Computer Associates, Inc.

36 Thurber Blvd., Smithfield, RI 02917 • Tel (401) 232-2600 • Fax (401) 232-7778 •
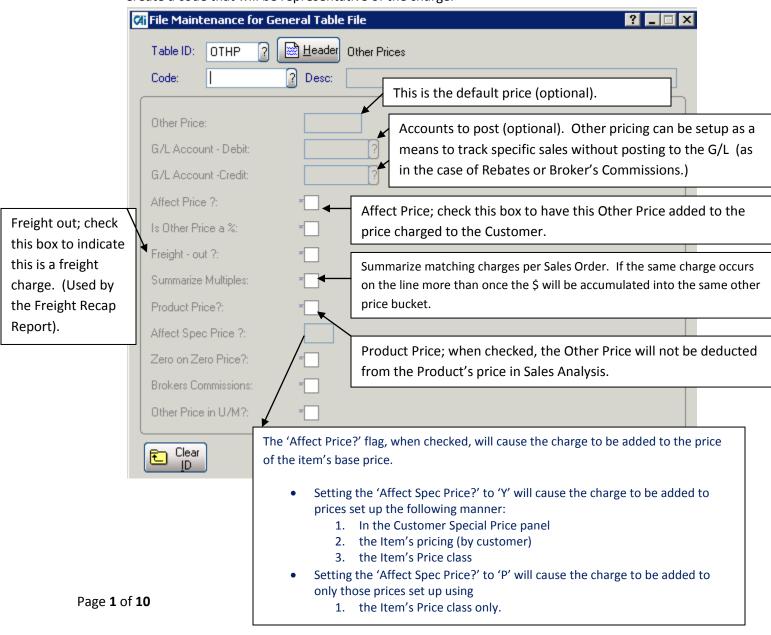www.caisoft.com

Examples of Other Pricing

Other Pricing is a feature of Seasoft / ProVisions that can be used in many ways. In the simplest form, it can be used to add additional pricing to a product price – with or without affecting the Customer's Price. However, there is a wide variety of applications. For example, it can also be used to track Broker's commssions, rebates, freight, labor. In addition, it can be narrowed down to only be calculated based on a particular customer, price class, region, broker, ship via code, etc.

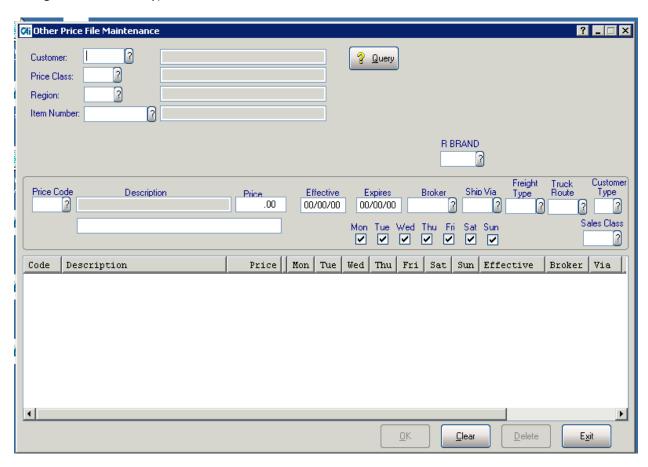Following are some examples of the basic use and setup:

Step 1: Set up the General Table OTHP:

- Create a code that will be representative of the charge.

This is the default price (optional).

Accounts to post (optional). Other pricing can be setup as a means to track specific sales without posting to the G/L (as in the case of Rebates or Broker's Commissions.)

Freight out; check this box to indicate this is a freight charge. (Used by the Freight Recap Report).

Affect Price; check this box to have this Other Price added to the price charged to the Customer.

Summarize matching charges per Sales Order. If the same charge occurs on the line more than once the $ will be accumulated into the same other price bucket.

Product Price; when checked, the Other Price will not be deducted from the Product's price in Sales Analysis.

The 'Affect Price?' flag, when checked, will cause the charge to be added to the price of the item's base price.

- Setting the 'Affect Spec Price?' to 'Y' will cause the charge to be added to prices set up the following manner:
    1. In the Customer Special Price panel
    2. the Item's pricing (by customer)
    3. the Item's Price class
- Setting the 'Affect Spec Price?' to 'P' will cause the charge to be added to only those prices set up using
    1. the Item's Price class only.

![CAi logo] **Computer Associates, Inc.**
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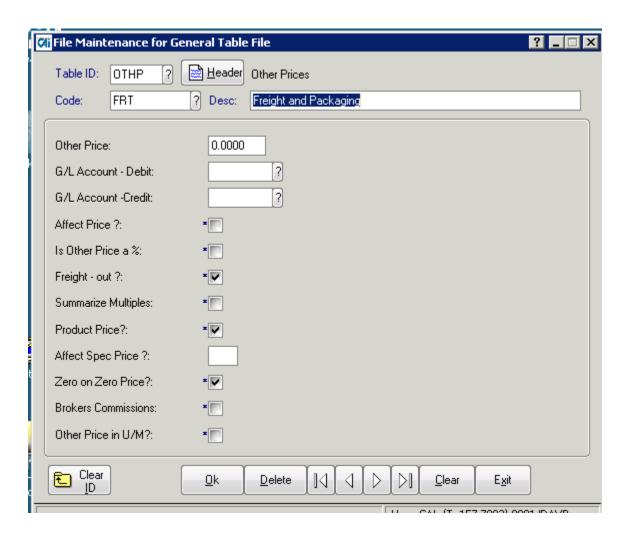**Step 2: Setup the Other Price File Maintenance;**

Other Prices can be setup in the panel below to be calculated automatically when a Sales Order that meets the criteria is entered. (otherwise, Other Prices can be applied by the user on the Total panel during Sales Order Entry).
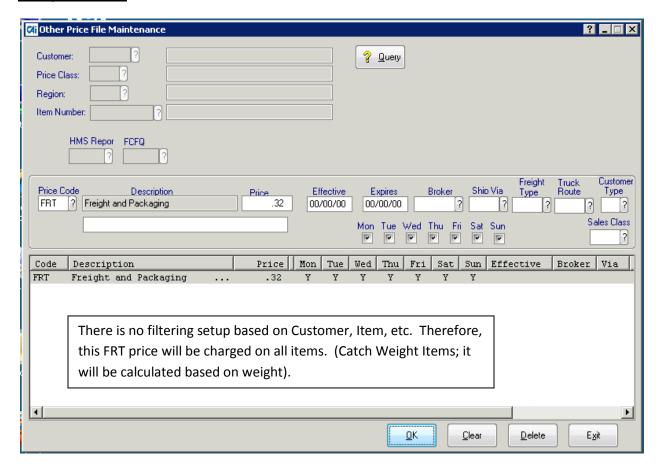
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Example 1; This is an example of a Freight and Packaging charge that is used to offset the Shipped Value and Shipped Price during settlements. (This setup can also be used to track rebates and brokers commissions.

- No G/L Entry is created.
- The Other Price will **_not_** be deducted from the Product's Price in Sales Analysis.
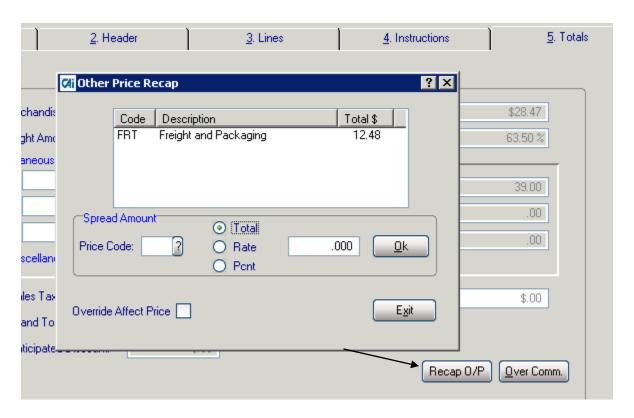- The Price charged to the Customer was not increased.

Example 1 cont'd:

There is no filtering setup based on Customer, Item, etc. Therefore, this FRT price will be charged on all items. (Catch Weight Items; it will be calculated based on weight).
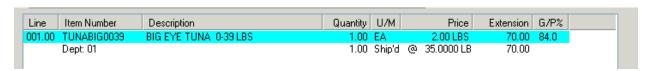
Example 1 cont'd:

The price on the Sales Order is $2.00 per pound. This is not increased by the .32/lb FRT Other Price. On the Totals tab, click the "Recap O/P" button to see the recap of the Other Prices. (.32/lb x 39 lbs = $12.48)

Line	Item Number	Description	Quantity	U/M	Price/Cost	Extension	G/P%
001.00	TUNABIG0039	BIG EYE TUNA 0-39 LBS	1.00	EA	2.00 LBS	78.00	
			@ 39.00	LBS	.73	28.47	63.5

Please note; this is a catch weight item, when invoiced the weight was changed to 35 lbs (based on the lot selected.) therefore the total other price changed to $11.20)

Line	Item Number	Description	Quantity	U/M	Price	Extension	G/P%
001.00	TUNABIG0039	BIG EYE TUNA 0-39 LBS	1.00	EA	2.00 LBS	70.00	84.0
	Dept: 01		1.00	Ship'd @	35.0000 LB	70.00	

Example 1 cont'd:

The Sales Snapshot lists the Other Price of $.32

Sales Source	Weight	Product$	Other $	Cost $	Markup$	Margin%
AVERAGE PER UNIT						
Product	35.00	2.00	0.32	0.32	1.68	84.00
Freight and Packaging	35.00		0.32			

Please note; on the Invoice Drill down, the Product Price is not increased by the .32/lb, nor is it listed as an Other Price.

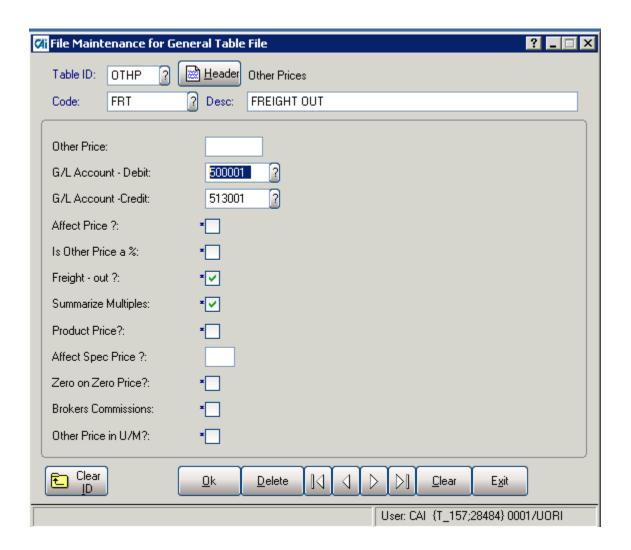| Date	Invoice	Sls	Customer	Item Number	Weight	Product$	Other $	Cost $	Markup$	Margin%
01/20/10	100533	NS	AAC100	TUNABIG0039	35.00	70.00	0.00	11.20	58.80	84.00

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Example 1 cont'd: On the Settlement screen, when "Price-Other Costs" is checked, the Other Price will be deducted.

Item Description	Box	Gr	Lot Number	C	Weight	Customer	Ship'...	Ship'...	Vendor $	
BIG EYE TUNA 0-39 LBS			100620001.00001	1	35.00	AAC100	58.80	1.68	.00	

Price Entire Line ☐   Margin % or Flat $ ☐   Price - Other ☐   Price - Other Costs ☑   Vendor Total: [58.80] [.00] [100.0]
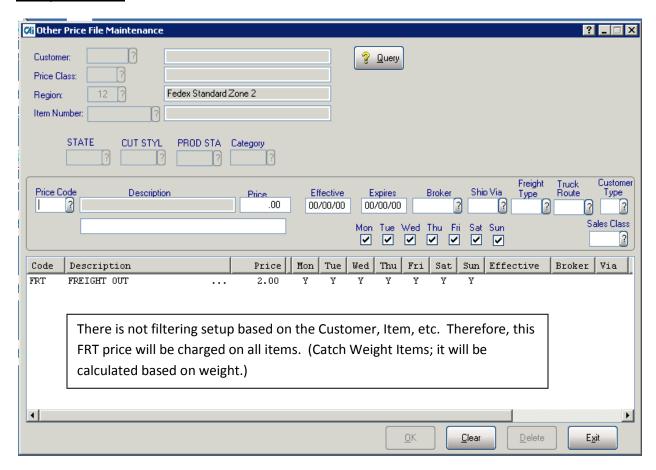
Example 2; This is an example of a Freight and Packaging charge that is used to offset the Gross Profit and Sales Analysis.

- This Other Price will be posted to the G/L during Invoice Update (not required).
- The Other Price will be deducted from the Product's Price in Sales Analysis.
- The Price charged to the Customer was not increased.

Example 2 cont'd:

There is not filtering setup based on the Customer, Item, etc. Therefore, this FRT price will be charged on all items. (Catch Weight Items; it will be calculated based on weight.)

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Example 2 cont'd: In this example, the Customer was charged $13.75 per unit and an Other Price (Frt) was calculated at $2.00 per unit. The Customer's Price was not increased by the $2.00 per unit (because "Affect Price" was not checked.) However, the system deducted the $2.00 per unit to come up with a product price of $11.75

Sales/Markup Snapshot

All customers
All items
All product codes
All salespeople
Date: 01/19/10 - 01/19/10

AVERAGE PER UNIT

Sales Source	Weight	Product$	Other $	Cost $	Markup$	Margin%
Product	6.00	11.75	2.00			
FREIGHT OUT	6.00		2.00			

*TOTALS=> Invoiced: $82.50   Product: $70.50

New Snapshot

Display Detail by

Invoice | Customer: | Item: | Sales-person: | Product Codes: | Order Type | Branch Buyer | Customer PO/Invc | Customer PO/Item | Exit

Sales/Markup Detail by Invoice

All customers
All items
All product codes
All salespeople
Date: 01/19/10 - 01/19/10

Date	Invoice	Sls	Customer	Item Number	Weight	Product$	Other $
01/19/10	070549	MM	FLOFI	10100535	6.00	70.50	12.00