Contents

Viewing Customer Pricing in Catalog Management

View pricing by logging into Concourse and selecting the Catalog Management tile.
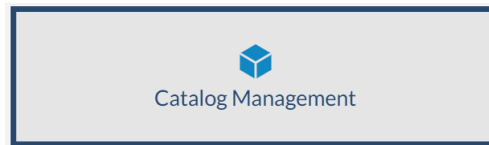
Select the Customer Pricing tab.

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.

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

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

Tab 2 – View by PN

This shows all pricing applied at the Part Number level.

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

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

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

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

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 (i)	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.
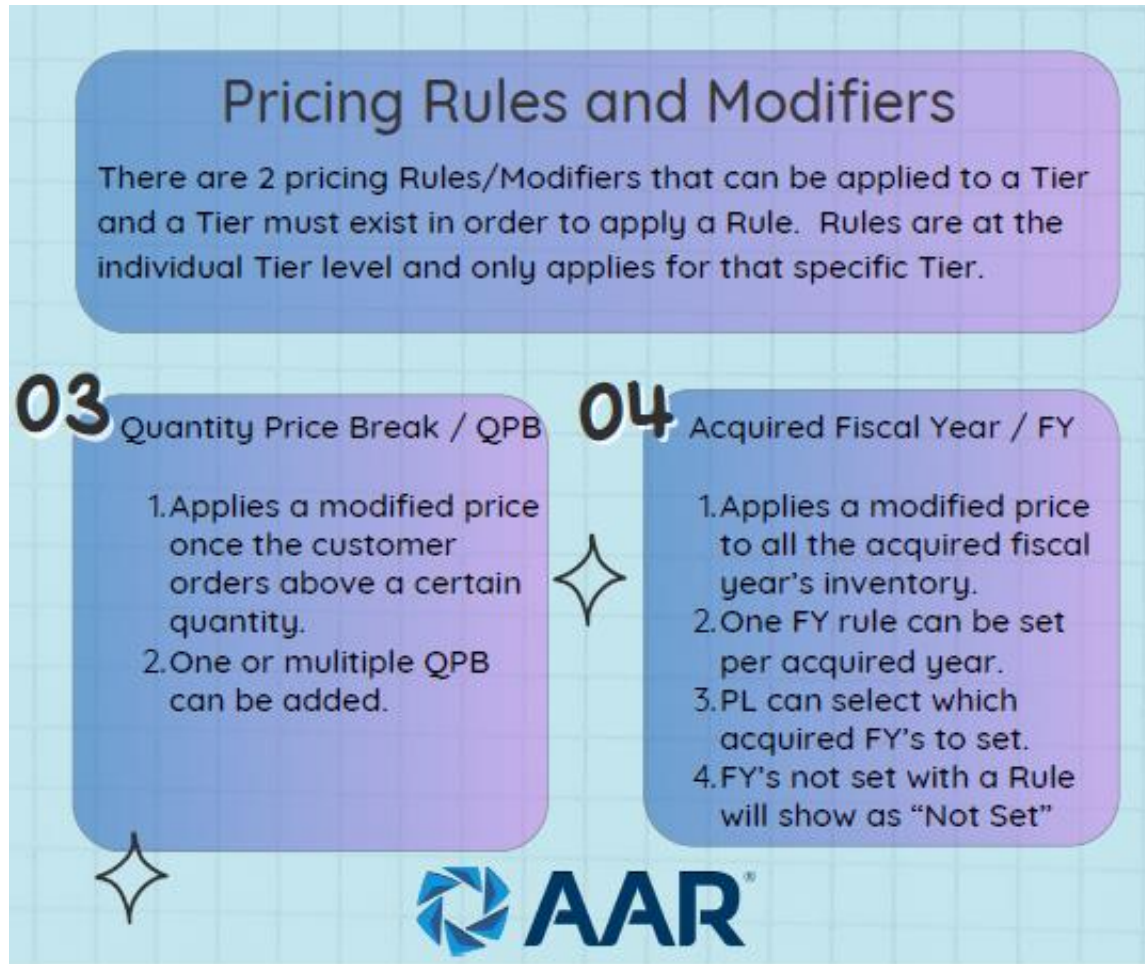
Quantity Price Break	Fiscal Year

+ Add Quantity Price Break

Current

Minimum Quantity ↓	Pricing Method (i)	Value	Effective Start	Effective End	
50	Catalog Margin	14%	12/11/2023	12/31/2024	Edit
100	Catalog Margin	12%	12/11/2023	12/31/2024	Edit

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 mulitple 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"

AAR

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:
Margin Cost ÷ (1 – Margin)

Catalog Margin

The calculation is based on Current Catalog Cost:
Margin Cost ÷ (1 – Margin)

Margin Calculations

Margin: Price = Cost ÷ (1 – margin)
Ex: 30% Margin = Cost ÷ (1 – .3)

List Minus

The calculation is based on Current List Price:
List Price x (1 – Discount)

List Minus Calculations

Price = List Price x (1 – Discount)
Ex: List Price Less 20% = List Price x (1 – .20)

How Pricing Tiers Work

How Do Pricing Tiers Work?

PRICING TIER

A Pricing Tier can be applied at the FSC or PN Level. Remember, the Pricing Method of "Fixed Price" can only be applied at the PN Level
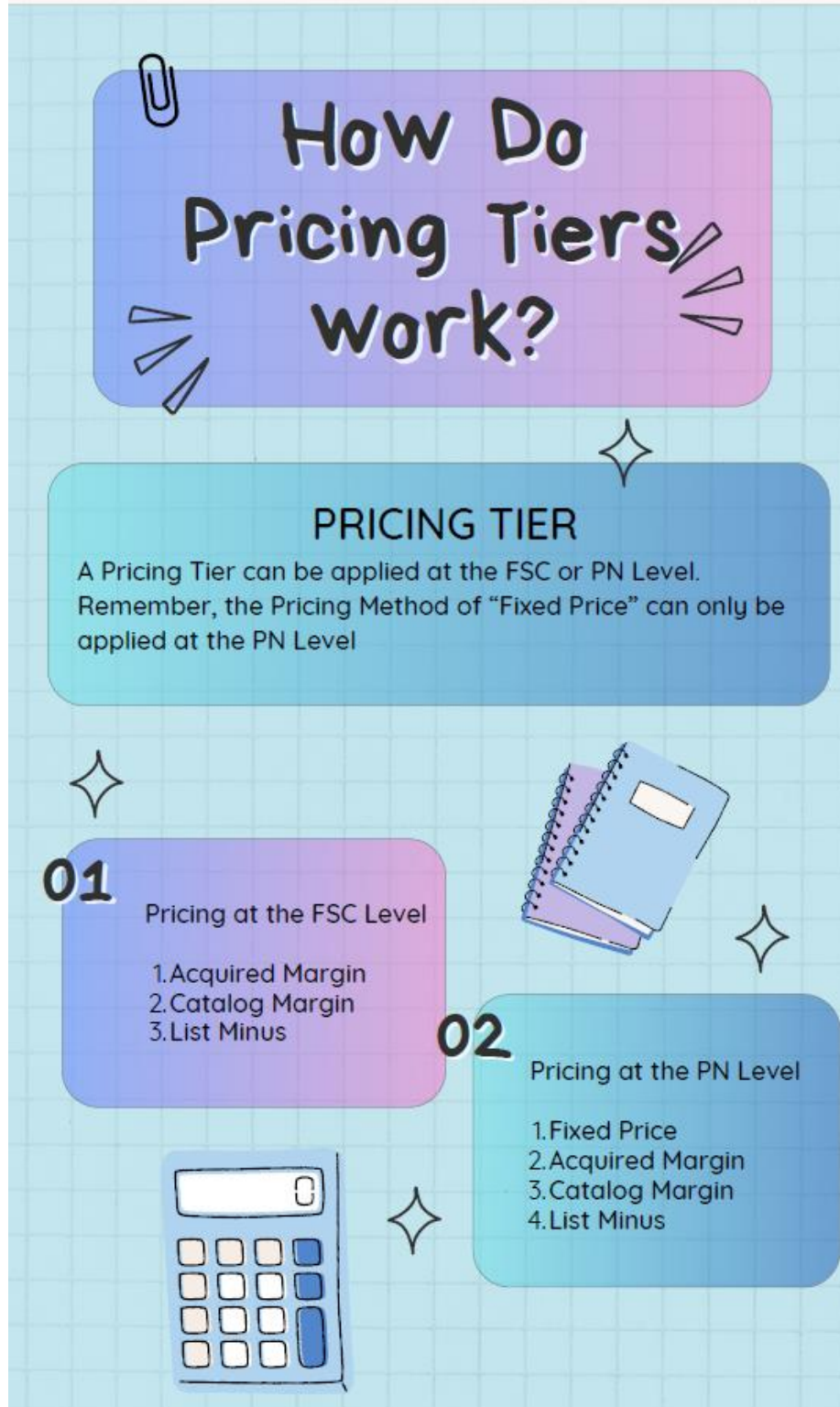
01

Pricing at the FSC Level

1. Acquired Margin
2. Catalog Margin
3. List Minus

02

Pricing at the PN Level

1. Fixed Price
2. Acquired Margin
3. Catalog Margin
4. List Minus

Pricing Hierarchy

Catalog Management uses "Bottom-Up" Pricing.
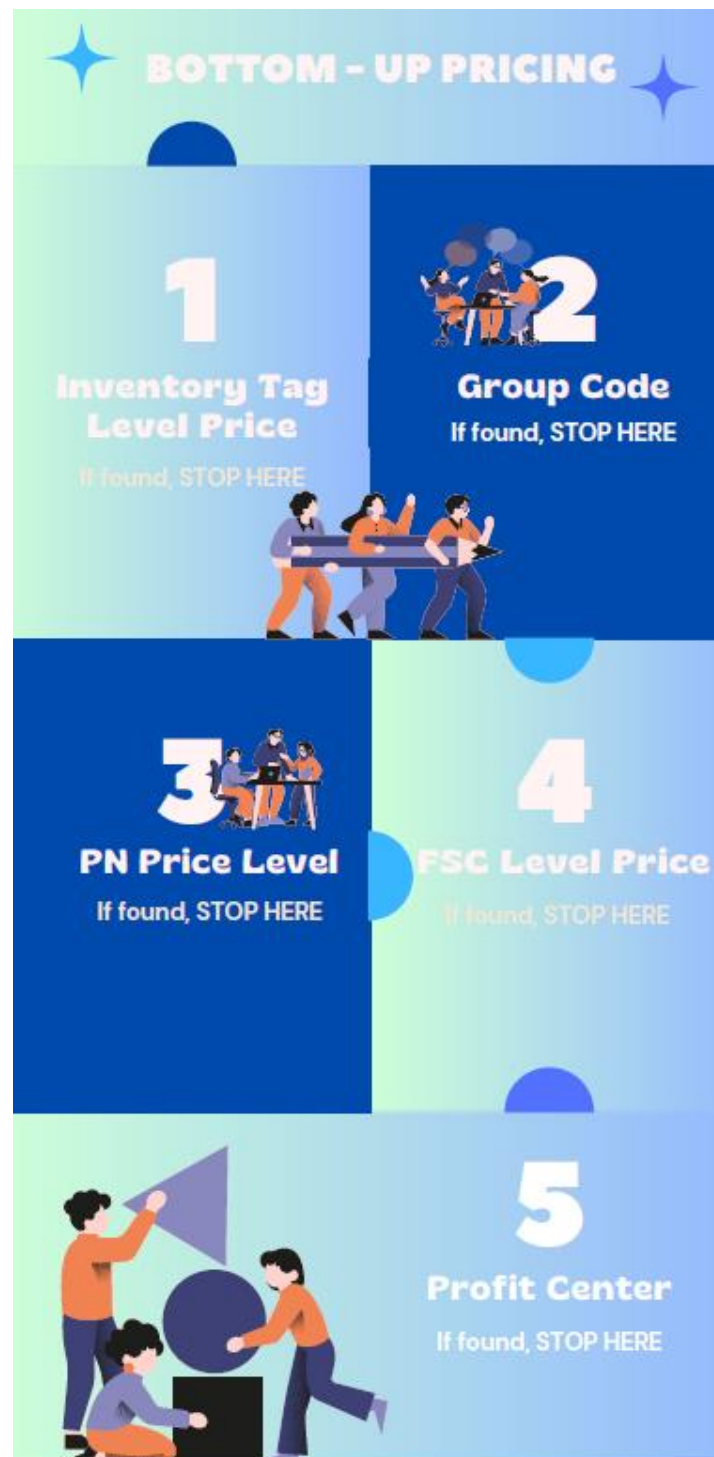
Pricing Hierarchy Important Reminders

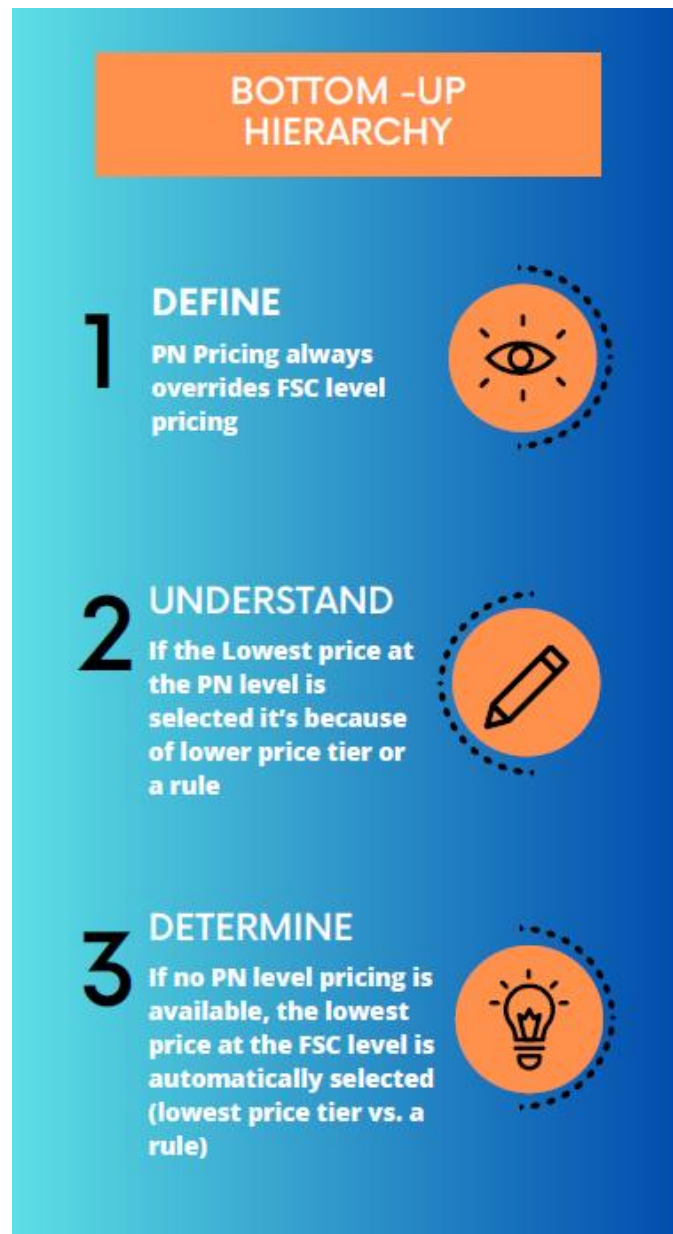Important Reminder # 1: PN pricing overrides FSC pricing. If no PN pricing exists, then FSC pricing is used.

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

    o   This applies even if the OEM is priced at the *FSC level*

⇨ Pricing Rules must be set for each individual *Pricing Tier level*