Concourse

Pricing Methods in Concourse

Current State

Pricing Method Name	Calculation Basis	Calculation
Fixed Price	N/A	N/A
Cost Plus	Acquired Tag Cost	Markup Cost * (1 + Markup)
Margin	Current Catalog Cost	Margin Cost * (1 + Markup)
List Minus	Current List Price	List Price * (1 – Discount)

Future State

Current Name	NEW Name	Calculation Basis	Calculation	What Changed?
Fixed Price	N/A	N/A	N/A	N/A
Cost Plus	N/A	Acquired Tag Cost	Markup Cost * (1 + Markup)	Do Not Show in Concourse US 28222
N/A	Acquired Margin	Acquired Tag Cost	Margin Cost / (1 - Margin)	New Pricing Method US 28175
Margin	Catalog Margin	Current Catalog Cost	Margin Cost / (1 - Margin)	Name Change US 28172 New Calculation US 28170
List Minus	N/A	Current List Price	List Price * (1 – Discount)	N/A

Calculation Examples

Margin: Price = cost / (1-margin)

30% margin = Cost / (1-.3)

Mark-up: Price = cost * (cost * %) or cost * (1+markup %)

30% markup = Cost *1.30

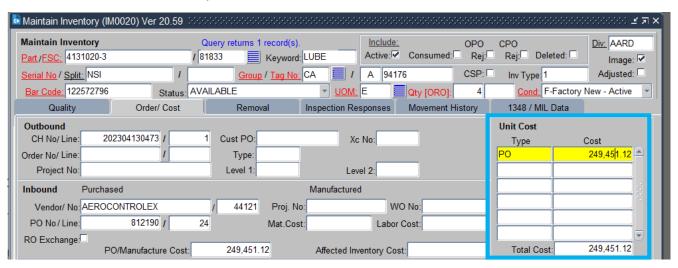**List Minus:** Price = List Price * (1 – Discount)

List Less 20% = List Price * (1-.20)

Pricing Method Calculation Basis

1 - Cost Plus
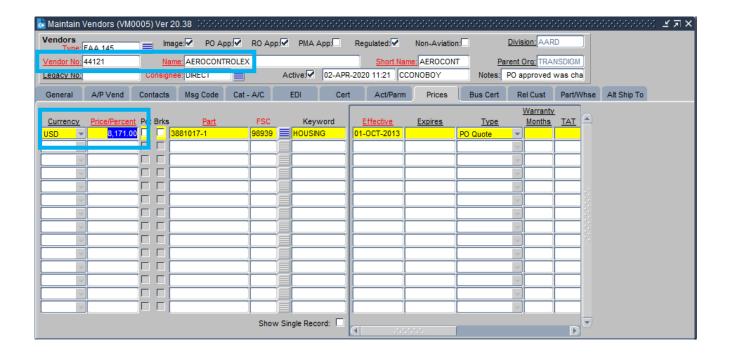
Calculation Basis: Tag Cost

IMOPS Screen: Maintain Inventory ➔ Order / Cost Tab
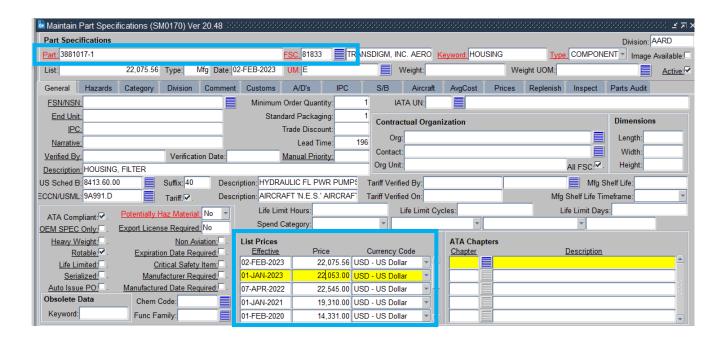

2 - Margin

Calculation Basis: Current Catalog Cost

IMOPS Screen: Maintain Vendors ➔ Prices Tab

Maintain Vendors (VM0005) Ver 20.38

Vendors

Type: FAA 145

Image: ☑ PO App: ☑ RO App: ☑ PMA App: ☐ Regulated: ☑ Non-Aviation: ☐ Division: AARD

Vendor No: 44121   Name: AEROCONTROLEX   Short Name: AEROCONT   Parent Org: TRANSDIGM

Legacy No: Consignee: DIRECT   Active: ☑ 02-APR-2020 11:21 CCONOBOY   Notes: PO approved was cha

Tabs: General | A/P Vend | Contacts | Msg Code | Cat - A/C | EDI | Cert | Act/Parm | Prices | Bus Cert | Rel Cust | Part/Whse | Alt Ship To

Currency	Price/Percent	Pc	Brks	Part	FSC	Keyword	Effective	Expires	Type	Warranty Months	TAT
USD	8,171.00	☐	☐	3881017-1	98939	HOUSING	01-OCT-2013		PO Quote		
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								
		☐	☐								

Show Single Record: ☐

3 - List Less

Calculation Basis: Current Catalog Cost

IMOPS Screen: Maintain Vendors ➔ Prices Tab

Mike's Notes

Modified_percentage = percentage value found for entry /100

Cost Plus ☐ (Inventory Unit Cost + Purchase Order Unity Cost + Any Misc Unit Cost)* (1 + Modified_percentage) ☐ a lot of code behind this; summarizing for readability.

List Minus ☐ List Price * (1 – Modified_percentage)

Margin ☐ AAR_Unit Cost * (1 + Modified_percentage)