



# Price & Discount Logic

**Iptor IP1**

**Release 12.0**

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## Document Version Control

Version	Change details	Prepared by	Reviewed by	Date
1.0		Margaret Mckenzie		03/06/2022

# Pricing

The Price in IP1 is derived from the following sources:

1. **Promotion Package** - the initial/backup price and/or discount for the conditions defined in the Promotional package setup. The initial price and/or discount applies to the first order (order must have the Promotion ID on it) while the subsequent orders during the promotion use the backup price and/or discount. However, if multiple promotion orders are allowed and these orders have Promotion ID on the order then the initial price and/or discount will be applied.
2. **Special Price** - Special price for each customer level defined in the Special price file by effective period.
3. **Order Form** – Order Form price
4. **Direct Mail** – Direct Mail price
5. **Normal price** – Normal price

The search sequence and the Price selection keys in control file **TMSDS/SEQ-PRC** determines the price source to be used.

```

XAW005G          Control File Maintenance          1/06/22 17:51:59

Application : TMSDS      Distribution System
Key . . . . : SEQ-PRC   Sequence search for price calculation
Maximum rec :   500     Last change : 30/03/22 AVANGNEW      L1: ORD
Allow Dup . . : 2      1-Yes/2-No                      L2: SEARCH   USE
Usage . . . . : M1      Mandatory - system      Pos to . . .
Price Selection
Key (*=All)          Resultant Price Code (*=*'=Use input key).
SEQ PR C TOS        | PR C TOS  Cust Lvl      +-- End (0=No, 1=Yes)
999 AA B CC         D EE F GG   HH I IIIIIII   J           Sts
005 ** * **        3 ** *
010 ** * **        4 ** * **
011 ** * **        5 ** * **
030 ** * **        1 ** *      C7 CC-BG
031 ** * **        1 ** * **   C1
040 ** * **        1 ** *      C7 CC-ACTYP
045 ** * **        1 ** *      C7 CC-CSTYP
046 ** * **        1 ** * **   C9
049 60 A **        2 60 A
070 ** * **        2 ** * **
F2=Column  F14=Col field
F3=Exit    F4=Search  F5=Refresh  F7=Text  F10=Print  F12=Cancel
Press Enter to confirm.
MA B 18/038
  
```

The system can be configured to search for the lowest possible price. Control files **TMSDS/PR-LOW** and **TMSDS/SEQ-PRC** must be configured to allow search for a lower price.



```

XAW005G          Control File Maintenance          6/06/22 16:37:50
Application : TMSDS      Distribution System
Key . . . . : TR-TOS    Type of Sale Codes
Maximum rec : 50        Last change : 20/10/20 AUMARMCK      L1: ORD
Allow Dup . . : 2       1-Yes/2-No          L2: TOS          USE
Usage . . . . : M2      Mandatory - Module   Pos to . .
Type of      IC type(other carton)+      Sell at 0 prc & dsc-+
Sale         Carton sales--+            Upd SH--+
AA          bbbbbbbbbbbbbbbbbbbEFFFFFFF999999          C D      Sts
           BLANK TOS                      999999          Y N
AD          ADVERTISING                    999999          Y N
AP          ON APPROVAL                    999999          Y Y
BC          BOOK CLUBS                     999999          Y N
BK          BOOKLIST                       999999          Y N
CM          COMPLIMENTARY                  999999          N Y
CO          CHARGE ONLY                    999999          Y N
CS          CONSIGNMENT STOCK              999999          Y N
CT          Carton sales 1                 999999          Y N
CU          Pallet sales 2IC-PLT          999999          Y N
F2=Column  F14=Col field
F3=Exit    F4=Search  F5=Refresh  F7=Text  F10=Print  F12=Cancel
Press Enter to confirm.
  
```

During order entry, the system will check the line item TOS and will override the price and discount to zero if it's configured in the above control file.

**Note 2:** Manual price and/or discount override during order entry will take precedence over all except for Bonus Incentives.

## Discounts

The discount comes from 3 sources:

1. **Promotion Package discount**- the initial/backup discount for the conditions defined in the Promotional package setup. Promotion Package discount can be defined with non-zero price or zero price. If Promotion Package discount has zero price, then Promotion Package discount will apply to the normal price.
2. **Special Price discount**- Special discount for each customer level defined in the Special price file by effective period.
3. **Normal discount**

**Note:** **Order Form** and **Direct Mail** have their own special price and do not have any discounts.

Special Price discount and Normal discount have discount accumulation codes to accumulate applicable discounts to give a customer more than one discount if required. The discount accumulation is based on the following accumulation codes.

### Discount accumulation codes

Code	Description
A = accumulate	Will accumulate discount and continue search for further matches.
O = outright	Use this discount outright and ignore all the previous discounts.
S = stop	Accumulate and stop search for further matches and use the accumulated discount.

## Bonus incentives that affect the order line discount

Apart from above discounts, Order based bonus reward options created either for **Coupons**, **Promotional Packages** or **Direct Mail campaign** lists can affect the order line discount. These rewards are given by means of discount rate override or an additional discount on an order line.

Reward rules:

1. **6 = % off each line**

This gives an additional discount on top of normal discount.

```

XAW005K          Reward rule(*System)                               6/06/22
TMSDS/BO-RWDOP/D                               13:24:25
Type option, press Enter.      Filter . _____
1=Select                        Position to . _____

0 Code          Description
- P             Reward Points
- T             Override payment term
- 1             Bonus items
- 2             % off an order
- 3             $ off an order
- 4             Fixed price freight
- 5             $ off freight
- 6             % off each line
- 7             % off least expensive on bulk buy
- 8             $ off least expensive on bulk buy

F3=Exit  F7=Text  F12=Cancel                                     Top
  
```

2. **9 = Override discount on line**

This will apply if it is more than the applicable normal discount.

```

XAW005K          Reward rule(*System)                               6/06/22
TMSDS/BO-RWDOP/D                               13:25:20
Type option, press Enter.      Filter . _____
1=Select                        Position to . _____

0 Code          Description
- 9             Override discount on line

F3=Exit  F7=Text  F12=Cancel                                     Bottom
  
```