



Pricing Rules is now live in Concourse!

Pricing Rules are now live in Concourse! Pricing Rules can be used to modify a Pricing Tier to:

- ✓ Price aged inventory according to the *acquired fiscal year* of the tag
- ✓ Offer customers a *quantity price break* for buying a larger quantity

How to access Pricing Rules

Pricing rules can be set at the PN or FSC Level.

Access Pricing Rules via the pricing modal in Customer Pricing by clicking on the corresponding link.

✕ Pricing Tiers for Part 037-193-1027

+ Add Pricing

Current Pricing

Tier Name	Pricing Method	Value	Effective Start	Effective End	QPB	FY	
TIER 1	Catalog Margin	15%	12/12/2023	12/31/2023	0	0	Edit
TIER 3	Catalog Margin	25%	12/12/2023	12/31/2023	0	0	Edit

You will then see the tabs for the two Pricing Rules that can be set.

Quantity Price Break

Fiscal Year

Quick Tips

- ✓ Pricing *Rules* override Pricing *Tiers*
- ✓ The lowest price of *any* rule is the price that will take pricing precedence
- ✓ Pricing Rules need to be set at the individual *Pricing Tier level*

Pricing Rule Types

There are two types of Pricing Rules that can be applied.

1 - Acquired Fiscal Year

The “FY” Pricing Rule will show all acquired fiscal years of inventory. Only fiscal years with acquired inventory in stock can have a FY Pricing Rule set. FY Pricing Rules can be set for any tier or year. Any pricing method may be applied.

Acquired Fiscal Year Pricing								
Fiscal Year Purchased	Tag Count	Tag Quantity	Pricing Method ⓘ	Value	Effective Start	Effective End		
2023	9	221	Not Set		-- --/--/----	--/--/----	<button>Edit</button>	
2022	1	94	Not Set		-- --/--/----	--/--/----	<button>Edit</button>	

2 – Quantity Price Break

The “QPB” Pricing Rule allows you to set a purchase quantity for which a customer will receive an improved price. The QPB Pricing Rules can be set for any tier. Any pricing method may be applied.

Quantity Price Break						
Fiscal Year						
<button>+ Add Quantity Price Break</button>						
Current						
Minimum Quantity		Pricing Method ⓘ	Value	Effective Start	Effective End	
50		Catalog Margin	14%	12/11/2023	12/31/2024	<button>Edit</button>
100		Catalog Margin	12%	12/11/2023	12/31/2024	<button>Edit</button>

Reminders

- ⇒ At this time, a Pricing Tier must be set in the pricing modal for *part specific pricing* in order to add a Pricing Rule for that part. This applies even if the OEM is priced at the *FSC level*
- ⇒ Quote Accelerator will be updated to *alert Sales* that a Pricing Rules is in effect
- ⇒ Additional information and specialized trainings will be provided *in the new year*