Special Pricing Modification

This modification allows the user to maintain a special price list for any customer. Standard SBT Vision Point offers three price levels per item, which can be triggered by quantity breaks or by assigning one of the three price levels across the board to a given customer. This is not flexible enough for many purposes – often one may want to match a competitor's price on certain items, give different price levels for different classes of items, etc. Our modification will allow you to associate a customer with an item at a specific set of price levels. In this way, quantity breaks can still be used on an individual basis. The program will also generate a warning when your special pricing is below cost, or when it exceeds the normal pricing (ie, it will offer to select the lowest available price level).

All functions are implemented on a Custom menu in Vision Point Accounts Receivable. Other programs may be added to this menu if desired.

There are four functions on the special price menu:

-Maintain Special Prices
-Special Price List by Customer
-Special Price List by Item
-Browse Special Prices

The "order of precedence" for price selection is as follows:

1. If customer has a Price Level set to **C, 1, 2** or **3** in their master record, they will **always** get that price level, and no quantity breaks will apply. (Be careful – **C** means "Cost"!)

    -If they have no special pricing set up for that item, they will get the standard price for that level, regardless of the order quantity.

    -If they **do** have special pricing set up for that item, the special price at the customer's price level will be compared with the item's standard price (at that level), and the lower of the two prices will be charged. Any special prices for other levels will be ignored. Therefore, be sure that if you set up a special price, you fill in all 3 levels.

    If the standard price is lower than the special price, a warning will be issued so that you can check the special pricing and change it if necessary.

2. If the customer has Price Level set to **L** (List) in their master record, the quantity breaks will be used.

-If they have no special pricing set up for that item, the item's standard price will be used based on the level that corresponds to the quantity ordered.

-If they **do** have special pricing set up for that item, the special price at the appropriate level will be compared with the item's standard price (at that level), and the lower of the two prices will be charged. The level selected for each price is based on the order quantity.

If the special price's quantity levels are different than the standard price levels, the program will first determine the appropriate price level for each price, and then use the lower of the two.

Example:
Item's standard level2 is 10, but level2 in the special price file is 8. If they order 9, it would compare the standard price1 with the special price2, and use the lower price.

This modification is built into Dynamite Service Software
www.southbysouthwest.com

Vision Point, all builds
Suggested retail $895