

PRICING REVIEW FEATURE OVERVIEW TUTORIAL TRANSCRIPT

Last Updated: Tuesday, 24 May 2011
Version: Fred Office version 3.0

Summary 1
 Details 1
 Keywords 10

Summary

This document contains the transcript for the Pricing Review Feature Overview Tutorial. As this tutorial requires headphones or speakers to listen, this document has been prepared to allow users without headphones or speakers to still access this same information.

Details

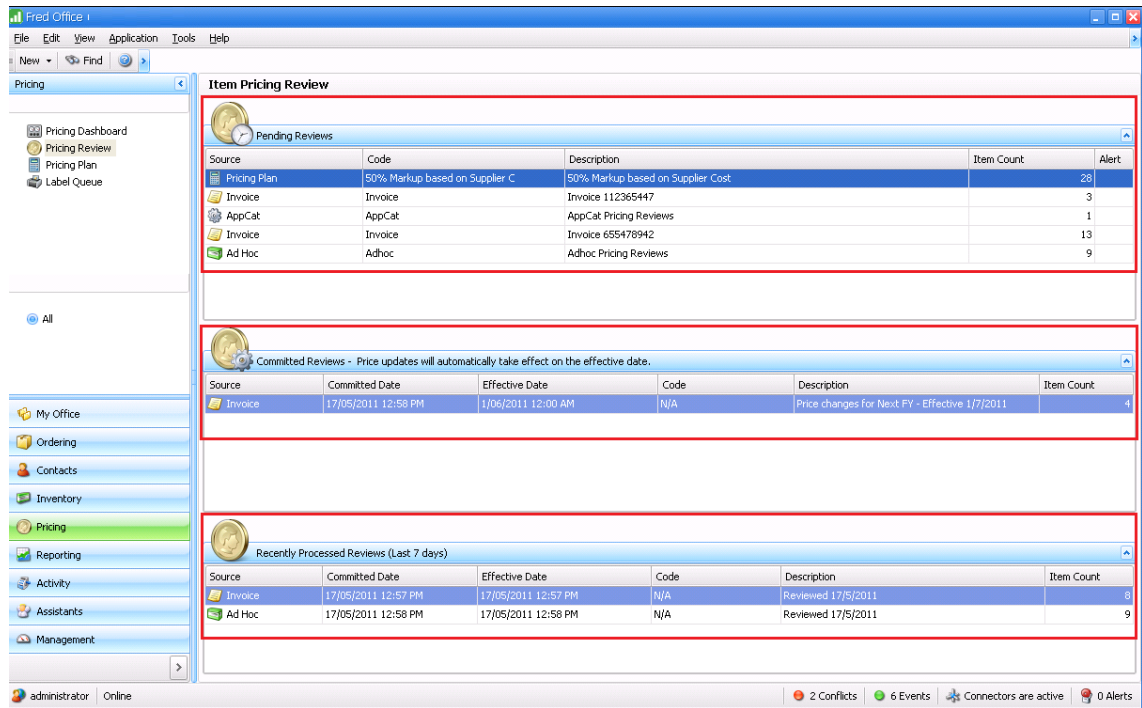
1.

One of the major changes to Fred Office 3.0 is in the way price changes are now managed. Previously, price changes were reviewed as part of ordering, however in 3.0 all pricing decisions are now separated into a new node called "Pricing".

Under this new Pricing node you will find 3 new sections;

- Pricing Review - where item price changes are now managed.
- Pricing Plan – which allows controlled pricing based on preset rules.
- And Label Queue – which allows you to decide when and how to print labels.

2.



Today we will look at the “Pricing Review” section.

This easy to use feature has been designed to track individual price changes, as well as providing you with better control over when you would like the price changes to take place.

The “Pending Reviews” section – displays all Pricing Reviews yet to be reviewed and applied.

The “Source” column here indicates how these items came to be on the Pricing Review while the “Item Count” column shows how many items are on that particular Pricing Review.

The “Committed Reviews” section – displays all Pricing Reviews due to take place soon.

That’s right - As part of 3.0 you can forward date Prices to take effect from a day and time which suits you!

You will notice that this date is displayed in the “Effective Date” column while the date the Pricing Review was confirmed is displayed in the “Committed Date” column .

These can also be rolled back or uncommitted by right-clicking.

Finally the “Recently Processed Reviews” section – displays all Pricing Reviews processed in the last 7days. To re-review previously Processed Pricing Reviews, you can right-click to send the items quickly back to an “Ad hoc” review.

To open a “Pricing Review” to view items and adjust prices, Double-click.

3.

General		Cost			Supplier Cost			Retail			Markup				
Source	Item Code	Item Description	Price Guide	Pricing Plan	Old	New	Movement	Old	Current	Movement	Old	New	Movement	Old	New
Invoice ...	535028	ORAL B D/F MINT 50M	N/A	50% Markup base...	\$2.01	\$2.71	34.91%	\$2.71	\$2.71	0.00%	\$3.95	\$4.47	11.52%	79.07%	49.95%
Invoice ...	123072	BEPANTHEN F/AID CRM...	\$7.92	No Plan	\$5.48	\$3.24	-40.88%	\$3.24	\$3.24	0.00%	\$6.45	\$6.45	\$0.00	7.02%	80.98%
Invoice ...	210072	COLGATE SIMPLY WHIT...	N/A	No Plan	\$8.15	\$12.70	55.81%	\$8.15	\$8.15	0.00%	\$29.95	\$29.95	\$0.00	233.97%	114.39%
Invoice ...	123129	BEROCCA EFF PERF OR...	N/A	No Plan	\$6.20	\$7.94	28.06%	\$7.94	\$7.94	0.00%	\$13.93	\$13.93	\$0.00	104.25%	59.49%
Invoice ...	138703	SENSODYNE TIP 110G F...	N/A	No Plan	\$6.57	\$7.50	14.15%	\$7.38	\$7.50	1.63%	\$10.45	\$10.45	\$0.00	44.49%	26.67%
Invoice ...	051306	IMPULSE D/COL TEASE ...	\$9.56	No Plan	\$6.63	\$3.91	-41.03%	\$3.91	\$3.91	0.00%	\$6.45	\$6.45	\$0.00	-11.55%	49.97%
Invoice ...	472514	REXONA IMPULSE AER...	\$15.23	No Plan	\$6.03	\$6.23	3.32%	\$3.88	\$4.00	3.09%	\$6.45	\$6.45	\$0.00	-2.71%	-5.88%
Invoice ...	064602	AVENT 159 3M+ SIL ST...	N/A	No Plan	\$4.38	\$7.79	77.80%	\$4.38	\$5.00	14.15%	\$8.98	\$8.98	\$0.00	86.25%	4.80%
Invoice ...	171891	LISTERINE GOLD IL + F...	N/A	50% Markup base...	\$10.96	\$8.85	-19.26%	\$8.85	\$8.85	0.00%	\$10.45	\$14.60	\$4.15	-13.30%	49.97%
Invoice ...	150622	DRICLOR ROLL ON 50ML	\$32.51	No Plan	\$6.03	\$13.30	120.63%	\$13.30	\$13.30	0.00%	\$19.95	\$19.95	\$0.00	200.93%	36.36%
Invoice ...	084247	LISTERINE TARTAR CO...	N/A	50% Markup base...	\$9.31	\$15.58	67.32%	\$9.46	\$10.00	5.71%	\$10.45	\$16.50	\$6.05	2.00%	-3.72%
Invoice ...	069590	TOMT 421100 CTN TW...	N/A	No Plan	\$27.76	\$11.50	-58.58%	\$10.71	\$11.50	7.38%	\$17.12	\$17.12	\$0.00	-43.93%	35.34%

Price Level	New Cost	New Retail	Margin	Markup	Price	New Price	Margin	Mar...	Price
PriceA	\$2.71	\$4.47	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00	\$0.00
PriceB	\$2.71	\$4.47	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00	\$0.00
PriceC	\$2.71	\$4.47	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00	\$0.00

You will notice that the “New” columns ALL appear shaded.

These are all editable fields that can be manually updated.

However, for simplicity we will begin by first reviewing items on a “Pricing Plan”.

4.

General		Cost			Supplier Cost			Retail			Markup				
Source	Item Code	Item Description	Price Guide	Pricing Plan	Old	New	Movement	Old	Current	Movement	Old	New	Movement	Old	New
Invoice ...	535028	ORAL B D/F MINT 50M	N/A	50% Markup base...	\$2.01	\$2.71	34.91%	\$2.71	\$2.71	0.00%	\$3.95	\$4.47	11.52%	79.07%	49.95%
Invoice ...	084247	LISTERINE TARTAR CO...	N/A	50% Markup base...	\$9.31	\$15.58	67.32%	\$9.46	\$10.00	5.71%	\$10.45	\$16.50	\$6.05	2.00%	-3.72%
Invoice ...	171891	LISTERINE GOLD IL + F...	N/A	50% Markup base...	\$10.96	\$8.85	-19.26%	\$8.85	\$8.85	0.00%	\$10.45	\$14.60	\$4.15	-13.30%	49.97%
Invoice ...	123072	BEPANTHEN F/AID CRM...	\$7.92	No Plan	\$5.48	\$3.24	-40.88%	\$3.24	\$3.24	0.00%	\$6.45	\$6.45	\$0.00	7.02%	80.98%
Invoice ...	472514	REXONA IMPULSE AER...	\$15.23	No Plan	\$6.03	\$6.23	3.32%	\$3.88	\$4.00	3.09%	\$6.45	\$6.45	\$0.00	-2.71%	-5.88%
Invoice ...	210072	COLGATE SIMPLY WHIT...	N/A	No Plan	\$8.15	\$12.70	55.81%	\$8.15	\$8.15	0.00%	\$29.95	\$29.95	\$0.00	233.97%	114.39%
Invoice ...	138703	SENSODYNE TIP 110G F...	N/A	No Plan	\$6.57	\$7.50	14.15%	\$7.38	\$7.50	1.63%	\$10.45	\$10.45	\$0.00	44.49%	26.67%
Invoice ...	064602	AVENT 159 3M+ SIL ST...	N/A	No Plan	\$4.38	\$7.79	77.80%	\$4.38	\$5.00	14.15%	\$8.98	\$8.98	\$0.00	86.25%	4.80%
Invoice ...	150622	DRICLOR ROLL ON 50ML	\$32.51	No Plan	\$6.03	\$13.30	120.63%	\$13.30	\$13.30	0.00%	\$19.95	\$19.95	\$0.00	200.93%	36.36%
Invoice ...	051306	IMPULSE D/COL TEASE ...	\$9.56	No Plan	\$6.63	\$3.91	-41.03%	\$3.91	\$3.91	0.00%	\$6.45	\$6.45	\$0.00	-11.55%	49.97%
Invoice ...	069590	TOMT 421100 CTN TW...	N/A	No Plan	\$27.76	\$11.50	-58.58%	\$10.71	\$11.50	7.38%	\$17.12	\$17.12	\$0.00	-43.93%	35.34%
Invoice ...	123129	BEROCCA EFF PERF OR...	N/A	No Plan	\$6.20	\$7.94	28.06%	\$7.94	\$7.94	0.00%	\$13.93	\$13.93	\$0.00	104.25%	59.49%

Price Level	New Cost	New Retail	Margin	Markup	Price	New Price	Margin	Mar...	Price
PriceA	\$8.85	\$14.60	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00	\$0.00
PriceB	\$8.85	\$14.60	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00	\$0.00
PriceC	\$8.85	\$14.60	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00	\$0.00

Pricing plan items have their price controlled by the plan settings and should be quick to review. To find these items and quickly accept these prices, you can sort by the “Pricing Plan” Column.

Highlight these items using the <CTRL> and <SHIFT> keys and select “Set as Accepted”.

You will notice the “Status” column has been changed to a green accepted tick.

Any items with a green accepted tick will have their price updated when the Price Review is finally committed.

Items where the status field is clear or contains a grey question mark will remain on the review.

5.

The screenshot shows the 'Invoice Pricing Review - Pending' window. The 'Set to Rejected' button is highlighted with a red box. In the main table, the row for 'COLGATE SIMPLY WHITE 10ML' is highlighted in red and has a red 'X' icon in the 'General' column. The 'Summary Pane' at the bottom shows item details for 'COLGATE SIMPLY WHITE 10ML' and a 'Price Levels' table.

Price Level	New Cost	New Retail	Old Margin	Markup	Price	New Margin	Mar... Δ	Price
PriceA	\$12.70	\$29.95	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00
PriceB	\$12.70	\$29.95	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00
PriceC	\$12.70	\$29.95	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00

To reject a price change for an item select the item and then click “Set to rejected”.

These items will then be removed from the pricing review without any change occurring once it is committed.

You will also notice a red rejected cross appear here!

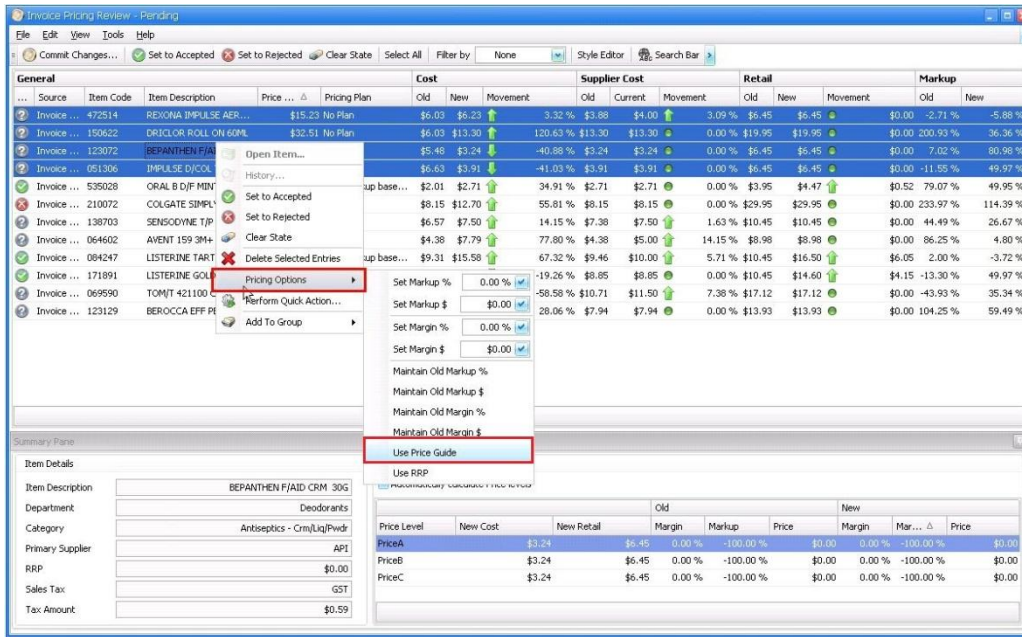
6.

The screenshot shows the 'Invoice Pricing Review - Pending' window. The 'New' price for 'COLGATE SIMPLY WHITE 10ML' is highlighted with a red box. A 'Remove Pricing Plan' dialog box is open, asking 'Changing Price will remove this item from its Pricing Plan. Do you wish to Continue?'. The 'Summary Pane' at the bottom shows item details for 'ORAL B D/F MINT 50M' and a 'Price Levels' table.

Price Level	New Cost	New Retail	Old Margin	Markup	Price	New Margin	Mar... Δ	Price
PriceA	\$2.71	\$4.47	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00
PriceB	\$2.71	\$4.47	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00
PriceC	\$2.71	\$4.47	0.00%	-100.00%	\$0.00	0.00%	-100.00%	\$0.00

As a side note, If you attempt to change the retail price manually for an item on a pricing plan you may receive a warning prompt.

7.



Next we will review items that have a “Price Guide”, to find these items you can sort by the “Price Guide” column.

To update these items to obey the “Price Guide” prices displayed here

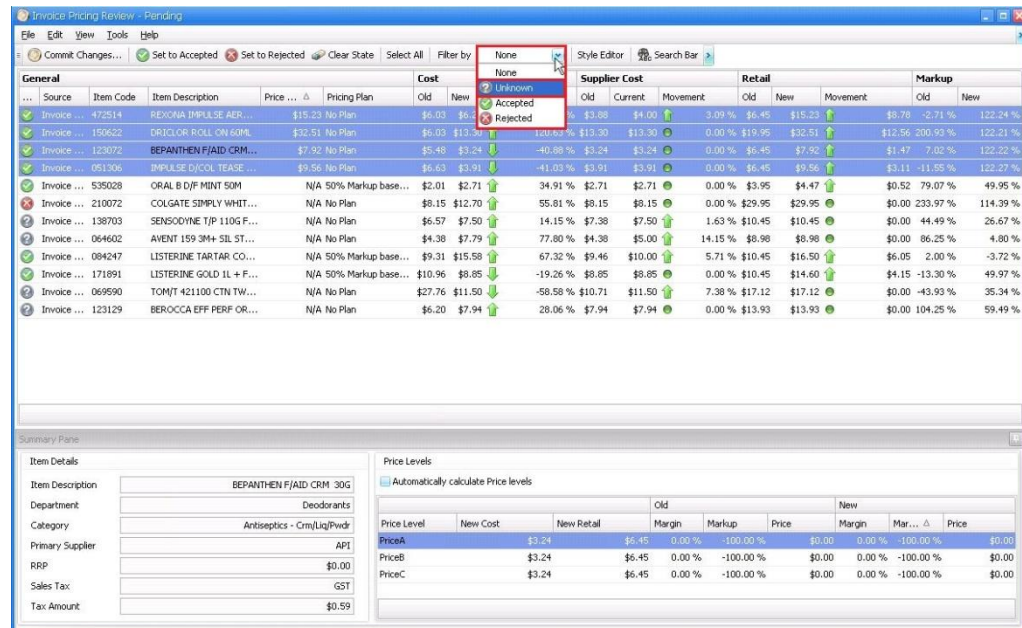
Highlight these items using the <CTRL> and <SHIFT> keys then, right-click.

Select Pricing Options, then “Use Price Guide”.

The selected items price now appear updated, based on the price guide settings.

And a green accepted tick also appears to indicate the items have been reviewed.

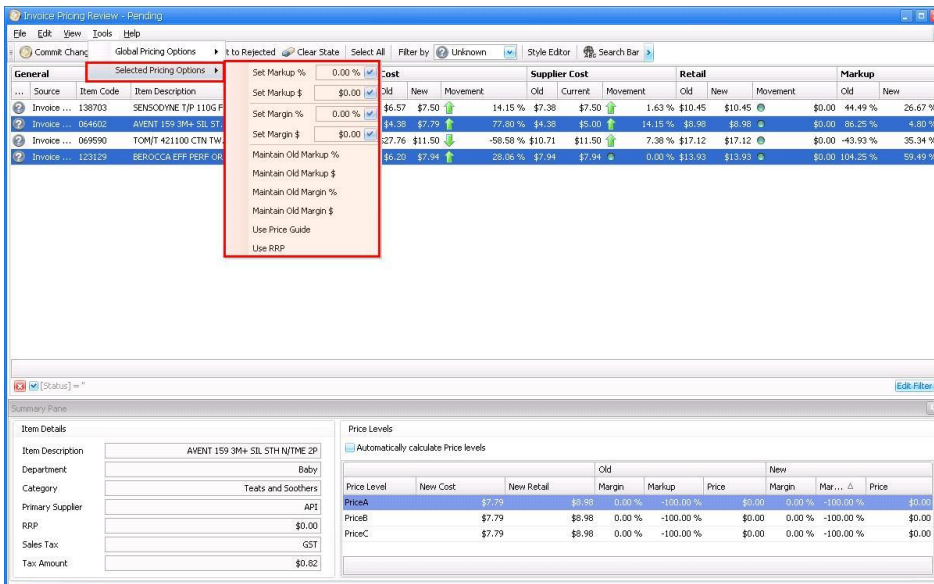
8.



To find items still requiring review, click the “Filter”.

And select the “Unknown” status.

9.

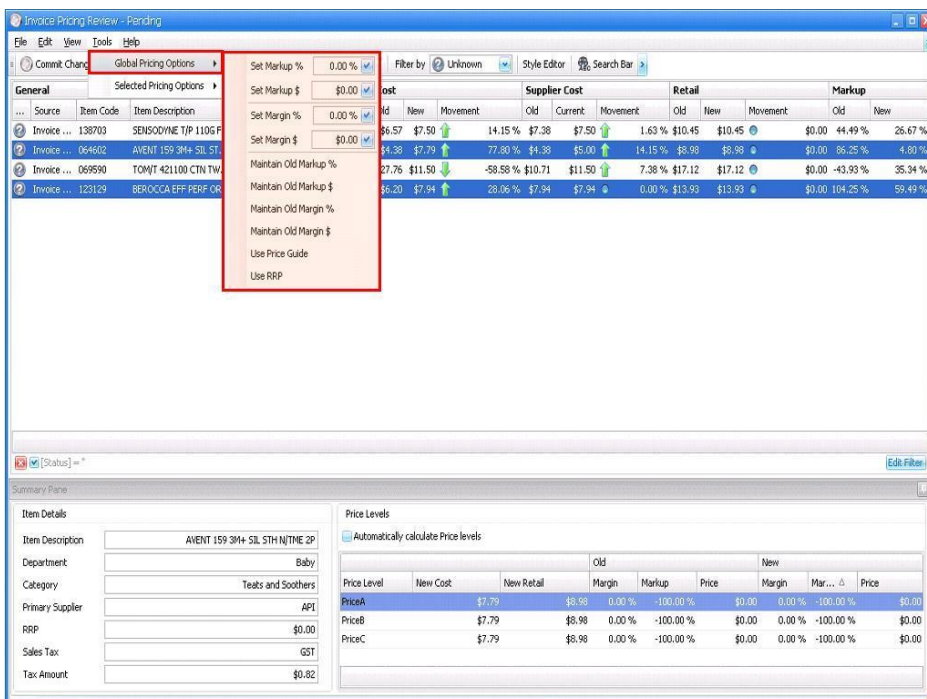


From here, to update only a few items at once,

Select the items using the <CTRL> and <SHIFT> keys.

Click the “Tools” menu, “Selected Pricing Options” and select the relevant option.

10.

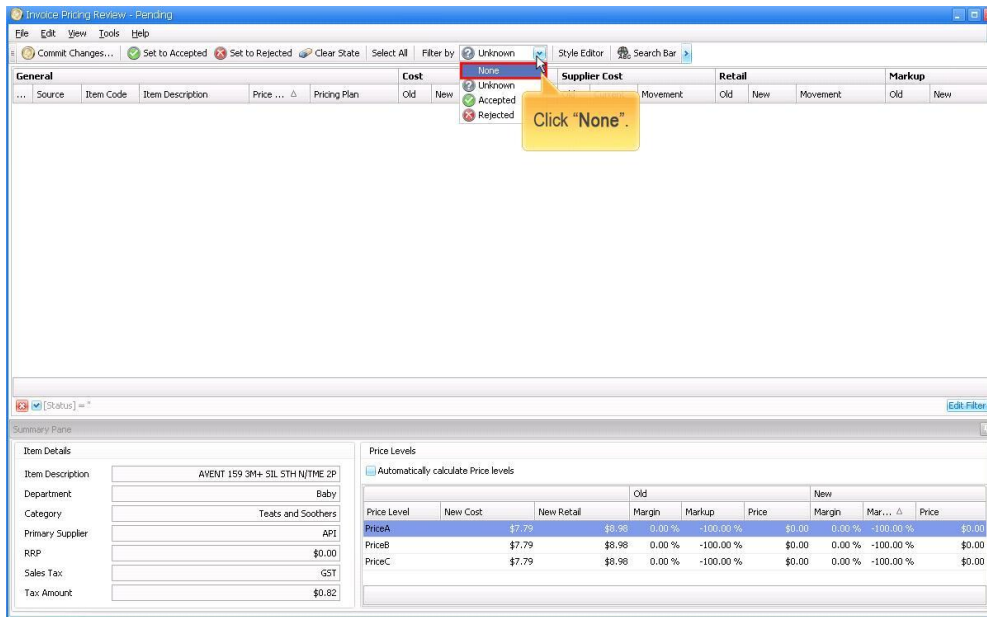


Alternatively, to update all items displayed simply click the tools menu, “Global Pricing Options” and then the option.

For instance to apply a markup percentage,

Type the percent and click the tick to apply.

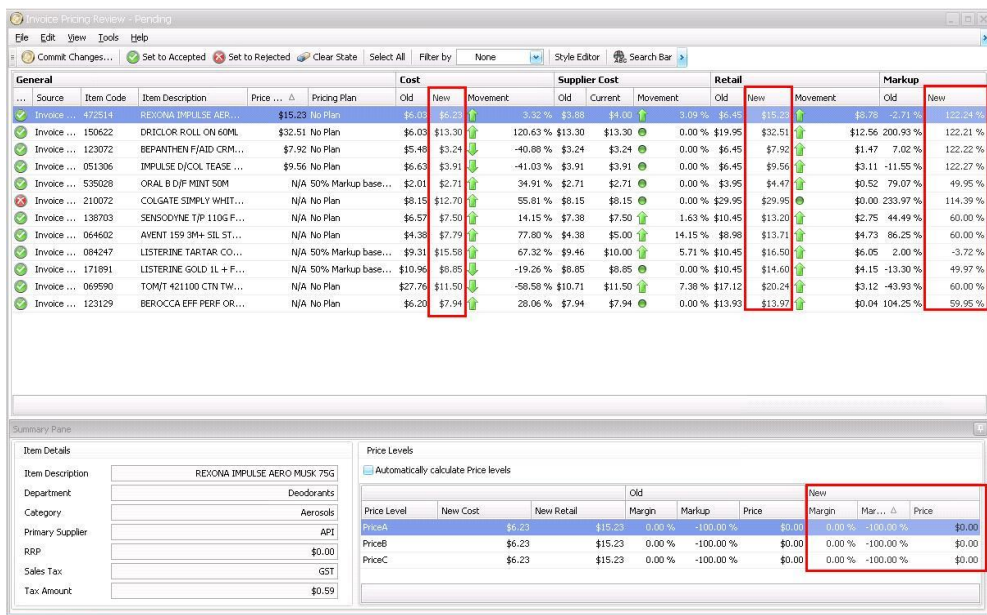
11.



You will now notice no items remain to be reviewed.

To display all items once again click the "Filter" and select "None".

12.



You can now do a final review of prices, Remember items can be manually updated via the new columns.

13.

The screenshot shows the 'Invoice Pricing Review - Pending' window. The main table lists various items with columns for Source, Item Code, Item Description, Price, Pricing Plan, Cost (Old, New, Movement), Supplier Cost (Old, Current, Movement), Retail (Old, New, Movement), and Markup (Old, New). Below the table is the 'Summary Pane' with 'Item Details' and 'Price Levels' sections. The 'Price Levels' section has a checkbox for 'Automatically calculate Price levels' and a table with columns: Price Level, New Cost, New Retail, Margin, Markup, Price, and New (Margin, Mar... Δ, Price). A red box highlights the 'Price Levels' table.

Please note, that while the Price levels can be updated manually by entering in the new columns as shown here,

14.

This screenshot is similar to the previous one, but the 'Automatically calculate Price levels' checkbox in the 'Price Levels' section of the Summary Pane is checked. The 'Price Levels' table shows updated values for 'New Cost', 'New Retail', 'Margin', 'Markup', and 'Price'. A red box highlights the 'Price Levels' table.

If you have global pricing options already configured, clicking “Automatically calculate price levels” will set these for you

Once all items have been reviewed the “Commit Changes” button allows the Pricing Review to be processed.

15.

The screenshot displays the 'Invoice Pricing Review - Pending' application window. The main window contains a table of items with columns for Source, Item Code, Item Description, Price, Pricing Plan, Cost (Old, New, Movement), Supplier Cost (Old, Current, Movement), Retail (Old, New, Movement), and Markup (Old, New). A 'Commit Pricing Review' dialog box is overlaid on the table. The dialog box has a title bar and a close button. It contains a 'Pricing Review Details' section with a 'Price Changes Complete!' message, a description field, an 'Effective Date' section with 'Immediate' selected, and a 'Label Printing' section with 'Show me the Label Queue after committing' checked. The dialog has 'Commit' and 'Cancel' buttons at the bottom.

After entering a description,

You can choose to have the price changes take effect immediately, or change the effective date to have it applied in the future.

Finally, to display the Label Queue immediately after committing, click the option here

Click "Commit" to apply.

16.

Item Pricing Review

Pending Reviews

Source	Code	Description	Item Count	Alert
Pricing Plan	50% Markup based on Supplier C	50% Markup based on Supplier Cost	28	
AppCat	AppCat	AppCat Pricing Reviews	1	
Ad Hoc	Adhoc	Adhoc Pricing Reviews	9	

Committed Reviews - Price updates will automatically take effect on the effective date.

Source	Committed Date	Effective Date	Code	Description	Item Count
Invoice	17/05/2011 12:58 PM	1/06/2011 12:00 AM	N/A	Price changes for Next FY - Effective 1/7/2011	4

Recently Processed Reviews (Last 7 days)

Source	Committed Date	Effective Date	Code	Description	Item Count
Invoice	17/05/2011 12:57 PM	17/05/2011 12:57 PM	N/A	Reviewed 17/5/2011	8
Ad Hoc	17/05/2011 12:58 PM	17/05/2011 12:58 PM	N/A	Reviewed 17/5/2011	9
Invoice	18/05/2011 9:09 AM	18/05/2011 9:09 AM	N/A	Complete	3
Invoice	22/05/2011 10:13 PM	22/05/2011 10:13 PM	N/A	Price Changes Complete	12

The Pricing Review will move to either “Committed Reviews” or to “Recently Processed Reviews” depending on the date you chose it to be effective from.

As you can see this Invoice Pricing Review that we have just processed now appears here, in the recently processed reviews.

Keywords

Fred Office; Ordering; Pricing Review; 3.0



1300 731 888 (Local Call Cost)
 help@fred.com.au

8.30am - 9.00pm (EST) Mon – Fri
 8.30am - 5.00pm (EST) Sat, Sun & Public Holidays

www.fred.com.au