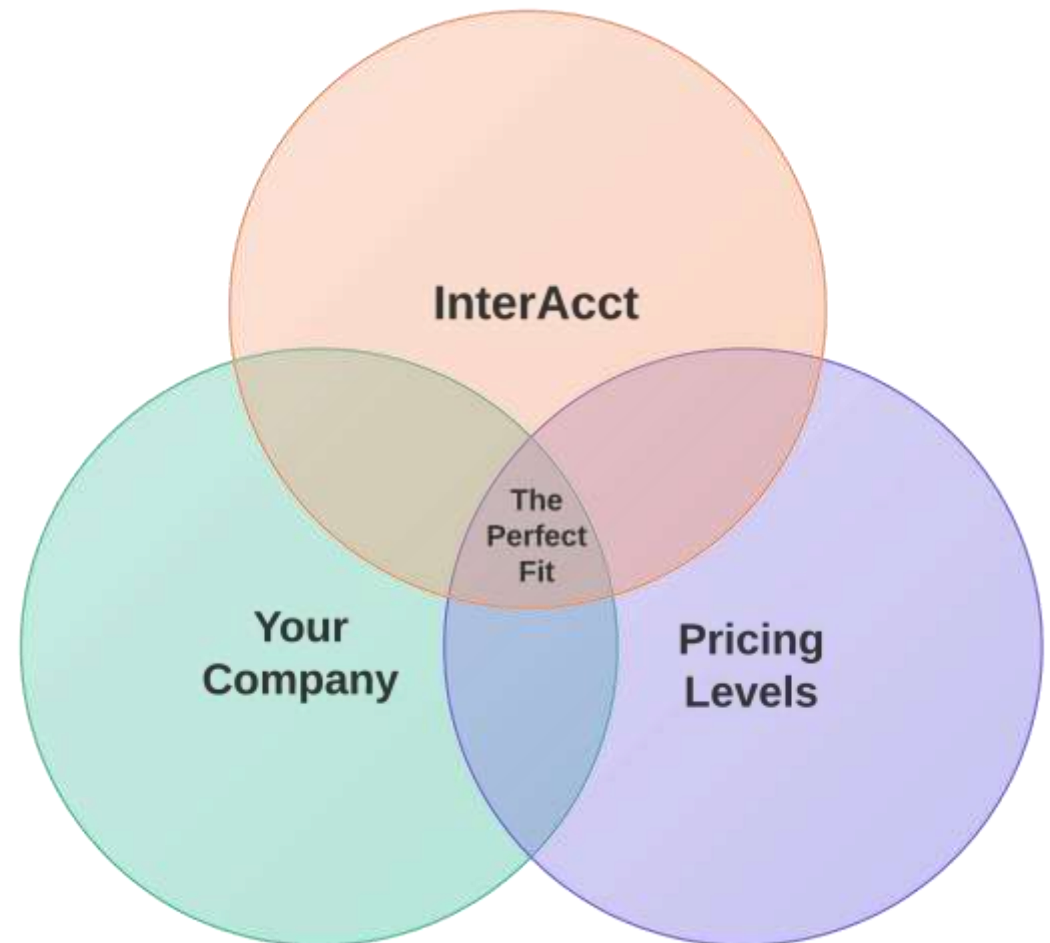




# InterAcct for Multiple Selling Prices

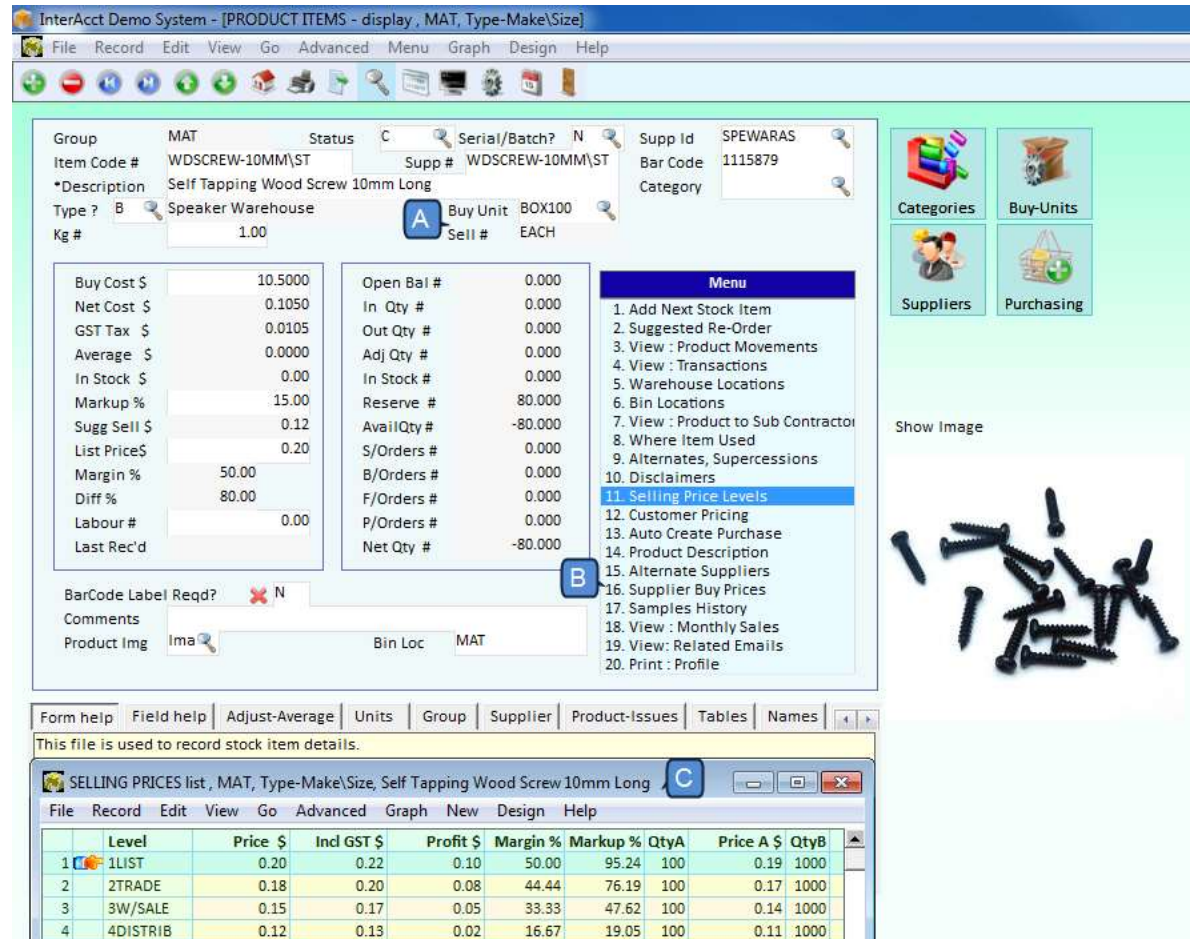
## Why InterAcct?

- ✔ **Price Levels** Often there are many different product pricing agreements made with customers, the Distribution software module automates the correct product pricing process at Order Entry
- ✔ **Quantity Buys** Another factor when determining the correct price is that there may be different sell prices depending on the quantity purchased
- ✔ **Cost Change Alerts** InterAcct alerts the User when a Product Cost changes, so that selling prices can come under review in order to maintain Profit Margins
- ✔ **Discretionary Discounts** If the net sell price is amended via a discount, then this is shown and highlighted
- ✔ **Reporting** It is possible to create numerous reports within InterAcct including a Customer's Personalised Price List



# Stock Item with Selling Price Levels

- A Buy / Sell Units** enabling the purchase of a product in one unit, and sale in another unit of measure
- B Supplier Buy Prices** Allow users to see what the costs are of each product dependent on quantity buy breaks
- C Selling Price Levels** including details of each level Price Excluding / Including GST, Profit \$, Margin and Markup %



The screenshot displays the InterAcct Demo System interface. The main window shows product details for 'Self Tapping Wood Screw 10mm Long' (Item Code # WDSCREW-10MM\ST). Key fields include: Group: MAT, Status: C, Serial/Batch?: N, Supp Id: SPEWARAS, Bar Code: 1115879, Type?: B, Speaker Warehouse, Buy Unit: BOX100, and Sell #: EACH. A 'Menu' on the right lists various actions, with '11. Selling Price Levels' highlighted. Below the menu is a 'Show Image' button and a small image of screws.

A secondary window titled 'SELLING PRICES list, MAT, Type-Make\Size, Self Tapping Wood Screw 10mm Long' is open, showing a table of price levels:

Level	Price \$	Incl GST \$	Profit \$	Margin %	Markup %	QtyA	Price A \$	QtyB
1 1LIST	0.20	0.22	0.10	50.00	95.24	100	0.19	1000
2 2TRADE	0.18	0.20	0.08	44.44	76.19	100	0.17	1000
3 3W/SALE	0.15	0.17	0.05	33.33	47.62	100	0.14	1000
4 4DISTRIB	0.12	0.13	0.02	16.67	19.05	100	0.11	1000

# Product Pricing Structure

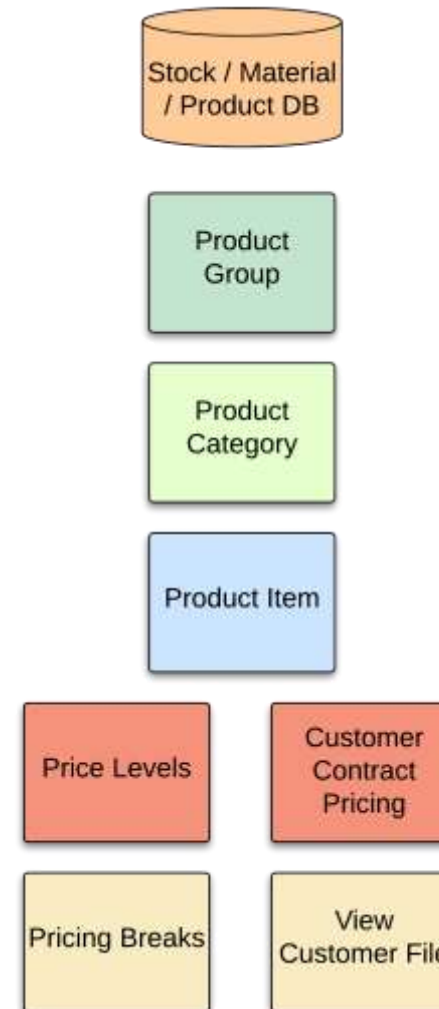
## Relational Database Design:

One Product Item can have multiple Price Levels, as well as multiple Customer related Contract Selling Prices

## Product Groups / Categories

Price Levels are calculated automatically by each Product Group, based on a discount of the List Price

Four Price Levels are included in the standard InterAcct system, although additional levels can be added. For example 'Corporate Group' Price Levels



## Key Features & Advantages

	Feature :	Advantage :	Base?
<b>Price Levels</b>	Each Product can have many Price Levels	A customer can be linked to a Price Level to automatically price products correctly	Option
<b>Quantity Breaks</b>	Each Price Level by Product can have up to ten different Quantity Price Breaks	Incentives can be given to customers to buy in volume. Profit margins can be monitored	Option
<b>Contract Pricing</b>	A customer can have Contract Prices determined by each Product Item	These too can be on a quantity Price Breaks basis with an Expiry or Review date associated with it	Option
<b>By Product Group</b>	A customer can have a different Price Level associated with each Product Group	Discounts can be also offered in addition to the base Price Level	Option
<b>Default Price Level</b>	Where there is no Contract Price, or Price Level by Product Group is entered, there can be a default Price Level with discount linked to a Customer	This is a simple way to control customer pricing, but if not entered, the system defaults to the Product List Prices with a discount offer	Option
<b>Discretionary Discounts</b>	The standard system does not permit a price override as any price adjustments must be via a discount	The discount can be calculated as a percentage and/or discount \$. This is highlighted for security reasons	Option
<b>Sales Analysis File</b>	A detailed sales analysis file enables management to design reports and search on exceptions	Analyse sales by customer type, region, salesperson, product, daily, weekly, etc	Option
<b>Customer Price Lists</b>	Create a personalised Price List for each Customer	Accounts for the three different formulas used in a Sales Order to calculate the correct selling price	Option
<b>Profit Warning</b>	If a product's cost goes up or down, the need to amend selling prices is highlighted	This is a simple way to ensure that the target profit margin by product is maintained	Option

## Screen 1, 2: Selling Prices, Selling Price List

### Selling Prices:

This screen shows the Selling Price for the current level, which in this case is the List Price

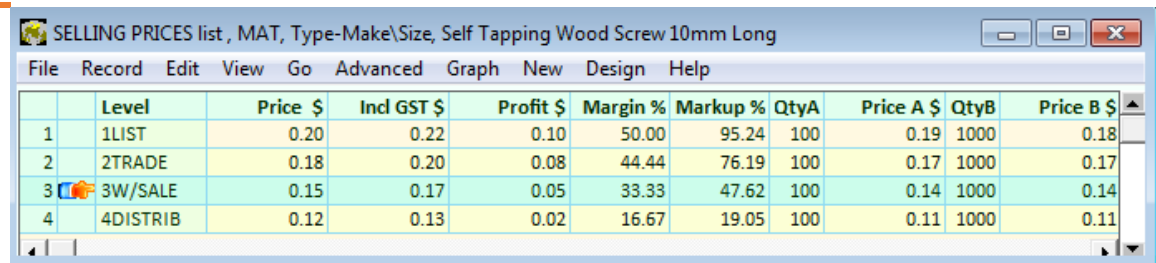
- ✓ Up to ten different Quantity Price Breaks can be added
- ✓ InterAcct automatically calculates the new Gross Profit and Margin % for each selling price



Group	Item	Level	QtyA	QtyB	Price \$	Incl GST \$	Net Cost \$	Profit	Disc Factor	Markup %
MAT	WDSCREW-10MM/ST	1LIST	0	100	0.20	0.22	0.1050	0.10	1.000000	95.24
			101	1000	0.19					
			1001	5000	0.18					
			5001	20000	0.17					

### Selling Price List:

The Selling Price Lists shows all of the base Price Levels, including the Price, GST, Profit, Margin and Markup %. Special Price Levels can also be added



Level	Price \$	Incl GST \$	Profit \$	Margin %	Markup %	QtyA	Price A \$	QtyB	Price B \$
1LIST	0.20	0.22	0.10	50.00	95.24	100	0.19	1000	0.18
2TRADE	0.18	0.20	0.08	44.44	76.19	100	0.17	1000	0.17
3 SW/SALE	0.15	0.17	0.05	33.33	47.62	100	0.14	1000	0.14
4 4DISTRIB	0.12	0.13	0.02	16.67	19.05	100	0.11	1000	0.11

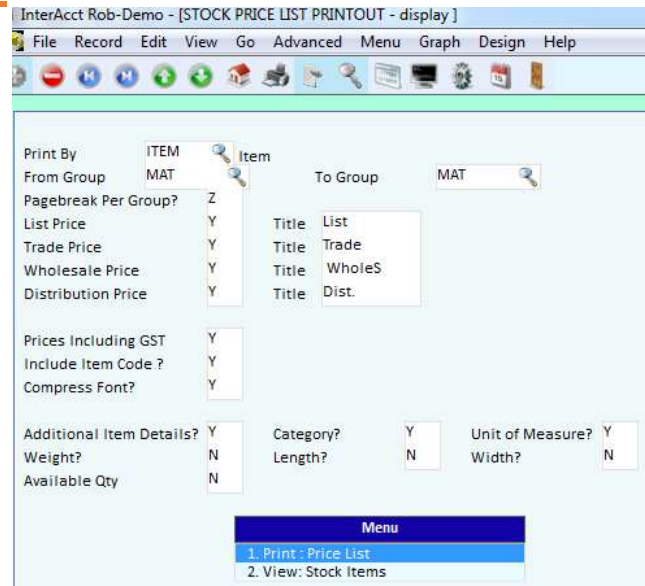
# Screen 3, 4: Report Generator, Price List Report

## Price List Report Generator:

The Price List can sort products by Group and Category, making Product Items easy to locate.

The Generator Screen allows the User to:

- ✓ Select all products, or a range to print
- ✓ Print Page Breaks by each Group
- ✓ Choose which Pricing Levels to print
- ✓ Prices shown including or excluding GST
- ✓ Additional Information Fields
  - Quantity in Stock
  - Weight
  - Length, Width



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## Price List Report:

This example Price List displays:

- ✓ Item Code
- ✓ Item Description
- ✓ Unit of Measure
- ✓ List, Trade, Wholesale and Distributor Price

Page: 1

**PRICE LIST**

All prices are Including GST

Audio Visual Materials/Components							
Item Code	Description	Category	UOM	List	Trade	WholeS	Dist.
CRS-CUS1.15K	Customisable Crossover (1-15khz)		EACH	\$ 46.20	\$ 40.80	\$ 39.00	\$ 37.80
INSFOAM-100M2	Insulation Foam for Speaker Cabinets		M2	\$ 13.20	\$ 11.70	\$ 11.10	\$ 10.70
PLY-5X5.16MM	Speaker Cabinet Ply Wood, 1x1m 16mm Thick		M2	\$ 41.80	\$ 36.50	\$ 35.00	\$ 34.20
SC-COM\HNG.100INCH	ScreenTechnic Commercial Hanging 100inch Screen White		EACH	\$ 1,012.00	\$ 900.00	\$ 860.00	\$ 830.00
SC-VERTPRJ	ScreenTechnic Vertical Projector Lifter		EACH	\$ 1,980.00	\$ 1,700.00	\$ 1,620.00	\$ 1,600.00
SLD-1M	Electrical Solder 1M Roll		10CM	\$ 0.55	\$ 0.45	\$ 0.38	\$ 0.35
SPK-TERM	Gold Plated Speaker Terminals for Cabinets		EACH	\$ 7.70	\$ 6.50	\$ 6.00	\$ 5.50
STD-ENC\BLK	Standard Sized Metala AV Enclosure Powder Coated Black		EACH	\$ 231.66	\$ 205.10	\$ 200.00	\$ 192.50
WDSCREW-10MM\ST	Self Tapping Wood Screw 10mm Long		EACH	\$ 0.22	\$ 0.20	\$ 0.17	\$ 0.13



## Screen 5: Customer Price List

### Customer Price List:

With Customer Contract Pricing, three different pricing methods can be defined.

1. Each customer can be assigned a Price Level, such as "Trade". In addition, a percentage discount can be applied to the Price Level for that customer.
  - I. All Items Trade Price - 2.5 %
2. A Customer can be assigned a Price Level and discount % on each Product Group
  - I. All Hardware Trade Price -1.5%
3. A Particular Product Item can be nominated at a Set Contract Price with Expiry Date for the Contract
  - I. Light Fitting \$20, Price Expires 30/6/2015

InterAcct Rob-Demo - [CUSTOMER PRICE LIST list , Absolute Contracting (NSW) Pty Ltd, Paul]				
File Record Edit View Go Advanced Graph Design Help				
	Product Item	Description	Net Price \$	Price Type
1	PIONEER-EQL-E25C	Pioneer E250 Equaliser	399.00	1LIST -5%
2	PIONEER-TR-C500	Pioneer C500 Tuner	427.50	1LIST -5%
3	SONY-X1000-2014	2014 Sony X1000 2CH 100watt AMP	641.25	1LIST -5%
4	SONY-X2000-2014	Sony 2000W Amplifier 2ch	1,282.50	1LIST -5%
5	12AWG-100M	100M of 12AWG Speaker Cable	1.23	1LIST -5%
6	18AWG-100M	100M of 18AWG Speaker Cable	1.04	1LIST -5%
7	CAT5E-100M	100M CAT5E Roll	1.71	1LIST -5%
8	CAT6-100M	100M CAT6 Roll	1.99	1LIST -5%
9	HDMI.MM/1M	HDMI Cable, Male to Male, 1 Metre	11.87	1LIST -5%
10	HDMI.MM/5M	HDMI Cable, Male to Male, 5 Metre	20.90	1LIST -5%
11	RJ45-CONNECTOR	Standard RJ45 Connector for Network	1.14	1LIST -5%
12	DELLT1700	Precision T1700 Workstation	1,424.99	1LIST -5%
13	20W-FLR\6"	Floor Speaker Kit 20W RMS 6" Cone	451.25	1LIST -5%
14	CRS-CUS\1.15K	Customisable Crossover (1-15khz)	42.00	
15	INSFOAM-100M2	Insulation Foam for Speaker Cabinet:	12.00	
16	PLY-5X5.16MM	Speaker Cabinet Ply Wood, 1x1m 16mm	38.00	
17	SC-COM\HNG.100I	ScreenTechnic Commercial Hanging 1	920.00	
18	SC-VERTPRJ	ScreenTechnic Vertical Projector Lifter	1,800.00	
19	SLD-1M	Electrical Solder 1M Roll	0.50	
20	SPK-TERM	Gold Plated Speaker Terminals for Ca	7.00	
21	STD-ENC\BLK	Standard Sized Metal AV Enclosure f	210.60	
22	WDSCREW-10MM\		0.15	CONTRACT
23	PRODUCT-ITEMS	Material Items - Repairs	684.00	NORMAL -5%
24	TPL-T3700G-28TQ	JetStream 28-Port Gigabit Stackable L	1,140.00	1LIST -5%
25	PANASONIC-PTAR1	HD 1920X1080 16:9 Projector	2,579.25	1LIST -5%
26	BOSE-FR.6"	Bose Full Range 6" Driver	109.25	1LIST -5%
27	BOSE-TW.1"	Bose Tweeter 1"	47.50	1LIST -5%
28	WRFD-ATLANTIC4C	Wharfedale Atlantic 400	657.87	1LIST -5%
29	SAMSUNG-LED.40"	Samsung EG Series 40" LED Televisior	1,024.72	1LIST -5%
30	SAMSUNG-LED.60"	Samsung LED Backlight 60" Televisior	1,068.75	1LIST -5%
31	SONY-VAIO/PLASM	Sony VAIO, Plasma Television 46" Scre	1,030.75	1LIST -5%



# InterAcct Pricing (Per User)

Users	Base InterAcct	Job Costing, Estimating, Quoting (A)	Sales Order Distribution (B)	Sales Bundles (C)
1	\$1,500 (15-25)	+ \$500 (10)	+ \$350 (5)	+ \$250 (2-3)
2-3	\$1,000 (20-30)	+ \$500 (10)	+ \$350 (5)	+ \$250 (2-3)
4	\$750 (20-30)	+ \$375 (10)	+ \$250 (5-8)	+ \$188 (2-3)
5-9	\$600 (25-35)	+ \$300 (10-15)	+ \$200 (5-8)	+ \$150 (3-5)
10-19	\$500 (30-40)	+ \$275 (10-15)	+ \$175 (5-8)	+ \$125 (3-5)
20-49	\$400 (40-60)	+ \$250 (10-15)	+ \$150 (10-15)	+ \$100 (3-5)
50+	\$350 (50-75)	+ \$230 (15-25)	+ \$130 (10-20)	+ \$90 (5-10)

## Software Pricing

Software Pricing is per Computer Network “User” as defined in the above table. The optional software modules (eg, Job Cost Estimating) require the Base InterAcct as well, and are purchased based on the number of base Network Users. Prices are all ex GST.

### + Annual Support Pricing

Yearly support is calculated at 20% of purchase price, with no CPI annual increases. Support is reduced by 30% after 3 years. For example a single User (with just the base InterAcct) would be (\$1,500 x 20%) = \$300

### + Implementation & Training Budget

The (Number) denotes the estimated min/max hours of Implementation & Training required in the budget per installation / module (not per User). Implementation / training “Advanced” is currently charged at the average rate of \$160 per hour.

## Modules

There is a wide variety of software modules available for purchase, talk to InterAcct staff about your specific software needs.

## Request a Cost Estimate:

InterAcct Software Pty Ltd

Toll Free: 1300 66 26 26  
 Email: [sales@interacct.com.au](mailto:sales@interacct.com.au)

After Hours: 0412 578 622  
 Web: <http://www.interacct.com.au>