JD Edwards World

Advanced Pricing Guide

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Preface

Welcome to the JD Edwards World Advanced Pricing Guide.

Audience

This guide is intended for implementers and end users of JD Edwards World Advanced Pricing system.

Documentation Accessibility

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Conventions

The following text conventions are used in this document:

Convention	Meaning
boldface	Boldface type indicates graphical user interface elements associated with an action, or terms defined in text or the glossary.
italic	Italic type indicates book titles, emphasis, or placeholder variables for which you supply particular values.
monospace	Monospace type indicates commands within a paragraph, URLs, code in examples, text that appears on the screen, or text that you enter.

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1

Introduction to JD Edwards World Advanced Pricing

This chapter contains these topics:

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1.1 JD Edwards World Advanced Pricing Overview

Companies that react slowly to changes in the market place, give competitors an unearned advantage. JD Edwards World Advanced Pricing is a flexible price management system that enables you to be proactive to changing pricing conditions. The benefits of the JD Edwards World Advanced Pricing system include:

- Improved profitability and competitiveness through accurate pricing.
- Flexibility to develop pricing strategies that target different market sectors.
- Ability to respond in a timely manner to fluctuating market conditions.

1.2 Advanced Pricing Features

Price management is one of the most complex aspects of any business; and it may consume a considerable amount of time to plan, set up, and maintain.

After planning your pricing strategies, setting up the JD Edwards World Advanced Pricing system is straightforward and requires minimal maintenance.

JD Edwards World Advanced Pricing allows flexibility when defining pricing. For example, you can set up price adjustments for multiple sales promotions and place each price adjustment into a single advanced pricing schedule.

Features of JD Edwards World Advanced Pricing include:

Customer and Item Groups

You can define groups of customers and/or items to accommodate vastly different market sectors and product lines. Using customer group and item group definitions frees you from the tedious task of setting up price adjustment information for each item and customer.

Figure 1–1   Base Pricing Matrix: Preference Hierarchy 51

Base Pricing Matrix
Preference Hierarchy 51
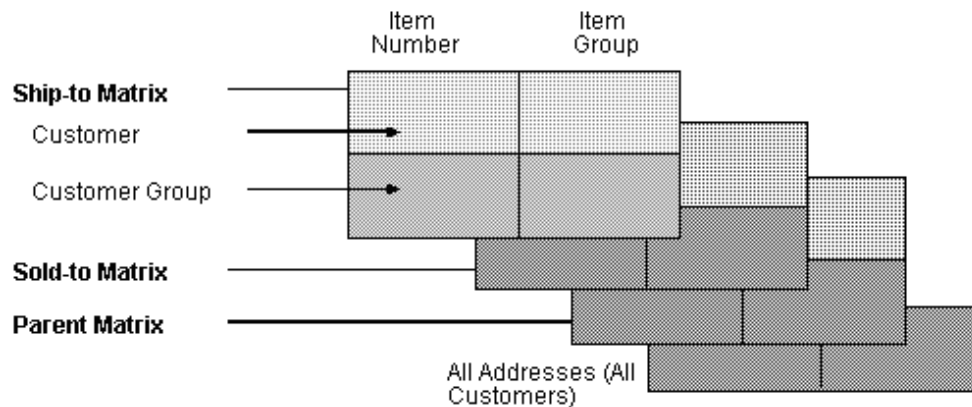
Adjustment Accruals

You can setup the system to accrue the amount of an adjustment instead of applying the adjustment to the current sales order. You can use adjustment accruals for:

- Advertising allowances and cooperative allowances.

- Commissions.

- Royalties based on product or customer.

- Rebates.

Type of Price Adjustments

Adjustments allow you great flexibility in the definition of your pricing schedules. You can adjust the price based on:

- Percentage of the base price.

- Percentage of the current net price.

- Percentage of the net price as of a prior adjustment on the schedule.

- Percentage of your cost.

- A specific amount.

- A formula. For example, you can create formulas that:

- Reference a field in sales order detail.

- Pull data from variable tables if you must create pricing for items with prices that fluctuate frequently.

- Price override. If you create an override adjustment, the system replaces the base price with the override price you defined in the adjustment.

- Custom programs.

Limited Time Offers

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

Multi-Currency Pricing

You can set up and maintain pricing by currency. If you sell items in multiple currencies, the system retrieves the currency from the base price file based on the default currency for your customer or the currency of the sales order.

Free Goods

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

When you set up an adjustment, you define how the system applies the free goods. You can tie an adjustment to free goods, including basket reprice adjustments.

Level Breaks

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

Accruals

Automated accounting instructions are provided so you can set up liability accounts for royalties, commissions, and rebates. You can define rebate thresholds to establish rules for generating credit orders.

Pricing History

The price history table provides accountability through its detail. It is accessible online as you enter or inquire on a sales order.

Flexible Invoice Print Detail

The adjustment control code in the adjustment definition determines whether the system prints adjustment information on invoices. The profit margin shown on the report can include accrual adjustments on the sales order line.

Adding Freight or Tax Charges

You can add freight or tax charges as a line that applies to the entire order.

Online Price Negotiation

While taking a customer's order, you can negotiate prices and review the results on line. 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, giving you the ability to verify that you stay within established guidelines.

2

Configuring JD Edwards World Advanced Pricing

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

This chapter contains these topics:

2.1 Objectives

- To set up system constants that are used by all branch/plants

- To set up pricing constants to enable the Sales Order Management system to use advanced pricing

- To set up automatic accounting instructions (AAIs) and determine how the system distributes system-generated general ledger entries.

2.2 Overview

Complete the following required tasks to set up your system:

- Set up system constants

- Set up pricing constants

- Set up AAIs for advanced pricing

2.2.1 What Information Must You Set Up?

The following are the setup features and their purposes.

Feature	Description
Constants	Constants provide the system with the following types of default information: ■ System constants determine default information for the entire system. ■ Pricing constants determine default pricing information. ■ Batch control constants determine whether an application requires management approval and batch control. ■ Branch/plant constants control day-to-day transactions within a branch/plant. ■ Location format determines how you identify item storage places in a branch/plant. ■ Item availability defines how the system calculates the number of items that each branch/plant contains.
Automatic accounting instructions (AAIs)	AAIs provide the Sales Order Management system with accounting information and general ledger relationships for interacting with General Accounting.

The following are features that you must set up in other systems such as Inventory Management, Technical Foundation, and General Accounting:

Feature	Description
Warehouse locations	Warehouse locations group items in branch/plants.
Default location and printers	Default location and printer settings provide the system with branch/plant, printer output queue, and approval route code information to use as default settings.
Next numbers	Next numbers allow the system to automatically assign the next available number when applicable, such as for document types and address book numbers.
Standard units of measure	The system applies the standard units of measure that you set up for all items across all branch/plants.
User-defined codes	You can set up user defined codes to customize each system in your environment.
Item cross-references	Item cross-reference numbers allow the system to connect internal and external items.

See Also:

- Setting Up Warehouse Locations in the *JD Edwards World Inventory Management Guide,*

- Defining a Message in the *JD Edwards World Inventory Management Guide,*

- Assigning Default Print Queues in the *JD Edwards World Inventory Management Guide,*

- Set Up Next Numbers in the *JD Edwards World General Accounting I Guide,*

- Setting Up Standard Units of Measure in the *JD Edwards World Inventory Management Guide,*

- Working with User-Defined Codes (UDCs) in the *JD Edwards World Common Foundation Guide,*

- Working with User Defined Codes in the *JD Edwards World Technical Foundation Guide,*

- Setting Up Item Cross-References in the *JD Edwards World Inventory Management Guide.*

2.3 Setting Up System Constants

A constant is information that you associate with either the entire system or a specific branch/plant. You can set up branch/plant constants, for example, to allow different units of measure for each branch/plant. A system constant is used to override branch/plant constants. You can set a system constant to automatically convert the units of measure from the branch/plant constant to the system constant. The system uses constants as default information in many JD Edwards World systems.

After you determine the information to use throughout your system, you can enter the appropriate values or change any predefined values.

Navigation

From Sales Order Management (G42), enter 29

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

Set up system constants to determine which functions to perform. For example, assume that you have several branch/plants and you use different units of measure for the items in each branch/plant. You can set a system constant to automatically convert units of measure by branch.

System constants apply to all branch/plants. You cannot customize system settings for each branch/plant.

To set up system constants

On Branch/Plant Constants

Figure 2–1   Branch/Plant Constants screen

1. Access System Constants.

Figure 2–2   System Constants screen

2. Review the following fields:

   ■ Unit of Measure Conversions by Branch

   ■ Supplemental Data Base by Branch

   ■ Allow Duplicate Lots

   ■ Update Average Cost On-Line

   ■ Purchase Price Retrieval Unit of Measure

   ■ Purchase Rebate Category Code

- ■ ECS Control (Y/N)

- ■ Ship Ascending Constant

3. For Advanced Pricing, complete the following fields:

- ■ Sales Price Retrieval Unit of Measure

- ■ Sales Price Based On Date

Field	Explanation
Unit of Measure Conversion by Branch	Enter a code that indicates how the system uses the branch/plant within the Item Specific Unit of Measure Conversion tables. Values are:
	Y – The system displays the item specific conversion table when you add an item to a specific branch/plant.
	N – The system displays the item specific conversion table for all branch/plants from the Item Master table.
Update Average Cost On-Line	Enter a code that indicates when the system calculates the new average cost for an item.
	Values are:
	Y – The system calculates a new average cost online immediately after any transaction that affects the average cost of an item.
	N – All processes that affect average cost create transactions to an Average Cost Work table (F41051). The system calculates a new average cost when you run the Average Cost Update program.
Allow Duplicate Lots	Activate this flag to allow the system to assign the same lot to multiple items. Values are:
	1 – Do not allow duplicate lots. The lot is restricted to one item and one branch/plant.
	2 – Allow duplicate lots. You can create a lot that contains multiple items and branch/plants.
	3 – Do not allow duplicate lots. The lot is restricted to one item, but can contain quantities in multiple branch/plants.
Purchase Price Retrieval UOM	Enter a value that represents the unit of measure that the system retrieves for the purchase base price (F41061) during purchase order processing.
	If you specify the Transaction or Purchasing UOM and the system does not find a record in that unit of measure, the system repeats the process using the primary UOM of the item.
Purchase Rebate Category Code	A number in the system constants that determines which category code the system uses in the criteria for inclusion comparison.

Field	Explanation
Sales Price Retrieval UOM	A value that specifies the unit of measure that the system uses for retrieving base prices and price adjustments during sales order processing. The system allows you to define your base prices in the Base Price table (F4106) and price adjustments in the Adjustment Detail table (F4072) in various units of measures. If you specify the Transaction or Pricing UOM and the system does not find a record in that unit of measure, the system repeats the process using the primary UOM of the item.
Sales Price Based On Date	A value that determines how the system updates the Price Effective Date in the Sales Order Header (F4201) and Detail (F4211) tables. In the Sales Order Management system, the system uses the Price Effective Date to retrieve the base price from F4106 and price adjustments from F4072.
ECS Control (Y/N)	Enter a code to indicate if you are using the Energy and Chemical System (ECS). Values are: ■ N - No (default) ■ Y - Yes
Ascending Ship Constant	This option indicates whether the system applies the ship ascending date rule by customer and by item. By choosing this option, the system applies the ship ascending date rule during the sales order entry, pick slip/ commitment processing, and ship confirmation processes. When the system applies the Ship Ascending Date rule, the system sorts shipping customers' lots in ascending order by expiration date, sell by date, or best before date.

See Also:

- Set Up Constants in *JD Edwards World Sales Order Management Guide.*

2.4 Setting Up Pricing Constants

Navigation

From Sales Order Management (G42), enter 29

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

The system associates the pricing constant information that you specify to:

- Control whether the Sales Order Management system uses advanced pricing

- Assign the special characters that you use in price formulas

- Control pricing audit

The system uses this constant information to provide default information on forms throughout the Advanced Pricing system. Like system constants, pricing constants apply to all branch/plants. You cannot customize the settings for each branch/plant.

To set up pricing constants

On Branch/Plant Constants

Figure 2–3   Branch/Plant Constants (Pricing Constants) screen

1. Access System Constants.

Figure 2–4   System Constants (Pricing) screen

2. On System Constants, access Pricing Constants.

Figure 2–5   Pricing Constants screen

3.   Complete the following fields:

- Advanced Sales Pricing (Y/N)

- Symbol to Identify Variable Tables

- Symbol to Identify UOM

- Symbol to Identify Currency

- Symbol to Identify Data Fields

- Pricing Audit (Y/N)

Field	Explanation
Advanced Sales Pricing (Y/N)	Specify whether the system uses Advanced Pricing to calculate prices. Values are:
	Y – The system uses advanced pricing.
	N – The system does not use advanced pricing.
Symbol to Identify Variable Tables	Enter a character the system uses 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, +,-,*,/) values are not valid in this field.
Symbol to Identify UOM	Enter a character the system uses 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, +,-,*,/) values are not valid in this field.

Field	Explanation
Symbol to Identify Currency	Enter a character the system uses 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, +, -, *, /) values are not valid in this field.
Symbol to Identify Data Fields	Enter a character 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, +, -, *, /) values are not valid in this field.
Pricing Audit (Y/N)	Specify whether the system tracks changes to the following pricing files: ■ Price Adjustment Schedule (F4070) ■ Price Adjustment Definition (F4071) ■ Price Adjustment Detail (F4072) ■ Price Variable (F4075) ■ Price Formula (F4076) ■ Base Prices (F4106) If you track changes, the system creates records in the following audit files: ■ Price Adjustment Schedule Audit (F4070A) ■ Price Adjustment Name Audit (F4071A) ■ Price Adjustment Detail Audit (F4072A) ■ Price Variable Table Audit (F4075A) ■ Price Formula Audit (F4076A) ■ Base Prices Audit (F4106A) Values are: Y – The system tracks changes and creates audit records N – The system does not track changes, and does not write to audit files

2.5 Setting Up AAIs for Advanced Pricing

Automatic accounting instructions (AAIs) are the user defined bridge among your day-to-day functions, chart of accounts, and financial reports. AAIs tell the system how to create general ledger entries for programs that generate them automatically. Each system that interfaces with the General Accounting system has AAIs.

Navigation

From Distribution/Logistics Systems (G4), choose Sales Order Management

From Sales Order Management (G42), enter 29

From Sales Order Management Setup (G4241), choose Automatic Accounting Instructions

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

After you define AAIs, the system dynamically records the transactions. When you run Sales Update (P42800), the system creates entries to inventory, to expense or cost of goods sold, and to revenue accounts for orders. You may also offset accounts for freight, taxes, or other charges associated with an order.

You use automatic accounting instructions to define account information. AAIs allow you to direct various entries created by sales order transactions. Each AAI contains combinations of:

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

You can create various combinations so entries are directed to different offset accounts. For example, phone-in sales orders affect different accounts than over-the-counter orders.

2.5.1 AAIs Used in the Advanced Pricing System

Automatic Accounting Instruction	Description
4270 Price Adjustments	Specifies the sales discounts account for entries that the Sales Update program (P42800) creates.
4280 Discounts Payable	Specifies accrued accounts for offset entries. For example, this may be used for commissions or rebates.

You can create additional AAIs as necessary based upon your business needs.

2.5.2 Before You Begin

- Set up account master information.
- Set up companies.
- Set up transaction types.
- Set up document types.
- Set up G/L class codes.
- Set up account numbers for recording transactions.

To set up AAIs

On Automatic Accounting Instructions

Figure 2–6   Automatic Accounting Instructions screen

1. Choose the option to access the Distribution Automatic Account screen for the AAI to set up.

Figure 2–7   Distribution Automatic Account screen

2. Complete the following fields:

   ■ Company

   ■ Document Type

   ■ General Ledger Class

   ■ Business Unit

   ■ Object

   ■ Subsidiary

Field	Explanation
Company	Enter a code that identifies a specific organization, fund, entity, and so on. This code must exist in the Company Constants table (F0010). It 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 automatic accounting instructions (AAIs). You cannot use it for transaction entries.
	Form-specific information
	In the inquiry field at the top of the screen, the asterisk (*) is the default value. It causes the system to display AAIs for all companies.
Document Type	Enter a user defined code (00/ DT) that identifies the origin and purpose of the transaction.
	JD Edwards World reserves several prefixes for document types, such as vouchers, invoices, receipts, and timesheets.
	The reserved document type prefixes for codes are:
	P – Accounts payable documents.
	R – Accounts receivable documents.
	T – Payroll documents.
	I – Inventory documents.
	O – Order processing documents.
	J – General ledger/joint interest billing documents.
	The system creates offsetting entries as appropriate for these document types when you post batches.
	Form-specific information
	In the inquiry field at the top of the screen, the asterisk (*) is the default value and causes the system to display all document types.

Field	Explanation
G/L Cls	Enter a user defined code that identifies the G/L offset to use when the system searches for the account to post the transaction. If you do not want to specify a class code, you can enter **** (four asterisks) in this field.
	The table of Automatic Accounting Instructions (AAIs) allows you to predefine classes of automatic offset accounts for the JD Edwards World Inventory, Purchase, and Sales Order Management systems.You might assign G/L categories as follows:
	IN20 – Direct Ship Orders
	IN60 – Transfer Orders
	IN80 – Stock Sales
	The system can generate accounting entries based upon a single transaction. As an example, a single sale of a stock item can trigger the generation of accounting entries similar to these:
	Sales-Stock (Debit) xxxxx.xx
	A/R Stock Sales (Credit) xxxxx.xx
	Posting Category: IN80
	Stock Inventory (Debit) xxxxx.xx
	Stock COGS (Credit) xxxxx.xx
	Although this field is four characters, the system uses only the last two characters of the Category and the last character of the Document Type to find the AAI.
Bus. Unit	Enter an alphanumeric value 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, or branch/plant.
	You can assign a business unit to a voucher, invoice, fixed asset, and so on, for purposes of responsibility reporting. For example, the system provides reports of open accounts payable and accounts receivable by business units to track equipment by responsible department.
	Security for this field can prevent you from locating business units for which you have no authority.
	Note: If you do not enter a value in the AAI table, the system uses this value for Journal Entries.
	Form-specific information
	If you leave this field blank, the system uses the business unit that you entered on the sales order, in the Charge to Cost Center field.

Field	Explanation
Object	The object account portion of a general ledger account. The term "object account" refers to the breakdown of the Cost Code (for example, labor, materials, and equipment) into subcategories (for example, dividing labor into regular time, premium time, and burden). If you are using a flexible chart of accounts and the object is set to six digits, JD Edwards World recommends that you use all digits. For example, entering 000456 is not the same as entering 456, because the system enters three blank spaces to fill a six-digit object.
Sub	A subdivision of an object account. Subsidiary accounts include more detailed records of the accounting activity for an object account. *Form-specific information* If you leave this field blank, the system uses the value you entered on the sales order in the Cost Code field.

2.5.3 What You Should Know About

Topic	Description
Adding memo text	You can enter memo text for each AAI table on the generic text screen.
Creating AAI record types	You use the Distribution AAI Record Types screen to create new account lines that appear on the Automatic Accounting Instructions screen.
G/L Class defaults	The G/L class field automatically defaults with one of the following: ■ Adjustment definition ■ If blank or an override adjustment, the entry is that entered for the item

3

Reviewing Base Pricing

This chapter contains these topics:

3.1 Objectives

- To establish base prices for your items

- To set up simple price groups

- To set up complex price groups

- To understand the base price hierarchy

- To define prices based on customers, customer groups, items, and item groups

3.2 Overview

You use Sales Order Management pricing to define the base prices that the system retrieves when you enter items on a sales order.

You can use three types of pricing in Sales Order Management:

- Base Pricing.

- Standard Pricing.

- Advanced Pricing.

You generally use base pricing. In addition, you can use either standard pricing or advanced pricing.

Base Pricing includes the following tasks:

- Set up a base pricing structure
- Work with complex price groups
- Work with base prices

You define a hierarchy to determine how the system searches for prices.

The system uses the hierarchy to retrieve base prices. The structure must be flexible enough to accommodate the pricing that you set up for various combinations of items and customers. You can:

- Set up customer groups and item groups and assign prices to combinations of items, item groups, customers, or customer groups.
- Establish pricing based on the Parent, Ship To, or Sold To address.
- Define base prices with dates that are effective in the future or for limited-time promotions and specials.
- Define credit prices for the system to use when items are returned.

The following graphic illustrates how the system calculates prices:

Figure 3–1   Price Calculation
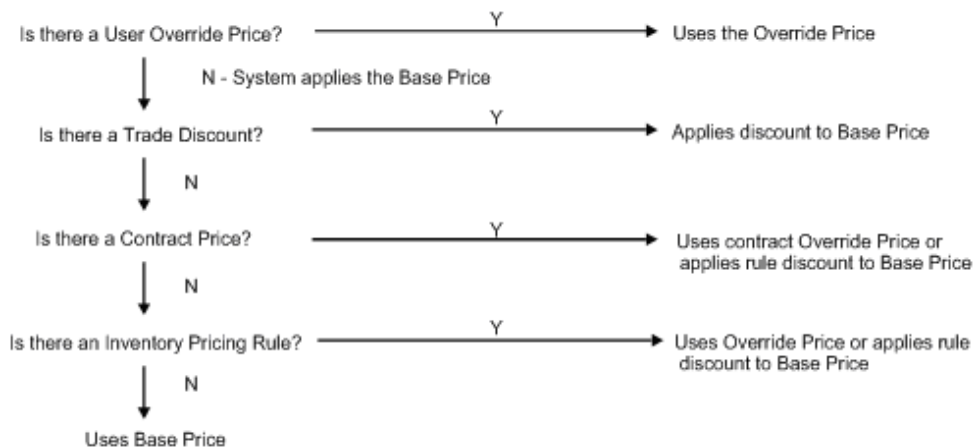
To allow for greater flexibility in your pricing structure, you can define complex customer and item groups. Within each complex customer group or complex item group, you can create subgroups based on specific address book and item category codes.

You can use repricing to set up additional discounts and markups or to recalculate sales orders. The Standard Order/Basket Reprice program allows you to:

- Reprice lines containing items that belong to product families, which are called baskets.
- Reprice an entire order.

3.2.1 What You Should Know About

Topic	Description
Entering the price during sales order entry	If you do not activate pricing security, you can enter the price into the detail information when you enter a sales order. The price that you enter overrides the base price. If you activate pricing security, you cannot change prices at the sales order level.

3.3 Setting Up a Base Pricing Structure

You can define the base price for each item. The system retrieves the base price when you enter an item on a sales order.

You can define the base price for an item or any combination of items, item groups, customers, or customer groups. To simplify the process of defining and maintaining base prices, you can set up price groups for customers or items with similar characteristics.

To setup a base pricing structure, complete these tasks:

- Setting Up Simple Customer Price Groups.

- Setting Up Simple Item Price Groups.

- Defining the Pricing Hierarchy.

- Defining Base Prices.

- Other Fields that Affect Pricing.

- Pricing Search Hierarchy.

The system retrieves the base price based on how you set up the hierarchy for the Base Price Preference.

3.3.1 Before You Begin

- Verify customer information setup in the address book and customer master. See Entering Address Book Records in the *JD Edwards World Address Book and Electronic Mail Guide* and Entering Customers in the *JD Edwards World Accounts Receivable Guide*.

- Verify customer billing instructions setup for your customers. See Setting Up Customer Billing Instructions in *JD Edwards World Sales Order Management Guide*.

- Verify item information setup in the Item Master (F4101), Item Branch (F4102), and Item Location (F41021) tables. See Entering Item Master Information in the *JD Edwards World Inventory Management Guide*.

- Verify customer and item price group name setup in the user defined codes table (40/PC). See Work with User Defined Codes in the *JD Edwards World Technical Foundation Guide*.

3.4 Setting Up Simple Customer Price Groups

Navigation

From Sales Order Management (G42), enter 29

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

You can set up customer price groups to apply pricing schemes to specific groups of customers. The groups are an optional way of organizing your pricing criterion.

You use customer price groups to retrieve base price information for sales orders. For example, you create a customer price group named PARTNERS. You then set up this group to buy markers at 1.20 each, while all other customers buy the markers at 1.50 each.

Price groups allow you to save time by entering the information for the entire group rather than for individual customers or items.

To set up simple customer price groups

On Customer Billing Instructions

Figure 3–2 Customer Billing Instructions screen
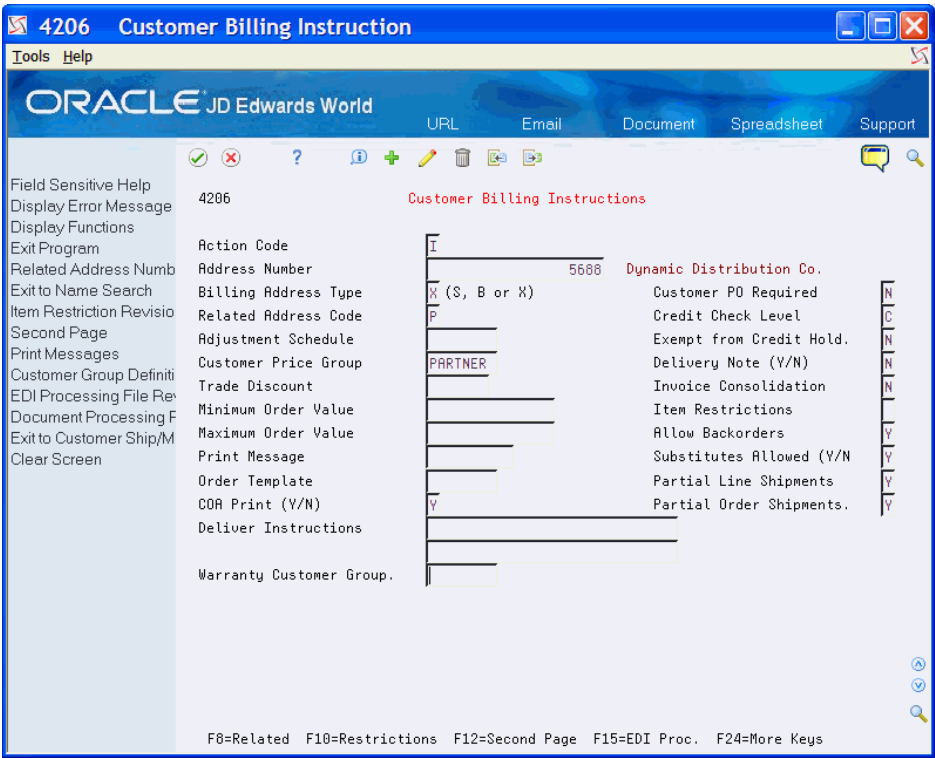
Complete the following field:

- Customer Price Group

3.4.1 What You Should Know About

Topic	Description
Comparison of simple and complex price groups	A complex price group contains the same combinations of information as a simple price group except that they include subgroups based on category codes, for example customer geographic location, line of business, or sales volume.

Topic	Description
Creating complex customer price groups	To allow for greater pricing flexibility, you can set up complex customer price groups. You can create subgroups within your pricing groups to charge a different price based on category codes.
	Section 3.9, "Setting Up Complex Customer Price Groups"
Assigning a customer to a group based on category codes	In Base Pricing, you can assign a customer to only one customer price group. You enter the customer price group name in the Customer Price Group field on the Customer Billing Instructions form.
	In Advanced Pricing, you can assign a customer to a multiple customer detail groups without attaching either of them to the Customer Billing Instructions. A customer may belong to numerous groups, depending on the customer's category codes.
Using simple customer price groups	You can use simple price groups to assign a base price.

3.5 Setting Up Simple Item Price Groups

Navigation

From Inventory Management (G41), choose Inventory Master/Transactions

From Inventory Master/Transactions (G4111), choose Item Master Information

Item price groups are similar to customer price groups. You set up item price groups so that you can define base price information for a group of items rather than for items on an individual basis.

You set up simple item price groups to allow items to be grouped so that they are controlled by the group definitions. For example, if you sell several types of pens whose characteristics are identical except for their color, you can group these items to simplify pricing. You create a user defined code (40/PI) for the group, such as PENS, and assign the pens to the group name. You can then define one price for this group.

When you set up a price group, you must first define the price group and then assign specific instructions or definitions to the group. This allows you to enter the information for the entire group rather than for individual units.

To set up simple item price groups

On Item Master Information

Figure 3–3   Item Master Information screen

To assign an item to a simple item price group, complete the following field:

- Item Price Group

3.6 Defining the Pricing Hierarchy

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Preference Hierarchy

When the system retrieves prices, it uses the hierarchy that you set up for the Base Price Preference (Type 51) to determine the sequence that it searches base price records. You define the base pricing hierarchy on the Preference Hierarchy form, which contains rows that identify customers and customer price groups, and columns that identify items and item price groups. You use the intersection of the rows and columns to enter your hierarchy sequence.

When the system searches for a price, the hierarchy begins at the intersection where you enter 1. The system searches for records defined for that customer and item combination. If it does not find prices defined for that combination, it searches for the combination defined by the intersection for 2, and continues through the hierarchy.

When you classify all your items and customers into groups, you can define a hierarchy so that the system searches for records in the defined order.

For example, you might establish the following base prices:

Item	Customer	Price
XXX	A	0.98

Item	Customer	Price
XXX	Group	1.00
XXX	All	1.10

If the pricing hierarchy indicates that the system should search first for a price that is defined for an item and customer combination and you enter a sales order for item XXX and Customer A, the system selects 0.98 as the price. If you change the pricing hierarchy so that item and all addresses is the first search criterion, the system selects 1.10 as the price for item XXX and Customer A.

JD Edwards World recommends that you set up the most uncommon or limited method of pricing and continue defining the hierarchy to the most common method of pricing. If you are using customer and/or item pricing groups, you must include those in the hierarchy.

Figure 3–4   Pricing Hierarchy
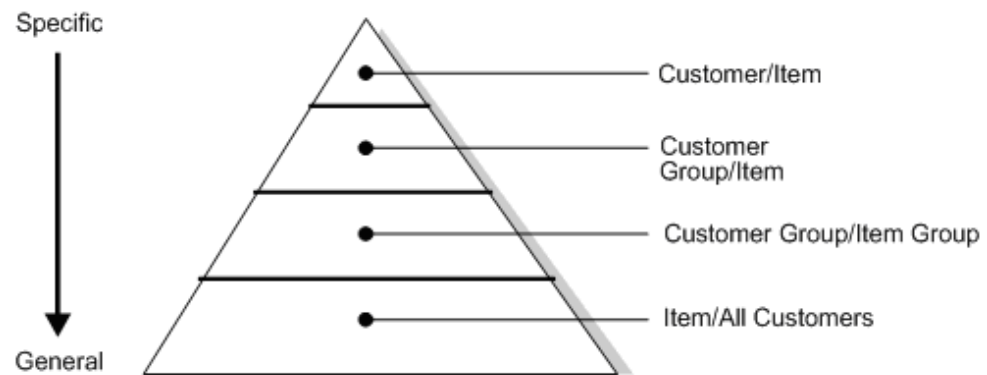
To define the pricing hierarchy
On Preference Hierarchy

Figure 3–5 Preference Hierarchy screen
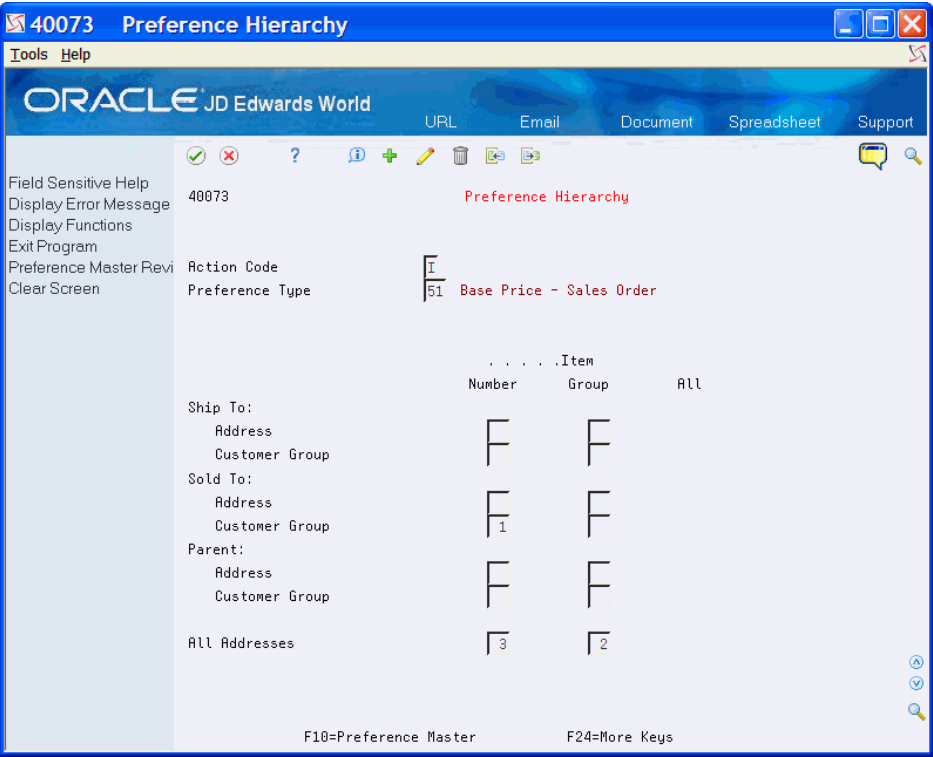
Enter consecutive numbers at the intersections of rows and columns to define the pricing hierarchy.

3.6.1 What You Should Know About

Topic	Description
Limiting processing time for a search	For base pricing, you have 14 combinations available for the preference hierarchy. However, in order to minimize processing time, you should limit your preference hierarchy to three or four options.
Using the All Items column	The All Items column is available in advanced pricing only. Base pricing is limited to prices based on specific items or item groups.

3.7 Defining Base Prices

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Base Price Revisions

You can define the base price for each item that you sell. The system retrieves the base price information when you enter the item on a sales order. You can define base prices for combinations of items, item price groups, customers, or customer price groups.

When you enter an item in the Item Master form (F4101), you should enter the sales price level. The sales price level determines how you define the base price for an item. You can define prices at three levels:

- Item Level. At the item level you define one overall price for an item. At the item level, the system does not consider branch/plant, lot, or location information.

- Item/branch level. At the item/branch level you can set up different prices for an item at each individual branch/plant.

- Item/branch/location level. At this level you can define pricing by location and lot. You can also define branch/plant information. The price of an item is specific to its branch/plant, lot, and location.

You can assign effective dates when you define the base price for an item. If you do not assign effective dates, the system assigns them. You also specify the sales price based-on date in the system constants. The based-on date determines which date from the sales order is compared to the effective dates. The sales price based-on date can be any date that you enter on the sales order. The system retrieves the price with an effective date range that encompasses this sales price based-on date.

You can also use effective dates to set up a new price while an old price remains in effect. You can overlap the dates for the base price and the dates for a discount price that you offer for a limited period. When you set up date ranges that overlap, the system retrieves the price that expires first.

You can also define a credit price to use for negative quantities.

You can set up base prices from the G4222 menu, using option 11, or from the Item Master or Item Branch/Plant record. When you set up a base price on the Item Master, the system establishes a price applicable to everyone and disregards any group pricing. However, when you access base prices from the G4222, the system displays the complete list of price points based on the setup of preference hierarchy 51, including base price and group pricing.

3.7.1 Before You Begin

- Verify that the pricing hierarchy has been defined. See Section 3.6, "Defining the Pricing Hierarchy."

- Verify that the sales price based-on date has been specified in the system constants. See Setting Up Constants in the *JD Edwards World Inventory Management Guide*.

To define base prices

On Base Price Revisions

Figure 3–6   Base Price Revisions screen

1. Access the Base Price Revisions form for the item and customer combination for which you want to enter a base price.

Figure 3–7   Base Price Revisions (Customer Information) screen

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

- Item Number

- Customer Number

3. Based on the sales price levels that you defined on the Item Master Information form, complete the following optional fields:

- Branch/Plant

- Location

- Lot

4. To enter base prices, complete the following fields:

- Unit of Measure

- Unit Price

- Effective From

- Effective Thru

5. To enter credit prices, access the detail area.

Figure 3–8   Base Price Revisions (Detail) screen

6. Complete the following optional field:

- Credit Price

Field	Explanation
Item Number	A number that the system assigns to an item. It can be in short, long, or 3rd item number format.
	Note: All three item formats are accepted, but the entry of the item number must be preceded by the symbol for that format from the Branch/Plant Constants for the branch/plant entered. If no branch/plant is entered (price level of '1'), then the symbol for that format comes from the Branch/Plant Constants for branch/plant 'ALL'.
Branch/Plant	An alphanumeric field 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, or branch/plant.
	A price record can only be set up for a business unit with a record in Branch/Plant Constants (all branch/plants are business units, but not all business units are branch/plants).
	You can assign a business unit to a voucher, invoice, fixed asset, and so on, for purposes of responsibility reporting. For example, the system provides reports of open accounts payable and accounts receivable by business units to track equipment by responsible department.
	Security for this field can prevent you from locating business units for which you have no authority.
	Note: The system uses this value for Journal Entries if you do not enter a value in the AAI table.
Cur Cod	A code that indicates the currency of a customer's or a supplier's transactions.
UM	The unit of measure that the system uses to determine a particular price.
Unit Price	The list or base price to be charged for one unit of this item. In sales order entry, all prices must be set up in the Base Price table (F4106).
Effective From	The date on which this price becomes effective.
Effective Thru	The date on which this price expires.
Credit Price	Use this price to enter credit orders in the Sales Order Processing System. To enter a credit order, you should use a Line Type that has the Reverse Sign Flag (RSGN) set to Y in the Line Type Master (F40205). All credit prices are stored in the Base Price File (F4106).

3.7.2 What You Should Know About

Topic	Description
Use of base price	For special pricing or discounts for items or customers, the system bases the calculation of discounted prices on the base price.
Pricing hierarchy	During sales order entry, the system searches the combinations based on the pricing hierarchy that you have defined. ■ Item only ■ Item group only ■ Item and customer ■ Item and customer group ■ Item group and customer ■ Item group and customer group
Viewing the pricing hierarchy	Before setting up a base price, if your pricing hierarchy consists of only one item and customer combination, the Base Price Hierarchy Sequence does not appear.
Generating the base price report	You can run the base price report version of the Batch Price Maintenance Batch program (P41830) to print a report of the existing prices for each record that you select. This version of the Batch Price Maintenance program does not perform adjustments or updates. To create this version, you should leave all processing options blank.
Entering multi-currency base prices	You can use Sales Order Management pricing to add prices for items in your domestic currency and as many other currencies as necessary. For example, you can set up base prices for an item in both U.S. dollars and Euros. Currency code and unit of measure are both keys to the Base Price table. If you use multi-currency, the system searches for a price in the following sequence: ■ Customer's currency and the user-specified unit of measure ■ Customer's currency and the item primary unit of measure ■ Domestic currency and the user-specified unit of measure ■ Domestic currency and the item primary unit of measure **Note:** The user-specified unit of measure is either the transaction UOM, the pricing UOM, or the primary UOM from the sales order. The Sales Price Retrieval UOM in the System Constants determines which UOM you use. 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.

Topic	Description
Entering credit prices	The system uses credit prices any time that you enter a negative quantity or amount on a sales order. To enter a credit order, use a line type that has the reverse sign flag set to Y (yes).

See Also:

- Entering Item Master Information in the *JD Edwards World Inventory Management Guide.*

3.8 Other Fields that Affect Pricing

3.8.1 Trade Discount

You assign the trade discount in the Customer Billing Instructions. It is a percentage by which the system reduces the price of each item. This is the only discount that the system applies. You can override this discount if you enter a price. You must enter the percentage as a whole number, such as 5 for 5%.

3.8.2 Sales Price Retrieval UOM (UMB1)

The Sales Price Retrieval UOM field is in System Constants (P4009W). Access this screen from Branch/Plant Constants using F10.

3.8.3 Sales Price Based On Date (CP01)

The Sales Price Based on Date field is in System Constants (P4009W). Access this screen from Branch/Plant Constants using F10.

3.8.4 Pricing Search Hierarchy

The system locates the pricing for an item by selecting the first applicable rule in the following pricing hierarchy, which ranges from the most specific to the most general. Once a price is found, no further searching takes place. For example, when a price is manually entered onto a sales order, the system accepts that price as-is and does not override or modify it.

Sequence	Base and Standard Pricing	Base and Advanced Pricing
1	Manually override the price at order entry	Manually override the price at order entry
2	Trade Discount	Trade discount
3	Contract Price in Standard Pricing	Advanced Price Groups
4	Standard Pricing Rules or Advanced Pricing Adjustments	Advanced Price Items/Customers
5	Base Price Groups	Base Price Groups
6	Base Price Item/Customers	Base Price Items/Customers

Sequence	Base and Standard Pricing	Base and Advanced Pricing
7	Item Base Price via Item Master or Branch/Plant Record	Item Base Price via Item Master or Branch/Plant Record

3.9 Setting Up Complex Customer Price Groups

To allow for greater flexibility in your pricing structure, you can define complex customer and/or complex item groups. Within each customer or item group, you can create subgroups. For example, you can create subgroups based on specific item type, customer geographic location, line of business, or sales volume.

From Sales Order Management (G42), choose Price Management From Price Management (G4222), choose Define Customer Price Groups

You can use up to four category codes to define complex customer groups. For example, within the customer group RETAIL, you can create subgroups to charge a different price for an item to customers based on their line of business, geographic region, or sales volume.

3.9.1 Illustration: Using Complex Customer Price Groups in Base Pricing

Figure 3–9   Using Complex Customer Price Groups in Base Pricing
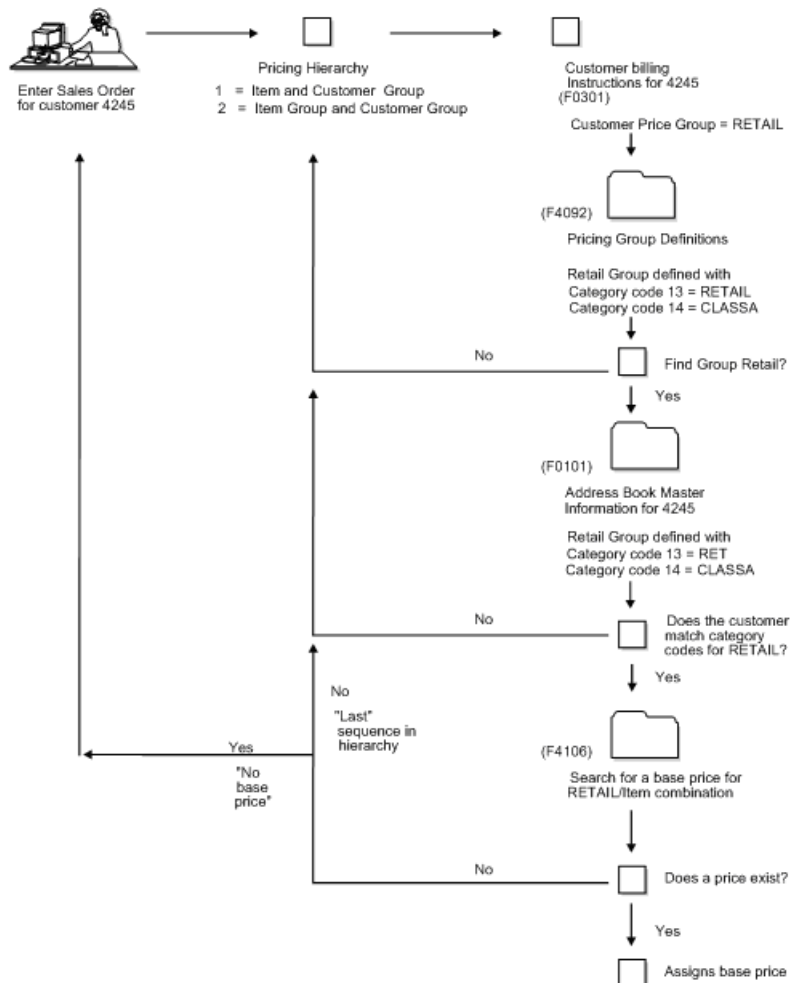
3.9.2 Before You Begin

■   Add the complex customer price group name to the UDC table 40/PC.

To set up complex customer price groups
On Define Customer Price Groups

Figure 3–10 Define Customer Price Groups screen

1. Complete the following field:

   ■ Price Group

2. To identify subgroups used in a customer price group, complete up to four of the following fields:

   ■ Category Codes 1-30

3. On Address Book Revisions, verify that the category codes that you entered in the above step are also entered on this screen.

Field	Explanation
Customer Price Group	A user defined code (system 40, type PC) that identifies a customer group. You can group customers with similar characteristics, such as geographic locations.
Group Code Sequence Number	This numerical value is used to specify the sequence of category codes within Group Codes. The value must be equal to or between 1 and 4. Also, any sequence entered may not skip values (that is, you may not enter the sequence 1,3 with 2 missing.)

3.9.3 What You Should Know About

Topic	Description
Using category codes	You can enter either numbers or letters in the Category Code field, depending on how your company has set them up.

Topic	Description
Using the category code sequence	The category code sequence you enter determines how the system displays the category code fields on the related screens.
Generating price group relationships	After you create complex price groups, you may generate price group relationships (optional).
Selecting category codes	The order in which you choose category codes does not affect how the system searches for prices.
Searching for available price groups	Access the Price Group Definition Search to get a list of available groups.
	The system displays information on the Price Group Search screen only if you have run the Generate Customer Price Groups or Generate Item Price Groups programs.
Viewing category codes	When you enter the price group code in the appropriate field, the system displays the appropriate Category Code fields below the Group field.
Changing customer price group information	If you change the customer price group definition, you must run Price Group Generation.
Assigning a customer to a group based on category codes	In Base Pricing, one customer can belong to only one customer group. The customer and customer group are associated via the Customer Price Group field on Customer Billing Instructions.
	In Advanced Pricing, a customer can belong to a customer detail group without being attached to that group in Customer Billing Instructions. A customer can belong to numerous groups, depending on the customer's category codes.
Number of category codes	You can assign up to four category codes to an item group.
Advanced pricing adjustment	If you use complex customer groups or item groups to find an advanced pricing adjustment, you must attach the complex group name to the advanced pricing definition and you must have set up the Address Book and/or Item Master category codes.
Attaching the group	If you use complex customer groups to find a base price, the customer price group name must be attached to the customer in the Customer Billing Instructions.

3.10 Setting Up Complex Item Price Groups

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Define Item Price Groups

You can use up to four category codes to define complex item groups.

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

See Section 3.11, "Generating Price Group Relationships."

To set up complex item price groups

On Define Item Price Groups

Figure 3–11 Define Item Price Group screen

1. Complete the following fields:

   ■ Price Group

2. To identify subgroups used in an item price group, complete as many as four of the following fields.

   ■ Category Codes 1-30

3.10.1 What You Should Know About

Topic	Description
Assigning an item to a group based on category codes	In Base Pricing, one item can belong to only one item price group.
	In Advanced Pricing, an item can belong to a detail group without being attached to that group in Item Branch/Plant Information. An item can belong to numerous groups, depending on the category codes.
Generating price group relationships	After you create complex price groups, you can generate price group relationships.
Viewing category codes	To display fields that contain category codes that are attached to complex item and customer groups, enter the price group code in the appropriate field. Press Enter and the system displays the category code fields below the group field.
Viewing price groups	You can review price groups using the following reports:
	■ Customer Price Groups (R40932)
	■ Item Price Groups (R40931)
Attaching the item group	If you use complex item groups to find a base price, the item's price group name must be attached to the Item Price Group field in Item Branch/Plant Information.

3.11 Generating Price Group Relationships

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose an option

After you set up price groups, and assign the group names to customers and items, you may elect to run one or both of the optional generation programs for Customer Price Group Generation (P40932) or the Item Price Group Generation (P409314) programs. You generate price group relationships to define the possible combinations of customers and item groups that you can use for pricing.

These programs generate records in the Item/Customer Groups Relationships table (F4093), which contains the allowable combinations for customer or item groups and category codes. You can set the processing options to specify up to five group codes for which you want the system to create detail records. If you do not specify any codes, the system generates relationships for all groups.

3.11.1 Before You Begin

- ■ Set up price groups.

- ■ Assign the group names to customers and items in UDC 40/SD.

3.11.2 Processing Options

See Section 9.1, "Customer Price Group Generation (P40932)."

See Section 9.2, "Item Price Group Generation (P40931)."

3.12 Updating Base Prices

After you define base prices, you can update them as needed (for example, to change a price or create a price that is effective on a future date). You use the Base Price Revisions program to update base prices individually or to update multiple prices. You run the Base Price Maintenance Batch program to update multiple prices.

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Base Price Revisions

You use the Base Price Revisions program (P41830) to update base prices in batch mode. The program generates a report that allows you to review potential changes before you confirm the changes. When you set up a version of the P41830 program, you choose specific fields. For example, you can set up a version to select customer, customer group, item, or item group. Or you can exclude certain types of prices from being updated.

3.12.1 Changing Existing Prices

You can run Base Price Revisions, proof-mode version of P41830, to generate a report that displays the updates. The updates are not made until you run final mode. You can make changes before you run the final version. You must set the Updates to Base Price File processing option for this program to perform updates to the Base Price table (F4106).

When you set up a version of program P41830, you choose the specific fields for the system to select. For example, you can set up a version to select customer, customer group, item, or item group. Or, you can exclude certain types of prices that you do not want to update.

Any new prices that the system creates are included in the report with their effective dates and the old price that the system used as the basis for the new prices. You can run the P41830 in proof mode as many times as necessary.

Figure 3–12   Base Price Revisions/Adjustments report

3.12.2 Creating Future Prices

To create multiple base prices that you can use on a future date, you can run the Future Price Additions version of P41830. This version of the base price revisions program writes new price records to the Base Price table that are based on the effective dates in the Price Additions processing option. You must specify a from date and a through date or the program ends without creating the new prices.

When you run the future price additions version in proof mode, the system generates a report that contains the updates that the program makes to the selected records when you run it in final mode.

The system creates future prices based on the existing price with the most recent expiration date. Depending on how you set the processing options, the program either overrides the existing price with a new price that you specify or calculates an adjustment to the existing price. The adjustment can be an addition, subtraction, or percentage adjustment. If you leave the adjustment type and factor blank, the system copies future prices from the current price and does not apply any adjustments.

Figure 3–13   Future Price Additions report

See Also:

- Work with Import/Export in the *JD Edwards World Technical Tools Guide*.

3.12.3 Processing Options

See Section 9.3, "Base Price Revisions - Proof (P41830)."

3.12.3.1 Data Selection

When you run this program in final mode, you should include the Unit of Measure field in the data selection to ensure that the system applies the adjustment value consistently.

3.12.3.2 Data Sequence

You can define the data sequence only for the base price report and base price revisions versions of this program.

You should not change the sequence for versions that create future prices. Doing so can cause the system to use the wrong base price when calculating the future price.

3.13 Updating Prices for a Customer

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Update Sales Price/Cost

You update prices for a customer to recalculate sales orders based on the most current price or price adjustment. You might do this for items with volatile prices. You can also use this process to update the unit and extended costs of items on sales orders with the most current costs. If multi-currency processing is activated in your system, the system also updates the foreign unit and extended costs fields.

Update Sales Price/Cost P42950 is a batch program that you can use to:

Task	Description
Update sales order costs	The system replaces the unit and extended costs in any open, unshipped orders with current costs from the Item Cost Ledger table (F4105).
Update sales order prices	The system recalculates the unit and extended prices in the Sales Order Detail table (F4211) using the most current base price and price adjustments. The system bases this recalculation on the date that you enter in the processing options.
Replace sales order exchange rates	You can use this program to update the currency exchange rate that the system uses to calculate costs and prices on an order if multi-currency processing is active in the system. The system replaces the currency exchange rate that was in effect at the time you entered the order with the existing currency exchange rate.

You can set the processing options for the Update Sales Price/Cost program to define the date on the sales order that the system uses to determine if it should recalculate prices. For example, you can base the recalculations on the promised date. Sales order prices can be updated more than once.

> **Caution:**   When you run the Update Sales Price/Cost program, the system updates the order detail information for open sales orders and replaces the current price with the new base price in the live environment. The program reapplies any discounts or other price adjustments currently in effect.

3.13.1 Processing Options

See Section 9.4, "Update Sales Cost, Price, or Exchange Rate (P42950)."

3.13.2 What You Should Know About

Topic	Description
Updating prices when you update customer sales	You can set the Sales Cost Update processing options for the Update Customer Sales program to run the Update Sales Price/Cost program prior to sales update. The system updates all selected sales orders with exchange rates and prices, before it creates AP invoices and G/L records. The program only updates costs up to the point at which items are relieved from inventory.

3.13.3 Error 2394 - No Base Price in Effect

A common error message you can receive during Sales Order Entry P4211 is error 2394 - No Base Price In Effect. Here are some suggestions to help you correct the error:

- Verify the P4106 price for this item.

- Verify the effective/expiration dates for the prices.

- Verify the transaction UOM and pricing UOM on the sales line.

- If you are working with different currencies, verify to see if the multi-currency has been turned on or off after the price was set up in the system. Check the setup for the specific price.

- Verify that the prices in P4106 match the pricing level and the specific branch/location/lot used in the order.

- Verify that the price groups are appropriately attached to the item or customer.

- Verify that the hierarchy has not been changed, and that the P4006/P4106 is set up properly.

- If none of the previous troubleshooting resolves the error, and the error is displaying for just one item-versus all items, do the following. Delete the price setup for the appropriate line in P4106, and then reenter the price setup for this line.

4

Schedules and Adjustments

This chapter contains these topics:

4.1 Objectives

- To set up the preference master, which contains the pricing hierarchy

- To define a pricing hierarchy that determines the order in which the system searches for price adjustments

- To set up adjustment definitions that specify characteristics of your price adjustments

- To build an adjustment schedule to link customers' adjustments, and define how the system applies adjustments

- To build a master adjustment schedule for more advanced organization of adjustments

- To work with adjustment details to provide additional information for special processing

4.2 Overview

After you create adjustments, you can combine the adjustments into adjustment schedules. Adjustment schedules contain the information used to calculate prices.

An adjustment is a set of information that describes a pricing plan or promotion. 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

- Whether the adjustment prints on invoices; whether it is for basket or order repricing; or whether it is an override price based on quantity, amount, or weight

- Designation of the general ledger account offset through the use of AAIs

You can access adjustment details after you define the adjustment. From adjustment details, you can define special processing such as free goods, pricing formulas, or variable tables.

Each adjustment schedule can contain an unlimited number of adjustments. You must define and complete the details for each adjustment.

Figure 4–1   Adjustment Schedule
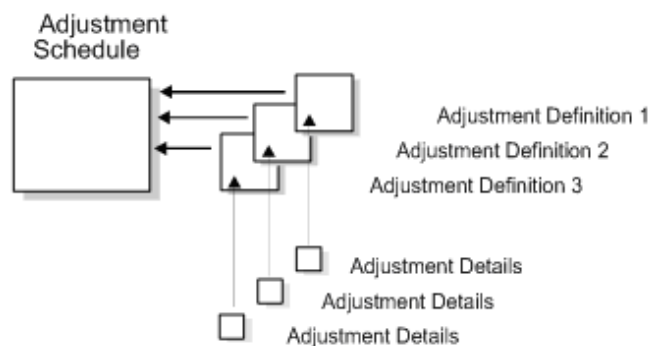
Schedules and adjustments include the following tasks:

- Set up advanced pricing hierarchies

- Set up adjustment definitions

- Build an adjustment schedule

- Set up adjustment details

Note: The system applies adjustments whether or not a base price exists. Clients may use an 'add-on' adjustment to effectively take the place of a base price.

4.2.1 Before You Begin

- If you are using base prices, verify that they are set up. See Defining Base Prices in *JD Edwards World Sales Order Management Guide*.

4.2.2 Illustration: Advanced Pricing System Flow

The use of price adjustments and schedules is illustrated in the following Advanced Pricing system graphic.

Figure 4–2   Advanced Pricing System Flow
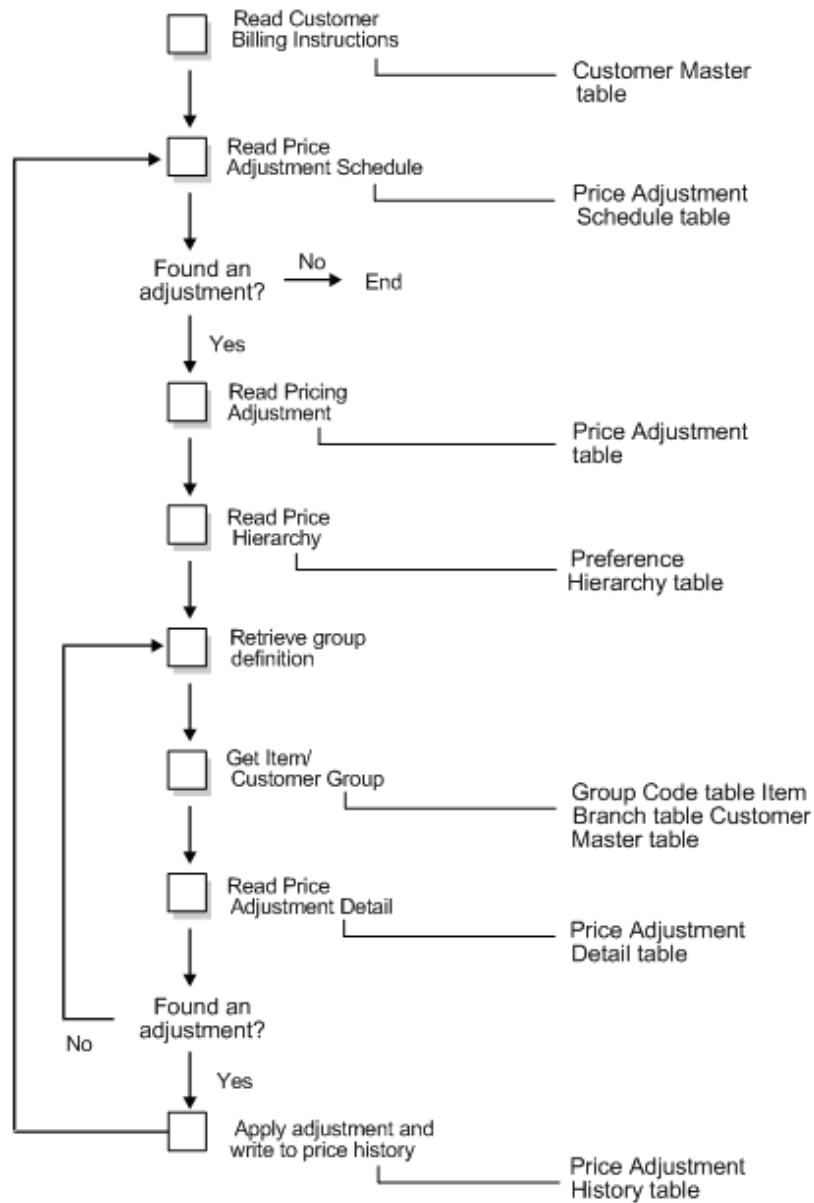
4.3 Setting Up Advanced Pricing Hierarchies

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

Figure 4–3 Advanced Pricing Hierarchies
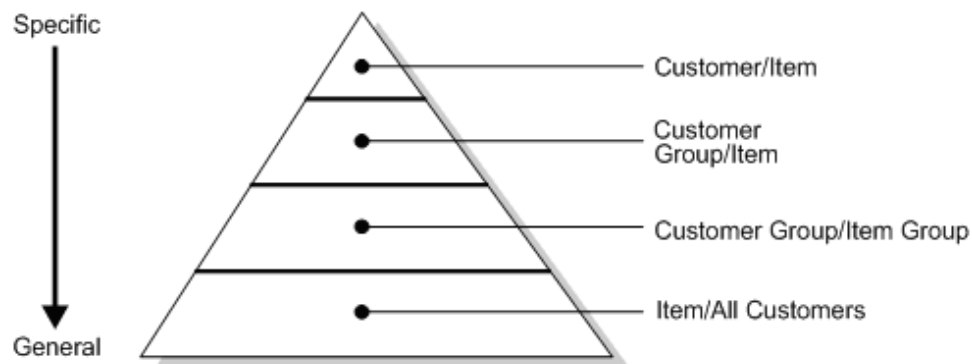
4.3.1 Example: Set Up an Advanced Pricing Hierarchy

For example, for a seasonal promotion, you could define the sequence as item/all customers, so that any customer that orders the item receives the discount. If you also give a discount to all customers based on geographic location, your sequence could be:

- Item/Customer group
- Item/All customers

4.4 Setting Up a Preference Master

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Preference Hierarchy

In Base Pricing, you are limited to using one preference hierarchy (preference type #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 several. JD Edwards World recommends that you set up a few hierarchies that can be used for multiple adjustment definitions.

To set up a preference master

On Preference Hierarchy

Figure 4–4   Preference Hierarchy screen

1. Choose the Preference Master function.

Figure 4–5   Preference Master screen

2. Complete the following fields:

- Preference Type
- Description

Field	Explanation
Preference Type	A user defined code (system 40/type PR) that identifies a preference type or a price adjustment hierarchy.
	When you review the fold area of user defined code table 40/PR, a 1 in the first space of the Special Handling Code field identifies a preference that JD Edwards World supports.
	This field is hard coded for each preference.
	For Advanced Pricing
	When you define pricing hierarchies, identify each table with this code. Later, when you create adjustments, you use this code to identify the hierarchy the system should follow for this adjustment.
	For Agreement Penalty Schedules
	Set up a PN (for penalty) user defined code and enter it here.

4.5 Defining a Pricing Hierarchy

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Preference Hierarchy

You enter the order that adjustments are applied on the Preference Hierarchy form. The form contains rows identifying customers and customer groups and columns identifying items or item groups. You enter your hierarchy sequence at the intersections of the rows and columns. The pricing search begins with the intersection where you enter 1 and looks for records defined for that customer and item combination. If no adjustment details are found for that intersection, the system goes to the intersection in which you enter 2, and so forth.

4.5.1 Before You Begin

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

To define a pricing hierarchy

On Preference Hierarchy

Figure 4–6   Preference Hierarchy (Pricing Hierarchy) screen

Beginning with 1, enter numbers in the intersections to indicate the order in which you want the system to search the Price Adjustment Detail file.

Field	Explanation
Ship To:	A number that identifies an entry in the Address Book system. It is an address number of the location to which you want to ship this order. The address book provides default values for customer address, including street, city, state, zip code, and country.
Sold To:	A number that identifies an entry in the Address Book system. Use this number to identify employees, applicants, participants, customers, suppliers, tenants, and any other Address Book members.
Parent:	Address Book number of the parent company. The system uses this number to associate a particular address with a parent company or location. Examples: ■ Subsidiaries to parent companies ■ Branches to a home office ■ Job sites to a general contractor If you leave this field blank on an entry screen, the system supplies the primary address from the Address Number field.

Field	Explanation
All Addresses	A number that identifies an entry in the Address Book system. Use this number to identify employees, applicants, participants, customers, suppliers, tenants, and any other Address Book members.

4.5.2 What You Should Know About

Topic	Description
Ordering the search	The system automatically selects the first item encountered during a search, and does not look any further; therefore, you should you set up the most specific method of pricing first in your hierarchy and continue defining the hierarchy to the most general pricing.
Numbering the adjustments	When you define the pricing hierarchy, you must start with 1 and do not skip any numbers.
Limiting entries in your hierarchy	Although you can enter as many as 21 numbers, you should limit your hierarchy to three or four numbers. Each number represents a system search and increases system processing time.
Order of establishing records	Before you define each pricing hierarchy, you must create a master record for that hierarchy.
Using the preference master	When using the Preference Master to define the master record for the hierarchy, the following fields do not apply to pricing: ■ Preference Classification ■ Sequence Number ■ Enable Effective Dates (Y/N) ■ Enable Effective Quantity (Y/N)

4.6 Setting Up an Adjustment Definition

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price 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 how the adjustments:

■ Sequence the searches for prices

■ Print on invoices

■ Apply basket-level or order-level price adjustments

■ Base the override price on quantity, amount, or weight

■ Offset a general ledger account based on AAIs

Note: This program supports Import/Export functionality. See Work with Import/Export in the *JD Edwards World Technical Tools Guide* for more information.

To set up adjustment definitions

On Price Adjustment Definitions

Figure 4–7   Price Adjustment Definitions screen

Complete the following fields:

■ Adjustment Name

■ Preference Type

■ G/L Class Code

Field	Explanation
Adjustment Name	A user defined code (system 40, type TY) that identifies an adjustment definition. You define adjustments on Price Adjustment Definitions.

Field	Explanation
Item Price Group	A user defined code (40/PI) that identifies a group of items.
	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 items ordered. After you assign a price group to an item, the item uses the same pricing structure that was defined for the inventory price group.
	Form-specific information
	Enter the code identifying the override item price group to attach to this adjustment.
Customer Price Group	A user defined code (system 40, type PC) that identifies a group of customers. You can group customers with similar characteristics, such as comparable pricing, or those within the same geographic region.
	Form-specific information
	Enter the code identifying the override customer price group to attach to this adjustment.
Order Detail Group	A user defined code (system 40, type SD) that identifies bases pricing on specific fields in the Sales Order Detail file (F4211).
	Form-specific information
	For Advanced Pricing
	If you enter a code in this field, the system uses this adjustment only for orders whose detail match the criteria of the order detail group.
	For Agreement Penalty Schedules
	You should have set up a UDC Penalty and defined it as an order detail group. Enter Penalty, or the correct UDC that defines your penalty schedules.
Preference Type	A user defined code (system 40/type PR) that identifies a preference type or a price adjustment hierarchy.
	When you review the fold area of user defined code table 40/PR, a 1 in the first space of the Special Handling Code field identifies a preference that JD Edwards World supports.
	This field is hard coded for each preference.
	For Advanced Pricing
	When you define pricing hierarchies, identify each table with this code. Later, when you create adjustments, you use this code to identify the hierarchy the system should follow for this adjustment.
	For Agreement Penalty Schedules
	Set up a PN (for penalty) user defined code and enter it here.

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211). Valid values are: 1 – The system adds the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). The system does not print the adjustment on the invoice. 2 – The system adds the adjustment amount to the unit price and records the adjustment detail to the Price Adjustment History table (F4074). It prints the adjustment on the invoice. 3 – The system creates a separate detail line in the Sales Order Detail table. It does not add the adjustment into the unit price or record it to the history table. The system does not include this type of adjustment when it calculates the current net price. 4 – The system records the adjustment to history and posts it to the general ledger during a sales update. It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 4 to create an accrual adjustment. 5 – The system records the adjustment to history and posts it to the general ledger during a sales update. The system also accumulates each order line's quantity, weight, and amount to rebate history (F4078). It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 5 to create a rebate adjustment.

Field	Explanation
Adjustment Level	Specifies the level at which the adjustment is calculated:
	1 – Line Level: The system calculates the adjustment based on information in the sales detail line.
	2 – Basket Level: The system lets you group multiple sales detail lines and calculate the adjustment based on information accumulated from all the lines. You group items by Basket Pricing Group (RPRC) in Item Branch Information (F4102) or by complex pricing groups entered in the Item Group, Customer Group, and Order Detail Group fields.
	3 – Order Level: The system lets you group sales order lines from the same order and calculate the adjustment based on information accumulated from all the lines. You group items by Order Pricing Group (ORPR) in Item Branch Information or by complex pricing groups entered in the Item Group, Customer Group, or Order Detail Group.
	P – Trip level: The system calculates delivery pricing during delivery document printing if that option is chosen. You must specify "P" for trip-based pricing to work.
	If you are defining a repricing adjustment based on a simple price group, leave the Item Group, Customer Group, and Order Detail Group fields blank. If you are defining a repricing adjustment based on a complex group, you must enter the name of the group in either Item Group, Customer Group, or Sales Group.
	For Agreement Penalty Schedules
	Enter 1 to calculate the penalty at the sales order detail line level.

Field	Explanation
Adjustment Line Type	A code that controls how the system processes lines on a transaction. It controls the systems with which the transaction interfaces (General Ledger, Job Cost, Accounts Payable, Accounts Receivable, and Inventory Management). It also specifies the conditions under which a line prints on reports and is included in calculations. Codes include:
	S – Stock item
	J – Job cost
	N – Non-stock item
	F – Freight
	T – Text information
	M – Miscellaneous charges and credits
	W – Work order
	Form-specific information
	A code the system assigns to new detail lines if it adds the line as a result of an adjustment. The Adjustment Control Code field must be set to 3.
Override Price (Y/N)	A code indicating how the adjustment affects the price of a sales order line. Valid codes are:
	Y – The adjustment price overrides the base price.
	N – The adjustment is used to calculate a discount or markup to the base price.
	For Agreement Penalty Schedules
	Enter N.
Level Break Type	A code that indicates how level breaks occur in the Price Adjustment Detail (V4072). Valid codes are:
	1 – 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.
	2 – Weight. The system uses the weight of the line to retrieve the proper adjustment level break.
	3 – Amount. The system uses the extended amount of the sales detail line to retrieve the proper adjustment level break. When Currency Conversion is switched on, all amount level breaks are stored and displayed based on the floating decimals of the currency code.
Manual Add/Change (Y/N)	Specifies whether the adjustment type can be manually added to or changed from the Price Adjustments screen (P4074W) when you enter sales orders.

Field	Explanation
Rebate Beneficiary	A code (system 40/type RA) that identifies the beneficiary of a rebate. The party you identify here becomes the recipient of the credit order 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 create order.
Mandatory Adjustment	A code you use to specify whether an adjustment is mandatory. Valid codes are: Y – Yes, this adjustment is mandatory N – No, this adjustment is not mandatory
Subledger in G/L	A user defined code (system 40, type SI) that identifies the type of information the system uses to update the Subledger field in the General Ledger file (F0911) when you use this adjustment type to price a sales order.
G/L Class Code	The G/L Class code you enter here is used by the system to retrieve an account number from AAIs 4270 and 4280 to accommodate this price adjustment. If you leave the field blank, the G/L Class code assigned to the sales order line to which the adjustment applies is used to retrieve the account number. G/L offsets might be assigned as follows: ■ Blank or 1210- Trade Accounts Receivable ■ RETN or 1220 - Retainages Receivable ■ EMP or 1230 - Employee Accounts Receivable ■ JIB or 1240 - JIB Receivable (See A/R Class Code - ARC) ■ Blank or 4110 - Trade Accounts Payable ■ RETN or 4120 - Retainage Payable ■ OTHR or 4230 - Other Accounts Payable (See A/R Class code - APC) If you leave this field blank during data entry, the system uses the default value from the Customer Master Information table (F0301) or the Supplier Master Information table (F0401). The post program uses the G/L Offset class to create automatic offset entries. **Note:** Do not use code 9999. It is reserved for the post program and indicates that offsets should not be created.

Field	Explanation
Include in Margin Calc (calculation)	Enter a code indicating whether the amount of the accrual adjustment is added to the cost in the calculation of the profit margin. Values are:
	1: The adjustment amount is included in the calculation of the margin.
	Blank: The adjustment amount is not included in the calculation of the margin.
	The code is only used for accrual adjustments (Adjustment Control Code is 4 or 5).
	If the profit margin calculation includes accrual amounts, the system highlights the Profit Margin field value in the Price Adjustments screen (P4074W).
Final Price	Enter a code to indicate whether or not a price adjustment is the final adjustment to be processed. The valid values are:
	1: The price adjustment is final. Any adjustments that follow on the schedule are skipped and not processed.
	Note: Order Reprice Adjustments, Accruals and Rebates that follow the final price adjustment are processed.
	Blank: The price adjustment is not final and all adjustments on the schedule are processed.

4.6.1 What You Should Know About

Topic	Description
Entering a price group	For simple groups, you can enter an item or customer price group if you want this adjustment to apply only to that price group. If the field is left blank, you can set up details for other price groups.
	For complex groups, which are based on item and address book category codes, or sales order detail values, you must enter the name of the complex group in the Item Price Group, Customer Price Group, or Order Detail Group fields.
Entering kit or configured items	You can set up an adjustment on either the parent or components, depending upon the kit pricing method defined for the kit or configured item in Item Master Information.
	If you use adjustment control code 3, the system adds a separate detail line. However, the system does not process the additional line as a component of the kit or configured item.
Selection of Line Type	If the Adjustment Control Code is 3, the Adjustment Line Type must have an inventory interface of N.

See Also:

- Work with Import/Export in the *JD Edwards World Technical Tools Guide*.

4.7 Linking Customers to Schedules

An adjustment schedule contains a list of price adjustments. You use adjustment schedule information to calculate prices. You link customers to schedules so that the system can adjust or calculate prices. Each adjustment schedule can contain an unlimited number of adjustments.

You can assign only one schedule to each customer.

Schedules contain adjustments that consist of adjustment definitions and adjustment details. Each adjustment must be attached to a simple schedule. In addition, the simple schedules can be attached to a master schedule.

Figure 4–8   Simple Adjustment Schedule
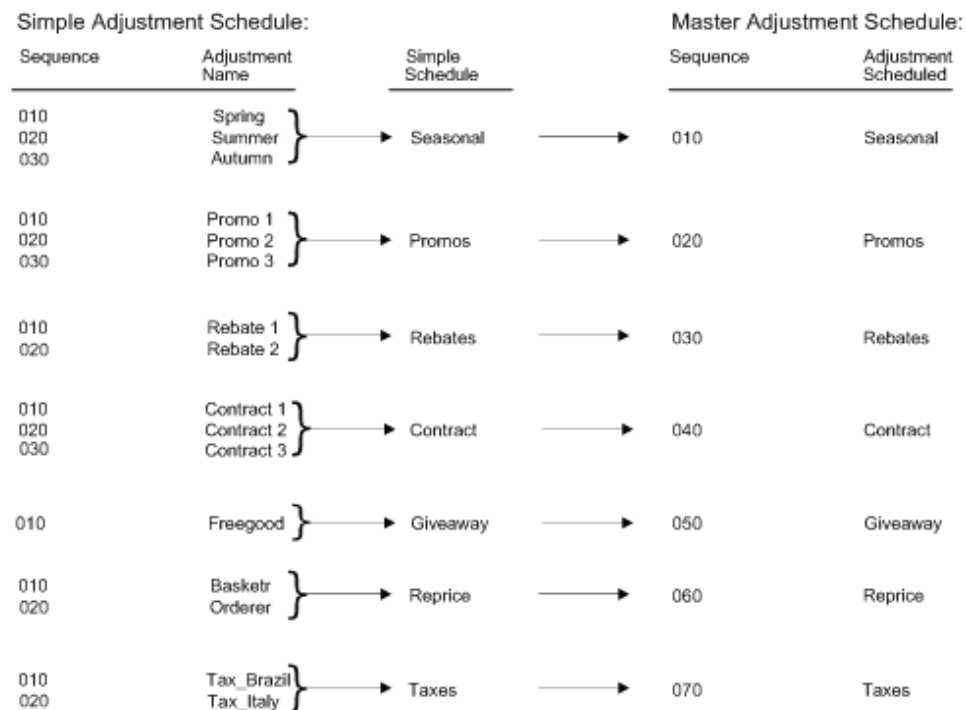
Depending on your pricing strategy, you complete the following tasks:

- Building a Simple Schedule
- Creating a Master Adjustment Schedule

4.7.1 Before You Begin

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

4.8 Building a Simple Schedule

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

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> **Note:** This program supports Import/Export functionality. See Work with Import/Export in the *JD Edwards World Technical Tools Guide* for more information.

To build a simple schedule

On Price and Adjustment Schedule

Figure 4–9 Price and Adjustment Schedule screen

Complete the following fields:

- Schedule Name

- Sequence

- Adjustment Name

Field	Explanation
Price and Adjustment Schedule	A user defined code (system 40, type AS) identifying 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 Penalty Adjustment Schedule. A penalty adjustment schedule, user defined code (system 40, type AS), 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.
Sequence	A sequence or sort number that the system uses to process records in a user defined order.
	Form-specific information
	When you create an adjustment schedule, you use sequence numbers to indicate the order in which you want the system to apply the adjustments to a sales order.
Price Adjustment Name	A user defined code (system 40, type TY) that identifies an adjustment definition. You define adjustments on Price Adjustment Definitions.

See Also:

■ Work with Import/Export in the *JD Edwards World Technical Tools Guide*.

4.9 Creating a Master Adjustment Schedule

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Edit Master Schedule

You can create a master schedule to combine numerous adjustment schedules on a single schedule. You build a master schedule by combining multiple simple adjustment schedules. The master schedule accommodates pricing for both standard orders or special orders.

Instead of making adjustments to each adjustment schedule, you make changes to all affected schedules using the master adjustment schedule. For example, you can enter a promotion as an adjustment schedule. The promotion pricing is effective for the designated products and designated customers during the designated time. This simplifies using the promotion prices during specific dates.

To create a master adjustment schedule

On Edit Master Schedule

Figure 4–10   Edit Master Schedule screen
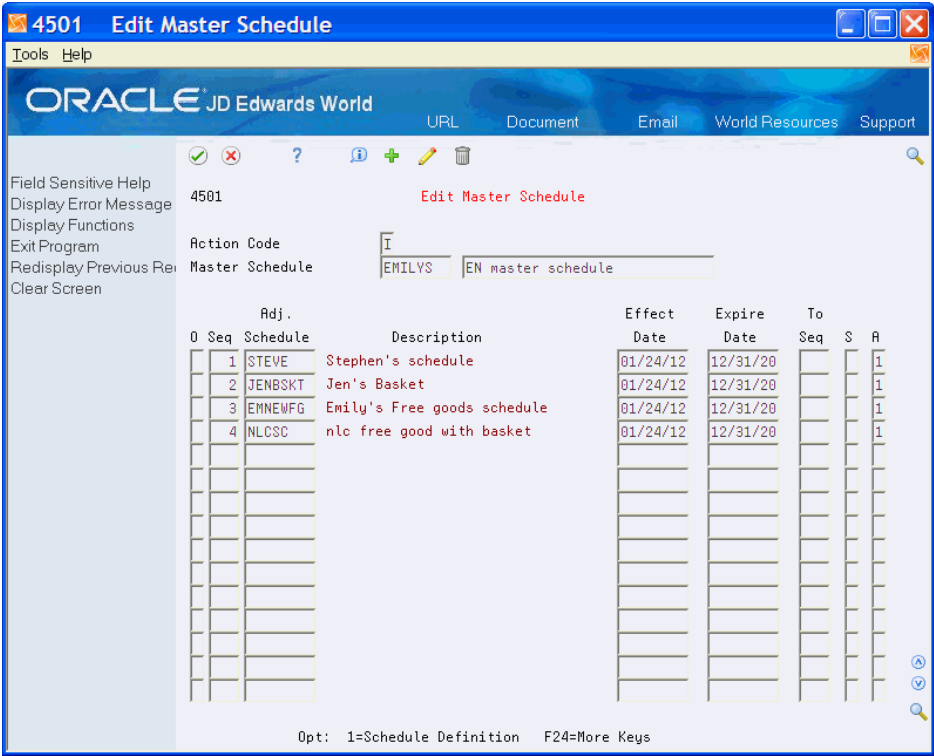
1.   Complete the following fields:

- Master Schedule

- Sequence

- Adjustment Schedule

- Effect Date

- Expire Date

- To Sequence

- Stop Flag

- Activity Code

Field	Explanation
Master Schedule	The code name and explanation of the schedule

Field	Explanation
Master Sequence Number	The number that specifies the search order the system uses for individual adjustment schedules within the Master Schedule.
Price and Adjustment Schedule	A user defined code (system 40, type AS) identifying 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 Penalty Adjustment Schedule. A penalty adjustment schedule, user defined code (system 40, type AS), 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.
Date - Effective	The date on which a transaction, text message, contract, obligation, or preference becomes effective.
Date - Expired	The date on which a transaction, text message, agreement, obligation, or preference has expired or been completed.
Skip to Sequence	The sequence number to skip to so that the system processes the next schedule in the master adjustment schedule.
Stop Flag	A flag that indicates whether the system must run additional processes to the master adjustment schedule after an adjustment is applied.
	Valid values are:
	Blank - Continue processing the master schedule to the end.
	1 – Stop processing any more adjustment schedules from the master.
	However, if no adjustment is applied from the schedule with the stop flag, continue to the next schedule on the master.

Field	Explanation
Master Schedule Activity Code	A code that determines whether a schedule that is defined within a Master Adjustment Schedule is active. Valid values are: 0 – Inactive 1 – Active

4.9.1 What You Should Know About

Topic	Description
Assigning an adjustment schedule	You can assign an adjustment schedule to a customer in customer billing instructions.
Overriding an adjustment schedule	You can override the adjustment schedule assignment by: ■ Using the detail area on Sales Order Detail ■ Using the pricing adjustment schedule on Preference Profile
Arranging the adjustment sequence in the schedule	Price and adjustment schedules are flexible. You can add adjustments or change existing adjustments at any time. JD Edwards World recommends that you leave spaces in your number sequence so you can add adjustments within the schedule.
Adding adjustment details	You can add or change adjustment details at any time by choosing the option to access Price and Adjustment Detail.
Changing adjustment definitions	You can change values in the adjustment definition by choosing the option to access Price Adjustment Definition.

4.10 Setting Up Adjustment Details

Price adjustment details provide the parameters for calculating price adjustments. Advanced pricing adjustment details contain basis codes that allow for added pricing flexibility. You can define the adjustment details when you add adjustments to schedules. Details allow you to define special processing such as free goods, pricing formulas, or variable tables.

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

For all price adjustments you must enter the Basis Code and Factor Value on Price and Adjustment Detail before the system can calculate the adjustment.

You can base an adjustment on cost, on price, or several other variables. You can set up adjustment details using the following basis codes:

Adjustment Basis	Description
Percentage of Base Price	The system multiplies the base price by the factor value. ■ In Basis Code field, enter basis code of 1. ■ In Factor Value field, enter a positive number for markups or a negative number for discounts. See Entering Sales Price Information in *JD Edwards World Inventory Management Guide*.
Percentage of Current Net Price	The system multiplies the current net price by the factor value. ■ In Basis Code field, enter basis code of 2. ■ In 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 calculate, you must identify the item cost in the Cost Method field in the detail area of Price Adjustment Detail. ■ In Basis Code field, enter basis code of 3. ■ In Factor Value field, enter a positive number for markups or a negative number for discounts. See Entering Item Cost Information in *JD Edwards World Inventory Management Guide*.
Cost Plus Amount	The system adds the factor value to the item cost. Before this combination can calculate, you must identify the item cost in the Cost Method field in the detail area of Price Adjustment Detail. ■ In Basis Code field, enter basis code of 4. ■ In Factor Value field, enter a positive number for markups or a negative number for discounts.
Add on Amount	The system adjusts the price by the factor value. You must enter a number as the factor value. If this is an override adjustment, enter the override price in the Factor field. The system multiplies the factor by each unit of measure to calculate the penalty: ■ In Basis Code field, enter basis code of 5. ■ In Factor Value field, enter a positive or negative number.
Variable Price	You can set up variable prices when the price of an item varies frequently, even as often as daily. Use variable price tables to set up prices and effective dates. The system retrieves the adjustment amount from the variable table. ■ In the Basis Code field, enter basis code of 6. ■ In the Factor Value field, enter the code or name that identifies the variable table.

Adjustment Basis	Description
Formula Based	The system calculates the adjustment using a formula. Each component that you use 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 0.90*&GOLD represents that 90% of the current price of gold equals the price of the item. You establish a formula-based basis type using the following: ■ In the Basis Code field, enter basis code of 7. ■ In the Factor Value field, enter the code or name that identifies the formula
Exit to Program	The system calls a user defined program to calculate the adjustment. ■ In the Basis Code field, enter basis code of 8. ■ In the Factor Value field, enter the program ID for the custom program. The program must be one you develop for this purpose and that you support. JD Edwards World is not responsible for providing custom programs nor supporting those you develop.
Percentage of Prior Net Price	The system multiplies a prior net price by the factor value: ■ In the Basis Code field, enter basis code of 9. ■ In Factor Value field, enter a positive number for markups or a negative number for discounts. ■ In Adjustment For Net Price, enter the name of a prior adjustment on the schedule from which the net price originates.

To set up price adjustment details

On Price and Adjustment Schedule

Figure 4–11   Price Adjustment Schedule screen

1. Complete the following fields:

   ■ Schedule Name

   ■ Adjustment Name

2. On the line of the adjustment, choose the option to access Price Adjustment Detail.

3. For all preference types except those that accommodate all items and all customers, an intermediate screen appears.

Figure 4–12   Pricing Preference Profile screen

4. On Pricing Preference Profile, choose the combination for your price/adjustment hierarchy.

Figure 4–13   Price Adjustment Detail screen

5. On Price Adjustment Detail, complete the following fields:

- Adjustment name

- Group names

- Category codes

- From Quantity

- Factor

- Basis

- Effective dates

6. Access the detail area (F4).

Figure 4–14   Price Adjustment Detail (Detail) screen

7. If Basis Code is 3, 4, or 7, complete the following field:

- Cost Method

8. For Basis Code 6, access the Price Variable Table from any adjustment detail line.

Figure 4–15   Price Variable Table screen

9. On Price Variable Table, complete the following fields:

    ■   Unit of Measure

    ■   Currency Code

    ■   Variable Table

10. For Basis Code 7, access Price Formula.

Figure 4–16   Price Formula screen

11. On Price Formula, complete the following field:

    ■   Formula Name

12. If Basis Code is 9, complete the following field:

    ■   Adjustment For Net Price

Field	Explanation
Factor	A code that indicates how to adjust an order line. This field works with the Basis field (BSCD). How you define the Basis field determines whether you enter a number or a code in this field.
	If your basis code is
	1-5 or 9 – Enter a positive number for markups, for example, 10. Enter a negative number for discounts, for example, 10-.
	6 – You want to base the adjustment on a variable table. Enter the code that identifies the variable table.
	7 – You want to use a formula to calculate the price. Enter the code that identifies the formula.
	8 – You want to calculate the adjustment using a custom program. Enter the program ID.
	9 - The system calculates the adjustment amount by multiplying a prior net price by the factor value. The prior net price is the price as of the prior adjustment named in the Adjustment For Net Price field. After calculating the adjustment amount, the system adjusts the current net price by this percentage.
	For Agreement Penalty Schedules
	Because the basis code for penalties is 5, enter a number as the factor value. Most agreement penalties are for a currency amount. The system multiplies the factor you enter here times each unit of measure to calculate the penalty.

Field	Explanation
Basis	A code that identifies how the system uses the factor value to calculate the adjustment or penalty schedule. The Basis Code field works with the Factor Value field.
	Valid codes for this field are:
	1 – The system multiplies the base price by the factor value. The adjusted price is a percentage of the base price.
	2 – The system multiplies the current net price by the factor value. The adjusted price is a percentage of the current net price.
	3 – The system multiplies the item cost by the factor value. The adjusted price is a percentage of the item cost. You can not use this basis code for a basket- or order-level adjustment.
	4 – The system adds the factor value to the item cost. You can not use this basis code for a basket- or order-level adjustment.
	Note: If you use basis codes 3 or 4, identify the item cost you want to use in the calculation in the Cost Method field (LEDG) in the fold area of the Price Adjustment Detail screen.
	5 The system adjusts 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 – The system retrieves the adjustment amount from the variable table. You specify the name or the variable table in the Factor Value field.
	7 – The system calculates the adjustment using a formula. You specify the name of the formula in the Factor Value field.
	8 – The system calls a user defined program to calculate the adjustment. You specify the program I.D. in the Factor Value field.
	9 – The system multiplies a prior net price by the factor value. The net price used in the calculation is the price as of the adjustment defined in the Adjustment For Net Price. Once the adjustment amount is determined, the current net price is increased or decreased by the amount of the adjustment.
	Note: If you define an adjustment that uses a custom program, the program must be one you have developed for this purpose and that you are prepared to support. JD Edwards World is not responsible for providing custom programs nor supporting those you have developed.
	For Agreement Penalty Schedules
	Enter 5 for all penalty schedules.
Cost Method	A user defined code (system 40, type CM) that identifies a cost method. Cost methods 01 through 08 are hard-coded.
	Form-specific information
	If you use basis codes 3, 4 or 7, you must enter a code in this field.
U/M	A user defined code (00/UM) that indicates the quantity in which to express an inventory item, for example, CS (case) or BX (box).
	Form-specific information
	Identify the unit of measure in which you want to define prices for the item.
Currency Code	A code that indicates the currency of a customer's or a supplier's transactions.
Formula Name	A user defined code (system 40, type FM) that identifies a price formula. All price formulas are stored in the Price Formula table (F4076).

Field	Explanation
Variable Table	A user defined code (system 40, type VT) that identifies a price variable table. This name cannot contain imbedded special characters such as a dash (-), an asterisk (*), and so forth because the system would interpret them as arithmetic symbols if you included the variable table name in a price formula.
Adjustment for Net Price	The name of the adjustment that determines the net price used in the calculation of the adjustment amount. This must be a prior adjustment on the schedule, otherwise, the net price defaults to the current net price. This is only used with a basis code of 9.

4.10.1 What You Should Know About

Topic	Description
Accessing Pricing Preference Profile screen	You can access this screen from the adjustment detail line. If your selection has a preference type of AA, Pricing Preference Profile is not displayed because the detail adjustment applies to all calculations. If your selection has any other preference type, the screen appears so you can set up the parameters for calculation of the adjustment detail.
Revising adjustment details	You can change adjustment details as necessary.
Searching for price adjustments	You can search for price adjustments by selecting the Exit to Price Adjustment Search function from the Price Adjustment Detail screen. The system displays a list of item and customer combinations for which you have defined price adjustment detail. You can select codes from this list, and the system returns the values to Price and Adjustment Detail.
Setting up base prices in a variable price table	If you plan to use the price in the variable table as a base price, make sure the adjustment to which you attach the table is an override adjustment in the definition. This ensures that you override any other price with the price from the variable table.
Accessing the Price Variable Table	You can access Price Variable Table by selecting it from any adjustment detail line.
Assigning formula symbols	Characters that you use to identify algebraic operands are defined through pricing constants. Not all fields from the F4211 or F4105 tables can be used in a formula. See Section 2.4, "Setting Up Pricing Constants."
Returning field names to formulas	To return a field name to your formula, include a field from the Sales Order Detail table (F4211) or Cost Ledger table (F4105) by accessing File Field Descriptions. 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 on F4211 or F4105 in a formula.

See Also:

- Entering Sales Price Information in *JD Edwards World Inventory Management Guide*.

5

Overview to Override Search Groups

This chapter contains these topics:

5.1 About Override Search Groups

When you enter an override price group on a price adjustment definition, this new price group is 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. You do this:

- For items, by using the category codes in item/branch information
- For customers, by using the category codes in customer master information
- For sales orders, by using certain sales order detail fields and defaults from preferences

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

When the system uses the adjustment, 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 defined for that category code. The search is based solely on category codes.

You can use order detail groups to create adjustments that price order lines based on information in certain sales order detail controls.

You can use groups in both Base Pricing and Advanced Pricing. The differences are:

5.1.1 Base Pricing

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

5.1.2 Advanced Pricing

- You can use either simple or complex groups.

- You must attach complex groups to the adjustment definition.

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

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.

Setting up complex customer price groups and complex item price groups is presented in the Base Price Review section. For Advanced Pricing, you do not have to assign either customer or item price groups because the system searches based solely on category codes. This section presents setting up order detail groups.

5.1.3 Example: Define an Override Search Group

You can define and use override search groups for customer, item, and order detail groups. For example, you sell personal computers. You are expecting a new, faster model to be released soon so you want to reduce your inventory of PCs that have a Pentium chip before they become obsolete.

You use category codes to assign each PC model that you sell to a category that identifies the type of processor. To set up pricing for this promotion, define an adjustment that uses this category code to determine which models are eligible for the discount. You do this by creating an override search group that includes the specific category code.

- Use Define Item Price Groups to define an override search group that includes the category code you used to specify the PC model.

- Assign the override group to an adjustment definition. You can use an existing adjustment definition or create a new definition.

- Generate the item/price group.

- Enter details for the adjustment that contains the override group. Note that the system displays the code you used to define the override search group in the Item Price Group field.

- Define the discount by entering the code that identifies the Pentium PCs in the category code field below the Item Price Group field.

When the system prices PCs, it notes the category this PC belongs to and whether it matches the code you enter here. If so, the PC is eligible for the discount.

Item Branch Class Codes	Item Price Group Definition	Price Adjustment Definition	Generate Item Price	Price Adjustment Detail Revisions
Item No: PC Model X	Price Group: PROCESSR	Adjustment Name: DISCONTU	Group Combinations	Adjustment Name: DISCONTU
Cat. Code 6: PNT	Cat. Code 6: 1	Item Price Group: PROCESSR		Item Price Group: PROCESSR
				Cat. Code 6 PNT
				Discount: 20% of base

5.1.4 Before You Begin

- Set up customer price groups. See Section 3.9, "Setting Up Complex Customer Price Groups."

- Set up item price groups. See Section 3.10, "Setting Up Complex Item Price Groups."

5.2 Defining Order Detail Groups

You can use order detail groups to create adjustments to the pricing line of an order based on information from sales order detail fields.

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Pricing and Rebates

From Advanced Price and Adjustments (G42311), choose Define Order Detail Groups

When you enter sales orders, some data in detail fields comes from system defaults, customer master information, customer billing instructions, items, and preferences. By using these fields, you have another method of defining pricing for a specific group.

For example, you want to give a special discount to a group of customers whose line of business is manufacturing. Preference profiles affect adjustment prices. For this example, we use the preference Line of Business. Access Preference Profiles (G4231), Product Preferences, and Line of Business.

5.2.1 Pricing Information

You create an order detail group called INDUSTRY. You assign the Line of Business field to the group. Then you create an adjustment definition for the adjustment called TRADE. The adjustment TRADE contains the order detail group INDUSTRY that you created. Attach TRADE to a schedule and attach that schedule to Customer 5688. In the detail for this adjustment, you enter the line of business code MFG in the Line of Business field. When the system encounters a sales order line with the code MFG in the Line of Business field, it applies the adjustment.

Line of Business Preference	Order Detail Price Group Definition	Price Adjustment Definition	Price Adjustment Detail Revisions
Customer Number: 5688	Price Group: Industry	Adjustment Name: TRADE	Adjustment Name: TRADE
Line Of Business: MFG	Line Of Business: 1	Order Detail Group: INDUSTRY	Order Detail Group: INDUSTRY
			Line of Business: MFG
			Discount: 10% of current net

5.2.2 Preference Information

Before the system can enter a code in the Line of Business field during sales order entry, you must define the line of business preference. For this example, go to Preference Profile Definition and set up the line of business preference for customer 5688 with the MFG line of business code.

Next, ensure that preferencing is turned on, and review the Preference Selection program (P40400). Create a version that includes the Line of Business preference and make note of the report writer version number. In the processing options for sales order entry, enter the version of the preference selection program that you defined above and enter the option to turn on preferencing. The system uses the preference selection program version for preference processing during sales order entry.

5.2.3 Processing

After you define the pricing and preference information, enter a sales order for customer 5688. Because you use preferencing, the system enters MFG in the Line of Business field. When it begins processing to determine how to price the order, it reads this field and uses the adjustment that you define for line of business. The system searches for the pricing schedule assigned to the customer. If the adjustment TRADE is on that schedule, the system determines that the customer is eligible for the adjustment because the MFG code is in the line of business field.

To define order detail groups

On Define Order Detail Groups

Figure 5–1 Define Order Detail Groups screen

1. Complete the following field:

   ■ Price Group

2. Indicate the order detail fields to associate with the order detail group by typing 1, 2, or 3 next to three field names. You can use one or as many as three.

Field	Explanation
Price Group	A numerical value that specifies the sequence of category codes within Group Codes. The value must be equal to or between 1 and 4. Also, you cannot slip sequence values. For example, do not enter sequence 3 unless you have entered sequence numbers 1 and 2. *Form-specific information* For Agreement Penalty Schedules Enter 1 when defining penalty schedules.

5.2.4 What You Should Know About

Topic	Description
Fields not displayed by the system during order entry	Define Order Detail Groups shows several fields that do not generally display during order entry. These fields default from Preference Profiles:
	■ Line of Business
	■ End Use
	■ Price Code 1
	■ Price Code 2
	■ Price Code 3
	■ From Grade
	■ Thru Grade
	■ From Potency
	■ Thru Potency
	Note: The ECS format displays Line of Business, End Use, Price Code 1, and Price Code 2. The Aggregates format displays End Use, Price Code 1, and Price Code 2.

6

Additional Adjustments

This chapter contains these topics:

- Section 6.1, "Objectives,"
- Section 6.2, "Overview,"
- Section 6.3, "Creating Free Goods Adjustments,"
- Section 6.4, "Methods for Applying Free Goods to Sales Orders,"
- Section 6.5, "Creating Accrual Adjustments,"
- Section 6.6, "Setting Up Rebate Adjustments,"
- Section 6.7, "Creating Rebate Accrual Adjustments,"
- Section 6.8, "Defining Rebate Accrual Details,"
- Section 6.9, "Defining Rebate Thresholds,"
- Section 6.10, "Reviewing Rebate Information,"
- Section 6.11, "Processing Rebate Accruals,"
- Section 6.12, "Generating Credit Notes,"
- Section 6.13, "Reposting Sales Rebate History,"
- Section 6.14, "Work with Repricing,"
- Section 6.15, "Creating Basket-Level Adjustments,"
- Section 6.16, "Creating Order-Level Adjustments,"
- Section 6.17, "Repricing Sales Orders."

6.1 Objectives

- To create adjustments that incorporate free goods
- To create accrual adjustments that create accounting entries but do not affect the price on the sales order
- To create rebate accrual adjustments
- To define rebate accrual detail information
- To define rebate thresholds
- To generate credit notes to allow credit for adjustments
- To set up basket-level adjustments

- To repost the sales order history so that past activities can be reposted for rebate credits

- To set up order-level adjustments

6.2 Overview

You can use additional adjustments to:

- Create free goods adjustments

- Create accrual adjustments

- Set up rebate adjustments

- Generate credit notes

- Repost sales rebate history

- Work with repricing

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

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

6.3 Creating Free Goods Adjustments

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

Navigation

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

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

The free goods do not have to be the same as the item on the sales detail line to which the free goods adjustment is attached. For example, your company could offer a promotion that gives the customer one free case of motor oil when they buy ten cases of motor oil. Because the items do not have to be the same, you could offer customers a free oil filter when they buy ten cases of motor oil. You can specify multiple item numbers to be given as free goods and the quantity of each.

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

- The quantity of free goods to be included.

- Whether the free good is a stock or non-stock item.

■ The unit price of the free goods, if desired. 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.

You can set up free goods to work with kits or configured items. However, the Free Good Processing Type at the parent and component level must be set to 1 (Separate Line). If you set the Free Good Processing Type to 2 (Net Down Unit Price) or 3 (Net Down Quantity), the system process the free good as if you had set it to 1. Also, the system does not allow you to provide a kit or configured item as a free good.

6.3.1 Before You Begin

■ Define an adjustment. See Section 4.10, "Setting Up Adjustment Details."

To create a free goods adjustment

On Price and Adjustment Schedule

Figure 6–1 Price and Adjustment Schedule screen

1. Choose the option for Adjustment Detail.

Figure 6–2   Pricing Preference Profile screen

2. Price Preference Profile appears. Choose the combination for the free goods.

Figure 6–3   Price Adjustment Detail screen

3. On Price Adjustment Detail, choose an existing adjustment that offers the free goods.

4. To access Free Goods, choose the option.

Figure 6–4   Free Goods Window screen

5. On Free Goods, enter the following fields:

- Item

- Quantity

- Unit of Measure

- Line Type

- Unit Price

- Processing Type

- Quantity Over Ordered

Field	Explanation
Item	A number that the system assigns to an item. It can be in short, long, or 3rd item number format.
	Form-specific information
	Enter the item number of the free goods item.
Quantity	The quantity of units affected by this transaction.
	Form-specific information
	Enter the quantity of the free goods item to give away when the system uses this adjustment.
UM	A user defined code (00/UM) that indicates the quantity in which to express an inventory item, for example, CS (case) or BX (box).

Field	Explanation
Ln	A code that controls how the system processes lines on a transaction. It controls the systems with which the transaction interfaces (General Ledger, Job Cost, Accounts Payable, Accounts Receivable, and Inventory Management). It also specifies the conditions under which a line prints on reports and is included in calculations. Codes include:
	S – Stock item
	J – Job cost
	N – Non-stock item
	F – Freight
	T – Text information
	M – Miscellaneous charges and credits
	W – Work order
Unit Price	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.
	Form-specific information
	Since this item is usually included on the order at no charge, the value of this field might be zero.

Field	Explanation
P T	A code that indicates how you want the system to process free good items.
	Valid codes are:
	1 – Separate line item. The system writes the free good item to the Sales Order Detail table (F4211) as a separate line item. For example, the customer buys 10 items at 1 dollar each and gets 2 free. The system writes two lines to the file: one line for 10 items at a total of 10 dollars and one line for 2 items at a total of zero.
	2 – Net down price. The system adds the free good item to the original sales detail line. It recalculates unit price based on the original extended price added to the total free goods price. The customer is responsible for the cost of the original order quantity. For example, the customer buys 10 items at 1 dollar each and gets 2 free. The system writes one line to the Sales Order Detail line for 12 items, but the total price is for 10 items (10 dollars; unit price of each item = 83 cents).
	3 – Net down quantity. The system adds the free good item to the Sales Order Detail table as a separate line item, but subtracts the quantity of the free items from the total quantity of the original items. For example, the customer buys 10 items at 1 dollar each and receives 2 free. The customer is charged for the original order quantity (10) less the free goods (2), so in this example, the charge is 8 dollars.
	Note: When you use processing type 2 or 3, the free good item must be identical to the original item ordered.
Quantity Over Ordered	Indicates the multiple at which the system adds free goods to an order when the order quantity exceeds the Quantity From established for the adjustment.
	For example, the Quantity From is 10 and the Quantity Over Ordered is 3. The customer receives free goods when the order is for 10 or more.
	Additionally, the customer receives a free item for every multiple of the value in the Quantity Over Ordered field. In our example, the customer would receive free goods for every multiple of 3. If the order is for 25, the customer receives 6 free goods, 1 free good for the Quantity From of 10 and another free good for every multiple of 3 after 10. This includes the purchased quantities of 13, 16, 19, 22, and 25.

6.3.2 What You Should Know About

Topic	Description
Assigning a customer to a group based on category codes	In Base Pricing, one customer can belong to only one customer group.
	In Advanced Pricing, a customer can belong to a customer detail group without being attached to that group in Customer Billing Instructions. A customer can belong to numerous groups, depending on the customer's category codes.
Entering an Item Price Group, a Customer Price Group, or an Order Detail Group	If you enter any of the price groups in the definition for a free goods adjustment, the price group defaults into the adjustment detail and cannot be changed.
Offer of multiple free goods	You can specify multiple free goods, but the customer cannot choose from the list of free goods. All free goods must be applied to the orders.
Credit orders	Free goods do not display as negative on credit orders.
Work Orders	You can set up a free good with a W (work order) line type. The system generates an internal work order for a free goods line. You must set the Free Good Processing Type to 1 (Separate Line).
Files	The system stores free goods information in the F4073 file, which is updated by the P4072, P407201 & P4073W.
AAIs	AAI 4230 writes the base price into revenue and AAI 4270 writes the adjustment.
Order and basket repricing	Free goods work with order repricing and basket repricing.
Attaching the schedule	You must attach the schedule to the Customer Billing Instructions or to the Adj Schedule field of each sales order header.
	You may also use the Price Adjustment Schedule preference to enable the system to place a default preferred schedule in the Adjustment Schedule field of each sales order detail line.

6.4 Methods for Applying Free Goods to Sales Orders

The method for applying free goods to sales orders is indicated by the processing type in the free goods window.

6.4.1 Separate Line

Using processing type 1, the system writes the free goods to the sales order detail file (F4211) as a separate line item. The free goods can be a separate item from the item that you ordered and it can have a different unit of measure (UOM). As a result, this method can give away any item or a variety of items. For example, the customer buys 10 items at $1 each and gets 2 free. The system writes 2 lines to the file: one line for 10 items at a total of 10 dollars and one line for 2 items at a total of zero.

6.4.2 Net Down the Price

Using Processing Type 2, Net Down Price, the system adds the Free Good to the original sales order detail line. It recalculates unit price based on the original extended price added to the total free goods price. The customer is responsible for the cost of the original order quantity. The item and UOM of the free good must be the same as that of the item you ordered. For example, the customer buys 10 items at $1 each and gets 2 free. The system writes one line to the Sales Order Detail line for 12 items, but the total price is 10 dollars; unit price of each item = 83 cents).

6.4.3 Net Down the Quantity

Using Processing Type 3, Net Down Quantity, requires that the free item be the same item and the same unit of measure as the ordered items. This method produces a soft error number 4000 "Quantity Changed Due to Free Goods." For example, the customer buys 10 items at $1 each and receives 2 free. The customer is charged for the original order quantity (10) less the free goods (2), so in this example, the charge is 8 dollars.

6.4.4 Quantity Over Ordered

Using Processing Type 1 in the free goods window, the system looks first at the From Quantity in Price Adjustment Detail. The system uses the quantity field from the free good's window to default the quantity of the free good back to the Sales Order. The Quantity Over Ordered field enables customers to receive multiple quantities of the free good based on quantity increments. For example, with a Quantity From value of 10, a free good quantity of 1 and a Quantity Over Ordered of 5, customers receive one free good when they purchase 10. Also, the Quantity Over Ordered generates an additional free good for every multiple of five over a quantity of ten on the Sales Order. If the customer orders a quantity of 25, they receive 3 additional free items for a total of 4 free items.

6.4.5 Record Free Good as Discount at Sales Update

You can set the processing option for the Sales Update (P42800) program to record free goods as a discount. When you activate the processing option, the system creates a GL entry for the free good adjustment, using an account number from AAI 4270. The system records the list price as revenue and uses the difference between the list price and the actual price to calculate the adjustment. For example, if the list price of the free good is $10 and the actual price is zero, the GL entries reflects a $10 credit to revenue and a $10 debit to the price adjustment account. If you do not activate the processing option, the system records the actual price as revenue and does not record an adjustment.

6.5 Creating Accrual Adjustments

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

Navigation

From Sales Order Management (G42), choose Price Management (G4222)

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

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

Accruals are adjustments that accumulate amounts that you pay at a later date to a specific account.

6.5.1 Before You Begin

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

6.5.2 Example: Accruing Commissions and Royalties

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

6.5.3 Example: Posting an Accrual Adjustment

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

The regular entry would consist of three entries:

- Debit Accounts Receivable 90
- Debit Adjustments 10
- Credit Revenue 100

The accrual entry would consist of four entries:

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

To create accrual adjustments

On Price and Adjustment Schedule

Figure 6–5 Price and Adjustment Schedule (Accrual Adjustments) screen

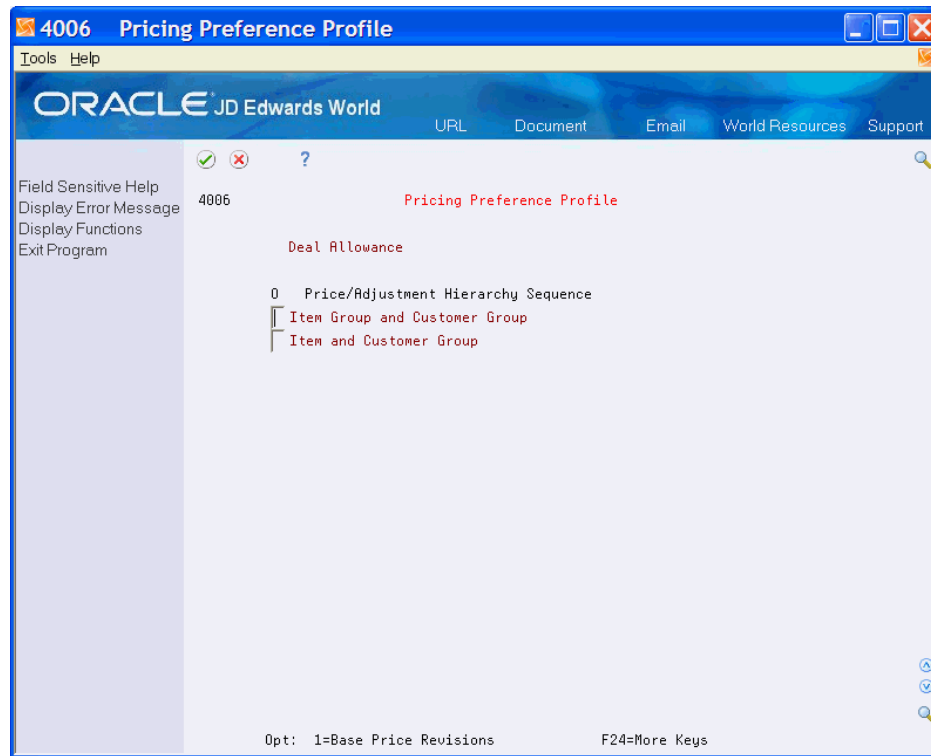1. Access Price Adjustment Definitions.

Figure 6–6 Price Adjustment Definition screen

2. Complete the following fields:

- ■ Adjustment Control Code

- ■ G/L Class Code

3. Return to Price and Adjustment Schedule.

4. On the line of the adjustment, choose the option to access Price Adjustment Detail.

5. An intermediate screen may appear. The Pricing Preference Profile screen lists your defined hierarchy sequence.

Figure 6–7   Pricing Preference Profile (Defined Hierarchy) screen

6. Choose the option to access Price Adjustment Detail on the profile line.

Figure 6–8   Price Adjustment Detail (Accrual Adjustments) screen

7. Complete the following fields:

   ■ From Amount

   ■ Factor

   ■ Basis

   ■ Effective Dates

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).
	Value for accruals is:
	4 – The system records the adjustment to history and posts it to the general ledger during a sales update. It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 4 to create an accrual adjustment.

Field	Explanation
G/L Class Code	The table of Automatic Accounting Instruction accounts that allows you to predefine classes of automatic offset accounts for Accounts Payable, Accounts Receivable, and other systems.
	G/L offsets might be assigned as follows:
	■ blank or 1210- Trade Accounts Receivable
	■ RETN or 1220 - Retainages Receivable
	■ EMP or 1230 - Employee Accounts Receivable
	■ JIB or 1240 - JIB Receivable (See A/R Class Code - ARC)
	■ blank or 4110 - Trade Accounts Payable
	■ RETN or 4120 - Retainage Payable
	■ OTHR or 4230 - Other Accounts Payable (See A/R Class code - APC)
	If you leave this field blank during data entry, the system uses the default value from the Customer Master Information table (F0301) or the Supplier Master Information table (F0401). The post program uses the G/L Offset class to create automatic offset entries.
	The G/L class directs AAI 4280 (accrual) and AAI 4270 (price adjustments).
	Note: Do not use code 9999. It is reserved for the post program and indicates that offsets should not be created.

6.5.4 What You Should Know About

Topic	Description
Recording the accrual adjustment price	When you define an accrual adjustment, the system does not roll the adjustment into the unit price or print the adjustment on the invoice. Instead, it records the adjustment to history and posts it to the G/L during the next sales update.
Specifying the correct account for the accrual	You can use the G/L Class Code field to designate the account to which the system records the transaction. The G/L account can be different for each adjustment definition.
	Optionally, you can use the Subledger in G/L field if you want to do subledger accounting.
Controlling subdivision of the account balance	When the system uses the adjustment GL class code to select an account, you can specify the ledger in the adjustment definition.
	The code you enter in the Subledger in G/L field controls whether the subdivision takes place. You can subdivide the G/L account balance by parent, ship-to, or sold-to customer address; item number, adjustment, or salesperson.

Topic	Description
Highlighted adjustment name	If an adjustment name is highlighted in Check Price and Availability (P40721) or the Price Adjustments window (P4074W), it is an accrual adjustment. The system is accruing amounts when it applies the adjustment rather than applying those amounts to the order line.
Subledger in G/L	The subledger in G/L field causes a subledger to be written to the adjustment journal entries created at Sales Update (P42800). This subledger overrides the subledger directed by processing option in Sales Update.
Correct amounts in the detail	For accruals, the factor value must be negative for the system to write amounts correctly to the accounts.

See Also:

- Setting Up Automatic Accounting Instructions in *JD Edwards World Sales Order Management Guide* for more information about setting up AAIs for adjustment accounts.

6.6 Setting Up Rebate Adjustments

Businesses use rebates to encourage customers to purchase a greater volume of goods or services over a period of time. If the total they buy reaches 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 to a volume history file (F4078). You also accumulate a rebate amount to the general ledger to recognize the liability.

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

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

Complete the following tasks to set up rebates adjustments:

- Creating Rebate Accrual Adjustments
- Defining Rebate Accrual Details
- Defining Rebate Thresholds
- Reviewing Rebate Information
- Processing Rebate Accruals

6.7 Creating Rebate Accrual Adjustments

Navigation

From Sales Order Management (G42), enter 27

From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

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

6.7.1 Example: Creating a Rebate Accrual Adjustment

You define a volume rebate for customer 4183 and item CLRD100.

- You define the rebate adjustment to accrue rebate information to the general ledger. You define the factor as 4% to indicate to accrue 4% of each order detail line to the general ledger. The factor value must be negative for the system to write amounts correctly to the accounts.

- You define rebate thresholds. The rebate is paid at 2% over 100,000 and 3% over 200,000. The currency is U.S. dollars. The rebate is effective from June 20, 2017 through December 31, 2017.

On June 30, 2017, you enter an order for customer 4183 and item CLRD100 in the amount of 50,000.

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

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

- Order history total = 50,000

- Rebate amount = 0

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

- Debit accounts receivable = 50,000

- Credit sales = 50,000

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

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

- Credit rebate payable = 2,000

You designate the rebate payable account in AAI table 4280.

You enter additional orders for customer 4183 and item CLRD100.

- July 15, 2017 for 100,000

- July 30, 2017 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% of the order history total (250,000 x 0.03 = 7,500.00). You must run the Generate Credit Note program (P42770) to issue a credit order to the customer for the rebate due.

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

■ Debit accounts receivable 200,000

■ Credit sales 200,000

■ Debit accrual discount 8,000

■ Credit rebate payable 8,000

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

On August 1, you generate credit orders. Although the system has made general ledger entries, you must run the Generate Credit Notes program to issue a credit order. The system pulls the general ledger class code for the credit order from the adjustment so it knows which AAI to use. It uses the beneficiary from the adjustment as the Sold To address.

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

■ Debit revenue 7,500

■ Credit accounts receivable 7,500

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

■ Rebate amount 0

■ Rebate paid 7,500

To create a rebate accrual adjustment

On Price and Adjustment Schedule

Figure 6–9   Price and Adjustment Schedule (Rebate Accrual) screen

1.   Access Price Adjustment Definition.

Figure 6–10   Price Adjustment Definition (Rebate Accrual) screen

2.   Complete the following fields:

- Adjustment Control Code

- Adjustment Level

- Level Break Type

- Rebate Beneficiary

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).
	Value for rebates is:
	5 – The system records the adjustment to history and posts it to the general ledger during a sales update. The system also accumulates each order line's quantity, weight, and amount to rebate history (F4078). It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 5 to create a rebate adjustment.
Adjustment Level	Specifies the level at which the adjustment is calculated:
	1 – Line Level: The system calculates the adjustment based on information in the sales detail line.
	2 – Basket Level: The system lets you group multiple sales detail lines and calculate the adjustment based on information accumulated from all the lines. You group items by Basket Pricing Group (RPRC) in Item Branch Information (F4102) or by setting up a complex item group.
	3 – Order Level: The system lets you group sales order lines from the same order and calculate the adjustment based on information accumulated from all the lines. You group items by Order Pricing Group (ORPR) in Item Branch Information.
	P – Trip level: The system calculates delivery pricing during delivery document printing if that option is chosen. You must specify "P" for trip-based pricing to work.
	For Agreement Penalty Schedules
	Enter 1 to calculate the penalty at the sales order detail line level.

Field	Explanation
Level Break Type	A code that indicates how level breaks occur in the Price Adjustment Detail (V4072). Valid codes are:

1 – 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.

2 – Weight. The system uses the weight of the line to retrieve the proper adjustment level break.

3 – Amount. The system uses the extended amount of the sales detail line before any adjustments are applied, to retrieve the proper adjustment level break. When Currency Conversion is switched on, all amount level breaks are stored and displayed based on the floating decimals of the currency code. |
| Rebate Beneficiary | A code (system 40/type RA) that identifies the beneficiary of a rebate. The party you identify here becomes the recipient of the credit order 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. |

6.7.2 What You Should Know About

Topic	Description
Resetting rebate amount field	The rebate amount due, the customer continues to accrue in the Sales Rebate History file (F4078) until you generate a credit order for the customer through the Generate Credit Note program (P42770).

6.8 Defining Rebate Accrual Details

Navigation

From Sales Order Management (G42), enter 27

From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

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 would pay to customer who reached the threshold.

To define rebate accrual details

On Price and Adjustment Schedule

Figure 6–11   Price and Adjustment Schedule (Accrual Details) screen

1. Access Price Adjustment Detail.

Figure 6–12   Price Adjustment Detail (Accrual Details) screen

2. Complete the following required fields:

- From Quantity

- Factor

- Basis

- Effective From/Thru

6.8.1 What You Should Know About

Topic	Description
Order the display of the screen	The pricing hierarchy you define determines how the system displays this screen.
Defining information for the general ledger	The information you enter in the Factor and Basis fields defines how you want to accrue a rebate amount for each eligible sales detail line to the general ledger.

6.9 Defining Rebate Thresholds

Navigation

From Sales Order Management (G42), enter 27

From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

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.

The system uses the rebate factor to calculate the rebate amount.

6.9.1 Example: Defining a Rebate Threshold

For example, you can define a 2% rebate for all customers in the Midwest at a threshold of 100,000. The system tracks the sales volume of every Midwest customer separately. When a customer's sales volume reaches 100,000, you can issue a rebate to the customer.

6.9.2 Before You Begin

- Before you can define rebate thresholds, you access the Threshold Date Pattern window, where you can review defined thresholds and the periods they are effective. From the Threshold Date Patterns window, you access Threshold Maintenance to add or change rebate thresholds.

To define rebate thresholds

On Price and Adjustment Schedule

Figure 6–13   Price and Adjustment Schedule (Rebate Thresholds) screen

1.   Access Price Adjustment Detail.

Figure 6–14   Price Adjustment Detail (Rebate Thresholds) screen

2.   Select Exit to Rebate Maintenance (F8).

Figure 6–15   Threshold Date Patterns screen

3. On Threshold Date Patterns, select option for Exit to Maintenance in Add/Change Mode.

Figure 6–16   Threshold Maintenance screen

4. On Threshold Maintenance, complete date fields to define beginning and ending dates for the rebate.

- Effective Date
- Expired Date
- Business Unit
- Rebate Type
- Currency Code
- Unit of Measure
- Threshold Quantity
- Rebate Factor
- Reset

Field	Explanation
Rebate Type	A code (system 43/RT) that indicates whether the rebate is a percentage of the quantity purchased or a fixed currency amount.
Threshold	A quantity that the system compares against accumulated sales volume to determine if 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	A value you enter to indicate how you want to calculate the rebate amount. The code 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	A code that identifies how to handle future sales when a customer reaches a rebate threshold. Valid codes are: 1 – Yes, reset sales history totals (F4078) and rebate paid to date to zero when you create a credit order for the given customer/rebate total. 0 – No, do not reset sales history totals and rebate paid when you create a credit order, but leave them at their current values.

6.9.3 What You Should Know About

Topic	Description
Pricing Preference Profile screen	When you select Price Adjustment Detail from Price and Adjustment Schedule, an interim screen displays. Pricing Preference Profile displays the hierarchy you established. Select the line for which you want to work with details.

6.10 Reviewing Rebate Information

You may retrieve rebate history for each customer. This provides you a tracking system for both past rebates and the current status or orders that qualify for rebates. You can review rebate information by completing the following tasks:

- Review the Volume History

- Print the Rebate History Register

6.10.1 Reviewing the Volume History

Navigation

From Sales Order Management (G42), choose Sales Order Inquiries

From Sales Order Inquiries (G42112), choose Customer Service

You can review rebate history and rebates paid to date at various levels for each customer. The sales volume to date displays by quantity, amount, and volume. The information is more detailed as you continue your inquiry.

To review volume history

From Customer Service

Figure 6–17 Customer Service screen
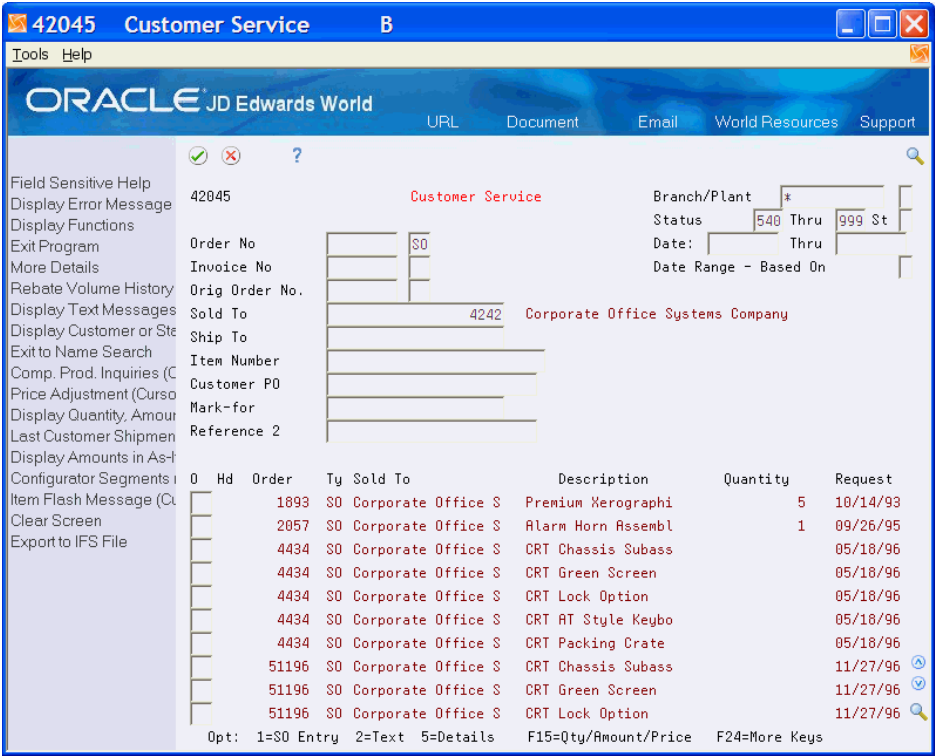
> **Note:** You can find more details about Rebate Due and Rebate Paid to Date. Press F4 to open the program P4078W.

1. Access Rebate Volume History (F5).

   ■ On Volume History Inquiry

Figure 6–18   Volume History Inquiry screen

2.   Highlight the line, and choose Volume History by Sales Detail from Options

Figure 6–19   Volume History by Sales Detail screen

3.   Review the details of each sales order that makes up the volumes.

6.10.2 Printing Rebate History Register

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Print Rebate History Register

The Volume History Register report lists customers and their sales that qualify for rebates along with rebate paid to date and achieved information.

6.11 Processing Rebate Accruals

Sales Update accrues the rebate information in the history files (F4078 and F4079), and updates the general ledger.

6.11.1 AAIs and Journal Entries

The 4270 and 4280 AAI tables are used to record the discount and rebate information. The Sales Discounts account is properly debited, and the Rebates Payable account is properly credited, because the Factor on the adjustment was set up as negative.

Both the 4270 and 4280 AAI tables use the GL class code from the adjustment definition. If the GL class code is blank in the definition, the GL class code on the order is used.

In addition to creating journal entries to account for our obligation to the customer for the rebate they have earned, P42800 also creates a record in the Rebate History By Sales Detail File F4079, which captures the quantity, weight and amount of the line that had the rebate applied to it. F4079 contains a record for every sales order detail line that contributed to reaching the threshold(s). This information is also used to update (or create, if this is the first order) the total sales quantity, weight and amount in the Sales Rebate History File F4078. The Open Rebate Amount in F4078 is populated or updated if the customer has reached at least the lowest threshold level to earn the rebate.

6.12 Generating Credit Notes

Navigation

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Generate Credit Notes

You generate credit notes (credit orders) to remit rebates. When you generate credit notes, you create a credit order for each beneficiary of a rebate amount accumulated in the volume history file.

6.12.1 Before You Begin

- Set up rebate adjustments
- Review information in the sales detail table

To generate credit notes

On Generate Credit Notes

Figure 6–20   Generate Credit Notes screen

1. Select the version that contains the credit information you want to generate.

2. You can run a proof copy.

3. Review the information.

4. Make necessary changes.

5. Run the final copy.

6.12.2 What You Should Know About

Topic	Description
Resetting the rebate amount field	The rebate amount on the credit order is equal to the Open Rebate Amount in the Rebate History file (F4078). The Open Rebate Amount is cleared upon generating the credit order.
Creating consolidated credit notes	If you have multiple rebates due, the same beneficiary address, you can create a consolidated credit order by setting a processing option. This program reads volume history to create credit orders based on the Rebate Amount field and the Beneficiary Address field.
Showing foreign amount on rebate credit notes	You can set a processing option for the Generate Rebate Credit Notes program to specify whether the report displays amounts in domestic or foreign currency.

6.12.3 Processing Options

See Section 9.5, "Credit Order Generation (P42770)."

6.13 Reposting Sales Rebate History

You can obtain sales history information for an item, a customer, or a combination of the two. You repost the sales history to record rebate information that you have not been accruing. Typically, you use this program to accumulate rebate information for past sales. You accumulate order information from order history and calculate rebate amounts based on the order history.

Navigation

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Report Sales Rebate History

You can use the processing options to control whether volume totals contain information from the beginning of account activity (start over) or from current totals (add to current totals).

To repost sales rebate history

On Repost Sales Rebate History

Figure 6–21   Repost Sales Rebate History screen
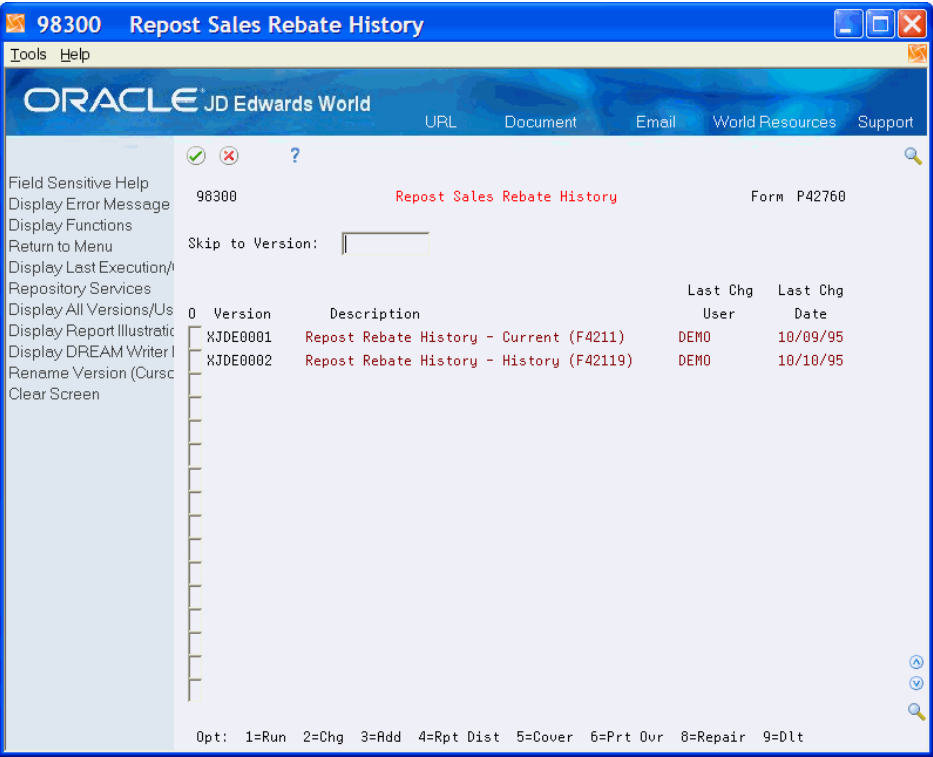
1. Select the version to repost.

2. Run the repost.

6.13.1 Processing Options

See

6.14 Work with Repricing

You can set up adjustments to reprice sales orders. You reprice sales orders:

- 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.

6.14.1 Before You Begin

- Enter a sales order

6.14.2 What You Should Know About

Topic	Description
Specifying basket or order repricing	In the definition for each adjustment, you specify whether you want to use the adjustment for basket or order repricing:
	■ Order-level pricing allows you to enter a separate item such as freight that applies to all the items. This entry produces a new sales-order adjustment line.
	■ Basket-level pricing does not allow a separate sales-order adjustment line. Adjustments are applied to all items within the group.
Repeatedly repricing	To reprice an order line that has been repriced, you set the processing option of the reprice program to allow order-detail lines to be repriced repeatedly.

6.15 Creating Basket-Level Adjustments

Navigation

From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Schedule

From Price and Adjustments Schedule, choose option for Price Adjustments Definitions

Basket repricing changes the price for items that belong to the same repricing group. The system searches the detail lines of a sales order to determine the items in a basket group. When it finds items that belong to the group, it updates the order line with the new price.

You reprice sales orders:

- In batch mode, using the Order and Basket Level Pricing (P42750) program. 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 pressing the appropriate function key from Sales Order Entry Detail. The batch program performs basket repricing first and then order repricing. You can also choose to process basket and order reprice separately.

- Automatically at order entry when you set the processing option of the Sales Order Entry Detail program.

6.15.1 Example: Creating Basket-Level Adjustments

For example, you enter an order for the following items. Each item belongs to a basket group.

Line	Item Name	Unit Price	Group Name
Line 1	PEN	10.00	SUPPLIES
Line 2	RULER	2.00	SUPPLIES
Line 3	ERASER	1.00	SUPPLIES

The system determines that the basket group SUPPLIES is eligible for a discount of 0.25 per item. It calculates the new prices:

Line	Item Name	Unit Price	Group Name
Line 1	PEN	9.75	SUPPLIES
Line 2	RULER	1.75	SUPPLIES
Line 3	ERASER	0.75	SUPPLIES

To create basket-level adjustments

On Price Adjustment Definitions

Figure 6–22   Price Adjustment Definition (Basket-Level) screen

1. Complete the steps to create an adjustment definition or review the adjustment definition information.

2. Complete the following fields:

    ■   Adjustment Control Code as 1 or 2

    ■   Adjustment Level as 2

3. Add the adjustment to an adjustment schedule.

Figure 6–23   Price and Adjustment Schedule (Basket-Level) screen

4. Define the new price adjustment detail.

Figure 6–24   Price and Adjustment Detail (Define New Basket-Level) screen

5. To attach items to a basket repricing group, access Item Branch/Plant Information

Figure 6–25   Item Branch/Plant Information (Basket Repricing) screen

6. On Item Branch/Plant Information, complete the following field:

■   Basket Reprice Group

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).
	Valid values for baskets are:
	1 – The system adds the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). The system does not print the adjustment on the invoice.
	2 – The system adds the adjustment amount to the unit price and records the adjustment detail to the Price Adjustment History table (F4074). It prints the adjustment on the invoice.
	4 – The system records the adjustment to history and posts it to the general ledger during a sales update. It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 4 to create an accrual adjustment.
	5 – The system records the adjustment to history and posts it to the general ledger during a sales update. The system also accumulates each order line's quantity, weight, and amount to rebate history (F4078). It does not add the adjustment into the unit price or print it on the invoice. Use Control Code 5 to create a rebate adjustment.
Adjustment Level	Specifies the level at which the adjustment is calculated:
	2 – Basket Level: The system lets you group multiple sales detail lines and calculate the adjustment based on information accumulated from all the lines. You group items by Basket Pricing Group (RPRC) in Item Branch Information (F4102) or by setting up a complex item group.
	If you base the adjustment on the basket reprice group named in Item Branch/Plant Information, leave the Item Group, Customer Group, and Sales Group fields blank. If you base the adjustment on a complex price group, enter the name of the group in one of the previously mentioned fields.

Field	Explanation
Basket Reprice Group	You can assign items with common repricing characteristics to a basket reprice group in Item Branch/Plant Information (P41026).
	■ Accumulate items on order that belong to a common repricing category during a batch program.
	■ Compare their aggregate quantities to the appropriate quantity breaks in the reprice category.
	If the items qualify for an additional discount, that discount is reflected as a change in unit and extended price for each qualifying item in the original order line.

6.15.2 What You Should Know About

Topic	Description
Repricing multiple times	You can set processing option 5 (delete old basket- and order-level adjustments) for P42750 to cancel all previous order- and basket-level adjustments and recalculate them.
Status codes for repriced lines	You can use processing option 3 to advance the status of existing detail lines that have been repriced. You can use processing option 1 (next status from-to range) to select/exclude detail lines for basket reprice processing. This allows you to have basket- and order-level repricing as a part of your workflow in the Order Activity Rules.
Attaching a basket-level group to adjustment detail	You must specify a Preference Type in Adjustment Definitions. The preference type must have a preference hierarchy that includes item groups.
Using basket-level repricing	When you enter an order for items included in the basket repricing group, the system applies the item base price with adjustments. To use the reprice adjustment, select the appropriate function to reprice the order. Changes to the base price reflect your repricing adjustment.
Complex Groups	You attach the price group to the price adjustment rather than the item by entering the group name as the Item Price Group, Customer Price Group, or Order Detail Group on the adjustment definition. The system assigns the sales lines to baskets for this adjustment based on the category codes and sales order fields that define the subgroups of the complex price group.

6.16 Creating Order-Level Adjustments

Navigation

From Sales Order Advanced and Technical Operations (G4231), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustments Schedule

From Price and Adjustments Schedule, choose option for Price Adjustment Definitions

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. If it finds items that belong to the group, it 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. In this example, the added line adds freight costs.

6.16.1 Example: Creating Order-Level Adjustments

When you apply the line item to an order group, you enter an order using the same items as in the basket repricing example. The items all belong to an order repricing group called SUPPLIES. The system determines that the group SUPPLIES is eligible for a discount of 0.25. It does not recalculate prices but adds a new line to the order to reflect the order discount.

Line	Item Name	Unit Price	Group Name
Line 1	PEN	10.00	SUPPLIES
Line 2	RULER	2.00	SUPPLIES
Line 3	ERASER	1.00	SUPPLIES
Line 4	Discount	<0.25>	

To create an order-level adjustment

On Price Adjustment Definitions

Figure 6–26   Price Adjustment Definition (Order-Level) screen

1. Complete the following fields:

   ■ Adjustment Control Code as 3

   ■ Adjustment Level as 3

2. Add the adjustment to an adjustment schedule.

Figure 6–27 Price and Adjustment Schedule (Order-Level) screen

3. Define the reprice adjustment detail.

Figure 6–28 Price Adjustment Detail (Order-Level) screen

4. To attach the item to an order repricing group, access the Item Branch/Plant Information.

Figure 6–29 Item Branch/Plant Information (Order Repricing) screen

5. Complete the following fields:

- Order Reprice Group

Field	Explanation
Adjustment Control Code	A code that specifies how the adjustment appears on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).
	The valid value for order-level adjustments is:
	3 – The system creates a separate detail line in the Sales Order Detail table. It does not add the adjustment into the unit price or record it to the history table. The system does not include this type of adjustment when it calculates the current net price.

Field	Explanation
Adjustment Level	Specifies the level at which the adjustment is calculated:
	3 – Order Level: The system lets you group sales order lines from the same order and calculate the adjustment based on information accumulated from all the lines. You group items by Order Pricing Group (ORPR) in Item Branch Information.
	If you base the adjustment on the order reprice group named in Item Branch/Plant Information, leave the Item Group, Customer Group, and Sales Group fields blank. If you base the adjustment on a complex price group, enter the name of the group in one of the previously mentioned fields.
Order Reprice Group	You can assign items with common repricing characteristics to an order reprice group in Item Branch/Plant Information (P41026). You can have different categories based on location. Order repricing is a process in which:
	■ Items on an order that belong to the same repricing category are accumulated during a batch program.
	■ The system compares the items' aggregate quantities to the appropriate quantity "breaks" in the reprice category.
	Typical quantity breaks in this situation might be the total weight or the total dollar value of the entire order. If the items qualify for additional discount, that discount is reflected as a flat dollar amount in a new discount line. This process supplements the repricing function and operates in the same batch program.

6.16.2 What You Should Know About

Topic	Description
Repricing multiple times	You can set processing option 5 (delete old basket- and order-level adjustments) for P42750 to cancel all previous order- and basket-level adjustments and recalculate them.
Complex Groups	Attach the price group to the price adjustment rather than the item by entering the group name as the Item Price Group, Customer Price Group, or Order Detail Group on the adjustment definition. The system assigns the sales lines to groups for this adjustment based on the category codes and sales order fields that define the subgroups of the complex price group.
Creating Type 3 adjustments for kits	You can set up an adjustment for a kit parent or kit component. The system adds an adjustment amount as a separate line to the sales order instead of applying it to the unit price on the item.

6.17 Repricing Sales Orders

You can provide a discount for your customer by repricing sales orders. You can reprice the order using one of three methods:

- Reprice after inquiring on an order

- Reprice at basket or order level

- Reprice automatically

6.17.1 Reprice After Inquiring on Order

After re-inquiring on the order in Order Entry (P4211), press F18 to reprice the order. The version of P42750 being called must have the processing option set to allow sales detail lines to be repriced repeatedly.

6.17.2 Reprice at Basket or Order Level

Run the Advanced Order/Basket Reprice program from menu G42311.

6.17.3 Reprice Automatically

Reprice automatically after the order is accepted. Set the processing option for Sales Order Entry (P4211) for auto order repricing.

6.17.4 Troubleshooting

Things to look at if the system does not calculate the reprice:

- Verify the schedule on the order lines.

- If the reprice group is a simple price group, verify that it is in the correct field in Item Branch/Plant Information.

- If the reprice group is a complex price group, verify that the category codes for the item or customer or sales order detail fields match the defined subgroups.

- Verify that the order date is within the effective dates of the adjustment.

- Verify that the line meets all the adjustment detail criteria (quantity, amount, weight, UOM, and currency).

- Verify whether there is a trade discount on the order. The trade discount overrides advanced pricing adjustments.

- Verify whether or not someone has manually entered the price (PROV = 1 in F4211).

6.17.5 What You Should Know About

Topic	Description
Setting the processing options	Set processing options behind P4211 to perform repricing. Set processing option 52 for automatic order repricing and 55 to indicate the version of P42750 being called.

7

Adjustment Revisions

This chapter contains these topics:

7.1 Objectives

- To review and change price adjustments during order entry

- To review quantity breaks and specify alternate levels

- To review prices that apply to the current order

- To review product availability

- To review price adjustment reports, price adjustment revisions, and price adjustment additions

- To update order prices based on the most current price or price adjustment

- To review orders that could potentially change because of adjustments after the date the orders were created

7.2 Overview

Adjustment revisions allow you to make additional adjustments, to revise adjustments, and to run a price audit report.

Complete the following tasks for adjustment revisions:

- Review and change prices during order entry

- Review price and availability

- Update order prices

- Review price and adjustment changes

7.2.1 Before You Begin

- Set up a sales order that contains price adjustments.

7.3 Reviewing and Changing Prices

When you enter a sales order with a price that is calculated using advanced price adjustments, you can view and change these adjustments while entering a sales order.

Navigation

From Sales Order Processing (G4211), choose Enter Orders (Page Mode)

From Enter Orders (Page Mode) (P4211), choose option 11

While you are entering a sales order with advanced pricing adjustments, you can review or make changes to those adjustments. You can review how the system calculated the unit price of an item. You can change information only if processing options have been set to allow changes. When you save the changes, the current order is automatically updated with the adjustment changes.

You can enter a code to provide a reason for the change.

7.3.1 Before You Begin

- Set the Advanced Sales Pricing flag to yes in Pricing Constants

- Set processing options to allow price changes

- Set the Manual Add/Change flag to yes in the adjustment definition

- Set processing options so prices appear

To review and change price adjustments

On Sales Order Entry

1. On the detail line for the sales order, enter option 11.

Figure 7–1 Sales Order Entry (Price Adjustments) screen

2. On Price Adjustments, Review the adjustment information.

Figure 7–2 Price Adjustments (Review) screen

3. Access the detail area, and verify the information.

Figure 7–3   Price Adjustments (Detail) screen

4. Press Enter to edit any changes.

5. Press F6 to return to Sales Order Entry.

Field	Explanation
Quantity	The quantity of units affected by this transaction.
Sequence	A sequence or sort number that the system uses to process records in a user defined order.
	The sequence by which users can set up the order in which their valid environments are displayed.
	Form-specific information
	This number identifies the order in which the system applies adjustments.
Value	The list or base price to be charged for one unit of this item. In sales order entry, all prices must be set up in the Base Price table (F4106).
	Form-specific information
	If the adjustment definition allows changes, you can change this price here. When you change a base price in this window, the system automatically calculates a new factor value.
Reason Code	User defined code (system 40, type AR) you can use to identify why you change an adjustment.

7.3.2 What You Should Know About

Topic	Description
Entering new unit prices	You can enter either the new unit price or the new factor value. The system calculates the other value.
Saving the information	Press Enter to edit any changes you have made. Press F6 to return to Sales Order Entry.

7.4 Changing Price-Level Breaks During Order Entry

Navigation

From Sales Order Processing (G4211), choose Sales Order Inquiries (G42112) from Reports and Inquiries

From Order Inquiries, choose Check Price and Availability (G40721). Select option 1 on adjustment line.

During sales order entry, you can change the level of discount a customer receives for an order. You make the change to individual adjustments. The price-level change applies only for the current order.

To change price-level breaks during order entry

On Adjustment Quantity Break

Figure 7–4   Adjustment Quantity Break screen

1. Select option 1 on the line of the level break to be used for this order.

2. Enter a reason code for using this level break.

3. Click enter to save the information and return to Check Price and Availability. The price has been recalculated.

Field	Explanation
Reason Code	User defined code (system 40, type AR) you can use to identify why you change an adjustment.
Quantity From	The quantity at which a preference or price adjustment becomes valid.

7.4.1 What You Should Know About

Topic	Description
Accessing the form	To access Adjustment Quantity Break during sales order entry, the form must be accessed through Check Price and Availability.

7.5 Reviewing the Pricing Audit Trail

Navigation

From Sales Order Entry (G42111), select option 11

From Price Adjustments (P4074W), select Exit to Adjustment Type Audit Trail option or enter option 5 on adjustment line

You can review pricing history by accessing the Pricing Audit Trail. You can review detail such as the adjustments applied, the groups used, and currency used.

7.5.1 Before You Begin

- Enter a sales order with price adjustments

To review the pricing audit trail

Figure 7–5   Pricing Audit Trail screen

The Pricing Audit Trail displays the following information about the adjustment you entered immediately before accessing this form:

- Adjustment schedule that contains this adjustment
- Adjustment Name
- Item Price Group
- Sales Catalog Section
- Family
- Quantity
- Currency

7.6 Reviewing Price and Availability

Navigation

From Sales Order Management (G42), choose Sales Order Processing

From Sales Order Processing (G4211), choose Sales Order Inquiries

From Sales Order Inquiries (G42112), choose Check Price and Availability

Pricing and availability of inventory items is crucial for placing a sales order. 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 review price and availability

On Check Price & Availability

Figure 7–6 Check Price & Availability screen

1. Complete the following fields:

    ■ Business Unit

    ■ Sold To or Ship To

    ■ Item Number

2. To inquire on a specific schedule, complete the following field:

    ■ Adjustment Schedule

Field	Explanation
Business Unit	An alphanumeric field 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, or branch/plant.
	You can assign a business unit to a voucher, invoice, fixed asset, and so on, for purposes of responsibility reporting. For example, the system provides reports of open accounts payable and accounts receivable by business units to track equipment by responsible department.
	Security for this field can prevent you from locating business units for which you have no authority.
	Note: The system uses this value for Journal Entries if you do not enter a value in the AAI table.
Ship To	The address number of the location to which you want to ship this order. The address book provides default values for customer address, including street, city, state, zip code, and country.
Item Number	A number that the system assigns to an item. It can be in short, long, or 3rd item number format.
Adj. Schedule	A user defined code (system 40, type AS) identifying 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 Penalty Adjustment Schedule. A penalty adjustment schedule, user defined code (system 40, type AS), 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.

7.6.1 What You Should Know About

Topic	Description
Updating price and availability	The system updates the screen with preference information only if you have set the processing options.
Accessing the Check Price and Availability screen	You can access this screen from Sales Order Entry or from the menu.
Displaying profit margin.	The system highlights the profit margin if an accrual adjustment is included in the profit margin calculation.

See Also:

- Section 7.4, "Changing Price-Level Breaks During Order Entry."

7.6.2 Processing Options

See Section 9.11, "Check Price and Availability (P40721)."

7.7 Updating Order Prices

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Update Sales Price/Cost

You update prices to recalculate sales orders based on the most current price or price adjustment. You might do frequent updates for items with volatile prices. You can also use this process to update the unit and extended costs of items on sales orders. If multi-currency processing is activated in your system, the system also updates the foreign unit and extended-costs fields.

Update Sales Price/Cost is a batch program that you can use to:

- Update sales order costs. The system replaces the unit and extended costs in any open, unshipped orders with current costs from the Item Cost Ledger table (F4105).

- Update sales order prices. The system recalculates the unit and extended prices in the Sales Order Detail table (F4211) using the most current base price and price adjustments. The system bases this recalculation on the date that you type in the processing options.

- Replace sales order exchange rates. You can use the Update Sales Price/Cost program to update the currency exchange rate that the system uses to calculate costs and prices. The system replaces the currency exchange rate that was in effect at the time you entered the order with the existing currency exchange rate.

You can set the processing options for the Update Sales Price/Cost program to define the date on the sales order that the system uses to recalculate prices. For example, you can base the recalculations on a specified date such as the ship date. You can update sales order prices more than once.

When you run this program, the system updates the order detail information with the adjusted price in effect at the specified time.

Processing Options

See Section 9.4, "Update Sales Cost, Price, or Exchange Rate (P42950)."

7.8 Applying Adjustments to Credit Orders from History (P42025)

Navigation

From Sales Order Management (G42), choose Sales Order Processing

From Sales Order Processing (G4211), choose Enter Orders

Advanced Pricing adjustments can apply to both positive quantity and negative quantity lines. The following covers the specific setup required in order to get advanced pricing adjustments to work with negative lines, both in Credit Orders from History and Credit Orders created through P4211.

It is possible to attach adjustments to credit orders that the system creates through Credit Orders From History P42025, which are generated from the sales ledger F42199. In general, when you attach Advanced Pricing adjustments to a sales order, the system stores the pricing information in the pricing history file F4074. The F4074 is required if you want journal entries to record the discount for your credit order at sales update. Therefore, when running the original sales order through sales update P42800, it is important NOT to purge F4074 records. If you purge the original F4074 records, then the credit order uses the price in the F42199 and treats it as an override price without the override flag. The price is correct, but the journal entries do not reflect a discount. It is not necessary to create negative adjustment detail records (F4072) if credit orders are always generated through the sales ledger. For example, an Advanced Pricing detail setup may appear as follows for this type of credit order.

From Quantity	Discount
1	10%
10	20%
100	30%

This setup would work for both regular orders and credit orders from history.

See Also:

- Section 7.8, "Applying Adjustments to Credit Orders from History (P42025)."

7.9 Applying Adjustments to Credit Orders (P4211)

You must create the appropriate negative adjustment records (F4072) to have the system apply adjustments to credit orders that you create through Order Entry (P4211). The negative adjustments serve to adjust the price of an item based on the negative quantity, weight or amount on the credit order. In a situation where credit order adjustments mirror regular order adjustments, advanced pricing detail setup may appear as follows:

From Quantity	Discount
-99999	-30%
-99	-20%

From Quantity	Discount
-9	-10%
1	10%
10	20%
100	30%

The system reads From Quantities, and includes quantities to the right on the number line until it encounters another quantity break.

For example, in the above scenario, the first quantity break is for -99999, -99998, 99997. . . -100.

The second quantity break would be valid for -99, -98. . . -10.

The third quantity break would be valid for -9,-8 . . . -1.

The fourth quantity break would be valid for 1,2 . . .9.

If you have a credit price set up in the fold of the F4106, and you base your advance price adjustment on base price, the system uses the credit price to calculate the discount.

For example, if you have a base price of $6000 and a credit price of $5000 in the F4106, and you create a credit order with a reverse line type and the advance price basis code = 1 on the adjustment, the system uses the $5000 value as a base price to calculate the adjustment.

7.10 Running the Price and Adjustment Revisions

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price and Adjustment Revision

You can print the following reports from the Price and Adjustment Revisions program.

- Price Adjustment Report

- Price Adjustment Revisions

- Future Adjustment Additions

The reports list all adjustments and the changes made to the adjustments. The reports also include any new adjustments, their effective dates, and new factor values.

You can run this program in proof or 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.

You can print the Orders Affected by Price Change integrity report to review orders that could potentially be changed by changes to adjustments.

7.10.1 Printing the Price Adjustment Report

When you run the price adjustments report 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.

7.10.2 Price Adjustment Revisions

You can make individual changes to adjustments using the Price and Adjustment Schedule screen. Alternately, you can change adjustments or add adjustments using the Price and Adjustment Revisions 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.

7.10.3 Future Adjustments Additions

To create new adjustments, you choose the Future Adjustments Additions version, where the system writes new adjustment records to the Price Adjustments table. You create this version by entering the effective dates of the new adjustments 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 are effective on a future date. To avoid possible problems, do not create adjustments for past dates.

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 program does not process the information.

Proof mode prints a listing of the additions that occur if you process these adjustments. Final mode lists the additions made when you select final.

7.10.4 What You Should Know About

Topic	Description
Selecting data	When you set up the version of this 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.
Including unit of measure field	You must include the unit of measure field in data selection so that the update or addition adjustment value is applied consistently.

Topic	Description
Data sequencing	Do not change the sequencing for versions that create new adjustments. Changing sequencing causes the system to use the incorrect record.

7.10.5 Processing Options

See

7.11 Reviewing Orders Affected by Price Change

Navigation

From Sales Order Management (G42), choose Price Management

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Orders Affected by Price Change

The Orders Affected by Price Change integrity report lists the orders that could potentially change based on changes to adjustments, variables, or formulas.

7.11.1 Processing Options

See

7.12 Price Book for Advanced Pricing

The Price Book for Advanced Pricing report (P45510) allows you to create a price list based upon a set of parameters that you choose. For example, you can create a report that lists prices of each item for a specific customer. When you run the report to see prices for a specific customer:

- The report displays the base price for each item as well as the net price for the specified customer. Multiple net prices may display in the case of level breaks and units of measure.

- You can set a processing option to have adjustment detail information print between the base price and the net price.

- You can display prices in the base currency or the currency of the customer.

- You can set a processing option to designate a specific schedule, or you can leave the processing option blank to indicate that the report displays a preferred/default schedule for the customer.

You can also create a report that displays prices by item or customer group:

- The report displays a list price, adjustments, and net price for each currency in which a base price is set up for the item. If no list price is set up or the list price is only set up in the base currency, a net price shows for each currency in which an override or add-on adjustment is set up for the item.

- You use processing options to determine which schedule or schedules to display on the report.

■ The report shows a net price for each customer group and order detail group for which an adjustment is set up. The report also shows a net price that any customer ordering the item would receive.

7.12.1 Processing Options

See Section 9.12, "Price Book - Advanced Pricing (P45510)."

8

Overview to Pricing Security

This chapter contains these topics:

- Section 8.1, "Objectives,"
- Section 8.2, "Overview,"
- Section 8.3, "Storing Audit Files,"
- Section 8.4, "Setting Up System Controls to Protect Driver Fields,"
- Section 8.5, "Setting Up System Controls to Protect Pricing Fields,"
- Section 8.6, "Setting Up Mandatory Price Adjustments,"
- Section 8.7, "Setting up Mandatory Price Adjustment Definitions."

8.1 Objectives

- To store price changes and include the type of change, the date, and the name of the person who made the change
- To set up system controls to prevent prices from being changed during sales, transfer, and direct ship order entry
- To set up system controls to prevent pricing driver fields from being changed
- To set up mandatory price components for pricing situations that require price adjustments

8.2 Overview

Pricing security protects the integrity of your pricing structures and provides audit trails of all changes, additions, and deletions. You can protect specified order fields to prevent prices from being altered without authority. Other areas are automatically protected from update. For example, formulas and price variable tables cannot be deleted if an order is using the formula or variable table.

Complete the following tasks to activate pricing security for your system:

- Store audit files
- Set up system controls for pricing integrity
- Set up mandatory price adjustments

8.3 Storing Audit Files

Navigation

From Sales Order Management Setup (G4241), choose Branch/Plant Constants from General Setup (41204)

Choose System Constants (4009W), choose Pricing Constants from Functions

The audit table provides a record of activities that influence the price of an item. The audit trail contains the history of all price adjustments: the type, date, time, user ID, program ID, and terminal ID for each change. All deletions, changes, and additions are listed.

The audit control can be turned on or off using pricing constants. The audit trail is in effect only when the audit control is activated.

The pricing audit trail tracks changes made to the following pricing tables:

- Price Adjustment Schedule (F4070)
- Price Adjustment Definition (F4071)
- Price Adjustment Detail (F4072)
- Price Variable (F4075)
- Base Formula (F4076)
- Base Prices (F4106)

When auditing is active, the system writes records to the following tables:

- Price Adjustment Schedule Audit (F4070A)
- Price Adjustment Name Audit (F4071A)
- Price Adjustment Detail Audit (F4072A)
- Price Adjustment Price Variable Audit (F4075A)
- Price Adjustment Price Formula Audit (F4076A)
- Base Prices (F4106A)

Storing audit files

On Pricing Constants

Figure 8–1   Pricing Constants screen

1. Review the default information for pricing constants.

2. Enter a yes in the Advanced Sales Pricing field.

3. Enter a yes in the Pricing Audit field.

8.3.1 What You Should Know About

Topic	Description
Applying the pricing audit	When the pricing audit control is on, pricing control applies to the entire system. You cannot apply controls to separate branch/plants.

8.4 Setting Up System Controls to Protect Driver Fields

You can set up system controls to protect certain fields from being changed. If you set up price adjustments based on Order Detail groups, you can protect the fields in Sales Order Entry (P4211) that pertain to Order Detail Groups. This enables you to prevent the potential manipulation of pricing on a sales order.

From Sales Order Management (G42), choose Sales Order Processing From Sales Order Processing (G4211), choose processing options for Enter Orders (Page Mode)

When you activate this feature, you prevent each field on Define Order Detail Groups (P4092) from being changed or updated. Always consider this security function when you calculate prices based on order detail groups.

To set up system controls to protect driver fields

1. Access the processing options (F18) behind Enter Orders (Page Mode).

Figure 8–2   Sales Order Processing screen
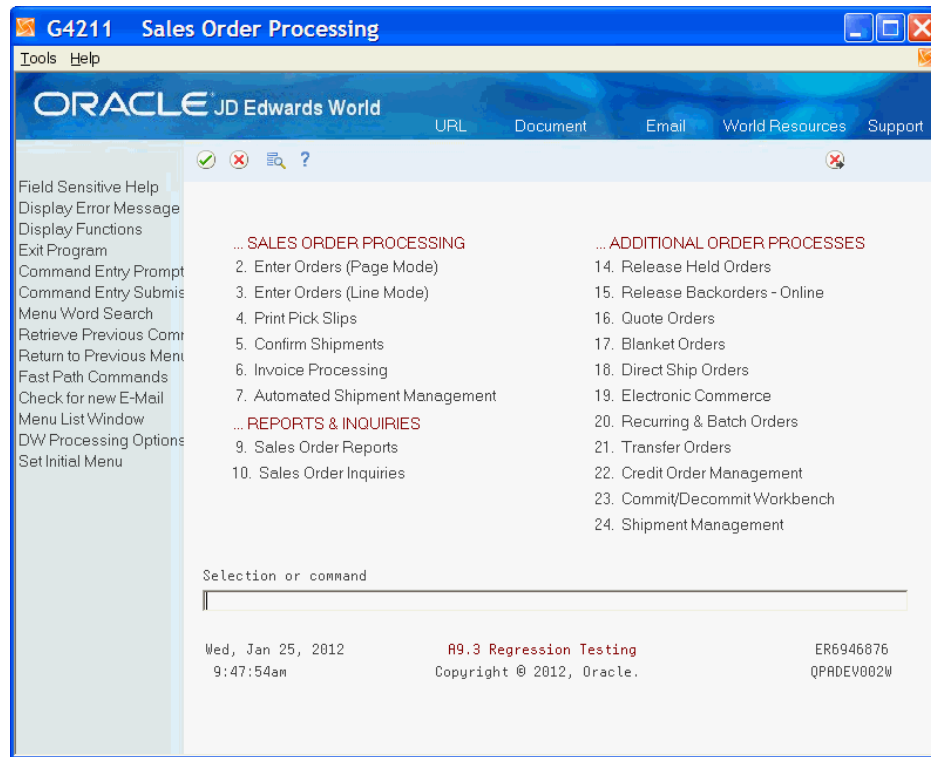
2. Enter a 1 for option 35 so that the driver fields shown on Define Order Detail Groups cannot be changed.

8.4.1 What You Should Know About

Topic	Description
Protecting fields during all pricing changes	If you set the option to protect Price Adjustment Driver fields in Sales Order Entry, the pertinent fields are protected regardless that Advanced Pricing is activated in Pricing Constants.

8.5 Setting Up System Controls to Protect Pricing Fields

Navigation
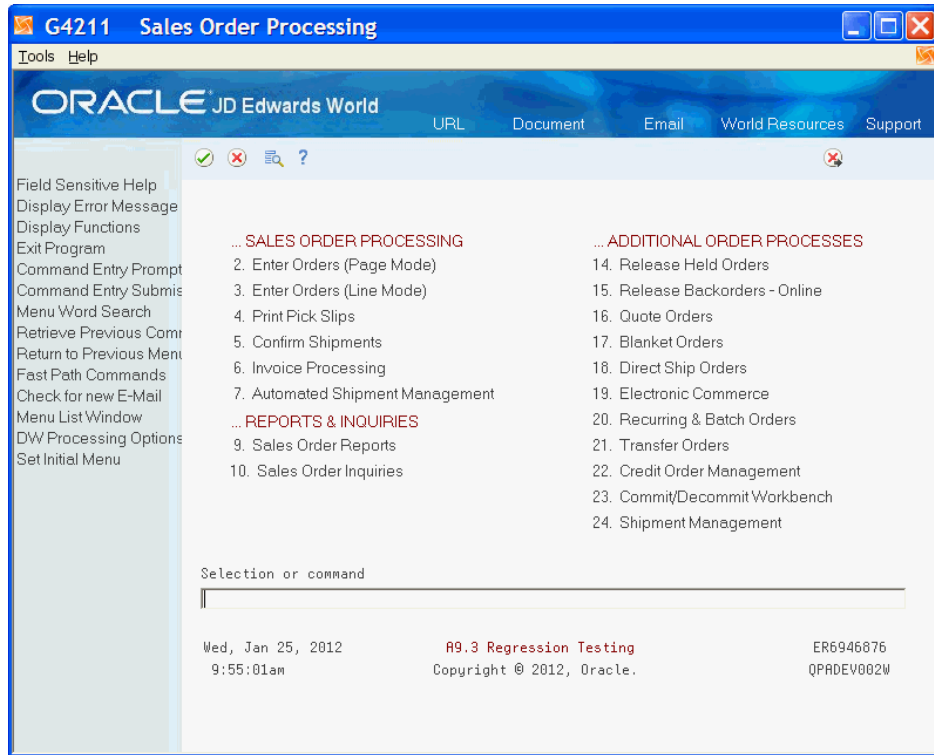
From Sales Order Management (G42), choose Sales Order Processing

From Sales Order Processing (G4211), choose Enter Orders (Page Mode)

When you activate this feature, you prevent price changes from being made during order entry. All unit and extended prices are protected.

To set up system controls to protect pricing fields

Access the processing options (shift+F6) behind Enter Orders (Page Mode).

Figure 8–3   Sales Order Processing (Enter Orders) screen

Enter 1 for option 33 to protect the Unit and Extended Price fields in Sales Order Entry.

Figure 8–4   Enter Orders (Page Mode) screen

8.5.1 What You Should Know About

Topic	Description
Protecting pricing fields	The price fields are protected if this option is activated regardless of whether Advanced Pricing is invoked in the Pricing Constants. Advanced Pricing does not have to be selected.
Protecting pricing fields when Advanced Pricing is on	When pricing fields are protected by this option and Advanced Pricing is activated, no price adjustments can be changed.
Protecting pricing fields when Advanced Pricing is off	When pricing fields are protected by this option and Advanced Pricing is deactivated, no changes can be made on Check Price and Availability.

8.5.2 Processing Options

See Section 9.10, "Sales Order Entry (P4211)."

See Also:

- Section 7.3, "Reviewing and Changing Prices."

8.6 Setting Up Mandatory Price Adjustments

Mandatory price adjustments are defined for price components that are required, such as surcharges and special taxes.

8.7 Setting up Mandatory Price Adjustment Definitions

Navigation

From Price Management (G4222), choose Advanced Price and Adjustments

From Advanced Price and Adjustments (G42311), choose Price Adjustment Definitions

When a price adjustment is defined as mandatory, it must be applied to all sales orders that are attached to the Price Adjustment Schedule that contains the mandatory adjustment. A price adjustment might be mandatory for specific items during a sale, transfer, direct ship order entry, or to accommodate surcharges and special taxes.

8.7.1 Before You Begin

- Verify that valid adjustment details exist for the customer and item combination.

To set up a mandatory price adjustment

On Price Adjustment Definitions

Figure 8–5   Price Adjustment Definition screen

1. Enter the name of the adjustment that is mandatory.

2. Review the existing information or enter new information.

3. Enter a yes in the Mandatory Adjustment field.

8.7.2 What You Should Know About

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

See Also:

■ Section 4.6, "Setting Up an Adjustment Definition."

9

Processing Options

This chapter contains these topics:

9.1 Customer Price Group Generation (P40932)

Processing Option	Processing Options Requiring Further Description
GROUP CODES:	
1. Specify up to five customer group codes to be processed.	
If no customer group codes are specified, the system uses all group codes.	
Customer Group Code 1	
Customer Group Code 2	
Customer Group Code 3	
Customer Group Code 4	
Customer Group Code 5	

9.2 Item Price Group Generation (P40931)

Processing Option	Processing Options Requiring Further Description
GROUP CODES:	
1. Specify up to five item group codes to be processed.	
If no item group codes are specified, the system processes all group codes.	
Item Group Code 1	
Item Group Code 2	
Item Group Code 3	
Item Group Code 4	
Item Group Code 5	

9.3 Base Price Revisions - Proof (P41830)

Processing Option	Processing Options Requiring Further Description
UPDATE OPTIONS:	
1. Enter a '1' to perform updates to the Base Price file.	
ADJUSTMENT OPTIONS:	
If either option 2 or 3 is left blank, no price adjustments take place.	
2. Enter the base price adjustment type.	
'A' - adjust price by amount	
'%' - adjust price by percentage	
'*' - adjust price to an override price	
3. Enter the amount used to add, multiply, or override the price.	
For 'A' (amount) adjustment:	
Enter 10 to increase price by 10	
Enter -10 to decrease price by 10	
For '%' (percentage) adjustment:	
Enter 10 to increase price by 10%	
Enter -10 to decrease price by 10%	
For '*' (price override) adjustment:	
Enter 10 to change price to 10	
PRICE ADDITIONS:	
4. Enter the effective date and the expiration date for the creation of new base price records.	
If left blank, the system changes the selected price records.	
Note: The effective date must be less than the expiration date.	
Effective From Date	
Effective Thru Date	

9.4 Update Sales Cost, Price, or Exchange Rate (P42950)

Processing Option	Processing Options Requiring Further Description
UPDATE OPTIONS:	
1. Enter '1' to update Sales Order with the most current unit cost.	
If left blank, the system does not update cost.	
2. Enter '1' to update the currency exchange rate. Please note that only the domestic amounts are re-calculated, the foreign amounts remain the same.	
If left blank the currency exchange rate remains the same.	
3. Enter '1' to update the inter-company currency exchange rate. Foreign amounts are not re-calculated.	
If left blank, the system does not update the inter-company exchange rate.	
UPDATE PRICE OPTIONS:	
4. Enter '1' to recalculate the unit price of the sales order.	
If left blank, the unit price remains the same.	
5. Enter '1' to recalculate the Transfer Price for inter-branch sales. The system uses the pricing method specified when the order was entered.	
6. Specify the date on which all base price and advanced price adjustment recalculations are based:	
' ' - Transaction/Order Date	
'1' - Requested Ship Date	
'2' - Promised Ship Date	
'3' - Original Promised Date	
'4' - Actual Ship Date	
'5' - System Date	
'6' - Invoice Date	
'*' - Use System Constants value	
'P' - Use Based-on Date Preference	
NOTE: Processing options 7 thru 9 are supported only by the Advanced Price Adjustment Module (45).	
7. Enter the Line Type of the new sales detail line item. This line item contains the difference between the old sales price and the newly recalculated price.	
If left blank, the system updates the new price directly to the item. This must be a non-inventory Line Type.	
8. If you have specified in the last processing option to create a sales detail record to record the price difference, enter the override next status of the detail line.	
If left blank, the system uses the original detail line's next status.	

Processing Option	Processing Options Requiring Further Description
9. Enter '1' to base recalculation on the original order quantity.	
If left blank, the system recalculate based on the current quantities of the order.	

9.5 Credit Order Generation (P42770)

Processing Option	Processing Options Requiring Further Description
DEFAULT VALUES OF CREDIT **NOTE:**	
1. Order Type (Required)	This determines the order type of the credit note. This should be a special order type that is not used for any other type of order, because when we run the credit note through Sales Update, we need the 4230 AAI to debit Rebates Payable, not Revenue, as it normally does. Thus, we need a separate document type to use in the AAI setup, since we want to reverse the amount credited to the Rebates Payable account when we ran the original order through Sales Update.
2. Line Types: Non-stock, Reverse sign (Required) Direct-ship, Reverse sign (Required)	You use this option to specify the line types the system assigns to credit orders. If the rebate is based on an item number, the program is designed to use a line type with a D Inventory Interface and a Reverse Sign of Y (yes). The program carries the short item number over to the credit order. You must set up a line type with these variables in Order Line Types (P40205) and enter it in the Direct-ship option. If the rebate is not based on an item number, for example, if it is based on customer number only, the program is designed to use a line type with an N Inventory Interface and a Reverse Sign of yes. The program carries the name of the price adjustment over to the credit order. Enter this line type in the Non-stock option. Once you set up the line types, you must also set up Order Activity Rules (P40204) for the lines type. The system looks at the rebate set up in the F4078 to determine if an item number applies to the rebate
3. Override Next Status (Optional)	
4. Unit of Measure (Optional)	
5. Reason Code (Optional)	
UPDATE OPTIONS:	
6. Enter '1' to perform updates to the files. If left blank, the system runs the program in proof mode and does not perform updates.	
7. Enter '1' to consolidate credit notes by the beneficiary address defined by the rebate adjustment. If left blank, the system creates one credit note for each rebate due.	If a 1 is entered, you receive one credit note for each beneficiary in F4078. For example, if there are two separate rebate adjustment records in F4078 for the same beneficiary, you end up with a two-line credit order - one line for each rebate adjustment. If left blank, you end up with 2 single line orders, one for each rebate adjustment.

Processing Option	Processing Options Requiring Further Description
8. Select the type on information to be updated to the Subledger of the credit note.	
If left blank, the Subledger is left blank.	
'1' = Sold To Address Book Number	
'2' = Beneficiary Address	
'3' = Adjustment Name	
9. Enter a '1' to default the branch from the Address Book of the Beneficiary.	If this is left blank, the system uses the branch/plant you entered in the Threshold Maintenance window in the adjustment setup as the header branch/plant in the credit order.
If left blank, it defaults from the Rebate Thresholds file (F4077).	
CURRENCY PROCESSING:	
10. Enter a '1' to print amounts in foreign currency.	
If left blank, the system prints only domestic currency amounts.	

9.6 Repost Rebate History (P42760)

Processing Option	Processing Options Requiring Further Description
UPDATE OPTIONS:	
1. Enter '1' to clear all the volume totals in the Rebate History record (F4078/F4079) prior to reposting the sales history.	
If left blank, the system continues reposting the sales history to the current rebate totals.	

9.7 Order and Basket Level Pricing (P42750)

Processing Option	Processing Options Requiring Further Description
RECORD SELECTION:	
1. Enter the From and To range of Next Statuses to process. The system bypasses any sales detail records with a Next Status outside of this range.	
If either From or To status left blank, selects all.	
DEFAULT VALUES:	
2. Enter the Override Next Status for the new sales detail line.	If you apply an order reprice adjustment to a sales order, this program adds a new line to the order. The line type for the adjustment is defined in the Price Adjustment Definition screen (P4071). You must have the line type set up in Order Activity Rules (P40203).
If blank, retrieves status from the Order Activity Rules (F40203).	
3. Enter the Override Next Status for existing sales detail lines that are repriced.	If you apply a basket reprice adjustment to a sales order, this program changes the unit price on the existing sales order detail line. Use this option to update the Next Status Code on existing lines.
If blank, the status remains the same.	
UPDATE OPTIONS:	

Processing Option	Processing Options Requiring Further Description
4. Enter '1' to allow a Sales Detail record to be repriced repeatedly. If left blank, the system processes each Sales Detail record.	Set this option to 1 if you want the program to recalculate adjustments and add them to the order or detail line again, in which case previous adjustments still exist.
5. Enter '1' to delete old basket- and order-level adjustments and reapply them from "scratch".	Set this option to 1 if you want the system to delete previously calculated adjustments when the order is repriced repeatedly, based on processing option 4.
6. Enter '1' to only process basket- level adjustments and skip any order-level adjustments. Enter '2' to only process order-level adjustments and skip any basket-level adjustments. If left blank, the system process basket and order-level adjustments.	If you want to process separately you must create two versions of the P42750 program.

9.8 Price Adjustments Report (P41840)

Processing Option	Processing Options Requiring Further Description
UPDATE OPTIONS:	
1. Enter a '1' to perform updates to the Price Adjustments file.	
ADJUSTMENT OPTIONS:	
If either option 2 or 3 is left blank, no price adjustments take place.	
2. Enter the price adjustment type: 'A' - adjust price by amount '%' - adjust price by percentage '*' - adjust price to an override price	
3. Enter the amount used to add, multiply, or override the price. For 'A' (amount) adjustment: Enter 10 to increase price by 10 Enter -10 to decrease price by 10 For '%' (percentage) adjustment: Enter 10 to increase price by 10% Enter -10 to decrease price by 10% For '*' (price override) adjustment: Enter 10 to change price to 10	
PRICE ADDITIONS:	
4. Enter the effective date and the expiration date for the creation of new price adj. records. If left blank, the selected price records are changed. **Note:** Effective date must be less than the expiration date. Effective From Date Effective Thru Date	

Processing Option	Processing Options Requiring Further Description
5. Enter a '1' to auto expire any adjustment which overlaps with the new adjustment being added.	

9.9 Orders Affected by Price Change (P4082)

Processing Option	Processing Options Requiring Further Description
1. Enter date range (only price adjustment changes made within this range are considered in producing the report). Blank defaults the system date.	
2. Enter the new price effectivity date. This is the date for which the report column 'New Extended Price' is calculated. Blank defaults to the 'Price Effective Date' which exists in the Sales Order Detail record.	

9.10 Sales Order Entry (P4211)

Processing Option	Processing Options Requiring Further Description
SALES ORDER DEFAULT VALUES:	
1. Document Type (Required)	Enter the document type relevant to this particular version of Sales Order Entry. You can have multiple versions of P4211 to accommodate each of the different document types you use, for example, sales orders, blanket orders, quote orders, ECS orders, and so on.
2. Line Type (Optional)	Enter the line type to default to all order lines; otherwise, the system retrieves the line type from Item Branch Information (P41026) or Item Master Information (P4101) set up for the item number. You can also manually enter a line type.
3. Beginning Status (Optional)	
4. Override Next Status (Optional)	
5. Unit of Measure (Optional)	
6. Line Number Increment (Optional)	
7. Reason Code (Optional)	
UNIT OF MEASURE DEFAULT VALUES:	
8. Enter '1' to use the Pricing UOM as the default Transaction UOM. If left blank, the system uses the Primary UOM.	
WORK ORDER DREAM WRITER VERSIONS: Enter the version for each program. If left blank, the system uses version ZJDE0001.	
9. Work Order Entry (P48013)	
10. WO Server for Sale Order (X4201WO)	
ORDER DUPLICATION DEFAULT VALUES:	

Processing Option	Processing Options Requiring Further Description
11. Document Type	Enter the document type for new orders you create when you press F21 to copy an existing order.
12. Beginning Status	Enter the Last Status for new orders you create when you press F21 to copy an existing order.
13. Enter text duplication selection '1' to copy line text '2' to copy line and order text '3' to copy order text	
ADDRESS BOOK DEFAULT VALUES:	
14. Address Book default branch. '1' - Ship To Address '2' - Sold To Address ' ' - User default location	
DOWNLOAD HEADER INFORMATION:	
15. Enter '1' to automatically load header values to the detail lines after a change. If left blank, it must be done manually.	
PROMPTING CONTROL:	
16. Enter the Screen Format: 1 = Quantity, Item, Price 2 = Quantity, Item, Description 3 = Item, Quantity, Price 4 = ECS format 5 = Aggregates format (If left blank, format 1 is used.) Enter a '1' to:	
17. Display Headings first.	
18. Be prompted to accept the order. **Note:** Two-cycle order entry is not recommended for configured items.	Set this to blank if you enter configured items. Two-cycle order entry is not valid for configured items as the configuration is recorded on the first cycle.
19. Allow the addition of a Customer Master record, if not set up.	Set this to 1 to have the Customer Master screen (P01053) automatically appear when you enter a sold-to or ship-to address for which master information does not currently exist. If you don't set this option to 1, you can add an order without Customer Master information. However, the system displays an error on the order at Sales Update (P42800).
20. Prohibit order entry if customer master record is not set up.	
21. Load Online Invoice information before the order is accepted.	
22. Enter '1' to receive an error when no base price is in effect. Enter '2' to skip any notifications when no base price is in effect. If left blank, the system displays a warning.	

Processing Option	Processing Options Requiring Further Description
23. Enter which Item Search screen is to be used to return items: 1 = Item Search window allowing the return of multiple items 2 = Full Item Search screen with Query capabilities (If left blank, the Item Search window allowing the return of a single item is used.)	The option you choose determines the item search screen that displays when you press F1 on the Item Number field in the detail screen. A blank in this option prompts the P40ITM1 window. Option 1 prompts the P40ITM2 window, and option 2 prompts the P41200 screen.
ORDER HOLD CODES:	
24. Customer Credit Checking	
25. Order Margin Checking	
26. Order Line Margin Checking	
27. Order Minimum Value Checking	
28. Order Maximum Value Checking	
29. Partial Order Hold	
30. Product Allocation Hold	
LINE CONTROL STATUS:	
31. Enter the next status code beyond which a detail line cannot be changed. If left blank, no restriction are placed on the changing of a line.	
FIELD DISPLAY CONTROL:	
Enter '1' to protect or '2' to suppress	
32. Cost Fields	
33. Price Fields	
Enter '1' to protect the following:	
34. Status Codes	
35. Price adjustment driver fields	Set this to 1 to protect the following fields: Branch, Adjustment Schedule, Trade Discount, Payment Terms, Payment Instructions, and Item Price Group. The value also protects freight charge related fields including Shipping Commodity Code, Shipping Condition, Rate Code, Route, Stop and Zone.
36. Sold To field on the header Enter a '1' to suppress the following:	
37. Closed Detail Lines	
38. Credit Card Information	
39. Freight and Carrier Information	
40. Commission Information	
CREDIT ORDER PROCESSING:	
41. Enter the status code to select when retrieving credit orders.	This option is relevant to the Credit Orders from History program (P42045).
42. Enter '1' if the previous status is the last status. If left blank it is the Next Status.	This option is relevant to the Credit Orders from History program (P42045).

Processing Option	Processing Options Requiring Further Description
CROSS REFERENCE INFORMATION:	
43. Enter the Cross Reference Type for: - Substitute Items - Associated Items - Replacement Items	
44. Enter '1' to use the substitute item's Unit Price. If left blank, the system uses the original item price to order the substitutes.	
KIT PROCESSING:	
45. Enter '1' to suppress Kit Component lines.	
46. Enter the version of Kit Inquiry to call. If left blank, the system uses version ZJDE0001.	
47. Enter '1' to suppress availability information in the Kit Window.	
AVAILABILITY CHECKING:	
48. Enter '1' to be notified of an automatic backorder or cancel. Enter '2' to be notified but not create the backorder or cancel. Enter '3' to create the backorder or cancel automatically and update the order without issuing the warning. If left blank, the system does not check item availability.	
COMMITMENT CONTROL:	
49. Enter '1' for commitment to Other Quantity 1. Enter '2' for commitment to Other Quantity 2. This option is typically used with a Blanket or Quote Order. If this option is used, the system ignores the commitment preference.	This option applies to stock items only. You set the option to 1 or 2 if you do not want the items you enter on the order to affect availability. For example, you usually do not want items on blanket orders or quote orders to affect availability. If you leave this option blank, all stock items you enter on the order accumulate to either the soft, hard, or future commitment buckets in the Item Balance file (F41021). If you set the option to 1 or 2, quantities accumulate to the SO Quantity 1 or SO Quantity 2 buckets. You can view cumulative quantities for an item in Detailed Availability (P41023). When you set this option to 1 or 2, the system also updates the Other Quantity 1 or 2 fields (SDOTQY) in the Sales Order Detail file (F4211). It also prevents the system from updating the Open Order Amount (SHOTOT) in the Sales Order Header file (F4201). If you release items from blanket or quote orders using the Release Orders program (P420111), the program assumes released orders were initially recorded to the other quantity 1 or 2 buckets.
AUTOMATIC PROCESSING:	
50. Enter '1' to automatically display the Supply and Demand screen when a new sales detail line is backordered.	

Processing Option	Processing Options Requiring Further Description
51. Enter '1' to print pick slips or a '2' to print invoices through the subsystem. Enter '3' for on-line commitment or a '4' for subsystem commitment. **Note:** If ECS is on, '1' prints order-based packed loading notes through a subsystem.	Set this option to 3 to have the system automatically hard commit orders, in which case P4211 calls the Batch Commitment program (P42997) to perform the hard commitment.
52. Enter '1' for auto order repricing.	
DREAM WRITER VERSIONS: Enter the version for each program. If left blank, the system uses version ZJDE0001.	
53. Pick Slip Print (P42520)	
54. Supply and Demand (P4021)	
55. Std Order/Basket Reprice (P421301) or Adv Order/Basket Reprice (P42750)	If you choose to process order and basket level adjustments separately, you must create two versions of the P42750 program.
56. Customer Service (P42045)	
57. Online Invoice (P42230)	
58. Preference Profile (P40400)	
59. Check Price (Advanced) (P40721)	
60. Customer Master (P01053)	
61. TM Rate & Route server PSMR9100	
CONFIGURATOR PROCESSING:	
62. Enter one of the following for the mode of Specification Entry. If left blank, the system uses 2: '1' = Text Mode '2' = Assisted Mode '3' = Assisted Prompt Mode	
TRANSFER PRICE UPDATE:	
63. Enter the order type(s) that the system uses to invoke inter-branch updates. To specify multiple order type, type them one after the other along this field.	
64. Enter the transfer pricing method to be used. Default method is 1. 1 = Branch cost mark-up 2 = Transfer pricing	
65. Enter '1' to allow inter-branch invoicing. If left blank, no inter-branch invoice can be run.	
66. Enter '1' to allow tax calculation on inter-branch invoicing.	
WAREHOUSE PROCESSING:	

Processing Option	Processing Options Requiring Further Description
67. Enter the request processing mode: ' ' = No pick requests '1' = Generate requests only '2' = Generate requests and process using the subsystem	
68. If processing pick requests using the subsystem, enter the DREAM Writer version to use. If blank, XJDE0002 is used. (See Form ID P46171.)	
69. Enter an override next status for sales order lines for which requests have been generated.	
ORDER TEMPLATE PROCESSING:	
70. Enter a '1' to use the Sold-to address number for order template. Enter a '2' to use the Ship-to address number. If left blank, the system does not perform automatic order template processing.	
71. Enter the order template name.	
BLANKET/QUOTE PROCESSING:	
72. Enter '1' for automatic access to the blanket/quote release processing by Sold To address. Enter '2' for automatic access to the blanket/quote release processing by Ship To address. If left blank, the system does not perform automatic access to the blanket/quote release processing.	
PREFERENCE PROFILE PROCESSING:	
73. Enter a '1' to use preference profile defaults. If left blank, the system does not use default reference profile information.	If you enter 1 in this field, you must also set up a corresponding version of the Preference Processing program (P40400) and attach it to processing option 56.
74. Enter a '1' to use the Inventory Commitment Preference to source from multiple branches or to view grade or potent items in the commitment window.	
CURRENCY PROCESSING:	
75. Enter the tolerance limit percentage to warn you of currency rate changes. A 15.0 indicates a warning if the rate is 15 percent greater or less than the current rate.	
LOAD CONFIRM PROCESSING: (ECS):	
76. Enter '1' to automatically branch to load confirm when order are added.	
77. Enter the version of Bulk Load Confirm (P49510) to be used.	
78. Enter the version of Packaged Load Confirm (P49530) to be used.	
AVIATION/MARINE PROCESSING: (ECS):	
79. Enter the version of the Additional Parameters program (P49510A) to be used.	

Processing Option	Processing Options Requiring Further Description
TRIP ASSIGNMENT WINDOW: (ECS):	
80. Enter the version of the Trip Assignment window (P49200) to be used.	
MARK-FOR ADDRESS PROCESSING:	
81. Enter '1' to display Mark-for Address.	
ADVANCED LOT MANAGEMENT:	
82. Enter '1' to issue an error when the Ship Ascending Date Rule is violated. If left blank, the system displays a warning message.	
83. Enter '1' to issue a warning when an immature lot (one not yet in effect) is entered and to include immature lots in the calculation of availability. If left blank, the system displays an error message and does not count immature lots as available.	
SERVICE WARRANTY MANAGEMENT:	
84. Enter '1' to submit a batch job upon exiting Sales Order Entry to automatically assign service warranties to sales order detail lines.	
85. Enter the DREAM Writer version for Batch Assign Service Warranty (P42404). If left blank, XJDE0001 is used.	
USER DEFINED DATA:	
86. Enter '1' to automatically display S.O. Header-User Defined Data (P42016) whenever a new sales order header is added. Enter '2' to allow access to S.O Header-User Defined Data by function key from the sales order header, but not display the data automatically. If left blank, there is no access to user defined data for the sales order header.	
87. Enter '1' to automatically display S.O. Detail-User Defined Data (P42116) whenever a new sales order detail line is added. Enter '2' to allow access to S.O. Detail-User Defined Data by selection option from a sales order detail line, but not display the data automatically. If left blank, there is no access to user defined data for the sales order detail lines.	
Enter the DREAM Writer version for each program. If left blank, the system uses version ZJDE0001. 88. S.O. Header-User Defined (P42016). 89. S.O. Detail-User Defined (P42116).	

Processing Option	Processing Options Requiring Further Description
90. Enter '1' to retain the original base price but recalculate the price adjustments when the order quantity is changed.	
Enter '2' to retain the original base price and also retain the original price adjustments.	
If left blank, the system retrieves a new base price and calculates new price adjustments.	

9.11 Check Price and Availability (P40721)

Processing Option	Processing Options Requiring Further Description
PREFERENCE PROFILE PROCESSING:	
1. Enter '1' to use preference profile defaults. If left blank, the system does not use default preference profile information.	
2. Enter the version of the preference profile server (P40400). If left blank, the system uses version ZJDE0001.	
3. Enter '1' to suppress Cost Fields.	

9.12 Price Book - Advanced Pricing (P45510)

Processing Option	Processing Options Requiring Further Description
DISPLAY OPTIONS:	
1. Enter '1' to price by customer.	
Enter '2' to price by customer group.	
If left blank, show all prices by item.	
2. Enter the Price Effective Date. If left blank, the system uses the system date.	
3. Enter '1' to hide detail on adjustments. If left blank, the system displays adjustment details.	
4. Enter '1' to display the category detail for complex pricing groups.If left blank, the system does not display the category code detail.	
5. Enter Adjustment Schedule name to determine pricing by a specific schedule.	
If left blank and pricing by customer, the default schedule is used.	
If left blank and pricing by customer group or by item, the schedules selected are by DREAMWRITER version Price Book - Advanced Pricing Select By Adjustment Schedule (P45513).	
If left blank, the system uses version ZJDE0001.	
IF PRICING BY CUSTOMER:	

Processing Option	Processing Options Requiring Further Description
6. Enter DREAMWRITER version to select by Customer. If left blank, the system uses version ZJDE0001. Price Book - Advanced Pricing by Customer (P45511).	
7. Enter '1' to show net prices in foreign currency. If left blank, the system displays the net prices in base currency.	
8. Enter '1' to use preference profile defaults. If left blank, the system does not default preference profile information.	
9. Enter the quantity to be used when retrieving preference profile defaults. If left blank, a quantity of 1 is used.	
10. Enter DREAMWRITER version for Preference Processing (P40400). If left blank, the system uses version ZJDE0001.	
IF PRICING BY CUSTOMER GROUP:	
11. Price Book - Advanced Pricing by Price Group (P45512). If left blank, the system uses version ZJDE0001.	

A

Setup for Basis Code 8 on Price Adjustment Detail

This appendix contains the topic:

- Section A.1, "Setting Up Price Adjustments With a Basis Code of 8."

A.1 Setting Up Price Adjustments With a Basis Code of 8

Price adjustments that you create with a basis code of 8 cause the server to call a user-defined business function to calculate the adjustment amount.

The following describes the requirements for setting up the adjustments and defining the parameters that the server passes to the user-defined function.

To set up adjustment detail

On Price Adjustment Detail

Create an adjustment level-break with the basis code of 8 and the name of the user program in the Factor field.

The following displays the parameters for the call to the user program.

Parameter	Description	Size and Type	Input or Output	Notes
PS@@6	Sales Order Detail (F4211) record image	1600 Alpha	Input	The system passes the F4211 record image left justified in the 1600 byte field.
#PCRCD	Domestic Currency Code	3 Alpha	Input	This has the base currency code for the sales order.
#PCRDC	Foreign Currency Code	3 Alpha	Input	This has the foreign (customer) currency code for the sales order.
#PADJ	Domestic Adjustment Amount	29.9 Numeric	Output	The system populates this with the domestic adjustment amount calculated by the user program.

Parameter	Description	Size and Type	Input or Output	Notes
#PADJF	Foreign Adjustment Amount	29.9 Numeric	Output	The system populates this with the foreign adjustment amount calculated by the user program. If the sales order is domestic, the server ignores this parameter.

B

Creative Solutions

This appendix contains these topics:

B.1 Rounding to the Nearest Whole Dollar

First adjustment is a formula set up as UPRC/10000.

Second adjustment is set up to multiply the net price by 1,000,000 percent (Basis Code 2).

For example: Base price is $8.41.

8.41 / 10,000 = .0008

.0008 * 1,000,000% = $8.00

When you set up the second adjustment to multiply the net price by 1 million percent, the 1 appears truncated on the Adjustment Detail video (P4072). The display only accommodates 000,000.0000, though the system recognizes the number in it's entirety.

B.2 Restricting Items from Sale from a Group of Customers

1. Set up complex groups for customers and/or items.

2. Make the 1st adjustment a zero value adjustment.

3. Identify the item and customer groups in the adjustment definition, which don't write to sales order, and make it a mandatory adjustment.

> **Note:** When a customer orders an item that is not in the customer's group, the system displays a hard error message stating that a mandatory adjustment may occur.

B.3 Adjusting an Override Price

Based on the hierarchy of price retrieval, if you override a price in the sales order detail, the price override flag is set and no adjustments affect the price. However, you can set up an advanced price adjustment that allows you to override the price inside the adjustment and then subsequent adjustments takes affect.

The first adjustment is an override price that allows changes - the definition has Override Price (Y/N) set to Y, and Manual Add/Change (Y/N) set to Y. The adjustment detail has basis 5, Add On Amount, with factor 0.

The subsequent adjustments are Basis 2, percent of Net Price.

When you enter the sales order with this schedule, the price displays as zero. From Sales Order Entry (P4211), enter 11 in the Option field to go to the Price Adjustment window (P4074W). The first adjustment shows a zero price - you can override this price with your override price, and enter a valid reason code, and press F6. The subsequent adjustments recalculate based on this price.

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