

# SYSPRO Pricing and Discounts



Pricing is one of the important strategic decisions that a business must make. SYSPRO provides extensive manual and automated pricing functionality for sales transactions, and the capability to include contract and discount pricing terms.

## Benefits

- SYSPRO's pricing functionality enables businesses to operate flexible pricing strategies in local and foreign currency according to their unique requirements
- Contract pricing allows special pricing terms to be structured for individual companies or customer groups
- Enables special offers, rebates and other promotional terms to be set up using the trade promotions feature
- Flexible pricing methods and combinations of these - contract pricing, trade promotions and standard pricing resulting in the customer getting the best price possible at the time for the quantity they are buying
- All of this is protected by the security facilities in SYSPRO which prevent changes to pricing without approval

## Features

There are three standard pricing methods in SYSPRO:

- **Manual Pricing**  
Price and price unit of measure are requested and manually captured for each line on a sales order or quotation.
- **Simple Pricing**  
Automated pricing where multiple price codes can be defined against a stock item, but only a single price or discount code is allocated per customer. This is available for local and foreign pricing. It allows for different customers to be charged a different price for the same item.
- **Extended Pricing**  
Automated pricing where up to 26 price or discount codes can be allocated to a customer. This is available for local and foreign pricing. It allows for customers to be allocated a price category

per groups of stock items.

A discount code will apply a certain discount to the list price being used.

A price code provides a link to the list price to use.

SYSPRO has other pricing capabilities which can be combined with the standard pricing methods:

- **Contract pricing** - enables a contract to be set up with a customer or buying groups to provide items at a certain price for a specified time period. It includes options for minimum price percentage above cost, and price code plus charges or price code less discounts.
- **Trade promotions** - includes features for price breaks, price reductions, accrual of points, and 'buy-one-get-on-free' type promotions, and rebates.
- **Discounting**  
Several types of discounts can be defined:
  - Invoice discounts
  - Line item discounts
  - Customer discounts
  - Stock code discounts
  - Quantity discounts
  - Settlement discounts

Also available:

- Quick quotes pricing when taking telephone orders can be negotiated and changed, provided business rules are adhered to.

## Integration with SYSPRO

Integrates with the following modules:

- Inventory
- Accounts Receivable
- Quotations and Estimating
- Quick Quotes
- Product Configurator
- Sales Orders and Invoicing
- Counter Sales
- Point of Sale
- Blanket Sales Orders
- Forecasting
- Trade Promotions