



MASTERPACK

PRICING METHODS

BENEFITS:

Modify pricing policies based on a customers profile

Flexibility to choose either list based pricing or formula based pricing techniques

Compete aggressively in a highly competitive market-place



Masterpack gives your business a choice of two different options in relation to sales pricing. The first option is list pricing, which is used predominately for price structures and contracts which are fixed. The second option is Formula Based Pricing, which is used when sales pricing is determined by calculations eg. cost and mark-up, or foreign purchase price/current exchange rate.

With both pricing options is the ability to discount a product by either product or customer. Price codes/columns are used to determine Price Structures.

Product Price Groups are used to group similar products for pricing purposes, while **Customer Price Groups** are used to group similar customers for pricing purposes.

PRICING

- **List or formula based** pricing
- Price and **margin checking** on products
- **Quantity** breaks
- **Customer pricing** groups and **product pricing** groups
- **Promotional** pricing and discounting
- Price– code/**column** for determining prices
- **Create custom pricing** structures on a “by-customer” basis
- A customer or **project** may be assigned to a separate price group according to the pricing method (Matrix, Overrides, Promotions)
- Provides the opportunity to better **manage profitability** on a customer by customer basis

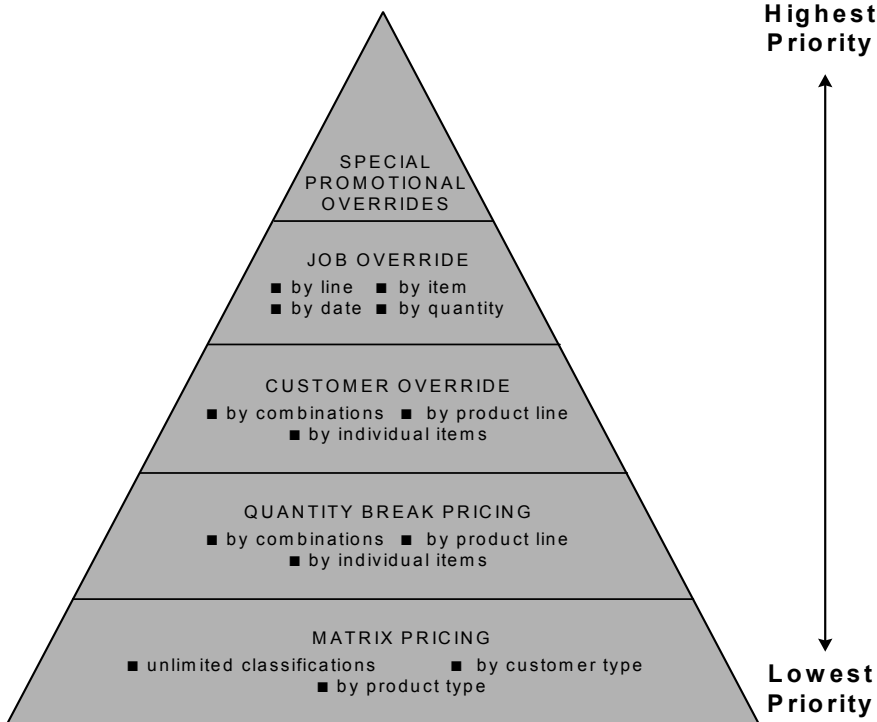
Price Exception Reporting

- Provides listings of system-default prices that have been overwritten by the order-entry operator



FLEXIBILITY, FUNCTIONALITY, INTEGRITY, SIMPLICITY

LIST PRICING

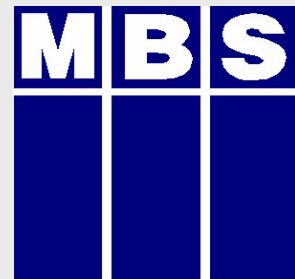


THE COMPANY

Meier Business Systems (MBS) is an Australian owned company that has been providing a broad range of computer support services and products since 1987.

MBS offers outstanding skills in operating system, hardware, database and network support. These skills complement MBS's activities in the application software development arena and together with a range of open systems and storage solutions, form the primary focus of all MBS systems integration and support activity.

MBS provides ERP and Supply Chain solutions that are leading edge and widely accepted throughout the world.



www.mbs.net.au
Masterpack@mbs.net.au

Melbourne
Phone: 61 (03) 9571-3111
Fax: 61 (03) 9571-3222

Sydney
Phone: 61 (02) 9954-5000
Fax: 61 (02) 9954-5100

Quantity break discounts

- Discounts can be applied at quantity breaks. The break prices may be an actual amount or a percentage off the list price

Promotional prices

- Promotional prices may be established by product for a set period of time

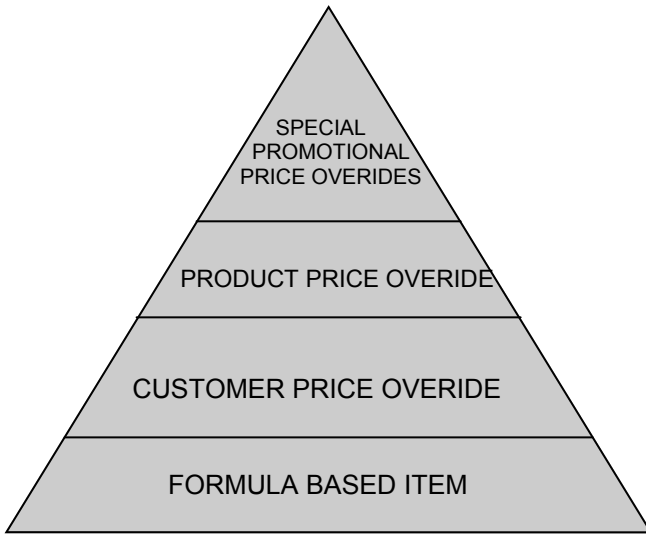
Future pricing

Future price changes within a price list by

- specified amount
- or percentage
- Future prices set to maintain a predetermined margin
- Price changes activated at user-specified dates

FLEXIBILITY, FUNCTIONALITY, INTEGRITY, SIMPLICITY

FORMULA-BASED PRICING



- Handles foreign currency pricing
- Handles cost + markup
- Unlimited price columns:
 - ⇒ Allows for the establishment of multiple price columns for inventory items, for example, list (retail), dealer, trade, replacement cost
 - ⇒ Each price column can contain:
 - > a value (e.g. \$4.69 or \$38.54)
 - > a formula using the value from another price column
 - > a formula that includes data stored anywhere in the system such as purchase price, cost, or current exchange rate



THE COMPANY

Meier Business Systems (MBS) is an Australian owned company that has been providing a broad range of computer support services and products since 1987.

MBS offers outstanding skills in operating system, hardware, database and network support. These skills complement MBS's activities in the application software development arena and together with a range of open systems and storage solutions, form the primary focus of all MBS systems integration and support activity.

MBS provides ERP and Supply Chain solutions that are leading edge and widely accepted throughout the world.



www.mbs.net.au
Masterpack@mbs.net.au

Melbourne
Phone: 61 (03) 9571-3111
Fax: 61 (03) 9571-3222

Sydney
Phone: 61 (02) 9954-5000
Fax: 61 (02) 9954-5100

FLEXIBILITY, FUNCTIONALITY, INTEGRITY, SIMPLICITY

- ⇒ The contents of price-column entries are date sensitive. This provides the capability for pricing both future and past customer orders at any time
- ⇒ The ability to directly call a program– this is used for obtaining calculations such as average cost, purchase price and last sell price

In the example below, the system will obtain the current purchase price, in which all other calculations are based. Based on a purchase price of \$1.00, the prices are as follows:

PURCHASE=\$1.00
 LIST = \$1 + 30% (therefore price =\$1.30)
 TRADE = \$1.30—10% (therefore price =\$1.17)
 MAJOR = \$1.30—15% (therefore price =\$1.11)
 NZ + \$1.30 * \$1.20 (therefore price =\$1.56NZD)

| COLUMN | OPERATORATION | BASED ON | CALCULATION |
|----------------|---------------|------------------|-------------|
| PURCHASE PRICE | = | B;MP.GETCOSTS, 1 | |
| LIST | +% | PURCHASE.PRICE | 30% |
| TRADE | -% | LIST | 10% |
| MAJOR | -% | LIST | 15% |
| NZ | * | LIST | \$1.20 |

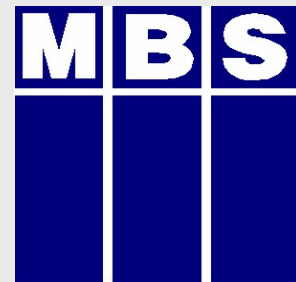


THE COMPANY

Meier Business Systems (MBS) is an Australian owned company that has been providing a broad range of computer support services and products since 1987.

MBS offers outstanding skills in operating system, hardware, database and network support. These skills complement MBS's activities in the application software development arena and together with a range of open systems and storage solutions, form the primary focus of all MBS systems integration and support activity.

MBS provides ERP and Supply Chain solutions that are leading edge and widely accepted throughout the world.



www.mbs.net.au
Masterpack@mbs.net.au

Melbourne
 Phone: 61 (03) 9571-3111
 Fax: 61 (03) 9571-3222

Sydney
 Phone: 61 (02) 9954-5000
 Fax: 61 (02) 9954-5100

FLEXIBILITY, FUNCTIONALITY, INTEGRITY, SIMPLICITY