Creating a Pricing Source

Pricing Source Setup and Maintenance
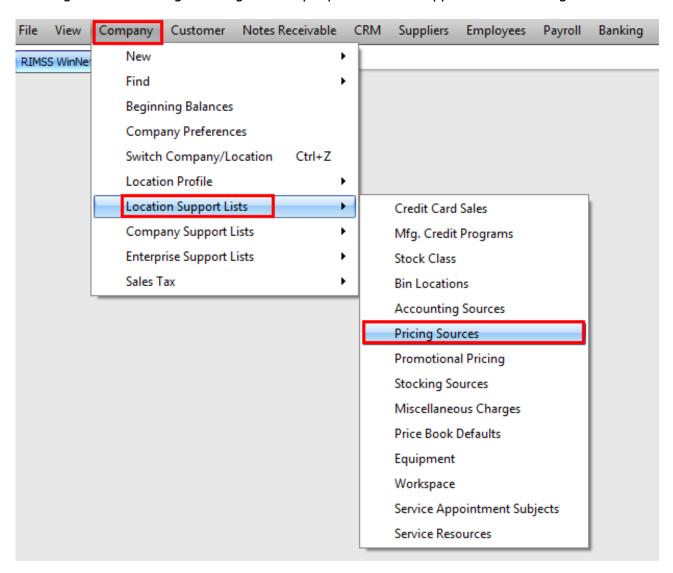
Software Development

RIMSS Business Systems Technology

The Pricing Source is used to define how Price Levels in each Item Master are calculated. The Price Levels are assigned to each Customer and determine the selling price for Point of Sale documents.

Pricing Sources are location specific. If you are a multi-location dealer, each location will have its own Pricing Source(s). Any addition of new Pricing Source(s) or changes to current Pricing Source(s) will need to be maintained in each location.

To navigate to the Pricing Source go to Company → Location Support Lists → Pricing Sources

The Pricing Source List will open displaying the current Pricing Sources. To add a new Pricing Source, click the Add New button. To maintain a current Pricing Source, double click on the Pricing Source.

RIMSS WinNetStar | Pricing Source List | New Pricing Source ⊗

Save   Save and Close   Save and New

☐ Default   Pricing Source # [**1**]   Description [**2**]

☐ Inactive   **3** Core Return Policy [0]   (Core Expiration in Number of Days)   **4** ☐ Allow Below Cost

Dealer Value	=	Item Master Valu...	X	Percentage (B)	Item Matrix (C)	Core Matrix (C)	Min. Margin % Override
Cost	=	Cost ▼	X	150.00 %	☐	☐	0.00 %
List	=	Cost	X	150.00 %	☐	☐	0.00 %
Trade	=	Cost	X	150.00 %	☐	☐	0.00 %
Major Fleet	=	Cost	X	150.00 %	☐	☐	0.00 %
National Fleet	=	Cost	X	150.00 %	☐	☐	0.00 %
PRICE 8	=	Cost	X	150.00 %	☐	☐	0.00 %

A) Select the price level corresponding with the price levels established in the Item Master

B) Enter the percentage to apply to the Item Master Value to arrive at the desired Dealer Value

C) Indicate whether you wish to use Item Matrix and Core Matrix for each price level.

Item Pricing Matrix

From Price	To Price	Percentage	Min Profit
✳			

Core Pricing Matrix

From Price	To Price	Percentage	Min Profit
✳			

Enter From Price and To Price range(s) if you want the system to automatically mark up the item or core price for those items that fall within the established range(s).

You may select a percentage mark up and a minimum dollar profit for each range.

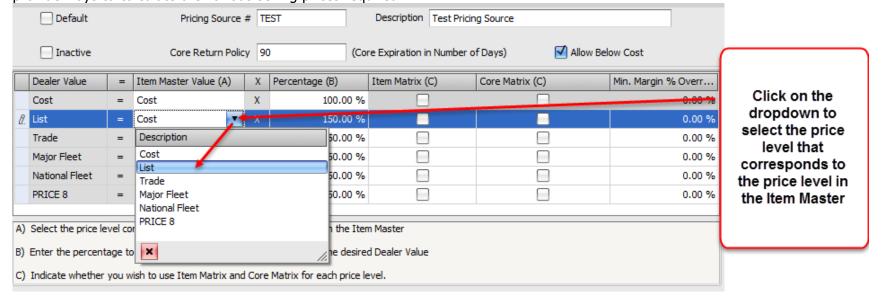**#1 Add Pricing Source Number**

#2 Add Pricing Source Description

#3 Add Core Return Policy (if required)

#4 Check mark Allow Below Cost (if required)

When the new Pricing Source file is opened, all Price Levels default to Cost X 150.00 %.

Default		Pricing Source # TEST			Description Test Pricing Source			
Inactive		Core Return Policy 90			(Core Expiration in Number of Days)		✓ Allow Below Cost	

Dealer Value	=	Item Master Value (A)	X	Percentage (B)	Item Matrix (C)	Core Matrix (C)	Min. Margin % Overr...
› Cost	=	Cost ▼	X	150.00 %	☐	☐	0.00 %
List	=	Cost	X	150.00 %	☐	☐	0.00 %
Trade	=	Cost	X	150.00 %	☐	☐	0.00 %
Major Fleet	=	Cost	X	150.00 %	☐	☐	0.00 %
National Fleet	=	Cost	X	150.00 %	☐	☐	0.00 %
PRICE 8	=	Cost	X	150.00 %	☐	☐	0.00 %

A) Select the price level corresponding with the price levels established in the Item Master

B) Enter the percentage to apply to the Item Master Value to arrive at the desired Dealer Value

C) Indicate whether you wish to use Item Matrix and Core Matrix for each price level.

Each Price Level can be calculated by clicking the Dropdown and selecting the Price Level used to calculate the respective selling price. Some manufacturers will provide several price levels while others might provide List and Cost, List only, or Cost only. Using the Pricing Source will provide ways to calculate the various selling prices required.

Default		Pricing Source # TEST			Description Test Pricing Source			
Inactive		Core Return Policy 90			(Core Expiration in Number of Days)		✓ Allow Below Cost	

Dealer Value	=	Item Master Value (A)	X	Percentage (B)	Item Matrix (C)	Core Matrix (C)	Min. Margin % Overr...
Cost	=	Cost	X	100.00 %	☐	☐	0.00 %
ℓ List	=	Cost ▼	X	150.00 %	■	■	0.00 %
Trade	=	Description		50.00 %	☐	☐	0.00 %
Major Fleet	=	Cost		50.00 %	☐	☐	0.00 %
National Fleet	=	List		50.00 %	☐	☐	0.00 %
PRICE 8	=	Trade Major Fleet		50.00 %	☐	☐	0.00 %
		National Fleet					
		PRICE 8					

A) Select the price level cor   the Item Master

B) Enter the percentage to [×]   he desired Dealer Value

C) Indicate whether you wish to use Item Matrix and Core Matrix for each price level.

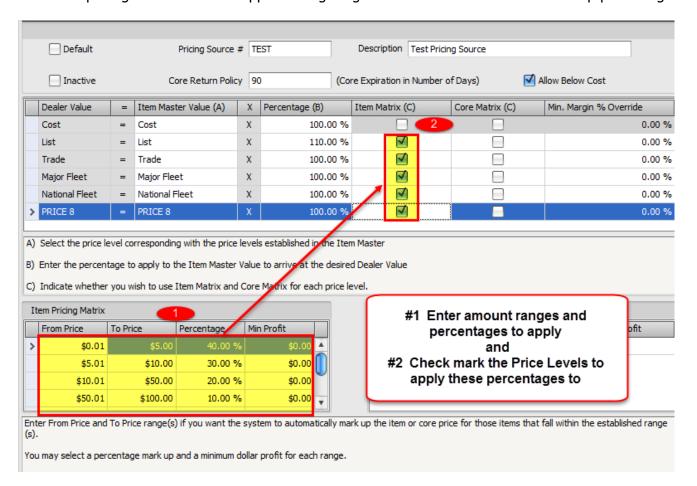**Click on the dropdown to select the price level that corresponds to the price level in the Item Master**

Enter your price level that will correspond with the price level in the Item Master as shown below

Save	Save and Close	Save and New

	Default	Pricing Source #	TEST

Description | Test Pricing Source

| | Inactive | Core Return Policy | 90 | (Core Expiration in Number of Days) | ☑ Allow Below Cost |

Dealer Value	=	Item Master Value (A)	X	Percentage (B)	Item Matrix (C)	Core Matrix (C)	Min. Margin % Overr...
Cost	=	Cost	X	100.00 %	☐	☐	0.00 %
List	=	List	X	110.00 %	☐	☐	0.00 %
Trade	=	Trade	X	100.00 %	☐	☐	0.00 %
Major Fleet	=	Major Fleet	X	100.00 %	☐	☐	0.00 %
National Fleet	=	National Fleet	X	100.00 %	☐	☐	0.00 %
› PRICE 8	=	PRICE 8	X	100.00 %	☐	☐	0.00 %

Price Levels entered using the dropdowns for each price level in the Item Master

A) Select the price level corresponding with the price levels established in the Item Master

B) Enter the percentage to apply to the Item Master Value to arrive at the desired Dealer Value

C) Indicate whether you wish to use Item Matrix and Core Matrix for each price level.

Enter percentages to apply to the Price Level to determine Sell Price

Dealer Value	=	Item Master Value (A)	X	Percentage (B)	Item Matrix (C)	Core Matrix (C)	Min. Margin % Overr...
Cost	=	Cost	X	100.00 %	☐	☐	0.00 %
List	=	List	X	110.00 %	☐	☐	0.00 %
Trade	=	Trade	X	100.00 %	☐	☐	0.00 %
Major Fleet	=	Major Fleet	X	100.00 %	☐	☐	0.00 %
National Fleet	=	National Fleet	X	100.00 %	☐	☐	0.00 %
› PRICE 8	=	PRICE 8	X	100.00 %	☐	☐	0.00 %

Enter percentages to apply to each Price Level

Additional pricing matrixes can be applied using ranges of amounts for additional markup percentages and /or minimum dollar profit

	Default			Pricing Source #	TEST		Description	Test Pricing Source		

| | Inactive | | | Core Return Policy | 90 | | (Core Expiration in Number of Days) | ✓ Allow Below Cost | |

	Dealer Value	=	Item Master Value (A)	X	Percentage (B)	Item Matrix (C)	Core Matrix (C)	Min. Margin % Override
	Cost	=	Cost	X	100.00 %	☐ 2	☐	0.00 %
	List	=	List	X	110.00 %	✓	☐	0.00 %
	Trade	=	Trade	X	100.00 %	✓	☐	0.00 %
	Major Fleet	=	Major Fleet	X	100.00 %	✓	☐	0.00 %
	National Fleet	=	National Fleet	X	100.00 %	✓	☐	0.00 %
>	PRICE 8	=	PRICE 8	X	100.00 %	✓	☐	0.00 %

A) Select the price level corresponding with the price levels established in the Item Master

B) Enter the percentage to apply to the Item Master Value to arrive at the desired Dealer Value

C) Indicate whether you wish to use Item Matrix and Core Matrix for each price level.

Item Pricing Matrix   1

	From Price	To Price	Percentage	Min Profit		ofit
>	$0.01	$5.00	40.00 %	$0.00	▲	
	$5.01	$10.00	30.00 %	$0.00		
	$10.01	$50.00	20.00 %	$0.00		
	$50.01	$100.00	10.00 %	$0.00	▼	

#1 Enter amount ranges and percentages to apply and
#2 Check mark the Price Levels to apply these percentages to

Enter From Price and To Price range(s) if you want the system to automatically mark up the item or core price for those items that fall within the established range (s).

You may select a percentage mark up and a minimum dollar profit for each range.

If an Item Matrix is creating it is important to make sure your **To Price** does not equal the next level **From Price** as this will create issues with calculating the sale price.

Using the same logic of the Item Matrix, a Core Matrix can be created to address any markup of Core Charges. Normally a single price range is used for Core Charges.

	Default			Pricing Source #	TEST		Description	Test Pricing Source	

| | Inactive | | | Core Return Policy | 90 | | (Core Expiration in Number of Days) | ☑ Allow Below Cost |

	Dealer Value	=	Item Master Value (A)	X	Percentage (B)	Item Matrix (C)	Core Matrix (C)	Min. Margin % Override
	Cost	=	Cost	X	100.00 %	☐	☐	0.00 %
I	List	=	List	X	110.00 %	☑	☑	0.00 %
	Trade	=	Trade	X	100.00 %	☑	☑	0.00 %
	Major Fleet	=	Major Fleet	X	100.00 %	☑	☑	0.00 %
	National Fleet	=	National Fleet	X	100.00 %	☑	☑	0.00 %
	PRICE 8	=	PRICE 8	X	100.00 %	☑	☑	0.00 %

A) Select the price level corresponding with the price levels established in the Item Master

B) Enter the percentage to apply to the Item Master Value to arrive at the desired Dealer Value

C) Indicate whether you wish to use Item Matrix and Core Matrix for each price level.

Core Matrix applied

Item Pricing Matrix

	From Price	To Price	Percentage	Min Profit
>	$0.01	$5.00	40.00 %	$0.00
	$5.01	$10.00	30.00 %	$0.00
	$10.01	$50.00	20.00 %	$0.00
	$50.01	$100.00	10.00 %	$0.00

Core Pricing Matrix

	From Price	To Price	Percentage	Min Profit
>	$0.01	$20,000.00	20.00 %	$0.00
*				

Enter From Price and To Price range(s) if you want the system to automatically mark up the item or core price for those items that fall within the established range (s).

You may select a percentage mark up and a minimum dollar profit for each range.