



Summary info for what is on screen (filtered/unfiltered)

Many filter options to let manager research specific questions.

Cost changes

of parts assigned to PM: **1000**

of parts FILTERED below: **7**

Those that increased: **6**

Those that decreased: **1**

Those unchanged: **0**

YELLOW = Cost increase 15%+

BLUE = Cost decrease 15%+

Navigation: [Home] [Back] [Forward] [End] Jump to []

FILTER BY Use wildcards (*) were applicable

Category (PM-defined): < uncategorized >

Mgmt's keyword tag: []

SAP Matl Grp: Hydraulic - General

* Keyword(s) in desc: servovalve*

* Model: []

In Catalog or not? No

Reviewed by me or not? Both

Cost chg of +/-15% ONLY

Cost NEW between \$ [] and []

Cost NEW characteristic

- ALL (as filtered here) -
- Increased
- Decreased
- Unchanged

Buttons: Apply filter Drop filter

SORT BY Ascend/descend

SORT #1 Cost NEW DESC

SORT #2 Cost PREV DESC

SORT #3 [] ASC

Click "Apply Filter", left, when done.

*** FILTERED *** Click the <Drop filter> button, above *** FILTERED *** Click the <Drop filter> button, above *** FILTERED *** Click the <Drop filter> button, above *** FILTERED *** Click the <Drop filter> button, above *** FILTERED ***

Material	Material Description	Date NEW cost	Cost NEW	Cost used prev FY	Date old cost	% chg	\$ chg	Purchaser	Model	Prod Status	Material Group	Material Type	Procure Type	PM-defined category
4823312	SERVOVALVE ASSY-252.33, 60 GPM, 5000PSI													
11291857	SERVOVALVE 8000 PSI 10GPM 40MA,80 OHM,1													
11388541	SERVOVALVE-INT.SUP.INT.DR 4WS2EM10-40/45													
34822306	SERVOVALVE ASSY-5GPM 252.23C-06,5000PSI,													
34822507	SERVOVALVE ASSY-15GPM 252.25C-07,5KPSI,B													
100070017	SERVOVALVE-INT.SUP.INT.DR													
56348101	SERVOVALVE-.25GPM, 252.12G, 4-PORT													

Color coding to bring things of concern to immediate notice.



WILL BEAUCHEMIN

Manager defines categories into which they will later assign products.

Work with CATEGORIES

Review and edit categories | Mass categorize | Price 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	Priority	Notes (such as Pricing rules for this category)
Commodities	C	Items costing less than \$10.
Mntc Sets	A	After market parts sold as set based on assy.
*		

Work with CATEGORIES

Review and edit categories | Mass categorize | Price and compare

STEP 1

Create a pool of STANDARD parts from which to choose those you want to categorize together. When you click "Apply filter", the resulting parts will appear in the "Prospects" list, below.

FILTER BY

Use wildcards (*) were applicable

Category (PM-defined):

Mgmt's keyword tag:

SAP Matl Grp:

* Keyword(s) in desc: wshr*

* Model:

In Catalog or not? No

Prod Eng.

Reviewed by me or not? Both

Apply filter

Drop filter

Cost chg of +/-15% ONLY

Cost NEW between \$ and

Cost NEW characteristic

- ALL (as filtered here) -

Increased

Decreased

Unchanged

SORT BY

Ascend/descend

SORT #1 Material Description ASC

SORT #2 Procurement type ASC

SORT #3 ASC

Click "Apply Filter", left, when done.

STEP 2

Choose parts you want to categorize together:

Total listed below: 12

Material	Description	Category	Model	Made	Cost NEW	Catalog
11364405	WSHR SET-SPHER,1.56ID,500FT-LBS MAX TRQ					
11364404	WSHR SET-SPHER,STL,.406 ID x.875 OD x.18					
11364407	WSHR SET-SPHER,STL,.531ID x1.125 OD x.31					
11364402	WSHR SET-SPHER,STL,.656ID x1.375 OD x.31					
11364406	WSHR SET-SPHER,STL,1.062ID x2.000OD x.50					
11288402	WSHR-FLT,STL,FENDER .281 ID,1.25 OD,.06					
10045807	WSHR-FLT,STL,HDN .781 ID,1.62 OD,.250					
10045809	WSHR-FLT,STL,HDN,1.031ID x2.00OD x.281					
11873616	WSHR-FLT,STL,HDN,M52,53 IDx 99 ODx 6mm					
11873601	WSHR-FLT,STL,HND,1.531 ID,2.72 OD,.25					
11873602	WSHR-FLT,STL,HND,1.781 ID x3.09 ODx.25					
10022810	WSHR-FLT,STL,SAE,.812ID,1.50OD,.125THK					

Drag-and-drop products to assign them to the specific category (bottom right).

To reassign a product to a new cateoory, simply drag-and-drop it to a new category.

"I want to categorize these together..."

Total listed below: 4

Material	Description	Category	Model	Made	Cost NEW	Catalog
100007896	WSHR-BOLT SEALING,OLT,.615 IDx1.193 OD					
100007897	WSHR-BOLT SEALING, OLT					
100042741	WSHR-SEALING,SST,SILICON,.236IDx.500OD					
10045808	WSHR-FLT,STL,HDN .906 ID,1.75 OD,.250					

STEP 3

Select an existing category to apply in the listbox, right. Click "Categorize" when you are done. Review your results on the "Review and edit categories tab, above.

Use this CATEGORY >>>

Commodities

If a part already has a category and you recategorize it here, the new category will replace the old. There will be no warning.

...Click to apply the category >>>

Categorize



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 *individual* product prices later on another screen.

Review and edit categories | Mass categorize | Price and compare

STEP 1

Select your (PM) category that you want to price.

Priority	Category_PM	Notes	# parts
C	Commodities	Items costing less than \$10.	221

Statistics are provided based on parts with price and/or cost information recorded in SAP.

These statistics may include prices that are LOCKED and cannot be changed.

USA Price PREV

MIN	AVG	MAX

STEP 2

Apply this margin to the parts:

If a NEW price for a part in ANY region would be changed +/- or more of previous price, adjust the part's new price to be within spec. Change this "safety" percentage as needed.

Calculate prices and view results

Compare your results to another category

Priority	Category_PM	Notes	# parts
C	Commodities	Items costing less than \$10.	221

If the manager wants to compare a given category's new prices against another category's, they select that other category here. This displays a comparison table in the space where you are reading this.

MAX



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

100007896 NON-catalog part
WSHR-BOLT SEALING,OLT,.615 IDx1.193 OD

Category (PM): **Commodities**

Reviewed by me: PM responsible: [blurred]
 Assign this to (suggestion): [blurred]
 Production Status (current): [blurred]
 Recommend new status: [blurred]

Category (PM): **Commodities**

FILTER BY Use wildcards (*) were applicable Cost chg of +/-15% ONLY

Category (PM-defined): [dropdown] Cost NEW between \$ [] and []
 Mgmt's keyword tag: [dropdown] Cost NEW characteristic
 SAP Matl Grp: [dropdown]
 * Keyword(s) in desc: **wshr***
 * Model: [] Only show zero-stock parts?
 - ALL (as filtered here) -
 Increased
 Decreased
 Unchanged

In Catalog or not? **No** Prod Eng. [dropdown]
 Reviewed by me or not? **Both** Has EX/RP or not? **Both**

Apply filter **Drop filter**

SORT BY Ascend/descen
 SORT #1 [dropdown] **ASC** [dropdown]
 SORT #2 [dropdown] **ASC** [dropdown]
 SORT #3 [dropdown] **ASC** [dropdown]

Click "Apply Filter", left, when done.

*** FILTERED *** Click the <Drop filter> button, above *** FILTERED *** Click the <Drop filter> button, above *** FILTERED *** Click the <Drop filter> button, above *** FILTERED *** Click the <Drop filter> button, above *** FILTERED ***

PRICE Basic info

Standard **Standard** **Repair** **EX** **Core**

Cost OLD [blurred]
Cost NEW [blurred]
% chg in cost [blurred]
 Purchaser: [blurred]
 MG3 margin: [blurred]
 Procurement: [blurred]
 Target margin: [blurred]
 Margin reason: [blurred]

Suggested USA price (based on target margin): [blurred]

	USA		
Price previous:	[blurred]	[blurred]	[blurred]
Set by:			
Reason:			

New price for FY11 [blurred] [blurred] [blurred]

CALCULATORS

[blurred calculator interface]

MARGIN

Price % chg from prev:	[blurred]	[blurred]	[blurred]
Set by:			
Date set:			
Reason:			

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

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

Previous year's information.

This year's information.

"Reason" is an editable field, but it is initially populated by the application based on what was done. For categorized price setting on the previous screen, the comment will reflect that.

