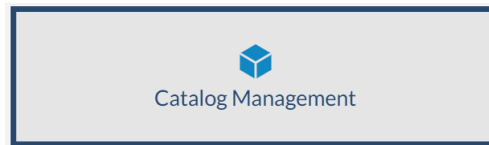


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Viewing Customer Pricing in Catalog Management

View pricing by logging into Concourse and selecting the Catalog Management tile.



Select the Customer Pricing tab.




Viewing Pricing Tiers in Customer Pricing

There are two tabs in Customer Pricing.

Tab 1 - View by FSC

This shows all pricing applied at the FSC level.

A screenshot of the "Customer Pricing" interface. At the top, "CRANE" is displayed with a "Select OEM" button. Below are tabs for "Parts Catalog" and "Customer Pricing". The "Customer Pricing" tab is active. Under the tab, "View by: FSC 4" is selected, and "PART 559" is also visible. Below this is a button "Assign To Tier" and the text "0 rows selected". A "Global Search" bar is on the right. The main table has columns for "FSC", "FSC Name", and "Pricing Tiers". The "Pricing Tiers" column is highlighted with a blue box. The table contains four rows of data.

| | FSC ↑↓ | FSC Name ↕ | Pricing Tiers |
|--------------------------|--------|--------------------------------|---------------|
| <input type="checkbox"/> | 51663 | LEAR ROMEC DIVISION, CRANE CO. | (3) |
| <input type="checkbox"/> | 81982 | HYDRO-AIRE INC | (3) |
| <input type="checkbox"/> | F9763 | ELDEC FRANCE SARL | (3) |
| <input type="checkbox"/> | 08748 | ELDEC CORPORATION | (3) |

Pricing in Catalog Management

Click on the arrow to expand the pricing for each FSC.

Customer Pricing

View by: FSC **4** PART **559**

Assign To Tier 0 rows selected

| <input type="checkbox"/> | FSC ↑↓ | FSC Name |
|--------------------------|--------|--------------------------------|
| <input type="checkbox"/> | 51663 | LEAR ROMEC DIVISION, CRANE CO. |

| Tiers ↑ | Pricing Method ↑↓ | Value ↑↓ | Customers ↑↓ |
|--------------|-------------------|----------|--------------|
| INTERCOMPANY | Catalog Margin | 10% | (15) |
| TIER 1 | Catalog Margin | 12% | (657) |
| TIER 3 | Catalog Margin | 12% | (1171) |

Click on the hyperlink in the Pricing Tiers column to see the pricing tiers for that FSC in the pricing modal.

X Pricing Tiers for FSC 51663

+ Add Pricing

Current Pricing

| Tier Name | Pricing Method | Value | Effective Start | Effective End | QPB | FY | |
|--------------|----------------|-------|-----------------|---------------|-----|----|------|
| INTERCOMPANY | Catalog Margin | 10% | 9/28/2023 | 12/31/2042 | 0 | 0 | Edit |
| TIER 1 | Catalog Margin | 12% | 9/28/2023 | 12/31/2030 | 0 | 0 | Edit |
| TIER 3 | Catalog Margin | 12% | 9/28/2023 | 12/31/2030 | 0 | 0 | Edit |

Pricing in Catalog Management

Tab 2 – View by PN

This shows all pricing applied at the Part Number level.

CONCORDE BATTERY

Select OEM

Parts Catalog

Customer Pricing

Customer Pricing

View by: FSC **1**

PART **194**

Assign To Tier
0 rows selected

| <input type="checkbox"/> | Part Number ↑↓ ▾ | Part Description ↑↓ ▾ | FSC ↑↓ ▾ | FSC Name ↑↓ ▾ |
|--------------------------|------------------|-----------------------|----------|------------------------|
| <input type="checkbox"/> | 4150-VDC | CHARGER AD | 63017 | CONCORDE BATTERY CORP. |
| <input type="checkbox"/> | 4150-121 | CHARGER AD | 63017 | CONCORDE BATTERY CORP. |

Click on Tiers to view all current and future **Pricing Tiers**.

Unison

Select OEM

Parts Catalog

Customer Pricing

FSC Pricing

View by: FSC **2**

PART **1,188**

FSC Pricing

| Part Number ↑↓ ▾ | Part Description ↑↓ ▾ | FSC ↑↓ ▾ | FSC Name ↑↓ ▾ | AAR Cost ↑↓ ▾ | Tiers ↑↓ ▾ |
|------------------|-----------------------|----------|-----------------------|---------------|------------|
| 10-397183 | COVER | 59501 | UNISON INDUSTRIES INC | \$2,281.60 | (34) |
| 10-377531-2 | COMPOUND | 59501 | UNISON INDUSTRIES INC | \$2,289.28 | (34) |
| 10-180268-1 | CABLE | 59501 | UNISON INDUSTRIES INC | \$2,785.00 | (34) |
| 10-392119 | CAPACITOR | 59501 | UNISON INDUSTRIES INC | \$2,808.32 | (34) |
| 9047996 | TRANSFORME | 59501 | UNISON INDUSTRIES INC | \$3,555.84 | (34) |
| K509517 | EXCITERKIT | 59501 | UNISON INDUSTRIES INC | \$4,549.76 | (34) |
| 9045487 | INSULATOR | 59501 | UNISON INDUSTRIES INC | \$12.16 | (16) |

Pricing in Catalog Management

Customer Pricing – View PN Tiers

Click on Tiers to view all current Pricing Tiers.

- **Tier Name:** Pricing Tier Name
- **Pricing Method:** Catalog Margin, Acquired Margin, List Minus, Fixed Price
- **Value:** Price
- **Effective Start:** Start date of pricing tier
- **Effective End:** End date of pricing tier

Unison

Select OEM

Parts Catalog

Customer Pricing

FSC Pricing

View by: FSC 2 PART 1,188

FSC Pricing

| Part Number | Part Description |
|-------------|------------------|
| 502000-5 | KIT ONLY |
| 10-614035 | CAPICTOR |
| 508372-10 | HARNESS |
| 508366-6 | HARNESS |
| 504646-8 | HARNESS |

← Pricing for Part Number 502000-5

Current Pricing

| Tier Name | Pricing Method | Value | Effective Start | Effective End |
|---------------|----------------|------------|-----------------|---------------|
| INTERCOMPANY | Fixed | \$2,216.96 | 1/1/2023 | 12/31/2023 |
| UNISON TIER 1 | Fixed | \$2,216.96 | 1/1/2023 | 12/31/2023 |
| UNISON TIER 2 | Fixed | \$2,269.12 | 1/1/2023 | 12/31/2023 |
| UNISON TIER 3 | Fixed | \$2,571.67 | 1/1/2023 | 12/31/2023 |

Pricing in Catalog Management

Pricing Rules

Pricing Rules can be used to modify a Pricing Tier to:

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

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.

- **QBP:** Quantity Price Break
- **FY:** Fiscal Year

×
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

Pricing in Catalog Management

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.

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

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

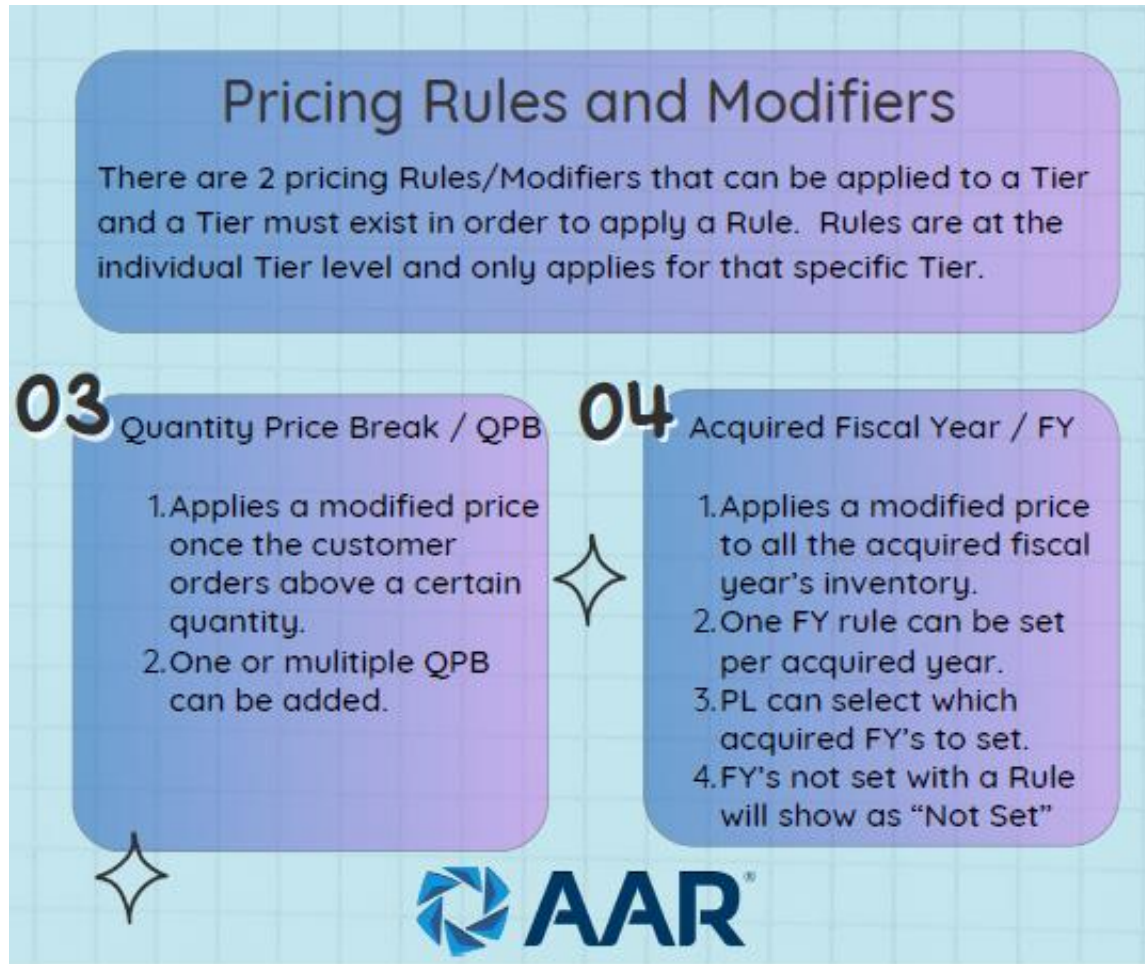
Fiscal Year

+ Add Quantity Price Break

Current

| Minimum Quantity | <div> <div></div> <div></div> </div> | Pricing Method ⓘ | Value | Effective Start | Effective End | |
|------------------|--------------------------------------|------------------|-------|-----------------|---------------|-----------------|
| 50 | | Catalog Margin | 14% | 12/11/2023 | 12/31/2024 | <div>Edit</div> |
| 100 | | Catalog Margin | 12% | 12/11/2023 | 12/31/2024 | <div>Edit</div> |

Pricing Rule Tips



Pricing Rules and Modifiers


There are 2 pricing Rules/Modifiers that can be applied to a Tier and a Tier must exist in order to apply a Rule. Rules are at the individual Tier level and only applies for that specific Tier.

03 Quantity Price Break / QPB


- 1. Applies a modified price once the customer orders above a certain quantity.
- 2. One or multiple QPB can be added.


04 Acquired Fiscal Year / FY


- 1. Applies a modified price to all the acquired fiscal year's inventory.
- 2. One FY rule can be set per acquired year.
- 3. PL can select which acquired FY's to set.
- 4. FY's not set with a Rule will show as "Not Set"





Calculating Pricing in Concourse – Pricing Methods


Fixed Price
Fixed Price is Fixed Price, there are no additional calculations.

**Acquired Margin**
The calculation is based on the Acquired Tag Cost:
 $\text{Margin Cost} \div (1 - \text{Margin})$

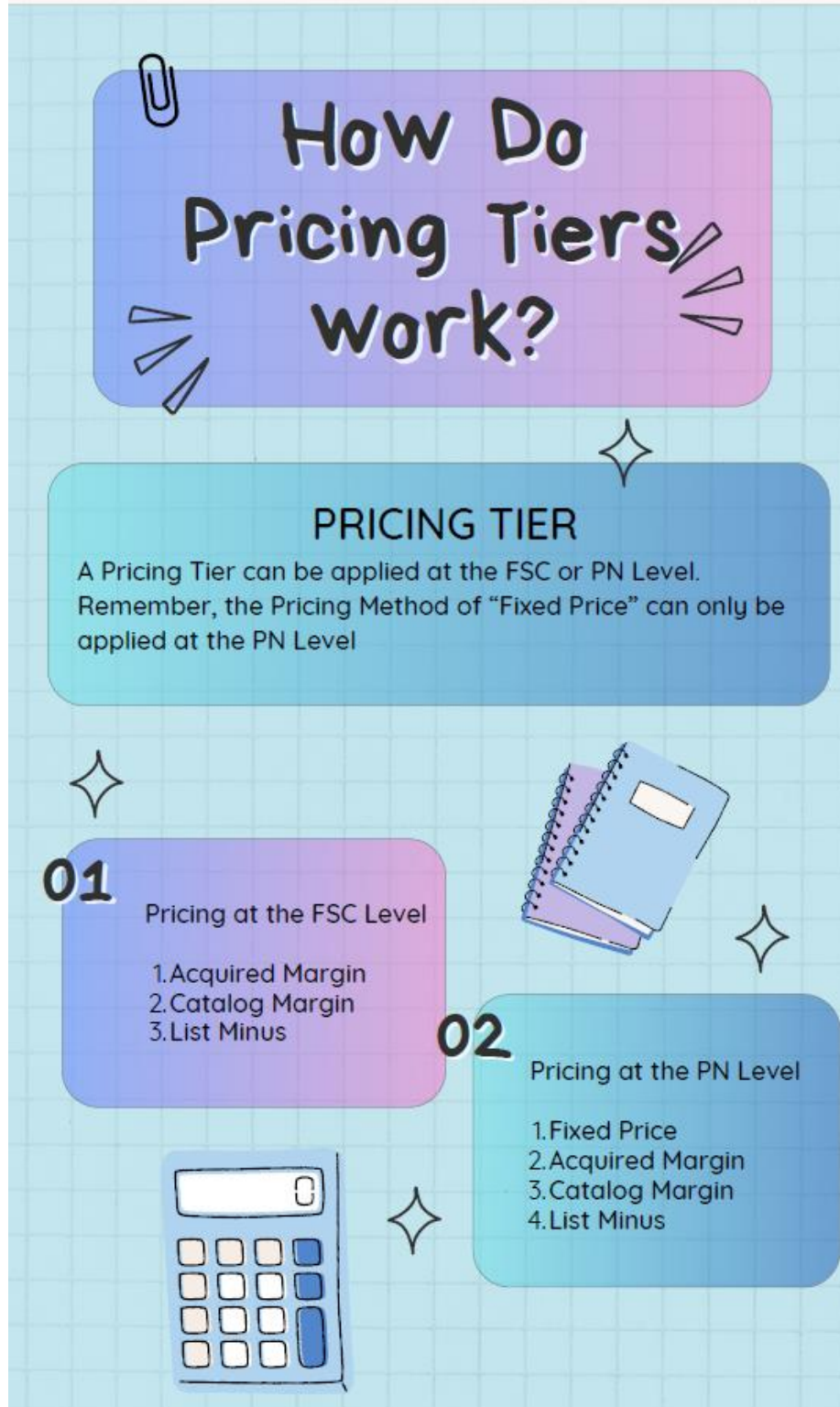
Catalog Margin
The calculation is based on Current Catalog Cost:
 $\text{Margin Cost} \div (1 - \text{Margin})$ 

**Margin Calculations**
Margin: $\text{Price} = \text{Cost} \div (1 - \text{margin})$
Ex: 30% Margin = $\text{Cost} \div (1 - .3)$

List Minus
The calculation is based on Current List Price:
 $\text{List Price} \times (1 - \text{Discount})$ 

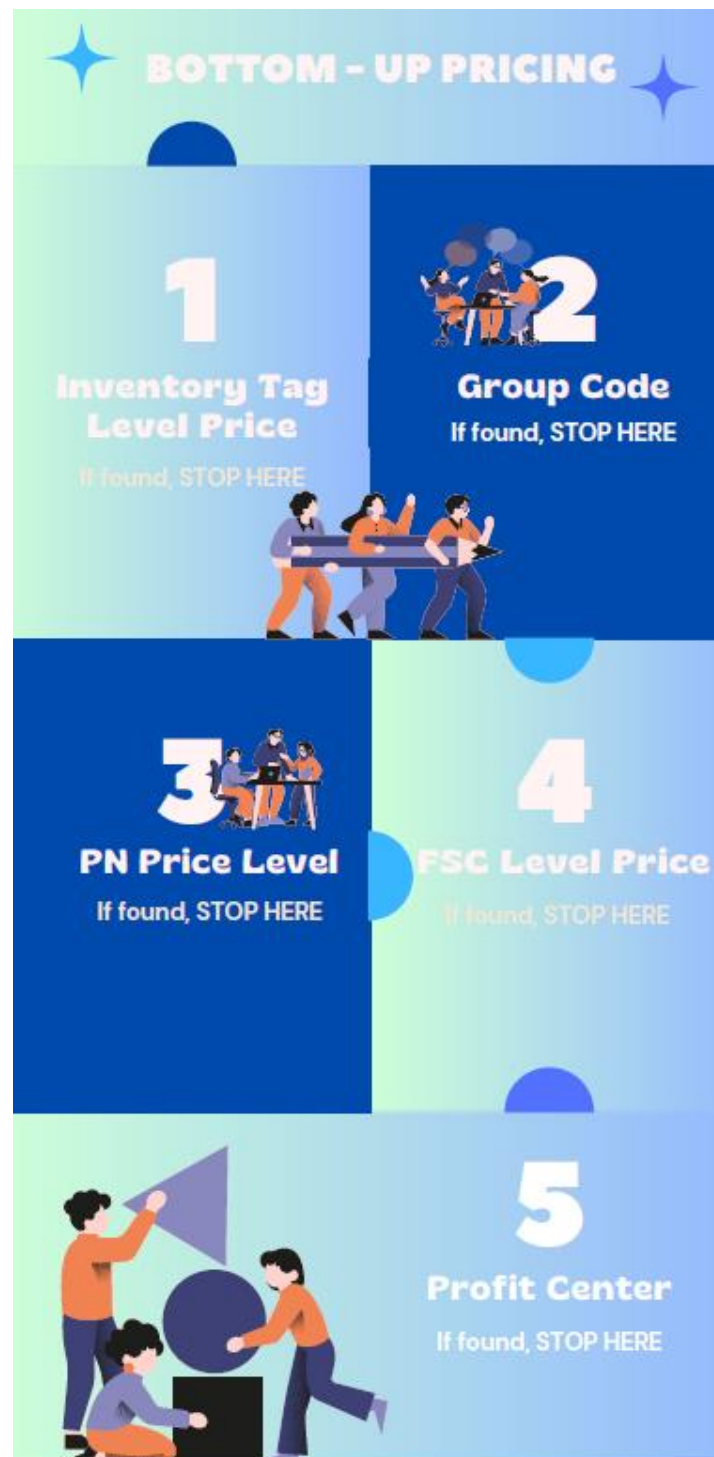
**List Minus Calculations**
 $\text{Price} = \text{List Price} \times (1 - \text{Discount})$
Ex: List Price Less 20% = $\text{List Price} \times (1 - .20)$

How Pricing Tiers Work



Pricing Hierarchy

Catalog Management uses “Bottom-Up” Pricing.

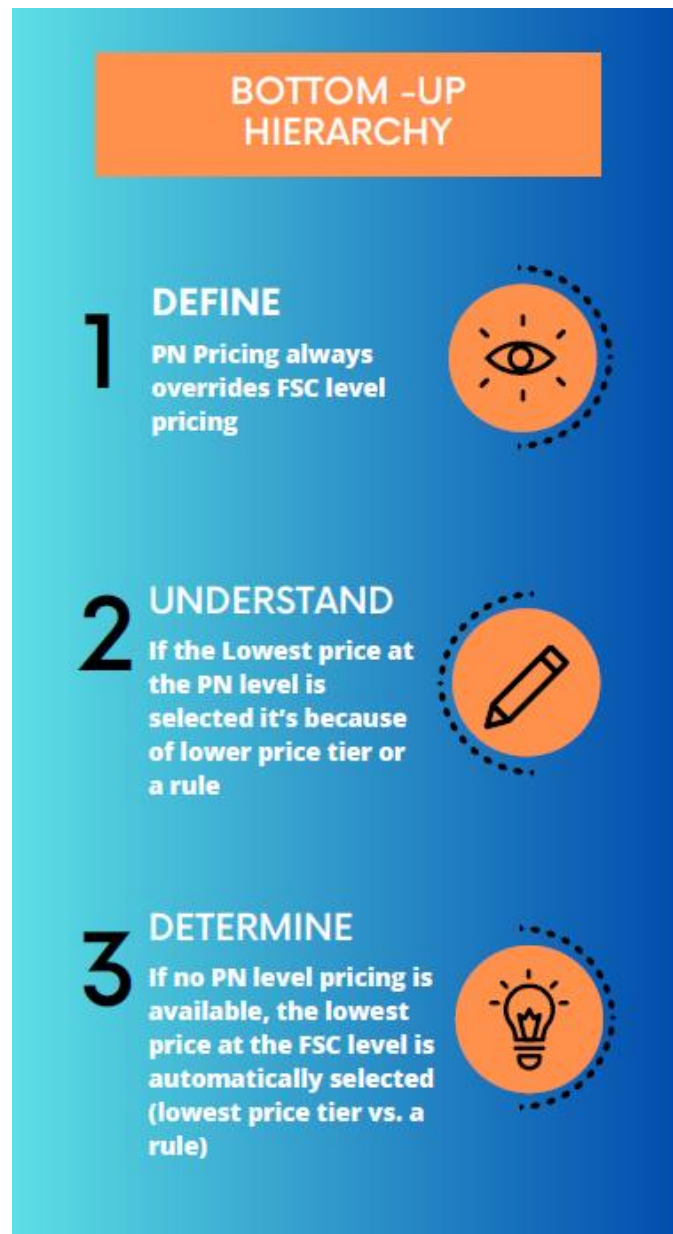


Pricing Hierarchy Important Reminders

Important Reminder # 1: PN pricing overrides FSC pricing. If no PN pricing exists, then FSC pricing is used.

Important Reminder # 2: Pricing Rules override Pricing Tiers

Important Reminder # 3: Lowest price of *any* rule is the price that wins!



Pricing Rules Note

- ⇒ A Pricing *Tier* must be set in the pricing modal for a PN in order to add a Pricing *Rule* for that PN
 - This applies even if the OEM is priced at the *FSC level*
- ⇒ Pricing Rules must be set for each individual *Pricing Tier level*