

ProTrac Software Pricing

Distribution Pricing with ProTrac: This report shows the results of the Pricing Process used by ProTrac. To arrive at these columns of prices, we started with an Excel document with all of the pricing from SGS Manufacturing. In ProTrac the Product Lines and Product classes had been assigned and the pricing formulas were created for both the PL and Class. Once this was done we prepared the Excel document by creating a computer readable file. That Excel file was copied into ProTrac where we set up 10700

plus new items in about 2 seconds.

When that was complete we updated pricing for the SGS Products. ProTrac used the SGS pricing formula that the distributor had already set up and applied those discounts to all items in the Product Line and Class. For this update ProTrac has an SGS Product Line and under that PL there are 14 Classes of product, each with a different pricing formula.

*** ProTrac TEST TEST TES TST 08/26/09
 ProTrac(R) 8.21.03
 Mel

PAGE: 1

Inventory Price\Qty Listing Report THIS REPORT SHOWS COST AND PRICING OF PRODUCT LINE ZALL68

THE COST OF SGS 10000 IS 4.3552 THE LIST PRICE IS ESTABLISHED BY TAKING THIS COST Xs 200%
 THE DISCOUNT FOR ALL LEVELS OF PRICING IS 30% - PROTRAC PRICING INCLUDES THE LIST AND 11
 CUSTOMER PRICES, (6 pricing levels are displayed). To calculate the different levels of Pricing the
 Pricing calculation screen is displayed.
 The Naming convention used for a distributor, is determined by the distributor. Each Name field has 8
 Alpha Numeric Characters in each price name field.

From: SCS 10000 CLASS CODE ZALL68
 To: SCS 10300 CLASS CODE ZALL68
 Sort Order: P/L, Body, Pre, Suf

P/L	Item Number	Description	Std Cst	List	LVL 1	LVL 2	LVL 3	PRICE A	PRICE B
SCS	10000	SA-1 C BUR	4.3552	8.71	6.10	6.10	6.10	6.10	6.10
SCS	10003	SA-1 D/C C BUR	4.3552	8.71	6.10	6.10	6.10	6.10	6.10
SCS	10015		6.6368	13.27	9.29	9.29	9.29	9.29	9.29
SCS	10025		6.3072	12.61				8.83	8.83
SCS	10028		6.3072	12.61				8.83	8.83
SCS	10050		5.6896	11.38				7.97	7.97
SCS	10053		5.6896	11.38				7.97	7.97
SCS	10075		6.1312	12.26				8.58	8.58
SCS	10078		6.1312	12.26				8.58	8.58
SCS	10085		9.6192	19.24				13.47	13.47
SCS	10100		7.2768	14.55				10.19	10.19
SCS	10103		7.2768	14.55				10.19	10.19
SCS	10125		8.0672	16.13				11.29	11.29
SCS	10128		8.0672	16.13				11.29	11.29
SCS	10150		8.8640	17.73				12.41	12.41
SCS	10153		8.8640	17.73				12.41	12.41
SCS	10175		9.5552	19.11				13.38	13.38
SCS	10178		9.5552	19.11				13.38	13.38
SCS	10185		13.7632	27.53				19.27	19.27
SCS	10200		12.0352	24.07				16.85	16.85
SCS	10203		12.0352	24.07				16.85	16.85
SCS	10250		17.9200	35.84				25.09	25.09
SCS	10253		17.9200	35.84				25.09	25.09
SCS	10300		22.5408	45.08	31.56	31.56	31.56	31.56	31.56

SGS Pricing Formulas

Price Level	Prct	%GM	New Price
CoreCost	100.00	%	CoreSell
SPEC	70.00	%	list
List	200.00	%	std cst
PRICE A	70.00	%	List
PRICE B	70.00	%	list
PRICE C	70.00	%	list
LOE MFG	70.00	%	list
SML MFG	70.00	%	list
COOP	70.00	%	list
LVL 1A	70.00	%	list
LVL 2A	70.00	%	list
LVL 3A	70.00	%	list
Avg Cst	100.00	%	Avg Cst
Curr Cst	100.00	%	Curr Cst
Std Cst	100.00	%	Std Cst

Cost Decimal Places: 4

Save Cancel
Copy Prt

The SGS Pricing Formula screen is where all of the base pricing is done in ProTrac. This display has all of the base pricing for the ZALL68 Class Code at 30% LIST LESS. If one of the pricing levels was COST PLUS then the center column would contain the letters, GM for Gross Margin. The 3rd column would have the words Std Cst. This would give you a 42.5 % Gross Margin against Standard Cost. With ProTrac you can have both Cost Plus and Less Less Pricing for any Product Line and or Class Code

ProTrac has extensive pricing options ProTrac has 11 prices per Product Line and or Product Class. The normal Pricing levels take care of the majority of your pricing requirements.

Price ID:, ProTrac provides a Pricing ID which allows the distributor to assign special pricing by Product Line, By Class, or by an item in the inventory. The pricing can be COST PLUS or LIST LESS for an entire Product Line or Product Class, or for a single item. This pricing can be assigned to a single customer or it can be offered to other customers.

CONTRACT PRICING: You may need more customer specific pricing for your operation. With ProTrac you have the ability to set up as many customer specific prices as you need. A Customer Matrix can be assigned to a customer with up to 9,999 different pricing contracts with unlimited items on the Contract. **CONTRACT PRICES CAN HAVE A START AND END DATE**

REBATES: If the items on the Pricing Contract are ON A VENDOR REBATE PROGRAM, ProTrac will track and report those rebates

PRICING ID WITH PROTRAC

PRICING ID WITH PROTRAC
 This display is designed to handle special pricing for one or many customers. The pricing variations possible include special pricing for an entire Product Line or Class Code or a single item within a PL or CC. The pricing can be LIST LESS OR COST PLUS. There are two SGS products, one from Class Code ZALL68 and one from ENA72. You may want to give a customer or many customers a discount for the entire ZALL68 Class Code. To do that you would put both in their respective boxes, no items would be listed and then you would decide on the discount, either Cost Plus or List Less.

P/L	Class Code	Item Number	PrcntMrkUp	Price Level	Discount
BA	CHEV		%	SPEC	95.00
GAA		18021	GM	LGE MFG	38.50
HAF		AF1028	GM	STD CST	38.20
MLT	ETool	0602-22	%	PRICE B	90.00
RYB		4281BPI	GM	STD CST	42.90
SCI	BANDS	SCB 05	%	PRICE A	85.00
SCI	BANDS	SCB 13	GM	STD CST	39.00
SGS	ZALL68	10003	%	LIST	35.00
SGS	ENA72	10015	GM	LIST	36.00

CONTRACT PRICING WITH PROTRAC

CONTRACT PRICING WITH PROTRAC
 You may want to put together a contract price for a customer. That may asking for special pricing for a project. This pricing option also has the ability to handle vendor rebates if your vendors have rebate programs. Rebate reports can be generated by ProTrac which can be sent to the vendor.

P/L	Item Number	Contract Price	Contract Cost	Rebate	Comm %
DTQ	D50016	69.13	39.5500	No	0.00
DTQ	D70009	74.73	42.7500	No	0.00
MLT	A1-300	131.10	75.0000	Yes	0.00
SGS	10000	7.35	4.3552	No	0.00
SGS	10103	10.55	7.2768	No	0.00
SL	AL03601	1.31	0.5500	Yes	0.00
SL	AL3691	1.27	0.6200	Yes	0.00
SL	SL20689	19.49	8.9500	Yes	0.00
SL	SL50901	235.98	95.0000	Yes	0.00

PROMOTIONAL PRICING WITH PROTRAC: Most distributors have a need to move product off of the shelves, which is not moving, or has a special price from a vendor for a period of time. The ProTrac Promotional program is designed to give the distributor a quick and easy way to move this product, without having to spend extra staff time to set up the pricing. For this Promo the Dimnd20 Class was selected and the pricing done with an auto calculation by ProTrac.

TST-Sales Promotions

Sales Promotions TST ProTrac(R) 8.21.03 MDC sp0001

Search: 0 **PROMOTIONAL PRICING WITH PROTRAC**

Sales Promotion Maint				
Promo Number	Promo Type	Effect Date	Ending Date	Active Promo
1	FLYER	04/01/2009	05/31/2009	No
4	SPRING	05/01/2009	05/31/2009	No
5	AUTO	08/01/2009	10/31/2009	Yes
6	ELCTRIC	07/01/2009	11/30/2009	Yes
8	SPECIAL	05/01/2009	07/01/2009	Yes
9	HOLIDAY	06/20/2009	07/15/2009	Yes
10	FALL 09	09/01/2009	12/31/2009	Yes
12	INDSTRL	08/26/2009	01/01/2009	Yes

To give our customers the most flexibility when it comes to moving products, ProTrac also offers Promotional Pricing. This program is set up to move product to all customers for a special price. The promotion has a beginning and ending date. You can do your own calculation to arrive at your promotional price, or you can have Protrac Auto Calculate the range of items on the Promo

Active
 Inactive
 Both

Add	Edit	Delete	Find	Notes	Continue->
↑ Rpt	Cogy	Activate	Deactivate	Exit	

Sales Promo Detail sp0002

Sales Promo No: 12 **PROMOTIONAL PRICING W PROTRAC** Type: INDST

Effective Date: 08/26/2009 Ending Date: 01/01/2009

Item Number: SGS 91266 Active: Yes

P/L	Item Number	Disc %	Prc Level	Class	Sale Price	/
SGS	91266	0.95	LVL 1A	DIMND20	2.09	
SGS	91267	0.95	LVL 1A	DIMND20	2.23	
SGS	91268	0.95	LVL 1A	DIMND20	2.09	
SGS	91269	0.95	LVL 1A	DIMND20	2.23	
SGS	91270	0.95	LVL 1A	DIMND20	1.90	
SGS	91271	0.95	LVL 1A	DIMND20	2.04	
SGS	91272	0.95	LVL 1A	DIMND20	1.90	
SGS	91273	0.95	LVL 1A	DIMND20	2.04	
SGS	91274	0.95	LVL 1A	DIMND20	2.04	
SGS	91275	0.95	LVL 1A	DIMND20	2.11	
SGS	91276	0.95	LVL 1A	DIMND20	2.04	
SGS	91277	0.95	LVL 1A	DIMND20	2.11	

For this example the Diamond 20 Class of Product was used in this promotion. The promotion gives all customers an additional 5% discount off of the LVL 1A pricing level. This promotion runs from 8- 26- 2009 until 01- 01- 2010. On the last day of the Promotion it would become inactive until you reactivated the promotion.

Enter data or press ESC to end.

QUANTITY BASED PRICING BY ITEM AND BY INDIVIDUAL CUSTOMER

Customer Price Breaks ivm0004

Quantity Based Price by Item and Customer Price Chg: 08/27/2009 By: MDC

P/L	Item Number	T	Price Level	BreakQty	Break \$ or %	/
SGS	10000	P	PRICE A	12	95.00	
SGS	10000	P	PRICE A	24	92.00	
SGS	10000	P	PRICE A	36	90.00	

QUANTITY BREAKS BY ITEM AND BY INDIVIDUAL CUSTOMER
 Quantity breaks has been a part of distribution forever. ProTrac has always had quantity breaks, but we have added the ability for a distributor to have special quantity breaks for individual customers. Customer A might pay 1.00 a piece when they purchase 12 items. Customer B might pay 1.10 a piece when they purchase the same 12 items. To reduce the work load you can copy a Quantity based price from one customer to another.

Add Edit Delete Export Exit

Enter data or press ESC to end.

This page displays the Quantity Based Price file which is a part of the 14TH Steet Construction's Customer Master File. This pricing can be set up for an item or an item and customer.

The ProTrac Order Entry Screen is displaying the SGS 10000 product with the last time the customer purchased this product, how many they purchased and what they paid for the product. The information displayed is a part of the normal ProTrac Order Entry. If you have given permission for your SR to barter an F9 would drop down a calculator

PROTRAC'S ORDER ENTRY SCREEN

TST-POS Part 2 POS Part 2 TST ProTrac(R) 8.21.03 MDC pos0009

Acct No: 14THST01 Phone: (972)963-5689 Order No: 4466 Order Type: P
 Name: 14TH STREET CONSTRUCTION Ship Name: 14TH STREET AIRCRAFT

P/L	Item Number	Description	T	Qty	SellPrice /	CoreSell	Extended	T
SGS	10000	SA-1 C BUR	S	12	5.80	0.00	36.60	N

QTY BASE PRICING IN ORDER ENTRY
 The SGS 10000 product was ordered by the customer. They want 12 of the units. ProTrac Displays the last time that they purchased item, how many they purchased and at what price. It also displays the price of the next quantity break, which is \$5.61. Your SR can attempt to upsell the customer on the better price for ordering the larger quantity.

Line: 1 Of: 1 Sub Tot: 0.00 Tax: 0.00 Total: 0.00
 Desc: SA-1 C BUR SA01 Wght: 0.00
 List: 8.71 Notes: N Last Purchase: 08/26/09 - Qty: 1 @ 7.38
 Stocked: Yes Next Qty Brk: 24 @ 5.61 CM%: 0.00
 QOH: 16 AVAIL: 15
 QOO: 0 VBO: 0 CBO: 0

Sort Cancel Back Finish

TAB/BACK-TAB=Navigate, ?=Price Browse, F9=Calculator, F8=Item Browse