Sales Price Research

# **Retrieval of Sales Price**

Depending on how the system was set-up the price and/or discounts could be retrieved automatically from the following locations:

* Sales price list table
* Sales pricing method file
* Customer contract file

The sequence in which the system searches the above table/files depends on the parameters set in the **DIS control file**.

The sales price and discounts retrieval is controlled by two main routines:

1. **Sales price and discounts calculation** – This routine retrieves the price and discounts for a single line. First a base price is retrieved. Then the sales price is retrieved from the main pricing sources Contracts, Price lists, Normal methods or Promotional methods (the base price is used if a Contract or a Method is encountered that only holds discounts). Any discounts set-up for the same main source is then applied. Lastly, chain discounts are applied if that is applicable for the main source (controlled with a flag on the main source). The outcome of this pricing of the line will control if the line will get any order summary discounts (O- and H-type method). If either the main pricing source or any of the applied chain discounts is flagged with Order summary discounts set to NO, then no order summary discounts will later be added to this line.
2. **Calculate order summary discount** – This routine calculates and applies discounts based upon the summary of the whole order. This is performed at order close or when requested by the user. It will first apply Order line summary discount (O-type methods) at order line level. It will then apply Header discounts (H-type methods) that are stored at order header level with the apportioned amount that can also be seen at line level.

Several enquiries are available where you can find all of the information you need regarding the sales price of an item. See [Useful Sales Price Related Enquiries](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/POPPricingEnquiries.htm#) for more information.

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# **Useful Sales Price Related Enquiries**

Via the following enquiries you can find all of the information you need regarding the sales price of an item.

##### **Customer Service Enquiry**

Good to use when the customer wants to know the price and delivery for nn of item X. All of the information regarding the price and availability are here on a single panel or, if not on this panel, details are a click away.

(Click [Customer service enquiry](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DMR122.htm#DMR12201) for more information or access the online help document from the panel.)

##### **Detailed Net Price Calculation Enquiry**

Use this enquiry when you want to see the breakdown of how a sales price was calculated for the entered quantity on a sales order line and sales quotation line.

You can access this enquiry from the following locations but it is **not**, however, accessible for a component in a sales structure that has sales price calculation code 3 or 4.:

**Note**: The access is by use of a function (*from the function list*) or a function key.

* Line level of **Sales order entry** or **Sales order enquiry**
* Line level of **Sales quotation maintenance** or **Sales quotation enquiry**
* Line level of **Invoice enquiry**
* **Customer service enquiry**

The information displayed will outline, as an example, the:

* Starting Price and where it was derived
* Price and discount method used
* Actual pricing key values used
* Discounts/prices
* Net price

Depending on where the starting price was derived (e.g., Price list, Customer contract, Sales pricing method, Manually entered price or Summarised structure price) - the panel accessed will display the applicable sub-heading and information.

Click the following for more information or access the online help from the applicable panel:

* [Detailed net price calculation enquiry, Price list](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DIR469.htm#DIR46901)
* [Detailed net price calculation enquiry, Contract](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DIR469.htm#DIR46904)
* [Detailed net price calculation enquiry, Pricing method](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DIR469.htm#DIR46907)
* [Detailed net price calculation enquiry, Manually entered sales price or Summarised structure price](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DIR469.htm#DIR46912)
* [Detailed net price calculation enquiry, Contract, Price list details](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DIR469.htm#DIR46910)
* [Detailed net price calculation enquiry, Pricing method, Price list details](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DIR469.htm#DIR46911)

The following enquiries are invaluable in controlling how many prices are set up for your customer:

##### **Customer Price and Discounts Enquiry**

This enquiry, which is invaluable in ascertaining how many prices are set up for your customer, displays all of the pricing techniques that could be encountered by the sales price calculation routine for the entered customer alone or in combination with a quantity of the entered item. The net sales price for the customer can be viewed in the **Detailed net price calculation enquiry**. It is ideal to use, for example, where a customer is a member of several buying groups each of which buys the entered item but at a different discount. The enquiry will display the different prices that the customer could get depending upon which buying group your customer uses to acquire the items.

(Click [Customer price and discounts enquiry](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/gen/GDMR299.htm#GDMR29901) for more information or access the online help document from the panel.)

##### **Sales Related Keys Where-used Enquiry**

In this enquiry you can search all pricing techniques, i.e., Price lists, Customer contracts and Sales pricing methods, where a price could be applicable for the entered selection criteria.

* Up to 5 sales related keys can be used as selection criteria
* Runs in the following three modes:

|  |  |
| --- | --- |
| Mode | Description |
| All | Searches all customer or item related key values and requires a partial match with the pricing detail records if a customer or item is entered. |
| Partial | Searches only entered key values and requires a partial match with the Sales pricing detail records regardless of customer or item related key values even if a customer or item is entered. |
| Exact | Selected keys must exactly match the keys in the pricing detail records. |

(Click [Sales related keys where-used enquiry](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DIR468.htm#DIR46801) for more information or access the online help document from the panel.)

##### **Baskets Enquiry**

In this enquiry you have the possibility to browse all pricing techniques, i.e. Price lists, Customer contracts and Sales pricing methods (via the option for Pricing methods) where a price could be applicable for the selected basket.

You also have the possibility, via the function key for **Where-used selection**, to search all baskets containing the entered combination of selection criteria for applicable pricing techniques.

* Item code or up to 5 other item related sales related keys can be used as selection criteria
* Each basket can be 'exploded' to show it's details
* Runs in the following three modes:

|  |  |
| --- | --- |
| Mode | Description |
| All | Searches all item related key values and requires a partial match with the Sales pricing method detail records if an item is entered. |
| Partial | Searches only entered key values and requires a partial match with the Sales pricing method detail records regardless of item related key values even if an item is entered. |
| Exact | Selected keys must exactly match the keys in the Sales pricing method detail records. |

When a match has been found you can browse all pricing techniques, i.e. Price lists, Customer contracts and Sales pricing methods (via the option for Pricing methods) where a price could be applicable for the basket.

(Click [Baskets enquiry](http://xtdispatcher2.vincent.local:18200/help/ntopic/net.ibs.doc.user.dft_locale_en/enterprisehelp/dis/DIR463.htm#DIR46301) for more information or access the online help document from the panel.)