

Multi-Level Pricing

Microsoft Dynamics™ GP Extension for Sales Order Processing

Create Flexible Pricing Structures to Meet Complex Needs.

Azox Multi-Level Pricing is a powerful pricing solution for Microsoft Dynamics™ GP that enhances Sales Order Processing (SOP) by providing multiple price levels for individual customers based on an inventory classification. Price levels can be set by customer, product type or specific vendor programs.

Main Features

- Allows multiple price levels per customer, based upon Item Class or Item Category definition.
- Provides additional price levels to facilitate distributor pricing in addition to wholesale, retail or list price.
- Markups and Markdowns easily support multiple price calculations from a single schedule.
- Promotion periods provide custom pricing with expiration dates.
- Offer **Negotiated Price** with a unique customer and item within a specific date span.

Dynamics™ GP identifies the setup in MLP and calculates the negotiated price for a customer automatically.

Benefits

“As a large distributor, we handle different price levels for customers who participate in our vendors’ Partner Programs. Since each pricing structure is different, Azox Multi-Level Pricing allowed us to support these programs easily within the framework of our existing Dynamics™ GP pricing.”

“We price our commodity products on a very simple price schedule, while our custom products use a more complex one. The Azox MLP enhancement gave us a way to support a pricing schedule based on each type of product.”

“This solution allowed us to simplify our pricing structure. Our multiple price levels required us to maintain hundreds of different price schedules. With the ability to markup or markdown the price automatically, we have greatly reduced the complexity of our price schedules.”

Item Number	Price Level	Cost	Negotiated Price	Negotiated Margin	Last Sale Price	Last Sale Margin
1-A3261A	L10	\$16,000.00	\$18,102.00	11.61%	\$0.00	0.00%
		\$0.00	\$0.00	0.00%	\$0.00	0.00%

Why Multi-Level Pricing ?

The Multi-Level Pricing tool provides the pricing flexibility businesses often require, beyond a single price level. This is the case for a wholesaler or a retailer dealing with multiple vendors or multiple lines. Also, if the business model includes Partner Programs or if it sells custom products that require a complex price structure.

Start and end dates for specific price levels and markups/markdowns are assigned in a special “Customer Price Level Maintenance” window when updating a Customer Maintenance Card in GP.

Customer Maintenance

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Save Clear Delete Write Letters

Customer ID: AARONFIT0001
 Name: Aaron Fitz Electrical
 Short Name: Aaron Fitz Elec
 Statement Name: Aaron Fitz Electrical

Address ID: PRIMARY
 Contact: Bob Fitz
 Address: One Microsoft Way
 City: Redmond
 State: WA
 ZIP Code: 98052-6399
 Country Code: USA

Class ID: USA:ILMO-T1
 Priority: None

Phone 1: (425) 555-0101 Ext. 0000
 Phone 2: (000) 000-0000 Ext. 0000
 Phone 3: (000) 000-0000 Ext. 0000
 Fax: (312) 555-0101 Ext. 0000

UPS Zone: []
 Shipping Method: LOCAL DELIVERY
 Tax Schedule ID: USASTCITY-6*

Ship Complete Documents:

Ship To: WAREHOUSE
 Bill To: PRIMARY
 Statement To: PRIMARY
 Salesperson ID: PAUL W.
 Territory ID: TERRITORY 1
 Type: Retail
 User-Defined 2: TEST

Trade Discount: 3.33%
 Payment Terms: Net 30
 Discount Grace Period: 0
 Due Date Grace Period: 0
 Price Level: RETAIL

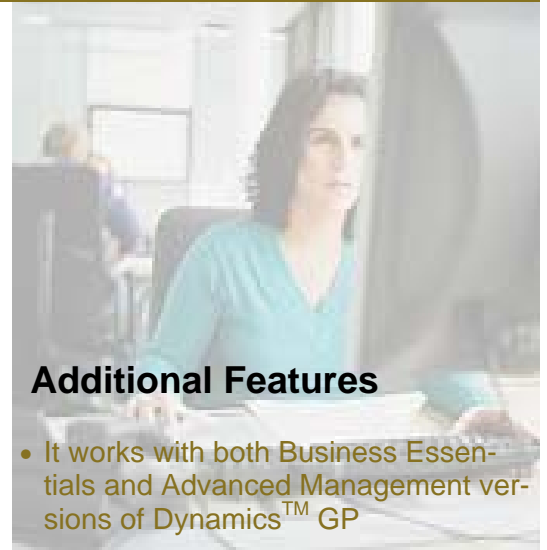
by Customer ID

Customer Price Levels Maintenance

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Save Delete

Class	Start Price Level	End Price Level	Start Mark Up/Down	End Mark Up/Down
FURN	10/1/2007	12/31/2007	L15	2.00%
HDWR	0/0/0000	0/0/0000	0/0/0000	0.00%



Additional Features

- It works with both Business Essentials and Advanced Management versions of Dynamics™ GP

- When a customer places an order, the proper price level for each item is calculated automatically.

- The date and user name of the person setting the custom pricing is stored with each price level, allowing you to determine who set the custom price and when.

- Expiration dates allow you to automatically end the custom pricing on a given date.

- Historical Price Levels are maintained so the history of pricing actions for a customer can be reviewed.

- Reports that show pricing levels for various customers for easy review of pricing levels.

System Requirements

- Microsoft SQL Server 2000
- Microsoft Dynamics™ GP version 8 through 10.