



**VAST ENTERPRISE
SETUP AND USE
WHOLESALE PRICING**

**VAST ENTERPRISE
RETAIL V 7.1 and Greater
MULTI-STORE V 3.1 and Greater**

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INTRODUCTION

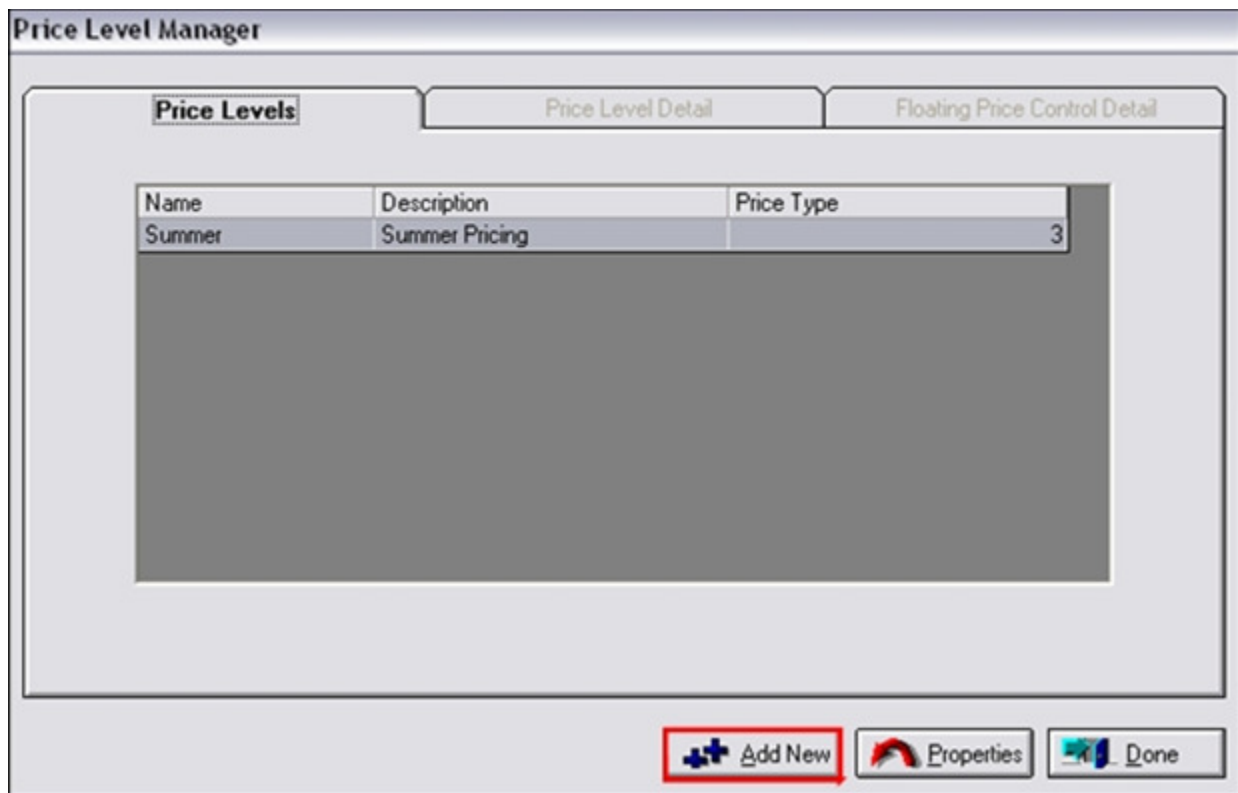
In this version of VAST Enterprise, several new pricing methods are now available to you. These pricing options were originally designed for, and work in conjunction with the VAST Enterprise product for wholesale, but can also be used by Multi-Store and Single Shop users for a variety of purposes. These features will allow you to create individual price levels, use policies to assign prices to individual or groups of parts within these price levels, and then assign the price levels to customer. Please see the steps listed below for a detailed explanation of how to use these features.

PRICE LEVEL MANAGER

Price levels allow you to create a unique set of prices for all or certain parts. When you create a price level, all of the part numbers that currently exist on your item table will be copied into the price level with a zero price. You can then use Price Controls (covered in the next section) to set prices for individual or groups of parts.

To Create a Price Level

1. Open **VAST Maintenance** and go to **PRICE LEVEL MANAGER**. You will be taken to the following screen.



2. Click **Add New**.
3. Enter a **Name**, **Description** and **Price Type**, as shown in the picture on the following page.

The three options for Price Type are:

- **Normal** – this is a base level price.
- **Special** – this is a base level price that has a set begin and end date (after the end date passes, the prices will no longer appear in VAST).

The screenshot shows the 'Price Level Manager' window with the 'Price Level Detail' tab selected. The 'Price Level' section contains the following fields:

- Price Level Name: GDYR10
- Description: 10% off GDYR
- Price Type: Special (selected in dropdown)
- Special Price Start-Date: 10/01/2010
- Special Price Stop-Date: 10/31/2010

The 'Select Sales Locations' section contains a table with the following data:

Sales Location ID	Description
<input checked="" type="checkbox"/> 1050	AFS Retail - 1050

Buttons at the bottom include 'Reset', 'Select All', 'Cancel', 'Save', 'Add New', 'Properties', and 'Done'.

- **Float** – this is a price that is calculated at the time the part is entered on the Parts Entry screen. If you select this type of price, the calculations will be used for ALL parts, unlike the other options where you can specify pricing for specific parts.
 - a. If you select the “**Float**” Price Type option, the **SET FLOATING PRICE** button will appear, as shown below.

The screenshot shows the 'Price Level Manager' window with the 'Price Level Detail' tab selected. The 'Price Level' section contains the following fields:

- Price Level Name: QKCARD
- Description: QuickCard
- Price Type: Float (selected in dropdown)

The 'Set Floating Price' button is highlighted with a red box. A red arrow points from this button to the 'SET FLOATING PRICE' text in the text above. The 'Select Sales Locations' section contains a table with the following data:

Sales Location ID	Description
<input checked="" type="checkbox"/> 1050	AFS Retail - 1050

Buttons at the bottom include 'Reset', 'Select All', 'Cancel', 'Save', 'Add New', 'Properties', and 'Done'.

- b. Click the **SET FLOATING PRICE** button and the “Price Control Detail” screen will appear, as shown below.

Price Levels	Price Level Detail	Floating Price Control Detail
Price Level Description	QuickCard	Calculation Method
Base	Last Cost	Markup
		Dollar Markup
		\$5.00
		Percent Amount
		35.00%
	<input checked="" type="checkbox"/> Round Price to Cent Amount	
Round Cents Amount	99	
		<input type="button" value="X Cancel"/> <input type="button" value="✓ Save"/>

- c. The “**Price Level Description**” will be entered for you automatically, based on the name of the price level.
- d. Click on the “**Base**” drop-down menu and select the price you want to use as the base price for the calculation. You can use another “normal” type price level, or one of three cost options: Avg Cost, Last Cost, or Standard (part) Cost.
- e. Click on the “**Calculation Method**” drop-down menu and select either “Markup” or “Gross”. (Gross is to be used for Gross margin markup calculations)
- f. If you would like to add or subtract a specific dollar amount from the final price of the calculation, you can enter it in the “**Dollar Markup**” field.
- g. If you would like to calculate the price based on a percentage, you can enter that value in the “**Percent Amount**” field.

NOTE - Please be aware that you can use one or both the “Dollar Markup” and “Percent Amount” fields to calculate a price. The percentage amount will always be calculated before the dollar amount.

- h. If you would like the price rounded to a specific cents amount, put a checkmark in the “**Round Price to Cent Amount**” checkbox. Then enter the cents value you want to use into the “**Round Cents Amount**” textbox.

Example: For an example of how the price of a part would be calculated based on the options we have set in the picture on page 4 – let’s say that we have part number “ABC” which has a last cost of \$26.75. First, the price would be marked up 35%, then the \$5.00 dollar markup would be added, and finally the calculated price would be rounded to end in 99 cents, for a final calculated price of \$41.99.

- i. When you are finished, click **SAVE** to save your changes. You will be returned to the Price Level Detail screen, as shown below.

Price Level Manager

Price Levels **Price Level Detail** Floating Price Control Detail

Price Level

Price Level Name: QKCARD

Description: QuickCard

Price Type: Float

Set Floating Price

Select Sales Locations

Sales Location ID	Description
<input checked="" type="checkbox"/> 1050	AFS Retail - 1050

Reset Select All

Cancel **Save**

Add New Properties Done

4. Put a checkmark in the box next to your shop number and click **SAVE** to save your Price Level.

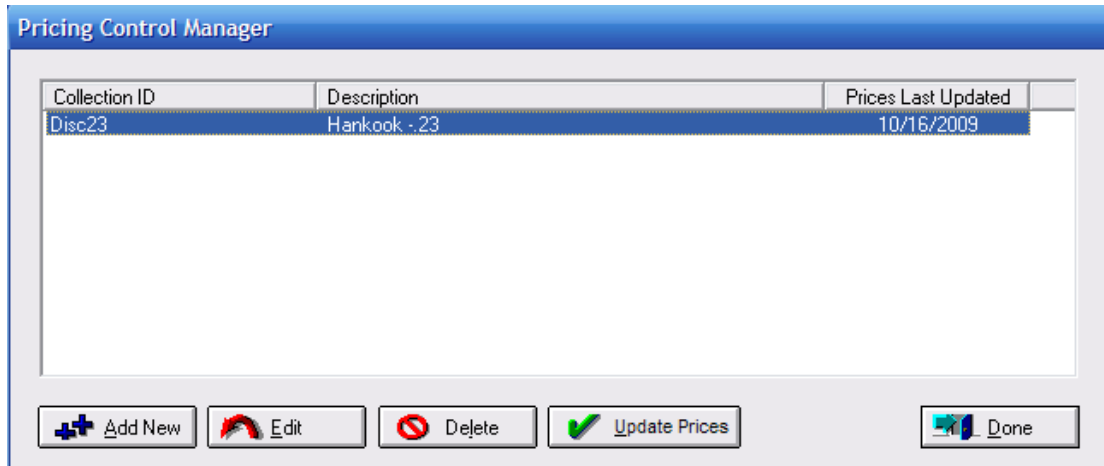
***Multi-Store Users:** You can login in as the office and select all shops where you would like to create a price level. Please keep in mind that creating price levels for multiple shops may take several minutes.

PRICE CONTROL MANAGER

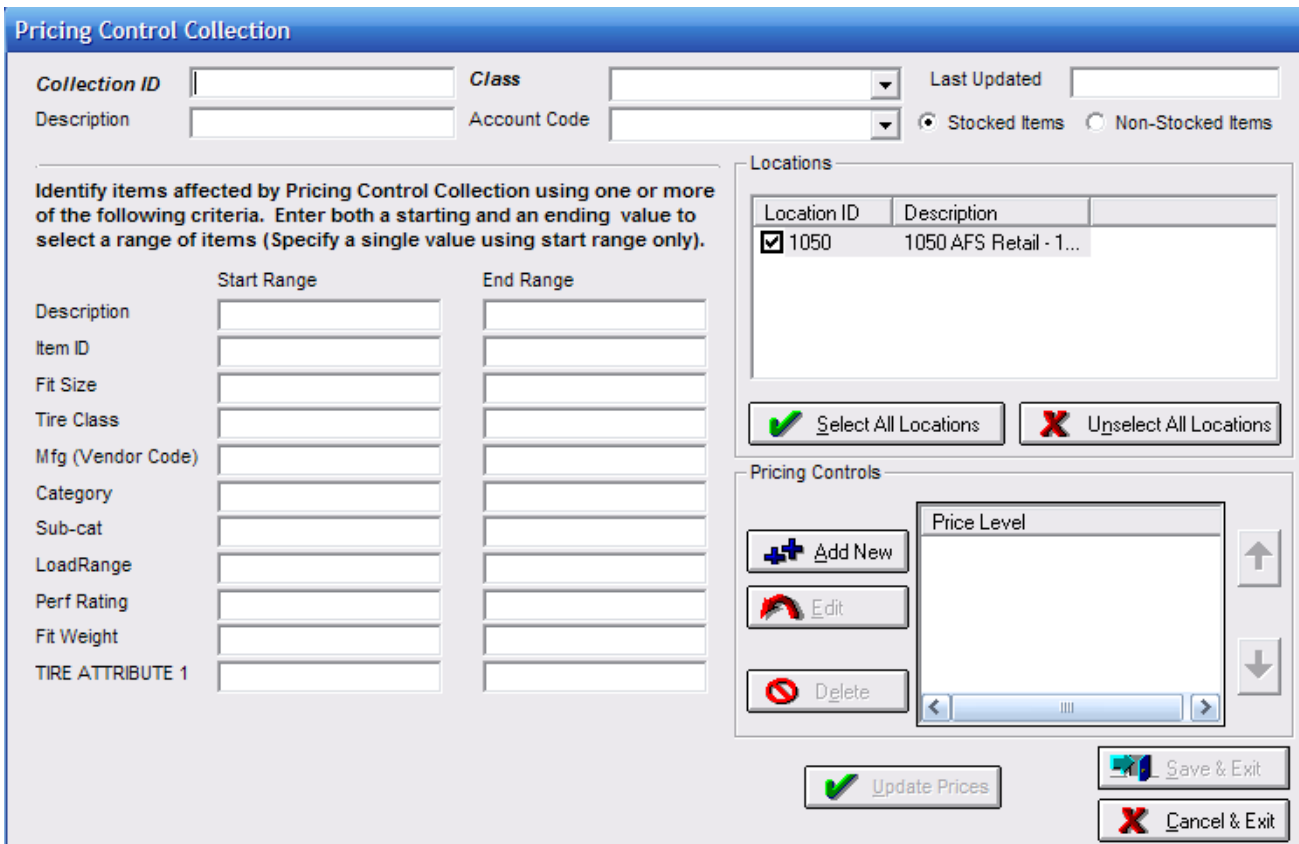
Price Control Manager gives you the ability to assign prices to your price levels by allowing you to select parts by class, description, and many other attributes. You can then change the prices for these parts by entering rounding values, dollar or percentage markups, as well as many other options. This section will give you a detailed explanation of all the pricing options that are available to you.

To Create Price Controls

1. Open **VAST MAINTENANCE** and go to **PRICE CONTROL MANAGER**. You will see the following screen appear.



2. Click the **Add New** button. The Pricing Control Collection screen will appear as shown below.



3. In the top portion of the screen, enter a value in the “**CollectionID**” field. This can be any unique number you want to use.
4. Then enter a description for this price control in the “**Description**” field.
5. Next, click on the “**Class**” drop-down menu and select the sales class for the parts you want to assign prices to. Optionally, you can also select a specific account code by clicking inside the “**Account Code**” drop-down menu.
6. Then, select whether this price control will apply to inventoriable or non-inventoriable parts by selecting either the “**Stocked items**” (inventoriable) or the “**Non-Stocked Items**” (non-inventoriable) radio button.
7. In the bottom portion of the screen you can narrow down your parts selection further by using any of the following criteria:
 - **Description**
 - **ItemID** (Part Number)
 - **Fit Size** (Search Size)
 - **Tire Class** (P/LT)
 - **Mfg** (Vendor Code)
 - **Category** (Tire Type)
 - **Sub-cat** (Tire Walls)
 - **LoadRange** (Load Range/Ply)
 - **Perf Rating** (Speed Rating)
 - **Fit Weight** (Weight)
 - **Tire Attribute** (Additional Information)
8. You can use one or more criteria options. You can also specify a range of values by using both the “**Start Range**” and “**End Range**” columns, or you can specify a single value by using the “**Start Range**” column only. Please see the following examples for more information.

Example 1 – If you wanted to ONLY updated prices for all parts with the manufacturer code “GDYR”, you would enter “GDYR” into the Start Range column of the “Mfg” field, as shown below.

The screenshot shows the 'Pricing Control Collection' window. At the top, 'Collection ID' is 4141001, 'Class' is '31 - Goodyear Pass', and 'Description' is 'Goodyear Tires'. The 'Mfg (Vendor Code)' field in the criteria table is highlighted with a red box and contains the text 'GDYR'. The 'Locations' table on the right shows '1050' selected. The 'Update Prices' button is visible at the bottom.

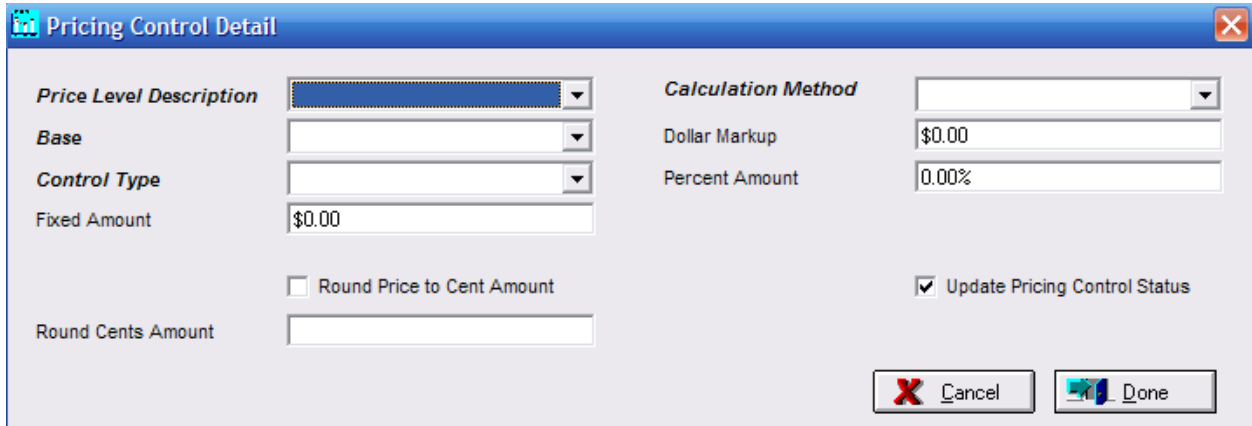
Criteria	Start Range	End Range
Description		
Item ID		
Fit Size		
Tire Class		
Mfg (Vendor Code)	GDYR	
Category		
Sub-cat		
LoadRange		
Perf Rating		
Fit Weight		
TIRE ATTRIBUTE 1		

Example 2 – If you wanted to update prices for all parts with a weight between 50 and 60, you would enter “50” in the Start Range column and “60” in the End Range column of the “Fit Weight” field.

The screenshot shows the 'Pricing Control Collection' window. At the top, 'Collection ID' is 4141002, 'Class' is '31 - Goodyear Pass', and 'Description' is 'Tires - weight'. The 'Fit Weight' field in the criteria table is highlighted with a red box, with '50' in the 'Start Range' and '60' in the 'End Range' columns. The 'Locations' table on the right shows '1050' selected. The 'Update Prices' button is visible at the bottom.

Criteria	Start Range	End Range
Description		
Item ID		
Fit Size		
Tire Class		
Mfg (Vendor Code)		
Category		
Sub-cat		
LoadRange		
Perf Rating		
Fit Weight	50	60
TIRE ATTRIBUTE 1		

9. Then put a checkmark in the **LocationID** checkbox for each shop you want to update. You can use the “**Select All Locations**” and “**Unselect All Locations**” buttons if needed to check/uncheck all shops.
10. Then click **Add New** under Price Controls to set the price calculation options. You will see the following screen appear.

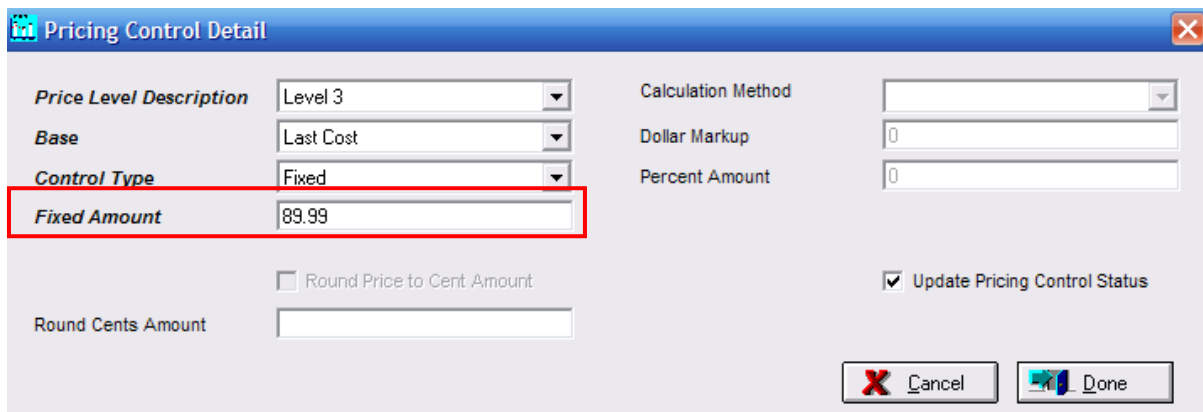


NOTE - Please be aware that only the Normal and Special pricing level can be entered in the Price Level Description. The Float pricing level cannot be used in the Pricing Control Detail screen.

11. Click on the “**Price Level Description**” drop-down menu and select which price level you want to update.
12. Then click on the “**Base**” drop-down menu and select what you want to use as a base price for the calculation.
13. Next, click on the “**Control Type**” drop-down menu and select whether you want to use a “**fixed**” price or a “**standard**” price. A fixed price allows you to set a specific price to be used for all parts affected by the price control, where a standard price allows you to set criteria for the price to be calculated.

If you select a “Fixed” price:

- a. All of the other options will be greyed out, and you will see the “**Fixed Amount**” textbox appear, where you can enter the price you want to use for all parts, as shown below.



If you select a “Standard” price:

- a. Click on the “**Calculation Method**” drop-down menu and select either “**Markup**” or “**Gross**”. The mathematical calculations for these two options is as follows:
 - **Markup** – Base Price + (Base Price*Percent Amount) = Calculation Price

- **Gross** – Base Price / (1-Percent Amount) = Calculated Price
- b. If you would like to add or subtract a specific dollar amount from the final price of the calculation, you can enter it in the “**Dollar Markup**” field.
 - c. If you would like to calculate the price based on a percentage, you can enter that value in the “**Percent Amount**” field.

NOTE - Please be aware that you can use one or both the “Dollar Markup” and “Percent Amount” fields to calculate a price. The percentage amount will always be calculated before the dollar amount.

- d. If you would like the price rounded to a specific cents amount, put a checkmark in the “**Round Price to Cent Amount**” checkbox. Then enter the cents value you want to use into the “**Round Cents Amount**” textbox. When the price is calculated, the cents value will be replaced with whatever value you have entered in this textbox.
 - e. The “**Update Pricing Control Status**” checkbox will be checked by default, you should leave this box checked.
14. Then click **DONE** to save your changes. You will be returned to the Pricing Control Collection screen.
 15. Click **UPDATE PRICES**. This will set the pricing you have specified.
 16. Click **SAVE & EXIT** to close the screen.