

**Oracle® Retail Furniture Retail System (FRS)**  
Product Creation and Pricing Guide  
Release 1101

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Oracle Retail Furniture Retail System (FRS), Product Creation and Pricing Guide, Release 1101

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- Did you understand the context of the procedures?
- Did you find any errors in the information?
- Does the structure of the information help you with your tasks?
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If you find any errors or have any other suggestions for improvement, then please tell us your name, the name of the company who has licensed our products, the title and part number of the documentation and the chapter, section, and page number (if available).

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# Preface

This guide describes the Furniture Retail System (FRS) user interface. It provides step-by-step instructions to complete most tasks that can be performed through the user interface.

## Audience

This user guide is for users and administrators of Oracle Retail Furniture Retail System (FRS). This includes merchandisers, buyers, business analysts, and administrative personnel.

## Documentation Accessibility

For information about Oracle's commitment to accessibility, visit the Oracle Accessibility Program website at

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- Exact error message received
- Screen shots of each step you take

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case of Data Models, to the applicable My Oracle Support Documentation container where they reside.

This process will prevent delays in making critical corrections available to customers. For the customer, it means that before you begin installation, you must verify that you have the most recent version of the Oracle Retail documentation set. Oracle Retail documentation is available on the Oracle Technology Network at the following URL:

<http://www.oracle.com/technetwork/documentation/oracle-retail-100266.html>

An updated version of the applicable Oracle Retail document is indicated by Oracle part number, as well as print date (month and year). An updated version uses the same part number, with a higher-numbered suffix. For example, part number E123456-02 is an updated version of a document with part number E123456-01.

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## Oracle Retail Documentation on the Oracle Technology Network

Oracle Retail product documentation is available on the following web site:

<http://www.oracle.com/technetwork/documentation/oracle-retail-100266.html>

(Data Model documents are not available through Oracle Technology Network. You can obtain them through My Oracle Support.)

## Conventions

**Navigate:** This is a navigate statement. It tells you how to get to the start of the procedure and ends with a screen shot of the starting point and the statement “the Window Name window opens.”

This is a code sample

It is used to display examples of code

# Product Creation and Pricing Guide

## Overview

FRS provides two ways of creating a product portfolio. (List of products and possibly prices)

- XML Catalogue data feed (generated via third party applications)
- Within FRS

This document details the process of creating and maintaining products from within the application.

## Product Creation

This section outlines the steps required to create a new range from scratch.

- Step 1: Create the supplier

**Navigate:** Administration – purchasing – set up suppliers

Suppliers						Find	New	Clear	Close
Supplier	Contact	Address	Email	Telephone					
<< SPECIAL ORDER >>		NOT FOR EXTERNAL ISSUE, ...		1		Company Controls	Catalogue IDs		
Actona	Acton	Bell Street, GLASGOW, G1 1LG		123 456 789		Company Controls	Catalogue IDs		
Banzai				1		Company Controls	Catalogue IDs		

### Set up suppliers

- Step 2: Generate a catalogue ID

Catalogue IDs						New	Close
Catalogue ID	Name	Debrand	Active				
41	Special Order	Special Order	<input checked="" type="checkbox"/>			<input type="radio"/> Not Set <input type="radio"/> Price Writer <input type="radio"/> XML <input type="radio"/> Internal <input checked="" type="radio"/> XML Internal	
55	Willis & Gambier		<input type="checkbox"/>			Not Set	

### Catalogue IDs

The catalogue ID is a unique number (unique across all suppliers)

The name is the suppliers name de-brand where appropriate but make sure the record is set to active.

The input method has to be either set to **Internal** or **XML**, **Internal** to allow the following steps to occur.

- Step 3: Create a range linked to the supplier ensuring the range is flagged as ‘active’

**Navigate:** Administration – purchasing – set up ranges

Setup Range For Supplier: ACTONA						New	Close
Range Name	Range Debrand	Active	Hidden Range				
ABERDEEN	OHIO	<input type="checkbox"/>	<input checked="" type="checkbox"/>				
AUA	AUA	<input type="checkbox"/>	<input type="checkbox"/>				

### Set up ranges

The range name is mandatory, however the de-branded range is optional. Make sure the range is active for it to be seen within the sales and stock systems.

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**Note:** The setup supplier range restrictions routine allows products to be blocked (by location if desired) from the catalogue search therefore it is recommended that the active flag be left ticked and the hidden range un-ticked.

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- Step 4: Create items and options via the **setup product pricing** routine

**Navigate:** Administration – purchasing – set up ranges

## Product Pricing

This routine has two specific features, product maintenance and price maintenance.

- Access to product maintenance requires the user to possess the **MAINTAIN\_PRODUCTS** privilege.
- Access to price maintenance requires the user to possess the **Amend Create Promotions** privilege.

The **setup product pricing** routine allows the in-application generation and maintenance of items, options and price modelling. This routine is used in partnership with promotions which are detailed in a separate guide.

## Product Maintenance

When first loaded the routine offers a page similar to the one shown below -

The screenshot shows the 'Setup Product Prices' window. At the top right are buttons for 'Maintain Golden Prices', 'Options Mode', and 'Close'. Below these are dropdowns for 'All Locations' and 'Standard Trading', and a checkbox for 'Show Expired Promotions'. The main area contains a 'Supplier' dropdown, a 'Range' dropdown with a 'Find' button and a red error message 'You Must Select A Supplier To Edit Prices', and input fields for 'SKU', 'Model', and 'Part Description'. There are radio buttons for 'Show All', 'Show Active Only', and 'Show Discontinued Only'. On the right, there are fields for 'Promotion Start: 06/07/2006' and 'Promotion End: 22/10/2020', and radio buttons for 'Use Cost: Cost' and 'Alt. Cost', and radio buttons for 'Use Sell: Sell', 'Sell 2', and 'Sell 3'. A red button at the bottom right says 'Copy prices to selected promotion'.

### Set up product pricing

The initial screen allows access to **item maintenance** or **options maintenance** and allows the selection of a source promotion used within the pricing element of this routine.

- The location filter is used in pricing mode and instructs FRS to look at prices specific to the chosen location.
- Promotion drop down is a sub filter of location. If a location is selected only promotions applicable to the selected location are visible.
- Show expired promotions – ticking instructs the system to include promotions that have past their ‘closed’ date.

Buttons available –

#### **Maintain golden prices**

Click this button to create a list of prices the system can be instructed to round the calculated selling price to within the routines pricing mode.

#### **Item mode**

Only visible when in option mode.

Click this button (or select the option on the side panel) to create a new item which will reside within the chosen range.

#### **Options mode**

Only visible when in item mode.

Click this button (or select the option on the side panel) to switch to option question and answer mode.

**Price edit mode**

Click this button (or select the option on the side panel) to switch to price edit mode.

**Close**

Click to leave the routine

Options available -

Supplier

Choose a supplier from the list available.

This list is restricted to those supplier set to have 'internal' product management.

**Find**

Clicking find once a supplier AND a range has been chosen causes the system to redisplayed.

Range

The list of 'ranges' available is filtered by the supplier choice.

SKU

Optionally use the SKU to restrict the products 'found'

Exact match

Tick if the system is only to find exact matches on the SKU field.

Model

Optionally specify the model number to be searched.

Part description

Optionally enter part of a description

## Golden Prices

This option allows the operator to build a series of price points (by supplier). These prices are used by the system to 'round' calculated prices (that are within a pre-specified tolerance).

Clicking the **maintain golden prices** button generate the following screen, where the operator may select a supplier from the drop down list.

Golden Prices		Supplier	All	New	Close

### Golden price supplier selection

Once the supplier has been identified the screen shows the golden prices already built.

Golden Prices		Supplier	All	New	Close

### List of golden prices

**Note:** Golden prices can be companywide or supplier specific. When setting supplier specific the system allows the operator to replace all previously set supplier specific golden prices or add new ones to the existing list.

Using the new button or the edit icon (✎) to build a list of price points for the selected supplier.

When in pricing mode the operator may select to round the destination price using 'golden prices'.

The tolerance value defaults to the value held on the **GOLDEN\_PRICE\_TOLERANCE** application parameter.

### Price manipulation

If the difference between the calculated value and its nearest 'golden price' (higher or lower dependent upon operator choice) is within the specified tolerance of the calculated price the system will use the golden price. If the tolerance is greater than the specified percentage no price charming occurs.

## Items

When maintaining items the operator must choose the supplier and range from the drop down list. Only suppliers set with internal or xml, internal controls will be available.

Once a range has been selected, the routine will show the items already available.

A/N	SKU	Description	Group	Discontinued	MRP	Cost	Alt. Cost	Sell Price	Sell Price 2	Sell Price 3	Curr. Cost	Promo Cost	Promo Sell
✓	39-1-127	Xc3 3 Seater Sofa 1/2 H:100 cm W:200 cm D:300 cm	L001		£405.00	£200.00	£150.00	£879.50			£449.00	£200.00	£795.80
✓	39-1-128	Xc2 2 Seater Sofa H:100 cm W:200 cm D:300 cm	L001		£325.00	£170.00	£127.00	£611.10			£359.00	£170.00	£714.95
✓	39-1-129	Xc1 Arm Chair H:100 cm W:200 cm D:300 cm	L001		£245.00	£110.00	£82.00	£400.50			£269.00	£110.00	£472.40
✓	39-1-130	Xcf Foot Stool H:100 cm W:200 cm D:300 cm	A020		£165.00	£80.00	£80.00	£269.10			£179.00	£80.00	£317.63
✓	39-1-131	Xcg 5 Seater Corner Group H:100 cm W:200 cm D:300 cm	A020		£865.00	£430.00	£322.00	£1,385.10			£979.00	£430.00	£1,708.25
✓	39-1-210	Chws342 Wing Back Chair	L001		£109.00	£54.00	£39.99	£179.10			£119.00	£54.00	£213.68
✓	39-1-215	5345 3 seater sofa bed	A020		£2,955.00	£566.00	£424.00	£1,826.10				£566.00	£2,251.10
✓	39-1-217	53458676 3 seater sofa	A020		£2,955.00	£566.00	£424.00	£1,826.10				£566.00	£2,251.10

### Product list

Buttons available –

**Maintain golden prices**

Click this button to create a list of prices the system can be instructed to round the calculated selling price to within the routines pricing mode.

**Add new item**

Click this button (or select the option on the side panel) to switch to item insert mode.

**Options mode**

Click this button (or select the option on the side panel) to switch to option mode.

**Price edit mode**

Click this button (or select the option on the side panel) to switch to price edit mode.

**Close**

Click to leave the routine

Options available –

---

Content filter

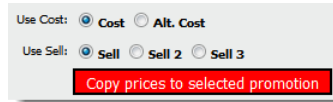
This filter allows the operator to control which item lines are to be displayed.

Choices are –

- Show all (default).
- Show active items only.
- Show discontinued items only.

A / N & 

This feature is used when sending pricing data to the promotion and is used in partnership with the selection criteria below.




### Publish controls


Amend an existing item

Clicking the  icon opens the item detail page.

Clone an existing item

The  icon duplicates the selected item creating a clone and taking the operator into the edit page to allow changes.

Delete an existing item

The  icon sets the discontinued date for the item to today, which effectively stops the operator from purchasing new stock from the supplier as of tomorrow.

---

**Note:** Deleting a product does not remove the item from the database but flags it as discontinued. To view discontinued items change the view flag.

---

To make a discontinued item available for ordering simply exit the item and clear the 'discontinued date'.

## Amend / Insert / Clone an Item

Selecting this option generates a page similar to the one shown below whereby it is possible to create or amend the details behind the product.

The screenshot shows the 'Add/Edit Product' interface. On the left, there are input fields for Item ID (241630), SKU (39-1-127), Supplier (UltraSuites), Range (Inspiration), Model Number (Xc3), and three Description fields (3 Seater Sofa, H:100 cm W:200 cm D:300 cm). Dimensions and weight are also specified. On the right, a hierarchy is shown with levels: Merchandise, Leather, Europe, Area 3, Department 2, and Not Set. A list of 15 options is shown on the right, with the first four options highlighted in a red box: Option 1: Cover Type (Ops-MON1), Option 2: Extra Scatters (Ops-MOV12), Option 3: Feet Type (Ops-MOV13), and Option 4: Recliner (Ops-MOV14). The remaining options are 'Not Set'.

### Product's option question list

**Note:** The list of options (highlighted in the red box) will vary dependent upon the number of options available within your supplier.

When creating new products the SKU will be automatically generated upon acceptance of the new item details. Using the clone or insert option offers the **add & continue** and **add & close** buttons rather than the **accept** button (shown above) for amendments.

When linking a product image to the SKU the image filename (jpg formats only supported) the file name can be entered into the image filename field and the image itself saved within the pre-designated folder set within the application parameter **IMAGE\_FOLDER\_PATH** (ensure the path specified ends with a '\ ' e.g.

**C:\inetpub\wwwroot\Pictures\** or specified as a full url on a local or external server. Your system must be opened to allow the browser to find the specified URL.

### Product Dimensions

FRS will, where the **SHOW\_PRODUCT\_DESC\_DIMENSIONS** application parameter has been ticked, automatically append the SKUs dimensions to 'description3' when generating new or amending existing products.



Turning this feature on applies to all products for all companies. It will only apply to new products created or amended after the control has been turned on.

When amending / creating a product, the unpackaged width, depth and height (highlighted with a red box) below will be appended / overwrite narrative held within description 3.

**Unpacked dimensions**

Description 3 has a maximum of 80 characters. The system will append the dimension string to the end of the narrative held in description 3 where space permits. If there is insufficient space the system will truncate the existing description to make room for the dimension data specified.

For example if description 3 has 67 characters, the dimension narrative is 20 characters, the system will truncate description 3 to 60 characters before adding the 20 character dimension. This means the last 7 characters will be deleted and therefore lost.

The format of the dimension will be as follows -

```
<Space>Dim<Space>H:<Space><unpackaged height><Space>W:<Space><unpackaged width><Space>D:<Space><unpackaged width>
```

Using the example above, this will show as -

```
Dim- H:101 W:201 D:301
```

If all unpackaged dimensions are blank (or zero), no changes to description 3 will be applied.

The system will omit a dimension if the particular unpackaged dimension is blank (or zero),

For example if the width was blank the dimension would show as

```
Dim- H:101 D:301
```

Dimensions should be entered in a uniform unit of measure.

Once the dimension has been added to the system it will appear on all screens showing the third description and all reports.

A/II	SKU	Supplier/Range	Icons	Model Number	Description	MRP	Selling Price
	39-1-127	UltraSuites Inspiration		Xc3	3 Seater Sofa (2 scatters) (removable pads) Dim- H: 101 W: 201 D: 301	€405.00	£755.00

**Dimensions displayed in catalogue search**

**Note:** To aid adoption of this feature Oracle are offering a 'one-off' update which will populate **description 3** for all existing SKUs. Prior to requesting this service please ensure your dimensions are set for all SKUs as this

## Options

When operating in the option mode, the operator must choose the supplier and an option question from the drop down list. The routine will then show any option answers already available.

A/N	SKU	Description	Discontinued	MRP	Cost	Alt. Cost	Sell Price	Sell Price 2	Sell Price 3	Curr. Cost	Promo Cost	Promo Sell	Lead
<input checked="" type="checkbox"/>	39-16-200	Not required									€0.00	€0.00	
<input checked="" type="checkbox"/>	39-16-201	Right									€50.00	€89.00	
<input checked="" type="checkbox"/>	39-16-202	Left									€50.00	€89.00	

### Option answer list

From this page the operator may elect to maintain the option questions or answers.

Buttons available –

#### Maintain golden prices

Click this button to create a list of prices the system can be instructed to round the calculated selling price to within the routines pricing mode.

#### Maintain option questions

Click this button to create a new option question will reside.

#### Add new option answer

Click this button (or select the option on the side panel) to create a option answer.

#### Item mode

Only visible when in option mode.

Click this button (or select the option on the side panel) to create a new item which will reside within the chosen range.

#### Price edit mode

Click this button (or select the option on the side panel) to switch to price edit mode.

#### Close

Click to leave the routine

Options available –

#### Content filter

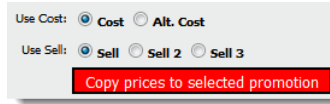
This filter allows the operator to control which item lines are to be displayed.

Choices are –

- Show all (default).
- Show active items only.
- Show discontinued items only.

A / N & 

This feature is used when sending pricing data to the promotion and is used in partnership with the selection criteria below.




Use Cost:  Cost  Alt. Cost  
Use Sell:  Sell  Sell 2  Sell 3  
**Copy prices to selected promotion**

### Publish controls


Amend an existing option answer

Clicking the  icon opens the item detail page.

Clone an existing option answer

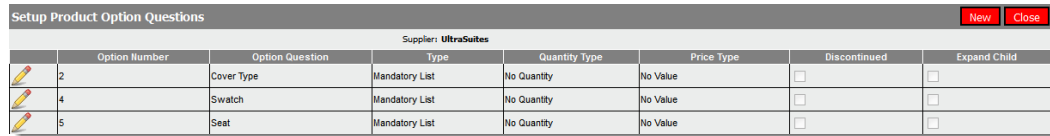
The  icon duplicates the selected item creating a clone and taking the operator into the edit page to allow changes.




Delete an existing option answer

The  icon sets the discontinued date for the item to today, which effectively stops the operator from purchasing new stock from the supplier as of tomorrow.


## Maintain Option Questions

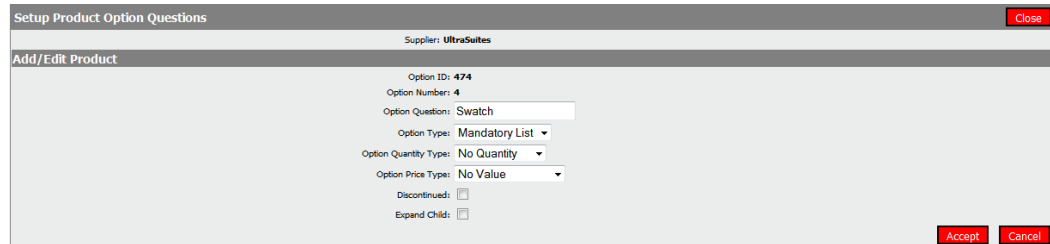
To create a new option question or to edit existing questions click the **maintain option questions** button. This generates a table of existing option questions for the chosen supplier similar to the screen example shown below.



Setup Product Option Questions								New	Close
Supplier: UltraSuites									
	Option Number	Option Question	Type	Quantity Type	Price Type	Discontinued	Expand Child		
	2	Cover Type	Mandatory List	No Quantity	No Value	<input type="checkbox"/>	<input type="checkbox"/>		
	4	Swatch	Mandatory List	No Quantity	No Value	<input type="checkbox"/>	<input type="checkbox"/>		
	5	Seat	Mandatory List	No Quantity	No Value	<input type="checkbox"/>	<input type="checkbox"/>		

### Option questions list

It is possible to edit an existing option question by clicking the  icon or create a new option question by selecting the **new** button. Both choices generate a screen similar to the one shown below -



Setup Product Option Questions Close

Supplier: UltraSuites

**Add/Edit Product**

Option ID: 474  
Option Number: 4  
Option Question: Swatch  
Option Type: Mandatory List  
Option Quantity Type: No Quantity  
Option Price Type: No Value  
Discontinued:   
Expand Child:

Accept Cancel

### Option question configuration

Choices available -

Option question

Define the legend or title presented to the operator when the defining the build of an item.

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Option type	<p>Select one option from the following list</p> <ul style="list-style-type: none"> <li>▪ <b>Mandatory list</b> – the system will present a list of option answers from which the operator must make a selection at time of item build.</li> <li>▪ <b>Optional list</b> – this feature currently operates as per the mandatory list. <b>(not currently used)</b></li> <li>▪ <b>Text box</b> – this option allows the operator to enter free format text as an answer to the question Free format text entry is required. The text entry is not verified. It is not possible to ask sub questions from the answer given.</li> </ul> <p style="text-align: center; border-top: 1px solid black; border-bottom: 1px solid black; padding: 5px 0;"> <b>Note:</b> The system will not offer multiple text boxes or a list of answers for text boxes – if multiple entry fields are required multiple text questions should be created </p>
Option quantity type	<p>Select one option from the following list</p> <ul style="list-style-type: none"> <li>▪ <b>No quantity</b> – this question does not have a quantity linked to it.</li> <li>▪ <b>Quantity 1-10</b> – the user will be presented with a selection list containing the integer in the range 0 to 10 and will be required to select one answer from this list.</li> <li>▪ <b>Quantity entry</b> – the operator may enter any value The entry is not verified.</li> </ul> <p>Where a quantity is set the price linked to the chosen option answer (where applicable) will be multiplied by the quantity entered.</p>
Option price type	<p>Select one option from the following list</p> <ul style="list-style-type: none"> <li>▪ <b>No value</b> – this question does not have a price implication on the master item.</li> <li>▪ <b>Price uplift</b> – the master item will be uplifted by the value of the option answer (possibly multiplied by the quantity stipulated)</li> <li>▪ <b>Percentage uplift</b> – the master item will be uplifted by the percentage value linked to the option answer</li> </ul> <p>Prices may be positive for uplifts or negatives for reductions. Where a particular option answer isn't price affecting set the cost and / or selling price to zero.</p>
Discontinued	<p>Tick the box if this option question has been superseded.</p> <p>It is not possible to delete option questions but it is possible to stop the system presenting them to the operator by setting them as 'discontinued'.</p>

Expand child

Tick if the system is to show the child option questions at the same time as presenting the parent question.

For more information about this option speak to your implementation consultant.

To return to the option answer without saving changes, select the **close** button. To save changes select the **accept** button.

## Option Answers

Selecting this option generates a page similar to the one shown below whereby it is possible to create or amend a single option answer.

### Option answer definition (with sub options)

Choices available -

- |              |   |
|--------------|---|
| Model number | This is an addendum to the main items model number used by the retailer / supplier to identify the specific build composition of the product.   |
| Description  | This is effectively the choice to the question and will appear on printed literature.   |
| Cost         | Where the option question has been defined with a price affecting a value in this cell will be applied to the master item either as a price uplift or as a percentage uplift.   |
| MRP          | Notional price for this option answer, this field is not used by FRS  |
| Selling      | Where the option question has been defined as price affecting, any value entered in this field will be applied to the master items selling price either as a value uplift or as a percentage uplift on the items base price.  |
| Discontinued | Set if this option answer is no longer available ensure the date is current or historic. If the option answer is to become unavailable set the date when the manufacturer will cease accepting orders with this option permutation.   |
| Lead time    | If the option answer has an impact on the length of time it takes the manufacturer to make the product specify the number of days increase or decrease (-ve days) choosing this answer impacts on the standard items delivery time frame.<br>Lead times cannot go negative. |

Sub-options The list of possible option questions (as indicated by the red box) need only be set if this option answer has a further questions. For example if the answer is red a further question could be the shade of red. If there are no sub or child questions leave all sub-options as 'Not set'

Once completed click the **accept** button to confirm the change (or **close** to abort) and return to the main option answer list page.

## Pricing Mode

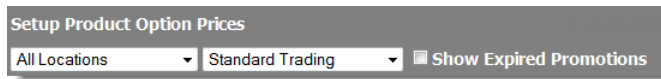
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**Note:** Prior to selecting the price edit mode it is necessary to select the source promotion from which the 'starting' prices could be taken.

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### Promotion selection

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**Note:** Once in pricing mode it is not possible to change the location / promotion.

Make sure the subjects of the pricing changes are set before moving to price mode. The system blocks the supplier/range search options once in price edit mode.

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### Source promotion

To operate in pricing mode click the **price edit mode** button at the top of the page.

### Import Prices from Selected Promotion

The pricing screen will vary dependent upon whether editing items or option answers, common to both variants is the **import prices from selected promotion** button.

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**Note:** Prior to selecting the **import prices to selected promotion** button ensure you have the tick boxes available per item correctly set. Importing prices replaces the value columns for any ticked SKU.

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Selecting this button instructs the system to pre-populate the pricing grid with data from the chosen promotion. This button can be clicked at any time during the pricing exercise to revert back to the previously saved promotion prices.

In the example below the pricing grid has been loaded with 'standard trading' prices

Setup Product Prices

All Locations: Standard Trading  Show Expired Promotions Update Cancel

Supplier: UltraSuites Import prices from selected promotion

Range: Inspiration  Promotion Start: 08/07/2006

SKU:   Exact Match Promotion End: 22/10/2020

Model:

Part Description:

Show All  Show Active Only  Show Discontinued Only Copy prices to selected promotion

Alt	SKU	Description	Group	Discontinued	MRP	Cost	Alt. Cost	Sell Price	Sell Price 2	Sell Price 3	Curr. Cost	Promo Cost	Promo Sell
<input checked="" type="checkbox"/>	39-1-127	Xc3 3 Seater Sofa H:100 cm W:200 cm D:300 cm	L001		405.00	200.00	150.00	679.50	679.00		449.00	200.00	795.80
<input checked="" type="checkbox"/>	39-1-128	Xc2 2 Seater Sofa H:100 cm W:200 cm D:300 cm	L001		325.00	170.00	127.00	611.10	611.00		359.00	170.00	714.95
<input checked="" type="checkbox"/>	39-1-129	Xc1 Arm Chair H:100 cm W:200 cm D:300 cm	L001		245.00	110.00	82.00	400.50	400.00		269.00	110.00	472.40
<input checked="" type="checkbox"/>	39-1-130	Xcf Foot Stool H:100 cm W:200 cm D:300 cm	A020		165.00	80.00	60.00	269.10	269.00		179.00	80.00	317.63
<input checked="" type="checkbox"/>	39-1-131	Xcg 5 Seater Corner Group H:100 cm W:200 cm D:300 cm	A020		865.00	430.00	322.00	1,385.10	1,385.00		979.00	430.00	1,708.25
<input checked="" type="checkbox"/>	39-1-210	Chws342 Wing Back Chair	A020		109.00	54.00	39.99	179.10	179.00		119.00	54.00	213.68
<input checked="" type="checkbox"/>	39-1-215	5345 3 seater sofa bed	A020		2,955.00	566.00	424.00	1,826.10	1,826.00			566.00	2,251.10
<input checked="" type="checkbox"/>	39-1-217	53456676 3 seater sofa	A020		2,955.00	566.00	424.00	1,826.10	1,826.00			566.00	2,251.10

Price Manipulation Clear prices

Source Column:  MRP  Cost  Alt. Cost  Sell  Sell 2  Sell 3  Currency Cost  Promo Cost  Promo Sell

Destination:  MRP  Cost  Alt. Cost  Sell  Sell 2  Sell 3  Currency Cost

Mode:  Copy  Swap  Uplift  Clear Source  Clear Destination

Uplift Amount:   Value  %

Charming:  None  Round Down  Nines & Fives  Golden Price Down  Golden Price Up

Golden Price Tolerance (%):

## Price manipulation

### Price Edit Mode

Whether editing item or option answer prices the routine offers a screen similar to those shown below enabling the operator to make individual price changes or to apply a formula to multiple SKUs in a single operation.

Care should be taken when changing prices in that there is no 'undo' function within this routine.

#### Individual price changes

It is possible to manually change the MRP, Cost, alternative cost, selling price, price 2, price and / or currency cost cell for each item in the list. This is achieved by clicking into the appropriate cell and keying in the revised price.

Alt	SKU	Description	Group	Discontinued	Promo Cost	Promo Sell	MRP	Cost	Alt. Cost	Sell Price	Sell Price 2	Sell Price 3	Curr. Cost
<input checked="" type="checkbox"/>	39-1-127	Xc3 3 Seater Sofa ½ @ H:100 cm W:200 cm D:300 cm	L001		€200.00	€795.80	405.00	200.00	150.00	679.50			449.00
<input checked="" type="checkbox"/>	39-1-128	Xc2 2 Seater Sofa H:100 cm W:200 cm D:300 cm	L001		€170.00	€714.95	325.00	170.00	127.00	611.10			359.00
<input checked="" type="checkbox"/>	39-1-129	Xc1 Arm Chair H:100 cm W:200 cm D:300 cm	L001		€110.00	€472.40	245.00	110.00	82.00	400.50			269.00
<input checked="" type="checkbox"/>	39-1-130	Xcf Foot Stool H:100 cm W:200 cm D:300 cm	A020		€80.00	€317.63	165.00	80.00	60.00	269.10			179.00
<input checked="" type="checkbox"/>	39-1-131	Xcg 5 Seater Corner Group H:100 cm W:200 cm D:300 cm	A020		€430.00	€1,708.25	865.00	430.00	322.00	1,385.10			979.00
<input checked="" type="checkbox"/>	39-1-210	Chws342 Wing Back Chair	L001		€54.00	€213.68	109.00	54.00	39.99	179.10			119.00
<input checked="" type="checkbox"/>	39-1-215	5345 3 seater sofa bed	A020		€566.00	€2,251.10	2,955.00	566.00	424.00	1,826.10			
<input checked="" type="checkbox"/>	39-1-217	53456676 3 seater sofa	A020		€566.00	€2,251.10	2,955.00	566.00	424.00	1,826.10			

## Price change grid

### Multiple price changes

This process enables the operator to make group changes to the SKU list by using the price manipulation algorithm.

<input type="checkbox"/>	<b>A</b> <input type="checkbox"/>	<b>N</b> <input type="checkbox"/>	SKU	Description	Group	Discontinued	Promo Cost	Promo Sell	MRP	Cost	Alt. Cost	Sell Price	Sell Price 2	Sell Price 3	Curr. Cost
<input checked="" type="checkbox"/>			38-1-127	Xc3 3 Seater Sofa ½ @ H:100 cm W:200 cm D:300 cm	L001		£200.00	£795.80	405.00	200.00	150.00	679.50			449.00
<input checked="" type="checkbox"/>			38-1-128	Xc2 2 Seater Sofa H:100 cm W:200 cm D:300 cm	L001		£170.00	£714.95	325.00	170.00	127.00	611.10			359.00
<input checked="" type="checkbox"/>			38-1-129	Xc1 Arm Chair H:100 cm W:200 cm D:300 cm	L001		£110.00	£472.40	245.00	110.00	82.00	400.50			269.00
<input checked="" type="checkbox"/>			38-1-130	Xcf Foot Stool H:100 cm W:200 cm D:300 cm	A020		£80.00	£317.63	165.00	80.00	60.00	269.10			179.00
<input checked="" type="checkbox"/>			38-1-131	Xcg 5 Seater Corner Group H:100 cm W:200 cm D:300 cm	A020		£430.00	£1,708.25	865.00	430.00	322.00	1,385.10			979.00
<input checked="" type="checkbox"/>			38-1-210	Chws342 Wing Back Chair	L001		£54.00	£213.68	109.00	54.00	39.99	179.10			119.00
<input checked="" type="checkbox"/>			38-1-215	5345 3 seater sofa bed	A020		£566.00	£2,251.10	2,955.00	566.00	424.00	1,826.10			
<input checked="" type="checkbox"/>			38-1-217	53456676 3 seater sofa	A020		£566.00	£2,251.10	2,955.00	566.00	424.00	1,826.10			

### Multiple selection

To use the price manipulation algorithm it is necessary to identify which products are to be modified using by ticking the box alongside each item (as indicated above via the red box)

**Price Manipulation** Clear prices

Source Column:  MRP  Cost  Alt. Cost  Sell  Sell 2  Sell 3  Currency Cost  Promo Cost  Promo Sell

Destination:  MRP  Cost  Alt. Cost  Sell  Sell 2  Sell 3  Currency Cost

Mode:  Copy  Swap  Uplift  Clear Source  Clear Destination

Uplift Amount:  @ Value  %

Charming:  None  Round Down  Nines & Fives  Golden Price Down  Golden Price Up

Golden Price Tolerance (%):

Go

### Price manipulation

**Note:** Clicking the **clear prices** button blanks all the amendable price columns for ticked items.

### Price Manipulation

Prior to clicking the **go** button, it is important to choose which items the formula is to be applied. This is achieved by ticking the  box alongside the item to be changed. Alternatively click the **A** in the column header to select all items or **N** to clear all tick boxes.

Options available are –

- |                    |  |
|--------------------|--|
| Source column      | Select the column the system is to base its calculation on.  |
|                    | <ul style="list-style-type: none"> <li>▪ MRP</li> <li>▪ Cost</li> <li>▪ Alternative cost</li> <li>▪ Selling price</li> <li>▪ Selling price 2</li> <li>▪ Selling price 3</li> <li>▪ Current cost</li> </ul> |
| Destination column | Select the column the system is to use to store the results of the action.   |
|                    | <ul style="list-style-type: none"> <li>▪ MRP</li> <li>▪ Cost</li> <li>▪ Alternative cost</li> <li>▪ Selling price</li> <li>▪ Selling price 2</li> <li>▪ Selling price 3</li> <li>▪ Current cost</li> </ul> |



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Mode	<p>Select the type of operation. Choices are –</p> <ul style="list-style-type: none"> <li>▪ <b>Swap</b> – swap the selected source column with the contents of the destination column.</li> <li>▪ <b>Copy</b> – duplicate the selected source column in the destination column,</li> <li>▪ <b>Uplift</b> – apply a formula to the selected source column storing the results in the destination column.</li> <li>▪ <b>Clear source</b> – set all selected source columns to null.</li> <li>▪ <b>Clear destination</b> – set all selected destination columns to null</li> </ul>
Value	<p>The number entered in to this field will be applied to the source column when operating in uplift mode.</p> <p>The number entered will be applied as a number or a percentage dependent upon the control set alongside the value.</p>
Charming	<p>Select what form of rounding the routine is to apply – choose from –</p> <ul style="list-style-type: none"> <li>▪ <b>None</b> – leave the result as calculated</li> <li>▪ <b>Round down</b> – round the result down to the nearest whole integer.</li> <li>▪ <b>Nines and fives</b> – round down to the nearest whole integer which ends in a 9 or a 5.</li> <li>▪ <b>Golden prices down</b> – click to instruct the system to replace the calculated price with a golden price if the percentage difference between the golden price and calculated destination cell is less than the tolerance value set. This option will look at the golden price immediately lower than the calculated destination cell value.</li> <li>▪ <b>Golden prices down</b> – click to instruct the system to replace the calculated price with a golden price if the percentage difference between the golden price and calculated destination cell is less than the tolerance value set. This option will look at the golden price immediately higher than the calculated destination cell value.</li> </ul>
Golden price tolerance %	<p>Used only with golden price rounding – this numeric value represents the maximum percentage variance between the calculated destination cell value and it’s nearest golden price (higher or lower dependent upon selection).</p>

To apply the formula initially double check to make sure the control parameters are set correctly and then click the **go** button. The routine will then apply the formula defined to the selected items in the table.

## Saving your Data

**Note:** Prices shown on screen are effectively held in a 'work zone'. When in price edit mode the supplier / range is locked to all other users when the **update** button is selected, however these values are not pushed to the promotion until the operator instructs the system to do so.

To abort changes made to the pricing data select the **cancel** button. Selecting cancel generates the following question page.

**Setup Product Prices**

The record is still locked. Save your changes?

Save Changes
Unlock Without Saving
Go Back

### Exit without saving message

To save changes click the **update** button, this saves the data in the 'work zone' but does not make it available for use within the sales system.

Confirming one of these actions returns control back to the product / item page.

Setup Product Prices
Maintain Golden Prices
Add New Item
Options Mode
Price Edit Mode
Close

All Locations
Standard Trading
Show Expired Promotions

Supplier: UltraSuites

Range: Inspiration Find

SKU:   Exact Match

Model:

Part Description:

Show All
  Show Active Only
  Show Discontinued Only

Promotion Start: 08/07/2006

Promotion End: 22/10/2020

Use Cost:  Cost  Alt. Cost

Use Sell:  Sell  Sell 2  Sell 3

Copy prices to selected promotion

A/N	SKU	Description	Group	Discontinued	MRP	Cost	Alt. Cost	Sell Price	Sell Price 2	Sell Price 3	Curr. Cost	Promo Cost	Promo Sell
<input checked="" type="checkbox"/>	39-1-127	Xc3 3 Seater Sofa ½ @ H:100 cm W:200 cm D:300 cm	L001		£405.00	£200.00	£150.00	£679.50			£449.00	£200.00	£795.80
<input checked="" type="checkbox"/>	39-1-128	Xc2 2 Seater Sofa H:100 cm W:200 cm D:300 cm	L001		£325.00	£170.00	£127.00	£811.10			£359.00	£170.00	£714.95
<input checked="" type="checkbox"/>	39-1-129	Xc1 Arm Chair H:100 cm W:200 cm D:300 cm	L001		£245.00	£110.00	£82.00	£400.50			£269.00	£110.00	£472.40
<input checked="" type="checkbox"/>	39-1-130	Xcf Foot Stool H:100 cm W:200 cm D:300 cm	A020		£165.00	£80.00	£60.00	£269.10			£179.00	£80.00	£317.63
<input checked="" type="checkbox"/>	39-1-131	Xcg 5 Seater Corner Group H:100 cm W:200 cm D:300 cm	A020		£865.00	£430.00	£322.00	£1,385.10			£979.00	£430.00	£1,708.25
<input checked="" type="checkbox"/>	39-1-210	Chws342 Wing Back Chair	L001		£109.00	£54.00	£39.99	£179.10			£119.00	£54.00	£213.68
<input checked="" type="checkbox"/>	39-1-215	5345 3 seater sofa bed	A020		£2,955.00	£566.00	£424.00	£1,826.10				£566.00	£2,251.10
<input checked="" type="checkbox"/>	39-1-217	53456676 3 seater sofa	A020		£2,955.00	£566.00	£424.00	£1,826.10				£566.00	£2,251.10

### Price publishing screen

The final step to publish the price changes is to choose the destination promotion from the header bar and then to click the **copy prices to selected promotion** button.

### Populating the Promotion

Prior to sending data to a promotion it may be necessary to create a new promotion via the **setup promotion** routine.

To send data to a promotion ensure the values shown in the grid are correct and that the destination promotion has been selected in the menu bar of the page (also selecting the promotion location for site specific pricing)

A/N	SKU	Description	Group	Discontinued	MRP	Cost	Alt. Cost	Sell Price	Sell Price 2	Sell Price 3	Curr. Cost	Promo Cost	Promo Sell
<input checked="" type="checkbox"/>	39-1-127	Xc3 3 Seater Sofa ¼ @ H:100 cm W:200 cm D:300 cm	L001		£405.00	£200.00	£150.00	£679.50			£449.00	£200.00	£795.80
<input checked="" type="checkbox"/>	39-1-128	Xc2 2 Seater Sofa H:100 cm W:200 cm D:300 cm	L001		£325.00	£170.00	£127.00	£611.10			£359.00	£170.00	£714.95
<input checked="" type="checkbox"/>	39-1-129	Xc1 Arm Chair H:100 cm W:200 cm D:300 cm	L001		£245.00	£110.00	£82.00	£400.50			£269.00	£110.00	£472.40
<input checked="" type="checkbox"/>	39-1-130	Xc1 Foot Stool H:100 cm W:200 cm D:300 cm	A020		£165.00	£80.00	£60.00	£269.10			£179.00	£80.00	£317.63
<input checked="" type="checkbox"/>	39-1-131	Xcg 5 Seater Corner Group H:100 cm W:200 cm D:300 cm	A020		£865.00	£430.00	£322.00	£1,385.10			£979.00	£430.00	£1,708.25
<input checked="" type="checkbox"/>	39-1-210	Chws342 Wing Back Chair	L001		£109.00	£54.00	£39.99	£179.10			£119.00	£54.00	£213.68
<input checked="" type="checkbox"/>	39-1-215	5345 3 seater sofa bed	A020		£2,955.00	£566.00	£424.00	£1,826.10				£566.00	£2,251.10
<input checked="" type="checkbox"/>	39-1-217	53456676 3 seater sofa	A020		£2,955.00	£566.00	£424.00	£1,826.10				£566.00	£2,251.10

### Price publishing

Having selected the promotion then choose which values are to be sent to the promotion. This consists of three steps.

- Select whether the cost or alternative cost is to be sent
- Select which of the three selling price fields is to be sent
  - Sell takes the Sell Price column into the promotion
  - Sell 2 takes the lowest of Sell Price or Sell Price 2 across to the selected promotion
  - Sell 3 takes the lowest of Sell Price, Price 2 and Price 3
- Tick the A/N column for products / Options to be sent to the promotion.

Once set **click the copy prices to selected promotion** button to send the selected values across to the chosen promotion replacing any existing prices / add new items to the promotion.

**Note:** It is recommended that these details are checked prior to sending prices to the promotion as this process overwrites existing data in the chosen promotion.

It is recommended that wherever item prices are updated this is also followed up with option pricing data to ensure both items and options are kept in sync.

## Price History

Operators possessing the **VIEW\_PRICE\_HISTORY** privilege are able to view price histories within the application.

This feature is of particular significance if asked to prove what price was charged when.

To see a history of selling prices use the catalogue search to find the SKU.

The catalogue search routine is designed to provide the viewer with a listing of product it is possible to sell to a customer today. This feature excludes 'discontinued' items with no stock available to sell. In order to obtain a price history of such products the catalogue search offers an 'include discontinued SKUs' tick box.

When ticked the system will show items which are flagged as discontinued and have no available stock (items which are usually omitted from the list)

In the example below SKU 39-1-213 is discontinued and has no available stock however the SKU is displayed to allow the selling price history to be viewed.

Search Catalogue Main Street Carpet

Supplier: UltraSuites Stock Number:

Range: All SKU Number:   Exact Match

Part Description:  Model Number:

Stock Only:  Barcode:

Product Group: All Groups  
A020 A020 - General Acco  
Allowance System Allowar  
ALLOWANCE/ON System  
B002 B002 - Beds

Hierarchy: All

Include Discontinued SKUs:

A/I	SKU	Supplier/Range	Model Number	Description	MRP	Selling Price
<input type="checkbox"/>	39-1-215	UltraSuites Inspiration	5345	3 seater sofa bed	£2,955.00	£2,029.00
<input type="checkbox"/>	39-1-217	UltraSuites Inspiration	53456676	3 seater sofa	£2,955.00	£2,029.00
<input type="checkbox"/>	39-1-210	UltraSuites Inspiration	Chwvs342	Wing Back Chair	£109.00	£199.00
<input type="checkbox"/>	39-1-213	UltraSuites Inspiration	Xc1	Arm Chair H:100 cm W:200 cm D:300 cm	£259.00	£199.00
<input type="checkbox"/>	39-1-129	UltraSuites Inspiration	Xc1	Arm Chair H:100 cm W:200 cm D:300 cm	£245.00	£445.00

### Catalogue search

To view the price history click the selling price corresponding to the desired SKU

A/I	SKU	Supplier/Range	Model Number	Description	MRP	Selling Price
<input type="checkbox"/>	39-1-215	UltraSuites Inspiration	5345	3 seater sofa bed	£2,955.00	£2,029.00
<input type="checkbox"/>	39-1-217	UltraSuites Inspiration	53456676	3 seater sofa	£2,955.00	£2,029.00

### Click the selling price

The system will then show the price history of the selected SKU highlighting the current selling price with a yellow background.

Price History

SKU: 39-1-215

Description: 5345 3 Seater Sofa Bed

Promotion Name	Location	Price	Effective Date	End Date
Store opening	Main Street carpet	£2,029.00	05/02/2015	05/02/2017
Standard Trading		£2,251.10	08/07/2006	22/10/2020
BaselineCostsPrices-1		£2,099.00	08/11/2004	
Main Event	Main Street carpet	£1,826.10	10/02/2015	14/04/2015

Close

### Price history

When viewing products with options initially the system will show a breakdown of previously sold SKU / option combinations. Due to the fact that options can affect the selling price the operator must select from the list (by selecting the fully specified SKUs selling price)

Price History By Option: Main Street Carpet

Supplier: TANITA

Range: Inspiration

Kc1 Arm Chair H:100 Cm W:200 Cm D:300 Cm

SKU	Options	MRP	Price
39-1-129	Cover Type: Leather Leather Grade: Grade A Swatch: Book 1 Selection Book 1: E1 White Feet Type: Wood Effect Recliner: Not Required	£245.00	£534.00
39-1-129	Cover Type: Leather Leather Grade: Grade A Swatch: Book 1 Selection Book 1: E2 Ivory Feet Type: Solid Wood Recliner: Right Action Type: Manual	£245.00	£654.00

### SKUs with options

Once selected the price history is displayed.

**Price History**

SKU: 39-1-129  
 Xc1 Arm Chair H:100 Cm W:200 Cm D:300 Cm  
 Cover Type: Leather -  
 Leather Grade: Grade A  
 Swatch: Book 1  
 Description: Selection Book 1: E1 White  
 Feet Type: Wood Effect  
 Recliner: Not Required

Promotion Name	Location	Price	Effective Date	End Date
Store opening	Main Street carpet	£534.00	05/02/2015	05/02/2017
Standard Trading		£472.40	08/07/2006	22/10/2020
BaseLineCostsPrices-1		£515.34	08/11/2004	
Main Event	Main Street carpet	£480.00	10/02/2015	14/04/2015
Blue Cross	Main Street carpet	£315.35	10/01/2012	17/01/2013
Winter Sale		£474.81	01/11/2010	31/12/2010
autumn sale		£478.80	01/10/2010	08/11/2010
Summer event		£318.00	01/06/2009	15/06/2009
Spring		£438.00	18/04/2009	01/06/2009
Bank Holiday		£318.00	04/10/2008	06/10/2008
August Spectacular		£196.80	15/08/2008	05/09/2008
August madness 2008		£238.80	01/08/2008	31/08/2008
Summer 2008		£238.80	01/06/2008	30/09/2008
Stollers		£238.80	14/03/2008	18/03/2008
current prices 01/08		£238.80	01/01/2008	31/05/2008
VAT free weekend		£238.80	17/03/2007	18/03/2007
Current Price list		£238.80	14/11/2006	13/01/2008

**Close**

### SKU with options price history

It is also possible to see price histories by clicking the **price history** button when adding the product to a sales order.

**Special Order** Salesperson: John Hardwick Active Promotions: Standard Trading

Please select options for this product

SKU	Range	Product Description	Base Price	Quantity	Option Price	Price	Cumulative Price
56-1-127	Diamona	Diamona 4'6" 4 Drawer Divan Set	£1,380.00	1		£1,380.00	£1,380.00

Unit Price: £1,380.00  
 Quantity: 1  
 Line Total Price: £1,380.00

VAT: VAT Standard Rate 20.00 % £230.0000  
 Total Price: £1,380.00

Status: **Recalculate**  
 Expected: **New Order**  
 Receiving Branch: West St Warehouse  
 Delivery Method: Delivery  
 From: West St Warehouse

Free Locally: 23

**Add To Order** **Advanced** **Price History** **Cancel**

### Add product to order

# Price List

FRS offers a price list report allowing empowered operators the ability to print price lists. An example of the price list report is shown below –

PRICE LIST for All locations											Date Printed: 13-February:			
Standard Trading											Start Date: 08-July-2006		End Date: 22-Oct-2020	
Supplier: TANITA														
Range: Inspiration														
SKU	Model	Description	Prod Group	MRP	Selling	Selling 2	Selling 3	Cost	Event Cost	C	LT			
39-1-127	Xc3	3 Seater Sofa H:100 cm W:200 cm D:300 cm	Dining	£405.00	£795.80	£445.00	£1,033.50	£200.00	£150.00	H	84			
39-1-128	Xc2	2 Seater Sofa H:100 cm W:200 cm D:300 cm	Dining	£325.00	£714.95	£349.00	£928.50	£170.00	£127.00		42			
39-1-129	Xc1	Arm Chair H:100 cm W:200 cm D:300 cm	Dining	£245.00	£472.40	£265.00	£613.50	£110.00	£82.00		84			
39-1-130	Xcf	Foot Stool H:100 cm W:200 cm D:300 cm	Dining	£165.00	£317.63	£185.00	£412.50	£80.00	£60.00		84			
39-1-131	Xcg	5 Seater Corner Group H:100 cm W:200 cm D:300 cm	Dining	£865.00	£1,708.25	£945.00	£2,218.50	£430.00	£322.00		84			
39-1-210	Chws342	Wing Back Chair	Dining	£109.00	£213.68	£125.00	£277.50	£54.00	£39.99		84			
39-1-212	Xc3	3 Seater Sofa H:100 cm W:200 cm D:300 cm	Dining	£399.00	£349.00	£287.00	£0.00	£200.00	£0.00	x	84			
39-1-213	Xc1	Arm Chair H:100 cm W:200 cm D:300 cm	Dining	£259.00	£199.00	£167.00	£0.00	£120.00	£0.00	x	84			
39-1-214	Xcf	Foot Stool H:100 cm W:200 cm D:300 cm	Dining	£169.00	£139.00	£117.00	£0.00	£80.00	£0.00	x	84			
39-1-215	5345	3 seater sofa bed	Dining	£2,955.00	£2,251.10	£1,952.70	£2,923.50	£566.00	£424.00					
39-1-217	53456676	3 seater sofa	Dining	£2,955.00	£2,251.10	£1,469.00	£2,923.50	£566.00	£424.00					
Range: Moderna														
SKU	Model	Description	Prod Group	MRP	Selling	Selling 2	Selling 3	Cost	Event Cost	C	LT			
39-15-195	MDG	5 Seater Corner Group H:200 cm W:200 cm D:300 cm	Dining	£999.00	£795.00			£234.00			70	Expires on 01/01/2020		
39-15-197	MD1	Arm Chair H:200 cm W:200 cm D:300 cm	Dining	£299.00	£219.00			£65.00			70			
39-15-198	MD2	2 Seater Sofa H:200 cm W:200 cm D:300 cm	Dining	£399.00	£405.00			£120.00			70			
39-15-199	MD3	3 Seater Sofa H:200 cm W:200 cm D:300 cm	Dining	£499.00	£709.00			£210.00			70			

Items listed are shown with the base selling price only  
**Prices shown may not reflect those charged at time of placing your order.**

Data extracted at 12:41:28 on 13-Feb-2015 Page 1 of 1

## Price list report