



PRICING, ADJUSTMENTS, AND REBATES MADE SIMPLE

Effectively Drive Pricing Performance

PAR extends the functionality of sales order in Microsoft Dynamics. Designed to facilitate the billing and remittance issues when selling to retail chains, PAR also provides powerful tools for budgeting and performance tracking.

PAR automatically calculates pricing and allowances following order entries, as well as measures anticipated and actual impact of rebates, adjustments, and allowances on margin and commission. Total costs are known and available, and data is generated for analysis of program effectiveness. PAR can solve any problems related to inaccurate pricing by automating the pricing assurance process.

BENEFITS

- Reduce Pricing Errors
- Minimize Reconciliation Costs
- Improve Visibility of Pricing and Allowance Details
- Simplify Deduction Entries
- Calculate Pricing and Allowances Automatically Following Order Entry
- Account for Multiple Pricing Adjustments
- Track Performance & Total Costs
- Scenario Analysis for Advertising Campaigns

Added Pricing Functionality provides for pricing adjustments by invoice line

Commissions can be calculated for up to 4 salespersons

Item Number	QA-DEMO-A	Price Level	DEMO	Contract Group	RETAILER - A
Demo Product A		Site ID	WAREHOUSE	Contract Date	4/12/2007
Qty Ordered	100.00	Ship To Address	STORE 1	Base Contract	A-100A-BASE
Qty To Invoice	100.00	Shipping Method		Promo 1	A-100A-PROMO
U of M	EA	Sales Territory		Promo 2	
Qty Available	100.00			Promo 3	

Item	Calc	Invoice	Per Unit	Invoice
List Price	\$6.50	Method	6.50	650.00
Deal Discount	- 1.00 \$ / Unit	Off List	1.00000	100.00
Promo Allowance	- 0.00 % / Unit	Off List	0.00000	0.00
Coupons	- 5.00 % / Unit	Off List	0.27500	27.50
Free Product	- 0.50 \$ / Unit	Off Invoice	0.50000	50.00
Volume Rebate	- 0.00 % / Unit	Off Invoice	0.00000	0.00
Coop Advertise	- 0.00 % / Unit	Accrue	0.00000	0.00
Damages	- 1.00 % / Unit	Accrue	0.05225	5.23
Returns	- 0.00 % / Unit	Accrue	0.00000	0.00
Miscellaneous	- 0.00 \$ / Unit	Off Invoice	0.00000	0.00
Charges	+ 0.00 \$ / Order	Off Invoice	0.00000	0.00
Commission 1	- 1.00 % / Unit	Accrue	0.04725	4.73
Commission 2	- 2.00 % / Unit	Accrue	0.09450	9.45
Commission 3	- 6.00 % / Unit	Accrue	0.28350	28.35
Commission 4	- 3.00 % / Unit	Accrue	0.14175	14.18

	Unit	Total
List	6.50	650.00
Off List	1.27	127.50
Inv List	5.22	522.50
Off Inv	0.50	50.00
Inv Net	4.72	472.50
Accrue	0.61	61.94
Net Net	4.10	410.56

Contract Manager creates a contract by linking an item with a customer or customer group and then defining the specifics of that particular combination

PAR Overview

From the sales item detail entry screen, multiple price adjustments, promotion categories and deductions are clearly definable.

Percentage and dollar amount calculation types are available, which can be entered as either deductions or charges. Contracts are date sensitive and allow for limited-time promotions to be added to the basic contract for the customer. Rebates and chargebacks can be easily tracked and applied from cash receipt entry to the General Ledger distribution. Deduction management includes a defined General Ledger and Accrual account for each adjustment line. This allows for the expense to match the exact entity, whether individual, parent/child, or national account.

Utilizing the planning capabilities within **PAR**, a variety of promotional budget scenarios can be created with a simple click of the mouse. Promotional forecasts can run against sales or they can focus on specific ranges of customers and products. Following forecast calculation, suggested quantities and associated revenues are displayed in the promotional scenario. Forecasts quantities and costs can be modified and the process repeated to determine the most successful promotional campaign.

Dynavistics will provide the support you need. Our reliable support desk will be by your side through software implementation and configuration to ensure your complete satisfaction.

Simplify pricing, adjustments, and rebates in your business with **PAR** from Dynavistics.

FEATURES

- Apply positive and negative adjustments by customer and line item during sales order entry
- Track and apply rebates and chargebacks through cash receipt entry
- Measure anticipated and actual effect of rebates, allowances, and adjustments on margin and commission
- Minimal user interaction required
- Multiple cost allocation methods
- Each adjustment posts to separate GL accounts

SL Budget Detail								
Budget		CUST & ITEMS		Customer	1A - LOCATION 1	Item Cost	Standard Cost	2.50
Budget Type		By Customer		Item	QA-DEMO-A	Freight	% of Price	3.00
Budget Detail		Customer and Items		Item Class	DEMO	Commission	% of Net Price	5.00
Forecast Type		Project from History		U of M	EA	Other 1		
Start Date		1/1/2007		Quantity	864.00	Other 2		
End Date		12/31/2007						
Year	Period	Units	List Price	Allowances	Net Sale	Item Cost	Other Costs	Profit
2007	Period 1	11.00	55.00	13.61	41.38	27.50	3.71	10.16
2007	Period 2	22.00	110.00	27.23	82.76	55.00	7.43	20.32
2007	Period 3	33.00	165.00	40.85	124.14	82.50	11.15	30.48
2007	Period 4	44.00	220.00	76.47	143.52	110.00	13.77	19.75
2007	Period 5	55.00	275.00	95.59	179.41	137.50	17.22	24.68
2007	Period 6	66.00	330.00	114.70	215.29	165.00	20.66	29.62
2007	Period 7	77.00	385.00	133.82	251.17	192.50	24.10	34.56
2007	Period 8	88.00	440.00	152.94	287.05	220.00	27.55	39.50
2007	Period 9	99.00	495.00	172.06	322.93	247.50	30.99	44.44
2007	Period 10	112.00	560.00	194.65	365.34	280.00	35.06	50.27
2007	Period 11	123.00	615.00	213.77	401.22	307.50	38.51	55.21
2007	Period 12	134.00	670.00	232.89	437.10	335.00	41.95	60.15
		864.00	4,320.00	1,468.63	2,851.36	2,160.00	272.16	419.19

ABOUT DYNAVISTICS

Dynavistics is an international firm that distributes a wide range of enterprise-level software that is easy to operate and understand.

Dynavistics will work with your company to develop a software and service solution that meets your unique needs for growing and managing your business.

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