form.

Price & Adjustment Detail Revisions - Price Adjustment Detail Revisions

Adjustment Name: REGIONAL Regional Competition Order Detail Group: SERVBILL

Item Number: 2410 Helmet

Customer Price Group: TERGRP

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	Variable Table
1.0000	EA	5.0000-	2	% of Curr		1	USD	10/01/04	08/31/05			
100.0000	EA	10.0000-	2	% of Curr		1	USD	05/01/05	08/31/05			

Price Adjustment Detail Revisions form

Adjustment Name

Enter a value from UDC 40/TY to identify an adjustment definition. You define adjustments on the Price Adjustment Names form.

For Agreement Penalty Schedules, add a definition for each of the four types of penalties:

- Minimum quantity
- Maximum quantity
- Under commitment
- Over commitment

Item Number

Enter the number that the system assigns to the item. It can be in short, long, or third item number format.

Item Group

Enter a value from UDC 40/PI to identify an inventory price group for an item.

Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item takes on the same pricing structure defined for the inventory price group.

You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.

Customer Number

Enter a number that identifies an entry in the Address Book, such as employee, applicant, participant, customer, supplier, tenant, or location.

Customer Group

Enter a value from UDC 40/PC to identify a customer group. You can group customers with similar characteristics, such as comparable pricing.

Threshold UM (threshold unit of measure)

Enter a value from UDC 00/UM to indicate the quantity in which to express an inventory item, for example, CS (case) or BX (box).

B C (basis code)

Enter the code that specifies how the system uses the factor value to calculate the adjustment or penalty schedule. The Basis Code field works with the Factor Value field. Values are:

- 1: Multiply the base price by the factor value. The adjusted price is a percentage of the base price.
- 2: Multiply the current net price by the factor value. The adjusted price is a percentage of the current net price.
- 3: Multiply the item cost by the factor value. The adjusted price is a percentage of the item cost. You cannot use this basis code for a basket-level or order-level adjustment.
- 4: Add the factor value to the item cost. You cannot use this basis code for a basket-level or order-level adjustment.

Note. If you use basis code 3 or 4, specify the item cost that you want to use in the calculation in the Cost Method field in the detail area of the Price Adjustment Detail form.

5: Adjust the price by the factor value. If the value is positive, it increases the price by that amount; if the value is negative, it decreases the price by that amount.

6: Use the adjustment amount from the variable table. You specify the variable table in the Factor Value field.

If you use basis code 6, select Variables from the Row menu and complete these fields:

- Cur Cod (Currency Code)
- Threshold UM (Unit of Measure)
- Variable Table

7: Use a formula to calculate the adjustment. You specify the name of the formula in the Factor Value field.

If you use Basis Code 7, select Formulas from the Row menu and complete the Formula Name field.

8: Use a custom, user-defined program to calculate the adjustment. You specify the program ID in the Object Library field.

Note. If you define an adjustment that uses a custom program, the program must be one that you developed for this purpose and are prepared to support. PeopleSoft is not responsible for providing custom programs or for supporting programs that you have developed.

9: Calculate the adjustment so that the resulting unit price has a gross profit margin equal to the factor value. You cannot use this basis code for a basket-level, order-level, or a sliding rate adjustment.

For Agreement Penalty Schedules, enter 5 for all penalty schedules.

Effective Date

Enter the date when a transaction, contract, obligation, preference, or policy rule becomes effective.

Cost Meth (cost method)	Enter a value from UDC 40/CM to specify the basis for calculating item costs. Cost methods 01 through 19 are reserved for use by the PeopleSoft System. Complete this field if you use Basis Code 3 or 4.
Formula Name	Enter a value from UDC 40/FM to identify a price formula. All price formulas are stored in the F4076 table. Complete this field if you use Basis Code 7.

Generating New Price Adjustments in a Different Currency

This section provides an overview of price adjustments in different currencies and discusses how to:

- Run the Advanced Price and Adjustment program (R407201).
- Set processing options for the Advanced Price and Adjustment program.

Understanding Price Adjustments in a Different Currency

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.

The Advanced Price and Adjustment program:

- Creates new price adjustment records one currency at a time to avoid confusion about which currency new records are based.
- 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.

When you run the Advanced Price and Adjustment program, use these 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	Enter the original currency code on which you want to base the new price adjustment.
Currency in which you want to create new records	Enter the currency code for the new record.

Exchange rate to use to calculate the amount	Enter the exchange rate for the system to use.
Method (divide or multiply) to use for the exchange rate calculation	Define the method for the system to use to calculate exchange rates.
Run the Advanced Price and Adjustment program first in proof and then in final mode	Specify whether to run the report in proof or final mode first. Values are: <i>Proof:</i> 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. <i>Final:</i> 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:

- 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 create new price adjustments for amounts with a basis code of 7 (formula).

For example, a price adjustment for 100 CAD is assigned a basis code of 5 (add-on amount), and you want to create a new price adjustment in the 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:

- 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 (percent of base price).

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

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.

Setting Processing Options for the Advanced Price and Adjustment Program (R407201)

To run the Advanced Price and Adjustment Program, select Advanced Price and Adjustment from the Periodic Processing menu (G4231122).

Processing options enable you to specify the default processing for programs and reports.

For programs, you can specify options such as the default values for specific transactions, whether fields appear on a form, and the version of the program that you want to run.

For reports, processing options enable you to specify the information that appears on reports. For example, you set a processing option to include the fiscal year or the number of aging days on a report.

Do not modify EnterpriseOne demo versions, which are identified by ZJDE or XJDE prefixes. Copy these versions or create new versions to change any values, including the version number, version title, prompting options, security, and processing options.

Process

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

1. Enter *I* 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

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

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 *I* to multiply the current price by the exchange rate or leave blank (default) to divide the current price by the Exchange Rate.

CHAPTER 6

Working with Pricing

This chapter provides an overview of pricing, and discusses how to:

- Work with the Pricing Workbench.
- Work with customer price lists.
- Work with search agents.

Understanding Pricing

Good customer service requires that you can quickly view and manipulate pricing. After you have set up a price in Advanced Pricing, you can view and manipulate pricing by:

- Creating queries to view pricing for a particular item group.
- Creating a list of prices for a specific customer.
- Increasing all prices by a percentage, such as 15 percent.
- Searching for a price in any unit of measure, not just the primary unit of measure.

Mass-Updating Price Adjustment Records

After you create filters for querying records in the Pricing Workbench program, 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 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 select 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 F4072 table.

Working with the Pricing Workbench

This section provides an overview of the Pricing Workbench and discusses how to:

- Generate a pricing search query.
- View the results of a pricing search query.
- Regenerate a pricing search query.
- Delete a pricing search query.
- Mass-update price adjustment records.

Understanding the Pricing Workbench

You can use the Pricing Workbench 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 these 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. Programs and options are available depending on the query criteria :

- 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 UDC (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 these tables to process pricing workbench information:

- F4510
- F4511W

Pricing Search Queries

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 program (R45502). 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 program to generate the pricing search query.

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

You can view query records using the Pricing Workbench 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, to view only those that have implicit references to the customer, or to view both. An *03* (Customer Group) query does not have these options. However, all query detail forms have the option to filter records based on an effective date.

The query detail forms also have row menu options to all the price adjustment applications such as Adjustment Definition, Adjustment Details, and so on. The row menus enable 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 F4510 table. The system generates the detail records when the queries are created. The system stores the generated records in the F4511W table.

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 Price Workbench Pre-Resolution batch program to regenerate the query. You must click the Find button to view the regenerated query. If you regenerate a query before it is completed, the system issues an error.

You can delete a completed pricing search query. When you delete a pricing search query, the 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 F4511W table.

Forms Used to Work with the Pricing Workbench

Form Name	Form ID	Navigation	Usage
Work With Price Workbench Queries	W45501K	Pricing Inquiries (G423113), Pricing Workbench	Locate and select existing price workbench queries.
Control Panel	W45501A	Click Add on the Work With Price Workbench Queries form.	Specify the focus, such as on customers, customers groups, items, and so on, that applies to the Focus On form.
Focus On	W45501D, W45501E, W45501F, W45501G, W45501I	Locate and select a pricing search query record on the Work With Price Workbench Queries form. 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	View the results of a pricing search query
Price Adjustments Global Revisions	W45550A	Select Mass Maintenance from the Form menu on the Focus On form. Alternatively, from the Advanced Operations (G423114), select Mass Maintenance. On Basic Pricing Workbench, locate the search agent and select Mass Maintenance from the Form menu.	Mass update price adjustment records.

Generating a Pricing Search Query

Access the Control Panel form.

Focus On

Select pricing records from UDC 45/FO to display on the Pricing Workbench.

For example, the system can display pricing records by customer or by customer group. 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.

Address Number

If you specified *01* (customer) in the Focus On field, complete this field.

Customer Price Group	If you specified <i>03</i> (customer group) in the Focus On field, complete this field.
Item Unknown Format Entered	If you specified <i>05</i> (item) in the Focus On field, complete this field.
Item Price Group	If you specified <i>06</i> (item group) in the Focus On field, complete this field.
Price Adjustment Name	If you specified <i>08</i> (adjustment details) in the Focus On field, complete this field.
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 the query to take much longer to process, especially for item group queries. For this reason, you should 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.

Viewing the Results of a Pricing Search Query

Access the Focus On form associated with the pricing search query that you want to review.

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 these steps.

Access the appropriate form, depending on the search criteria:

As of Date	Enter a specific date to display documents (orders, bills of material, routings, as applicable) that are effective on or after that date. The As of Date is the date used for effectivity checking. The current system date is the default value, but you can enter any future or past date.
Explicit Reference to Customer	Select for a customer (01) or item (05) price search queries. This option enables you to view only those records have the customer number in the Address Number field.
Implicit by Customer/Group / All Customer	Select for a customer (01) or item (05) price search queries. This option enables 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 set up 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	Select for a customer (01) or item (05) price search queries. Records that have an explicit reference to the customer display in color.

Hierarchy Level Complete this optional field for adjustment (08) queries.

To regenerate a pricing query, on the Work With Price Workbench Queries, locate an existing pricing search query and select Regenerate from the Row menu.

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

Mass Updating Price Adjustment Records

Access the Price Adjustments Global Revisions form.

Qty From Upd Type (quantity from update type) Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

- A: Add-on amount
- \$: Override amount
- ?: Percentage

B C (basis code) Specify how the system uses the factor value to calculate the adjustment or penalty schedule. The B C field works with the Factor Value field. Values are:

- 1: Multiply the base price by the factor value. The adjusted price is a percentage of the base price.
- 2: Multiply the current net price by the factor value. The adjusted price is a percentage of the current net price.
- 3: Multiply the item cost by the factor value. The adjusted price is a percentage of the item cost. You cannot use this basis code for a basket-level or order-level adjustment.
- 4: Add the factor value to the item cost. You cannot use this basis code for a basket-level or order-level adjustment.

Note. If you use basis code 3 or 4, specify the item cost that you want to use in the calculation in the Cost Method field in the detail area of the Price Adjustment Detail form.

- 5: Adjust the price by the factor value. If the value is positive, it increases the price by that amount; if the value is negative, it decreases the price by that amount.
- 6: Use the adjustment amount from the variable table. You specify the variable table in the Factor Value field.
- 7: Use a formula to calculate the adjustment. You specify the name of the formula in the Factor Value field.
- 8: Use a custom, user-defined program to calculate the adjustment. You specify the program ID in the Object Library field.

Note. If you define an adjustment that uses a custom program, the program must be one that you developed for this purpose and are prepared to support. PeopleSoft is not responsible for providing custom programs or for supporting programs that you have developed.

9: Calculate the adjustment so that the resulting unit price has a gross profit margin equal to the factor value. You cannot use this basis code for a basket-level or order-level adjustment, or for a sliding rate adjustment.

For Agreement Penalty Schedules, enter 5 for all penalty schedules.

Formula Name	Enter a value from UDC 40/FM to identify a price formula. All price formulas are stored in the F4076 table.
Factor Val Upd Type (factor value update type)	Indicate the type of global update that the system applies to the prices in the F4072 table. Values are: A: Add-on amount \$: Override amount %: Percentage
F G (free good)	If a price adjustment is associated with any free goods information, this flag will be set to Y. Moreover, the option field in the Price Adjustment Detail Revisions form will be displayed in reverse image to signify that the record is associated with free good information.
Item Group	Enter a value from UDC 40/PI to identify an inventory price group for an item. Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item takes on the same pricing structure defined for the inventory price group. You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.
Customer Group	Enter a value from UDC 40/PC to identify the customer group. You can group customers with similar characteristics, such as comparable pricing.
Order Detail	Enter a value from UDC 40/SD to identify a sales order detail group. You use sales order detail groups to create pricing that is based on a field in the F4211 table.
FV UM (factor value unit of measure)	Enter a value from UDC 00/UM to specify the unit of measure associated with the factor value for an advanced price adjustment. This value is valid for adjustments that represent a whole monetary unit only. For example, you can define a level break of 10 DZ and an adjustment will award a discount of 1 USD per EA.
Price Partial	Indicate whether the system awards discounts to partial values (quantities, weights, or amounts). This option is valid only when you specify a factor value UOM (unit of measure). For example, if a certain discount is to be awarded for quantities of two dozen and greater, selecting this option enables the system to award the adjustment to two dozen, 24 each, or any quantity

that is greater. If you leave this option blank, the system does not award the discount to partial quantities. For example, when a customer orders 30 each, then only 24 each are discounted. Values are:

Blank: The system does not enable partial values.

1: The system enables partial values. This is the default value.

Bskt Parent ID (basket parent identification)

Enter the code that links exception pricing basket records to a standard basket adjustment.

Factor Value Numeric

Indicate how the system adjusts an order line. The value in this field works in conjunction with the B C field. How you define the B C field determines whether you enter a number or a code in this field.

If the basis code is:

1-5: Enter a positive number for markups. For example, enter *10*. Enter a negative number for discounts. For example, enter *10-*.

6: You want to base the adjustment on a variable table. Enter the code that identifies the variable table in the Formula Name column.

7: You want to use a formula to calculate the price. Enter the code that identifies the formula in the Formula Name column.

8: You want to calculate the adjustment using a custom program. Enter the program ID in the Formula Name column.

Override Amount (\$)

Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

A: Add-on amount

\$: Override amount

%: Percentage

Add Percent (%)

Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

A: Add-on amount

\$: Override amount

%: Percentage

Add-on Amount (A)

Indicate the type of global update that the system applies to the prices in the F4072 table. Values are:

A: Add-on amount

\$: Override amount

%: Percentage

Factor Value

Indicate how the system adjusts an order line. The value in this field works in with the Basis field. How you define the Basis field determines whether you enter a number or a code in this field.

If the basis code is:

1-5: Enter a positive number for markups. For example, enter *10*. Enter a negative number for discounts. For example, enter *10-*.

- 6: Enter the code that identifies the variable table in the Formula Name column.
- 7: Enter the code that identifies the formula in the Formula Name column.
- 8: Calculate the adjustment using a custom program. Enter the program ID in the Formula Name column.

Working with Customer Price Lists

This section provides an overview of customer price lists and discusses how to:

- Create a customer price list and build a price list shell.
- Specify price list groups for adjustments.
- Group price list adjustments using column patterns.
- Generate prices for a price list.
- Print a customer price list.

Understanding 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 these tables when processing customer price lists:

- F45520
- F45521
- F45522
- F45523
- F45524
- F40UI74

Price List Creation

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.

Price List Groups

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.

Price List Generation

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 F40UI74 table, and creates individual price adjustment rows in the F45521 table. 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.

Price List Printout

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.

Forms Used to Work with Customer Price Lists

Form Name	Form ID	Navigation	Usage
Price List Details	W45520B	Advanced Operations (G423114), Customer Price List Click the Add button, or select a record and click the Select button on the Work With Price List form.	Create and revise customer price lists. To generate a price list, select Generate Prices from the Form menu. To print a price list, select Print List from the Form menu.
Price List Item Selection	W45520D	Select Item Selection from the Form menu on the Price List Details form.	Specify the items to be included on a price list.
Level-Break Pattern	W45520C	Select Default Level Break from the Form menu on the Price List Details form. Alternatively, select a record on the Price List Details form, and then select Item Level Break from the Row menu.	Enter default quantity level breaks and units of measure, or enter item-specific level breaks.
Price Adjustment Definition	W4071A	Adjustment Set Up (G423112), Price Adjustment Definition Select an adjustment type on the Work with Adjustment Types form, and then click Select.	Specify price list groups for adjustments.
Column Patterns	W45520E	Select Column Pattern from the Form menu on the Price List Details form.	Specify how the system displays columns and adjustments. If you do not specify column pattern information, the system groups all adjustment amounts in one column.

Creating a Customer Price List and Building a Price List Shell

Access the Price List Details form.

Customer Price List - Price List Details

OK Find Delete Cancel Form Row Tools

Customer 3001 Global Enterprises

Price List ID 21 SP 00001

Price List Name BIKES

Description Bikes

Effective Date 10/11/04

Expiration Date 10/11/04

Schedule Blank

Branch Plant 30 Eastern Distribution Center

Payment Terms 001 1/10 Net 30

Payment Instr. Default (A/R & A/P)

Currency USD U.S. Dollar

Price based on Transaction unit of measure

Records 1 - 2 Customize Grid

Item Number	Item Description	As Of Date	From Level	UOM	List Price	Adjustments	Net Unit Price
2001	Cro-Moly Frame, Red	10/11/04	1.0000	EA	250.00		25
220	Touring Bike, Red	10/11/04	1.0000	EA	651.00		65

Price List Details form

Price List Name Enter the description of a price list, for example, *RETAIL*.

Specifying Price List Groups for Adjustments

Access the Price Adjustment Definition form.

Price List Group Enter the code that identifies a group of price adjustments in a price list. For example, price adjustments can be grouped into categories representing discounts, promotions, taxes, or freight. When setting up a price list, the user can define which columns appear on the price list. The Price List Column Pattern form determines which price list group names appear in each user-defined column.

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

Exclude From Price List Specify whether to exclude the price adjustment from the Price List program (P45520).

On: Exclude the price adjustment.

Off: Include the price adjustment.

Grouping Price List Adjustments Using Column Patterns

Access the Column Pattern form.

Column 1 Title Enter the title of the first user-defined column in the price list.

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.

Creating Search Agents

This section provides an overview of search agents and describes how to create a search agent.

Understanding Search Agents

A search agent enables you to create complex queries using comparison criteria. You can select by list of values, not in list of values, inclusive range, and exclusive range. You can also use the comparison criteria of the Query by Example (QBE) line. The criteria can then be saved, maintained, reused, and deleted when necessary. The search agent reduces the number of separate inquiries that are required to review related pricing information. The search agent is used by both the Mass Maintenance (P45550) and Customer Price List (P45520) programs.

See Also

[Chapter 6, “Working with Pricing,” Working with the Pricing Workbench, page 74](#)

[Chapter 6, “Working with Pricing,” Working with Customer Price Lists, page 81](#)

Forms Used to Create a Search Agent

Form Name	Form ID	Navigation	Usage
Price Adjustments Global Revisions	W45550A	Advanced Operations (G423114), Mass Maintenance. Alternatively, from the Advanced Operations (G423114), select Customer Price List.	Specify the table for which to create a search agent and the search agent name. The search agent only works with the F4511W table.
Search Agent Revisions	W45510F	Select SA (Search Agent) Revisions from the Form menu on the Price Adjustments Global Revisions form.	Create and revise search agents using any of these fields: • Alias • Description Alpha • Security On • View All Fields Note. If you activate security, only the user who created the search agent may revise it.
List of Values Revisions	W45510E	Select a record from the SA Revisions form, and then select Revisions from the Row menu.	Specify search criteria for a search agent by completing these fields: • Relationship • Search Agent Value

CHAPTER 7

Working with Buying Structures

This chapter provides an overview of buying structures and discusses how to:

- Set up buying structures for pricing.
- Review and revise a buying structure.
- Create direct price adjustments.

Understanding 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 enable you to manage complex, customer-specific pricing. When you set up a buying structure, you customize a customer's price management 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.

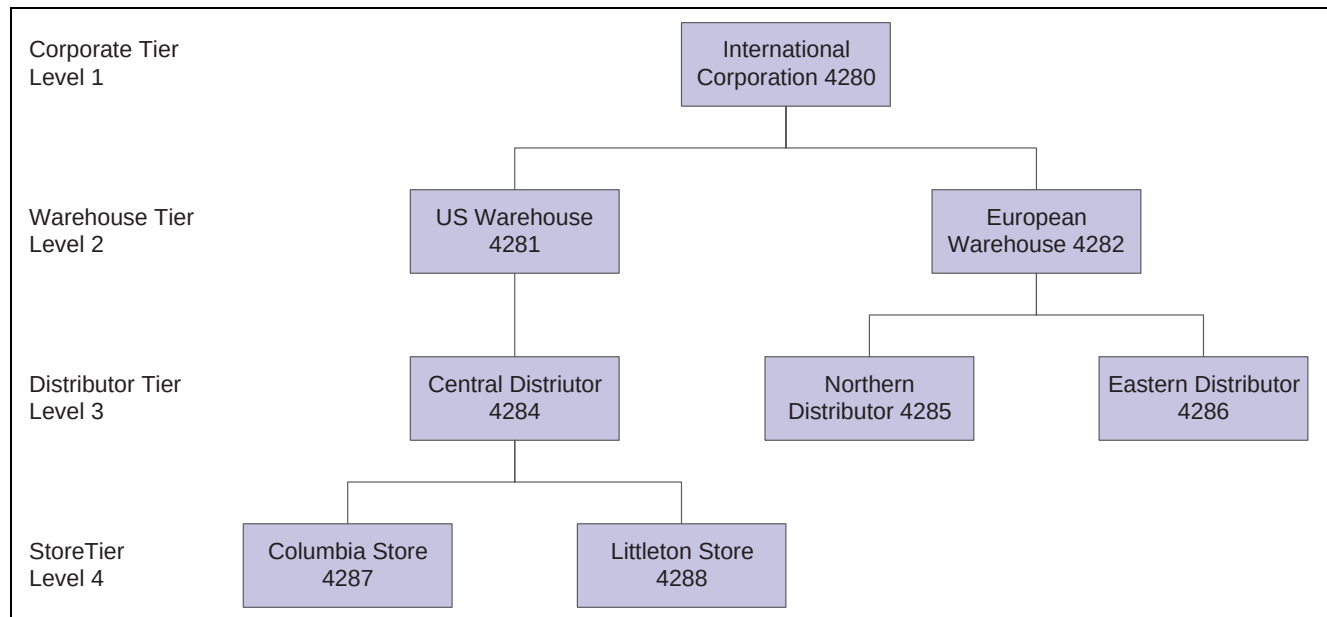
Buying structures use direct price adjustments, which associate a specific customer address book number to a specific set of price adjustments.

When you set up a buying structure, the system enables you to establish parent/child relationships among the customer address book 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 select 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.

This example shows the organization of a buying structure:



Example of a typical buying structure

Understanding 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 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.

This 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 percent 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)

Entity	AB #	Tier Level	Is inheritance applied?	Applicable Price Adjustment
Central Distributor	4284	3	Yes	Central Distributor receives a 5 percent promotional discount.
Columbia Store	4287	4	Yes	Because it is one of the larger stores in International Corporation, the Columbia Store receives a 6 percent discount off the base price when ordering a minimum of 100 units of Item A.

When the 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 this table:

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

If the buying structure were set up with the Inheritance Flag not selected in the Price and Adjustment Schedule Revisions program, Columbia Store would only receive its tier-level discount of 6 percent and would not inherit the other tier level adjustments.

See Also

PeopleSoft EnterpriseOne Address Book 8.11 PeopleBook, “Setting Up Parent/Child Relationships and Organizational Structures,” Setting Up Parent/Child Relationships

PeopleSoft EnterpriseOne Address Book 8.11 PeopleBook, “Setting Up Parent/Child Relationships and Organizational Structures,” Setting Up Tiers for Parent/Child Organizational Structures

Setting Up Buying Structures for Pricing

This section provides an overview of setting up buying structures for pricing, lists a prerequisite, and discusses how to set up a buying structure.

Understanding the Setup for Buying Structures

You define the customer's buying structure in the A/B Org Structure Browse (Address Book Organizational Structure Browse) program (P0150). When you define the structure, you specify the parent/child relationships that the customer address book 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 enable you to control the structure of parent/child relationships in an organizational structure. When you set up tier descriptions, you specify:

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

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 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 to 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.

See Also

Chapter 7, "Working with Buying Structures," Creating Direct Price Adjustments, page 94

Chapter 9, "Working with Additional Adjustments," Working with Rebate Adjustments, page 124

Prerequisite

Before you complete the tasks in this section, on the Process tab in the processing options for the A/B Org Structure Browse program, enter 1 in Tier Descriptions.

Forms Used to Set Up a Buying Structure

Form Name	Form ID	Navigation	Usage
Work with Parent/Child Structures	W0150D	Address Book Organizational Structure (G01311), Structure Revisions.	Locate parent/child structures.
Address Parent/Child Revisions	W0150A	Click the Add button on the Work with Parent/Child Structures form.	Build an organizational structure using tiers. Specify the parent in the Address Number field in the header area and then the children in the Address Numberfield in the detail area. 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.
Effective Date Parent Search	W0150F	Locate a structure type and address number on the Work with Parent/Child Structures form and select Tier Descriptions from the Row menu.	Determine the root parent in an organizational structure as of a specific date.
Tier Description Revisions	W0150E	Locate a structure type on the Work with Parent/Child Structures form, and select Tier Descriptions from the Row menu. Enter an effective date on the Effective Date Parent Search form, click Find Root Parent Address, and click OK.	Enter information about a tier, including its description, effective date, and expiration date. From Tier Description Revisions, complete the these fields to enter tier descriptions for an organizational structure: • Tier No.(tier number) • Description • Effective Date • Expiration Date

Determining the Root Parent in an Organizational Structure as of a Specific Date

Access the Work with Parent/Child Structures form.

Structure Type

Enter a value from UDC 01/TS to identify a type of organizational structure that has its own hierarchy in the Address Book (for example, email).

When you create a parent/child relationship for Accounts Receivable, the structure type must be blank.

Effective Date

Enter the date when a transaction, contract, obligation, preference, or policy rule becomes effective.

Root Parent Address

Enter the Address Book number of the parent company. The system uses this number to associate a particular address with a parent company or location. Any value that you enter in this field updates the F0150 table for the blank structure type. This address number must exist in the F0101 table for validation purposes. Examples of address book records that would have a parent number include:

- Subsidiaries with parent companies.
- Branches with a home office.
- Job sites with a general contractor.

Setting Processing Options for A/B Org Structure Browse Revisions (P0150)

Processing options enable you to specify the default processing for programs and reports.

For programs, you can specify options such as the default values for specific transactions, whether fields appear on a form, and the version of the program that you want to run.

For reports, processing options enable you to specify the information that appears on reports. For example, you set a processing option to include the fiscal year or the number of aging days on a report.

Do not modify EnterpriseOne demo versions, which are identified by ZJDE or XJDE prefixes. Copy these versions or create new versions to change any values, including the version number, version title, prompting options, security, and processing options.

Process

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

- 1. Workflow Information** Specify whether to display workflow processing information. Values are:
Blank: Do not display workflow information.
/ : Display workflow information.
- 2. Tier Descriptions** Specify whether to enable 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. Values are:
Blank: Do not enable a tier structure to be defined.
/ : Enable a tier structure to be defined.

Defaults

Although processing options are set up during EnterpriseOne implementation, you can change processing options each time you run a program.

- | | |
|---|--|
| 1. Date Defaults | Specify whether the system supplies default dates on the Parent/Child Revisions form when the beginning and ending effective dates are blank. Values are:

Blank: The system does not supply default dates.

1: The system supplies default dates. |
| 2. Default Organization Structure Type | Specify the value that the system enters in the Organizational Structure field when the A/B Org Structure Browse program is first run. |

Reviewing and Revising Buying Structures

This section provides an overview of buying structure revisions and discusses how to review and revise buying structures.

Understanding Buying Structure Revisions

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

[Chapter 9, “Working with Additional Adjustments,” Working with Rebate Adjustments, page 124](#)

[Chapter 5, “Working with Schedules and Adjustments,” Setting Up Adjustment Details, page 62](#)

[Chapter 5, “Working with Schedules and Adjustments,” Building Adjustment Schedules, page 60](#)

Forms Used to Review and Revise a Buying Structure

Form Name	Form ID	Navigation	Usage
Buying Structure Browse	W450150A	Pricing Inquiries (G423113), Buying Structure Browse	Review and edit, as necessary, the related address and any children that belong to the address in the buying structure. Select Top from the Form menu to review 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.
Pricing Rules Browse	W450150C	Select a record on the Buying Structure Browse form, and select Price Rules from the Row menu.	Review and edit, as necessary, price adjustments that apply to a customer, whether they be direct price adjustments or from price adjustment schedules. You can also access the forms necessary to revise adjustment detail information from this form.

Creating Direct Price Adjustments

This section provides an overview of direct price adjustments, lists a prerequisite, and discusses how to create a direct price adjustment.

Understanding Direct Price Adjustments

Pricing and discounts are often negotiated with specific customers for a specific product or set of products. 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.

To manage the timing of the 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, 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 the 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 how you want the system to adjust pricing, while ensuring that no adjustments are applied more than once.

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

See Also

PeopleSoft EnterpriseOne Accounts Receivable 8.11 PeopleBook, "Setting Up Customer Master Information"

Prerequisite

Verify in the pricing constants that you selected to use a customer's Sold-To address for pricing.

Form Used to Create a Direct Price Adjustment

Form Name	Form ID	Navigation	Usage
Price Adjustment Schedule Revisions	W4070C	Sales Order Management Setup (G4241), Customer Billing Instructions Locate and select a customer to which you want to apply direct price adjustments and select Price Adj Schedule from the Row menu on the Work with Customer Master form.	Create direct price adjustments

Creating a Direct Price Adjustment

Access the Price Adjustment Schedule Revisions form.

Seq No (sequence number) Enter the order in which the system processes the price adjustments. You should leave spaces in the number sequence so you can add adjustments within the price adjustment schedule.

Adjustment Name Enter a value from UDC 40/TY to identify an adjustment definition.

For Agreement Penalty Schedules Add a definition for each of the four types of penalties:

- Minimum quantity
- Maximum quantity
- Under commitment
- Over commitment

Effective Date	Enter the date when a transaction, contract, obligation, preference, or policy rule becomes effective.
Expired Date	Enter the date on which a transaction, text message, agreement, obligation, or preference has expired or been completed.
Tier Level	Enter a number that represents the tier level in the structure at and below which the system applies this adjustment. This number must be equal to or less than the value specified in the Accumulate at Tier field. In a buying structure, a tier level <i>1</i> represents the top or highest level. A tier level greater than 1 represents a lower level in the buying structure. Complete this field if you are creating direct price adjustments for buying structures and tiered rebates.
Accum Tier (accumulate at tier)	Enter the number that specifies the tier level at which amounts or rebates will be accumulated in the buying structure. You must specify the Accumulate at Tier value at a level equal to or lower than the Beneficiary Tier value. In a buying structure, a tier level <i>1</i> represents the top or highest level. A tier level greater than 1 represents a lower level in the buying structure. Complete this field if you are creating direct price adjustments for buying structures and tiered rebates.
Bene Tier (beneficiary tier)	Enter a number that specifies the beneficiary tier level in the buying structure. The beneficiary is the recipient of the accumulated rebate amount. In a buying structure, a tier level <i>1</i> represents the top or highest level. A tier level with a greater than 1 represents a lower level in the buying structure. Complete this field if you are creating direct price adjustments for buying structures and tiered rebates.
Beneficiary Address	Enter the Address Book number that the system uses when generating a rebate claim. If this is a sales rebate, the beneficiary address will specify the customer to whom the rebate will be paid. If this is a procurement rebate or a supplier proof of sale rebate, the beneficiary address will specify the supplier from whom the rebate will be collected. Complete this field if you are creating direct price adjustments for buying structures and tiered rebates.
Inheritance Flag	Indicate whether a price adjustment should be inherited by the child address numbers in a buying structure. Complete this field if you are creating direct price adjustments for buying structures and tiered rebates. Values are: <i>0</i>: Price adjustment should not be inherited. <i>1</i>: Price adjustment should be inherited.

CHAPTER 8

Defining Override Search Groups

This chapter provides an overview of override search groups, lists prerequisites, and discusses how to:

- Work with complex price groups.
- Generate price group combinations.
- Define order detail groups.

Understanding 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 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 the item/branch information.
- For customers, use the category codes in the 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 only 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 only 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.

Base Pricing

In Base Pricing you can:

- Use either simple or complex price groups.

- Attach each price group to an item and customer in the branch/plant record in the Customer Billing Instructions.

Advanced Pricing

In Advanced Pricing you can:

- Use only complex groups.
- Attach complex price groups within the price adjustment definition.

Using Override Search Groups for Sales Adjustments Example

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 customers based on geographic region, division, sales person, and volume. Those customers who sell mountain bikes, defined as a division in the 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 the *SEASONAL* price adjustment definition. When 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 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.

Advanced Pricing for purchase orders does support complex item and supplier groups; complex groups are not supported for the base price.

You specify the categories 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 only 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.

Prerequisites

Before you complete the tasks in this section:

- Set up customer price groups.

- Set up item price groups.

Working with Complex Price Groups

This section provides an overview of complex price groups and discusses how to:

- Set up complex customer price groups.
- Set up complex item price groups.
- Generate price group combinations.

Understanding 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.

Important! 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.

Customer Price Groups

You can use up to 10 category codes to define complex customer price groups. You use category codes to create subgroups within the 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 select category codes has no effect on how the system searches for prices.

Item Price Groups

You can also set up complex item groups to enable greater flexibility in the pricing structures. You can use up to 10 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.

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 Advanced Pricing, you can use date effective category codes to create customer groups to which pricing can be assigned. As pricing changes, you can automatically update customer groups according to the category code values.

You activate date effective category codes by setting an Accounts Receivable constant. When you set up the Accounts Receivable constant, you cannot use Category Codes from the Form menu on the Customer Master Revision form to add category code values. Instead, you must use Date Effective Category Codes. 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 F03012A table. You can purge category codes that are no longer effective by running the Purge Date Effective Category Codes program (R03012B).

When you add date effective category code values, you create a record in the F03012A table. 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 F03012 table and changes the value of the Eff Used field to *Y*.

Important! 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

PeopleSoft EnterpriseOne Address Book 8.11 PeopleBook, “Updating and Purging Address Book Records,” Updating Category Codes

Prerequisite

Verify that you have set up price group names in UDC 40/PC.

Forms Used to Work with Complex Price Groups

Form Name	Form ID	Navigation	Usage
Customer Price Group Definition	W4092G	Price Management (G4222), Define Customer Price Groups Click the Add button on the Work with Price Group Definition form.	Set up complex customer price groups. To identify subgroups used in a customer price group, complete as many as 10 category code fields and select Accept from the Form menu.
Item Price Group Definition	W4092C	Price Management (G4222), Define Item Price Groups Click the Add button on the Work with Price Group Definition form.	To define subgroups in an item price group, complete as many as 10 Sales category codes, the Purchasing category codes, or the Other category codes, and select Accept from the Form menu.

Setting Up Complex Customer Price Groups

Access the Customer Price Group Definition form.

Define Customer Price Groups - Customer Price Group Definition

OK Cancel Form Tools

Price Group RETAIL Retail Customers

Category Code 01	3	Sales Region		Category Code 21	
Account Representative	4	Category Code 12		Category Code 22	
Category Code 03	5	Line of Business	1	Category Code 23	
Geographic Region	6	Sales Volume	2	Category Code 24	
Category Code 05	7	Category Code 15		Category Code 25	
Category Code 06	8	Category Code 16		Category Code 26	
1099 Reporting		Category Code 17		Category Code 27	
Category Code 08		Category Code 18		Category Code 28	
Category Code 09		Category Code 19		Category Code 29	
Category Code 10		Category Code 20		Category Code 30	

Customer Price Group Definition form

Price Group

Enter a numerical value that specifies the sequence of category codes within the group codes. The value must be equal to or between 1 and 4. You cannot

skip sequence values. For example, do not enter sequence 3 unless you have already entered sequence numbers 1 and 2

Setting Up Complex Item Price Groups

Access the Item Price Group Definition form.

Define Item Price Groups - Item Price Group Definition

OKCancelFormTools

Price Group

BICYCLE

Bicycles

Sales:		Supplier Rebate Code	☐	Warehouse Process Grp 2	☐
Sales Catalog Section	1	Master Planning Family	☐	Warehouse Process Grp 3	☐
Sub Section	2	Landed Cost Rule	☐	Item Pool Code	☐
Sales Category Code 3	☐	Other Codes:		Category Code 6	☐
Sales Category Code 4	☐	Shipping Conditions Code	☐	Category Code 7	☐
Sales Category Code 5	☐	Shipping Commodity Class	☐	Category Code 8	☐
Purchasing:		Cycle Count Category	☐	Category Code 9	☐
Commodity Class	☐	Item Dimension Group	☐	Category Code 10	☐
Commodity Sub Class	☐	Warehouse Process Grp 1	☐		

Item Price Group Definition form

Price Group

Enter a numerical value that specifies the sequence of category codes within the group codes. The value must be equal to or between 1 and 4. You cannot slip sequence values. For example, do not enter sequence 3 unless you have already entered sequence numbers 1 and 2.

Generating Price Group Combinations

This section provides an overview of price group combinations and discusses how to:

- Generate customer price groups.
- Generate item price groups.

Understanding Price Group Combinations

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.

These batch programs generate price group combinations:

- Generate Customer Price Groups (R40932).
- Generate Item Price Groups (R40931).

These programs generate records in the F4093 table. The F4093 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.

Forms Used to Generate Price Groups

Form Name	Form ID	Navigation	Usage
Work With Batch Versions	W98305WA	Price Management (G4222), Generate Customer Price Groups	Generate customer price groups.
Work With Batch Versions	W98305WA	Price Management (G4222), Generate Item Price Groups	Generate item price groups.

Defining Order Detail Groups

This section provides an overview of order detail groups and discusses how to define an order detail group.

Understanding Order Detail Groups

You can use order detail groups to create adjustments to the pricing line of an order from information on the 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 these fields display by default from the Preference Profile and vary depending upon whether you are using Advanced Pricing for Sales, for Procurement, or for Service Management:

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

- From Potency
- Thru Potency

By using these fields when you define order detail groups, you have another method of defining pricing for a specific 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.

Form Used to Define Order Detail Groups

Form Name	Form ID	Navigation	Usage
Order Detail Price Group Definition.	W4092I	Adjustment Set Up (G4231112), Order Detail Groups Select a price group and click the Add button on the Work with Price Group Definition.	Define order detail groups. When you click the Add button, the system imports the price group type code based on the 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. You specify the category codes that you want to group by typing the numbers 1 through 8 next to eight field names. You can use any number of fields up to eight.

Defining an Order Detail Group

Access the Order Detail Price Group Definition form.

Order Detail Groups - Order Detail Price Group Definition

OK Cancel Form Tools

Price Group REPAS/SG Repasse-SO Group (Brazil)

Business Unit	1	Carrier Number		Price Code 1	
Company		Mode of Trn		Price Code 2	
Agreement Nbr		Route Code		Price Code 3	
Header Business Unit		Stop Code		From Grade	
Payment Terms		Zone Number		Thru Grade	
Payment Instrument		Freight Handling Code		From Potency	
Line of Business		Shipping Commodity Class		Thru Potency	
End Use		Shipping Conditions Code		Order Type	
Duty Status					

Order Detail Price Group Definition

Price Group

Enter a value from UDC 40/PI to identify an inventory price group for an item.

Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item takes on the same pricing structure defined for the inventory price group.

You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.

CHAPTER 9

Working with Additional Adjustments

This chapter provides an overview of the additional adjustments that are available in the Advanced Pricing application, lists common elements, and discusses how to:

- Create free goods adjustments.
- Work with free goods catalogs.
- Work with volume-based upselling.
- Set up rounding rules.
- Create accrual adjustments.
- Set up volume incentives.
- Work with rebate adjustments.
- Work with variable price adjustments.
- Work with sliding rates.
- Define threshold rules using multiple units of measure.
- Create gross profit margin adjustments.
- Create extended terms adjustments.
- Work with ship and debit adjustments.

Understanding 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 giving a discount based on a total order amount (repricing). You can also accrue sales commissions 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 might 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 enable 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.

Important! You can use only accruals, ship and debit adjustments, and repricing in advanced pricing for sales orders.

See Also

PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook, “Processing Rebates”

Common Elements Used in This Chapter

Accumulate at Tier

Specify the tier level at which amounts or rebates will be accumulated in the buying structure. You must specify the accumulate-at-tier value at a level equal to or lower than the beneficiary tier value. In a buying structure, a tier level *1* represents the top or highest level. A tier level greater than *1* represents a lower level in the buying structure.

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 that is defined at this specified tier.

Adjustment Control Code

Enter the code that specifies additional processing features that are related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system does not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total, but does not include it in the unit price.

The system posts separate General Ledger and Accounts Receivable entries for this adjustment during sales update.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during sales update.

8: Create a rounding adjustment, based on the rounding rules that are set up in the Price Adjustment Detail Revisions program (P4072). The system adds the adjustment amount to the unit price.

For PeopleSoft EnterpriseOne:

3: The system supports adjustment control code 3 only for order-level adjustments.

5: Code 5 is not supported in PeopleSoft EnterpriseOne.

6: The system processes the adjustment amount and the unit price separately during sales update. The amounts are recorded separately as General Ledger and Accounts Receivable entries. The system prints the adjustment on the invoice.

Adjustment Level

Select the level at which the system calculates price adjustments. Values are:

Line Level Adjustment: The system calculates the adjustment based on information in the sales order detail line.

Basket Level Adjustment: The system calculates the adjustment based on information that is accumulated from all sales order detail lines that you have identified as a basket pricing group. You define the basket reprice group on the Additional Information tab on the Item Branch Information form in the Item Branch program. If you are defining a basket or order level adjustment, leave the Item Group and Order Detail Group fields blank.

Order Level Adjustment: The system calculates the adjustment based on information that is accumulated from all the sales order detail lines that you have identified as an order pricing group. You define the order reprice group on the Additional Information tab on the Item Branch Information form in the Item Branch program. If you are defining a basket or order level adjustment, leave the Item Group and Order Detail Group fields blank.

Volume Level Adjustment: The system calculates the adjustment based on the accumulated value of multiple sales orders. The accumulated value is based on how you define the adjustment in the Price Adjustment Type program.

If you are working with the Agreement Management system, for Agreement Penalty Schedules, enter 1 to calculate the penalty at the sales order detail-line level.

Adjustment Name

Enter a value from UDC 40/TY to identify an adjustment definition. You define adjustments on the Price Adjustment Names form.

For Agreement Penalty Schedules, add a definition for each of the four types of penalties:

- Minimum quantity
- Maximum quantity
- Under commitment
- Over commitment

For ship and debit adjustments, the adjustment name must equal the supplier's number.

B C (basis code)

Enter a code that specifies how the system uses the factor value to calculate the adjustment or penalty schedule. The Basis Code field works with the Factor Value field. Values are:

1: Multiply the base price by the factor value. The adjusted price is a percentage of the base price.

2: Multiply the current net price by the factor value. The adjusted price is a percentage of the current net price.

3: Multiply the item cost by the factor value. The adjusted price is a percentage of the item cost. You cannot use this basis code for a basket-level or order-level adjustment.

4: Add the factor value to the item cost. You cannot use this basis code for a basket-level or order-level adjustment.

Note. If you use basis code 3 or 4, specify the item cost that you want to use in the calculation in the Cost Method field in the detail area of the Price Adjustment Detail form.

5: Adjust the price by the factor value. If the value is positive, it increases the price by that amount; if the value is negative, it decreases the price by that amount.

6: Use the adjustment amount from the variable table. You specify the variable table in the Factor Value field.

7: Use a formula to calculate the adjustment. You specify the name of the formula in the Factor Value field.

8: Use a custom, user-defined program to calculate the adjustment. You specify the program ID in the Object Library field.

Note. If you define an adjustment that uses a custom program, the program must be one that you developed for this purpose and are prepared to support. PeopleSoft is not responsible for providing custom programs or for supporting programs that you have developed.

9: Calculate the adjustment so that the resulting unit price has a gross profit margin equal to the factor value. You cannot use this basis code for a basket-level or order-level adjustment, or for a sliding rate adjustment.

For agreement penalty schedules, enter 5 for all penalty schedules.

Beneficiary Address

Enter the Address Book number that the system uses when generating a rebate claim. If this is a sales rebate, the beneficiary address determines the customer to whom the rebate is paid. If this is a procurement rebate or a supplier proof-of-sale rebate, the beneficiary address determines the supplier from whom the rebate is collected.

Beneficiary Tier

Specify the beneficiary tier level in the buying structure. The beneficiary is the recipient of the accumulated rebate amount. In a buying structure, a tier level value of 1 represents the top or highest level. A tier level greater than 1 represents a lower level in the buying structure.

Effective Date

Enter the date when a transaction, contract, obligation, preference, or policy rule becomes effective.

Expired Date

Enter the date on which a transaction, text message, agreement, obligation, or preference has expired or been completed.

FV UM (factor value unit of measure)

Enter a value from UDC 00/UM to specify the unit of measure that is associated with the factor value for an advanced price adjustment. This value is valid for adjustments that represent a whole monetary unit only. For example, you can define a level break of 10 DZ and an adjustment-awards discount of 1 USD per EA.

Factor Value Numeric

Enter the code that indicates how the system adjusts an order line. The value in this field works in conjunction with the Basis field. How you define the Basis field determines whether you enter a number or a code in this field.

If the Basis Code is:

1–5: Enter a positive number for markups. Enter a negative number for discounts.

6: You want to base the adjustment on a variable table. Enter the code that identifies the variable table in the Formula Name column.

7: You want to use a formula to calculate the price. Enter the code that identifies the formula in the Formula Name column.

8: You want to calculate the adjustment using a custom program. Enter the program ID in the Formula Name column.

9: You want to calculate the adjustment so that the gross profit margin is equal to the factor value.

G/L Offset (general ledger offset)

Enter a value from UDC 41/9 to identify the general ledger offset that the system uses when it searches for the account to which it posts the transaction. If you do not want to specify a class code, you can enter **** (four asterisks) in this field.

You can use AAIs (automatic accounting instructions) to predefine classes of automatic offset accounts for the Inventory Management, Procurement, and Sales Order Management applications. You might assign general ledger class codes as follows:

- *IN20:* Direct Ship Orders
- *IN60:* Transfer Orders
- *IN80:* Stock Sales

The system can generate accounting entries based upon a single transaction. For example, a single sale of a stock item can trigger the generation of accounting entries similar to:

- Sales-Stock (debit) xxxxx.xx.
- Accounts receivable stock sales (credit) xxxxx.xx.
- Posting category: IN80.
- Stock inventory (debit) xxxxx.xx.
- Stock cost of goods sold (credit) xxxxx.xx.

The system uses the class code and the document type to find the AAI.

Item Number

Enter the number that the system assigns to an item. It can be in short, long, or third item number format.

Level Break Type

Indicate how level breaks occur in the F4072 table. The system supports these level breaks:

Quantity: The system determines the correct adjustment based on the quantity that is ordered in the sales order. You can set up different adjustment breaks for different units of measure.

Weight: The system uses the weight that is assigned to the sales order detail line item to determine the proper adjustment level break.

Amount: The system uses the extended amount of the sales order detail line to determine the proper adjustment level break. If you select *Currency Conversion*, all amount-level breaks are stored and displayed based on the floating decimals of the currency code.

Rebate Beneficiary

Enter a value from UDC 40/RA to identify the beneficiary of a rebate. The party that you identify here becomes the recipient of the credit order that you create when a customer reaches a rebate threshold. The customer and the beneficiary may or may not be the same address. The beneficiary becomes the sold to address of the credit order.

Supplier Rebate Type

Enter a value from UDC 45/SR to specify how the system processes rebate claims. Values are:

1: Generate a claim by creating a sales order (debit memo).

2: Generate a claim by creating a purchase order (credit order).

Note. This field is valid only for standard procurement rebates and supplier proof-of-sale rebates. A standard procurement rebate is an adjustment with a target application of 1 (Procurement) and an adjustment control code of 5 (Rebate). A supplier proof-of-sale rebate is an adjustment with a target application of ' ' (Sales) and an adjustment control code of 7 (Proof of Sale Rebate). Both types of rebates are supplier rebates.

This field is used by the Generate Rebate Claims program. The Generate Rebate Claims program determines whether a rebate has been earned and, if so, either invoices the supplier (if the rebate claim type is 1) or creates an accounts payable credit (if the rebate claim type is 2).

Creating Free Goods Adjustments

This section provides an overview of free goods adjustments, lists a prerequisite, and discusses how to create a free goods adjustment.

Understanding Free Goods Adjustments

Free goods are typically promotional items. For example, your company might run a promotion that gives the customer 1 free case of motor oil when they buy 10 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 that are 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 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 the system should factor the price of the free goods into the price of the products that are actually being sold.

You can specify multiple free goods in a free goods catalog. This enables a customer to choose the free goods that they are awarded for a qualifying item on an order. When an item on an order qualifies and has a free goods catalog attached, the user is notified to view the free goods that are 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 you want.

In most cases, this price is 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 is supplied by default 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 the same way that you do for sales order adjustments.

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

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

Prerequisite

Define an adjustment.

See [Chapter 5, “Working with Schedules and Adjustments,” Setting Up Adjustment Details, page 62](#).

Form Used to Create Free Goods Adjustments

Form Name	Form ID	Navigation	Usage
Free Goods Revisions	W4073A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Click Add on the Work with Adjustment Detail form to enter a new adjustment or locate an adjustment that has free goods, and click Select. Select a record on the Price Adjustment Detail Revisions form, and click Select.	Create and revise free goods adjustments.

Creating a Free Goods Adjustment

Access the Free Goods Revisions form.

Price & Adjustment Detail Revisions - Free Goods Revisions

OK Delete Cancel Row Tools

Quantity From 1.0000 EA Currency Code USD

Effective Date 07/27/04 Expiration Date 12/31/15

Records 1 - 2 Customize Grid

	Item Number	Quantity Ordered	UM	Related Price	Ln Ty	P T	Quantity Per Ordered	Catalog
☒	4100	1.0000	LT		S	1	2.00	DRINK
☐								

Free Goods Revisions form

Quantity Ordered

Enter the quantity of units that are affected by this transaction.

UM (unit of measure)

Enter a value from UDC 00/UM to indicate the quantity in which to express an inventory item, for example, *CS* (case) or *BX* (box).

Related Price

Enter the price of a related item in a pricing or discount policy. For example, with a policy of buy one, get one free, the free item is the related item. Enter this price in the unit of measure of the related item quantity.

Ln Ty (line type)

Enter the code that controls how the system processes lines on a transaction. It controls the systems with which the transaction interfaces, such as General Ledger, Job Cost, Accounts Payable, Accounts Receivable, and Inventory Management. Line type specifies the conditions under which a line prints on reports, and it is included in calculations. Codes include:

S: Stock item.

J: Job cost.

N: Nonstock item.

F: Freight.

T: Text information.

M: Miscellaneous charges and credits.

W: Work order.

Quantity Per Ordered

Specify how many items the customer must buy over the from level that is entered on the Price Adjustment Detail form before additional free goods are awarded.

For example, if the from level is *10* and the quantity per ordered is *3*, the customer receives additional free goods when the order is for *13* or more.

The customer receives free goods for ordering a value that reaches the defined level break. Additionally, the customer receives free goods for every multiple of the value in the Quantity Per Ordered field over the From Level field. In this example, the customer receives free goods for ordering at least *10* and also for every multiple of *3* over *10*. If the order is for *25*, the customer receives the number of free goods in the Quantity Ordered field, multiplied by *5*. Five represents every multiple of *3* past the from level. The from level is *10*, so additional free goods are awarded for quantities of *13*, *16*, *19*, *22*, and *25*.

The system uses these calculations:

$$\text{Quantity Per Ordered Factor} = \frac{[(\text{Quantity Ordered}) - (\text{From Level})]}{(\text{Quantity Per Ordered})}$$
$$\text{Total Free Goods Quantity} = [(\text{Free Good Quantity Ordered}) + (\text{Free Good Quantity Ordered})] * (\text{Quantity Per Ordered Factor})$$

Working with Free Goods Catalogs

This section provides an overview of free goods catalogs, lists prerequisites, and discusses how to:

- Create a free goods catalog.
- Award a free good from the free goods catalog.

Understanding Free Goods Catalogs

You can specify multiple free goods in a free goods catalog. This setup enables 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, quantity, or both that qualifies for free goods. When the item or quantity is included on a sales or purchase order, the user is prompted to view the free goods catalog.

You set up pricing for the free goods that are 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 multiple free goods are 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.

Awarding Free Goods

The system notifies 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 message to notify you that free goods can be awarded. You then access the Free Goods Award program (P45731) to select the free goods.

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

Prerequisites

Before you complete the tasks in this section:

- 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.

Forms Used to Work with Free Goods Catalogs

Form Name	Form ID	Navigation	Usage
Free Goods Catalog Revisions	W4502B	Adjustment Set Up (G4231112), Free Goods Catalog Click the Add button on the Work With Free Goods Catalog form.	Create and revise free goods catalogs.
Free Goods Award	W45731A	Sales Order Processing (G4211), Sales Order Detail Click the Add button on the Customer Service Inquiry form. Enter order information on the Sales Order Detail Revisions form, and click OK.	Award free goods from the free goods catalog. When an ordered item qualifies for a free good, the system notifies you during order entry.
Free Goods Catalog Item Selection	W45731B	Select a record on the Free Goods Award form, and then select FG Catlg Item Selec (free good catalog item selection) from the Row menu.	Select items from a free goods catalog. When you inquire on the order, the system displays the awarded free goods in the detail area of the order.

Creating a Free Goods Catalog

Access the Free Goods Catalog Revisions form.

Free Goods Catalog - Free Goods Catalog Revisions

OK Delete Cancel Tools

Catalog Name

Records 1 - 2 [Customize Grid](#) ☐

	Item Number	Description	Effective Date	Expired Date
☒	4100	Sport Drink, Lime	10/01/04	12/31/04
☐				

Free Goods Catalog Revisions form

Catalog Name Enter the group of items from which customers can choose when they qualify for a free good.

The catalog name and description that you enter creates a new record in UDC 45/FG.

Item Number Enter an item to add to the catalog.

Working with Volume-Based Upselling

This section provides an overview of volume-based upselling, lists prerequisites, and discusses how to create volume-based upselling prices.

Understanding 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 field within the Tolerance processing option on the Volume UpSell tab in the Sales Order Entry program. This tolerance percentage specifies how sensitive the system is when issuing the notification. The system checks for upsell opportunities by increasing the quantity that is ordered on the sales order line by the upsell percentage that 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 percent. If you enter a qualifying order for 9 EA, the system displays the upsell alert because 9 EA increased by 15 percent 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 percent, the system does not display the upsell alert, because 9 EA increased by 10 percent equals 9.9 EA. In this example, you use these calculations:

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

$(9 \times 15 \text{ percent}) + 9 = 10.35$

The F4071 table processes the volume-based upselling information.

After you enter a sales order and quit the sales order line, the system displays a notification if the order line has upselling opportunities by issuing a warning message and placing a check mark in the Upsell Exists field, enabling Volume Based Upsell from the Row menu. The system displays all of the upsell opportunities existing for the order line. You specify a reason code and a level break to return the quantity that you selected to the Sales Order Detail Revisions form, updating the sales order price and Price History (P4074) program.

See Also

PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, “Entering Sales Orders”

Prerequisites

Before you complete the tasks in this section:

- Define 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.
- Define in the price adjustment definition whether the adjustment is included in the search for upselling opportunities during sales order entry.

Form Used to Work with Volume-Based Upselling

Form Name	Form ID	Navigation	Usage
Adjustment Type Quantity Breaks	W40722E	Sales Order Processing (G4211), Sales Order Detail Follow the steps for entering a sales order.	Create volume-based upselling prices. Select the level break. The quantity that you selected appears on the Sales Order Detail Revisions form, updating the sales order price when you quit the row and displaying the information in the Price History program.

Working with Rounding Rules

This section provides an overview of rounding rules, lists a prerequisite, and discusses how to set up rounding rules.

Understanding Rounding Rules

You can specify rounding rules for calculating a unit price. For example, you can define rounding amounts to the nearest cent or to multiples of fifty, or you can specify whether to 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.

Where rounding occurs depends on the sequence in which the rounding adjustment appears on the price adjustment schedule. This table is an example of two adjustment schedules that are 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 the system calculates 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 these tables when processing rounding rules:

- F4072
- F4074
- F40UI74
- F4071
- F4070

Prerequisite

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

Forms Used to Work with Rounding Rules

Form Name	Form ID	Navigation	Usage
Rounding Rules Revisions	W95701B	Adjustment Set Up (G4231112), Rounding Rules Click the Add button on the Work With Rounding Rules form.	Set up rounding rules.
Modify Adj. Controls	W4071C	Adjustment Set Up (G4231112), Price Adjustment Definition Click the Add button on the Work with Adjustment Types form.	Specify the adjustment control code for rounding rules.
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Complete the Adjustment Name field on the Work with Adjustment Detail form and click the Add button. Select a preference hierarchy on the Preference Hierarchy Selection form, and then click the Select button.	Attach rounding rules to adjustments.

Setting Up Rounding Rules

Access the Rounding Rules Revisions form.

Seq Number	Operator 1	Relational Operator	Operator 2	Boolean Operator	Replacement Value Operator	Replacement Value	Replace Position
10	-1	>=	0		+	1	
20	-1	>=	0			0	

Rounding Rules Revisions form

Rounding Rule Name

Enter the name of the set of instructions that characterize a specific rounding rule requirement.

Rounding Rule Description	Enter the description of the rounding rule.
Seq Number (sequence number)	Enter the sequence of processing that the rounding engine uses when performing the rounding calculations.
Operator 1	Enter the position in the Input Test Value number to evaluate. The position is relative to the decimal point. -2 indicates the second position to the right of the decimal point, while 2 indicates the second position to the left of the decimal point. For example, if the Input Test Value number is <i>123.45</i> , and if you set this value to <i>-1</i> , the system evaluates the first position to the right of the decimal point, which is the number <i>4</i> in this case.
Relational Operator	Enter the category code (01–30) from the F0006 table that identifies the business unit that you want to consolidate. A relational symbol that evaluates the values in operator 1 and operator 2. Values are <i>></i> , <i><</i> , <i>=</i> , <i>>=</i> , <i><=</i> , and <i><></i> .
Operator 2	Enter the value against which to evaluate. The replacement rule that you are building is applied if the number in the position that you indicate meets the criteria that is specified by the relational operator and this value.
Boolean Operator	Enter the value that establishes the logic link between lines. Values are the language equivalent of <i>or</i> , <i>and</i> , and blank.
Replacement Value Operator	Enter additional text that further describes or clarifies a field in the system.
Replacement Value	Enter the value to substitute based on the replaceable position.
Replacement Position	Enter the position that receives the replacement value.
Skip To	Specify whether to deviate from the established flow. Settings are: <i>END</i> : Quit calculation. Blank: No change required.
Input Test Value	Enter the value that establishes the logic link between lines. Values are the language equivalent of <i>or</i> , <i>and</i> , and blank. Use this field to test the new rule. After you complete this field, select Test from the Form menu. The system then displays the results of the test in the Output Test Value field.

Setting Up Volume Incentives

This section provides an overview of volume incentives, lists a prerequisite, and discusses how to:

- Activate a volume incentive adjustment.
- Set up volume incentive information.

Understanding Volume Incentives

Volume incentives enable 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 set up a volume incentive adjustment that is based on either single-rate 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 program (P45200) .

Note. You cannot use volume incentives with the Free Goods Catalog program.

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 reprice 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 F4078 and F4079 tables. The system also uses these tables when processing volume incentives:

- F4072
- F4074
- F40UI74
- F4211

See Also

Chapter 7, “Working with Buying Structures,” page 87

Chapter 9, “Working with Additional Adjustments,” Working with Rebate Adjustments, page 124

PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, “Entering Sales Orders,” Entering Sales Order Header and Detail Information

Prerequisite

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).

Forms Used to Set Up Volume Incentives

Form Name	Form ID	Navigation	Usage
Modify Adj. Controls	W4071C	Adjustment Set Up (G4231112), Price Adjustment Definition Locate an adjustment on the Work with Adjustment Types form, and then click the Select button. Select Modify Adj. Controls (modify adjustment controls) from the Form menu on the Price Adjustment Definition form.	Activate a volume incentive adjustment.
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Locate a volume incentive adjustment on the Work with Adjustment Detail form, and then click the Select button.	Set up volume incentive information.

Activating a Volume Incentive Adjustment

Access the Modify Adj. Controls form.

Sliding Rate

Enter the option that specifies how the system applies adjustments to the unit price. Values are:

Selected: The system applies a sliding rate adjustment. This type of adjustment is based on a collection of rates that are applied from each threshold level.

Cleared: The system applies a single rate adjustment. This type of adjustment is based on the most applicable threshold.

Note. If you select the sliding rate, you cannot add a gross profit margin adjustment (basis code 9) to this adjustment.

Setting Up Volume Incentive Information

Access the Price Adjustment Detail Revisions form.

From Level

Specify the value at which the system applies an adjustment or preference. The value can be a quantity, weight, or amount, depending on how you have defined level breaks.

For nonsliding rate adjustments, the system applies adjustments when the value equals the level break. For example, if the value is 10, then the system applies the adjustment when a quantity of 10 or greater is ordered.

For sliding rate adjustments, the system applies the adjustment until a value that is greater than the level break is ordered. For example, if the quantity

	is 10, then the system applies the adjustment when a quantity of 11 or greater is ordered.
Threshold UM (threshold unit of measure)	Enter a value from UDC 00/UM to indicate the quantity in which to express an inventory item, for example, <i>CS</i> (case) or <i>BX</i> (box).
VI UM (volume incentive unit of measure)	Enter the unit of measure (for example, <i>EA</i> for eaches and <i>BX</i> for boxes) by which the system records quantity for a volume incentive deal.
VI Cur (volume incentive currency)	Enter the currency code on which the volume incentive price adjustment is based.
Number of Orders	Enter the number of orders that are defined for a volume incentive deal.

Working with Rebate Adjustments

This section provides overviews of rebate adjustments, rebate accrual adjustments, standard procurement rebates, supplier proof of sale rebates, and tiered rebates, lists a prerequisite, and discusses how to:

- Define rebate thresholds.
- Create a supplier proof of sale rebate.

Understanding 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 accrues to the general ledger.

See *PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook*, "Entering Sales Orders," Entering Sales Order Header and Detail Information.

Creating a Rebate Accrual Adjustment Example

In this example, you are defining a volume rebate for customer 4183 and item CLRD100.

- You define the rebate adjustment to accrue rebate information to the general ledger.
Define the factor as 4 percent to indicate that you want to accrue 4 percent of each order detail line to the general ledger.
- You define rebate thresholds.

The rebate is paid at 2 percent over 100,000 and 3 percent 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 this 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.

The system creates journal entries to recognize the rebate liability (4 percent of the order amount):

- Debit accrual discount (4 percent 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:

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

During sales update, the system updates volume history:

- 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 percent of the order history total ($250,000 \times .03 = 7,500.00$). Although the system has made general ledger entries, you must submit a credit note before a credit order is issued.

To create the journal entries, the system still uses the 4 percent that is defined for the accrual adjustment. During sales update, the system creates 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, you 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 that 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:

- 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:

- Rebate amount 0.
- Rebate paid 7,500.

Reviewing Rebate Information

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

Understanding 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 a rebate accrual adjustment 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 that 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.

Understanding Standard Procurement Rebates

Standard procurement rebates enable 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:

Method	Definition
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 batch program to generate a credit order in the F4011 table. The distribution center or individual can offset the credit against payments that are 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 program. The system accrues the rebate using the Accounts Payable Standard Voucher Entry (P0411) program.

The system uses AAIs for standard procurement rebates:

- 4515: Rebate Accrual
- 4520: Rebate Receivable

Voucher match accrues standard procurement rebates and updates the F4078 and the F4079 tables. The system also uses these tables when processing standard procurement rebates:

- F4343
- F4071
- F4074
- F40UI74

See Also

[Chapter 9, "Working with Additional Adjustments," Working with Rebate Adjustments, page 124](#)

[Chapter 5, "Working with Schedules and Adjustments," Working with Adjustment Definitions, page 54](#)

Understanding Supplier Proof of Sale Rebates

Supplier proof-of-sale rebates enable 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:

Method	Definition
Accounts Receivable Invoice (Debit Memo)	Using the debit memo method, you run the Generate Rebate Claims 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 batch program to generate a credit order in the Accounts Payable Ledger. The distribution center or individual can offset the credit against payments that are owed to the supplier, or transfer the credit to accounts receivable to generate an invoice.

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

Note. You should 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 AAIs for supplier proof-of-sale rebates:

- 4515: Rebate Accrual
- 4520: Rebate Receivable

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

- F4071
- F4074
- F40UI74

See Also

Chapter 5, "Working with Schedules and Adjustments," Working with Adjustment Definitions, page 54

PeopleSoft EnterpriseOne Sales Order Management 8.11 PeopleBook, "Processing Sales Orders"

PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook, "Setting Up Vouchers," Creating Vouchers

Understanding 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: 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 enables subsidiaries (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. You must also select the Inheritance Flag 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 a level greater than or equal to the tier level that you define as an accumulation tier.

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

Prerequisite

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

See Also

[Chapter 7, “Working with Buying Structures,” page 87](#)

PeopleSoft EnterpriseOne Address Book 8.11 PeopleBook, “Setting Up Parent/Child Relationships and Organizational Structures”

Forms Used to Work with Rebate Adjustments

Form Name	Form ID	Navigation	Usage
Price Adjustment Definition	W4071A	Adjustment Set Up (G4231112), Price & Adjustment Schedule Revisions Locate the adjustment schedule type that you want to work with on the Work with Adjustment Schedules form and click the Select button. Select the adjustment on the Price Adjustment Schedule Revisions form and select Adj Name (adjustment name) from the Row menu.	Specify the type of rebate adjustment for which you are working. For example, you can define a rebate accrual adjustment.
Price Adjustment Schedule Revisions	W4070C	Click the OK button on the Price Adjustment Definition form after defining an adjustment.	Enter and revise schedule information about a price adjustment.

Page Name	Object Name	Navigation	Usage
Rebate Threshold Revision	W4077B	Select an adjustment on the Price Adjustment Schedule Revisions form and select Adj Details (adjustment details) from the Row menu. Click the Add button on the Work with Adjustment Detail form. Select a record on the Price Adjustment Detail Revisions form and click the OK button. On Work with Adjustment Detail, select a record and select Rebates from the Row menu. Click the Add button on the Work With Rebates form.	Specify information about a rebate such as effective dates, threshold amounts, currency, and units of measure.
Modify Adj. Controls	W4071C	Adjustment Set Up (G4231112), Price Adjustment Definition Click the Add button on the Work with Adjustment Types form.	Create standard procurement rebates. Select Adjustment Control Code 7 to specify the adjustment as a supplier proof of sales adjustment.
Price Adjustment Definition	W4071A	Click the OK button on the Modify Adj. Controls (modify adjustment controls) form.	Specify information about a rebate, such as the type of rebate, how the rebate is processed, and the level at which the rebate is calculated (for example, at the line level or the order level).

Defining Rebate Thresholds

Access the Rebate Threshold Revision form.

Price & Adjustment Schedule Revisions - Rebate Threshold Revision

OK Delete Cancel Form Tools

Adjustment Name: REBATE

Item Number: 210

Effective Date: 10/11/04

Business Unit:

Expired Date: 01/01/05

Rebate Type:

Currency Code: USD

Rate Method: 1 *Single Rate*

U/M: EA

Records 1 - 2 [Customize Grid](#)

	Threshold Value	Rebate Factor	Reset History
☐	20		1
☐			

Rebate Threshold Revision form

Threshold Value

Enter a quantity that the system compares against accumulated sales volume to determine whether a rebate should be awarded. You can define thresholds as quantities, weights, or sales amounts. Use the Level Break Type field in the adjustment definition to define the type of threshold.

Rebate Factor

Indicate how you want to calculate the rebate amount. The code that you enter in the Rebate Type field controls how the rebate is applied.

For example, you could award a fixed amount or you could calculate a percentage of accumulated sales.

Reset History

Enter a code that identifies how to handle future sales when a customer reaches a rebate threshold. Values are:

Yes: Reset sales history totals and rebate paid to date to zero when you create a credit order for the given customer rebate total.

No: Do not reset sales history totals and rebate paid when you create a credit order but leave them at their current values.

You may also use *1* for *Yes* and *0* for *No*.

Creating a Supplier Proof of Sale Rebate

Access the Modify Adj. Controls form.

Promotion ID

Enter the promotion ID to track revenue, costs, and expenses for the promotion.

Working with Variable Price Adjustments

This section provides an overview of variable price adjustments and discusses how to:

- Create variable adjustments.
- Create formula-based adjustments.

Understanding Variable Price Adjustments

You use variable price adjustments to set up prices and effective dates for items that have prices that vary frequently. You can create adjustments that are based on the F4075 table.

When you create a price adjustment from the F4075 table, make sure that you are attaching an override adjustment to the table. This ensures that you override any other price with the variable price adjustment.

Formulas are a 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 the F4075 table or the F4211 table. 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 this:

`.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 as "The price of the item is 90 percent of the current price of gold."

Forms Used to Work with Variable Adjustments

Form Name	Form ID	Navigation	Usage
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Enter an adjustment name on the Work With Adjustment Detail form, and click the Add button. Select the hierarchy that you want for the variable adjustment on the Preference Hierarchy form and click the Select button.	Enter applicable adjustment information.
Work with Price Variable Tables	W4075C	Select a record on the Price Adjustment Detail Revisions form and select Variables from the Row menu.	Specify information about the variable price adjustment, such as the variable table name, unit of measure, and so on.
Price Formula Revisions	W4076A	Select a record on the Price Adjustment Detail Revisions form and select Formulas from the Row menu.	Specify a formula for the formula-based adjustment. The components that you use in a formula must be defined in the system constants.
File Field Descriptions	W4076E	Select Fields from the Form menu on the Price Formula Revisions form.	Include a field from the F4211 table in the price formula.
Work with Price Variable Tables	W4075C	Select Variables from the Form menu on the Price Formula Revisions form.	Include a price variable table in the price formula.

Working with Sliding Rates

This section provides an overview of sliding rates and discusses how to create a sliding rate adjustment.

Understanding Sliding Rates

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 they affect 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. For example, if a customer orders 10 tons of an item Monday and an additional 10 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.

Sliding Rate Discount Example

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

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

You set up the threshold definition:

- 99 items receive 10 percent.
- 199 items receive 20 percent.
- 299 items receive 30 percent.

If the order quantity is 250, the system prices the item using the this method:

- $99 \text{ (items)} * 100.00 \text{ (price)} = 9,900.00.$
- $100 \text{ (items)} * 90.00 \text{ (price)} = 9,000.00.$
- $51 \text{ (items)} * 80.00 \text{ (price)} = 4,080.00.$
- $22,980.00 \text{ (total)} / 250 \text{ (items)} = 91.92 \text{ (price per item).}$

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 that is eligible for that threshold.

See Also

Chapter 5, “Working with Schedules and Adjustments,” Working with Adjustment Definitions, page 54

Chapter 9, “Working with Additional Adjustments,” Setting Up Volume Incentives, page 121

Forms Used to Work with Sliding Rates

Form Name	Form ID	Navigation	Usage
Price Adjustment Definition	W4071A	Adjustment Set Up (G4231112), select Price Adjustment Definition Follow the steps to set up an adjustment definition or locate an existing adjustment on the Work with Adjustment Types form and click the Select button.	Create a sliding rate adjustment. The adjustment that you set up or select must be a line-level adjustment.
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Locate an adjustment row on the Work with Adjustment Detail form and click the Select button.	Enter threshold values for a sliding rate adjustment.

Creating a Sliding Rate Adjustment

Access the Price Adjustment Definition form.

Sliding Rate

Specify how the system applies adjustments to the unit price. Values are:

On: The system applies a sliding rate adjustment. This type of adjustment is based on a collection of rates that are applied from each threshold level.

Off: The system applies a single rate adjustment. This type of adjustment is based on the most applicable threshold.

Note. If you select the sliding rate, you cannot add a gross profit margin adjustment (basis code 9) to this adjustment.

When you select this option, you cannot select the Override Price check box. However, when you use a sliding rate with an upsell adjustment, the system enables the Override Price check box.

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 values in the Threshold Value (From Level) and Factor Value Numeric fields. 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 that you specify in the Factor Value Numeric field.

Creating Gross Profit Margin Adjustments

This section provides an overview of gross profit margin adjustments, lists prerequisites, and discusses how to:

- Define gross profit margin target adjustment preference detail.
- Define gross profit margin target adjustment limits.

Understanding Gross Profit Margin Adjustments

Using gross profit margins, you can define an adjustment that adds a specified percentage to the net price. You can also enter a gross profit margin adjustment directly on the sales order detail line, creating a manual adjustment in price history.

Use preferences to define minimum and maximum gross profit margin targets, allowing targets to be defined at the item, item group, customer, and customer group levels. Gross profit margin preferences enable you to define a minimum and maximum percentage level, and if the profit does not fall within those parameters, the system issues an error.

Prerequisites

Before you can use gross profit margin adjustments on sales orders, you must enable gross margin pricing processing options in the Profit Margin tab in the Sales Order Entry program (P4210).

To set up a preference for minimum and maximum profit margins, you must define an advanced preference type code in UDC 40/AP for gross profit margins.

Forms Used to Create a Gross Profit Margin Adjustment

Form Name	Form ID	Navigation	Usage
Price Adjustment Detail Revisions	W4072A	Adjustment Set Up (G4231112), Price & Adjustment Detail Revisions Locate the adjustment that you want to work with on the Work with Adjustment Detail form and click the Select button.	Specify the adjustment as a gross profit margin adjustment. Enter 9 (gross profit margin) in the BC field and define the gross profit margin percent in the Factor Value Numeric field. Define the applicable currency and threshold unit of measure.
Sales Order Detail Revisions	W4210A	Sales Order Processing (G4211), Sales Order Detail Click Add on the Customer Service Inquiry form.	Enter sales order information and enter the gross profit margin percentage in the % Profit Margin field.
Preference Definition Revisions	W4071A	Advanced Preferences (G40311), Advanced Preferences Name Revisions Click Add on the Work with Preference Types form.	Set up an advanced preference for a gross profit margin target adjustment.
Preference Detail Revisions	W4072A	Advanced Preferences (G40311), Advanced Preferences Detail Revisions Enter the target gross margin preference in the Preference Name field in the Work With Preference Detail form and click Add.	Specify whether the adjustment applies to item only, item group only, or all items and customers. Enter the adjustment level, unit of measure, and effective dates.
Preference Values Revisions	W4072D	Select Pref Details (preference details) from the Row menu in the Preference Detail Revisions form.	Enter the preference sequence and the upper and lower limits of the profit margin target.

Defining Gross Profit Margin Target Adjustment Preference Detail

Access the Preference Detail Revisions form.

Advanced Preferences Detail Revisions - Preference Detail Revisions

OK Delete Cancel Row Form Tools

Preference Name *Gross Profit Target*

Item Number *Forklift*

Records 1 - 2 [Customize Grid](#) ☐

☐		From Level	Threshold UM	Effective Date	Expired Date
☐		1.0000	EA	11/01/04	01/01/05
☐					

Preference Detail Revisions form.

In this example, the gross profit margin target is applied to an item.

Item Number Enter the item number to apply the adjustment.

From Level Enter the level at which the gross profit margin target adjustment is applied.

Defining Gross Profit Margin Target Adjustment Limits

Access the Preference Values Revisions form.

Advanced Preferences Detail Revisions - Preference Values Revisions

OK Delete Cancel Tools

Preference Name *Gross Profit Target*

Advanced Preference Type *Gross Profit Margin Target*

Records 1 - 2 [Customize Grid](#) ☐

☐		Sequence	Lower Limit	Upper Limit
☒		10.00	10.0000	20.0000
☐				

Preference Values Revisions form

Sequence	Enter the sequence of processing that the system uses when performing the calculation.
Lower Limit	Enter the lower limit of the adjustment. This value is a percentage. For example, enter <i>10</i> to specify 10 percent gross profit as the lower limit.
Upper Limit	Enter the lower limit of the adjustment. This value is a percentage. For example, enter <i>20</i> to specify 20 percent gross profit as the upper limit.

Creating Extended Terms Adjustments

This section provides an overview of extended terms adjustments, lists prerequisites, and discusses how to:

- Define extended terms adjustment preference detail.
- Define extended terms adjustment payment terms.

Understanding Extended Terms Adjustments

Set up extended terms adjustments to offer favorable payment terms instead of further discounts. Extended terms adjustment is a basket-level adjustment. For example, you could set up a basket of items and then define an adjustment to award a payment terms of net 60 days instead of net 30 days if a customer purchases items in that basket where the order exceeds 10000. All order lines in the basket receive the more favorable payment terms.

You can use both simple baskets, those defined in the item branch, and enhanced baskets to set up extended terms adjustments.

Prerequisites

To enable the repricing of sales detail records to accommodate extended terms adjustments, you must allow the system to reprice sales detail records repeatedly. In the processing options for the Order and Basket Level Pricing program (R42750), enter *1* in the Repeat Price field on the Update Options tab to enable multiple repricing.

You must define an advanced preference type code in UDC 40/AP for extended payment terms.

Forms Used to Create an Extended Terms Adjustment

Form Name	Form ID	Navigation	Usage
Preference Definition Revisions	W4071A	Advanced Preferences (G40311), Advanced Preferences Name Revisions Click Add on the Work with Preference Types form.	Set up an advanced preference for a gross profit margin target adjustment.
Preference Detail Revisions	W4072A	Advanced Preferences (G40311), Advanced Preferences Detail Revisions Enter the extended payment terms preference in the Preference Name field in the Work With Preference Detail form and click Add.	Enter the adjustment level, unit of measure, and effective dates.
Preference Values Revisions	W4072D	Select Pref Details (preference details) from the Row menu in the Preference Detail Revisions form.	Enter the preference sequence, business unit, and payment terms.

Defining Extended Terms Adjustment Preference Detail

Access the Preference Detail Revisions form.

Item Price Group	Enter a value from UDC 40/PI to specify the item price group code.
From Level	Enter the level at which the extended terms adjustment is applied.

Defining Extended Terms Adjustment Payment Terms

Access the Preference Values Revisions form.

Sequence	Enter the sequence of processing that the system uses when performing the calculation.
Business Unit	If you want the extended terms adjustment to apply only to a specific business unit, complete the business unit field.
Pynt Terms (payment terms)	Enter the payment terms code for the adjustment.

Working with Ship and Debit Adjustments

This section provides overviews of ship and debit adjustments and ship and debit adjustment details, lists prerequisites, and discusses how to:

- Define ship and debit adjustments.
- Set processing options for Adjustment Balances (P45715).

- Set up ship and debit adjustment balances.

Understanding Ship and Debit Adjustments

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

Ship and debit processing is designed to give you leverage, which helps you keep 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 the 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 enables you to specify the period of time that you and suppliers have set up for adjustments. 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 [Chapter 9, "Working with Additional Adjustments," Working with Rebate Adjustments, page 124](#).

Ship and Debit Items

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

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 ship and debit items, you need to delete all items and re-enter the items with the changed rule.

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 that are set up for ship and debit adjustments and the supplier with whom you have entered the agreement. Depending upon how you have set the processing options, the system uses 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 the 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 the 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. For example, should the actual ship date differ from the promised ship date, the system reassigns the agreement.

Adjustments that are assigned to sales order lines are finalized when you confirm shipments or run Sales Update.

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

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

Technical Considerations

When processing ship and debit adjustments through sales order processing, consider:

Technical Component	Explanation
Document Type <i>SO</i>	Use document type <i>SO</i> when entering sales orders that include ship and debit items.
AAI 4234	Set up the ship and debit accrual and holding AAIs. (4234)
Generate Claim Record and Claim Accrual Entries (R45800)	Prior to sales update, create a version, which begins the Generate Claim Record and Claim Accrual Entries program (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.

Ship and Debit Claims

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

The Generate Claim Record and Claim Accrual Entries program updates the F4576 table and deletes expired data from the F4575 table. It also updates commission records.

Approved claims are then applied to the Accounts Payable amount for the supplier; the Accounts Payable 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. The Generate Claim Record and Claim Accrual Entries program reduces the amount in the cost of goods sold account by the total debit amount for that order line. A debit amount for that same cost of goods sold should be applied to an accrual, or holding account, according to AAI 4234. The Generate Claim Record and Claim Accrual Entries program also updates the F4576 table, and deletes expired adjustment data from the F4575 table.

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 F4576Z1 table.

When you receive approval from the supplier, run the Ship and Debit Update program (R47762Z1) to update the F4576 table.

Note. Rejected claims need to be manually updated in the F4576 table.

See Also

PeopleSoft EnterpriseOne Data Interface for Electronic Data Interchange 8.11 PeopleBook, “Receiving and Sending EDI Sales Order Documents,” Receiving Customer Order Changes (860/ORDCHG)

PeopleSoft EnterpriseOne Data Interface for Electronic Data Interchange 8.11 PeopleBook, “Processing EDI Documents,” Sending EDI Standard Business Documents

Understanding Ship and Debit Adjustment Details

Ship and debit adjustment details provide the parameters that 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 the ship and debit adjustment must equal 1 or 4.

When deciding which factor value method to select, consider whether the supplier dictates cost or percentage discount. Select a factor value method that matches the 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 F45715 table to see the quantities and dates that apply to the 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 the ship and debit adjustments. You then set the parameters and assign relationships between the balances and the detail of the adjustments when you set up adjustment detail balances to the ship and debit adjustments.

Prerequisites

Before you complete the tasks in this section:

- Set up a preference master and pricing hierarchy for ship and debit adjustments.

See *PeopleSoft EnterpriseOne Data Interface for Electronic Data Interchange 8.11 PeopleBook*, “Processing EDI Documents,” Sending EDI Standard Business Documents.

- Set up the supplier’s list price for the ship and debit items on Supplier Catalog Maintenance.

See *PeopleSoft EnterpriseOne Procurement 8.11 PeopleBook*, “Managing Suppliers,” Setting Up Supplier and Item Information.

- Verify that you have Advanced Sales Pricing turned on.

See *PeopleSoft EnterpriseOne Data Interface for Electronic Data Interchange 8.11 PeopleBook*, “Processing EDI Documents,” Sending EDI Standard Business Documents.

Forms Used to Work with Ship and Debit Adjustments

Form Name	Form ID	Navigation	Usage
Document Type Revisions	W40040B	Ship and Debit Processing (G4511), select Document Type Maintenance Click the Add button on the Work With Document Type form. You can also locate the document type that you want to set up to process ship and debit transactions and click the Select button.	Set up ship and debit document types. You must set up document types to enable ship and debit processing prior to using ship and debit functionality.
Set Inclusion or Exclusion	W4513C	Ship and Debit Processing (G4511), Ship and Debit Items Locate an item on the Work with Ship and Debit Items form and select Set Rule from the Form menu.	Set up ship and debit items. You cannot change the inclusion or exclusion rule if records already exist.
Modify Adj. Controls	W4071C	Ship and Debit Processing (G4511), Adjustments Definition Click the Add button on the Work with Adjustment Types form.	Define ship and debit adjustments.
Price Adjustment Definition	W4071A	Select the Ship and Debit option on the Modify Adj. Controls form and click the OK button.	Enter price adjustment information about the ship and debit adjustment, such as whether the adjustment applies to a specific price group.
Balance Revisions	W45715B	Ship and Debit Processing (G4511), Adjustment Detail Enter the name of the adjustment on the Work with Adjustment Detail form and click the Add button. Select the preference that you want for the agreement on the Preference Hierarchy Selection form and click the Select button.	Set up ship and debit adjustment balances.
Work with Adjustment Balances	W45715A	Ship and Debit Processing (G4511), Adjustment Balances	Set up ship and debit adjustment detail balances.

Defining Ship and Debit Adjustments

Access the Modify Adj. Controls form.

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

To define ship and debit adjustments:

Target Application	Specify the PeopleSoft EnterpriseOne system, such as Sales Order Management and Procurement, that the price adjustment supports.
Preference Hierarchy	Enter a value from UDC 40/PR to identify a preference type or a price adjustment hierarchy. When you define pricing hierarchies, you identify each table with this code. Later, when you create adjustments, you use this code to identify the hierarchy that you want the system to follow for this adjustment.
Subledger in G/L (subledger in general ledger)	Enter a value from UDC 40/SI to identify the type of information that you want the system to use to update the Subledger field in the General Ledger file (F0911) when you use this adjustment type to price a sales order.
Item Price Group	Enter a value from UDC 40/PI to identify an inventory price group for an item. Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item takes on the same pricing structure that is defined for the inventory price group. You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.
Customer Price Group	Enter a value from UDC 40/PC to identify a customer group. You can group customers with similar characteristics, such as comparable pricing.
Order Detail Group	Enter a value from UDC 40/SD to identify a sales order detail group. You use sales order detail groups to create pricing that is based on a field in the F4211 table. If you enter a code in this field, the system uses this adjustment only for orders with details that match the criteria of the order detail group. For agreement penalty schedules, a user defined code for Penalty must already be set up and defined as an order detail group. Enter <i>Penalty</i> or the correct user defined code that defines the penalty schedules.

Setting Processing Options for Adjustment Balances (P45715)

Processing options enable you to specify the default processing for programs and reports.

For programs, you can specify options such as the default values for specific transactions, whether fields appear on a form, and the version of the program that you want to run.

For reports, processing options enable you to specify the information that appears on reports. For example, you set a processing option to include the fiscal year or the number of aging days on a report.

Do not modify PeopleSoft EnterpriseOne demo versions, which are identified by ZJDE or XJDE prefixes. Copy these versions or create new versions to change any values, including the version number, version title, prompting options, security, and processing options.

Display

These processing options control whether the system displays records within the Adjustment Balances program. They can also be used to control when the system displays agreement expiration warning messages. Although processing options are set up during PeopleSoft EnterpriseOne implementation, you can change processing options each time you run a program.

Display	Specify which adjustment balance records the system displays. 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	Specify the minimum percentage of quantity that the system allows before displaying an expiration warning message. The system displays the quantity columns (for the adjustments that have passed the minimum quantity percentage) in a different color.
3. Minimum Remaining Quantity	Specify the minimum remaining quantity that the system allows before displaying an expiration warning message. 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	Specify the minimum percentage of remaining days that the system allows before displaying an expiration warning message. 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	Specify the minimum number of remaining days that the system allows before displaying an expiration warning message. The system displays the expiration date columns (for the adjustments that have passed the minimum number of remaining days) in a different color.

Process

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

Process	Specify whether the system allows you to change adjustment balance records. Values are: Blank: Do not allow changes to records. 1: Allow changes to records.
----------------	--

Setting Up Ship and Debit Adjustment Balances

Access the Balance Revisions form.

Send Claim To	Enter the Address Book number to specify where correspondence and resulting claims are sent regarding this agreement.
Claim Method	Specify the method to use to send resulting claims back to the supplier.

Based On Cost

Enter the cost that you want to base this agreement on if it is different from the cost in the F4105 table.

Factor Value Method

Specify the factor value method that the system uses in claim calculations.

For ship and debit adjustments, you must select a factor value (basis code) of either *1* or *4* only.

Maximum Authorized Quantity

Enter the maximum number of units allowed for an agreement.

Minimum Quantity To Qualify

Enter the minimum number of units of an item to be ordered per transaction to qualify for this agreement.

CHAPTER 10

Working with Repricing

This chapter provides an overview of repricing and discusses how to:

- Work with the Basket Master.
- Create basket-level adjustments.
- Apply adjustments to items in an enhanced basket.
- Create order-level adjustments.
- Reprice sales orders.
- Revise adjustments.
- Review price and adjustment changes.

Understanding Repricing

You can set up adjustments to reprice sales orders. You reprice sales orders for these 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 cannot reprice purchase order adjustments.

Understanding How to Review Price and Adjustment Changes

This section provides overviews of these reports:

- Price Adjustment.
- Price Adjustment Revisions.
- Future Adjustments Additions.
- Orders Affected by Price Change (R40821).

The reports list all adjustments and the changes made to the adjustments. The reports also include any new adjustments, effective dates, and new factor values.

Note. 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 to review orders that could potentially be changed by changes to adjustments.

Understanding the Price Adjustment Report

When you run the Price Adjustments Maintenance program, 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.

Understanding 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. 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.

Understanding 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 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 selected final.

Understanding the Orders Affected by Price Change Report

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.

Working with the Basket Master

This section provides an overview of the basket master, lists a prerequisite, and discusses how to

- Set up basket master information.
- Create basket-level adjustments.

Understanding 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 UDC 40/PI) and all of the items and item groups that are part of the basket. 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 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 (set up in UDC 45/BA) that determines how the system applies adjustments to the baskets. The basket pricing rule (set up in 45/BP) that you specify also determines how the system applies adjustments.

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 and a basket pricing rule 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 are:

- 0: Include the item or item group in basket summary; no minimum required.
- 1: Include the item or item group in basket summary; minimum required.
- 2: Exclude the item or item group from basket summary; no minimum required.

The options for the basket pricing rule are:

- 0: Standard basket adjustment.
- 1: Exception pricing.
- 2: Neither standard nor exception pricing.

The Basket Master program allows you to specify the unit of measure for accumulation, the basket accumulation rule, the basket pricing rule, and effective and expired dates as default information in the header portion of the form that displays by default into the detail area, where the contents of the basket are itemized.

The system stores master basket information in the F4550 table.

Basket-Level Adjustments

Basket repricing allows you to modify the price for items based on a basket repricing group. The system searches the detail lines of a sales order to determine whether the items 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 (P4211).

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 the repricing adjustment.

You can also indicate whether the adjustment is an enhanced basket adjustment by selecting 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.

Prerequisite

To enable enhanced basket functionality, ensure that you have selected the Enable Basket Master option in the Price Adjustment Definition program (P4071).

Forms Used to Work with Basket Master Information

Form Name	Form ID	Navigation	Usage
Basket Master Revisions	W4550C	Adjustment Setup (G4231112), Basket Master. Click the Add button on the Work with Basket Master form.	Set up basket master information.
Modify Adjustment Controls	W4071C	Adjustment Setup (G4231112), Price Adjustment Definition. Click the Add button on the Work with Adjustment Types form.	Specify the name, type, and control code for a basket adjustment.

Setting Up Basket Master Information

Access the Basket Master Revisions form.

Basket Group

Enter a value from UDC 40/PI to identify an inventory price group for an item.

Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item receives the same pricing structure defined for the inventory price group.

You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.

Basket Unit of Measure

Enter a value from UDC 00/UM to indicate the quantity in which to express an inventory item, for example, *CS* (case) or *BX* (box).

A code that specifies the unit of measure for which the enhanced basket group will be accumulated. The system searches for price adjustments for the basket group in the unit of measure that you specify here. If you leave this field blank, the system accumulates the group based on the sales-price retrieval unit of measure of the first qualifying line on the sales order.

Accumulation Rule

Enter a code to specify whether an item or an item group is included for basket-level summation or item-level summation, or both. Values are:

Blank: Include the item or item group for summation. The system does not require an order minimum when using this value.

1: Include the item or item group for summation. The system requires an order minimum when using this value.

2: Exclude the item or item group from summation.

Pricing Rule

Enter a code to indicate whether the system applies a standard basket adjustment or exception pricing to an item or an item group. Values are:

Blank: Apply a standard basket adjustment.

1: Apply exception pricing.

2: Do not apply standard basket adjustments or exception pricing.

Effective Date

Enter a date to specify when a transaction, contract, obligation, preference, or policy rule becomes effective.

Expired Date

Enter a date to specify when a transaction, text message, agreement, obligation, or preference has expired or is complete.

Creating Basket-Level Adjustments

Access the Modify Adjustment Controls form.

To create basket-level adjustments:

Adjustment Name

Enter a value from UDC 40/TY to identify an adjustment definition. You define adjustments on Price Adjustment Names.

For Agreement Penalty Schedules Add a definition for each of the four types of penalties:

- Minimum quantity
- Maximum quantity

- Under commitment
- Over commitment

Adjustment Level

Specify the level at which the system calculates price adjustments. Values are:

1 (line level): The system calculates the adjustment based on information in the sales order detail line.

2: (basket level): The system calculates the adjustment based on information accumulated from all sales order detail lines that you have identified as a basket pricing group. You define the basket reprice group on the Additional Information tab on the Item Branch Information form in the Item Branch program (P41026). If you are defining a basket or order level adjustment, leave the Item Group and Order Detail Group fields blank.

3: (order level): The system calculates the adjustment based on information accumulated from all the sales order detail lines you have identified as an order pricing group. You define the order reprice group on the Additional Information tab on the Item Branch Information form in the Item Branch program. If you are defining a basket or order level adjustment, leave the Item Group and Order Detail Group fields blank.

4: (volume incentive level): The system calculates the adjustment based on the accumulated value of multiple sales orders. The accumulated value is based on how you define the adjustment in the Price Adjustment Type program (P4071).

If you are working with the Agreement Management system, for Agreement Penalty Schedules, enter *1* to calculate the penalty at the sales order detail-line level.

Do not Print on Document

Enter a code to specify additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total but does not include it in the unit price. The system will post separate General Ledger and Accounts Receivable entries for this adjustment during Sales Update.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during Sales Update.

8: Create a rounding adjustment, based on the rounding rules set up in the Price Adjustment Detail Revisions program (P4072). The system adds the adjustment amount to the unit price.

Print on Document

Enter a code to specify additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total, but does not include it in the unit price. The system will post separate General Ledger and Accounts Receivable entries for this adjustment during Sales Update.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during Sales Update.

8: Create a rounding adjustment, based on the rounding rules setup in the Price Adjustment Detail Revisions program. The system adds the adjustment amount to the unit price.

Add to Sales Detail File

Enter a code to specify additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total, but does not include it in the unit price. The system will post separate General Ledger and Accounts Receivable entries for this adjustment during Sales Update.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during Sales Update.

8: Create a rounding adjustment, based on the rounding rules setup in the Price Adjustment Detail Revisions program. The system adds the adjustment amount to the unit price.

Accrued to G/L (accrued to general ledger)

Enter a code to specify additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total, but does not include it in the unit price. The system will post separate General Ledger and Accounts Receivable entries for this adjustment during Sales Update.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during Sales Update.

8: Create a rounding adjustment, based on the rounding rules setup in the Price Adjustment Detail Revisions program. The system adds the adjustment amount to the unit price.

Rebate

Enter a code to specify additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total, but does not include it in the unit price. The system will post

separate General Ledger and Accounts Receivable entries for this adjustment during Sales Update.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during Sales Update.

8: Create a rounding adjustment, based on the rounding rules setup in the Price Adjustment Detail Revisions program. The system adds the adjustment amount to the unit price.

Print on Invoice - Detached

Enter a code to specify additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total, but does not include it in the unit price. The system will post separate General Ledger and Accounts Receivable entries for this adjustment during the Sales Update process.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during the Sales Update process.

8: Create a rounding adjustment, based on the rounding rules set up in the Price Adjustment Detail Revisions program. The system adds the adjustment amount to the unit price.

Supplier Proof of Sales

Enter a code to specify additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total, but does not include it in the unit price. The system will post separate General Ledger and Accounts Receivable entries for this adjustment during the Sales Update process.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during Sales Update.

8: Create a rounding adjustment, based on the rounding rules set up in the Price Adjustment Detail Revisions program. The system adds the adjustment amount to the unit price.

Rounding Adjustment

Enter a code to specify additional processing features related to an adjustment. Values are:

1: Do not print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

2: Print the adjustment on the invoice or the purchase order print document. The system adds the adjustment amount to the unit price.

3: Update the F4211 table with adjustment detail line information. The system will not include this type of adjustment when it calculates the current net price. Use this code for order-level adjustments only.

4: Create an accrual adjustment. The system updates the F4074 table and posts the adjustment to the general ledger during the Sales Update process.

5: Create a rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line.

6: Print the adjustment on the invoice. The system adds the adjustment to the order total but does not include it in the unit price. The system will post separate General Ledger and Accounts Receivable entries for this adjustment during the Sales Update process.

7: Create a supplier proof of sale rebate adjustment. The system updates the F4078 table with the quantity, weight, and amount of the order detail line and posts the adjustment to the general ledger during the Sales Update process.

8: Create a rounding adjustment, based on the rounding rules setup in the Price Adjustment Detail Revisions program. The system adds the adjustment amount to the unit price.

Applying Adjustments to Items in an Enhanced Basket

This section provides an overview of item-level adjustments in enhanced baskets, lists a prerequisite, and discusses how to apply adjustments to items in an enhanced basket.

Understanding 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. The information that you can enter depends on the basket accumulation and the basket pricing rules setup in the Basket Master program.

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. If you need to change basket master information, you must first delete the exception information using the Price Adjustment Detail Revisions program.

If you specified that a minimum quantity of an item or item group is required in the basket accumulation rule and you do not specify that minimum quantity when entering exception information, the system does not apply the adjustment.

Prerequisite

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).

Form Used to Apply Adjustments to Items in an Enhanced Basket

Form Name	Form ID	Navigation	Usage
Adjustment Per Basket Item	W4072C	Adjustment Setup (G4231112), Price & Adjustment Detail Revisions Enter an adjustment name on the Work with Adjustment Detail form and click the Add button. Select a preference on the Preference Hierarchy Selection form and click the Select button. Enter an item group and any other information necessary to enter an adjustment on the Price Adjustment Detail Revisions form, select a row, and then select Adjustment Per Basket Item from the Row menu.	Apply adjustments to items in an enhanced basket.

Applying an Adjustment to Item in an Enhanced Basket

Access the Adjustment Per Basket Item form.

Quantity From

Enter a number to specify the value at which the system will apply an adjustment or preference. The value can be a quantity, weight, or amount, depending on how you have defined level breaks.

For nonsliding rate adjustments, the system will apply adjustments when the value equals the level break. For example, if the value is a quantity of 10, then the system will apply the adjustment when a quantity of 10 or greater is ordered.

For sliding rate adjustments, the system will not apply the adjustment until a value greater than the level break is ordered. For example, if the value is a quantity of 10, then the system will apply the adjustment when a quantity of 11 or greater is ordered.

Depending on the basket accumulation rule and the basket pricing rule that you specified in the Basket Master program, you can update the information in this field. If you do not enter any exception information for the items in the enhanced basket, the system applies standard basket repricing.

Factor Value Numeric

Enter a code to indicate how the system adjusts an order line. The value in this field works with the Basis field. How you define the Basis field determines whether you enter a number or a code in this field.

Depending on the basket accumulation rule and the basket pricing rule you specified in the Basket Master program, you can update the information in this field. If you do not enter any exception information for the items in the enhanced basket, the system applies standard basket repricing.

If the basis code is

1-5: Enter a positive number for markups. Enter a negative number for discounts.

6: You want to base the adjustment on a variable table. Enter the code that identifies the variable table in the Formula Name column.

7: You want to use a formula to calculate the price. Enter the code that identifies the formula in the Formula Name column.

8: You want to calculate the adjustment using a custom program. Enter the program ID in the Formula Name column.

Creating Order-Level Adjustments

This section provides an overview of order-level adjustments and discusses how to create an order-level adjustment.

Understanding 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 the repricing adjustment. You can also apply the line item to order groups.

Form Used to Create an Order-Level Adjustment

Form Name	Form ID	Navigation	Usage
Price Adjustment Definition	W4071A	Adjustment Setup (G4231112), Price Adjustment Definitions Click the Add button on the Work with Adjustment Types form. On the Modify Adj. Controls form, enter an adjustment, click the Add to Sales Detail File option and click the OK button	Create an order-level adjustment.

Repricing Sales Orders

This section provides an overview of repricing sales orders and discusses how to apply basket- or order-level adjustments.

Understanding Sales Order Repricing

You can provide a discount for the customer by repricing sales orders. You reprice the order using one of these 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

You can evaluate a sales order and apply basket-level and order-level adjustments by running the Order and Basket Level Pricing program (R42750). The system writes basket adjustments to the F4074 table and displays the information in the Price History program (P4074). 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 F4074 table. 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 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.

Revising Adjustments

This section provides an overview of adjustment revisions, lists prerequisites, and discusses how to:

- Add adjustments during order entry.
- Change price level breaks during order entry.
- Review customer rebate information.

Understanding Adjustment Revisions

Adjustment revisions allow you to make additional adjustments and to revise adjustments to purchase and sales order adjustments.

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. 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 from the Row menu in the Purchase Orders program (P4310).

Prerequisites

Before you complete the tasks in this section:

- 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.
- Set up a sales order that contains price adjustments.

Forms Used to Revise Adjustments

Form Name	Form ID	Navigation	Usage
Price History	W4074C	Sales Order Processing (G4211), Sales Order Detail Locate an order to which you want to add the price adjustment on the Customer Service Inquiry form and click the Select button. Select a record on the Sales Order Detail Revisions form, and select Price History from the Row menu.	Add adjustments during order entry.
Check Price and Availability	W41261A	Sales Order Processing (G4211), Sales Order Detail Locate an order to which you want to add the price adjustment on the Customer Service Inquiry form and click the Select button. Select a record on the Sales Order Detail Revisions form, and select Check Price from the Row menu.	Change price level breaks during order entry.
Rebate Volume History	W4078A	Sales Order Processing (G4211), Sales Order Detail Locate an order on the Customer Service Inquiry form and select Rebate History from the Form menu.	Review customer rebate information.
Volume History by Sales Details	W4078C	Locate a record on the Rebate Volume History form and click the Select button.	Review the rebate history for the Sold To address. You specify the address number and the effective date to locate a record.

Adding Adjustments During Order Entry

Access the Price History form.

You can add an adjustment that applies to the current order detail line. You might do this in response to a negotiated discount; you can create a manual adjustment for any amount.

Changing Price-Level Breaks During Order Entry

Access the Check Price and Availability form.

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 :

Reviewing Customer Rebate Information

Access the Rebate Volume History form.

Based on the 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 the customer.

CHAPTER 11

Using the Promotion ID Feature

This chapter provides an overview of the promotion ID feature and discusses how to:

- Define the promotion status.
- Associate promotions at the adjustment level.
- Associate promotions to sales order and purchase order detail lines.

Understanding the Promotion ID Feature

The Promotion ID feature enables you to associate advanced pricing adjustments, sales order lines, and price history to trade promotions. If you have a promotion that is available for a limited time, you can set up a promotion, including effectivity dates, and then either associate it to the adjustment or directly to the sales order detail line. The system then tracks the promotion information in the F4074 table.

You can use promotions in Procurement as well. If suppliers are offering you promotions, you can set up and define the promotion information and associate the promotion to the adjustment or directly to the purchase order detail line. The system then tracks the promotion information in the F4074 table.

Setting Up Promotion Status

This section provides an overview of promotion status and lists the form used to set up promotion statuses.

Understanding Promotion Status

Set up statuses to organize and control promotions. Only one promotion status can be active at a time. When you define promotions, you specify the promotion status.

Forms Used to Set Up Promotion Status

Form Name	Form ID	Navigation	Usage
Add Status	W40P02A	Pricing Constants (G4231111), Promotion Status Maintenance Click Add on the Search for Promotion Status form.	Set up promotion statuses.

Adding a Promotion Status

Access the Add Status form.

Promotion Status	Enter a status abbreviation.
Status Description	Enter a status description.
Active Status	Select if the promotion status is active. Only one promotion status can be active at a time.

Entering and Updating Promotion Information

This section provides an overview of setting up promotion information and lists the form used to define promotions.

Understanding Promotion Maintenance

Use the Promotion ID Maintenance program (P40P03) to define promotions, including promotion effectivity dates.

Forms Used to Add Promotions

Form Name	Form ID	Navigation	Usage
Add Promotion ID	W40P03B	Adjustment Setup (G4231112), Promotion ID Maintenance Click Add on the Search for Promotion ID form.	Define promotions.

Adding a Promotion

Access the Add Promotion ID form.

Promotion ID Maintenance - Add Promotion ID

Promotion ID	PROMO
Promotion Name	End of Season Sales Promotion
Promotion Status	C <i>Current</i>
Effective Date	09/05/03
Expired Date	10/05/04

Add Promotion ID form

Promotion ID Enter an abbreviation for the promotion.

Promotion Name Enter a name for the promotion.

Promotion Status Enter a promotion status.

Effective Date Enter the beginning date of the promotion.

Expired Date Enter the date the promotion expires.

Associating Promotions

This section provides an overview of associating promotions and lists the forms used to associate promotions.

Understanding Promotion Association

You can associate promotions, for Sales Order Management and Procurement, using one of these methods:

- Attaching the promotion ID to the adjustment definition.

When you enter a sales or purchase order, the system first validates the adjustment effectivity dates and then validates the promotion effectivity dates. If the promotion is active, the system records the promotion information in the F4074 table.

- Entering the promotion ID on the sales order or purchase order detail line.

You can attach multiple promotions to each detail line.

The system copies the promotion information if you copy detail lines that include promotions or if you release blanket or quote orders that contain promotions.

Forms Used to Associate Promotions

Form Name	Form ID	Navigation	Usage
Price Adjustment Definition	W4071A	Adjustment Set Up (G4231112), Price Adjustment Definition Locate the adjustment to attach the promotion, and click Select.	Associate the promotion to the adjustment.
Sales Order Detail Revisions	W4210A	Sales Order Processing (G4211), Sales Order Detail. Click Add on the Sales Order Detail Revisions form	Enter sales order detail information.
Price History	W4074C	Select a detail line, and select Price History from the Row menu on the Sales Order Detail Revisions form.	Associate a promotion to a sales order detail line.
Order Detail	W4210A	Purchase Order Processing (G43A11), Enter Purchase Orders Click Add on the Work With Order Headers form	Enter purchase order header information and click OK.
Price History	W4074C	Enter purchase order detail information, select a detail line, and select Price History from the Row menu on the Order Detail form.	Associate a promotion to a purchase order detail line.

Associating Promotion to an Adjustment

Access the Price Adjustment Definition form. Click the Additional Options tab.

Price Adjustment Definition - Price Adjustment Definition

OK Cancel Form Tools

Adjustment Controls

Adjustment Name

Target Application

Adjustment Control Code *Print on Document*

Adjustment Level

- ☒ Line Level Adjustment
- ☐ Basket Level Adjustment
- ☐ Order Level Adjustment
- ☐ Volume Level Adjustment

Price Adjustment Definition form, Additional Options tab (1 of 2)

Options	Additional Options
Mutually Exclusive Exclusive Group ☐ Mutually Exclusive	
Rebate Beneficiary Rebate Beneficiary Beneficiary Tier Beneficiary Address Supplier Rebate Type	
Rebate/Volume Incentives Accumulate at Tier	
Promotions Promotion ID PROMO ☒ Promotion Display Control	
Reporting Codes Reporting Code 1 Reporting Code 2 Reporting Code 3 Reporting Code 4 Reporting Code 5 Reporting Code 6	
Price List Price List Group ☐ Exclude From Price List	

Price Adjustment Definition form, Additional Options tab (2 of 2)

Promotion ID Enter the promotion ID.

Promotion Display Control Select for the system to print the promotion ID for this adjustment on an invoice or on the purchase order print document.

Associating a Promotion to an Order

Access the Price History form.

Sales Order Detail - Price History

OK Delete Cancel Form Row Tools

Address Number 4242 Line Number 1.000

Ship To 4242 Branch/Plant 30

Item Number 220 Touring Bike, Red Price Effective 10/06/04

Quantity From 1.0000 EA Adjustment Schedule NATIONAL

Pricing UOM EA

Records 1 - 3

in Code	Cost Meth	O P	M C	Based on Value	Adjustment Calculation	Mutually Exclusive	Exclusive Group	Promotion ID
		N	Y					
								PROMO

Unit Cost 0.0000 Unit Price 654.8750 Profit Margin 100.00

Price History form

Sales order is used in this example.

Promotion ID

Enter the promotion ID to associate to the order.

APPENDIX A

Delivered Workflow for PeopleSoft EnterpriseOne Advanced Pricing

This appendix discusses the delivered workflow for PeopleSoft EnterpriseOne Advanced Pricing.

See Also

EnterpriseOne Tools 8.94 PeopleBook: Workflow Tools

Delivered Workflow for PeopleSoft EnterpriseOne Advanced Pricing

This section discusses the PeopleSoft EnterpriseOne Advanced Pricing workflow.

Price Approval

This section discusses the Price Approval workflow.

Description

Workflow Description	When a user changes a pricing record, the system updates the status of the record to pending. The system then sends a workflow message to a specified person, requesting approval of the changed record. The pricing record remains at pending status until the change is approved.
Workflow Trigger	The workflow is triggered when a user changes a pricing record.
Workflow Action	The specified approver receives a message in the workcenter that a price change has occurred. For the new price to become effective, this person must approve the change.

Workflow Objects

System	45
Workflow Object Name	JDEPRAPPR
Object ID	N4502280
Event Description / Function Name	ProcessPriceChangeApproval
Sequence / Line Number	129

Glossary of PeopleSoft Terms

activity	A scheduling entity in PeopleSoft EnterpriseOne Form Design Aid that represents a designated amount of time on a calendar.
activity rule	The criteria by which an object progresses from one given point to the next in a flow.
add mode	A condition of a form that enables users to input data.
Advanced Planning Agent (APAg)	A PeopleSoft EnterpriseOne tool that can be used to extract, transform, and load enterprise data. APAg supports access to data sources in the form of relational databases, flat file format, and other data or message encoding, such as XML.
application server	A server in a local area network that contains applications shared by network clients.
as if processing	A process that enables you to view currency amounts as if they were entered in a currency different from the domestic and foreign currency of the transaction.
alternate currency	A currency that is different from the domestic currency (when dealing with a domestic-only transaction) or the domestic and foreign currency of a transaction. In PeopleSoft EnterpriseOne Financial Management, alternate currency processing enables you to enter receipts and payments in a currency other than the one in which they were issued.
as of processing	A process that is run as of a specific point in time to summarize transactions up to that date. For example, you can run various PeopleSoft EnterpriseOne reports as of a specific date to determine balances and amounts of accounts, units, and so on as of that date.
back-to-back process	A process in PeopleSoft EnterpriseOne Workflow Management that contains the same keys that are used in another process.
batch processing	A process of transferring records from a third-party system to PeopleSoft EnterpriseOne. In PeopleSoft EnterpriseOne Financial Management, batch processing enables you to transfer invoices and vouchers that are entered in a system other than EnterpriseOne to PeopleSoft EnterpriseOne Accounts Receivable and PeopleSoft EnterpriseOne Accounts Payable, respectively. In addition, you can transfer address book information, including customer and supplier records, to PeopleSoft EnterpriseOne.
batch server	A server that is designated for running batch processing requests. A batch server typically does not contain a database nor does it run interactive applications.
batch-of-one immediate	A transaction method that enables a client application to perform work on a client workstation, then submit the work all at once to a server application for further processing. As a batch process is running on the server, the client application can continue performing other tasks. See also direct connect and store-and-forward.
business function	A named set of user-created, reusable business rules and logs that can be called through event rules. Business functions can run a transaction or a subset of a transaction (check inventory, issue work orders, and so on). Business functions also contain the application programming interfaces (APIs) that enable them to be called from a form, a database trigger, or a non-EnterpriseOne application. Business functions can be combined with other business functions, forms, event rules, and other components to make up an application. Business functions can be created through

	event rules or third-generation languages, such as C. Examples of business functions include Credit Check and Item Availability.
business function event rule	See named event rule (NER).
business view	A means for selecting specific columns from one or more PeopleSoft EnterpriseOne tables whose data is used in an application or report. A business view does not select specific rows, nor does it contain any actual data. It is strictly a view through which you can manipulate data.
central objects merge	A process that blends a customer's modifications to the objects in a current release with objects in a new release.
central server	A server that has been designated to contain the originally installed version of the software (central objects) for deployment to client computers. In a typical PeopleSoft EnterpriseOne installation, the software is loaded on to one machine—the central server. Then, copies of the software are pushed out or downloaded to various workstations attached to it. That way, if the software is altered or corrupted through its use on workstations, an original set of objects (central objects) is always available on the central server.
charts	Tables of information in PeopleSoft EnterpriseOne that appear on forms in the software.
connector	Component-based interoperability model that enables third-party applications and PeopleSoft EnterpriseOne to share logic and data. The PeopleSoft EnterpriseOne connector architecture includes Java and COM connectors.
contra/clearing account	A general ledger account in PeopleSoft EnterpriseOne Financial Management that is used by the system to offset (balance) journal entries. For example, you can use a contra/clearing account to balance the entries created by allocations in PeopleSoft EnterpriseOne General Accounting.
Control Table Workbench	An application that, during the installation Workbench processing, runs the batch applications for the planned merges that update the data dictionary, user-defined codes, menus, and user override tables.
control tables merge	A process that blends a customer's modifications to the control tables with the data that accompanies a new release.
cost assignment	The process in PeopleSoft EnterpriseOne Advanced Cost Accounting of tracing or allocating resources to activities or cost objects.
cost component	In PeopleSoft EnterpriseOne Manufacturing Management, an element of an item's cost (for example, material, labor, or overhead).
cross segment edit	A logic statement that establishes the relationship between configured item segments. Cross segment edits are used to prevent ordering of configurations that cannot be produced.
currency restatement	The process of converting amounts from one currency into another currency, generally for reporting purposes. You can use the currency restatement process, for example, when many currencies must be restated into a single currency for consolidated reporting.
database server	A server in a local area network that maintains a database and performs searches for client computers.
Data Source Workbench	An application that, during the Installation Workbench process, copies all data sources that are defined in the installation plan from the Data Source Master and Table and Data Source Sizing tables in the Planner data source to the System-release number data source. It also updates the Data Source Plan detail record to reflect completion.

date pattern	A calendar that represents the beginning date for the fiscal year and the ending date for each period in that year in standard and 52-period accounting.
denominated-in currency	The company currency in which financial reports are based.
deployment server	A server that is used to install, maintain, and distribute software to one or more enterprise servers and client workstations.
detail information	Information that relates to individual lines in PeopleSoft EnterpriseOne transactions (for example, voucher pay items and sales order detail lines).
direct connect	A transaction method in which a client application communicates interactively and directly with a server application. See also batch-of-one immediate and store-and-forward.
Do Not Translate (DNT)	A type of data source that must exist on the iSeries because of BLOB restrictions.
dual pricing	The process of providing prices for goods and services in two currencies.
edit code	A code that indicates how a specific value for a report or a form should appear or be formatted. The default edit codes that pertain to reporting require particular attention because they account for a substantial amount of information.
edit mode	A condition of a form that enables users to change data.
edit rule	A method used for formatting and validating user entries against a predefined rule or set of rules.
Electronic Data Interchange (EDI)	An interoperability model that enables paperless computer-to-computer exchange of business transactions between PeopleSoft EnterpriseOne and third-party systems. Companies that use EDI must have translator software to convert data from the EDI standard format to the formats of their computer systems.
embedded event rule	An event rule that is specific to a particular table or application. Examples include form-to-form calls, hiding a field based on a processing option value, and calling a business function. Contrast with the business function event rule.
Employee Work Center	A central location for sending and receiving all PeopleSoft EnterpriseOne messages (system and user generated), regardless of the originating application or user. Each user has a mailbox that contains workflow and other messages, including Active Messages.
enterprise server	A server that contains the database and the logic for PeopleSoft EnterpriseOne or PeopleSoft World.
EnterpriseOne object	A reusable piece of code that is used to build applications. Object types include tables, forms, business functions, data dictionary items, batch processes, business views, event rules, versions, data structures, and media objects.
EnterpriseOne process	A software process that enables PeopleSoft EnterpriseOne clients and servers to handle processing requests and run transactions. A client runs one process, and servers can have multiple instances of a process. PeopleSoft EnterpriseOne processes can also be dedicated to specific tasks (for example, workflow messages and data replication) to ensure that critical processes don't have to wait if the server is particularly busy.
Environment Workbench	An application that, during the Installation Workbench process, copies the environment information and Object Configuration Manager tables for each environment from the Planner data source to the System-release number data source. It also updates the Environment Plan detail record to reflect completion.
escalation monitor	A batch process that monitors pending requests or activities and restarts or forwards them to the next step or user after they have been inactive for a specified amount of time.

event rule	A logic statement that instructs the system to perform one or more operations based on an activity that can occur in a specific application, such as entering a form or exiting a field.
facility	An entity within a business for which you want to track costs. For example, a facility might be a warehouse location, job, project, work center, or branch/plant. A facility is sometimes referred to as a <i>business unit</i> .
fast path	A command prompt that enables the user to move quickly among menus and applications by using specific commands.
file server	A server that stores files to be accessed by other computers on the network. Unlike a disk server, which appears to the user as a remote disk drive, a file server is a sophisticated device that not only stores files, but also manages them and maintains order as network user request files and make changes to these files.
final mode	The report processing mode of a processing mode of a program that updates or creates data records.
FTP server	A server that responds to requests for files via file transfer protocol.
header information	Information at the beginning of a table or form. Header information is used to identify or provide control information for the group of records that follows.
interface table	See Z tables.
integration server	A server that facilitates interaction between diverse operating systems and applications across internal and external networked computer systems.
integrity test	A process used to supplement a company's internal balancing procedures by locating and reporting balancing problems and data inconsistencies.
interoperability model	A method for third-party systems to connect to or access PeopleSoft EnterpriseOne.
in-your-face-error	In PeopleSoft EnterpriseOne, a form-level property which, when enabled, causes the text of application errors to appear on the form.
IServer service	Developed by PeopleSoft, this internet server service resides on the web server and is used to speed up delivery of the Java class files from the database to the client.
jargon	An alternative data dictionary item description that PeopleSoft EnterpriseOne or People World displays based on the product code of the current object.
Java application server	A component-based server that resides in the middle-tier of a server-centric architecture. This server provides middleware services for security and state maintenance, along with data access and persistence.
JDBNET	A database driver that enables heterogeneous servers to access each other's data.
JDEBASE Database Middleware	A PeopleSoft proprietary database middleware package that provides platform-independent APIs, along with client-to-server access.
JDECallObject	An API used by business functions to invoke other business functions.
jde.ini	A PeopleSoft file (or member for iSeries) that provides the runtime settings required for EnterpriseOne initialization. Specific versions of the file or member must reside on every machine running PeopleSoft EnterpriseOne. This includes workstations and servers.
JDEIPC	Communications programming tools used by server code to regulate access to the same data in multiprocess environments, communicate and coordinate between processes, and create new processes.

jde.log	The main diagnostic log file of PeopleSoft EnterpriseOne. This file is always located in the root directory on the primary drive and contains status and error messages from the startup and operation of PeopleSoft EnterpriseOne.
JDENET	PeopleSoft proprietary communications middleware package. This package is a peer-to-peer, message-based, socket-based, multiprocess communications middleware solution. It handles client-to-server and server-to-server communications for all PeopleSoft EnterpriseOne supported platforms.
Location Workbench	An application that, during the Installation Workbench process, copies all locations that are defined in the installation plan from the Location Master table in the Planner data source to the System data source.
logic server	A server in a distributed network that provides the business logic for an application program. In a typical configuration, pristine objects are replicated on to the logic server from the central server. The logic server, in conjunction with workstations, actually performs the processing required when PeopleSoft EnterpriseOne and World software runs.
MailMerge Workbench	An application that merges Microsoft Word 6.0 (or higher) word-processing documents with PeopleSoft EnterpriseOne records to automatically print business documents. You can use MailMerge Workbench to print documents, such as form letters about verification of employment.
master business function (MBF)	An interactive master file that serves as a central location for adding, changing, and updating information in a database. Master business functions pass information between data entry forms and the appropriate tables. These master functions provide a common set of functions that contain all of the necessary default and editing rules for related programs. MBFs contain logic that ensures the integrity of adding, updating, and deleting information from databases.
master table	See published table.
matching document	A document associated with an original document to complete or change a transaction. For example, in PeopleSoft EnterpriseOne Financial Management, a receipt is the matching document of an invoice, and a payment is the matching document of a voucher.
media storage object	Files that use one of the following naming conventions that are not organized into table format: Gxxx, xxxGT, or GTxxx.
message center	A central location for sending and receiving all PeopleSoft EnterpriseOne messages (system and user generated), regardless of the originating application or user.
messaging adapter	An interoperability model that enables third-party systems to connect to PeopleSoft EnterpriseOne to exchange information through the use of messaging queues.
messaging server	A server that handles messages that are sent for use by other programs using a messaging API. Messaging servers typically employ a middleware program to perform their functions.
named event rule (NER)	Encapsulated, reusable business logic created using event rules, rather than C programming. NERs are also called business function event rules. NERs can be reused in multiple places by multiple programs. This modularity lends itself to streamlining, reusability of code, and less work.
<i>nota fiscal</i>	In Brazil, a legal document that must accompany all commercial transactions for tax purposes and that must contain information required by tax regulations.
<i>nota fiscal factura</i>	In Brazil, a <i>nota fiscal</i> with invoice information. See also <i>nota fiscal</i> .

Object Configuration Manager (OCM)	In PeopleSoft EnterpriseOne, the object request broker and control center for the runtime environment. OCM keeps track of the runtime locations for business functions, data, and batch applications. When one of these objects is called, OCM directs access to it using defaults and overrides for a given environment and user.
Object Librarian	A repository of all versions, applications, and business functions reusable in building applications. Object Librarian provides check-out and check-in capabilities for developers, and it controls the creation, modification, and use of PeopleSoft EnterpriseOne objects. Object Librarian supports multiple environments (such as production and development) and enables objects to be easily moved from one environment to another.
Object Librarian merge	A process that blends any modifications to the Object Librarian in a previous release into the Object Librarian in a new release.
Open Data Access (ODA)	An interoperability model that enables you to use SQL statements to extract PeopleSoft EnterpriseOne data for summarization and report generation.
Output Stream Access (OSA)	An interoperability model that enables you to set up an interface for PeopleSoft EnterpriseOne to pass data to another software package, such as Microsoft Excel, for processing.
package	EnterpriseOne objects are installed to workstations in packages from the deployment server. A package can be compared to a bill of material or kit that indicates the necessary objects for that workstation and where on the deployment server the installation program can find them. It is point-in-time snap shot of the central objects on the deployment server.
package build	A software application that facilitates the deployment of software changes and new applications to existing users. Additionally, in PeopleSoft EnterpriseOne, a package build can be a compiled version of the software. When you upgrade your version of the ERP software, for example, you are said to take a package build. Consider the following context: “Also, do not transfer business functions into the production path code until you are ready to deploy, because a global build of business functions done during a package build will automatically include the new functions.” The process of creating a package build is often referred to, as it is in this example, simply as “a package build.”
package location	The directory structure location for the package and its set of replicated objects. This is usually \\deployment server\release\path_code\package\package name. The subdirectories under this path are where the replicated objects for the package are placed. This is also referred to as where the package is built or stored.
Package Workbench	An application that, during the Installation Workbench process, transfers the package information tables from the Planner data source to the System-release number data source. It also updates the Package Plan detail record to reflect completion.
PeopleSoft Database	See JDEBASE Database Middleware.
planning family	A means of grouping end items whose similarity of design and manufacture facilitates being planned in aggregate.
preference profile	The ability to define default values for specified fields for a user-defined hierarchy of items, item groups, customers, and customer groups.
print server	The interface between a printer and a network that enables network clients to connect to the printer and send their print jobs to it. A print server can be a computer, separate hardware device, or even hardware that resides inside of the printer itself.
pristine environment	A PeopleSoft EnterpriseOne environment used to test unaltered objects with PeopleSoft demonstration data or for training classes. You must have this environment so that you can compare pristine objects that you modify.

processing option	A data structure that enables users to supply parameters that regulate the running of a batch program or report. For example, you can use processing options to specify default values for certain fields, to determine how information appears or is printed, to specify date ranges, to supply runtime values that regulate program execution, and so on.
production environment	A PeopleSoft EnterpriseOne environment in which users operate EnterpriseOne software.
production-grade file server	A file server that has been quality assurance tested and commercialized and that is usually provided in conjunction with user support services.
program temporary fix (PTF)	A representation of changes to PeopleSoft software that your organization receives on magnetic tapes or disks.
project	In PeopleSoft EnterpriseOne, a virtual container for objects being developed in Object Management Workbench.
promotion path	The designated path for advancing objects or projects in a workflow. The following is the normal promotion cycle (path): 11>21>26>28>38>01 In this path, 11 equals new project pending review, 21 equals programming, 26 equals QA test/review, 28 equals QA test/review complete, 38 equals in production, 01 equals complete. During the normal project promotion cycle, developers check objects out of and into the development path code and then promote them to the prototype path code. The objects are then moved to the productions path code before declaring them complete.
proxy server	A server that acts as a barrier between a workstation and the internet so that the enterprise can ensure security, administrative control, and caching service.
published table	Also called a master table, this is the central copy to be replicated to other machines. Residing on the publisher machine, the F98DRPUB table identifies all of the published tables and their associated publishers in the enterprise.
publisher	The server that is responsible for the published table. The F98DRPUB table identifies all of the published tables and their associated publishers in the enterprise.
pull replication	One of the PeopleSoft methods for replicating data to individual workstations. Such machines are set up as pull subscribers using PeopleSoft EnterpriseOne data replication tools. The only time that pull subscribers are notified of changes, updates, and deletions is when they request such information. The request is in the form of a message that is sent, usually at startup, from the pull subscriber to the server machine that stores the F98DRPCN table.
QBE	An abbreviation for query by example. In PeopleSoft EnterpriseOne, the QBE line is the top line on a detail area that is used for filtering data.
real-time event	A service that uses system calls to capture PeopleSoft EnterpriseOne transactions as they occur and to provide notification to third-party software, end users, and other PeopleSoft systems that have requested notification when certain transactions occur.
refresh	A function used to modify PeopleSoft EnterpriseOne software, or subset of it, such as a table or business data, so that it functions at a new release or cumulative update level, such as B73.2 or B73.2.1.
replication server	A server that is responsible for replicating central objects to client machines.
quote order	In PeopleSoft EnterpriseOne Procurement and Subcontract Management, a request from a supplier for item and price information from which you can create a purchase order.

	In PeopleSoft EnterpriseOne Sales Order Management, item and price information for a customer who has not yet committed to a sales order.
selection	Found on PeopleSoft menus, a selection represents functions that you can access from a menu. To make a selection, type the associated number in the Selection field and press Enter.
Server Workbench	An application that, during the Installation Workbench process, copies the server configuration files from the Planner data source to the System-release number data source. It also updates the Server Plan detail record to reflect completion.
spot rate	An exchange rate entered at the transaction level. This rate overrides the exchange rate that is set up between two currencies.
Specification merge	A merge that comprises three merges: Object Librarian merge, Versions List merge, and Central Objects merge. The merges blend customer modifications with data that accompanies a new release.
specification	A complete description of a PeopleSoft EnterpriseOne object. Each object has its own specification, or name, which is used to build applications.
Specification Table Merge Workbench	An application that, during the Installation Workbench process, runs the batch applications that update the specification tables.
store-and-forward	The mode of processing that enables users who are disconnected from a server to enter transactions and then later connect to the server to upload those transactions.
subscriber table	Table F98DRSUB, which is stored on the publisher server with the F98DRPUB table and identifies all of the subscriber machines for each published table.
supplemental data	Any type of information that is not maintained in a master file. Supplemental data is usually additional information about employees, applicants, requisitions, and jobs (such as an employee's job skills, degrees, or foreign languages spoken). You can track virtually any type of information that your organization needs. For example, in addition to the data in the standard master tables (the Address Book Master, Customer Master, and Supplier Master tables), you can maintain other kinds of data in separate, generic databases. These generic databases enable a standard approach to entering and maintaining supplemental data across PeopleSoft EnterpriseOne systems.
table access management (TAM)	The PeopleSoft EnterpriseOne component that handles the storage and retrieval of use-defined data. TAM stores information, such as data dictionary definitions; application and report specifications; event rules; table definitions; business function input parameters and library information; and data structure definitions for running applications, reports, and business functions.
Table Conversion Workbench	An interoperability model that enables the exchange of information between PeopleSoft EnterpriseOne and third-party systems using non-PeopleSoft EnterpriseOne tables.
table conversion	An interoperability model that enables the exchange of information between PeopleSoft EnterpriseOne and third-party systems using non-PeopleSoft EnterpriseOne tables.
table event rules	Logic that is attached to database triggers that runs whenever the action specified by the trigger occurs against the table. Although PeopleSoft EnterpriseOne enables event rules to be attached to application events, this functionality is application specific. Table event rules provide embedded logic at the table level.
terminal server	A server that enables terminals, microcomputers, and other devices to connect to a network or host computer or to devices attached to that particular computer.

three-tier processing	The task of entering, reviewing and approving, and posting batches of transactions in PeopleSoft EnterpriseOne.
three-way voucher match	In PeopleSoft EnterpriseOne Procurement and Subcontract Management, the process of comparing receipt information to supplier's invoices to create vouchers. In a three-way match, you use the receipt records to create vouchers.
transaction processing (TP) monitor	A monitor that controls data transfer between local and remote terminals and the applications that originated them. TP monitors also protect data integrity in the distributed environment and may include programs that validate data and format terminal screens.
transaction set	An electronic business transaction (electronic data interchange standard document) made up of segments.
trigger	One of several events specific to data dictionary items. You can attach logic to a data dictionary item that the system processes automatically when the event occurs.
triggering event	A specific workflow event that requires special action or has defined consequences or resulting actions.
two-way voucher match	In PeopleSoft EnterpriseOne Procurement and Subcontract Management, the process of comparing purchase order detail lines to the suppliers' invoices to create vouchers. You do not record receipt information.
User Overrides merge	Adds new user override records into a customer's user override table.
variance	In Capital Asset Management, the difference between revenue generated by a piece of equipment and costs incurred by the equipment. In EnterpriseOne Project Costing and EnterpriseOne Manufacturing Management, the difference between two methods of costing the same item (for example, the difference between the frozen standard cost and the current cost is an engineering variance). Frozen standard costs come from the Cost Components table, and the current costs are calculated using the current bill of material, routing, and overhead rates.
Version List merge	The Versions List merge preserves any non-XJDE and non-ZJDE version specifications for objects that are valid in the new release, as well as their processing options data.
visual assist	Forms that can be invoked from a control via a trigger to assist the user in determining what data belongs in the control.
vocabulary override	An alternate description for a data dictionary item that appears on a specific PeopleSoft EnterpriseOne or World form or report.
wchar_t	An internal type of a wide character. It is used for writing portable programs for international markets.
web application server	A web server that enables web applications to exchange data with the back-end systems and databases used in eBusiness transactions.
web server	A server that sends information as requested by a browser, using the TCP/IP set of protocols. A web server can do more than just coordination of requests from browsers; it can do anything a normal server can do, such as house applications or data. Any computer can be turned into a web server by installing server software and connecting the machine to the internet.
Windows terminal server	A multiuser server that enables terminals and minimally configured computers to display Windows applications even if they are not capable of running Windows software themselves. All client processing is performed centrally at the Windows terminal server and only display, keystroke, and mouse commands are transmitted over the network to the client terminal device.

work day calendar	In EnterpriseOne Manufacturing Management, a calendar that is used in planning functions that consecutively lists only working days so that component and work order scheduling can be done based on the actual number of work days available. A work day calendar is sometimes referred to as planning calendar, manufacturing calendar, or shop floor calendar.
workflow	The automation of a business process, in whole or in part, during which documents, information, or tasks are passed from one participant to another for action, according to a set of procedural rules.
workgroup server	A server that usually contains subsets of data replicated from a master network server. A workgroup server does not perform application or batch processing.
XAPI events	A service that uses system calls to capture PeopleSoft EnterpriseOne transactions as they occur and then calls third-party software, end users, and other PeopleSoft systems that have requested notification when the specified transactions occur to return a response.
XML CallObject	An interoperability capability that enables you to call business functions.
XML Dispatch	An interoperability capability that provides a single point of entry for all XML documents coming into PeopleSoft EnterpriseOne for responses.
XML List	An interoperability capability that enables you to request and receive PeopleSoft EnterpriseOne database information in chunks.
XML Service	An interoperability capability that enables you to request events from one PeopleSoft EnterpriseOne system and receive a response from another PeopleSoft EnterpriseOne system.
XML Transaction	An interoperability capability that enables you to use a predefined transaction type to send information to or request information from PeopleSoft EnterpriseOne. XML transaction uses interface table functionality.
XML Transaction Service (XTS)	Transforms an XML document that is not in the PeopleSoft EnterpriseOne format into an XML document that can be processed by PeopleSoft EnterpriseOne. XTS then transforms the response back to the request originator XML format.
Z event	A service that uses interface table functionality to capture PeopleSoft EnterpriseOne transactions and provide notification to third-party software, end users, and other PeopleSoft systems that have requested to be notified when certain transactions occur.
Z table	A working table where non-PeopleSoft EnterpriseOne information can be stored and then processed into PeopleSoft EnterpriseOne. Interface tables also can be used to retrieve PeopleSoft EnterpriseOne data. Interface tables are also known as interface tables.
Z transaction	Third-party data that is properly formatted in interface tables for updating to the PeopleSoft EnterpriseOne database.

Index

A

- A/B Org Structure Browse Revisions program (P0150)
 - processing options 92
 - usage 90
- AAIs
 - 4234 - ship and debit 23
 - 4270 - price adjustments 23
 - 4280 - rebate payable 23
 - 4515 - rebate accrual 128
 - 4520 - rebate receivable 128
 - Account Revisions form 23
 - accruals 12
 - required information for system setup 16
 - setting up in Advanced Pricing 23
 - understanding 6
 - usage in Advanced Pricing 22
- Account Revisions form 23
- Accounts Payable, integration with Advanced Pricing 5
- Accounts Receivable, integration with Advanced Pricing 5
- accrual adjustments
 - creating rebate accrual adjustments, example 124
 - usage 12
- Add Promotion ID form 166
- Add Status form 165
- additional adjustments 107
- additional documentation xii
- Address Book, system setup requirements 16
- Address Parent/Child Revisions form 91
- Adjustment Balances program (P45715)
 - processing options 145
 - usage 143
- adjustment definitions
 - creating 54
 - understanding 54
- adjustment details, setup 68
- Adjustment Per Basket Item form 159
- Adjustment Type Quantity Breaks form 118

- Advanced Price and Adjustment program (R407201)
 - processing options 72
 - usage 70
- Advanced Pricing 16
 - accruals 10
 - benefits of 9
 - business process, Sales Order Management 2
 - comparing to base pricing in Sales Order Management 10
 - features 9
 - hierarchies 49
 - implementing 6
 - implementing for Brazil, additional steps 7
 - implementing for Procurement, additional steps 7
 - implementing for Sales Order Management, additional steps 8
 - overview 1
 - price adjustments, types of 11
 - Procurement business process 3
 - system constants in Procurement 17
 - system integrations 5
 - using in Procurement 13
- application fundamentals xi
- automatic accounting instructions, *See* AAIs

B

- Balance Revisions form 144
- Base Price Revisions form 42
- base pricing
 - calculating for Sales Order Management 30
 - comparing to Advanced Pricing in Sales Order Management 10
 - defining customer groups in Sales Order Management 32
 - defining item groups in Sales Order Management 32
 - defining price levels in Sales Order Management 31
 - Procurement 37

- retrieving supplier prices 39
- reviewing inventory cost 38
- reviewing preference hierarchy 41
- reviewing price group combinations 103
- setting up 42
- understanding 29
- understanding override search groups 97
- understanding preference hierarchies 39
- Basic Pricing Workbench form 85
- basis codes
 - add on amount 63, 66
 - add on formula amount 64, 67
 - add on user program amount 65, 67
 - add on variable amount 64, 66
 - cost plus amount 65
 - gross profit margin 65
 - percentage of base price 63
 - percentage of cost 63, 65
 - percentage of cost plus amount 63
 - percentage of current net price 63
 - percentage of current net supplier price or inventory cost 65
 - percentage of supplier price or inventory codes 65
 - Procurement 65
 - Sales Order Management 63
- basket master
 - setting up 152
 - understanding 151
- Basket Master Revisions form 152
- basket-level adjustments
 - creating 153
 - setting up basket master information 152
 - understanding 152
- BP450150 program 93
- branch/plant constants, setup 17
- Buying Structure Browse form 94
- buying structures
 - reviewing 93
 - revising 93
 - setting up 90
 - structure, example 87
 - tier levels and inheritance, example 88
 - understanding 87
 - understanding tier levels and inheritance 88

- usage 12
- Buying Structures Browse program (P450150) 93
- buying structures, root parent in an organizational structure determination 91

C

- Case Management, integration with Advanced Pricing 6
- catalogs 39, 115
- Column Patterns form 83
- comments, submitting xvi
- common elements xvi
- complex price groups
 - setting up complex customer price groups 99, 101
 - setting up complex item price groups 99, 102
 - understanding 32, 99
- constants
 - Procurement 17
 - required information for system setup 15
 - setting up 17
- contact information xvi
- Control Panel form 76
- cost methods 38
- cross-references xv
- customer billing instructions, system setup requirements 16
- Customer Connection website xii
- customer groups
 - defining 32
- Customer Price Group Definition form 101
- customer price groups
 - generating price group combinations 103
 - setting up complex groups 99
 - setting up complex price groups 101
 - understanding 10
- customer price lists
 - building price list shells 81, 83
 - creating price list groups 81
 - defining column patterns 81
 - generating 82
 - printing 82
 - specifying groups for adjustments 81
 - specifying price list groups 84

understanding 81
usage 10

D

date effective category codes
 activating 100
 adding 100
Delete Price Workbench Query Details
 program (R45503) 75
direct price adjustments
 creating 95
 understanding 94
documentation
 printed xii
 related xii
 updates xii

E

Employee Queue Manager, approval
 requests 35
enhanced basket
 applying adjustments to items 159
 understanding exception information in
 repricing 159
 understanding item-level adjustments for
 items 159
extended terms adjustments
 defining payment terms 140
 defining preference detail 140
 understanding 139

F

F03012 table 100
F03012A table 100
F4011 table 127
F4070 table 119
F4071 table 119, 127, 128
F4072 table 73, 119, 122
F4074 table 119, 122, 127, 128, 161
F4075 table 132
F4078 table 122, 127, 128
F4079 table 122, 127, 128
F4093 table 103
F40U174 table 82, 128
F40UI74 table 81, 119, 122, 127
F4105 table 38
F41061 table 38
F4211 table 122, 132

F4343 table 127
F4510 table 74
F4511W table 74
F45520 table 81
F45521 table 81, 82
F45522 table 81
F45523 table 81
F45524 table 81
F45715 table 143
F4575 table 142
F4576 table 142
F45762Z1 table 143
F4576Z1 table 142
File Field Descriptions form 133
flexible invoice print detail 12
Focus On form 76
free goods adjustments
 awarding free goods 115
 creating 112, 113
 understanding 112
 usage 12
 using in Procurement 113
 working with catalog 115
Free Goods Award form 116
Free Goods Award program (P45731) 115
free goods catalog
 creating 116
 understanding 115
Free Goods Catalog Item Selection
 form 116
Free Goods Catalog Revisions form 116
Free Goods Revisions form 113
Free Goods Revisions program
 (P4073) 115

G

General Accounting, integration with
 Advanced Pricing 6
Generate Customer Price Groups program
 (R40932) 103
Generate Rebate Claims program
 (R42770) 126, 127
global update engine 73
gross profit margin adjustments
 creating target adjustment preference
 detail 137
 creating target limits 138
 understanding 135

H

- hierarchies 51
 - base pricing diagram 39
 - defining 51, 53
 - reviewing for base pricing 41
 - setting up a preference master 51
 - understanding base price preference 39
 - understanding in Advanced Pricing 49
 - using in Procurement, diagram 50
 - using in Sales Order Management, diagram 49

I

- Inventory Management, integration with Advanced Pricing 5
- invoices
 - displaying promotional information 55
 - flexible invoice print detail 12
- Item Branch/Plant, system setup requirements 16
- Item Master
 - purchase price level 37
 - sales price level 31
 - system setup requirements 16
- Item Master program (P4101) 31
- Item Master U/M Conversion program (P41002) 11
- Item Price Group Definition form 101
- item price groups
 - defining 32
 - generating price group combinations 103
 - setting up 99
 - setting up complex groups 102
 - understanding 10

L

- landed costs, system setup requirements 16
- level breaks 12
- Level-Break Pattern form 83
- limited time offers 11
- List of Values Revisions form 85

M

- mass update of price adjustment records 73
- MMA Partners xii

- Modify Adj. Controls form 56, 120, 123, 129, 144, 152
- multicurrency pricing 11
- multiple units of measure 11
- mutual exclusion for price adjustments specifying 60
- understanding 55
- using with promotional items 55

N

- notes xv

O

- online price negotiation 12
- Order and Basket Level Pricing program (R42750) 161
- order detail groups 103, 104
- Order Detail Price Group Definition form 104
- order-level adjustments 160
- Orders Affected by Price Change report (R40821) 151
- organizational structures, root parent determination 91
- override search groups
 - advanced pricing 98
 - example, sales 98
 - understanding 97
 - using in Advanced Pricing for Procurement 98

P

- P0150 program
 - processing options 92
 - usage 90
- P4073 program 115
- P4078 program 126
- P41002 program 11
- P4101 program 31
- P45200 program 122
- P45501 program
 - deleting search queries 75
 - generating pricing search queries 75, 76
 - regenerating search queries 75
 - usage 10, 73
 - viewing search queries 77
- P45715 program
 - processing options 145

- usage 143
- P45731 program 115
- PeopleBooks
 - ordering xii
- PeopleCode, typographical
 - conventions xiv
- PeopleSoft application fundamentals xi
- Preference Definition Revisions form 140
- Preference Detail Revisions form 140
- Preference Hierarchy Revisions form 41, 51
- Preference Hierarchy Selection form 42
- preference master
 - setting up 51, 52
 - using 51
- Preference Master Revision form 51
- Preference Values Revisions form 140
- prerequisites xi
- Price Adjustment Definition form 56, 129
- Price Adjustment Detail Revisions
 - form 67, 120, 123, 133, 137
- price adjustment revisions 149
- Price Adjustment Schedule Revisions
 - form 61, 95, 129
- price adjustments
 - add on amount 63, 66
 - add on formula amount 64, 67
 - add on user program amount 65, 67
 - add on variable amount 64, 66
 - changing 149
 - cost plus amount 65
 - creating definitions 45
 - customer custom programs 11
 - formula 11
 - free goods 12
 - gross profit margin 65
 - level breaks 12
 - limited time offers 11
 - multicurrency pricing 11
 - percentage of base price 11, 63
 - percentage of cost 11, 63, 65
 - percentage of cost plus amount 63
 - percentage of current net price 11, 63
 - percentage of current net supplier price
 - or inventory cost 65
 - percentage of supplier price or inventory
 - cost 65
 - price override 11
 - reprice 12
 - reviewing adjustment detail 45
 - ship and debit 13
 - specific amount 11
 - understanding 45
 - understanding future adjustment
 - additions 149
 - understanding reports 149
 - understanding revisions 162
 - understanding revisions in batch 149
 - using in Procurement system
 - process 47
 - using in Sales Order Management system
 - process 46
 - using multiple in a schedule,
 - diagram 45
 - volume incentives 11
 - volume upselling 12
- Price Adjustments Global Revisions
 - form 76
- Price Adjustments Maintenance program
 - (R41840) 150
- price approvals
 - activating pre-existing prices 44
 - active prices 33
 - pending prices 33
 - reviewing approval requests 35
 - revising workflow setup 35
 - status codes 33
 - understanding 32
 - Workflow Management 12
 - workflow process 34
- Price Approvals Conversion program
 - (R45210)
 - processing options 44
 - usage 44
- Price Formula Revisions form 133
- price group relationships 103
- price groups
 - complex 32
 - defining customer groups 32
 - defining item groups 32
 - generating combinations 103
 - simple 32
- Price History form 163
- price history, upselling notifications 117
- Price List Details form 83
- Price List Generation program
 - (R45522) 82
- Price List Item Selection form 83
- price lists 81

- Price Workbench Pre-Resolution program (R45502) 75, 76
- price-level breaks 163
- Pricing Constants form 17, 20
- pricing constants, setup 17
- pricing hierarchies 53
 - defining 51
- pricing mass maintenance 73
- Pricing Rules Browse form 94
- pricing search queries
 - deleting 75
 - generating 76
 - regenerating 75
 - understanding 75
 - viewing results 75, 77
- Pricing Workbench program (P45501)
 - deleting search queries 75
 - generating pricing search queries 75, 76
 - regenerating search queries 75
 - usage 10, 73
 - viewing search queries 77
- printed documentation xii
- Procurement
 - assigning adjustment schedules 61
 - basis codes 65
 - calculating prices for purchase orders, system process 36
 - creating standard rebates 126
 - hierarchy diagram 50
 - implementing, additional steps 7
 - integration with Advanced Pricing 5, 13
 - integration with Advanced Pricing, business process 3
 - retrieving supplier prices 39
 - system constants in Advanced Pricing 17
 - understanding override search groups 98
 - understanding pricing 36
 - using adjustments and adjustment schedules, system process 47
 - using detail groups 104
 - using free goods adjustments 113
- promotion ID
 - associating promotions 167
 - associating promotions to adjustments 168
 - associating promotions to orders 169

- entering and updating promotion information 166
- setting up promotion status 165
- understanding 165
- promotion maintenance 166
- promotion status 165
- promotional information 55
- promotional items
 - displaying on invoices and purchase orders 59
 - resolving price conflicts 55
 - using mutually exclusive adjustments 55
- purchase orders, promotional information 55
- purchase price levels 37
- Purge Effective Date Category Codes program (R03012B) 100

R

- R03012A program 100
- R03012B program 100
- R407201 program
 - processing options 72
 - usage 70
- R40821 report 151
- R40932 program 103
- R41840 program 150
- R42750 program 161
- R42770 program 126, 127
- R45210 program
 - processing options 44
 - usage 44
- R45502 program 75, 76
- R45503 program 75
- R45522 program 82
- R47761Z1 program 142
- R47762Z1 program 143
- rebate adjustments
 - creating accrual 126
 - creating in Procurement 126
 - creating rebate thresholds 130
 - creating supplier proof of sale 127, 131
 - printing history 126
 - reviewing 126
 - reviewing customer information 164
 - understanding 124
 - understanding tiered 128
 - usage 12
 - working with 124

- Rebate Threshold Revision form 129
- Rebate Volume History Inquiry program (P4078) 126
- related documentation xii
- Repasse 25
- reprice adjustments 12
- repricing
 - understanding 149
 - understanding order-level adjustments 160
- reviewing and revising buying structures 93
- reviewing approval requests
 - approval requests 35
 - Employee Queue Manager 35
- rounding rules 118, 120
- Rounding Rules Revisions form 120

S

- SA Revisions form 85
- sales entry
 - adding adjustments 163
 - associating promotions to orders 169
 - changing price-level breaks 163
 - repricing 161
 - reviewing and changing price adjustments 162
- Sales Order Detail Revisions form 164
- Sales Order Management
 - base pricing 29
 - basis codes 63
 - calculating prices using base pricing 30
 - comparing base pricing to Advanced Pricing 10
 - defining customer groups 32
 - defining item groups 32
 - defining price levels 31
 - hierarchy diagram 49
 - implementing, additional steps 8
 - integration with Advanced Pricing 5
 - integration with Advanced Pricing, business process 2
 - override search groups, example 98
 - using adjustments and adjustment schedules, system process 46
- schedules
 - assigning for Advanced Pricing in Procurement 60
 - building 60, 61
 - setting up from multiple adjustments, diagram 45
 - understanding 45, 60
 - using in Procurement, system process 47
 - using in Sales Order Management, system process 46
- Service Management, integration with Advanced Pricing 5
- Set Inclusion or Exclusion form 144
- ship and debit adjustments
 - agreement processing 13
 - defining 145
 - setting up balances 146
 - understanding 140
 - understanding claims 142
 - understanding details 143
- Ship and Debit Claim Output program (R47761Z1) 142
- Ship and Debit Update program (R47762Z1) 143
- simple price groups 32
- sliding rates adjustments
 - creating 135
 - discount example 134
 - understanding 133
- Speed Price Approval, approval requests 35
- standard Procurement rebates 126
- standard units of measure, system setup requirements 16
- suggestions, submitting xvi
- supplier instructions, system setup requirements 16
- supplier prices 39
- supplier proof of sale rebates 127
- supplier rebates 127
- System Constants form 17, 18
- system integrations
 - Accounts Payable 5
 - Accounts Receivable 5
 - Case Management 6
 - General Accounting 6
 - Inventory Management 5
 - Procurement 5
 - Sales Order Management 5
 - Service Management 5
- system setup
 - AAIs 16, 22, 23
 - Address Book requirements 16

- adjustment details 68
- base pricing 42
- Brazilian price adjustment codes 16
- constants 15, 17
- customer billing instructions 16
- Item Master and Item Branch/Plant requirements 16
- landed costs 16
- price adjustment details 62
- Repassé 25
- setting up adjustments in a different currency 70
- standard units of measure 16
- supplier instructions 16

Workflow Management, price approvals 12

T

- Tier Description Revisions form 91
- tiered rebates
 - creating thresholds 130
 - understanding 128
- typographical conventions xiv

U

- Update Effective Date Category Codes program (R03012A) 100

V

- variable price adjustments 132
- visual cues xv
- volume incentive adjustments 123
- Volume Incentive Deal History Inquiry program (P45200) 122
- volume incentive price discounts
 - setting up 123
 - understanding 122
- volume incentives 11
- volume upselling 12, 117

W

- warnings xv
- Work with Adjustment Balances form 144
- Work with Parent/Child Structures form 91
- Work With Price Variable Tables form 133
- Work With Price Workbench Queries form 76