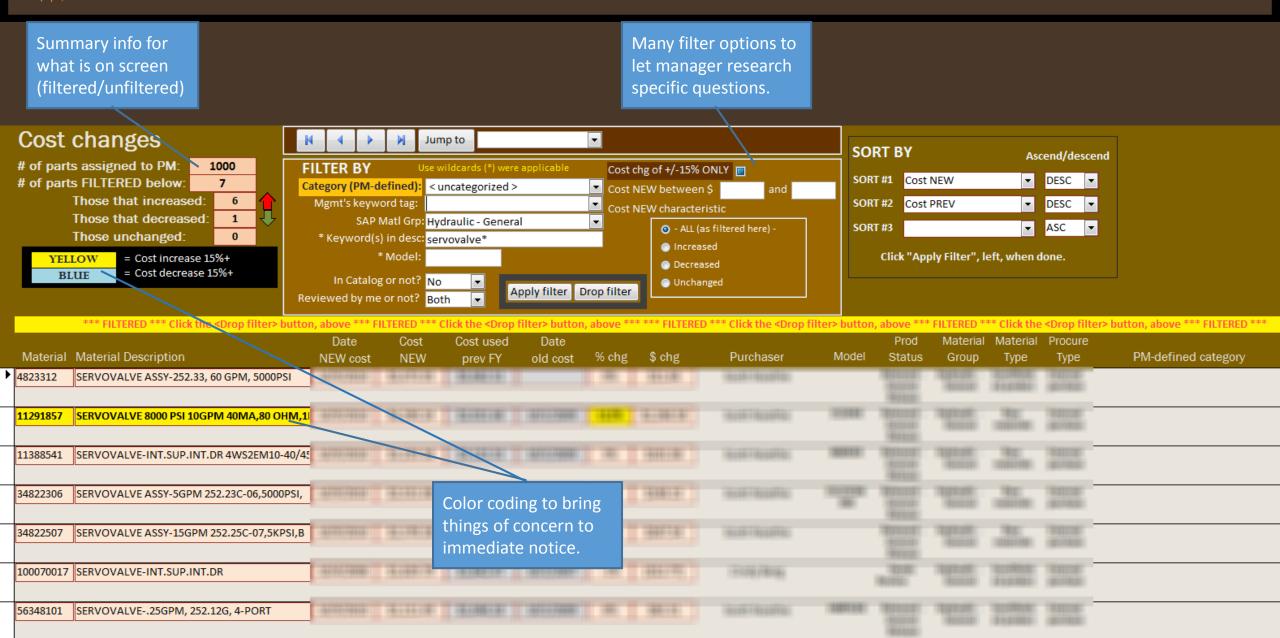
WILL BEAUCHEMIN

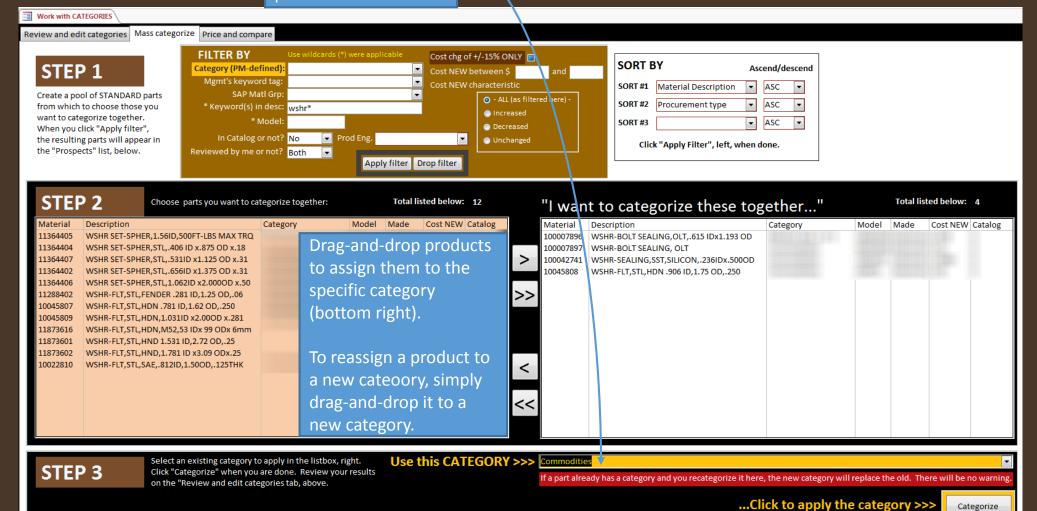




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Manager defines categories into which they will later assign products.

Work with CATEGORIES							
Review and edit categories Mass categorize Price			Price and	e and compare			
Deleting or editing a category changes all parts that you already assigned to that category. Click the "Category" or "Priority" button to sort by that criterion.							
	CATEGORY		Pric	ority	Notes (such as Pricing rules for this category)		
_	Commodities		С	•	Items costing less than \$10.		
.0	Mntc Sets		Α	-	After market parts sold as set based on assy.	\$	
*				~			



category's new prices against another

the space where you are reading this.

category's, they select that other category

here. This displays a comparison table in

Priority Category PM

Commodities

Notes

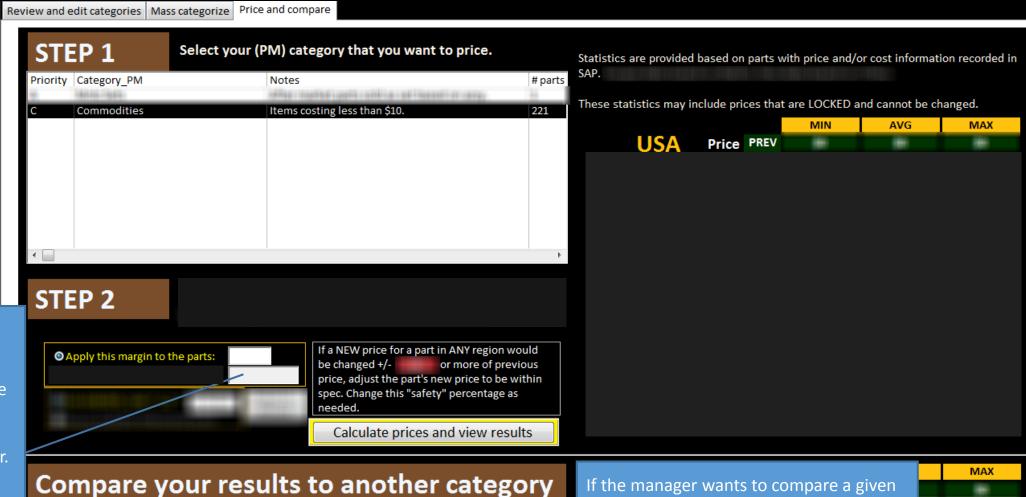
Items costing less than \$10.

Managers can set a price for an *entire category* of products by applying a margin or a fixed priced. Alternately, they can price products within a category *individually*.

On the screen, right, is where the manager can define prices for an entire category at once.

A margin or fixed price can be defined for a given category and applied. The summary results can be reviewed on the far right: Minimum, Average, Maximum and their percent change from the previous year.

The manager can reset prices until they are satisfied. They can also review and change <u>individual</u> product prices later on another screen.



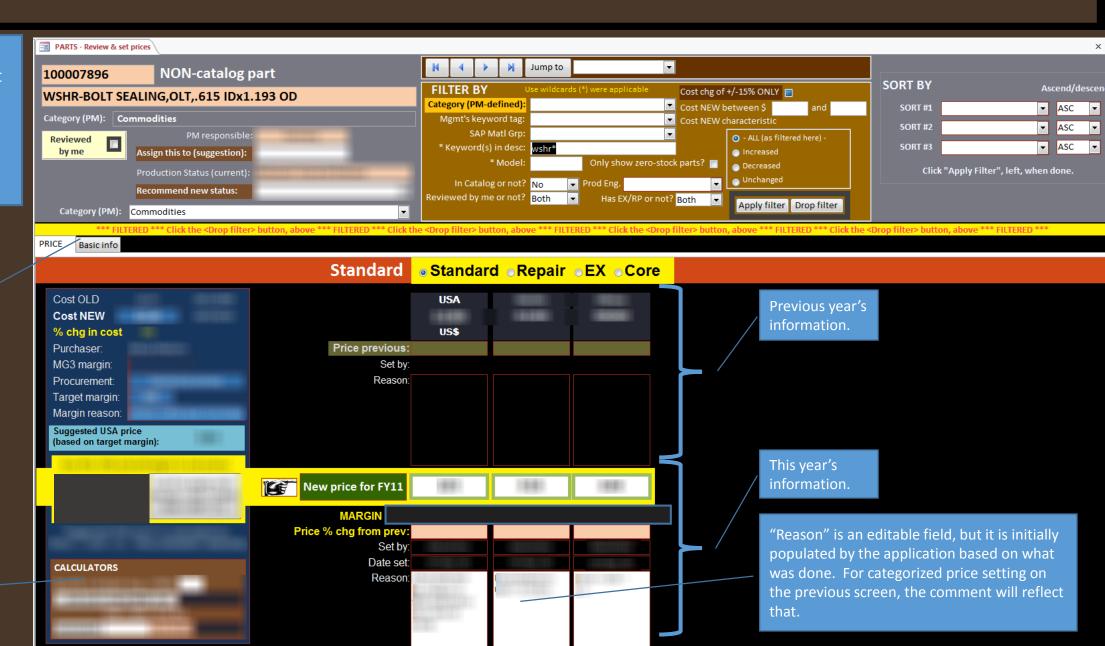
parts

WILL BEAUCHEMIN

Whether or not a manager chose to set prices for an entire category, prices for individual products can be reviewed and edited here.

"Basic info" shows sales and also where used (e.g., which assemblies)

Built-in calculator helps manager determine prices or margins to use.



Quality assurance is applied during the price-setting process in the form of color-coded conditional formatting when parameters are exceeded. However, a thorough quality review requires its own screen with its own features. This is the screen for that.

Summary info for what is being viewed (including filtered view).

In another application specifically designed for senior managers, there is a screen that shows what is priced and not for each direct report. On that screen color coding highlights potential problems in the prices set.

