

Guide  
June 1996



# Advanced Pricing

Release A7.3

**JDEdwards®**



Item # A73CEAPA



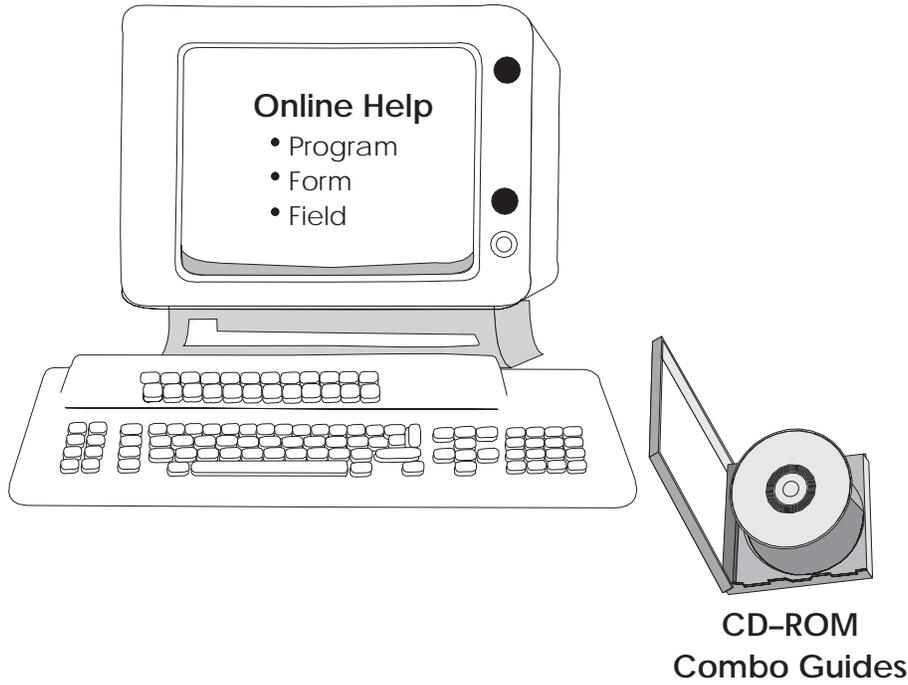
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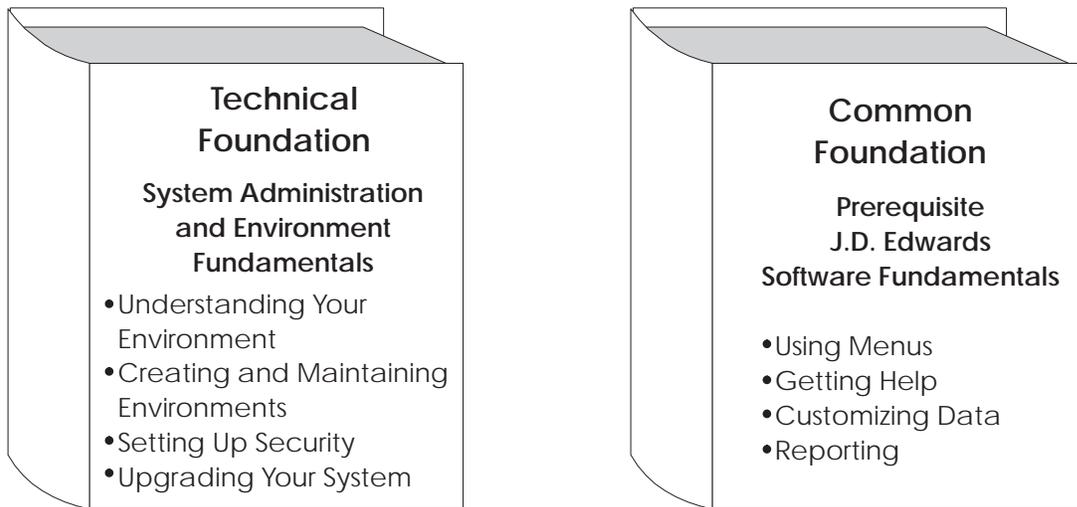
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## Where Do I Look?



## Combo Guides





## **Important Note for Students in Training Classes**

This guide is a source book for online helps, training classes, and user reference. Training classes may not cover all the topics contained here.



# Welcome

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## About this Guide

This guide provides overviews, illustrations, procedures, examples, and exercises for release A7.3 of J.D. Edwards software. Screens and windows shown are only examples. If your company operates at a different software level, you might find discrepancies between what is shown in this guide and what you see on your screen.

This guide includes examples to help you understand how to use the system. You can access all of the information about a task using either the guide or the online help.

Before using this guide, you should have a fundamental understanding of the system, user defined codes, and category codes. You should also know how to:

- Use the menus
- Enter information in fields
- Add, change, and delete information
- Create and run report versions
- Access online documentation

## Audience

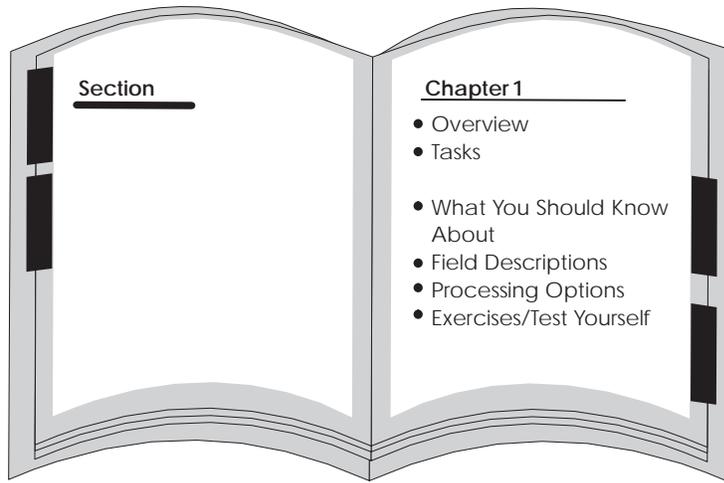
This guide is intended primarily for the following audiences:

- Users
- Classroom instructors
- Client Services personnel
- Consultants and implementation team members

## Organization

This guide is divided into sections for each major function. Sections contain chapters for each task or group of related tasks. Each chapter contains the information you need to accomplish the task, run the program, or print the

report. Chapters normally include an overview, form or report samples, and procedures.



When it is appropriate, chapters also might explain automatic accounting instructions, processing options, and warnings or error situations. Some chapters have classroom exercises. Some include self-tests for your use outside the classroom.

This guide has a detailed table of contents and an index to help you locate information quickly.

## Conventions Used in this Guide

The following terms have specific meanings when used in this guide:

- *Form* refers to a screen in the AS/400 environment or a window in the OneWorld environment.
- *Table* generally means “file” in the AS/400 environment.

We assume an “implied completion” at the end of a series of steps. That is, to complete the procedure described in the series of steps, either press Enter (AS/400) or click OK (OneWorld), except where noted.

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# Base Pricing Review

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Pricing an order correctly is a critical part of the order entry process. Not only must you define price breaks and discounts, you need to be confident that your base price structure, the basis for the system's calculations of those price breaks and discounts, is flexible enough to accommodate the pricing schemes you set up for various combinations of items and customers.

You can define base prices for any combination of items, item groups, customers, or customer groups. Customers can be parent, ship to, or sold to addresses. After you define prices, you use a hierarchy to tell the system how to search for the prices.

Once you have defined base prices, you can set up additional pricing, such as price adjustments, contract pricing, or trade discount pricing.

Before the system can use a base price structure, you must set one up. To do this, you:

- Review the preference master information for the pricing hierarchy
- Define the pricing hierarchy
- Define price groups (customer and item)
- Assign customers and items to groups
- Generate price group relationships
- Add base prices for each defined group

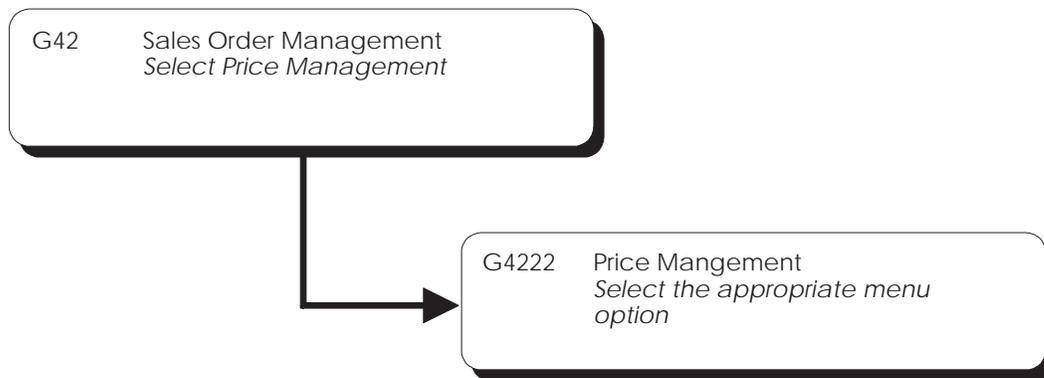
## Before You Begin

- Set up all customers in the address book, including customer master information and customer billing instructions.
- Set up inventory item and location information.
- Define the Sales Price level field in each item's master information. This field controls whether you will set up prices by item only, by item for a branch/plant, or by item for a specific location/lot in a branch/plant.

- Review the System Constants, which you access by pressing F10 from the Branch/Plant Constants screen.
  - The Sales Price Retrieval UOM field tells the system which unit of measure to use when retrieving prices from the Base Price file (F4106).

If you use the transaction or pricing unit of measure and the system cannot find a price, it uses the primary unit of measure.
  - The Sales Price Based on Date field tells the system which date associated with the sales order it should use when it looks for prices for the sales order. The price must be effective on the Sales Price Based on Date in the Base Price file for the system to use it.
- Review the pricing unit of measure. Press F8 from the Item Master Information screen to access the Default Units of Measure screen.

### Getting There



### Base Price Hierarchy Master Information

The master record for the pricing hierarchy is predefined. It uses the preference type 51, which is hardcoded. See *Preference Profiles* for more information.

### Base Price Hierarchy

Before you can use base pricing, you must define the search hierarchy you want the system to use to search for prices.

You define hierarchies on the Preference Hierarchy screen. This screen contains rows identifying customers and customer groups and columns identifying items or item groups. You use the intersections of the rows and columns to enter your hierarchy sequence.

40073 Preference Hierarchy

Action Code . . . . . 1  
Preference Type . . . . . 51 Base Price

	<u>Number</u>	<u>Group</u>	<u>All</u>
Ship To:			
Address . . . . .	—	—	
Customer Group . . . . .	—	—	
Sold To:			
Address . . . . .	<u>1</u>	<u>2</u>	
Customer Group . . . . .	—	<u>3</u>	
Parent:			
Address . . . . .	—	—	
Customer Group . . . . .	—	—	
All Addresses . . . . .	<u>4</u>	—	

Customer rows meet item columns in intersections where you can enter the sequence for your hierarchy. The intersections in the All Items column are not available for base pricing.

F10=Preference Master                      F24=More Keys

When the system searches for prices, it starts with this hierarchy to determine the order in which it should search base price records. It begins with the intersection in which you entered 1 and looks for records defined for that customer and item combination. If it does not find prices defined for that intersection, it goes to the intersection in which you entered 2, and so forth.

For example, suppose you established the following base prices:

Item	Customer	Price
XXX	A	\$0.98
XXX	Group	\$1.00
XXX	All	\$1.10

If the search hierarchy indicates that the system should look first for a price defined for an item/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 search hierarchy so that item/all addresses is first, the system selects \$1.10 as the price for customer A and item XXX.

► **To define the hierarchy for base pricing**

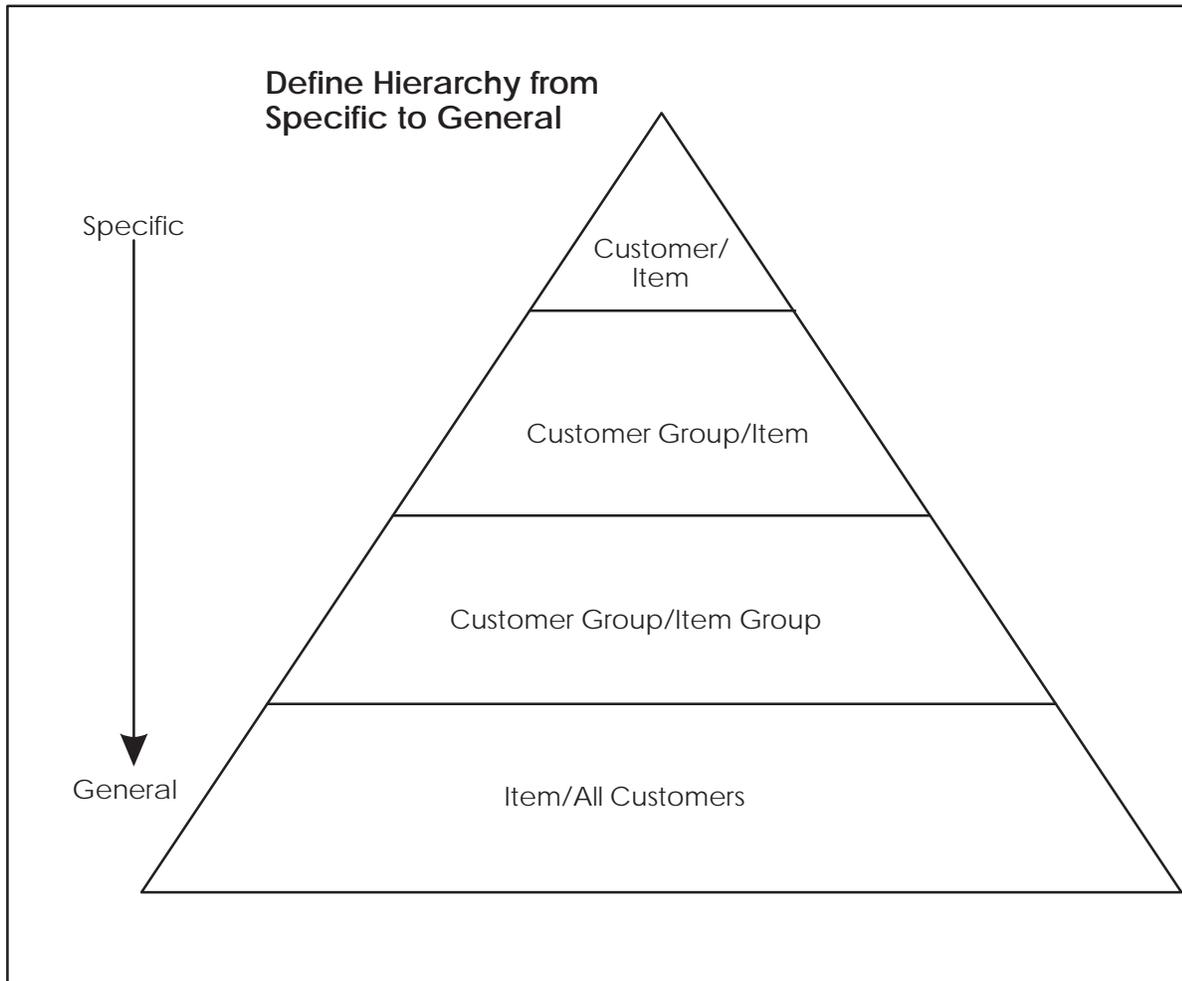
1. Access the Preference Hierarchy screen by selecting it from the Price Management menu (G4222).
2. Beginning with 1, enter numbers in the intersections to indicate the order you want the system to use to search for prices.



Although you can enter up to 14 numbers, you should limit your hierarchy to three or four numbers. Each number represents a search by the system through the base price file. Each number you add to the hierarchy increases system processing time.



JDE recommends that you set up the most uncommon or limited method of pricing first in your hierarchy and continue defining the hierarchy to the most common pricing.



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## Defining Price Groups

To streamline the process of entering and maintaining base prices, you can use price groups to lump groups of items or groups of customers with similar characteristics into pricing groups.

### Customer Groups

Customer price groups can be simple, for example, groups of customers assigned to a group code, or as complex as you want them to be by using category codes from the address book.

To create both types of customer groups you:

- Create group names through user defined codes (system 40, type PC).
- Assign customers to groups on the Customer Billing Instructions screen (found on the Sales Order Management Setup menu - G4241).

### Simple Customer Groups

After you create group names and assign customers to the groups, you have simple customer groups. At this point you can use them to pull base price information into sales orders.

For example, you create the customer group RETAIL. Customers in this group can buy markers at \$1.20 each, while all other customers buy the markers at \$1.50 each.

If you order markers for two customers, one of which is in the RETAIL group, the system will price the orders as shown in the example:

<b>Customer</b>	<b>Item</b>	<b>Price the system uses</b>
4242	Red Marker	\$1.20
1003	Blue Marker	\$1.50

The system checks each customer's billing instructions to determine whether the customer is in a group and whether any special pricing applies. In this example, the system automatically pulled in the group price for customer 4242, because it found the customer to be in a group.

### Complex Customer Groups

If you want further flexibility in your pricing structures, you can use up to four category codes from the address book to define customer groups.

## Advanced Pricing

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For example, within the customer group RETAIL, you could create subgroups of customers by region.

Being able to define customer groups based on category code values allows you to add an additional level of pricing flexibility. Suppose the unit cost of an item is \$1.50, but you want to charge a different price for the item to all customers within the RETAIL group based on their geographic location, or region.

Customer Group	Category Code	
	Region	Price
RETAIL	EAST	\$1.00
	SOUTH	\$1.05
	MIDWEST	\$0.90

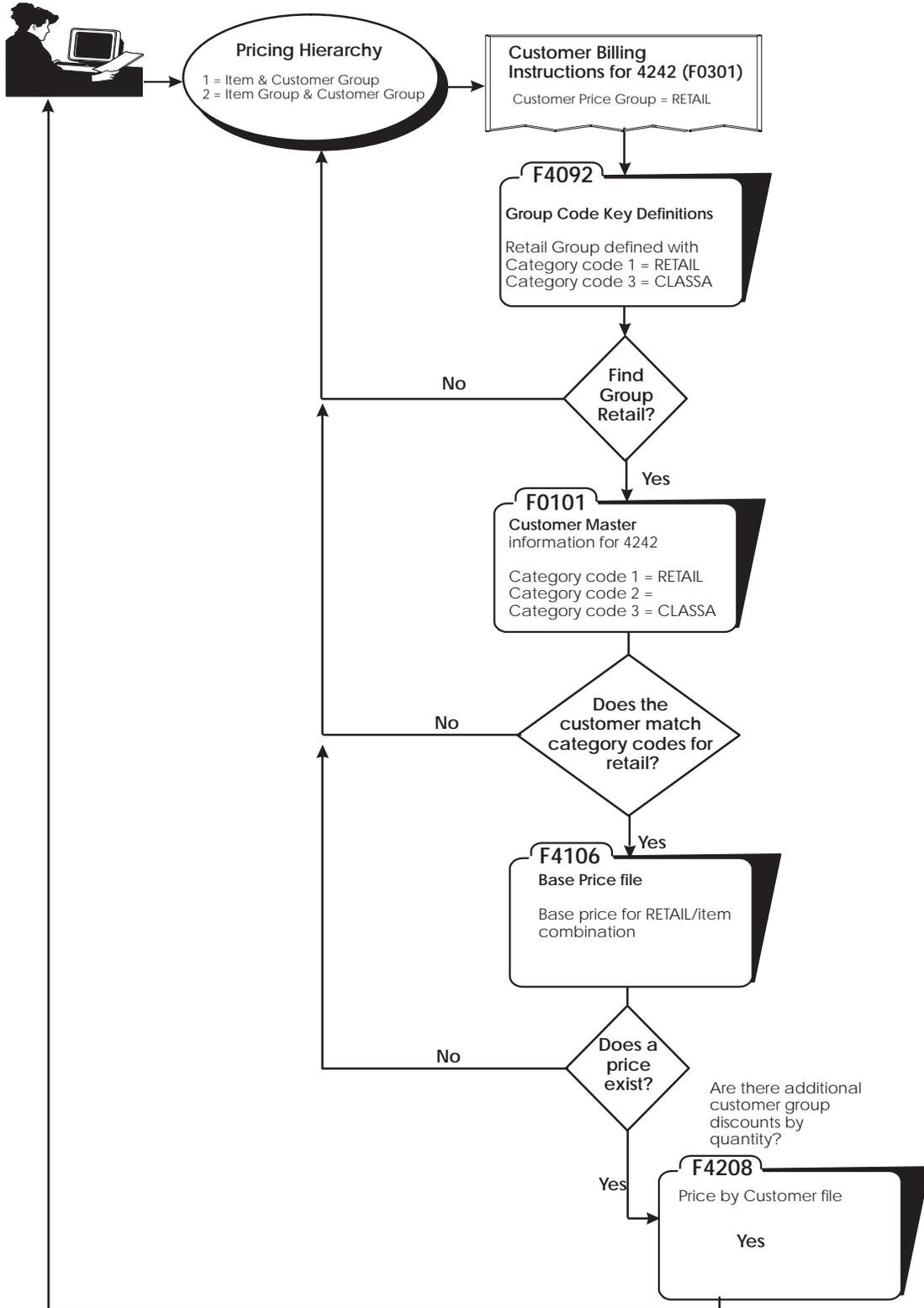
You can further define this pricing scenario by assigning more category codes to the customer group.

Customer Group	Category Code		
	Region	Sales Class	Price
RETAIL	EAST	CLASSA	\$0.85
		CLASSB	\$0.90
	SOUTH	CLASSC	\$1.00
		CLASSC	\$1.00
	MIDWEST	CLASSD	\$1.05
		CLASSC	\$1.00

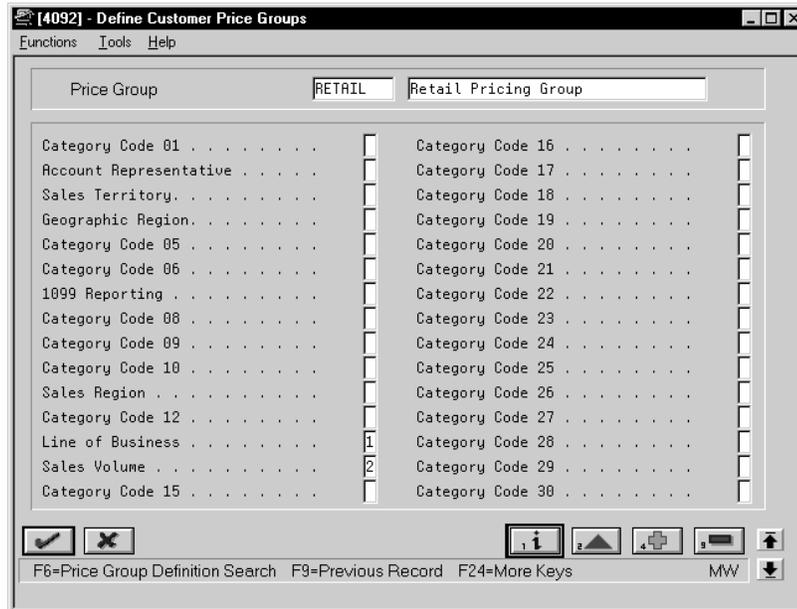
In this example, if you entered an order for a customer in the RETAIL group, assigned to the SOUTH region that is a class C customer, the system would pull in a price of \$1.00.

# Using Complex Customer Price Groups in Base Pricing

Enter Sales Order  
for 4242



Screen



**Defining Complex Customer Price Groups**

To define customer price groups, use the Define Customer Price Groups screen, which lets you link from one to four address book category codes to create a price group. The sequence you enter on this screen determines how the system displays the category code fields on the Base Price Revisions screen and in the Price Group Search window. The order in which you choose category codes does not affect how the system searches for prices.

**► To define complex customer price groups**

1. Type a customer price group code in the Price Group field. You define these codes in user defined code table 40/DC.
2. Indicate which address book category codes you want to use to define the price group by entering the numbers 1–4 next to four category codes. You can use only one or as many as four.

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## Item Groups

Item groups are similar to customer groups. They are a way to group like items together so you can enter base price information for a group of items one time rather than for many items on an individual basis.

You can have simple item groups and complex item groups. For either type, you must:

- Create item group names through user defined codes (system 40, type PI).
- Assign items to groups through item master or item branch information, which you access from the Inventory Master/Transactions menu (G4111).

### Simple Item Groups

A simple item group lets you define a base price for a set of items. For example, you sell several types of pens whose characteristics are identical except for their color. You assign each pen to the group PENS.

When you define prices for pens, you enter a price once for the group PENS. If you define the price to be effective for all customers, then orders for any customer that include pens from the group PENS will use this one price.

Item	Group	Price
Red pen	PENS	\$1.00
Blue pen	PENS	\$1.00
Green pen	PENS	\$1.00

### Complex Item Groups

You can make the item pricing structure more flexible if you add more variables. For example, within the group PENS you have two types of pens: markers and ball point. You want to keep the two in the group PENS, but specify a different price by type.

You can do this by attaching category codes to the item price groups.

Item Group	Category Code	
	Group	Price
PENS	Markers	\$1.25
	Ball Point	\$1.00

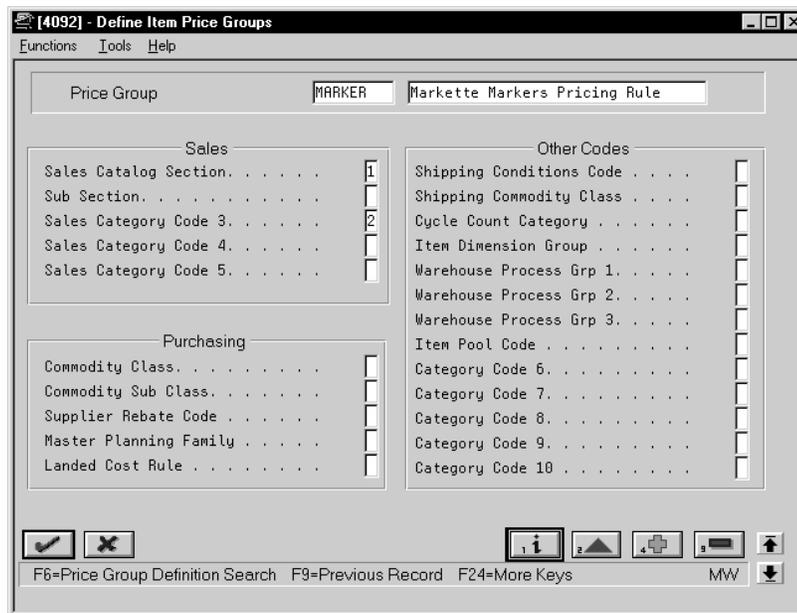
Now, when you enter an order for pens, the system checks the category codes assigned to the item to determine if the pen is a marker or a ball point and pulls in the appropriate price.

You could take this example further by adding a second category code, color.

Item Group	Category Code		
	Type	Manu- facturer	Price
PENS	Markers	Cross	\$1.00
		Bic	\$1.05
		Tulane	\$1.08
	Ball point	Cross	\$0.90
		Bic	\$0.92
		Tulane	\$0.95

If you enter an order for a Bic ball point pen, the price the system uses will be \$0.92.

Screen



Defining Complex Item Price Groups

To define item price groups, use the Define Item Price Groups screen, which lets you link one to four category codes to define a price group. The sequence you enter on this screen determines how the system displays the category code fields on the Base Price Revisions screen and in the Price Group Search window. The

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order in which you choose category codes does not affect how the system searches for prices.

▶ **To define complex item price groups**

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1. Type an item price group code in the Price Group field. You define these codes in user defined code table 40/PI.
2. Indicate which category codes you want to associate with the price group by entering the numbers 1–4 next to four category codes. You can use only one or as many as four.

## Generating Price Group Relationships

After you define price groups and assign the group names to items and customers, you can generate the relationship tables (Item/Customer Group Relationship file - F4093), which contain the possible combinations for customer or item groups and category codes. You use two batch procedures to generate the relationships:

- Customer Price Group Generation
- Item Price Group Generation

Through the processing options you can 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 will generate relationships for all groups. You should do this when you have deleted a group or need to regenerate relationships for all groups.

Conversely, if you add a new group, you should specify the group name in the processing options to avoid regenerating all groups.

▶ **To generate price group relationships**

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1. Select Customer Price Group Generation or Item Price Group Generation from the Base Price menu (G42377).
2. Create your own version or select an existing version.
3. Submit the version to batch. When the processing option screen displays, enter one to five price group codes in the fields. If you want to regenerate all price groups, leave these fields blank.

### Entering Base Prices

To enter and maintain base prices for a single item or a group of items or customers, you use the Base Price Revisions screen. You can define base prices in the following combinations:

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

You can define base prices for each branch/plant or vary prices by location within the branch/plant. You specify how you want to define prices for an item through item master information. (For a complete explanation, see the documentation for *Enter Item Master Information*.) For every price you can also define a credit price to be used for credit lines or negative quantities.

You can assign an effective date to each price, which lets you enter a new price before it is effective while the old price is still in use. When you use the effective date fields, you can have overlapping effective dates, for example, a special price for a limited period of time.

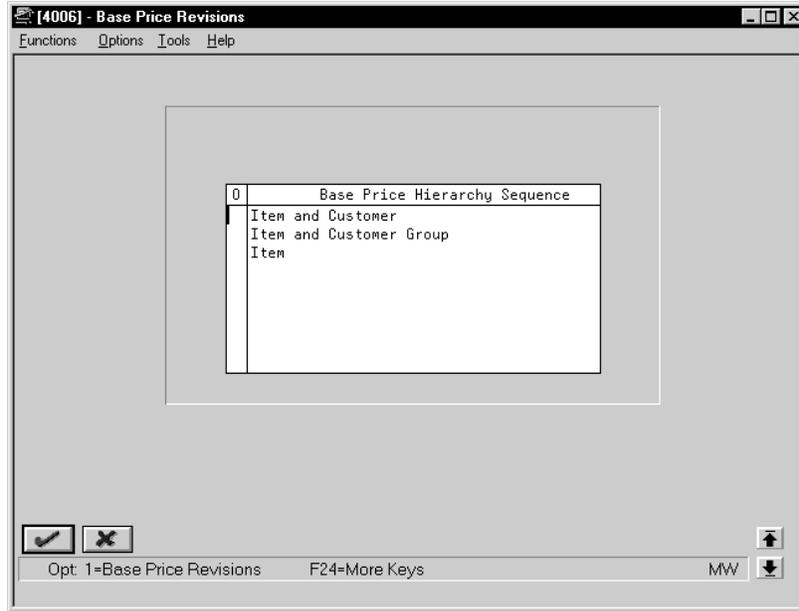
### Accessing Base Price Revisions

When you select Base Price Revisions from the menu, the system will display available item/customer price entry options. You define the selections on this screen when you create the hierarchy for base pricing.

For example, if you set up the following hierarchy:

1. Item and Customer
2. Item and Customer Group
3. Item

The base price selection displays the following (based on the hierarchy):



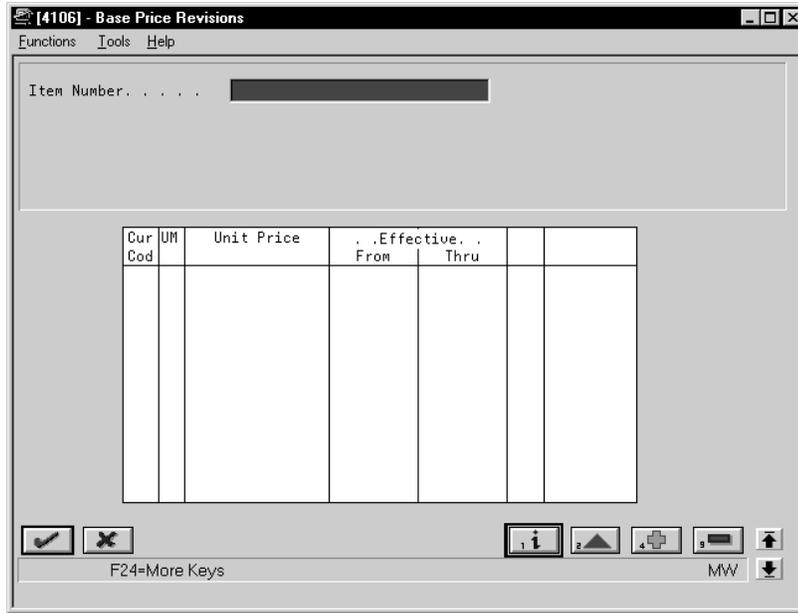
Use option 1 to access the Base Price Revisions screen.

## Pricing Levels

The sales price level in item master information determines how you set up prices for the item. You could set up prices at the item level, for all branches, or by branches, or by individual location and optionally lot.

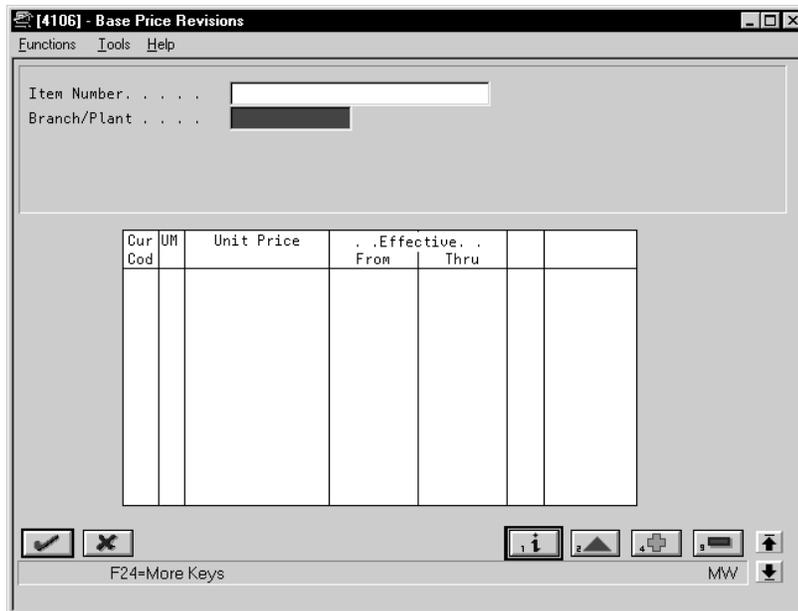
### Item Level Pricing

If you set the level at 1, pricing is at the item level only, and the system does not display the Branch/Plant, Lot, and Location fields on the Base Price Revisions screen.



### Branch Level Pricing

If you set the level at 2, pricing is at the branch/plant level. The system displays the Branch/Plant field on the Base Price Revisions screen, but not the Location and Lot fields.



## Location Level Pricing

If you set the level at 3, pricing is by location. The system displays branch/plant, location, and lot on the Base Price Revisions screen.

4106 - Base Price Revisions

Functions Tools Help

Item Number . . . . . [ ] Customer Number . . . . . [ ]

Branch/Plant . . . . . [ ]

Location . . . . . [ ]

Lot/SN . . . . . [ ]

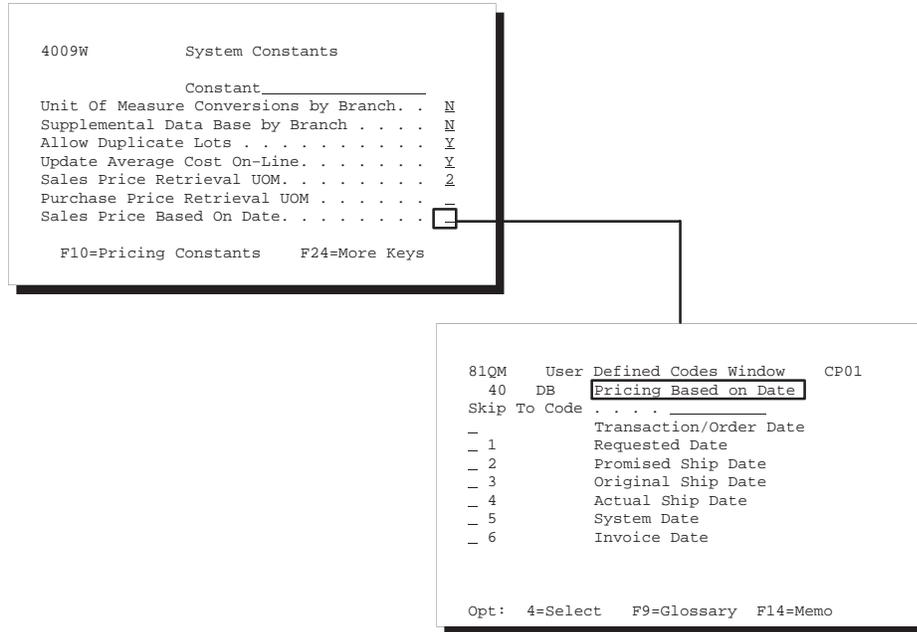
Cur Cod	UM	Unit Price	. . Effective . .			
			From	Thru		

✓ ✕ ⓘ ▲ ⊕ [ ] [ ] MW

F24=More Keys

## Using Effectivity Dates

When you enter a sales order the system retrieves a price for the order based on a date you have defined in the system constants.



The system compares the selected sales price based on date to the date ranges you defined when you set up prices for the item. It chooses the price whose date range includes this date.

For example, you set up the following base price information:

	Effective	
Price	From	Thru
\$2.00	01/01/98	12/31/98
\$1.50	05/01/98	07/31/98

You set up the system to use the transaction (order) date as the date it uses to retrieve prices. When you enter orders during the following date ranges, the system retrieves prices as shown.

Order Date Range	Price Retrieved
01/01/98-04/30/98	\$2.00
05/01/98-07/31/98	\$1.50
08/01/98-12/31/98	\$2.00



The system selects the price with the closest expiration date. If you set up date ranges that overlap, you may not get the results you expect.

For example, you set up the following base prices:

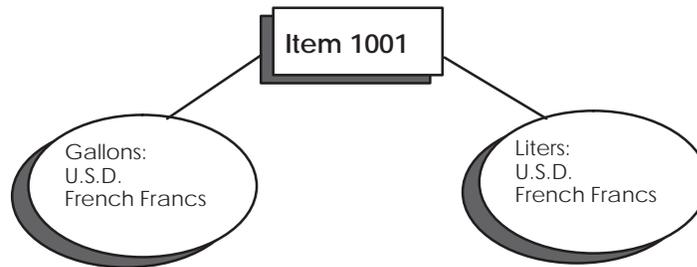
	<b>Effective</b>	
<b>Price</b>	<b>From</b>	<b>Thru</b>
\$2.00	01/01/98	05/31/98
\$1.50	06/01/98	12/31/98
\$0.75	05/01/98	07/31/98

Then you:

<b>Enter an order on</b>	<b>The closest expiration date is</b>	<b>The price the system retrieves is</b>
06/01/98	07/31/98	\$0.75
05/15/98	05/31/98	\$2.00

### Adding Base Prices Using Multiple Currencies

You can use the base price module 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 one item in gallons and liters and in U.S. dollars and French francs.



Currency code and unit of measure are both keys to the Base Price file. If you are using 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's primary unit of measure
- Domestic currency and the user-specified unit of measure
- Domestic currency and the item's primary unit of measure

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

### Screen

Cur Cod	UM	Unit Price	.Effective. From	Thru		

### Entering Base Prices

When you select Base Price Revisions from the menu, the system displays a list of entry options based on the hierarchy you set up for base pricing. Before you enter prices, you must choose the entry option for which you want to enter prices from this list.

#### ► To enter base prices

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1. Select Base Price Revisions from the menu. When the system displays the hierarchy list, enter 1 next to the option for which you want to define base prices.

2. Enter data in the item and customer fields. The fields that the system displays are based on the hierarchy you set up and the sales price level you defined in item master information.

Field	Enter
Item	An item number
Item Group	An item group code
Customer	A customer number
Customer Group	A customer group code



Fields where you enter values for the category codes attached to complex item and customer groups do not display until you have typed the price group code in the appropriate field and then either:

- Press Enter to have the system display the category code fields below the group fields.
  - Use F6 to view all values for the codes in the Price Group Search window and optionally select them. For more information, see *Using the Price Group Search Form*.
3. Fill in the remaining fields on this screen as described below.

Field	Data
Lot/Location	Enter lot and location information if you want to define prices for a specific lot or location. These fields display only if you defined the Sales Price Level field in the item master information to include lot or location.
Currency Code	Enter the currency code for the price. This field displays only if you have turned on multi-currency through the constants for general accounting.
UM	Enter the unit of measure for which you want to define a base price.
Price	Enter the price you want the system to use for the item at this unit of measure.
Effective Dates	Enter dates only if you want to specify the period of time the price is effective. If you do not enter dates in these fields, the system fills them in for you.

## Entering Credit Prices

The system uses credit prices any time you enter a negative quantity or amount on a sales order.

### ▶ To enter credit prices

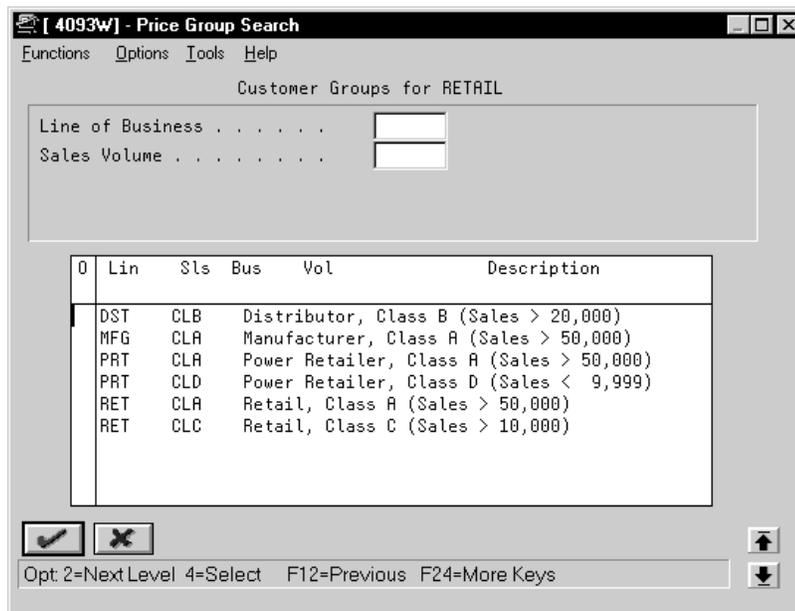
1. Access the Credit Price field in the fold area of the Base Price Revisions screen.
2. Enter credit prices, as necessary.

## Using the Price Group Search Form

When you enter base prices for complex item or customer groups you must specify a value for each category code attached to the group. Category code fields do not display when you first access the Base Price Revisions screen. They display after you type a code in the group field and press Enter. The system will highlight the fields to indicate that a value is required.

### ▶ To view values that are valid for each category code field

1. Enter F1 in each field to display a list of values.
2. Press F6 to display the Price Group Search window. This window contains the existing combinations of category codes for the group.





The system displays information in this window only if you have run the price group generation for the group type.

▶ **To use the Price Group Search window**

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1. Access the Price Group Search window by pressing F6 from the Base Price Revisions screen.
2. Return values to the Base Price Revisions screen using one of the two following methods:
  - If one set of values is the combination for which you want to define prices, enter 4 in the O (Option) field next to the line displaying that combination. The system closes the window and returns the values to the category code fields of the Base Price Revisions screen.
  - If the set of values for which you want to define prices cannot be easily located, you can select them one at a time.
    - In the first column, find the value that you want to use.
    - Enter 2 in the O (Option) column next to it.

The system does two things:

- Pulls the code into the first category code field in the top of the window and removes the column.
- Moves the remaining columns to the left.
- Continue entering 2 next to the values you want to use until you have selected values for all the category codes.
- Enter 4 in the remaining blank O (Option) field. The system closes the window and returns the values to the appropriate category code fields.

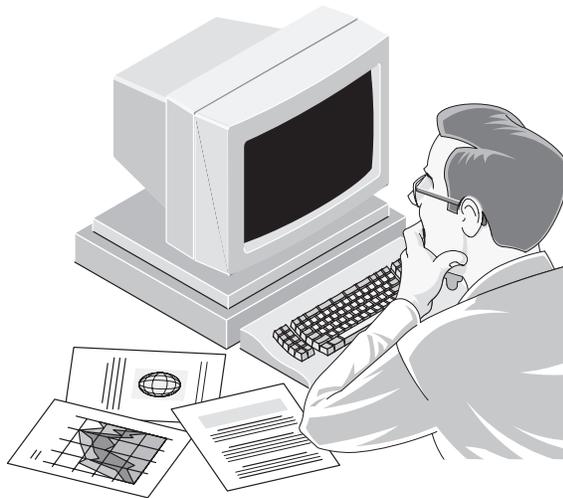


# Advanced Pricing Overview

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To remain profitable and competitive in today's marketplace, your company must be able to refine or replace its pricing strategies swiftly and effectively in response to changing market conditions. Any company that reacts slowly to such conditions gives the competition an unearned advantage, which can lead to the loss of a hard-earned market share. To react quickly to changing pricing conditions, a company needs a flexible price adjustments system. By implementing a flexible price adjustments system, your company will:

- Improve profitability and competitiveness through more accurate pricing by market sectors and product characteristics.
- Allow your sales and marketing organization the freedom to develop different pricing strategies that target different market sectors.
- Be able to react promptly and effectively to your competition's pricing strategies and fluctuating marketing conditions.
- Stay on top of the market and a step ahead of the competition.



J.D. Edwards provides two price adjustment solutions:

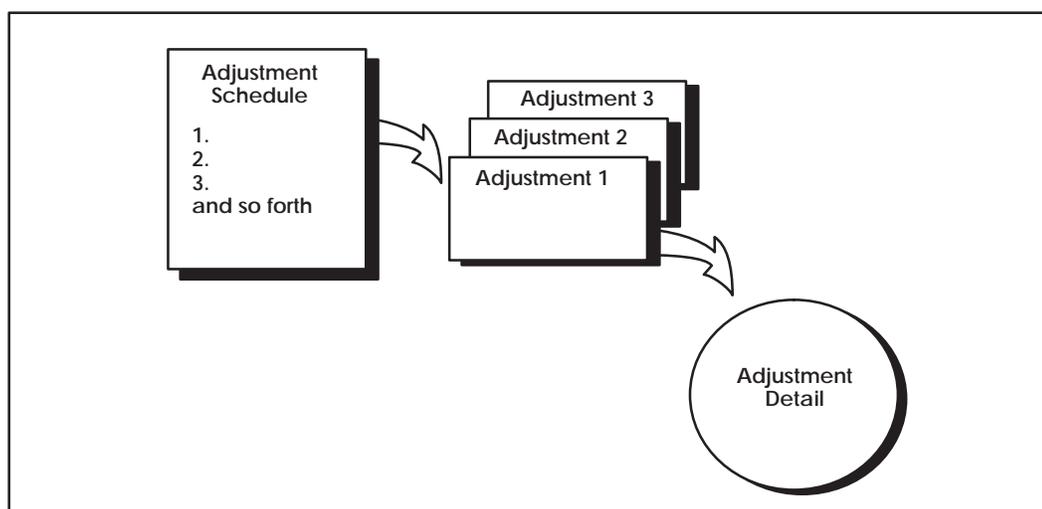
- The standard price adjustment module, which is available with the Sales Order Management system. You should use standard price adjustments if your pricing procedures do not require the features offered by the advanced pricing system.
- The Advanced Pricing system, which is an additional software system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

## Advanced Pricing Features

Pricing is probably one of the most complex aspects of your business. It consumes a considerable amount of time to plan, set up, and maintain pricing information.

JDE's Advanced Pricing system gives you a break from excessive setup and maintenance. Once you've taken time to plan pricing, you'll find using the advanced pricing setup is straightforward and its maintenance requirements are minimal.

Advanced pricing's flexibility lets you define pricing the way you want it. You use pricing schedules for each promotion or deal for which you need a pricing structure. Within each schedule you can define unlimited price adjustments. You can also combine regular discounts and promotions within the same schedule so that you can apply multiple adjustments to each sales order line.



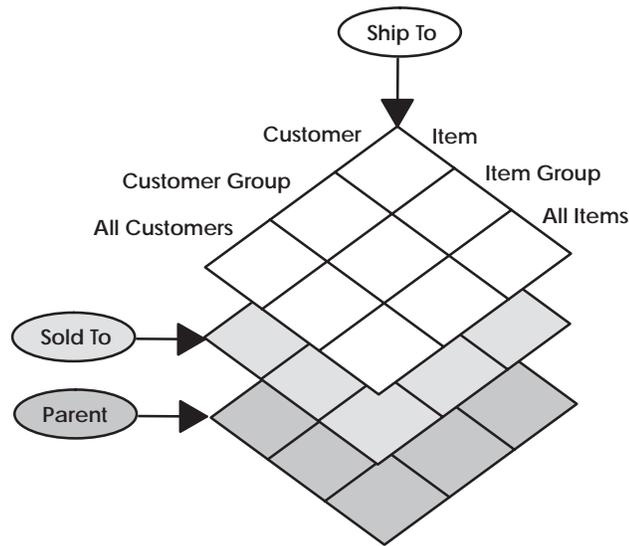
Adjustments are the backbone of the advanced pricing system. Use them to define price overrides, markups, and discounts. You can base adjustments on a variable price table or a formula.

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## Customer and Item Groups

Take advantage of advanced pricing's flexibility to manage multi-tier customer and item pricing rules that you define for individual or group characteristics. You can define customer and item groups that are flexible enough 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 every item and customer.

You can create adjustments for single items, single customers, groups of items, or groups of customers. Customers can be identified by sold to, ship to, or parent addresses.



## Adjustment Accruals

You can have the system accrue the amount of an adjustment over time instead of applying the adjustment to the order line. This unique feature of the Advanced Pricing system facilitates the gross-to-net treatment of base price and adjustments in the general ledger and gives you a strong foundation for margin and sales analysis.

You might want to do this for

- Advertising allowances and cooperative allowances
- Commissions
- Royalties based on products being sold or particular customers
- Rebates

## Types of Price Adjustments

Adjustments allow you great flexibility in the definition of your pricing schedules. You can

- Price by a specific amount if you create an override adjustment. When the system uses the override adjustment to price an order line, it will replace the base price with the override price you defined in the adjustment.
- Price by a percentage of the current price to give customers a discount. Or specify a percentage to mark up a price.
- Price by a formula when you set up the adjustment to point to a formula you have defined. Formulas can be an arithmetic calculation or they can be extremely sophisticated. For example, you can create formulas that
  - Reference a field in the Sales Order Detail file (F4211).
  - Pull data from variable tables if you need to create pricing for items whose prices fluctuate frequently, to ensure that the system always knows the current and correct price.

For example, gold is a commodity whose price fluctuates daily. Use the price variable tables to update the price daily.

Price Variable Table	
Variable Table = GOLD	
UOM = OT	
<u>Effective From</u>	<u>Variable Price</u>
06/01/98	390.50
06/02/98	391.00
06/03/98	391.75

For items whose list of ingredients/materials includes gold, you can use the variable table as a component in the formula that calculates the price of the item.

&GOLD\*2.20

- Base an adjustment on one of your company's custom programs. For example, you may have created custom code that you use to calculate a certain price. Rather than using JDE's software to redefine the calculation, you can use your own code. Doing this saves you time and effort and avoids losing the previous work.

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## Limited Time Offers

For each adjustment you can define an effective from and an effective through date. If a promotion will take 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 in multiple currencies, the system will retrieve the correct currency from the base price file based on your customer's currency, or the currency of the sales order.

## Free Goods

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

You can tie any adjustment to free goods. Any customer eligible for the adjustment is also eligible for the free goods.

When you define the adjustment, you define how the system applies the free goods and how it should factor the cost of the free goods into the price of the products actually being sold.

You can set up the free good adjustment using any method that makes sense for your organization.

## Level Breaks

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 which level break type you want to use.

## Pricing History

When you use advanced pricing, pricing history information is always at your fingertips. The Price History file provides accountability through its detail. It is easily accessible online during order entry or while you're inquiring on an order.

## Flexible Invoice Price Detail

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

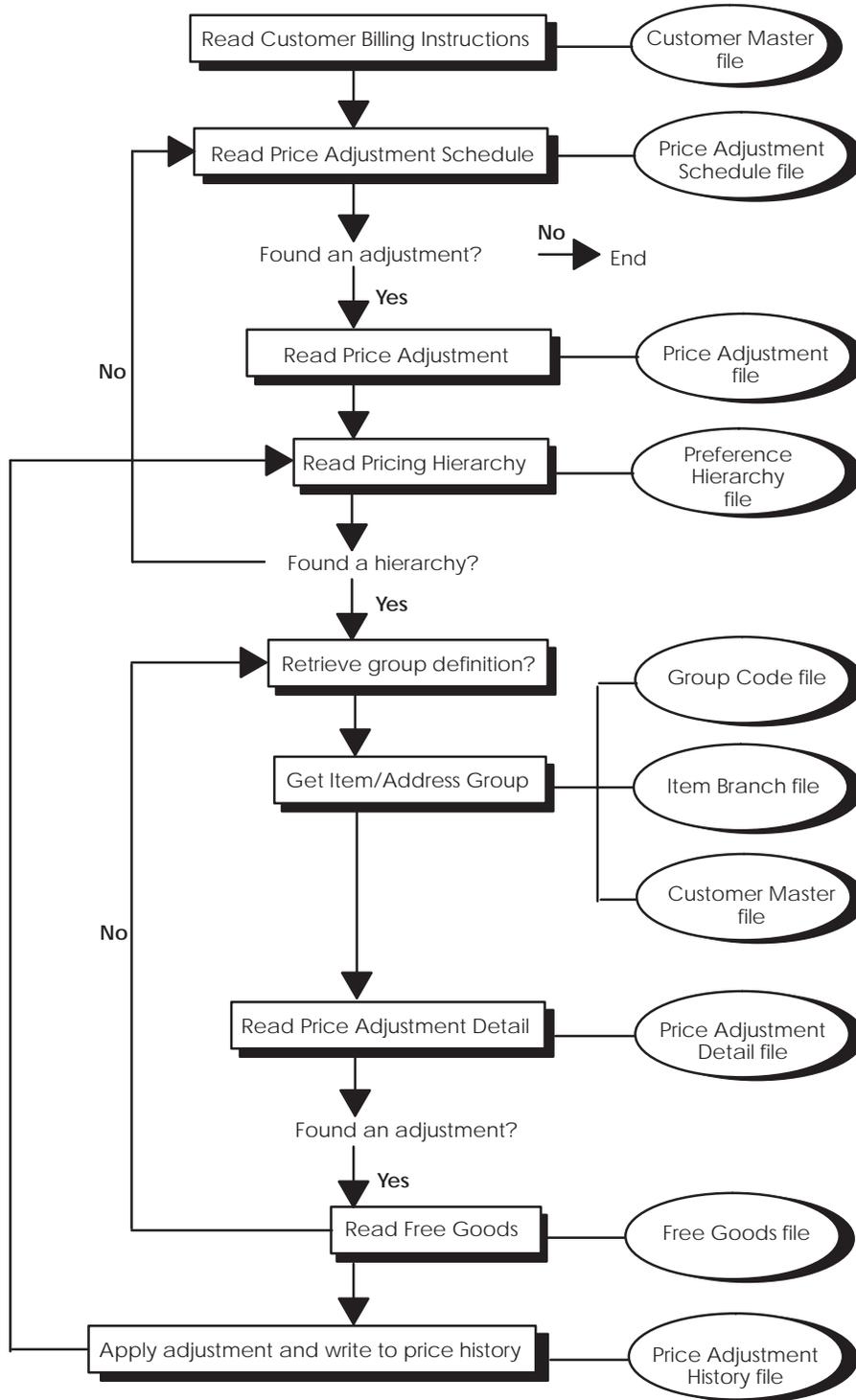
### Online Price Negotiation

While taking a customer's order you can negotiate prices and review the results immediately online. You can change the price's 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 always verify that you're staying within established guidelines.

4074W		Price Adjustments			
Item Number. .	TS001	Quantity . . .	100	PR	
Description. .	Issel Pump Court Shoes	Unit Cost. . .	82.0000		
Line Number. .	1.000	Profit Margin.	33.98		
			0		
<u>O</u>	<u>Seq</u> <u>Adj</u> <u>Name</u>	<u>Description</u>	<u>Value</u>	<u>R</u>	<u>Reason Code</u>
-		Base Price	135.0000		
-	<u>50</u> SEASONAL	Seasonal Promotion	8.1000-	N	
-	<u>60</u> SALESTER	Sales Territory Adjustme	2.7000-	N	
-					
		Unit Price . . . . .	124.2000	PR	
Opt:	5=Audit Trail	9=Delete	F6=Update Unit Price to Order		

Make price changes until satisfied.

# System Flow





# Setup for Advanced Pricing

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Before you can define and use the Advanced Pricing system, you need to perform some setup steps.

- Review system constants
- Review pricing constants
- Define order detail groups
- Set up the automatic accounting instructions for advanced price adjustments

## System Constants

Access the System Constants window by pressing F10 from the Branch/Plant Constants Inquiry screen. Review the Sales Price Retrieval and the Sales Price Based On Date fields. For more information about these fields, see *Setting Up Branch/Plant Constants* in the *Inventory Management Guide*.

## Pricing Constants

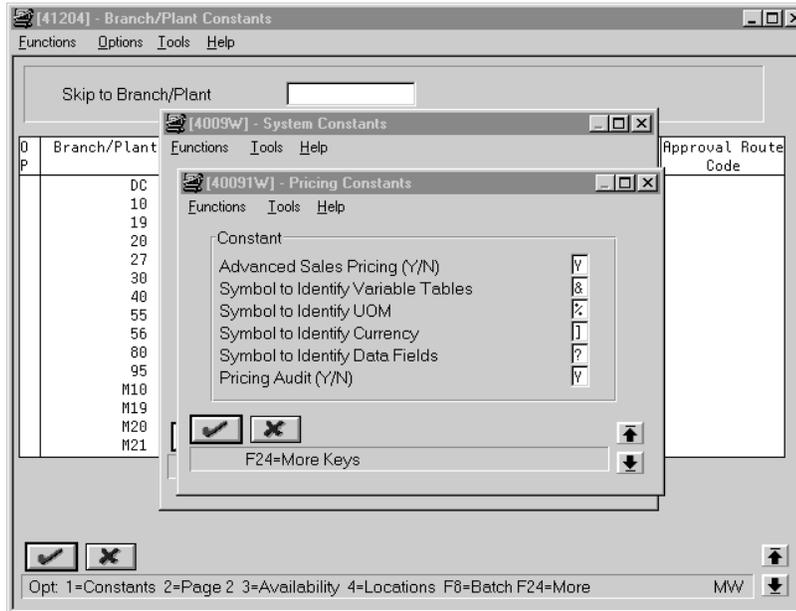
You use pricing constants to:

- Control whether the Sales Order Management system uses advanced pricing.
- Assign the special characters you will use in price formulas to identify each type of information in the formula.



You cannot access the Pricing Constants window unless you have the Advanced Pricing system.

Window



Fields

Field	Explanation
Advanced Sales Pricing (Y/N)	Indicates how the system determines the price of items within your system. If your system includes the advanced pricing module, you may use this feature. Y The system will use advanced pricing. N The system will NOT use advanced pricing.
Symbol to Identify Variable Table	A character that you want to use to identify a variable table in advanced pricing in your system. 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 Unit of Measure	A character that you want to use to identify a unit of measure in advanced pricing formulas. When you enter a unit of measure preceded by this character, the system recognizes the entry as a unit of measure for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +, -, *, /) values are not valid in this field.

<b>Field</b>	<b>Explanation</b>
Symbol to Identify Currency Code	A character that you want to use to identify a currency code in advanced pricing formulas. When you enter a currency code preceded by this character, the system recognizes the entry as a currency code for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +, -, *, /) values are not valid in this field.
Symbol to Identify Data Base Field	Character that you want to use to identify database fields in advanced pricing formulas. When you enter a database field preceded by this character, the system recognizes the entry as a database field for formula pricing calculations. Alphabetic, numeric, and mathematical function (for example, +, -, *, /) values are not valid in this field.
Pricing Audit (Y/N)	<p>Code indicating whether the system tracks changes to the following pricing files:</p> <ul style="list-style-type: none"> <li>• Price Adjustment Schedule (F4070)</li> <li>• Price Adjustment Definition (F4071)</li> <li>• Price Adjustment Detail (F4072)</li> <li>• Price Variable (F4075)</li> <li>• Price Formula (F4076)</li> <li>• Base Prices (F4106)</li> </ul> <p>If you track changes, the system creates records in the following audit files:</p> <ul style="list-style-type: none"> <li>• Price Adjustment Schedule Audit (F4070A)</li> <li>• Price Adjustment Name Audit (F4071A)</li> <li>• Price Adjustment Detail Audit (F4072A)</li> <li>• Price Variable Table Audit (F4075A)</li> <li>• Price Formula Audit (F4076A)</li> <li>• Base Prices Audit (F4106A)</li> </ul> <p>Valid codes are</p> <p>Y     The system tracks changes and creates audit records</p> <p>N     The system does not track changes</p>

## Defining Pricing Constants

### ► To define pricing constants

1. From menu G4241 select Branch/Plant Constants
2. Press F10 to display the System Constants window.
3. Press F10 to display the Pricing Constants window and make changes as appropriate for your environment.

### AAIs for Advanced Pricing

Before you use the Advanced Pricing system, make sure you define AAIs for

- Price Adjustments (table 4270)
- Discounts Payable (table 4280)

For a standard adjustment, not an accrual adjustment, if you enter an item whose price is \$1000, and the customer gets a \$100 discount, the accounting distribution is as follows:

- Credit Revenue (AAI 4230) \$1,000
- Debit Price Adjustments (AAI 4270) \$100
- Debit Accounts Receivable (AAI RC) \$900
- Credit Inventory (AAI 4240) \$650
- Credit Cost of Goods Sold (AAI 4220) \$650

For more information about defining AAIs, see *Set Up Automatic Accounting Instructions* in *Sales Order Management*.

# Overview of Schedules and Adjustments

Adjustment schedules contain information you need to calculate prices for a customer. You attach adjustment schedules to customers through customer billing instructions.

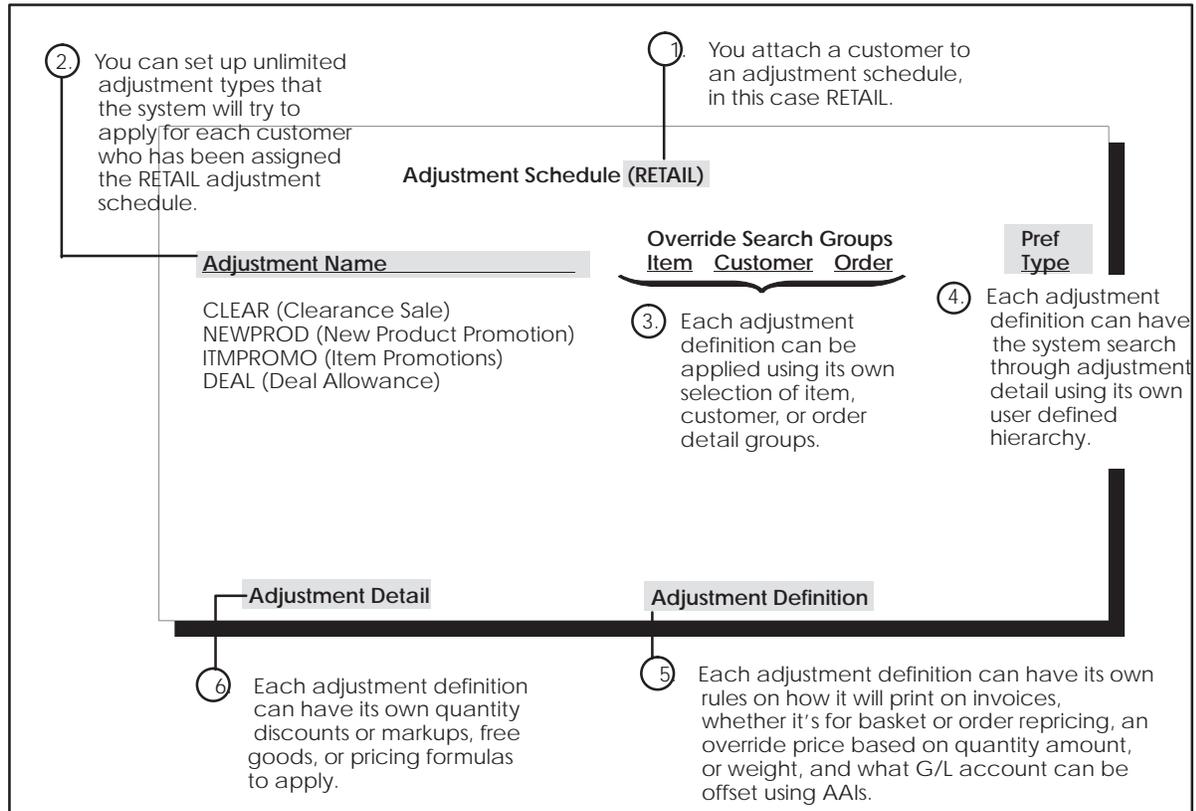
You create adjustment schedules on the Price and Adjustment Schedule screen.

The screenshot shows a window titled "[4070] - Price and Adjustment Schedule" with a menu bar containing "Functions", "Options", "Tools", and "Help". Below the menu bar is a "Schedule Name" field with "RETAIL" in a dropdown and "Retailers" in a text box. The main area contains a table with the following data:

Seq	Adj Name	Description	. Override Item	Search Customer	Groups Order	. Pref Type
010	CLEAR	Clearance Sale				AA
020	NEWPROD	New Product Promotion	PRODUCT			IG
030	ITMPROMO	Item Promotion	PRODUCT			IG
040	DEAL	Deal Allowance	VITAMIN	RETAIL		A1
050	FREEFRT	Accrue Free Freight		ORDVAL		CG
060	ORDLEVEL	Order Level Adjustment				AA

At the bottom of the window, there are several icons: a checkmark, an 'X', an information icon, a home icon, a plus icon, a minus icon, and a double arrow icon. Below these icons is the text "Opt: 1=Adjustment Detail 2=Adjustment Definition F24=More Keys" and "MW" with a double arrow icon.

The following graphic describes the Price and Adjustment screen.



Each adjustment schedule can contain an unlimited number of adjustments. Adjustments require two setup pieces: the adjustment definition and the adjustment details.

Create adjustment definitions by specifying:

- A pricing search hierarchy
- The type of adjustment
- The general ledger account to offset

You define adjustment details when you add adjustments to schedules. You can:

- Define whether you want the adjustment to adjust prices based on an override, discount, or markup
- Define any special processing, such as free goods, pricing formulas, or variable tables

# Adjustment Definitions

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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 adjustment definitions by specifying:

- A pricing hierarchy that tells the system the order in which you want it to search for prices.
- Whether the adjustment will print on invoices, whether it's for basket or order repricing, or whether it's an override price based on quantity, amount, or weight.
- Which G/L account should be offset through the use of AAIs.

## Advanced Pricing Hierarchies

For each pricing adjustment, you specify how the system searches for prices. For example, for a seasonal promotion you define the sequence as item/all customers, so that any customer ordering the item receives the discount. If you also give a discount to all customers based on geographic location, your sequence could be:

- Customer group
- Customer group/item

Unlike the hierarchy for base pricing, which is predefined and hardcoded (preference type 51), you can add unlimited hierarchies for advanced pricing for each adjustment on a schedule.

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. Try to set up hierarchies that can be used by many adjustment definitions.

```

4070                                Price and Adjustment Schedule
Action Code. . . . . I
Schedule Name. . . . . RETAIL Retail Customers

Adj      . Override Search Groups . Pref
Q Seq  Name      Description      Item  Customer  Order  Type
- 010 CLEAR      Clearance Sale      .      .      .      AA
- 020 NEWPROD_   New Product Promotion  PRODUCT  .      .      IG
    
```

**Preference Hierarchy**

IG      Item, Item Group Only

Seq

1 All Address/Item Number

2 All Addresses/Item Group

In this example, the adjustment for new product promotions will be applied first by item number for all addresses (sequence 1). If the system does not find a price adjustment, it will try to apply by item group for all customers (sequence 2).

You use the Preference Hierarchy screen to define pricing hierarchies. This screen contains rows identifying customers and customer groups and columns identifying items or item groups. You use the intersections of the rows and columns to enter your hierarchy sequence.

```

40073                                Preference Hierarchy
Action Code. . . . . I
Preference Type. . . . .
    
```

	. . . . .Item. . . . .		
	Number	Group	All
<b>Ship To:</b>			
Address . . . . .	—	—	—
Customer Group . . . . .	—	—	—
<b>Sold To:</b>			
Address . . . . .	—	—	—
Customer Group . . . . .	—	—	—
<b>Parent:</b>			
Address . . . . .	—	—	—
Customer Group . . . . .	—	—	—
<b>All Addresses</b> . . . . .	—	—	—

F10=Preference Master      F24=More Keys

Customer options

Item options

Customer rows meet item columns in intersections where you can enter the sequence for your hierarchy.

---

When the system begins to apply an adjustment, it starts with the hierarchy to determine the order in which it should search the Base Price file (F4106). It begins with the intersection in which you entered 1 and looks for records defined for that customer and item combination. If it doesn't find prices defined for that intersection, it goes to the intersection in which you entered 2, and so forth.

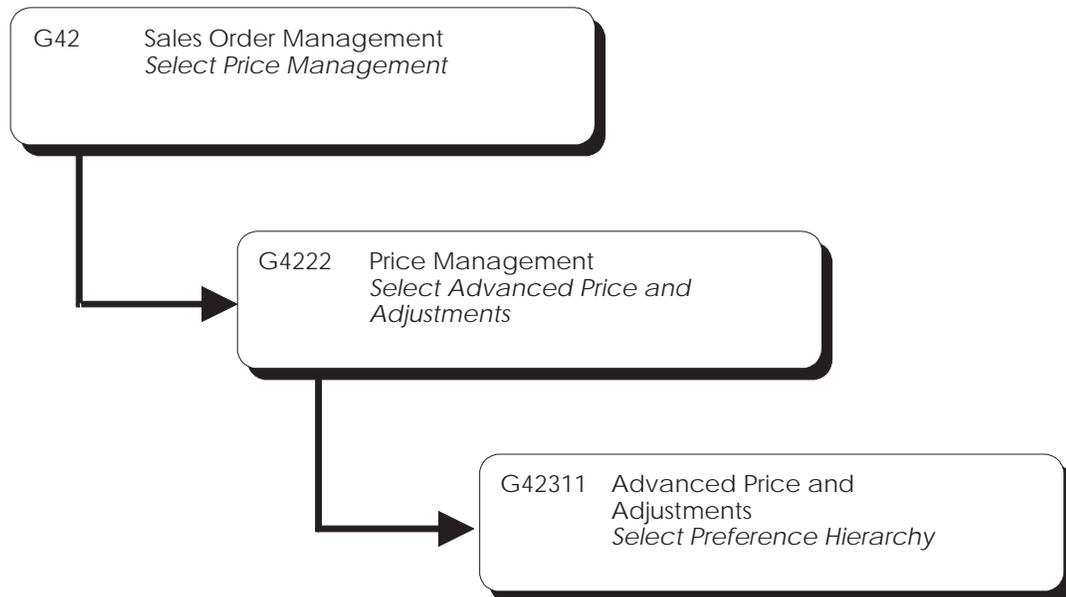
## Before You Begin

Before you define each pricing hierarchy, you must create a master record for that hierarchy. Use F10 from the Preference Hierarchy screen to access the Preference Master screen. See *Preferences* in the *Sales Order Management* documentation for more information.

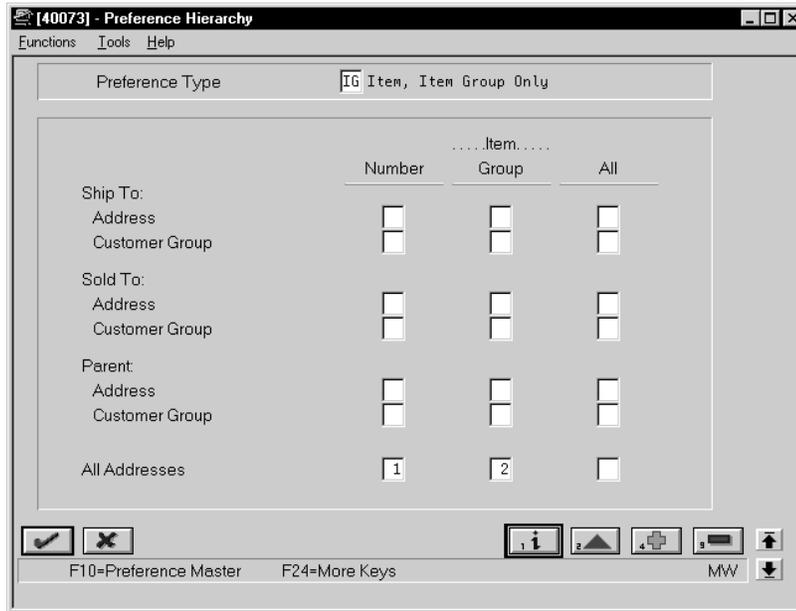
When using the Preference Master screen to define the master record for the hierarchy, the following fields are not effective for pricing:

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

## Getting There



Screen



Fields

Field	Explanation
Preference Type	<p>A user defined code (system 40/type PR) that identifies a preference type or a price adjustment hierarchy.</p> <p>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 J.D. Edwards supports.</p> <p>This field is hard coded for each preference.</p> <p>For Advanced Pricing</p> <p>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.</p> <p>For Agreement Penalty Schedules</p> <p>Set up a PN (for penalty) user defined code and enter it here.</p>
Hierarchy fields	<p>A value that specifies the priority of preferences for a preference type, and for prices, when used for pricing.</p>

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## Defining a Pricing Hierarchy

When you define the pricing hierarchy you must start with 1 and not skip any numbers.



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

Also, J.D. Edwards recommends that you set up the most uncommon or limited method of pricing first in your hierarchy and continue defining the hierarchy to the most common pricing.

### ► To define the hierarchy for an adjustment

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Beginning with 1, enter numbers in the intersections to indicate the order in which you want the system to search the base price file.

## Create Adjustment Definitions

Before you can create an adjustment schedule, you must set up each adjustment's definition by specifying the adjustment's characteristics.

You create adjustment definitions on the Price Adjustment Definitions screen.

### Screen

Adjustment Name	SEASONAL Seasonal Promotion
Item Price Group	PRODUCT
Customer Price Group	
Order Detail Group	
Preference Type	IG
Adjustment Control Code	2
Adjustment Level	1
Adjustment Line Type	S
Override Price (Y/N)	N
Level Break Type	1
Manual Add/Change (Y/N)	N
Rebate Beneficiary	
Mandatory Adjustment	
Subledger in G/L	4
G/L Class Code	IN30

Fields

Field	Explanation
Price Adjustment Name	<p>A user defined code (system 40, type TY) that identifies an adjustment definition. You define adjustments on Price Adjustment Names.</p> <p>For Agreement Penalty Schedules</p> <p>Add a definition for each of the four types of penalties:</p> <ul style="list-style-type: none"> <li>Minimum quantity</li> <li>Maximum quantity</li> <li>Under commitment</li> <li>Over commitment</li> </ul>
Item Price Group	<p>A user defined code (system 40/type PI) that identifies an inventory price group for an item.</p> <p>Inventory price groups have unique pricing structures that direct the system to incorporate discounts or markups on items on sales and purchase orders. The discounts or markups are based on the quantity, dollar amount, or weight of the item ordered. When you assign a price group to an item, the item takes on the same pricing structure defined for the inventory price group.</p> <p>You must assign an inventory price group to the supplier or customer, as well as to the item, for the system to interactively calculate discounts and markups on sales orders and purchase orders.</p> <p>..... <i>Form-specific information</i> .....</p> <p>Enter the code identifying the override item price group that you want to attach to this adjustment.</p>
Customer Price Group	<p>A user defined code (system 40, type PC) that identifies a customer group. You can group customers with similar characteristics, such as comparable pricing.</p> <p>..... <i>Form-specific information</i> .....</p> <p>Enter the code identifying the override customer price group that you want to attach to this adjustment.</p>

Field	Explanation
Order Detail Group	<p>A user defined code (system 40, type SD) that identifies a sales order detail group, which you can use to create pricing that is based on a field in the Sales Order Detail file (F4211).</p> <p>..... <i>Form-specific information</i> .....</p> <p>For Advanced Pricing</p> <p>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.</p> <p>For Agreement Penalty Schedules</p> <p>You should have already set up a UDC Penalty and defined it as an order detail group. Enter Penalty, or the correct UDC that defines your penalty schedules.</p>
Preference Type	<p>A user defined code (system 40/type PR) that identifies a preference type or a price adjustment hierarchy.</p> <p>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 J.D. Edwards supports.</p> <p>This field is hard coded for each preference.</p> <p>For Advanced Pricing</p> <p>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.</p> <p>For Agreement Penalty Schedules</p> <p>Set up a PN (for penalty) user defined code and enter it here.</p>

Field	Explanation
Adjustment Control Code	<p>A code that specifies how you want the adjustment to appear on the invoice and whether you want the system to create a separate line in the Sales Order Detail table (F4211).</p> <ol style="list-style-type: none"> <li data-bbox="721 386 1354 506">1 The system rolls the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). The adjustment is not printed on the invoice.</li> <li data-bbox="721 512 1354 632">2 The system rolls the adjustment amount into the unit price and records the adjustment detail to the Price Adjustment History table (F4074). It prints the adjustment on the invoice</li> <li data-bbox="721 638 1354 821">3 The system creates a separate detail line in the Sales Order Detail table. It does not roll the adjustment into the unit price or record it to the history table. The system will not include this type of adjustment when it calculates the current net price.</li> <li data-bbox="721 827 1365 978">4 The system records the adjustment to history and posts it to the general ledger during a sales update. It does not roll the adjustment into the unit price or print it on the invoice. Use to create an accrual adjustment.</li> <li data-bbox="721 984 1365 1201">5 The system records the adjustment to history and posts it to the general ledger during a sales update, as well as accumulate each order line's quantity, weight, and amount to rebate history (F4078). It does not roll the adjustment into the unit price or print it on the invoice. Use to create a rebate adjustment.</li> </ol>
Adjustment Level	<p>Specifies the level at which the adjustment is calculated:</p> <ol style="list-style-type: none"> <li data-bbox="721 1262 1354 1318">1 Line Level: The system calculates the adjustment based on information in the sales detail line.</li> <li data-bbox="721 1325 1365 1476">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).</li> <li data-bbox="721 1482 1354 1665">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.</li> </ol> <p>If you are defining a repricing adjustment, leave the Item Group, Customer Group, and Sales Group fields blank.</p> <p>For Agreement Penalty Schedules</p> <p>Enter 1 to calculate the penalty at the sales order detail line level.</p>

Field	Explanation
Adjustment Line Type	<p>A code that controls how the system treats 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. For example:</p> <ul style="list-style-type: none"> <li>S Stock item</li> <li>J Job cost</li> <li>N Non-stock item</li> <li>F Freight</li> <li>T Text information</li> <li>M Miscellaneous charges and credits</li> </ul> <p>..... <i>Form-specific information</i> .....</p> <p>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.</p>
Override Price (Y/N)	<p>A code indicating how the adjustment affects the price of a sales order line. Valid codes are:</p> <ul style="list-style-type: none"> <li>Y The adjustment price overrides the base price.</li> <li>N The adjustment is used to calculate a discount or markup to the base price.</li> </ul> <p>For Agreement Penalty Schedules Enter N.</p>
Level Break Type	<p>A code that indicates how level breaks occur in the Price Adjustment Detail (V4072). Valid codes are:</p> <ul style="list-style-type: none"> <li>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.</li> <li>2 Weight. The system uses the weight of the line to retrieve the proper adjustment level break.</li> <li>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 will be stored and displayed based on the floating decimals of the currency code.</li> </ul>
Manual Addition/Change (Y/N)	<p>Specifies whether the adjustment type can be manually added to or changed from the Price Adjustments form (P4074W) when you enter sales orders.</p>

Field	Explanation
Rebate Beneficiary	<p>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.</p>
Mandatory Adjustment	<p>A code you use to specify whether an adjustment is mandatory. Valid codes are:</p> <p>Y Yes, this adjustment is mandatory</p> <p>N No, this adjustment is not mandatory</p>
Subledger Information	<p>A user defined code (system 40, type SI) that identifies the type of information that you want the system to use to update the Subledger field in the General Ledger file (F0911) when you use this adjustment type to price a sales order.</p>
Category – G/L	<p>A code that identifies the general ledger class that you want the system to use when it searches for the account to which it will post the transaction. If you do not want to specify a class code, you can enter **** (four asterisks) in this field.</p> <p>The table of Automatic Accounting Instructions (AAIs) allows you to predefine classes of automatic offset accounts for the Inventory, Purchasing, and Sales Order Management systems. G/L categories might be assigned as follows:</p> <p>IN20 Direct Ship Orders</p> <p>IN60 Transfer Orders</p> <p>IN80 Stock Sales</p> <p>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:</p> <p>Sales-Stock (Debit) xxxxx.xx</p> <p>A/R Stock Sales (Credit) xxxxx.xx Posting</p> <p>Category: IN80</p> <p>Stock Inventory (Debit) xxxxx.xx</p> <p>Stock COGS (Credit) xxxxx.xx</p> <p>Although this field is four characters, only the last two characters of the Category and the last character of the Document Type are used to find the AAI.</p>

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▶ **To create an adjustment definition**

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1. Complete the following required fields:
  - Adjustment Name
  - Preference Type
  - G/L Class Code
2. Enter data in the remaining fields, as necessary.



# Build an Adjustment Schedule

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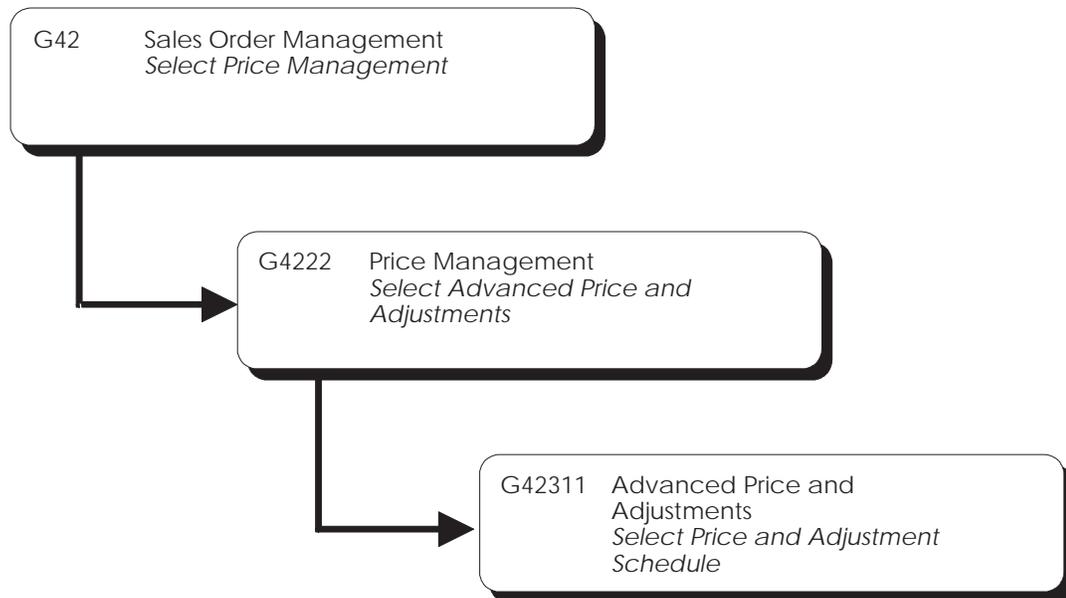
A price and adjustment schedule is a list of price adjustments, such as add-ons or discounts. You link customers to schedules to tell the system how you want it to adjust, or calculate, prices for the customer. The system applies adjustments in the sequence you define on the schedule.

Price and adjustment schedules are flexible; you can add adjustments or change existing adjustments at any time.

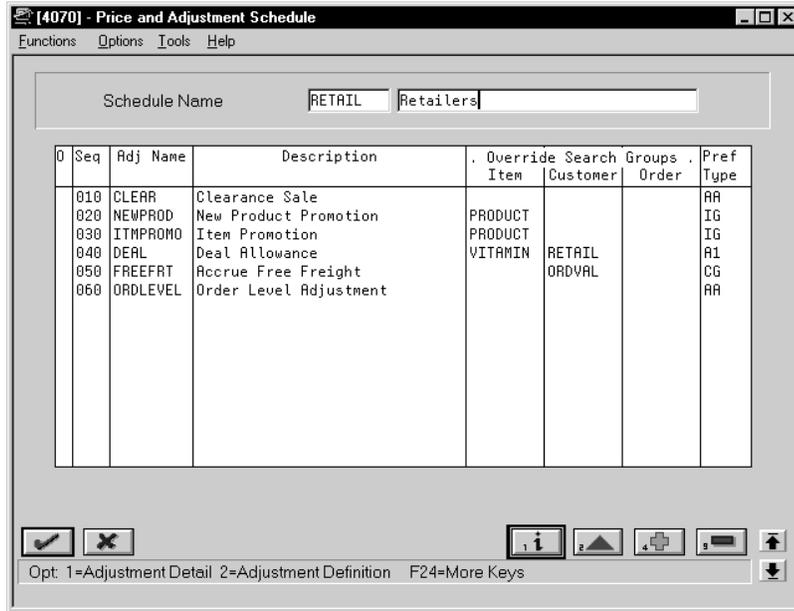
## Before You Begin

- Define base prices (optional)

## Getting There



Screen



Fields

Field	Explanation
Sequence Number	<p>A sequence or sort number that the system uses to process records in a user defined order.</p> <p>..... <i>Form-specific information</i> .....</p> <p>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.</p>

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## Creating a Schedule

To create a price and adjustment schedule, you

- Name the schedule
- Add adjustments to the schedule

Before creating schedules, you should plan how they fit in your pricing strategy. You should determine whether one schedule with many adjustments fits your needs or whether several schedules that contain fewer adjustments would be best. Two considerations that may help your planning are:

- You can only assign one schedule to each customer
- Larger schedules require a longer system processing time

### ► To create a schedule

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1. Type a sequence number in the Seq (Sequence) field.

J.D. Edwards recommends that you leave spaces in your number sequence to allow for future additions to the schedule. For example, you could define the sequence as 10, 20, 30, and so forth, and later add lines 15 and 25.

2. Type the code identifying the adjustment you want to add to the schedule in the Adj Name (Adjustment Name) field.
3. Continue adding sequence numbers and codes that identify adjustments. When you are finished, press Enter.



You can define adjustment details at any time. You do this by using option 1 to access the Price Adjustment Detail screen. See *Define Adjustment Details* for more information.

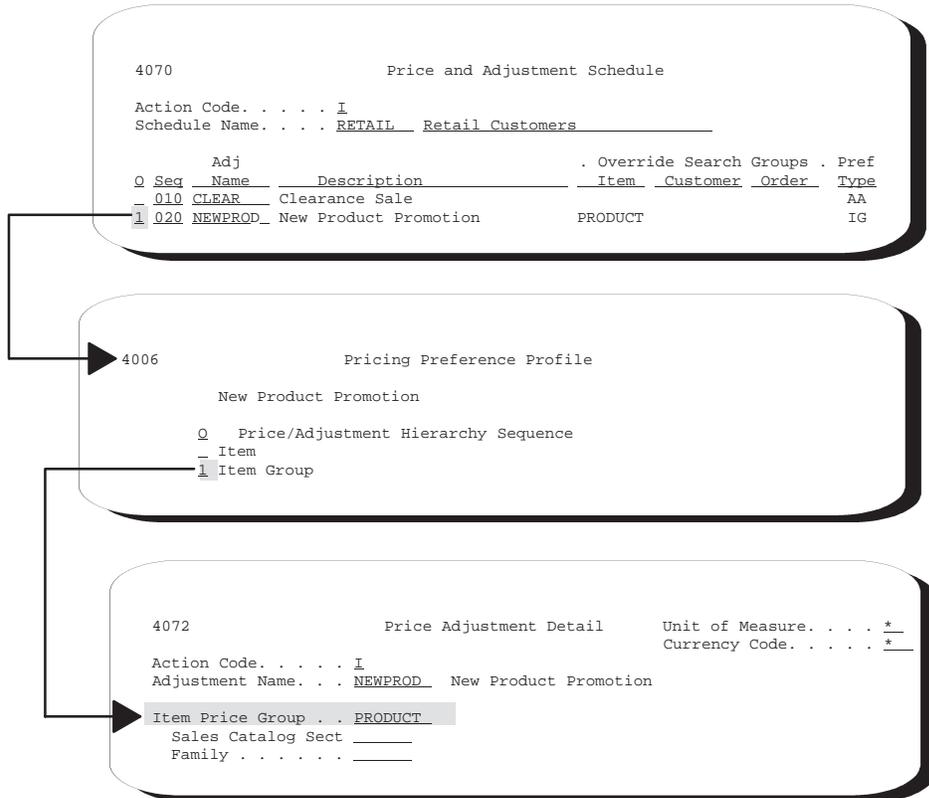


# Define Adjustment Details

You define the details of each adjustment while you're setting up a price and adjustment schedule. You can define:

- How you want the adjustment to adjust prices, that is, as an override, discount, or markup
- Whether any special processing using pricing formulas, variable tables, or free goods should take place.

When you access the Price Adjustment Detail screen, the system may first display the Pricing Preference Profile screen. The pricing hierarchy you attach to each adjustment definition determines whether the system displays this screen. If the pricing hierarchy is defined with a sequence of more than one, you must choose from among those sequences before you define prices.



Screen

**[4072] - Price Adjustment Detail**

Functions Options Tools Help

Unit of Measure \*

Currency Code \*

Adjustment Name **DEAL** Deal Allowance

Item Price Group . . **VITAMIN** Customer Price Group **RETAIL**

Sales Catalog Sect **PHR** Line of Business . **RET**

Sales Category Cod **VIT** Sales Volume . . . **CLC**

0	Cur Cod	From Quantity	UM	Factor	Basis	. . Effective	
						From	Thru

Opt 1=Free Goods 2=Variable 3=Formula F6=Group Search F9=Redisplay MW

Fields

Field	Explanation
Quantity — From	The quantity at which a preference or price adjustment becomes valid.

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Field	Explanation
Factor Value	<p>A code that indicates how to adjust an order line. This field works in conjunction with the Basis field (BSCD). How you define the Basis field determines whether you enter a number or a code in this field.</p> <p>If your basis code is</p> <ul style="list-style-type: none"> <li>1-5 Enter a positive number for markups, for example, 10. Enter a negative number for discounts, for example, 10-.</li> <li>6 You want to base the adjustment on a variable table. Enter the code that identifies the variable table.</li> <li>7 You want to use a formula to calculate the price. Enter the code that identifies the formula.</li> <li>8 You want to calculate the adjustment using a custom program. Enter the program ID.</li> </ul> <p>For Agreement Penalty Schedules</p> <p>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.</p>

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Field	Explanation
Basis Code	<p>A code that identifies how the system uses the factor value to calculate the adjustment or penalty schedule. The Basis Code field works in conjunction with the Factor Value field.</p> <p>Valid codes for this field are:</p> <ol style="list-style-type: none"> <li>1 The system multiplies the base price by the factor value. The adjusted price is a percentage of the base price.</li> <li>2 The system multiplies the current net price by the factor value. The adjusted price is a percentage of the current net price.</li> <li>3 The system multiplies the item cost by the factor value. The adjusted price is a percentage of the item cost.</li> <li>4 The system adds the factor value to the item cost. 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 form.</li> <li>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.</li> <li>6 The system retrieves the adjustment amount from the variable table. You specify the name or the variable table in the Factor Value field.</li> <li>7 The system calculates the adjustment using a formula. You specify the name of the formula in the Factor Value field.</li> <li>8 The system calls a user defined program to calculate the adjustment. You specify the program I.D. in the Factor Value field. 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. J.D. Edwards is not responsible for providing custom programs nor supporting those you have developed.</li> </ol> <p>For Agreement Penalty Schedules Enter 5 for all penalty schedules.</p>

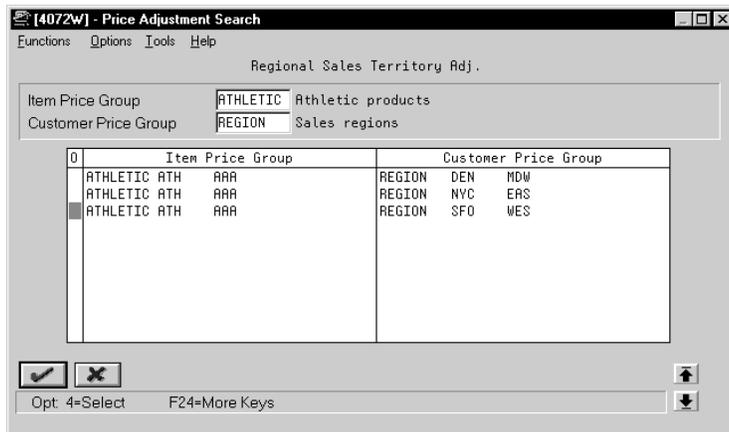
## Fold Area

## Fields

Field	Explanation
Cost Method	A user defined code (system 40, type CM) that identifies a cost method. Cost methods 01 through 08 are hard-coded. <p>..... <i>Form-specific information</i> .....</p> If you use basis codes 3 or 4, you must enter a code in this field.

## Price Adjustment Search

To search for existing adjustments, press F5 to access the Price Adjustment Search window from the Price Adjustment Detail screen. You'll see a list of item and customer combinations for which price adjustment detail has been defined. Select codes that you want to return to the detail screen by entering 4 next to them.



## Price Override Adjustments

You can use adjustments to override prices or to set up base prices.

### ► To create an override adjustment

To	Do this
Set up the adjustment so it will override prices	<ul style="list-style-type: none"> <li>Go to the Price Adjustment Definition screen.</li> <li>Set the Override Price field to Y.</li> </ul>
Define the override	<ul style="list-style-type: none"> <li>Access the Price Adjustment Detail screen.</li> <li>Type item and customer information in the top portion of the screen. Remember the pricing hierarchy determines how the system displays this screen.</li> <li>Type the override price in the Factor field.</li> <li>Enter a code in the Basis field. See the field definition for more information.</li> </ul>



An override adjustment overrides the existing base price and any prior adjustments to the new current net price.

## Price Markup or Discount Adjustments

You can use adjustments to mark up or discount prices during sales order entry.

### ► **To create a price markup or discount adjustment**

1. Type item/customer and category code information in the upper portion of the Price Adjustment Detail screen, as necessary. Remember that the pricing hierarchy determines how the system displays this screen.
2. Enter markup/discount information:

To	Type
Enter a markup	<ul style="list-style-type: none"><li>• A positive value equal to the amount of the markup in the Factor field.</li><li>• Enter a code in the Basis field. See the field definition for more information.</li></ul>
Enter a discount	<ul style="list-style-type: none"><li>• A negative value equal to the amount of the discount in the Factor field.</li><li>• Enter a code in the Basis field. See the field definition for more information.</li></ul>

## Free Goods Adjustments

Use JDE's free goods feature as a way to supply promotional goods to a customer and to expense the goods to your company. 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 to customers giving them one free case of motor oil when they buy ten cases of the same or a different product. You can even specify multiple item numbers to be given as free goods and the quantity of each type.

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

- The quantity of free goods to include
- Whether the free good is a stock or non-stock item
- The unit price of the free good, if desired. In most cases this price will be zero, however you can specify a reduced price for the item.

## Advanced Pricing

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You can also associate multiple free-good items with the price adjustment record. The Processing Type field in the Free Goods window lets you specify how you want the system to record the free good items to the sales order.

When the system adds a free goods line to a sales order, the description field of that line contains the description associated with the adjustment definition.

### Window

The screenshot shows a window titled "[4073W] - Free Goods Window". It has a menu bar with "Functions", "Tools", and "Help". Below the menu bar, there are fields for "Quantity From" (1000), "CA Currency Code" (USD), "Effective Date" (01/01/95), and "Expiration Date" (12/31/10). The main area is titled "Free Goods to Include" and contains a table with the following data:

Item	Quantity	UM	Ln	Unit Price	P T	Quantity Over Ordered
S001	100	CA	S	.00	3	1000.00
S003	1000	EA	S	.00	1	1000.00

At the bottom of the window, there are two buttons: a checkmark button and an 'X' button. To the right of these buttons are two arrow buttons (up and down). Below the buttons is a text field containing "F24=More Keys".

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## Fields

<b>Field</b>	<b>Explanation</b>
Date – Expiration (Julian)	The date that this item ceases to be in effect.
Free Goods to Include: Item	<p>A number that the system assigns to an item. It can be in short, long, or 3rd item number format.</p> <p>..... <i>Form-specific information</i> .....</p> <p>Enter the item number of the free goods item.</p>
Quantity	<p>The quantity of units affected by this transaction.</p> <p>..... <i>Form-specific information</i> .....</p> <p>Enter the quantity of the free goods item that you want to give away when the system uses this adjustment.</p>
Unit Price	<p>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.</p> <p>..... <i>Form-specific information</i> .....</p> <p>Since this item is usually included on the order at no charge, the value of this field will almost always be zero.</p>

Field	Explanation
Processing Type – Free Good	<p data-bbox="688 258 1373 317">A code that indicates how you want the system to process free good items.</p> <p data-bbox="688 338 867 365">Valid codes are:</p> <ol data-bbox="721 369 1373 1220" style="list-style-type: none"><li data-bbox="721 369 1373 583">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.</li><li data-bbox="721 588 1373 932">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).</li><li data-bbox="721 936 1373 1220">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.</li></ol> <p data-bbox="688 1241 1373 1297">NOTE: When you use processing type 2 or 3, the free good item must be identical to the original item ordered.</p>

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Field	Explanation
Quantity Over Ordered – Free Goods	<p data-bbox="743 258 1419 348">Indicates how many items the customer must buy over the quantity you entered in the Quantity From field of the Price Adjustment Detail form before you send free goods.</p> <p data-bbox="743 369 1419 459">For example, the Quantity From is 10 and the Quantity Over Ordered is 3. The customer receives free goods when the order is for 13 or more.</p> <p data-bbox="743 480 1419 699">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 the number of free goods multiplied by 5 (for every multiple of 3 past the Quantity From, which is 10 – in this case 13, 16, 19, 22, and 25).</p> <p data-bbox="743 720 1167 745">The calculations the system uses are:</p> <p data-bbox="743 766 1386 856">Total Free Goods Quantity = Free Good Quantity (FGUORG) + (Free Good Quantity * Quantity Over Factor)</p> <p data-bbox="743 877 1398 968">Quantity Over Factor = (Quantity Ordered – Quantity From (ADMNQ)) divided by Quantity Over Ordered (FGFQTY)</p> <p data-bbox="743 989 1313 1075">Quantity Ordered = Quantity Shipped (SDSOQS) + Quantity Backordered (SDSOBK)</p>

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### ► To attach free goods to an adjustment

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You attach free goods only to existing adjustments. To do this, access the Price Adjustment Detail screen and display the correct schedule.

1. Enter 1 in the O (Option) field next to the adjustment to which you want to attach free goods to display the Free Goods window.
2. Type information to define the free goods in the fields in the lower portion of the window.



Review the field definitions for an explanation of how to enter information in these fields.

You can use as many lines as necessary to attach free goods to the adjustment.

3. Press Enter to save the information; press F3 to return to the Price Adjustment Detail screen.

The system highlights the O (Option) field to indicate that free goods are attached to the adjustment detail line.

## Accrual Adjustments

You can use accrual adjustments as a sales and pricing analysis tool to report or review online:

- Adjustments by item
- Adjustments by salesperson
- Adjustment amounts by adjustment

You define an accrual adjustment by entering 4 in the Adjustment Control Code field of the Price Adjustment Definition screen. The system will 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.

The screenshot shows a window titled "[4071] - Price Adjustment Definition" with a menu bar containing "Functions", "Tools", and "Help". The main area contains the following fields:

Adjustment Name	FREEFRT	Accrue Free Freight
Item Price Group		
Customer Price Group	ORDVAL	
Order Detail Group		
Preference Type	CG	
Adjustment Control Code	4	
Adjustment Level	1	
Adjustment Line Type	S	
Override Price (Y/N)	N	
Level Break Type	3	
Manual Add/Change (Y/N)	N	
Rebate Beneficiary	<input type="checkbox"/>	
Mandatory Adjustment	<input type="checkbox"/>	
Subledger in G/L	2	
G/L Class Code	IN30	

At the bottom, there are navigation buttons: a checkmark, an 'X', a list icon, a home icon, a plus icon, a printer icon, and an up/down arrow icon. Below these buttons are the labels "F3=Exit", "F24=More Keys", and "MW".

Enter information in the G/L Class Code field to tell the system which AAI to use and subsequently the correct account to which it should record the transaction. The G/L account can be different for each adjustment definition. Optionally, enter information in the Subledger in G/L field if you want to do subledger accounting.

When the system uses the adjustment's G/L class code to select an account, it could optionally subdivide the account balance by customer, item, or salesperson number. 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.



When you enter a code in the Subledger in G/L field, you override the option in the Update Customer Sales procedure to post subledgers when the system applies the adjustment.

See *Automatic Accounting Instructions* in the documentation for *Sales Order Management* for more information about setting up adjustment accounts.

► **To create an accrual adjustment**

<b>To</b>	<b>Do this</b>
Set up the adjustment to accrue adjustments and not change the order line	<ul style="list-style-type: none"> <li>• Go to the Price Adjustment Definition screen.</li> <li>• Set the Adjustment Control Code field to 4 for the accrual adjustment.</li> </ul>
Define the adjustment	<ul style="list-style-type: none"> <li>• Access the Price Adjustment Detail screen for the accrual adjustment.</li> <li>• Type item and customer information in the top portion of the screen. Remember that the pricing hierarchy determines how the system displays this screen.</li> <li>• Type information in the remaining fields as necessary to create the adjustment.</li> </ul>

## 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. 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.

### An Example

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 that you want to accrue 4% of each order detail line to the general ledger.
- You define rebate thresholds. The rebate is paid at 2% over \$100,000 and 3% over \$200,000. The currency is U.S. dollars. The rebate is effective from June 20, 1998 through December 31, 1998.

On June 30, 1998, 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. It compares sales totals with rebate thresholds to

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determine whether it 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 \$2,000
- Credit rebate payable \$2,000

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

You enter additional orders for customer 4183 and item CLRD100.

- July 15, 1998 for \$100,000
- July 30, 1998 for \$100,000

During sales update the system updates volume history:

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

Since the customer reached the second rebate threshold, the system calculated the rebate amount at 3% of the order history total.

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. 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 rebate payable \$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

If you do not reset the rebate amount field, the system continues to accrue rebate amounts.

### Defining the Rebate

The setup required before you can begin to use sales rebates is:

- Create the rebate accrual adjustment
- Define the rebate accrual detail information
- Define rebate thresholds

### Creating the Rebate Accrual Adjustment

#### **To create a rebate adjustment**

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1. Access the Price Adjustment Definition screen.
2. Set the Adjustment Control Code field to 5.
3. Set the Rebate Beneficiary field to reflect the address to which you want to send the credit note.
4. Set the Level Break Type field to indicate whether you accrue rebate information by quantity or by amount.

## Defining Rebate Accrual Detail Information

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

### ► To define rebate accrual information

1. Access the Price Adjustment Detail screen for the accrual adjustment.
2. Type item and customer information in the top portion of the screen. Remember that the pricing hierarchy determines how the system displays this screen.
3. Type information in the Factor and Basis fields to define how you want to accrue a rebate amount for each eligible sales detail line to the general ledger.

The screenshot shows a software window titled "[4072] - Price Adjustment Detail". The window has a menu bar with "Functions", "Options", "Tools", and "Help". Below the menu bar, there are fields for "Unit of Measure" and "Currency Code", both with asterisks in small boxes. The "Adjustment Name" is "REBATE02" and the description is "Rebates, second quarter". The "Customer Number" is "4242". Below this is a table with columns: "Cur Cod", "From Quantity", "UM", "Factor", "Basis", and ".Effective From Thru". The table contains one row with the following data: "USD", "1", "EA", "2.0000", "% of Base Price", and "1 02/23/96 12/31/10". At the bottom of the window, there are several icons and a status bar that reads "Opt: 1=Free Goods 2=Variable 3=Formula F9=Redisplay MW".

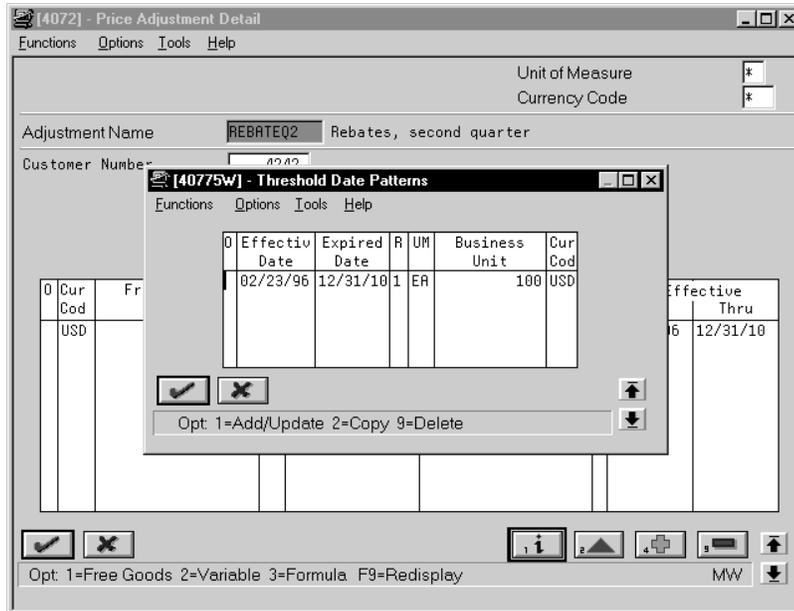
0	Cur Cod	From Quantity	UM	Factor	Basis	.Effective From	Thru
	USD	1	EA	2.0000	% of Base Price	1 02/23/96	12/31/10

## Defining Rebate Thresholds

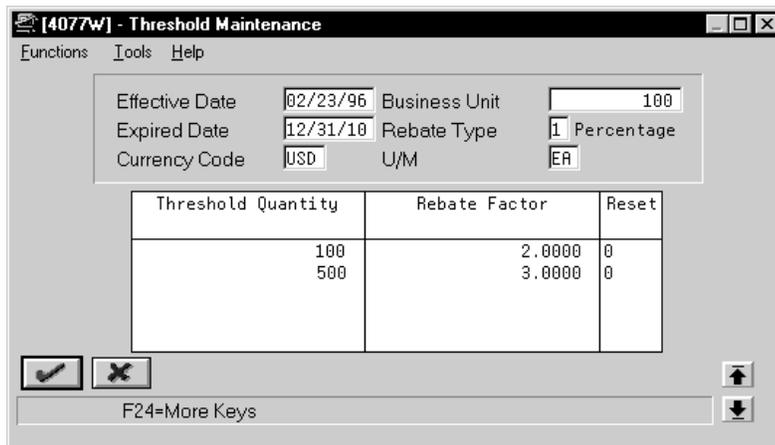
You use rebate thresholds to determine whether a customer is eligible for a rebate. Customer sales totals that you accumulate in volume history are compared against the thresholds to determine if the customer is eligible for a rebate and at what level.

The system uses the rebate factor to calculate the rebate amount. For example, you can define a 2% rebate for all midwest customers 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, the system issues a rebate to the customer.

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.



Window



Fields

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.

<b>Field</b>	<b>Explanation</b>
Threshold Quantity	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 History Flag	A code that identifies how to handle future sales when a customer reaches a rebate threshold. Valid codes are: <ul style="list-style-type: none"> <li>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.</li> <li>0 No, do not reset sales history totals and rebate paid when you create a credit order, but leave them at their current values.</li> </ul>

**► To define rebate thresholds**

1. Access Threshold Date Patterns.
2. Access Threshold Maintenance.
3. Complete the date fields to define the beginning and ending dates for the rebate.
4. Complete the Threshold Amount field to indicate the rebate's beginning level.
5. Complete the Rebate Factor field to indicate how the system should calculate the rebate.
6. Enter Y if you want the system to reset the rebate accrual each time you pay a rebate.

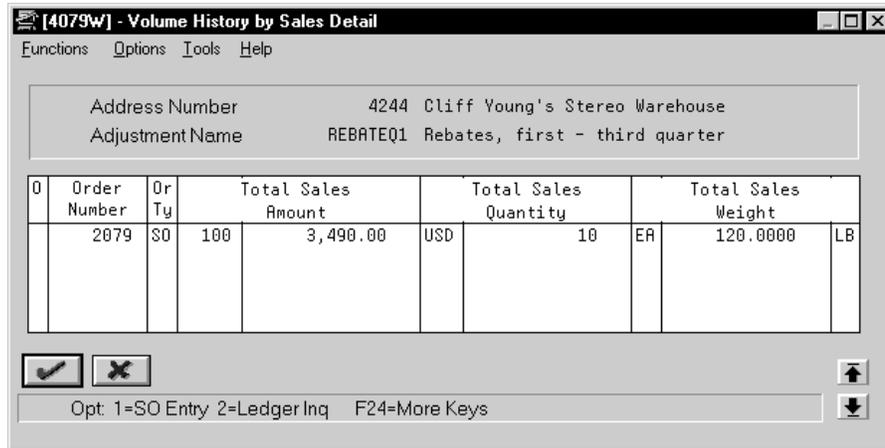
## Reviewing Rebate Information

You use two tools to review rebate information:

- From Customer Service, you use the Volume History Inquiry window to track sales volume totals as they relate to volume rebates.
- Through the Volume History Register, which is a report that lists customers and their qualifying sales totals for the rebate.

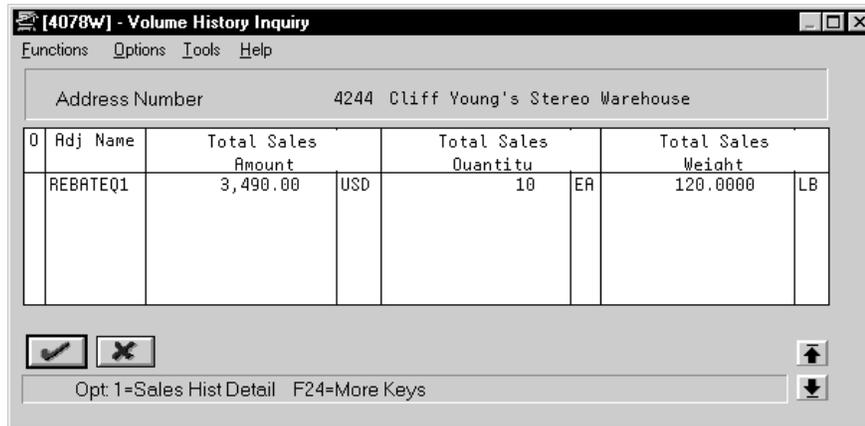
### Volume History Inquiry

From Customer Service, you can access Volume History Inquiry to review sales volume to date in terms of quantity, amount, and volume that has accumulated to the Sales Volume History file (F4078).



You must enter a sold to address before you can access this window.

From this window you can display the sales orders that contributed to the volume totals by accessing Volume History by Sales Detail, which retrieves information from the Volume History by Sales Details file (F4079).



### Volume History Register

Print the Volume History Register to review volume rebate information in a report format. You can use this report to track current sales volume totals as they relate to volume rebates. The report prints rebate thresholds from the Rebate Thresholds file (F4077). Current sales volume comes from the Volume History file (F4078).

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## Generating Credit Orders

You generate credit orders when you want to remit rebates. When you use the credit order generation, you create a credit order for each beneficiary who has a rebate amount accumulated in the volume history file.

If you do not reset the rebate amount field after each credit order generation, the rebate amount on the credit order is calculated by subtracting the rebate paid from the rebate amount.

You can create consolidated credit orders through data selection and data sequencing. This program reads volume history to create credit orders based on the Rebate Amount field and the Beneficiary Address field.

If you need to change the beneficiary of the credit order, you can through the Price Adjustment window, which you access from Sales Order Detail.

Through the processing options you control whether specific information should be updated to the Subledger field in the Sales Detail file (F4211).

## Repost Volume History

Use Repost Volume History if you have a customer for whom you'd like to accrue rebate information from sales history. Typically, you use this program to catch up a customer for whom you haven't been accruing rebate information. You can accumulate order information from order history and calculate rebate amounts based on the accumulated order history.

This program has a processing option you use to control whether volume totals are reported from the beginning (start over) or from current totals (add to current totals).

## Variable Price Tables

Use variable prices when an item's price can vary frequently, even as often as daily. You use variable price tables to set up prices and effective dates.

You can create adjustments that are based on the variable price table.

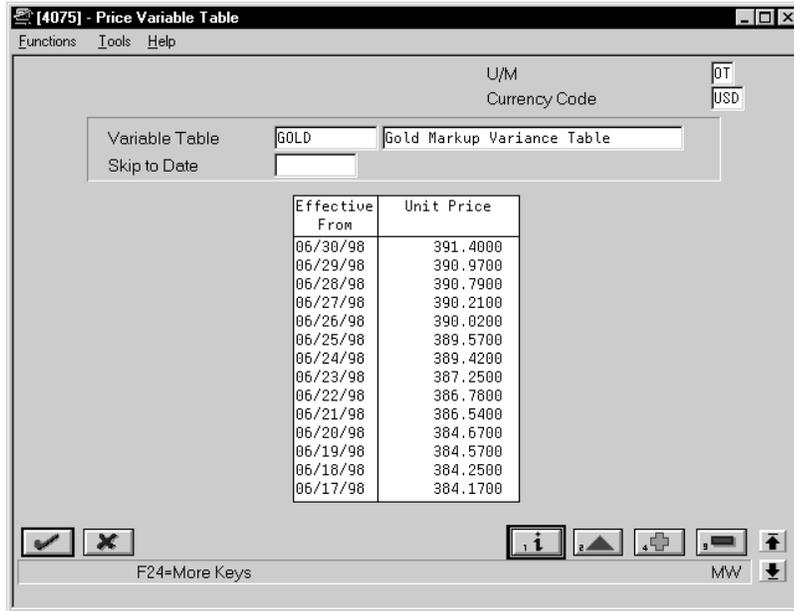
When you redisplay information on this screen, the system displays the prices in descending date order.

To create adjustments that are based on a variable price table, you must

- Define the adjustment detail information
- Define the 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. This ensures that you will override any other price with the price from the variable table.

Screen



Fields

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.
Skip to Date	The date you want to see displayed on the first detail line.
Effective From	The date that a transaction, text message, contract, obligation, or preference becomes effective.
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).  ..... <i>Form-specific information</i> .....  The price you enter here either overrides the base price or is the base price depending on how you define the adjustment.

---

## Defining the Variable Price Table

### ► To define the adjustment detail

---

1. Type item/customer information in the upper portion of the Price Adjustment Detail screen, as necessary.

Remember that the pricing hierarchy determines how the system displays this screen.

2. Enter detail information:

In this field	Type
Factor	The code that identifies the variable table
Basis	6 (Code that tells the system to add on a variable amount from the variable table.)

3. Access the Price Variable Table screen by entering 2 in the O (Option) field next to the detail line for which you want to define variable prices.

► **To define variable prices**

---

Add variable prices by completing the following fields:

<b>In this field</b>	<b>Type</b>
Variable Name	The user defined code that identifies the name of the variable table.
Effective Date	The beginning date of the price's effective date range. This price will be in effect until the next effective date that you enter.
Unit Price	A price for the item based on the unit of measure shown in the upper portion of the screen.

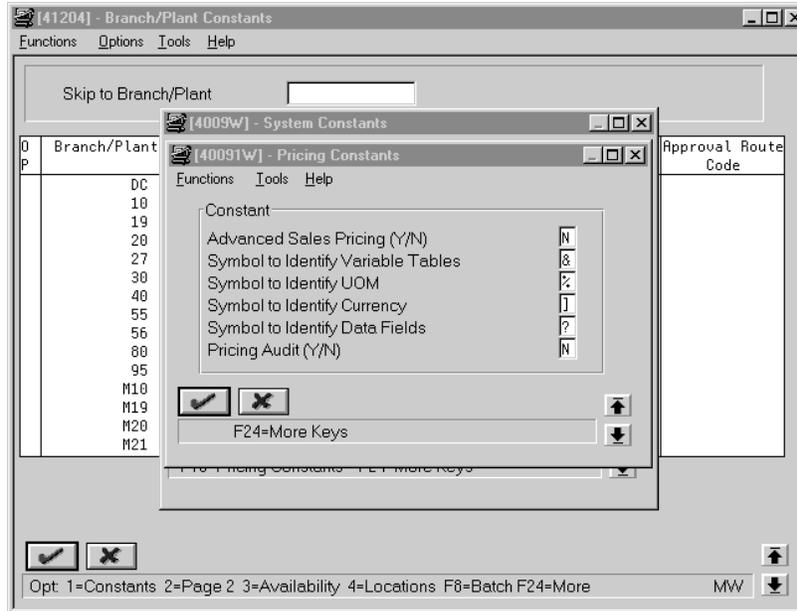
## Formula-Based Adjustments

Formulas are a powerful tool you can use to define complex price structures. Each formula can be as simple or as complicated as you want it to be. When you define the formula you can refer to:

- A price variable table
- The sales detail file

You can also specify units of measure and currency codes in formulas.

Each component that you either refer to or specify must be identified by a special character. You define these characters during system setup in the pricing constants.



The system evaluates formulas as standard algebraic notation: whatever is inside parentheses is evaluated first, then multiplication, division, and finally addition and subtraction. A formula could look like this:

.90\*&GOLD

where

- .90 represents ninety percent
- The asterisk (\*) represents multiplication
- The ampersand (&) indicates that the name of a variable table follows. In this example, GOLD represents the variable table.

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

## Window



## Fields

Field	Explanation
Price 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).
Formula Calculation Field	<p>An algebraic expression the system uses to calculate the adjustment to which the formula is attached.</p> <p>When you define formulas, use standard arithmetic symbols to indicate addition (+), subtraction (-), multiplication (*), and division (/). In the formula you can also include units of measure and currency codes, and references to fields in the Sales Order Detail table (F4211) and to variable tables. You identify each of these with a symbol. You define these symbols in the pricing constants, which you access from the branch/plant constants.</p> <p>The following is an example of a pricing formula that refers to a variable table. (.90 * &amp;PROPANE) + 2</p> <p>The ampersand identifies PROPANE as a variable table.</p>

---

► **To create formula-based adjustments**

---

1. Type item/customer information in the upper portion of the Price Adjustment Detail screen, if necessary. Remember that the pricing hierarchy determines how the system displays this screen.
2. Enter detail information:

In this field	Type
Factor	The code that identifies the formula
Basis	7 (Use the formula identified in the Factor field)

3. Access the Price Formula window by entering 3 in the O (Option) field next to the detail line for which you want to define variable prices.

► **To define a formula**

---

1. Type your formula using the lines provided.
  - Characters you use to identify algebraic operands must have been defined through the system constants. For more information, see *Setup for Advanced Pricing*.
  - You can include a price variable table in the formula. If you can't remember the name of the table, use F6 to display the Price Variable Table screen.
  - You can include a field from the Sales Order Detail file (F4211). Use F16 to display the File Field Descriptions window, which you can use to return a field name to your formula. 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
2. Press F3 to return to the Price Adjustment Detail screen.

## Override Search Groups

You can define prices based on how you've placed items or customers into groups. You do this:

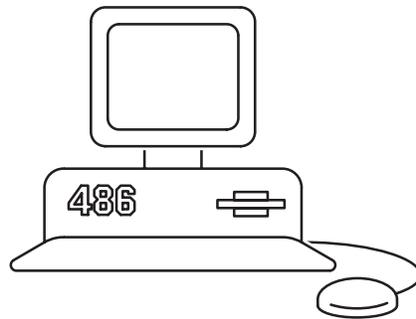
- For items by using the category codes in item/branch information
- For customers by using the category codes in customer master information.

You specify the categories that you want to use by defining override search groups. You can use just 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's or customer's records for category codes that match the override group. If it finds a match, it uses the defined price. The search is based solely on category codes.

### Example: Define an Override Search Group

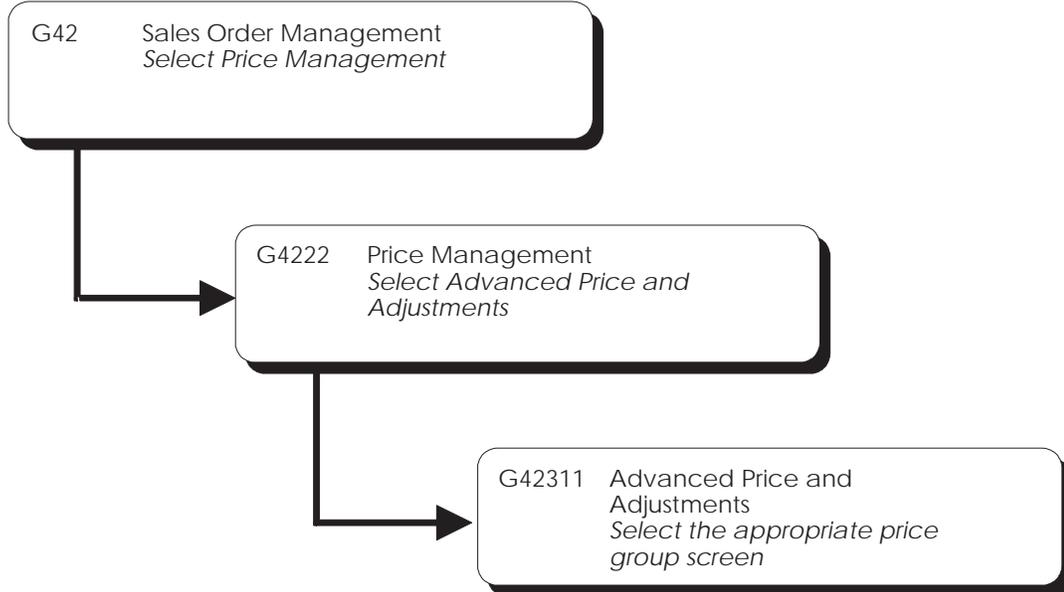
Here's how you might define and use an override group for an item. You sell personal computers. You've decided to have a special promotion to reduce your inventory of PCs that have a 486 chip before they became obsolete since you're soon expecting a new, faster model.



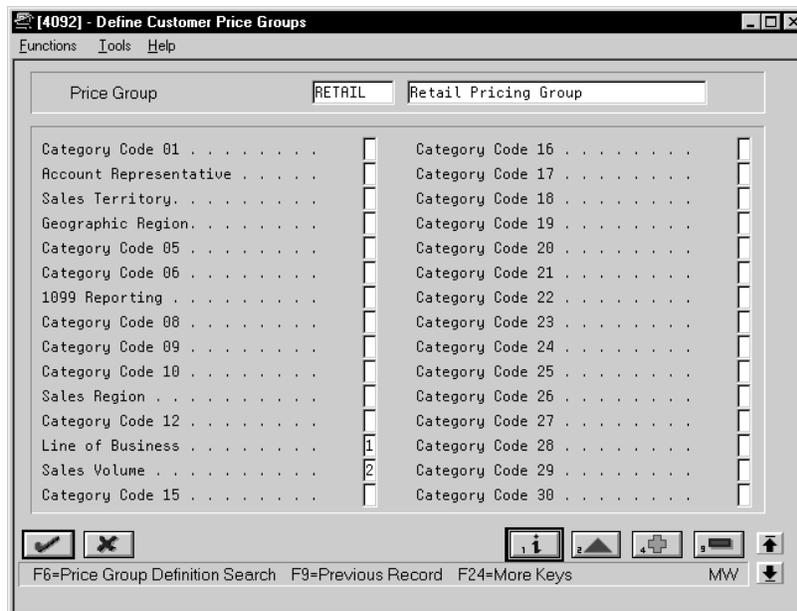
You use category codes to assign each PC model that you sell to a category that identifies the type of processor the PC has. To set up pricing for this promotion, define an adjustment that uses this category code to determine which models are eligible for the discount. You do this by creating an override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

1. Determine which category code you used to specify PC model.
2. Define an override search group that includes this category code. Use the Define Item Price Groups screen (P4092) to do this.
3. Assign the override group to an adjustment definition. You can use an existing one or create a new one.
4. Access the adjustment schedule that includes the adjustment, if you've used an existing one, or to which you want to attach the new adjustment.
5. Go to the detail screen for the adjustment. Note that the system displays the code you used to define the override search group in the Item Price Group field.
6. Define the discount by first entering the code that identifies the 486 PCs in the category code field below the Item Price Group field. When the system prices PCs, it will note which category the PC belongs to and see if it matches the code you enter here. If so, the PC is eligible for the discount.

## Getting There



## Screen



### ► To define an override search group

1. Make sure the Action Code is A.
2. Type a price group code in the Price Group field.

3. Indicate which category codes you want to group by typing the numbers 1–4 next to four field names. You can use only one or as many as four.

## Order Detail Groups

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

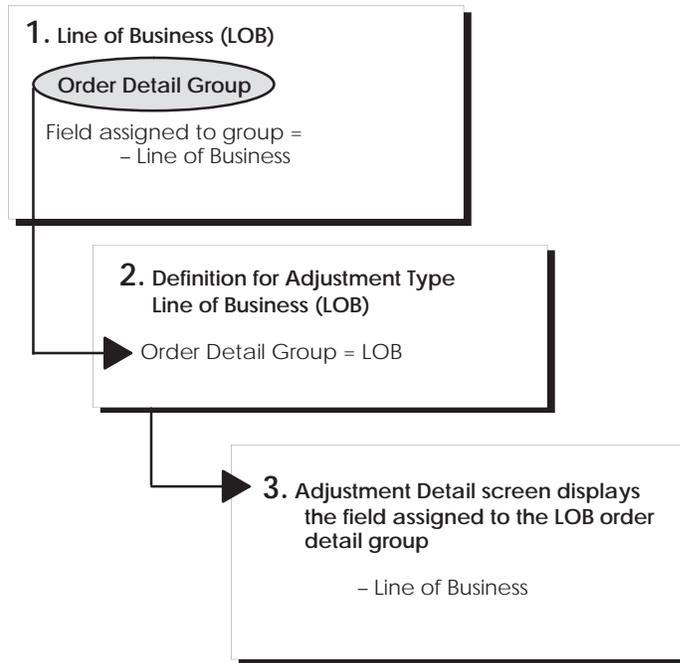
When you enter sales orders, most data in detail fields comes from system defaults, customer master information, customer billing instructions, items, and preferences. By using these fields to group customers, you have another method of defining pricing for a specific group.

---

## An Example

For example, you want to give a special discount to a group of customers whose line of business is manufacturing. To use this example, we must also use the line of business preference.

### Pricing Information



1. You create an order detail group called Line of Business (LOB). You assign the Line of Business field to the group.
2. You create an adjustment definition that includes the LOB order detail group.
3. Access the Adjustment Detail Definition screen for this adjustment and note that the system displays all fields assigned to the order detail group.
4. Enter the MFG line of business code in the Line of Business field. This tells the system that each time it encounters an order line with this code in the Line of Business field it should apply this adjustment.

### Preference Information

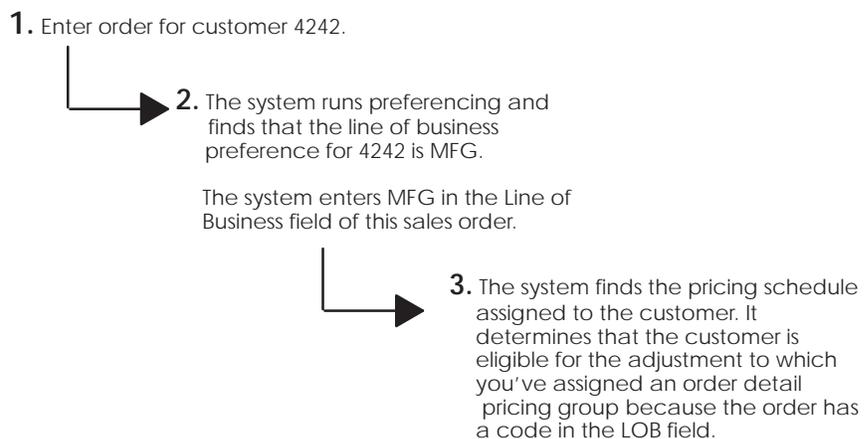
Before the system will enter a code in the Line of Business field during sales order entry, you must define the line of business preference to tell it to do so. For this example, go to the preference profile definition screens and set up the line of business preference for customer 4242 with the MFG line of business code.

Next, ensure that preferencing is turned on.

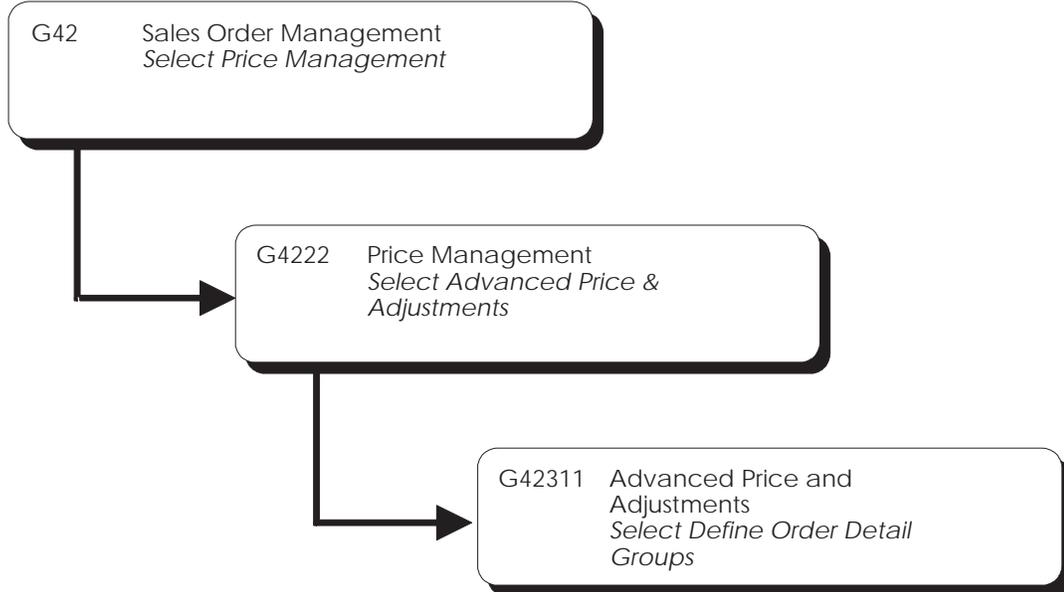
- Go to menu G4231 and review the Preference Selection program. Create a version that includes the Line of Business preference and make note of the DREAM Writer version number.
- In the processing options for sales order entry:
  - Enter 1 in option 69 to turn on preferencing.
  - In option 57 enter the version of the Preference Selection program that you defined above. This is the version the system will use during sales order entry to perform preference processing.

### How It All Works

Once you define the pricing and preference information, enter a sales order for customer 4242. Because you are using 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 use the adjustment you defined for line of business.



## Getting There



## Screen

The screenshot shows the '4092 - Define Order Detail Groups' screen. The title bar includes 'Functions Tools Help'. The main area contains two columns of fields, each with a checkbox and a numeric spinner control.

Field	Value
Price Group	.LOB
Line of Business	
Branch/Plant	
Company	
Agreement Nbr.	
Header Business Unit	
Payment Terms	
Payment Instrument	
Line of Business	1
End Use	
Duty Status	
Carrier Number	
Mode of Trn.	
Route Code	
Stop Code	
Zone Number	
Freight Handling Code	
Rate Code - Freight/Misc	
Rate Type - Freight/Misc	
Shipping Commodity Class	
Shipping Conditions Code	
Price Code 1	
Price Code 2	
Price Code 3	
From Grade	2
Thru Grade	3
From Potency	
Thru Potency	
Order Type	

At the bottom, there are several icons and function keys: F6=Price Group Definition Search, F9=Previous Record, F24=More Keys, and MW.



The Define Order Detail Groups screen shows several fields that do not display during order entry. These fields are:

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

### Fields

Field	Explanation
Sales Detail Group	A user defined code (system 40, type SD) that identifies a sales order detail group, which you can use to create pricing that is based on a field in the Sales Order Detail file (F4211).

### Defining an Order Detail Group

#### ► To define an order detail group

---

1. Make sure the Action Code is A.
2. Type an order detail group code in the (Order Detail) Price Group field.
3. Indicate which order detail fields you want to associate with the order detail group by typing 1, 2, or 3 next to three field names. You can use only one or as many as three.

# Adjustment Changes

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When you enter a sales order whose prices are calculated using an advanced price adjustment, you can use tools accessible from the Sales Order Detail screen to review and change those adjustments.

These tools include the:

- Price Adjustments window
- Check Price and Availability screen

## Price Adjustments Window

To review how the system calculated the unit price of an item on an order detail line, access the Price Adjustments window from the Sales Order Entry screen.

This window lists each adjustment and whether the adjustment was used to override the price. If the fields of an adjustment line are underlined, you can change the adjustment from the window:

- When you enter a new unit price, the system calculates a new factor value.
- When you enter a new factor value, the system calculates a new unit price.

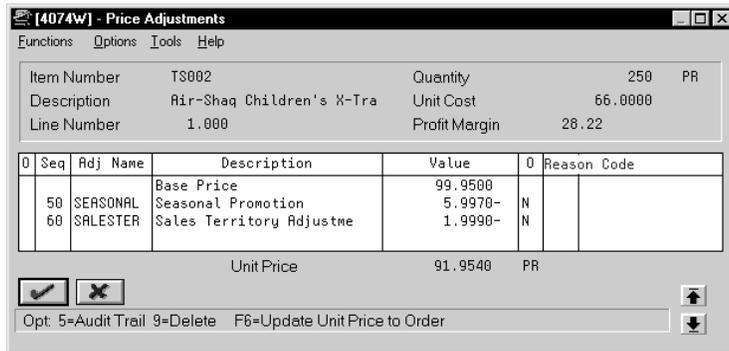
Also, you can enter a reason code for any change.



The system displays prices in this window only if you have set the processing options to display prices. Additionally, you can change prices here only if:

- You have set the processing options to allow prices to be changed.
- You have defined the adjustment to allow changes.

Window



If an adjustment name is highlighted, it is an accrual adjustment, which means the system is accruing amounts when it applies the adjustment rather than applying those amounts to the order line. The accruals take place after the order is posted.

Fields

Field	Explanation
Profit Margin %	A number that represents the profit margin percentage, which the system calculates by dividing the difference between the unit price and unit cost by the unit price. A 20% margin will be expressed as 20. $\text{Profit Margin} = (\text{Unit Price} - \text{Unit Cost}) / \text{Unit Price}$
Amount – Price per Unit	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). <i>Form-specific information</i> 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.
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.
Adjustment Reason Code	User defined code (system 40, type AR) you can use to identify why you change an adjustment.

## Fold Area

Item Number	TS002	Quantity	250	PR
Description	Air-Shaq Children's X-Tra	Unit Cost	66.0000	
Line Number	1.000	Profit Margin	28.22	

0	Seq	Adj Name	Description	Value	0	Reason Code
			Base Price	99.9500		
Factor Val						Basis
	50	SEASONAL	Seasonal Promotion	5.9970-	N	
Factor Val			6.0000-	% of Base Price		Basis 1

Unit Price 91.9540 PR

Opt: 5=Audit Trail 9=Delete F6=Update Unit Price to Order

## Fields

Field	Explanation
Factor Value	<p>A code that indicates how to adjust an order line. This field works in conjunction with the Basis field (BSCD). How you define the Basis field determines whether you enter a number or a code in this field.</p> <p>If your basis code is</p> <ul style="list-style-type: none"> <li>1-5 Enter a positive number for markups, for example, 10. Enter a negative number for discounts, for example, 10-.</li> <li>6 You want to base the adjustment on a variable table. Enter the code that identifies the variable table.</li> <li>7 You want to use a formula to calculate the price. Enter the code that identifies the formula.</li> <li>8 You want to calculate the adjustment using a custom program. Enter the program ID.</li> </ul> <p>For Agreement Penalty Schedules</p> <p>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.</p> <p>..... <i>Form-specific information</i> .....</p> <p>If you enter a new factor value, the system automatically calculates a new unit price.</p>

<b>Field</b>	<b>Explanation</b>
Basis Code	<p>Specify the basis on which this adjustment will be calculated:</p> <ul style="list-style-type: none"><li>1 Percentage times the base price</li><li>2 Percentage times the current net price</li><li>5 Adjustment amount is the value specified in the factor field.</li></ul> <p>NOTE: If calculating an adjustment amount based on a percentage, the Factor field (FVTR) will contain this percentage. A 2% discount should be entered as 2-. The negative sign is mandatory for discounts.</p> <p>If calculating an adjustment amount based on an add on amount, the factor field will contain this amount. A specific 10 dollar discount should be entered as 10-.</p>

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## Reviewing and Changing Price Adjustments

### ► **To review and change price adjustments during order entry**

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1. Display the order that you want to review or change pricing for.
2. Access the Price Adjustments window by entering 11 in the O (Option) field of the detail line whose pricing you want to review.
3. You can:
  - Change adjustments whose entry fields are underlined, which means that their adjustment type allows changes. You cannot change fields that are not underlined or are underscored by a dotted line.
  - Use option 9 to delete an adjustment. You can do this only if the adjustment allows changes.
4. Press F6 to save your changes and update the order detail line.

### ► **To review the audit trail of an adjustment line**

---

From the Price Adjustments window, enter 5 in the O (Option) field of an adjustment that you want to review information for.

The system displays the Pricing Audit Trail window that has information such as the adjustment schedule name and the name of the customer's group.



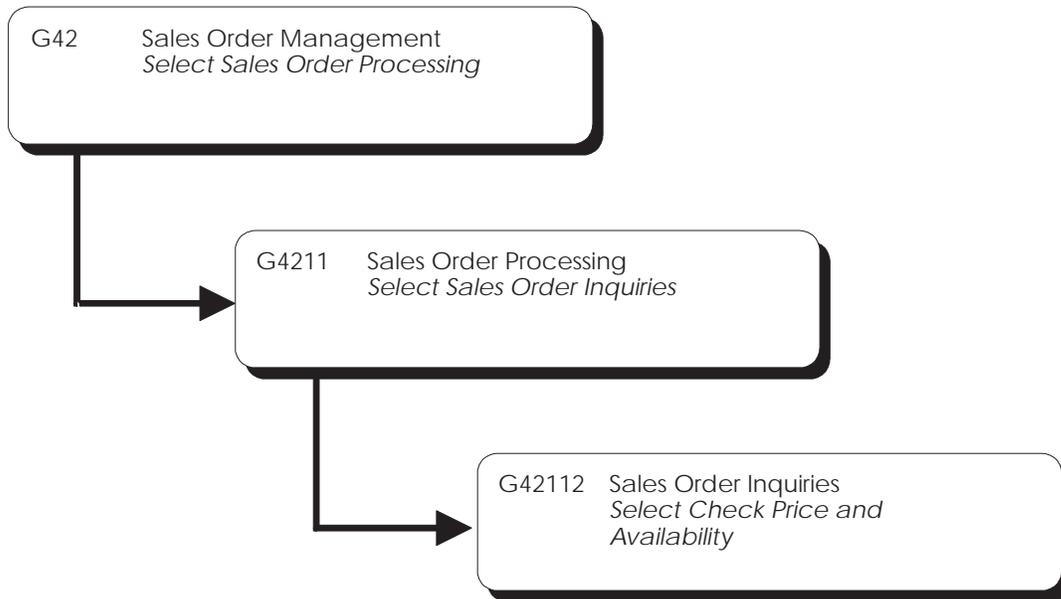
## Check Price and Availability

The Check Price and Availability screen provides information about the pricing and availability of specific inventory items. Use it to quickly review the price adjustments the system applied to an order line for a specific item. If you access this screen from sales order entry, you can use it to review the quantity breaks defined for an adjustment type and to specify a different one for the order.



The system updates this screen with preference information only if you set up the processing options accordingly.

### Getting There



## Screen

The screenshot shows a software window titled "[40721] - Check Price & Availability". The window contains several input fields and a table. The fields include:

- Made (F): 0, Currency Code: USD, Business Unit: 30
- Price Date: 06/13/98
- Address Number: 4243, Ship To: 4243, Custom Athletic Brok
- Adj. Schedule: WHLSDIST
- Item Number: TS001, Issel Pump Court Shoes
- Quantity: 1, Pricing UOM: PR
- Quantity Avail: 844, Weight per: PR, 2.2500 LB
- Committed: 625, Cost per: PR, 82.0000
- Quantity on P.O.: 150, Profit Margin (%): 34.6873

0	Seq	Adj Name	Description	Factor	Value	Basis	Unit Price
			Base Price				135.0000
	50	SEASONAL	Seasonal Promotion	5.0000-		% of Base Price	6.7500-
	60	SALESTER	Sales Territory Adj	2.0000-		% of Base Price	2.7000-
Total							125.5500

At the bottom of the window, there are buttons for confirmation and cancellation, and a status bar with options: Opt: 1=Adj Breaks 5=Audit Trail F6=Return Price F8=Sum. Avl. F24=More MW

## Displaying Price and Availability Information

### ► To inquire on price and availability information

1. Type information in the following required fields:
  - Business Unit
  - Sold To or Ship To
  - Item Number
2. Type the code for an adjustment schedule in the Adj. Schedule field if you want to base the inquiry on information based on that schedule.

## Changing Price Level Breaks During Order Entry

During order entry, you may require the flexibility of being able to change the level of discount a customer will receive for an item. You do this by first displaying the Check Price and Availability screen and going to the Adjustment Quantity Break window from there.

### ► To change price level breaks during order entry

1. Enter 1 in the O (Option) field next to the adjustment whose level breaks you want to review to display the Adjustment Quantity Break window.

The system highlights the current price break level.

The screenshot shows a window titled "[40722] - Adjustment Quantity Break". It contains a menu bar with "Functions", "Options", "Tools", and "Help". Below the menu is a "Reason Code" field with an empty checkbox. The main area displays a table with the following data:

0	From Quantity	UM	Factor Value	Basis	Effective Date		Cur Cod
	5	EA	.0300-	Add on Amount	02/13/95	12/31/10	USD
	10	EA	.0500-	Add on Amount	02/13/95	12/31/10	USD
	15	EA	.0700-	Add on Amount	02/13/95	12/31/10	USD
	20	EA	.1000	Add on Amount	02/13/95	12/31/10	USD

At the bottom of the window, there are two buttons: a checkmark and an 'X'. Below these is a text field containing "Opt 1=Select level break" and "F24=More". On the right side, there are up and down arrow buttons.

2. Enter 1 in the O (Option) field next to the new level and a reason code in the Reason Code field.

The system highlights the new price break level.

3. Press F3 to close the window and return to the Check Price and Availability screen.

Notice that the system has recalculated the unit price for the adjustment line based on the new price level break.

4. Press F6 to return the new price to the sales order.

# Price and Adjustment Changes

---

When you need to change adjustments, you can change them one at a time through the Price and Adjustment Schedule screen, or you can use the Price and Adjustment Maintenance program, which lets you change adjustments in or add them to the Price Adjustments file (F4072). The system bases new adjustments on the current adjustment selected by the DREAM Writer.

JDE has defined three versions of this program:

- Price Adjustments Report
- Price Adjustments Revisions
- Future Adjustments Additions

The system prints all adjustments and the changes made to them. The report also includes any new adjustments, their effective dates, and new factor values.

You can run this program in proof and final mode. Proof mode lets you review the report and make changes before running the program to make final adjustments. You can run this program in proof mode as many times as you need.

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

### Price Adjustments Report

When you submit the price adjustments report version of this program, the system prints only existing adjustments for each record that it selects. It does not make changes or updates. To create this version, leave all processing options blank.

41840	J.D. Edwards & Company				Page	-	3
	Price Adjustments Report				Date	-	5/18/95
Adjustment Name. . . BASEOVR		Base Override					
Item Number	Item Group	Customer Numb	Customer Group	Adj. Factor	Basis Code	. . . Effective . . . From Thru	
-----							
P001		4242					
Premium Xerographic Paper		Corporate Office Systems Company					
For item		Cur Cod	Quantity From	UM			
		USD	13	RM	88.0000	% of Base Price	01/01/98 12/31/98
		USD	25	RM	85.0000	% of Base Price	01/01/98 12/31/98
		USD	37	RM	82.0000	% of Base Price	01/01/98 12/31/98

41840	J.D. Edwards & Company				Page	-	5
	Price Adjustments Report				Date	-	5/18/95
Adjustment Name. . . DEAL		Deal Allowance					
Item Number	Item Group	Customer Numb	Customer Group	Adj. Factor	Basis Code	. . . Effective . . . From Thru	
-----							
For group	VITAMIN						
	PHR	Pharmaceutical					
	VIT	Vitamins					
		Cur Cod	Quantity From	UM			
		USD	12	CA	2.0000-	% of Base Price	01/01/98 12/31/98
		USD	100	CA	5.0000-	% of Base Price	01/01/98 12/31/98
		USD	500	CA	10.0000-	% of Base Price	01/01/98 12/31/98

## Price Adjustments Revisions

When you want to change adjustments, you choose the price adjustments revisions version of this report. You can run this version in proof or final mode.

When you submit this version, 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 type in the processing options.

41840	J.D. Edwards & Company		Page	-	3				
	Price Adjustments Revisions - Proof		Date	-	5/18/95				
Adjustment Name. . . BASEOVR Base Override									
Item Number	Item Group	Customer Numb	Customer Group	Old Adj. Factor	New Adj. Factor	Basis Code	. . Effective . .		
-----		-----		-----		-----		From	Thru
P001		4242							
Premium Xerographic Paper		Corporate Office Systems Company							
		Cur Cod	Quantity From	UM					
		-----	-----	-----					
		USD	13 RM	88.0000	96.8000	% of Base Price	01/01/98	12/31/98	
		USD	25 RM	85.0000	93.5000	% of Base Price	01/01/98	12/31/98	
		USD	37 RM	82.0000	90.2000	% of Base Price	01/01/98	12/31/98	

41840	J.D. Edwards & Company		Page	-	7				
	Price Adjustments Revisions - Proof		Date	-	5/18/95				
Adjustment Name. . . FAMILY Family Set Allowance									
Item Number	Item Group	Customer Numb	Customer Group	Old Adj. Factor	New Adj. Factor	Basis Code	. . Effective . .		
-----		-----		-----		-----		From	Thru
	REPRICER		WHOLES						
		Cur Cod	Quantity From	UM					
		-----	-----	-----					
		USD	50 DZ	10.0000	11.0000	Add on Amount	01/01/95	12/31/10	
		USD	75 DZ	8.7500	9.6250	Add on Amount	01/01/95	12/31/10	
		USD	100 DZ	8.5000	9.3500	Add on Amount	01/01/95	12/31/10	
		USD	100 EA	1.2500	1.3750	Add on Amount	01/01/95	12/31/10	
		USD	500 EA	1.1500	1.2650	Add on Amount	01/01/95	12/31/10	
		USD	1000 EA	1.0500	1.1550	Add on Amount	01/01/95	12/31/10	

## Price Adjustment Additions

When you want to create new adjustments, you choose the future adjustments additions version, where the system writes new adjustment records to the Price Adjustments file. You create this version by entering effectivity dates in the processing options to represent the effectivity dates of the new adjustments.

The system bases new adjustments on the existing adjustment with the most recent expiration date. It assumes that the adjustments you want to create will be effective on a future date. You should not create adjustments for previous dates to avoid having the system choose the wrong adjustment.

You can change the new adjustment before the system writes it to the file. To do this, enter the adjustment type and factor in the processing options. The system will use this information to change the new adjustment.

If you leave the adjustment type and factor blank, the system writes new adjustments that it copies from the current adjustment and does not create a new adjustment.



You must specify a “from” and a “through” date or the program will end without any processing. Proof mode prints a listing of the additions that would have taken place. Final mode lists the additions that were made. You indicate that you want final mode by entering 1 in the processing option for final mode.

Item Number	Item Group	Customer Numb	Customer Group	Old Adj. Factor	New Adj. Factor	Basis Code	Effective From	Effective Thru
Adjustment Name . . . BASEOVR Base Override								
P001	Premium Xerographic Paper	4242	Corporate Office Systems Company					
		Cur Cod	Quantity From	UM				
		USD	13	RM	88.0000	% of Base Price	01/01/98	12/31/98
		USD	13	RM	88.0000	96.8000 % of Base Price	01/01/95	12/31/95
		USD	25	RM	85.0000	% of Base Price	01/01/98	12/31/98
		USD	25	RM	85.0000	93.5000 % of Base Price	01/01/95	12/31/95
		USD	37	RM	82.0000	% of Base Price	01/01/98	12/31/98
		USD	37	RM	82.0000	90.2000 % of Base Price	01/01/95	12/31/95

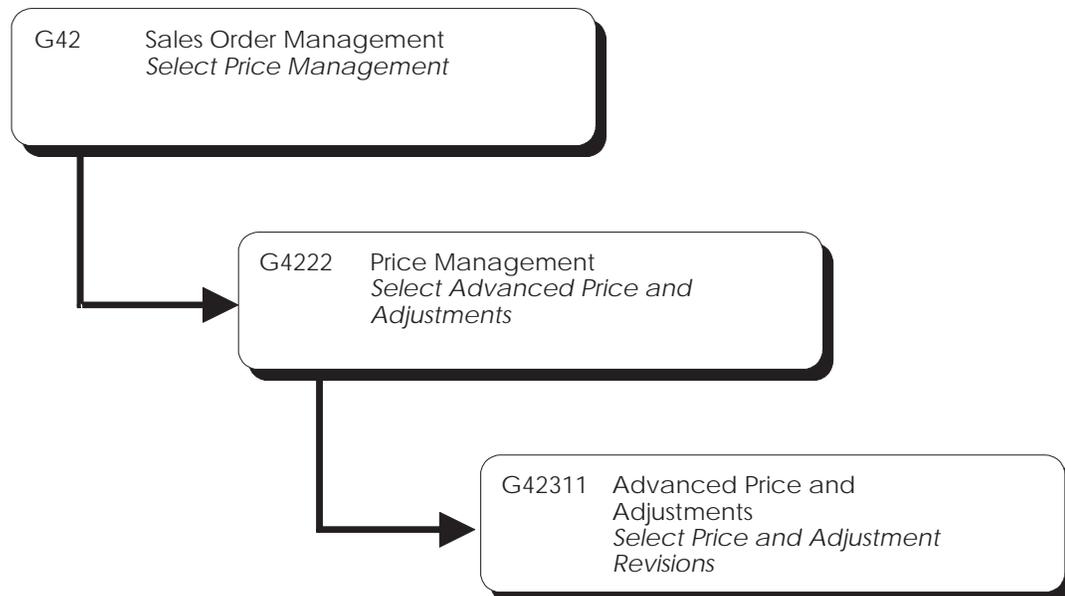
Adjustment Name . . . FAMILY Family Set Allowance

Item Number	Item Group	Customer Numb	Customer Group	Old Adj. Factor	New Adj. Factor	Basis Code	. . . Effective . . . From Thru	
	REPRICER		WHOLES					
		Cur Cod	Quantity From	UM				
		USD	50	DZ	10.0000		Add on Amount	01/01/95 12/31/10
		USD	50	DZ	10.0000	11.0000	Add on Amount	01/01/95 12/31/95
		USD	75	DZ	8.7500		Add on Amount	01/01/95 12/31/10
		USD	75	DZ	8.7500	9.6250	Add on Amount	01/01/95 12/31/95
		USD	100	DZ	8.5000		Add on Amount	01/01/95 12/31/10
		USD	100	DZ	8.5000	9.3500	Add on Amount	01/01/95 12/31/95
		USD	100	EA	1.2500		Add on Amount	01/01/95 12/31/10
		USD	100	EA	1.2500	1.3750	Add on Amount	01/01/95 12/31/95
		USD	500	EA	1.1500		Add on Amount	01/01/95 12/31/10
		USD	500	EA	1.1500	1.2650	Add on Amount	01/01/95 12/31/95
		USD	1000	EA	1.0500		Add on Amount	01/01/95 12/31/10
		USD	1000	EA	1.0500	1.1550	Add on Amount	01/01/95 12/31/95

## Before You Begin

Make sure you've analyzed the adjustments you want to change or add so your data selection is correct.

## Getting There



## Data Selection

When you set up the version of this program that you want to run, you can choose particular fields that the system should select from the based on file, which is the Price Adjustment/Price Key joined file (F4072JA).

For example, you could set up a version to select on customer group, item group, or item number. Or you could use this feature to exclude adjustments so you do not inadvertently print or update them.



When you run this program in update or additions mode, you include the unit of measure field (BPUOM) in the data selection to ensure consistent application of the adjustment value.

## Data Sequencing

You can define data sequencing only for the price adjustments report and the price adjustments revisions version of this program.



Do not change the sequencing for versions that create new adjustments, since it might cause the system to use the wrong record to create the new adjustment.

### Processing Options for Price Adjustments Maintenance – Batch

**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 will 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 will be changed. NOTE: The effective date must be less than the expiration date.

- Effective From Date \_\_\_\_\_
- Effective Thru Date \_\_\_\_\_

## Orders Affected by Price Change

Use the Orders Affected by Price Change integrity report to show orders that could potentially change based on changes to adjustments, variables, or formulas since the date the orders were created.

Order Number	Or Ty	Line Number	Sold To Number	Sold To Name	Item Number	Quantity Shipped	Old Extended Price	New Extended Price	Adj Name	*
4082				J.D. Edwards & Company Orders Affected by Price Chg					Page - . . . 1 Date - . . . 2/29/96	
5398	S3	1.000	9898	Corporate Office Systems	JET	3900	4,758.00	4,758.00	JFOR3	*
						Additional Adjustments . .	468.00			
						Old Ext Price Total . .		5,226.00		
						New Ext Price Total . .		4,758.00		
						Difference (New-Old) .		468.00-		
5399	S3	1.000	9898	Corporate Office Systems	JET	3400	4,148.00	4,148.00	JFOR3	*
						Additional Adjustments . .	408.00			
						Old Ext Price Total . .		4,556.00		
						New Ext Price Total . .		4,148.00		
						Difference (New-Old) .		408.00-		
5400	S3	1.000	9898	Corporate Office Systems	JET	2400	2,928.00	2,928.00	JFOR3	*
						Additional Adjustments . .	288.00			
						Old Ext Price Total . .		3,216.00		
						New Ext Price Total . .		2,928.00		
						Difference (New-Old) .		288.00-		

\* Adjustments marked with a '\*' are type '3' adjustments (ACNT=3). The total amount for all type 3 adjustments for the sales order detail line is included in the 'Additional Adjustments' column.

## Processing Options for Orders Affected by Price Change

1. Enter date range (only price adjustment changes made within this range will be considered in producing the report). Blank will default the system date.

2. Enter the new price effectivity date. This is the date for which the report column 'New Extended Price' will be calculated. Blank will default to the 'Price Effective Date' which already exists in the Sales Order Detail record.

# Repricing Sales Orders

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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 quantities 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.

## Types of Repricing

You specify in the adjustment's definition whether you want to use it for basket or order repricing.

- If you define a trade discount or manually enter a price, the system does not reprice the order line.
- If the system must perform both line and order repricing, it calculates basket repricing first.

## Basket Repricing

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

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

	<b>Item Name</b>	<b>Unit Price</b>	<b>Group Name</b>
Line 1	PEN	\$10	SUPPLIES
Line 2	RULER	\$2	SUPPLIES
Line 3	ERASER	\$1	SUPPLIES

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

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

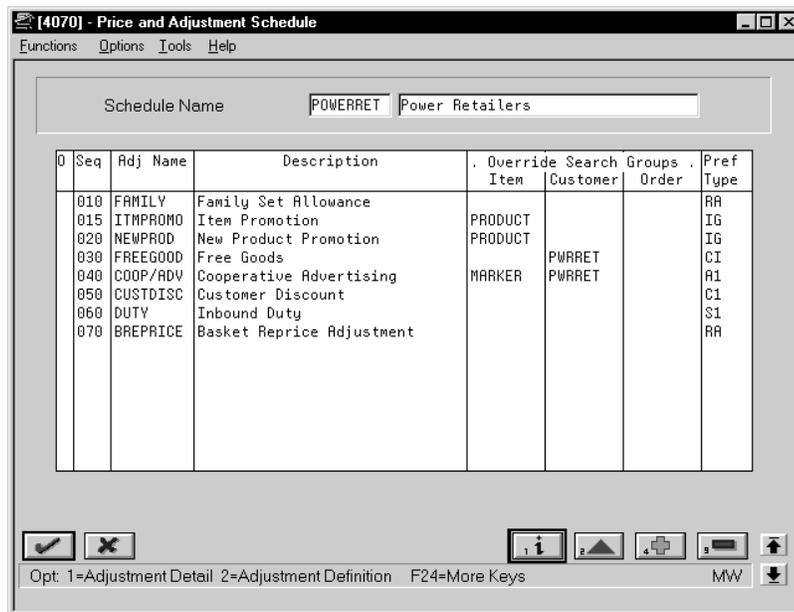
### Setup for Basket Repricing

To use basket repricing, you must:

- Define the repricing adjustment
- Attach items to a basket repricing group

#### ▶ To define the repricing adjustment

1. Set the Adjustment Control Code and Adjustment Level fields of the adjustment definition as follows:
  - Adjustment Control Code = 2
  - Adjustment Level = 2
2. Add the adjustment to an adjustment schedule.



3. Define the reprice adjustment detail.

**[4072] - Price Adjustment Detail**

Functions Options Tools Help

Unit of Measure \*  
Currency Code \*

Adjustment Name **BREPRICE** Basket Reprice Adjustment

Basket Reprice Group **BASKET** Customer Price Group **PWRRET**  
Line of Business **PRT**  
Sales Volume **CLA**

0	Cur Cod	From Quantity	UM	Factor	Basis	Effective From	Effective Thru
	USD	100	EA	10.0000-	% of Base Price	101/01/98	12/31/98

Opt: 1=Free Goods 2=Variable 3=Formula F6=Group Search F9=Redisplay MW

► **To attach items to a basket repricing group**

1. Access Item Branch/Plant Information for each item.
2. Enter the name of the basket reprice group in the Basket Reprice Group field.

**[41026] - Item Branch/Plant Information**

Functions Tools Help

Branch/Plant 10

Item Number **M002** Markette Blue Highlighter

Stacking Type **S** Line Type   
G/L Class **IN10**

Item Price Group  Sales Taxable   
Basket Reprice Group **BASKET** Purchasing Taxable   
Order Reprice Group

Backorders Allowed  Serial No. Required   
Check Availability Y/N  Lot Status Code   
Shelf Life Days  Lot Process Type   
ABC Codes **C - C - C** Commitment Method **I**  
Margin Maintenance (%)

Country of Origin  USA  
Planner Number   
Buyer Number   
Supplier   
Print Message

F5=Codes F6=Cost F9=Price F10=Manufacturing F15=Bulk Info F24=Keys MW

### Using Basket Repricing

When you enter an order for items included in the basket repricing group, the system uses the item's base price, with any adjustments. To use the reprice adjustment, press F18 to reprice the order. Changes to the base price reflect your repricing adjustment.

If you access the Price Adjustments window from Sales Order Entry, you can review the adjustment that was applied to the price.

### Order Repricing

You use order repricing to reprice items that belong to the same *order* repricing group. The system uses information in each detail line of an order for 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.

For example, 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:

	<b>Item Name</b>	<b>Unit Price</b>	<b>Group Name</b>
Line 1	PEN	\$10	SUPPLIES
Line 2	RULER	\$2	SUPPLIES
Line 3	ERASER	\$1	SUPPLIES
Line 4	Discount	\$0.25-	

The setup for order repricing is the same as basket repricing, except you enter an order repricing group for the item through Item Branch/Plant Information.

## When to Reprice

You reprice sales orders:

- Through a batch program (P42750) after order entry. The system bases new prices on the price in the original sales order detail line. It performs basket repricing first and then order repricing.
- Interactively during order entry by pressing F18 from the Sales Order Entry Detail screen. Doing this causes the system to run the batch program discussed in the previous bullet.
- Automatically at order entry when you set up processing option 54 of the Sales Order Entry program to do so.

If you need to reprice an order line that has already been repriced, you set processing option 3 of the reprice program to allow order detail lines to be repriced repeatedly.

## Report

Order Number	Line Number	Ln Ty	Item Number	Cost Center	Transaction Quantity	Unit Price	Extended Price	T X	Inv Rule	Pric Rule	Reprice Rule	Ord Repr Rule
421301												
				J.D. Edwards & Company				Page	-	3		
				Order Repricing				Date	-	7/01/94		
132	2.000	N	Line Added - Reprice	MV	1-	5.0000	5.00-	Y				TCO
133	2.000	N	Line Added - Reprice	MV	1-	5.0000	5.00-	Y				TCO
134	2.000	N	Line Added - Reprice	MV	1-	5.0000	5.00-	Y				TCO
135	2.000	N	Line Added - Reprice	MV	1-	5.0000	5.00-	Y				TCO
157	2.000	N	Line Added - Reprice	DEN	1-	.0000	.00	N				TCO
181	2.000	N	Line Added - Reprice	10	1-	.0000	.00	N				REPRICEO
239	2.000	S	Line Added - Reprice	MV	1-	.0000	.00	N		RULEI		
242	2.000	S	Line Added - Reprice	MV	1-	.0000	.00	N		RULEI		
249	2.000	N	Line Added - Reprice	DEN	1-	.2080	.21-	Y				TCO

## Set Up Repricing

▶ **To set up repricing**

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1. Create adjustments that will reprice order lines by accessing the Price Adjustment Definitions screen and:

<b>Setting the Adjustment Level field to:</b>	<b>Setting the Control Code field to:</b>
2 for basket repricing	1 or 2
3 for order repricing	3

2. Attach the adjustment to a schedule.
3. Define adjustment details using the Price Adjustments Detail screen, where you specify customer or customer group, item or item group.
4. Link customers to the adjustment schedule through the Customer Billing Instructions.
5. Link items to basket repricing groups through Item Branch/Plant Information.

## Repricing Sales Orders

To reprice sales orders you can do one of the following:

- Press F18 from the Sales Order Entry Detail screen after you have entered an order.
- Run the Standard Order/Basket Reprice program, which you can access from the menu (G4222).

## Processing Options for Order and Basket Level Pricing

**Record Selection:**

1. Enter the Next Status to be selected for processing. Any sales detail records with a different Next Status will be bypassed. If left blank, will select all.

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**Default Values:**

2. Enter the Override Next Status for the new sales detail line. If blank, will retrieve status from the Order Activity Rules (F40203).

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**Update Options:**

3. Enter '1' to allow a Sales Detail record to be repriced repeatedly. If left blank, each Sales Detail record will be processed once.
-



## Update Sales Price/Cost

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Businesses sometimes need to completely recalculate their sales orders based on the most current base price or price adjustments. This practice is common when the item price is extremely volatile. Similarly, international businesses sometimes need to recalculate their sales orders at invoice print time to take advantage of the latest fluctuations in currency exchange rates.

You can use the Update Sales Price/Cost program in one or more of the following situations:

- Update sales order costs. When you use this program 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 file (F4105).
- Replace sales order exchange rates. You can use this program to update the exchange rate used by the system to calculate costs and prices on an order. The system replaces the exchange rate that was in effect at the time you entered the order with the current currency exchange rate.
- Update sales order prices. If you use this program to update sales order prices, the system recalculates the unit and extended prices in the Sales Order Detail file (F4211) from the most current base price and price adjustments. The system bases this recalculation on the date you enter in the processing options.

You can update sales order prices more than once. You control which order lines are processed by selecting only those orders with the appropriate date (Delivery Confirm, Promised Ship Date, and so forth) that are less than or equal to today's date.

You can have the system run this program when you run the Update Customer Sales (Sales Update) program by selecting it through the processing options for the sales update. This will cause the system to update all selected sales orders with current costs, exchange rates, and prices before you run invoices and create G/L records. You would want to do this, for example, in an average cost environment or in hyper-inflationary currency situations.

## Example of Updating Sales Prices

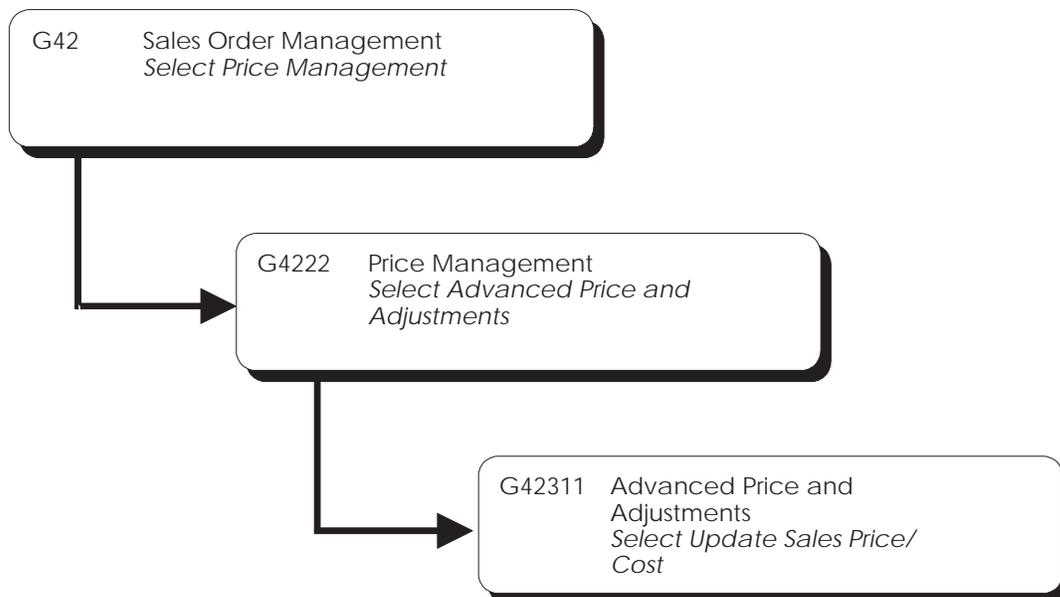
Assume the following situation:

- As of June 1, the base price for an item is \$100.00.
- On June 2, you enter a sales order for that item resulting in a unit price of \$100.00.
- On June 5, the base price is reduced to \$95.00.
- Based on a previous agreement, the customer is entitled to the most recent base price.

To recalculate the price, run the Update Sales Price program, typing 1 in option 3 to recalculate the unit price and entering an appropriate date in option 4.

- If you leave option 5 blank (to replace the existing price), the base price in the sales order detail line is changed to \$95.00.
- If you have advanced pricing turned on and you enter a line type (to add a sales order line for the price difference), the base price remains \$100.00 and the system adds a new line with a \$5.00 credit to the sales order.

## Getting There



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## Processing Options for Update Sales Order Cost/Price

### Update Options:

1. Enter '1' to update Sales Order with the most current unit cost. If left blank, will not update cost. \_\_\_\_\_
2. Enter '1' to update the currency exchange rate. Please note that only the domestic amounts will be re-calculated, the foreign amounts will remain the same. If left blank the currency exchange rate will remain the same. \_\_\_\_\_
3. Enter '1' to update the inter-company currency exchange rate. Foreign amounts will not be re-calculated. If left blank, will 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 will remain the same. \_\_\_\_\_
5. Enter '1' to recalculate the Transfer Price for inter-branch sales. The pricing method specified when the order was entered will be used. \_\_\_\_\_
6. Specify the date on which all base price and advanced price adjustment recalculations will be 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

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 will contain the difference between the old sales price and the newly recalculated price. If left blank, will update 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, will use the original detail line's next status. \_\_\_\_\_
9. Enter '1' to base recalculation on the original order quantity. \_\_\_\_\_

If left blank, the system will recalculate based on the current quantities of the order.

# Glossary

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This glossary defines terms in the context of your use of J.D. Edwards systems and the accompanying user guide.

**1099 form.** An income tax reporting form required by the U.S. government for many types of payments made to persons and non-corporate entities.

**AA ledger.** The ledger type used for transactions in domestic amounts (actual amounts).

**AAI.** Automatic accounting instruction. A code that points to an account in the chart of accounts. AAIs define rules for programs that automatically generate journal entries. This includes interfaces between Accounts Payable, Accounts Receivable, and Financial Reporting and the General Accounting system. Each system that interfaces with the General Accounting system has AAIs. For example, AAIs can direct the Post to General Ledger program to post a debit to a certain expense account and an automatic credit to a certain accounts payable account.

**A/P Ledger method.** One of the two methods J.D. Edwards provides to process 1099 tax reporting forms. Using this method, you produce 1099s from data stored in the A/P Ledger table (F0411). Also called the *expedient method* and the *fast path method*.

**AZ ledger.** The ledger type used for cash basis accounting.

**access.** A way to get to information or functions provided by the system through menus, forms, and reports.

**account status.** The state or condition of a customer's accounts receivable transaction account.

**accounting period.** One of the divisions of a fiscal year. A fiscal year can contain 12 to 14 accounting periods, or more rarely, 52 periods. There can also be an additional period for year-end adjustments, and another additional period for audit adjustments.

**adjustment.** A payment and receipt application method used to modify an amount such as a minor write-off or outstanding freight charges and disputed taxes.

**alphabetic character.** A letter or other symbol from the keyboard (such as \*&#) that represents data. Contrast with *numeric character*.

**alphanumeric character.** A combination of letters, numbers, and other symbols (such as \*&#) that represents data.

**approver number.** The user ID of the person who approves vouchers for payment.

**“as of” report.** A report used to view the A/R Ledger and A/P Ledger tables in summary or detail for a specific point in time.

**audit adjustments.** The adjustments you make to G/L accounts following an audit. You generally enter these adjustments annually, following the close of the fiscal year.

**audit trail.** The detailed, verifiable history of a processed transaction. The history consists of the original documents, transaction entries, and posting of records, and usually concludes with a report.

**backup copy.** A copy of original data preserved on a magnetic tape or diskette as protection against destruction or loss.

**BACS.** Bank Automated Clearing System. An electronic process used in the United Kingdom.

**balance forward.** A receipt application method in which the receipt is applied to the oldest invoices in chronological order according to the net due date.

**bank tape (lock box) processing.** The receipt of payments directly from a customer's bank via customer tapes for automatic receipt application.

**batch.** A group of like records or transactions that the computer treats as a single unit during processing. For identification purposes, the system usually assigns each batch a unique identifier, known as a "batch number."

**batch control.** The verification of the number of transactions and the total amount in each batch entered into the system.

**batch header.** The information the computer uses as identification and control for a group of transactions or records in a batch.

**batch input.** A group of transactions loaded from an external source.

**batch input table.** An external table that holds data being loaded into the system.

**batch job.** A task or group of tasks you submit for processing that the system treats as a single unit during processing, for example, printing reports and purging tables. The computer performs these tasks with little or no user interaction.

**batch processing.** A method by which the computer selects jobs from the job queue, processes them, and writes output to the out queue. Contrast with *interactive processing*.

**batch receipts entry.** An alternative method (such as an optical reader or magnetic scanner) to load receipts into the J.D. Edwards Accounts Receivable system.

**batch status.** A code that indicates the posting status of a batch. For example, A indicates approved for posting, P indicates posting in-process, and D indicates posted.

**batch type.** A code that designates which J.D. Edwards system the associated transactions pertain to, thus controlling what records are selected for processing. For example, in the Post General Journal process, only unposted transaction batches with a batch type of G for General Accounting are selected for posting.

**Boolean logic operand.** In J.D. Edwards DREAM Writer, the parameter of the Relationship field. The Boolean logic operand tells the system to perform a comparison between certain records or parameters. Available operands are:

EQ	= Equal To
LT	= Less Than
LE	= Less Than or Equal To
GT	= Greater Than
GE	= Greater Than or Equal To
NE	= Not Equal To
NL	= Not Less Than
NG	= Not Greater Than

**broadcast message.** An electronic mail message that you can send to a number of recipients.

**business unit.** A division of your business organization that requires a balance sheet or P&L. Also called a *cost center*.

**calculation method.** When you restate currency, you can choose among three calculation methods: (1) period calculations, used for P&L accounts, (2) balance calculations, used for balance accounts, and (3) historical rate, used for fixed assets.

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**cash basis accounting.** A method of accounting that recognizes revenue and expenses when monies are received and paid.

**category code.** In user defined codes, a temporary title for an undefined category. For example, if you are adding a code that designates different sales regions, you could change *category code 4* to *Sales Region*, and define E (East), W (West), N (North), and S (South) as the valid codes. Category codes were formerly known as *reporting codes*.

**character.** Any letter, number, or other symbol that a computer can read, write, and store.

**chargeback.** A receipt application method used to generate an invoice for a disputed amount or for the difference of an unpaid receipt.

**check.** See *payment*.

**command.** A character, word, phrase, or combination of keys you use to tell the computer to perform a defined activity.

**consolidations.** A method of grouping or combining information for several companies or business units. Used for reports or inquiries.

**consolidation reporting.** The process of combining financial statements for companies or business units so that the different entities can be represented by a single balance sheet or income statement. If the different entities operate in different currencies, consolidation reporting may be complicated by the need for currency restatement. See also *currency restatement*.

**constants.** Parameters or codes that rarely change. The computer uses constants to standardize information processing by an associated system. Some examples of constants are allowing or disallowing out-of-balance postings and having the system perform currency conversions on all amounts. After you set constants such as these, the system follows these rules until you change the constants.

**contra/clearing account.** A G/L account used by the system to offset (balance) journal entries. For example, you can use a contra/clearing account to balance the entries created by allocations.

**cost allocations.** A procedure used to allocate or distribute expenses, budgets, adjustments, and so on among business units, based on actual numbers.

**cost center.** See *business unit*.

**credit message.** A code used to display information about a customer's account status, such as "Over Credit Limit".

**credit note reimbursement.** A system generated form to reclassify a credit memo or unapplied cash record from the Accounts Receivable system to an open voucher in the Accounts Payable system.

**cursor.** The blinking underscore or rectangle on your form that indicates where the next keystroke will appear.

**currency code.** A code used to assign a currency to a customer, supplier, bank account, company, or ledger type.

**currency restatement.** The process of converting amounts from one currency into another currency, generally for reporting purposes. It can be used, for example, when many currencies must be restated into a single currency for consolidated reporting.

**cursor sensitive help.** J.D. Edwards online help function, which allows you to view a description of a field, an explanation of its purpose, and, when applicable, a list of the valid codes you can enter. To access this information, move the cursor to the field and press F1.

**customer.** An individual or organization that purchases goods and services.

**customer ledger.** The record of transactions between your company and a particular customer.

**customer payment.** The payment your company receives from a customer.

**data.** Numbers, letters, or symbols representing facts, definitions, conditions, and situations, that a computer can read, write, and store.

**database.** A continuously updated collection of all information a system uses and stores. Databases make it possible to create, store, index, and cross-reference information online.

**data dictionary.** A database table consisting of the definitions, structures, and guidelines for the usage of fields, messages, and help text. The data dictionary table does not contain the actual data itself. Also known as a *glossary*.

**data types.** Supplemental information, attached to a company or business unit. Narrative type contains free-form text. Code type contains dates, amounts, and so on.

**date pattern.** A period of time set for each period in standard and 52-period accounting.

**debit statement.** A list of debit balances.

**default.** A code, number, or parameter the system supplies when you do not enter one. For example, if an input field's default is N and you do not enter something in that field, the system supplies an N.

**descriptive title.** See *user defined code*.

**detail.** The individual pieces of information and data that make up a record or transaction. Contrast with *summary*.

**display.** (1) To cause the computer to show information on a terminal's form. (2) A specific set of fields and information that a J.D. Edwards system might show on a form. Some forms can show more than one display when you press a specified function key.

**display field.** A field of information on a form that contains a system-provided code or parameter that you cannot change. Contrast with *input field*.

**display sequence.** A number that the system uses to reorder a group of records on the form.

**document number.** A number that identifies the original document, such as voucher, invoice, unapplied cash, journal entry, and so on.

**draft.** A promise to pay a debt. Drafts are legal payment instruments in certain European countries.

**DREAM Writer.** Data Record Extraction And Management Writer. A flexible data manipulator and cataloging tool. You use this tool to select and sequence the data that is to appear on a programmed report.

**EDI.** Electronic data interchange. A method of transferring business documents, such as purchase orders, invoices, and shipping notices, between computers of independent organizations electronically.

**edit.** (1) To make changes to a table by adding, changing, or removing information. (2) The program function of highlighting fields into which you have entered inadequate or incorrect data.

**EFT.** Electronic funds transfer. A method of transferring funds from one company's bank account to that of another company.

**effective date.** The date upon which an address, item, transaction, or table becomes effective. Examples include the date a change in address becomes effective or the date a tax rate becomes effective. In the Address Book system, effective dates allow you to track past and future addresses for suppliers and customers.

**execute.** See *run*.

**exit.** (1) To interrupt or leave a computer program by pressing a specific key or a sequence of keys. (2) An option or function key displayed on a form that allows you to access another form.

**expedient method.** See *A/P Ledger method*.

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**facility.** A collection of computer language statements or programs that provides a specialized function throughout a system or throughout all integrated systems. Examples include DREAM Writer and FASTR.

**fast path method.** See *A/P Ledger method*.

**FASTR.** Financial Analysis Spreadsheet Tool and Report Writer. A report writer that allows you to design your own report specifications using the general ledger database.

**field.** (1) An area on a form that represents a particular type of information, such as name, document type, or amount. Fields that you can enter data into are designated with underscores. See *input field* and *display field*. (2) A defined area within a record that contains a specific piece of information. For example, a supplier record consists of the fields Supplier Name, Address, and Telephone Number. The Supplier Name field contains just the name of the supplier.

**52 period accounting.** A method of accounting that uses each week as a separate accounting period.

**finance charge.** An amount charged to a customer based on a percentage assessed on an unpaid invoice exceeding the grace period.

**financial reporting date.** The user defined date used by the system when you run financial reports.

**fiscal year.** A company's tax reporting year. Retained earnings are generally calculated at the end of a fiscal year. It is often different than a calendar year. For example, a fiscal year may be the period October 1 through September 30.

**flash message.** A code that you define to describe the credit status of a customer. Examples include over credit limit, COD only, bad credit risk, and requires a purchase order.

**fold area.** An area of a form, accessed by pressing F4, that displays additional information associated with the records or data items displayed on the form.

**function.** A separate feature within a facility that allows you to perform a specific task, for example, the field help function.

**function key.** A key you press to perform a system operation or action. For example, you press F4 to have the system display the fold area of a form.

**functional server.** A central system location for standard business rules about entering documents such as vouchers, invoices, and journal entries. Functional servers ensure uniform processing according to guidelines you establish.

**general ledger receipt.** A receipt that is directly applied to a G/L account without being applied to a specific invoice. These are typically non-A/R receipts.

**glossary.** See *data dictionary*.

**G/L method.** One of the two methods J.D. Edwards provides to process 1099 tax reporting forms. Using this method, you produce 1099s from data stored in the Account Ledger table (F0911). Also called the *tough/right method*.

**G/L offset.** An account used by the post program to create automatic offset entries.

**G/L posted code.** A system code that indicates the status of individual documents. For example, P indicates that a voucher or invoice has been posted.

**GST.** Goods and services tax. A tax assessed in Canada.

**hard copy.** A presentation of computer information printed on paper. Synonymous with *printout*.

**hash total.** A sum produced by numbers with different meanings. For example, adding amounts in different currencies.

**header.** Information at the beginning of a table. This information is used to identify or provide control information for the group of records that follows.

**help instructions.** Online documentation or explanations of fields that you access by pressing the Help key or by pressing F1 with your cursor in a particular field.

**helps.** See *help instructions*.

**hidden selections.** Menu selections you cannot see until you enter HS in a menu's Selection field. Although you cannot see these selections, they are available from any menu. They include such items as Display Submitted Jobs (33), Display User Job Queue (42), and Display User Print Queue (43). The Hidden Selections window displays three categories of selections: user tools, operator tools, and programmer tools.

**indexed allocations.** A procedure used to allocate or distribute expenses, budgets, adjustments, and so on, among business units, based on a fixed percentage.

**input.** Information you enter in the input fields on a form or that the computer enters from other programs, then edits and stores in tables.

**input field.** An area on a form, distinguished by underscores ( \_ \_ ), where you type data, values, or characters. A field represents a specific type of information, such as name, document type, or amount. Contrast with *display field*.

**install system code.** The code that identifies a J.D. Edwards system. Examples are 01 for the Address Book system, 04 for the Accounts Payable system, and 09 for the General Accounting system.

**integrity test.** A process used to supplement a company's internal balancing procedures by locating and reporting balancing problems and data inconsistencies.

**interactive processing.** A job the computer performs in response to commands you enter from a terminal. During interactive processing, you are in direct communication with the computer, and it might prompt you for additional information during the processing of your request. See *online*. Contrast with *batch processing*.

**interest invoice.** An invoice calculated on paid invoices whose payment was received after the specified due dates.

**interest rate computation code.** A code used to define the rates and effective dates used for calculating interest charges.

**interface.** A link between two or more J.D. Edwards systems that allows these systems to send information to and receive information from one another.

**invalid account.** A G/L account that has not been set up in the Account Master table (F0901).

**invoice match.** A receipt application method where the receipt is applied to specific invoices. A discount can be allowed or disallowed using invoice match.

**jargon.** A J.D. Edwards term for system-specific help text. You base your help text on a specific reporting code you designate in the Data Dictionary Glossary. You can display this text as part of online help.

**job.** A single identifiable set of processing actions you tell the computer to perform. You start jobs by choosing menu selections, entering commands, or pressing designated function keys. An example of a computer job is payment printing in the Accounts Payable system.

**job queue.** A form that lists the batch jobs you and others have told the computer to process. When the computer completes a job, the system removes the job's identifier from the list.

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**justify.** To shift information you enter in an input field to the right or left side of the field. Many of the facilities within J.D. Edwards systems justify information. The system does this only after you press Enter.

**key field.** A field common to each record in a table. The system uses the key field designated by the program to organize and retrieve information from the table.

**language preference.** An address book code used to specify a language to use when displaying information.

**leading zeros.** A series of zeros that certain facilities in J.D. Edwards systems place in front of a value you enter. This normally occurs when you enter a value that is smaller than the specified length of the field. For example, if you enter 4567 in a field that accommodates eight numbers, the facility places four zeros in front of the four numbers you enter. The result appears as 00004567.

**ledger type.** A ledger used by the system for a particular purpose. For example, all transactions are recorded in the AA (actual amounts) ledger type in their domestic currency. The same transactions may also be stored in the CA (foreign currency) ledger type. Also known as a *ledger*.

**level of detail.** (1) The degree of difficulty of a menu in J.D. Edwards software. The levels of detail for menus are as follows:

- A=Major Product Directories
- B=Product Groups
- 1=Basic Operations
- 2=Intermediate Operations
- 3=Advanced Operations
- 4=Computer Operations
- 5=Programmers
- 6=Advanced Programmers

Also known as *menu levels*. (2) The degree to which account information in the General Accounting system is summarized.

The highest level of detail is 1 (least detailed) and the lowest level of detail is 9 (most detailed).

**logged vouchers.** See *voucher logging*.

**mail distribution list.** A list of people to whom you send electronic mail messages. This list enables you to quickly send notices, instructions, or requests to a predefined group of people.

**master table.** A computer table that a system uses to store data and information which is permanent and necessary to the system's operation. Master tables might contain data or information such as paid tax amounts and supplier names and addresses.

**matching document.** A document associated with an original document to complete or change a transaction.

**menu.** A form that displays numbered selections. Each of these selections represents a program. To access a selection from a menu, type the selection number and then press Enter.

**menu levels.** See *level of detail*.

**menu masking.** A security feature of J.D. Edwards systems that lets you prevent individual users from accessing specified menus or menu selections. The system does not display the menus or menu selections to unauthorized users.

**menu message.** Text that appears on a form after you make a menu selection. It displays a warning, caution, or information about the requested selection.

**mode.** A code that specifies whether amounts are in the domestic currency of the company the invoices or vouchers are associated with or in the foreign currency of the transaction.

**monetary account.** (1) In common usage, any funds account. (2) In J.D. Edwards more specific usage, a bank account limited to transactions in a single currency.

**multiple AAI revisions.** The process of revising several automatic accounting instructions at one time.

**next number facility.** A J.D. Edwards software facility you use to control the automatic numbering of such items as new G/L accounts, vouchers, and addresses. It lets you specify your desired numbering system and provides a method to increment numbers to reduce transposition and typing errors.

**next status.** The next step in the payment process for payment control groups. The next status can be either WRT (write) or UPD (update).

**numeric character.** Represents data using the numbers 0 through 9. Contrast with *alphabetic character* and *alphanumeric character*.

**offline.** Computer functions that are not under the continuous control of the system. For example, if you run a certain job on a personal computer and then transfer the results to a host computer, that job is considered an offline function. Contrast with *online*.

**online.** Computer functions over which the system has continuous control. Each time you work with a J.D. Edwards system-provided form, you are online with the system. Contrast with *offline*. See *interactive processing*.

**online information.** Information the system retrieves, usually at your request, and immediately displays on the form. This information includes items such as database information, documentation, and messages.

**operand.** See *Boolean logic operand*.

**option.** A numbered selection from a J.D. Edwards form that performs a particular function or task. To select an option, you enter its number in the Option field next to the item you want the function performed on. When available, for example, option 4 allows you to return to a prior form with a value from the current form.

**original document.** The document that initiates a transaction in the system.

**output.** Information the computer transfers from internal storage to an external device, such as a printer or a computer form.

**output queue.** A form that lists the spooled tables (reports) you have told the computer to write to an output device, such as a printer. After the computer writes a table, the system removes that table's identifier from the online list.

**override.** The process of entering a code or parameter other than the one provided by the system. Many J.D. Edwards systems offer forms that provide default field values when they appear. By typing a new value over the default code, you can *override* the default. See *default*.

**P&L.** Profit and loss statement.

**parameter.** A number, code, or character string you specify in association with a command or program. The computer uses parameters as additional input or to control the actions of the command or program.

**parent/child relationship.** A hierarchical relationship among your addresses (suppliers, customers, or prospects). One address is the parent and one or more subordinate addresses are children for that parent. This relationship is helpful, for example, when you want to send billing for field offices (subsidiary companies) to the corporate headquarters.

**password.** A unique group of characters that you enter when you sign on to the system that the computer uses to identify you as a valid user.

**pay item.** A line item in a voucher.

**pay status.** The current condition of the payment, such as paid or payment-in-process.

**payment.** The system creates payments when you use the Create Payment Groups program. It is important to understand that payments can exist before you write them.

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**payment control group.** A system-generated group of payments with similar information (such as bank account). The system processes all payments in a payment control group at the same time. Also known as a *payment group*.

**payment group.** See *payment control group*.

**payment instrument.** The method of payment, such as check, draft, EFT, and so on.

**payment stub.** The printed record of a payment.

**payment terms.** The amount of time allowed to pay a voucher or invoice, with or without a discount.

**posted code.** A code that indicates whether a transaction or batch has been posted.

**pre-note code.** A code that indicates whether a supplier is set up or in the process of being set up for electronic funds transfer (EFT).

**printout.** A presentation of computer information printed on paper. Synonymous with *hard copy*.

**print queue.** An online list (form) of written tables that you have told the computer to print. Once the computer prints the table, the system removes the table's identifier from the online list. See *output queue*.

**processing options.** A feature of the J.D. Edwards DREAM Writer that allows you to supply parameters to direct the functions of a program. For example, processing options allow you to specify defaults for certain form displays, control the format in which information gets printed on reports, change the way a form displays information, and enter "as of" dates.

**program.** A collection of computer statements that tells the computer to perform a specific task or group of tasks.

**program specific help text.** Glossary text that describes the function of a field within the context of the program.

**prompt.** (1) A reminder or request for information displayed by the system. When a prompt appears, you must respond in order to proceed. (2) A list of codes or parameters or a request for information provided by the system as a reminder of the type of information you should enter or action you should take.

**pseudo company.** A fictitious company used in consolidations.

**PST.** Provincial sales tax. A tax assessed by individual provinces in Canada.

**purge.** The process of removing records or data from a system table.

**rate type.** For currency exchange transactions, the rate type distinguishes different types of exchange rates. For example, you may use both period average and period-end rates, distinguishing them by rate type.

**realized gain/loss.** Currency gains and losses are incurred due to fluctuating currency exchange rates. A gain/loss is realized when you pay the invoice or voucher. See also *unrealized gain/loss*.

**record.** A collection of related, consecutive fields of data the system treats as a single unit of information. For example, a supplier record consists of information such as the supplier's name, address, and telephone number.

**recurring frequency.** The cycle in which a recurring voucher becomes due for payment, for example, monthly or quarterly.

**recurring invoice.** An invoice that becomes due for payment on a regular cycle, such as a lease payment.

**recurring voucher.** A voucher that comes due for payment on a regular cycle, such as a lease payment.

**recycle.** A process used to create the next cycle (for example, next month's) of recurring invoices or vouchers.

**refresh.** A process used to update a customer's credit and collection information, such as Credit Analysis Refresh.

**reporting code.** See *category code*.

**reset.** The process of changing a payment from a completed status to a next status of WRT (write). This allows you to correct or reprint payments.

**reverse.** A method used to automatically create an opposite entry at the time the original transaction is posted to the general ledger.

**reverse image.** Form text that displays in the opposite color combination of characters and background from what the form typically displays (for example, black on green instead of green on black).

**run.** To cause the computer to perform a routine, process a batch of transactions, or carry out computer program instructions.

**scroll.** To use the roll keys to move form information up or down a form at a time. When you press the Rollup key, for instance, the system replaces the currently displayed text with the next form of text if more text is available.

**selection.** Found on J.D. Edwards menus, selections represent functions that you can access from a given menu. To make a selection, you type its associated number in the Selection field and press Enter.

**self-reconciling item.** An item that does not require reconciliation.

**sequence review ID.** Defines the order in which payments print in a payment group. Each sequence review ID has its own data sequence and a code that indicates whether the system sorts each data item in ascending or descending order.

**single AAI revision.** The process of revising one automatic accounting instruction at a time.

**soft coding.** A J.D. Edwards term that describes an entire family of features that allows you to customize and adapt J.D. Edwards software to your business environment. These features lessen the need for you to use computer programmers when your data processing needs change.

**software.** The operating system and application programs that tell the computer how and what tasks to perform.

**special character.** Representation of data in symbols that are neither letters nor numbers. Some examples are \* & # /.

**special period/year.** The date used to determine the *source* balances for an allocation.

**speed code.** A user defined code that represents a G/L account number. Speed codes can be used to simplify data entry by making G/L accounts easier to remember

**spool.** The function by which the system puts generated output into a storage area to await printing and processing.

**spooled table.** A holding table for output data waiting to be printed or input data waiting to be processed.

**spread.** A payables and receipt application method used to distribute and apply an unapplied voucher, receipt, debit memo, or credit memo to open vouchers or invoices.

**Standard Industry Code (SIC).** A code the U.S. government developed to classify U.S. companies as to their economic activity. Examples include agricultural services (0100), wholesale trade (5000), and services (7000).

**stop date.** The date an allocation becomes inactive.

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**structure type.** A code that identifies a type of organization structure with its own hierarchy in the Address Book system. Examples include accounts receivable or electronic mail.

**subtable.** An area on the form where the system displays detailed information related to the header information at the top of the form. Subtables might contain more information than the form can display in the subtable area. If so, use the roll keys to display the next form of information. See *scroll*.

**submit.** See *run*.

**supplemental data.** Additional information about a business unit not contained in the master tables.

**supplier.** An individual or organization that provides goods and services. Also called a *vendor*.

**supplier ledger.** The record of transactions between your company and a particular supplier.

**supplier payment.** The payment your company makes to a supplier.

**summary.** The presentation of data or information in a cumulative or totaled manner in which most of the details have been removed. Many of the J.D. Edwards systems offer forms and reports that are summaries of the information stored in certain tables.

**system.** A collection of computer programs that allows you to perform specific business tasks. Some examples of applications are Accounts Payable, Inventory, and Order Processing. Synonymous with *application*.

**table.** A collection of related data records organized for a specific use and electronically stored by the computer.

**three-tier processing.** The task of entering, approving, and posting batches of transactions.

**third party software.** Programs provided to J.D. Edwards clients by companies other than J.D. Edwards.

**TI code.** A code that identifies the type of receipt application, which directly affects the way the receipt is processed.

**time log.** An electronic mail method for tracking employees' time in the office. The time log lists when employees sign in, sign out, and employee remarks about their whereabouts and activities.

**tolerance range.** The amount by which taxes entered manually can vary from the system-calculated tax.

**tough/right method.** See *G/L method*.

**transaction code.** A code that distinguishes the type of transaction on a bank statement.

**transit account.** A G/L account used to hold funds until they can be allocated to the correct account.

**translation adjustment account.** An optional G/L account used in currency restatement to record the total adjustments at a company level.

**undo.** To remove the payments from the payment run so that they no longer appear on any A/P payment review form. The system clears them from the worktable and moves vouchers from a pay status of # (payment in-process) to pay status A (approved).

**unrealized gain/loss.** Currency gains and losses are incurred due to fluctuating currency exchange rates. A gain/loss is unrealized until you pay the invoice or voucher. See also *realized gain/loss*.

**update.** Add new payments and void payments to the A/P Ledger (F0411), Accounts Payable Matching Document (F0413), and Accounts Payable Matching Document Detail (F0414) tables. The system updates these tables during payment processing and prints the payment register.

**user defined code.** The individual codes you create and define within a user defined code type. Code types are used by programs to edit data and allow only defined codes. These codes might consist of a single character or a set of characters that represents a word, phrase, or definition. These characters can be alphabetic, alphanumeric, or numeric. For example, in the user defined code type list ST (Search Type), a few codes are C for Customers, E for Employees, and V for Suppliers.

**user defined code (type).** The identifier for a list of codes with a meaning you define for the system (for example, ST for the Search Type codes list in Address Book). J.D. Edwards systems provide a number of these lists and allow you to create and define lists of your own. User defined codes were formerly known as *descriptive titles*.

**user identification (user ID).** The unique name you enter when you sign on to a J.D. Edwards system to identify yourself to the system. This ID can be up to 10 characters long and can consist of alphabetic, alphanumeric, and numeric characters.

**valid codes.** The allowed codes, amounts, or types of data that you can enter in a specific input field. The system checks, or edits, user defined code fields for accuracy against the list of valid codes.

**variable numerator allocations.** A procedure used to allocate or distribute expenses, budgets, adjustments, and so on, among business units, based on a variable.

**VAT.** Value-added tax. A recoverable tax assessed in some countries.

**vendor.** See *supplier*.

**video.** The display of information on your monitor form. Normally referred to as the *form*.

**vocabulary overrides.** A J.D. Edwards facility that lets you to override field, row, or column title text on a form-by-form or report-by-report basis.

**void.** A method used to create a reversing entry of the original transaction. Voiding a transaction leaves an audit trail.

**voucher logging.** The process of entering vouchers without distributing amounts to specific G/L accounts. The system initially distributes the total amount of each voucher to a G/L suspense account, where it is held until you redistribute it to the correct G/L account or accounts.

**voucher match.** A payment application method where the payment is applied to specific vouchers.

**who's who.** A term that J.D. Edwards uses to identify contacts at a particular company. Examples include billing, collections, and sales personnel.

**window.** A software feature that allows a part of your form to function as if it were a form in itself. Windows serve a dedicated purpose within a facility, such as searching for a specific valid code for a field.

**word search stop word.** A common word that the query search in the Address Book system ignores. Examples include street, avenue, or building.

**worked.** A code used to indicate whether a customer's account has been reviewed and updated. For example, you "work" an account by changing a customer's credit limit or customers who are eligible for a credit review.

**write-off.** A receipt application method where the receipt is applied to the invoice and the difference is written off. You can "write-off" both overpayments and underpayments.

**write payment.** A step in processing payments. Writing payments includes printing checks, drafts, and creating a bank tape table.

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