



# Pricing

How it works, how it is managed and how it is different (and better) than Macola



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Feb. 9, 2021

# Today's agenda

- Terminology & Macola Comparison
- List Prices
- Web Site Prices
- Pricing Engine Hierarchy on Sales Orders
- Price Validation
- Saved Searches
- FAQs
- Future Enhancements



# III Terminology

## Macola

Customer Type

## NetSuite

Price Level

Customer Division, Category & Sub Category

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Customer No.  Name

Port Name  Terms

Address:

Type

Primary Information		Additional Information	
TYPE	CUSTOMER ID	CUSTOMER VENDOR NUMBER	...
Company	01IDS	AVT	...
COMPANY NAME	Independent Stationers Inc	DEFAULT LOCATION	12th Street
FULL NAME FOR CSV IMPORTING	01IDS Independent Stationers Inc	ORDER PRIORITY	
Setup			
<input type="checkbox"/> PRIMARY SUBSIDIARY		DIVISION	CUSTOMER CATEGORY
<input type="checkbox"/> INACTIVE	Advantus	COP	Reseller
HAS SPECIAL REQUIREMENTS		SUBCATEGORY	Reseller: Office Supply
Email   Phone			
PHONE	ALT. PHONE	FAX	
3175797777		3175790575	
Assignments			
PARTNER		SALES REP	SALES ADMINISTRATOR
1 House		Tom Pomatto	Erin Crites
Related Records			
PRICE LEVEL	PRICING CHANGE NOTICE REQUIRED (DAYS)		PRI
COP Tier 2	120		



# Comparison

Price Level	Macola Customer Type/Pricer Name	Typical Discount Structure	Related Macola Customer Type Code	Notes
List Price				List price of the division who owns the product
Bluelounge Euro Tier 1	Rotterdam Distributor		508	
Bluelounge Euro Tier 2	Rotterdam Wholesale		509	
Bluelounge HK Tier 1	ExWorks Distributor		506	
Bluelounge HK Tier 2	ExWorks Wholesale		507	
Bluelounge US Tier 1	US Distributor		501	
Bluelounge US Tier 2	US Retail		503	
Bluelounge US Tier 3	US Wholesale		502	
COP Tier 1	Wholesale	50/20	SPRA/UNIA/006	
COP Tier 2	National	50/10	NACT	
COP Tier 3	Dealer	50	DLR/001/008	
Craft Tier 1		50/30	55	Also, Notions, Ellison and Ranger
Craft Tier 2		50/25	54	
Craft Tier 3		50/20	45, 42, 49	
Craft Tier 4	Buying Groups-Crafters Home, Sierra Pacific	50/10	47, 87	
Craft Tier 5	Dealer, Designer	50	43,44, 57, 58	
FL Resort	Resort	20% off list	77	
FL Tier 1	Wholesale	50/20	75	
FL Tier 2	Dealer	50	76	
Mercury Tier 2	National		402, 405, 407,408,410, 411, 421, 425, 429	
Mercury Tier 3	Dealer/ASI		403, 404, 406, 409, 415, 418, 426, 427	
Seward Tier 1	Tier 1			
Seward Tier 2	Tier 2			
Mass Mkt Tier 1		50/20	80, 81, 82, 84	
Mass Mkt Tier 2		50/10	83	
Mass Mkt Tier 3		50	85	





# "New" Price Levels

Price Level	Macola Customer Type/Pricer Name	Typical Discount Structure	Related Macola Customer Type Code	Notes
~AAFES List Price				Reference field for the list price AAFES assigns for our items, this is different than the list price we establish
~ADVII Web Price				This is the price level that ADVII internal web sites pull the prices to publish on sjw.com and pawprintsproducts.com
~ASI List				This is the list price we put on SAGE & ESP. It will always be double the cost of the item to the SAGE & ESP customer.
~Closeout				Reference price for items with closeout pricing
~COP List				List price for any non-COP item cross-sold in the division that has a different list price, example: Super Stackers
~Craft List				List price for any non-C&H item cross-sold in the division that has a different list price, example: Super Stackers
~Custom Decoration Minimum			414, 412,413, 422, 428	This is the lowest price any customer should pay for our products in the Sports/Custom Decoration channel of business. This is exclusive of decoration charges.
~Custom Decoration Published			414, 412,413, 422, 428	Reference field for the price we would send to customers assigned to the Custom Decoration Minimum price level. This is the price that should be used on price lists. This is exclusive of decoration
~Drop Ship Price				
~Exchange				This will be for reference when "Exchange" pricing is created for new items that haven't been placed yet. Pricing for all Exchanges (AAFES, Navy, Marines and Coast Guard) will be maintained on the customer record, please reference pricing there.
~NEXCOM List				Reference field for the list price Nexcom assigns for our items, this is different than the list price we establish
~Subsidiary (WFOE)				This is used for Wyla products run through Wyla China. Marketing will <b>not</b> be responsible for maintaining this price level
~Internal Web Price				This is the price level that internal web sites pull the prices to publish on shopadvantus.com, bluelounge.com, ml.com, mtg.com and sewardtrunks.com
~Samples				This is the price level that all sample accounts are assigned to so the sample orders are charged \$0



# Let's talk list prices

ITEM NUMBER	INTERNAL ID	PRODUCT LIFE
61611	1293	Active
ITEM DESCRIPTION (DISPLAY NAME)		DEFAULT REPL
Super Stacker Bitty Box Asst Colors (in display)		SQ - Fill Rate
PREFERRED LOCATION		PRODUCT SPEI
12th Street		Jenny Bowen
		DIVISION
		ADV II


PRICE LEVEL	DEFAULT DISCOUNT %	QTY 0
List Price		1.25
-COP List		1.29
-Closeout		
-Craft List		1.19

- The division that owns the product controls the list price
- Customer pricing for some tiers is calculated from the list price
- Other divisions may choose to sell the item with a different list price based on their channel
- Set by P&S, maintained by Marketing

# How is pricing populated on our web sites?

~Internal Web Price & List Price price levels

PRICE LEVEL	DEFAULT DISCOUNT %	QTY 0
List Price		9.31
~Internal Web Price		2.33



Angler's String & Button Envelope, Letter, Assorted Colors, 4/PK

~~\$9.31~~  
\$2.33



Vertiflex Multi Use Storage Cart & Stand Up Workstation  
\$169.00

PRICE LEVEL	DEFAULT DISCOUNT %	QTY 0
List Price		169.00
~Internal Web Price		

# Pricing Engine Hierarchy

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## Item Specific Pricing

Maintained on the customer record, pricing sub tab

## Price Level

Assigned to customers on the customer record, pricing sub tab. Price maintained on the item record, pricing sub tab

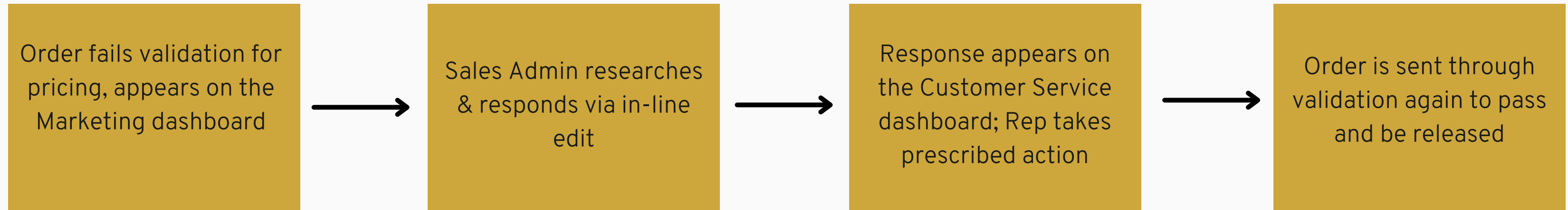
## List Price

Price maintained on the item record, pricing sub tab



IV

# Pricing Validation



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Orders cannot be released with any validation failures



# Saved Searches

- ◆ What price level is a customer assigned to?

<https://5050497.app.netsuite.com/app/common/search/searchresults.nl?searchid=4145&whence=>

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- ◆ What item specific prices are assigned to a customer?

<https://5050497.app.netsuite.com/app/common/search/searchresults.nl?searchid=4113&whence=>

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- ◆ How can I see all price levels for many items at one time?

<https://5050497.app.netsuite.com/app/common/search/searchresults.nl?searchid=3565&whence=>

# FAQs

Can a customer have a combo of price level & item specific pricing?

Yes

Does a customer have to be assigned a price level?

No

Can pricing be entered with a future start date?

Yes

Can pricing be imported via CSV?

Yes

Can validation failures be reported on?

Yes





# Future Enhancements

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- ◆ Price List Generation
- ◆ Price Change Project Management

**Thank  
you**

