



Customer Special Pricing Unlimited pricing flexibility

Would you like virtually limitless pricing flexibility? Are pricing incentives sometimes used in your business? Do you need greater control over negotiated prices? If you've answered "yes" to any of these, then Attaché Software's special pricing option is the solution.

Customer Special Pricing lets you create special prices and discounts for customers and products including:

- special contracted or negotiated prices
- date-based specials
- quantity breaks
- special offers on specified slow-moving products, and much more.

You can set up special prices for customers and products, either individually or by groups. For example, you can create a 5% discount to all trade customers for a particular product group.

Customer Special Pricing requires Attaché Products & Services and Attaché Customers with the Order Entry/Invoicing option.

Pricing flexibility

Create special prices for customers, products or for customer/product combinations, as shown here.

The screenshot shows a software window titled "Customer Price Test" with a standard Windows-style toolbar. The interface is divided into several sections:

- Customer Information:** Customer Code (ABEL), Location (SYD), Product Code (CD), and Order Date (16/08/2006). The company name "Abel Sound Systems Pty Ltd" and "Sydney" are also visible.
- Normal Pricing Details:** A table with four columns: Cust. Special Price Cat, Price Code, Product Price Category, and Disc Code. Below this, Customer Category (WH) and Price (320.00) are shown, along with Product Group (ENT) and Disc % (5.00).
- Special Pricing Details:** Fields for Customer Code ((All Customers)), Location (SYD), Product Code (CD), Valid From (01/08/2006), Valid To (31/08/2006), and Quantity (7).
- Result:** A table showing Price Code (0), Start Price (320.00), Plus (0.00), Minus (20.00), Disc % (0.00), Disc Amnt (0.00), and Final Price (300.00).

Easy price comparison

Compare the normal price with the special price that is to apply to a stated quantity.

Special pricing

Prices can be set up either permanently or for a range of dates. This is especially handy if you are offering a special price or discount for a limited time, such as for catalogues.

Once the customer, product and date criteria are established, special prices can be based on:

- normal customer price
- any of the six standard selling prices
- cost price
- last cost price
- a special one-off price

Special discounts

As well as special pricing, you can apply special discounts. For example, a discount that is the normal customer price less 5% to be available to a range of customers for one group of products only.

Special discounts can be based on:

- normal customer discount
- any of the three product discount percentages
- a special one-off discount percentage

Quantity breaks

Both special prices and special discounts can be calculated for up to ten quantity breaks, each with a different equation.

Additional features

- Once special prices have been set up, you can easily see the actual price for a particular customer/product combination.
- Special prices and discounts are applied automatically when entering invoices, and an onscreen message lets you know that a special price or discount has been used.
- Pricing reports list all special pricing records.

Maximum Quantity	Price Code	Unit Price	Unit Price Addition	Unit Price Reduction	Disc Code	Disc %
10	0		0.00	10.00	0	
20	0		0.00	15.00	0	
50	0		0.00	20.00	0	
9999999999999999	0		0.00	50.00	0	

Date range
Set a date range for when special prices are to apply such as a catalogue special.

Quantity breaks
Eliminate calculation errors and provide options for controlling customer incentives.



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